

JENOPTIK AG
Conference call
Preliminary figures of fiscal year 2012



January 29, 2013

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Dr. Michael Mertin, CEO
Rüdiger Andreas Günther, CFO

Jenoptik continued to improve operating performance,
2012 again best fiscal year in the company's more recent history



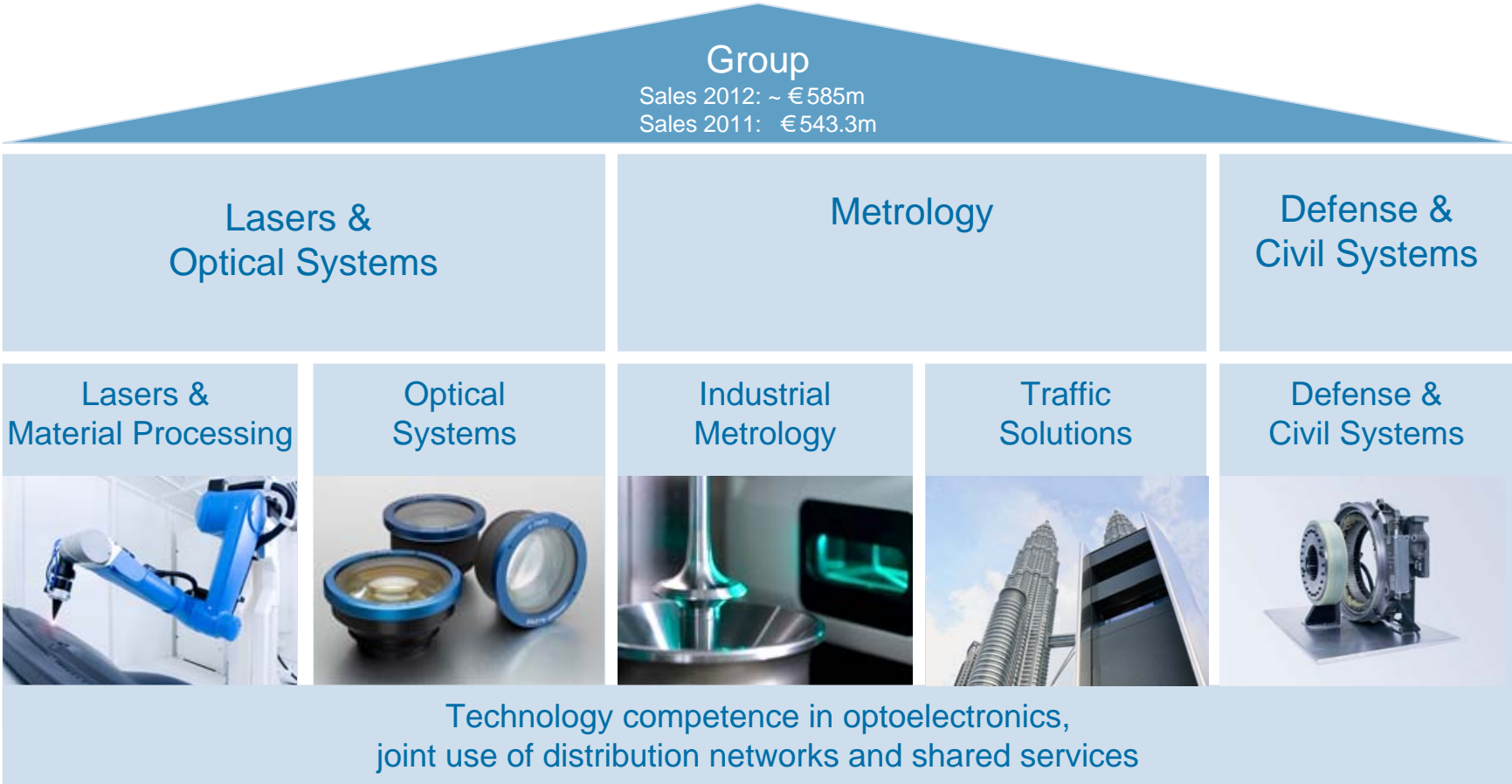
New key customers
in systems business

Successful strategic focus
on target markets America
and Asia

High demand from
major target markets

