



March 15, 2022

Re: May 2022 KCP Price Increase (US)

Dear Kimberly-Clark Professional Customer,

As we continue to work through these highly dynamic and difficult times, Kimberly-Clark Professional remains committed to meeting your needs and delivering products to end-users at reasonable prices. Moving through 2021 and into 2022, Kimberly-Clark Professional's manufacturing, supplier, distribution and warehousing costs have continued to increase significantly across categories, and we cannot absorb all the additional costs. Kimberly-Clark Professional has tried to mitigate the impact of these further cost increases but given their magnitude and in order to be able to continue to supply these products, Kimberly-Clark Professional will be increasing price accordingly.

Price increase details:

Towel, Tissue, Skincare, and Wipers:

Effective May 1, 2022, Kimberly-Clark Professional will increase prices for Towel, Tissue, Skincare, and select Wipers products in the United States up to 15% with certain products increasing higher.

Personal Protective Equipment:

Effective May 1, 2022, Kimberly-Clark Professional will increase prices for KleenGuard™ G35, G40, and G60 structured gloves by up to 5% with certain gloves increasing higher. In addition, Kimberly-Clark Professional will issue new purchase prices for certain KleenGuard™ thin mill industrial gloves.

Where can you find prices:

Updated into-stock prices and price agreements will be available on the Kimberly-Clark Professional customer portal as soon as practical to enable you to update your systems, with no later than 30 days before changes become effective.

Which orders are affected:

Orders placed by April 30, 2022, calling for immediate delivery no later than May 5, 2022, will receive current into-stock prices. All orders placed by April 30, 2022, calling for delivery after May 5, 2022 as well as orders placed on or after May 1, 2022 will receive the new into-stock price.

To ensure adequate service levels and to avoid shortages, April orders will be limited to 1/12th of your current annual demand.

Due to the extreme market volatility of our input prices, and in order to remain agile with regards to pricing, we would also like to inform you of a re-alignment on how prices will be communicated moving forward. Effective May 1, 2022, Kimberly-Clark Professional is migrating to a more dynamic pricing model on all our key categories which may impact the frequency of pricing changes in the near future. All our prices will from now on be valid until further notice and we will provide you with a 30-day advance notice period in case of any change.

We understand that price increases are never pleasant, but trust that we are continuing to do everything possible to mitigate the impact to you and the market, as well as continuously working to improve and invest in our channel partner experience and our portfolio. To us, value is not a variable.

We are eager to make this adjustment as easy as possible so if you have any questions, please contact your Kimberly-Clark Representative.

Sincerely,



Andy Clement
Chief Customer Officer - KCP North America
Kimberly-Clark Professional

Sincerely,



Todd Lloyd
General Manager
Scientific Business – North America