

COMPANY PROFILE

TOM TAILOR Holding SE

TOM TAILOR Group is an international, vertically integrated fashion company focused on casual wear in the medium price segment. The product portfolio is complemented by an extensive range of fashionable accessories and home textiles. With the umbrella brand TOM TAILOR and the brand BONITA, the company covers the full range of age groups from babies through to the over-40 customers.

Each of the company's brands has its own core identity and well-defined character, with a common commitment to an overarching principle: premium fashion at attractive prices for customers who value quality and style. As a trend manager, the TOM TAILOR Group is always on top of the latest developments on the international scene. This close proximity to trends is reflected in the product strategy and the collections, which are inspired by the international fashion markets as well as street wear looks. On that basis, the various brands respond to the specific demand and emotions of their target groups.

The TOM TAILOR umbrella brand, with its long tradition, is aimed at men and women aged 25 to 45. Its collections are centered around comfortable, versatile looks that project a fashionable, confident and authentic style. The TOM TAILOR Denim collections are intended for young men and women between the ages of 25 and 35. The core element, denim, is a unifying theme throughout, complemented by sporty, nautical and practical touches. TOM TAILOR Denim stands for a style sense rooted in the label's home city of Hamburg and combined daring and provocative trends. Rounding off the collections are the licensed products, including the TOM TAILOR KIDS, TOM TAILOR MINIS and TOM TAILOR BABY fashion lines, as well as an extensive range of accessories and home textiles.

The BONITA brand enhances the portfolio with fashion for women over 50. It stands for confident, adult fashion which is characterized by current styles, superior quality and a perfect fit.

The group has a long tradition of success in its regional core market of Germany. After achieving strong domestic and international growth in recent years, the company has made profitability the main focus of its strategy, structures and processes, and is concentrating on its core sales markets. Along with Germany, these include Austria, Switzerland, south-eastern Europe and Russia. With approximately 6,100 employees, over 1,225 company stores and more than 11,000 other points of sale, it now generates around one third of its total sales outside Germany. The Group is present in 33 countries.

SHARE CHART



MANAGEMENT



Dr. Heiko Schäfer



Thomas Dressendörfer



Liam Devoy



Karsten Oberheide

SUPERVISORY BOARD

- > Dr. Thomas Tochtermann
- > Stefanie Branahl
- > Otmar Debald
- > Oliver Kerinnes
- > Sven Terpe
- > Barbara Pfeiffer
- > Yun (Joann) Cheng
- > Andreas Karpenstein
- > Dr. Junyang (Jenny) Shao
- > Kitty Cleijne-Wouters

STOCK FUNDAMENTALS

ISIN	DE000A0STST2
WKN	A0STST
Share type	Ordinary
Bloomberg Code	TTI@GR
Reuters Code	TTIGn.DE
Ticker	TTI
Branch	Textile
Index	Prime Standard
Segment	Prime Standard
No. of shares	38,495,269 (as at June 2017)
Market Cap	EUR 84.54 mn
52 week high	10.38 EUR
52 week low	1.90 EUR
Stock exchanges	Frankfurt and Hamburg

FINANCIAL CALENDAR

- Mar 21, 2019** Publication of Financial Year 2018 and Annual Report 2018
- May 08, 2019** Publication quarterly financial report (call-date Q1)
- May 29, 2019** Annual General Meeting 2018, Start: 11.00am
- Aug 07, 2019** Publication half-yearly financial report
- Nov 06, 2019** Publication quarterly statement (call-date Q3)

SHAREHOLDER STRUCTURE

28.89%	Fosun Group
71.11%	Freefloat (*incl. Dorval Asset Management: 9.83%; Polygon Global Partners 5.02%) December 2018

ANNUAL FIGURES

	2017	2016	2015	2014	2013
in EUR'000					
Revenue	921,775	968,519	955,878	932,132	907,249
Other operating income	37,463	32,312	38,990	26,701	27,432
Cost of materials	(384,085)	(441,042)	(420,582)	(400,354)	(408,265)
Personnel expenses	(195,292)	(220,158)	(208,643)	(196,182)	(193,504)
Depreciation, amortisation and impairments	(39,172)	(83,145)	(50,269)	(51,031)	(57,674)
Other operating expenses	(297,482)	(329,375)	(298,068)	(278,024)	(268,781)
Profit from operating activities	43,903	(72,889)	17,306	33,242	6,457
Financial result	(15,333)	(16,314)	(14,860)	(17,463)	(18,301)
Result before income tax	28,570	(89,203)	2,446	15,779	(11,844)
Income tax expense	(11,515)	16,203	(2,375)	(5,027)	(4,397)
Net result for the period	17,055	(73,000)	71	10,752	(16,241)
Other comprehensive result					
Currency effects from foreign operations	(684)	1,246	1,575	(815)	(230)
Change in cash flow hedging reserve	(35,180)	674	(1,845)	27,148	(3,323)
Tax effect change in fair value of cash flow hedges	10,928	(247)	536	(8,319)	1,041
Comprehensive income, net of tax	(7,887)	(71,404)	325	28,561	(18,753)
Basic earnings per share (in EUR)	0.37	(2.95)	(0.18)	0.28	(0.87)
Diluted earnings per share (in EUR)	0.37	(2.95)	(0.18)	0.28	(0.87)

QUARTERLY FIGURES

	2018			2017		
in EUR'000	Q3	Q2	Q1	Q3	Q2	Q1
Revenue	214,279	209,543	189,728	239,910	227,371	218,900
Other operating income	5,577	7,057	7,795	9,468	8,523	9,405
Cost of materials	(92,124)	(75,322)	(81,012)	(103,091)	(91,588)	(102,733)
Personnel expenses	(46,778)	(48,026)	(46,373)	(49,469)	(51,198)	(48,311)
Depreciation, amortisation and impairments	(8,500)	(9,471)	(9,283)	(7,742)	(8,583)	(10,299)
Other operating expenses	(70,941)	(70,699)	(66,070)	(74,710)	(71,166)	(68,541)
Profit from operating activities	1,513	13,183	(5,153)	14,366	13,359	(1,579)
Financial result	(1,818)	(1,121)	(4,534)	(3,590)	(4,324)	(3,984)
Result before income tax	(305)	12,062	(9,687)	10,776	9,035	(5,563)
Income taxes	21	(1,454)	1,106	(3,340)	(2,447)	(931)
Net income for the period	(284)	10,608	(8,581)	7,436	6,588	(6,494)
Basic earnings per share (in EUR)	(0.03)	0.26	(0.24)	0.19	0.17	(0.25)
Diluted earnings per share (in EUR)	(0.03)	0.26	(0.24)	0.19	0.17	(0.25)

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