

FY 2021

May 30, 2022

**WE ARE
GERRY**

and Q1 2022 RESULTS

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/ EXECUTIVE SUMMARY FY 2021 AND Q1 2022

Challenges in FY 2021 successfully managed

Net debt reduced to EUR 19.1 mn; state aid of EUR 28.3 mn recognized in profits

Net sales at EUR 262.7 mn in line with expectations, normalized EBITDA¹ exceeds outlook at EUR 28.8 mn → outlook for FY 2021 achieved

Net income at EUR 23.0 mn → return into profit zone

Group equity ratio increased to 19.8 % and robust cash position of EUR 50.0 mn at end of Dec 2021

Supply chain challenges well managed in FY 2021

Significant improvement in employee satisfaction study conducted by TextilWirtschaft

Positive normalized EBITDA at 1.7 mn in Q1 2022 despite challenging environment



Guidance for FY 2022 adjusted due to increasing unpredictabilities (war between Russia and Ukraine, development of covid pandemic and resulting consequences)

SAMOON

OPERATIVE HIGHLIGHTS

Because I'm happy

duce
use.
cycle
peat.
RE

OUR VISION 2025

- BECOME MARKET LEADER IN THE MAINSTREAM SEGMENT
- BE A MUST-HAVE FOR WHOLESALE PARTNERS

MILESTONE:

- REFINANCING IN FY 2023



/ BRAND STRATEGY

GERRY WEBER



#1 BRAND
IN THE MODERN CLASSIC
MAINSTREAM SEGMENT

TAIFUN



RELAUNCH
ALL TOUCHPOINTS
CASUAL MAINSTREAM

SAMOON



1 CURVY BRAND
IN EUROPE
AS OF 2025

GERRY WEBER

COLLECTION

- Precisely tailored to appeal to the "WOW" generation
- Sharper focus/increase fashion share
- Mid-price remains general, moderate price increase through qualities
- Statement pieces for more depth of collection

GERRY WEBER

EDITION

- Style focus on generation "WOW"
- Be among the TOP5 in each category in the Modern Classic Mainstream
- Focus on volume-generating yield items, flanked by core and fashion items



WE ARE GERRY

TAIFUN

- Further developing of TAIFUN'S DNA
- Focus on the charisma of the brand
- Be a key player in the Modern Women Casual Mainstream segment
- Independent distribution



WE LOVE TO MOVE

SAMOON

- Adaptation of product development to successful online business
- Independent distribution
- Boosting brand image through collaboration with influencers
- First digital showroom (100% sample reduction)



/ E-COMMERCE DEVELOPMENT FY 2021

Key Highlights:

- Fastest route to market
- Sales increased by 29% to EUR 42.1 mn/
share of 16.5% of total Group sales
- Introduction of Rest of World online shop
- Opening of online outlets in Austria, Poland and
The Netherlands
- Monthly live shopping initiated
- Relaunch of Samoon.com in 2022
- Introduction of "Ship from store" and
"Return anywhere" planned
- Ongoing targeted growth of 20% yoy



Wir stellen auf Frühling um

Es wird Zeit für ein Garderoben-Update,
der Frühling zieht endlich wieder ein!

NEUHEITEN ENTDECKEN



Wieder im Fokus: Kleider

Unsere Must-haves im März:
Wickel- und Hemdblusenkleider.

KLEIDER SHOPPEN



/ RETAIL DEVELOPMENT FY 2021

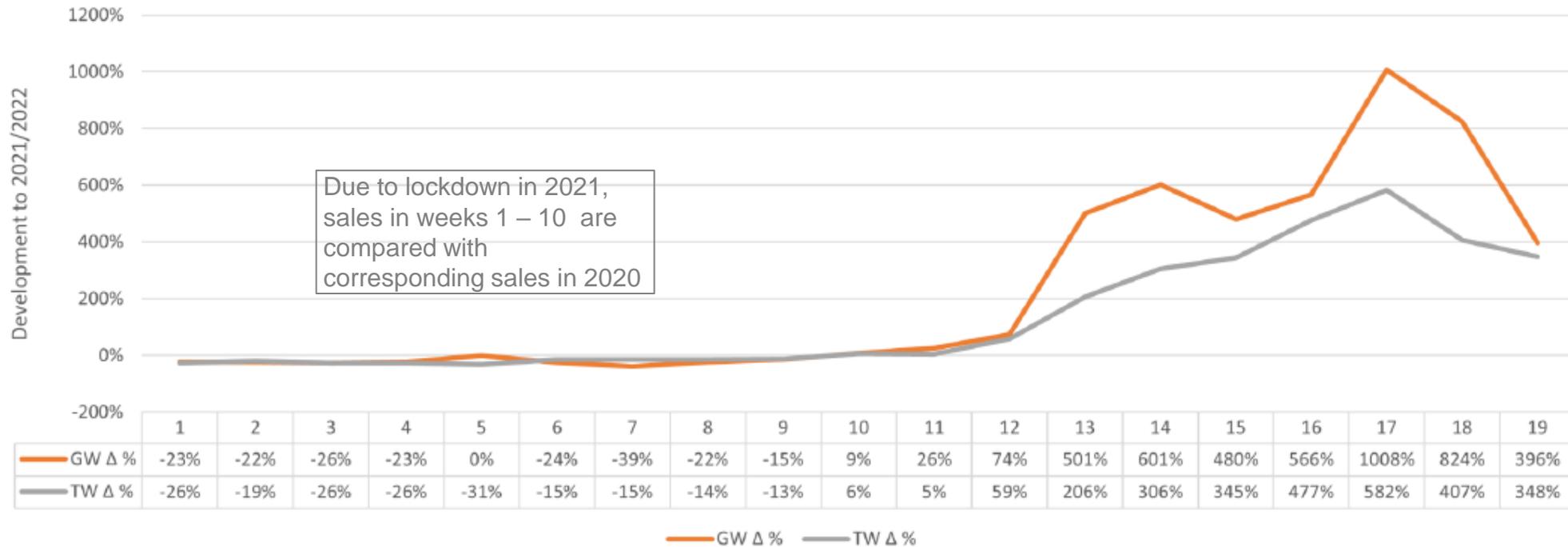
Key Highlights:

