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**SECOND QUARTER AND FIRST HALF 2016 RESULTS**

**FIRST HALF RESULTS IN LINE WITH GROUP FULL-YEAR 2016 OUTLOOK**

- **First Half Net Sales: 1,133.3 million euros, down 0.1% as reported and up 5.4% on a constant currency basis<sup>1</sup>**
  - Consumer business up 5.9% on a constant currency basis
  - BIC Graphic up 2.3% on a constant currency basis
- **First Half Normalized<sup>1</sup> IFO: 207.9 million euros - Normalized<sup>1</sup> IFO margin: 18.3%**
  - **EXCLUDING THE IMPACT OF THE SPECIAL EMPLOYEE BONUS<sup>2</sup>**
    - Normalized<sup>1</sup> IFO: 219.3 million euros, down 8.3%
    - Normalized<sup>1</sup> IFO margin: 19.4%
- **First Half Net Income Group Share: 140.1 million euros, down 20.6%**
  - EPS Group Share: 2.98 euros, down 20.3%
- **Second Quarter Net Sales: 616.0 million euros, down -1.1% as reported and up +4.2% on a constant currency basis<sup>1</sup>**  
**Q2 Normalized<sup>1</sup> IFO: 131.6 million euros - Normalized<sup>1</sup> IFO margin: 21.4%**
- **Net cash position at the end of June 2016: 98.2 million euros**

**Q2 AND H1 2016 KEY OPERATIONAL FIGURES**

	Net Sales growth on a constant currency basis <sup>1</sup>		Normalized <sup>1</sup> IFO margin		Normalized IFO margin excluding the impact of the special employee bonus <sup>2</sup>	
	Q2	H1	Q2	H1	Q2	H1
<b>GROUP</b>	<b>+4.2%</b>	<b>+5.4%</b>	<b>21.4%</b>	<b>18.3%</b>	<b>21.4%</b>	<b>19.4%</b>
<b>CONSUMER BUSINESS</b>	<b>+4.7%</b>	<b>+5.9%</b>	<b>23.8%</b>	<b>21.5%</b>	<b>23.8%</b>	<b>22.4%</b>
• Stationery	+4.0%	+5.6%	17.5%	13.3%	17.5%	14.1%
• Lighters	+5.4%	+5.4%	40.5%	39.3%	40.5%	40.0%
• Shavers	+9.0%	+9.9%	13.8%	12.3%	13.8%	13.4%
<b>BIC GRAPHIC</b>	<b>+0.3%</b>	<b>+2.3%</b>	<b>2.5%</b>	<b>-5.4%</b>	<b>2.5%</b>	<b>-3.2%</b>

Commenting on BIC Group’s half-year results, **Bruno Bich, Chairman and Chief Executive Officer, said:** “H1 2016 results are in line with our Full Year 2016 outlook, with solid Net Sales growth on a comparative basis across all consumer categories and regions, notably in Eastern Europe, the Middle-East and Africa. We had a promising back-to-school sell-in in Stationery, both in Europe and North America. In Lighters, growth was driven by our sleeved lighter strategy and distribution gains. In shavers, we continued to benefit from the success of our added-value products such as the new BIC® Soleil Shine shaver for women in the U.S. In H2 2016, we will continue to invest in R&D and brand support in order to fuel medium- and long-term growth and we remain confident of achieving our Full Year objectives.”

**FULL YEAR 2016 OUTLOOK CONFIRMED**

In 2016, we expect to deliver mid-single digit growth in **Net Sales** on a comparative basis. Excluding major macro-economic disruptions or currency fluctuations, **Normalized IFO margin<sup>2</sup>** should decline by between 100 and 150 basis points as a result of accelerated Brand Support and R&D investments aimed at fueling profitable medium- and long-term growth. We also expect to maintain **Net Cash from operating activities** at current levels despite an increase in development CAPEX.

<sup>1</sup> See glossary page 10

<sup>2</sup> Excluding the special bonus awarded to employees who were not granted shares under our performance share plan.