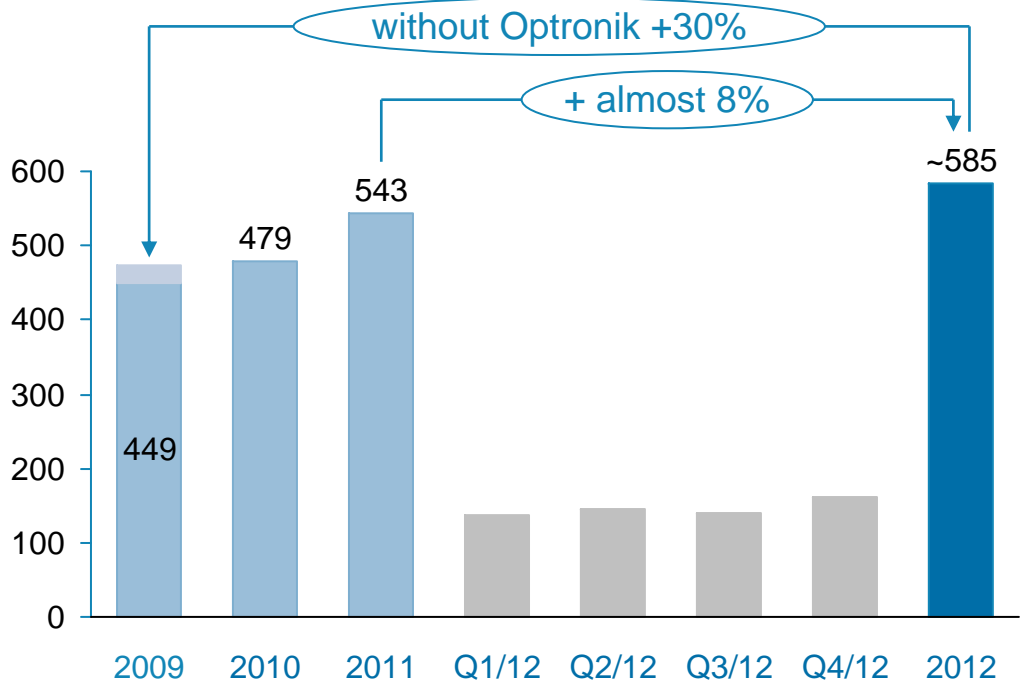
- Very successful development in fiscal year 2012
- Substantial increase in sales and earnings
- Profitability further improved
- Improved EBIT margin of more than 9 percent again in target range

Sales growth primarily based on a strong performance by Metrology segment



Preliminary figures 2012

Sales increased by more than 30 percent since 2009

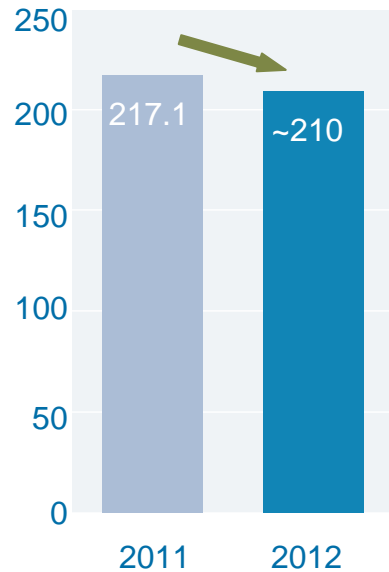


- Strong growth in North America and Asia
- Metrology segment with highest increase

