Preliminary figures of fiscal year 2011
2011: best fiscal year in the company’s more recent history

- High demand from semiconductor and automotive industry
- Improved cost structures and processes

- Sales rose by approx. 13% (growth in particular in Asia and North America)
- Group EBIT increased by more than 60%
- Profitability significantly improved
- Order intake in 2011 reached a new high; several major orders
- Shareholders’ equity and shareholders’ equity ratio increased
- Net debt slightly lower than in previous year
- Group’s financing restructured and long-term
- Positive cash flows secure current financing and investments
Sales growth based on a strong performance by Lasers & Optical Systems and Metrology segments

Group
Sales 2011: ca. € 540m
Sales 2010: € 478.8m*

Lasers & Optical Systems
Sales 2011: ca. € 215m
Sales 2010: € 188.9m

Metrology
Sales 2011: ca. € 140m
Sales 2010: € 113.8m

Defense & Civil Systems
Sales 2011: > € 180m
Sales 2010: € 173.9m*

Lasers & Material Processing
Optical Systems
Industrial Metrology
Traffic Solutions
Defense & Civil Systems

Technology competence in optoelectronics, joint use of distribution networks and shared services

* without Jena-Optronik
Preliminary results 2011
Marked increase in sales, EBIT and order intake

<table>
<thead>
<tr>
<th>Figures in million euros</th>
<th>as at 31.12.2011</th>
<th>as at 31.12.2010*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales (consolidated)</td>
<td>approx. 540</td>
<td>479</td>
</tr>
<tr>
<td>Lasers &amp; Optical Systems</td>
<td>approx. 215</td>
<td>189</td>
</tr>
<tr>
<td>Metrology</td>
<td>approx. 140</td>
<td>114</td>
</tr>
<tr>
<td>Defense &amp; Civil Systems</td>
<td>&gt; 180</td>
<td>174</td>
</tr>
<tr>
<td>EBIT</td>
<td>approx. 48</td>
<td>29.0</td>
</tr>
<tr>
<td>EBT</td>
<td>&gt; 30</td>
<td>15.0</td>
</tr>
<tr>
<td>Order intake</td>
<td>just under 650</td>
<td>535</td>
</tr>
<tr>
<td>Order backlog</td>
<td>just under 450</td>
<td>355</td>
</tr>
<tr>
<td>Net debt</td>
<td>approx. 78</td>
<td>79</td>
</tr>
</tbody>
</table>

* continuing business divisions
Net debt decreased slightly in 2011

Development of net debt (in million euros)

Net debt slightly lower thanks to positive cash flows despite:

- Business expansion (higher working capital requirements)
- Payment to a silent real estate investor of approx. 17 million euros, partly compensated by releasing a liquidity reserve
- Increased capex
2012: Positive start with a high order backlog

- Continuing high demand for lasers
- Semiconductor industry below the high level in 2011
- Increasing sales in other industries
- High order backlog provides good prospects
- Billing of major order (Saudi-Arabia)
- Additional major projects expected
- Stable business development
- Major long-term orders

Growth potential for 2012
Future development of business

Lasers & Material Processing
- Internationalization (Asia and North America)
- Growth in selected niche markets of material processing and medical technology

Optical Systems
- Acquisition of new key accounts in non-semiconductor markets (medical, defense)
- Expansion of system business

Industrial Metrology
- Jenoptik profits from various trends in the automotive industry
  - Downsizing
  - Hybrid drives
  - More efficient powertrains

Traffic Solutions
- Successful acquisition of new major orders
- Trend to major projects with larger software and service share (own software)

Defense & Civil Systems
- Development of international business
- Increasing share of products for civil markets (e.g. Airbus)

Business development
Cautious optimism for 2012: Further sales growth expected

Growth strategy will be continued in 2012

- Growth impulse from development of foreign markets, especially in Asia and North America
- High order backlog from 2011

Sales and earnings

- Slight sales growth
- Group EBIT is expected to again exceed 40 million euros
  - Group EBIT to be in the range between 40 and 50 million euros depending on the development of the semiconductor cycle
- Debt conversion and restructuring of group’s financing are the basis for a better net interest result in 2012
Dates and Contact

- February 1, 2012
- March 23, 2012
- March 26, 2012
- May 10, 2012
- June 6, 2012

Conference call preliminary results 2011
Conference call “Financial statements 2011”
Analyst conference “Financial statements 2011”
Conference call “Results of first quarter 2012”
Annual General Meeting

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