

# FACTSHEET

## WHO IS BIC

BIC is a world leader in stationery, lighters and shavers. For 75 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.



**12,777 Employees**



**25 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, FTSE4Good indexes, Ethibel Pioneer and Ethibel Excellence Investment Registers, Ethibel Sustainability Index (ESI) Excellence Europe, Stoxx Global ESG Leaders Index.

## 2019 FINANCIAL PERFORMANCE



**40%**  
Of Net Sales

Net Sales  
**1,949.4 M€**

Earnings per share  
(Group share)  
**€3.91**



**35%**  
Of Net Sales

10% of Net Sales  
through new  
products<sup>(1)</sup>

Free cash flow<sup>(3)</sup>  
**198.0 M€**



**24%**  
Of Net Sales

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

Net cash position  
**146.9 M€**

NIFO margin  
**17.0%**

Ordinary Dividend<sup>(4)</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) Before acquisitions and disposals.  
(4) 2018 Dividend paid in June 2020.

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

## BOARD OF DIRECTORS

**7 Meetings in 2019**

**50% women\***

**50% of independent  
members\***

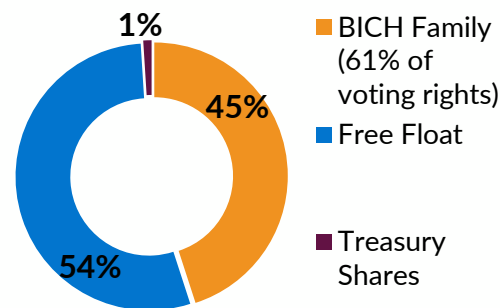
**94% rate of  
attendance in 2019**

\* In accordance with the APEP-MEDEF code, Directors who represent employees were not considered when assessing the ratio of independents and women.

Pierre Vareille (i)	Gonzalve Bich	Elizabeth Bastoni (i)	Vincent Bedhome
Chairman	Director & Chief Executive Officer	Director	Director representing BIC employees
Timothée Bich	Marie-Pauline Chandon-Moët	John Glen (i)	Maëlys Castella (i)
Director	Director	Director	Director
Candace Matthews (i)	Marie-Aimée Bich-Dufour	Jake Schwartz (i)	Edouard Bich
Director	Director	Director	Director Representative of MBD

(i)=Independent

## Share capital breakdown December 2019



## EXECUTIVE COMMITTEE

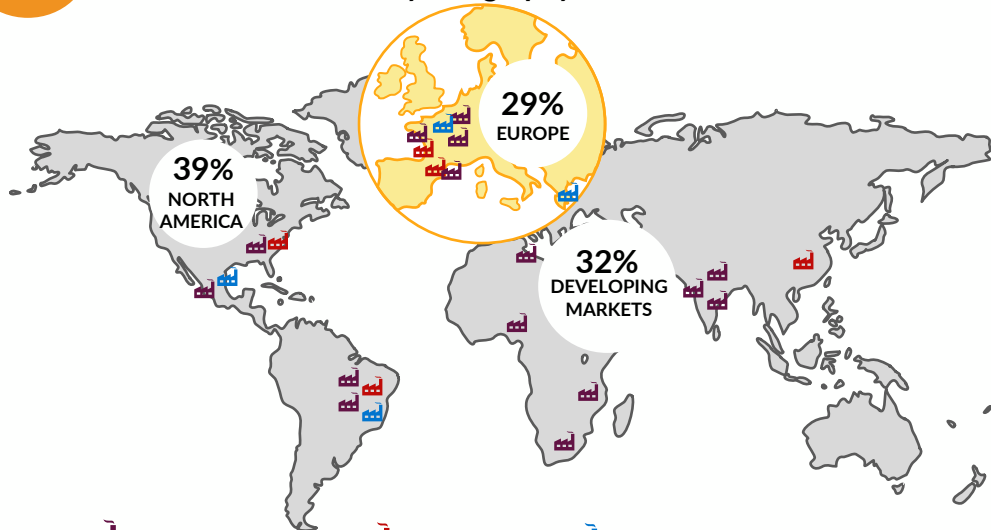
Gonzalve Bich	Chad Spooner	Thomas Brette
Chief Executive Officer	Chief Financial Officer	Group Insights & Innovation Officer
François Clément-Grandcourt	Mallory Martino	Peter Dalsberg
Group Lighters General Manager	Chief Human Resources Officer	Group Supply Chain Officer
Sara LaPorta	Chester Twigg	Charles Morgan
Chief Strategy & Business Development Officer	Group Commercial Officer	Chief Administrative Officer





