



JENOPTIK AG

Conference Call

Results of the first half-year 2017 and outlook

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Good first half-year 2017



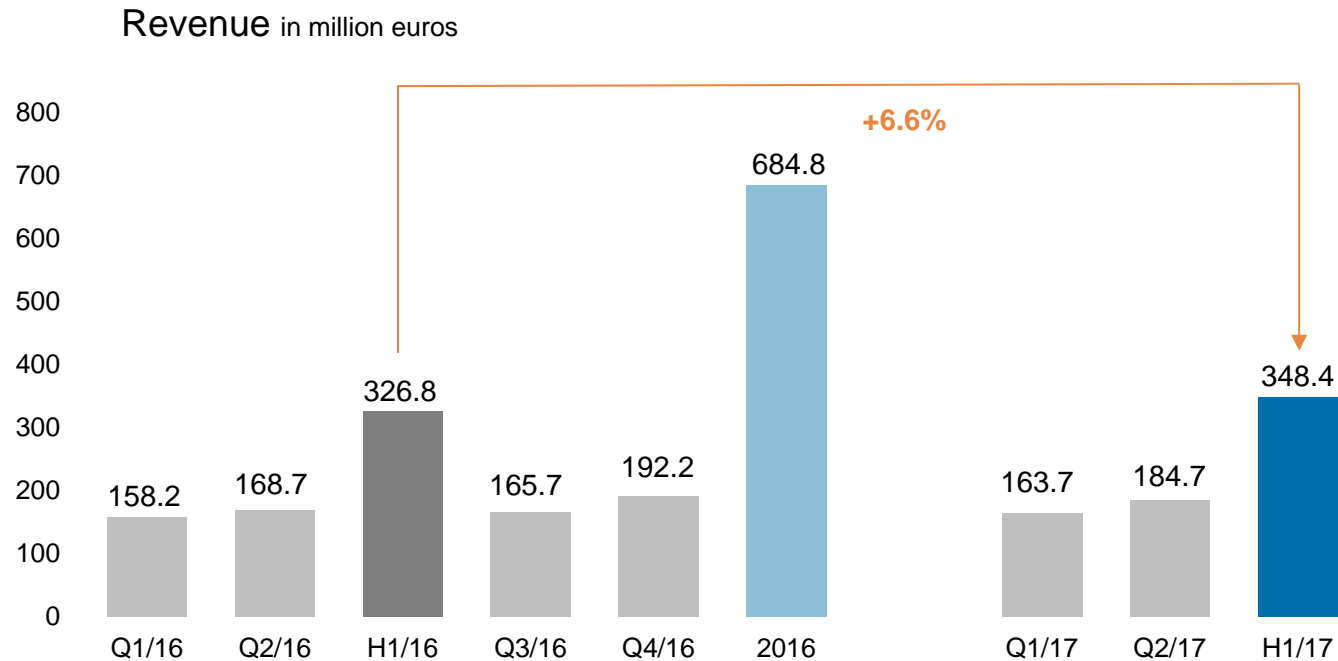
- Group revenue rose by 6.6 percent to 348.4 million euros
- Increases achieved particularly in non-European countries
- EBIT improved by 7.2 percent to 29.1 million euros
- Based on the very good order position, the Executive Board expects a strong 2nd half-year

Major events in the Jenoptik Group

- Major international orders received will support future growth
- Production at the technology campus in Rochester Hills (US) started as scheduled; the new facility for metrology and laser machines provides state-of-the-art infrastructure
- Acquisition of ESSA Technology, UK, in January 2017