KEY FIGURES (in millions euros)	Q2 2016 vs. Q2 2015				H1 2016 vs. H1 2015			
	Q2 2015	Q2 2016	As reported	Constant currency basis	H1 2015	H1 2016	As reported	Constant currency basis
<b>GROUP</b>								
Net Sales	623.1	616.0	-1.1%	+4.2%	1,134.0	1,133.3	-0.1%	+5.4%
Gross Profit	307.4	308.3			569.8	558.8		
Normalized Income From Operations	137.4	131.6	-4.2%		239.2	207.9	-13.1%	
Normalized IFO margin	22.0%	21.4%			21.1%	18.3%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>22.0%</b>	<b>21.4%</b>			<b>21.1%</b>	<b>19.4%</b>		
Income From Operations	143.9	127.3	-11.5%		241.5	203.7	-15.7%	
IFO margin	23.1%	20.7%			21.3%	18.0%		
Net Income Group Share	99.3	89.1	-10.3%		176.6	140.1	-20.6%	
Earnings Per Share Group Share (in euros)	2.10	1.89	-10.0%		3.74	2.98	-20.3%	
<b>STATIONERY</b>								
Net Sales	233.2	230.7	-1.1%	+4.0%	390.3	386.7	-0.9%	+5.6%
IFO	40.7	38.8			60.5	49.9		
IFO margin	17.5%	16.8%			15.5%	12.9%		
Normalized IFO margin	17.1%	17.5%			15.7%	13.3%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>17.1%</b>	<b>17.5%</b>			<b>15.7%</b>	<b>14.1%</b>		
<b>LIGHTERS</b>								
Net Sales	178.4	177.2	-0.7%	+5.4%	341.9	340.8	-0.3%	+5.4%
IFO	75.6	70.6			136.6	132.7		
IFO margin	42.3%	39.8%			39.9%	38.9%		
Normalized IFO margin	41.6%	40.5%			39.7%	39.3%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>41.6%</b>	<b>40.5%</b>			<b>39.7%</b>	<b>40.0%</b>		
<b>SHAVERS</b>								
Net Sales	117.8	120.1	+2.0%	+9.0%	230.2	237.9	+3.3%	+9.9%
IFO	23.4	15.4			44.7	28.0		
IFO margin	19.8%	12.8%			19.4%	11.8%		
Normalized IFO margin	19.1%	13.8%			20.2%	12.3%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>19.1%</b>	<b>13.8%</b>			<b>20.2%</b>	<b>13.4%</b>		
<b>OTHER PRODUCTS</b>								
Net Sales	22.3	18.6	-16.6%	-15.3%	39.1	34.3	-12.2%	-10.9%
<b>TOTAL CONSUMER BUSINESS</b>								
Net Sales	551.7	546.6	-0.9%	+4.7%	1,001.5	999.7	-0.2%	+5.9%
IFO	144.5	125.9			246.2	211.3		
IFO margin	26.2%	23.0%			24.6%	21.1%		
Normalized IFO margin	25.3%	23.8%			24.5%	21.5%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>25.3%</b>	<b>23.8%</b>			<b>24.5%</b>	<b>22.4%</b>		
<b>BIC GRAPHIC</b>								
Net Sales	71.4	69.5	-2.7%	+0.3%	132.5	133.6	+0.8%	+2.3%
IFO	-0.6	1.4			-4.7	-7.6		
IFO margin	-0.9%	2.0%			-3.6%	-5.7%		
Normalized IFO margin	-3.0%	2.5%			-4.7%	-5.4%		
<b>Normalized IFO margin excluding the special employee bonus</b>	<b>-3.0%</b>	<b>2.5%</b>			<b>-4.7%</b>	<b>-3.2%</b>		

## GROUP OPERATIONAL TRENDS

### NET SALES

H1 2016 Net Sales were 1,133.3 million euros, down 0.1% as reported and up 5.4% on a constant currency basis. The strong negative impact of currency fluctuations (-5.5%) was mainly due to the depreciation of Latin American currencies against the euro.

- **Consumer business** grew 5.9% on a constant currency basis with good performances across all regions (Europe +9.8%, North America +3.4%, Developing Markets +5.9%).
- **BIC Graphic** Net Sales increased by 2.3% on a constant currency basis.

### INCOME FROM OPERATIONS AND NORMALIZED INCOME FROM OPERATIONS

**H1 2016 Gross Profit margin** was 49.3% compared to 50.2% in H1 2015. Excluding the impact of the special employee bonus, Gross Profit margin would have been 50.0%. **Q2 2016 Gross Profit margin** represented 50.0% of sales compared to 49.3% in Q2 2015.

