

FACTSHEET

WHO IS BIC

BIC is a world leader in stationery, lighters and shavers. For more than 70 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 and is a trademark registered worldwide for identifying BIC products which are sold in more than 160 countries around the world.



13,663 Employees*



26 Factories on 4 continents*

The Company is listed on "Euronext Paris" and is part of the SBF120 and CAC Mid 60 indexes. BIC is also part of the following Socially Responsible Investment indexes: CDP A list and CDP "Supplier Engagement rating Leader board", 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

7 Meetings in 2018

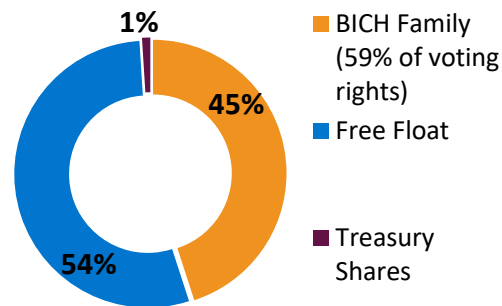
40% women

40% of independent members

94% rate of attendance in 2018

Pierre Vareille (i)	Gonzalve Bich	Elizabeth Bastoni (i)	Vincent Bedhome
Chairman	Director & Chief Executive Officer	Director	Director representing BIC employees
François Bich	Marie-Pauline Chandon-Moët	John Glen (i)	Maëlys Castella (i)
Director	Executive Vice-President until March 31, 2019	Director	Director
Candace Matthews (i)	Marie-Aimée Bich-Dufour	Edouard Bich	
Director	Director	Director Representative of MBD	

Share capital breakdown December 2018



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

2018 FINANCIAL PERFORMANCE



N°1
Worldwide

Net Sales
1,949.8 M€

Earnings per share
(Group share)
€3.80



N°1
Worldwide

9% of Net Sales through new products⁽¹⁾

Free cash flow⁽⁴⁾
180.0 M€



N°2
In Europe and the USA⁽³⁾

Normalized⁽²⁾ Income from Operations
352.4 M€

Net cash position
161.5 M€

NIFO** margin
18.1%

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.

EXECUTIVE COMMITTEE

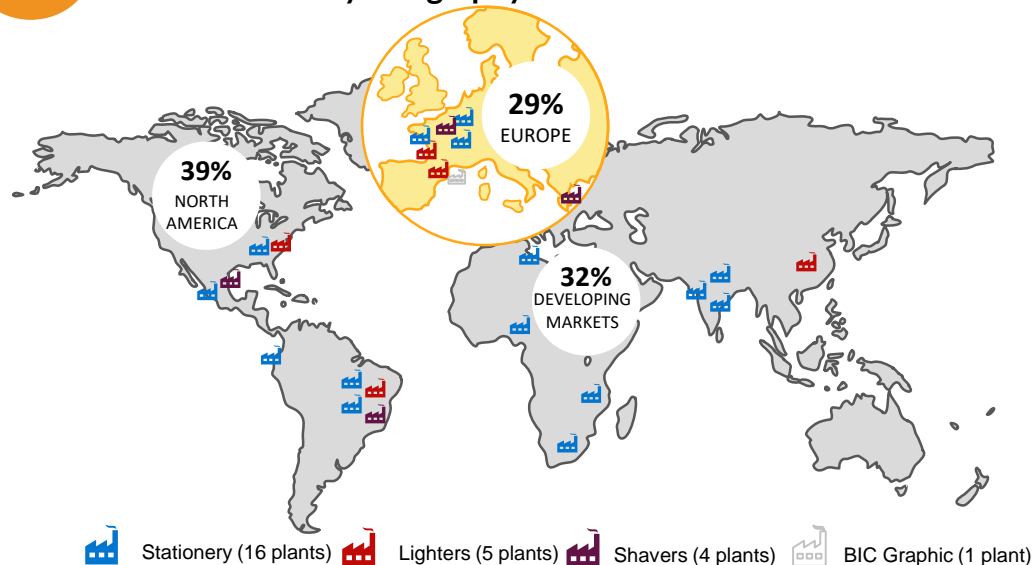
Gonzalve Bich	Jim DiPietro	Thomas Brette
Chief Executive Officer	Chief Financial Officer	Group Insights & Innovation Officer
François Clément-Grandcourt	Alison James	Peter Dalsberg
Group Lighters General Manager	Chief Human Resources	Group Supply Chain Officer
Sara Laporta	Benoit Marotte	Charles Morgan
Chief Strategy & Business Development	Group Commercial Officer	Chief Administrative Officer





A WORLDWIDE MANUFACTURING FOOTPRINT

2018 Net Sales by Geography



2025 COMMITMENTS TO SUSTAINABLE DEVELOPMENT



#1 Fostering sustainable innovation in BIC® products

- By 2025, the environmental and/or societal footprint of BIC® products will be improved.

