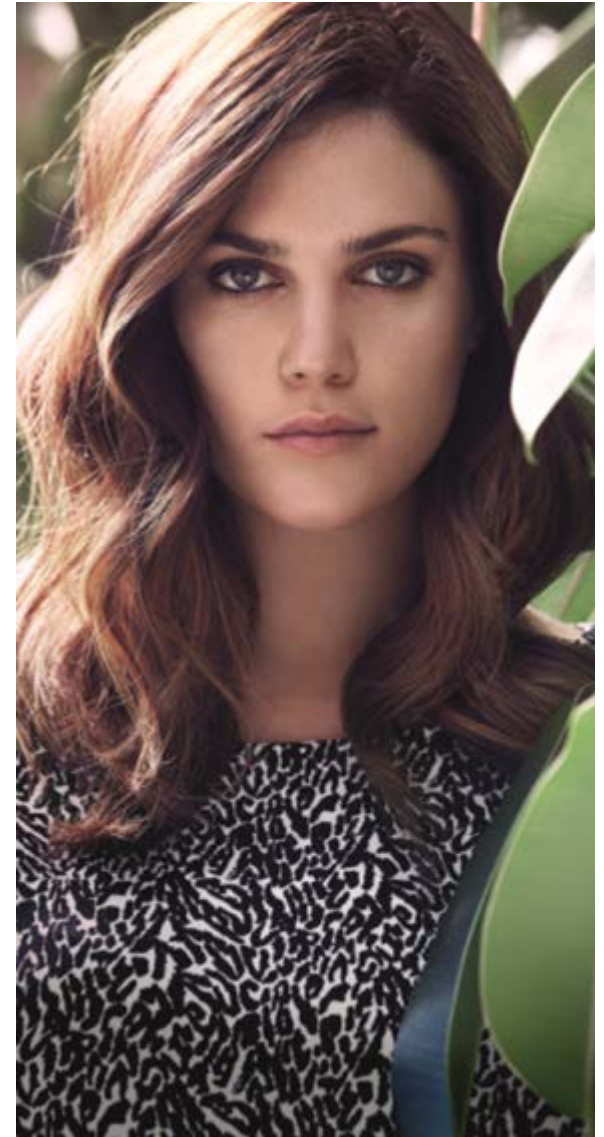


GERRY WEBER






H1 Financial Figures

14 June 2016



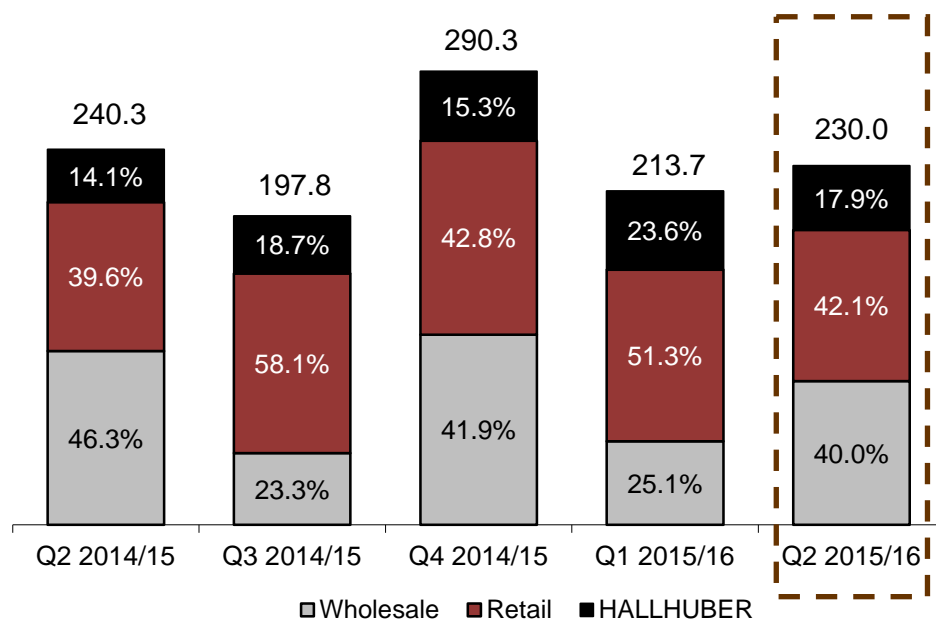
H1 2015/16

H1 2015/16

	GERRY WEBER Core (GERRY WEBER, TAIFUN, SAMOON)	HALLHUBER
	Decrease in sales revenues to EUR 352.0 million (-11.8%)	Sales increase to EUR 91.7 million (+22.9%)
	Increase in gross margin to 60.9% (H1 2014/15: 57,9 %)	Gross margin of 60.6%
	EBITDA = EUR 23.3 million EBIT = EUR 8.0 million	EBITDA = EUR 6.6 million EBIT = EUR 0.4 million
	971 company-managed sales spaces	302 company-managed sales spaces
	Like-for-like Retail sales: -6.7%	Like-for-like Retail sales: +6.3%
	(Development of the German fashion market: approx. -3% from Nov. 2015 until April 2016)	

- ➔ **H1 2015/16: Group sales** totalled **EUR 443.6 million** (+2.5% compared to H1 2014/15)
- Increase is based on the contribution of HALLHUBER (first consolidation in Q2 2014/15). HALLHUBER stake in sales in H1 2015/16: EUR 91.7 million (equals 20.7% of total Group sales)