Solid growth in line with expectations, momentum is growing

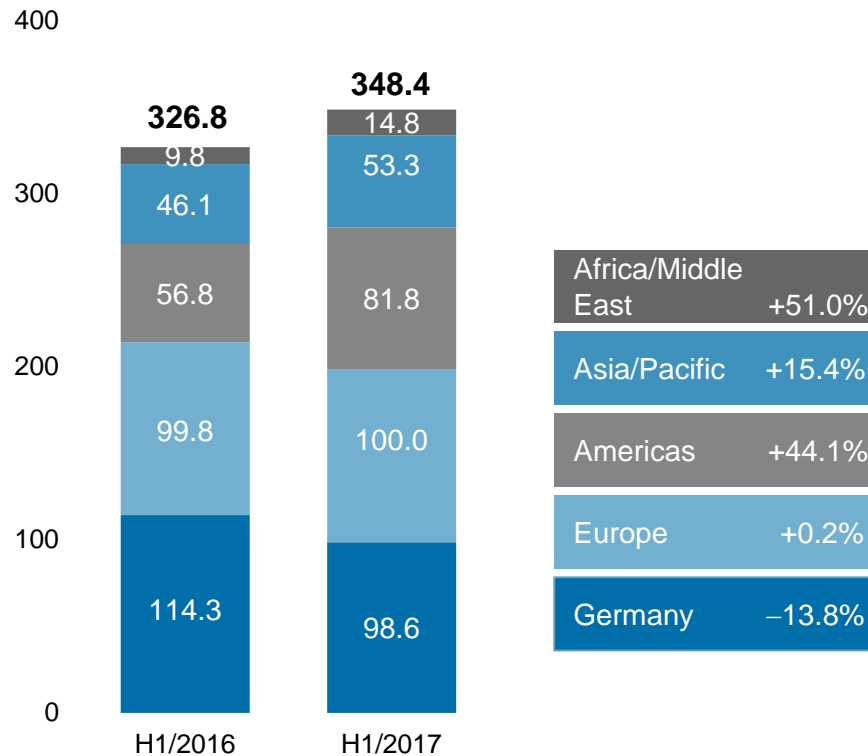


- Growth in the Optics & Life Science as well as Mobility segments
- Increase of 9.5% in the 2nd quarter
- Stronger demand, in particular for optical systems for the areas of semiconductor equipment as well as information and communication technology, but also for systems of the Healthcare & Industry area, for traffic safety solutions and metrology systems for the automotive industry

Rise in revenue was achieved in non-European countries; strong growth in strategic target regions

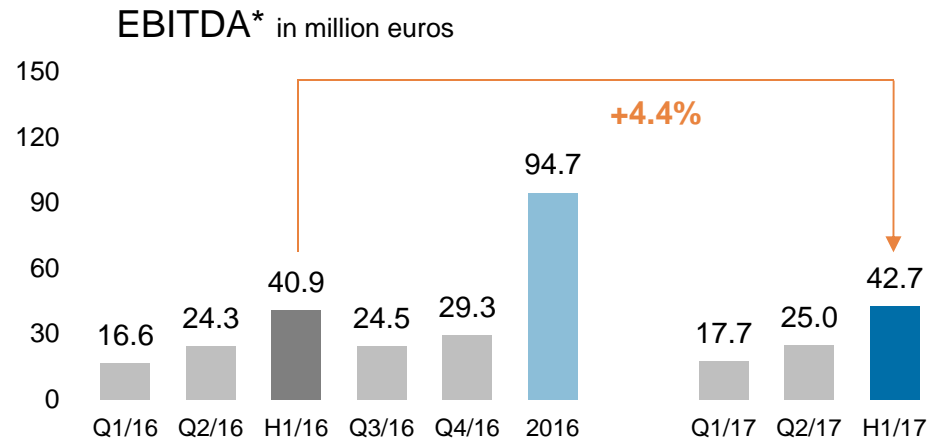


Revenue by region (in million euros)

