

Interim Report<br>as at 30 June 2006

First half-year 2006: Profit up 38 per cent Glasses for free insurance:
1.6 million policies

Earnings from abroad: $\mathbf{3 0}$ per cent

## Fielmann Aktiengesellschaft Interim report as at 30 June 2006

## Dear shareholders and friends of the company,

Expectations for the first six months of financial year 2006 have been fulfilled at Fielmann. We achieved a significant increase in sales and overproportional growth in profit.



## Unit sales and sales

In the first half-year of 2006, Fielmann sold more than 2.8 million pairs of glasses. In this period, the company generated external sales (total Group performance including VAT) of $€ 452.9$ million ( +8.8 per cent) and consolidated sales of $€ 389.8$ million ( +8.7 per cent).

In the second quarter, Fielmann sold more than 1.4 million pairs of glasses. External sales were up by 3.9 per cent to $€ 227.3$ million. Consolidated sales rose by 4.2 per cent to $€ 197.5$ million.
1.6 million glasses-wearers have already opted for the glasses for free insurance from Fielmann and HanseMerkur. For an annual premium of $€ 10$, customers can have one pair of high fashion glasses with single vision lenses for free every two years plus free replacement in the event of breakage, damage or change in prescription. For glasses subject to a top-up fee, there is a 70 per cent credit voucher on the purchase price of the insured glasses.

## Earnings and investments

In the first half of financial year 2006 pre-tax profit was up 38.2 per cent to $€ 48.1$ million whilst advertising expenses remained unchanged on the previous year.

Profit in the second quarter of 2006 stood at $€ 23.0$ million (previous year: $€ 24.7$ million). In the first quarter of the current financial year, profit amounted to $€ 25.1$ million (previous year: $€ 10.1$ million). This difference stems from the fact that Fielmann invested more than $€ 20$ million in the market launch of the glasses for free insurance in the first quarter of 2005. Advertising expenses reduced considerably in the second quarter. In 2006, advertising expenses for the two quarters remained average and were unchanged on the same period in the previous year. Despite additional start-up costs for the 13 new branches, net profit rose in the first half of the year by 37.3 per cent.

Branches in Austria and Switzerland contributed 30 per cent to net income, accounting for 10 per cent of unit sales. Fielmann is promoting rapid expansion of its business in Germany and its bordering countries.

Investments were financed entirely from cash flow and increased to $€ 22.9$ million in the first six months of the year. We spent $€ 15.0$
million (previous year: $€ 14.1$ million) on branches and the number of stores increased by 13 to 551 (previous year: 527).

## Employees

Fielmann is the largest employer and offers more trainee positions than any other company in the optical industry. As at 30 June 2006, the Group employed 10,501 staff (previous year: 9,952), of whom 1,364 are trainees. 530 young people will start their training with Fielmann in the second half of 2006.

## Shares

In second quarter of 2006, the German indices largely lost the gains achieved in the first quarter of the year. Fielmann shares, however, proved a strong investment once again. The share price was $€ 40.09$

## Employees

 on 21 August.

Fielmann operates a shareholder-friendly policy. In order to enhance the attractiveness of the shares further, the Annual General Meeting resolved a two-for-one share split on 6 July 2006. This was implemented with effect from 9 August 2006.

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


## Outlook

For 2006, Fielmann expects a marked upturn in sales and profit. This year, we will open at least 25 new branches. By the year-end, Fielmann will create 300 additional jobs and will then employ a total of 10,770 staff.

| Hamburg, August 2006 | Fielmann Aktiengesellschaft |
| :--- | :--- |
|  | The Management Board |