 - GERRY WEBER Core sales (excluding HALLHUBER) decreased in H1 by 11.8% mainly due to a sharp drop in wholesale sales (-26.3%) and decreased like-for-like Core-Retail sales (-6.7%).

SALES DEVELOPMENT (in EUR million)



H1 Group sales affected by:

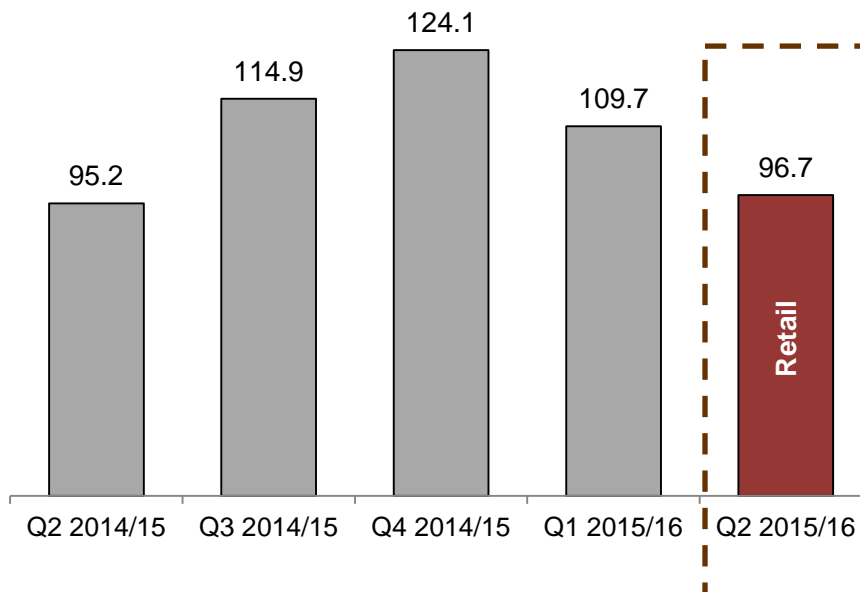
- Continuing adverse weather conditions and lower footfalls in cities and stores
- Lower orders of our Wholesale partners due to continuing difficult market environment and high inventory levels
- Continuing difficult market environment for the whole fashion industry in Germany

GERRY WEBER Core Retail Sales

➔ H1 2015/16: Retail revenues were **up by 2.5%** on H1 2014/15 and amounted to **EUR 206.4 million**

Compared to the previous year period **like-for-like sales were down 6.7%** whereas sales of the German textile market as a whole were down only by approx. 3 %

RETAIL SALES PER QUARTER * (in EUR million)



Store Portfolio

	H1 2015/16	2014/15	2013/14
Houses of GERRY WEBER	510	520	485
Monolabel Stores	132	142	144
Concessions	294	291	119
Factory Outlets	35	34	30
TOTAL GWI	971	987	778

