Interim report as at 30 September 2008

1st to 3rd quarter:
sales revenue + 8 per cent, profits + 36 per cent
Training: all national winners are Fielmann staff
2008 year as a whole: 650 additional jobs

fielmann

Fielmann Aktiengesellschaft
Interim report as at 30 September 2008

Dear Shareholders and Friends of the Company,

Our expectations for the first nine months of the financial year have been met, with Fielmann significantly expanding sales revenue and achieving double digit growth in its profits.

Group interim management report

General conditions

The effects of the financial crisis have impacted long-term on macroeconomic conditions. The consumer mood has weakened. Leading research institutes have repeatedly revised their forecasts for economic growth downwards and now expect growth of only 1.8 per cent for 2008. The German government forecasts a rise in GDP of 0.2 per cent in 2009.

Since the start of the year, the cost of living has increased by 3.0 per cent. Inflation fell to 2.4 per cent in October. The retail sector recorded a downturn in sales in real terms of 0.5 per cent compared with the same period in the previous year. The rate of unemployment amounted to 7.4 per cent as at 30 September 2008 (3.1 million).

Report on the income, financial position and assets

Unit sales and sales revenue

External sales (consolidated sales including VAT) rose by 7.9 per cent to € 802.3 million in the first nine months of 2008 and consolidated sales were up by 8.0 per cent to € 682.0 million.

In the third quarter, Fielmann sold 1.5 million pairs of glasses. External sales increased by 8.0 per cent to € 270.0 million and consolidated sales by 7.4 per cent to € 230.8 million.

Earnings and investments

In the first nine months of financial year 2008, pre-tax profits rose by 36.3 per cent to € 127.3 million and profits after tax from € 56.2 million[1] to € 89.3 million. Pre-tax profits in the third quarter of 2008 increased by 25.4 per cent to € 47.1 million and profit after tax from € 22.6 million[1] to € 33.0 million. Earnings per share amounted to € 2.05 as at 30 September (previous year: € 1.29[1]) and earnings per share in the third quarter to € 0.76 (previous year: € 0.52[1]). The corporation tax reform impacted positively on income after the first nine months of the year, with a reduction in the tax rate from 39.8 to 29.9 per cent.

Investments were financed entirely from cash flow and totalled € 20.8 million (previous year: € 31.0 million) after the first nine months of 2008. We invested € 15.6 million in branches (previous year: € 21.4 million), with the number of stores rising to 612 as at 30 September (previous year: 589).

Earnings per share

in € '000	September 2008	September 2007	2007
Net income	89,255	56,200[1]	82,044
Income attributable to other shareholders	–3,143	–2,144	–2,968
Period result	**86,112**	**54,056**	**79,076**
Earnings per share in €	**2,05**	**1,29**	**1,88**

Expansion

The markets in neighbouring countries offer great potential in terms of growth and earnings. In the first nine months of this year, Fielmann generated a sales return before tax of 18 per cent in Germany and Austria, in Switzerland 21 per cent.

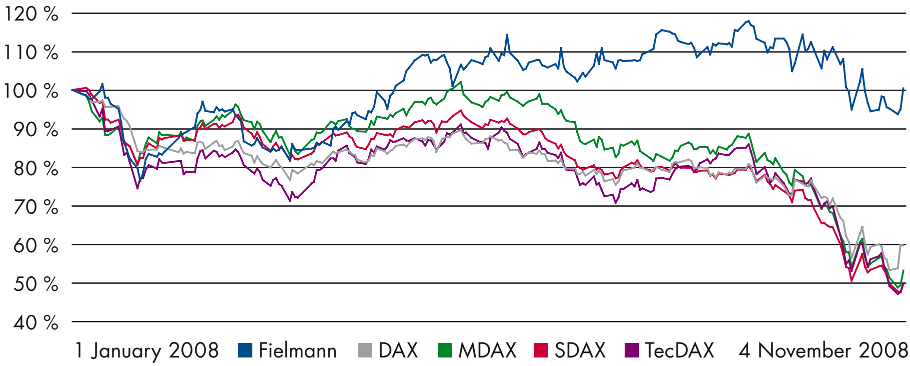
We are rapidly pushing ahead with our expansion in Germany and abroad.

