

Interim report
as at 30 September 2006

Q1 to Q3: 29 per cent earnings increase. Full year: profit in excess of $\boldsymbol{\epsilon} 100$ million. Employees: 550 additional jobs in 2006.

# Fielmann Aktiengesellschaft Interim report as at 30 September 2006 



Pre-tax profit
in € million


## Dear shareholders and friends of the company,

Fielmann fulfilled expectations for the first nine months of financial year 2006. In the third quarter, the trend in sales and profit was once again pleasing.

## Unit sales and sales

From January to September 2006, Fielmann sold 4.3 million pairs of glasses (previous year: 4.2 million). In this period, external sales (Group total performance including VAT) rose to $€ 684.4$ million - an increase of 8.7 per cent - and consolidated sales to $€ 592.3$ million, also representing an increase of 8.7 per cent.

In the third quarter of 2006 , Fielmann sold 1.5 million pairs of glasses (previous year: 1.4 million pairs of glasses). External sales were up by 8.6 per cent to $€ 231.5$ million. Consolidated sales increased by 8.6 per cent to $€ 202.5$ million.

To date, 1.8 million spectacle wearers have opted for the glasses for free insurance by Fielmann and HanseMerkur. An annual premium of $€ 10$ entitles the insured party to a pair of the latest fashion glasses (single vision lenses) at no cost every two years, as well as to replacement free of charge in the event of breakage, damage or a change in prescription. If customers opt for a model for which they need to pay, they receive $a € 15$ voucher on the purchase price. The premium for varifocal lenses is $€ 50$ per year and the voucher received on frames for which a charge applies is worth $€ 70$. In the event of damage, 70 per cent credit on the purchase price is awarded for frames for which there is a charge.

## Earnings and investments

After nine months of financial year 2006, pre-tax profit rose by 28.8 per cent to $€ 77.5$ million and profit after tax by 28.0 per cent to $€ 51.2$ million.

Profit in the third quarter was up 15.9 per cent to $€ 29.4$ million. Profit after tax increased by 15.3 per cent to $€ 19.4$ million. Following the share split, earnings per share were $€ 1.16$ (previous year: $€ 0.88$ ), earnings of the third quarter were at $€ 0.43$ (previous year: $€ 0.37$ ).

Outside Germany, investments in Austria have paid off, in particular. Here, pre-tax profit rose by 63.6 per cent to $€ 3.6$ million and profit in Switzerland amounted to $€ 14.0$ million after the first nine months of the year (previous year: $€ 12.4$ million). Fielmann is continuing its rapid expansion in Germany and the neighbouring countries. In the past twelve months, the number of stores rose by 28 to 558 (previous year: 530). We have opened 20 new branches since the beginning of the year, four of which in Germany's neighbouring countries.

Investments were financed entirely from cash flow and increased to $€ 31.8$ million after the first nine months of the year (previous year: $€ 29.2$ million). We spent $€ 20.2$ million on stores (previous year: $€ 19.1$ million).

## Employees

Fielmann is the largest employer and offers more trainee positions than any other company in the optical industry. As at the cut-off date of 30 September 2006, the Group employed 11,132 staff (previous year: 10,426 ), of whom 1,718 are trainees (previous year: 1,502). With just 5 per cent of all specialist opticians' stores, Fielmann trains 27 per cent of all trainees in this sector in Germany. Successfully, too. Once again, Fielmann were awarded top prizes in the 2006 German optical industry performance awards and in the trainee examinations 86 per cent of all regional awards and 48 per cent of all Chamber of Commerce awards.

## Shares

In recent months, the German share indices recorded significant increases. In this context, Fielmann shares once again proved an investment whose value remained stable. The share price was $€ 40.05$ on 7 November. The share split, which was implemented at a ratio of two-for-one with effect from 9 August 2006, has made Fielmann shares even more attractive.

## Employees



## A comparison of Fielmann shares with the DAX, MDAX and TecDAX



## Outlook

For the full year of 2006, Fielmann expects profit in excess of $€ 100$ million, the opening of 30 new stores and the creation of 550 additional jobs.

