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SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549
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(Mark One)
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
For the quarterly period ended MARCH 31, 2002
OR
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\[
\text { P. O. BOX } 619100
\]
DALLAS, TEXAS
75261-9100
(Address of principal executive offices) (Zip Code)
(972) 281-1200
(Registrant's telephone number, including area code)
NO CHANGE
(Former name, former address and former fiscal year, if changed since last report)
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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes | X. | No |
| ---: | :--- |
| --- |  |

AS OF MAY 3, 2002, THERE WERE 518,877,997 SHARES OF THE CORPORATION'S COMMON STOCK OUTSTANDING.

PART I - FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS.

CONSOLIDATED INCOME STATEMENT
KIMBERLY-CLARK CORPORATION AND SUBSIDIARIES

|  | Three Months |
| :---: | :---: |
| Ended March 31 |  |
| (Millions of dollars except per share amounts) | 2002 |


GROSS PROFIT
Marketing, research and general expenses. . . . . . . . . $1,212.4$
$566.2 \quad 1,170.7$
515.6

Goodwill amortization


## Unaudited

See Notes to Consolidated Financial Statements.



1. The unaudited consolidated financial statements of Kimberly Clark

Corporation (the "Corporation") have been prepared on a basis consistent with
that used in the Annual Report on Form 10 K for the year ended December 31,
2001, and include all normal recurring adjustments necessary to present
fairly the condensed consolidated balance sheet, consolidated income
statement and condensed consolidated cash flow statement for the periods
indicated. Certain reclassifications have been made to conform prior year
data to the current year presentation. On January 1, 2002, the Gorporation
cadopted the following new accounting pronouncements:
Emerging Issues Task Force ("EITF") 01 9, Accounting for Consideration Given by a Vendor to a Customer or a Reseller of the Vendor's Products. The accounting issues previously addressed in EITF 00-14, Accounting for Certain Sales Incentives, and in EITF 00-25, Vendor Income Statement characterization of Consideration Paid to a Reseller of the Vendor's Products, were codified and reconciled in EITF 01-9. Under EITF 01-9, the cost of promotion activities offered to customers is classified as a reduction in sales revenue. In addition, the estimated redemption value of consumer coupons is recorded at the time the coupons are issued and classified as a reduction in sales revenue. The Gorporation has reclassified the face value of coupons and other applicable promotional activities as a reduction in revenue for all periods presented. As of January 1, 2002, the Corporation recorded a cumulative effect of a change in accounting principle, equal to an after tax charge of approximately $\$ .02$ per share, resulting from a change in the period for recognizing the face value of coupons.

Statement of Financial Accounting Standards ("SFAS") 144, Accounting for the Impairment or Disposal of Long Lived Assets. SFAS 144 provides a single, comprehensive accounting model for impairment and disposal of long lived assets and discontinued operations. Adoption of SFAS 144 had no effect on the Corporation's financial statements.

SFAS 142, Goodwill and Other Intangible Assets. In accordance with SFAS 142, the Corporation has discontinued the amortization of goodwill and has determined that it has no identified intangible assets with indefinite useful lives. The Gorporation is in the process of performing the required impairment testing of goodwill as of January 1, 2002. As required, this testing will be completed by June 30,2002 and is not expected to result in any impairment write offs of goodwill.

Also as required, results for periods prior to the adoption of SFAS 142
have not been restated to reflect the effect of discontinuing goodwill amortization. The following table reconciles reported net income and earnings per share to results that would have been reported if SFAS 142 had been adopted as of January 1, 2001:

Three Months
Ended March 31


Earnings Per Share Basic and Diluted
——Reported net income. . . . . . . . . . . . . . . . . . . . . . . . \$ . 84.8
Coodwill amortization, net of income taxes. . . . . . . . . . . . . . . . .