- Sales reached EUR 123.3 mn/
share of 46.9% of total Group sales
- All stores open in 2021 as of June, 2G+ as of winter
again
- Loss of around 55 sales days (18% of overall sales
days in FY 2021 (38 days or 12% in FY 2020) due to
lockdown
- New store concept tested in Münster;
ready to be rolled out
- Additional shopping experience created with
“UND GRETEL and “Triumph”
- Clustering of stores in three categories
- Window Shopping 3.0 implemented
- New visual merchandise concept rolled out
- Frequencies currently down due to decreasing
customer sentiment



/ CURRENT RETAIL PERFORMANCE INDICATES WE ARE ON THE RIGHT TRACK

Performance in calendar weeks 13 to 18 2022 well above overall market development (TW)



- Current collections are well perceived - quality, price and performance just right
- Increased service orientation pays off
- Implementation of new visual merchandise concept leads to an improved and more valuable brand appearance

/ WHOLESALE DEVELOPMENT FY 2021

Key Highlights:

- Sales of EUR 94.9 mn/
share of 37.2% of total Group sales
- High visibility due to preorder – around 80%
of wholesale sales for FY 2022 secured
already
- Ageless collections well perceived
- Current low frequencies also affects our
wholesale partners
- WHS partners are interested in GWI again –
first important partners came back in 2021
- Partners are more interested in GW, but
current macroeconomic situation holds them
back
- Promising store openings in Eastern Europe



/ BRAND COMMUNICATION



BRANDS AND BRAND COMMUNICATION IN TRADE & CONSUMER MAGAZINES



TAILORED SOCIAL MEDIA AND PR CAMPAIGNS

COOPERATION TESTIMONIALS/BRAND AMBASSADORS

CONCEPTUAL BRAND MARKETING FOR GERRY WEBER

CONSISTENT BRAND MANAGEMENT ALONG THE RESPECTIVE BRAND VALUES



#IAMGERRY on social media



Ads



Movie



Blog



WE ARE GERRY - CAMPAIGN

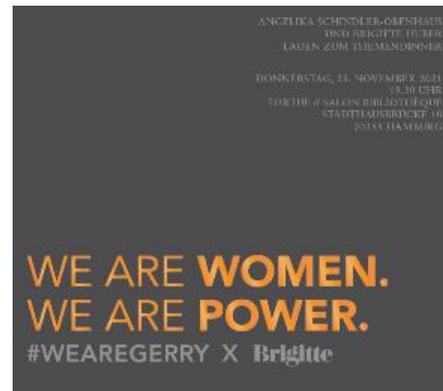
POS material



Editorial mention



GERRY WEBER INTERNATIONAL AG



Events



Provide influencers / VIPS with products

OMNICHANNEL

FUTURE PROOF & ATTRACTIVE



#WEAREGERRY

OMNICHANNEL

TODAY



- **INSTORE ORDERING IN DE, AT, NL**
- **CLICK & RESERVE**
- **APPOINTMENT BOOKING IN DE**

FUTURE



- **LINKING APP & CHECKOUT**
- **APP ROLLOUT IN NL, AT**
- **CLICK & COLLECT**
- **CRM CONNECTION TO INSTORE APP**
- **SHIP FROM STORE**

ESG – SUSTAINABILITY

INTEGRAL PART

FIVE DIRECTIONS



#WEAREGERRY

SUSTAINABILITY IMPLEMENTATION

Focus on circular economy / recycling / cooperations

44% of articles of the spring summer season sustainable

Climate neutral headquarters in Halle (as of March 2022)

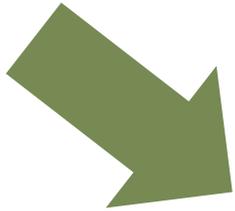
Long term incentive for management combines both business and ESG targets

