

October 20, 2026

THIRD QUARTER 2026 RESULTS

- **Consumer Products sales grew for the fifth consecutive quarter.**
- **Sales of Ps. 13.4 billion.**
- **EBITDA of Ps. 3.4 billion** with a margin of **25.5%**. Fourteenth consecutive quarter within or above our long-term range.
- **Ps. 450 million in quarterly cost savings.**
- **Net income of Ps. 1.7 billion** in 3Q26; **EPS of Ps. 0.56** for the quarter.
- First nine months: **sales up 2%; EBITDA 7% higher; EPS plus 8%.**
- **Disciplined capital allocation: Ps. 1.5 billion in Capex, Ps. 6.4 billion in dividends and 31 million shares repurchased**, equal to **1.0% of outstanding shares** during the last twelve months.
- **Solid balance sheet with Ps. 20.2 billion in cash, Net Debt/EBITDA at 0.8x**, and all debt denominated in Mexican pesos.

QUARTERLY FINANCIAL RESULTS

Prepared in accordance with International Financial Reporting Standards (IFRS)

Million pesos

	<u>3Q'26</u>	<u>3Q'25</u>	<u>CHANGE</u>
NET SALES	\$13,362	\$13,410	0%
GROSS PROFIT	5,384	5,192	4%
OPERATING PROFIT	2,920	2,853	2%
NET INCOME	1,676	1,681	0%
EARNINGS PER SHARE (Pesos)	0.56	0.56	0%
EBITDA	3,410	3,355	2%

Consumer Products growth and margin expansion despite soft market conditions and cost pressures

Third quarter net sales in line with last year, amid a slower consumption environment. **Consumer Products grew 2%**, reflecting the continued health of our brands and solid market shares. **Away from Home declined 5%** (with 2% sequential growth) and **Export sales decreased 15%** (driven by lower hard roll sales).

Gross profit increased 4% with a **40.3% margin, up 160 bps vs 3Q25**. Against last year, fibers were favorable, while resins and SAM were higher, reflecting the geopolitical conditions and higher oil prices. FX level was 8% lower than last year. **Our cost-reduction program delivered approximately Ps. 450 million** in savings during the quarter, demonstrating the structural benefits of our productivity initiatives and reflecting ongoing actions across procurement, product design, manufacturing and logistics.

Operating profit increased 2% with a **margin of 21.9%, up 60 bps vs 3Q25** and **EBITDA grew 2% to Ps. 3.4 billion**, resulting in a **25.5% EBITDA margin**, within our long-term range, and **up 50 bps vs 3Q25**.

Financing costs were Ps. 456 million, higher than the **Ps. 404 million** recorded in **3Q25**. Net interest expense was higher due to additional debt issued. **Foreign exchange resulted in a Ps. 4 million gain**, compared to a **Ps. 3 million loss** last year.

Net income and earnings per share were in line with the prior year at **PS. 1.7 billion** and **PS. 0.56**, respectively.

In U.S. GAAP and dollars, **net sales increased 8%**, **operating profit 11%**, and **net income 8%**.

Disciplined capital returns supported by a strong balance sheet and balanced capital allocation

During the last twelve months, we invested **Ps. 1.5 billion** in **Capex** and paid **Ps. 6.4 billion** in **dividends**. We also repurchased **31 million shares** for **Ps. 1.2 billion**, equivalent to **1.0%** of **outstanding shares**.

As of September 30, the company maintains a very strong financial position: **Ps. 20.2 billion** in **cash**, **total net debt of Ps. 12.5 billion**, and a **Net Debt/EBITDA ratio of 0.8x**. All our debt remains denominated in Mexican pesos.

Share Buyback Program Year to Date

	<u>2026</u>	<u>2025</u>
SHARES REPURCHASED	21,279,849	32,867,976

YTD FINANCIAL RESULTS

Prepared in accordance with International Financial Reporting Standards (IFRS)

Million pesos

	<u>9M'26</u>	<u>9M'25</u>	<u>CHANGE</u>
NET SALES	\$42,141	\$41,314	2%
GROSS PROFIT	17,272	15,850	9%
OPERATING PROFIT	9,668	8,876	9%
NET INCOME	5,736	5,386	7%
EARNINGS PER SHARE (Pesos)	1.92	1.78	8%
EBITDA	11,144	10,395	7%

FINANCIAL POSITION

Million Pesos

	<u>As of September</u>	
	<u>2026</u>	<u>2025</u>
<u>Assets</u>		
Cash and cash equivalents	\$ 20,230	\$ 10,749
Trade and other receivables	8,858	8,416
Inventories	4,172	4,239
Property, plant and equipment	19,093	19,120
Right of use assets	918	971
Deferred taxes	807	756
Intangible assets and others	<u>2,374</u>	<u>2,384</u>
Total	\$ 56,452	\$ 46,635
<u>Liabilities and equity</u>		
Current portion of long term debt	\$ 2,250	\$ 1,500
Current lease liabilities	257	304
Current derivative financial instruments	-	7
Trade payables	9,088	8,786
Employee benefits	1,697	1,451
Dividends payable	3,352	3,153
Provisions	2,948	2,770
Current income tax payable	662	521
Long term debt	26,723	19,100
Non-current lease liabilities	733	742
Non-current derivative financial instruments	2,787	2,533
Other liabilities	510	456
Equity	<u>5,445</u>	<u>5,312</u>
Total	\$ 56,452	\$ 46,635

CASH FLOW

Million pesos

	Nine months ended September	
	<u>2026</u>	<u>2025</u>
Profit before tax	\$8,355	\$7,825
Depreciation and amortization	1,476	1,519
Other	1,313	1,051
Cash used in operations	<u>(1,958)</u>	<u>(3,419)</u>
Net cash flow from operating activities	9,186	6,976
Capital expenditures	(1,125)	(1,432)
Repurchase of shares	(826)	(1,114)
Debt issued	10,000	-
Payment of debt	(1,500)	(3,730)
Payments of lease liabilities	(269)	(295)
Dividends	(3,299)	(3,103)
Net interest and other	<u>(1,625)</u>	<u>(1,535)</u>
Net increase (decrease) in cash	10,542	(4,233)
Effect of exchange rate changes on cash	28	(600)
Cash and equivalents at the beginning of period	9,660	15,582
Cash and equivalents at the end of period	20,230	10,749

Conference Call Information

The **3Q26 earnings conference call** will be held on **Wednesday, October 21, 2026**, at **9:30 a.m. Eastern Time** (8:30 a.m. Central Time / 7:30 a.m. Mexico City Time).

To participate, please dial:

- **US:** (833) 309-3473
- **International:** +1 (785) 838-9251
- **Conference ID:** 25375

A replay will be available through **October 28, 2026** at:

- **US:** (800) 839-5635
- **International:** +1 (402) 220-2561

About Kimberly-Clark de México

Kimberly-Clark de México is a leading Mexican manufacturer and marketer of personal, family, and institutional care products. Our portfolio includes well-known brands such as **Huggies**, **Kleen-Bebé**, **Kleenex**, **Cottonelle**, **Pétalo**, **Depend**, **Kotex**, **Evenflo** and **Escudo**. We hold leading positions across most of our categories and remain focused on delivering quality, innovation, and long-term value for consumers and shareholders.

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