

# FACT SHEET

## 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, talkabout and HALLHUBER. Since its beginning in 1973 GERRY WEBER International AG, which is listed in the Prime Standard of the German Stock Exchange, has become one of the best known German fashion and lifestyle companies with approximately 1,250 company-managed stores and sales spaces (incl. 397 from HALLHUBER), approximately 2,480 shop-in-shops and 270 franchised stores worldwide as well as brand online-shops in nine countries. With some 6,900 employees worldwide (including about 2,065 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 2016/17 (1 November 2016 to 31 October 2017) the GERRY WEBER Group generated sales revenues of EUR 880,9 million and operating income (EBIT) in the amount of EUR 10.3 million. The HALLHUBER subsidiary, which was acquired in February 2015, contributed EUR 194.3 million to GERRY WEBER Group sales. The Managing Board consists of Ralf Weber (CEO), responsible for the departments Corporate Development, Strategy, Procurement and Logistics as well as the Strategic Business Units (SBUs) "GERRY WEBER/talkabout" and "TAIFUN/SAMOON", Jörg Stüber (CFO), who is responsible for the departments Finance, Controlling, Central Purchasing, Compliance, Investor Relations and HR as well as Johannes Ehling (CSO-CDO) who is in charge for the national and international distribution channels (Wholesale, Retail and E-Commerce), IT and the digital strategy of the GERRY WEBER Group as well as for the HALLHUBER SBU.

## 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)
8.6%	Axxion S.A.*
49.0%	Free float

Last Update: Oct 9, 2017

\* included in the free float

## MANAGEMENT



**Ralf Weber**  
Chairman



**Jörg Stüber**



**Johannes Ehling**

## SUPERVISORY BOARD

- |                                      |                                |
|--------------------------------------|--------------------------------|
| > <b>Dr. Ernst F. Schröder</b> (C)   | > <b>Gerhard Weber</b> (DC)    |
| > <b>Alfred Thomas Bayard</b>        | > <b>Olaf Dieckmann</b>        |
| > <b>Ute Gerbaulet</b>               | > <b>Udo Hardieck</b>          |
| > <b>Klaus Lippert</b>               | > <b>Rena Marx</b>             |
| > <b>Manfred Menningen</b>           | > <b>Andreas Strunk</b>        |
| > <b>Charlotte Weber-Dresselhaus</b> | > <b>Hans-Jürgen Wentzlaff</b> |

## STOCK FUNDAMENTALS

ISIN	DE0003304101
WKN	330410
Share type	Ordinary
Bloomberg Code	GW11@GR
Reuters Code	GWIG.DE
Ticker	GW11
Branch	Fashion
Segment	Prime Standard
Last Dividend	0.00 (2016/17)
No. of shares	45,905,960
Market Cap	EUR 283.70 mn
52 week high	11.44 EUR
52 week low	6.01 EUR
Stock exchanges	Frankfurt, Dusseldorf, Stuttgart, Munich, Hamburg, Berlin, Hanover

## FINANCIAL CALENDAR

**Sep 13, 2018** Publication quarterly statement (call-date Q3)

# FACT SHEET

## ANNUAL FIGURES

	2016/2017	2015/2016	2014/2015	2013/14	2012/13
in EUR million					
<b>Sales by regions</b>	<b>880.9</b>	<b>900.8</b>	<b>920.8</b>	<b>852.1</b>	<b>852.0</b>
Domestic	557.6	598.9	574.6	510.4	520.2
International	323.3	301.9	346.2	341.7	331.8
<b>Sales by segment</b>	<b>880.9</b>	<b>900.8</b>	<b>920.8</b>	<b>852.1</b>	<b>852.0</b>
GERRY WEBER Core Wholesale	294.0	298.4	365.4	447.2	488.3
GERRY WEBER Core Retail	392.6	419.2	440.3	404.9	363.7
HALLHUBER <sup>3)</sup>	194.3	183.2	115.2	0.0	0.0
<b>Sales split by brand</b>					
GERRY WEBER	57.8%	59.7%	66.6%	76.2%	75.2%
TAIFUN	15.6%	15.5%	16.1%	18.3%	19.4%
SAMOON	4.5%	4.5%	4.8%	5.6%	5.3%
HALLHUBER <sup>3)</sup>	22.1%	20.3%	12.5%	0.0%	0.0%
Cost of materials	356.7	369.8	392.7	390.9	386.2
Personnel expenses	192.0	202.7	187.1	154.9	143.3
Other operating income	279.3	308.7	273.8	214.3	203.7
Depreciation / Amortisation	47.9	63.5	36.5	25.3	21.6
<b>Key earnings figures</b>					
EBITDA	58.2	77.3	115.8	134.2	127.5
EBITDA margin	6.6%	8.6%	12.6%	15.7%	15.0%
EBIT	10.3	13.8	79.3	108.9	105.8
EBIT margin	1.2%	1.5%	8.6%	12.8%	12.4%
EBT	2.6	5.2	73.1	104.6	102.8
EBT margin	0.3%	0.6%	7.9%	12.3%	12.1%
Annual net loss/ profit	-0.8	0.5	52.2	71.4	71.0
Earnings per share in Euro <sup>1)</sup>	-0.02	0.01	1.14	1.56	1.55
<b>Capital structure</b>					
Balance sheet total	789.9	900.7	938.6	685.2	531.6
Equity	412.7	446.5	483.4	455.3	395.8
Investments	62.3	59.9	216.6	65.0	37.9
Equity ratio	52.3%	49.6%	51.5%	66.4%	74.5%
<b>Key figures</b>					
Average Staff number	6,921	7,022	7,027	5,202	4,700
Return on Investment (ROI) <sup>2)</sup>	1.3%	1.5%	8.4%	15.9%	19.9%
Return on Equity (ROE) <sup>2)</sup>	2.5%	3.1%	16.4%	23.9%	26.7%

1) 2016/17 on the basis of 45,695,674 shares (calculation pro rata temporis); all other years on the basis of 45,905,960 shares

2) EBIT basis

3) 2014/15 only nine months consolidated

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