



Beiersdorf

QUARTERLY STATEMENT JANUARY – SEPTEMBER 2018

October 30th, 2018

SALES DEVELOPMENT

	Jan. – Sep. 2017	Jan. – Sep. 2018	Change	
	mill. €	mill. €	<i>nominal</i> in %	<i>organic</i> in %
Sales Consumer	4,336	4,395	1.4	5.6
Sales tesa	945	1,007	6.6	7.8
Sales Group	5,281	5,402	2.3	6.0

CONSUMER – BRANDS

NIVEA



+2.7%

DERMA



+6.3%

HEALTHCARE



-1.3%

LA PRAIRIE



+46.7%

CONSUMER – REGIONS

	Jan. – Sep. 2017	Jan. – Sep. 2018	Change	
	mill. €	mill. €	<i>nominal</i> in %	<i>organic</i> in %
Europe	2,185	2,253	3.1	4.7
Western Europe	1,756	1,821	3.7	4.6
Eastern Europe	429	432	0.7	4.9
Americas	813	754	-7.2	1.5
North America	311	316	1.7	8.1
Latin America	502	438	-12.8	-2.6
Africa/Asia/Australia	1,338	1,388	3.7	9.8
Total Consumer	4,336	4,395	1.4	5.6

THE SUCCESS MODEL



GUIDANCE 2018

Consumer

- Sales growth around 5%
- EBIT margin slightly above previous year



tesa

- Sales growth 5-6%
- EBIT margin slightly below previous year



Total Group

- Sales growth around 5%
- EBIT margin at the same level as previous year
- PAT margin significantly above previous year

FY 2017 data for reference:

- Consumer EBIT 15.2%
- tesa EBIT 16.5%
- Group EBIT 15.4%
- Group Profit After Tax Margin 9.8%

Note: Sales development on an organic basis – profit development on an operating basis, for tesa from ongoing operations

CONFERENCE CALL QUARTERLY STATEMENT 9M 2018

Questions and Answers

INVESTOR RELATIONS CONTACT

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