

# Interim report <br> as at 31 March 2006 

## Sales: Double-digit growth Earnings: More than doubled Financial year: 300 new jobs

# Fielmann Aktiengesellschaft Interim report as at 31 March 2006 

## External sales

in € million


## Pre-tax profit



## Employees



## Dear Shareholders and Friends of the Company,

Our expectations for the first quarter of financial year 2006 have been fully met.

## Unit sales and sales

In the first quarter, Fielmann sold 1.4 million pairs of glasses, achieving external sales (total Group performance including VAT) amounting to $€ 225.6$ million (+ 14.2 per cent) and Group sales totalling $€ 192.3$ million (+ 13.8 per cent).

The glasses for free insurance offered by Fielmann together with HanseMerkur is developing very well. Since its launched on the market in October 2004, already 1.4 million customers have opted for this unique service.

## Earnings and investments

In comparison with the same period the previous year, pre-tax profits rose to $€ 25.1$ million (+ 148.7 per cent), while profit after tax increased to $€ 16.6$ million ( +147.4 per cent), and pre-tax totalled 13.0 per cent. Earnings per share rose to $€ 0.76$ ( +145.6 per cent). The reason for this is that in the first quarter of 2005, we invested more than $€ 20$ million in the market launch of the glasses for free insurance scheme. This was a remunerative investment. In the current financial year, the cost of promotion is 27 per cent lower and we have also been able to improve our structures.

In the period under review, the investments financed by the company's cashflow totalled around $€ 10.5$ million. A total of $€ 6.8$ million was used for the branches and the number of stores was increased by 6 to 544 (last year: 526). Fielmann invested $€ 0.3$ million in expanding production and logistics, with $€ 3.4$ million going to the wholesale and service sectors.

## Employees

Fielmann is the biggest employer and trainer in the optical industry. In 2005, we created 684 new jobs. As at 31 March 2006, the Group employed a staff of 10,497 (previous year: 9,836), of whom 1,453 are trainees. With 5 per cent of all specialist opticians stores, 22 per cent of the total number of trainees are trained by Fielmann.

## Shares

The German share indices recorded strong growth in the first months of the year. With the DAX up 12 per cent, the MDAX up 20 per cent and the TecDAX up 22 per cent, in the same period, the Fielmann share price rose by 34.5 per cent to $€ 76.50$ per share certificate.

Fielmann AG operates a shareholder-friendly dividend policy. The Supervisory and Management Boards will recommend payment of a dividend of $€ 1.90$ per share (+ 18.8 per cent) to the Annual General Meeting taking place on 6 July 2006.

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



## Outlook

Fielmann is anticipating a distinct increase in both sales and profits for 2006. We are opening 25 new branches and plan to create more than 300 new jobs.

In the medium term, we shall be opening between 120 and 140 more shops in Germany. Our super centres and large stores will give us an even more distinctive profile which distinguishes us from our competitors. Fielmann will be opening another super centre in Cologne's Schildergasse, one of the busiest shopping streets in Germany.

Hamburg, April 2006

Fielmann Aktiengesellschaft
The Management Board

Segments by region 03/2006 previous year in parenthesis.