**H1 2016 Normalized IFO** was 207.9 million euros (Normalized IFO margin of 18.3% or 19.4% excluding the impact of the special employee bonus). **Q2 2016 Normalized IFO** was 131.6 million euros.

- **Consumer business** Normalized IFO margin was 21.5% in H1 2016, a decline of 3.0 points (down 2.1 points excluding the impact of the special employee bonus) attributable to increased investment in brand support and research and development. Q2 2016 Normalized IFO margin was 23.8% compared to 25.3% in Q2 2015.
- **BIC Graphic** Normalized IFO margin fell by 0.7 points in H1 2016 to a negative 5.4% (if the impact of the special employee bonus is excluded, it increased 1.5 points to a negative 3.2%). Q2 2016 Normalized IFO margin was 2.5% compared to a negative 3.0% in Q2 2015.

KEY COMPONENTS OF THE CHANGE IN NORMALIZED IFO MARGIN (in points)	H1 2015 vs. H1 2014	Q1 2016 vs. Q1 2015	Q2 2016 vs. Q2 2015	H1 2016 vs. H1 2015
• Change in cost of production <sup>3</sup>	+1.5	-1.2	+0.6	-0.1
• Total Brand Support <sup>4</sup>	-0.2	-0.8	-0.8	-0.8
○ Of which, promotions and investments related to consumer and business development support accounted for in Gross Profit Margin	-0.5	-0.3	+0.1	-0.1
○ Of which, advertising, consumer and trade support	+0.3	-0.5	-0.9	-0.7
• OPEX and other expenses	+0.7	-0.9	-0.4	-0.8
<b>Total change in Normalized IFO margin excluding the special employee bonus</b>	<b>+2.0</b>	<b>-2.9</b>	<b>-0.6</b>	<b>-1.7</b>
<b>Special employee bonus</b>	-	<b>-2.2</b>	-	<b>-1.1</b>
• Of which impact on Gross Profit	-	-1.5	-	-0.7
• Of which impact on OPEX	-	-0.7	-	-0.4
<b>Total change in Normalized IFO margin</b>	<b>+2.0</b>	<b>-5.1</b>	<b>-0.6</b>	<b>-2.8</b>

NON-RECURRING ITEMS (in million euros)	Q1		Q2		H1	
	2015	2016	2015	2016	2015	2016
<b>Income From Operations</b>	<b>97.6</b>	<b>76.4</b>	<b>143.9</b>	<b>127.3</b>	<b>241.5</b>	<b>203.7</b>
<b>As % of Net Sales</b>	<b>19.1%</b>	<b>14.8%</b>	<b>23.1%</b>	<b>20.7%</b>	<b>21.3%</b>	<b>18.0%</b>
Restructuring costs	4.5	-	-	4.2	4.5	4.2
Divestment of Fuel Cell business net of restructuring costs	-0.3	-	-1.9	-	-2.2	-
Impact of lump sum election for terminated vested pension participants in the U.S.	-	-	-4.6	-	-4.6	-
<b>Normalized IFO</b>	<b>101.8</b>	<b>76.4</b>	<b>137.4</b>	<b>131.6</b>	<b>239.2</b>	<b>207.9</b>
<b>As % of Net Sales</b>	<b>19.9%</b>	<b>14.8%</b>	<b>22.0%</b>	<b>21.4%</b>	<b>21.1%</b>	<b>18.3%</b>
Special employee bonus	-	11.4	-	-	-	11.4
<b>Normalized IFO excluding the special employee bonus</b>	<b>101.8</b>	<b>87.7</b>	<b>137.4</b>	<b>131.6</b>	<b>239.2</b>	<b>219.3</b>
<b>As % of Net Sales</b>	<b>19.9%</b>	<b>17.0%</b>	<b>22.0%</b>	<b>21.4%</b>	<b>21.1%</b>	<b>19.4%</b>

<sup>3</sup> Gross Profit margin excluding promotions and investments related to consumer and business development support.

<sup>4</sup> Total Brand Support: consumer and business development support + advertising, consumer and trade support.

## NET INCOME AND EPS

**Income before tax** fell back to 200.3 million euros compared to 253.3 million euros in H1 2015. Net finance revenue was a negative 3.4 million euros (compared to 11.8 million euros in H1 2015) due to unfavorable H1 2016 fair value adjustments to U.S. dollar denominated financial assets in compared to December 2015 (fair value adjustments booked in H1 2015 were favorable).

