

# BIC Group

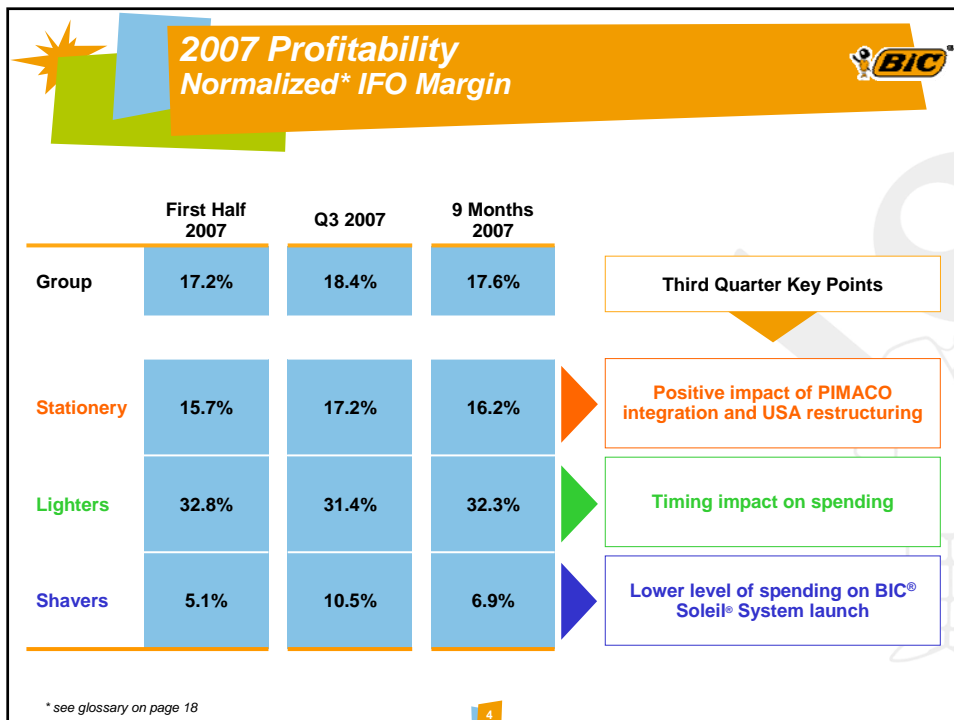
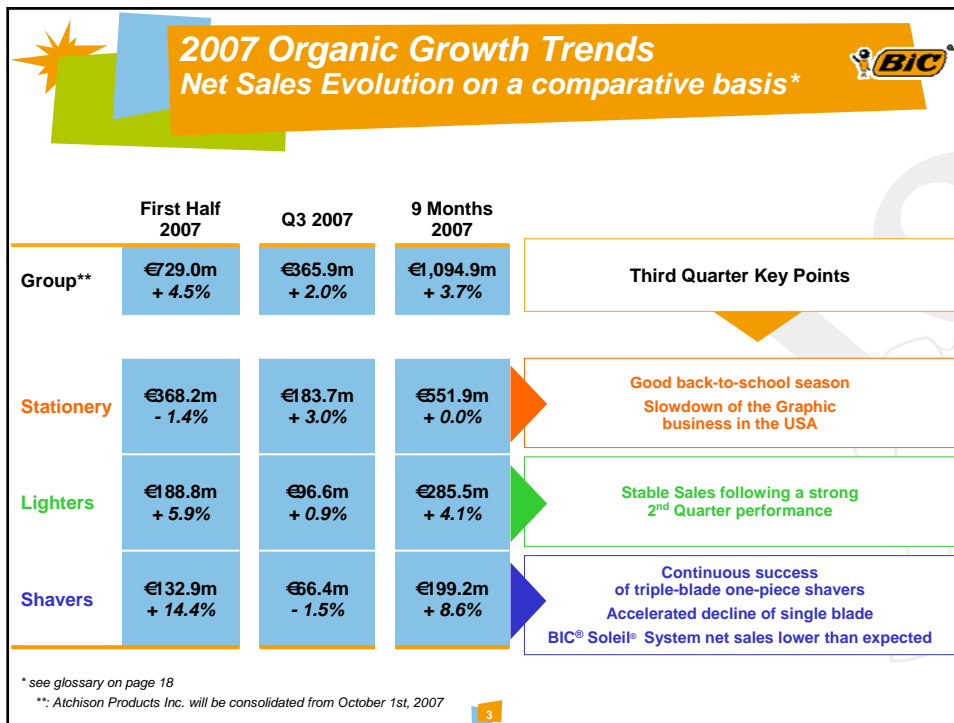
Q3/9M 2007 Results



October 30, 2007

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9 Months 2007 results Agenda	
Key messages and operational highlights	Mario Guevara
Q3 Category highlights	Mario Guevara
Consolidated financial figures	Jim DiPietro
Full year trends and conclusion	Mario Guevara

