



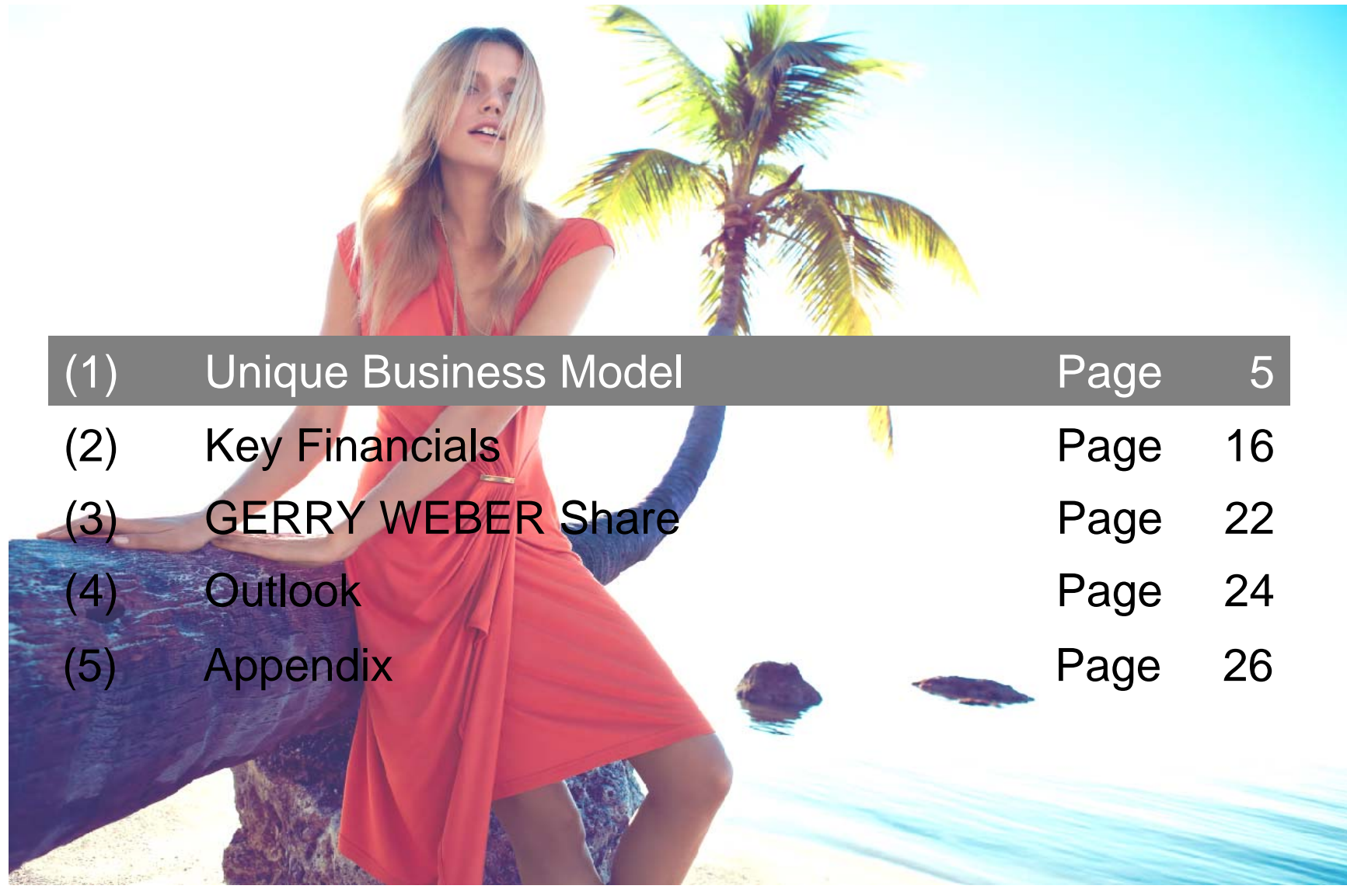
GERRY WEBER

Strategy and Financials
Spring 2013

„What we stand for:“



SALES	Sales increase of 14.2% to EUR 802.3 million (2010/11: EUR 702,7 million)
EBIT	Despite the expansion of the Retail business and related one-time costs enlargement of the operating result (EBIT) to EUR 115.9 million and an EBIT margin of 14.5% (2010/11: 14,2 %)
Expansion Retail	Number of company-managed Houses of GERRY WEBER and Monolabel Stores doubled, particularly due to the acquisition of DON GIL in Austria, WISSMACH Stores in Germany as well as 25 former franchised Houses of GERRY WEBER in the Netherlands
Internationalisation Wholesale	Continuous internationalisation of the Wholesale Business. Since spring 2012 first Shop-in-Shops in the US.




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COMPANY PROFILE

Business	Global German fashion and lifestyle company with five strong brands: GERRY WEBER GERRY WEBER Edition G.W. TAIFUN SAMOON
Retail	513 own Houses of GERRY WEBER and Monolabel Stores as well as some 70 concessions stores. Three own online shops. (Feb 2013)
Wholesale	More than 278 Franchise Houses of GERRY WEBER and round about 2,720 Shop-in-Shops. (Feb 2013)
Financials	2011/12 Revenues: EUR 802.3 mn EBIT Margin: 14.5% Net income: EUR 78.8 mn EPS: EUR 1,72
Share	Increase of round about 50% in the last 12 month. Dividend payment 2012: EUR 0.65 per share

