

JENOPTIK AG
Conference Call
Preliminary results of fiscal year 2016



February 7, 2017

Dr. Michael Mertin, CEO
Hans-Dieter Schumacher, CFO

- **Jenoptik – preliminary figures 2016**
- Development of the segments
- Outlook
- Appendix



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

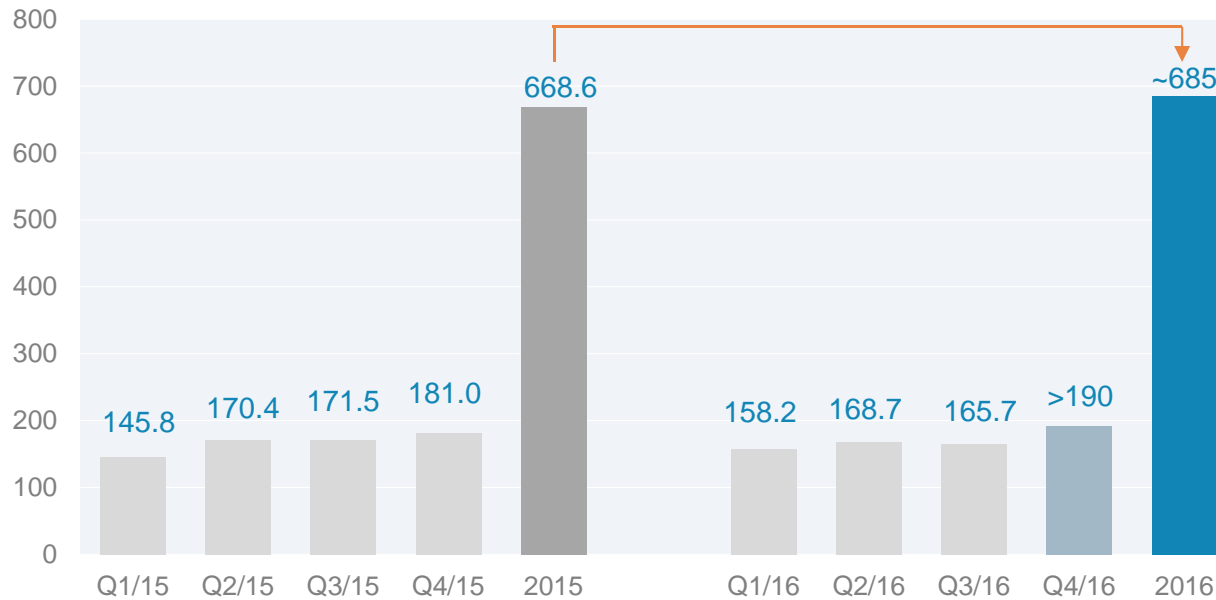
Major events in the Jenoptik Group

- 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

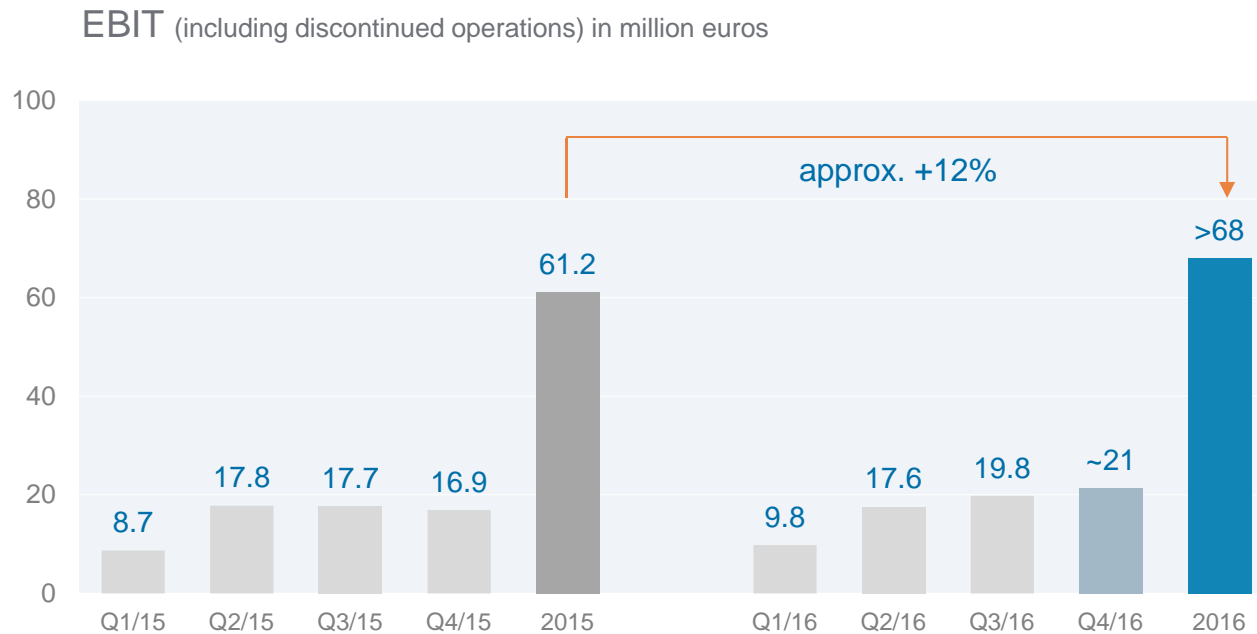


Revenue in million euros



- 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

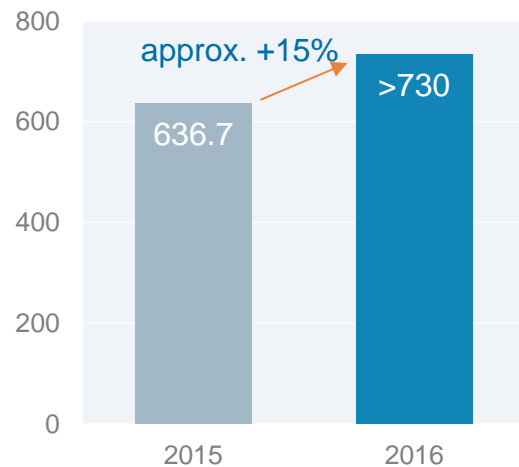