Segment by region September 2006
Brackets indicate figure for the same period in the previous year.

| in $\boldsymbol{\epsilon} \mathbf{m}$ | Germany | Switzerland | Austria | Other | Consolidation | Group |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales revenue | 508.7 (470.0) | 62.4 (58.7) | 29.6 (24.0) | 13.4 (12.3) | $\underline{-21.8(-20.1)}$ | 592,3 (544,9) |
| Sales revenue from other segments | 18.2 (16.1) | 1.9 (2.2) |  | 1.7 (1.8) |  |  |
| Outside sales revenue | 490.5(453.9) | 60.5 (56.5) | 29.6 (24.0) | 11.7 (10.5) |  | 592,3(544,9) |
| Result from ordinary activities ${ }^{1}$ | 60.1 (45.9) | 14.0 (12.4) | $3.6 \quad(2.2)$ | $0.1 \quad(-0.3)$ | -0.3 (0.0) | 77,5 (60,2) |
| of which interest income | $0.7 \quad 10.1)$ | 1.3 (0.3) | $0.2 \quad 10.6)$ | $0.0 \quad 10.1)$ |  | 2,2 (1,1) |
| Result from ordinary activities ${ }^{2}$ | 59.4 (45.8) | 12.7 (12.1) | 3.4 (1.6) | 0.1 (-0.4) | -0.3 (0.0) | 75,3 (59,1) |
| Investments | 28.3 (26.4) | 1.7 (2.0) | 1.2 (0.7) | 0.6 (0.1) |  | 31,8 (29,2) |
| Cash flow ${ }^{3}$ | 60.3 (46.3) | 12.0 (11.3) | 4.8 (3.2) | 0.9 $(0.2)$ <br> 0.7 $(0.7)$ | -5.0 (-2.8) | 73,0 (58,2) |
| Scheduled depreciation | 20.1 (18.7) | 1.9 (1.8) | 1.4 (1.4) | 0.7 $(0.7)$ |  | 24,1 (22,6) |
| Segment assets | 441.6 (404.7) | 35.8 (30.6) | 14.1 (10.7) | 13.4 (9.2) |  | 504,9 (455,2) |
| of which balances with banks, securities | 80.2 (91.4) | 20.1 (16.0) | $0.9 \quad$ (1.3) | 2.8 (1.1) |  | 104,0 (109,8) |
|  | 361.4(313.3) | 15.7 (14.6) | 13.2 (9.4) | 10.6 (8.1) |  | 400,9 (345,4) |
| Segment debts | 134.1 (114.1) | 4.7 (5.5) | 3.1 (2.2) | $4.4 \quad$ (2.6) |  | 146,3 (124,4) |
| of which amounts due to banks | 21.1 (22.3) | 0.3 (0.0) |  | 0.3 (0.0) |  | 21,7 (22,3) |
|  | 113.0 (91.8) | 4.4 (5.5) | 3.1 (2.2) | 4.1 (2.6) |  | 124,6(102,1) |

${ }^{1}$ In the segments excluding income from participations ${ }^{2}$ Excluding interest ${ }^{3}$ In segments excluding income from participations, net of tax

Group equity September 2006 Brackets indicate figure for the same period in the previous year

| € 000 | As at 1 January | Dividends paid/ profit shares* | Consolidated net income | Other changes |  | As at 30 September |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Subscribed capital | 54,600 (54,600) |  |  |  |  | 54,600 (54,600) |
| Capital reserve | 92,652 (92,652) |  |  |  |  | 92,652 (92,652) |
| Group equity generated | 209,235 (187,744) | $\underline{-39,860(-33,562)}$ | 48,799 (36,343) | -3,455 | (-965) | 214,719 (189,560) |
| of which: available-for-sale securities | 993 (444) |  |  | -993 | (188) | 0 (632) |
| of which: currency equalisation item | 0 (521) |  |  | -624 | (-498) | -624 (23) |
| Minority interests | -29 (4) | -2,432 (-3,037) | 2,367 (2,823) | 93 | (451) | -1 (241) |
| Group equity | 356,458 (335,000) | -42,292 (-36,599) | 51,166 (39,166) | -3,362 | (-514) | 361,970 (337,053) |