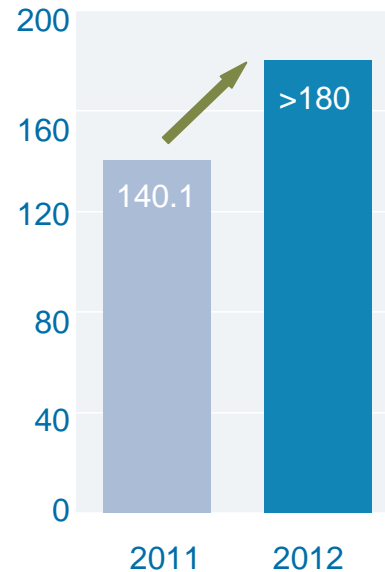
Metrology with strong rise in sales



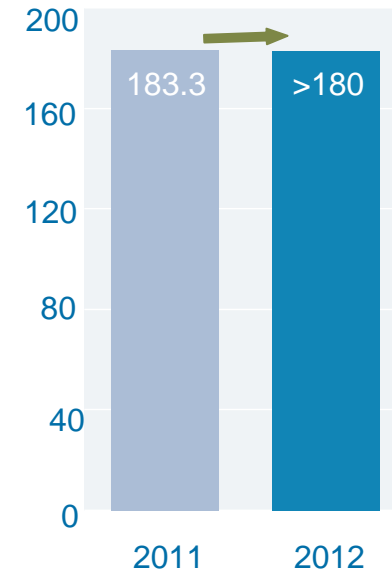
Lasers & Optical Systems
Sales in million euros



Metrology
Sales in million euros



Defense & Civil Systems
Sales in million euros

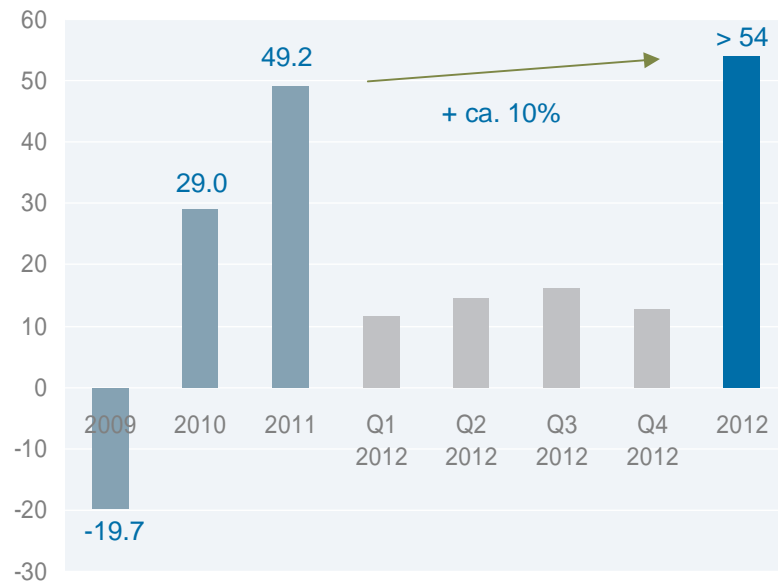


- Lasers & Optical Systems: positive development continued in spite of semiconductor dip
- Metrology: benefits from continuing good demand from automotive industry (trend to fuel-saving engines)
- Defense & Civil Systems: long-term and stable business

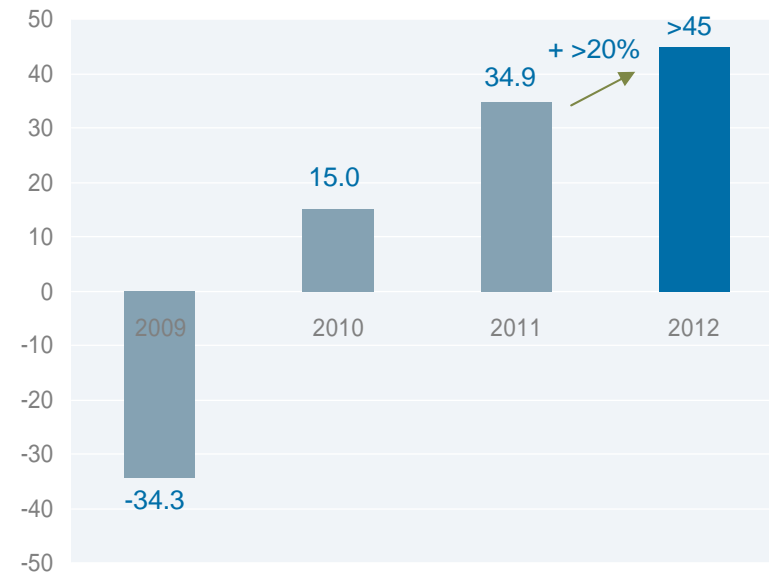
Preliminary figures 2012: Steady EBIT improvement, Earnings before tax with more than 20 percent growth



