

Jenoptik – Experience the Era of Light.

Disclaimer



This presentation can contain forward-looking statements that are based on current expectations and certain assumptions of the management of the Jenoptik Group. A variety of known and unknown risks, uncertainties and other factors can cause the actual results, the financial situation, the development or the performance of the company to be materially different from the announced forward-looking statements. Such factors can be, among others, pandemic diseases, changes in currency exchange rates and interest rates, the introduction of competing products or the change of the business strategy. The company does not assume any obligation to update such forward-looking statements in this document in the light of future developments.



Photonics at Jenoptik

Photonics is the mastery of light!

The 21. century is the century of photonics. Photonics powers everything from fiber-optic data networks, to laser cutting, autonomous vehicles, disease diagnosis and many more.





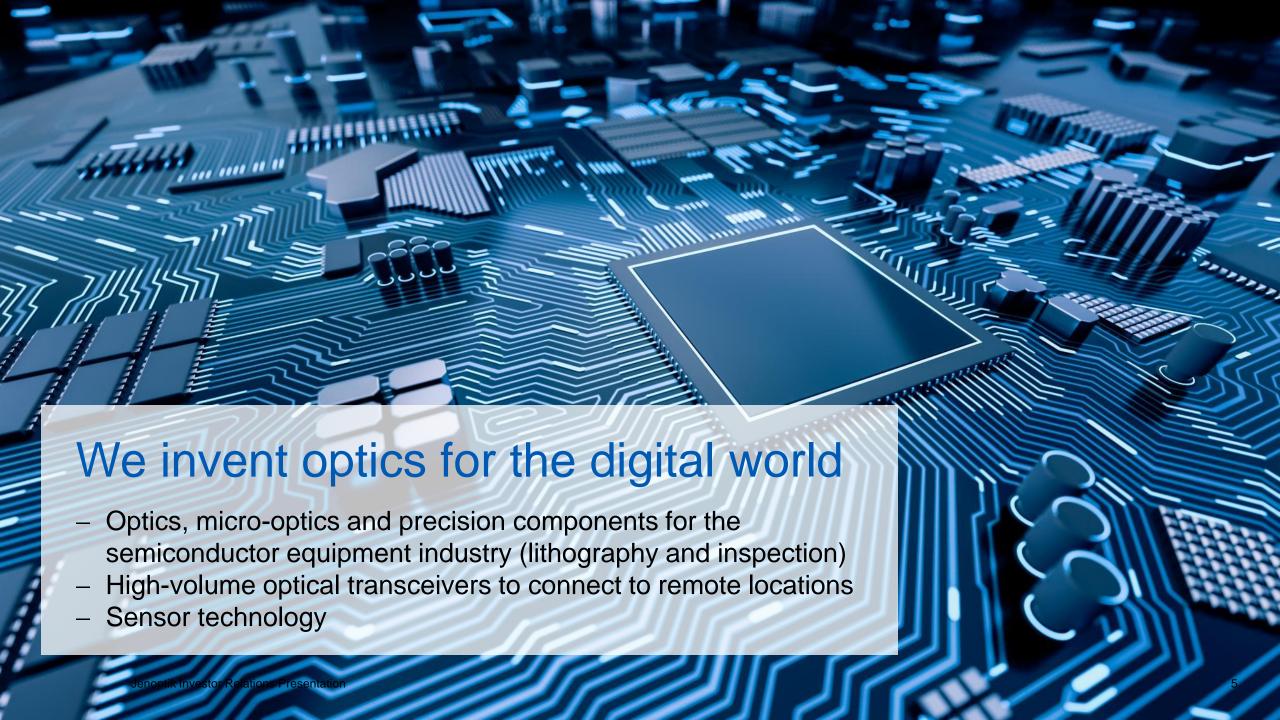






Photonics market estimated to reach ~920 bn USD growing at a CAGR of >8.0% by 2028

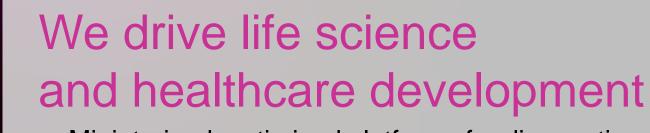
Source: Triton Market Research





We ensure superb quality in optics manufacturing

- Gold standard for measuring and testing optics (for lenses, lens systems, and camera modules) in mobile devices
- Measurement solutions for augmented and virtual reality optics to enable the production of ever higher quality VR and AR products



- Miniaturized, optimized platforms for diagnostics, research and bio-imaging
- Lasers for ophthalmology and aesthetic medicine
- Microscope cameras for visible light and electron microscopy
- Microoptics for high performance endoscopy





- Process automation and machine integration (Industry 4.0)
- Machine vision for smart factories
- Laser processing for flexible manufacturing
- Measuring technology for engines and gear units







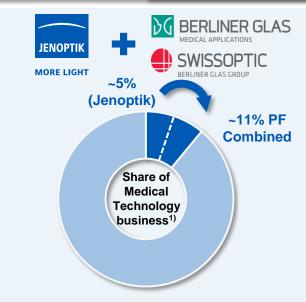
Acquisition of BG Medical and SwissOptics – Broadening of product and technology offering



