

Jenoptik key figures at a glance: 2018/2017 as well as Q4/2018 and Q4/2017

Corporate structure until December 31, 2018

| in million euros | 2018 | 2017 | Change in % | Oct.-Dec. 2018 | Oct.-Dec. 2017 | Change in % |
|---|--------------|--------------|-------------|----------------|----------------|-------------|
| Revenue | 834.6 | 747.9 | 11.6 | 241.2 | 221.1 | 9.1 |
| Optics & Life Science | 290.0 | 259.4 | 11.8 | 78.8 | 68.1 | 15.8 |
| Mobility | 327.8 | 270.1 | 21.4 | 104.4 | 89.5 | 16.7 |
| Defense & Civil Systems | 218.6 | 219.3 | - 0.3 | 57.6 | 64.2 | - 10.3 |
| Other 1) | - 1.8 | - 0.8 | - 114.5 | 0.3 | - 0.7 | 150.9 |
| EBITDA | 127.5 | 106.9 | 19.3 | 38.5 | 33.8 | 13.9 |
| Optics & Life Science | 69.9 | 58.7 | 19.1 | 18.9 | 15.7 | 19.9 |
| Mobility | 40.5 | 27.9 | 45.4 | 15.1 | 12.8 | 18.3 |
| Defense & Civil Systems | 24.4 | 23.8 | 2.2 | 5.8 | 8.0 | - 27.7 |
| Other 1) | - 7.3 | - 3.5 | - 109.5 | - 1.3 | - 2.7 | 52.7 |
| EBIT | 94.9 | 78.0 | 21.6 | 28.2 | 25.8 | 9.1 |
| Optics & Life Science | 62.3 | 50.5 | 23.4 | 16.8 | 13.6 | 23.9 |
| Mobility | 27.7 | 18.5 | 49.4 | 10.8 | 9.9 | 8.4 |
| Defense & Civil Systems | 20.1 | 19.2 | 4.9 | 4.7 | 6.9 | - 31.0 |
| Other 1) | - 15.2 | - 10.1 | - 50.0 | - 4.1 | - 4.5 | 8.8 |
| Earnings after tax | 87.4 | 72.5 | 21.0 | 33.7 | 28.4 | 18.7 |
| Earnings per share in euros | 1.53 | 1.27 | 20.8 | 0.59 | 0.50 | 18.0 |
| Free cash flow (before income taxes) | 108.3 | 72.2 | 49.9 | 51.1 | 40.0 | 27.7 |
| Order intake | 873.7 | 802.9 | 8.8 | 285.3 | 226.7 | 25.9 |
| Optics & Life Science | 350.8 | 295.5 | 18.7 | 117.4 | 72.7 | 61.5 |
| Mobility | 319.3 | 303.7 | 5.2 | 107.1 | 102.9 | 4.0 |
| Defense & Civil Systems | 203.5 | 206.2 | - 1.3 | 59.5 | 51.8 | 14.8 |
| Other 1) | 0.1 | - 2.4 | 103.5 | 1.4 | - 0.7 | 291.7 |

| in million euros | 31/12/2018 | 31/12/2017 | Change in % |
|-------------------------|--------------|--------------|---------------|
| Order backlog | 521.5 | 453.5 | 15.0 |
| Optics & Life Science | 165.0 | 109.1 | 51.2 |
| Mobility | 182.0 | 144.7 | 25.8 |
| Defense & Civil Systems | 175.4 | 202.6 | - 13.4 |
| Other 1) | - 0.9 | - 2.9 | 67.8 |
| Frame contracts | 62.5 | 87.6 | - 28.7 |
| Optics & Life Science | 11.8 | 11.1 | 6.5 |
| Mobility | 19.2 | 30.1 | - 36.3 |
| Defense & Civil Systems | 31.4 | 46.3 | - 32.2 |
| Employees | 4.043 | 3.680 | 9.9 |
| Optics & Life Science | 1.241 | 1.149 | 8.0 |
| Mobility | 1.527 | 1.326 | 15.2 |
| Defense & Civil Systems | 912 | 897 | 1.7 |
| Other 1) | 363 | 308 | 17.9 |

1) Other includes holding, shared service center, real estate and consolidation.



Key financials for 2018 of the new divisions

New corporate structure since January 1, 2019

| in million euros | Light & Optics | Light & Production* | Light & Safety | VINCORION | Group* |
|----------------------|----------------|---------------------|----------------|--------------|--------------|
| Revenue | 339.6 | 210.9 | 116.9 | 166.4 | 834.6 |
| EBITDA | 74.1 | 24.6 | 15.9 | 20.1 | 127.5 |
| EBITDA margin | 21.8% | 11.7% | 13.6% | 12.1% | 15.3% |
| EBIT | 65.9 | 16.8 | 10.9 | 16.5 | 94.9 |
| EBIT margin | 19.4% | 8.0% | 9.3% | 9.9% | 11.4% |
| Order intake | 398.6 | 200.9 | 118.5 | 154.9 | 873.7 |
| Order backlog | 181.5 | 112.5 | 69.5 | 158.9 | 521.5 |

* incl. PPA effects

Jena, March 21, 2019