HISTORY

1973	Company established by Gerhard Weber and Udo Hardieck
1986	Brand name GERRY WEBER introduced
1989	Foundation of TAIFUN
1989	Going Public as GERRY WEBER International AG
1994	Foundation of SAMOON
1999	Opening of the first HOUSE OF GERRY WEBER
2001	Sublabel GERRY WEBER EDITION established
2003	Sublabel G.W. established
2011	New Design Centre in Halle, Listing in M-Dax
2011	Acquisition of 20 former DON GIL stores in Austria
2012	Acquisition of 200 former WISSMACH stores and conversion into GERRY WEBER brand stores

Board	Gerhard Weber (CEO) Doris Strätker Dr. David Frink	
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Unique Business Model



GERRY WEBER



Modern Women Fashion

- Modern, high quality, feminine. Most of the items can be combined with each other
- Customer target group starting at mid thirties

GERRY WEBER EDITION



Fresh and more casual

- Coordinated single items
- EDITION offers the possibility for systems business in the competence departments

G.W.



Most trend oriented collection

- Shortest development and production cycle
- Full vertical integration. Most price sensitive brand
- 12-month programmes

TAIFUN



Young Modern Woman Fashion

- Trendy and stylish, tailored silhouettes, slim cuts – casual and business items
- Targeting younger “modern woman” starting at beginning of thirties

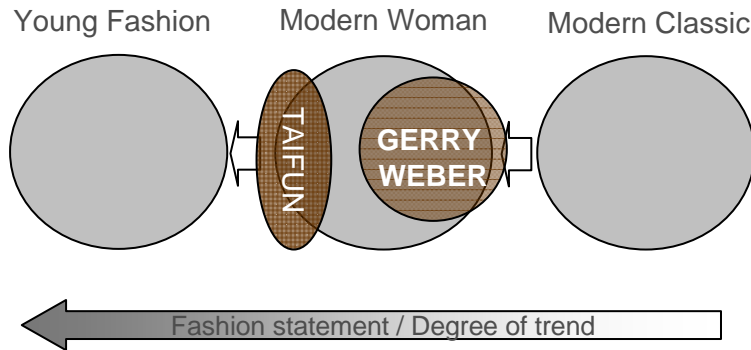
SAMOON by GERRY WEBER



Plus size collection

- Femininity underlined by trendy cuts, high-quality materials, excellent fits
- Perfect interpretations of current trends, put curves in the right light

CURRENT POSITIONING



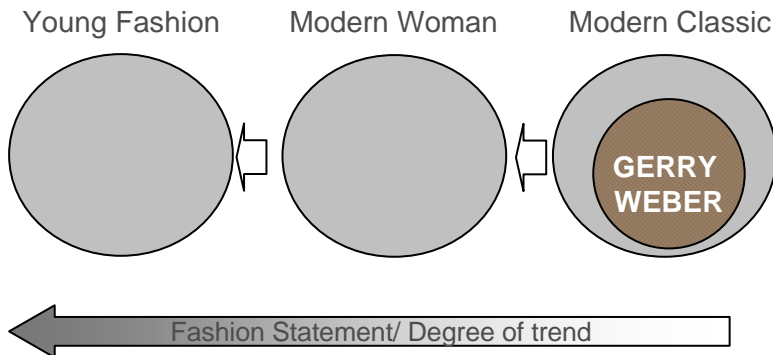
- ➔ **Fashion statement: Modern Woman**
 - modern
 - trendy but not to hip or overdone
 - feminine

- ➔ TAIFUN targets a younger customer base – “The Young Modern Woman” with casual and business items

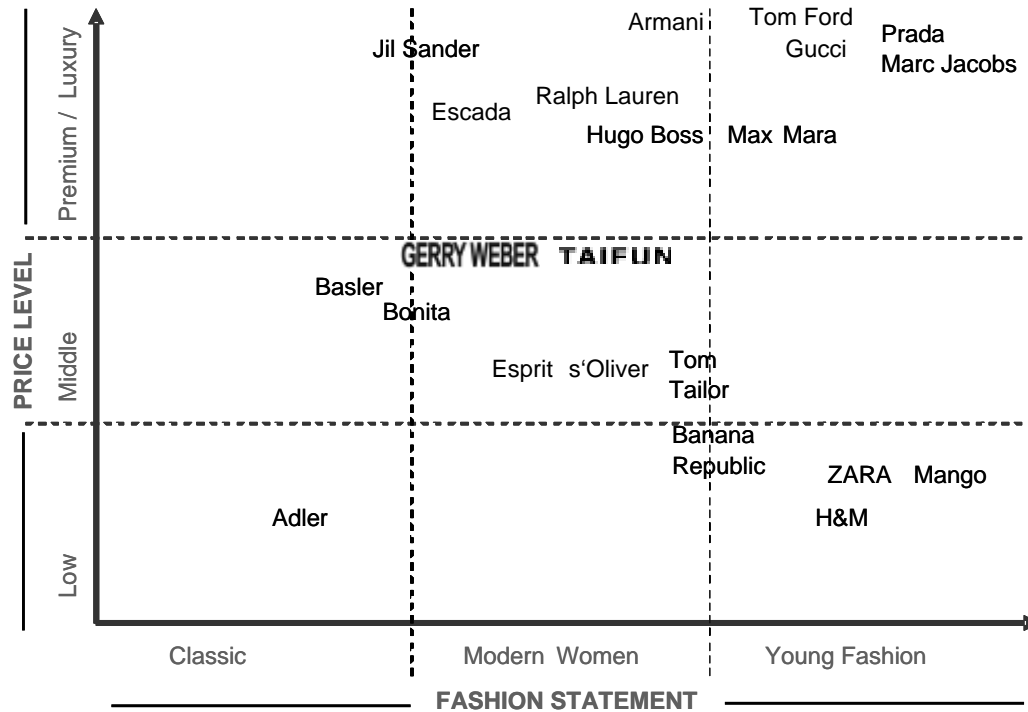
- ➔ High fashion appeal combined with high quality standards