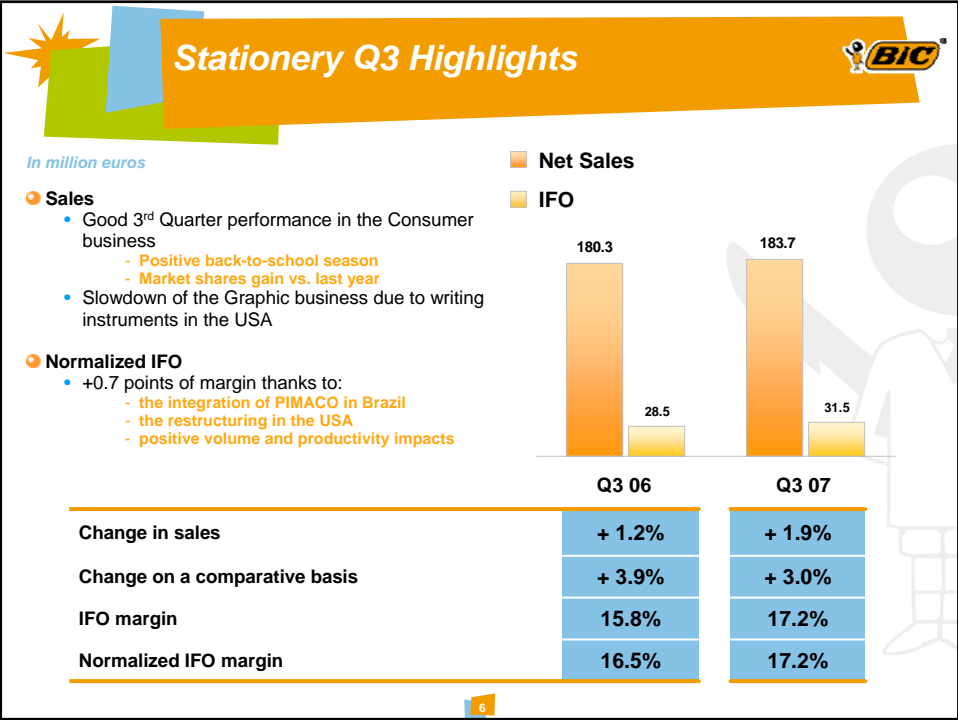


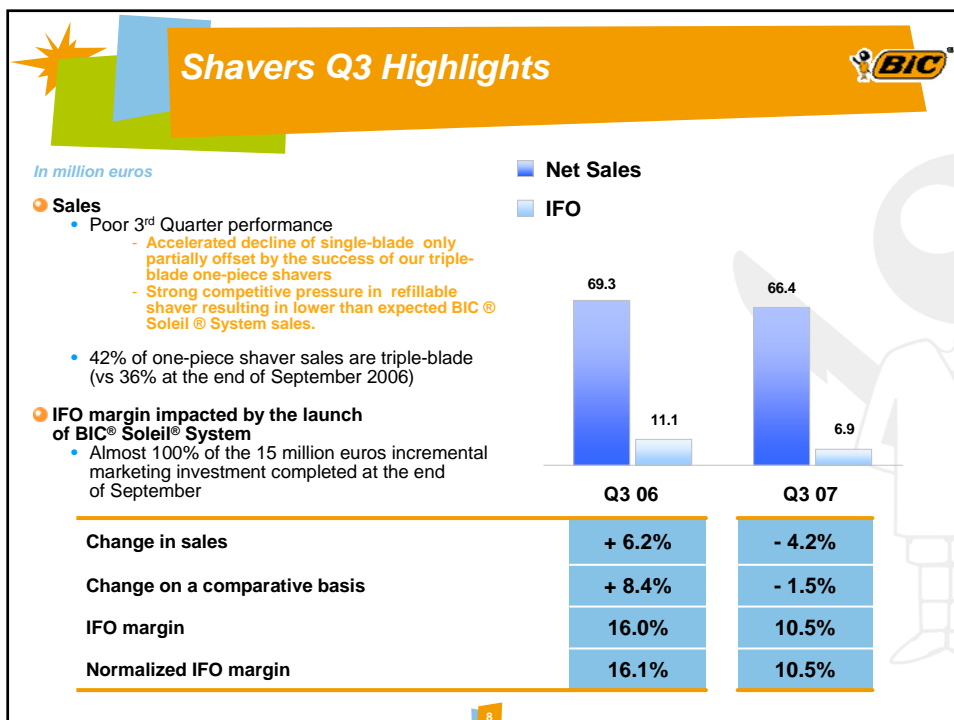
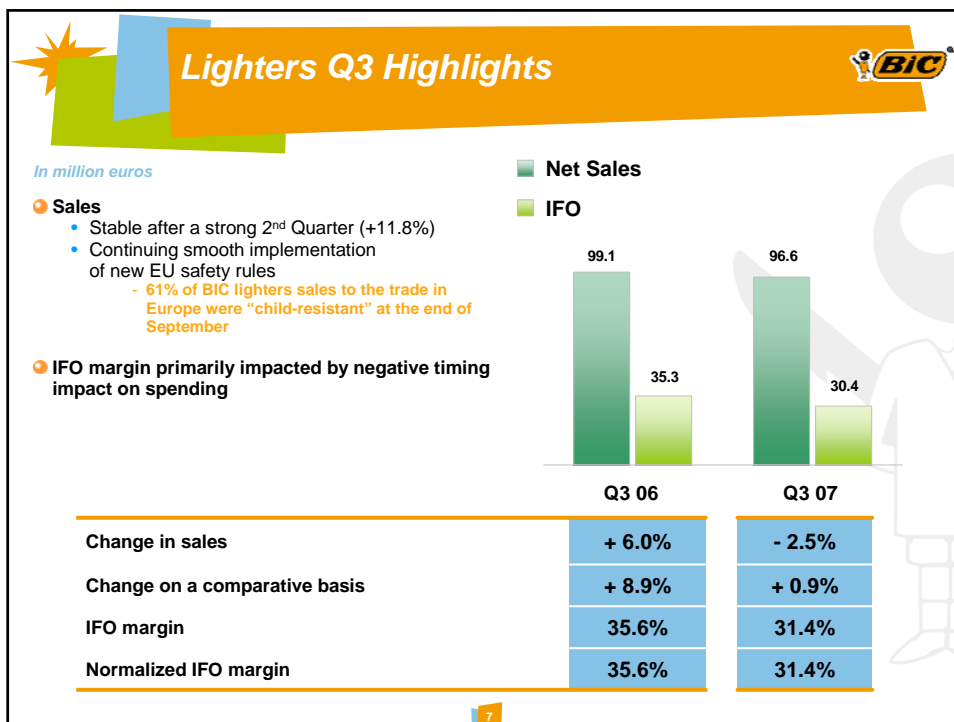
## 9 Months 2007 results Agenda