Medical Technology

Jenoptik's existing medical technology business will almost double

- BG Medical adds two new complementary application areas (dental, robotic surgery) with technological proximity to existing Jenoptik technology base (cameras, optical components)
- SwissOptic's ophthalmology and life science businesses with similar OEM customer base, thus increasing Jenoptik's relevance to respective customers



Semicon



Strengthening offering for major semicon customers

- Complementary product portfolios resulting in a comprehensive combined portfolio
- Applying Jenoptik's know-how in optics design & manufacturing to SwissOptics's semicon portfolio will allow Jenoptik to better address high customer requirements
- Increased flexibility and efficiency in product development and manufacturing ramp-ups due to similar R&D capabilities, supplier base and customer experience
- Further strengthening trusted long-standing relationship with ASML

Strengthening of Jenoptik's Medical Technology and Semiconductor Equipment business

Revenue split based on latest audited financials
 Jenoptik Investor Relations Presentation



Overview and strategy

With our new agenda 2025 we want to create "More Value" for our stakeholders





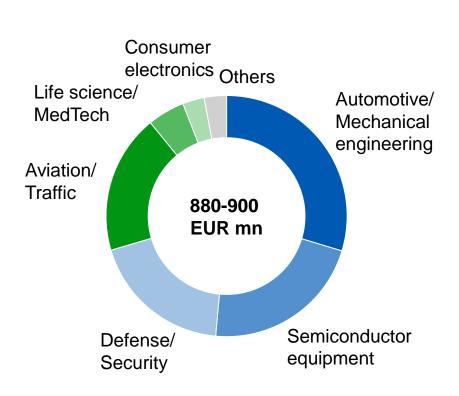
Our goals for 2025

- Accelerated transformation of Jenoptik into a globally leading pure photonics player
- Focusing on three highly attractive growth markets
- Grow revenue to ~1.2 bn euros
 (incl. further divestments and acquisitions)
- Expanding profitability to ~20% EBITDA margin
- Increasing financial firepower for additional
 M+A to >650m euros

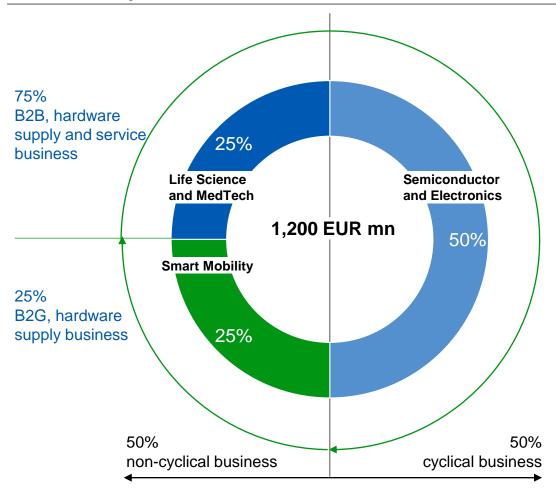
Future Jenoptik setup with focus on three core markets: Semiconductor & Electronics, Life Science & MedTech, and Smart Mobility



2021e – Jenoptik present in 6+ markets

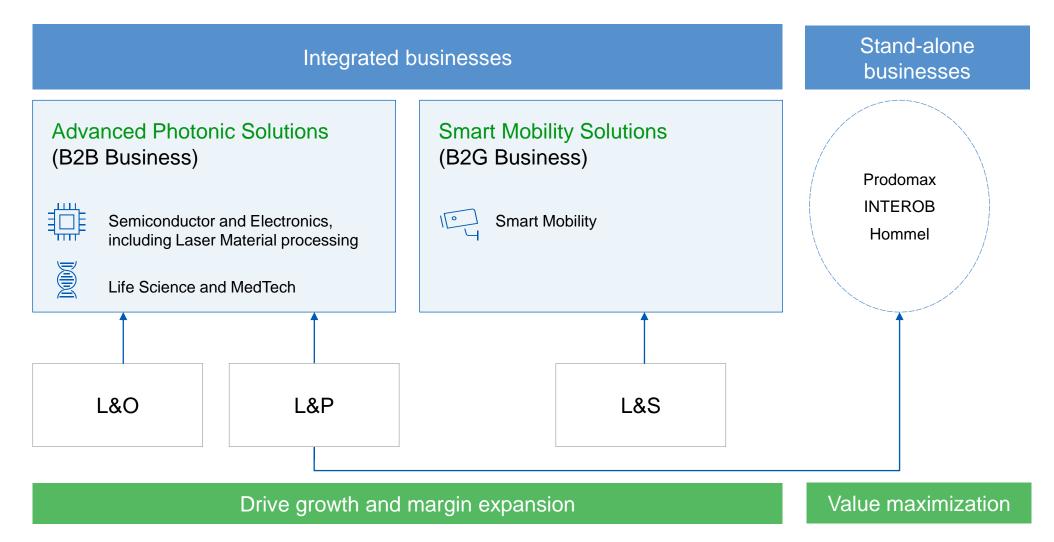


2025 – Jenoptik focuses on 3 core markets



We build the two new divisions building on today's divisions, and add a structure that holds non-photonic portfolio companies







Outlook 2021

Group: guidance for 2021 confirmed



Fiscal year 2021:

Significant growth and increase in profitability expected

The Executive Board confirms the guidance for 2021 raised in July, thanks to the very strong operative performance in the first nine months.

