

GERRY WEBER

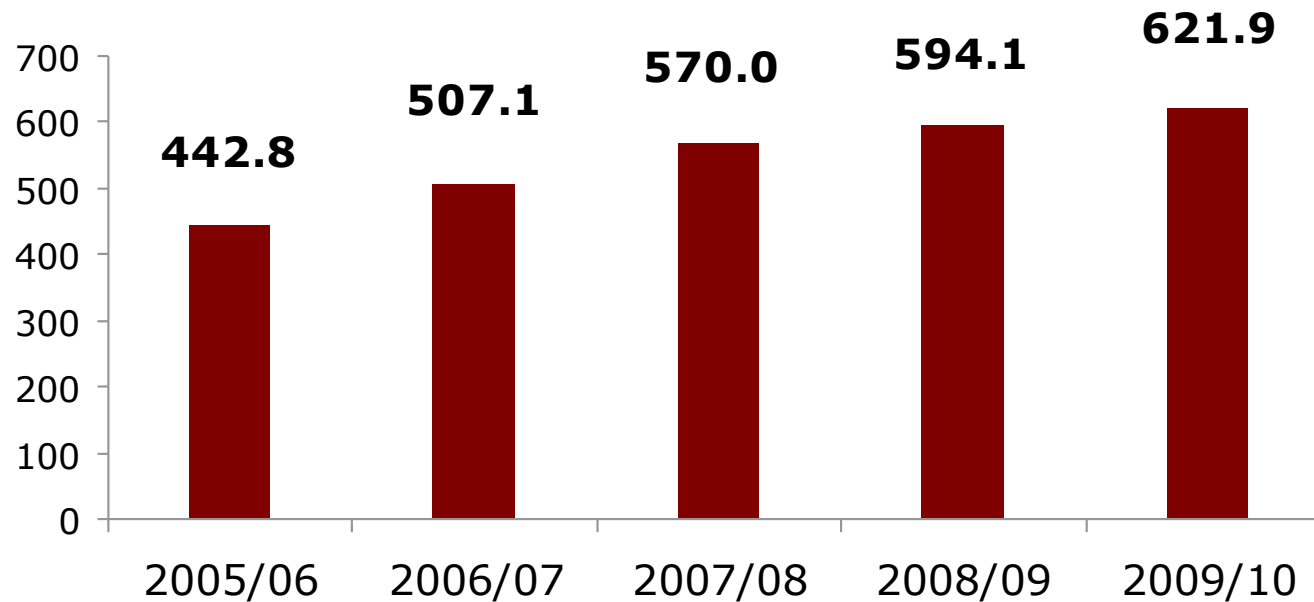
Annual General Meeting 2011

Fiscal Year 2009/2010: Summary

- Record sales of EUR 621.9 million
- EBIT margin of 13.4%
- Rejuvenation and modernisation of the collections
- Growth mainly driven by own Retail activities
- Creation of 279 jobs across the Group