- New record high achieved in operating result over recent years
- Disproportionate increase compared with revenue
- EBIT margin at approx. 10% (including EBIT of discontinued operations) (prior year 9.2%)
- EBIT of continuing operations of approx. 66 million euros achieved, EBIT margin around 9.7%

Solid order position creates good prerequisites for continuing strong growth

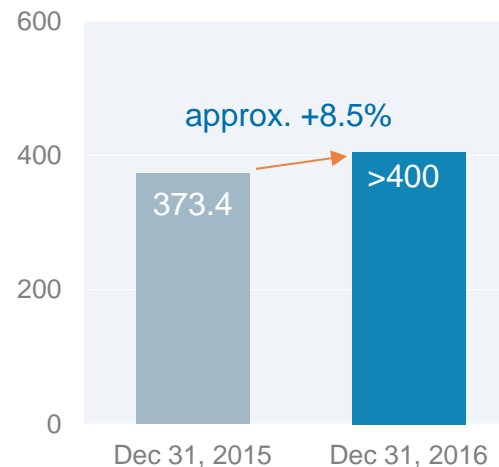


Order intake in million euros



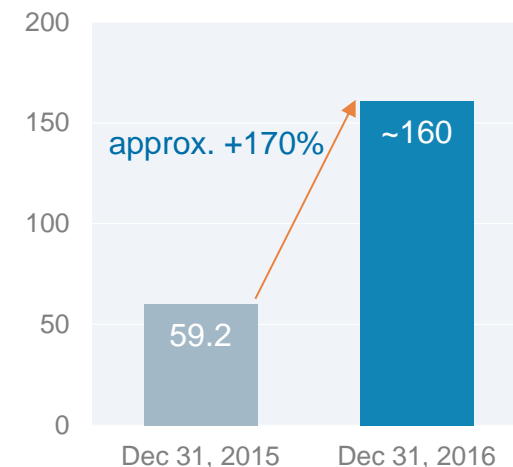
- Rise in all segments
- Several major international orders were won
- Book-to-bill ratio 1.07 (prior year 0.95)