EBIT in million euros



EBT in million euros

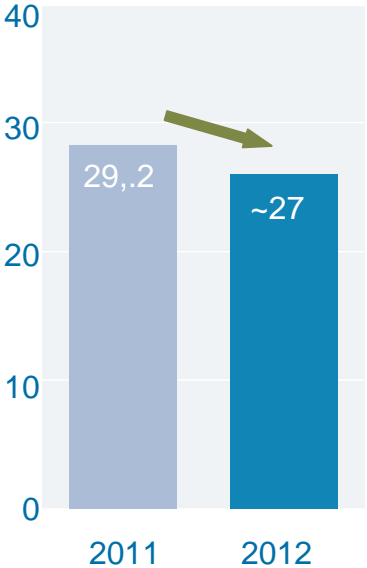


- EBIT with stronger growth than sales, Q4 impacted by decline in semiconductor industry, initial costs for site optimization and projects
- EBT: increased disproportionately by more than 20 percent to more than 45 million euros
- EAT will show higher increase than EBIT due to better interest result and low tax rate

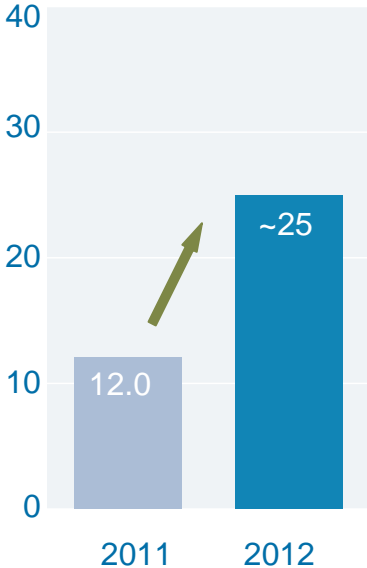
Metrology with strong EBIT growth



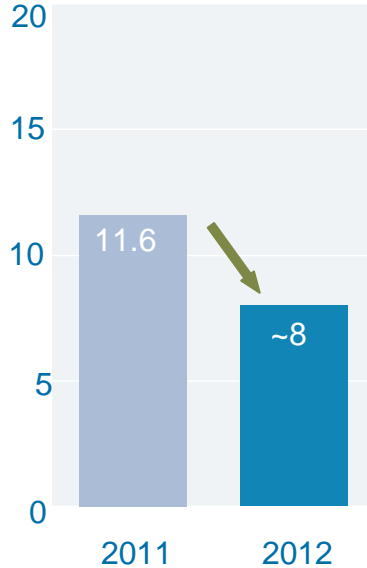
Lasers & Optical Systems
EBIT in million euros