- ➔ Perfect fit workmanship

WHERE WE COME FROM



SEGMENT AND PRICE POSITIONING



- ➔ Bridge segment between the middle price segment and the premium segment
- ➔ Unique market positioning
- ➔ Look like premium with similar quality but lower price
- ➔ Loyal customer base with higher income level



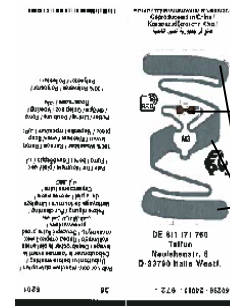
COLLECTIONS



- ➔ Seven collections per year and brand (except G.W.); four spring/summer and three autumn/winter collections
- ➔ The collections comprise three themes, each consists of about 30 – 35 single items

➔ **New items are delivered to the shops and stores almost every two weeks**

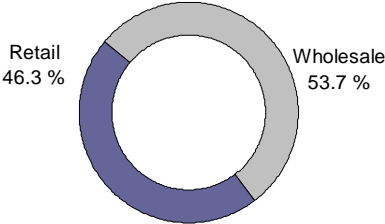
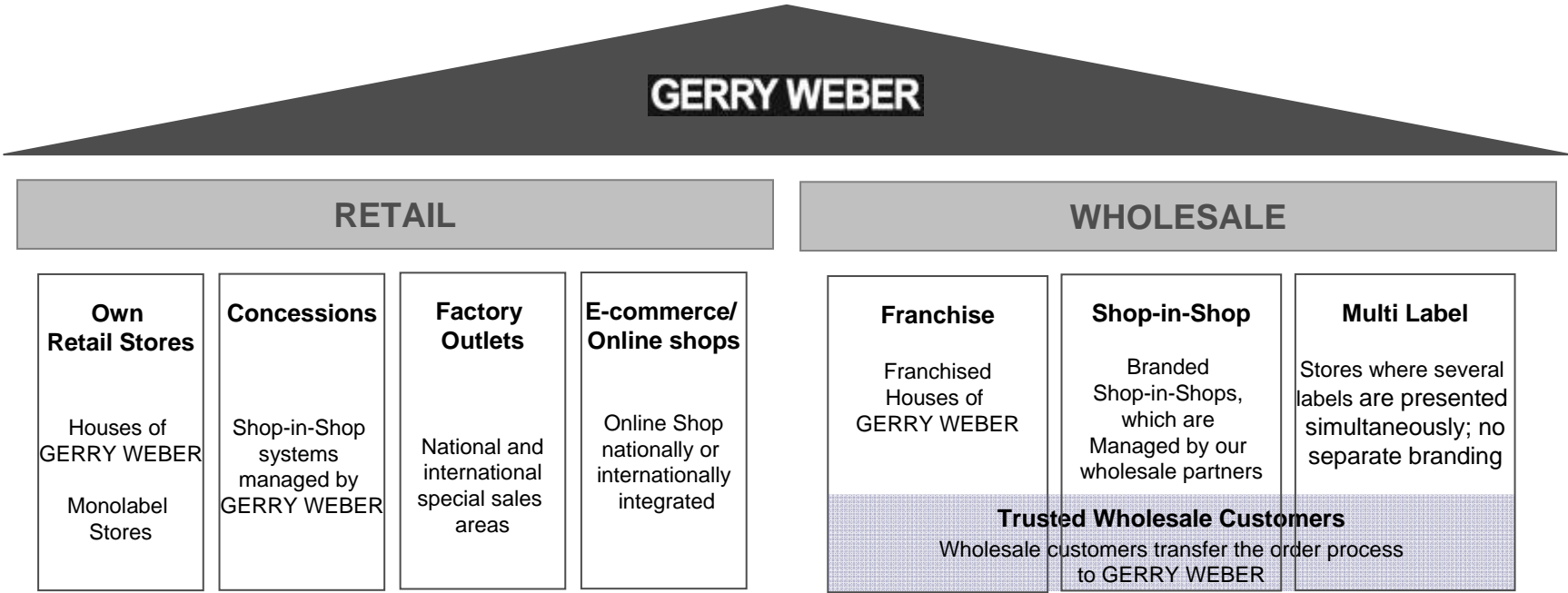
RFID – RADIO FREQUENCY INFORMATION TECHNOLOGY



micro chip
radio antenna

- ➔ Since mid of 2010 RFID tags are sewed in all single items directly at the production stage
- ➔ Combination of the fabric care label, the goods tracking functionality and the electronic product code directly into the product
- ➔ GERRY WEBER is the first manufacturer
 - to use sewed-in RFID tags
 - to use RFID for product tracking
 - to support the full textile chain from production to the POS with RFID
 - to use RFID tags as retail security system