**transparent
demanding
measurable**

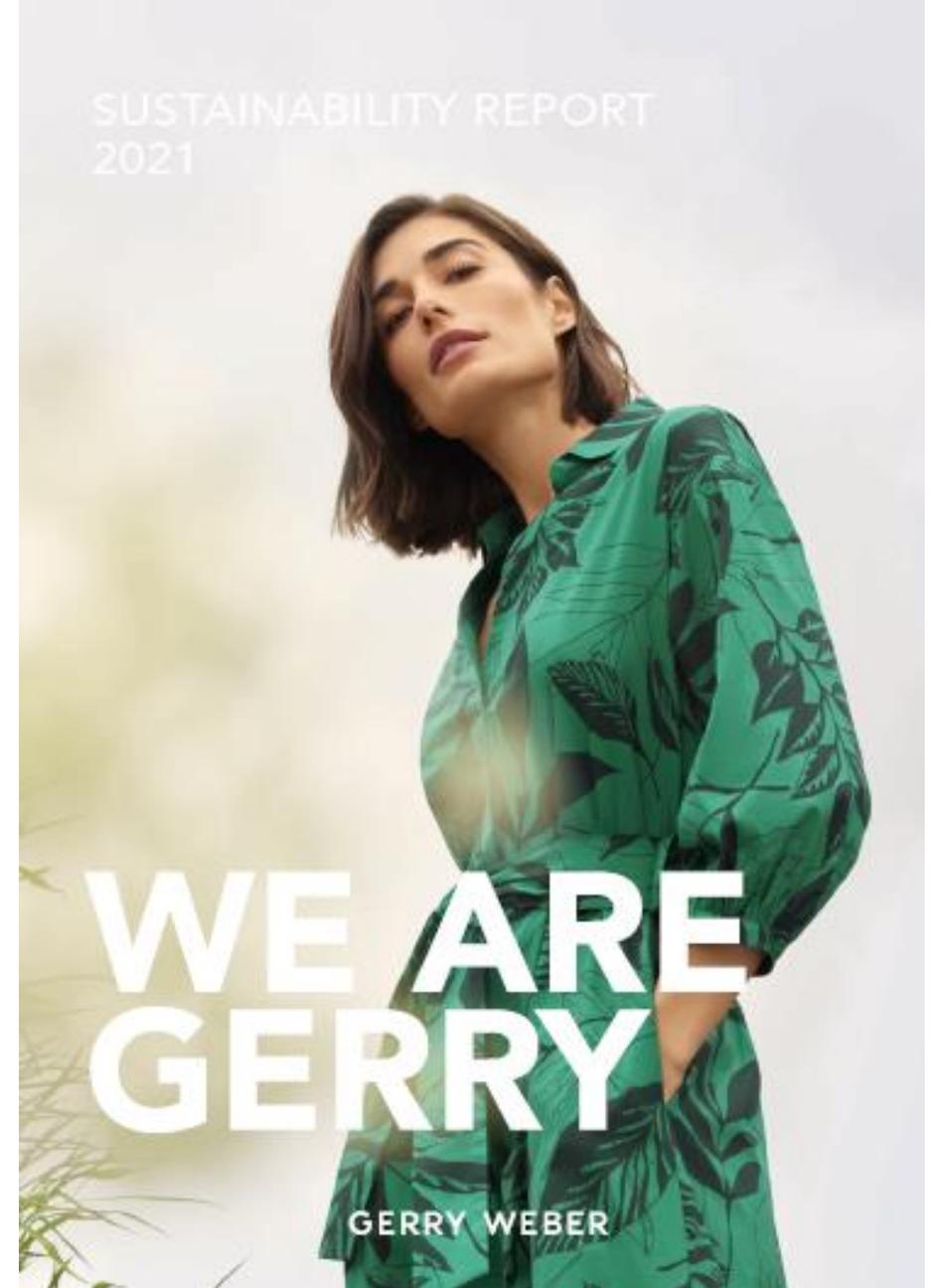
/ ESG Report 2021 AVAILABLE ONLINE

“New ways of thinking and concepts are in demand to set up companies sufficient – for the **future** and the social change.”

Angelika Schindler-Obenhaus, CEO GERRY WEBER



ir.gerryweber.com/websites/gerryweber/English/4100/annual-reports.html



Magazine ads



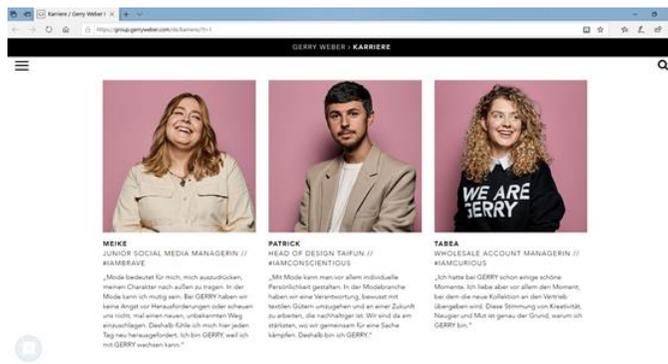
EMPLOYER BRANDING

Rising star 2021
in Textilwirtschaft's employee
satisfaction survey



Videos for
Social
Media

Corporate website



Linkedin and Instagram pictures

Trainee campagne



/ PRODUCT SUPPLY CHAIN AND RAW MATERIAL INFLATION

Close cooperation with suppliers and partners to manage and mitigate disruption effects

01

Closure of production facilities led to a shortage of production capacities in our sourcing countries (e.g. Turkey, China, Bangladesh and Vietnam)



02

Shipping of goods increased in reliability, duration and cost around the world across all transport vehicles



03

Task force that screened situation daily; counteraction with revised schedules (longer deadlines) and close cooperation with production partners to secure merchandise delivery on time

Delivery rates within redelivery deadline between 60 to 90%

04

Pandemic-related shortages in logistics as well as increases in the cost of materials, freight and energy will lead in some cases to significant price increases as of next wholesale order

OUTLOOK 2022

ongoing close screening in all sourcing countries and derivation of corresponding countermeasures

FINANCIAL HIGHLIGHTS FY 2021

WE LOVE
TO MOVE



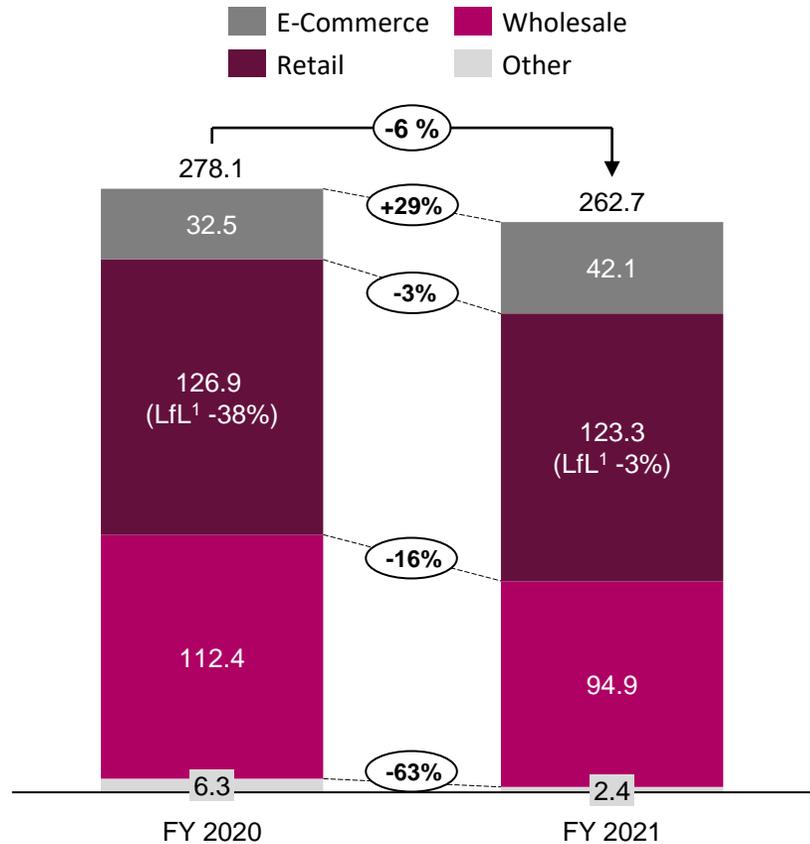
/ FINANCIAL HIGHLIGHTS FY 2021

Normalized EBITDA beyond expectations driven by strict cost management, state support and short-time work

| | | | |
|---|---|---|-----------------------------------|
| Total Sales EUR 262.7 mn | Sales Split Retail: EUR 123.3 mn Wholesale: EUR 94.9 mn E-commerce: EUR 42.1 mn Others: EUR 2.4 mn | Normalized EBITDA EUR 28.8 mn | Net Income EUR 23.0 mn |
| Cash Flow from current operating activities EUR 14.4 mn | Cash & Cash Equivalents EUR 50.0 mn | Net Debt EUR 19.1 mn | Equity ratio EUR 19.8 % |

