

Kimberly-Clark

1400 Holcomb Bridge Road
Roswell, Georgia 30076
770-587-5000
1-800-KCHELPS (Customer Service)

Ticker Symbol: KMB

Website: www.kchealthcare.com

FYE: December **Yr Began:** 1872

StratCenterID:

Key Metrics

Annual global sales: \$19.1 Billion

Annual Health Care Global Sales: \$1.36 Billion

Corporate Accounts

Nat'l Acct Mgrs: 6

IDN Managers: 7



*Trusted Clinical Solutions**

Corporate Mission Statement

Lead the world with essentials
for a better life

Kimberly-Clark Health Care Mission Statement

Lead the world in healthcare essentials
for a better life

Other Healthcare Divisions/Companies

I-Flow Corporation: www.iflo.com

Baylis Medical: www.baylismedical.com

Kimberly-Clark Professional: www.kcprofessional.com

Kimberly-Clark Consumer: www.kimberly-clark.com

Key Executives

Role

President
Director of Finance
VP, Health Care Sales & Marketing
VP, Medical Devices/Pain
VP, Global Accounts & Strategic Partnerships
VP, General Manager North America Supplies
General Manager North America Devices
Group Director, Corporate Accounts

Executive / Phone

Joanne Bauer (770) 587-8334
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John Amat (770) 587-8087
Chris Lowery (770) 587-7858
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Lisa.Kudlacz@kcc.com

Sales Organization Structure

National Accounts

Manage National Account Agreements with major Group Purchasing Organizations

Corporate Accounts

Focus on representing the full Kimberly-Clark Health Care product portfolio to large IDNs

North America Medical Device

Represent Kimberly-Clark Health Care product solutions designed to help healthcare providers manage ventilator-associated pneumonia, digestive health issues, chronic and acute pain and hypothermia during surgery

North America Medical Supplies

Support healthcare providers in infection prevention activities throughout the hospital with solutions for healthcare worker and patient protection

Distribution/Channel

Support business relationships with major medical/surgical distributors in both acute and alternate site markets

Recent News

May 13, 2011 – MICROCOOL* Breathable High Performance Surgical Gown Meets AAMI Level 4 Standards

May 4, 2011 – Kimberly-Clark Health Care Presents an OR-LIVE™ Premiere Webcast – Endoscopic Placement Method of Balloon-Retained Feeding Tubes

April 6, 2011 - Kimberly-Clark Health Care Announces Strategic Green Partnerships, Commitment to Reducing Medical Waste

March 8, 2011 - For the third consecutive year, Kimberly-Clark Corporation (NYSE:KMB) has been recognized as one of the "100 Best Corporate Citizens" by *Corporate Responsibility Magazine*.

January 8, 2011 – Kimberly-Clark Health Care announces an addition, CHG Oral Rinse to its KimVent* 24-hour Oral Care Kit.

Dec. 9, 2010 – Kimberly-Clark Health Care has been awarded the 2010 American Association for Respiratory Care (AARC) Zenith Award.

This award, voted on by AARC members, is presented to only five companies out of more than 400.

Product Lines Offered

Kimberly-Clark solutions help prevent, diagnose, and manage major issues in these clinical areas: Infection Prevention (Protection & Infection Prevention, Ventilator-Associated Pneumonia and Surgical Site Infections), Digestive Health and Pain Management.



Protection & Infection Prevention

Medical Gloves
Isolation Gowns
Facial Protection
Protective Apparel
Chemotherapy PPE
PPE Dispensers
Patient Care
Closed Suction Systems
Surgical Gowns
Surgical Drapes



Surgical Solutions

Surgical Gowns
Surgical Drapes
Surgical Packs
Microbial Sealant
Temperature Management
Sterilization Packaging
Instrument Care
Facial Protection
Medical Gloves
Pediatric Endotracheal Tubes



VAP Solutions

Closed Suction Catheters
Oral Care System
Endotracheal Tubes
Bal Cath - Diagnostic
Protective Apparel
Facial Protection
Medical Gloves



Digestive Health

Enteral Feeding
Diagnostics
Endoscopy



Pain Management

Needles
Catheters & Mini-Kits
Procedural Trays
Radiofrequency Products
Incisional Pain Pumps
Nerve Block Pumps

Key Strategies

In our Medical Supplies Business, Kimberly-Clark will focus on reducing the risk of patient & staff infections ensuring the best outcomes in the OR and throughout the facility through

- Clinically relevant portfolios with optimal product utilization
- Continual innovation and service excellence
- Consultative Selling approach

Kimberly-Clark will accelerate the growth of our medical device business focused on preventing ventilator-associated pneumonia, and managing digestive health, chronic and acute pain and patient warming by

- Continual innovation and investments to grow
- Broadening the solution bundles
- Investing in clinical research to support product efficacy
- Consultative Selling approach

Kimberly-Clark provides a branded program of value-added services for all customers. The **Kimberly-Clark Advantage*** includes in-service training, clinical research and accredited education. In addition, the implementation of our Not On My Watch* infection prevention campaign offers tools and resources that healthcare professionals can implement in their own facilities.

Supplier Sustainability Program

Kimberly-Clark strives to maintain the balance of protecting healthcare workers and protecting the environment by focusing on the following areas:

1. Manufacturing Practices
2. Packaging Efficiency
3. Recycling Programs
4. Community Support

Recognition & Partnerships



Kimberly-Clark is a member of Practice Green Health, the nation's leading membership and networking organization for institutions in the healthcare community that have made a commitment to sustainable, eco-friendly practices to improve the health of patients, staff and the environment.



For the second year Kimberly-Clark made Newsweek Magazine's exclusive rankings of the world's most environmentally-friendly companies



In 2009, K-C was chosen as the leader in the personal products category of the Dow Jones Global Sustainability Index for the fifth consecutive year.



K-C is a member of the Healthcare Plastics Recycling Council



In 2009 & 2010, K-C was named Energy Star "Partner of the Year".



K-C signed the United Nations Global Compact, the world's largest corporate citizenship and sustainability initiative.



In 2010, K-C ranked #11 among Fortune 500 Companies using green power and #1 On-Site green power user lists

The full 2009 K-C Sustainability Report and Summary can be accessed online at http://www.kimberly-clark.com/our_responsibility/reporting.aspx

Supplier Diversity Statement

Kimberly-Clark actively solicits minority and women-owned businesses to provide them with opportunities to furnish us with a variety of products and services. Our company works with the National Minority Supplier Development Council to locate qualified suppliers and support the Council's mission. As a result, we have access to an enriched pool of suppliers who are competitive, innovative and focused on providing solutions for their customers.