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## **EANS-Adhoc: Fielmann improved unit sales, sales revenue and profit Fielmann increased dividend to EUR 2.70 per share Start of 2013 gives grounds for optimism**

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Earnings Forecast/Preliminary figures for the 2012 financial year  
28.02.2013

Expectations for the 2012 financial year have been met. With its customer friendly service, 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 4.9% rise, increasing its unit sales to 7.1 million pairs of glasses in the reporting period (previous year: 6.7 million). External sales incl. VAT rose by EUR 60 million to EUR 1.29 billion (previous year: EUR 1.23 billion) and consolidated sales grew to EUR 1.11 billion (previous year: EUR 1.05 billion). The pre-tax result is estimated to amount to more than EUR 180 million (previous year: EUR 172.9 million) and the annual net profit to more than EUR 129 million (previous year: EUR 125.0 million). Fielmann had 671 branches at the end of the reporting period (previous year: 663).

Fielmann will be continuing its shareholder-friendly dividend payout policy. As a result of the company's good development and available liquidity, the Supervisory Board and Management Board recommendation for the Annual General Meeting on 11 July 2013 is to pay a dividend of EUR 2.70 per share for the 2012 financial year (previous year: EUR 2.50).

One reason for the company's success is its competent and dedicated staff. Fielmann is the largest employer and trainer in the German optical industry and employed 15,494 members of staff at year-end (previous year: 14,871), of whom 2,779 were trainees (previous year: 2,738). In 2013, Fielmann will also be creating about 900 new trainee positions.

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

Hamburg, February 2013

Fielmann Aktiengesellschaft  
The Management Board

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