| in $\boldsymbol{\epsilon} \mathbf{m}$ | Germany | Switzerland | Austria | Others | Consolidation | Consolidated value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales revenue | 165.8(142.2) | 20.2 (19.3) | 9.0 (7.5) | 4.4 (2.9) | -7.1 (-2.8) | 192.3 (169.1) |
| Sales revenue from other segments | $5.9 \quad$ (1.6) | 0.4 (1.2) |  | $0.8 \quad(0.0)$ |  |  |
| Outside sales revenue | 159.9 (140.6) | 19.8 (18.1) | 9.0 (7.5) | 3.6 (2.9) |  | 192.3 (169.1) |
| Result from ordinary activities ${ }^{1}$ | $18.0 \quad 16.7)$ | 5.7 (3.5) | 1.4 (0.4) | 0.1 (-0.5) | -0.1 (0.0) | 25.1 (10.1) |
| of which interest income | $0.1 \quad(-0.3)$ | 1.2 (0.1) | 0.1 (0.2) |  | $0.0 \quad 10.1)$ | 1.4 (0.1) |
| Result from ordinary activities ${ }^{2}$ | 17.9 (7.0) | 4.5 (3.4) | 1.3 (0.2) | $0.1(-0.5)$ | -0.1 (-0.1) | 23.7 (10.0) |
| Investments | 9.6 (12.4) | $0.5 \quad(0.1)$ | 0.2 $(0.2)$ <br> 1.8  | 0.2 (0.0) |  | 10.5 (12.7) |
| Cash flow ${ }^{3}$ | 17.9 (12.3) | $4.2 \quad(3.2)$ | 1.8 (0.9) | $0.2(-0.3)$ | -0.7 (-0.1) | 23.4 (16.0) |
| Scheduled depreciation | $6.7 \quad 16.1)$ | 0.6 (0.6) | 0.5 (0.5) | 0.2 (0.2) |  | $8.0 \quad$ (7.4) |
| Segment assets | $\underline{436.5(385.8)}$ | 41.2 (47.3) | 13.3 (10.8) | 12.3(11.9) |  | 503.3 (455.8) |
| of which balances with banks, securities | 90.2 (87.0) | 25.0 (23.9) | 1.6 (1.4) | 2.2 (1.1) |  | 119.0(113.5) |
|  | 346.3 (298.8) | 16.2 (23.4) | 11.7 (9.4) | 10.1(10.8) |  | 384.3 (342.3) |
| Segment debts | 126.9 (117.8) | 4.7 (3.5) | 2.6 (2.4) | 3.7 (3.2) |  | 137.9 (126.9) |
| of which amounts due to banks | $23.9 \quad(22.3)$ |  |  | $0.3 \quad 10.0)$ |  | $24.2 \quad(22.3)$ |
|  | 103.0 (95.6) | 4.7 (3.5) | 2.6 (2.4) | 3.4 (3.2) |  | 113.7 (104.6) |

${ }^{1}$ in the segments excl. income from participations ${ }^{2}$ excluding interest ${ }^{3}$ in the segments excluding income from participations, adjusted for tax
Group equity previous year in parenthesis.

|  | Position as at 1. 1. 2006 in $€^{\prime} \mathbf{0} 00$ | Dividends paid/profit shares* in $\boldsymbol{€}^{\prime} \mathbf{0} 00$ | Consolidated net income in $€^{\prime} \mathbf{\prime} 000$ | Other changes $\text { in } €^{\prime} 000$ | Position as at 31. 3. 2006 in $\boldsymbol{\epsilon}^{\prime} \mathbf{0} 00$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Subscribed capital | $\begin{gathered} 54,600 \\ (54,600) \end{gathered}$ |  |  |  | $\begin{gathered} 54,600 \\ (54,600) \end{gathered}$ |
| Capital reserves | $\begin{gathered} 92,652 \\ (92,652) \end{gathered}$ |  |  |  | $\begin{gathered} 92,652 \\ (92,652) \end{gathered}$ |
| Group equity generated | $\begin{aligned} & 209,235 \\ & (187,744) \end{aligned}$ |  | $\begin{gathered} 15,995 \\ (6,470) \end{gathered}$ | $\begin{array}{r} -2,231 \\ (295) \end{array}$ | $\begin{gathered} 222,999 \\ (194,509) \end{gathered}$ |
| - of which: securities held for sale | $\begin{gathered} 993 \\ (444) \end{gathered}$ |  |  | $\begin{array}{r} -993 \\ (71) \end{array}$ | $\begin{gathered} 0 \\ (515) \end{gathered}$ |
| - of which: currency equalisation item | $\begin{gathered} 0 \\ (521) \end{gathered}$ |  |  | $\begin{gathered} -576 \\ (224) \end{gathered}$ | $\begin{gathered} -576 \\ (745) \end{gathered}$ |
| Minority interests | $\begin{array}{r} -29 \\ (4) \end{array}$ | $\begin{aligned} & -737 \\ & (-140) \end{aligned}$ | $\begin{gathered} 578 \\ (108) \end{gathered}$ | $\begin{gathered} 106 \\ (78) \end{gathered}$ | $\begin{gathered} -82 \\ (50) \end{gathered}$ |
| Group equity | $\begin{aligned} & 356,458 \\ & (335,000) \end{aligned}$ | $\begin{gathered} -737 \\ (-140) \end{gathered}$ | $\begin{aligned} & 16,573 \\ & (6,578) \end{aligned}$ | $\begin{array}{r} -2,125 \\ (373) \end{array}$ | $\begin{gathered} 370,169 \\ (341,811) \end{gathered}$ |

