

## Genpact and Kimberly-Clark Extend Relationship for Business Process Management and Analytics Services for Five Years

### **Continued focus on finance transformation and operational excellence to drive business impact**

NEW YORK, June 3, 2014 /[PRNewswire](#)/ -- Genpact Limited (NYSE: G), a global leader in transforming and running business processes and operations, today announced that it will continue to partner with global consumer product goods (CPG) leader Kimberly-Clark to provide and optimize finance and accounting services (F&A), including a number of industry-specific functions such as supply chain accounting. This new five-year contract extends the previous contract set to expire in December 2014.

Kimberly-Clark has been an industry pioneer, industrializing its business process operations through Genpact in 2007, when the company made the strategic decision to drive more cost-effective finance operations in order to focus on product innovation and customer service. Kimberly-Clark's decision was also innovative in that it sought Genpact's CPG industry experience and analytics expertise to build a trade promotion optimization framework as part of its strategy to become more competitive in the face of an increasingly complex environment marked by rising commodity costs, expanding markets, evolving consumer behaviors, and retailer consolidation.



Genpact has helped Kimberly-Clark drive industry-recognized operational excellence in the company's finance processes, including reducing the finance closing cycle time by 20 percent while achieving significant cost savings to date. Genpact is continuing to leverage its Smart Enterprise Processes (SEP<sup>SM</sup>) methodology for benchmarking and bringing to best-in-class levels Kimberly-Clark's finance and accounting (F&A) operations, including supply chain accounting, accounts payable, accounting-to-reporting, procurement and customer financial services. With its Lean and Six Sigma-driven process expertise and global delivery capabilities, Genpact is also continuing to support Kimberly-Clark's Europe business transformation efforts.

"Genpact has been a key business transformation partner for Kimberly-Clark, helping us to exceed our F&A operations goals by significantly improving the effectiveness of our F&A processes as well as the success of our trade promotions efforts," said Mark Buthman, senior vice president and chief financial officer, Kimberly-Clark. "We are happy to extend our

partnership with Genpact which will help us generate further bottom line impact and continue to enhance our customer relationships."

"Genpact is thrilled to extend this valuable partnership with Kimberly-Clark and we are proud of the business impact that we have helped them generate to date," said BK Kalra, senior vice president and business leader, CPG, Retail and Life Sciences , Genpact. "We look forward to further helping Kimberly-Clark on their finance transformation journey."

Genpact provides a comprehensive range of services to its CPG clients which leverage analytics and technology to effectively support core finance and procurement processes in addition to trade promotions, integrated business planning, marketing optimization, and supply chain and inventory optimization. As an example, Genpact's Trade Promotion Management and Optimization services help companies better leverage their investments in their brands, including in-store presence. More information is available at [www.genpact.com/home/industries/consumer-goods](http://www.genpact.com/home/industries/consumer-goods).

#### About Kimberly-Clark

Kimberly-Clark and its well-known global brands are an indispensable part of life for people in more than 175 countries. Every day, nearly a quarter of the world's population trust K-C brands and the solutions they provide to enhance their health, hygiene and well-being. With brands such as Kleenex, Scott, Huggies, Pull-Ups, Kotex and Depend, Kimberly-Clark holds No. 1 or No. 2 share positions in more than 80 countries. To keep up with the latest K-C news and to learn more about the company's 142-year history of innovation, visit [www.kimberly-clark.com](http://www.kimberly-clark.com).

#### About Genpact

Genpact Limited (NYSE: G) is a global leader in transforming and running business processes and operations, including those that are complex and industry-specific. Our mission is to help clients become more competitive by making their enterprises more intelligent through becoming more adaptive, innovative, globally effective and connected to their own clients. Genpact stands for Generating Impact – visible in tighter cost management as well as better management of risk, regulations and growth for hundreds of long-term clients including more than 100 of the Fortune Global 500. Our approach is distinctive – we offer an unbiased, agile combination of smarter processes, crystallized in our Smart Enterprise Processes (SEP<sup>SM</sup>) proprietary framework, along with analytics and technology, which limits upfront investments and enhances future adaptability. We have global critical mass – 64,000+ employees in 24 countries with key management and corporate offices in New York City – while remaining flexible and collaborative, and a management team that drives client partnerships

personally. Our history is unique – behind our single-minded passion for process and operational excellence is the Lean and Six Sigma heritage of a former General Electric division that has served GE businesses for more than 15 years. For more information, visit [www.genpact.com](http://www.genpact.com). Follow Genpact on [Twitter](#), [Facebook](#), and [LinkedIn](#).

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