



GERRY WEBER

Strategy and Financials
June 2013

„What we stand for:“






(1)	Unique Business Model	Page	4
(2)	Key Financials	Page	15
(3)	GERRY WEBER Share	Page	21
(4)	Outlook	Page	23
(5)	Appendix	Page	25

COMPANY PROFILE

Business	Global German fashion and lifestyle company with five strong brands: GERRY WEBER GERRY WEBER Edition G.W. TAIFUN SAMOON
Retail	532 own Houses of GERRY WEBER and Monolabel Stores as well as some 70 concessions stores. Three own online shops. (May 2013)
Wholesale	More than 286 Franchise Houses of GERRY WEBER and round about 2,840 Shop-in-Shops. (May 2013)
Financials	2011/12 Revenues: EUR 802.3 mn EBIT Margin: 14.5% Net income: EUR 78.8 mn EPS: EUR 1,72
Share	Stable share price development in the last two years. Dividend payment 2013: EUR 0.75 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	
--------------	--	---

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

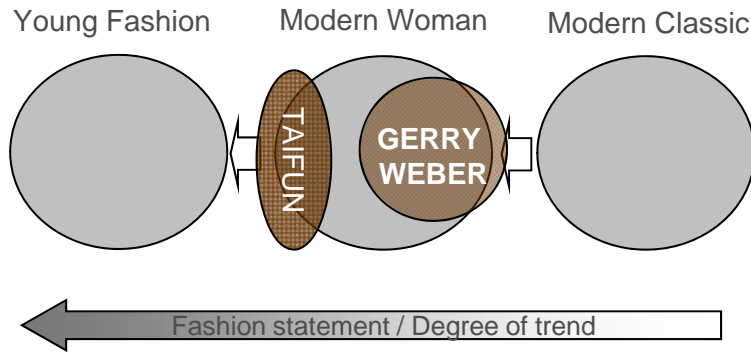
SAMOON by GERRY WEBER



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



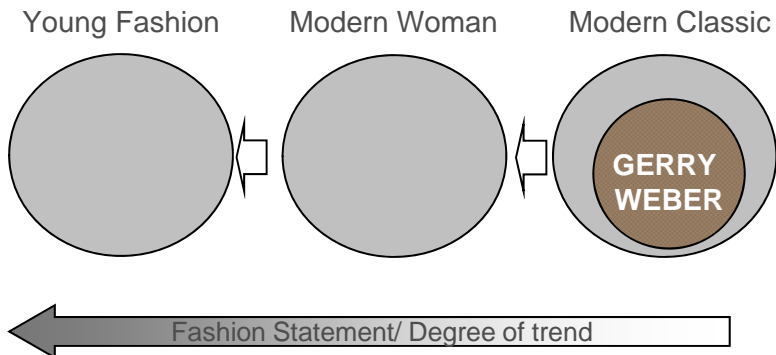
- ➔ **Fashion statement: Modern Woman**
 - modern
 - trendy but not too hip or overdone
 - feminine

