






GERRY WEBER
INTERNATIONAL AG



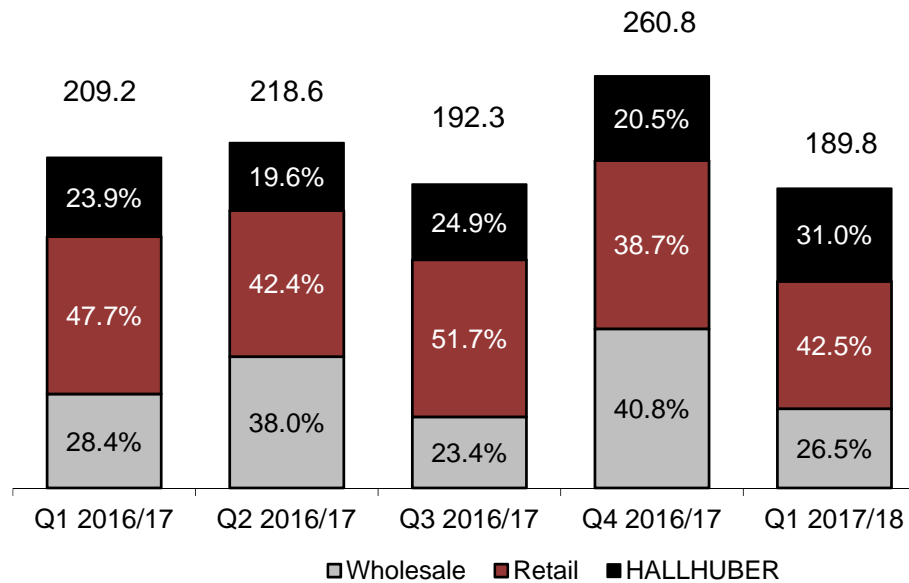
Q1 FINANCIAL STATEMENTS
2017/18

Halle/Westphalia, 15 March 2018

	Q1 2017/18	Q1 2017/18
	GERRY WEBER Core (GERRY WEBER, TAIFUN, SAMOON, talkabout)	HALLHUBER
	Decrease in revenues of 17.8% to EUR 130.8 million due to negative like-for-likes of 8.8% as well as to 60 stores less yoy	Sales increase to EUR 58.9 million (+17.8% compared to the previous year)
	Stable gross margin of 61.8% (Q1 2016/17: 61.8%)	Gross margin of 60.7% (Q1 2016/17: 64.5%)
	EBITDA reported = EUR 1.3 million (Q1 2016/17: EUR 11.0 Mio.)	EBITDA = EUR 6.5 million (Q1 2016/17: EUR 4.7 million)
	840 company-managed sales spaces (Q1 2016/17: 900)	391 company-managed sales spaces (Q1 2016/17: 355)
	Like-for-like Retail sales: -8.8% (Market Development in Germany from Nov. 2017 until Oct. 2018: +2% / -2% / +3%)	Like-for-like Retail sales: +5.5%

- ➔ Q1 2017/18: **Group sales** totaled **EUR 189.8 million** (-9.3% compared to Q1 2016/17)
- GERRY WEBER Core sales (excluding HALLHUBER) decreased in Q1 by 17.8% due to the stores closed in the context of the FIT4GROWTH programme and a drop in like-for-like Core-Retail sales of -8.8%
 - HALLHUBER sales saw a plus of 17.8 % to EUR 58.9 million

SALES DEVELOPMENT (in EUR million)

