

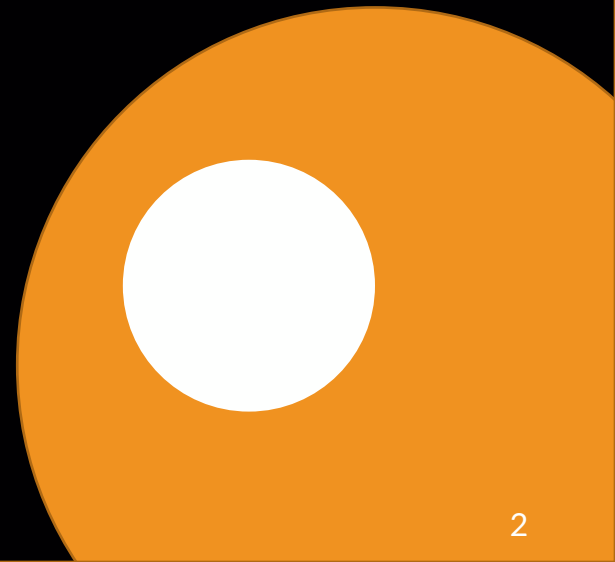
BIC FULL YEAR 2021 RESULTS

February 15, 2022

2021

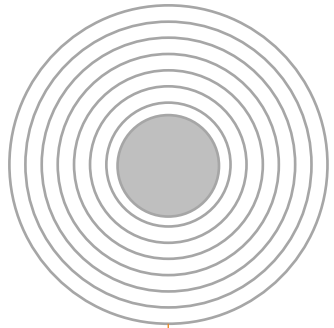
BRINGING HORIZON TO LIFE

Gonzalve Bich – Chief Executive Officer



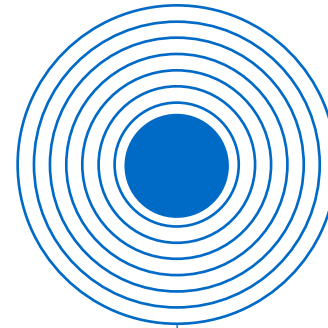
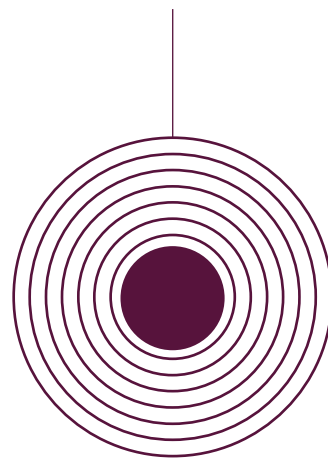
2021 KEY TAKEAWAYS

Delivering Strong and Sustainable Performance by Bringing Horizon to Life



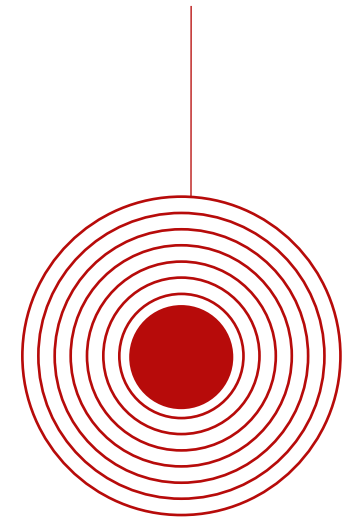
**Robust Net Sales
Growth fueled by
Consumer-centricity
and Commercial
Excellence**

**Resilience in the face
of external
headwinds through
manufacturing &
procurement
efficiencies**



**Progress in our
Sustainable
Development
journey**

**Strong Cash
Flow and Solid
Balance Sheet**



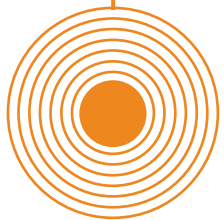
FY 2021 KEY FINANCIAL FIGURES

NET SALES

1,831.9 M€

Change at Constant
Currencies
+15.9%

Change on a
Comparative Basis
+12.2%



ADJUSTED EBIT

279.8 M€

aEBIT Margin
15.3%



ADJUSTED EPS

4.29€

Change at Actual
Currencies
+21.2%



FREE CASH FLOW*

205.7 M€

Net Cash Position
400 M€



*Free Cash Flow: before acquisitions and disposals

2021 KEY NON-FINANCIAL FIGURES

On track to achieve Writing The Future 2025 Commitments

Acting against Climate Change	FY 2020	FY 2021
GHG Emissions (Scope 1 & 2 -tCO ₂ eq) - Market-based GHG Emissions (Scope 3 -tCO ₂ eq)	33,185 785,000	35 310 805,000
% of Renewable Electricity (Writing the Future, Together Commitment: 100% by 2025)	80%	79%
% of recycled or alternative materials in BIC® products % of reusable, recyclable, or compostable plastic in packaging	4.3% 42.5%	4.0% 59.6%

Safe Work Environment	FY 2020	FY 2021
Work accidents (Writing the Future, Together Commitment: 0 accident by 2025)	50 reportable accidents ¹ 62 sites reached a zero- accident level	58 reportable accidents ¹ 40 sites reached a zero- accident level

Improving lives through Education	FY 2020	FY 2021
Improved Children Learning Conditions (Writing the Future, Together Commitment: 250 million children between 2018 and 2025, globally)	118 million (cumulative)	158 million (cumulative)

1: employees and external temporary

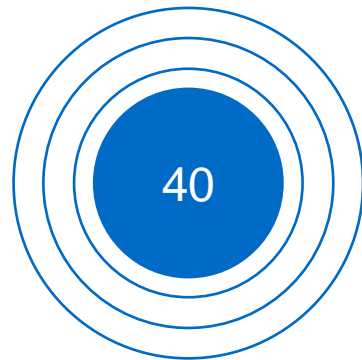


SUSTAINED SHAREHOLDER REMUNERATION

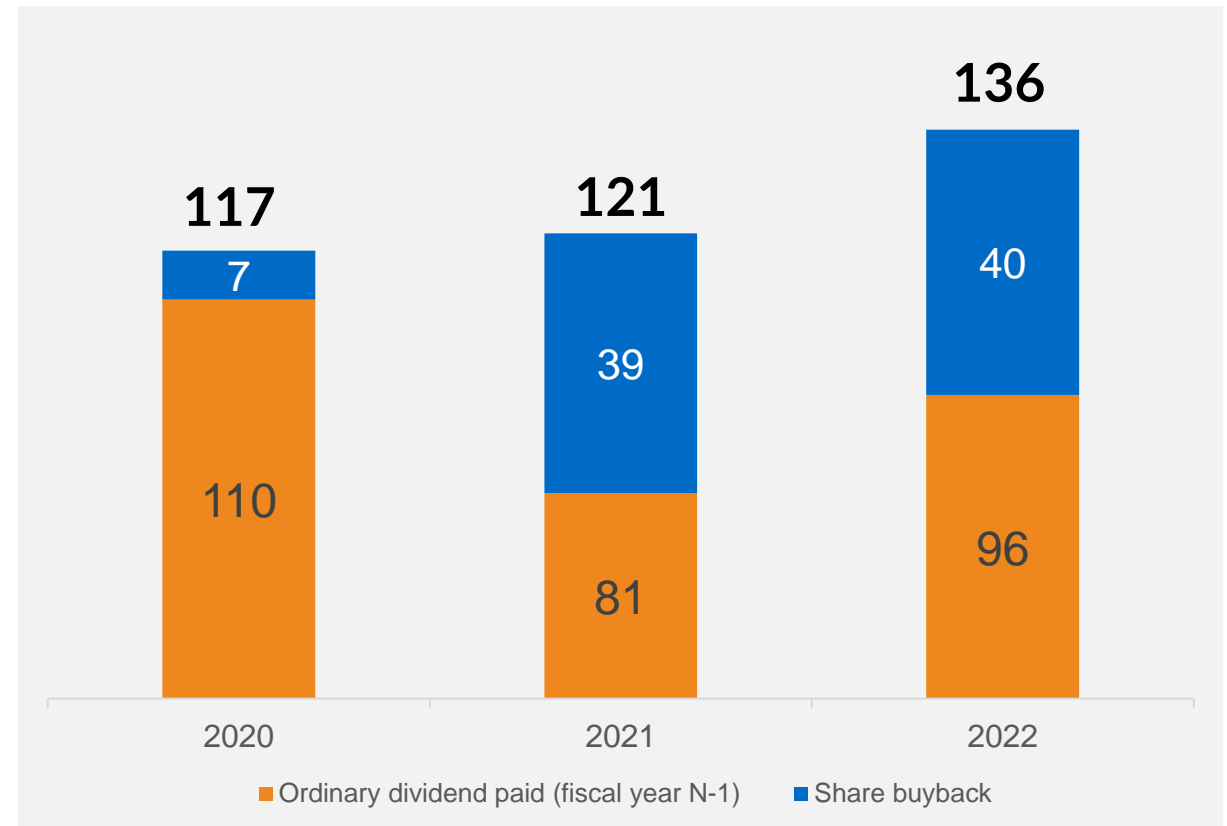
Consistent with Horizon plan use of cash policy



euros Ordinary Dividend* for 2021 fiscal year



million euros ESG Share Buyback program launched in January 2022



*Payable on 01 June 2022, subject to the 18 May 2022 AGM approval - Based on 44,677,929 shares

MARKET SHARE IN STRATEGIC SEGMENTS AND COUNTRIES

*% of countries we held or grew market share in 2021**



**Human
Expression**

70%



UK : +1.7 pts



Brazil : +2.6 pts



Mexico: +0.8 pts



**Flame
For Life**

60%



US: +1.2 pts



Germany +1.0 pts



South Africa: +2.6 pts



**Blade
Excellence**

70%



Brazil: held share



Mexico: held share



US e-commerce: +0.4 pts

* Sources slide 46



SUCCESSFUL OMNICHANNEL E-COMMERCE STRATEGY

10% of BIC total FY 2021 Net Sales, including Rocketbook



- Overall performance well balanced by channels
 - Omniretailers (+23%)
 - Pure Players & Market Places (+17%)
 - Direct-To-Consumer (+23%)
- More than 60% growth in Developing Regions
- Market share gains in almost all Regions and Categories