* Excluding HALLHUBER

Key Financials: GERRY WEBER Core Wholesale Sales

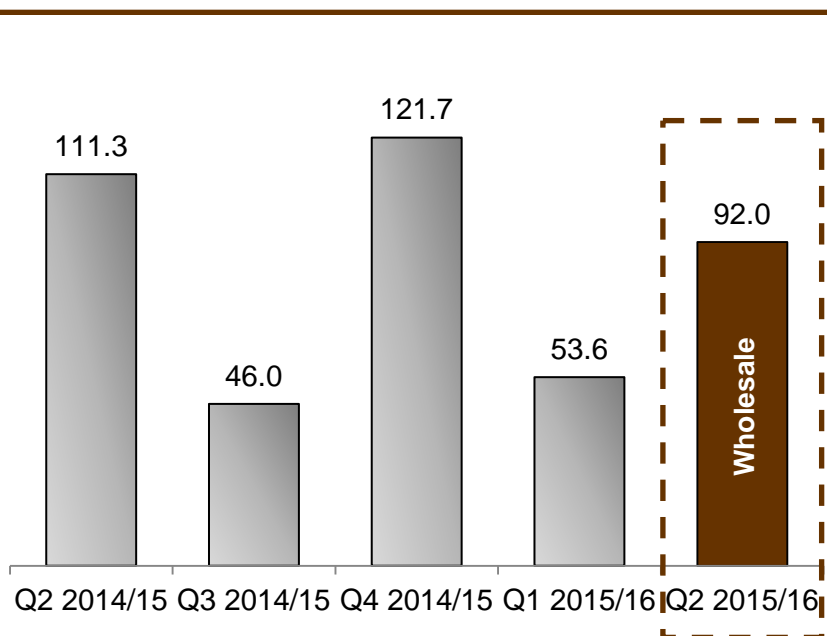
→ H1 2015/16: Decrease in **Wholesale sales** of 26.3% to EUR **145.6 million**

Decline in wholesale sales slowed down from -38% in Q1 to -17.3% in Q2.

→ Reasons:

- Continuing crisis of the German fashion market: Wholesalers had high inventory levels in the last seasons. As a result, order volumes have decreased.
- Sales revenues that used to be generated by 162 shop-in-shops in Kaufhof stores are now reclassified to the Retail segment as the stores have been transformed into Concession Stores

WHOLESALE SALES PER QUARTER (in EUR million)



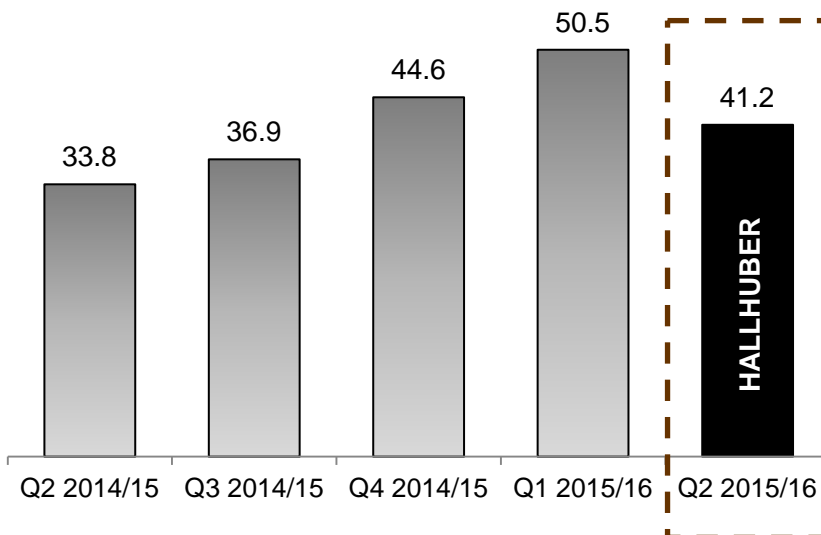
Land/Region	GWI Core
Germany	56
Russia	60
Middle East	30
Eastern Europe	21
France	20
BeNeLux	12
Switzerland	25
Baltic States	13
Poland	7
Austria	4
Italy	5
Others	22

➔ **H1 2015/16:** HALLHUBER sales in H1 2015/16 amounted to EUR 91.7 million. An increase of 22.9 % on the prior year period