March 31, 2002


Z. There are no adjustments required to be made to net income for purposes

- of computing basic and diluted earnings per share ("EPS"). The average number
of common shares outstanding used in the basic EPS computations is reconciled
to those used in the diluted EPS computation as follows:

-Options outstanding during the quarter ended March 31, 2002 and 2001 to -purchase 5.8 million and 2.7 million shares of common stock, respectively,
Were not included in the computation of diluted EPS because the exercise
prices of the options were greater than the average market price of the
common shares.
- The number of commen shares outstanding as of March 31, 2002 and 2001 was
510.1 million and 532.9 million, respectively.

3. The following schedule details inventories by major class as of March 31, 2002 and December 31, 2001:


- FIFO cost of total inventories on the LIFO method were $\$ 680.0$ million and
- $\$ 715.2$ million at March 31, 2002 and December 31, 2001, respectively.

4. The following schedule provides the detail of comprehensive income:

5. The following schedule presents information concerning consolidated
-operations by business segment:

|  |  | $\left.\begin{array}{c}\text { Three Months } \\ \hline \text { (Millions of dollars) } \\ \hline\end{array}\right]$ |
| :--- | :--- | :--- | :--- |




Goodwill amortization is included in operating profit of the busines
segments as follows:


## Description of Business Segments:

The Personal Care segment manufactures and markets disposable diapers, training and youth pants and swimpants; feminine and incontinence care products; and related products. Products in this segment are primarily for household use and are sold under a variety of well-known brand names, including Huggies, Pull Ups, Little Swimmers, GoodNites, Kotex, Lightdays, Depend and Poise.

The Gonsumer Tissue segment manufactures and markets facial and bathroom tissue, paper towels and napkins for household use; wet wipes; and related products. Products in this segment are sold under the kleenex, scott, Cottonelle, Viva, Andrex, Scottex, Page, Huggies and other brand names.

The Business to Business segment manufactures and markets facial and bathroom tissue, paper towls, wipers and napkins for away from home use; health care products such as surgical gowns, drapes, infection control products, sterilization wraps, disposable face masks and exam gloves, respiratory products, and other disposable medical products; printing, premium business and correspondence papers; specialty and technical papers; and other products. Products in this segment are sold under the Kimberly Clark, Kleenex, Scott, Kimwipes, WypAll, Surpass, Safeskin, Tecnol, Ballard and other brand names.

\author{

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RESULTS OF OPERATIONS:
FIRST QUARTER OF 2002 COMPARED WITH FIRST QUARTER OF 2001
By Business Segment
(Millions of dollars)

Gonsolidated. . . . . . . . . . . . . . . . . . \$3, 330.9_ \$3, 323.2

## Gommentary:

Consolidated net sales for the first quarter of 2002 were approximately $\$ 3.3$ billion, slightly higher than in 2001. Excluding currency effects, net sales rose more than 2 percent, driven mainly by higher sales volumes of consumer tissue and personal care products in North America and the consolidation of Kimberly Clark Australia-Pty. Limited ("KGA"). Overall sales volumes were-4.5 percent higher while competitive pricing, including promotional activity, reduced sales by about 2 percent. Net sales in both years are stated net of the cost of trade promotions and both the face value of consumer coupons and other applicable promotional activities as required under a newly effective accounting pronouncement issued by the Financial Accounting Standards Board (EITF 01 9)

The first quarter of 2002 included net sales of KCA of approximately $\$ 100$ million (by segment: about $\$ 40$ million in both personal care and consumer tissue and $\$ 20$ million in business to business). Effective July 1, 2001, the Gorporation acquired an additional 5 percent of KCA and began consolidating KCA's operating results at that time.

Net sales of personal care products decreased slightly from the first quarter of 2001, but increased more than 3 percent before currency effects. Global sales volumes increased approximately 6 percent despite a significant decline in sales volumes in Argentina and Brazil. Lower selling prices, down 2 percent, and product mix partially offset the volume increases. In North America, sales volumes rose about 6 percent, highlighted by a double digit increase in shipments of Depend and Poise adult incontinence care products and solid gains for Huggies diapers and Pull ups training pants. Selling prices declined nearly 4 percent in response to competitive pricing and prometional activities, including selected package count increases to improve consumer value. Sales of personal care products in Europe decreased approximately 3 percent when measured in constant exchange rates. Sales volumes were slightly lower and net selling prices declined more than 2 percent amid intense competition in diapers and training pants.