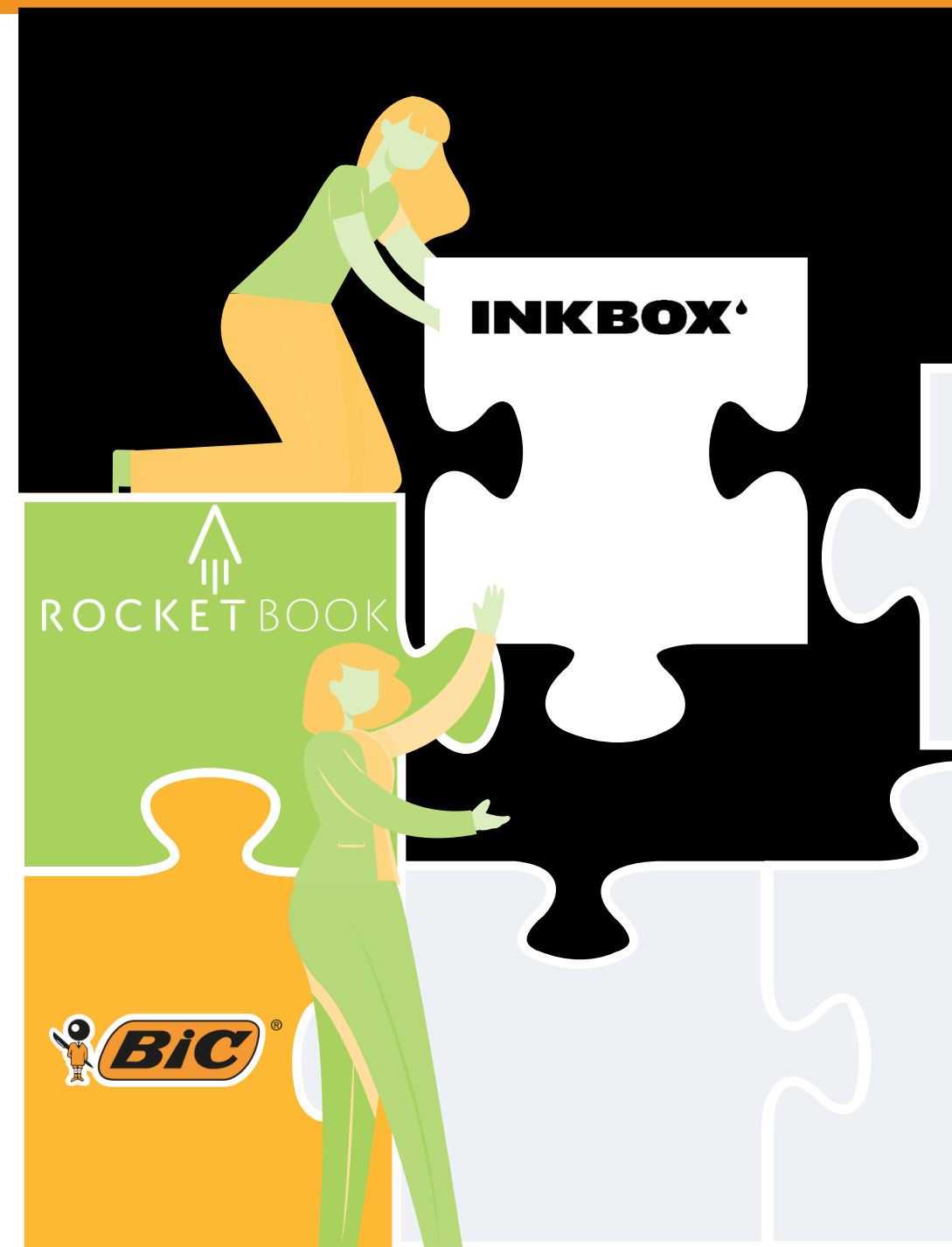
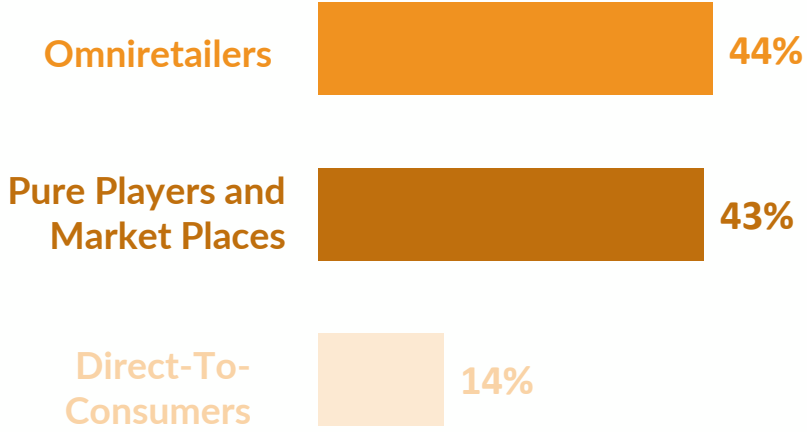
+21%
YTD*

- Outstanding performance in the US: > +50%*
- Successful International deployment: > + 20%*
- Strong growth in B2B and Education channels: sales multiplied by 2

+55%
YTD*

STRENGTHENING DIGITAL CAPABILITIES

Balanced e-commerce eco-system



Estimates based on Inkbox 2021 Net Sales

PROGRESS IN OUR SUSTAINABLE DEVELOPMENT JOURNEY

Innovative New Products with Reduced Environmental Impact

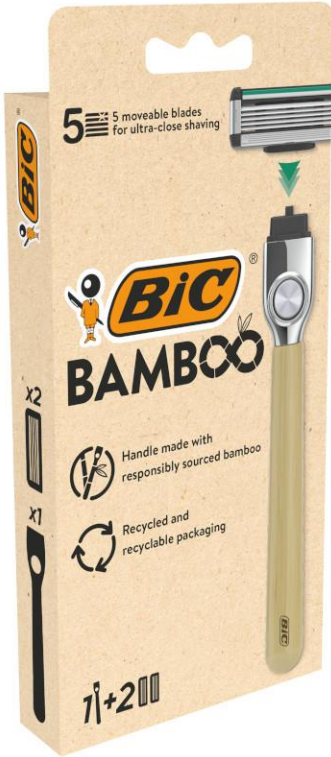
BIC® Cristal® Re'New



BIC® ReVolution



BIC® BAMBOO

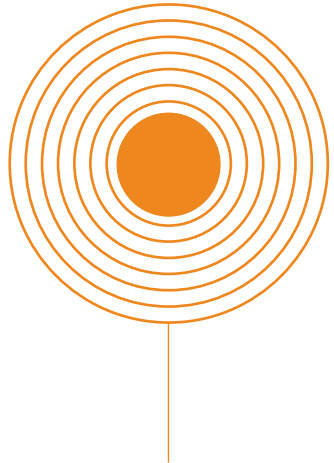


Hybrid shaver SD range



INVENT THE FUTURE OPERATIONAL TARGETS

Objectives achieved one year ahead of plan

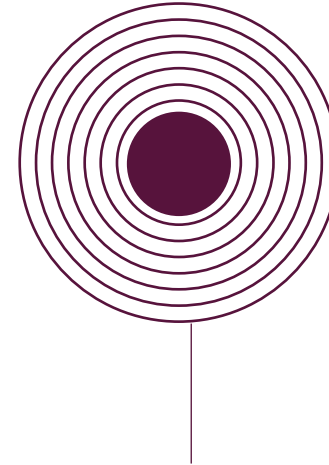
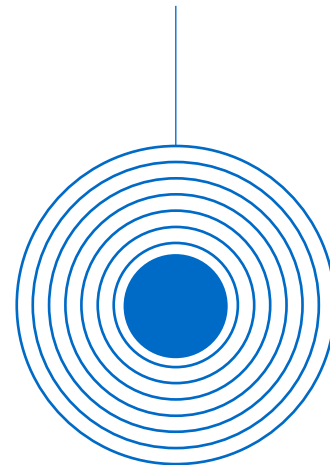


Effectiveness

50M€ annual benefits from our Global Supply Chain and Commercial Operations in 2021

Innovation

+21% increase of new patent submissions in 2021

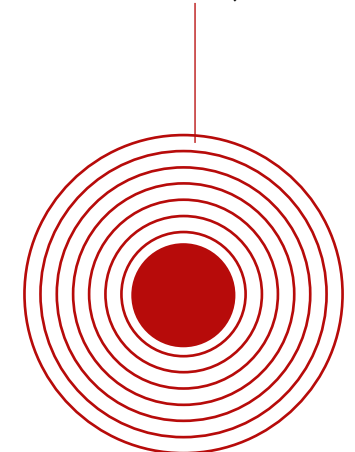


Consumer-Centric Brands

83% of Brand Support investments allocated to Digital Media in 2021

Omnichannel Distribution

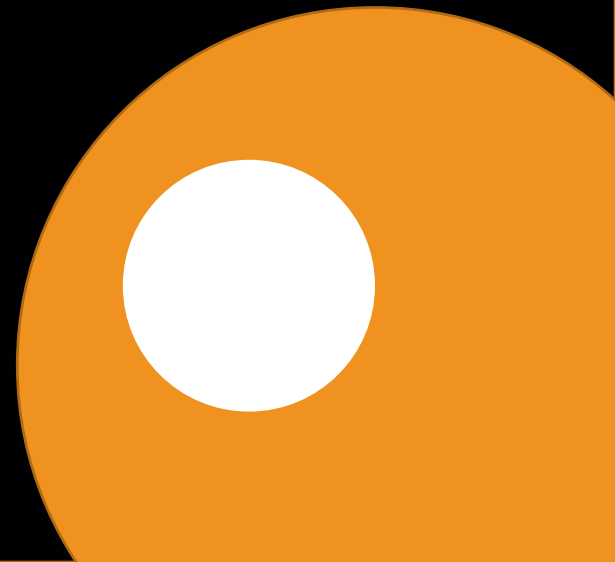
10% of Total Net Sales from e-commerce, including Rocketbook, in 2021



