

April 21, 2026

## FIRST QUARTER 2026 RESULTS

- **Consumer Products sales up 5%** in first quarter.
- **First-quarter sales of Ps. 14.3 billion.** Up 4% and an all-time high.
- **Sequential improvement in sales, gross profit, operating profit and EBITDA.**
- **Ps. 450 million in quarterly cost savings.**
- **First quarter EBITDA of Ps. 3.8 billion, margin 26.7%,** at the upper part of our long-term range.
- **Net income of Ps. 2.0 billion in 1Q26 (+10% YoY).** EPS of **Ps. 0.68** for the quarter (**+13% YoY**).
- **Disciplined capital allocation: Ps. 1.7 billion in Capex, Ps. 6.2 billion in dividends and 41 million shares repurchased,** equal to **1.4% of outstanding shares** during the last twelve months.
- **Solid balance sheet with Ps. 20.4 billion in cash, Net Debt/EBITDA at 0.9x,** and all debt denominated in Mexican pesos.

## QUARTERLY FINANCIAL RESULTS

Prepared in accordance with International Financial Reporting Standards (IFRS)

Million pesos

	<u>1Q'26</u>	<u>1Q'25</u>	<u>CHANGE</u>
<b>NET SALES</b>	<b>\$14,331</b>	<b>\$13,833</b>	<b>4%</b>
<b>GROSS PROFIT</b>	<b>5,871</b>	<b>5,283</b>	<b>11%</b>
<b>OPERATING PROFIT</b>	<b>3,329</b>	<b>2,976</b>	<b>12%</b>
<b>NET INCOME</b>	<b>2,026</b>	<b>1,839</b>	<b>10%</b>
<b>EARNINGS PER SHARE (Pesos)</b>	<b>0.68</b>	<b>0.60</b>	<b>13%</b>
<b>EBITDA</b>	<b>3,822</b>	<b>3,470</b>	<b>10%</b>

## Profitable growth driven by Consumer Products momentum, margin expansion and cost discipline

**First-quarter net sales increased 4% to Ps. 14.3 billion. Consumer Products grew 5%**, reflecting the continued health of our brands and solid market shares. **Away from Home declined 1%** although it improved sequentially. **Export sales decreased 7%**; within Exports, **Finished Products sales grew 16%** and **hard roll sales were lower** due to increased requirements of tissue for Consumer Products.

**Gross profit increased 11%** with a **41.0% margin, up 280 bps vs 1Q25** and **60 bps sequentially**, supported by favorable resins, fluff, SAM, virgin and recycled fibers costs and an average FX level 15% 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 12%** with a **margin of 23.2%, up 170 bps vs 1Q25** and **30 bps sequentially** and **EBITDA grew 10%** to **Ps. 3.8 billion**, resulting in a **26.7% EBITDA margin**, in the high range of our long-term objective, **up 160 bps vs 1Q25** and **30 bps sequentially**.

**Financing costs were Ps. 439 million**, higher than the **Ps. 295 million** recorded in **1Q25**, due to lower earnings on our cash investments. **Foreign exchange resulted in a Ps. 9 million loss**, compared to a **Ps. 14 million gain** last year.

**Net income increased 10%** to **Ps. 2.0 billion**, and **earnings per share were Ps. 0.68, up 13%**, reflecting the reduction in shares outstanding.

In U.S. GAAP and dollars, **net sales increased 22%**, **operating profit 31%**, and **net income 29%**.

## Solid financial position backed by balanced capital deployment and low leverage with consistent shareholder returns

During the last twelve months, we invested **Ps. 1.7 billion** in **Capex** and paid **Ps. 6.2 billion** in **dividends**. We also repurchased **41 million shares** for **Ps. 1.4 billion**, equivalent to **1.4%** of **outstanding shares**.

At the beginning of March, considering that maturities of recent years had been paid from cash, **we issued Certificados Bursátiles for 10 billion pesos** through two placements. The first placement was for 8 billion pesos with equal amortizations in years 10, 11 and 12, and the second was for 2 billion pesos with a 2.6-year term. This allowed us to benefit from favorable conditions and improve our debt maturity profile.

As of March 31, the company maintains a very strong financial position: **Ps. 20.4 billion** in **cash**, **total net debt of Ps. 13.5 billion**, and a **Net Debt/EBITDA ratio of 0.9x**. All our debt remains denominated in Mexican pesos.

In February, our shareholders approved a **dividend of Ps. \$2.20 per share**, an 8% increase against last year, and a **share repurchase plan of up to Ps. \$1.0 billion**, in line with our commitment to distribute cash to our shareholders while maintaining a solid capital structure.

## Share Buyback Program Year to Date

	<u>2026</u>	<u>2025</u>
<b>SHARES REPURCHASED</b>	3,630,002	5,498,533

## FINANCIAL POSITION

Million Pesos

	As of March	
	<u>2026</u>	<u>2025</u>
<b><u>Assets</u></b>		
Cash and cash equivalents	\$ 20,361	\$ 11,783
Trade and other receivables	9,867	8,917
Inventories	4,187	4,489
Property, plant and equipment	19,158	18,979
Right of use assets	779	751
Non-current derivative financial instruments	-	5
Deferred taxes	708	787
Intangible assets and others	<u>2,294</u>	<u>2,409</u>
<b>Total</b>	<b>\$ 57,354</b>	<b>\$ 48,120</b>
<b><u>Liabilities and equity</u></b>		
Current portion of long term debt	\$ 1,500	\$ -
Current lease liabilities	222	243
Current derivative financial instruments	2	11
Trade payables	8,784	9,602
Employee benefits	1,769	1,895
Dividends payable	6,651	6,256
Provisions	2,926	2,652
Current income tax payable	381	527
Long term debt	28,893	21,670
Non-current lease liabilities	621	636
Non-current derivative financial instruments	2,584	1,479
Other liabilities	496	468
<b>Equity</b>	<b><u>2,525</u></b>	<b><u>2,681</u></b>
<b>Total</b>	<b>\$ 57,354</b>	<b>\$ 48,120</b>

## CASH FLOW

Million pesos

	Three months ended March	
	<u>2026</u>	<u>2025</u>
Profit before tax	\$2,890	\$2,681
Depreciation and amortization	493	494
Other	439	295
Cash used in operations	<u>(1,640)</u>	<u>(1,920)</u>
Net cash flow from operating activities	2,182	1,550
Capital expenditures and others	(300)	(275)
Repurchase of shares	(147)	(174)
Borrowings	10,000	-
Payment of borrowings	-	(3,730)
Payments of lease liabilities	(89)	(89)
Payment of interest and other	<u>(919)</u>	<u>(989)</u>
Net increase (decrease) in cash	10,727	(3,707)
Effect of exchange rate changes on cash	(26)	(92)
Cash and equivalents at the beginning of period	9,660	15,582
Cash and equivalents at the end of period	20,361	11,783

### Conference Call Information

The **1Q26 earnings conference call** will be held on **Wednesday, April 22, 2026**, at **10:30 a.m. Eastern Time** (9:30 a.m. Central Time / 8:30 a.m. Mexico City Time).

To participate, please dial:

- **US:** (800) 579-2543
- **International:** +1 (785) 424-1789
- **Conference ID:** 12513

A replay will be available through **April 29, 2026** at:

- **US:** (800) 839-7414
- **International:** +1 (402) 220-6068

### 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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