[^0]

## Unusual Items in the first quarter of 2002 were comprised primarily of

 costs associated with the previously announced plans to streamline - manufacturing operations in Latin America.- In the first quarter of 2001, charges for Unusual Items related mainly
-to reorganizing the corporation's fominine and adult care operations in - North America and business integration programs.

These Unusual Items have been excluded from operating profit in the "Before Unusual Items" column in the following tables:


[^1]
## Gommentary:

Before Unusual Items, operating profit increased 2.2 percent to $\$ 673.8$ million in the first quarter of 2002 compared with $\$ 659.2$ million in 2001. Higher sales volumes and the discontinuation of goodwill amortization contributed to the increase, and fiber and energy costs were approximately $\$ 80$ million lower. A stepped-up level of advertising and promotion activities, in response to intense competition, and an increase in pension and other employee benefit eosts, among other things, partially offset these positive factors. The following commentary is before Unusual Items.

| Although personal care segment sales volumes rose about 6 percent, |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| operating profit was constrained by actions to counter aggressive |  |  |  |  |  |  |  |  |  |  |  |
| competition in the diaper and training pants markets in the U.S. and |  |  |  |  |  |  |  |  |  |  |  |
| Europe, as well as the continued difficult business conditions in |  |  |  |  |  |  |  |  |  |  |  |
| Argentina and Brazil. |  |  |  |  |  |  |  |  |  |  |  |
| Consumer tissue segment operating profit in the first quarter of 2002 |  |  |  |  |  |  |  |  |  |  |  |
| was boosted by the increased sales volumes, particularly on the strength |  |  |  |  |  |  |  |  |  |  |  |
| of bathroom tissue and paper towels sales in North America. In |  |  |  |  |  |  |  |  |  |  |  |
| addition, operating profit rose strongly in Europe and in the |  |  |  |  |  |  |  |  |  |  |  |
| Asia/Pacific region. Overall, the lower fiber costs more than compensated |  |  |  |  |  |  |  |  |  |  |  |
| for the higher levels of promotional activity and marketing expense. |  |  |  |  |  |  |  |  |  |  |  |
| The business-to-business segment operating profit increased, however, |  |  |  |  |  |  |  |  |  |  |  |
| excluding goodwill amortization in 2001 it declined nearly 6 percent. |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Higher sales volumes for health care products and the beginning of |  |  |  |  |  |  |  |  |  |  |  |
| recovery in the North American K C Professional business were not |  |  |  |  |  |  |  |  |  |  |  |
| sufficient to overcome lower selling prices across the segment. |  |  |  |  |  |  |  |  |  |  |  |
| The change in other income (expense), net is primarily related to |  |  |  |  |  |  |  |  |  |  |  |
| currency transactions, including a gain of approximately $\$ 14$ million |  |  |  |  |  |  |  |  |  |  |  |
| on forward exchange contracts that hedge the currency exposure |  |  |  |  |  |  |  |  |  |  |  |
| for the anticipated acquisition of the remaining 45 percent ownership |  |  |  |  |  |  |  |  |  |  |  |
| interest in KCA from-Ameor Limited, the Corporation's joint venture |  |  |  |  |  |  |  |  |  |  |  |
| tne |  |  |  |  |  |  |  |  |  |  |  |

By Geography
(Millions of dollars)
NET SALES 2001

|  |  |
| :---: | :---: |
|  |  |
|  |  |



the geographic areas.

## Gommentary:

Net sales in North America decreased slightly as the higher sales
volumes in personal care and consumer tissue were offset by the
higher promtional activity and the lower business to business net sales.
_. Net sales outside of North America increased 2.3 percent primarily due to the consolidation of KCA, partially offset by the lower net sales in Argentina and Brazil.