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

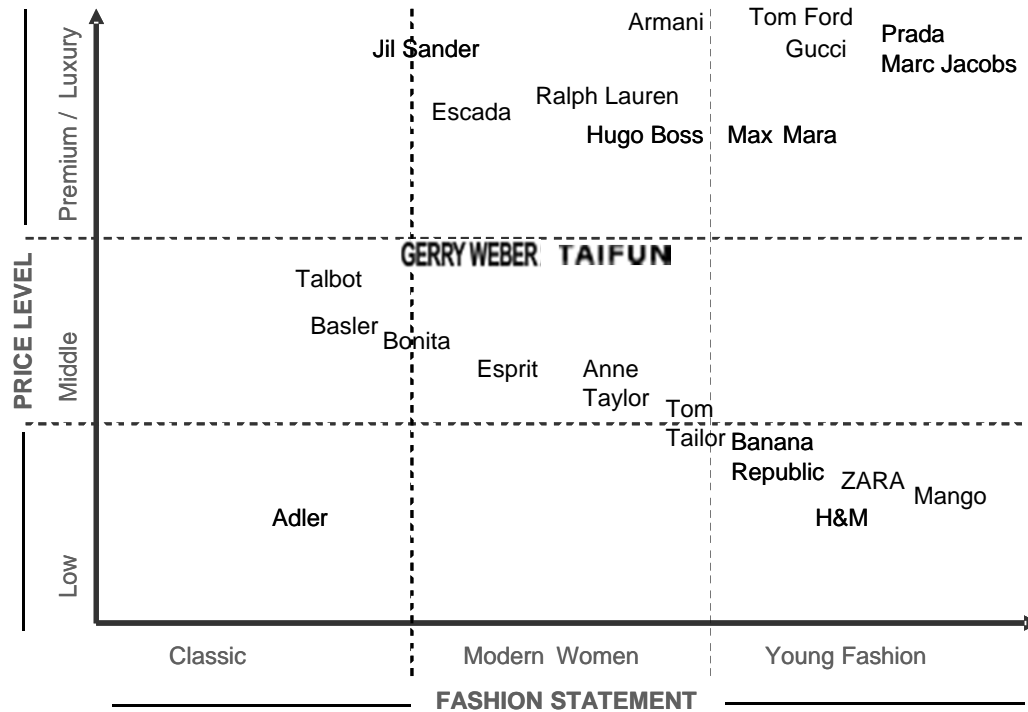
- ➔ High fashion appeal combined with high quality standards

- ➔ 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



- ➔ Six collections per year and brand (except G.W.); three 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 to three weeks**

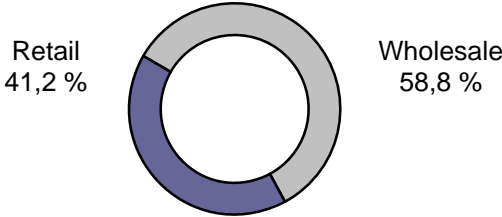
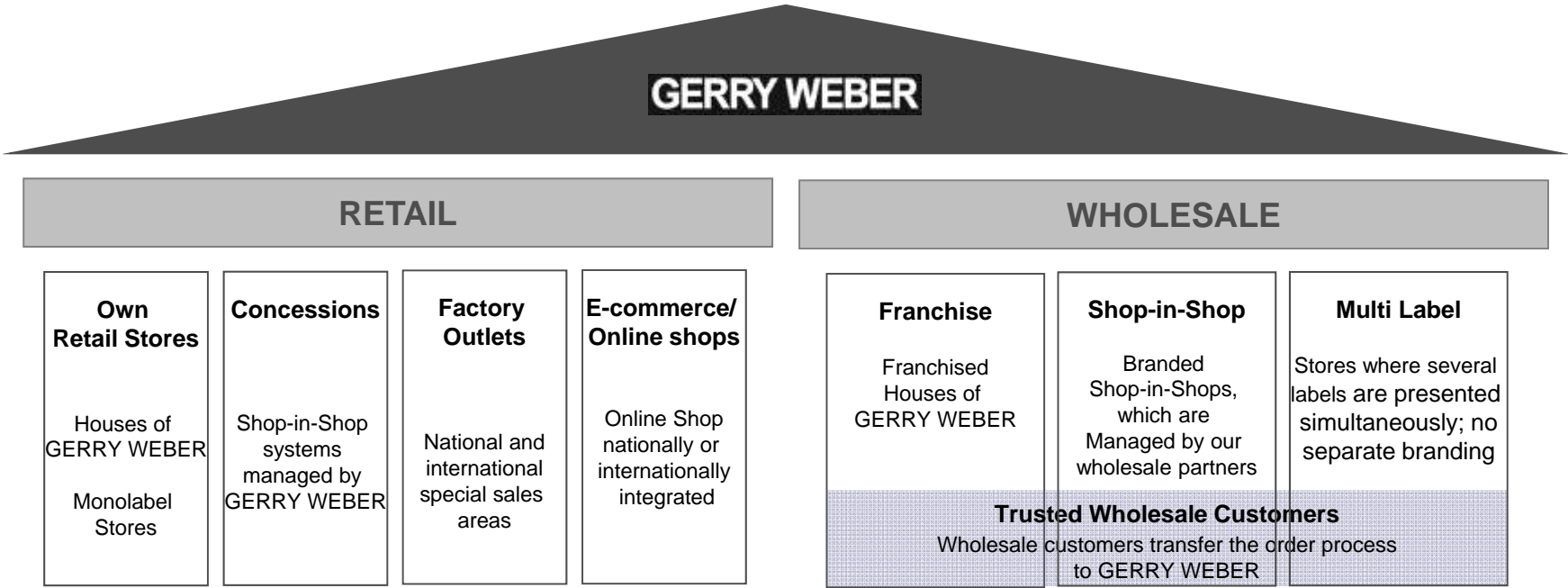
RFID – RADIO FREQUENCY INFORMATION TECHNOLOGY