2021

OPERATIONAL AND CONSOLIDATED RESULTS

Chad Spooner – Chief Financial Officer



HUMAN EXPRESSION

683.8 M€ Net Sales, + **21.3%** at Constant Currencies

36.8 M€ aEBIT, **5.4%** margin

Robust **Commercial Execution** in Europe, Latin America, Middle-East and Africa

Market **Share gains in strategic segments**, including Coloring, driven by solid understanding of Consumer changing habits

Successful **integration of recent acquisitions**

- Rocketbook: 55% growth
- Lucky Pens (Nigeria): >100% growth

Strong Back-to-School season in most countries, fueled by improved in-store visibility and consumer-driven promotions

Weak Full-year performance in the **US due to supply chain issues**, and despite a rebound in Q4

26%

of Human Expression Net Sales
in Creative and Digital Expression*

*Coloring, Marking, Rocketbook



FLAME FOR LIFE

718.5 M€ Net Sales, **+20.3%** at Constant Currencies

270.2 M€ aEBIT, **37.6%** margin

Leadership position strengthened the US

- Improved Pocket Lighter market dynamics
- **1.2 points Market Share gains** in value driven by distribution gains, positive price and mix impact, successful Revenue Growth Management
- Continued success of **BIC EZ Reach Pocket Lighter (4.3% total market share at the end of 2021)**

Strong growth in Latin America driven by smoking and non-smoking usages

Rebound in both Traditional and Modern Mass Channels in **Europe**

36%

of Flame For Life Net Sales
in Added-Value Products*

(*) Added value includes: Decorated, Personalized, Djeep, EZ Reach and Utility lighters



BLADE EXCELLENCE

401.2 M€ Net Sales, **+3.0%** at Constant Currencies

57.4 M€ aEBIT, **14.3%** margin

On-going **success of Added-Value Products** and **Products with reduced environmental impact**

- 3 blades in Latin America
- 4 and 5 Blades in the US
- Hybrid range and BIC Bamboo in Europe

Challenging **competitive environment in the US**

- Aggressive promotional activity in the Value segments
- **Market Share gains in premium segments**

First shipments to customers for **BIC Blade-Tech** (B2B business)

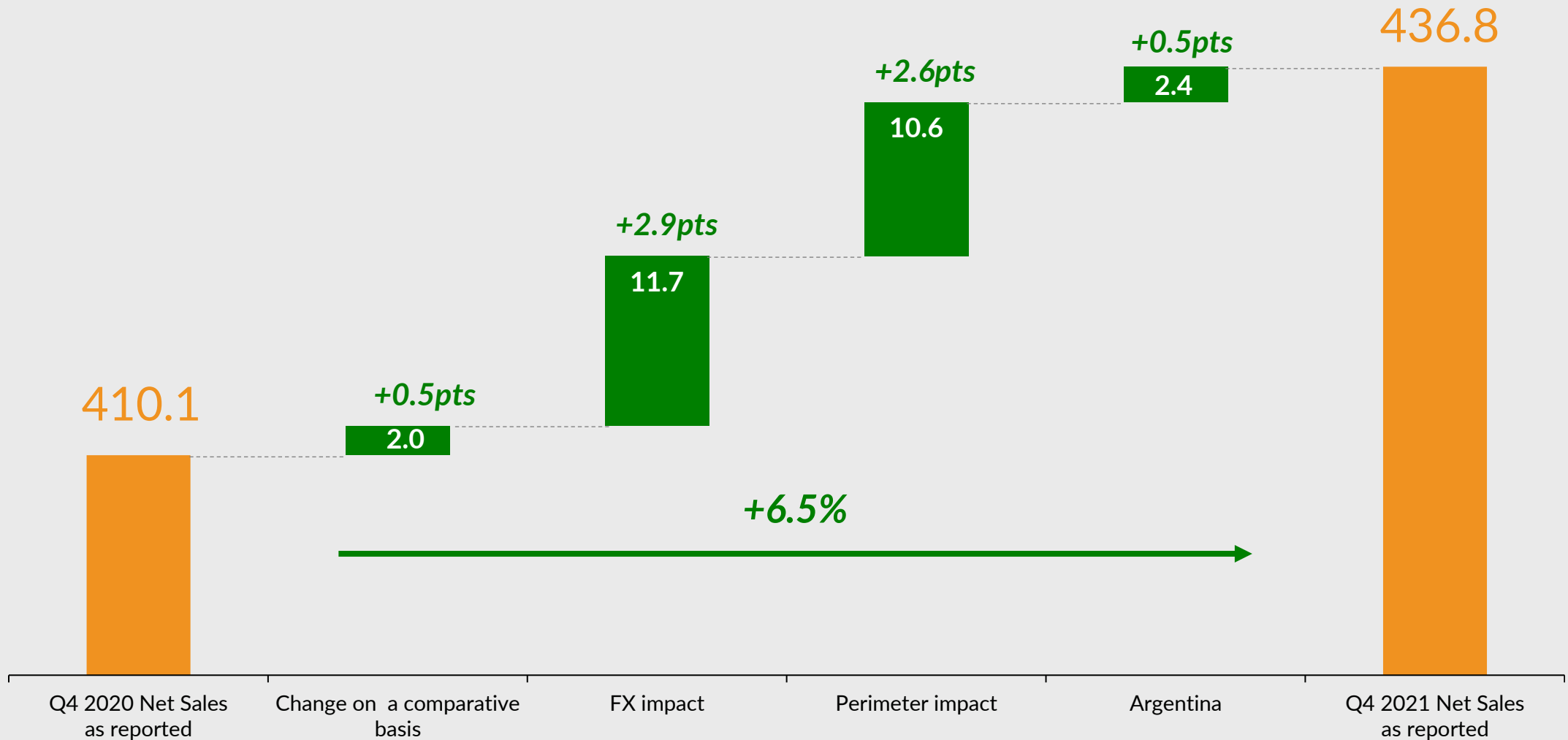
63%

of Blade Excellence Net Sales
in Added-Value Products*

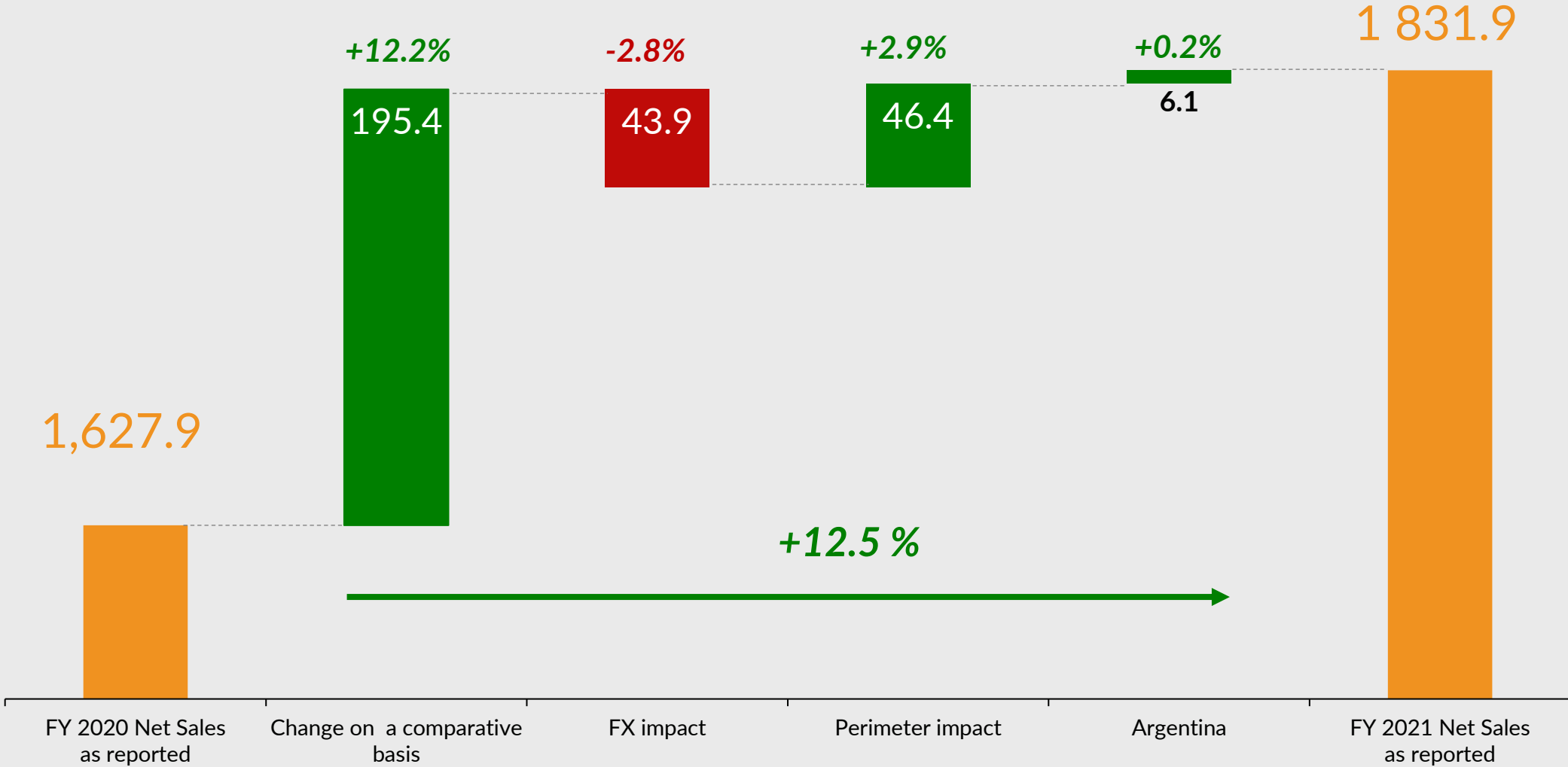
*3, 4, and 5 Blades one-piece and hybrid shavers