## Operating profit before Unusual Items in North America decreased 4.0

 percent because the higher promotion spending, increased pension and other employee benefit costs and other factors more than offset the favorable pulp costs.Operating profit before Unusual Items outside of North America increased 20.8 percent due to the consolidation of KGA and the lower pulp Additional Income Statement Commentary:

Interest expense decreased primarily due to lower interest rates.
—. The effective tax rate, before Unusual Items in both years, was 29.7
percent in 2002 compared with 30.2 percent in 2001 . The lower effective tax rate was primarily due to the discontinuation, for financial reporting purposes, of amortizing goodwill that had not been deductible for income tax purposes.

The Gorporation's share of net income of equity companies decreased in 2002 primarily due to the consolidation of KCA and lower net income at Kimberly Clark de Mexico, S.A. de C.V. ("KCM"). At KCM, continued strong performance of its consumer products operations boosted sales and operating profit; however, a higher tax rate, due to new legislation, caused net income to decline.

On a diluted basis, net income was $\$ .84$ per share, including a charge of

- $\$ .02$ per share for the cumulative effect of an accounting change related to
the adoption of EITF 01 9, in 2002. In the first quarter of 2001, on a
- diluted basis, net income was $\$ .81$ per share. First quarter earnings before

Unusual Items and the cumulative effect of the accounting change were $\$ .87$
per share in 2002 up 3.6 percent from $\$ .84$ per share in 2001.

EIQUIDITY AND CAPITAL RESOURCES

Gash provided by operations in the first quarter of 2002 increased $\$ 63.5$ million, or 13.9 percent, compared with the first quarter of 2001. This increase was achieved despite cash payments of more than $\$ 50$ million in February 2002 under the terms of two previously announced arbitration rulings.

During the first quarter of 2002 , the Gorporation repurchased 2.5 million shares of its common stock at a cost of approximately $\$ 155$ million. These repurchases are consistent with the corporation's stated target of repurchasing between 2 percent and 3 percent of its common stock during 2002.

On February 8, 2002, the Gorporation issued $\$ 400$ million of 5-5/8 percent Notes due February 15, 2012 and used the proceeds to retire commercial paper.


NEW ACCOUNTING PRONOUNCEMENTS
On January 1, 2002, the Corporation adopted the following new accounting pronouncements:

Also as required, results for periods prior to the adoption of SFAS 142
have not been restated to reflect the effect of discontinuing goodwill
amortization. The following table reconciles reported net income and
earnings per share to results that would have been reported if
SFAs 142 had been adopted as of January 1, $2001:$




## ENVIRONMENTAL MATTERS

The Corporation has been named as a potentially responsible party at a number of waste disposal sites, none of which individually or in the aggregate, in management's opinion, is likely to have a material adverse effect on its business, financial condition or results of operations.

## OUTLOOK

The Corporation believes that the outlook for improvement in the economies and market conditions in Argentina and Brazil continues to be uncertain; however, the Corporation should benefit from improved market conditions for its business to business operations in North America as the economy recovers. Also, in the near term, the Corporation expects competition will remain intense, particularly in the diaper and training pants categories in North America and Europe. The Corporation intends to continue to focus on increasing cash flow to help fund its growth. The Corporation continues to believe it is doing the right things strategically to build competitive advantage and drive top and bottom line growth going forward.

## INFORMATION CONGERNING FORWARD-LOOKING STATEMENTS

Certain information contained in this report is forward looking and is based on various assumptions. Such information includes, without limitation, the business outlook, including new product introductions, cost savings and acquisitions, anticipated financial and operating results, strategies, contingencies and contemplated transactions of the corporation. These forward looking statements are based upon management's expectations and beliefs concerning future events impacting the Corporation. There can be no assurance that such events will occur or that their effects on the Corporation will be as currently expected. For a description of certain factors that could cause the Gorporation's future results to differ materially from those expressed in any such forward-looking statements, see the section of part $I_{\text {, }}$ Item 1 of the Corporation's Annual Report on Form 10 K for the year ended December 31, 2001 entitled "Factors That May Affect Future Results."

