Presentation by Gerhard Weber

Chairman of the Managing Board

GERRY WEBER International AG

at the Annual General Meeting

on 24 May 2011 in Halle/ Westphalia

Check against delivery.

Ladies and gentlemen,
dear shareholders,

On behalf of the Managing Board I would like to welcome you to this year's Annual General Meeting, and thank you for your interest in our company and your strong attendance.

(Chart: Summary)

Record sales of EUR 621.9 million mean that we have continued our successful run through the financial year 2009/2010, with our margins growing at a disproportionate rate at the same time. Our EBIT margin rose to 13.4 percent, which is clearly above our 13.0 percent target.

Over the past two years we have strategically repositioned our company and evolved into a fashion and lifestyle company acting on a global scale. As a result of our sophisticated brand and marketing strategy as well our continually optimised procurement, manufacturing and logistics processes, we are uniquely positioned in the market.

With its more than 400 HOUSES OF GERRY WEBER and more than 2,000 shop-in-shops, the GERRY WEBER Group is today one of Germany's best known and most successful fashion companies. The collections sold under our strong brands meet with the tastes of customers around the globe and are associated with a vibrant lifestyle.

In the past financial year we continued to push ahead the rejuvenation and modernisation of our collections and ensured that our new collection messages were clearly communicated through the media. Moreover, our appearance at the point of sale has been optimised in line with our policy of revamping our showroom presence every five years.

The strongest growth impulses once again came from our own Retail business which saw sales rise by 20.7 percent over the previous year.

During the past year we created 279 positions in Germany. A large part of these new positions is due to the expansion of our Retail business.

Let us now have a look at our figures for the past financial year.

(Chart: Sales development)

With sales at a new record level in the past financial year, we managed to further isolate ourselves from the general trend in our sector. We benefited not only from the clearly improved economic environment but above all from our unique position in the market. Group revenues rose from the previous year's EUR 594.1 million to EUR 621.9 million. A decisive contribution to this vigorous growth came from our own Retail business which meanwhile accounts for 27.9 percent of Group revenues.

(Chart: Earnings situation)

The GERRY WEBER Group once again showed an excellent profitability, with earnings growing at a much higher rate than sales revenues. Earnings before interest and taxes (EBIT) climbed 17.0 percent from EUR 71.2 million to EUR 83.3 million.

(Chart: Development of the EBIT margin)

Marking a 1.4 percent improvement against the previous year, our EBIT margin of 13.4 percent means that we have reached the target we had set ourselves for the past fiscal year.

(Chart: Key business figures)

Earnings before interest, taxes, depreciation and amortisation (EBITDA) rose by 13.9 percent from EUR 83.6 million to EUR 95.2 million. Earnings before interest and taxes (EBIT) climbed 17.0 percent, as I have already pointed out. Earnings before taxes (EBT) were up by 19.9 percent on the previous year’s EUR 66.4 million to EUR 79.6 million. The respective margins increased correspondingly. At EUR 54.0

million, net income for the year was up by 25.6 percent on the previous year's EUR 43.0 million. Reflecting the sale of own shares, the return on equity, based on earnings before interest and taxes, came in at 39.6 percent, compared to 44.8 percent in the previous year. The return on investment, based on EBIT, climbed from 24.3 percent to 25.5 percent.

(Chart: Income statement key figures)

The marked increase in earnings underlines our company's unique standing. Thanks to the efficient procurement structures, which allow costs to be optimised on an ongoing basis without impairing product quality, the cost of materials rose only from EUR 306.9 million to EUR 318.8 million in spite of the increase in sales. As a result, the cost of materials as a percentage of sales improved from 51.4 percent to 49.6 percent. The use of new production and logistic systems also had a positive effect on costs. At EUR 91.4 million, personnel expenses were up by 5.1 percent on the previous year's EUR 87.0 million. This is primarily due to the increased headcount in the

Retail segment. Personnel expenses as a percentage of sales rose moderately from 14.6 percent to 14.7 percent.

(Chart: Group balance sheet structure)

Our equity rose to EUR 210.5 million, up 32.5 percent on the previous year's EUR 158.9 million. The equity ratio on 31 October 2010 improved markedly from 54.2 percent to 64.5 percent. This shows that the balance sheet structure of GERRY WEBER International AG is extremely solid.

Our healthy cash position is also reflected in the improvement of our gross cash flow from EUR 78.8 million to EUR 91.5 million.