Metrology
EBIT in million euros

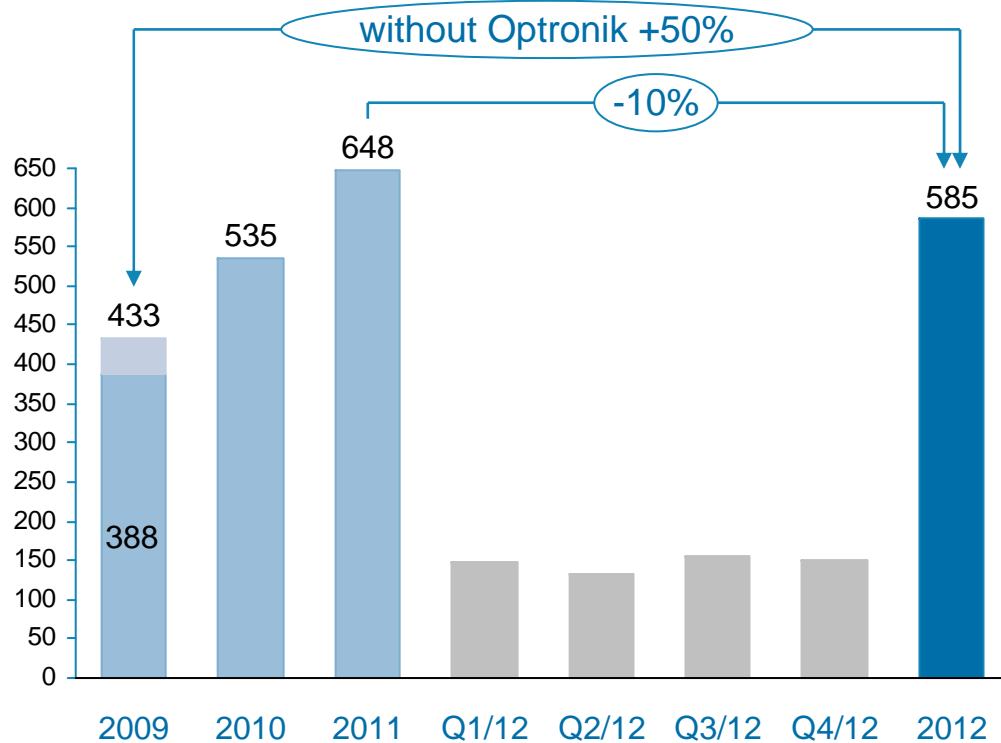


Defense & Civil Systems
EBIT in million euros



- Metrology segment contributed to the earnings growth
- Decline in the Defense & Civil Systems segment, among other things, due to initial costs for site optimization