Q4 2021 NET SALES EVOLUTION

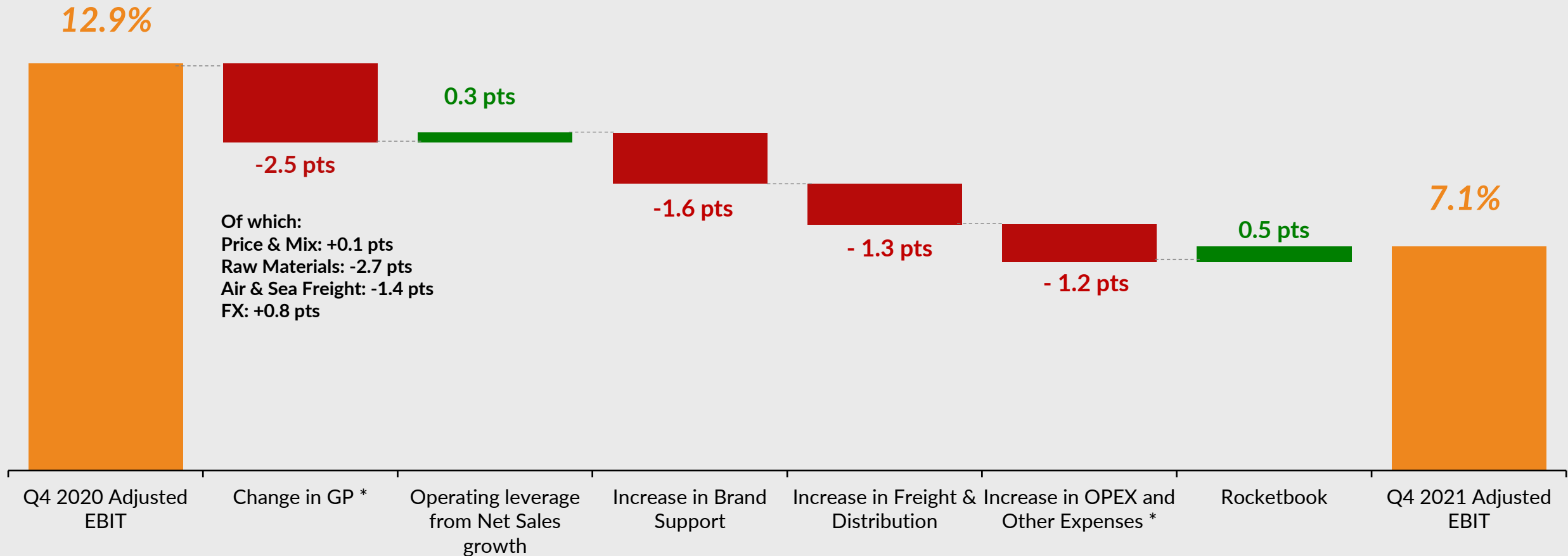


FY 2021 NET SALES EVOLUTION



Q4 2021

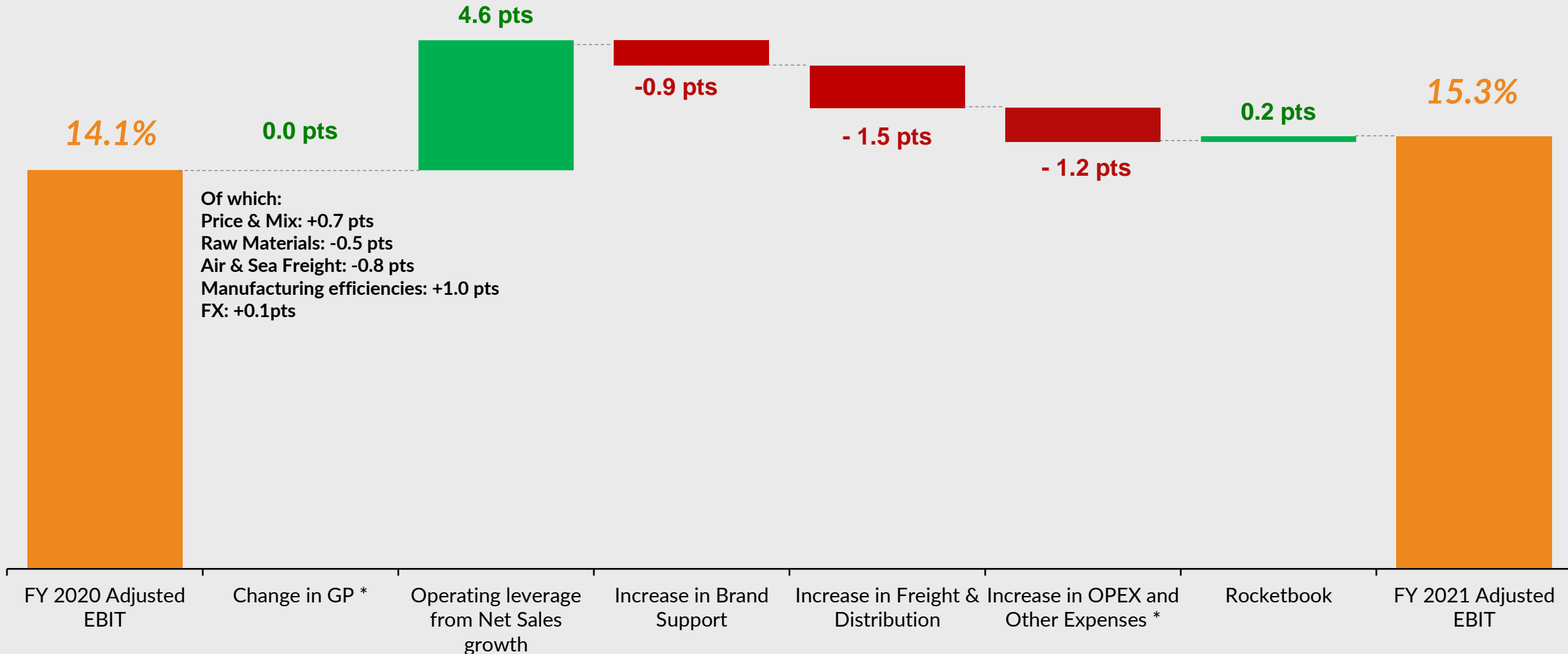
KEY COMPONENTS OF CHANGE IN ADJUSTED EBIT



* Excluding in 2021 restructuring costs, acquisition costs and net favorable pensions adjustments and in 2020 under absorption of fixed costs due to Covid-19 pandemic for the Gross Profit and excluding restructuring costs, Cello impairment and non-recurring items mostly commercial force underactivity for the OPEX and other expenses

FY 2021

KEY COMPONENTS OF CHANGE IN ADJUSTED EBIT (aEBIT)



* Excluding in 2021 Clichy headquarters sale gain, Pimaco divestiture gain, restructuring costs, acquisition costs and net favorable pensions adjustments and in 2020 under absorption of fixed costs due to Covid-19 pandemic for the Gross Profit and excluding restructuring costs, Cello impairment and non-recurring items mostly commercial force underactivity for the OPEX and other expenses

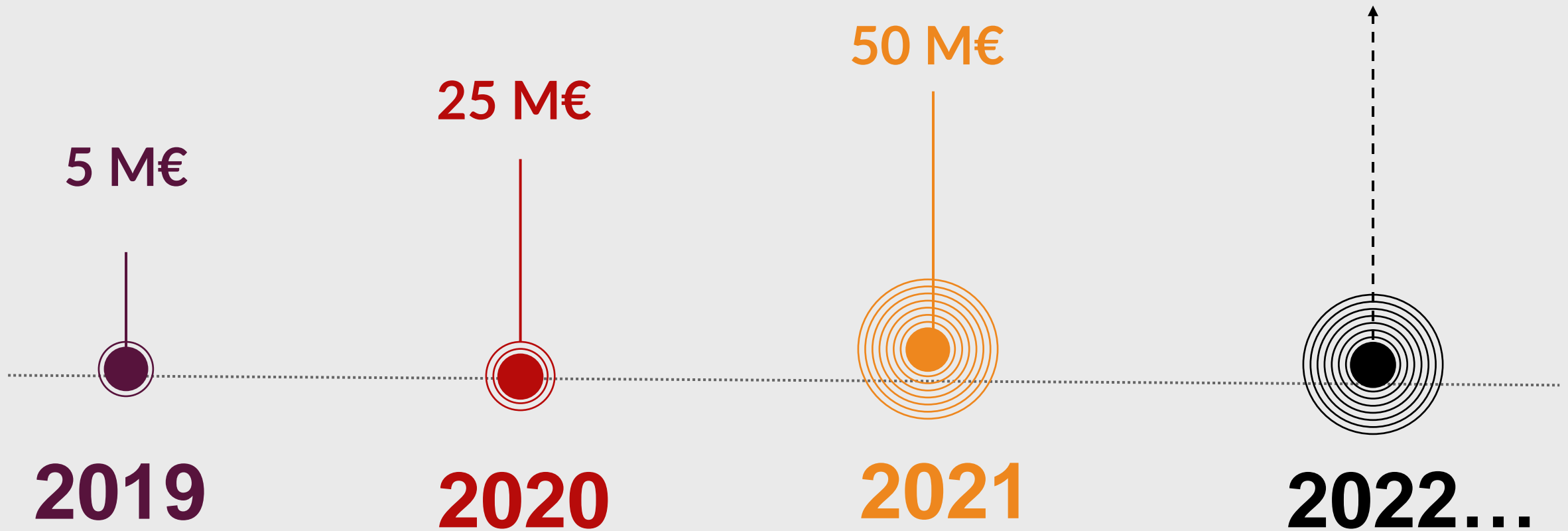
INPUT COST INFLATION

Impact on Gross Profit in 2021

	Q4 21 / Q4 20	FY 21 / FY 20
Raw Materials	- 11 M€	- 8 M€
Sea & Air Freight Import Costs	- 6 M€	- 14 M€
Total	- 17 M€	- 22 M€