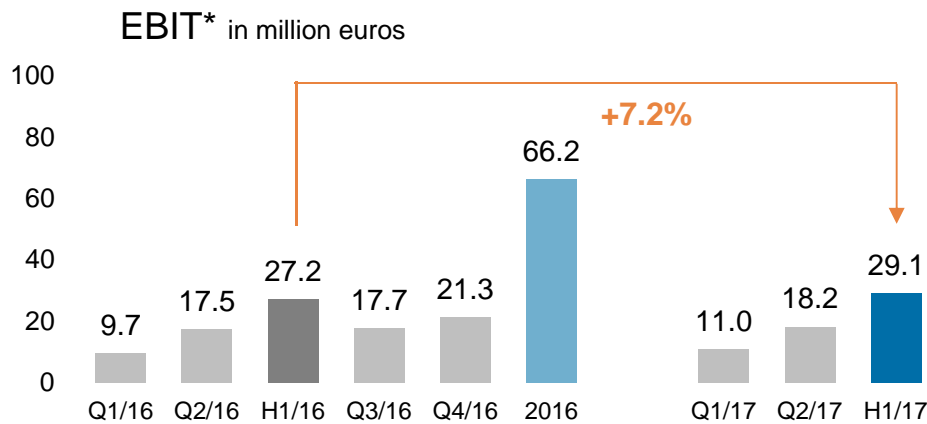


- Approx. 72% of revenue generated abroad (prior year 65%)
- Share of revenue in the Americas and Asia/Pacific rose to 38.8% (prior year 31.5%)
- **Americas:** marked rise in revenue due to the positive development of all three segments, in particular Defense & Civil Systems
- **Asia/Pacific:** growth in the Optics & Life Science and Mobility segments
- **Germany:** in the prior year high revenue in the Defense & Civil Systems segment due to major orders

Successful development of the operating result as scheduled



- EBITDA margin at 12.2% (prior year 12.5%)
 - Stable depreciation / amortization while revenue increased



- EBIT showed stronger growth than revenue
- EBIT margin at 8.4% (prior year 8.3%)
- Rise due to a more profitable revenue mix
- Optics & Life Science segment with substantially higher EBIT contribution
- One-off expenses in the Mobility segment

*continuing operations

More profitable revenue mix led to a higher gross margin and a rise in earnings



In million euros	H1/2017	H1/2016
Revenue	348.4	326.8
Gross margin	35.3%	34.2%
Functional costs	90.8	85.4
EBITDA*	42.7	40.9
EBIT*	29.1	27.2
Financial result*	-2.1	-1.4
Earnings before tax*	27.0	25.8
Earnings after tax*	22.5	22.0
Earnings per share (euros)*	0.39	0.38

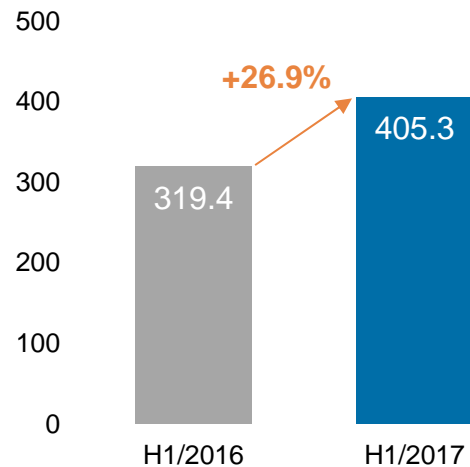
- Cost of sales rose at a slower rate than revenue, gross margin improved
- **R+D expenses** 8.0% higher than in the prior year
- Financial result decreased, in part due to lower result from investments (prior year dividend payment by an investment)
- Cash-effective **tax rate** came to 15.3% (prior year 14.2%)
- **Group** (including discontinued operations)
EAT: 22.7 million euros (prior year 22.1m euros)
EPS: 0.40 euros (prior year 0.39 euros)

*continuing operations

Very good order position and project pipeline create good prerequisites for further growth