[1] The item has been adjusted in line with the actual tax ratio for 2007.

Share

The effects of the financial crisis have shocked the capital markets worldwide. Marked distortions in the money market and fears of a global recession have affected stock exchanges everywhere. The DAX has seen 35 per cent wiped off its value since the start of the year, the MDAX and TecDAX 38 per cent, the SDAX 44 per cent. Fielmann shares are quoted at € 45.62 per share, + 1 per cent.

Performance comparison of Fielmann shares, DAX, MDAX, SDAX and TecDAX



Dividend

The Annual General Meeting of Fielmann AG on 10 July 2008 resolved a dividend of € 1.40 per share for financial year 2007 (+16.7 per cent on the previous year). Fielmann distributed € 58.8 million to its shareholders, which represents a pay-out ratio of 74.4 per cent.

Staff

Fielmann is the biggest employer and trainer in the optical industry. As at 30 September, the Company employed 12,552 staff (previous year: 11,865), of whom 2,202 are trainees (previous year: 1,955).

With 5 per cent of all optical stores in Germany, Fielmann provides training for 30 per cent of trainees in the sector. The Company's success in training is reflected by nationwide awards. In 2008, Fielmann staff once again accounted for all the national winners in the training competition of the German optical industry and for 91 per cent of all state winners.

The majority of our employees participate in the Company through capital contributions and shares. This highlights the trust they place in the Company. In addition to good salaries, they receive interest, profit shares and dividends, all of which boost staff motivation and this in turn benefits consumers.

Information on the Company boards

Upon his request, Professor Dr Jobst Herrmann (Ing.) resigned from office with effect from the end of the Annual General Meeting on 10 July 2008. On the same date, the General Meeting elected Mr Paolo Righi as a new Supervisory Board member.

Forecast, opportunities and risk report

The German Gouvernment is forecasting economic stagnation for 2009. In difficult times, customers turn to companies which guarantee high quality at reasonable prices. In the optical market that company is Fielmann. We are confident that we will achieve an expansion of our market position in future. The statements provided in Annual Report 2007 on the opportunities and risks of the business model remain unchanged.

Outlook

For 2008, the Company expects growth in sales and profits. External sales are set to rise to more than € 1 billion. Taking into account the special factor of subsequent payments from the health insurance funds, income will also increase significantly by a double digit figure. In the financial year as a whole, Fielmann will create 650 additional jobs.

Fielmann is largely debt-free and has access to safely invested liquidity. This financial independence enables us to continue our expansion strategy in the current difficult market environment.

Hamburg, November 2008

Fielmann Aktiengesellschaft
The Management Board

Notes

Accounting and valuation principles

The interim report for Fielmann AG and the Group as at 30 September 2008 has been prepared on the same accounting and reporting basis as the consolidated annual accounts as at 31 December 2007, which were prepared in accordance with the International Financial Reporting Standards (IFRS incorporating IAS). The interim report has not been audited.

Changes have resulted from the first-time application of IFRS 8 to segment reporting. The segment information indicated below is based on IFRS 8 Operating Segments, which defines the requirements for reporting the financial results of a company's business segments. IFRS 8, which supersedes IAS 14 Segment Reporting, adopts the management approach and was ratified by the IASB in November 2006.

It applies to financial years commencing on or after 1 January 2009, however, it may also be applied in advance of this date.

Fielmann generates 99 per cent of its revenue in optical retail sales. Internal reporting is based on segmentation by country, covering Germany, Switzerland, Austria and Other (the Netherlands, Luxembourg, Poland and Eastern Europe).

There is no variation between the valuation within the segments and in the Group as a result of harmonising internal and external reporting systems. The assignment of values to segments is based entirely on the allocation to reporting units.

Segment proceeds from business transacted with other segments are not subject to special valuation, since they represent normal commercial transactions at standard market terms and conditions.

The results relating to ordinary activities, adjusted by the results from participations indicated under the segments and which are of secondary significance in the consolidated accounts, correspond to the result for the period under review in the context of IFRS 8. Due to the internal interweaving, segment assets excluding taxes are indicated as a share of the consolidated Group assets. No reconciliation has been carried out.