Our dynamic growth meant that our investments were up 44.2 percent to EUR 28.7 million in the past financial year. The main focus was on property, plant and equipment, in which the company invested EUR 17.8 million. An amount of EUR 5.9 million was spent on intangible assets, with investment properties attracting another EUR 3.9 million. Investments were primarily financed from the company's own liquid funds and were covered by operating cash flow at all times.

(Chart: Value added statement)

In the fiscal year 2009/2010, we increased our value added by 10.3 percent. The difference between the company's output and the required input products and services amounted to EUR 174.9 million, up from EUR 158.6 in the previous year. The value added ratio improved to 27.2 percent.

52.3 percent of our value added was paid out in the form of wages and salaries to our employees, 15.7 percent was paid in taxes and 10.1 percent was distributed as dividends to our shareholders.

This chart shows the key figures per share:

(Chart: Key figures per share)

DVFA earnings per share improved from EUR 2.08 (based on 20,661,848 shares outstanding) to EUR 2.53 (based on 21,317,242 shares outstanding). Cash flow per share increased to EUR 4.29.

To give you, dear shareholders, an appropriate share in the excellent profit situation of GERRY WEBER International AG, we propose to distribute a dividend of EUR 1.10 per voting share. This would exceed the previous year's payout by approximately 30 percent or EUR 0.25 per share, the highest ever dividend pay-out in the company’s history. Based on the XETRA closing price of EUR 34.62 on 31 October 2010, this represents a dividend yield of 3.2 percent.

As our share price rose 60.1 percent during the financial year 2009/2010, GERRY WEBER clearly outperformed the leading German stock market indices. The DAX, MDAX and SDAX rose by only just under 20 percent, 30 percent and 40 percent, respectively, during the same period. This performance shows that investors once again acknowledged our company’s excellent progress.

(Chart: Development of brand sales)

Ladies and gentlemen,
Characterised by strong fashion appeal, ideal fits and excellent quality, our brands are optimally positioned in their respective segments. The GERRY WEBER core brand, which targets the “Modern Woman” above 30, is one of the strongest brands in German textile retailing. Coming in at EUR 412.8 million, the sales of our core brand were up 7.5 percent on the prior year. The core brand's contribution to Group sales rose to 77.1 percent. Owing to the strong increase in domestic sales, our export share reduced slightly to 42.5 percent.

The two sublabels, GERRY WEBER EDITION and G.W., made a significant contribution to the success of the core brand. At EUR 159.1 million, sales of GERRY WEBER EDITION were up by 15.4 percent and accounted for 38.5 percent of the core brand’s sales revenues. G.W. boosted its sales revenues by 11.8 percent to EUR 21.8 million. The aggressively priced label contributed 5.3 percent to total sales of GERRY WEBER.

Our Group’s second largest brand, TAIFUN, targets the younger “Modern Woman”. With sales amounting to EUR 88.7 million, the brand accounted for 16.6 percent of total Group sales. TAIFUN generated 42.6 percent of its sales outside Germany.

SAMOON by GERRY WEBER, the brand for plus sizes, reported a 4.4 percent increase in sales to EUR 28.3 million and contributed 5.3 percent to total Group sales. 38.2 percent of the brand’s sales revenues were generated outside Germany.

Total brand sales improved by 5.4 percent to EUR 529.8 million.

The excellent performance of our three brands was preceded by a consistent modernisation process. We have clearly rejuvenated our collections over the past years and now present a clear and consistent signature and even more sophisticated designs across all three brands. Going forward, we will further sharpen our focus on the high value of our fashion to underline our ambition of forming a bridge to the premium segment. But the collections have not only been rejuvenated but also been downsized markedly in response to retailers' requests. The use of high-quality materials such as cashmere and leather has additionally enhanced the international appeal of the collections which now cater to the taste of consumers who want excellent quality and modern design.

Over the past years, the GERRY WEBER Group has strategically repositioned itself and become a global lifestyle company that is known throughout the world and maintains an outstanding brand portfolio.

The great appeal of our brands is supported by numerous events at the GERRY WEBER Stadium and the GERRY WEBER Event Center as well as by the GERRY WEBER OPEN. The only ATP lawn tennis tournament presents numerous celebrities from the world of sports and entertainment and is broadcast in over 120 countries.

Let’s now take a look at our growth driver, our own Retail activities.

(Chart: Development of retail activities)

As a vertically integrated systems supplier, we seize market opportunities flexibly as they arise. We meanwhile cover the full value chain from product development to our own stores. Building on our vertical integration strategy, we have achieved a unique standing in the marketplace and have clearly outdistanced our industry peers over the past years.