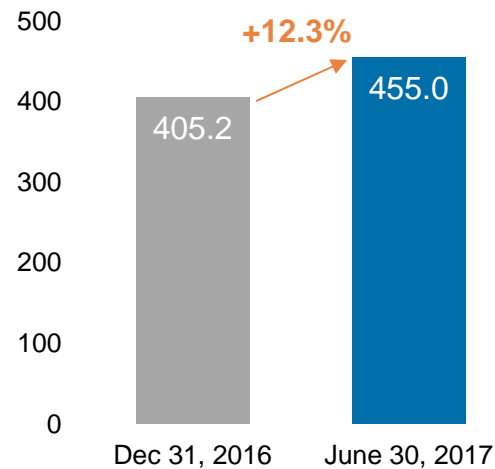


Order intake in million euros



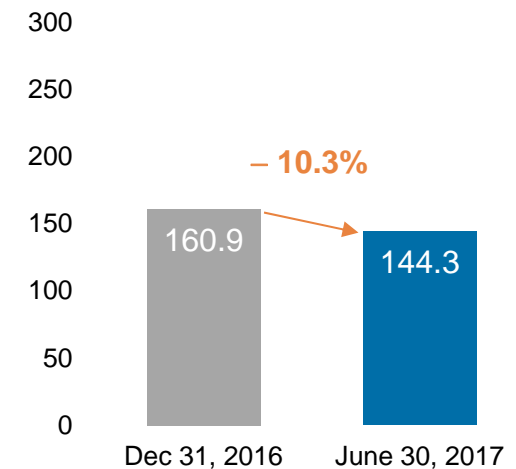
- Record high for a first half-year
- Rise in all segments
- Several major international orders received
- Book-to-bill ratio improved to 1.16 (prior year 0.98)

Order backlog in million euros



- Increase in all segments
- Approx. 58% is due to be converted to revenue in 2017 and help to support planned growth

Frame contracts in million euros



- Major orders in part recorded as frame contracts
- Decline due to reclassification as order intake and backlog

Free cash flow remained at solid level in spite of higher capital expenditure



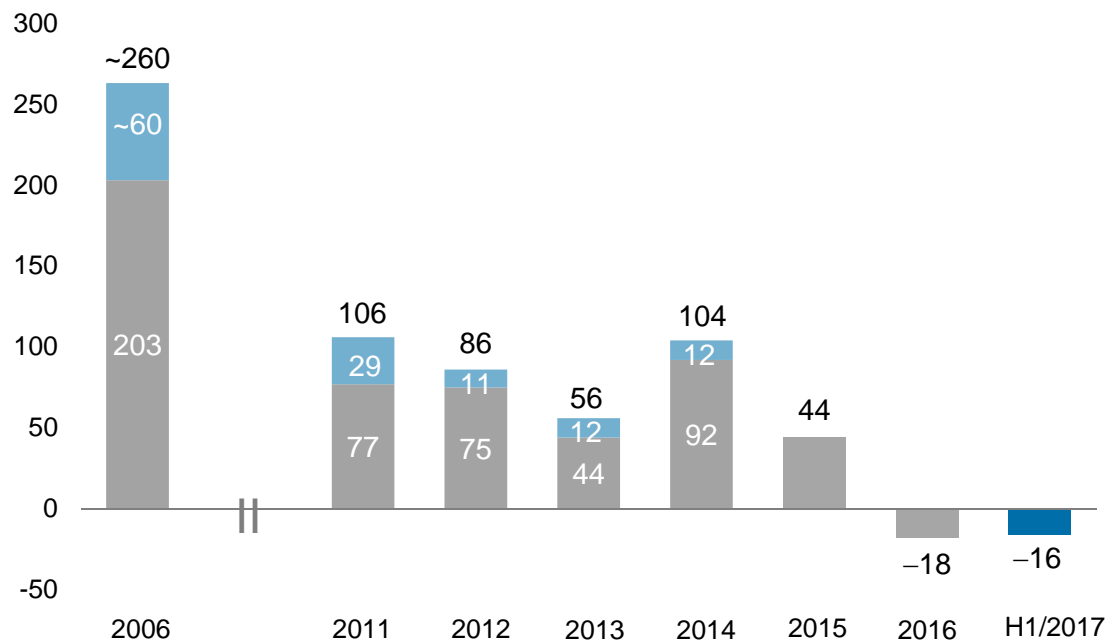
In million euros	H1/2017	H1/2016
Operating profit before adjusting working capital	43.5	40.4
Changes in working capital and other items	-3.9	-7.1
Cash flows from operating activities before income taxes	39.6	33.3
Cash flows from operative investing activities	-17.4	-11.9
Free cash flow (before interest and taxes)	22.1	21.5