/ SALES DEVELOPMENT IMPACTED BY LOCKDOWN RESTRICTIONS

Sales development in FY 2021 at -6% compared to FY 2020



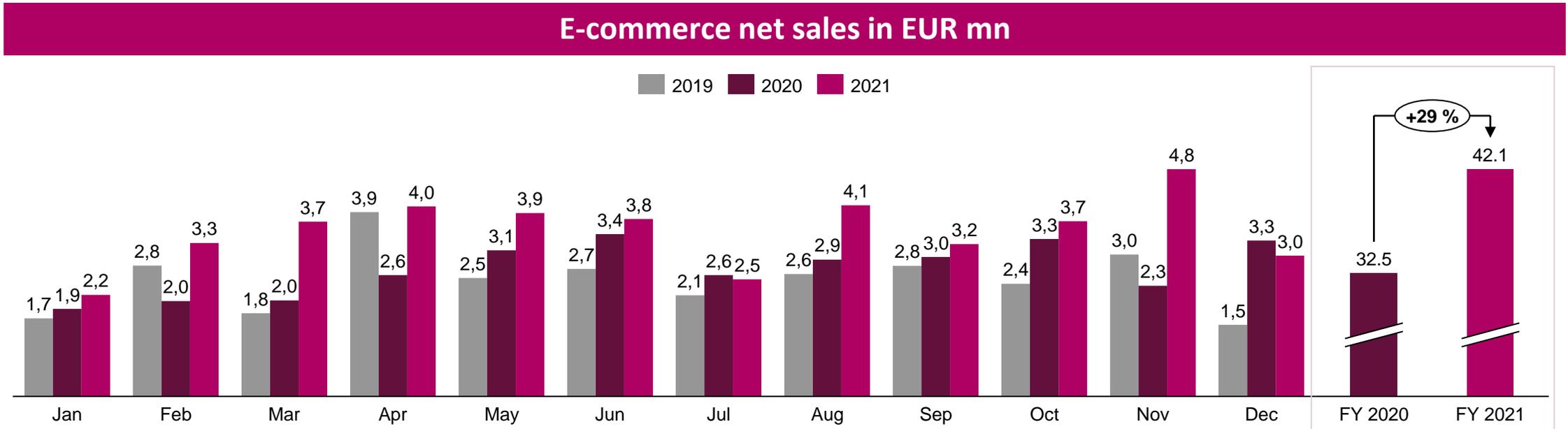
¹ Lfl: Like for like sales compared to PY in % (without sales of closed stores)

Comments

- Loss of around 55 sales days (18% of overall sales days in FY 2021 (38 days or 13% in FY 2020))
- Growth in segment E-Commerce is driven by lockdown, expansion of online outlet business, integration of additional marketplaces, and performance enhancement of own e-shops
- Sales decline Retail and Wholesale mainly due to lockdown and restrictions in managing of stores in Germany and other countries
- Retail like-for-like sales were at -3% compared to FY 2020

/ SALES DEVELOPMENT IN E-COMMERCE: PLUS 29% IN FY 2021

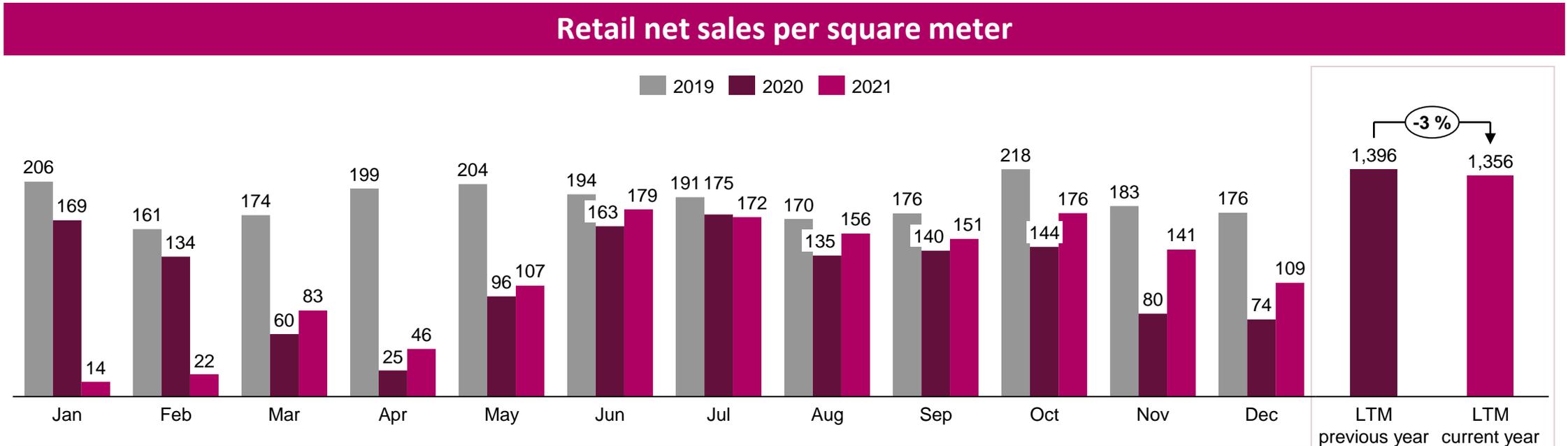
Growth path positively impacted by lockdowns, but ongoing after reopening of stores



- Target of 20%+ growth overachieved in FY 2021
- Strong sales in November 21 driven by successful Black Friday campaign
- Additional initiatives like monthly live-shopping events launched to secure growth path going forward
- Target is to grow Ecommerce sales by 20% and more yearly over the medium term

/ SALES DEVELOPMENT RETAIL

Net sales per sqm in FY 2021 below last year



- Limited comparability of monthly sales figures due to pandemic (stores open/closed in different months in 2020 and 2021)
- November and especially December influenced by low frequencies due to increased Covid-19 restrictions
- 2022 remains challenging due to unforeseeable development of Russia Ukraine conflict and pandemic heading into winter
- Target remains to steer sqm sales and like-for-like sales to 2019 level and beyond

/ PRE-ORDER SYSTEM IN WHS LEADS TO REVENUE VISIBILITY

80% of total wholesale sales for FY 2022 are secured by April 2022

| Order | Deadline for Preorder | Delivered and invoiced to our wholesale customers | In % of total wholesale 2021 (cum) |
|-----------|-----------------------|---|------------------------------------|
| Spring O1 | Aug 15, 2021 | Jan - Mar 2022 | 18% |
| Summer O2 | Oct 31, 2021 | Apr - May 2022 | 33% |
| Autumn O3 | Feb 06, 2022 | Jul - Sep 2022 | 64% |
| Winter O4 | Apr 18, 2022 | Oct - Dec 2022 | 80% |