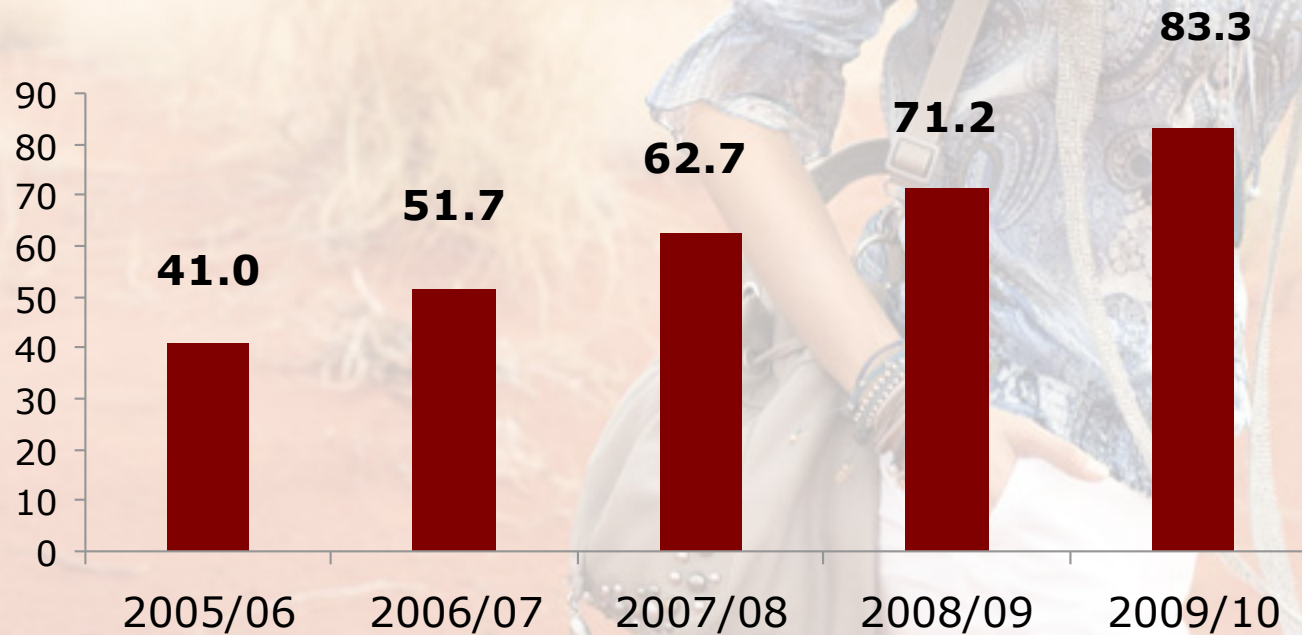
Fiscal Year 2009/2010: Sales development

Group sales in EUR m



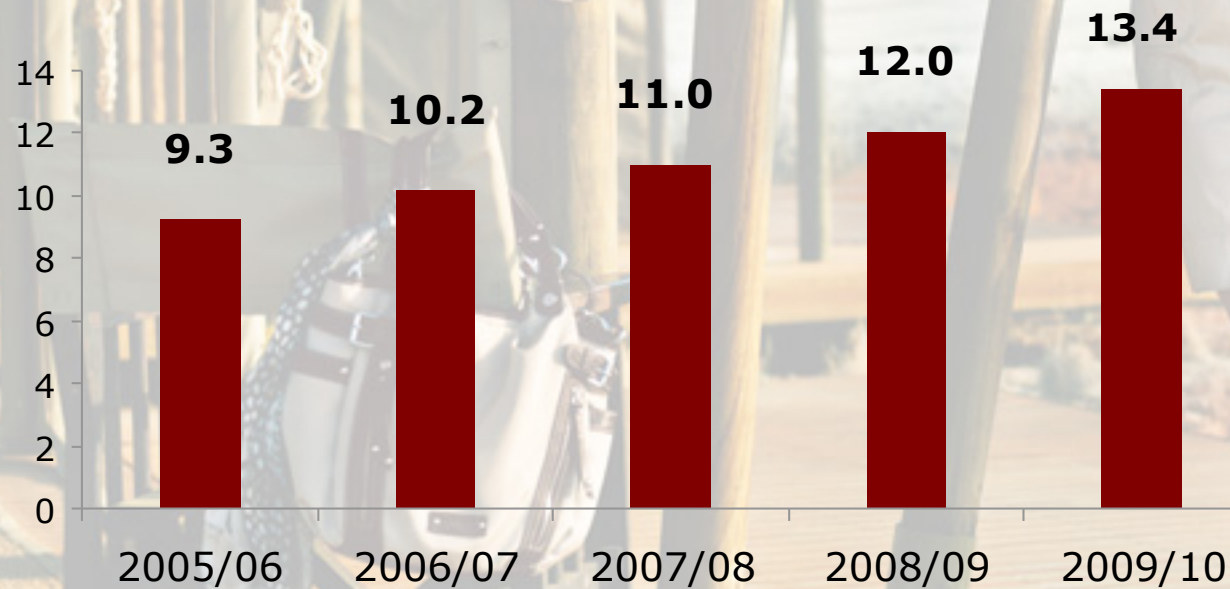
Fiscal Year 2009/2010: Earnings situation