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**9 Months 2007 results Agenda** 

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**9 Months 2007 key financial figures** 

<i>BIC Group</i> <i>In million euros</i>	9M06	9M07	Change	Change on a comparative basis*
Net Sales	1,083.6	1,094.9	+ 1.0%	+ 3.7%
Gross Margin	532.9	539.3	+1.2%	+3.6%
Income from Operations	195.9	193.2	- 1.4%	+ 1.1%
Normalized* IFO	200.7	193.2	- 3.7%	- 1.3%
Group net income	129.0	128.0	- 0.8%	+ 2.3%
EPS	2.59	2.60	+ 0.2%	
Normalized* EPS	2.65	2.60	- 2.2%	
Number of shares <sup>(1)</sup>	49,810,451	49,300,858		
Net Cash Situation*	118.3	145.6	+ 27.3	

\* see glossary page 18  
 (1) Weighted average number of shares net of treasury shares

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<b>Gross Margin</b>		
	<b>Q3</b>	<b>9M</b>
<b>2006 Gross Margin as reported</b>	<b>49.8%</b>	<b>49.2%</b>
Restructuring Expenses	+ 0.3 pts	+ 0.4 pts
<b>2006 Normalized Gross Margin</b>	<b>50.1 %</b>	<b>49.6%</b>
Material price increase offset by price adjustments	-	-
USA restructuring savings	+ 0.2 pts	+ 0.3 pts
System Shaver launch	-0.2 pts	-0.2 pts
Volume / FX / Other	- 0.9 pts	- 0.4 pts
<b>2007 Gross Margin</b>	<b>49.2 %</b>	<b>49.3%</b>

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<b>IFO and Normalized IFO Margins</b>		
	<b>Q3</b>	<b>9M</b>
<b>2006 IFO margin as reported</b>	<b>20.2%</b>	<b>18.1%</b>
Restructuring Expenses	+ 0.3 pts	+ 0.4 pts
<b>2006 Normalized IFO Margin</b>	<b>20.5%</b>	<b>18.5%</b>
Gross margin decrease	- 0.9 pts	- 0.3 pts
Freight & distribution	- 0.4 pts	- 0.2 pts
Brand support	- 1.0 pts	- 1.0 pts
Operating expenses	+ 0.1 pts	+ 0.7 pts
Other operating income/(expense)	+ 0.1 pts	- 0.1 pts
<b>2007 Normalized IFO Margin</b>	<b>18.4%</b>	<b>17.6%</b>

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## Balance Sheet Focus on Current Assets



*BIC Group*  
In million euros

	Sept. 30 2006	Dec. 31 2006	Sept. 30 2007	Change vs Dec. 06	Change vs Sept. 06
<b>Current assets</b>	<b>693.0</b>	<b>688.4</b>	<b>725.9</b>	<b>37.5</b>	<b>32.9</b>
<b>Cash &amp; cash equivalent and other current financial assets</b>	<b>130.5</b>	<b>203.7</b>	<b>204.0</b>	<b>0.3</b>	<b>73.5</b>

- Inventories
  - Impact of PIMACO consolidation
  - Build-up of Child-Resistant lighter inventories
  - lower September sales
- Trade and Receivables
  - Increase in line with sales trends and seasonality

