



## Jenoptik at a glance: Key figures of the first nine months 2018/2017

| in million euros                   | January -<br>September 2018 | January -<br>September 2017 | Change in % | July - Sept. 2018 | July - Sept. 2017 | Change in %  |
|------------------------------------|-----------------------------|-----------------------------|-------------|-------------------|-------------------|--------------|
| <b>Revenue</b>                     | <b>593.4</b>                | <b>526.8</b>                | <b>12.6</b> | <b>208.7</b>      | <b>178.4</b>      | <b>17.0</b>  |
| Optics & Life Science              | 211.2                       | 191.3                       | 10.4        | 71.7              | 66.4              | 8.0          |
| Mobility                           | 223.4                       | 180.6                       | 23.7        | 84.9              | 62.8              | 35.1         |
| Defense & Civil Systems            | 160.9                       | 155.1                       | 3.8         | 52.7              | 49.7              | 6.1          |
| Other <sup>1</sup>                 | -2.1                        | -0.2                        |             | -0.6              | -0.5              |              |
| <b>EBITDA</b>                      | <b>89.0</b>                 | <b>73.1</b>                 | <b>21.7</b> | <b>32.8</b>       | <b>30.3</b>       | <b>8.1</b>   |
| Optics & Life Science              | 51.1                        | 43.0                        | 18.9        | 18.7              | 16.5              | 13.2         |
| Mobility                           | 25.4                        | 15.1                        | 68.4        | 9.3               | 8.8               | 5.5          |
| Defense & Civil Systems            | 18.6                        | 15.8                        | 17.3        | 6.9               | 4.5               | 53.3         |
| Other <sup>1</sup>                 | -6.0                        | -0.7                        |             | -2.1              | 0.5               |              |
| <b>EBITDA margin</b>               | <b>15.0%</b>                | <b>13.9%</b>                |             | <b>15.7%</b>      | <b>17.0%</b>      |              |
| Optics & Life Science              | 24.2%                       | 22.5%                       |             | 26.0%             | 24.8%             |              |
| Mobility                           | 11.4%                       | 8.3%                        |             | 10.9%             | 14.0%             |              |
| Defense & Civil Systems            | 11.6%                       | 10.2%                       |             | 13.1%             | 9.1%              |              |
| <b>EBIT</b>                        | <b>66.7</b>                 | <b>52.2</b>                 | <b>27.8</b> | <b>23.9</b>       | <b>22.9</b>       | <b>4.4</b>   |
| Optics & Life Science              | 45.5                        | 36.9                        | 23.3        | 16.8              | 14.6              | 15.6         |
| Mobility                           | 16.9                        | 8.6                         | 96.9        | 5.1               | 6.2               | -18.2        |
| Defense & Civil Systems            | 15.4                        | 12.3                        | 24.9        | 5.9               | 3.3               | 77.0         |
| Other <sup>1</sup>                 | -11.1                       | -5.6                        |             | -3.8              | -1.1              |              |
| <b>EBIT margin</b>                 | <b>11.2%</b>                | <b>9.9%</b>                 |             | <b>11.5%</b>      | <b>12.9%</b>      |              |
| <b>Earnings after tax</b>          | <b>53.7</b>                 | <b>44.3</b>                 | <b>21.4</b> | <b>20.4</b>       | <b>21.6</b>       | <b>-5.5</b>  |
| <b>Earnings per share in euros</b> | <b>0.94</b>                 | <b>0.77</b>                 | <b>22.1</b> | <b>0.36</b>       | <b>0.38</b>       | <b>-5.0</b>  |
| <b>Free cash flow</b>              | <b>57.2</b>                 | <b>32.2</b>                 | <b>77.5</b> | <b>28.4</b>       | <b>10.0</b>       | <b>184.2</b> |
| <b>Order intake</b>                | <b>588.4</b>                | <b>576.2</b>                | <b>2.1</b>  | <b>191.2</b>      | <b>170.9</b>      | <b>11.9</b>  |
| Optics & Life Science              | 233.4                       | 222.8                       | 4.8         | 75.9              | 73.7              | 3.0          |
| Mobility                           | 212.3                       | 200.7                       | 5.7         | 72.1              | 56.4              | 27.9         |
| Defense & Civil Systems            | 144.0                       | 154.4                       | -6.7        | 43.6              | 42.6              | 2.5          |
| Other <sup>1</sup>                 | -1.3                        | -1.7                        |             | -0.3              | -1.7              |              |

|   | September 30, 2018 | December 31, 2017 | September 30, 2017 |
|---|--------------------|-------------------|--------------------|
| <b>Order backlog (in million euros)</b> | <b>480.9</b>       | <b>453.5</b>      | <b>453.0</b>       |
| Optics & Life Science                   | 127.6              | 109.1             | 105.8              |
| Mobility                                | 176.2              | 144.7             | 135.3              |
| Defense & Civil Systems                 | 179.1              | 202.6             | 214.9              |
| Other <sup>1</sup>                      | -2.0               | -2.9              | -3.0               |
| <b>Contracts (in million euros)</b>     | <b>78.0</b>        | <b>87.6</b>       | <b>132.0</b>       |
| <b>Employees (incl. trainees)</b>       | <b>3,984</b>       | <b>3,680</b>      | <b>3,646</b>       |
| Optics & Life Science                   | 1,214              | 1,149             | 1,127              |
| Mobility                                | 1,500              | 1,326             | 1,299              |
| Defense & Civil Systems                 | 914                | 897               | 904                |
| Other <sup>1</sup>                      | 356                | 308               | 316                |

<sup>1</sup> Other includes holding, shared service center, real estate and consolidation.

Please note that there may be rounding differences as compared to the mathematically exact amounts (monetary units, percentages) in this report.

Jena, November 13, 2018