

## COMPANY PROFILE

GERRY WEBER International AG, headquartered in Halle/Westphalia, operates on a global scale and unites five strong fashion brands under one roof: GERRY WEBER, TAIFUN, SAMOON by GERRY WEBER, talkabout and HALLHUBER. Since its beginning in 1973 GERRY WEBER International AG, which is listed in the S-DAX, has become one of the best known German fashion and lifestyle companies with almost 1,270 company-managed stores and sales spaces (incl. 342 from HALLHUBER), approximately 2,400 shop-in-shops and 270 franchised stores worldwide as well as brand online-shops in nine countries. With some 7,000 employees worldwide (including about 1,850 from HALLHUBER) and distribution channels in roughly 60 countries, the GERRY WEBER Group is one of the largest listed fashion companies in Germany.

In the financial year 2015/16 (1 November 2015 to 31 October 2016) the GERRY WEBER Group generated sales revenues of EUR 900.8 million and operating income (EBIT) in the amount of EUR 13.8 million. The HALLHUBER subsidiary, which was acquired in February 2015, contributed EUR 183.2 million to GERRY WEBER Group sales. The dividend for the financial year amounted to EUR 0.25 per share (proposal to AGM).

The Managing Board consists of CEO Ralf Weber, responsible for Wholesale and Corporate Development, Dr. David Frink, responsible for Finance, Logistics, IT, Administration, Production and Human Resources Management as well as Norbert Steinke, responsible for the Retail segment.

## SHARE CHART



## SHAREHOLDER STRUCTURE

29.6%	Gerhard Weber (directly and indirectly)
17.5%	Udo Hardieck (directly and indirectly)
3.9%	Ralf Weber (directly and indirectly)
5.3%	BNY Mellon Service Kapitalanlage-Gesellschaft*
49.0%	Freefloat

Last Update: Sep 19, 2017

\* included in the freefloat

## MANAGEMENT



**Ralf Weber**  
Chairman



**Dr. David Frink**

## SUPERVISORY BOARD

- > **Dr. Ernst F. Schröder** (C)
- > **Alfred Thomas Bayard**
- > **Ute Gerbaulet**
- > **Klaus Lippert**
- > **Annette von der Recke**
- > **Charlotte Weber-Dresselhaus**
- > **Gerhard Weber** (DC)
- > **Olaf Dieckmann**
- > **Udo Hardieck**
- > **Manfred Menningen**
- > **Andreas Strunk**
- > **Hans-Jürgen Wentzlaff**

## STOCK FUNDAMENTALS

ISIN	DE0003304101
WKN	330410
Share type	Ordinary
Bloomberg Code	GW11@GR
Reuters Code	GWIG.DE
Ticker	GW11
Branch	Fashion
Index	SDAX DAXsector All Consumer
Segment	Prime Standard
Last Dividend	0.25 (2016/17)
No. of shares	45,905,960
Market Cap	EUR 487.98 mn
52 week high	14.32 EUR
52 week low	9.95 EUR
Stock exchanges	Frankfurt, Dusseldorf, Stuttgart, Munich, Hamburg, Berlin, Hanover

## FINANCIAL CALENDAR

**Sep 14, 2017** Publication quarterly statement (call-date Q3)

## ANNUAL FIGURES

	2015/2016	2014/2015	2013/14	2012/13	2011/12
in EUR million					
<b>Sales by regions</b>	<b>900.8</b>	<b>920.8</b>	<b>852.1</b>	<b>852.0</b>	<b>802.3</b>
Domestic	598.9	574.6	510.4	520.2	491.0
International	301.9	346.2	341.7	331.8	311.3
<b>Sales by segment</b>	<b>900.8</b>	<b>920.8</b>	<b>852.1</b>	<b>852.0</b>	<b>802.3</b>
GERRY WEBER Core Wholesale	298.4	365.4	447.2	488.3	502.8
GERRY WEBER Core Retail	419.2	440.3	404.9	363.7	299.5
HALLHUBER <sup>3</sup>	183.2	115.2	0.0	0.0	0.0
<b>Sales split by brand</b>					
GERRY WEBER	59.7%	66.6%	76.2%	75.2%	76.4%
TAIFUN	15.5%	16.1%	18.3%	19.4%	18.3%
SAMOON	4.5%	4.8%	5.6%	5.3%	5.3%
HALLHUBER <sup>3</sup>	20.3%	12.5%	0.0%	0.0%	0.0%
Others	<1,0 %	<1,0 %	<1.0 %	<1.0 %	<1.0 %
Cost of materials	369.8	392.7	390.9	386.2	404.8
Personnel expenses	202.7	187.1	154.9	143.3	125.8
Other operating income	308.7	273.8	214.3	203.7	187.6
Depreciation / Amortisation	63.5	36.5	25.3	21.6	16.3
<b>Key earnings figures</b>					
EBITDA	77.3	115.8	134.2	127.5	132.3
EBITDA margin	8.6%	12.6%	15.7%	15.0%	16.5%
EBIT	13.8	79.3	108.9	105.8	115.9
EBIT margin	1.5%	8.6%	12.8%	12.4%	14.5%
EBT	5.2	73.1	104.6	102.8	113.7
EBT margin	0.6%	7.9%	12.3%	12.1%	14.2%
Net income of the year	0.5	52.2	71.4	71.0	78.8
Earnings per share in Euro <sup>1</sup>	0.01	1.14	1.56	1.55	1.72
<b>Capital structure</b>					
Equity	446.5	483.4	455.3	395.8	363.0
Investments	59.9	216.6	65.0	37.9	84.8
Equity ratio	49.6%	51.5%	66.4%	74.5%	75.1%
<b>Key figures</b>					
Average Staff number	7,022	7,027	5,202	4,700	4,121
Return on Investment (ROI)	1.5%	8.4%	15.9%	19.9%	24.0%
Return on Equity (ROE) <sup>2</sup>	3.1%	16.4%	23.9%	26.7%	31.9%

<sup>1)</sup> on basis of 45,905,960 outstanding shares

<sup>2)</sup> EBIT basis

<sup>3)</sup> FY 2014/15 only nine months consolidated

## GERRY WEBER INTERNATIONAL AG

Postfach 1763  
33790 Halle/Westfalen  
Germany

Tel.: +49 (0) 5201 185-0  
Fax: +49 (0) 5201-10931  
ir@gerryweber.de  
<http://www.gerryweber-ag.de>

## Contact Investor Relations

Claudia Kellert  
Phone: +49 (0) 5201 185-0  
Fax: +49 (0) 5201 5857