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

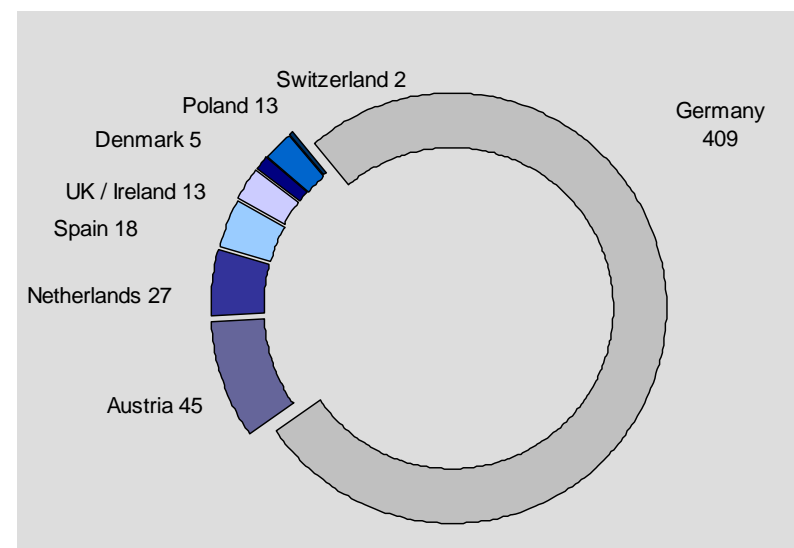


- ➔ More than **130 new** company-managed **Houses of GERRY WEBER** and **120 Monolabel Stores** were opened in 2011/12; further **39 in H1 2012/13**
- ➔ Retail sales volume **H1 2012/13 increased 26.1%** (yoy)
- ➔ Retail sales contributed 41,2% to total Group sales in H1 2012/13 after 35.0% the year before

RETAIL BUSINESS

	H1 2012/13	2011/12	2010/11	2009/10
Houses of GERRY WEBER	383	347	210	160
Monolabel Stores*	149	146	25	18
Concessions	73	64	45	37
Factory Outlets	19	17	13	10
TOTAL	624	574	293	225

COMPANY-MANAGED STORES BY REGION



* Monolabel Stores TAIFUN, SAMOON and EDITION

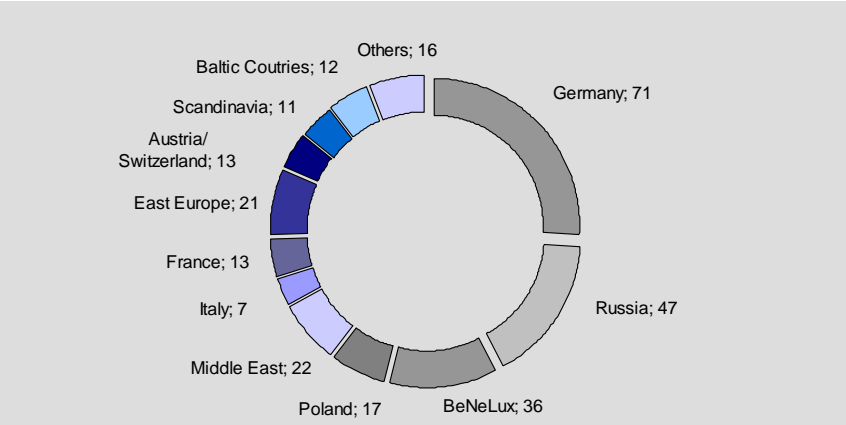
WHOLESALE BUSINESS

	H1 2012/13	2011/12	2010/11	2009/10
Houses of GERRY WEBER	286	277	260	227
Shop-in-Shops	2,841	2,767	2,292	2,003

