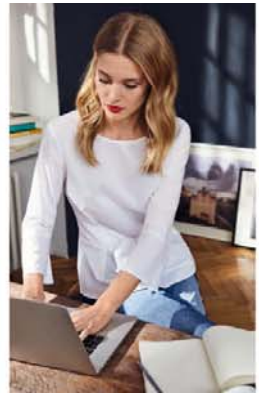







GERRY WEBER

INTERNATIONAL AG



Q1 Quarterly Statement 2016/17

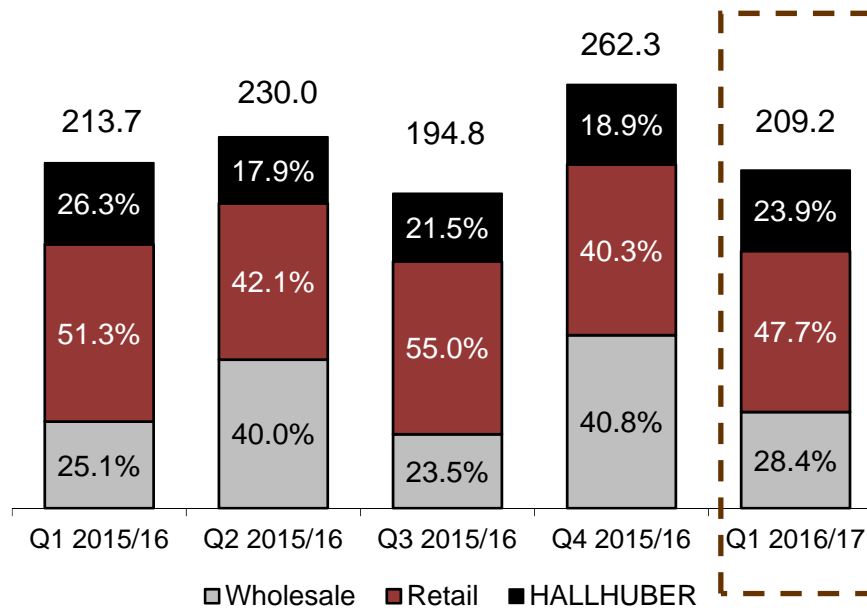
Halle/Westphalia, 16 March 2017

	Q1 2016/17	Q1 2016/17
	GERRY WEBER Core (GERRY WEBER, TAIFUN, SAMOON, talkabout)	HALLHUBER
	Sales decrease to EUR 159.2 mn (-2.4% compared to Q1 2015/16)	Almost stable sales of EUR 50.0 mn (-0.9% compared to Q1 2015/16)
	Slight decrease in gross margin to 61.8 % (previous year period: 63.1%)	Increase in gross margin to 64.5 % (Q1 2015/16: 58.9%)
	EBITDA of EUR 11.0 million (previous year 9.4 million)	EBITDA of EUR 4.7 million EBITDA margin: 9.3%
	900 own Retail sales floor spaces	355 own Retail sales floor spaces
	like-for-like Retail sales: -3.4 % (market development Germany: 1% / +-0% and -7% in Nov., Dec. and Jan. 2017)	like-for-like Retail sales: -12.4 %

GROUP SALES Q1 2016/17

- ➔ Q1 2016/17: **Group sales** totaled **EUR 209.2 million** (-2.1% compared to Q1 2015/16)
- GERRY WEBER Core sales (excluding HALLHUBER) decreased in Q1 by 2.4% due to the stores closed in the context of the FIT4GROWTH programme and a drop in like-for-like Core-Retail sales (-3.4%), which is almost in line with the general market development in Germany (approx. -3%)
 - Wholesale sales saw a plus of 11.1 % which is to a large extent due a one-time effect resulting from changed delivery dates

SALES DEVELOPMENT (in EUR million)