EBIT in EUR m



Fiscal Year 2009/2010: Development of the EBIT margin

EBIT margin in %



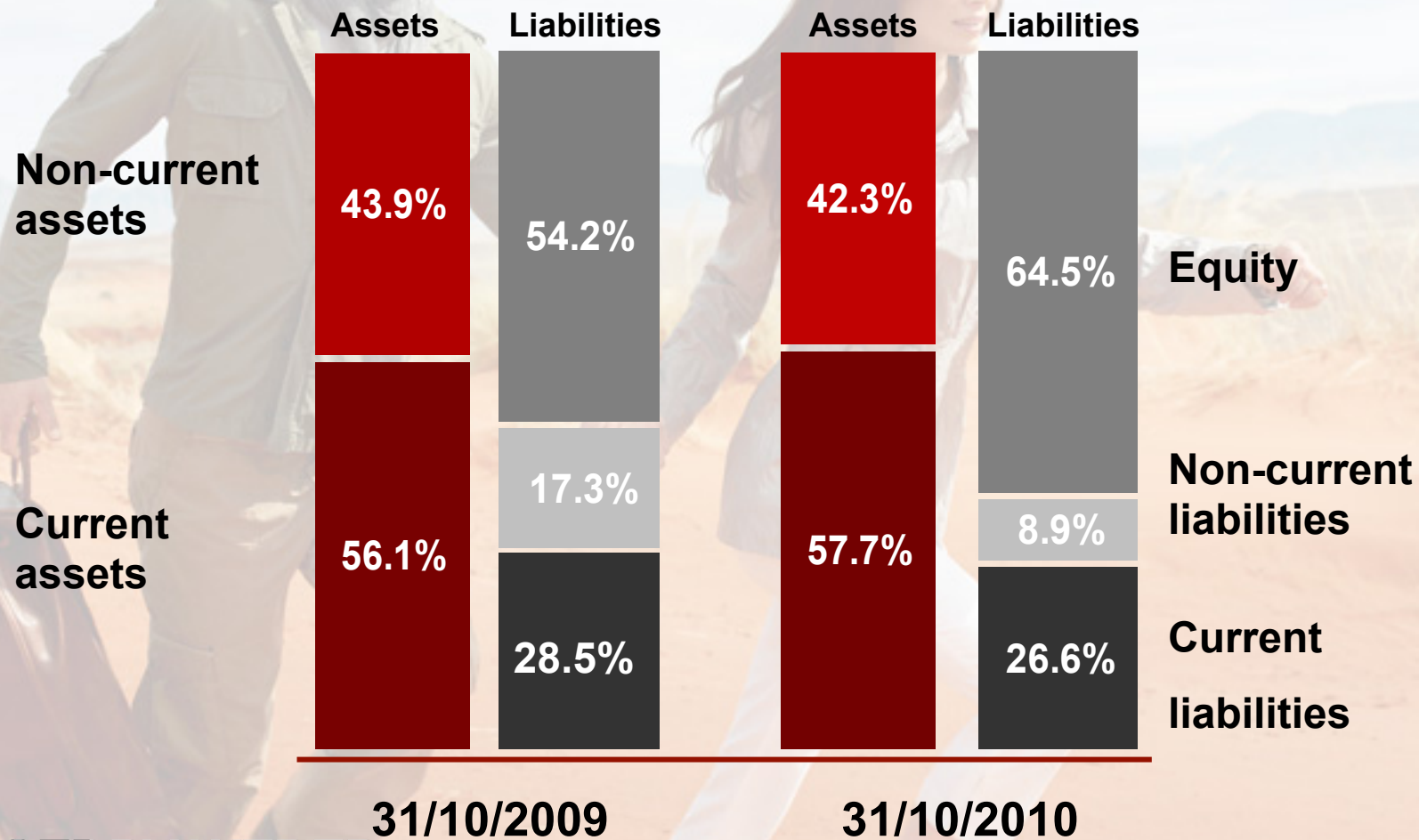
Fiscal Year 2009/2010: Key business figures