#2 Acting against climate change

- By 2025, BIC will use 80% renewable electricity.

#3 Committing to a safe work environment

- By 2025, BIC aims for zero accidents across all operations

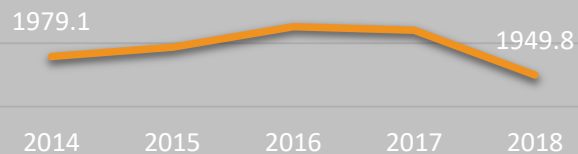
#4 Proactively involving suppliers

- By 2025, BIC will work responsibly with its strategic suppliers to ensure the most secure, innovative and efficient sourcing

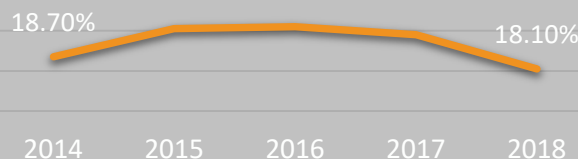
#5 Improving lives through Education

- By 2025, BIC will improve learning conditions for 250 million children globally

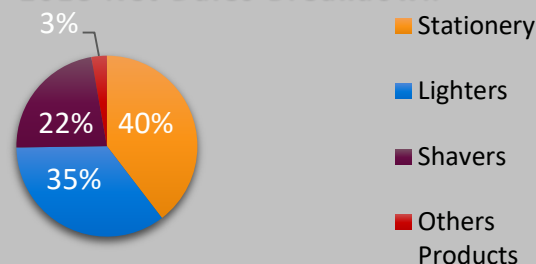
Net Sales Evolution (in M€)



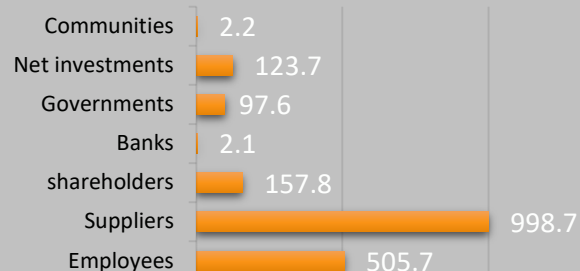
NIFO Margin Evolution (in %)



2018 Net Sales Breakdown



2018 Net Sales Breakdown



2018 FINANCIAL PERFORMANCE

Results (EUR million)	2014	2015	2016	2017	2018
Net Sales	1,979.1	1,993.4	2,025.8	2,041.4	1,949.8
Income from Operations (IFO)	369.3	424.4	403.4	374.9	258.8
IFO margin	18.7%	21.3%	19.9%	18.4%	13.3%
NIFO ¹	370.0	419.4	409.1	399.6	352.4
NIFO ¹ margin	18.7%	21.0%	20.2%	19.6%	18.1%
Net income Group Share	262.1	325.1	249.7	287.3	173.4
Capital expenditures	112	121	181	186	125
Free cash flow ²	194.4	203.6	119.8	262.2	180.0
Net cash position	320.2	448.0	222.2	204.9	161.5
Earning per share Group Share	5.57	6.89	5.32	6.18	3.80
Dividend per share	2.85	5.90 ³	3.45	3.45	3.45
Payout ratio	51%	49%	65%	56%	91%

1/ Normalized IFO: excluding non-recurring items

2/ After acquisitions and disposals

3/ Of which exceptional dividend: 2.50 EUR

2018 KEY FINANCIAL INDICATORS

(in million EUR)	FY 2017	FY 2018	Change	Change ⁽²⁾
Net sales	2,041.4	1,949.8	-4.5%	+1.5%
NIFO ⁽¹⁾	399.6	352.4		
NIFO ⁽¹⁾ margin	19.6%	18.1%		
Net income Group Share	287.3	173.4		
EPS Group Share (in Euros)	6.18	3.80		

(1) Normalized IFO: excluding non-recurring items.

(2) On a comparative basis