Order backlog in million euros



- Orders received and well-filled project pipeline create good prerequisites for growth

Frame contracts in million euros

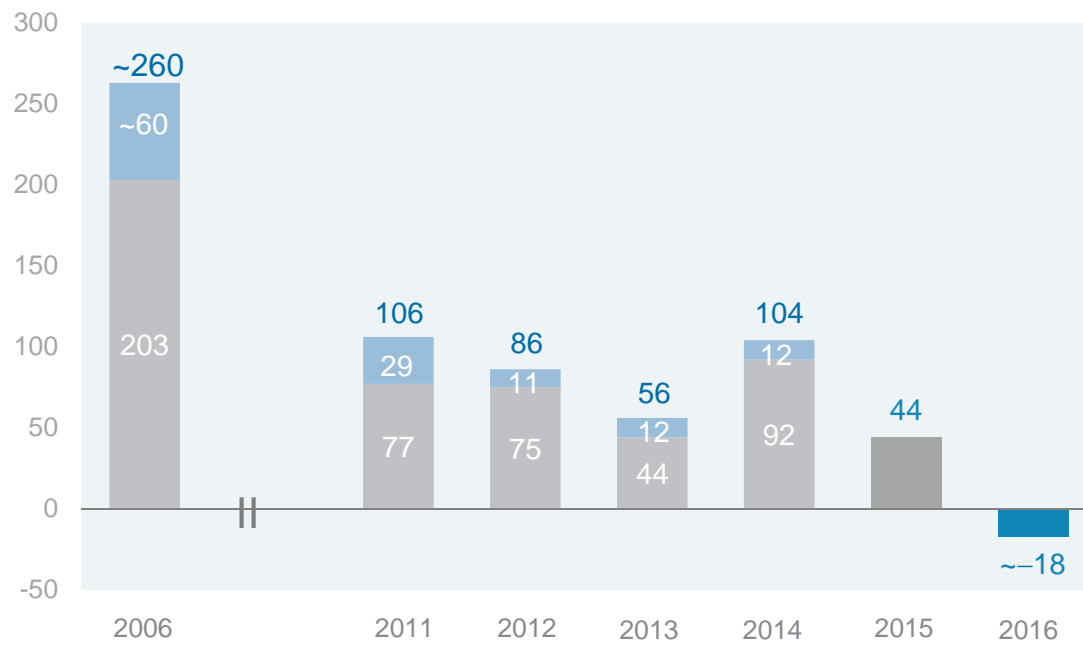


- Major orders in part recorded as frame contracts
- Significant increase, solid basis for coming quarters