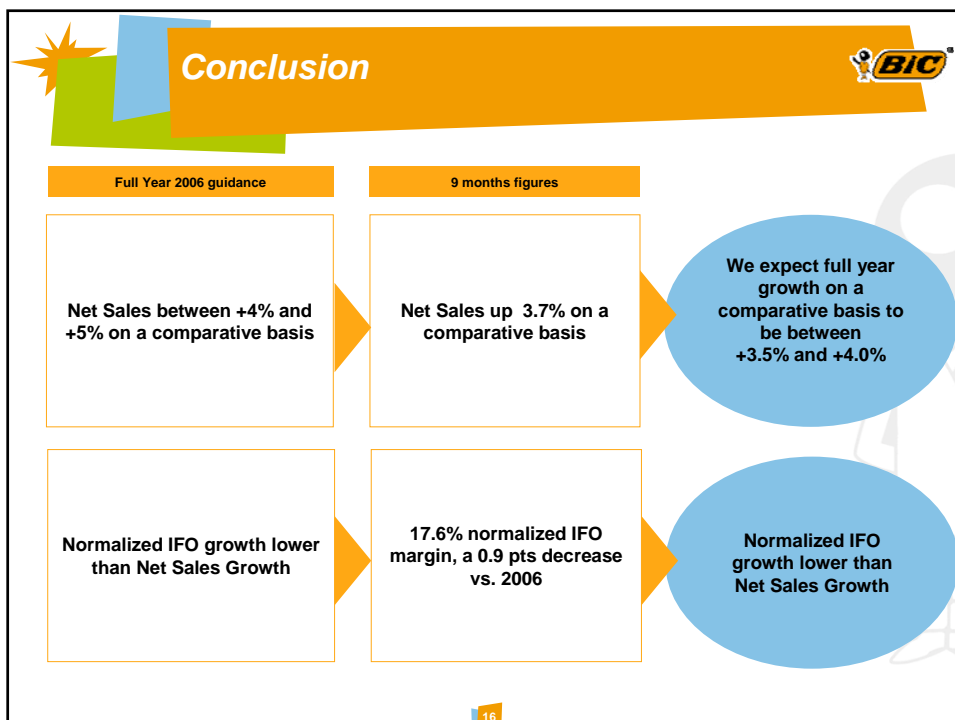
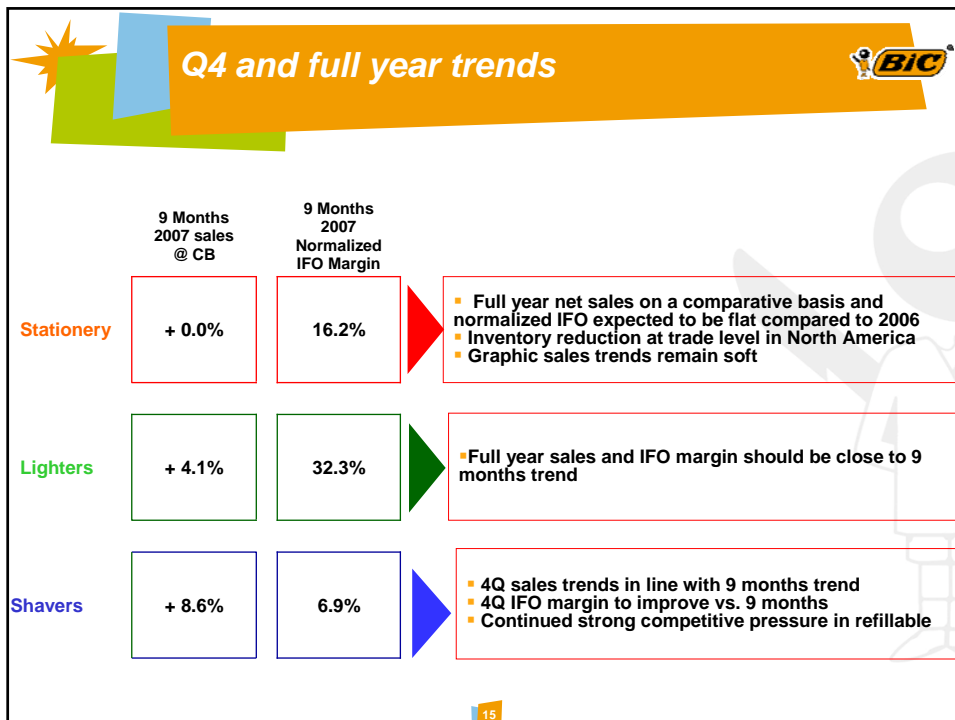
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## 9 Months 2007 results Agenda



Key messages and operational highlights	Mario Guevara
Q3 Category highlights	Mario Guevara
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<b>Q4 and, full year trends and conclusion</b>	<b>Mario Guevara</b>

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## Appendix


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## Glossary




- **Normalized IFO:** normalized means excluding USA restructuring and real estate gains
- **On a comparative basis:** comparative basis means at constant currencies and at comparable perimeter. For the 9 months of 2007, comparative basis excludes the additional sales of Pimaco (consolidated from October 1, 2006). There was no change in perimeter in the lighter and shaver categories. Constant currency figures are calculated by translating the current year figures at prior year monthly average exchange rates.
- **Net Debt / Cash:** other current financial assets + cash and cash equivalent - non current borrowings - current borrowings