- Revenue between 880 and 900 million euros (incl. TRIOPTICS) / prior year 767.2m euros)
 - TRIOPTICS is expected to increase revenue by at least 20%
- EBITDA margin between 19.0 and 19.5%
 incl. one-off effects in EBITDA in connection with the acquisitions made in 2020 (prior year 14.6%)
 - Effects of restructuring measures taken in 2020 are already bearing fruit, full effects are expected in 2022

Uncertainties remain due to the still ongoing COVID-19 pandemic. Possible portfolio changes were not taken into account. However, the planned growth is also dependent on there being no deterioration in the political and economic environment.

Megatrends will drive demand for photonics solutions of the future – Jenoptik well positioned with its broad and innovative portfolio and expertise



Photonics market estimated to reach ~920 bn USD growing at a CAGR of >8.0% by 2028

Source: Triton Market Research

- **Digitization:** growing demand for chips for various applications; increasing usage of augmented and virtual reality>> Jenoptik supplies high-performance optics, microoptics as well as innovative test & measurement systems
- **Health:** increasing demand for therapies, diagnostics and bioimaging >> Jenoptik supplies optical systems e.g. for genome sequencing and digital image processing, microscope cameras and laser systems
- Smart Manufacturing: solutions for more efficiency and automation in production
 - >> Jenoptik supplies integrated solutions for automation and laser processing
- Mobility: : increasing demand for intelligent safety solutions
 >> Jenoptik supplies innovative products for more safety on roads and in cities

Why invest in Jenoptik?



Transformation into a globally leading pure player in the growing Photonics market

Unique technological expertise to offer high-end solutions for our customers



Benefiting from sustainable mega trends in diversified target markets

Strong financial track record, solid organic growth and rising profit margins



Promising growth opportunities through further M&A and internationalization



Nine months 2021 Group

Highlights: Acquisition of Berliner Glas Medical and SwissOptic; record EBITDA as well as high order intake and revenue in the first nine months of 2021



Nine months 2021

- Strengthening of the global and fast-growing photonics business through acquisition of Berliner Glas Medical and SwissOptic
- Strong order intake of 761.0 million euros due to continued high demand (plus 49.0% compared with prior year)
- At 609.2 million euros revenue clearly exceeded prior-year level
- Profitability remained at very high level (EBITDA margin 19.9%)
 due to very good operating performance and one-off effects

Fiscal year 2021

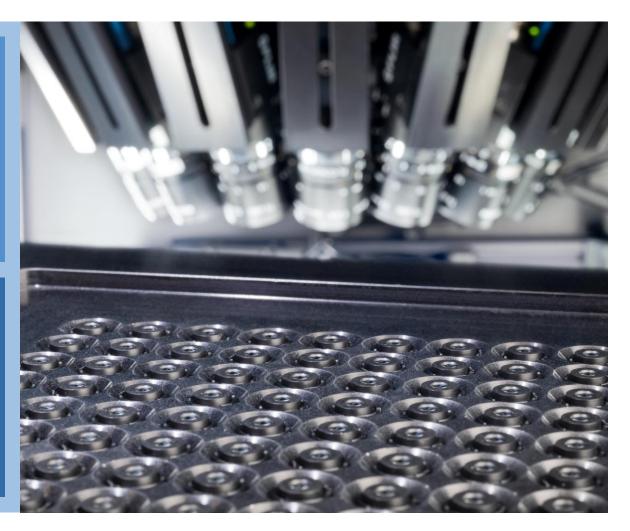
Guidance for fiscal year 2021 confirmed

- On track to meet our increased guidance for 2021
- Acquisition accelerates growth and stronger focus on photonics

TRIOPTICS – strong growth and high profitability expected in fiscal year 2021



- Gold standard for measuring and testing optics (for lenses, lens systems, and camera modules) in mobile devices
- Measurement solutions for augmented and virtual reality optics to enable the production of ever higher quality VR and AR products
- Strong growth in first nine months 2021
 - Order intake: 87.6 million euros
 - Revenue: 67.1 million euros
- Forecast for full year 2021:
 - Revenue growth of at least 20%
 - EBITDA margin clearly above group average



Further major steps in transformation process to become a global photonics group



Financial power boosted

Debenture bonds of 400 million euros with sustainability components successfully placed on capital market.

The funds give Jenoptik leeway for acquisitions and investments in its photonics core business (TRIOPTICS / Berliner Glas Medical and SwissOptic)



Further focusing

Sale of crystal growth business (revenue 2020 ~6m euros) to Hellma Materials. Further focusing of business on photonics applications.