INVENT THE FUTURE SAVINGS

Objective achieved one year ahead of schedule



FY 2021

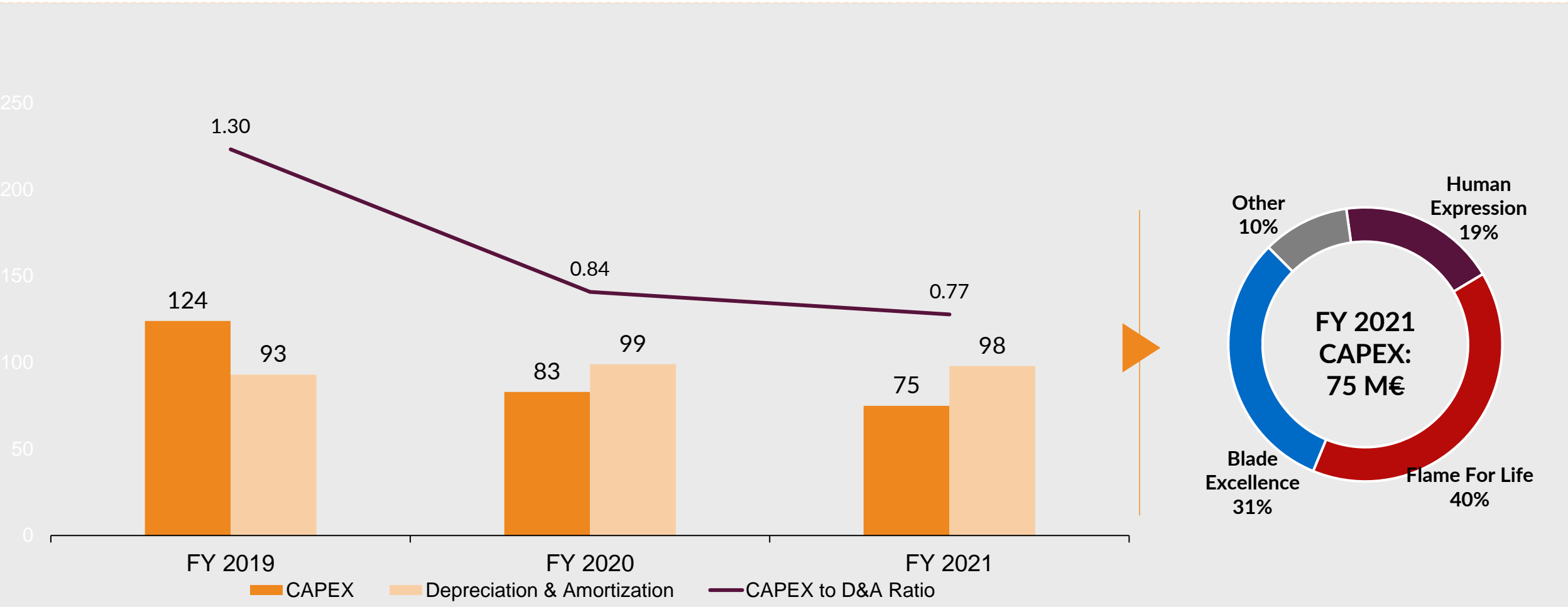
FROM ADJUSTED EBIT TO NET INCOME

In million euros	FY 2020	FY 2021
Adjusted EBIT*	229.1	279.8
<i>Non-recurring items**</i>	72.3	(172.2)
EBIT	156.8	452.0
Finance revenues/costs	(1.4)	(4.2)
Income before Tax	155.3	447.8
Net Income Group share	93.7	314.2
EPS (in euros)	2.08	7.02
Adjusted* Net Income Group Share	159.4	191.7
Adjusted* EPS (in euros)	3.54	4.29

- Of which
- 167.7 million euros from Clichy Headquarters sale
 - 3.0 million euros from Pimaco divestiture

44,778,191 average outstanding shares

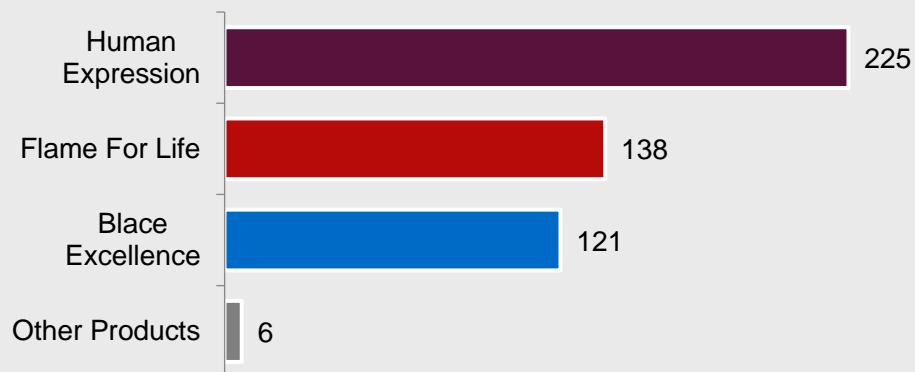
CAPEX – DEPRECIATION & AMORTIZATION



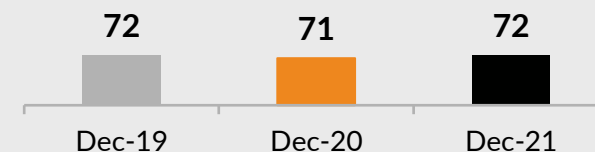
WORKING CAPITAL

In million euros	December 2020	December 2021
Total Working Capital	458.0	488.3
<i>Of which inventories</i>	379.0	490.2
<i>Of which Trade and other receivables</i>	409.6	418.2
<i>Of which Trade and other payables</i>	(99.5)	(149.1)

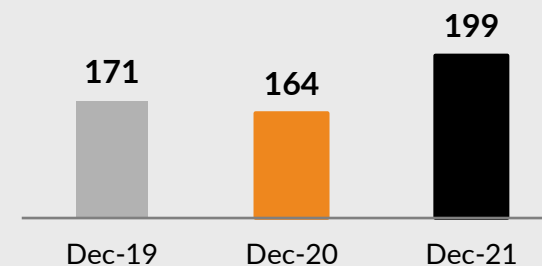
INVENTORIES BY CATEGORY



RECEIVABLES IN DAYS*



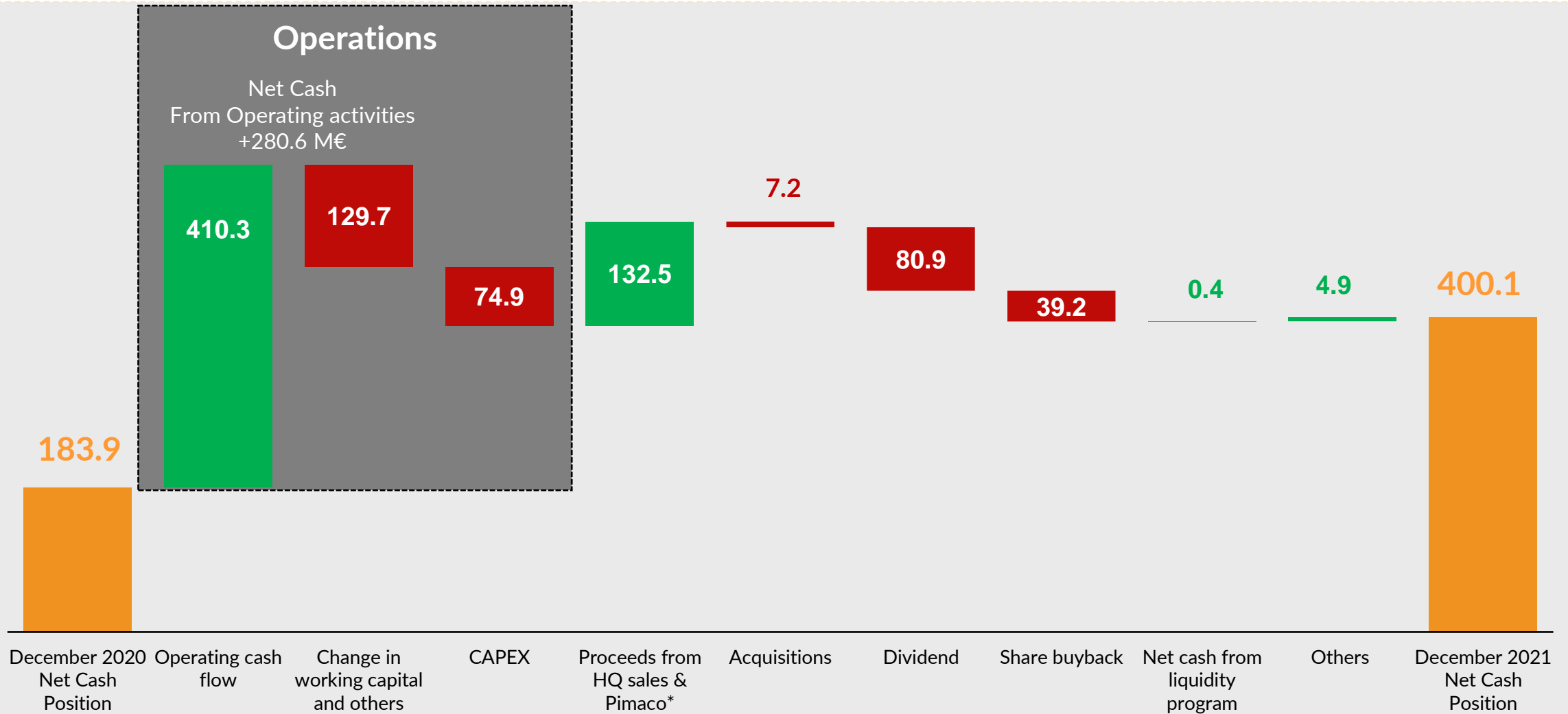
INVENTORIES IN DAYS*



* In days of Costs of Goods

FULL YEAR 2021 NET CASH POSITION

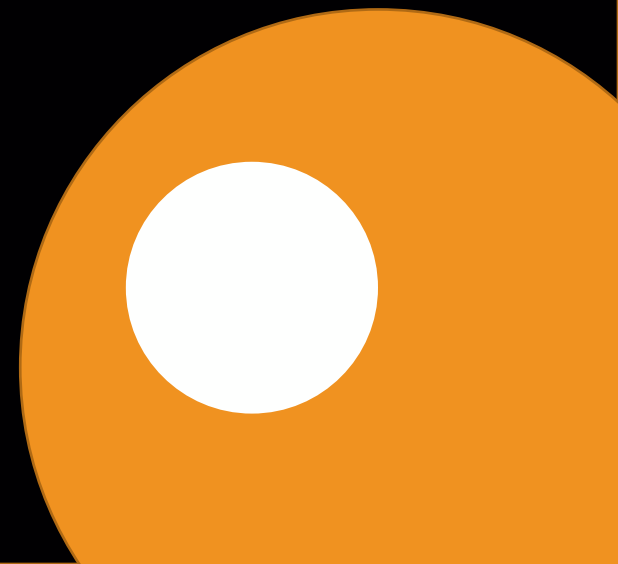
In million euros



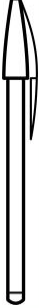
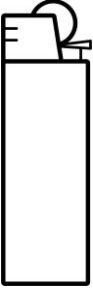
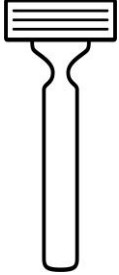
(*) Headquarters Sales: 127.9 million euros / Pimaco: 4.6 million euros