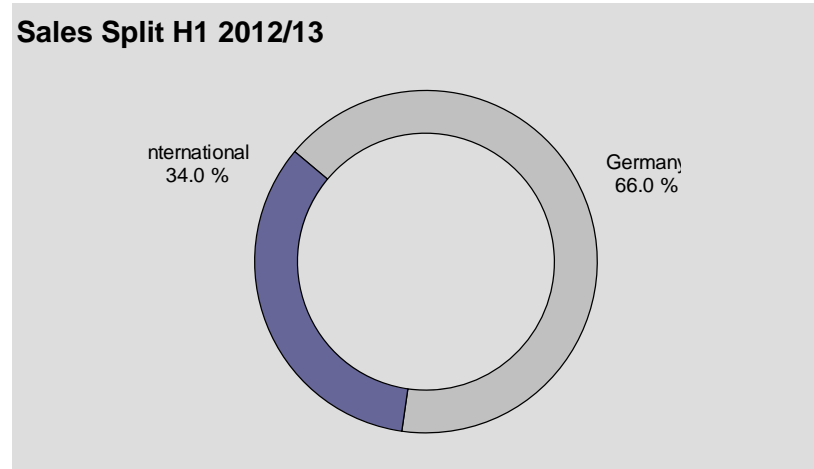
- ➔ 42 franchised Houses of GERRY WEBER were opened in 2011/12
- ➔ Nine new Franchise openings in H1 2012/13, thereof two HoGWs in France and Russia
- ➔ Wholesale segment contributed 58.8% to total Group sales in H1 2012/13 after 64.9% in H1 of the previous year

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

FRANCHISE HoGWs BY REGION



INTERNATIONALISATION



- ➔ More than 330 Houses of GERRY WEBER and Mono-label Stores are located out of Germany (= 41%)
- ➔ Round about 2,800 shop-in-shop areas worldwide, thereof some 490 out of Germany

- ➔ 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)



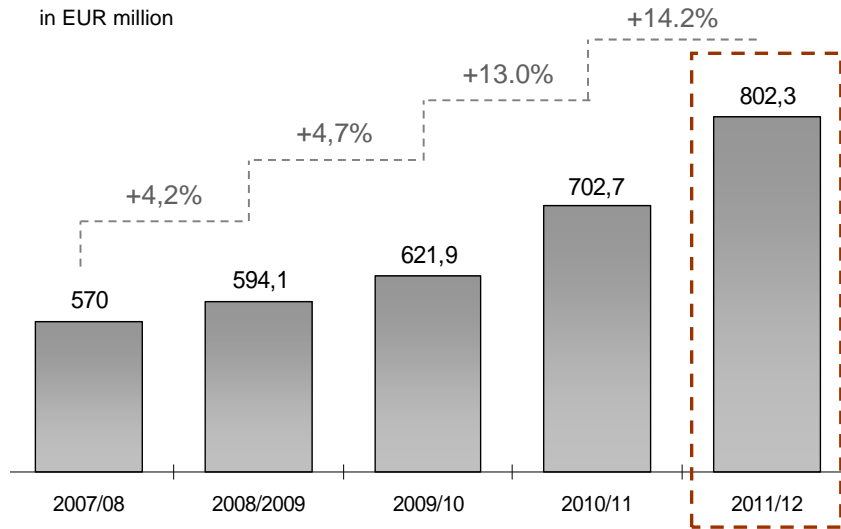
Agenda



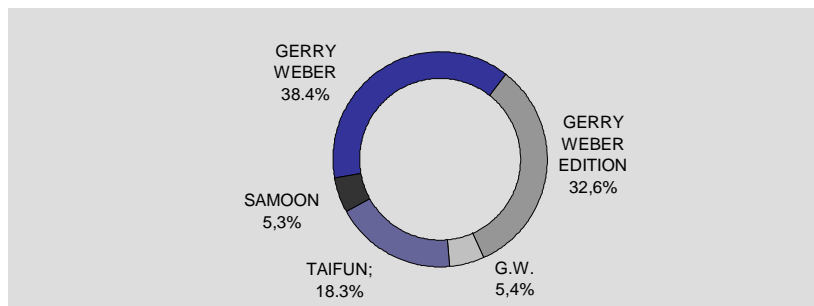
(1)	Unique Business Model	Page	4
(2)	Key Financials	Page	15
(3)	GERRY WEBER Share	Page	21
(4)	Outlook	Page	23
(5)	Appendix	Page	25