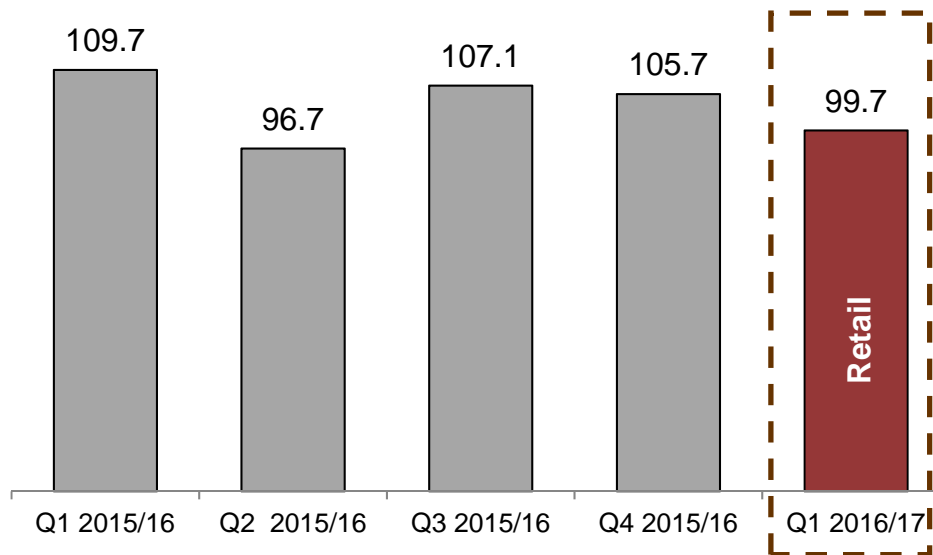
Q1 Group sales affected by:

- A change in Wholesale delivery dates. Goods that were delivered in Q2 2015/16 were now delivered in Q1 2016/17
- A considerably lower sales space in own Core Retail due to the stores closed
- A change in the HALLHUBER merchandise management with a lower number of HALLHUBER items sold per square metre which had a positive effect on the gross margin

GERRY WEBER CORE RETAIL SALES

- **Q1 2016/17:** Core Retail revenues were **down by 9.1%** on Q1 2015/16 and amounted to **EUR 99.7 million**
 - Store closures related to the FIT4GROWTH programme led to a significantly lower number of stores and consequently to lower sales compared to Q1 2015/16
- **Q1 2016/17:** Compared to the previous year period **like-for-like sales were down 3.4%**. L-f-L sales were almost in line with the general market development in Germany, which saw a sales development of approx. -3% (according to "Textilwirtschaft")

RETAIL SALES PER QUARTER * (in EUR million)



Store Portfolio (including openings and closings)

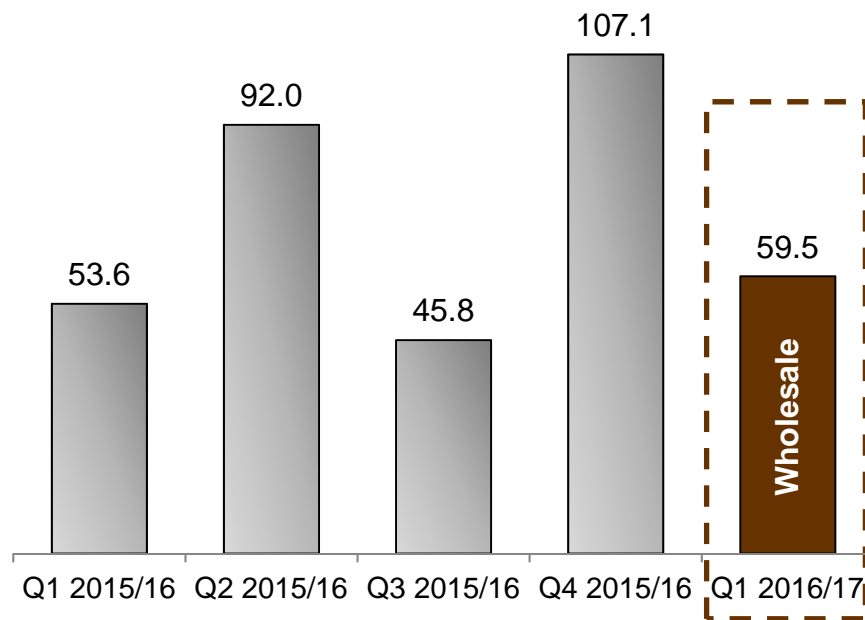
	Q1 2016/17	2015/16	2014/15
Houses of GERRY WEBER	480	487	520
Monolabel Stores	96	107	142
Concession Stores	291	295	291
Factory Outlets	33	35	34
Total GWI Core	900	924	987