DISTRIBUTION CHANNELS

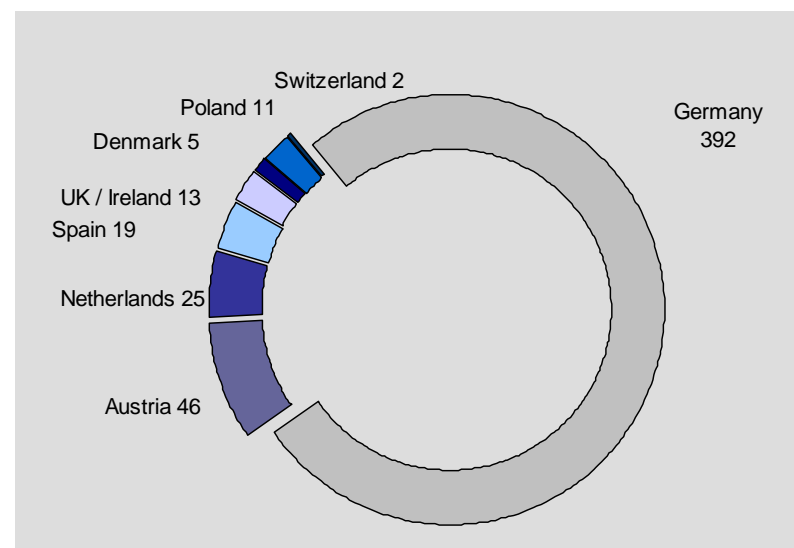


- ➔ More than **130 new** company-managed **Houses of GERRY WEBER** and **120 Monolabel Stores** were opened in 2011/12
- ➔ Retail **sales volume 2011/12 increased 37.4%** to EUR 299.5 mn
- ➔ Retail sales contributed 37.3% to total Group sales 2011/12 – increase in Q1 2012/13 to 46.3%

RETAIL BUSINESS

	Q1 2012/13	2011/12	2010/11	2009/10
Houses of GERRY WEBER	363	347	210	160
Monolabel Stores*	150	146	25	18
Concessions	70	64	45	37
Factory Outlets	20	17	13	10
TOTAL	603	574	293	225

COMPANY-MANAGED STORES BY REGION



* Monolabel Stores TAIFUN and SAMOON

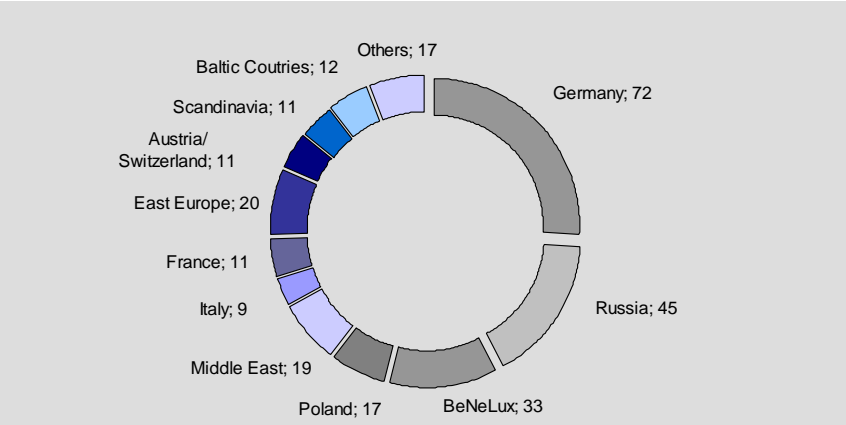
WHOLESALE BUSINESS

	Q1 2012/13	2011/12	2010/11	2009/10
Houses of GERRY WEBER	278	277	260	227
Shop-in-Shops	2,721	2,767	2,292	2,003

*2010/11 included 25 Dutch HoGWs which were acquired by GERRY WEBER in 2011/12 and are now part of the Retail segment

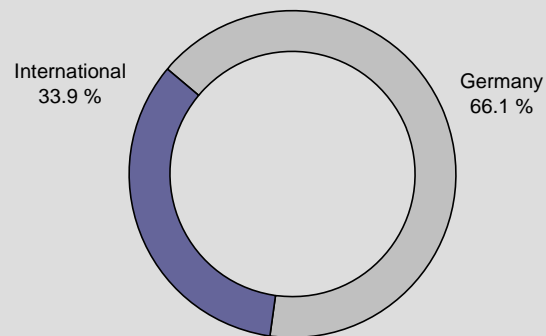
- ➔ 42 franchised Houses of GERRY WEBER were opened in 2011/12
- ➔ Collections with strong sell-through performance and **high margins for our wholesale customers**
- ➔ Loyal long-standing partnerships
- ➔ **Trusted Wholesale Customers:** customers transfer the order process to GERRY WEBER experts

FRANCHISE HoGWs BY REGION



INTERNATIONALISATION

Sales Split Q1 2012/13



- ➔ Distribution structures in more than 62 countries
- ➔ International partners like El Corte Inglés (Spain), John Lewis (UK), De Bijenkorf (NL), Magasin du Nord (DK) as well as Bloomingdale's and Dillard's (US)

- ➔ More than 320 Houses of GERRY WEBER and Mono-label Stores are located out of Germany (= 42%)
- ➔ Round about 2,721 shop-in-shop areas worldwide, thereof some 490 out of Germany