Key Financials 2011/12

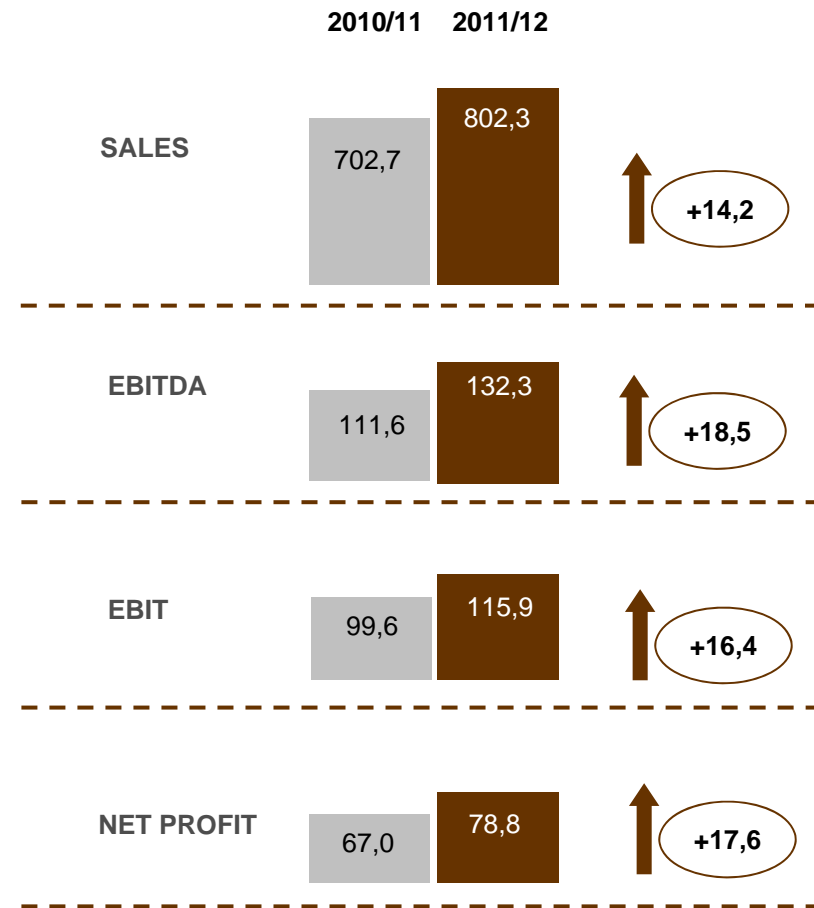
SALES DEVELOPMENT



SALES 2011/12 BY BRAND



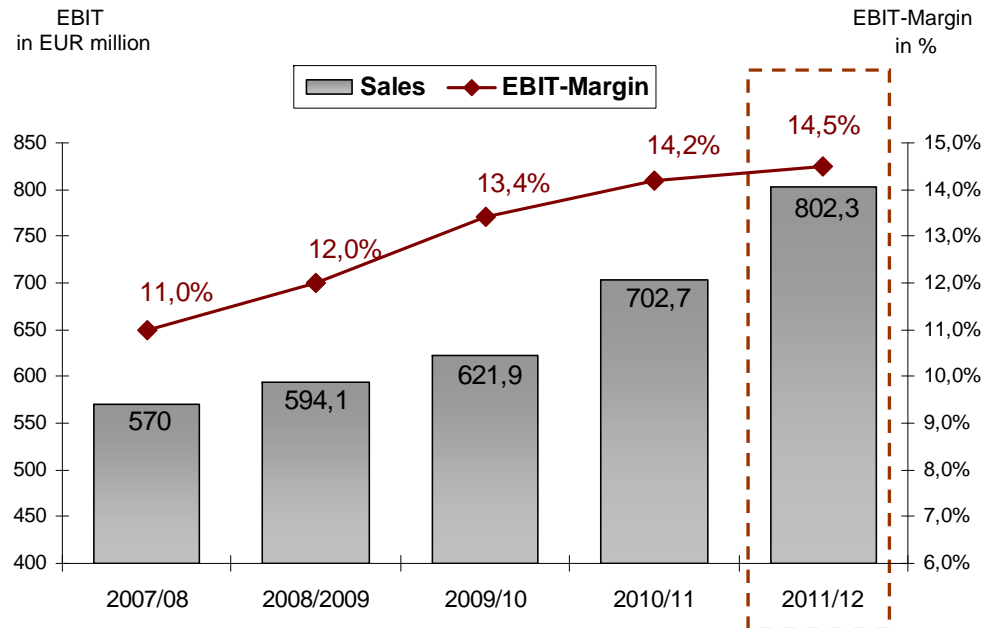
KEY FIGURES DEVELOPMENT 2011/12



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 – Balance Sheet