Segment by region June 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 | 334.9 (309.6) | 41.1 | (40.7) | 19.5 | (15.9) | 9.0 | (6.2) | $\underline{-14.7(-13.8)}$ | 389.8 (358.6) |
| Sales revenue from other segments | 12.3 (11.2) | 1.1 | (2.5) |  |  | 1.3 | (0.1) |  |  |
| Outside sales revenue | 322.6 (298.4) | 40.0 | (38.2) | 19.5 | (15.9) | 7.7 | (6.1) |  | 389.8 (358.6) |
| Resulf from ordinary activities ${ }^{1}$ | 36.1 (24.5) | 9.6 | (8.8) | 2.3 | (1.5) | 0.2 | (-0.3) | -0.1 (0.3) | 48.1 (34.8) |
| of which interest income | $0.4 \quad 10.0)$ | 1.1 | (0.2) | 0.1 | (0.3) | 0.1 | (0.1) |  | 1.7 (0.6) |
| Result from ordinary activities ${ }^{2}$ | 35.7 (24.5) | 8.5 | (8.6) | 2.2 | (1.2) | 0.1 | (-0.4) | -0.1 (0.3) | 46.4 (34.2) |
| Investments | 20.8 (19.6) | 1.3 | (1.0) | 0.6 | (0.4) | 0.2 | (0.1) |  | 22.9 (21.1) |
| Cash flow ${ }^{3}$ | 40.0 (31.4) | 8.0 | (7.7) | 3.0 | (2.5) | 0.6 | (-0.1) | -3.9 (-1.9) | 47.7 (39.6) <br> 16.3 |
| Scheduled depreciation | 13.6 (12.6) | 1.3 | (1.2) | 0.9 | (1.0) | 0.5 | (0.4) |  | 16.3 (15.2) |
| Segment assets | 451.9 (415.3) | 32.0 | (27.6) | 14.1 | (10.8) | 12.7 | (8.7) |  | 510.7 (462.4) |
| of which balances with banks, securities | 96.7 (110.0) | 17.3 | (12.8) | 1.4 | (1.1) | 2.4 | (1.2) |  | 117.8 (125.1) |
|  | 355.2 (305.3) | 14.7 | (14.8) | 12.7 | (9.7) | 10.3 | (7.5) |  | 392.9 (337.3) |
| Segment debts | 117.0 (107.3) | 3.8 | (3.9) | 2.9 | (2.1) | 3.7 | (3.0) |  | 127.4 (116.3) |
| of which amounts due to banks | 18.1 (22.3) | 0.2 | (0.0) |  |  | 0.3 | (0.0) |  | 18.6 (22.3) |
|  | 98.9 (85.0) | 3.6 | (3.9) |  | (2.1) | 3.4 | (3.0) |  | 108.8 (94.0) |

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

Group equity June 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 |  |  | $\begin{aligned} & \text { As at } \\ & 30 \text { June } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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) |  | 30,681 (21,129) | -2,335 | (-869) | 237,581 $(208,004)$ |  |
| of which: available-for-sale securities | 993 (444) |  |  | -993 | (188) | 0 | (632) |
| of which: currency equalisation item | 0 (521) |  |  | -383 | (-411) | -383 | (110) |
| Minority interests | -29 (4) | -1,244 (-1,678) | 1,074 (1,482) | 93 | (285) | -106 | (93) |
| Group equity | 356,458 (335,000) | -1,244 (-1,678) | 31,755 (22,611) | -2,242 | (-584) | 384,727 | $(355,349)$ |

* Dividends distributed and profit shares allocated to other shareholders.

Segment by division June 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 | 135.4 | (107.9) | 21.5 | (22.0) | 385.1 | (354.6) | -152.2 | (-125.9) | 389.8 | (358.6) |
| Sales revenue including other segments | 132.4 | (105.5) | 19.5 | (20.2) | 0.3 | (0.2) |  |  |  |  |
| Outside sales revenue | 3.0 | (2.4) | 2.0 | (1.8) | 384.8 | (354.4) |  |  | 389.8 | (358.6) |
| Resulf from ordinary activities ${ }^{1}$ | 22.7 | (14.5) | 5.6 | (5.9) | 20.5 | (13.9) | -0.7 | (0.5) | 48.1 | (34.8) |
| of which interest income | 5.2 | (3.7) | 0.6 | (0.4) | -4.1 | (-3.5) |  |  | 1.7 | (0.6) |
| Result from ordinary activities ${ }^{2}$ | 17.5 | (10.8) | 5.0 | (5.5) | 24.6 | (17.4) | -0.7 | (0.5) | 46.4 | (34.2) |
| Investments | 7.0 | (6.3) | 0.9 | (0.7) | 15.0 | (14.1) |  |  | 22.9 | (21.1) |
| Cash flow ${ }^{3}$ | 19.0 | (15.4) | 6.3 | (7.2) | 27.8 | (21.3) | -5.4 | (-4.3) | 47.7 | (39.6) |
| Scheduled depreciation | 4.9 | (3.5) | 1.3 | (1.3) | 10.1 | (10.4) |  |  | 16.3 | (15.2) |
| Segment assets | 284.7 | (253.5) | 21.9 | (22.5) | 204.1 | (186.4) |  |  | 510.7 | (462.4) |
| of which balances with banks, securities | 113.1 | (121.3) | 0.2 | (0.0) | 4.5 | (3.8) |  |  | 117.8 | (125.1) |
|  | 171.6 | (132.2) | 21.7 | (22.5) | 199.6 | (182.6) |  |  | 392.9 | (337.3) |
| Segment debts | 79.2 | (64.0) | 4.8 | (4.8) | 43.4 | (47.5) |  |  | 127.4 | (116.3) |
| of which amounts due to banks | 14.1 | (18.5) | 0.3 | (0.0) | 4.2 | (3.8) |  |  | 18.6 | (22.3) |
|  | 65.1 | (45.5) | 4.5 | (4.8) | 39.2 | (43.7) |  |  | 108.8 | (94.0) |

${ }^{1}$ 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 June 2006 is based on the same reporting and valuation methods as the consolidated financial statements as at 31 December 2005, which was 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 and eight as at 30 June 2006. These are newly established branches. They have no significant impact on the Group's financial position.

