- Jenoptik – preliminary figures 2016
- Development of the segments
- Outlook
- Appendix
Jenoptik has continued its course of profitable growth

External framework conditions

- Challenging economic environment, e.g.
- Emission scandal affected whole automotive sector
- Reluctance to invest / development of oil price and currencies
- Globally, situation remained uncertain: Brexit, Turkey, Middle East, Ukraine, Russia
- Further slowing of growth in China, development in the US

Major events in the Jenoptik Group

- Numerous major orders received will support future growth
- Largest single investment in technology campus for metrology and laser machines at the US location in Rochester Hills
- Acquisition of Essa Technology, UK, in January 2017
- President & CEO Dr. Michael Mertin will leave the company in 2017, Dr. Stefan Traeger was appointed as new CEO
- Changeover to new divisional structure which is more consistently aligned to markets and megatrends has been successful
Revenue increased compared with prior year

Revenue in million euros

- Q4 2016: highest revenue in a quarter
- All three segments reported revenue growth
- Higher demand, among others, from the areas of energy and sensor systems, optical systems as well as laser machines
Operating result with new record figure; Increase in earnings higher than in revenue

- New record high achieved in operating result over recent years
- Disproportionate increase compared with revenue
- EBIT margin at approx. 10% (including EBIT of discontinued operations) (prior year 9.2%)
- EBIT of continuing operations of approx. 66 million euros achieved, EBIT margin around 9.7%

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>1Q/15</td>
<td>8.7</td>
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<tr>
<td>2Q/15</td>
<td>17.8</td>
<td></td>
</tr>
<tr>
<td>3Q/15</td>
<td>17.7</td>
<td></td>
</tr>
<tr>
<td>4Q/15</td>
<td>16.9</td>
<td></td>
</tr>
<tr>
<td>2015</td>
<td>61.2</td>
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</tr>
<tr>
<td>1Q/16</td>
<td>9.8</td>
<td></td>
</tr>
<tr>
<td>2Q/16</td>
<td>17.6</td>
<td></td>
</tr>
<tr>
<td>3Q/16</td>
<td>19.8</td>
<td></td>
</tr>
<tr>
<td>4Q/16</td>
<td>~21</td>
<td></td>
</tr>
<tr>
<td>2016</td>
<td>&gt;68</td>
<td></td>
</tr>
</tbody>
</table>

EBIT (including discontinued operations) in million euros

approx. +12%
Solid order position creates good prerequisites for continuing strong growth

- Rise in all segments
- Several major international orders were won
- Book-to-bill ratio 1.07 (prior year 0.95)

- Orders received and well-filled project pipeline create good prerequisites for growth
- Major orders in part recorded as frame contracts
- Significant increase, solid basis for coming quarters

Order intake in million euros
Order backlog in million euros
Frame contracts in million euros
As at December 31, 2016 Jenoptik had no net debt

Thanks to the very good cash flow net debt was completely eliminated

Free cash flow rose to approx. 80 million euros (prior year 71.8 million euros)

Net debt in million euros

Claims of silent real estate investors
Net debt
Jenoptik – preliminary figures 2016
Development of segments
Outlook
Appendix
Optics & Life Science segment: Good revenue mix results in margin increase

- Good demand for solutions for information and communication technology as well as in part for semiconductor equipment
- Improved profitability in the healthcare/life science area

Revenue (in million euros)

- 213.7 in 2015
- <222 in 2016

EBIT (in million euros)

- 19.7 in 2015
- >33 in 2016

EBIT includes operational non-recurring income of about 2.8 million euros (already reported in Q3)
Mobility segment: Major orders received will support stronger momentum in the coming quarters

- Q4/2016 was the strongest in terms of revenue in the last years
- Automotive: positive, in particular in the field of laser machines
- Traffic safety: weak investment by oil-exporting countries

Revenue (in million euros)

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>244.6</td>
</tr>
<tr>
<td>2016</td>
<td>&lt;248</td>
</tr>
</tbody>
</table>

EBIT (in million euros)

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>27.0</td>
</tr>
<tr>
<td>2016</td>
<td>~24</td>
</tr>
</tbody>
</table>

- EBIT affected by changed product mix and upfront investment for new projects
- Substantial improvement in Q4
Defense & Civil Systems segment:
Sustainable success in business development

- Higher revenue in particular attributable to the areas of energy and aviation systems as well as the service business

- EBIT increase due to good development of revenue and changed product mix
Jenoptik – preliminary results 2016
Development of segments
Outlook
Appendix
Profitable growth to be continued in 2017

Externally
- Uncertain environment around the globe
- Investment behavior is hard to predict

Internally
- Full order books and project pipeline
- Integrated approach intensified

The good asset position and a viable financing structure give Jenoptik sufficient leeway for both acquisitions and financing of further growth.
Our target: to continue path of profitable growth with a corporate structure that is closer realigned with markets

Our targets by 2018

- Revenue of around 800 million euros by 2018 (including smaller acquisitions), of which more than 40 percent in Asia and the Americas
- EBIT margin of 10 percent over the cycle

This presupposes that political and economic conditions do not worsen. These include the presently uncertain effects of Brexit, the development in Turkey, regulations at European level, export restrictions, further developments in China, in the Middle East and the conflict between Russia and Ukraine.
Jenoptik – preliminary results 2016
Development of the segments
Outlook
Appendix
Dates and contact

- February 7, 2017
- February 16, 2017
- Feb 28 / March 1, 2017
- March 22, 2017
- March 23, 2017
- April 6/7, 2017

Preliminary results 2016
Roadshow Luxemburg
Roadshow Scandinavia
Financial statements 2016
Analysts’ conference and roadshow, Frankfurt/Main
Roadshow London/Edinburgh

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