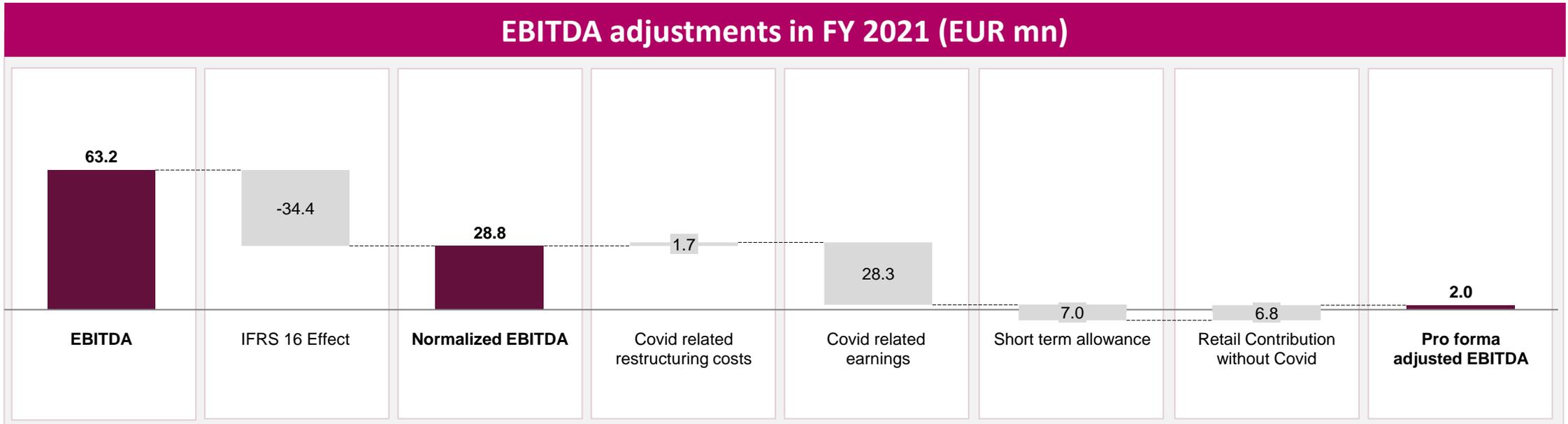
Comments

Preorder leads to high visibility in our wholesale business:

- 80% of wholesale sales for FY 2022 secured in Apr 2021
- Reorders of in store collections and depot business lead to additional sales

/ EBITDA BRIDGE FY 2021

Beyond expectations driven by strict cost management, state support and short-time work

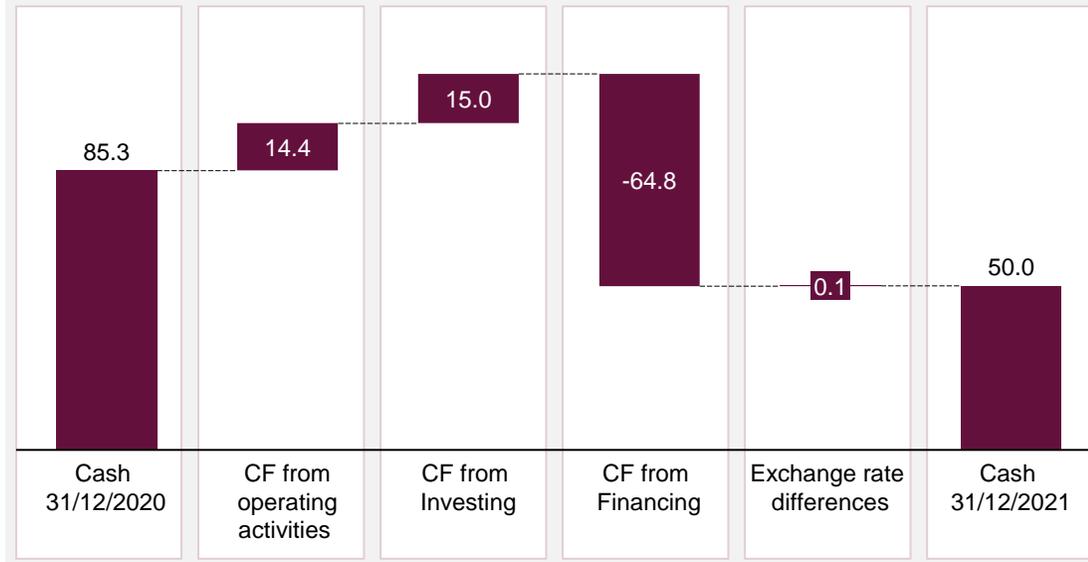


- EBITDA rose sharply to EUR 63.2 mn, corresponding EBITDA margin climbed to 24.1%
- Normalized EBITDA at EUR 28.8 mn roughly EUR 69 mn above last year; normalized EBITDA margin reaches 10.9%
- Pro forma adjusted EBITDA slightly positive at EUR 2.0 mn
- As of Q1 2022 pro forma adjusted EBITDA will be not reported as no further lockdowns expected in FY 2022

/ POSITIVE OPERATING CASH FLOW / RCF FULLY REPAID

Reduction of cash as expected driven by financing of inventories and repayment insolvency liabilities

Cash Flow Chart FY 2021 (EUR mn)



Positive Free Cash flow despite COVID-19

- Positive Cash flow from current operating activities of EUR 14.4 mn despite lockdown including EUR 12 mn state support; second tranche of state support EUR 17.2 mn not included (cash in Jan. 2022)
- Cash flow from investing includes payment from sale of Ravenna Park of EUR 25 mn

Cash Flow statement (EUR mn)

| | 2021 |
|---|-------------|
| CF from current operating activities | 14.4 |
| CF from investing/desinvesting activities | 15.0 |
| Free Cash flow | 29.4 |
| CF from financing activities | -64.8 |
| Exchange rate differences | 0.1 |
| Cash & cash equivalents at the beginning ¹ | 85.3 |
| Cash & cash equivalents at the end¹ | 50.0 |

Cash flow from financing activities

- Proceeds from additional loan of EUR 5.0 mn (exchange offer)
- Repayment of RCF of EUR 17.5 mn
- Payment of liabilities relating to the rights of use (IFRS 16) of EUR 17.8 mn
- Repayment of insolvency liabilities of EUR 34.6 mn