The "securities" item on the balance sheet includes own shares totalling 21,381 . The book value as at 30 June 2006 amounted to $€ 1,199$ thousand. The Fielmann shares reported were acquired under § 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.

## 2006 financial calendar

Analyst's meetingkonferenz
Quarterly report
Preliminary figures for 2006
Quarterly report
Bloomberg code
Reuters code
ISIN

25 August 2006
30 November 2006
February 2007
April 2007
FIE
FIEG.DE
DE0005772206

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## Consolidated cash flow statement

Financial resources of $€ 55,785$ thousand incorporate liquid funds ( $€ 37,787$ thousand) and some securities with fixed maturity ( $€ 17,998$ 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 June | $\begin{array}{r} 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \text { in } €^{\prime} 000 \end{array}$ | Change in $€^{\prime} 000$ |
| :---: | :---: | :---: | :---: |
| Result before interest | 46,421 | 34,231 | 12,190 |
| Interest expenses | -786 | -1,760 | 974 |
| Interest income | 2,479 | 2,378 | 101 |
| Result from ordinary activities | 48,114 | 34,849 | 13,265 |
| Taxes on income | -16,359 | -12,238 | -4,121 |
| Result for the period (including minority interests) | 31,755 | 22,611 | 9,144 |
| +/- Write-down/write-up on fixed assets | 16,297 | 15,186 | 1,111 |
| +/- Increase/decrease in long-term provisions | 230 | 0 | 230 |
| +/- Other non-cash expenses/income | -565 | 1,778 | -2,343 |
| = Cash flow | 47,717 | 39,575 | 8,142 |
| +/- Increase/decrease in current provisions | -105 | -5,256 | 5,151 |
| -/+ Profit/loss on disposal of fixed assets | -190 | -87 | -103 |
| -/+ Increase/decrease in inventories, trade debtors and other assets not attributable to investment or financing activities | -57,396 | -22,643 | -34,753 |
| +/- Increase/decrease in trade creditors and other liabilities not attributable to investment or financing activities | 22,583 | 19,020 | 3,563 |
| $=$ Cash flow from current business activities | 12,609 | 30,609 | -18,000 |
| Receipts from the disposal of tangible assets | 832 | 706 | 126 |
| - Payments for investments in tangible assets | -19,547 | -16,688 | -2,859 |
| + Receipts from disposal of intangible assets | 18 | 95 | -77 |
| - Payments for investments in intangible assets | -3,056 | -5,441 | 2,385 |
| + Receipts from disposal of financial assets | 181 | 63 | 118 |
| - Payments for investments in financial assets | -230 | 0 | -230 |
| - 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 | -21,802 | -21,277 | -525 |
| - Payments to company owners and minority shareholders | -1,478 | 0 | -1,478 |
| - Payments for the redemption of bonds and (financial) credit | -7,947 | -3,179 | -4,768 |
| $=$ Cash flow from financing activity | -9,425 | -3,179 | -6,246 |
| Cash changes in financial resources | -18,618 | 6,153 | -24,771 |
| +/- Changes in financial resources due to exchange rate, scope of consolidation and valuation | -37 | -5 | -32 |
| + Financial resources at the beginning of the period | 74,440 | 108,750 | -34,310 |
| $=$ Financial resources at the end of the period | 55,785 | 114,898 | -59,113 |