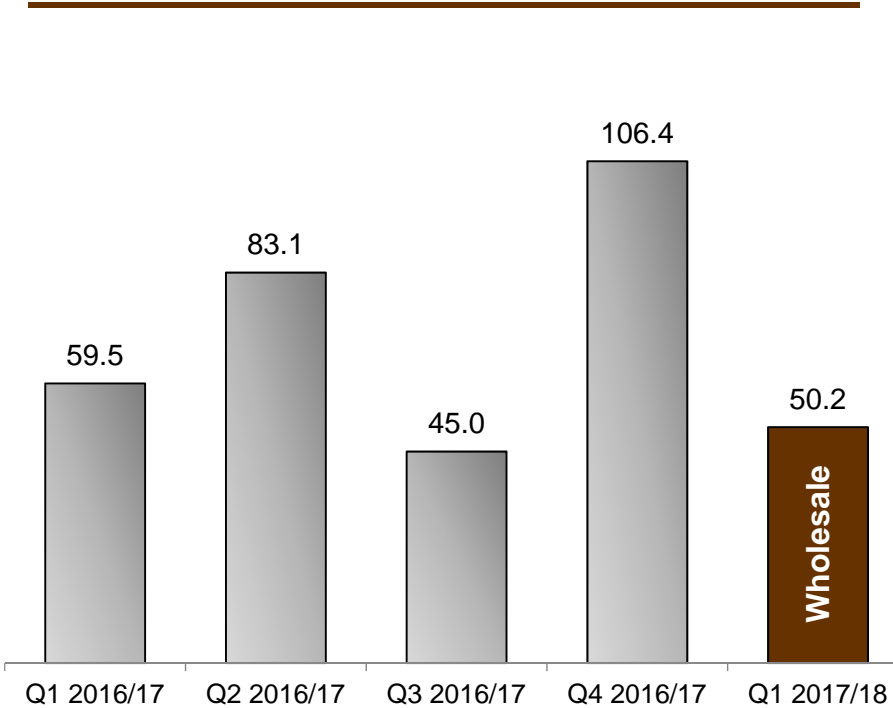


Q1 Group sales affected by:

- A change in Wholesale delivery dates in the previous year.
- A considerably lower sales space in own Core Retail due to the stores closed (60 stores less compared to Q1 2016/17)

- ➔ **Q1 2017/18: Decrease** in Wholesale sales of 15.6 % to EUR **50.2 million**
- ➔ **Reasons:**
 - ➔ Wholesale sales decrease is, among other things, due to a one-time effect resulting from changed delivery dates in the previous year. Goods that are normally delivered in Q2 of each year were in 2016/17 delivered in Q1; in 2017/18 we return to the “usual” delivery cycles.
 - ➔ For the financial year 2017/18 we continue to assume a stable development of GERRY WEBER Core Wholesale sales

WHOLESALE SALES PER QUARTER (in EUR million)



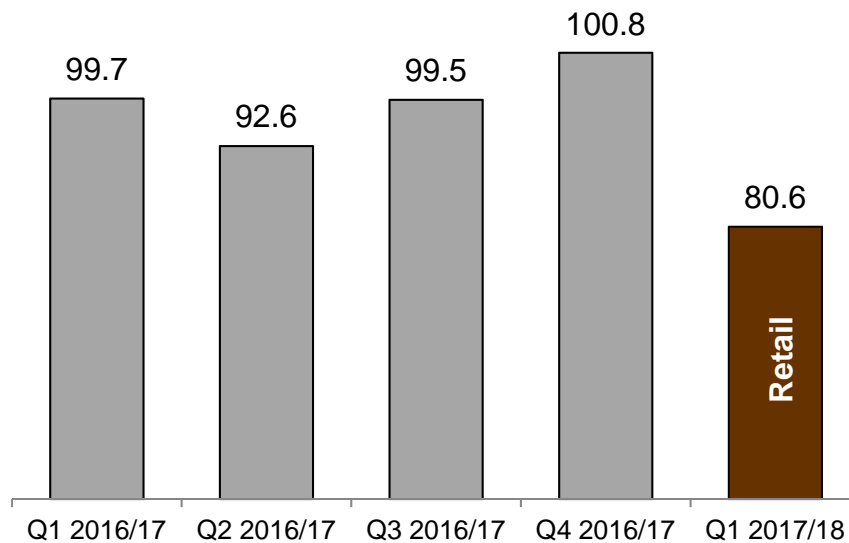
Number of Stores by Country/Region

GW Core

Germany	53
Russia	62
Middle East	35
Eastern Europe	27
France	13
BeNeLux	11
Switzerland	24
Baltic States	14
Poland	5
Austria	4
Italy	4
Others	23
Total	275

- Q1 2017/18: Core Retail revenues were **down by 19.1%** on Q1 2016/17 and amounted to **EUR 80.6 million**
 - The full year effect of the stores closed in the context of to the FIT4GROWTH led to a significantly lower number of stores and consequently to lower sales compared to Q1 2016/17 (-60 stores yoy)
- Q1 2017/18: Compared to the previous year period **like-for-like sales were down 8.8%**.
Changes in the merchandise management system influenced the Core Retail segment’s like-for-like revenues. The aim is to supply merchandise even more effectively to the individual points of sale in order to increase the gross profit even further.

