

# **GERRY WEBER**

**Welcome to the 2005  
Annual General Meeting**

# The market 2004

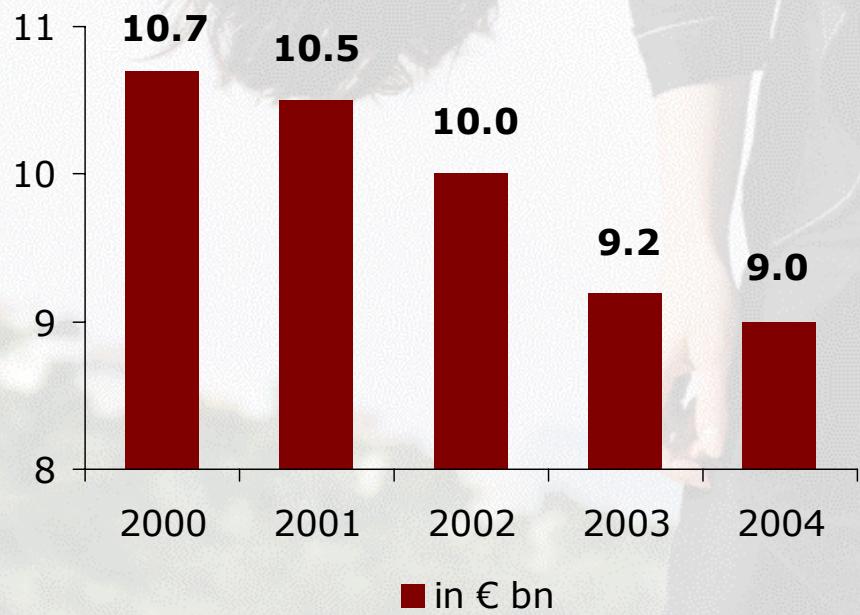
- Sales in the ladieswear retail segment down 1.7%
- Sales in the clothing industry down 2.9%
- Competitive pressure from vertical vendors and discount stores

# Fiscal Year 2003/2004: Summary

- Sales and earnings develop slightly over forecast
- EBIT margin around 8%
- Positive effects from the concluded optimisation and restructuring program
- Return to growth

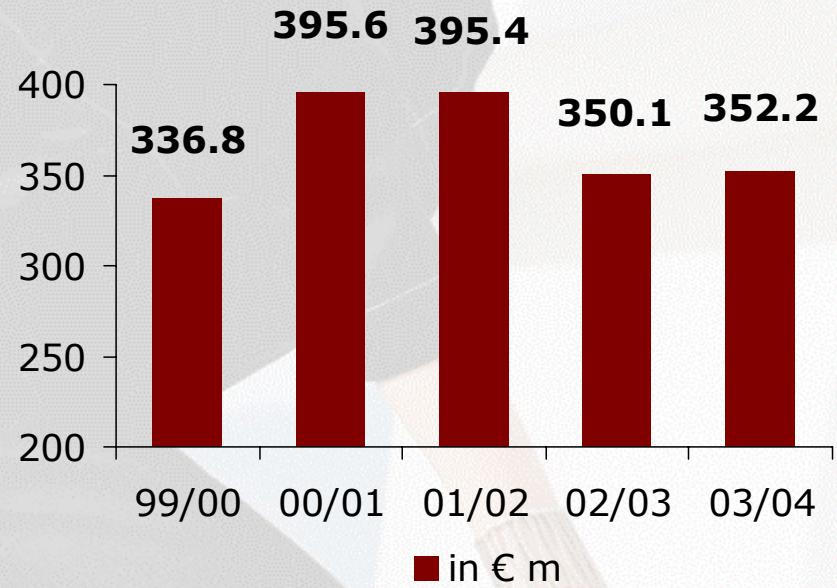
# Fiscal Year 2003/2004: Sales development