BALANCE SHEET 2011/12

in EUR million

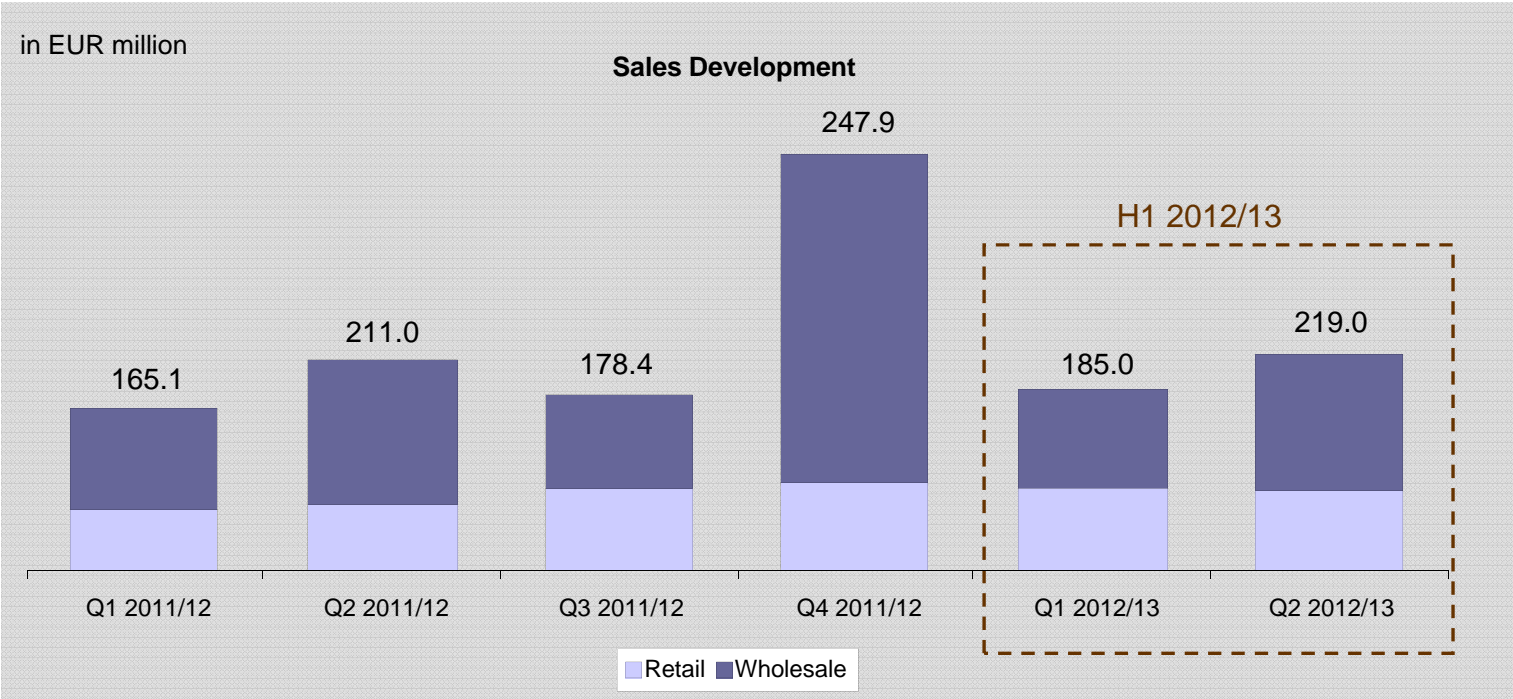
	ASSETS	EQUITY & LIABILITIES	
Cash	49,2	363,0	Equity
Current assets	188,4		
Non-current assets	246,0	85,2	Current liabilities
		35,4	Non-current liabilities