ITEM 1. LEGAL PROCEEDINGS
The following material developments have occurred in the litigation procedings described in Part I, Item 3 of the Gorporation's Annual Report on Form 10-K for the year ended December 31, 2001:

With respect to the Mobile Energy Services Company L.L.C. ("MESC")
litigation, during the first quarter of 2002 , pursuant to mediation between MESG and the Corporation, a pending arbitration proceeding and one of the pending adversary proceedings between the parties were resolved with the Corporation agreeing to pay MESC $\$ 675,000$. This settlement is subject to
the approval of the bankruptcy court. Additionally, the court has ruled in
favor of the Corporation and granted a motion to dismiss the fraudulent
transfer claim asserted by MESC. At present, two minor adversary
proceedings are the only claims MESG has pending against the corporation.
—With respect to the asbestos litigation, as of April 30, 2002, the
Corporation, along with numerous other non affiliated companies, was a party to approximately 267 lawsuits in California, Florida, Georgia, Illinois, Louisiana, Mississippi, Missouri, New York, Pennsylvania and Texas state courts. These lawsuits allege personal injury resulting from asbestos exposure on the defendants' premises and/or that the defendants manufactured, sold, distributed or installed products which cause asbestos related lung disease. No specific product ever manufactured by the Corporation or its subsidiaries has been identified by the plaintiffs as having caused or contributed to any asbestos related lung disease. The corporation has denied the allegations and raised numerous defenses in all of these asbestos cases. All asbestos cases have been tendered to the Corporation's insurance carriers for defense and indemnity. With respect to the Anne Meader litigation, the Corporation has reached a tentative settlement with the plaintiffs. The settlement is conditional -on several factors that have yet to occur.

In management's opinion, none of the legal and administrative proceedings described above or in Part I, Item 3 of the Corporation's Annual Report on Form 10 K for the year ended December 31, 2001, individually or in the aggregate, is expected to have a material adverse effect on the corporation's business, financial condition or results of operations.

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS
The 2002 Annual Meeting of Stockholders was convened at 11:00 a.m. on Thursday, April 25, 2002, at the Corporation's World Headquarters, 351 Phelps Drive, Irving, Texas. Represented at the meeting in person or by proxy were $463,878,538$ shares of common stock or at least $89 \%$ of all shares of common stock outstanding.

The following directors were elected to three year terms expiring in 2005: John F. Bergstrom; Paul J. Collins; and Robert W. Decherd. The Corporation's other directors are Thomas J. Falk, William O. Fifield, wayne R. Sanders, Wolfgang R. Schmitt, Randall L. Tobias, Pastora San Juan Cafferty, Claudio $x$. Gonzalez, Linda Johnson Rice and Mare J. Shapiro. Of the shares represented at the meeting, at least $96 \%$ voted for each nominee. There were no broker non votes with respect to this matter, and the votes for and votes withheld for each nominee are as follows:

| John-F. Bergstrom | $448,798,008$ | $15,080,530$ |
| :---: | ---: | ---: |
| Paul. J. Collins | $455,523,857$ | $8,354,681$ |
| Robert W. Decherd | $455,794,589$ | $8,083,949$ |

The stockholders also approved the adoption of the Corporation's Executive Office Achievement Award Program. Of the shares represented at the meeting, $426,559,254$ shares (92\%) voted for such adoption, $33,336,271$ shares (7.2\%) voted against and 3,083,013 shares (.8\%) abstained or did not vote. There were no broker non votes with respect to this mater.

The stockholders also approved a stockholder proposal relating to the Corporation's amended and restated rights agreement. Of the shares represented at the meeting, $251,222,757$ shares ( $61.8 \%$ ) voted for such adoption, $148,500,773$ shares (36.5\%) voted against, $6,838,564$ shares (1.7\%) abstained or did not vote and there were $57,316,444$ broker non votes. The votes in favor of this proposal represent $48.3 \%$ of the shares eligible to vote at the meeting. This proposal is not binding on the Corporation and the Board of Directors is expected to consider this matter at a future board meeting.