Sales of the German  
textile industry



Source: Federal Statistical Office

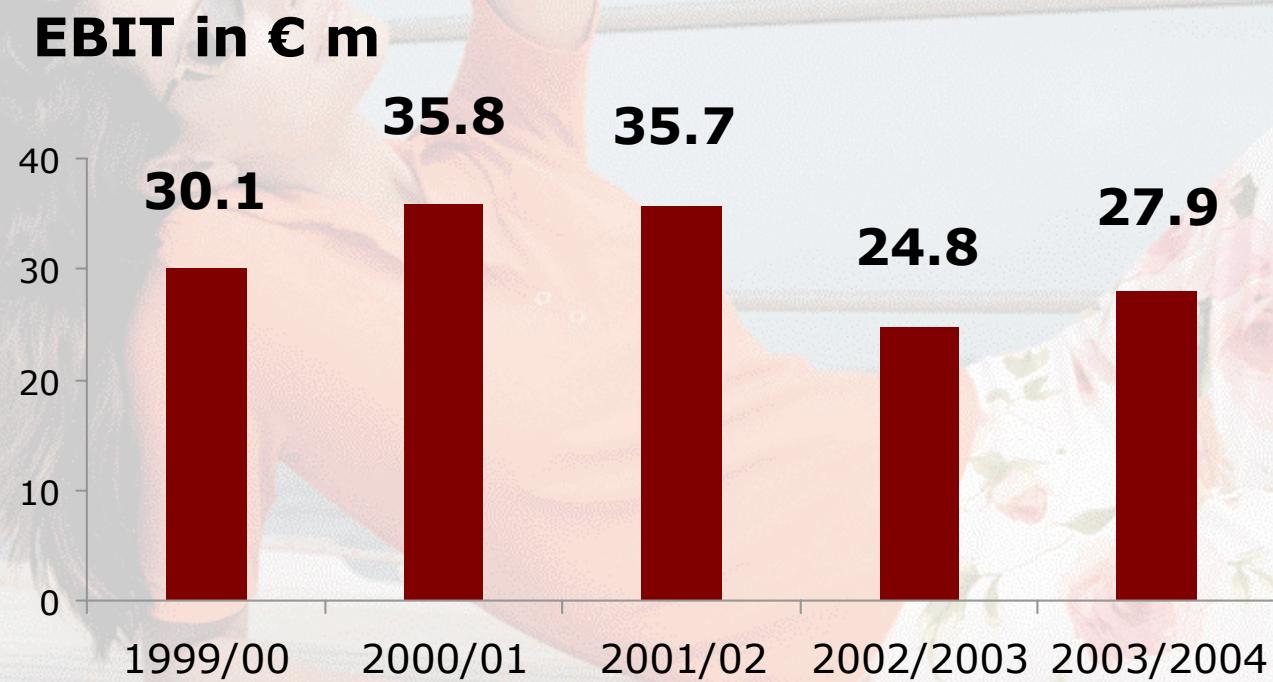
Group sales  
GERRY WEBER



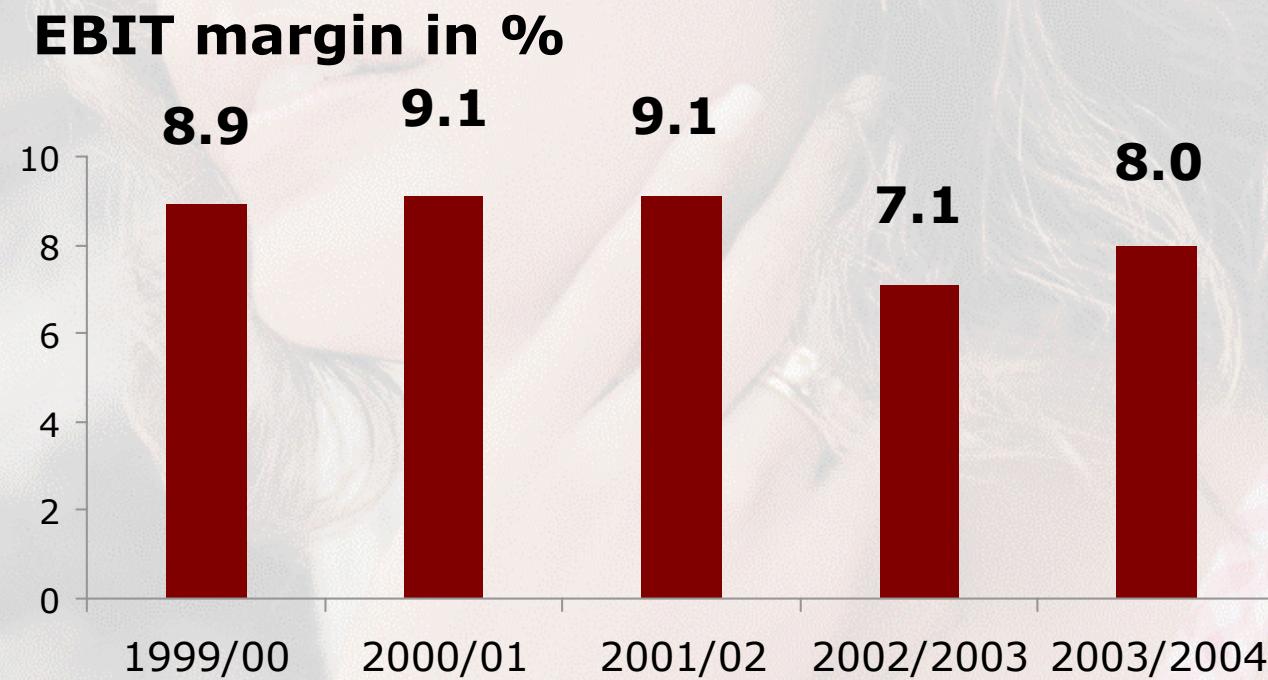
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# Fiscal Year 2003/2004: Earnings situation



# Fiscal Year 2003/2004: Development of the EBIT margin



# Fiscal Year 2003/2004: Key business figures

in € m	2002/2003	2003/2004
<b>Sales</b>	<b>350.1</b>	<b>352.2</b>
– Germany	202.1	210.3
– International	148.0	141.9
<b>EBITDA</b>	<b>30.7</b>	<b>33.4</b>
<b>EBIT</b>	<b>24.8</b>	<b>27.9</b>
<b>EBT</b>	<b>20.6</b>	<b>24.5</b>
<b>Profit for the year</b>	<b>9.0</b>	<b>12.7</b>
<b>Headcount</b>	<b>1,637</b>	<b>1,517</b>

# Fiscal Year 2003/2004: Income statement – key figures

in %	2002/03	2003/04
<b>Cost of materials ratio</b>	<b>59.3</b>	<b>59.1</b>
<b>Personel expense ratio</b>	<b>13.8</b>	<b>13.5</b>
<b>Tax ratio</b>	<b>44.1</b>	<b>40.5</b>

