

FACT SHEET

COMPANY PROFILE

GERRY WEBER International AG, headquartered in Halle/Westphalia, operates on a global scale and unites five strong fashion brands under one roof: GERRY WEBER, TAIFUN, SAMOON, talkabout and HALLHUBER. Since its beginning in 1973 GERRY WEBER International AG, which is listed in the Prime Standard of the German Stock Exchange, has become one of the best known German fashion and lifestyle companies with approximately 1,250 company-managed stores and sales spaces (incl. 397 from HALLHUBER), approximately 2,480 shop-in-shops and 270 franchised stores worldwide as well as brand online-shops in nine countries. With some 6,900 employees worldwide (including about 2,065 from HALLHUBER) and distribution channels in roughly 60 countries, the GERRY WEBER Group is one of the largest listed fashion companies in Germany.

In the financial year 2016/17 (1 November 2016 to 31 October 2017) the GERRY WEBER Group generated sales revenues of EUR 880,9 million and operating income (EBIT) in the amount of EUR 10.3 million. The HALLHUBER subsidiary, which was acquired in February 2015, contributed EUR 194.3 million to GERRY WEBER Group sales. The Managing Board consists of Johannes Ehling (CSO / CDO) as well as Florian Frank (CRO).

SHARE CHART



SHAREHOLDER STRUCTURE

| | |
|-------|---|
| 29.6% | Gerhard Weber (directly and indirectly) |
| 17.5% | Community of heirs of Udo Hardieck (Alexander Hardieck und Nina Lauterbach)** |
| 3.9% | Ralf Weber (directly and indirectly) |
| 8.6% | Axxion S.A.* |
| 49.0% | Free float |

Last Update: Dec 14, 2018

* included in the free float

** Additionally, the two members of the community of heirs hold further 0.26% and 0.2% respectively of the Company's share capital.

MANAGEMENT



Johannes Ehling
Spokesman of the
Managing Board



Florian Frank

SUPERVISORY BOARD

| | |
|--------------------------------------|---------------------------------|
| > Dr. Ernst F. Schröder (C) | > Manfred Menningen (DC) |
| > Alfred Thomas Bayard | > Olaf Dieckmann |
| > Ute Gerbaulet | > Klaus Lippert |
| > Alexander Hardieck | > Rena Marx |
| > Ralf Weber | > Andreas Strunk |
| > Charlotte Weber-Dresselhaus | > Hans-Jürgen Wentzlaff |

STOCK FUNDAMENTALS

| | |
|-----------------|--|
| ISIN | DE0003304101 |
| WKN | 330410 |
| Share type | Ordinary |
| Bloomberg Code | GW11@GR |
| Reuters Code | GWIG.DE |
| Ticker | GW11 |
| Branch | Fashion |
| Segment | Prime Standard |
| Last Dividend | 0.00 (2016/17) |
| No. of shares | 45,905,960 |
| Market Cap | EUR 107.42 mn |
| 52 week high | 9.58 EUR |
| 52 week low | 1.99 EUR |
| Stock exchanges | Germany: Berlin, Hamburg, Hanover, Munich, Stuttgart, Tradegate Exchange on the Open Market, Dusseldorf in the Regulated Market, Frankfurt in the Regulated Market (Prime Standard); Europe: SIX, Vienna |

FINANCIAL CALENDAR

| | |
|------------------------|--|
| February, 2019 | Publication annual financial report |
| March, 2019 | Publication quarterly statement (call-date Q1) |
| April, 2019 | Annual General Meeting |
| June, 2019 | Publication half-yearly financial report |
| September, 2019 | Publication quarterly statement (call-date Q3) |

FACT SHEET

ANNUAL FIGURES

| | 2016/2017 | 2015/2016 | 2014/2015 | 2013/14 | 2012/13 |
|--|--------------|--------------|--------------|--------------|--------------|
| in EUR million | | | | | |
| Sales by regions | 880.9 | 900.8 | 920.8 | 852.1 | 852.0 |
| Domestic | 557.6 | 598.9 | 574.6 | 510.4 | 520.2 |
| International | 323.3 | 301.9 | 346.2 | 341.7 | 331.8 |
| Sales by segment | 880.9 | 900.8 | 920.8 | 852.1 | 852.0 |
| GERRY WEBER Core Wholesale | 294.0 | 298.4 | 365.4 | 447.2 | 488.3 |
| GERRY WEBER Core Retail | 392.6 | 419.2 | 440.3 | 404.9 | 363.7 |
| HALLHUBER ³⁾ | 194.3 | 183.2 | 115.2 | 0.0 | 0.0 |
| Sales split by brand | | | | | |
| GERRY WEBER | 57.8% | 59.7% | 66.6% | 76.2% | 75.2% |
| TAIFUN | 15.6% | 15.5% | 16.1% | 18.3% | 19.4% |
| SAMOON | 4.5% | 4.5% | 4.8% | 5.6% | 5.3% |
| HALLHUBER ³⁾ | 22.1% | 20.3% | 12.5% | 0.0% | 0.0% |
| Cost of materials | 356.7 | 369.8 | 392.7 | 390.9 | 386.2 |
| Personnel expenses | 192.0 | 202.7 | 187.1 | 154.9 | 143.3 |
| Other operating income | 279.3 | 308.7 | 273.8 | 214.3 | 203.7 |
| Depreciation / Amortisation | 47.9 | 63.5 | 36.5 | 25.3 | 21.6 |
| Key earnings figures | | | | | |
| EBITDA | 58.2 | 77.3 | 115.8 | 134.2 | 127.5 |
| EBITDA margin | 6.6% | 8.6% | 12.6% | 15.7% | 15.0% |
| EBIT | 10.3 | 13.8 | 79.3 | 108.9 | 105.8 |
| EBIT margin | 1.2% | 1.5% | 8.6% | 12.8% | 12.4% |
| EBT | 2.6 | 5.2 | 73.1 | 104.6 | 102.8 |
| EBT margin | 0.3% | 0.6% | 7.9% | 12.3% | 12.1% |
| Annual net loss/ profit | -0.8 | 0.5 | 52.2 | 71.4 | 71.0 |
| Earnings per share in Euro ¹⁾ | -0.02 | 0.01 | 1.14 | 1.56 | 1.55 |
| Capital structure | | | | | |
| Balance sheet total | 789.9 | 900.7 | 938.6 | 685.2 | 531.6 |
| Equity | 412.7 | 446.5 | 483.4 | 455.3 | 395.8 |
| Investments | 62.3 | 59.9 | 216.6 | 65.0 | 37.9 |
| Equity ratio | 52.3% | 49.6% | 51.5% | 66.4% | 74.5% |
| Key figures | | | | | |
| Average Staff number | 6,921 | 7,022 | 7,027 | 5,202 | 4,700 |
| Return on Investment (ROI) ²⁾ | 1.3% | 1.5% | 8.4% | 15.9% | 19.9% |
| Return on Equity (ROE) ²⁾ | 2.5% | 3.1% | 16.4% | 23.9% | 26.7% |

1) 2016/17 on the basis of 45,695,674 shares (calculation pro rata temporis); all other years on the basis of 45,905,960 shares

2) EBIT basis

3) 2014/15 only nine months consolidated

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