## Restructuring in the US

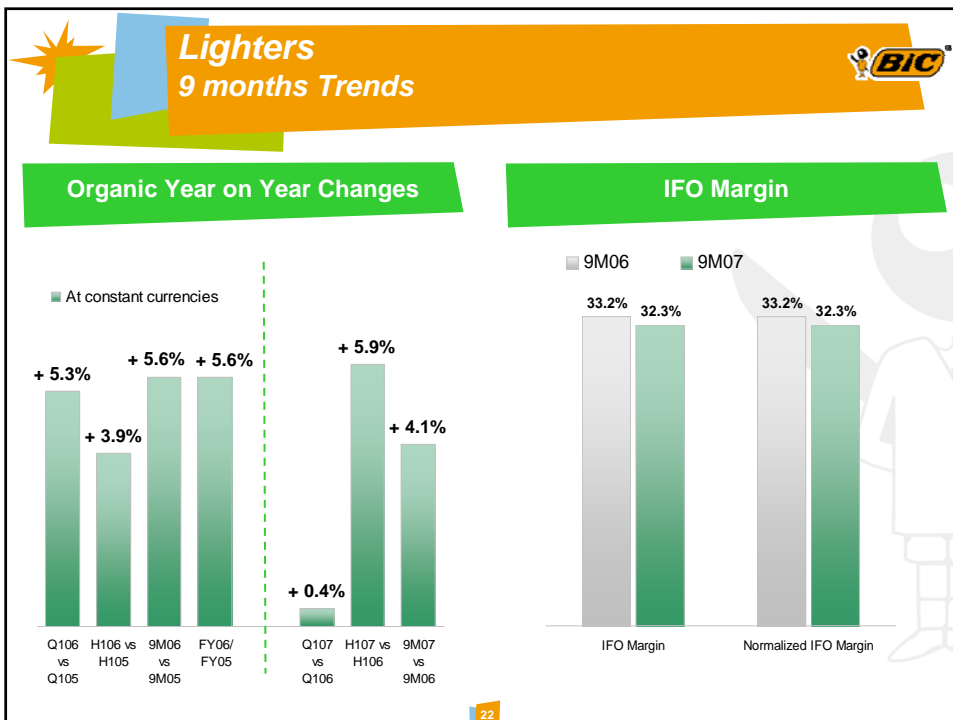
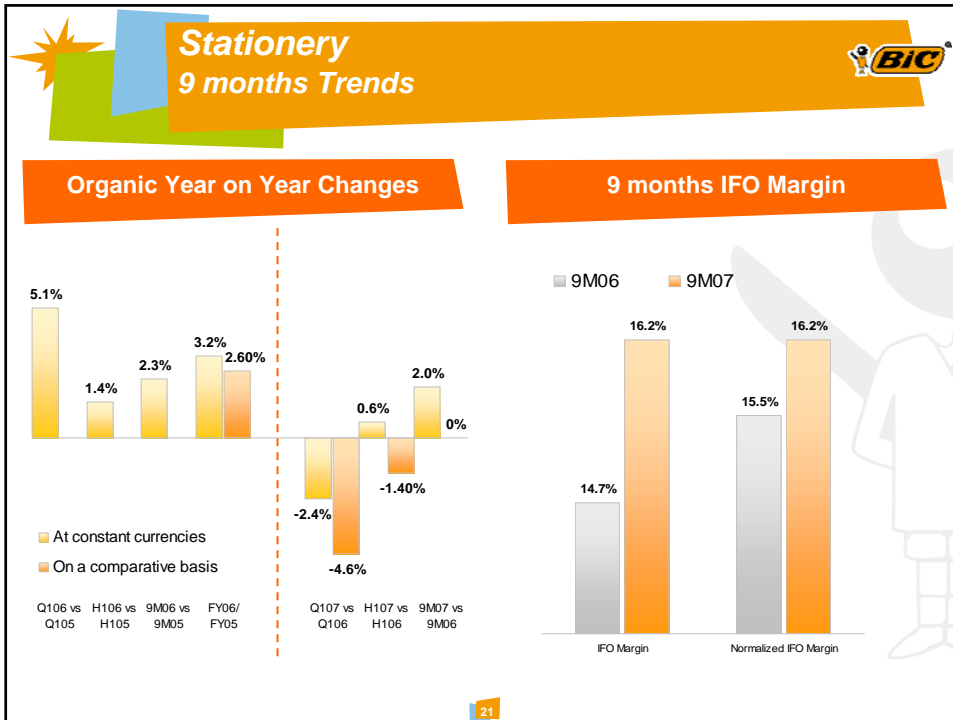
- Estimated impacts: \$ 90m
- \$ 25m related to pension reflected as an adjustment to equity
- P&L impact: \$ 66m vs estimation of \$ 65m, with \$ 35m non-cash
  - Full Year 2004: \$ 51m (€ 40m)
  - Full Year 2005: \$ 9m (€ 7m)
  - Full Year 2006: \$ 6m (€ 5m)
- Expected savings: \$ 25m on a full year basis in 2007 (2006 savings: \$18m)
  - 9 months 2007 incremental:
    - \$ 4.8m (€ 3.6m) in cost of goods
    - \$ 0.8m (€ 0.6m) in OPEX
- Payback: approximately 3.5 years and a little less than 2 years on a cash basis