Preliminary figures 2012 Order intake at sales level

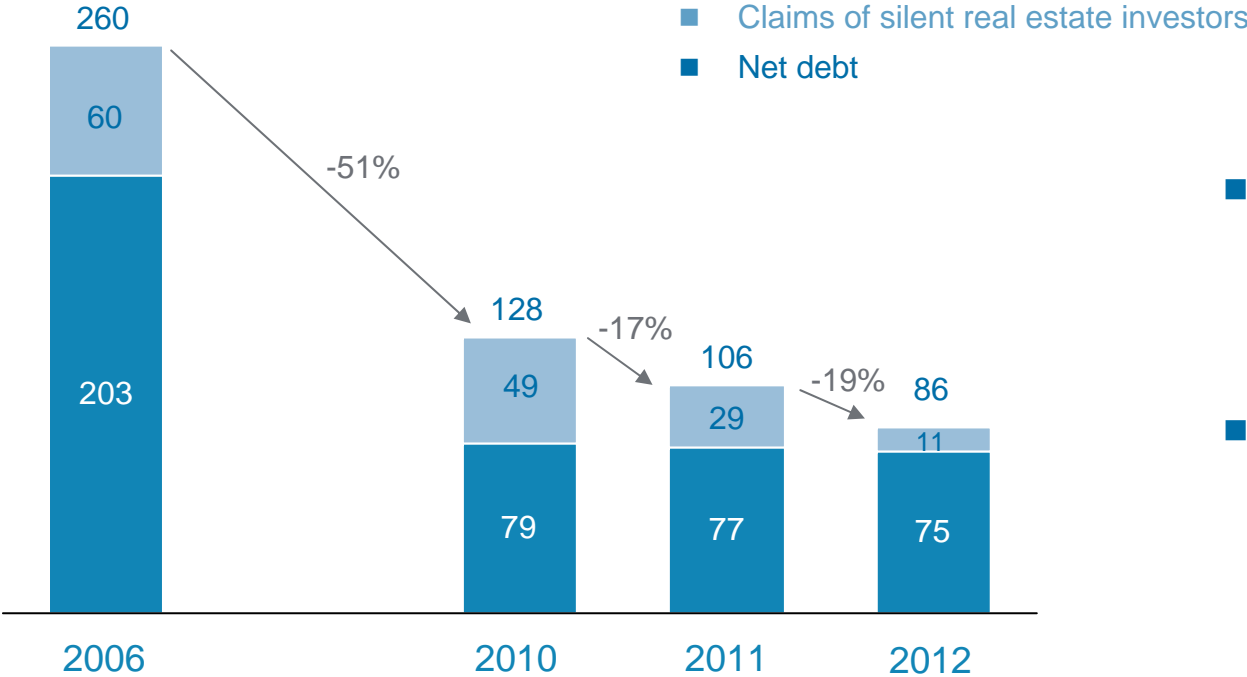


- Major orders: Traffic safety Malaysia (40 million euros) und Oman (lower double-digit million euro range)
- Order intake 2012 as expected below the level in previous year (2001 PUMA order of 70 million euros, traffic safety Saudi-Arabia 20 million euros)
- Order backlog with more than 445 million euros at high level of the previous year

Total debt reduced by almost 20 percent Net debt declined again



Reduction in net debt and the claims of silent real estate investors to Jenoptik
(in million euros)



- Net debt further reduced in spite of business expansion and dividend payment and payment to silent real estate investors
- Total debt fell by almost 20 percent

2013: Training for operating excellence – fit for further growth in 2014/15



Implementation of projects to further improve profitability and secure growth

- Further expansion of sales structures
- Site optimization:
 - Optics manufacturing in North America will be concentrated at one location
 - Manufacture of energy systems in Germany will be concentrated at only 2 sites
- “Finance transformation” started: globally harmonized ERP systems, lean management and purchasing

Sales and earnings 2013

- Slight sales growth of up to 5 percent
- Depending upon the course of the semiconductor cycle in the 2nd half-year, EBIT generated in the operating business should come to 50 to 55 million euros
- Costs in the mid single-digit million euro range for above mentioned projects and site optimization will impact on EBIT

2014 and mid-term

- From 2014 continuation of 10 percent growth per year
- Sales of 800 million euros by 2017, of which more than 40 percent in Asia and North America
- EBIT margin of 9-10 percent over the cycle

2013: Positive start with high order backlog



Lasers & Material Processing



Optical Systems



Industrial Metrology



Traffic Solutions



Defense & Civil Systems



Growth potential 2013

- ➔
- Continuing high demand for lasers and laser processing systems

- ↘ ➔
- Downturn in semiconductor industry, recovery possible in 2nd half-year
 - Increasing sales in other industries
 - Site optimization in North America

- ➔
- Continuing growth
 - High order backlog provides good prospects

- ➔
- Delivery and billing of major projects
 - Additional major projects in pipeline

- ➔
- Stable business development
 - Long-term major orders
 - Site optimization for energy systems in Germany

Jenoptik benefits from mega trends for mid to long-term business development



Lasers & Material Processing



- Internationalization (Asia and North America)
- Growth in selected niche markets of material processing and medical technology

Optical Systems



- Acquisition of new key accounts in non-semiconductor markets (electronics, medical, defense)
- Continued expansion of system business

Industrial Metrology



- Jenoptik profits from various trends in the automotive industry
 - Downsizing
 - Hybrid drives
 - More efficient powertrains

Traffic Solutions



- Successful acquisition of new major projects
- Trend to major projects with higher software and service share (own software)

Defense & Civil Systems



- Development of international business
- Increasing share of products for civil markets (e.g. Airbus)



- Appendix

- January 29, 2013
- February 5, 2013
- February 6, 2013
- February 12, 2013
- March 26, 2013
- March 27, 2013

Preliminary results 2012
Roadshow Copenhagen
Close Brothers Small & Mid Cap Conference, Frankfurt
Roadshow Luxembourg
Financial results 2012
Analyst's conference and roadshow, Frankfurt

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