January 16, 2008

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2007 Group Net Sales Highlights

<table>
<thead>
<tr>
<th>Year</th>
<th>Q4 06 Group Net Sales</th>
<th>Q4 07 Group Net Sales</th>
<th>2006 Group Net Sales</th>
<th>2007 Group Net Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>364.5</td>
<td>361.2</td>
<td>1,448.1</td>
<td>1,456.1</td>
</tr>
</tbody>
</table>

Year on Year Changes

- **2007 / 2006**: +6.6%
- **2007 / 2006**: +4.7%
- **2007 / 2006**: +3.3%

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>3.1%</td>
<td>5.3%</td>
</tr>
<tr>
<td>Q2</td>
<td>0.5%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Q3</td>
<td>0.8%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Q4</td>
<td>2.0%</td>
<td>2.1%</td>
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As reported

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At constant currencies

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<td>2.0%</td>
<td>2.1%</td>
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</table>

On a comparative basis
4th Quarter
- Consumer: customer inventory reduction in North America
- Graphic: business remained soft

Full Year
- Slight increase of the consumer business
  - Net Sales growth and market share gains in Europe
  - Net Sales decline in North America but positive point-of-sale purchases
- Graphic business impacted by continued slowdown of writing instrument promotional activity in the USA

Organic Year on Year Changes by Quarter

- Stationery
  - 2006/2005: +3.1% @CC
  - 2007/2006: +1.6% @CC
- Lighters
  - 2006/2005: +5.6% @CC
  - 2007/2006: +3.7% @CC

Net Sales
- Stationery
  - Q4 06: 174.2
  - Q4 07: 163.0
- Lighters
  - Q4 06: 107.3
  - Q4 07: 104.8

Volumes
- Stationery
  - Q4 06: 737.6
  - Q4 07: 714.9
- Lighters
  - Q4 06: 394.6
  - Q4 07: 390.3

4th Quarter
- Growth in North America and Latin America

Full Year
- Growth in almost every region
  - Strong performance in North America and Latin America
  - Growth in Europe despite continued pressure from Asian imports
  - Smooth child-resistant regulation implementation with no market disruption to date
  - Increase of demand for CR lighters: 94% of BIC® lighters sold to the trade in Europe were CR compliant in the month of December (vs. 61% in September 07)
**Shavers**

Organic Year on Year Changes by Quarter

- **2006/2005**: +6.2% @CC
- **2007/2006**: +9.2% @CC

### In million euros

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4</td>
<td>63.4</td>
<td>67.5</td>
</tr>
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</table>

### Net Sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Volumes</td>
<td>2006</td>
<td>2007</td>
</tr>
<tr>
<td>Net Sales</td>
<td>253.8</td>
<td>266.7</td>
</tr>
</tbody>
</table>

**4th Quarter**

- Continued growth of our core one-piece shaver portfolio
  - Strong success of the BIC® Soleil® brand for women (triple-blade)

**Full Year**

- Strong performance of triple-blade one-piece segment more than offset declines of classic single-blade products
  - 41% of one-piece shaver sales realized through triple-blade at the end of December 2007 (vs. 35% in 2006)
- Contribution of BIC® Soleil® System to overall growth of the category
- We remain committed to building both the one-piece and the system segments of the shaving market.

**Other Products**

Organic Year on Year Changes by Quarter

- **2006/2005**: +22.1% @CC
- **2007/2006**: +37.6% @CC
- **2007/2006**: +22.1% @CB

### In million euros

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4</td>
<td>19.6</td>
<td>25.9</td>
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</tbody>
</table>

### Net Sales

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2006</th>
<th>2007</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales</td>
<td>2006</td>
<td>2007</td>
</tr>
</tbody>
</table>

**4th Quarter**

- Impact of Atchison Products consolidation (24.7%)

**Full Year**

- 3 months impact of PIMACO integration
- Introduction of new products in Europe
## Conclusion

**Total Net Sales:** 1,456.1 million euros

| Stationery in 2007 | Consumer | - Customer inventory reductions in North America but positive consumer point-of-sale purchases  
|                   | Graphic  | - Market share gains in Europe  
|                   |         | - Continued slowdown of writing instrument promotional activity in the USA  
| Lighter in 2007   | - Growth in almost every region (Europe, North America and Latin America)  
|                   |         | - Smooth transition to child-resistant regulation in Europe  
| Shaver in 2007    | - Continued outstanding performance of our one-piece triple-blade portfolio with BIC® Soleil®  
|                   |         | - BIC Soleil System contribution to the overall strong growth of the category  
|                   |         | - We remain committed to building both the one-piece and the system segments of the shaving market.  

2007 normalized IFO margin expected to be approximately 17.4%

## Appendix
2007 Net Sales breakdown by category

- Stationery: 49%
- Lighters: 27%
- Shavers: 18%
- Other Products: 6%
- Other Products: 6%

Net Sales breakdown by geography

- Latin America: + 9.4%
- Europe: + 6.7%
- North America: + 3.0%
- MEAA: - 4.3%

*: at constant currencies
### Miscellaneous

#### 2007 Share buyback program:
- Number of shares bought: 794,342
- Total amount in euros: 39.9 millions

#### Capital evolution
- Shares cancelled on December 11th, 2007: 551,342
- Authorized share capital at the end of December 2007: 49,377,399 shares
  - Voting rights: 77,235,358
  - Voting rights excluding shares without voting rights: 76,663,813

### 2008 Agenda

<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Location/Method</th>
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<tbody>
<tr>
<td>Full Year 2007 results</td>
<td>February 27th</td>
<td>BIC headquarters in Clichy</td>
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<td></td>
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<td>Webcast</td>
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<tr>
<td>1st Quarter 2008 results</td>
<td>April, 23rd</td>
<td>Conference Call</td>
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<tr>
<td>2007 AGM</td>
<td>May, 21st</td>
<td>BIC headquarters in Clichy</td>
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<tr>
<td>1st Half 2008 results</td>
<td>August, 6th</td>
<td>Conference Call</td>
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<tr>
<td>3rd Quarter 2008 results</td>
<td>October, 22nd</td>
<td>Conference Call</td>
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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.