Sales plus not only due to newly opened stores (**27 new stores in H1**) but also to strong development in **like-for-like sales development (+ 6.3%)**: HALLHUBER pulled ahead of the German fashion market

HALLHUBER share in Group Sales was **20.7%**; Online sales amounted to EUR 8.5 million, which represents 10% of total HALLHUBER sales

HALLHUBER SALES PER QUARTER (in EUR million)

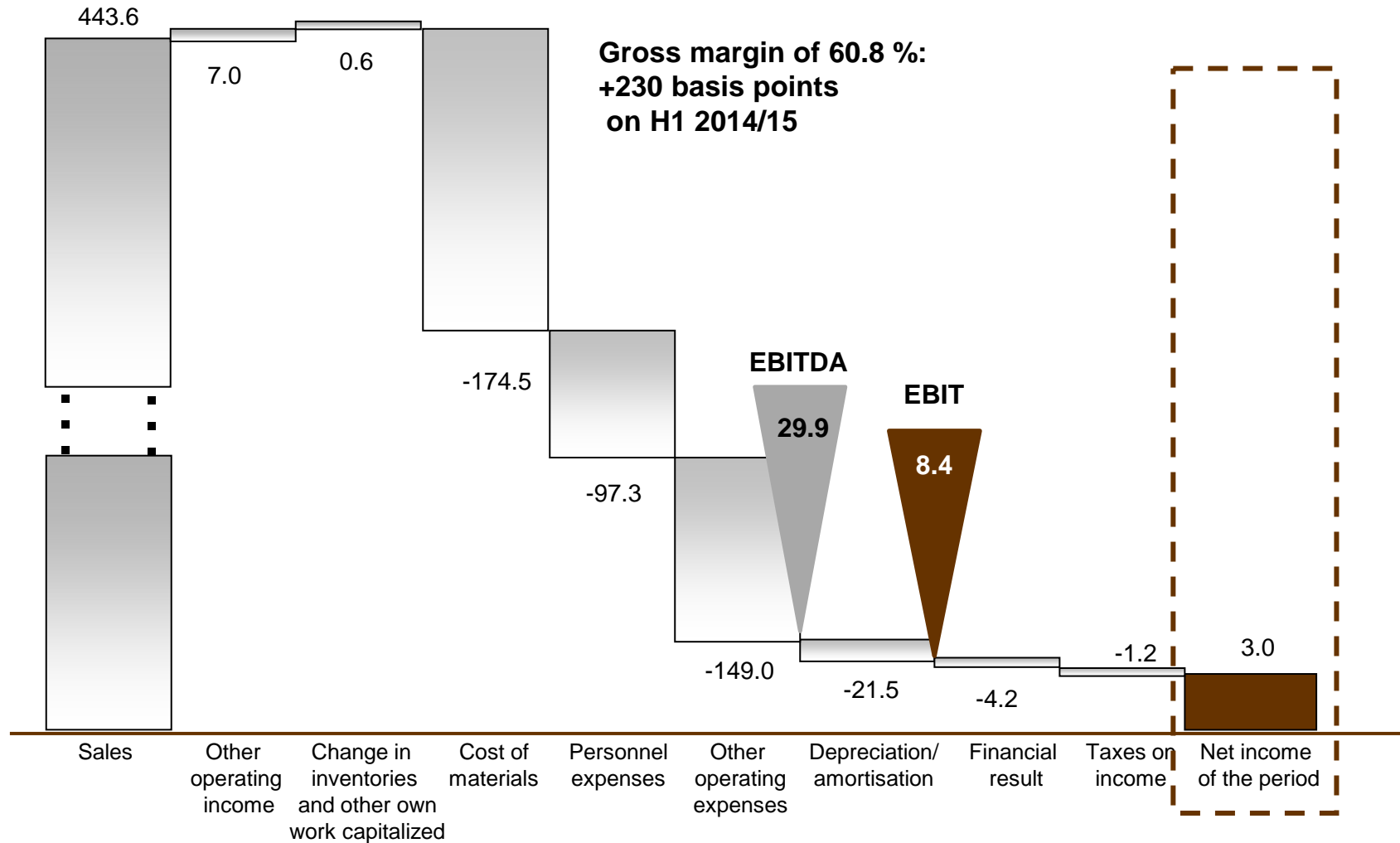


HALLHUBER STORES BY STORE FORMAT

	H1 2015/16	2014/15
HALLHUBER Monolabel Stores	129	117
HALLHUBER Concession Stores	157	145
HALLHUBER Outlets	16	13
Total HALLHUBER	302	275