EUR m	2008/2009	2009/2010
Sales	594.1	621.9
- Germany	355.6	370.1
- International	238.5	251.8
EBITDA	83.6	95.2
EBIT	71.2	83.3
EBT	66.4	79.6
Profit for the year	43.0	54.0
Headcount (31/10/)	2,420	2,699

Fiscal Year 2009/2010: Income statement – key figures

in %	2008/2009	2009/2010
Cost of materials ratio	51.4	49.6
Personal expense ratio	14.6	14.7
EBITDA margin	14.1	15.3
EBIT margin	12.0	13.4
EBT margin	11.2	12.8
Tax ratio	35.2	32.2

Fiscal Year 2009/2010: Group balance sheet structure



Fiscal Year 2009/2010: Value added statement

in EUR m	2008/2008	2009/2010
Group performance:		
- Sales revenues	594.1	621.9
- Inventory changes	1.3	10.1
- Other interest and income	11.4	11.8
	606.8	643.8
Less purchased materials and services:		
- Cost of materials	306.9	318.8
- Depreciation	12.4	11.9
- Other operating expenses	128.9	138.2
	448.2	468.9
Value added	158.6	174.9

Fiscal Year 2009/2010: Key figures per share

in EUR per share	2008/2009	2009/2010
DVFA earnings	2.08¹⁾	2.53²⁾
Cash flow	3.82¹⁾	4.29²⁾
Dividend	0.85	1.10

1) on the basis of 20,661,848 shares outstanding

2) on the basis of 21,317,242 shares outstanding

Fiscal Year 2009/2010: Development of brand sales

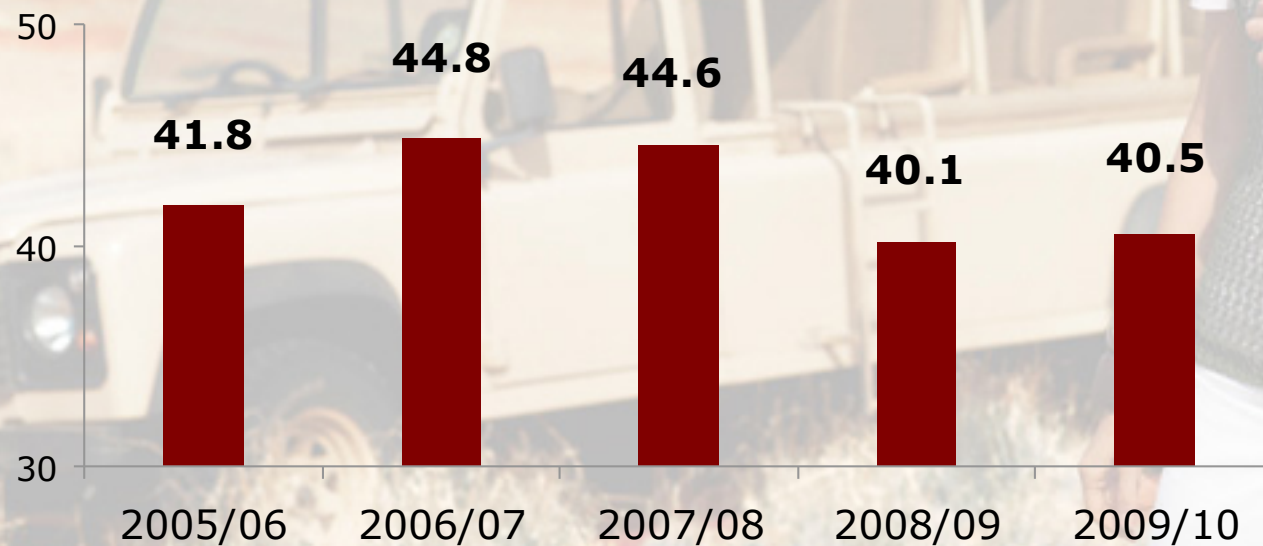
- Percentage of sales:
 - GERRY WEBER 77.1%
 - TAIFUN 16.6%
 - SAMOON 5.3%
- Modernisation of brands, rejuvenation of collections
- Worldwide visibility thanks to GERRY WEBER OPEN