**Net income Group Share** was 140.1 million euros in H1 2016, a 20.6% drop as reported. Q2 2016 net income Group Share was 89.1 million euros, down by 10.3% on a reported basis. The effective tax rate in H1 2016 was 30.0%.

**EPS Group Share** were 2.98 euros compared to 3.74 euros in H1 2015, down by 20.3%. Normalized EPS Group Share decreased by 18.1% to 3.04 euros compared to 3.71 euros in H1 2015. EPS Group Share in Q2 2016 was 1.89 euros compared to 2.10 euros in Q2 2015, down by 10.0%.

## NET CASH POSITION

At the end of June 2016, the Group's net cash position stood at 98.2 million euros.

<b>CHANGE IN NET CASH POSITION</b> <i>(in million euros)</i>	<b>2015</b>	<b>2016</b>
<b>NET CASH POSITION (BEGINNING OF THE PERIOD – DECEMBER)</b>	<b>320.2</b>	<b>448.0</b>
• Net cash from operating activities	+93.1	+61.6
○ <i>Of which operating cash flow</i>	+239.4	+196.1
○ <i>Of which change in working capital and others</i>	-146.3	-134.5
• CAPEX	-50.7	-74.4
• Dividend payment	-134.8	-277.0
• Share buyback program	-26.3	-60.7
• Net cash from the exercise of stock options and the liquidity contract	+8.0	+0.8
• Proceeds from sale of Fuel Cell assets	+14.0	-
• Other items	+0.2	-0.1
<b>NET CASH POSITION (END OF THE PERIOD - JUNE)</b>	<b>223.7</b>	<b>98.2</b>

Net cash from operating activities was +61.6 million euros with +196.1 million euros in operating cash flow. The negative change in working capital and others of 134.5 million euros was mainly related to the seasonality of trade receivables. Net cash was also impacted by increased investments in CAPEX as well as dividend payment (including the special dividend) and share buybacks.

## SHAREHOLDERS' REMUNERATION

- Ordinary dividend of 3.40 euros per share and special dividend of 2.50 euros per share paid in June 2016.
- 60.7 million euros in share buy-backs at the end of June 2016 (487,025 shares purchased at an average price of 124.60 euros).

CONSUMER BUSINESS

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STATIONERY

Stationery H1 2016 Net Sales decreased by 0.9% as reported but grew by 5.6% on a constant currency basis. Second quarter 2016 Net Sales were down 1.1% as reported but increased 4.0% on a constant currency basis.

Developed Markets

- In **Europe**, the increase in H1 Net Sales was in the high single-digits thanks to a strong back-to-school sell-in in all countries, notably in France and Eastern Europe.
- In **North America**, we delivered mid-single digit growth in H1 on the back of a good back-to-school sell-in and the continued success of our “Champion brand” strategy, especially in the BIC® Atlantis range.

Developing Markets

H1 2016 Net Sales were stable.

- In **Latin America**, H1 Net Sales declined slightly. In Brazil, we continued to increase our market share. In Mexico, we experienced delayed Q2 back-to-school shipments which should be realized in Q3 (sell-in).
- In the **Middle-East and Africa**, we delivered high single-digit growth along with market share gains in South Africa.
- H1 Domestic Sales of **Cello Pens** increased mid-single digit thanks to new product launches, notably in the Butterflow™ range.

**H1 2016 Normalized IFO margin for Stationery was 13.3%** compared to 15.7% in 2015. Excluding the impact of the special employee bonus, **Normalized IFO margin for Stationery would have been 14.1%**. The year-on-year decline is attributable to investments in brand support in Europe and North America to boost growth, and an increase in operating expenses, as well as currency devaluations in Latin America. **Q2 2016 Normalized IFO margin was 17.5%** compared to 17.1% in Q2 2015.

LIGHTERS

H1 2016 Net Sales of Lighters decreased by 0.3% as reported but grew by 5.4% on a constant currency basis. Second quarter 2016 Net Sales were down 0.7% as reported but increased 5.4% on a constant currency basis.

Developed markets

- **Europe** delivered high single-digit growth in H1 Net Sales driven by promotions and sleeved lighters in Western Europe as well as strong growth in Eastern Europe (distribution gains).
- **North America** achieved low single-digit growth in H1 when compared to a good H1 2015, which had benefited from customers buying ahead of price adjustments implemented in Q2 2015.