RETAIL SALES PER QUARTER * (in EUR million)



Store Portfolio (including openings and closings)

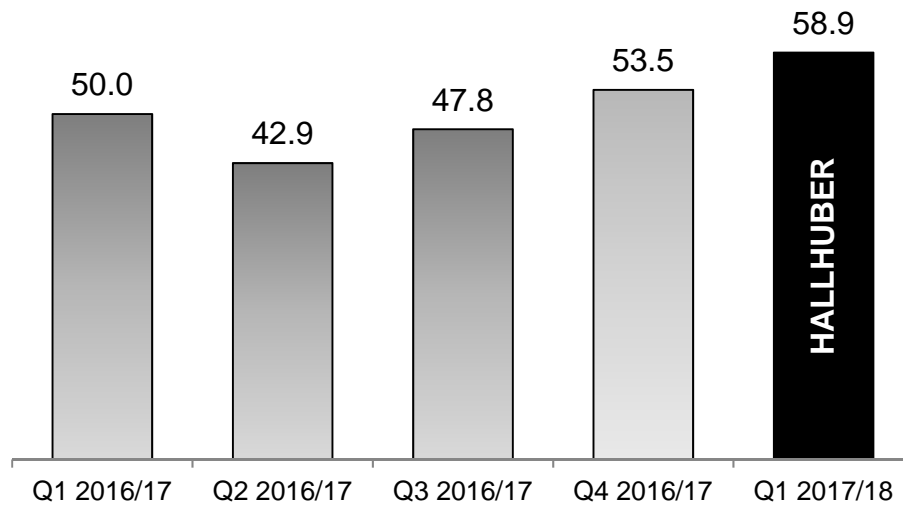
	Q1 2017/18	2016/17	2015/16
Houses of GERRY WEBER	452	454	487
Monolabel Stores	75	79	107
Concession Stores	278	281	295
Factory Outlets	35	36	35
Total GWI Core	840	850	924

*excluding HALLHUBER

HALLHUBER SALES

- ➔ Q1 2017/18: HALLHUBER sales saw a **plus of 17.8%** and amounted to **EUR 58.9 million** which corresponds to a share of **31.0% in Group sales**
- ➔ **Main drivers were**
 - ➔ A L-f-L- plus of 5.5% yoy while the German textile market was nearly flat
 - ➔ 36 additional sales spaces compared to Q1 2016/17
 - ➔ Online sales almost doubled from EUR 4.2 million in Q1 2016/17 to EUR 8.0 million in Q1 2017/18

HALLHUBER SALES PER QUARTER (in EUR million)



HALLHUBER STORES BY STORE FORMAT

	Q1 2017/18	2016/17
HALLHUBER Monolabel Stores	141	140
HALLHUBER Concession Stores	233	240
HALLHUBER Outlets	17	17
Total HALLHUBER	391	397

GROUP ONLINE SALES – REMAINS IN THE FOCUS

- ➔ Online sales generated by our own Core-Online shops amounted to EUR 7.4 million; a plus of 8.8% on the previous year
- ➔ **HALLHUBER** Online sales amounted EUR 8.0 million, which corresponds to 13.6% of total HALLHUBER sales
- ➔ **Total online sales** account for 11.2% of total Retail sales – which includes Core Retail and HALLHUBER sales.

in EUR millions	Q1 2017/18	Q1 2016/17	Change
Core own Online Shops = Retail	7.4	6.8	8.8%
Core external platforms = Wholesale	0.2	0.8	-69.5%
HALLHUBER	8.0	4.2	91.1%
GERRY WEBER Group	15.6	11.8	32.7%



Unsere Modeexpertin empfiehlt:

SHOP THE LOOK

Outfit Eva Herzigova Pink Passion Casual

ZUM LOOK



Hose mit Galonstreifen

Farbe: Marine



Größe wählen

36

38

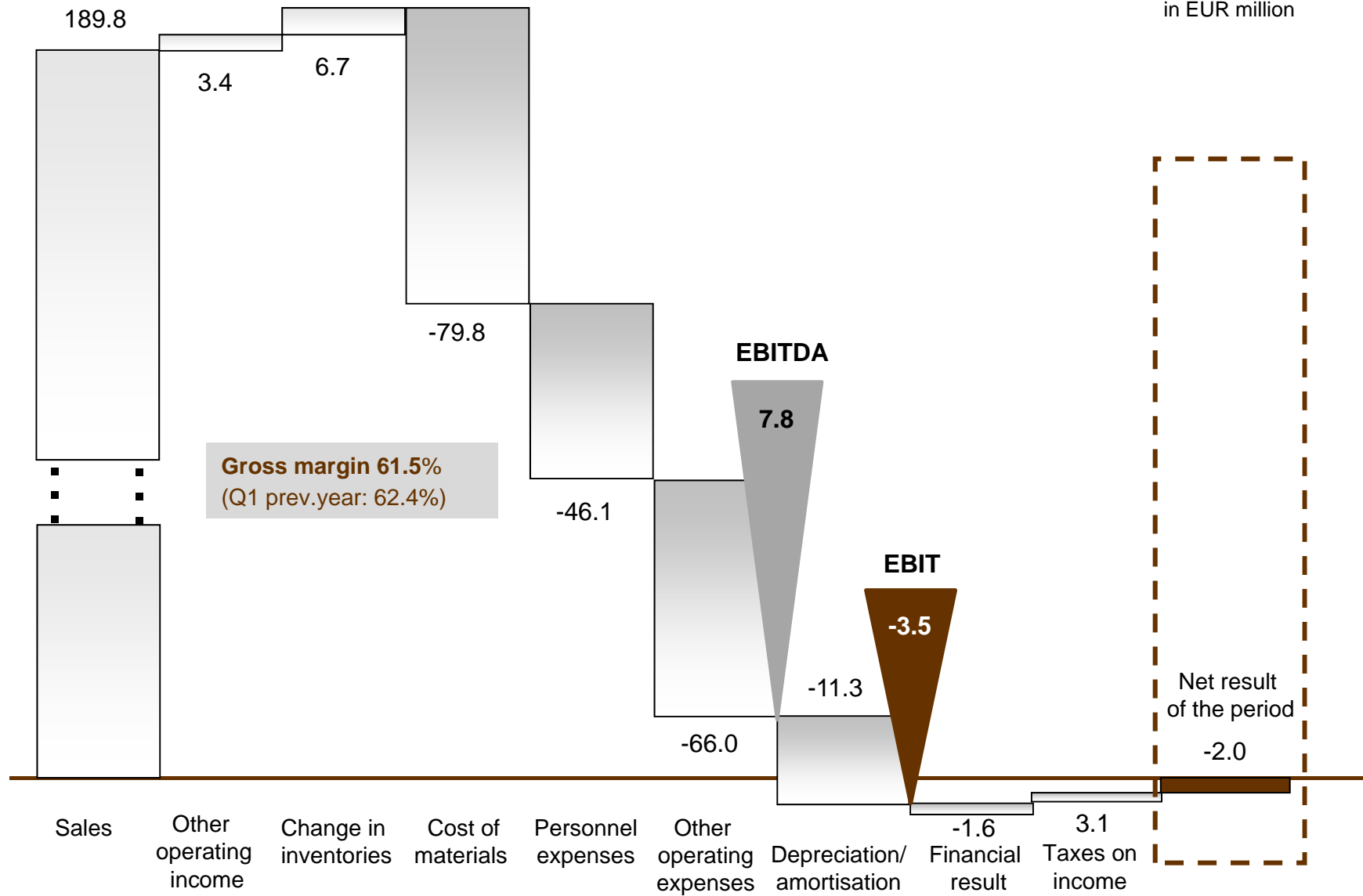
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42