Sale of non-optical process metrology business for grinding machines (revenue 2020 ~7m euros) to Marposs to focus the metrology business.



Investment in further growth

Jenoptik acquires a property in Dresden, Germany, and will invest in a new cleanroom fab, thus expanding its optics manufacturing capacities.

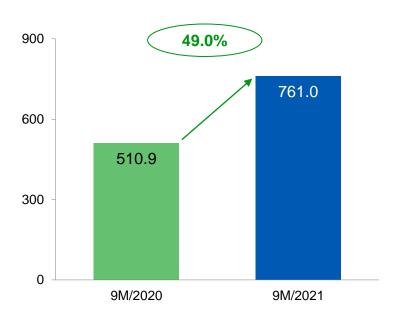
Construction planned to begin in 2022, production will start in early 2025.



Strong development of order intake and backlog continued in the 3rd quarter – setting the stage for further growth

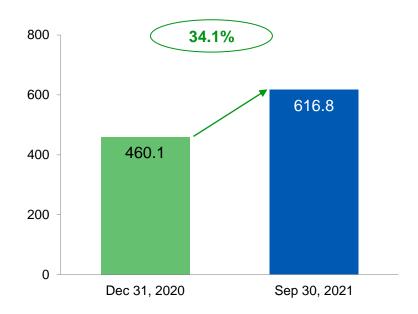


Order intake in million euros



- Photonics divisions showed strong increase in order intake
- Book-to-bill ratio grew to 1.25 (prior year 1.01)
- Q3/2021: Order intake at 252.7 million euros, thus plus 42.8% compared with Q3/2020

Order backlog in million euros

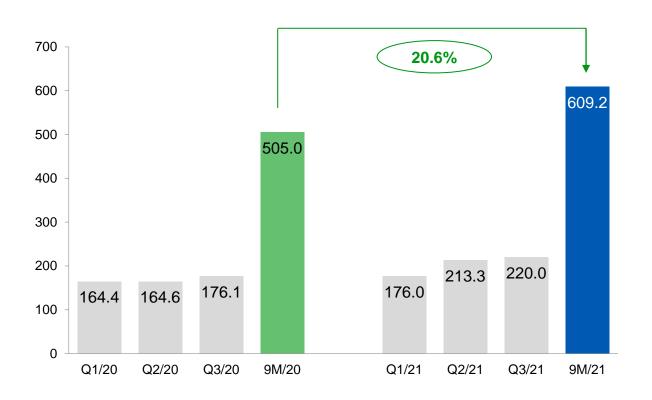


- Order backlog substantially higher than at year end, and compared with prior year
- 44.1% to be converted to revenue in 2021 (prior year 44.6%)

Significant increase in revenue in the nine-months period as well as quarter-over-quarter



Revenue in million euros

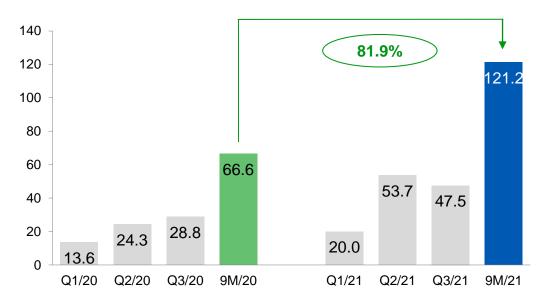


- Revenue in Q3/2021 higher than in prior quarters and 24.9% higher than in Q3/2020
- Contribution of Light & Optics grew significantly due to revenue contribution from TRIOPTICS and organic growth
- Light & Production also reported revenue growth
- Decline in revenue of Light & Safety was attributable to delayed placement of orders and pandemic-related delays in delivery of electronic components
- Marked rise in revenue especially in the Asia/Pacific region attributable to TRIOPTICS
- Share of revenue generated abroad grew to 75.1% (prior year 73.2%)

Profitability significantly improved in the first nine months compared with prior year

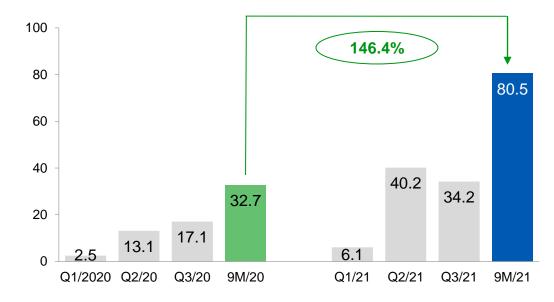


EBITDA in million euros



- PPA of minus 1.8 million euros (prior year costs for structural and portfolio measures of 7.3 million euros)
- EBITDA margin improved to 19.9% (prior year 13.2%)

EBIT in million euros



- PPA of minus 12.1 million euros (prior year minus 5.9m euros)
- EBIT margin grew to 13.2% (prior year 6.5%)