2022

BUILDING ON 2021'S MOMENTUM



2022 MARKET ASSUMPTIONS*

	 STATIONERY	 LIGHTERS (pocket)	 SHAVERS
EUROPE	Low to mid-single digit decrease	Flat to low-single digit increase	Flat to low-single digit increase
NORTH AMERICA	Slight decrease to flat	Low to mid-single digit decrease	Slight decrease
LATIN AMERICA	Double-digit increase	Low-single digit decrease	Low to mid single digit increase
INDIA	Double digit increase		

* in value – Based on Euromonitor and internal estimates



ORGANIC GROWTH EXPECTED IN ALL DIVISIONS

Innovation and Commercial Excellence



- ▶ Solid Growth in Latin America and India
- ▶ Market Share gains in the US driven by improved Supply Chain
- ▶ Solid performance in e-commerce



- ▶ Growth in all regions
 - Djeep Product expansion in Europe
 - North America driven by both Classic and Added-Value Pocket Lighters (BIC EZ Reach)
 - Solid momentum in Brazil



- ▶ Continued challenging environment in the US
- ▶ Growth in Europe and Latin America
- ▶ Ramp up of BIC Blade-Tech B2B business

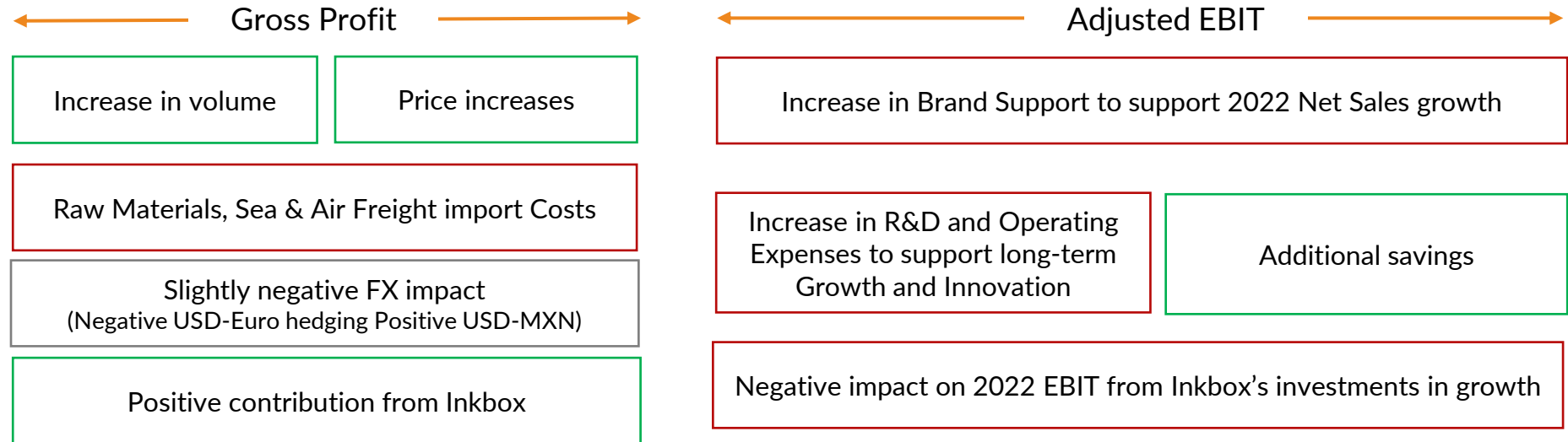


2022 MAIN NET SALES, ADJUSTED EBIT AND FREE CASH FLOW DRIVERS

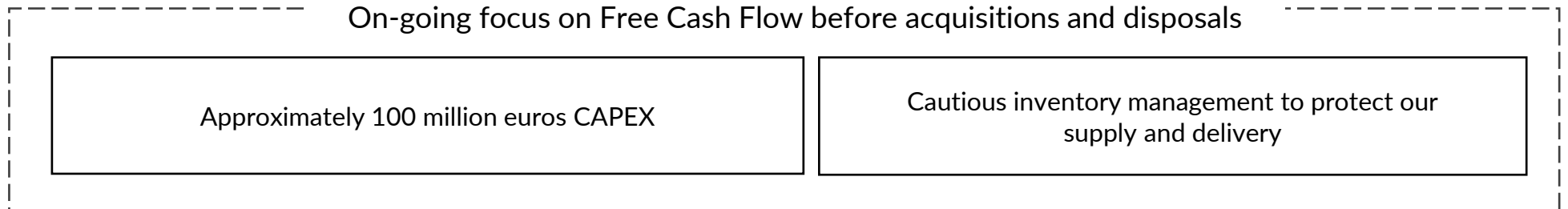

Net Sales




aEBIT




Cash



2022 OUTLOOK

Building on 2021's momentum and the execution of the Horizon plan, **we expect Full Year 2022 Net Sales to grow between +7% and +9% at constant currencies.** This includes 1 to 2 points growth from Inkbox*. All divisions will contribute to organic growth.

Consistent with our Horizon plan's target, **2022 Free Cash Flow is expected to be above 200 million euros.**