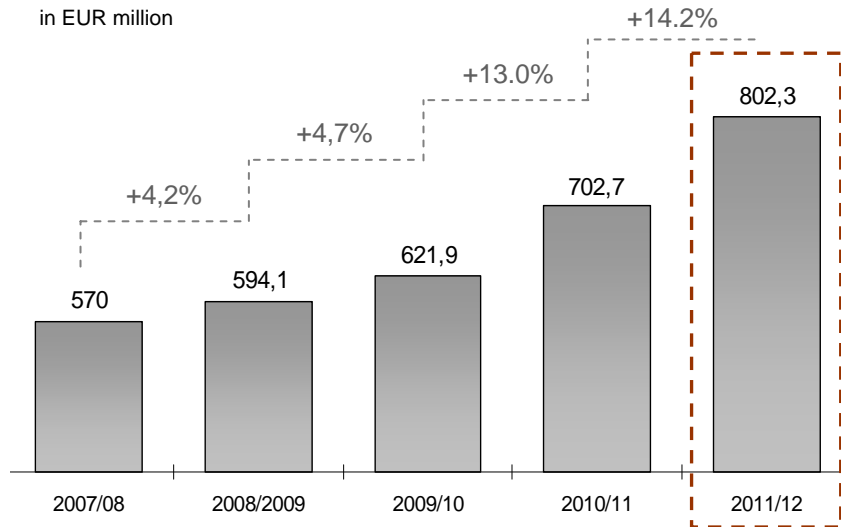
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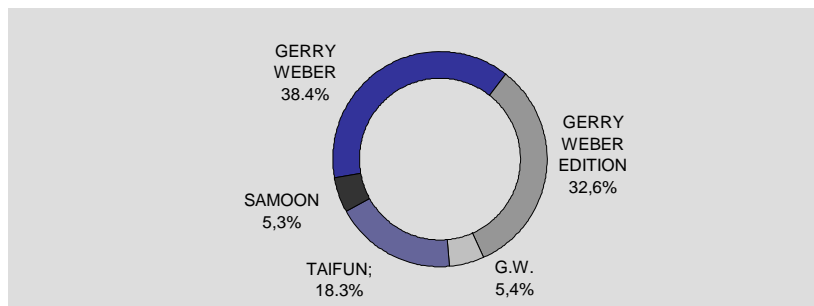