- Cash flows from operating activities improved
 - **Working Capital** came to 212.8 million euros (31.12.16: 209.9m euros / 30.6.16: 220.6m euros), in part due to order-related prepayments and services for future revenue
 - **Working capital ratio** improved to 30.1% (31.12.16: 30.7% / 31.06.16: 32.5%)
 - Rise in capital expenditure, in particular in property, plant and equipment (among other things for technology campus in Rochester Hills and new customer orders)

Jenoptik is free of net debt



Net debt in million euros



- Claims of silent real estate investors
- Net debt H1/2017
- Net debt in prior years

- Jenoptik Group is free of net debt
 - Financing of capital expenditure and growth
- Cash and current financial investments amounted to 143.7 million euros (31.12.16: 142.5m euros)
- **Equity ratio**, at 58.5%, remained at a good level (31.12.16: 58.6%)

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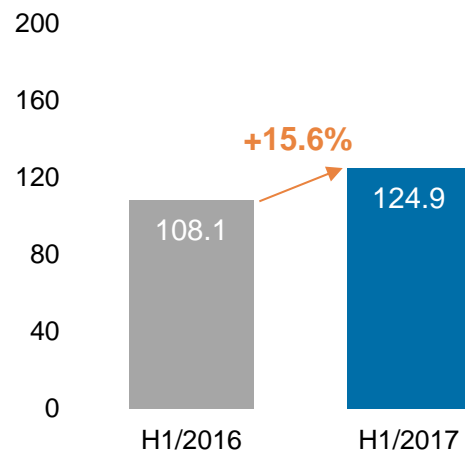
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Optics & Life Science segment: Outstanding business performance

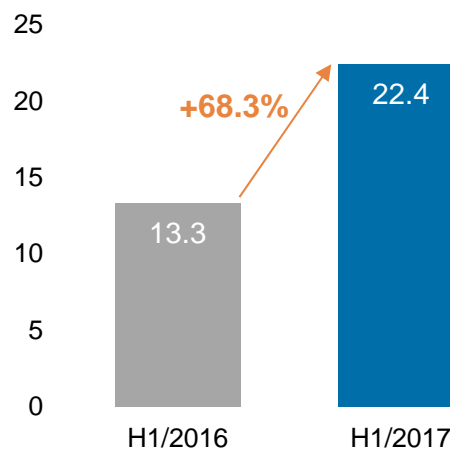


Revenue (in million euros)



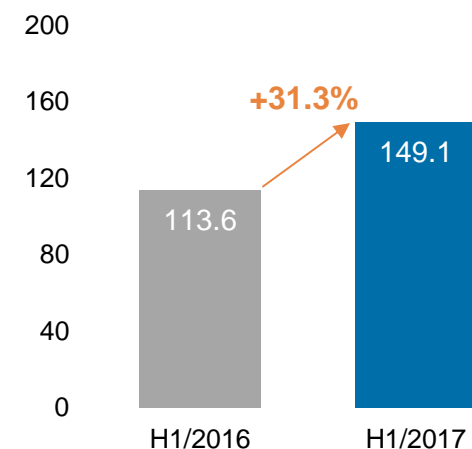
- High demand for solutions for semiconductor equipment industry as well as for information and communication technology
- Positive development also in the Healthcare & Industry area
- 36% of group revenue (prior year 33%)