As at December 31, 2016 Jenoptik had no net debt



Net debt in million euros

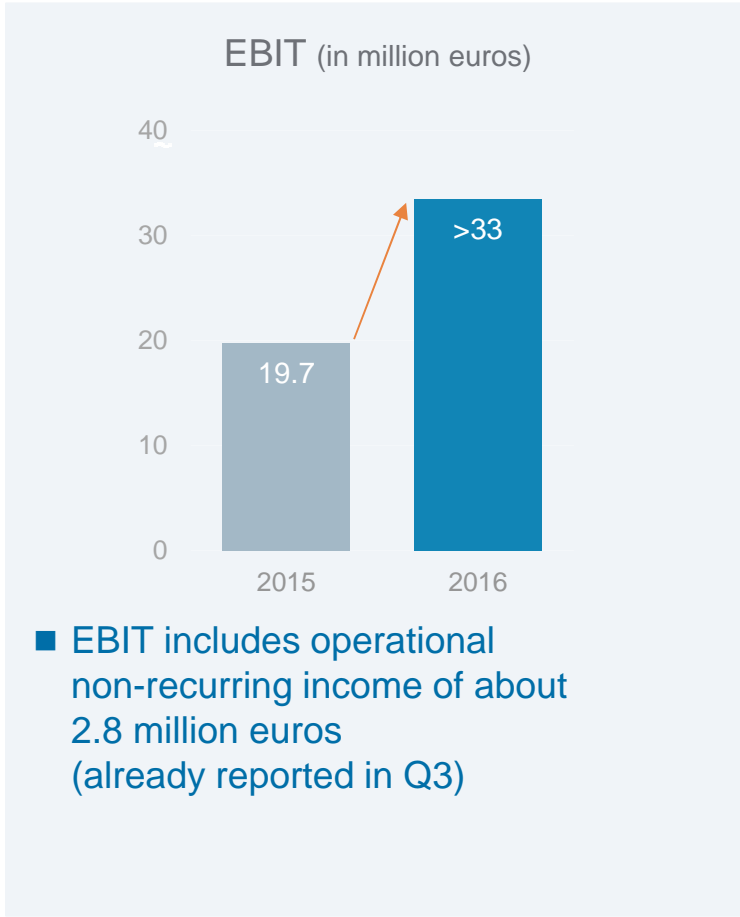
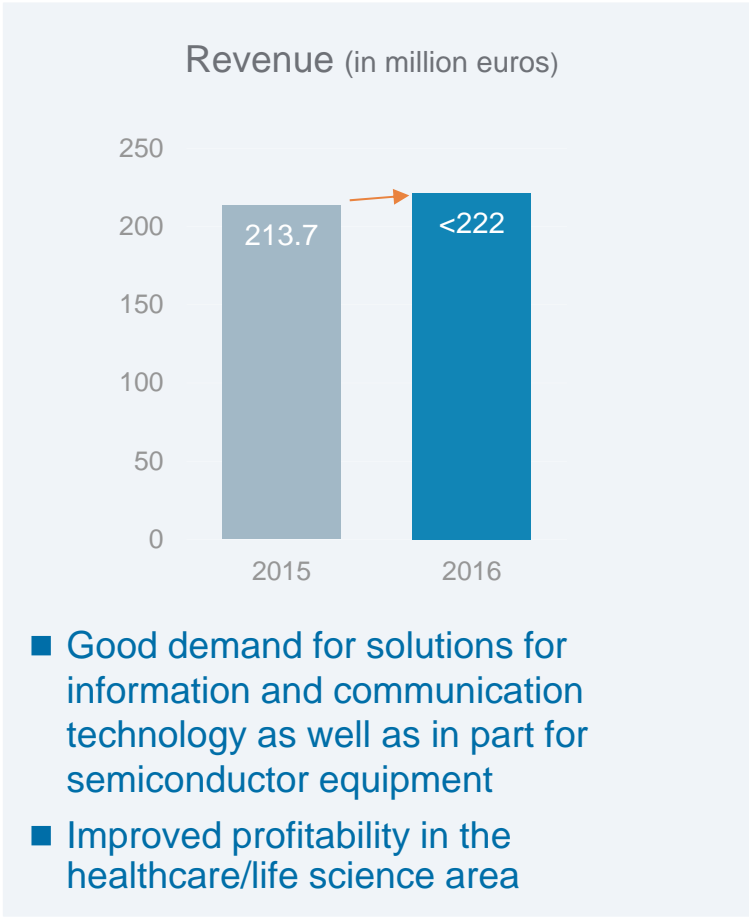