[^0]Segment by division September 2006 Brackets indicate figure for the same period in the previous year

| in $\boldsymbol{€} \mathbf{m}$ | Wholesale/ Services |  | Production/ Logistics |  | Retail |  | Consolidation |  | Group |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales revenue | 192.8 | (154.9) | 32.8 | (31.7) | 585.1 | (538.9) | -218.4 | (-180.6) | 592.3 | (544.9) |
| Sales revenue including other segments | 188.4 | (151.1) | 30.0 | (29.2) | 0.0 | (0.3) |  |  |  |  |
| Outside sales revenue | 4.4 | (3.8) | 2.8 | (2.5) | 585.1 | (538.6) |  |  | 592.3 | (544.9) |
| Result from ordinary activities ${ }^{1}$ | 35.5 | (23.2) | 9.2 | (8.3) | 33.5 | (28.5) | -0.7 | (0.2) | 77.5 | (60.2) |
| of which interest income | 7.5 | (5.8) | 0.9 | (0.7) | -6.2 | (-5.4) |  |  | 2.2 | (1.1) |
| Result from ordinary activities ${ }^{2}$ | 28.0 | (17.4) | 8.3 | (7.6) | 39.7 | (33.9) | -0.7 | (0.2) | 75.3 | (59.1) |
| Investments | 10.5 | (9.1) | 1.1 | (1.0) | 20.2 | (19.1) |  |  | 31.8 | (29.2) |
| Cash flow ${ }^{3}$ | 30.1 | (19.6) | 9.7 | (9.9) | 44.3 | (38.6) | -11.1 | (-9.9) | 73.0 | (58.2) |
| Scheduled depreciation | 7.0 | (5.1) | 1.8 | (2.0) | 15.3 | (15.5) |  |  | 24.1 | (22.6) |
| Segment assets | 281.7 | (253.7) | 21.2 | (22.0) | 202.0 | (179.5) |  |  | 504.9 | (455.2) |
| of which balances with banks, securities | 99.1 | (106.8) | 0.2 | (0.0) | 4.7 | (3.0) |  |  | 104.0 | (109.8) |
|  | 182.6 | (146.9) | 21.0 | (22.0) | 197.3 | (176.5) |  |  | 400.9 | (345.4) |
| Segment debts | 87.8 | (71.2) | 4.4 | (3.9) | 54.1 | (49.3) |  |  | 146.3 | (124.4) |
| of which amounts due to banks | 17.0 | (18.5) | 0.3 | (0.0) | 4.4 | (3.8) |  |  | 21.7 | (22.3) |
|  | 70.8 | (52.7) | 4.1 | (3.9) | 49.7 | (45.5) |  |  | 124.6 | (102.1) |

${ }^{1}$ In the segments excluding income from participations ${ }^{2}$ Excluding interest ${ }^{3}$ In segments excluding income from participations, net of tax

## Explanatory notes to the interim report

The interim report as at 30 September 2006 is based on the same reporting and valuation methods as the consolidated financial statements as at 31 December 2005, which were prepared in accordance with the International Financial Reporting Standards (IFRS including IAS).

Ten companies were consolidated for the first time as at 31 March 2006, eight as at 30 June 2006 and 13 as at 30 September 2006. These are branches which are being established and, in some cases, stores that have already opened. They have no significant impact on the Group's financial position.

The "securities" item includes own shares totalling 50,420. The book value as at 30 September 2006 amounted to $€ 1,529$ thousand. The Fielmann shares reported were acquired under $\S 71$ para. 1 (2) AktG (German Stock Corporation Act), in order to offer them to employees of Fielmann Aktiengesellschaft or its affiliated companies as employee shares.

## 2007 financial calendar

Preliminary figures for 2006
Quarterly report
Balance sheet press conference
Annual General Meeting
Bloomberg code
Reuters code
ISIN

February 2007
April 2007
April 2007
12 July 2007
FIE
FIEG.DE
DE0005772206

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## Consolidated cash flow statement

Financial resources of $€ 60,067$ thousand incorporate liquid funds ( $€ 42,001$ thousand) and some securities with fixed maturity ( $€ 18,066$ thousand). These are taken into account in the financial resources where they have a remaining term of up to one month. Due to the first-time application of RIC 1 as at 31 December 2005, there are some changes in allocation compared with the quarterly report as at June 2005.