¹ According to balance sheet

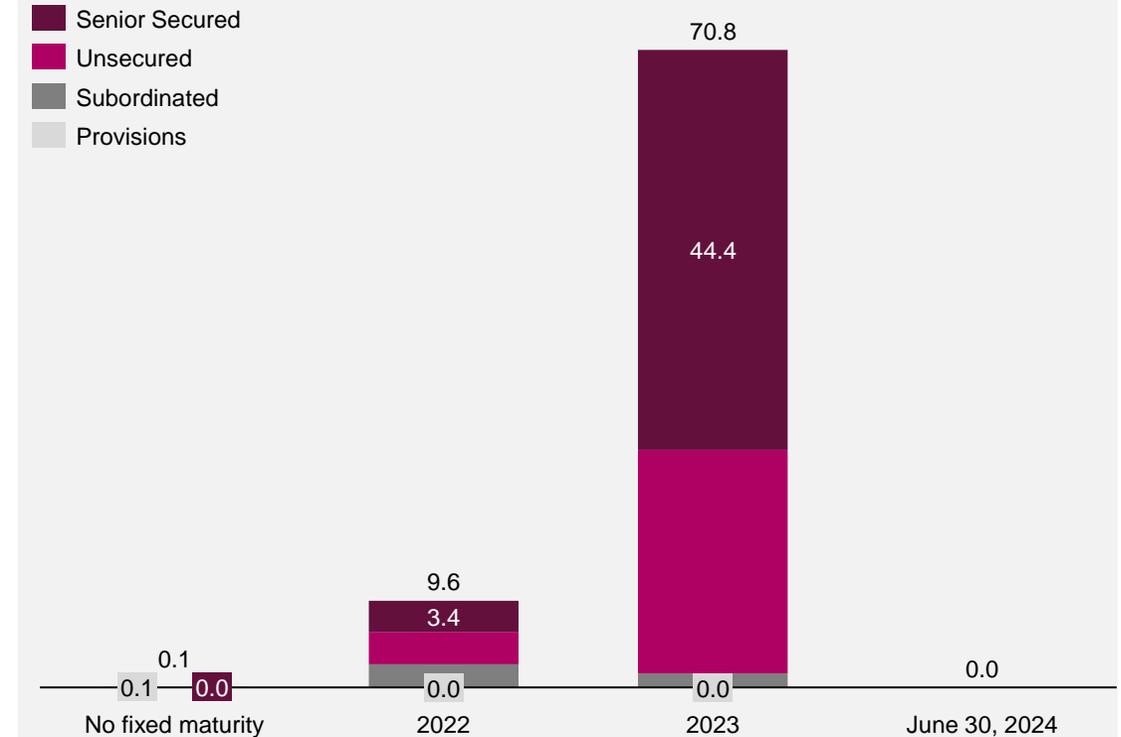
/ CAPITAL STRUCTURE IN DETAIL

Robust cash position combined with devaluation of contingent liabilities leads to massively reduced net debt of EUR 19.1 mn

Debt waterfall as of December 31, 2021

| Net Debt in EUR mn | Book values | Un-discounted cash outflows | Secured by escrow accouts | Founded by liquidity of the company | | |
|--|--------------|-----------------------------|---------------------------|-------------------------------------|------------------------|--------------------|
| | | | | Total | Thereof non-contingent | Thereof contingent |
| Cash ¹ | -50.0 | | | | | - |
| Revolving Credit Facility ² | 0.9 | 0.9 | - | 0.9 | 0.9 | - |
| Principal Term Loans ³ | 37.8 | 47.0 | - | 47.0 | 47.0 | - |
| Net Senior Debt | -11.3 | | | | | |
| Straight Bonds | 22.5 | 24.5 | - | 24.5 | 24.5 | - |
| Convertible Bonds | 1.2 | 1.3 | - | 1.3 | 1.3 | - |
| Insolvency Cash Quota | 1.0 | 1.0 | - | 1.0 | 1.0 | - |
| GWR Quota | 1.6 | 1.6 | 1.6 | - | - | - |
| Excess Liquidity Quota | - | - | - | - | - | - |
| Net unsecured debt | 15.0 | | | | | |
| Additional quota | 4.0 | 4.1 | 4.1 | - | - | - |
| Provisions and adjustments | 0.1 | 0.1 | - | 0.1 | 0.1 | - |
| Net Debt | 19.1 | | | | | |

Debt distribution profile – undiscounted cash flows in EUR mn



¹ Thereof EUR 12.2 mn deposited in insolvency plan escrow account

² 4% p.a. commitment fee. 8% p.a. cash interest on drawn amounts

³ 12% p.a. of which up to 8% p.a. may be capitalized (PIK), given as PV (incl. upfront Fee and PIK)

/ MAIN RESTATEMENTS IN GROUP ACCOUNTS FY 2020¹

| Area | Description | Effect on normalized EBITDA* in FY 2020 |
|---|---|--|
| Evaluation of inventories | <ul style="list-style-type: none"> - Accounting for inventories at cost of acquisition rather than cost of manufacturing due to the switch to full purchase - Recognition of development cost as an intangible assets according to IAS - Going forward accounts are shown according to above standards | <ul style="list-style-type: none"> - Mainly reclassifications - Cumulated effect of EUR -0.9 mn on normalized EBITDA |
| Accounting for leases - IFRS 16 / Cash generating units (CGU) impairment - IAS 36 | <ul style="list-style-type: none"> - Adjustment of incremental borrowing rate to take into account duration, LTV and GERRY WEBER's credit rating - Adjustment of Impairment on CGU level according to IAS 36 - Going forward impairment tests on CGU level will be performed every year or when so-called triggering event come up | <ul style="list-style-type: none"> - Cumulated effect of EUR -1.0 mn on normalized EBITDA - Cumulated effect of EUR -19.5 mn in additional depreciation and financial expenses |
| Others | <ul style="list-style-type: none"> - Adjustment embedded derivative - Adjustment returns - Adjustment deferred taxes based on error corrections - Reclassification of logistic costs | <ul style="list-style-type: none"> - Cumulated effect EUR +0.2 mn on normalized EBITDA |

¹ Error corrections and effects on balance sheet and P&L are explained in annual report 2021