EARNINGS Q1 2017/18

in EUR million

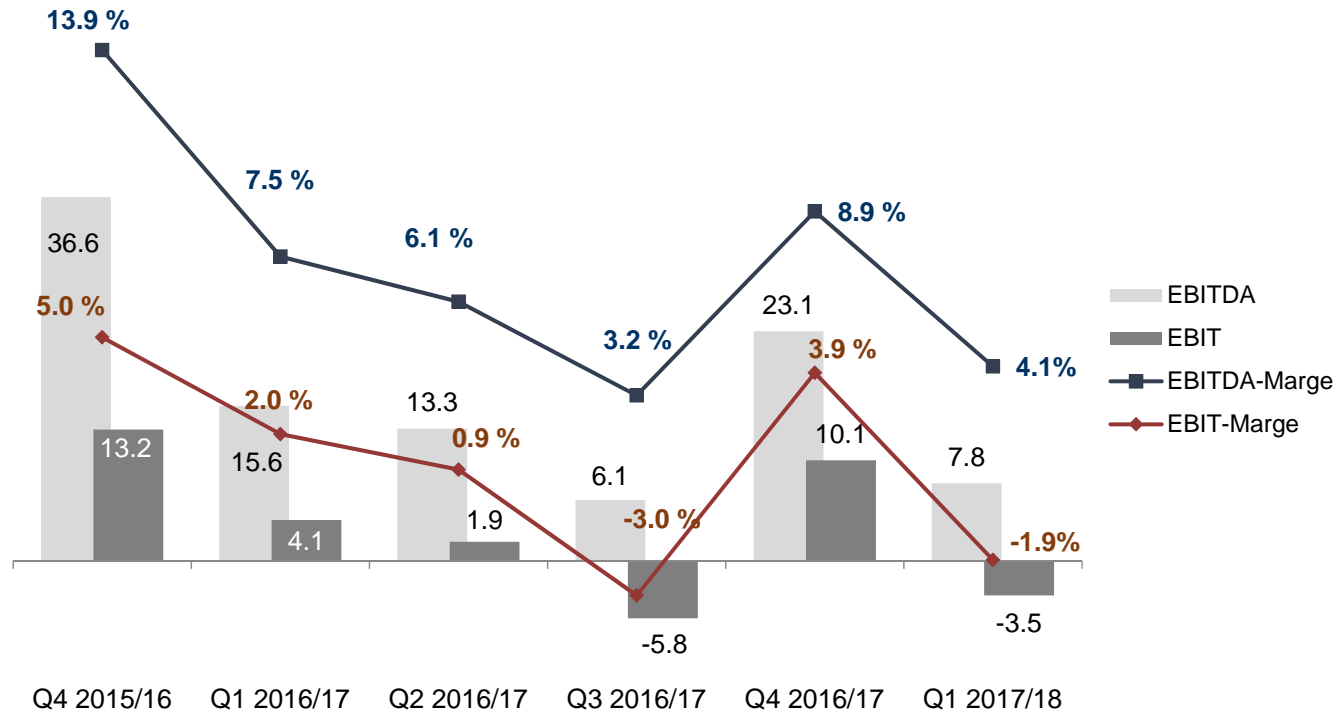


EBITDA, EBIT AND MARGINS

➔ Q1 2017/18: Group EBITDA decreased to EUR 7.8 million (HALLHUBER contribution: EUR 6.5 million)

Cost saving measures of the FIT4GROWTH programme can not offset weak sales development of GERRY WEBER Core

➔ Q1 2017/18: Group EBIT declined to EUR -3.5 million (Q1 prev.year: EUR +4.1 million). HALLHUBER contributed EUR 3.2 million to Group EBIT.



- ➔ The results of Q1 2017/18 had already been taken into account in our plans and budgets and we therefore stick to our forecast issued at the end of February 2018.
- ➔ The market situation remains difficult for our business model.
- ➔ The measures to be developed in the areas of procurement, product development processes and the product range design as well as the ongoing modernisation of our brands will continue to influence the profitability of the GERRY WEBER. In addition, we will continue to invest in the digitalisation of our value chain.

in EUR million	GERRY WEBER GROUP 2016/17	GERRY WEBER GROUP GUIDANCE 2017/18
Sales	880.9	870 - 890
EBITDA	58.2	55 - 68
EBIT	10.3	10 - 20
CAPEX	62.3	25 - 30

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.

GERRY WEBER

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THANK YOU!

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