

## World Leader in Skin Care for more than 130 years

NIVEA

- Beiersdorf is listed on the stock market index DAX.
- 4 global brands: NIVEA, Eucerin, La Prairie, Hansaplast.

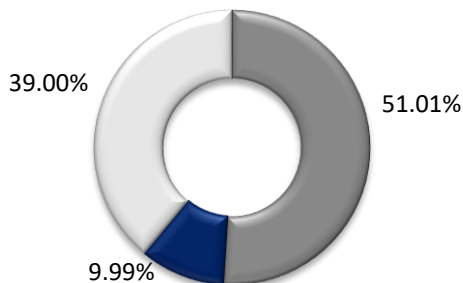
## Self-adhesive Tape Solutions

tesa

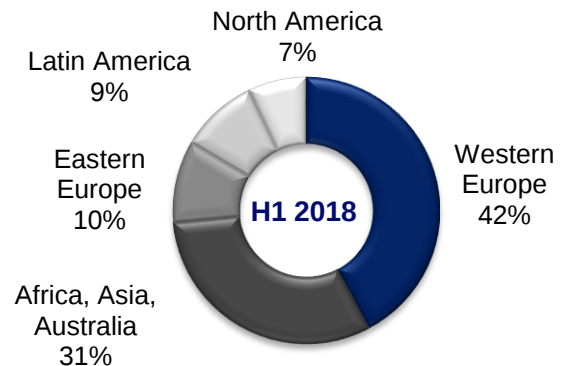
- 100% owned by Beiersdorf.
- System solutions for industry and consumers.

## Shareholder Structure

maxingvest group Beiersdorf AG Free Float



## Consumer Sales per Region

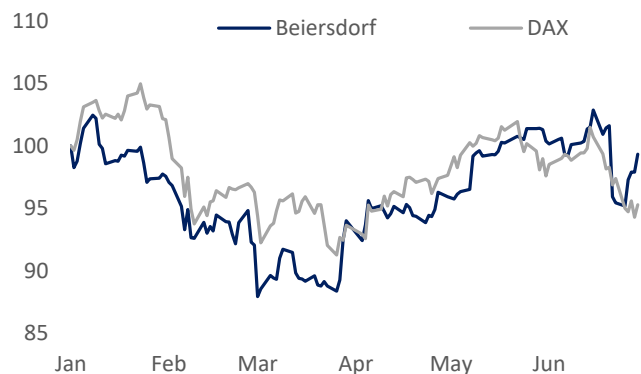


## Financial Calendar 2018

Oktober 30th, 2018

Quarterly Statement  
January – September 2018

## Share Price Performance – 2018



## Key Figures

|                                                    |                | 2013  | 2014  | 2015  | 2016  | 2017  |
|----------------------------------------------------|----------------|-------|-------|-------|-------|-------|
| Group sales                                        | (in € million) | 6,141 | 6,285 | 6,686 | 6,752 | 7,056 |
| Operating result (EBIT, excluding special factors) | (in %)         | 13.2  | 13.7  | 14.4  | 15.0  | 15.4  |
| Earnings per share                                 | (in €)         | 2.35  | 2.33  | 2.91  | 3.13  | 2.96  |
| Dividend per share                                 | (in €)         | 0.70  | 0.70  | 0.70  | 0.70  | 0.70  |
| Gross cash flow                                    | (in € million) | 648   | 598   | 770   | 859   | 930   |