Development of Earnings H1 2015/16

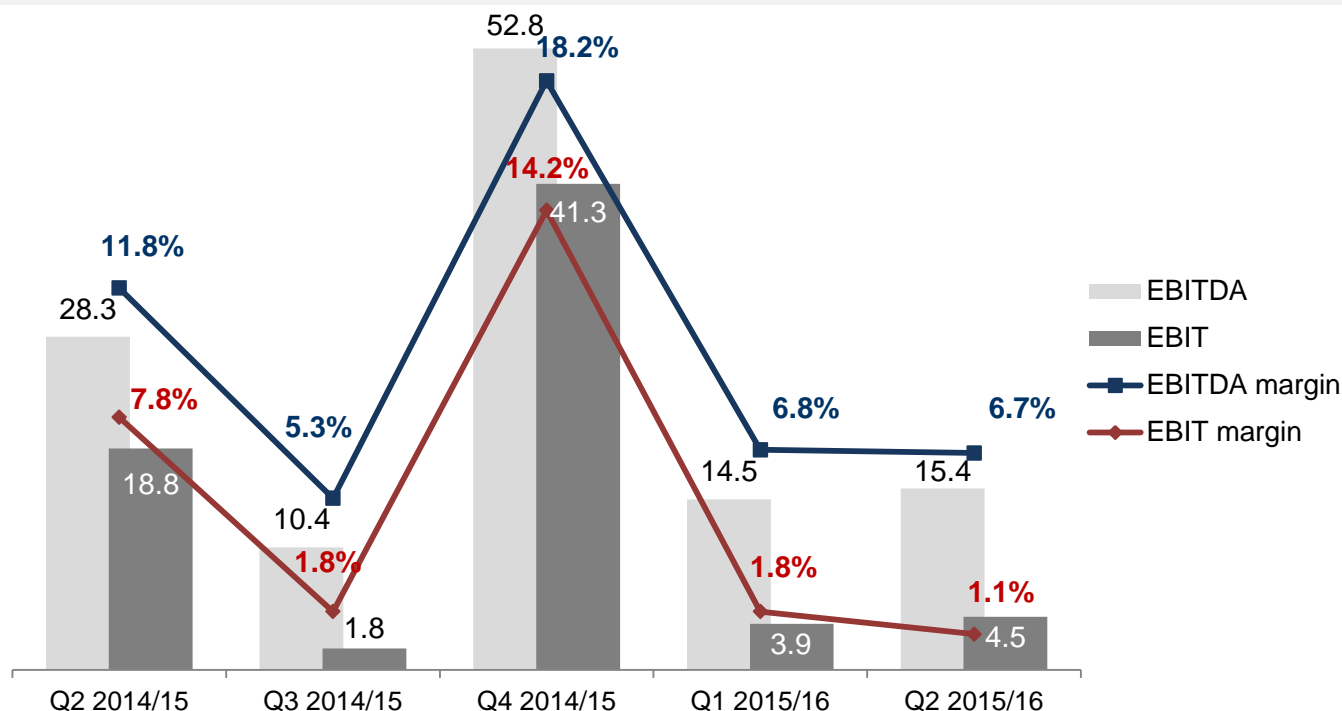
in EUR million



EBITDA, EBIT and margins

- ➔ H1 2015/16: **Group EBITDA** declined to EUR 29.9 million. HALLHUBER contribution: EUR 6.6 million
- ➔ In particular the decline in high-margin Wholesale revenues as well as Core-Retail I-f-I of -6.7% resulted in decreased earnings compared to the previous year period
- ➔ H1 2015/16: **Group EBIT** decreased to EUR 8.4 million. HALLHUBER contributed EUR 0.4 million