- Claims of silent real estate investors
- Net debt

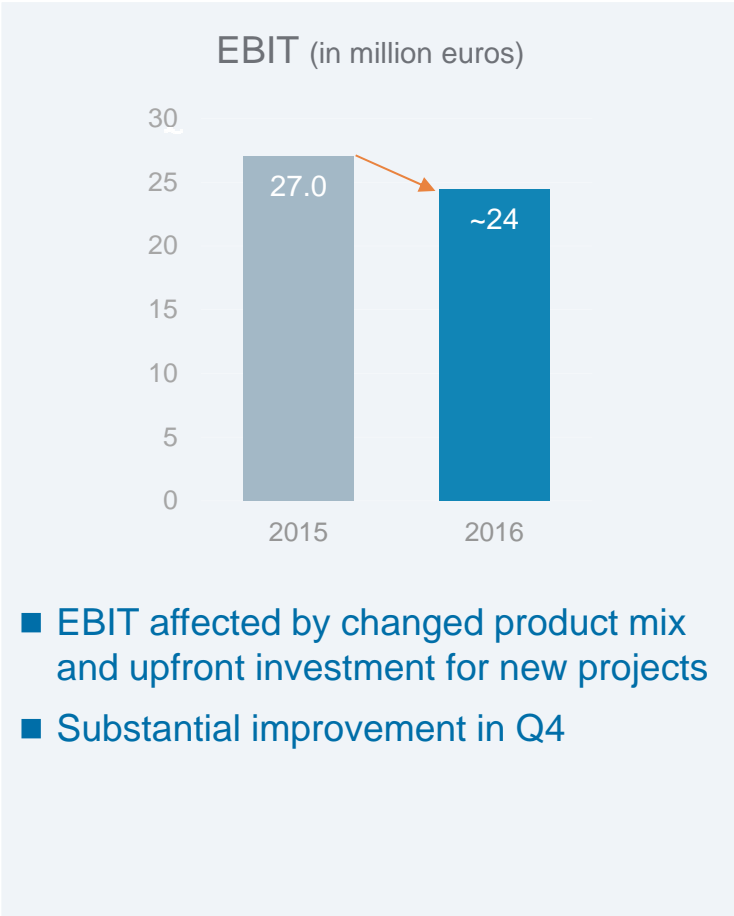
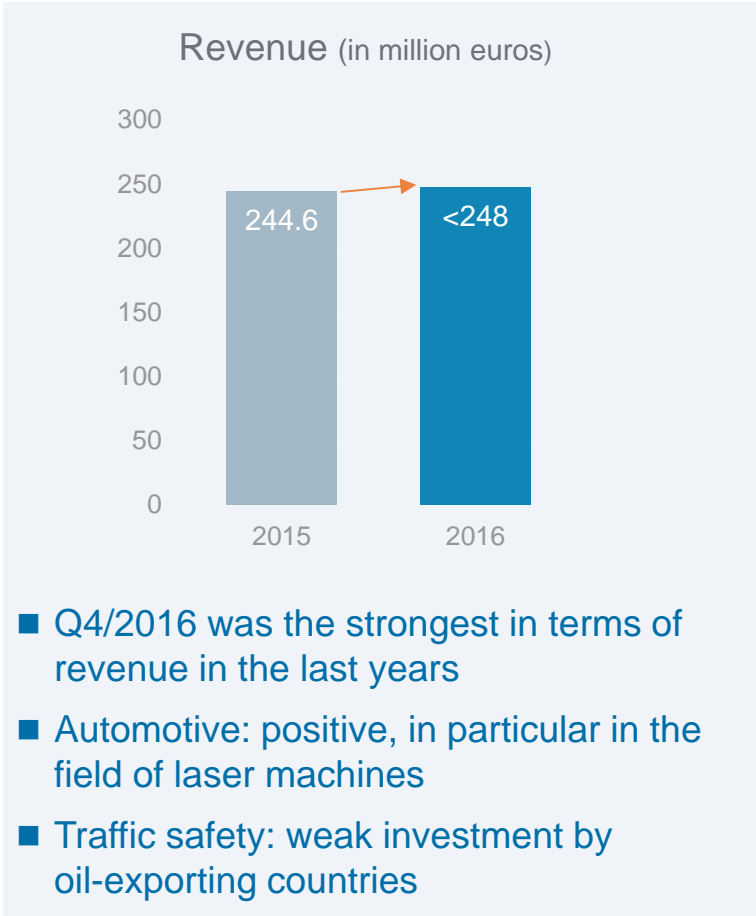
- Thanks to the very good cash flow net debt was completely eliminated
- Free cash flow rose to approx. 80 million euros (prior year 71.8 million euros)