[^0]Segment reporting, Fielmann Group 03/2006 previous year in parenthesis.

| in $\boldsymbol{\epsilon} \mathbf{m}$ | Wholesale/ services |  | Production/ logistic | Retail | Consolidation |  | Consolidated value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales revenue | 63.7 | (56.3) | 10.1 (10.5) | 189.8 (166.7) | -71.3 (-64.4) |  | 192.3 (169.1) |
| Sales revenue from other segments | 62.0 | (54.8) | 9.1 (9.6) | 0.2 (0.0) |  |  |  |
| Outside sales revenue | 1.7 | (1.5) | 1.0 (0.9) | 189.6 (166.7) |  |  | 192.3 (169.1) |
| Result from ordinary activities ${ }^{1}$ | 10.8 | (7.3) | 2.2 (2.7) | 12.6 (0.1) | -0.5 | (0.0) | 25.1 (10.1) |
| of which interest income | 3.1 | (1.7) | 0.3 (0.2) | -2.0 (-1.9) | 0.0 | (0.1) | 1.4 (0.1) |
| Result from ordinary activities ${ }^{2}$ | 7.7 | (5.6) | 1.9 (2.5) | 14.6 (2.0) | $-0.5 \quad(-0.1)$ |  | 23.7 (10.0) |
| Investments | 3.4 | (4.1) | $\begin{array}{ll}0.3 & (0.5)\end{array}$ | 6.8 (8.1) |  |  | 10.5 $(12.7)$ |
| Cash flow ${ }^{3}$ | 8.8 | (7.9) | 2.9 (3.4) | $15.6 \quad(4.4)$ | -3.9 | (0.3) | 23.4 (16.0) |
| Scheduled depreciation | 2.4 | (1.7) | 0.7 (0.7) | 4.9 (5.0) |  |  | $8.0 \quad$ (7.4) |
| Segment assets | 267.6 (246.8) |  | 21.4 (21.9) | 214.3 (187.1) |  |  | 503.3 (455.8) |
| of which balances with banks, securities | $115.1 \quad \text { (109.2) }$ |  | $0.1 \quad(0.0)$ | $3.8 \quad$ (4.2) |  |  | 119.0(113.5) |
|  | 152.5 (137.6) |  | 21.3 (21.9) | 210.5 (182.9) |  |  | 384.3 (342.3) |
| Segment debts | $77.6 \quad 167.91$ |  | $4.4 \quad$ (4.9) | $55.9 \quad$ (54.1) |  |  | 137.9(126.9) |
| of which amounts due to banks | 20.2 | (18.5) | 0.3 (0.0) | 3.7 (3.8) |  |  | $24.2 \quad(22.3)$ |
|  | 57.4 | (49.4) | 4.1 (4.9) | 52.2 (50.3) |  |  | 113.7 (104.6) |

${ }^{1}$ in the segments excluding income from participations ${ }^{2}$ excluding interest ${ }^{3}$ in the segments excluding income from participations, adjusted for tax

## Earnings per share*

| in $\boldsymbol{E}^{\prime} \mathbf{0} 00$ | 03. 2006 | 03. 2005 | 2005 |
| :---: | :---: | :---: | :---: |
| Consolidated net income | 16,573 | 6,578 | 57,756 |
| Earnings attributable to minority interests | -578 | -108 | -2,711 |
| Result for the period | 15,995 | 6,470 | 55,045 |
| Earnings per share in $\boldsymbol{\epsilon}$ | 0.76 | 0.31 | 2.62 |

* Earnings for the period under review are cumulative. Consolidated net income for the year adjusted in accordance with current tax ratios for 2005.