Seven companies were included for the first time in the scope of consolidation as at 31 March, four as at 30 June and a further five companies as at 30 September. These were newly established sales companies in which Fielmann Aktiengesellschaft holds a direct or indirect majority share of the voting rights and which are uniformly managed. At the time of preparing the present interim report, they had no significant effect on the financial position of the Group.

Explanatory notes on the cash flow statement

Financial resources totalling T€ 113,805 correspond to the item posted on the balance sheet as “cash and cash equivalents” and includes liquid funds, money market funds which can be liquidated at any time and securities with a fixed term of up to one month.

in € '000	September 2008	September 2007
Liquid funds	64,545	32,343
Money market funds	13,499	15,359
Securities with fixed maturities	35,761	37,350
Financial resources	**113,805**	**85,052**

Explanatory notes on segment reporting

The item “Other” comprises set-up costs for opening two branches in Poland.

In accordance with the regional structure of the internal reporting system, segmentation is by geographic region where Group products and services are sold or provided.

Details on relationships to associated individuals and companies (IAS 24)

The contractual relationships with associated individuals and companies reported in the 2007 Annual Report have remained virtually unchanged (IAS 24). Transactions are executed at standard market terms and prices and are of secondary importance to Fielmann Aktiengesellschaft.

After the first nine months of the year, the proceeds amounted to T€ 501 (previous year: T€ 509) and expenses to €T 3,033 (previous year: T€ 2,725). The balances have been offset as at the reporting date.

Key events after 30 September 2008

Apart from the economic stagnation forecast by the German Government, at the time of preparing the present interim report, the company was not aware of any key events occurring after 30 September 2008 which might affect the asset, financial and income position of Fielmann Aktiengesellschaft and the Fielmann Group..

Other information

Under the item posted as Securities, the stock of 39,936 of the company's own shares was sold. The book value as at 30 September 2008 amounted to T€ 1,886. The Fielmann shares reported have been bought in accordance with § 71 para. 1 No. 2 of the AktG (German Stock Corporation Act), in order to offer them to employees of Fielmann Aktiengesellschaft and its affiliated companies as employee shares. In addition, staff in the branches receive shares upon achievement of specific targets.

Financial calendar 2009

Preliminary figures 2008	February 2009
Quarterly report as at 31 March	April 2009
Balance sheet press conference	April 2009
Annual General Meeting	9 July 2009
Bloomberg code	FIE
Reuters code	FIEG.DE
ISIN	DE0005772206

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Segment reporting 1 January to 30 September

The figures for the previous year are indicated in brackets.

in € million	Germany	Switzerland	Austria	Other	Consoli-dation	Group
Sales revenue from segment	578.8 (537.5)	73.3 (67.0)	35.3 (34.0)	20.1 (17.0)	–25.5 (–23.8)	682.0 (631.7)
Sales revenue from other segments	22.8 (20.8)	1.9 (1.8)	0.0 (0.1)	0.8 (1.1)		
Outside sales revenue	**556.0 (516.7)**	**71.4 (65.2)**	**35.3 (33.9)**	**19.3 (15.9)**		**682.0 (631.7)**
Cost of materials	181.4 (181.8)	25.3 (24.3)	12.8 (12.3)	7.0 (6.5)	–31.3 (–28.9)	195.2 (196.0)
Personnel costs	209.1 (194.7)	23.4 (20.2)	11.2 (10.8)	6.4 (5.3)		250.1 (231.0)
Scheduled depreciation	19.9 (20.1)	1.6 (1.7)	1.0 (1.3)	0.9 (0.8)		23.4 (23.9)
Interest expenses	1.7 (1.5)	0.4 (0.1)		0.2 (0.3)	–1.1 (–0.5)	1.2 (1.4)
Interest income	5.1 (3.2)	0.2 (1.0)	0.7 (0.4)	0.2 (0.2)	–1.1 (–0.5)	5.1 (4.3)
Result from ordinary activities[1]	**105.7 (72.1)**	**15.0 (16.1)**	**6.5 (5.4)**	**0.1 (0.0)**	**0.0 (–0.2)**	**127.3 (93.4)**
Tax on income and revenue	31.7 (27.7)	3.8 (3.8)	1.7 (1.5)	0.1 (0.2)	0.7 (4.0)	38.0 (37.2)
Profit for the period	**74.0 (44.4)**	**11.2 (12.3)**	**4.8 (3.9)**	**0.0 (–0.2)**	**–0.7 (–4.2)**	**89.3 (56.2)**
Segment assets excl. taxes	509.5 (452.6)	57.6 (38.7)	14.2 (14.6)	21.1 (22.7)		602.4 (528.6)
Investments	17.7 (26.8)	1.1 (2.1)	0.4 (0.5)	1.6 (1.6)		20.8 (31.0)
Deferred taxes	17.8 (17.6)	0.2 (0.1)		0.1 (0.1)		18.1 (17.8)