- Significant improvement in EBITDA and EBIT attributable to
 - Strong operating performance as well as positive effects from restructuring measures implemented in 2020
 - One-off effects of approx. 25.6 million euros in connection with the conditional purchase price components from acquisitions made in 2020

Very good operating performance is also reflected in substantially improved earnings per share



In million euros	9M/2021	9M/2020
Revenue	609.2	505.0
Gross margin	31.9%	33.4%
Functional costs	147.3	136.1
Other operating result (incl. impairment gains and losses)	33.4	-0.1
EBITDA	121.2	66.6
EBIT	80.5	32.7
Financial result	-5.5	-3.0
Earnings before tax	74.9	29.6
Earnings after tax	66.2	24.4
Earnings per share (euros)	1.12	0.43

- Gross margin impacted by higher material costs as well as negative PPA
- Functional costs increased much less than revenue
 - R+D expenses: 30.5 million euros (prior year 31.8m euros),
 R+D output: 55.6 million euros (prior year 52.9m euros)
 - Selling expenses: 71.2 million euros (prior year 61.4m euros) attributable to inclusion of TRIOPTICS and higher depreciation/amortization due to PPA (esp. TRIOPTICS)
 - Administrative expenses: 45.6 million euros (prior year 42.9m euros): lower personnel expenses compensate for TRIOPTICS consolidation
- Other operating result grew in particular due to one-off effects of approx. 25.6 million euros (conditional purchase price component from acquisitions made in 2020)
- Tax rate of 11.6% (prior year 17.5%) due to regional profit distribution and tax-neutral income;
 cash-effective tax rate of 14.2% (prior year 17.9%)

Jenoptik is well positioned for future growth with sound financial base and balance sheet structure



In million euros	9M/2021	9M/2020
Earnings before tax	74.9	29.6
In particular depreciation/amortization, non-cash income/expenses, changes in working capital	-25.6	11.7
Cash flows from operating activities before income taxes	49.4	41.3
Cash flows from operative investing activities	-31.6	-27.9
Free cash flow (before interest and taxes)	17.7	13.4

- Debenture bonds totaling 400 million euros, payout of 130 million euros in March and 270 million euros in September
- Working capital grew to 306.1 million euros in particular due to increase in inventories (31.12.20: 268.1m euros / 30.09.20: 271.1m euros)

Working capital ratio: 35.1% (31.12.20: 34.9% / 30.09.20: 35.5%)

- Higher cash flows from operating activities in spite of increase in working capital
- Cash-effective capital expenditure of 32.0 million euros (prior year 30.3m euros)
- Net debt grew slightly to 209.2 million euros (31.12.20: 201.0m euros)
- Equity ratio reduced to 46.0% (31.12.20: 51.5 %), among other things, due to the higher financial debt



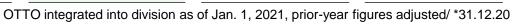
Nine months 2021 Divisions

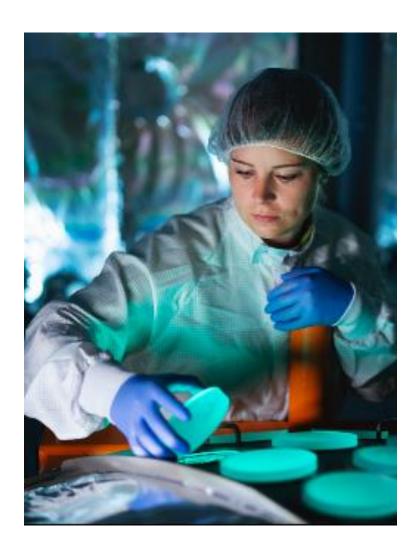
Light & Optics division: outstanding operational development



- Revenue with semiconductor equipment industry increased substantially; Biophotonics and Industrial Solutions showed growth; TRIOPTICS contributed 67.1 million euros
- EBITDA more than doubled due to very good operating performance and positive contribution of TRIOPTICS (in spite of PPA of minus 1.8 million euros); one-off effect of approx. 20.7 million euros from acquisition of TRIOPTICS
- Order intake: continuing strong demand from semiconductor equipment industry and in biophotonics area, contribution of 87.6 million euros from TRIOPTICS; book-to-bill ratio: 1.34 (prior year 1.02)
- Free cash flow more than doubled (very good business development and TRIOPTICS's contribution)

In million euros	9M/2021	9M/2020	Change in %
Revenue	324.3	212.5	52.6
EBITDA	97.9	46.2	111.8
EBITDA margin in %	30.1	21.6	n/a
EBIT	80.0	37.6	112.7
FCF	57.9	23.0	152.3
Order intake	436.1	217.3	100.7
Order backlog	288.0	179.1*	60.8





Light & Production division: revenue growth and improved profitability



- Revenue: noticeable recovery in the automotive industry; marked rise at Laser Processing; Metrology and Automation & Integration showed slight rise
- Profitability improved, in part due to first positive effects in connection with the structural and cost reduction measures, a positive one-off effect from the acquisition of INTEROB (4.9m euros) and proceeds from sale of metrology business for grinding machines (3.6m euros)
- Order intake and backlog clearly exceeded figures at year end 2020;
 in Q1/2021 automation orders in North America received;
 book-to-bill ratio: 1.18 (prior year 1.02)

