JENOPTIK AG
Conference call
Preliminary figures of fiscal year 2013

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Jenoptik successfully ended fiscal year 2013 with strong 4th quarter

- Forecast revenue and EBIT targets were achieved in a challenging economic environment
- Group grew the 4th year in succession through its own efforts
- Development substantially gained momentum in the course of the year; Strongest revenue and earnings in 4th quarter
- As expected, EBIT was affected by the expansion of international distribution, higher R&D expenses as well as Group development projects
- Earnings before tax almost reached high level of the previous year in spite of investments in the future
  - Investment and interest result improved
Preliminary figures 2013
Group revenue has significantly increased since 2009

- Revenue rose to 600 million euros and was higher than in the prior year, as expected
- Positive trend in the course of the year; Q4 = strongest quarter
- Weak market in Asia and Europe was compensated through good development in Germany and America

* Without Jena-Optronik

CAGR: ca. 8%
Increase: + ca. 3%
International orientation supports revenue growth

Lasers & Optical Systems

Revenue in million euros

- 2012: 212.3
- 2013: ~225

Metrology

Revenue in million euros

- 2012: 182.7
- 2013: ~187

Defense & Civil Systems

Revenue in million euros

- 2012: 186.4
- 2013: ~185

- Lasers & Optical Systems: positive trend in the course of the year, marked improvement in investment behaviour of customers in Q4
- Metrology: Increase in sales in particular in North America; global demand remains intact
- Defense & Civil Systems: continuing long-term and stable business
Preliminary figures 2013: profitability kept at almost the same good level as in the prior year

- As expected, EBIT was affected by the expansion of international distribution, higher R&D expenses as well as Group development projects (e.g. “JOE“ and „Go Lean“)
- EBIT margin: ca. 8.8%
- Q4/2013 best single quarter

- EBT slightly higher than in prior year
  - Positive investment result
  - Better interest result due to lower financial liabilities and better financing conditions

<table>
<thead>
<tr>
<th>Year</th>
<th>EBIT (in million euro)</th>
<th>EBT (in million euros)</th>
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<tbody>
<tr>
<td>2009</td>
<td>-19.7</td>
<td>-34.3</td>
</tr>
<tr>
<td>2010</td>
<td>29.0</td>
<td>15.0</td>
</tr>
<tr>
<td>2011</td>
<td>49.2</td>
<td>34.9</td>
</tr>
<tr>
<td>2012</td>
<td>54.8</td>
<td>46.1</td>
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<tr>
<td>2013</td>
<td>&gt;52</td>
<td>~47</td>
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Lasers & Optical Systems: EBIT almost at high level of prior year, weak semiconductor equipment market, increase in life science, investments in R&D and distribution network, positive development in the course of the year

Metrology: EBIT also almost at high level of the prior year; in particular in Q4/2012 high invoicing of traffic safety projects

Defense & Civil Systems: rise in earnings due to improved cost structures and one-off effects
Order intake just slightly below high level of the prior year; order pipeline is well-filled, trend to shorter-term orders

- Order intake did not quite reach the high level of the prior year which was marked by major orders
  - 2012: several major orders included, among others for traffic safety systems for Malaysia and Oman
  - Postponement of orders to subsequent periods due to a weaker economic development

- Book-to-bill: 0.96

- Order backlog remained at comfortable level
  - Major portion of the growth planned for 2014 is already secured by orders on hand
  - Modified order structure in the Defense & Civil Systems segment
Net debt substantially reduced due to strong cash flow

Net debt and claims of silent real estate investors (in million euros)

- Net debt significantly reduced in spite of higher dividend and payments for current Group development projects
- Equity ratio rose from 49.3 to more than 52 percent
## 2014: Stronger growth expected

- **EBIT development will depend on economic trend, in particular in the semiconductor equipment and automotive industries**
- **Projects required for the development of the Group will be continued**
  - „JOE“ = Implementation of a harmonized ERP system at all Jenoptik locations until 2017
  - „Go Lean“

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<th>2013</th>
<th>2014e</th>
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<tbody>
<tr>
<td>Group revenue</td>
<td>~ 600 million euros</td>
<td>Revenue growth of 5 - 10 percent</td>
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<tr>
<td>Group EBIT</td>
<td>&gt; 52 million euros</td>
<td>Increase to 55 to 62 million euros</td>
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2014: Positive development in all segments expected

Lasers & Optical Systems
- Development of the semiconductor equipment industry expected to be stable or positive
- Rising sales with other industries, e.g. life sciences / medical technology / automotive industry

Metrology
- Globally growing demand for more efficient drives and the necessary measuring technology
- Execution of major international orders in the area of traffic safety
- Additional projects in the pipeline

Defense & Civil Systems
- Stable business development ensured by long-term major orders
- Internationalization
- Stronger focus on civil application
Our target: to continue profitable growth

Our mid-term targets

- Continuation of approx. 10 percent growth per year over the cycle
- Revenue of 800 million euros by 2017 (without larger acquisitions), of which more than 40 percent in Asia and America
- EBIT margin of 9 -10 percent over the cycle

„From Good to Great“
Appendix
Dates and contact

January 28, 2014
February 3-5, 2014
February 13, 2014
February 18-19, 2014
March 25, 2014
March 26, 2014

Conference Call - Preliminary figures 2013
Roadshow USA (San Francisco, Los Angeles)
Roadshow Luxembourg
Roadshow Scandinavia
Conference Call - Financial Statements 2013
Analyst’s conference and roadshow Frankfurt/Main

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