* Excluding HALLHUBER

GERRY WEBER CORE WHOLESALE SALES

- ➔ Q1 2016/17: **Increase** in Wholesale sales of 11.1% to EUR **59.5 million**
- ➔ Reasons:
 - ➔ Due to a change in delivery times from Q2 previous financial year to Q1 current fiscal year one-time effects led to higher Wholesale sales in Q1 2016/17
 - ➔ For the financial year 2016/17 we continue to assume a drop in Wholesale sales of a high single digit range

WHOLESALE SALES PER QUARTER (in EUR million)



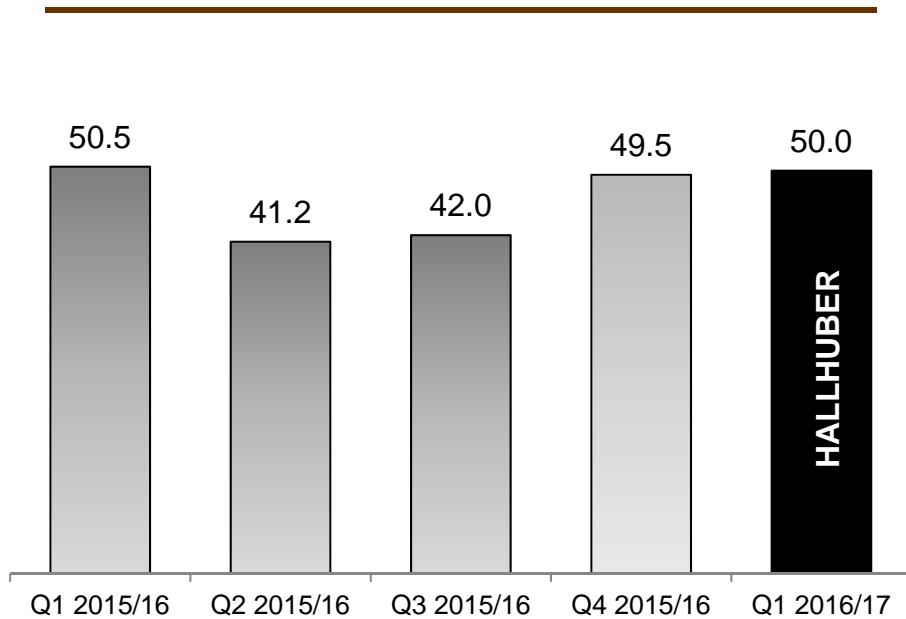
Franchise Stores per Country/Region

Country/Region	GWI Core
Germany	54
Russia	61
Middle East	33
Eastern Europe	20
France	16
BeNeLux	11
Switzerland	24
Baltic States	14
Poland	7
Austria	3
Italy	5
Others	23
Total	271

HALLHUBER SALES

- **Q1 2016/17:** HALLHUBER sales remained **almost stable at EUR 50.0 million** (-0.9% yoy) which corresponds to **23.9% of Group sales**
- Changes in the merchandise management with a lower number of items per square meter resulted in a **minus of 12.4%** in HALLHUBER **like-for-like sales**. The aim was to sell fewer items at a discount than in FY 2015/16 in order to bring **gross margin back to normal**. Gross margin improved to **64.5%** (Q1 2015/16: 58.9%)