In addition to the election of directors, the adoption of the Executive Officer Achievement Award Program and the approval of the stockholder proposal, the stockholders approved the selection of Deloitte \& Touche LLP as the principal independent auditors for the Corporation. Of the shares represented at the meeting, $443,696,704$ shares ( $95.6 \%$ ) voted for such selection, $16,953,953$ shares ( $3.7 \%$ ) voted against and $3,227,881$ shares (.7\%) abstained or did not vote. There were no broker non votes with respect to this matter.

ITEM 6. EXHIBITS AND REPORTS ON FORM 8 K.
(a) Exhibits
(3)a Restated Certificate of Incorporation, dated June 12, 1997, incorporated by reference to Exhibit No. (3)a of the Corporation's Annual Report on Form 10 K for the year ended December 31, 1999.
(3)b By Laws, as amended November 22,1996 , incorporated by reference to Exhibit No. 4.2 of the Corporation's Registration Statement on Form S \& filed with the Securities and Exchange Commission on December 6, 1996 (File No. 33 17367).
(4) Copies of instruments defining the rights of holders of long term debt will be furnished to the Securities and Exchange Commission upon request.
(10) Executive Officer Achievement Award Program, adopted April 25, 2002.
(b) Reports on Form 8-K

The Corporation filed the following Current Reports after January 1, 2002 and prior to the date of this Form 10 Q:

1. Current Report on Form 8 K, dated January 17, 2002, to report the reclassification of business segment sales and operating profit for 1999, 2000 and the first nine months of 2001 to reflect newly defined business segments of the Corporation.
2. Current Report on Form 8 K, dated January 23, 2002, to report further reclassification of certain amounts contained in the Form 8 K dated
January 17, 2002.
3. Current Report on Form 8-K, dated February 5, 2002, to report the text of a press release issued on January 23, 2002 relating to the Corporation's 2001 fourth quarter earnings and the results of an arbitration ruling. administrative order by the securities and Exchange Commission on March 27, 2002.
4. Current Report on Form 8 K, dated April 12, 2002, to report the reclassification of certain financial information of the corporation for 1998, 1990, 2000 and 2001, and for each quarter in 2001, in accordance with Emerging Issues Task Force ("EITF") Issue No. 00 14 (Accounting for Certain Sales Incentives) and Issue No. O0-25 (Accounting for Consideration from a vendor to a Retailer in Connection with the Purchase or Promotion of the Vendor's-Products).


Payments of awards to Participants who are employees of subsidiaries of the Company shall be paid directly by such subsidiaries.

Termination of employment for any reason may result in a pro rata or other adjustment to the amount of the award on such basis as shall be determined fair and equitable by the Compensation Committee.

Notwithstanding any provision of EOAAP, no award shall be paid to a Participant who, in any calendar year, has discharged his principal accountabilities in a manner deemed unacceptable by the Chief Executive Officer. Participants under the EOAAP will be ineligible for awards relating to the same calendar quarter under the Company's Management Achievement Award-Program.
determination, then as soon as practicable after the amount of the award has been determined.



[^0]:    Consumer tissue net sales increased 1.9-percent compared with the first quarter of 2001 and advanced approximately 4 percent before currency effects. Global sales volumes increased nearly 5 percent while selling prices were approximately 1 percent lower. In North America, sales volumes were more than 4 percent higher, driven by sales of Cottonelle and Scott
    bathroom tissue and scott towls. Overall selling prices in North America declined 1 percent due to competitive prometional activity. In Europe, sales of consumer tissue increased 1 percent before currency effects. selling prices were about 3 percent higher while sales volumes were nearly 2 percent lower. Market shares remained healthy for Andrex bathroom tissue in the U.K. and Scottex, Page and Hakle bathroom tiscue and Kleenex facial tiscue in key European markets.

[^1]:    Note: Unallocated items net, consists of expenses not associated with the business segments.