Key Financials 2011/12

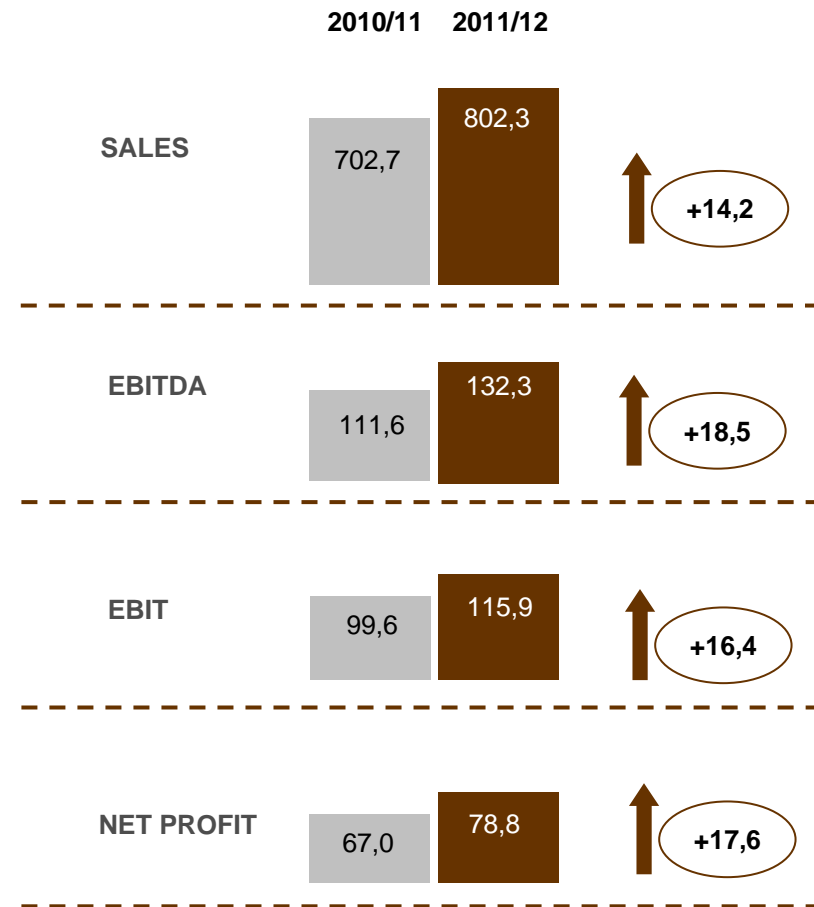
SALES DEVELOPMENT



SALES 2011/12 BY BRAND



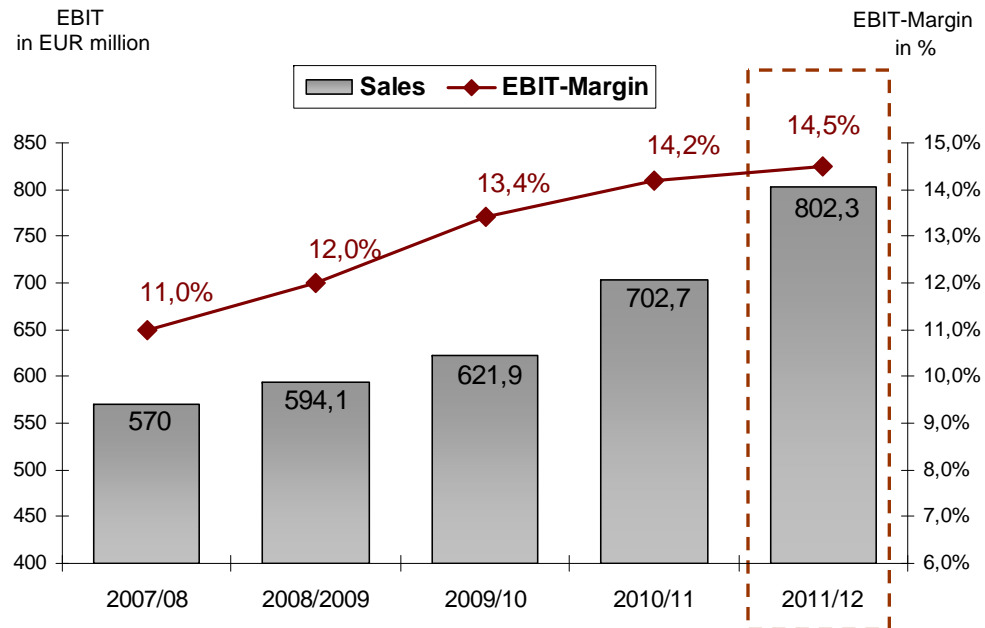
KEY FIGURES DEVELOPMENT 2011/12



Key Financials 2011/12 - EBIT

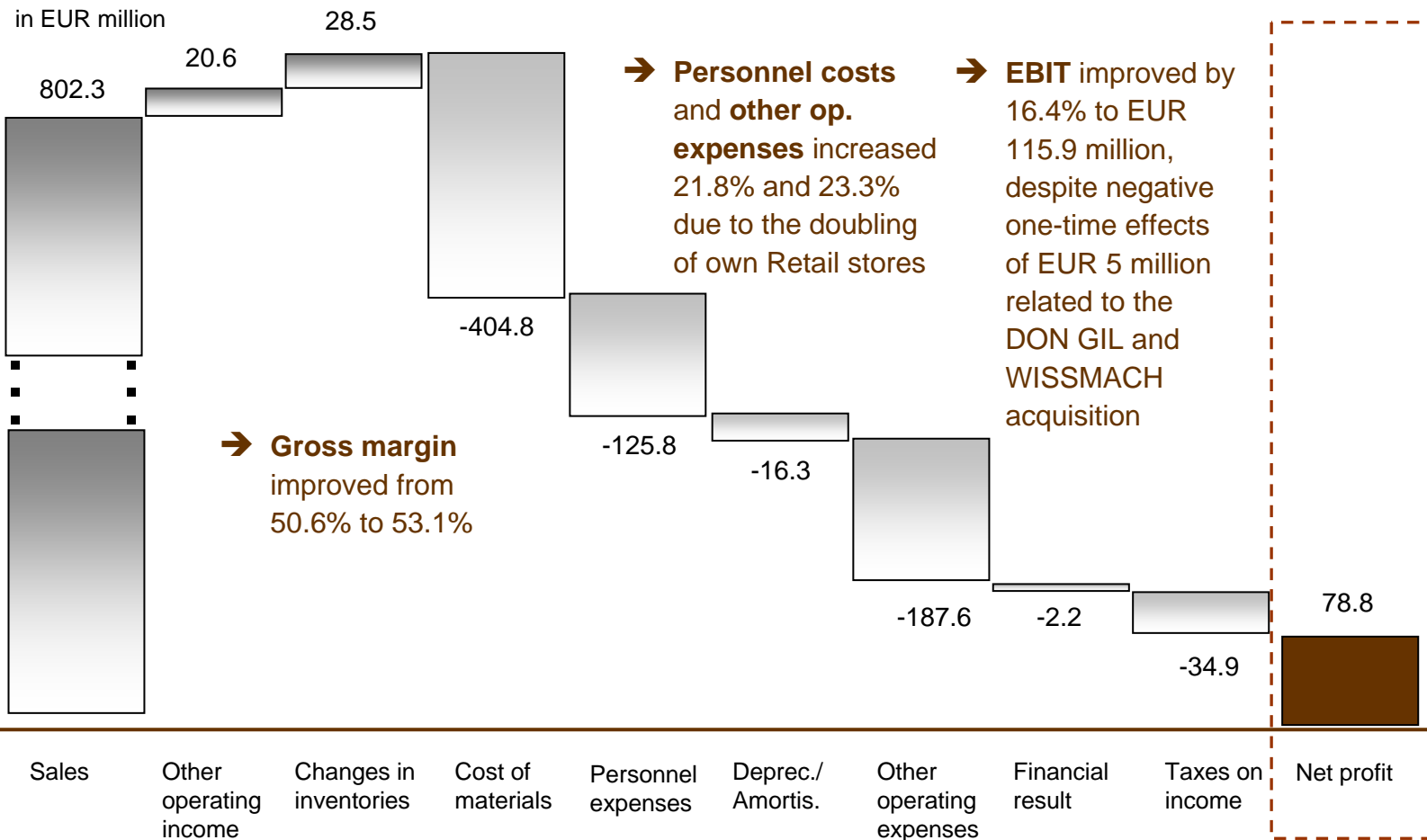
- ➔ Continuous improvement of earnings situation due to enlargement of the own Retail business and professionalization of the Wholesale business.
- ➔ **Net profit increased 17.6%** to EUR 78.8 million. This results in an **EPS of 1.72** per share.