- ➔ 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 H1 2012/13 Sales by Quarter

- ➔ H1 2012/13: Sales increased **12.0% in Q1** and **3.8% in Q2 2012/13** to EUR 403.9 million (prev. year: EUR 376.0 million)
- ➔ Q4 strongest quarter of the fiscal year
- ➔ Improvement of the Retail stake in Group turnover

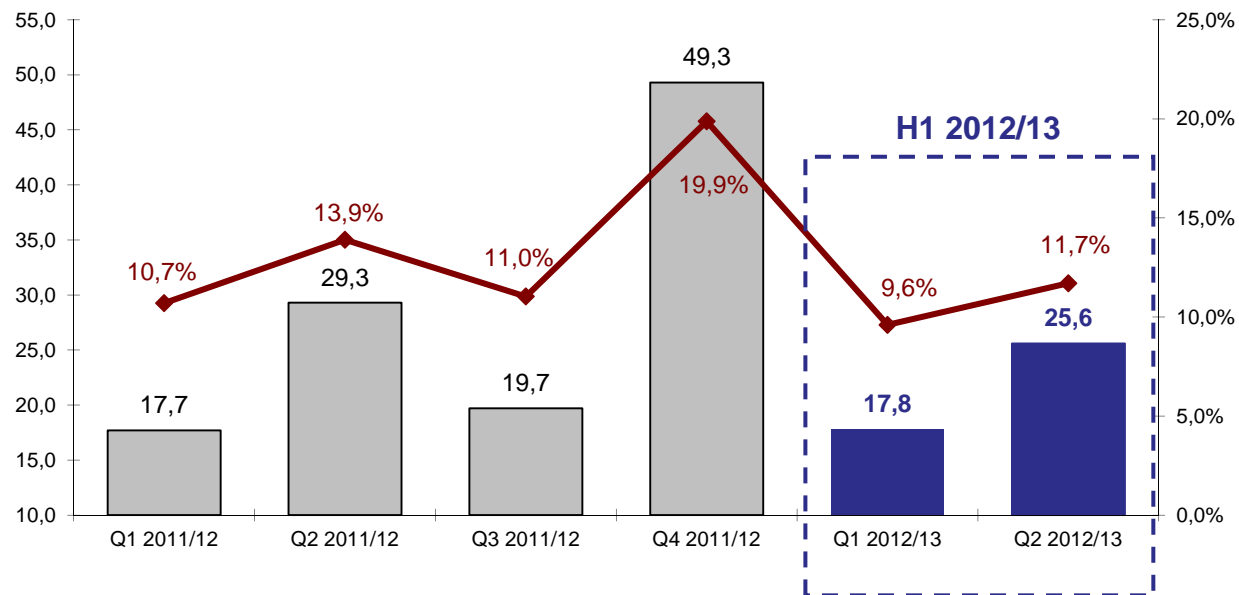


Key Financials H1 2012/13 – EBIT

➔ EBIT negative effected by:

- lower than expected Retail sales due to bad weather conditions in the last six month
- longer winter sales period with higher discounts
- lower reorder volume of the wholesale customers
- ongoing Retail expansion

➔ **Net profit** EUR 29.3 million. This results in an **EPS of 0.64** per share in H1 2012/13 (H1 2011/12: EUR 0.69/share)