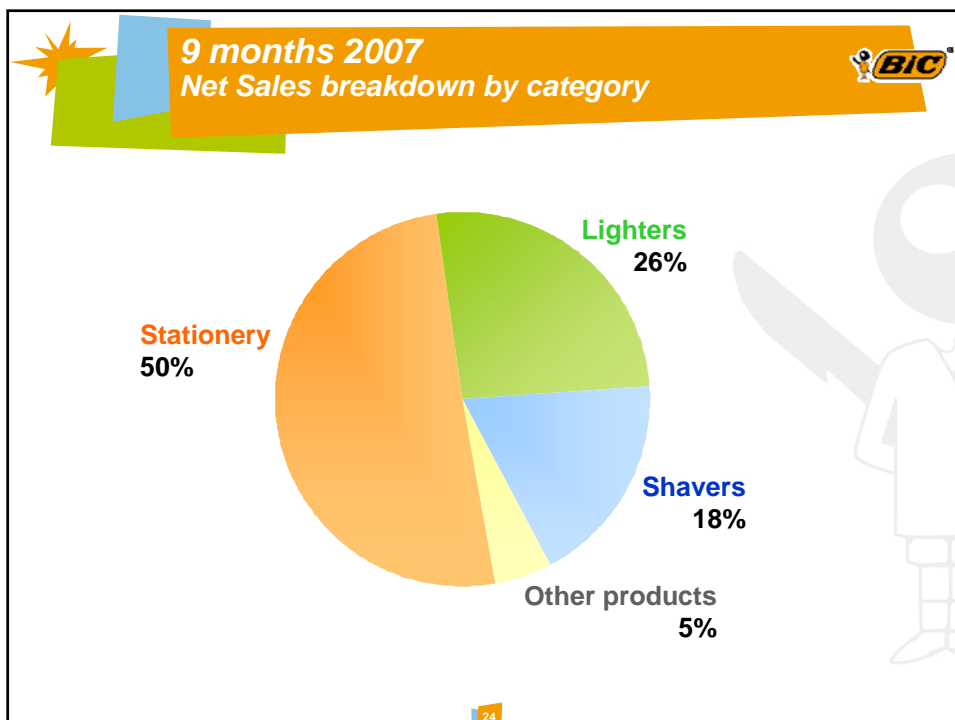
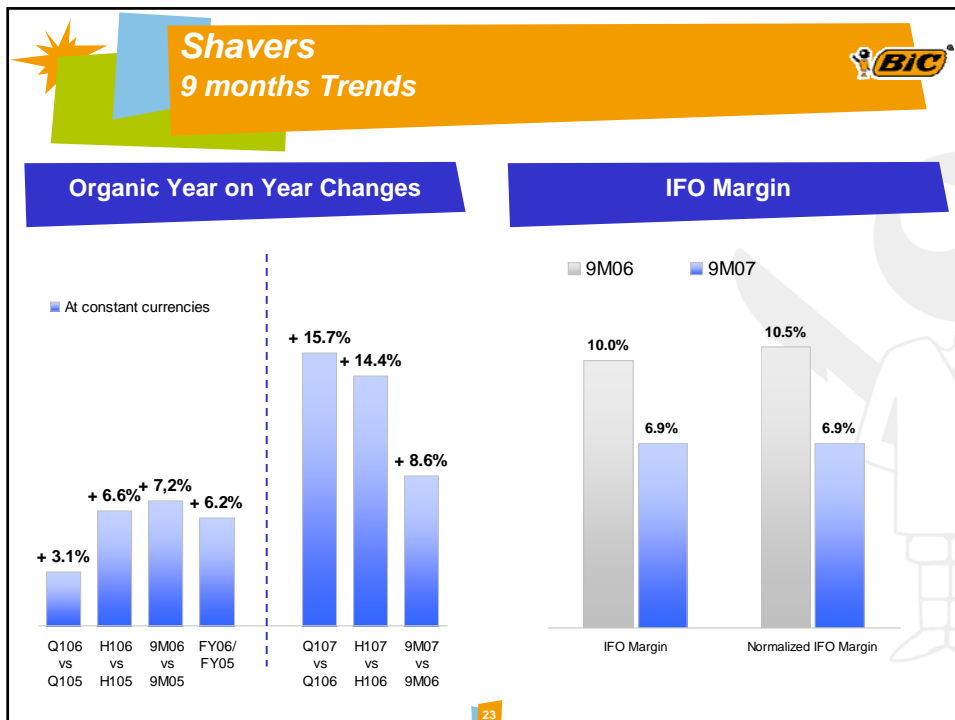


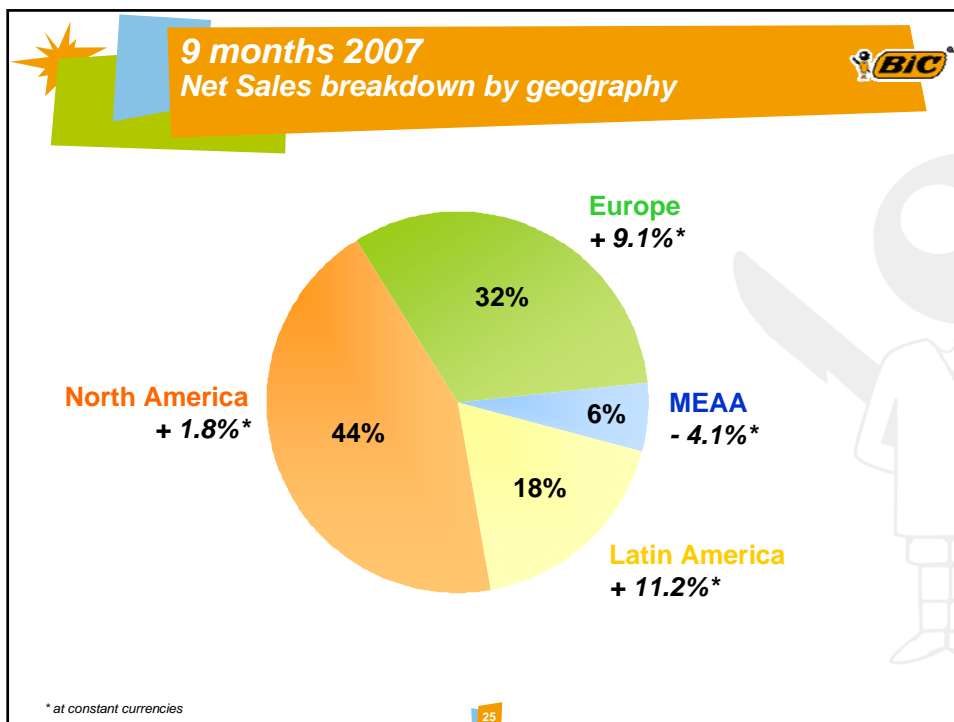
## 9 months 2007 Highlights on share buyback program and authorized capital

