

# FACTSHEET

## WHO IS BIC ?

BIC is a world leader in stationery, lighters, shavers and promotional products. For more than 60 years, BIC has honored the tradition of providing high-quality, affordable products to consumers everywhere. Through this unwavering dedication, BIC has become one of the most recognized brands in the world. BIC products are sold in more than 160 countries around the world.



14,934  
Employees\*



24 Factories on 4 continents

The Company is listed on "Euronext Paris" and is part of the SBF120, CAC Mid 60 and Family Business indexes. BIC is also part of the following Socially Responsible Investment indexes: CDP's Climate A List, CDP's Supplier Climate A List, Euronext Vigeo – Eurozone 120, Euronext Vigeo – Europe 120, FTSE4Good indexes, Ethibel Pioneer and Ethibel Excellence Investment Registers, Ethibel Sustainability Index (ESI) Excellence Europe, Stoxx Global ESG Leaders Index.

\*Including Cello Pens

## BOARD OF DIRECTORS



9 meetings  
in 2017

40% of  
independent  
members

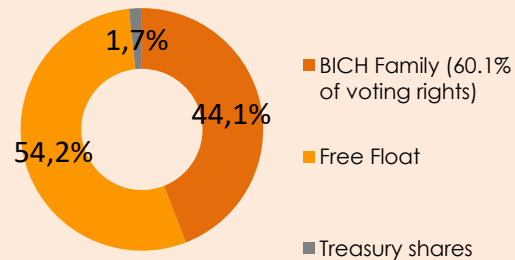
91 % rate of  
attendance in 2017

“ WE OFFER SIMPLE,  
INVENTIVE AND RELIABLE  
CHOICES FOR  
EVERYONE,  
EVERYWHERE,  
EVERY TIME ”

<b>Bruno Bich</b> Chairman and Chief Executive Officer	<b>Pierre Vareille<sup>(i)</sup></b> Vice Chairman Lead Director	<b>François Bich</b> Director	<b>Elizabeth Bastoni<sup>(i)</sup></b> Director	<b>Marie-Pauline Chandon-Moët</b> Director	<b>Vincent Bedhomme</b> Director representing BIC's employees
<b>John Glen <sup>(i)</sup></b> Director	<b>Mario Guevara</b> Director	<b>Marie- Henriette Poinsot</b> Director	<b>Candace Matthews<sup>(i)</sup></b> Director	<b>Edouard Bich</b> Director Representative of MBD	

(i): independent.

## Share capital breakdown December 2017



## 2017 RESULTS AS PUBLISHED



N°2  
Worldwide

Net sales  
2,020.3 M€

Earnings per share  
(Group share)  
€6.20



N°1  
Worldwide

11% of net sales  
through new  
products<sup>(1)</sup>

Free cash flow <sup>(4)</sup>  
262.2 M€



N°2  
In Europe and  
the USA<sup>(3)</sup>

Normalized<sup>(2)</sup>  
Income from  
Operations  
400.9 M€

Net cash  
204.9 M€

NIFO\*\* margin  
19.8%

Ordinary dividend <sup>(5)</sup>  
€3.45 per share

(1) A product is considered as new during the year of its launch and the three following years.

(2) Normalized: excluding exceptional items.

(3) One-piece shaver.

(4) After acquisitions and disposals.

(5) Payable from May 30, 2018 subject to approval at the AGM of May 16, 2018.