The HOUSES OF GERRY WEBER represent an important pillar of the company’s success. These multi-brand stores present the GERRY WEBER brand universe under a single roof. On 31 October 2010, there were 405 company-managed and franchised stores, of which 193 were located in Germany and 212 abroad. 178 stores were operated by our company, thereof 138 in Germany. The revenues generated by the 227 franchised HOUSES OF GERRY WEBER are not included in our Retail sales revenues, but in our wholesale revenues.

Our Retail segment increased its sales from the prior year's EUR 143.8 million to EUR 173.6 million, i.e. by 20.7 percent. The sharp increase is attributable both to the opening of 40 new company-managed HOUSES OF GERRY WEBER and to like-for-like growth of 8.4 percent, which shows that the GERRY WEBER Group clearly exceeded the industry average also in terms of organic retail growth.

Our retail activities are complemented by the GERRY WEBER eShop which is currently serving customers in Germany, Austria and the Netherlands. Last year saw sales through our online shop go up by 25.7 percent.

The share of the Retail sales in Group sales rose by to 27.9 percent.

(Chart: Development of export share)

We continued to push ahead our internationalisation also during the past financial year. Our export share rose from 40.1 percent to 40.5 percent. In the coming years we want to raise this share significantly, given that we see considerable potential for growth particularly in international markets.

(Chart: Key export countries)

The Netherlands, Austria, Scandinavia, Belgium, England/Ireland and Switzerland are our main output markets. We expect rising sales in eastern Europe and the USA. In the USA, in particular, we will push ahead our expansion particularly diligently.

In the Retail segment, we rely primarily on franchise partners, most of whom have excellent regional market knowledge. However, in Austria and Spain, respectively, we already have 17 and 12 company-managed stores. In addition, we have eight, four and one HOUSE OF GERRY WEBER in the UK, Denmark and Ireland, respectively.

Ladies and gentlemen,
Let’s now take a look at the current fiscal year.

(Chart: Development of the 1st quarter)

The GERRY WEBER Group again achieved strong growth in the first quarter of 2010/2011, when sales and earnings hit new records. At EUR 153.5 million, Group sales were up by 9.8 percent on the previous year’s EUR 139.8 million. Growth was again primarily driven by the Retail segment, whose sales revenues improved by 26.8 percent from EUR 39.0 million to EUR 49.4 million. Coming in at EUR 121.5 million, brand sales were up 7.6 percent on the prior year’s EUR 112.9 million. Earnings before interest and taxes (EBIT) rose by 18.5 percent from EUR 13.1 million to EUR 15.5 million.

(Chart: Outlook)

Our outlook for the full year 2010/2011 anticipates Group sales of approx. EUR 700 million, which would represent an increase by more than 10 percent. The

EBIT margin is expected to climb to over 14 percent. The company projects double-digit sales growth also for the next two to three years. Our EBIT margin should then improve to 15 percent.

These expectations are based on the excellent progress in both our own Retail segment and in our Wholesale segment. Same-store sales at our own HOUSES OF GERRY WEBER have marked new records in recent months. Moreover, we want to expand even faster by opening some 65 to 75 HOUSES OF GERRY WEBER per year.

Pre-orders for the fifth and sixth collection for our autumn/winter season 2011/2012 are up by 11.3 percent across all three brands, pointing to strong growth also in our Wholesale activities. In the coming years, the company sees considerable growth potential primarily abroad. We increasingly see ourselves as a global company and we are resolved to internationalise our activities even further, particularly by expanding in Asia, the Middle East and North America. We also plan to grow our activities in France, Switzerland and Italy.

As a strong partner to the retail sector, we will open some 200 new shop-in-shops in the current fiscal year. At the same time, cooperations with retailers under maximum order limit arrangements will be expanded.

We are planning to increase the number of concession shops at El Corte Inglés from 26 to approximately 40.

With an equity ratio of 71.7 percent as per January 31, 2011, our capital structure is exceedingly solid. This gives us a strong position vis-à-vis debt lenders and enables us to go ahead with our planned investments without any constraints.

Expertise, the courage to embrace innovative changes and openness for new ideas have been instrumental in the GERRY WEBER Group's progress in the past. Through the introduction of RFID technology we have once more demonstrated our role as a pioneer in our industry and raised the standard for efficient logistics.

In the past fiscal year, we have adapted our brand policy even more closely to consumers' requirements. We have modernised our collections prudently and continued to raise the level of quality. At the same time, the streamlining of our collections has enabled a clearly faster implementation of new fashion trends.

We continue to expand the lead over our competitors and are ideally positioned to reach our growth targets.

Ladies and gentlemen,
I would like to thank you for your attention.