| Cash flow statement for the period from 1 January to 30 September | $\begin{array}{r} 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \text { in } €^{\prime} 000 \end{array}$ | Change in $€^{\prime} \mathbf{\prime} 00$ |
| :---: | :---: | :---: | :---: |
| Result before interest | 75,510 | 59,095 | 16,415 |
| Interest expenses | -101 | -1,762 | 1,661 |
| Interest income | 2,116 | 2,850 | -734 |
| Result from ordinary activities | 77,525 | 60,183 | 17,342 |
| Taxes on income | -26,359 | -20,217* | -6,142 |
| Result for the period (including minority interests) | 51,166 | 39,966 | 11,200 |
| +/- Write-down/write-up on fixed assets | 24,062 | 22,619 | 1,443 |
| +/- Increase/decrease in long-term provisions | 418 | -237 | 655 |
| +/- Other non-cash expenses/income | -2,660 | -4,109 | 1,449 |
| = Cash flow | 72,986 | 58,239 | 14,747 |
| +/- Increase/decrease in current provisions | 6,827 | -3,303 | 10,130 |
| -/+ Profit/loss on disposal of fixed assets | -275 | -90 | -185 |
| -/+ Increase/decrease in inventories, trade debtors and other assets not attributable to investment or financing activities | -41,933 | -25,012 | -16,921 |
| +/- Increase/decrease in trade creditors and other liabilities not attributable to investment or financing activities | 26,214 | 31,253 | -5,039 |
| $=$ Cash flow from current business activities | 63,819 | 61,087 | 2,732 |
| Receipts from the disposal of tangible assets | 621 | 2,608 | -1,987 |
| - Payments for investments in tangible assets | -27,195 | -27,829 | 634 |
| + Receipts from disposal of intangible assets | 0 | 272 | -272 |
| - Payments for investments in intangible assets | -4,052 | -5,653 | 1,601 |
| + Receipts from disposal of financial assets | 181 | 64 | 117 |
| - Payments for investments in financial assets | -497 | 0 | -497 |
| - Payments for the acquisition of consolidated companies and other business units after deduction of liquid funds acquired | 0 | -12 | 12 |
| = Cash flow from investment activities | -30,942 | -30,550 | -392 |
| - Payments to company owners and minority shareholders | -42,315 | -33,600 | -8,715 |
| - Payments for the redemption of bonds and (financial) credit | -4,801 | -7,264 | 2,463 |
| $=$ Cash flow from financing activity | -47,116 | -40,864 | -6,252 |
| Cash changes in financial resources | -14,239 | -10,327 | -3,912 |
| +/- Changes in financial resources due to exchange rate, scope of consolidation and valuation | -134 | -6 | -128 |
| + Financial resources at the beginning of the period | 74,440 | 108,750 | -34,310 |
| $=$ Financial resources at the end of the period | 60,067 | 98,417 | -38,350 |

[^1]
## Consolidated income statement

| Quarterly comparison for the period from 1 July to 30 September | $\begin{array}{r} 2006 \\ \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ €^{\prime} 000 \end{array}$ | Change in per cent |
| :---: | :---: | :---: | :---: |
| 1. Consolidated sales | 202.458 | 186.379 | 8.6 |
| 2. Change in inventories | -1,410 | -1,503 | -6.2 |
| Total consolidated revenues | 201,048 | 184,876 | 8.7 |
| 3. Other operating income | 11,640 | 11,704 | -0.5 |
| 4. Material costs | -63,780 | -59,064 | 8.0 |
| 5. Personnel costs | -76,972 | -69,263 | 11.1 |
| 6. Depreciation and amortisation | -7,765 | -7,433 | 4.5 |
| 7. Other operating expenses | -35,301 | -35,934 ${ }^{1}$ | -1.8 |
| 8. Net interest income | 541 | 482 | 12.2 |
| 9. Result from ordinary activities | 29,411 | 25,368 | 15.9 |
| 10. Tax on income and earnings | -10,000 | $-8,534^{2}$ | 17.2 |
| 11. Net income for the quarter | 19,411 | 16,834 | 15.3 |
| 12. Minority interests | -1,293 | -1,341 | -3.6 |
| 13. Result for the period | 18,118 | 15,493 | 16.9 |
| Earnings per share in $\boldsymbol{\epsilon}$ | $0.43{ }^{3}$ | 0.37 ${ }^{\text {2,3 }}$ |  |