- Share buyback:  
in the first 9 months, BIC bought 328 842 shares
- As of September 30, 2007, the authorized share capital of SOCIÉTÉ BIC is made up of 49 894 107 shares









### Stationery Quarterly figures

	Q106	Q206	Q306	Q406	FY06	Q107	Q207	Q307
<b>Net Sales</b>	173.9	209.2	180.3	174.2	737.6	159.5	208.6	183.7
<b>YoY actual changes</b>	+ 12.8%	- 1.5%	+ 1.2%	+ 0.3%	+ 2.7%	- 8.3%	- 0.3%	+ 1.9%
<b>YoY changes at constant currencies</b>	+ 5.1%	- 1.2%	+ 3.9%	+ 6.0%	+ 3.2%	- 2.4%	+ 3.0%	+ 5.2%
<b>YoY changes on a comparative basis</b>	+ 5.1%	- 1.2%	+ 3.9%	+ 3.5%	+ 2.6%	- 4.6%	+ 1.3%	+ 3.0%
<b>IFO</b>			28.5	23.3	106.0			31.5
<b>IFO margin</b>			15.8%	13.3%	14.4%			17.2%
<b>Normalized IFO margin</b>			16.5%	13.3%	14.9%			17.2%

## Lighters Quarterly figures

	Q106	Q206	Q306	Q406	FY06	Q107	Q207	Q307
<b>Net Sales</b>	97.9	90.3	99.1	107.3	394.6	91.6	97.2	96.6
<b>YoY actual changes</b>	+ 15.8%	+ 3.6%	+ 6.0%	- 0.2%	+ 5.9%	- 6.4%	+ 7.6%	- 2.5%
<b>YoY changes at constant currencies</b>	+ 5.3%	+ 2.5%	+ 8.9%	+ 5.5%	+ 5.6%	+ 0.4%	+ 11.8%	+ 0.9%
<b>YoY changes on a comparative basis</b>	+ 5.3%	+ 2.5%	+ 8.9%	+ 5.5%	+ 5.6%	+ 0.4%	+ 11.8%	+ 0.9%
<b>IFO</b>			35.3	32.6	128.1			30.4
<b>IFO margin</b>			35.6%	30.5%	32.5%			31.4%
<b>Normalized IFO margin</b>			35.6%	30.5%	32.5%			31.4%

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## Shavers Quarterly figures

	Q106	Q206	Q306	Q406	FY06	Q107	Q207	Q307
<b>Net Sales</b>	56.5	64.6	69.3	63.4	253.8	61.7	71.2	66.4
<b>YoY actual changes</b>	+ 11.1%	+ 10.6%	+ 6.2%	- 1.2%	+ 6.3%	+ 9.2%	+ 10.2%	- 4.2%
<b>YoY changes at constant currencies</b>	+ 3.1%	+ 9.6%	+ 8.4%	+ 3.3%	+ 6.2%	+ 15.7%	+ 13.2%	- 1.5%
<b>YoY changes on a comparative basis</b>	+ 3.1%	+ 9.6%	+ 8.4%	+ 3.3%	+ 6.2%	+ 15.7%	+ 13.2%	- 1.5%
<b>IFO</b>			11.1	5.0	24.1			6.9
<b>IFO margin</b>			16.0%	7.9%	9.5%			10.5%
<b>Normalized IFO margin</b>			16.1%	7.9%	9.9%			10.5%

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### Other Products Quarterly figures

	Q106	Q206	Q306	Q406	FY06	Q107	Q207	Q307
<b>Net Sales</b>	12.7	14.4	15.4	19.6	62.1	17.5	21.6	19.2
<i>YoY actual changes</i>	+ 15.5%	+ 2.7%	+ 31.7%	+ 36.4%	+ 21.6%	+ 37.5%	+ 49.7%	+ 24.4%
<i>YoY changes at constant currencies</i>	+ 13.4%	+ 3.1%	+ 33.4%	+ 38.3%	+ 22.1%	+ 40.1%	+ 51.3%	+ 24.8%
<i>YoY changes on a comparative basis</i>	+ 13.4%	+ 3.1%	+ 33.4%	+ 27.7%	+ 19.1%	+ 27.4%	+ 40.5%	+ 14.3%

