



Hans Dieter Schumacher
Chief Financial Officer



Dr. Stefan Traeger
President & CEO

*Dear shareholders,
dear clients, partners, and friends of our company,*

We ended the 2017 fiscal year with new record figures and have grown steadily with revenue increasing by 9.2 percent to 747.9 million euros. Our profitability improved more strongly than the revenue. We achieved an EBIT of 77.8 million euros, corresponding to an EBIT margin of 10.4 percent. There was tailwind from our major sectors, especially the semiconductor equipment industry. Regionally, our business experienced particularly strong development in the USA during 2017. Here, the new technology campus in Rochester Hills and the acquisition of the automation specialist Five Lakes Automation in 2017 have enabled us to set important cornerstones for our further growth as a partner to the US automotive industry. We also recorded growth in our order intake, to 802.9 million euros. We can look back on a strong 4th quarter in 2017 and also see a continuing positive market development in the first months of the current fiscal year.

Our solid financial resources, which we have continued to strengthen in 2017, also make us feel positive for the future. The free cash flow remained at a good level of 72.2 million euros, despite significantly higher investments. Our equity and cash increased as well.

In the second half of 2017, we, as the new Jenoptik Executive Board team, concentrated on determining the right track for our company towards a successful future. Following in-depth analyses and numerous discussions, we have further developed our strategic orientation, presenting it at the beginning of February. At the moment Jenoptik is still facing global challenges with highly fragmented structures and different cultures within our company. Consequently, we are accelerating Jenoptik's development from a diversified industrial conglomerate into a focused technology company. The focus on photonic technologies will be a central aspect of Jenoptik's strategy for the next five years.

We will concentrate on what we do best. By focusing on "More Light" as our motto, we want to turn Jenoptik into a global photonics company. Among the areas of application that will be of particular interest to us in the future are information processing, biophotonics, smart manufacturing, as well as sensing and metrology. We will operate our mechatronics business under a new independent brand that better reflects specific market and customer needs.

In 2018 we will push ahead with the necessary adjustments which we have already defined. Several projects have already started in the first weeks of the current fiscal year. These include preparations for our new organizational structure, the development of the strategic alignment of the divisions, the reorganization of our Asian business, and the development of the new brand for our mechatronic business.

These and other initiatives relating to our three strategic pillars – "More Focus", "More Innovation", and "More International" – will open up new growth opportunities in the medium-term. This should accelerate our revenue growth, which we expect to be in the mid to high single-digit percentage range on average per year by 2022. We will also ensure that profitability continues to increase.

For 2018, we are planning an EBIT margin of between 10.5 and 11.0 percent with revenue of between 790 and 810 million euros. Tailwind continues to come from the semiconductor equipment industry, but also from optical information and communication technology as well as individual major orders acquired in prior years that are now contributing to revenue and earnings.

Overall, we see a very positive development according to current assessments. Financially and strategically, we have laid the foundation required to move Jenoptik to the next level. We thank you for your trust in our company, which has also been reflected in the share price in recent months. We will work together with you to continue the successful development of your Jenoptik in 2018.



Dr. Stefan Traeger
President & CEO



Hans-Dieter Schumacher
Chief Financial Officer

Dr. Stefan Traeger

President and CEO

Dr. Stefan Traeger has been the Chairman of the Executive Board of JENOPTIK AG since May 1, 2017. He is responsible for the divisions (operational business) and the regions as well as for the areas of Corporate Development (Strategy, Mergers & Acquisitions, Innovation), Corporate Communication, Investor Relations, Legal, Compliance & Risk, ESG (Environment, Social, Governance) & CSR (Corporate Social Responsibility) and, as Human Resources Director, for HR.

Hans-Dieter Schumacher

Chief Financial Officer

Hans-Dieter Schumacher has been Chief Financial Officer (CFO) of JENOPTIK AG since April 1, 2015. He is responsible for the areas of Finance & Controlling (Corporate & Divisional), General Procurement, Treasury, Tax, Real Estate, IT & Data Security as well as Internal Audit.