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EANS-Adhoc: Preliminary figures for the 2011 financial year 2011: Fielmann improved unit sales, sales revenue and profit 2012: Fielmann will create 900 new trainee positions

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Preliminary figures 2011

07.02.2012

With its customer friendly services, glasses at reasonable prices and comprehensive guarantees, Fielmann was able to expand its market share in the last reporting year. While the remaining optical sector in Germany expects a unit sales decline of -1%, Fielmann registered a rise in unit sales of more than 5% and expanded its market share to 49% (previous year: 48%). Consequently, Fielmann will be continuing its shareholder-friendly dividend payout policy.

Fielmann sold 6.74 million pairs of glasses in the reporting year (previous year: 6.46 million). External sales incl. VAT rose to EUR 1.23 billion (previous year: EUR 1.16 billion) and consolidated sales grew to EUR 1.05 billion (previous year: EUR 994 million). The pre-tax result amounts to an estimated EUR 172 million (previous year: EUR 170.3 million) and the annual net income stands at EUR 124 million (previous year: EUR 120.8 million).

Fielmann thinks in years not quarters. The success of Fielmann is as a result of strong customer focus and committed employees, whose achievements were rewarded in the last reporting year through considerable salary adjustments. In addition, exceptional achievements were rewarded through profit sharing and share programmes, which were primarily paid out in the fourth quarter. The total personnel expenditure increased in comparison with the previous year, to EUR 28 million. Fielmann is investing in its future.

Fielmann is the largest employer and trainer in the German optical industry and created 481 additional positions in the last reporting year. At year-end, the market leader employed 14,214 members of staff (previous year: 13.733), of whom 2,738 were trainees (previous year: 2.674). In 2012, Fielmann will also be creating 900 new trainee positions. Fielmann had 663 branches at the end of the reporting year (previous year: 655).

Fielmann is confident that it will expand its market share further. The first weeks of the current year give good reason to be optimistic.

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2012: Fielmann will create 900 new trainee positions

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Hamburg, February 2012

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