Developing Markets

In H1 2016, growth in Net Sales was in the high single-digits.

- In **Latin America**, growth in H1 Net Sales was in the high single-digits with a strong performance in Mexico (distribution gains).
- In the **Middle-East and Africa**, we enjoyed double-digit growth in H1.

**H1 2016 Normalized IFO for Lighters was 39.3%** compared to 39.7% in 2015. Excluding the impact of the special employee bonus, **Normalized IFO margin for Lighters would have been 40.0%**, thanks notably to a higher Gross Profit margin. **Q2 2016 Normalized IFO margin was 40.5%** compared to 41.6% in Q2 2015 due notably to higher operating expenses.

## SHAVERS

**H1 2016 Net Sales of Shavers increased by 3.3% as reported and by 9.9% on a constant currency basis. Second quarter 2016 Net Sales were up 2.0% as reported and by 9.0% on a constant currency basis.**

### Developed Markets

- **In Europe**, H1 Net Sales growth was in the high single-digits, driven by a good performance in Eastern Europe. We benefited from the success of products such as the BIC® 3, BIC® Miss Soleil® and BIC® Flex and Easy shavers.
- **In North America**, we delivered mid-single digit growth in H1. We increased our market share by 2.2 points to 29%<sup>5</sup> thanks to our added-value products including the Flex range (BIC® Flex 3, BIC® Flex 4 and BIC® Flex 5 shavers), our Hybrid offers (BIC® Hybrid 3 and BIC® Hybrid 4 Flex shavers) as well as the BIC® Soleil Shine shaver.

### Developing Markets

We registered double digit growth in H1 sales.

- In **Latin America**, all product ranges contributed to this growth, especially the BIC® Comfort 3 shaver.
- In the **Middle-East and Africa**, we achieved mid-single digit growth in H1 driven by our triple-blade products and the BIC® Flex 3 shaver.

**H1 2016 Normalized IFO margin for Shavers was 12.3%** compared to 20.2% in 2015. Excluding the impact of the special employee bonus, **Normalized IFO margin for Shavers would have been 13.4%**. This year-on-year decrease was due to increased investment in research and development and in brand support, notably in the U.S. (launch of the new BIC® Soleil Shine shaver and continued investment in the BIC® Flex 5 shaver). **Q2 2016 Normalized IFO margin was 13.8%**, compared to 19.1% in Q2 2015, due to a negative FX impact on Gross Profit margin and continued investment in research and development and in brand support, notably in Brazil (TV campaigns to promote the BIC® Soleil and BIC® Comfort 3 shavers).

## OTHER CONSUMER PRODUCTS

**H1 2016 Net Sales of Other Consumer Products decreased by 12.2% as reported and fell by 10.9% on a constant currency basis. Second quarter 2016 Net Sales were down 16.6% as reported and by 15.3% on a constant currency basis.**

BIC Sport registered a double-digit decline in its H1 Net Sales on a constant currency basis.

**H1 2016 Normalized IFO for Other Consumer Products was 0.8 million euros** (1.0 million euros excluding the impact of the special employee bonus), compared to 2.2 million euros in H1 2015. **Q2 2016 Normalized IFO for Other Consumer Products was 1.2 million euros** compared to 2.9 million euros in Q2 2015.

## BIC GRAPHIC

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**BIC Graphic Net Sales for H1 2016 increased by 0.8% as reported and by 2.3% on a constant currency basis. Second quarter 2016 Net Sales were down 2.7% as reported but increased by 0.3% on a constant currency basis.**

In **Europe**, BIC delivered good performances in key countries such as France and Germany. In **North America**, our “Good Value” line and new products continued to perform well, driving growth in both Hard Goods and Writing Instruments.

**H1 2016 Normalized IFO margin for BIC Graphic was a negative 5.4%** compared to a negative 4.7% in 2015. Excluding the impact of the special employee bonus, **its Normalized IFO margin would have been a negative 3.2%**, thanks to lower operating expenses compared to H1 2015. Q2 2016 Normalized IFO margin for BIC Graphic was a positive 2.5% compared to a negative 3.0% in Q2 2015, benefiting from lower cost of production and operating expenses.

The review of the strategic alternatives for BIC Graphic is proceeding as planned.