In million euros	9M/2021	9M/2020	Change in %
Revenue	121.3	116.3	4.3
EBITDA	12.6	4.6	174.2
EBITDA margin in %	10.4	4.0	n/a
EBIT	4.4	-4.4	n/a
FCF	-14.5	-2.4	-506.8
Order intake	143.6	119.0	20.7
Order backlog	96.0	74.7*	28.5

OTTO no longer part of division, prior-year figures adjusted/*31.12.20







- Substantial rise in revenue in the course of 2021; although marked by volatile project business; orders placed later than expected; in addition COVID-19-related delays in delivery of electronic components
- Revenue decline is also reflected in lower profitability; positive development during the year – EBITDA: Q1: 0.2m euros; Q2: 3.2m euros; Q3: 5.3m euros
- Several orders with a volume of approx. 20 million euros received in North America, sharp rise in order intake and backlog; book-to-bill ratio: 1.20 (prior year 0.81)
- Decrease in free cash flow attributable to lower earnings and higher working capital

In million euros	9M/2021	9M/2020	Change in %
Revenue	72.3	82.1	-11.9
EBITDA	8.6	13.5	-36.1
EBITDA margin in %	11.9	16.5	n/a
EBIT	3.5	8.3	-57.8
FCF	-11.9	7.4	n/a
Order intake	86.7	66.1	31.1
Order backlog	61.4	46.0*	33.5
			* 31.12.20

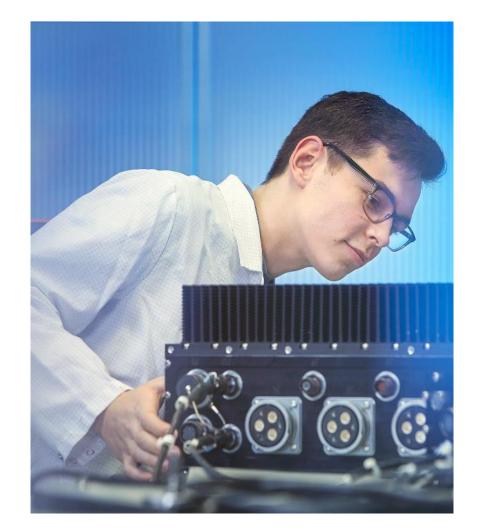


VINCORION: profitability improved and order backlog remained at high level



- Revenue: increase in the Aviation area, which had been hit particularly hard by COVID; decrease in the Ground Based Air Defense and Rail areas
- Profitability improved due to cost reduction measures implemented
- Project delays led to lower order intake;
 book-to-bill ratio: 1.02 (prior year 1.16)

In million euros	9M/2021	9M/2020	Change in %
Revenue	89.8	91.0	-1.4
EBITDA	10.5	6.9	52.4
EBITDA margin in %	11.6	7.5	n/a
EBIT	5.1	1.7	206.2
FCF	6.6	-3.4	n/a
Order intake	91.5	105.2	-13.1
Order backlog	169.7	160.3*	5.9



* 31.12.20



Appendix

A long tradition of innovation in optoelectronics



















1846

1946

1989-91

1992-98

1998-2006

Flexibility

2007-16

since 2017

Founded in Jena by Carl Zeiß

"Workshop for precision mechanics and optics"

State property

The Zeiss plant in Jena, converted into state property

German Reunification

Acquisition of companies to open up new sales channels

New Businesses

IPO 1998

Consolidation

Sustainable profitable growth

Starting new strategy "More light" in 2018

Focused divisions – corporate structure until 2021





Photonics at the heart of our OEM customers products

LIGHT & OPTICS – OEM-Business

- Development & production partner for OEM customers
- Long-term prospects independent of growth dynamic of OEMs
- Optical components and systems e.g. for the semiconductor equipment, biophotonics
- Optical test equipment



 The provision of intelligent, multiuse, photonic products to lead the standards for comprehensive traffic solutions and public safety in cities and on roads in combination with intelligent data management



Making roads and communities safer



Driving production efficiency with photonics

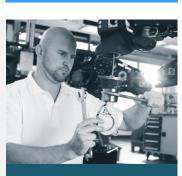
LIGHT & PRODUCTION – B2B-Business

- Engineering business with focus on smart manufacturing and process automation solutions for industrial customers
- Photonic technologies, e.g. automotive industry
- Integrated sales approach



Will be sold to STAR Capital Partnership

- Mechatronic solutions for partners in the aviation, security and defense Industries
- Carve-out from former Defense & Civil Systems division (Aviation, Power Systems, Energy & Drive)