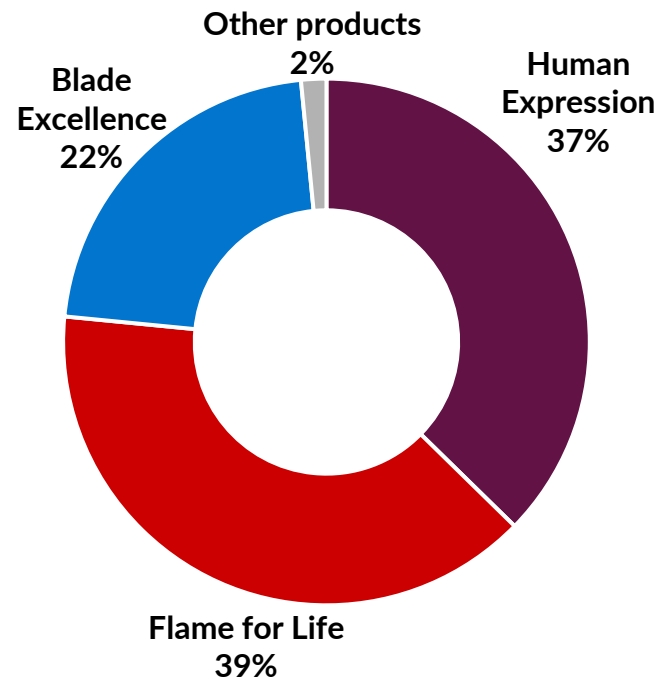
THANK YOU

APPENDIX

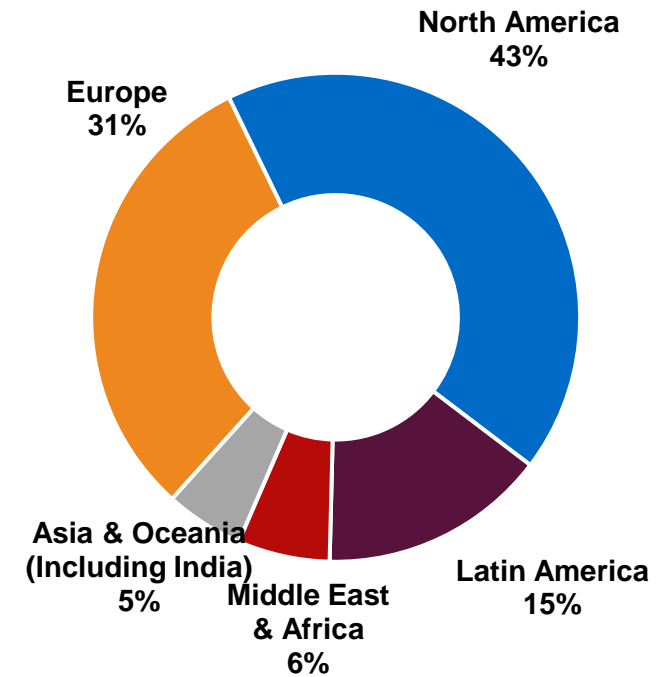


FY 2021 NET SALES BREAKDOWN

BY CATEGORY



BY GEOGRAPHY



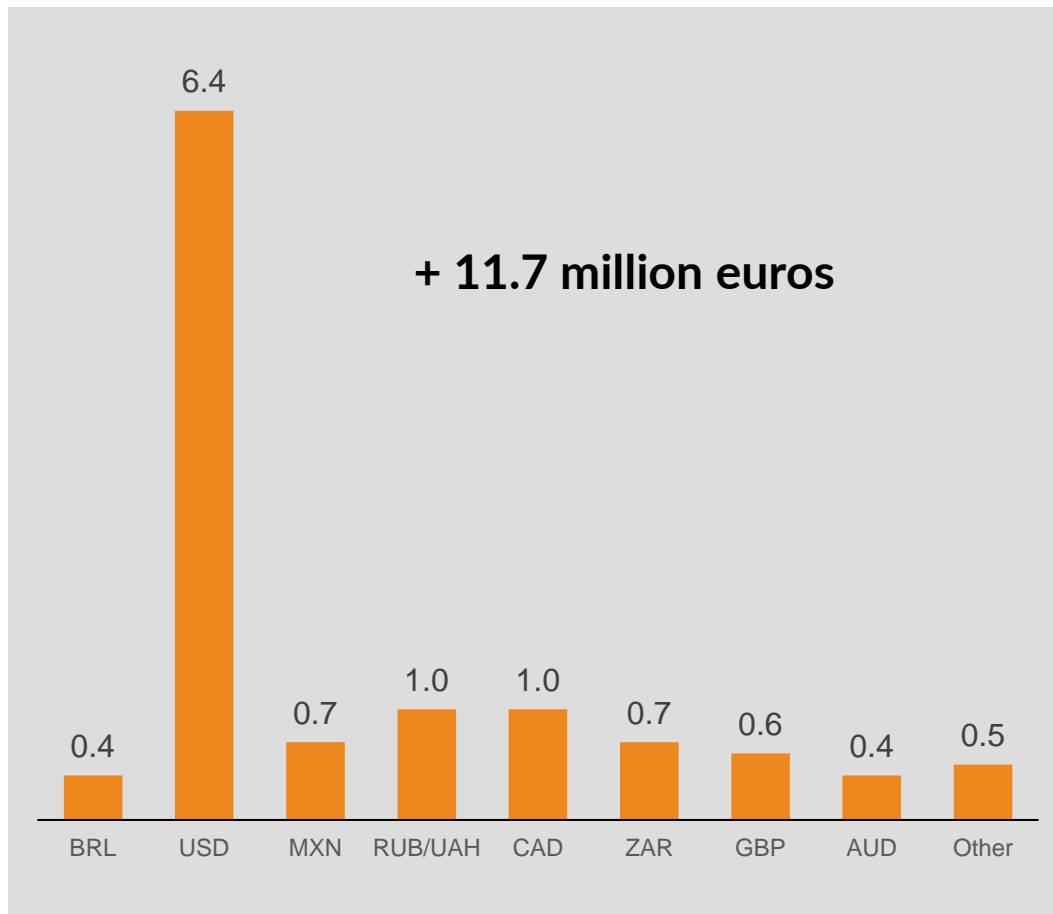
FY 2021 NON-RECURRING ITEMS

- + 167.7 million euros from Clichy Headquarters sale gain in Q1 2021
- + 3.0 million euros from Pimaco divestiture gain in Q1 2021
- - 4.2 million euros of restructuring costs related to BIC's transformation plan
- - 0.4 million euros of earn out following Rocketbook acquisition in 2020
- + 6.9 million euros of pensions adjustments)
- - 0.8 million euros of acquisition costs related to Inkbox announced in January 2022

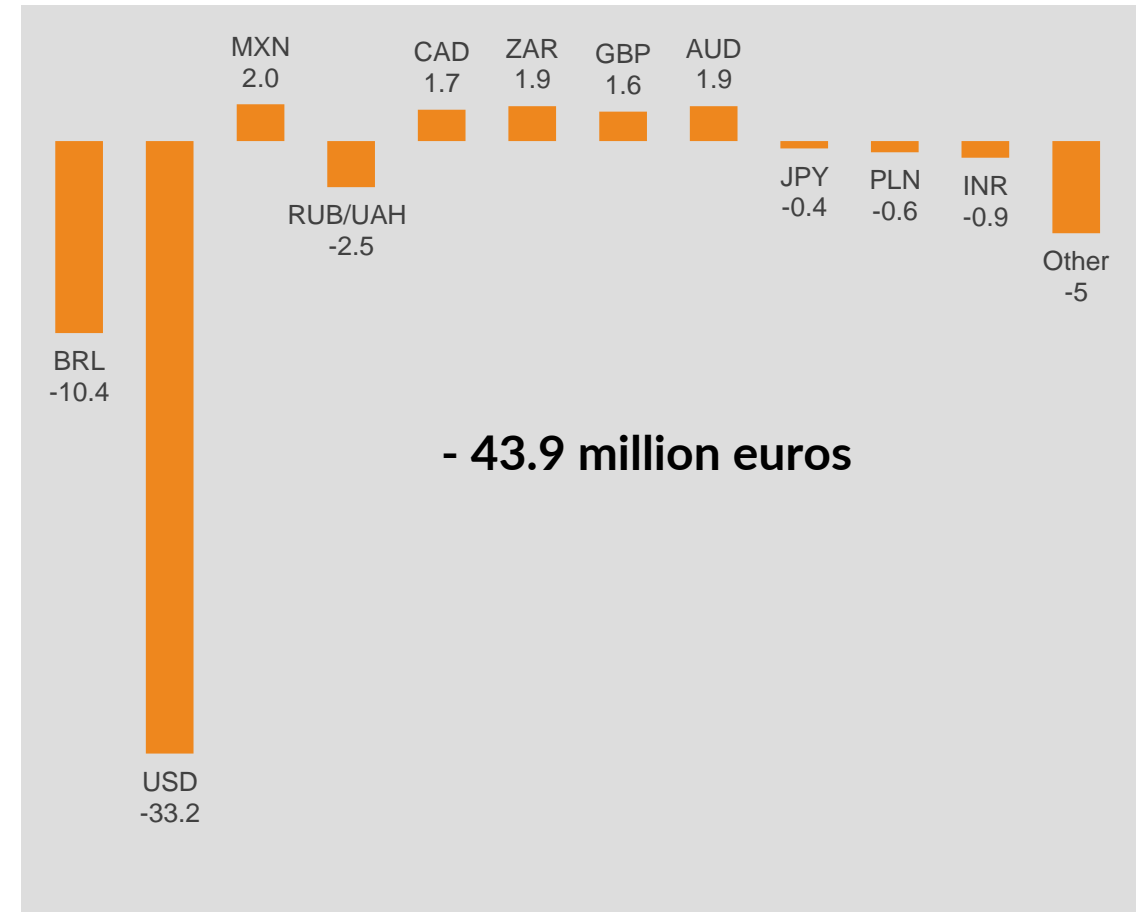


FOREIGN CURRENCIES IMPACT ON NET SALES

Q4 2021



FY 2021



Q4 & FY 2021 NET SALES MAIN EXCHANGE RATE EVOLUTION VS. EURO

	% of sales	Average rates		% of change	
		Q4 2020	Q4 2021		
US Dollar	39%	1.19	1.14	4.4%	
Brazilian Real	8%	6.44	6.38	0.9%	
Mexican Peso	5%	24.54	23.71	3.5%	
Argentina Peso	2%	95.33	114.93	-17.1%	
Canadian dollar	3%	1.55	1.44	7.9%	
Australian dollar	3%	1.63	1.57	4.0%	
South African Zar	3%	18.65	17.66	5.6%	
Indian Rupee	3%	87.97	85.58	2.8%	
Non-Euro European countries	8%				
		Sweden	10.27	10.14	1.4%
		Russia	90.92	83.15	9.4%
		Poland	4.51	4.62	-2.5%
		British Pound	0.90	0.85	6.5%

	% of sales	Average rates		% of change	
		FY 2020	FY 2021		
US Dollar	41%	1.14	1.18	-3.6%	
Brazilian Real	6%	5.88	6.38	-7.8%	
Mexican Peso	5%	24.49	24.00	2.1%	
Argentina Peso	2%	80.65	112.66	-28.4%	
Canadian dollar	3%	1.53	1.48	3.2%	
Australian dollar	2%	1.66	1.57	5.1%	
South African Zar	2%	18.74	17.47	7.3%	
Indian Rupee	2%	84.52	87.39	-3.3%	
Non-Euro European countries	9%				
		Sweden	10.49	10.15	3.4%
		Russia	82.48	87.13	-5.3%
		Poland	4.44	4.57	-2.7%
		British Pound	0.89	0.86	3.5%



GROUP QUARTERLY FIGURES

						Restated for Unallocated Group Costs				
<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Net Sales	357.0	418.9	441.9	410.1	1 627.9	411.0	505.7	478.4	436.8	1 831.9
YoY actual changes	-14.1%	-23.1%	-9.4%	-18.2%	-16.5%	+15.1%	+20.7%	+8.2%	+6.5%	+12.5%
YoY changes on a constant currencies basis*	-12.9%	-21.3%	-2.6%	-9.4%	-11.8%	+25.6%	+26.8%	+8.5%	+4.1%	+15.9%
YoY changes on a comparative basis*	-13.8%	-21.5%	-3.5%	-10.7%	-12.6%	+20.9%	+23.9%	+5.0%	+0.5%	+12.2%
EBIT	23.0	1.0	108.3	24.5	156.8	227.3	105.2	82.5	36.9	452.0
Adjusted EBIT *	25.3	67.5	83.3	52.9	229.1	60.5	105.6	82.5	31.2	279.8
EBIT margin	6.4%	0.2%	24.5%	6.0%	9.6%	55.3%	20.8%	17.2%	8.5%	24.7%
Adjusted EBIT margin*	7.1%	16.1%	18.9%	12.9%	14.1%	14.7%	20.9%	17.2%	7.1%	15.3%
Net Income Group Share	25.0	-3.0	68.0	3.6	93.7	161.6	68.6	57.3	26.7	314.2
EPS Group Share	0.56	-0.07	1.51	0.08	2.08	3.59	1.53	1.28	0.60	7.02