[1] In the segments without income from participations

Movement of equity, September 2008

The figures for the previous year are indicated in brackets.

in € '000	Position as at 1 January	Dividends paid/Share of result*	Profit for the period	Other changes	Position as at 30 September
Subscribed capital	**54,600 (54,600)**				**54,600 (54,600)**
Capital reserves	**92,652 (92,652)**				**92,652 (92,652)**
Group equity generated	**265,036 (236,723)**	**–58,765 (–50,372)**	**86,112 (54,146)**	**165 (–1,421)**	**292,548 (239,076)**
of which: securities held for sale	61 (94)			–19 (20)	42 (114)
of which: currency equalisation item	–1,110 (–1,142)			2,173 (–327)	1,063 (–1,469)
of which: own shares	0 (388)			1,886 (481)	1,886 (869)
of which: share-based remunaration	538 (443)				538 (443)
Minority interests	**–20 (16)**	**–3,208 (–2,103)**	**3,143 (2,144)**	**–33 (–215)**	**–118 (–158)**
Group equity	**412,268 (383,991)**	**–61,973 (–52,475)**	**89,255 (56,290)**	**132 (–1,636)**	**439,682 (386,170)**

* dividend paid and share of profit allocated to other shareholders

Cash flow statement

	For the period 1 January to 30 September	2008 in € '000	2007 in € '000	Change in € '000
	Earnings before interest and taxes (EBIT)	123,318	90,495	32,823
	Interest expenses	–1,140	–1,365	225
	Interest income	5,085	4,225	860
	Result from ordinary activities	**127,263**	**93,355**	**33,908**
	Taxes on income and earnings	–38,008	–37,155[1]	–853
	Profit for the quarter (including profits accruing to other shareholders)	**89,255**	**56,200**	**33,055**
+/–	Write-downs/write-ups on fixed assets	23,395	23,864	–469
+/–	increase/reduction in long-term accruals	–54	223	–277
+/–	other non cash expenses/income	1,623	2,448	–825
=	**Cash flow**	**114,219**	**82,735**	**31,484**
+/–	Increase/reduction in current accruals	2,416	–2,368	4,784
–/+	Profit/loss from disposal of fixed assets	414	–134	548
–/+	Increase/reduction in inventories, trade receivables and other assets not attributable to Investment and financial activities	3,254	–1,385	4,639
–/+	Increase/reduction in financial assets held for trading purposes	–48,597	–34,445	–14,152
+/–	Increase/reduction in trade liabilities and other liabilities not attributable to Investment and financial activities	15,001	25,158	–10,157
=	**Cash flow from current business activities**	**86,707**	**69,561**	**17,146**
	Receipts from disposal of tangible assets	199	931	–732
–	Payments for tangible assets	–18,810	–25,995	7,185
+	Receipts from disposal of intangible assets	332	4	328
–	Payments for intangible assets	–1,948	–4,546	2,598
+	Receipts from disposal of financial assets	168	120	48
–	Outflow for investment in financial assets	0	–364	364
–	Payments for financial assets	0	–91	91
=	**Cash flow from investment activities**	**–20,059**	**–29,941**	**9,882**
–	Dividend paid and share of profit allocated to other shareholders	–61,973	–52,475	–9,498
–	Payments for redemption of financial credits	2,124	–5,630	7,754
=	**Cash flow from financial activities**	**–59,849**	**–58,105**	**–1,744**
	Cash changes in financial resources	6,799	–18,485	25,284
+/–	Currency, consolidation and valuation-related changes in financial resources	482	–508	990
+	Financial resources at start of period under review	106,524	104,045	2,479
=	**Financial resources at end of period under review**	**113,805**	**85,052**	**28,753**

[1] This item has been adjusted in accordance with the ACTUAL tax ratio for 2007.

