JENOPTIK AG
Conference call
Preliminary figures of fiscal year 2012

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Dr. Michael Mertin, CEO
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Jenoptik continued to improve operating performance, 2012 again best fiscal year in the company’s more recent history

- Very successful development in fiscal year 2012
- Substantial increase in sales and earnings
- Profitability further improved
- Improved EBIT margin of more than 9 percent again in target range

New key customers in systems business
Successful strategic focus on target markets America and Asia
High demand from major target markets
Sales growth primarily based on a strong performance by Metrology segment

Group
Sales 2012: ~ € 585m
Sales 2011: € 543.3m

Lasers & Optical Systems
Optical Systems
Lasers & Material Processing

Metrology
Industrial Metrology

Defense & Civil Systems
Traffic Solutions
Defense & Civil Systems

Technology competence in optoelectronics, joint use of distribution networks and shared services
Preliminary figures 2012
Sales increased by more than 30 percent since 2009

- Strong growth in North America and Asia
- Metrology segment with highest increase
Metrology with strong rise in sales

Lasers & Optical Systems: positive development continued in spite of semiconductor dip
Metrology: benefits from continuing good demand from automotive industry (trend to fuel-saving engines)
Defense & Civil Systems: long-term and stable business
Preliminary figures 2012: Steady EBIT improvement, Earnings before tax with more than 20 percent growth

- EBIT with stronger growth than sales, Q4 impacted by decline in semiconductor industry, initial costs for site optimization and projects
- EBT: increased disproportionately by more than 20 percent to more than 45 million euros
- EAT will show higher increase than EBIT due to better interest result and low tax rate
Metrology with strong EBIT growth

Lasers & Optical Systems
EBIT in million euros

Metrology
EBIT in million euros

Defense & Civil Systems
EBIT in million euros

- Metrology segment contributed to the earnings growth
- Decline in the Defense & Civil Systems segment, among other things, due to initial costs for site optimization
Preliminary figures 2012
Order intake at sales level

- Major orders: Traffic safety Malaysia (40 million euros) und Oman (lower double-digit million euro range)
- Order intake 2012 as expected below the level in previous year (2001 PUMA order of 70 million euros, traffic safety Saudi-Arabia 20 million euros)
- Order backlog with more than 445 million euros at high level of the previous year
Total debt reduced by almost 20 percent
Net debt declined again

Reduction in net debt and the claims of silent real estate investors to Jenoptik (in million euros)

- Net debt further reduced in spite of business expansion and dividend payment and payment to silent real estate investors
- Total debt fell by almost 20 percent
2013: Training for operating excellence – fit for further growth in 2014/15

Implementation of projects to further improve profitability and secure growth

- Further expansion of sales structures
- Site optimization:
  - Optics manufacturing in North America will be concentrated at one location
  - Manufacture of energy systems in Germany will be concentrated at only 2 sites
- “Finance transformation” started: globally harmonized ERP systems, lean management and purchasing

Sales and earnings 2013

- Slight sales growth of up to 5 percent
- Depending upon the course of the semiconductor cycle in the 2nd half-year, EBIT generated in the operating business should come to 50 to 55 million euros
- Costs in the mid single-digit million euro range for above mentioned projects and site optimization will impact on EBIT

2014 and mid-term

- From 2014 continuation of 10 percent growth per year
- Sales of 800 million euros by 2017, of which more than 40 percent in Asia and North America
- EBIT margin of 9-10 percent over the cycle
### Growth potential 2013

<table>
<thead>
<tr>
<th>Lasers &amp; Material Processing</th>
<th>Optical Systems</th>
<th>Industrial Metrology</th>
<th>Traffic Solutions</th>
<th>Defense &amp; Civil Systems</th>
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<tbody>
<tr>
<td>Continuing high demand for lasers and laser processing systems</td>
<td>Donwturn in semiconductor industry, recovery possible in 2nd half-year</td>
<td>Continuing growth</td>
<td>Delivery and billing of major projects</td>
<td>Stable business development</td>
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<tr>
<td>Increasing sales in other industries</td>
<td>Site optimization in North America</td>
<td>High order backlog provides good prospects</td>
<td>Additional major projects in pipeline</td>
<td>Long-term major orders</td>
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<td>Site optimization in North America</td>
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<td>Site optimization for energy systems in Germany</td>
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Jenoptik benefits from mega trends for mid to long-term business development

- Internationalization (Asia and North America)
- Growth in selected niche markets of material processing and medical technology
- Acquisition of new key accounts in non-semiconductor markets (electronics, medical, defense)
- Continued expansion of system business
- Jenoptik profits from various trends in the automotive industry
  - Downsizing
  - Hybrid drives
  - More efficient powertrains
- Successful acquisition of new major projects
- Trend to major projects with higher software and service share (own software)
- Development of international business
- Increasing share of products for civil markets (e.g. Airbus)

Mega trends

Health  Digital world  Efficiency  Infrastructure  Security
Appendix
Dates and contact

- January 29, 2013
- February 5, 2013
- February 6, 2013
- February 12, 2013
- March 26, 2013
- March 27, 2013

Preliminary results 2012
Roadshow Copenhagen
Close Brothers Small & Mid Cap Conference, Frankfurt
Roadshow Luxembourg
Financial results 2012
Analyst’s conference and roadshow, Frankfurt

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