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### Third Quarter 2007 key financial figures

<i>BIC Group</i> <i>In million euros</i>	Q306	Q307	Change	Change on a comparative basis
<b>Net Sales</b>	364.0	365.9	+ 0.5%	+ 2.0%
<b>Income from Operations</b>	73.7	67.5	- 8.4%	- 6.6%
<b>Normalized IFO</b>	74.9	67.5	- 9.9%	- 8.2%
<b>Group net income</b>	48.6	41.4	- 14.9%	- 11.8%
<b>EPS</b>	0.98	0.84		
<b>Number of shares <sup>(1)</sup></b>	49,810,451	49,300,858		

(1) Weighted average number of shares net of treasury shares

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## Normalized IFO

<i>BIC Group</i> In million euros	9M 2006	9M 2007	Change
<b>As Reported</b>	<b>195.9</b>	<b>193.2</b>	<b>- 1.4%</b>
<b>Non Recurring</b>			
Gain on Real Estate	-	-	-
USA Restructuring*	4.8	-	- 4.8
<b>Normalized</b>	<b>200.7</b>	<b>193.2</b>	<b>- 3.7%</b>

\* included in cost of goods

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## 9 Months 2007 Condensed Balance Sheet

<i>BIC Group</i> In million euros	Sept. 30 2006	Dec. 31 2006	Sept. 30 2007	Change vs Dec. 06	Change vs Sept. 06
<b>Non-current assets</b>	720.5	731.2	712.1	- 19.1	- 8.4
<b>Current assets</b>	823.5	892.1	929.9	37.8	106.4
<i>Of which Cash and Cash equivalent</i>	110.5	176.7	163.1	- 13.6	52.6
<b>Total Assets</b>	<b>1,544.0</b>	<b>1,623.3</b>	<b>1642.0</b>	<b>18.7</b>	<b>98.0</b>
<b>Shareholders Equity</b>	1,070.9	1,111.9	1165.6	53.7	94.7
<b>Non-current liabilities</b>	210.3	219.4	185.3	- 34.1	- 25.0
<b>Current liabilities</b>	262.8	292.0	291.1	- 0.9	28.3
<b>Total liabilities and Shareholders' equity</b>	<b>1,544.0</b>	<b>1,623.3</b>	<b>1642.0</b>	<b>18.7</b>	<b>98.0</b>

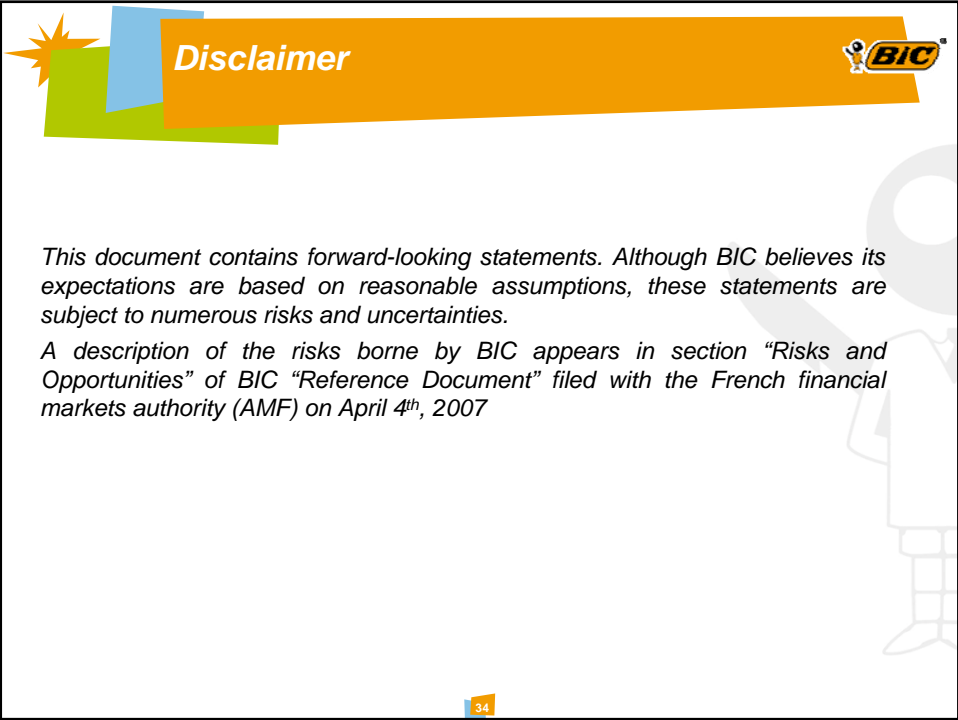
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## 2007-2008 Agenda

- 4<sup>th</sup> Quarter 2007 sales (conference call scheduled at 4 pm Paris time) **January 16, 2008**
- Full year 2007 results (Meeting in Paris) **February 27, 2008**

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## Disclaimer

*This document contains forward-looking statements. Although BIC believes its expectations are based on reasonable assumptions, these statements are subject to numerous risks and uncertainties.*

*A description of the risks borne by BIC appears in section "Risks and Opportunities" of BIC "Reference Document" filed with the French financial markets authority (AMF) on April 4<sup>th</sup>, 2007*

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