# Fiscal Year 2003/2004: Key figures per share

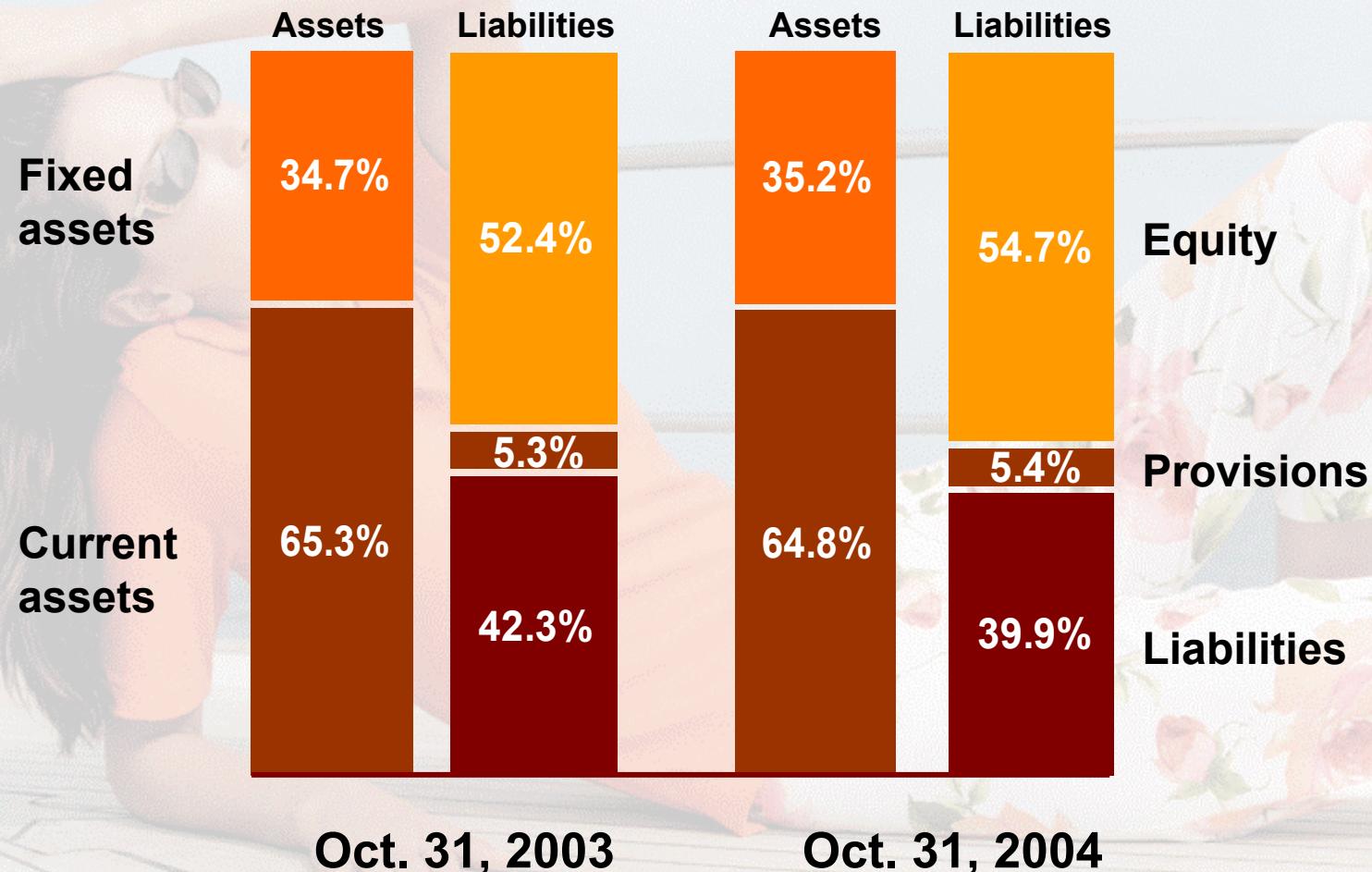
in € / per share	2002/2003	2003/2004
<b>DVFA earnings</b>	<b>0.61</b>	<b>0.63</b>
<b>Cash flow</b>	<b>1.13</b>	<b>1.28</b>
<b>Dividend</b>	<b>0.35</b>	<b>0.35</b>

# Fiscal 2003/2004:

## Value added statement

in € million	2002/03	2003/04
<b>Group performance:</b>		
– Sales revenues	344.9	349.3
– Inventory changes	- 7.8	1.3
– Other income and interest	14.0	10.3
	<b>351.1</b>	<b>360.9</b>
<b>Less purchased materials and services:</b>		
– Cost of materials	200.1	207.3
– Depreciation	5.9	5.5
– Other operating expenses	71.4	72.0
– Extraordinary expenses	4.2	2.7
	<b>281.6</b>	<b>287.5</b>
<b>Value added (ratio 20%)</b>	<b>69.5</b>	<b>73.4</b>