## Consolidated income statement

| For the period from 1 January to 30 September | $\begin{array}{r} 2006 \\ \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \epsilon^{\prime} 000 \end{array}$ | Change in per cent |
| :---: | :---: | :---: | :---: |
| 1. Consolidated sales | 592.287 | 544.948 | 8.7 |
| 2. Change in inventories | 2.589 | 960 | 169.7 |
| Total consolidated revenues | 594.876 | 545.908 | 9.0 |
| 3. Other operating income | 36.723 | 40.096 | -8.4 |
| 4. Material costs | -179.433 | -173.431 | 3.5 |
| 5. Personnel costs | -221.697 | -205.925 | 7.7 |
| 6. Depreciation and amortisation | -24.062 | -22.619 | 6.4 |
| 7. Other operating expenses | -131.116 | -124.946 ${ }^{1}$ | 4.9 |
| 8. Net interest income | 2.234 | 1.100 | 103.1 |
| 9. Result from ordinary activities | 77.525 | 60.183 | 28.8 |
| 10. Tax on income and earnings | -26.359 | $-20.217^{2}$ | 30.4 |
| 11. Net income as at $\mathbf{3 0}$ September | 51.166 | 39.966 | 28.0 |
| 12. Minority interests | -2.367 | -2.823 | -16.2 |
| 13. Result for the period | 48.799 | 37.143 | 31.4 |
| Earnings per share in $\boldsymbol{\epsilon}$ | $1.16^{3}$ | $0.88{ }^{\text {2,3 }}$ |  |

[^2]
## Consolidated balance sheet as at 30 September 2006

| Assets | $\begin{array}{r} \text { As at } \\ 30 \text { September } 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | 31 December 2005 in $€^{\prime} 000$ |
| :---: | :---: | :---: |
| A. Long-term fixed assets |  |  |
| I. Intangible assets | 6,154 | 6,106 |
| II. Goodwill | 42,862 | 40,592 |
| III. Tangible assets | 193,013 | 189,304 |
| IV. Financial assets | 999 | 706 |
| V. Deferred tax assets | 24,444 | 25,610 |
| VI. Other financial assets | 6,485 | 5,640 |
|  | 273,957 | 267,958 |
| B. Current assets |  |  |
| I. Inventories | 85,258 | 79,532 |
| II. Trade debtors and other receivables | 55,869 | 33,213 |
| III. Tax claims | 7,864 | 10,922 |
| IV. Prepaid expenses | 16,747 | 3,299 |
| V. Financial assets | 30,036 | 24,741 |
| VI. Cash and cash equivalents | 67,527 | 81,870 |
|  | 263,301 | 233,577 |
|  | 537,258 | 501,535 |
| Liabilities | As at 30 September 2006 in $\epsilon^{\prime} 000$ | As at 31 December 2005 in $€^{\prime} 000$ |
| A. Equity |  |  |
| I. Subscribed capital | 54,600 | 54,600 |
| II. Capital reserve | 92,652 | 92,652 |
| III. Profit reserve | 165,920 | 169,335 |
| IV. Consolidated income carried forward | 0 | 39,900 |
| V. Result for the period | 48,799 | 0 |
| VI. Minority interests | -1 | -29 |
|  | 361,970 | 356,458 |
| B. Long-term liabilities |  |  |
| I. Long-term provisions | 5,670 | 5,252 |
| II. Long-term financial liabilities | 12,486 | 22,329 |
| III. Deferred tax liabilities | 4,226 | 6,826 |
|  | 22,382 | 34,407 |
| C. Current liabilities |  |  |
| I. Current provisions | 29,852 | 24,080 |
| II. Current financial liabilities | 10,721 | 4,216 |
| III. Trade creditors and other liabilities | 87,618 | 59,582 |
| IV. Tax liabilities | 24,715 | 22,792 |
|  | 152,906 | 110,670 |
|  | 537,258 | 501,535 |


[^0]:    * Dividends distributed and profit shares allocated to other shareholders.

[^1]:    *This item has been adjusted in line with the actual tax ratio for 2005.

[^2]:    ' Item includes "other taxes" reported separately in the previous year.
    ${ }^{2}$ Item adjusted in line with the actual tax ratio for 2005.
    ${ }^{3}$ Two-for-one share split with effect from 9 August 2006 (previous year has been adjusted accordingly).