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<sup>5</sup> Source: IRI total market YTD through 26-JUNE-2016 (one-piece shavers) – in value terms.

BIC GROUP NET SALES BY GEOGRAPHY <i>(in millions euros)</i>	Q2 2016 vs. Q2 2015				H1 2016 vs. H1 2015			
	Q2 2015	Q2 2016	As reported	Constant currency basis	H1 2015	H1 2016	As reported	Constant currency basis
<b>GROUP</b>								
Net Sales	623.1	616.0	-1.1%	+4.2%	1,134.0	1,133.3	-0.1%	+5.4%
<b>EUROPE</b>								
Net Sales	160.0	170.1	+6.3%	+8.7%	277.6	296.6	+6.8%	+8.8%
<b>NORTH AMERICA</b>								
Net Sales	290.5	290.3	-0.1%	+2.3%	511.5	526.1	+2.9%	+3.5%
<b>DEVELOPING MARKETS</b>								
Net Sales	172.6	155.6	-9.8%	+3.3%	344.9	310.6	-10.0%	+5.5%

IMPACT OF CHANGE IN PERIMETER AND CURRENCY FLUCTUATIONS ON NET SALES <i>(in %)</i>	Q2 2015	Q2 2016	H1 2015	H1 2016
<b>Perimeter</b>	-0.6%	-	-0.7%	-
<b>Currencies</b>	+11.5%	-5.3%	+11.5%	-5.5%
<i>Of which USD</i>	+10.5%	-1.0%	+9.9%	-0.1%
<i>Of which BRL</i>	-0.9%	-1.0%	-0.4%	-1.7%
<i>Of which ARS</i>	+0.2%	-0.6%	+0.2%	-1.1%
<i>Of which INR</i>	+0.6%	-0.2%	+0.7%	-0.2%
<i>Of which MXN</i>	+0.4%	-1.1%	+0.4%	-1.0%
<i>Of which RUB and UHA</i>	-0.3%	-0.3%	-0.4%	-0.3%

IFO AND NORMALIZED IFO BY CATEGORY <i>(in millions euros)</i>	Q2 2015	Q2 2016	H1 2015	H1 2016
<b>GROUP</b>				
Income From Operations	143.9	127.3	241.5	203.7
Normalized Income From operations	137.4	131.6	239.2	207.9
<b>STATIONERY</b>				
Income From Operations	40.7	38.8	60.5	49.9
Normalized Income From operations	39.9	40.3	61.2	51.4
<b>LIGHTERS</b>				
Income From Operations	75.6	70.6	136.6	132.7
Normalized Income From operations	74.2	71.7	135.6	133.9
<b>SHAVERS</b>				
Income From Operations	23.4	15.4	44.7	28.0
Normalized Income From operations	22.5	16.6	46.4	29.2
<b>OTHER PRODUCTS</b>				
Income From Operations	4.9	1.1	4.4	0.6
Normalized Income From operations	2.9	1.2	2.2	0.8
<b>TOTAL CONSUMER BUSINESS</b>				
Income From Operations	144.5	125.9	246.2	211.3
Normalized Income From operations	139.5	129.8	245.4	215.2
<b>BIC GRAPHIC</b>				
Income From Operations	-0.6	1.4	-4.7	-7.6
Normalized Income From operations	-2.1	1.8	-6.2	-7.3



CONDENSED PROFIT AND LOSS ACCOUNT <i>(in millions euros)</i>	Q2 2016 vs. Q2 2015				H1 2016 vs. H1 2015			
	Q2 2015	Q2 2016	As reported	Constant currency basis	H1 2015	H1 2016	As reported	Constant currency basis
<b>Net sales</b>	623.1	616.0	-1.1%	+4.2%	1,134.0	1,133.3	-0.1%	+5.4%
Cost of goods	-315.7	-307.7			-564.2	-574.5		
<b>Gross Profit</b>	<b>307.4</b>	<b>308.3</b>	<b>+0.3%</b>		<b>569.8</b>	<b>558.8</b>	<b>-1.9%</b>	
Administrative & other operating expenses	-163.5	-181.0			-328.3	-355.1		
<b>Income from operations</b>	<b>143.9</b>	<b>127.3</b>	<b>-11.5%</b>		<b>241.5</b>	<b>203.7</b>	<b>-15.7%</b>	
Finance revenue/costs	-1.0	-			11.8	-3.4		
<b>Income before tax</b>	<b>142.9</b>	<b>127.3</b>	<b>-11.0%</b>		<b>253.3</b>	<b>200.3</b>	<b>-20.9%</b>	
Income tax expense	-42.9	-38.2			-76.1	-60.2		
Income from associates								
<b>Group net income</b>	<b>100.0</b>	<b>89.1</b>	<b>-11.0%</b>		<b>177.2</b>	<b>140.1</b>	<b>-20.9%</b>	
Non-controlling interests	0.7	-			0.6	-		
<b>NET INCOME GROUP SHARE</b>	<b>99.3</b>	<b>89.1</b>	<b>-10.3%</b>		<b>176.6</b>	<b>140.1</b>	<b>-20.6%</b>	
<b>Earnings per share Group share (in euros)</b>	<b>2.10</b>	<b>1.89</b>	<b>-10.0%</b>		<b>3.74</b>	<b>2.98</b>	<b>-20.3%</b>	
Average number of shares outstanding (net of treasury shares)	47,200,210	47,029,831			47,200,210	47,029,831		