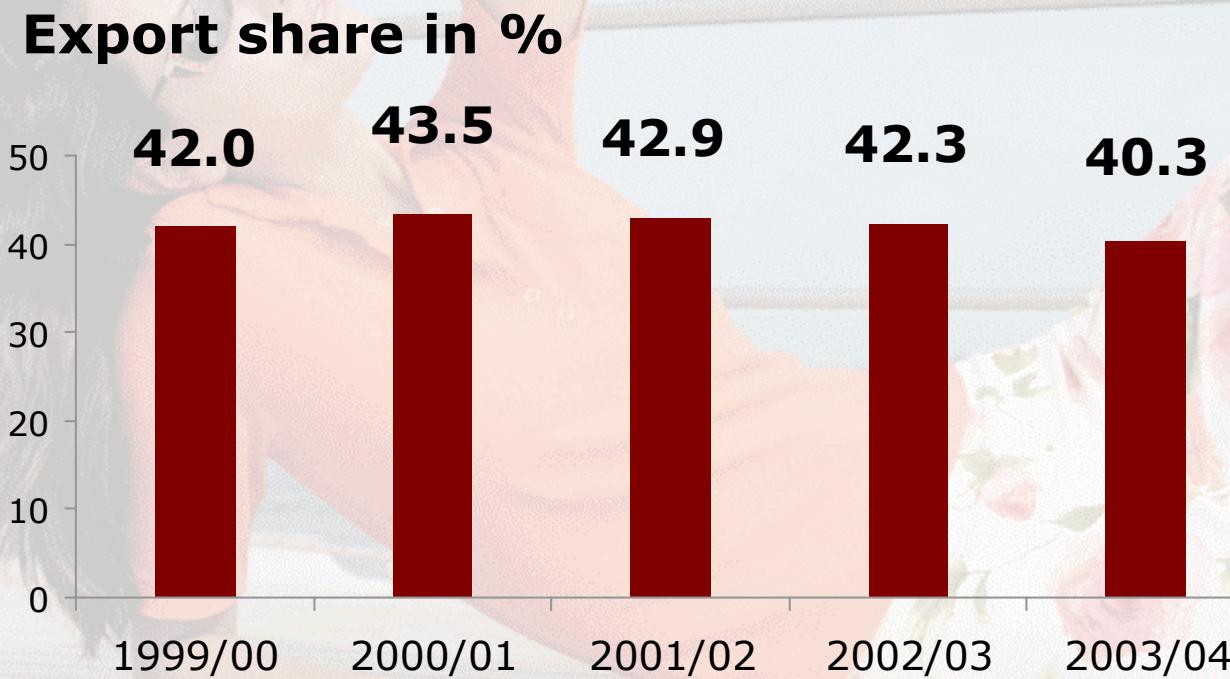
# Fiscal 2003/2004: Group balance sheet structure



