



January 6, 2023

Re: March 1st 2023 Kimberly-Clark Professional Price Increase (US)

Dear Kimberly-Clark Customer,

We remain committed to meeting your needs and delivering the Kimberly-Clark Professional products upon which you and your customers rely. With manufacturing, supplier, distribution, and warehousing costs still increasing significantly through 2022 and into 2023, we will be increasing prices for Kimberly-Clark Professional products accordingly to continue to supply these products while providing you with the quality you deserve.

Price increase details:

Towel, Tissue, Skincare, and Wipers:

Effective March 1, 2023, Kimberly-Clark Professional will increase prices for select Towel, Tissue, Skincare, and Wiper products in the United States up to 7% with certain cases seeing products increasing higher.

Personal Protective Equipment:

Effective March 1, 2023, Kimberly-Clark Professional will increase prices for select Industrial Vision and Apparel, Lab and Cleanroom Apparel, and Cleanroom Masks in the United States up to 6% with certain products increasing higher.

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. For the most immediate changes, these will be visible beginning January 13, 2023.

Which orders are affected:

Orders shipped by February 28, 2023 will receive current prices. All orders shipped beginning March 1, 2023 will receive the new into-stock price.

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

We understand that price increases are never pleasant, and value your continued partnership. Rest assured, our goal is to minimize pricing impacts as well as provide exceptional products and service to you and your customers. 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