CONDENSED BALANCE SHEET <i>(in million euros)</i>	June 30, 2015	December 31, 2015	June 30, 2016
<b>ASSETS</b>			
Cash and cash equivalents	356	385	222
Trade and other receivables	585	440	559
Inventories	482	478	519
Other current assets	33	31	41
Other current financial assets and derivative instruments	53	77	34
<b>Current assets</b>	<b>1,509</b>	<b>1,411</b>	<b>1,375</b>
Property, plant & equipment	499	508	537
Investment properties	2	2	2
Other non-current assets	183	193	220
Goodwill and intangible assets	423	422	416
<b>Non-current assets</b>	<b>1,106</b>	<b>1,125</b>	<b>1,175</b>
<b>TOTAL ASSETS</b>	<b>2,615</b>	<b>2,536</b>	<b>2,550</b>
<b>LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>			
Current borrowings	100	8	151
Trade and other payables	138	125	145
Other current liabilities	276	247	271
<b>Current liabilities</b>	<b>514</b>	<b>380</b>	<b>567</b>
Non-current borrowings	85	2	2
Other non-current liabilities	291	305	342
<b>Non-current liabilities</b>	<b>376</b>	<b>307</b>	<b>344</b>
<b>Shareholders' equity</b>	<b>1,725</b>	<b>1,849</b>	<b>1,639</b>
<b>TOTAL LIABILITIES &amp; SHAREHOLDERS' EQUITY</b>	<b>2,615</b>	<b>2,536</b>	<b>2,550</b>



<b>NET CASH RECONCILIATION</b> <i>(in million euros – rounded figures)</i>	<b>June 30, 2015</b>	<b>June 30, 2016</b>
Cash and cash equivalents (1)	356	222
Other current financial assets (2) <sup>6</sup>	53	29
Current borrowings (3)	100	151
Non-current borrowings (4)	85	2
<b>NET CASH POSITION (1) + (2) - (3) - (4)</b>	<b>224</b>	<b>98</b>

<b>CASH FLOW STATEMENT</b> <i>(in million euros – rounded figures)</i>	<b>H1 2015</b>	<b>H1 2016</b>
Group Net income	177	140
Amortization and provisions	53	60
Deferred tax variation	(1)	-
(Gain)/Loss from disposal of fixed assets	(3)	-
Others	13	(4)
<b>CASH FLOW FROM OPERATIONS</b>	<b>239</b>	<b>196</b>
(Increase) / decrease in net current working capital	(116)	(128)
Others	(30)	(6)
<b>NET CASH FROM OPERATING ACTIVITIES (A)</b>	<b>93</b>	<b>62</b>
Net capital expenditures	(49)	(73)
(Purchase)/Sale of other current financial assets	(0)	46
Fuel Cell business divestiture	14	-
Other Investments	(1)	-
<b>NET CASH FROM INVESTING ACTIVITIES (B)</b>	<b>(36)</b>	<b>(27)</b>
Dividends paid	(135)	(277)
Borrowings/(Repayments)	52	131
Share buy-back program net of stock-options exercised	(18)	(60)
Others	(1)	(2)
<b>NET CASH FROM FINANCING ACTIVITIES (C)</b>	<b>(102)</b>	<b>(208)</b>
<b>NET INCREASE/ (DECREASE) IN CASH AND CASH EQUIVALENTS NET OF BANK OVERDRAFTS</b>	<b>(45)</b>	<b>(173)</b>
<b>OPENING CASH AND CASH EQUIVALENTS NET OF BANK OVERDRAFTS</b>	<b>349</b>	<b>381</b>
Net increase / decrease in cash and cash equivalents (A+B+C) net of bank overdrafts	(45)	(173)
Exchange difference	7	(2)
<b>CLOSING CASH AND CASH EQUIVALENTS NET OF BANK OVERDRAFTS</b>	<b>310</b>	<b>206</b>