Tailored solutions in challenging and regulated markets

Photonic business



JENOPTIK

MORE LIGHT

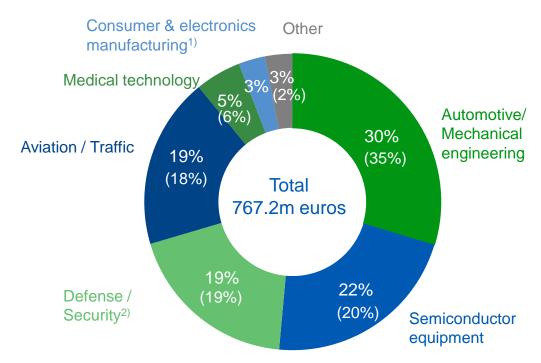
Mechatronic business

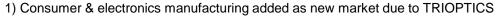
COVID-19 is reflected in revenue by market and by region – increase in semiconductor equipment market



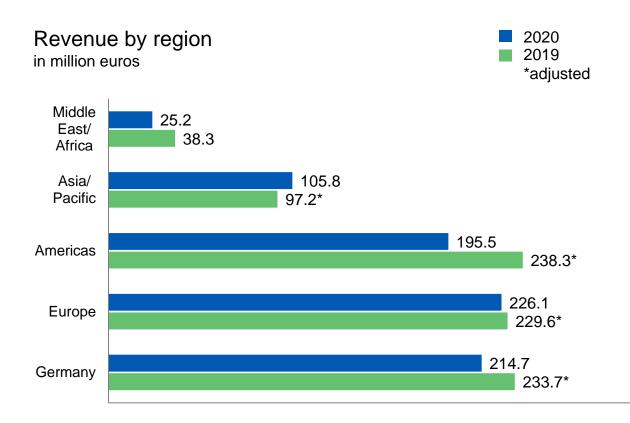
Revenue by market

(adjusted prior-year figures in brackets)





²⁾ No components for controversial or internationally banned weapons

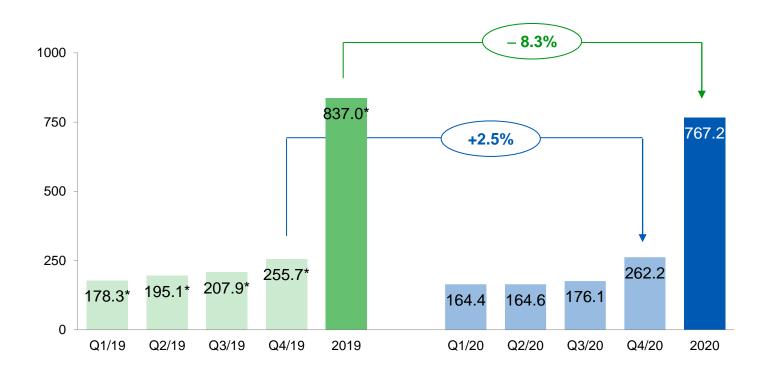


- Foreign revenue stable at ~72%;
 Americas were hit hardest by the pandemic
- Top 3 customers accounted for 19.2 of revenue (pr. year 17.7%)

More dynamic revenue development in Q4 compared with prior quarters



Revenue in million euros



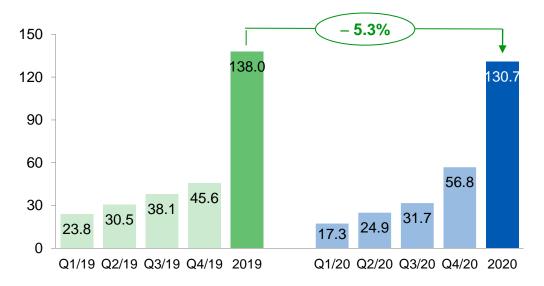
- Good business with the semiconductor equipment industry and public-sector customers continued
- Positive revenue contribution of TRIOPTICS and INTEROB: 47.2 million euros
- Revenue decrease in Light & Production division (reluctance to invest in the automotive industry) as well as in the aviation and biophotonics areas

^{*}excluding HILLOS

Adjusted EBITDA margin clearly exceeded forecast and prior-year figure

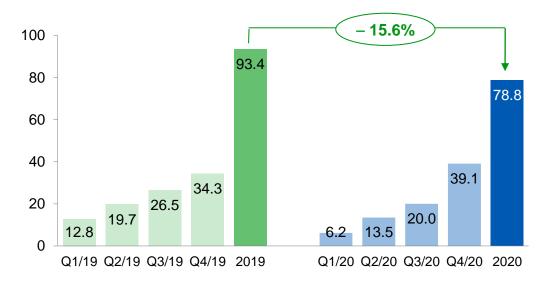


EBITDA (adjusted*) in million euros



- Adjusted EBITDA with lower decline compared to revenue
- Effects from structural and portfolio measures of –19.1 million euros (prior year – 4.0m euros)
- Adjusted EBITDA margin at 17.0%, before PPA at 17.6% (prior year 16.5%)
- Non-adjusted: EBITDA 111.6 million euros / margin 14.6%