/ MAIN ISSUES FROM KPMG AUDIT AND COUNTERMEASURES

Audit was a time-consuming process but helpful for the company in the long run

KPMG challenged various budget scenarios and provided GWI with an unqualified audit opinion

Restatements only led to minor changes in normalized EBITDA - accounting standards going forward adapted

Outlook adapted to current situation - nevertheless liquidity of the company secured by underlying identified measures

KPMG findings revealed deficiencies in internal control procedures and IT-systems; projects to fix deficiencies immediately started



KPMG audit boosted our IFRS reporting quality

TAIFUN

FINANCIAL HIGHLIGHTS Q1 2022

WE LOVE
TO MOVE



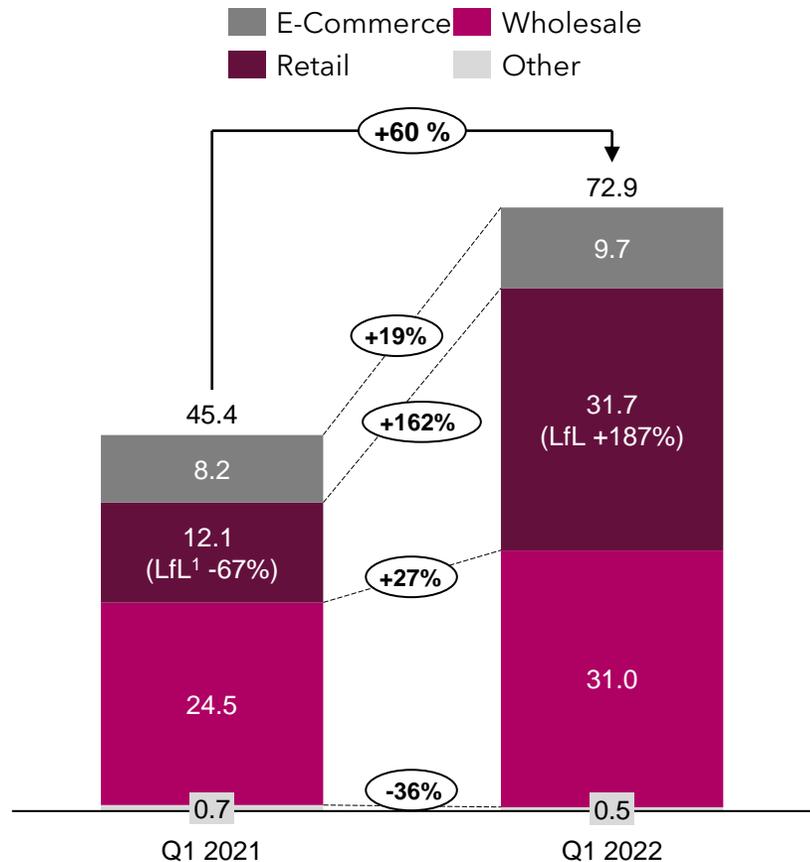
/ FINANCIAL HIGHLIGHTS Q1 2022

Positive normalized EBITDA at 1.7 mn in Q1 2022 despite challenging environment

| | | | |
|--|---|--------------------------|---------------------|
| Total Sales | Sales Split | Normalized EBITDA | Net Income |
| EUR 72.9 mn | Retail: EUR 31.7 mn Wholesale: EUR 31.0 mn E-commerce: EUR 9.7 mn Others: EUR 0.5 mn | EUR 1.7 mn | EUR -5.2 mn |
| Cash Flow from current operating activities | Cash & Cash Equivalents | Net Debt | Equity ratio |
| EUR 6.2 mn | EUR 64.1 mn | EUR 19.9 mn | EUR 17.8 % |

/ CATCH-UP-EFFECT FOLLOWING THE PREVIOUS YEAR STORE CLOSURES

Sales development in Q1 2022 at +60% compared to Q1 2021



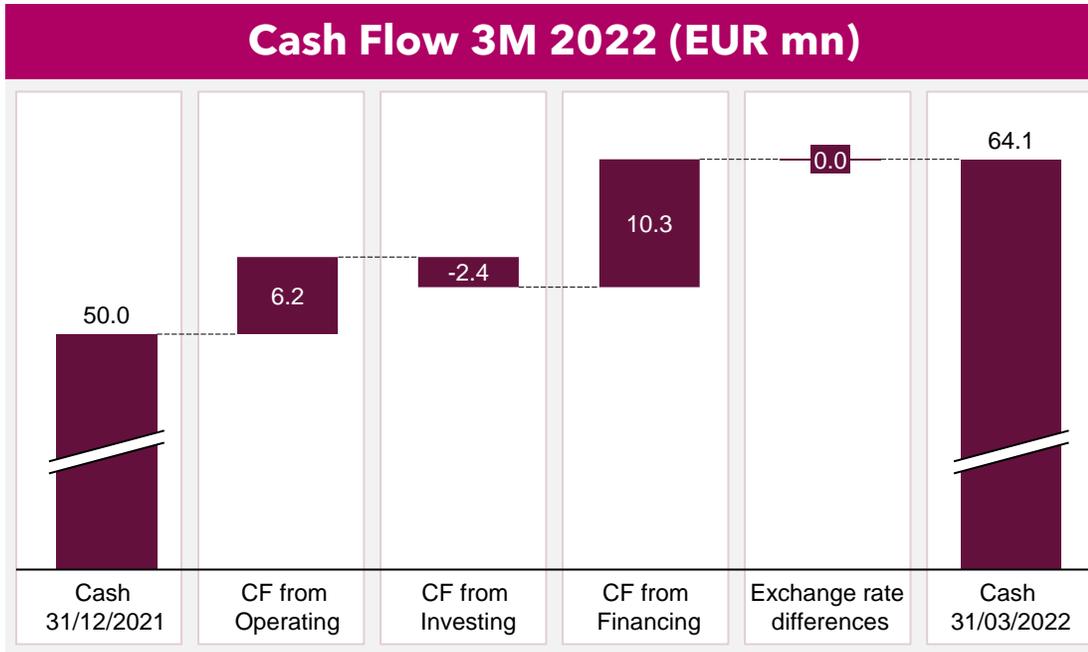
¹ LfL: Like for Like sales compared to PY in % (without sales of closed stores)

Comments

- Growth in E-Commerce segment continued in Q1 2022
- Limited comparability of sales figures due to lockdown in previous year's quarter of around 55 sales days (72% of overall sales days in Q1 2021)
- Sales growth Retail and Wholesale mainly due to catch-up-effect following lockdown in Q1 2021
- Like-for-like sales in Retail were at +187% compared to Q1 2021

