

## Jenoptik key figures for 2020/2019 at a glance

	Jan.-Dec. 2020	Jan.-Dec. 2019	Change in %	Oct.-Dec. 2020	Oct.-Dec. 2019	Change in %
Revenue (adjusted; in million euros) <sup>1</sup>	767.2	837.0	- 8.3	262.2	255.7	2.5
Revenue (in million euros)	767.2	855.2	- 10.3	262.2	259.5	1.0
EBITDA (adjusted; in million euros) <sup>2</sup>	130.7	138.0	- 5.3	56.8	45.6	24.6
EBITDA (adjusted and before ppa-effects; in million euros) <sup>2</sup>	135.3	138.0	- 1.9	60.5	45.6	32.9
EBITDA (in million euros)	111.6	134.0	- 16.7	45.0	42.6	5.7
EBITDA margin (adjusted; in %) <sup>2</sup>	17.0	16.5		21.7	17.8	
EBITDA margin (adjusted and before ppa-effects; in %) <sup>2</sup>	17.6	16.5		23.1	17.8	
EBITDA margin (in %)	14.6	15.7		17.2	16.4	
EBIT (adjusted; in million euros) <sup>2</sup>	78.8	93.4	- 15.6	39.1	34.3	14.1
EBIT (in million euros)	59.3	88.9	- 33.3	26.7	30.8	- 13.6
EBIT margin (adjusted; in %) <sup>2</sup>	10.3	11.2		14.9	13.4	
EBIT margin (in %)	7.7	10.4		10.2	11.9	
Earnings before tax (in million euros)	53.2	85.2	- 37.5	23.6	28.7	- 17.8
Earnings after tax (in million euros)	42.7	67.6	- 36.8	18.3	23.3	- 21.5
EPS (in euros)	0.73	1.18	- 38.1	0.30	0.41	- 26.8
Free cash flow before income taxes (adjusted; in million euros) <sup>2</sup>	67.2	79.3	- 15.3	48.6	71.4	- 31.9
Free cash flow before income taxes (in million euros)	62.3	77.2	- 19.3	48.9	70.0	- 30.1
Cash conversion rate (adjusted; in %) <sup>2</sup>	51.4	57.5		85.7	156.8	
Cash conversion rate (in %)	55.8	57.7		108.6	164.3	
Order intake (adjusted; in million euros) <sup>1</sup>	739.4	792.7	- 6.7	228.5	234.0	- 2.4
Order intake (in million euros)	739.4	812.6	- 9.0	228.5	237.7	- 3.9

	31/12/2020	31/12/2019	Change in %
Order backlog (adjusted; in million euros) <sup>1</sup>	460.1	464.7	- 1.0
Order backlog (in million euros)	460.1	466.1	- 1.3
Frame contracts (in million euros)	42.3	49.9	- 15.3
Employees (adjusted; head count) <sup>1</sup>	4,472	4,089	9.4
Employees (head count)	4,472	4,122	8.5

<sup>1</sup> Prior-year figures without HILLOS GmbH

<sup>2</sup> Figures adjusted for structural and portfolio measures

Please note that there may be rounding differences in this report compared to the mathematically exact amounts (currency units, percentages).

Jena, March 25, 2021