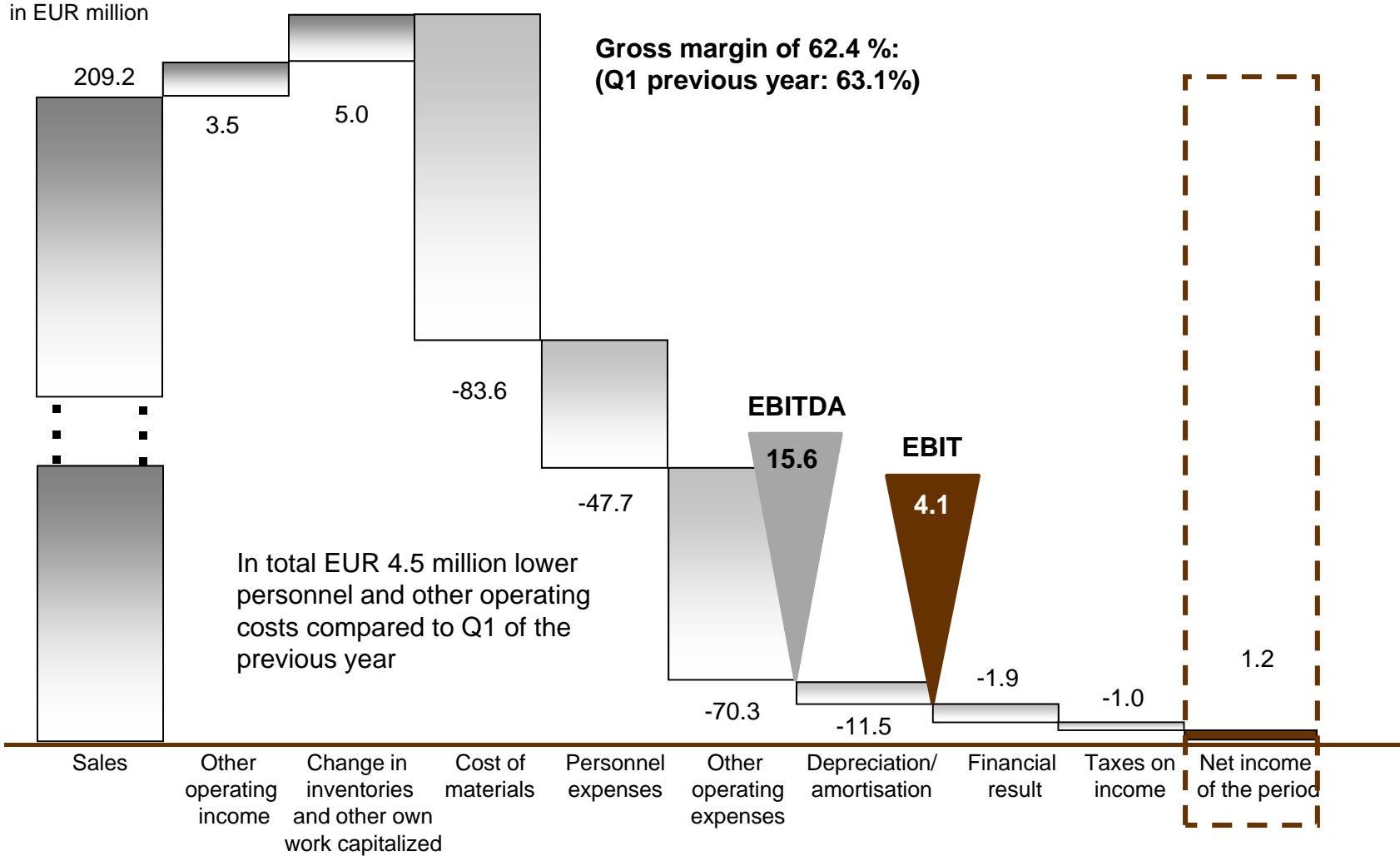
HALLHUBER SALES PER QUARTER (in EUR million)