## 2006 Financial Calendar

Annual General Meeting
Quarterly report
Analyst meeting
Quarterly report
Bloomberg code
Reuters code
ISIN

6 July 2006
24 August 2006
25 August 2006
30 November 2006
FIE
FIEG.DE
DE0005772206

## Further information:

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## Consolidated cash flow statement

Financial resources totalling $T € 62,379$ incorporate liquid funds ( $T €$ 46,379 ) and a proportion of the securities with fixed maturities ( $\mathrm{T} €$ $16,000)$. Where these have a remaining term of up to one month, they have been included in the financial resources. The first ever application of RIC 1 as at 31 December 2005 has produced adjustments in the configuration compared with the March 2005 interim report.

| Cash flow statement 1. 1. - 31.3. | $\text { in } \begin{array}{r} 2006 \\ \prime \\ \hline \end{array}$ | $\text { in } €^{2005}$ | Change in $€^{\prime} \mathbf{O}^{\prime} 0$ |
| :---: | :---: | :---: | :---: |
| Result before interest | 23,710 | 9,997 | 13,713 |
| Interest expenses | -410 | -408 | -2 |
| Interest income | 1,801 | 503 | 1,298 |
| Results from ordinary activities | 25,101 | 10,092 | 15,009 |
| Taxes on income | -8,528 | -3,394 | -5,134 |
| Profit for the period (including shares of minority interests) | 16,573 | 6,698 | 9,875 |
| +/- Write-downs/write-ups on fixed assets | 7,962 | 7,443 | 519 |
| +/- Increase/decrease in long-term accruals | 8 | 0 | 8 |
| +/- Other non-cash income/expenditure | -1,136 | 1,830 | -2,966 |
| = Cash flow | 23,407 | 15,971 | 7,436 |
| +/- Increase/decrease in current accruals | 12,501 | 4,021 | 8,480 |
| -/+ Profit/loss on disposal of fixed assets | -155 | -88 | -67 |
| -/+ Increase/decrease in inventories, trade debtors as well as other assets not attributable to investment and financial operations | -46,151 | -31,695 | -14,456 |
| +/- Increase/decrease in trade creditors as well as other liabilities not attributable to investment and financial operations | 12,592 | 16,961 | -4,369 |
| = Cash flow from current business activities | 2,194 | 5,170 | -2,976 |
| Receipts from disposal of tangible assets | 612 | 459 | 153 |
| - Payments from investments in tangible assets | -7,946 | -8,433 | 487 |
| + Receipts from the sale of intangible assets | 17 | 0 | 17 |
| - Payments for investments in intangible assets | -2,564 | -4,292 | 1,728 |
| + Receipts from disposal of financial assets | 181 | 60 | 121 |
| = Cash flow from investment activities | -9,700 | -12,206 | 2,506 |
| - Payments to company owners and minority shareholders | -737 | 0 | -737 |
| - Payments for the redemption of loans and (finance) loans | -3,780 | 1,896 | -5,676 |
| = Cash flow from financial activities | -4,517 | 1,896 | -6,413 |
| Cash changes in financial resources | -12,023 | -5,140 | -6,883 |
| +/- Changes in financial resources due to exchange rates, scope of consolidation and valuation | -38 | 44 | -82 |
| + Financial resources at 1.1. | 74,440 | 108,750 | -34,310 |
| $=$ Financial resources at 31. 03. | 62,379 | 103,654 | -41,275 |

## Profit and loss account

| For the period from January 1 to March 31 | $\begin{array}{r} 2006 \\ \text { in } \epsilon^{\prime} 000 \end{array}$ | $\begin{array}{r} 2005 \\ \text { in } €^{\prime} 000 \end{array}$ | Change in \% |
| :---: | :---: | :---: | :---: |
| 1. Consolidated sales | 192,322 | 169,058 | 13.8 |
| 2. Changes in finished goods and work in progress | 3,976 | 2,247 | 76.9 |
| Total consolidated revenues | 196,298 | 171,305 | 14.6 |
| 3. Other operating income | 11,774 | 15,352 | -23.3 |
| 4. Costs of materials | -56,350 | -52,623 | 7.1 |
| 5. Personnel costs | -72,628 | -67,075 | 8.3 |
| 6. Depreciation | -7,962 | -7,443 | 7.0 |
| 7. Other operating expenses | -47,422 | -49,519 | -4.2 |
| 8. Interest result | 1,391 | 95 | 1.364 .2 |
| 9. Result from ordinary activities | 25,101 | 10,092 | 148.7 |
| 10. Income taxes | -8,528 | -3,394 | 151.3 |
| 11. Net income as at March 31 | 16,573 | 6,698 | 147.4 |
| 12. Profits to be allocated to parent company shareholders | -578 | -108 | 435.2 |
| 13. Results for the period as at March 31 | 15,995 | 6,590 | 142.7 |
| Earnings per share | 0.76 | 0.31 | 145.2 |

* Item adjusted in line with the current tax ratio for 2005.