EBIT AND EBIT MARGIN



Key Financials 2011/12 – Net profit

➔ Improvement of net profit to EUR 78.8 million (+ 17.6%)



Key Financials 2011/12 – Balance Sheet

BALANCE SHEET 2011/12

in EUR million

	ASSETS	EQUITY & LIABILITIES	
Cash	49,2	363,0	Equity
Current assets	188,4		
Non-current assets	246,0	85,2	Current liabilities
		35,4	Non-current liabilities

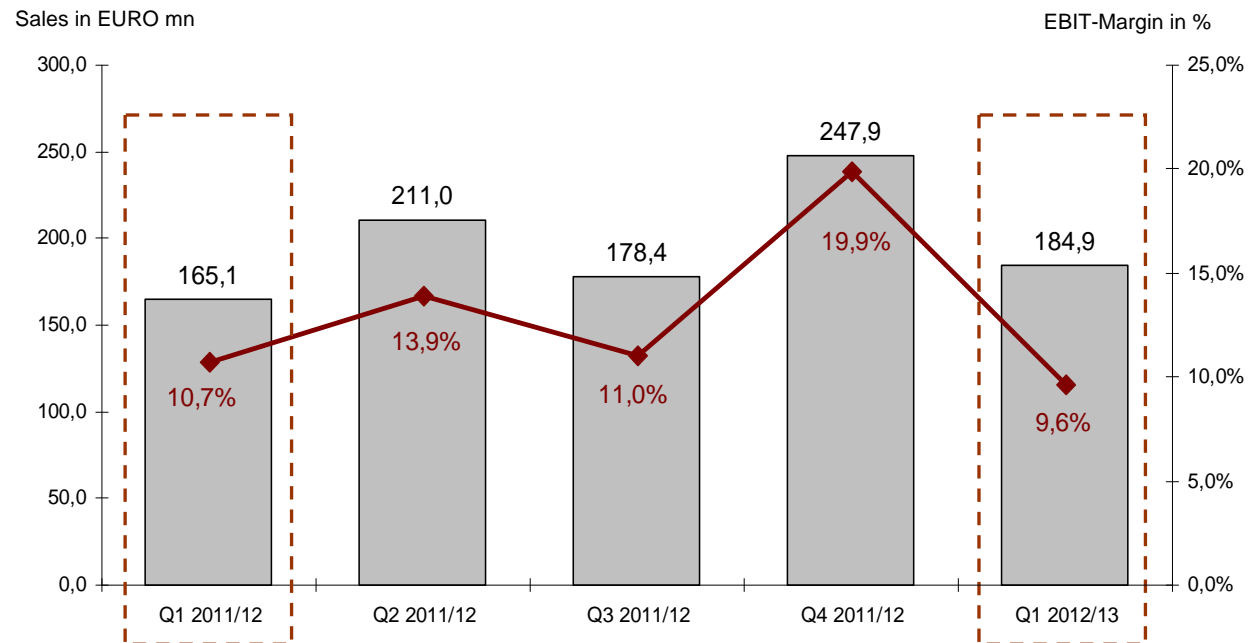
- ➔ Strong balance sheet structure with an equity ratio of 75,1%
- ➔ Total investment volume of EUR 84.8 mn in 2011/12 financed by our operating cash flow and own liquid funds



Key Financials – First Quarter 2012/13

- ➔ Q1 2012/13 **sales increase** in comparison to Q1 prev. year **12.0%**
- ➔ At **EUR 17.8 million EBIT** in Q1 2012/13 remained almost unchanged (Q1 2011/12: EUR 17.7 million)
- ➔ As a result of one-time costs due to the Retail expansion as well as a negative market environment **EBIT margin decreased slightly to 9.6%** (Q1 2011/12: 10.7%)

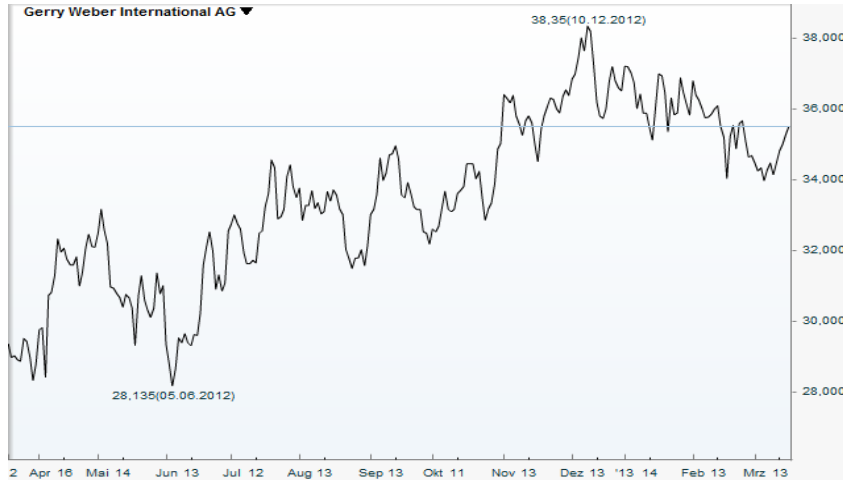
SALES DEVELOPMENT BY QUARTER





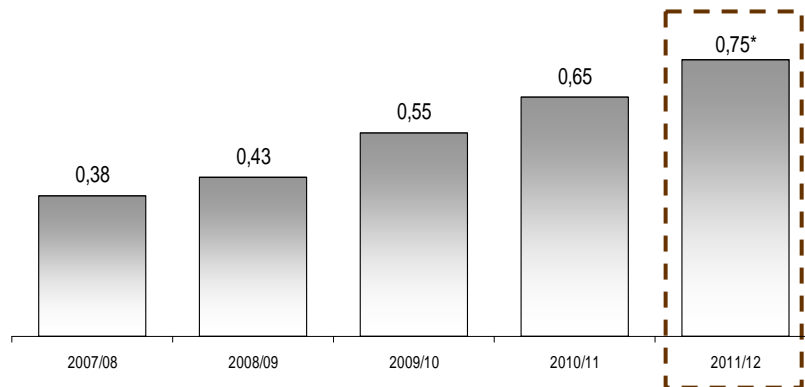
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SHARE PERFORMANCE