/ POSITIVE FREE CASH FLOW OF EUR 3.8 MN ACHIEVED IN Q1 2022

State aid of EUR 17.2 mn included



Free cash flow improved

- Positive Cash flow from current operating activities of EUR 6.2 mn including EUR 17.2 mn state support
- Increase in Working Capital (EUR 23.8 mn) financed by state support
- Investments kept low due to uncertainty

Cash Flow statement (EUR mn)

| | 3M 2022 |
|---|-------------|
| CF from current operating activities | 6.2 |
| CF from investing activities | -2.4 |
| Free Cash Flow | 3.8 |
| CF from financing activities | 10.3 |
| Exchange rate differences | 0.0 |
| Cash & cash equivalents at the beginning ¹ | 50.0 |
| Cash & cash equivalents at the end¹ | 64.1 |

Cash flow from financing activities

- Cash effect of EUR 17.5 mn by drawing RCF
- Payment of liabilities relating to the rights of use (IFRS 16) of EUR 5.5 mn
- Repayment of insolvency liabilities of EUR 1.7 mn

¹ According to balance sheet

Outlook FY 2022

Because I'm happy



duce
use.
cycle
peat.
RE

/ ASSESSMENT OF SITUATION – MAY 2022

Overall goal is to secure successful refinancing in FY 2023

COVID-19 / RESTRICTIONS

Massive restrictions (e. g. 2G) in business operations in Q1 2022

STATE SUPPORT

Application for state support IV in progress

COVID-19 / SUPPLY CHAIN 2022

Impact especially on production and logistics capacities, material, production and freight costs; Supply chain remains challenging

REFINANCING

Partial refinancing of RCF in January 2022
Activities to secure successful refinancing will be accelerated in 2022

WAR BETWEEN RUSSIA AND UKRAINE

Russian invasion led to a further decline in consumer sentiment and footfall

FOCUS ON COST / CASH IS KING

Ongoing general strict cost discipline across the Group

/ ASSUMPTIONS – GUIDANCE FY 2022 (1)

Overall goal is to secure successful refinancing in FY 2023

TAKEN INTO ACCOUNT IN GUIDANCE

RETAIL STORES

remain open throughout 2022
fewer restrictions compared to Q1 2022

CONSUMER SENTIMENT

in Germany, Benelux, Austria and Switzerland
will not deteriorate further in the coming months
(compared to sentiment in May 2022)

WAR BETWEEN RUSSIA AND UKRAINE

potential effects such as sales shortfalls and margin
pressure considered to the extent that they can be
estimated; maintain business relations

UNCERTAINTY IN GUIDANCE

RETAIL STORES

increasing restrictions up to lockdown towards winter in
case covid-19 pandemic flares up again

CONSUMER SENTIMENT

deteriorates further due to overall economic and
macroeconomic situation

WAR BETWEEN RUSSIA AND UKRAINE

additional negative effect on consumer sentiment
in e. g. neighboring countries

/ ASSUMPTIONS – GUIDANCE FY 2022 (2)

Overall goal is to secure successful refinancing in FY 2023

TAKEN INTO ACCOUNT IN GUIDANCE

COST INCREASES

assumed to be covered fully through price increases already proved in orders

COST SAVINGS

Personnel measures (restrictive recruitment policy, implementation of short-time work), restrictive expenses and investments

DEVELOPMENT OF THE SEGMENTS

Retail and Wholesale expected to grow noticeably due to catch-up effect following lockdown in 2021
E-Commerce expected to continue growing at 20% plus per year

UNCERTAINTY IN GUIDANCE

COST INCREASES

inflation and price increases higher than considered in guidance with no full handover to customers possible

COST SAVINGS

savings cannot be realized or not be realized to the planned extent

DEVELOPMENT OF THE SEGMENTS

negatively affected by overall economic and macroeconomic situation that could lead to growth rates below our expectations

/ OUTLOOK FY 2022 AND BEYOND

Q1 and current trading support guidance given in 2021 annual report

| GUIDANCE FOR FY 2022 | Adjusted |
|--------------------------------------|--|
| Net Sales | Between EUR 310 mn and EUR 335 mn |
| Normalized EBITDA¹ | Negative single-digit million Euro range |
| OUTLOOK FY 2023 and beyond | |
| 2023 | Successful refinancing |
| Beyond 2023 | Initiate dividend payout ² |

¹ Excluding effects from lease accounting pursuant to IFRS 16

² Subject to supervisory board approval and successful refinancing

/ COVENANTS FY 2022 AND FY 2023

| COVENANT DETAILS* | | | | | | | | |
|---|----------|---------|--------|--------|----------|---------|--------|--------|
| in k EUR | March 22 | June 22 | Sep 22 | Dec 22 | March 23 | June 23 | Sep 23 | Dec 23 |
| Minimum liquidity | 4.000 | 4.000 | 4.000 | 4.000 | 4.000 | 4.000 | 4.000 | 4.000 |
| Normalized EBITDA¹ | | | > 0 | > 0 | | | | |
| Net debt/normalized EBITDA¹ | | | | 5.94 | 4.33 | 3.32 | 3.20 | 3.10 |
| Capital expenditure | | | | 12.000 | | | | 7.000 |
| Normalized EBITDA¹/interest | | | | 1.31 | 1.91 | 2.27 | 2.62 | 2.84 |

*Negotiated with main financing partners / possibility for renegotiation in case of ongoing disruptions

¹ Excluding effects from lease accounting pursuant to IFRS 16

/ CAPITAL MARKETS EVENTS 2022

HAMBURG INVESTMENT DAYS

AUG 24-25,
2022
FRANKFURT

AUTUMN EQUITY FORUM

SEPT 5-6, 2022
FRANKFURT

BAADER INVESTMENT CONFERENCE

SEPT 13-16,
2022
FRANKFURT

MKK MUNICH CONFERENCE

NOV 15, 2022
MUNICH

GERMAN EQUITY FORUM

NOV 28, 2022
FRANKFURT

/ FINANCIAL CALENDAR 2022

/ July 7, 2022

Annual General Meeting

/ Aug 11, 2022

Publication H1 interim report 2022

/ Nov 10, 2022

Publication 9M interim statement 2022

/ INVESTOR RELATIONS CONTACT

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