EBIT (in million euros)



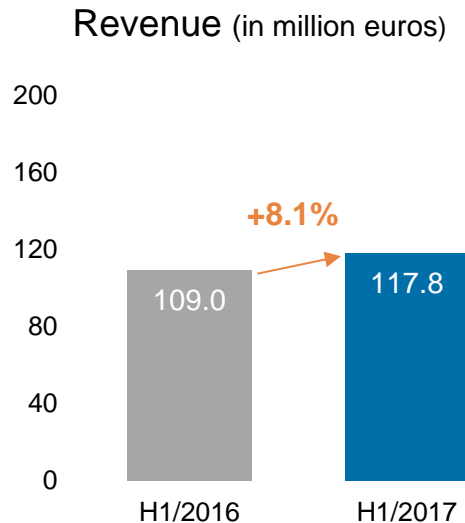
- **EBIT margin** improved to 17.9% (prior year 12.3%) as a result of a more profitable revenue mix
- Margin in Q2 rose from 14.5% to 19.2%
- **EBITDA** was also clearly higher than in the prior year at 26.5 million euros (prior year 17.3m euros)

Order intake (in million euros)

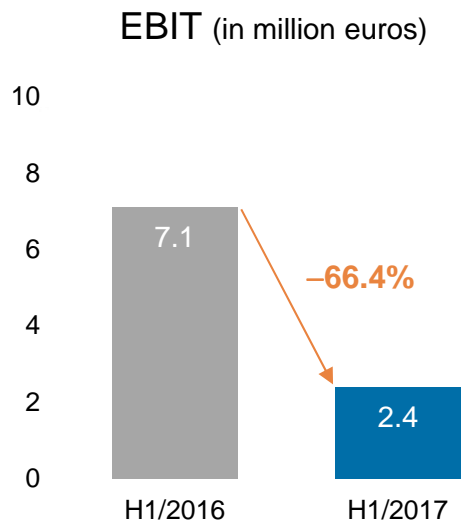


- Good order intake throughout the segment
- **Book-to-bill:** 1.19 (prior year 1.05)
- **Order backlog** at 101.2 million euros (31.12.16: 80.7m euros)
- In addition, **frame contracts** of 15.0 million euros (31.12.16: 14.5m euros)

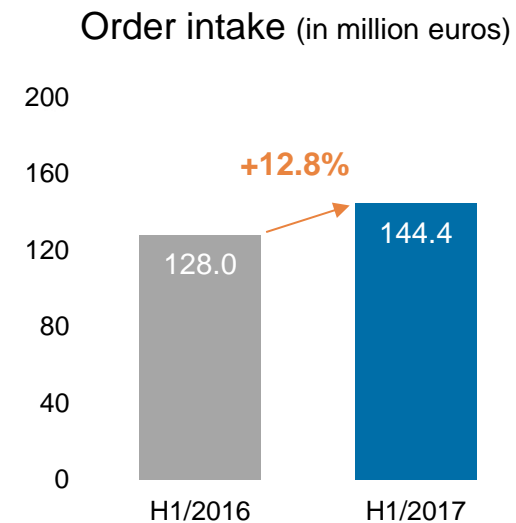
Mobility segment: Strong order intake and revenue growth; earnings affected by project-related one-off expenses



- Increase in both areas: Automotive and Traffic Solutions
- 34% of group revenue (prior year 33%)



- EBIT declined as a result of one-off expenses for customer-specific projects
- **EBIT margin** at 2.0% (prior year 6.5%)
- **EBITDA** came to 6.3 million euros (prior year 11.1m euros)