(*) See glossary



GROUP QUARTERLY FIGURES BY GEOGRAPHY

<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Europe										
Net Sales	119.1	138.6	147.2	112.3	517.3	125.2	166.8	155.4	123.1	570.6
YoY actual changes	-3.0%	-17.4%	+2.6%	-9.9%	-7.5%	+5.2%	+20.3%	+5.6%	+9.6%	+10.3%
YoY changes on a comparative basis*	-3.0%	-16.6%	+3.1%	-9.3%	-6.9%	+4.9%	+19.3%	+4.3%	+8.6%	+9.4%
North America										
Net Sales	140.4	202.8	196.3	163.6	703.1	184.1	222.3	194.7	177.9	779.0
YoY actual changes	-13.2%	-10.8%	-0.3%	-8.2%	-8.0%	+31.1%	+9.6%	-0.8%	+8.7%	+10.8%
YoY changes on a comparative basis*	-15.6%	-12.3%	+4.6%	-1.4%	-6.1%	+33.4%	+15.0%	-5.5%	-3.9%	+8.6%
Latin America										
Net Sales	54.6	39.4	56.9	79.1	230.1	58.2	67.7	72.6	77.4	275.9
YoY actual changes	-30.8%	-54.6%	-35.2%	-29.4%	-37.1%	+6.6%	+71.6%	+27.5%	-2.2%	+19.9%
YoY changes on a comparative basis*	-26.4%	-46.1%	-17.5%	-11.4%	-24.4%	+34.0%	+81.7%	+23.0%	-5.5%	+26.0%
Middle East and Africa										
Net Sales	20.1	18.9	19.5	28.7	87.2	22.0	29.1	31.4	29.2	111.7
YoY actual changes	-9.8%	-23.9%	-26.2%	-35.9%	-26.3%	+9.7%	+54.1%	+60.4%	+1.7%	+28.0%
YoY changes on a comparative basis*	-13.5%	-22.8%	-23.3%	-30.2%	-24.0%	+18.7%	+57.9%	+57.4%	-1.6%	+29.2%
Asia & Oceania (including India)										
Net Sales	22.8	19.1	21.9	26.3	90.2	21.5	19.8	24.3	29.2	94.8
YoY actual changes	-23.1%	-49.2%	-34.2%	-36.5%	-36.5%	-5.8%	+3.4%	+10.7%	+11.0%	+5.1%
YoY changes on a comparative basis*	-19.5%	-45.6%	-29.0%	-32.2%	-32.3%	+0.8%	+9.1%	+14.4%	+11.8%	+9.1%

(*) See glossary



HUMAN EXPRESSION

	Restated for Unallocated Group Costs									
<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Net Sales	126.9	166.9	161.3	120.5	575.6	131.1	202.2	197.5	153.1	683.8
YoY actual changes	-14.4%	-33.9%	-21.1%	-28.8%	-25.7%	+3.3%	+21.2%	+22.4%	+27.0%	+18.8%
YoY changes on a constant currencies basis*	-12.9%	-33.1%	-17.4%	-21.1%	-22.4%	+11.2%	+25.1%	+22.8%	+24.5%	+21.3%
YoY changes on a comparative basis*	-14.8%	-33.2%	-17.8%	-21.8%	-23.2%	+1.3%	+20.1%	+15.9%	+14.2%	+13.6%
EBIT	0.8	-35.7	18.4	-14.6	-31.1	5.2	23.9	12.7	-0.9	41.0
Adjusted EBIT	0.8	18.2	14.8	-0.5	33.3	3.4	24.2	12.7	-3.5	36.8
EBIT Margin	0.6%	-21.4%	11.4%	-12.1%	-5.4%	4.0%	11.8%	6.5%	-0.6%	6.0%
Adjusted EBIT Margin	0.7%	10.9%	9.2%	-0.4%	5.8%	2.6%	12.0%	6.5%	-2.3%	5.4%

(*) See glossary



FLAME FOR LIFE

	Restated for Unallocated Group Costs									
<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Net Sales	121.0	147.3	171.1	178.7	618.1	174.5	192.9	170.7	180.4	718.5
YoY actual changes	-19.2%	-13.3%	+5.7%	-9.5%	-9.0%	+44.2%	+31.0%	-0.2%	+0.9%	+16.2%
YoY changes on a constant currency basis*	-18.6%	-11.2%	+14.8%	-0.6%	-3.5%	+57.8%	+39.4%	+0.1%	-1.6%	+20.3%
YoY changes on a comparative basis*	-18.7%	-11.2%	+13.1%	-3.0%	-4.7%	+54.2%	+36.9%	-2.1%	-2.3%	+18.2%
EBIT	34.5	49.5	80.6	61.8	226.4	63.4	80.5	68.6	56.1	268.5
Adjusted EBIT	34.7	52.5	65.6	63.2	216.1	65.1	80.5	68.6	56.0	270.2
EBIT Margin	28.5%	33.6%	47.1%	34.6%	36.6%	36.3%	41.7%	40.2%	31.1%	37.4%
Adjusted EBIT Margin	28.7%	35.7%	38.4%	35.4%	35.0%	37.3%	41.7%	40.2%	31.0%	37.6%

(*) See glossary

BLADE EXCELLENCE

	Restated for Unallocated Group Costs									
<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Net Sales	102.0	98.6	102.9	100.6	404.2	96.4	104.0	104.6	96.2	401.2
YoY actual changes	-6.4%	-14.6%	-10.4%	-18.5%	-12.7%	-5.5%	+5.4%	+1.6%	-4.4%	-0.7%
YoY change on a constant currency basis*	-5.0%	-11.0%	-0.8%	-7.8%	-6.2%	+5.0%	+11.9%	+1.9%	-6.6%	+3.0%
YoY change on a comparable basis*	-5.9%	-11.5%	-1.2%	-8.4%	-6.8%	+4.5%	+11.6%	+1.1%	-7.3%	+2.5%
EBIT	7.5	9.8	25.6	7.7	50.6	12.2	20.1	18.5	5.4	56.2
Adjusted EBIT	7.7	14.3	17.5	10.7	50.1	12.2	20.2	18.5	6,5	57.4
EBIT Margin	7.4%	10.0%	24.8%	7.7%	12.5%	12.7%	19.3%	17.7%	5.6%	14.0%
Adjusted EBIT Margin	7.5%	14.5%	17.0%	10.6%	12.4%	12.7%	19.4%	17.7%	6.8%	14.3%

(*) See glossary

OTHER PRODUCTS

	Restated for Unallocated Group Costs									
<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
Net Sales	7.0	6.1	6.6	10.3	30.0	9.0	6.6	5.7	7.1	28.4
YoY actual changes	-15.7%	-12.3%	-3.8%	-6.3%	-9.4%	+29.4%	+8.7%	-14.9%	-31.1%	-5.3%
YoY changes on a constant currency basis*	-15.2%	-11.5%	-2.2%	-5.6%	-8.6%	+29.7%	+7.9%	-15.5%	-31.3%	-5.6%
YoY changes on a comparative basis*	-15.2%	-11.2%	-2.1%	-5.4%	-8.4%	+29.7%	+7.9%	-15.5%	-31.3%	-5.6%
EBIT	-0.9	-2.6	-1.8	0.1	-5.2	-0.2	-2.8	-1.0	-1.3	-5.2
Adjusted EBIT	-0.9	-0.2	-1.4	0.6	-1.9	-0.2	-2.8	-1.0	-1.5	-5.5

(*) See glossary



UNALLOCATED COSTS

<i>In million euros</i>	Q1 20	Q2 20	Q3 20	Q4 20	Restated for Unallocated Group Costs					
					FY 20	Q1 21	Q2 21	Q3 21	Q4 21	FY 21
EBIT	-18.8	-20.1	-14.5	-30.5	-84.0	146.8	-16.5	-16.3	-22.4	91.6
Adjusted EBIT*	-17.0	-17.2	-13.2	-21.0	-68.4	-20.0	-16.5	-16.3	-26.2	-79.1

(*) See glossary



CAPITAL AND VOTING RIGHTS

As of December 31, 2021, the total number of issued shares of SOCIÉTÉ BIC is 44,677,929 shares, representing:

- 65,654,533 voting rights
- 65,391,627 voting rights excluding shares without voting rights

Total number of treasury shares held at the end of December 2021: 262,906.

GLOSSARY

- **Constant currency basis:** constant currency figures are calculated by translating the current year figures at prior year monthly average exchange rates.
- **Organic change or Comparative basis:** at constant currencies and constant perimeter. Figures at constant perimeter exclude the impact 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. Organic change excludes Argentina Net Sales for both 2021 and 2020.
- **EBITDA:** EBIT before Depreciation, Amortization (excluding amortization of right of use under IFRS 16 standard) and impairment.
- **Adjusted EBIT:** adjusted means excluding normalized items.
- **Adjusted EBIT margin:** adjusted EBIT as a percentage of Net Sales.
- **Net Cash from operating activities:** Cash generated from principal activities of the entity and other activities that are not investing or financing activities.
- **Free Cash Flow:** Net cash flow from operating activities less capital expenditures (CAPEX). Free cash flow does not include acquisitions and proceeds from the sale of businesses.
- **Net cash position:** Cash and cash equivalents + Other current financial assets - Current borrowings - Non-current borrowings (except financial liabilities following IFRS 16 implementation)



MARKET DATA SOURCES

Sources: market share data in value

Stationery

- UK: IRI YTD DEC-21 - Modern Trade only
- Brazil and Mexico: Nielsen YTD DEC-21 - Modern Trade only, est. 16% market coverage for Brazil and 24% for Mexico

Lighters:

- Germany: Nielsen YTD 12-DEC-21 - Modern Trade only
- U.S: IRI YTD 02-JAN-22 - est. 70% market coverage
- South Africa: IRI YTD NOV-21 - Modern Trade

Shavers:

- US e-com: OCR- Total Wet Shave - Amazon only
- Mexico and Brazil: Nielsen YTD DEC-21 - est. 62% market coverage



DISCLAIMER

This document contains forward-looking statements. Although BIC believes its estimates are based on reasonable assumptions, these statements are subject to numerous risks and uncertainties.

A description of the risks borne by BIC appears in section Risks Management of BIC's Universal Registration Document filed with the French financial markets authority ("AMF") on April 1, 2021.