Consolidated profit and loss statement

For the period from 1 April to 30 September	2008 in € '000	2007 in € '000	Change
1. Consolidated sales	230,830	214,886	7.4 %
2. Change in finished goods and work in progress	–298	–1,755	
Total consolidated revenues	**230,532**	**213,131**	**8.2 %**
3. Other operating income	14,655	13,228	10.8 %
4. Cost of materials	–64,537	–64,449	0.1 %
5. Personnel costs	–85,173	–78,177	8.9 %
6. Depreciation	–7,747	–7,916	–2.1 %
7. Other operating expenses	–42,518	–38,679	9.9 %
8. Interest income	1,864	415	349.2 %
9. Result from ordinary activities	**47,076**	**37,553**	**25.4 %**
10. Tax on income and earnings	–14,063	–14,946[1]	–5.9 %
11. Profit for the quarter	**33,013**	**22,607**	**46.0 %**
12. Income attributable to other shareholders	–1,289	–933	38.2 %
13. Result for the period under review	**31,724**	**21,674**	**46.4 %**
Earnings per share in €	**0.76**	**0.52**	

Consolidated profit and loss statement

For the period from 1 January to 30 September	2008 in € '000	2007 in € '000	Change
1, Consolidated sales	682,040	631,719	8.0 %
2. Change in finished goods and work in progress	3,796	1,874	102.6 %
Total consolidated revenues	**685,836**	**633,593**	**8.2 %**
3. Other operating income	45,540	39,218	16.1 %
4. Cost of materials	–195,211	–196,038	–0.4 %
5. Personnel costs	–250,099	–230,964	8.3 %
6. Depreciation	–23,395	–23,864	–2.0 %
7. Other operating expenses	–139,353	–131,450	6.0 %
8. Interest income	3,945	2,860	37.9 %
9. Result from ordinary activities	**127,263**	**93,355**	**36.3 %**
10. Tax on income and earnings	–38,008	–37,155[1]	2.3 %
11. Profit as at 30 September	**89,255**	**56,200**	**58.8 %**
12. Income attributable to other shareholders	–3,143	–2,144	46.6 %
13. Result for the period under review	**86,112**	**54,056**	**59.3 %**
Earnings per share in €	**2.05**	**1.29**	

[1] This item has been adjusted in accordance with the ACTUAL tax ratio for 2007.

Consolidated balance sheet

Assets	Position as at 30 September 2008 in € '000	Position as at 31 December 2007 in € '000
A. Long-term assets		
I. Intangible assets	9,887	9,952
II. Goodwill	40,965	41,146
III. Fixed assets	188,904	191,395
IV. Investment property	9,457	9,666
V. Financial assets	1,594	1,843
VI. Deferred tax assets	18,091	17,687
VII. Tax assets	2,913	2,913
VIII. Other financial assets	825	1,222
	272,636	**275,824**
B. Current assets		
I. Inventories	102,108	96,336
II. Trade and other receivables	38,585	52,245
III. Tax assets	5,322	6,666
IV. Pre-paid expenses	8,827	5,154
V. Financial assets	87,431	38,834
VI. Cash and cash equivalents	113,805	106,524
	356,078	**305,759**
	628,714	**581,583**

Equity and liabilities	Position as at 30 September 2008 in € '000	Position as at 31 December 2007 in € '000
A. Equity capital		
I. Subscribed capital	54,600	54,600
II. Capital reserves	92,652	92,652
III. Profit reserves	206,436	206,236
IV. Balance sheet profit	0	58,800
V. Profit for the period under review	86,112	0
VI. Minority shares of third parties	–118	–20
	439,682	**412,268**
B. Long-term liabilities		
I. Long-term accruals	7,035	7,089
II. Long-term financial liabilities	4,533	4,163
III. Deferred tax liabilities	7,267	6,917
	18,835	**18,169**
C. Current liabilities		
I. Current accruals	36,974	35,341
II. Current financial liabilities	3,677	1,924
III. Trade and other creditors	85,696	70,182
IV. Tax liabilities	43,850	43,699
	170,197	**151,146**
	628,714	**581,583**