## WORDSWIDE MANUFACTURING FOOTPRINT

2019: % of Net Sales by Geography



Stationery\*\* (16 plants) Lighters (5 plants) Shavers (4 plants)

\*\*Including BIC Graphic, Updated on 30 July 2020

## 2025 COMMITMENTS TO SUSTAINABLE DEVELOPMENT

Writing the Future, Together

#1 Fostering sustainable innovation in BIC® products:

**#1 By 2025, the environmental and/or societal footprint of BIC® products will be improved.** In 2019, 90% of the BIC product portfolio was evaluated. 6% of the plastic used in Stationery product manufacturing were recycled plastics.

#2 Acting against climate change:

**#2 By 2025, BIC will use 80% renewable electricity.** In 2019, BIC reached 76% renewable electricity across the Group, compared to 68% in 2018.

#3 Committing to a safe working environment:

#3 Improving lives through education:

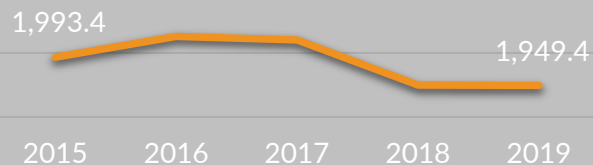
**#3 By 2025, BIC aims for zero accidents across all operations.** The number of accidents decreased by 12% in 2019 and more than 46,000 hours of training on health and safety delivered.

#4 Proactively involving suppliers:

**#4 By 2025, BIC will work responsibly with its strategic suppliers to ensure the most secure, innovative and efficient sourcing.** In 2019, 292 strategic suppliers and 95 risks were identified, and 43% of contract manufacturers audited.

**#5 By 2025, BIC will improve learning conditions for 250 million children globally.** The learning conditions for more than 61 million children were improved since 2018 through direct actions with children or actions with teachers.

### Net Sales Evolution (in M€)



### NIFO Margin Evolution (in %)



### 2019 Value Sharing



Key Non-Financial Indicators	2018	2019
ENERGY CONSUMPTION (Gigajoules/tons)	12.14	12.59
WATER CONSUMPTION (M <sup>3</sup> /tons)	5.32	4.87
GREENHOUSE GAS EMISSIONS (CO <sub>2</sub> /tons)	1.014	1.07

## 2019 FINANCIAL PERFORMANCE

Results (in million €)	2016	2017	2018	2019	2020
Net Sales	1,993.4	2,025.8	2,041.4	1,949.8	1,949.4
Income from Operations (IFO)	424.4	403.4	374.9	258.8	257.2
IFO margin	21.3%	19.9%	18.4%	13.3%	13.0%
NIFO <sup>1</sup>	419.4	409.1	399.6	352.4	331.8
NIFO <sup>1</sup> margin	21.0%	20.2%	19.6%	18.1%	17.0%
Net income Group Share	325.1	249.7	287.3	173.4	176.1
Capital expenditures	121	181	186	125	114
Free cash flow <sup>2</sup>	203.6	119.8	262.2	180.0	198.0
Net cash position	448.0	222.2	204.9	161.5	146.9
Earning per share Group Share	6.89	5.32	6.18	3.80	3.91
Dividend per share	5.90 <sup>3</sup>	3.45	3.45	3.45	2.45
Payout ratio	49%	65%	56%	91%	63%

1/ Normalized IFO: excluding non-recurring items

2/ After acquisitions and disposals

3/ Of which exceptional dividend: 2.50 EUR

## 9M 2020 KEY FINANCIAL INDICATORS

(in million €)	9M 2019	9M 2020	Change as reported	Change <sup>(2)</sup>
Net Sales	1,448.2	1,217.8	-15.9	-13.2%
NIFO <sup>(1)</sup>	241.1	176.2		
NIFO <sup>(1)</sup> margin	16.7%	14.5%		
Net income Group Share	152.6	90.1		
EPS Group Share (in Euros)	3.39	2.00		