## Consolidated income statement

| Quarterly comparison for the period from 1 April to 30 June | $\begin{array}{r} 2006 \\ \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \epsilon^{\prime} 000 \end{array}$ | Change in per cent |
| :---: | :---: | :---: | :---: |
| 1. Consolidated sales | 197,507 | 189,511 | 4,2 |
| 2. Change in inventories | 23 | 216 |  |
| Total consolidated revenues | 197,530 | 189,727 | 4,1 |
| 3. Other operating income | 13,309 | 13,040 | 2,1 |
| 4. Material costs | -59,303 | -61,744 | -4,0 |
| 5. Personnel costs | -72,097 | -69,587 | 3,6 |
| 6. Depreciation and amortisation | -8,335 | -7,743 | 7,6 |
| 7. Other operating expenses | -48,393 | -39,493 ${ }^{1}$ | 22,5 |
| 8. Net interest income | 302 | 523 | -42,3 |
| 9. Result from ordinary activities | 23,013 | 24,723 | -6,9 |
| 10. Tax on income and earnings | -7,831 | $-8,170^{2}$ | -4,1 |
| 11. Net income for the quarter | 15,182 | 16,553 | -8,3 |
| 12. Minority interests | -496 | -1,374 |  |
| 13. Result for the period | 14,686 | 15,179 | -3,2 |
| Earnings per share in $\boldsymbol{\epsilon}$ | 0.70 | $0.72{ }^{2}$ |  |

## Consolidated income statement

| For the period from 1 January to 30 June | $\begin{array}{r} 2006 \\ \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \epsilon^{\prime} 000 \end{array}$ | Change in per cent |
| :---: | :---: | :---: | :---: |
| 1. Consolidated sales | 389,829 | 358,569 | 8,7 |
| 2. Change in inventories | 3,999 | 2,463 | 62,4 |
| Total consolidated revenues | 393,828 | 361,032 | 9,1 |
| 3. Other operating income | 25,083 | 28,392 | -11,7 |
| 4. Material costs | -115,653 | -114,367 | 1,1 |
| 5. Personnel costs | -144,725 | -136,662 | 5,9 |
| 6. Depreciation and amortisation | -16,297 | -15,186 | 7,3 |
| 7. Other operating expenses | -95,815 | $-89,012^{1}$ | 7,6 |
| 8. Net interest income | 1,693 | 618 | 173,9 |
| 9. Result from ordinary activities | 48,114 | 34,815 | 38,2 |
| 10. Tax on income and earnings | -16,359 | $-11,683^{2}$ | 40,0 |
| 11. Net income as at $\mathbf{3 0}$ June | 31,755 | 23,132 | 37,3 |
| 12. Minority interests | -1,074 | -1,482 | -27,5 |
| 13. Result for the period | 30,681 | 21,650 | 41,7 |
| Earnings per share in $\boldsymbol{\epsilon}$ | 1.46 | $1.03{ }^{2}$ |  |

[^0]Consolidated balance sheet as at 30 June 2006

| Assets | $\begin{array}{r} \text { As at } \\ 30 \text { June } 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | 31 December 2005 in $€^{\prime} 000$ |
| :---: | :---: | :---: |
| A. Long-term fixed assets |  |  |
| I. Intangible assets | 5,997 | 6,106 |
| II. Goodwill | 42,602 | 40,592 |
| III. Tangible assets | 192,675 | 189,304 |
| IV. Financial assets | 728 | 706 |
| V. Deferred tax assets | 25,135 | 25,610 |
| VI. Other financial assets | 6,442 | 5,640 |
|  | 273,579 | 267,958 |
| B. Current assets |  |  |
| I. Inventories | 88,312 | 79,532 |
| II. Trade debtors and other receivables | 53,971 | 33,213 |
| III. Tax claims | 9,570 | 10,922 |
| IV. Prepaid expenses | 8,595 | 3,299 |
| V. Financial assets | 37,513 | 24,741 |
| VI. Cash and cash equivalents | 73,846 | 81,870 |
|  | 271,807 | 233,577 |
|  | 545,386 | 501,535 |
|  |  |  |
| Liabilities | $\begin{array}{r} \text { As at } \\ 30 \text { June } 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | As at <br> 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 | 206,900 | 169,335 |
| IV. Consolidated income carried forward | 0 | 39,900 |
| V. Result for the period | 30,681 | 0 |
| VI. Minority interests | -106 | -29 |
|  | 384,727 | 356,458 |
| B. Long-term liabilities |  |  |
| I. Long-term provisions | 5,482 | 5,252 |
| II. Long-term financial liabilities | 12,809 | 22,329 |
| III. Deferred tax liabilities | 7,166 | 6,826 |
|  | 25,457 | 34,407 |
| C. Current liabilities |  |  |
| I. Current provisions | 21,851 | 24,080 |
| II. Current financial liabilities | 7,226 | 4,216 |
| III. Trade creditors and other liabilities | 80,027 | 59,582 |
| IV. Tax liabilities | 26,098 | 22,792 |
|  | 135,202 | 110,670 |
|  | 545,386 | 501,535 |


[^0]:    Item includes "other taxes" reported separately in the previous year.
    ${ }^{2}$ Item adjusted in line with the current tax ratio for 2005.