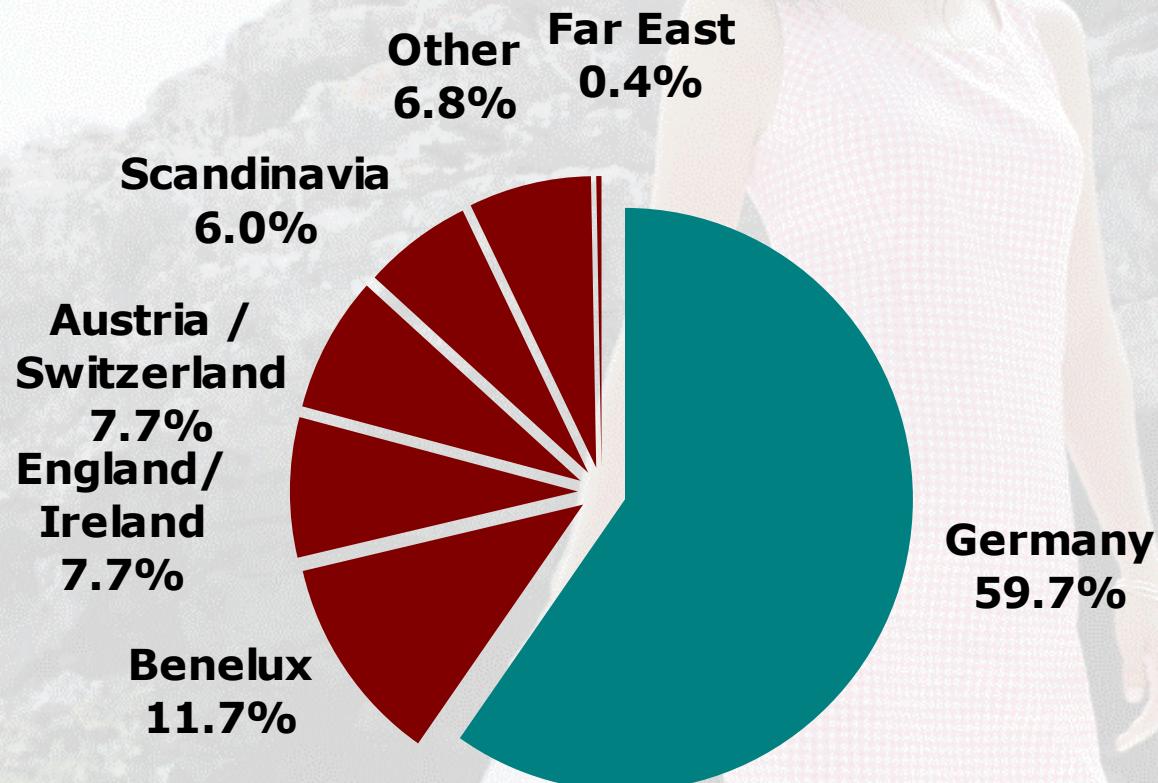
# Fiscal Year 2003/2004: Development of brand sales

in € m	2002/2003	2003/2004	+/-
GERRY WEBER	203.0	215.8	+ 6.3%
TAIFUN	84.0	87.8	+ 4.5%
SAMOON	26.3	26.7	+ 1.5%
COURT ONE	10.6	2.3	- 78.3%
YOMANIS	2.8	---	---
Retail	15.8	16.3	+ 3.1%

# Fiscal Year 2003/2004: Development of export share



# Fiscal Year 2003/2004: Key export countries



# **Fiscal Year 2003/2004: HOUSES OF GERRY WEBER**

- 70 stores (Oct. 31, 2004)
  - 20 own stores
  - 50 in franchise
- Target: 300 to 400 stores in 3 to 4 years
- Sales in retail business rose to EUR 16.3 m

# Fiscal Year 2003/2004: Development of licenses

- In 2003/2004 license sales increased to EUR 0.7 million
- Current license topics:
  - Bags
  - Eyewear
  - Jewelry: new collection 2003/2004
  - Perfume: start 2003/2004 incl. body care
  - Shoes: start 2004/2005
  - Menswear: from autumn/winter collection 2006

# Fiscal 2004/2005: Development

- Brand sales up by 10.1% (adjusted, Q1)
- Margins and profitability improved
- Incoming orders up by 17%
- Own retail sales increased by 72.2% (Q1)
- Excellent development of sublabels
- Menswear licensing agreement allows to tap new sales potential

# **Outlook: Fiscal Year 2004/2005**

- Sales growth to EUR 395 million
- EBIT margin over 9%
- Opening of 40 HOUSES OF GERRY WEBER
- 100 new shop-in-shops
- Medium-term objectives:
  - EBIT margin of approx. 10%
  - 300 to 400 HOUSES OF GERRY WEBER
  - Expansion of export share

# **GERRY WEBER**

## **Annual General Meeting 2005**