Increased depreciation/amortisation (from HALLHUBER acquisition and expansion activities) as well as extraordinary write-downs resulting from the 21 store closings (EUR 2.3 million) lead to substantially lower EBIT compared to H1 2014/15



Extraordinary costs affect profitability

➔ Extraordinary one-time costs of EUR 36 million resulting from the realignment programme were budgeted for 2015/16 and 2016/17. In H1 2015/16 EUR 2.6 million extraordinary costs effected the earnings situation

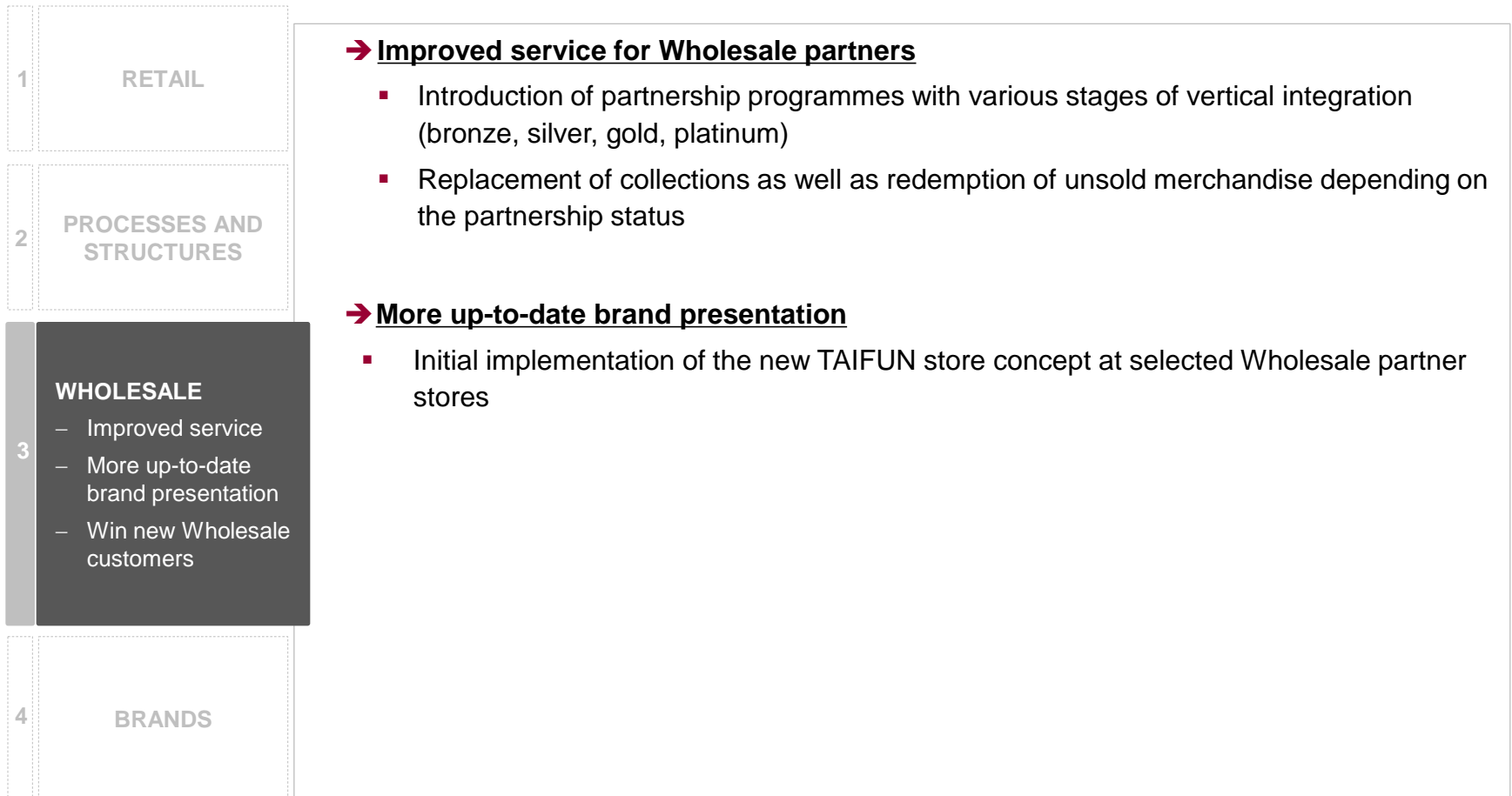
in EUR million	
EBITDA reported	29.9
Extraordinary one-time costs	0.3
EBITDA adjusted	30.2