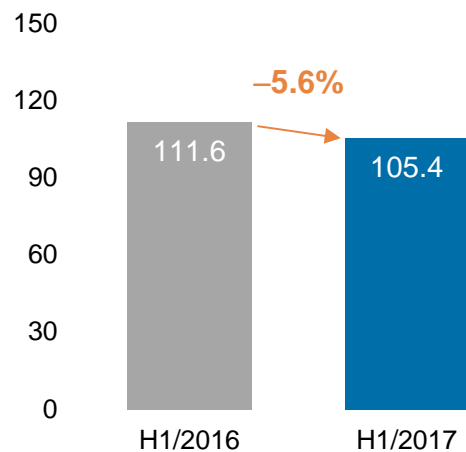


- German car manufacturers ordered 3D laser machines for about 10 million euros
- **Book-to-bill**: 1.23 (prior year 1.17)
- **Order backlog**: 132.8 million euros (31.12.16: 108.3m euros)
- In addition, **frame contracts** of 72.8 million euros (31.12.16: 79.1m euros)

Defense & Civil Systems segment: Gaining momentum in the course of the year, stronger H2 expected

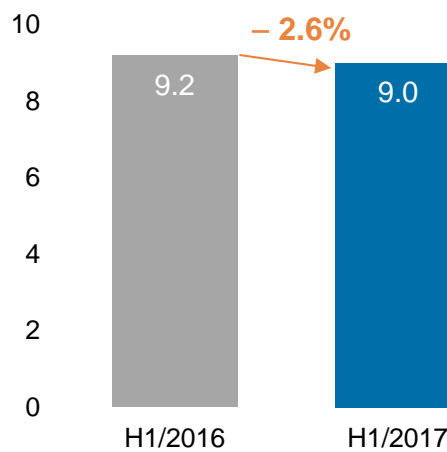


Revenue (in million euros)



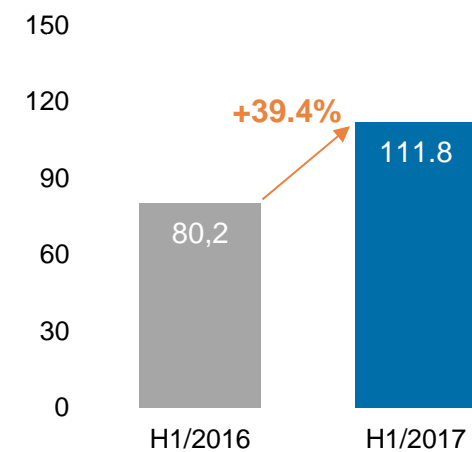
- Development of revenue: in the prior year period, settlement of several major projects in the fields of energy and sensor systems
- 30% of group revenue (prior year 34%)

EBIT (in million euros)



- Stable EBIT due to good service business and changed product mix
- **EBIT margin** improved to 8.5% (prior year 8.3%)
- **EBITDA** at 11.3 million euros (prior year 11.5m euros)

Order intake (in million euros)



- Several major international orders secured
- **Book-to-bill**: 1.06 (pr. year 0.72)
- **Order backlog** came to 222.7 million euros (31.12.16: 217.8m euros)
- In addition, **frame contracts** of 56.5 million euros (31.12.16: 67.4m euros)

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Forecast for 2017 confirmed



Externally

- Business environment slightly improved worldwide
- Positive development in several target industries expected

Internally

- Full order books and project pipeline
- Expansion of international business, improved revenue mix



	2016	2017e
Revenue	684.8 million euros	Between 720 and 740 million euros
EBIT margin	9.7%*	Between 9.5 and 10.0%

* continuing operations

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August 9, 2017

August 10, 2017

August 31, 2017

September 5, 2017

September 20, 2017

September 27/28, 2017

October 5, 2017

October 11, 2017

Results of the 1st half-year 2017

Analysts' meeting, Frankfurt/Main

Commerzbank Sector Conference, Frankfurt/Main

European Mid Small Cap Forum, Zurich

Baader Investment Conference, Munich

Roadshow Milano / Lugano

Roadshow Hamburg

Roadshow Paris

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