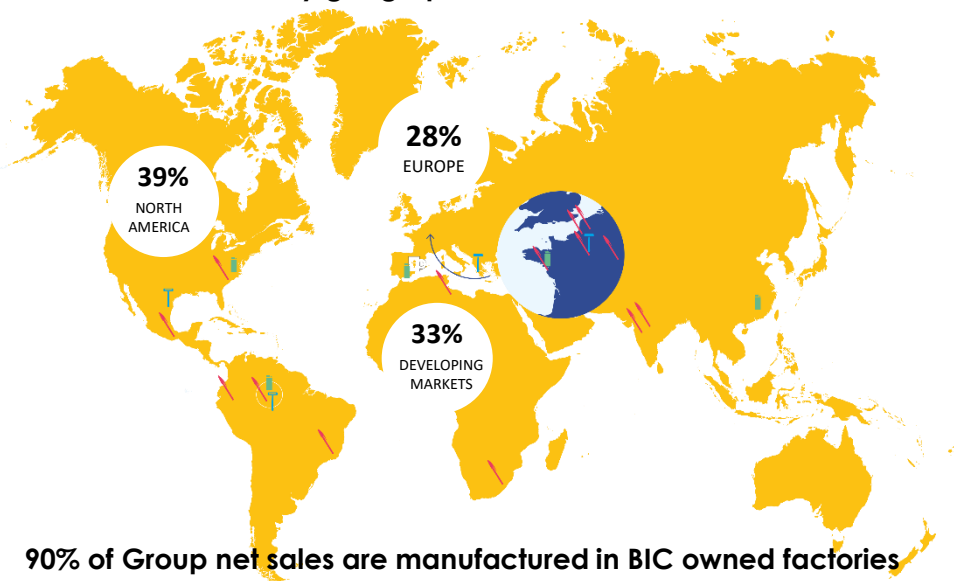
## LEADERSHIP TEAM

<b>Bruno Bich</b> Chairman and CEO	<b>Gonzalve Bich</b> Chief Operating Officer	<b>Jim DiPietro</b> Chief Financial Officer	<b>Marie-Aimée Bich- Dufour</b> Sustainable Development
<b>Peter Dalsberg</b> Stationery	<b>François Clément- Grandcourt</b> Lighters	<b>Thomas Brette</b> Shavers	<b>Benoît Marotte</b> Europe - North America - Asia - Pacific
<b>Chris Mills</b> North America	<b>Ricardo Ibarra</b> Latin America	<b>Peter Van Den Broeck</b> Middle-East – Africa - India	<b>Edouard Maruani</b> Legal
<b>Alison James</b> Human resources	<b>Laurent Serano</b> Information System	<b>Tim Perman</b> Strategy and Business Development	<b>Ed Dougherty</b> Strategic Advisor



## A WORLDWIDE MANUFACTURING FOOTPRINT

### 2017 Net sales by geographies

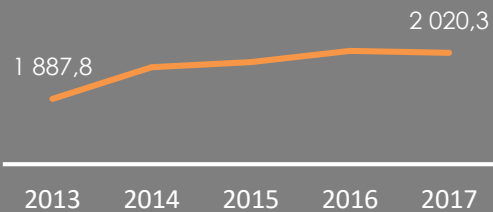


## A FORMALIZED AND MEASURED ENVIRONMENTAL, SOCIAL AND SOCIETAL COMMITMENT



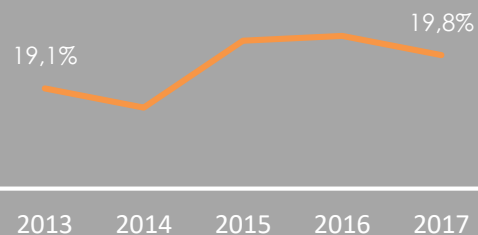
- › **innovate** in order to continually reduce the environmental footprint of all products
- › **improve** the environmental performance of BIC's factories
- › **be a committed** employer by upholding the Group's values, ensuring safety in the workplace and employability for all
- › **ensure respect** for Human Rights in the workplace and expand Environmental, Social and Governance practices

### Net sales evolution (in M€)

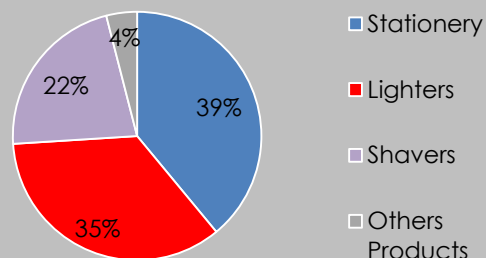


### NIFO margin evolution (in %)

Average NIFO margin: 19.6%

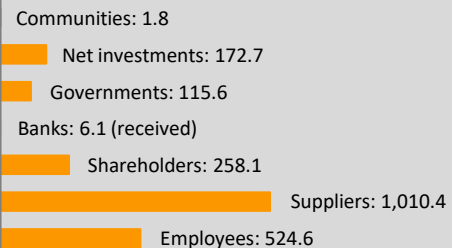


### 2017 net sales breakdown



### Distribution to Stakeholders in 2017

(in million euros)



## 2017 RESULTS

### Group key financial indicators

Results (EUR million)	2013	2014	2015	2016	2017
Net Sales	1,887.8	1,979.1	1,993.4	2,025.8	2,020.3
Income from Operations (IFO)	339.2	369.3	424.4	403.4	376.2
IFO margin	19.5%	18.7%	21.3%	19.9%	18.6%
NIFO <sup>1</sup>	344.2	370.0	419.4	409.1	400.9
NIFO <sup>1</sup> margin	18.2%	18.7%	21.0%	20.2%	19.8%
Net income Group Share	241.5	262.1	325.1	249.7	288.3
Capital expenditures	107	112	121	181	186
Free cash flow <sup>2</sup>	167.5	194.4	203.6	119.8	262.2
Net cash position	196.7	320.2	448.0	222.2	204.9
Earning per share Group Share	5.13	5.57	6.89	5.32	6.20
Dividend per share	2.60	2.85	5.90 <sup>3</sup>	3.45	3.45
Payout ratio	51%	51%	49%	65%	56%

1/ Normalized IFO: excluding non-recurring items  
 2/ After acquisitions and disposals  
 3/ Of which exceptional dividend: 2.50 EUR

### FULL YEAR 2017 RESULTS

(in million EUR)	FY 2016	FY 2017	Change	Change <sup>(2)</sup>
Net sales	2,025.8	2,020.3	-0.3%	+1.4%
NIFO <sup>(1)</sup>	409.1	400.9		
NIFO <sup>(1)</sup> margin	20.2%	19.8%		
Net income Group Share	249.7	288.3		
EPS Group Share (in Euros)	5.32	6.20		

(1) Normalized IFO: excluding non-recurring items.  
 (2) On a comparative basis