<b>SHARE REPURCHASE PROGRAM</b>	<b>Number of shares acquired</b>	<b>Weighted average price in €</b>	<b>Amount in M€</b>
February 2016	117,908	126.78	14.9
March 2016	115,379	130.22	15.0
April 2016	8,400	122.42	1.0
May 2016	91,678	124.14	11.4
June 2016	153,660	119.11	18.3
<b>Total</b>	<b>487,025</b>	<b>124.60</b>	<b>60.7</b>

#### **CAPITAL AND VOTING RIGHTS, JUNE 30, 2016**

As of June 30, 2016, the total number of issued shares of SOCIÉTÉ BIC was 47,954,871 shares, representing:

- 69,515,427 voting rights,
- 68,362,013 voting rights excluding shares without voting rights.

Total number of treasury shares held at the end of June 2016: 1,153,414.

<sup>6</sup> In the balance sheet at June 30, 2016, the line "Other current financial assets and derivative instruments" also includes 5M€ worth of derivative instruments.

## GLOSSARY

- **Constant currency basis:** constant currency figures are calculated by translating the current year figures at prior year monthly average exchange rates.
- **Comparative basis:** at constant currencies and constant perimeter. Figures at constant perimeter exclude the impacts of acquisitions and/or disposals that occurred during the current year and/or during the previous year, until their anniversary date. All Net Sales category comments are made on a comparative basis.
- **Normalized IFO:** normalized means excluding non-recurring items as detailed on page 3.
- **Free cash flow before acquisitions and disposals:** Net cash from operating activities - net capital expenditures +/- other investments.
- **Free cash flow after acquisitions and disposals:** Net cash from operating activities - net capital expenditures +/- other investments - acquisitions/disposals of equity investments / subsidiaries / business lines.
- **Net cash from operating activities:** principal revenue-producing activities of the entity and other activities that are not investing or financing activities
- **Net cash position:** Cash and cash equivalents + Other current financial assets - Current borrowings - Non-current borrowings.

\* \*  
\*

*SOCIETE BIC consolidated and statutory financial statements as of June 30, 2016 were approved by the Board of Directors on August 3, 2016. A presentation related to this announcement is also available on the BIC website ([www.bicworld.com](http://www.bicworld.com)).*

*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. A description of the risks borne by BIC appears in the section, "Risk factors" in BIC's 2015 Registration Document filed with the French financial markets authority (AMF) on March 23 2016.*

## CONTACTS

**Investor Relations:** +33 1 45 19 52 26

Sophie Palliez-Capian  
[sophie.palliez@bicworld.com](mailto:sophie.palliez@bicworld.com)

Katy Bettach  
[katy.bettach@bicworld.com](mailto:katy.bettach@bicworld.com)

**Press Contacts**

Albane de La Tour d'Artaise  
[albane.delatourdartaise@bicworld.com](mailto:albane.delatourdartaise@bicworld.com)

Marie Artzner: +33 1 53 70 74 70  
[martzner@image7.fr](mailto:martzner@image7.fr)

For more information, please consult the corporate website: [www.bicworld.com](http://www.bicworld.com)

## 2016 AGENDA (ALL DATES TO BE CONFIRMED)

3 <sup>rd</sup> quarter 2016 results	26 October 2016	Conference call
Full Year 2016 results	15 February 2017	Meeting – BIC Headquarters
First quarter 2017 results	26 April 2017	Conference call
2016 AGM	10 May 2017	Meeting – BIC Headquarters

## ABOUT 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. In 2015, BIC recorded Net Sales of 2,241.7 million euros. 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 SRI indexes: FTSE4Good Europe, Euronext Vigeo Europe 120, Ethibel Sustainability Excellence Europe, STOXX ESG Leaders and Gaia Index.*

