

GERRY WEBER

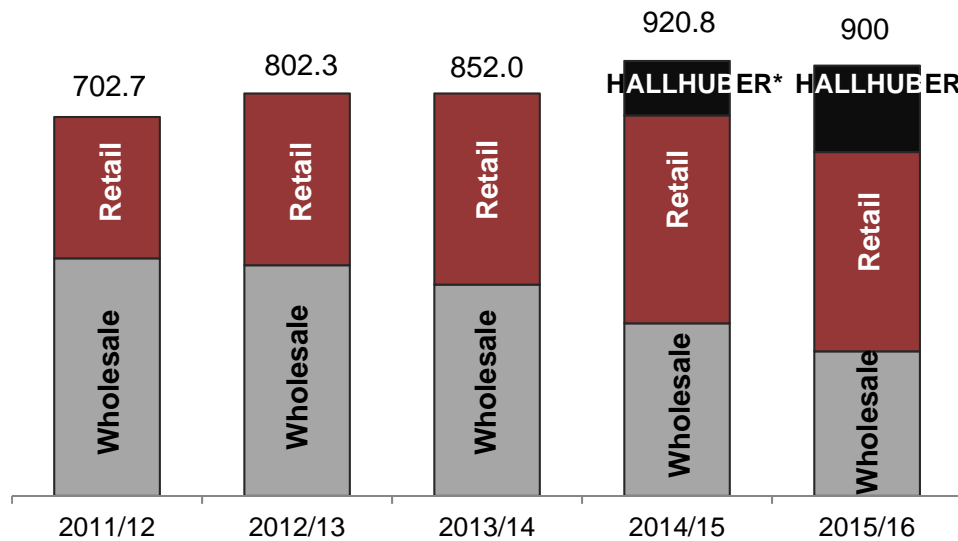
Preliminary Financial Figures
2015/16
26 January 2017



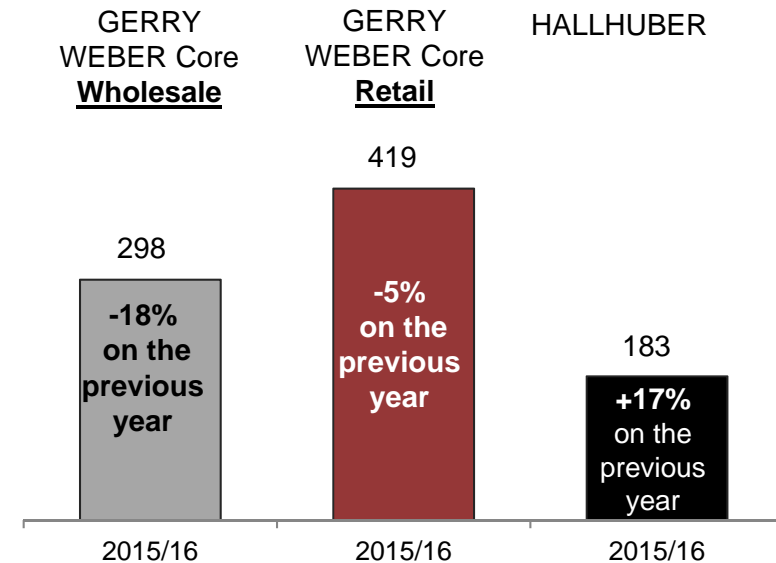
Preliminary Group Sales 2015/16

- ➔ Preliminary revenues of the GERRY WEBER Core brands amounted to EUR 717 million (-11%) primarily due to lower wholesale sales
- ➔ Core Retail sales also declined due to dropped like-for-like sales (-7,6%) as well as 75 store closures related to the "FIT4GROWTH" programme

SALES DEVELOPMENT (in EUR million)



SALES SPLIT BY SEGMENT (in EUR million)



*consolidation since February 2015 (nine months of the financial year)

Extraordinary costs affect profitability

➔ Cost effects coming from the realignment programme „FIT4GROWTH“ amounted to EUR 31 million in 2015/16, thereof depreciation from closings: EUR 15 million.

| in EUR million | 2015/16 |
|--|------------|
| EBITDA reported | 77 |
| Extraordinary income sale investment property hall 30 | -20 |
| Costs relating to the realignment programme FIT4GROWTH | 16 |
| EBITDA adjusted | 73 |

| | |
|----------------------------------|----------------|
| EBIT reported | 13 - 14 |
| Depreciation/amortization | 63 |
| - thereof from closings | 15 |

The 75 stores already closed plus additional 30 scheduled closings resulted in non-scheduled depreciation in the amount of EUR 15 million

| | |
|----------------------|----------------|
| EBIT adjusted | 25 - 26 |
|----------------------|----------------|

Guidance 2016/17

- ➔ As market conditions remain difficult, the current financial year 2016/17 will again be influenced by the realignment programme. GERRY WEBER will continue to actively implement the “FIT4GROWTH” realignment programme as planned and make adjustments if and when potential for improvement arises or the volatility of the market makes them necessary.

| in EUR million | GERRY WEBER GROUP prelim. figures 2015/16 | GERRY WEBER GROUP Guidance 2016/17 |
|------------------------------|--|---|
| Sales | 900 | -2% to -4% |
| EBITDA (reported) | 77 | 60 - 70 |
| EBIT (reported) | 13 - 14 | 10 - 20 |
| Capex | | 25 - 30 |

Thank you for your attention!



DISCLAIMER

This document contains forward-looking statements that reflect GERRY WEBER International AG management's current views with respect to future events. The words "anticipate ", "assume ", "believe", "estimate", "expect", "intend", "may", "plan", "project", "should", and similar expressions identify forward-looking statements. Such statements are not be understood as in any way guaranteeing that those expectations will turn out to be accurate. Future performance and the actually achieved results by GERRY WEBER Group depend on a number of risks and uncertainties. If any of these or other risks and uncertainties occur, or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. We do not intend or assume any obligation to update any forward-looking statement, which speaks only as of the date on which it is made.