



Beiersdorf

RESULTS 9M 2016

November 3, 2016

DISCLAIMER

Some of the statements made in this presentation contain forward-looking information that involve a number of risks and uncertainties.

Such statements are based on a number of assumptions, estimates, projections or plans that are inherently subject to significant risks, as well as uncertainties and contingencies that are subject to change. Actual results can differ materially from those anticipated in the Company's forward-looking statements as a result of a variety of factors, including those set forth from time to time in the Company's press releases and reports and those set forth from time to time in the Company's analyst calls and discussions. We do not assume any obligation to update the forward-looking statements contained in this presentation.

This presentation does not constitute an offer to sell or a solicitation or offer to buy any securities of the Company, and no part of this presentation shall form the basis of or may be relied upon in connection with any contract or commitment. This presentation is being presented solely for your information and is subject to change without notice.

SALES FIGURES – GROUP, CONSUMER, tesa

	Jan. – Sep. 2015	Jan. – Sep. 2016	Change	
	mill. €	mill. €	<i>nominal</i> in %	<i>organic</i> in %
Sales Consumer	4,172	4,177	0.1	3.2
Sales tesa	863	855	-1.0	1.2
Sales Group	5,035	5,032	-0.1	2.9

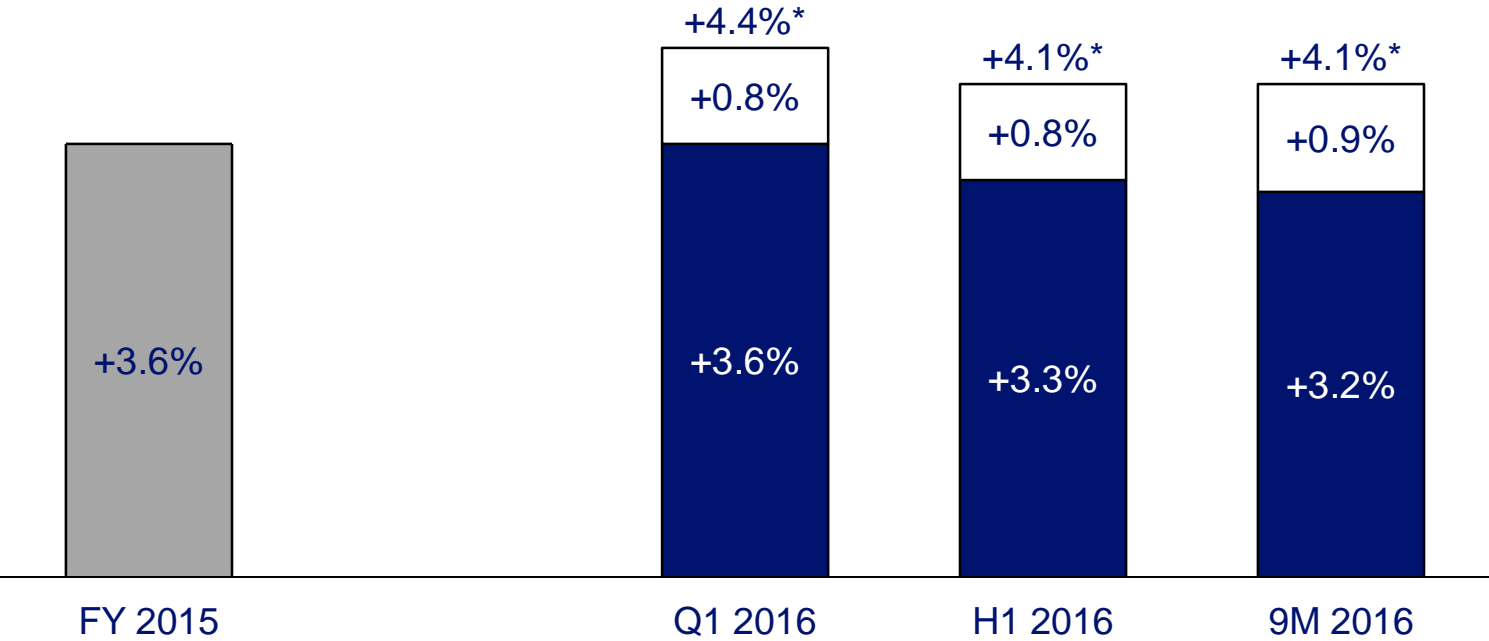
tesa SALES PER REGION

	Jan. – Sep. 2015	Jan. – Sep. 2016	Change	
	mill. €	mill. €	<i>nominal</i> in %	<i>organic</i> in %
Europe	478	498	4.2	5.9
Americas	125	129	2.7	6.2
Africa/Asia/Australia	260	228	-12.4	-9.6
Total tesa	863	855	-1.0	1.2

CONSUMER SALES PER REGION

	Jan. – Sep. 2015	Jan. – Sep. 2016	Change	
	mill. €	mill. €	<i>nominal</i> in %	<i>organic</i> in %
Europe	2,162	2,135	-1.2	1.6
Western Europe	1,762	1,747	-0.9	0.7
Eastern Europe	400	388	-2.9	5.5
Americas	792	775	-2.0	3.0
North America	308	309	0.4	1.0
Latin America	484	466	-3.6	4.2
Africa/Asia/Australia	1,218	1,267	4.0	6.1
Total Consumer	4,172	4,177	0.1	3.2

CONSUMER ORGANIC SALES GROWTH



* Consumer organic sales growth if sales in Argentina had been calculated at constant FX rates

GUIDANCE 2016

Sales development on an organic basis
Profit development on an operative basis

Consumer

- Sales growth 3-4%
- EBIT margin significantly above previous year



tesa

- Sales growth slightly above previous year
- EBIT margin significantly below previous year



Total Group

- Sales growth 3-4%
- EBIT margin significantly above previous year
- PAT margin significantly above previous year

2015 data for reference (excluding special factors):

- Consumer EBIT 13.9%
- tesa EBIT 16.8%
- Group EBIT 14.4%
- Group Profit After Tax Margin 10.0%

Questions and Answers

INVESTOR RELATIONS CONTACT

Beiersdorf Website

www.Beiersdorf.com

IR-Hotline

Tel: +49 (0) 40 4909 5000

Fax: +49 (0) 40 4909 18 5000

Email: Investor.Relations@Beiersdorf.com