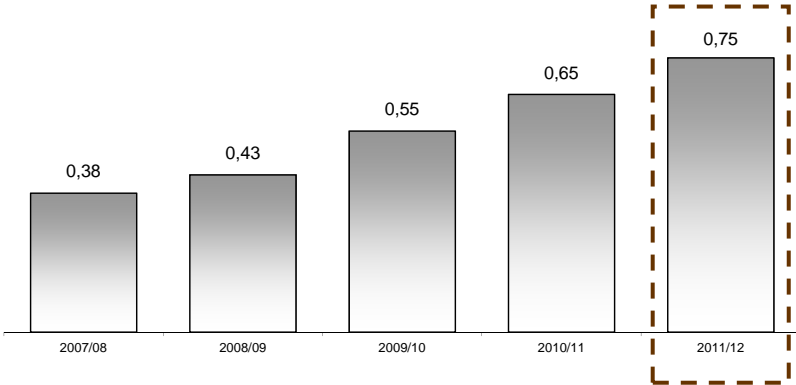
(1)	Unique Business Model	Page	4
(2)	Key Financials	Page	15
(3)	GERRY WEBER Share	Page	21
(4)	Outlook	Page	23
(5)	Appendix	Page	25

SHARE PERFORMANCE

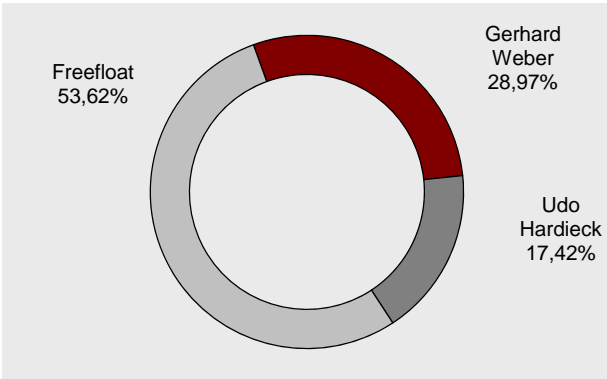


- ➔ Strong share performance in the last two years
- ➔ Outperformer in comparison to the MDAX
- ➔ Payout ratio between 40% and 45% every year
- ➔ Dividend yield of round about 2.3%

DIVIDEND PAYMENTS



SHAREHOLDER STRUCTURE



Agenda



(1)	Unique Business Model	Page	4
(2)	Key Financials	Page	15
(3)	GERRY WEBER Share	Page	21
(4)	Outlook	Page	23
(5)	Appendix	Page	25

Update Short-term Targets 2012/13

	updated forecast 2012/13	originally forecast 2012/13
Sales (in EUR million)	860 - 870	890 - 900
EBIT (in EUR million)	around 120	131 - 135
Openings new Retail stores (in units)	65 - 75	65 - 75

- ➔ Building on our unique brand positioning, our operational strengths, our customer structure and the growth opportunities to be tapped in the international markets, the successful **“GERRY WEBER” growth story continuous.**
- ➔ In the coming months, the strategic thrust of the GERRY WEBER Group will primarily focus on the following:
 - Expansion of the Retail operations,
 - Ongoing internationalisation of the distribution structures
 - Deepening the international market penetration of TAIFUN and SAMOON

Thank you for your attention

FINANCIAL CALENDAR

Analyst conference	25 June 2013
Bank of America Merrill Lynch Conf., London	27 June 2013
Commerzbank Conference, Frankfurt	29 August 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 H1 2012/13

in EUR million	H1 2012/13	H1 2011/12	Change
	01.11.2012 - 30.04.2013	01.11.2011 - 30.04.2012	In %
Sales	403.9	376.0	7,4%
Other operating income	7.2	6.6	9,1%
Changes in inventories	-8.1	2.1	-485,7%
Cost of materials	-184.5	-187.0	-1,3%
Personnel expenses	-69.2	-57.6	20,1%
Depreciation/Amortisation	-10.1	-8.1	24,7%
Other operating expenses	-95.3	-84.5	12,8%
Other taxes	-0.5	-0.5	0,0%
OPERATING RESULT	43.4	47.0	-7,7%
Financial result	-1.6	-1.0	-9,1%
RESULT FROM ORDINARY ACTIVITIES	41.8	46.0	-9,1%
Taxes on income	-12.5	-14.4	-13,2%
NET INCOME OF THE REPORTING PERIOD	29.3	31.6	-7,3%