## Explanatory notes to the interim report

The interim report for 31 March 2006 has been prepared on the same accounting and reporting basis as the Consolidated Annual Accounts for the year ending 31 December 2005, which were prepared in accordance with the International Financial Reporting Standards (IFRS incorporating IAS).

Ten companies were included for the first time in the scope of the consolidation as at 31 March 2006. These are new branches. They have no significant impact on the financial position of the Group.

The item 'securities' includes a portfolio of own shares totalling 18.173. The book value as at 31 March 2006 constitutes $T € 951$. These Fielmann shares were acquired under the terms of § 71 para. 1 No. 2 of the AktG (Securities Act) for the purposes of offering them to employees of Fielmann Aktiengesellschaft or associated companies under a company share scheme.

Consolidated balance sheet as at March 31, 2006
Assets
Position as at
31. 3. 2006
in $\epsilon^{\prime} 000$

Position as at
31. 12. 2005 in $€^{\prime} 000$
A. Long-term fixed assets

| I. Intangible assets | 6,040 | 6,106 |
| :--- | ---: | ---: |
| II. Goodwill | 42,602 | 40,592 |
| III. Tangible assets | 189,066 | 189,304 |
| IV. Financial assets | 503 | 706 |
| V. Deferred tax assats | 24,964 | 25,610 |
| VI. Other financial assets | 5,610 | 5,640 |
|  | $\mathbf{2 6 8 , 7 8 5}$ | $\mathbf{2 6 7 , 9 5 8}$ |
| B. Current assets |  |  |
| I. Inventories | 86,713 | $\mathbf{7 9 , 5 3 2}$ |
| II. Receivables and other assets | 45,792 | 33,213 |
| III. Tax assets | 9,349 | 10,922 |
| IV. Prepaid expenses | 13,610 | 3,299 |
| V. Financial assets | 47,607 | $\mathbf{2 4 , 7 4 1}$ |
| VI. Cash and cash equivalents | 65,743 | $\mathbf{8 1 , 8 7 0}$ |
|  | $\mathbf{2 6 8 , 8 1 4}$ | $\mathbf{2 3 3 , 5 7 7}$ |

## Equity and liabilities

## Position as at <br> 31. 3. 2006 in $\epsilon^{\prime} 000$

## Position as at

31. 12. 2005 in $€^{\prime} \mathbf{0} 00$

54,600
92,652
169,335
III. Profit reserves
IV. Balance sheet profit
V. Result for the period
VI. Minority shares of third parties
A. Equity capital
I. Subscribed capital
II. Capital reserves

54,600

39,900

| 15,995 |  |
| ---: | ---: |
| -82 |  |
| $\mathbf{3 7 0 , 1 6 9}$ | 0 |
| $\mathbf{3 5 6 , 4 5 8}$ |  |

## B. Long-term liabilities

I. Long-term accruals
II. Long-term financial liabilities
III. Deferred tax liabilities

| 5,260 | 5,252 |
| :---: | :---: |
| 22,265 | 22,329 |
| 6,159 | 6,826 |
| 33,684 | 34,407 |
| 33,508 | 24,080 |
| 1,936 | 4,216 |
| 74,902 | 59,582 |
| 23,400 | 22,792 |
| 133,746 | 110,670 |
| 537,599 | 501,535 |


| 5,260 | 5,252 |
| :---: | :---: |
| 22,265 | 22,329 |
| 6,159 | 6,826 |
| 33,684 | 34,407 |
| 33,508 | 24,080 |
| 1,936 | 4,216 |
| 74,902 | 59,582 |
| 23,400 | 22,792 |
| 133,746 | 110,670 |
| 537,599 | 501,535 |

## C. Current liabilities

I. Current accruals
II. Current financial liabilities
III. Trade creditors and other liabilities
IV. Tax liabilities


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