Fiscal Year 2009/2010: Development of retail activities

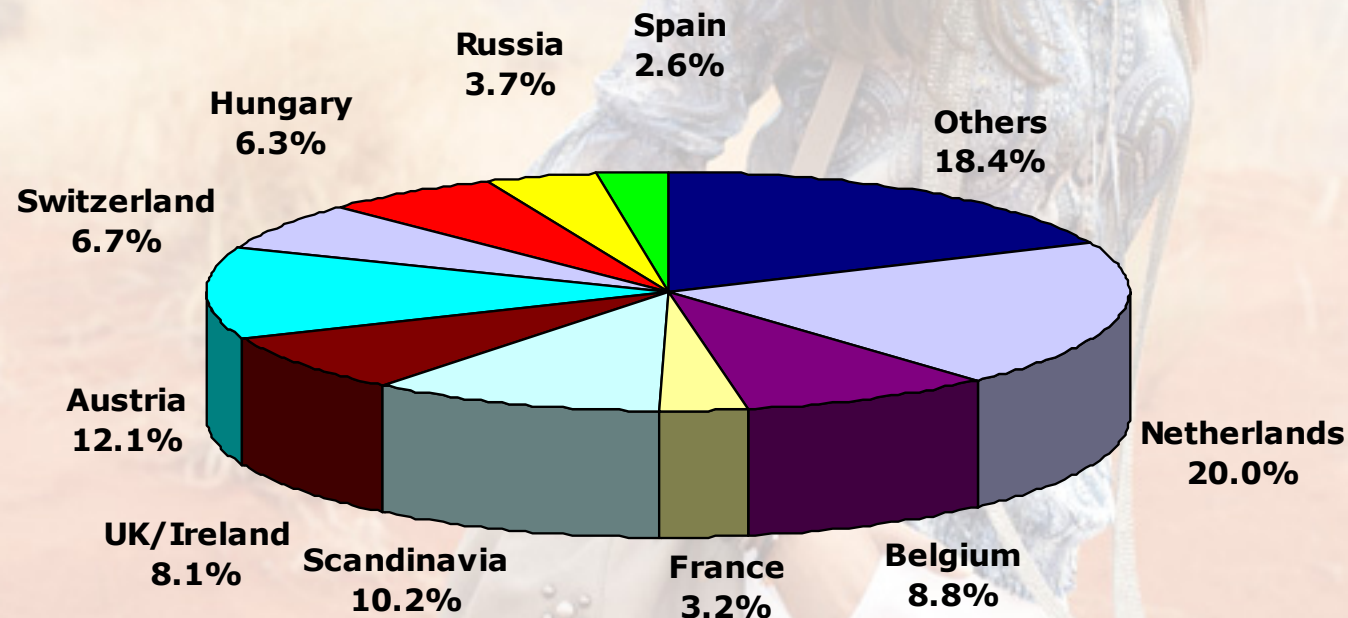
- On 31/10/2010 405 HOGW worldwide
 - 178 own
 - 227 in franchise
- Sales plus of 20.7%
- eShop with sales plus of 25.7%
- Share of retail business in total revenues increases to 27.9%

Fiscal Year 2009/2010: Development of export shares

Export share in %



Fiscal Year 2009/2010: Key export countries



Fiscal Year 2010/2011: Development of the 1st quarter

- Company sales up 9.8%
- Retail sales up 26.8%
- Brand sales up 7.6%
- EBIT up 18.5%

Outlook

- 2010/2011: consolidated sales of approx. EUR 700 million and EBIT margin of more than 14% projected
- Double-digit growth rates in sales revenues expected even in the following two to three years
- Between 65 and 75 own HOUSES OF GERRY WEBER per year projected
- Even stronger internationalisation

GERRY WEBER

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