Depreciation / amortisation	21.5
EBIT reported	8.4
Extraordinary depreciation / amortisation	2.3

EBIT adjusted	11.0
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1	RETAIL <ul style="list-style-type: none">- Optimisation of the store network- Improved customer approach- Digitalisation- Optimisation of merchandise/inventory management	<p>→ Optimisation of the store network</p> <ul style="list-style-type: none">▪ 21 stores closed by 30 April 2016▪ We are thus well on track to closing at least 103 stores in Germany and abroad this financial year and next▪ The budget provides for extraordinary cash-related closure costs in the amount of EUR 14 million; in H1 2015/16 extraordinary costs of EUR 0.3 million have been incurred. Extraordinary write-downs amounted to EUR 2.3 million in H1.▪ Redesign of the TOP 17 stores starts with the stores at Jungfernstieg in Hamburg and Viktualienmarkt in Munich – to reopen in September 2016 <p>→ Digitalisation</p> <ul style="list-style-type: none">▪ Merge the responsibility for the e-commerce operations of GERRY WEBER and HALLHUBER in Munich. Create an E-Commerce Manager function for the Group as a whole <p>→ Optimisation of merchandise/inventory management</p> <ul style="list-style-type: none">▪ Reduction in the number of items per square meter in the stores. This has resulted in much better pricing and a higher gross margin. Sales revenues per square metre on the decline in spite of better pricing and fewer discounts due to reduced number of items.
2	STRUCTURES AND PROCESSES	
3	WHOLESALE	
4	BRANDS	

1	RETAIL	
2	STRUCTURES & PROCESSES <ul style="list-style-type: none">– Reduce non-staff and personnel expenses– Efficiency potential of logistic centre	<ul style="list-style-type: none">→ <u>Reduce personnel expenses</u><ul style="list-style-type: none">▪ Negotiations on redundancy plans for Retail and administrative support functions at the head office in Hale/Westphalia signed at end of May 2016→ <u>Reduce non-staff expenses</u><ul style="list-style-type: none">▪ Start of implementation phase to streamline the product development processes→ <u>Efficiency potential of the logistic centre</u><ul style="list-style-type: none">▪ Current capacity of 100,000 items per day.▪ Target of 160,000 items per day to be reached at the beginning of the second half 2016
3	WHOLESALE	
4	BRANDS	



1	RETAIL	<p>→ <u>Modernise the GERRY WEBER core brand</u></p> <ul style="list-style-type: none">▪ Hire new product managers for GERRY WEBER Outdoor and Collection▪ Redesign of the in-store presentations and window dressing▪ New imagery of our upcoming advertising campaigns
2	PROCESSES AND STRUCTURES	<p>→ <u>Strengthen the TAIFUN brand identity</u></p> <ul style="list-style-type: none">▪ Launch of the new TAIFUN store concept▪ Participation and presentation of the TAIFUN brand at Panorama in Berlin
3	WHOLESALE	<p>→ <u>Launch of the new brand “talkabout”</u></p> <ul style="list-style-type: none">▪ Presentation of the new brand at Panorama in Berlin▪ Sale in approx. 30 test shops at the TOP Wholesale partners
4	BRANDS <ul style="list-style-type: none">– Modernise GERRY WEBER– Strengthen TAIFUN brand identity– Launch new brand	

➔ Based on the current business performance and the implementation status of “FIT4GROWTH”, and assuming no changes in the market environment, we confirm the guidance provided at February 2016 for the current financial year.

	GERRY WEBER GROUP	GERRY WEBER Core	HALLHUBER	GERRY WEBER GROUP TOTAL
in EUR million	2014/15	2015/16	2015/16	2015/16
Sales	920.8	710 - 730	180 - 190	890 - 920
EBITDA (reported)	115.8	45 - 50	15 - 20	60 - 70
EBIT (reported)	79.3			10-20

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 to 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.