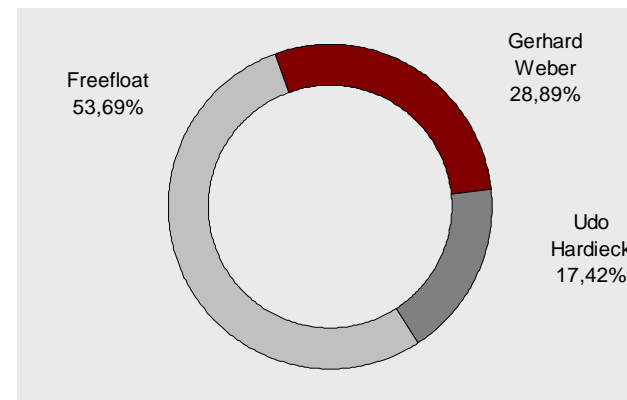


- ➔ Strong share performance – increase of round about 50% in the last twelve month
- ➔ Outperformer in comparison to the MDAX
- ➔ Payout ratio between 40% and 45% every year
- ➔ Dividend yield of 2.3%

DIVIDEND PAYMENTS



SHAREHOLDER STRUCTURE



* Proposal to the next Annual General Meeting

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Sales	Sales target range between EUR 890 and 900 million (prev. year: EUR 802.3 mn) – minimum increase of 10.9%
EBIT Margin	EBIT target range between EUR 131 and 135 million result in an EBIT margin of at least 14.7% (prev. year: 14.5%)
Retail	Opening of further 65 to 75 new company-managed Houses of GERRY WEBER and Monolabel Stores in 2012/13.
Wholesale World	Continued internationalization of our wholesale business with further shop-in-shops in the US and new openings of franchised Houses of GERRY WEBER with focus in Russia, the Middle East and non euro zone countries.
Online Shops & Licensing	Strengthen of our e-commerce activities and increase sales 2012/13 by 30% to some EUR 22 Mio. Enlargement of our license business.

Thank you for your attention

FINANCIAL CALENDAR

Lampe Bank Conference Baden Baden	11 April 2013
Deutsche Bank Conference Frankfurt	14 May 2013
Annual General Meeting	6 June 2013
Publication of the First Half Year Report 2012/13	14 June 2013
Publication of the Nine Month Report 2012/13	13 September 2013
End of the fiscal year 2012/13	31 October 2013

To be always updated, please have a look on our website
www.gerryweber.com

GERRY WEBER International AG
Claudia Kellert
Head of Investor Relations
Neulehenstraße 8, D-33790 Halle / Westphalia
Tel: +49 (0)5201 185 8422
E-Mail: c.kellert@gerryweber.de

KEY FIGURES

	2011/12	2010/11	2009/10	2008/09	2007/08
in EUR million					
Sales	802,3	702,7	621,9	594,1	570,0
Domestic	491,0	420,8	370,1	355,6	315,9
International	311,3	281,9	251,8	238,5	254,1
Sales by segment	802,3	702,7	621,9	594,1	570,0
Wholesale	502,8	484,7	441,7	444,4	455,2
Retail	299,5	218,0	173,6	143,8	112,5
Others	0,0	0,0	6,6	5,9	2,3
Earnings key figures					
EBITDA	132,3	111,6	95,2	83,6	74,0
EBITDA margin	16,5%	15,9%	15,3%	14,1%	13,0%
EBIT	115,9	99,6	83,3	71,2	62,7
EBIT margin	14,5%	14,2%	13,4%	12,0%	11,0%
EBT	113,7	97,6	79,6	66,4	57,4
EBT margin	14,2%	13,9%	12,8%	11,2%	10,1%
Net income of the year	78,8	67,0	54,0	43,0	39,4
Earnings per share in Euro	1,72	1,48	1,29	2,08 ³	1,75 ⁴

³ 2008/09 on basis of 20.661.848

⁴ 2007/08 on basis 22.508.820

CONSOLIDATED INCOME STATEMENT 2011/12

in EUR million	2011/12	2010/11	Changes in %
Sales	802,3	702,7	14,2%
Other operating income	20,6	12,7	62,3%
Changes in inventories	28,5	14,2	100,4%
Cost of materials	-404,8	-361,5	12,0%
Personnel expenses	-125,8	-103,3	21,8%
Depreciation/Amortisation	-16,3	-11,9	37,3%
Other operating expenses	-187,6	-152,2	23,3%
Other taxes	-0,9	-1,1	-19,9%
Operating result	115,9	99,6	16,4%
Financial result	-2,2	-2,0	9,6%
Result from ordinary activities	113,7	97,6	16,5%
Taxes on income	-34,9	-30,6	14,1%
Net income of the year	78,8	67,0	17,6%

CONSOLIDATED INCOME STATEMENT Q1 2012/13

in EUR million	Q1 2012/13 01.11.2012 - 31.01.2013	Q1 2011/12 01.11.2011 - 31.01.2012	Changes in %
Sales	184.9	165.1	12.0%
Other operating income	4.0	2.4	64.0%
Changes in inventories	14.3	24.4	-41.4%
Cost of materials	-98.8	-105.7	-6.5%
Personnel expenses	-34.8	-27.3	27.5%
Depreciation/Amortisation	-5.4	-3.9	37.7%
Other operating expenses	-46.1	-36.9	24.9%
Other taxes	-0.3	-0.4	-25.0%
OPERATING RESULT	17.8	17.7	0.8%
Financial result	-0.8	-0.6	42.0%
RESULT FROM ORDINARY ACTIVITIES	17.0	17.1	-0.6%
Taxes on income	-5.5	-5.6	-1.8%
NET INCOME OF THE REPORTING PERIOD	11.5	11.5	0.7%