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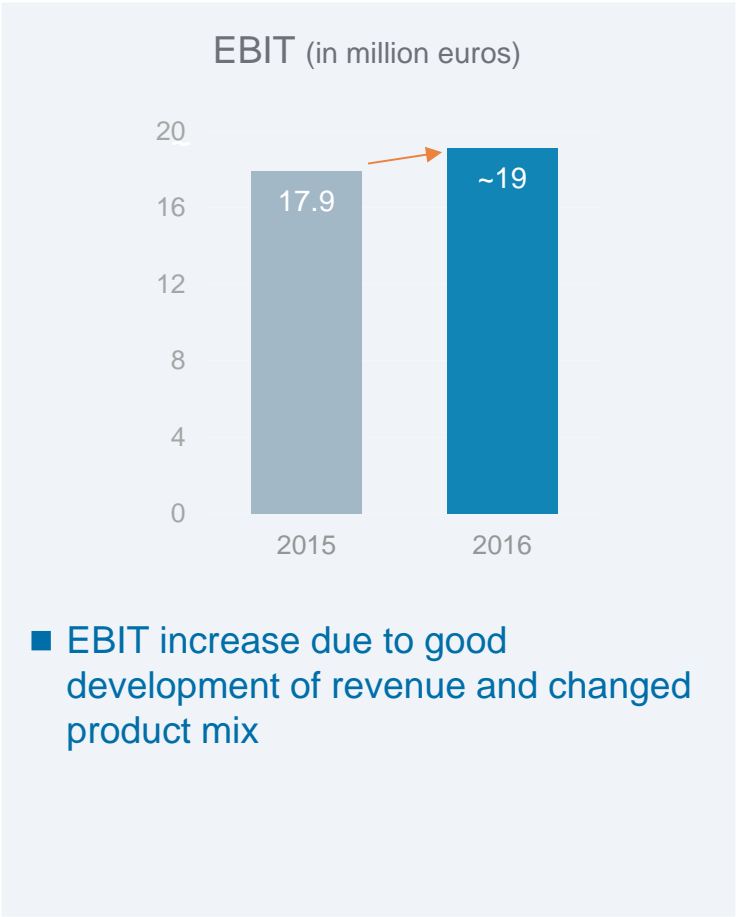
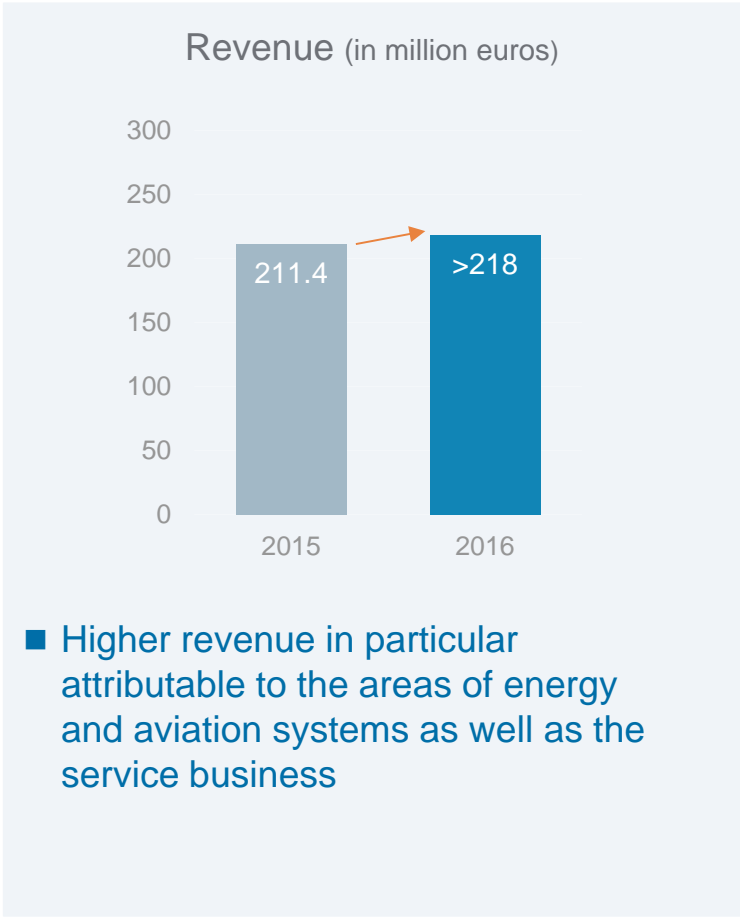
Optics & Life Science segment: Good revenue mix results in margin increase