HALLHUBER STORES BY STORE FORMAT

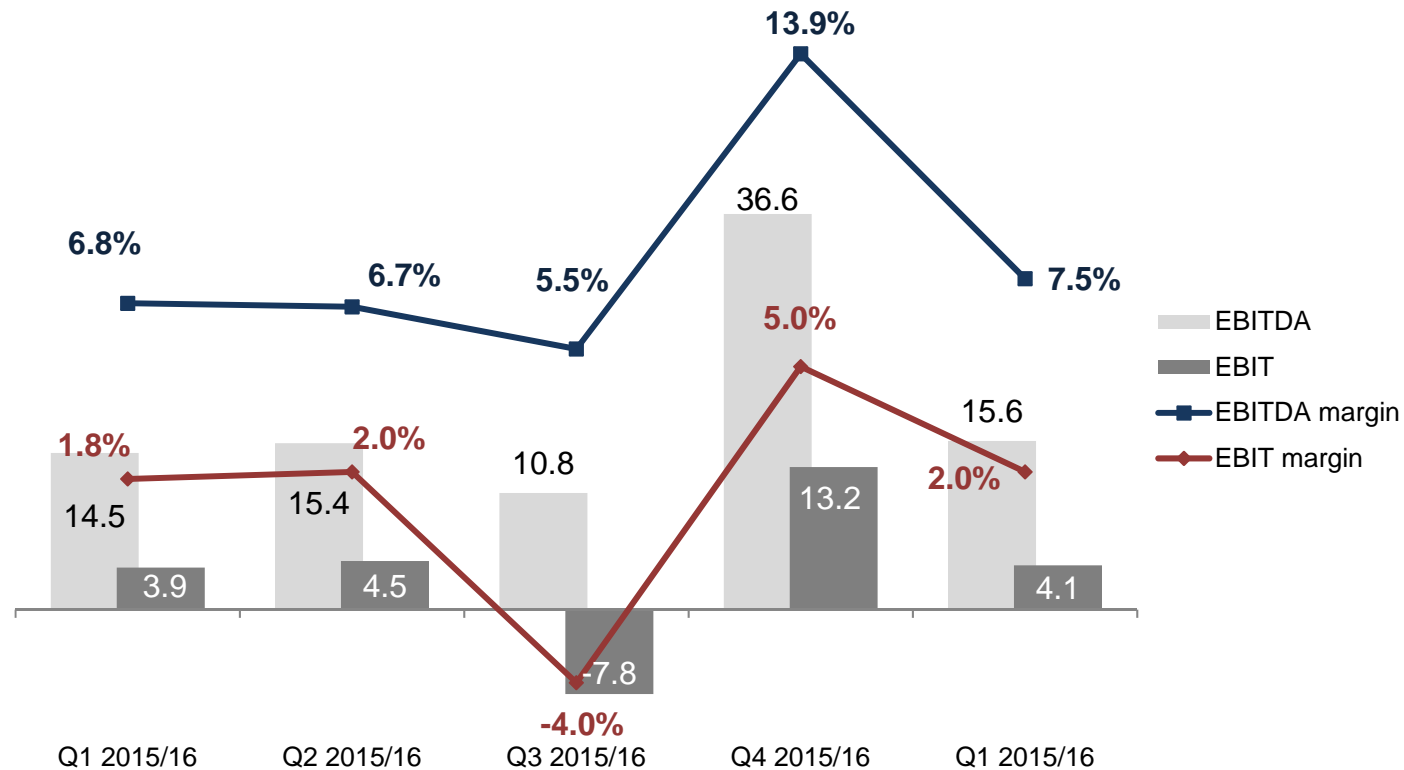
	Q1 2016/17	2015/16
HALLHUBER Monolabel Stores	141	138
HALLHUBER Concession Stores	198	188
HALLHUBER Outlets	16	16
Total HALLHUBER	355	342

DEVELOPMENT OF EARNINGS Q1 2016/17



EBITDA, EBIT AND MARGINS

- ➔ Q1 2016/17: Group EBITDA increased to EUR 15.6 million (HALLHUBER contribution: EUR 4.7 million)
 - **Measures of the FIT4GROWTH programme begin to take effect:** personnel expenses of the GERRY WEBER Core segment were down by -4.7% and other operative expenses by -9.0%
- ➔ Q1 2016/17: Group EBIT slightly rose to EUR 4.1 million (+5.1%). HALLHUBER contributed EUR 1.2 million



- ➔ Even if the market situation remains difficult for our business model, we are nevertheless well prepared for the changing market environment
- ➔ Sales and the key earnings figures continue to be affected by the realignment programme also in the financial year 2016/17
- ➔ **However, we can see that the measures of the FIT4GROWTH programme begin to take effect**

in EUR million	GERRY WEBER GROUP 2015/16	GERRY WEBER GROUP GUIDANCE 2016/17
Sales	900.8	-2% to -4%
EBITDA	77.3	60 - 70
EBIT	13.8	10 - 20
CAPEX	59.9	25 - 30

GERRY WEBER

INTERNATIONAL AG



Thank you for your attention!

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