

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

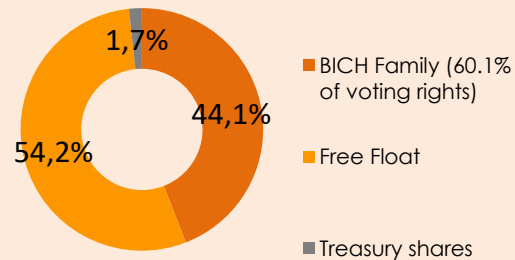
91 % rate of
attendance in 2017

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

Bruno Bich Chairman and Chief Executive Officer	Pierre Vareille⁽ⁱ⁾ Vice Chairman Lead Director	François Bich Director	Elizabeth Bastoni⁽ⁱ⁾ Director	Marie-Pauline Chandon-Moët Director	Vincent Bedhomme Director representing BIC's employees
John Glen ⁽ⁱ⁾ Director	Mario Guevara Director	Marie- Henriette Poinsot Director	Candace Matthews⁽ⁱ⁾ Director	Edouard Bich 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⁽¹⁾

Free cash flow ⁽⁴⁾
262.2 M€



N°2
In Europe and
the USA⁽³⁾

Normalized⁽²⁾
Income from
Operations
400.9 M€

Net cash
204.9 M€

NIFO** margin
19.8%

Ordinary dividend ⁽⁵⁾
€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.

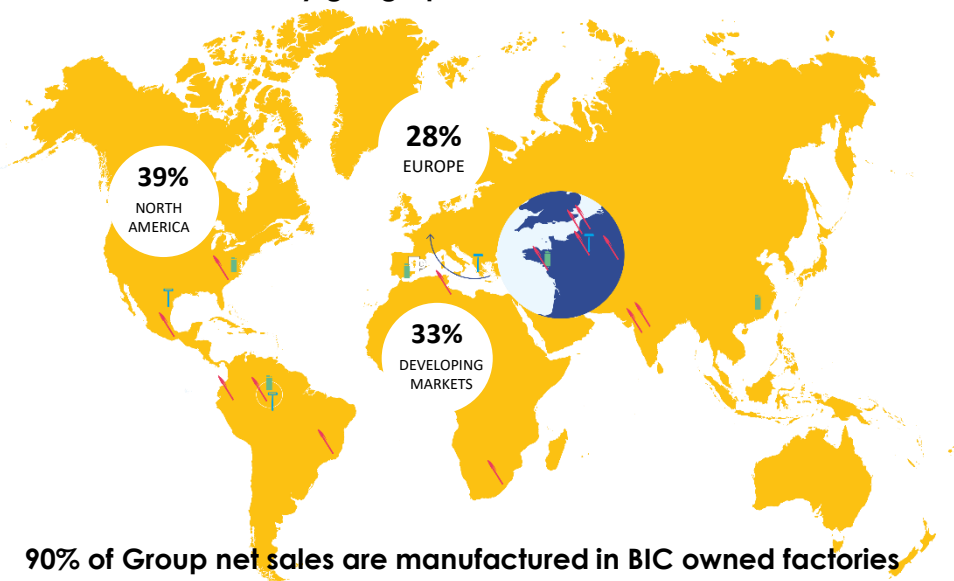
LEADERSHIP TEAM

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



A WORLDWIDE MANUFACTURING FOOTPRINT

2017 Net sales by geographies

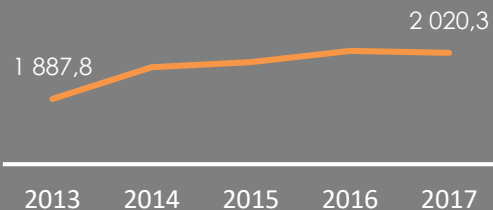


A FORMALIZED AND MEASURED ENVIRONMENTAL, SOCIAL AND SOCIETAL COMMITMENT



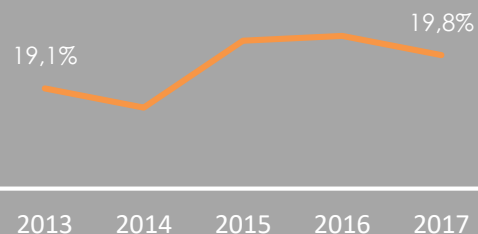
- › **innovate** in order to continually reduce the environmental footprint of all products
- › **improve** the environmental performance of BIC's factories
- › **be a committed** employer by upholding the Group's values, ensuring safety in the workplace and employability for all
- › **ensure respect**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

Net sales evolution (in M€)

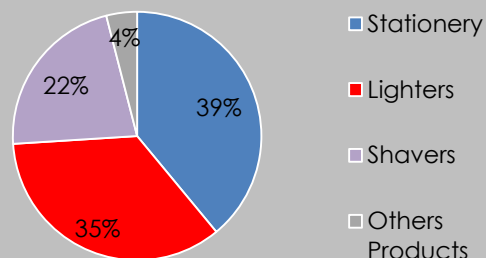


NIFO margin evolution (in %)

Average NIFO margin: 19.6%

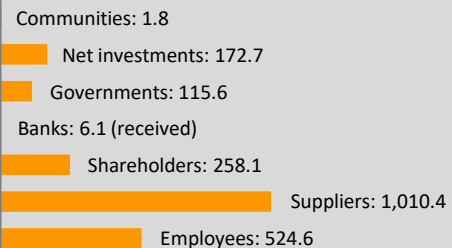


2017 net sales breakdown



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 ¹	344.2	370.0	419.4	409.1	400.9
NIFO ¹ 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 ²	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 ³	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 ⁽²⁾
Net sales	2,025.8	2,020.3	-0.3%	+1.4%
NIFO ⁽¹⁾	409.1	400.9		
NIFO ⁽¹⁾ 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