Mobility segment: Major orders received will support stronger momentum in the coming quarters

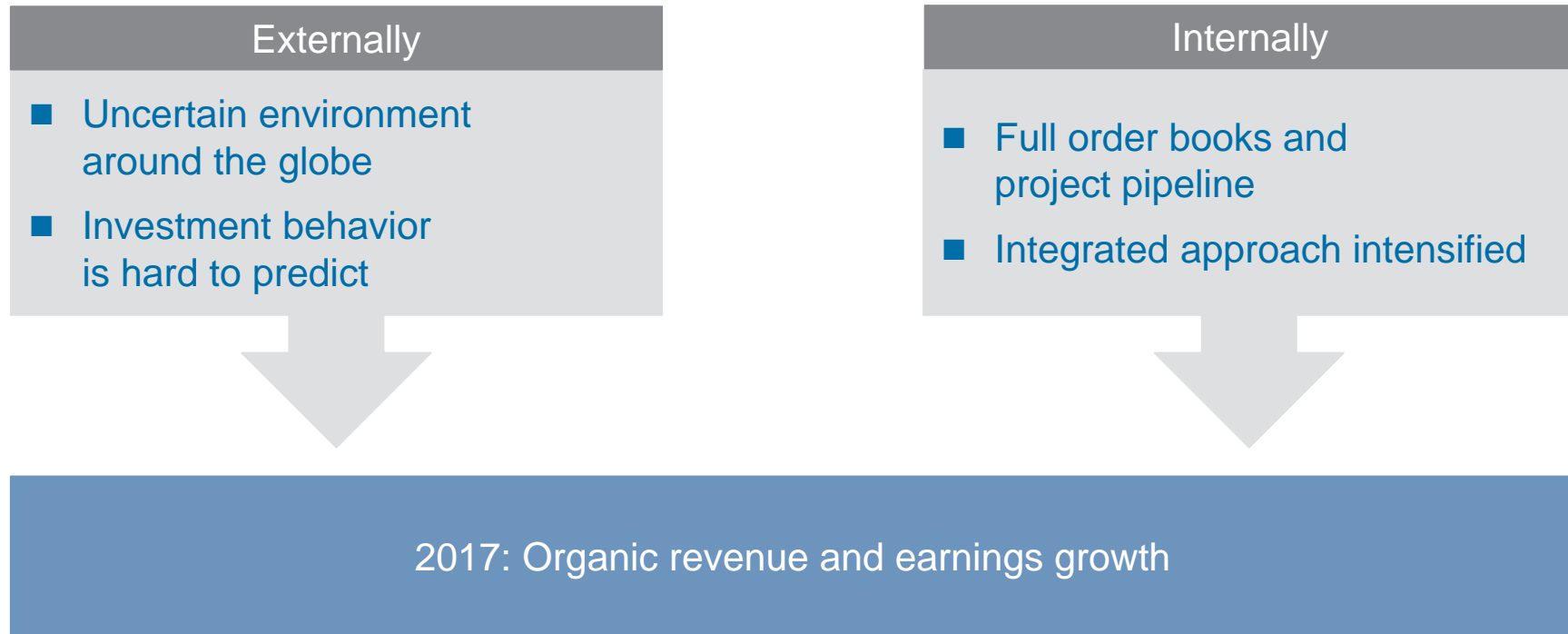


Defense & Civil Systems segment: Sustainable success in business development



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Profitable growth to be continued in 2017



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.

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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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