EBIT (adjusted*) in million euros



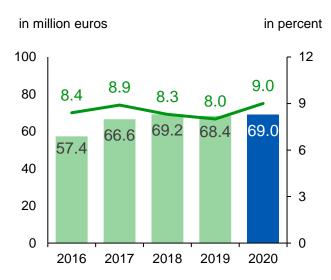
- Adjusted EBIT margin of 10.3% (prior year 11.2%)
- Effects from structural and portfolio measures –19.4 million euros (prior year 4.4m euros)
- Contribution of TRIOPTICS and INTEROB of -0.7 million euros incl. PPA of -10.2 million euros
- Non-adjusted: EBIT 59.3 million euros / margin 7.7%

^{*} adjusted for effects arising from site optimization, restructuring, cost reduction programs as wells as costs related to M&A activities

Strong R+D commitment enables fundamentally new products; continuing expansion of sales structures abroad

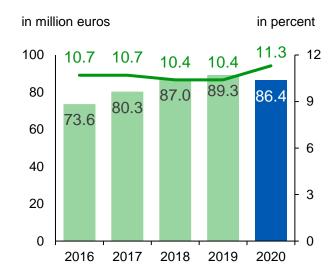


R+D output



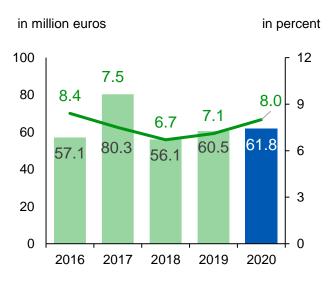
- Ratio of R+D output to revenue
- 2020:
 - R+D output: 9.0% of revenue R+D expenses: 5.7% of revenue
- 37 patents registrations (prior year 43)

Selling expenses



- Ratio of selling expenses to revenue
- 2020: selling expenses 11.3% of revenue (prior year 10.4%)
- Jenoptik is consistently pursuing its strategy of internationalization

Administrative expenses



- Ratio of administrative expenses to revenue
- 2020: administrative expenses8.0% of revenue (prior year 7.1%)

Key financials 2020 of the photonic divisions and VINCORION



in million euros	Light & Optics	Light & Production*	Light & Safety	VINCORION	Group*
Revenue (external)	318.0	178.9	114.0	151.7	767.2
EBITDA	68.6	7.9	22.3	16.6	111.6
EBITDA margin	21.5%*	4.4%*	19.6%*	11.0%*	14.6%
EBIT	52.1	-4.8	15.2	9.7	59.3
EBIT margin	16.3%*	-2.7%*	13.3%*	6.4%*	7.7%
Order intake	339.5	157.8	92.3	145.2	739.4
Order backlog	178.0	75.8	46.0	160.3	460.1

^{*}based on external revenue

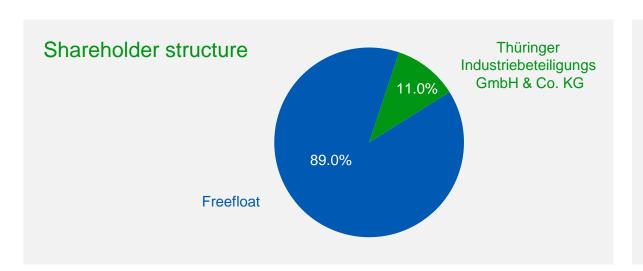
Key figures – five-year overview

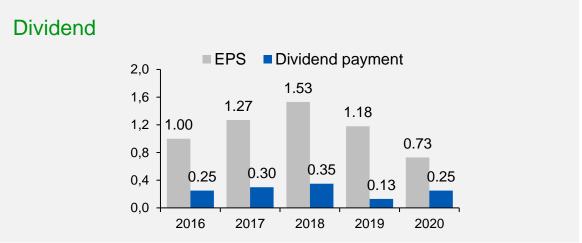


In million euros	2020	2019	2018	2017	2016
Revenue	767.2	855.2	834.6	747.9	684.8
EBITDA	111.6	134.0	127.5	106.7	96.7
EBITDA margin (in %)	14.6	15.7	15.3	14.3	14.2
EBIT	59.3	88.9	94.9	78.0	68.5
EBIT margin (in %)	7.7	10.4	11.4	10.4	10.1
EPS (in euros)	0.73	1.18	1.53	1.27	1.00
Free cash flow (before income tax)	62.3	77.2	108.3	72.2	80.4
Net debt	201.0	-9.1	-27.2	-69.0	-17.9
ROCE (in %)	8.4	14.7	20.2	18.2	15.6
Equity ratio (in %)	51.5	60.5	60.6	59.6	58.6

Shareholders and dividend information







Major institutional shareholders (30.11.2021) **Fund Name** % **Shares** Region Land Thüringen 11.00 6,296,193 Germany Allianz Global Investors 5,788,418 10.11 Germany **DWS Investment** 9.82 5,620,671 Germany Norges Bank 3.08 1,761,758 Norway Black Rock US, Germany 3.04 1,709,244



Jenoptik Investor Relations Presentation 4

Source: Voting rights notifications

We are committed to sustainability



Our understanding of sustainability is based on the belief that we can only achieve our economic goals and thus permanently profitable growth by acting responsibly."

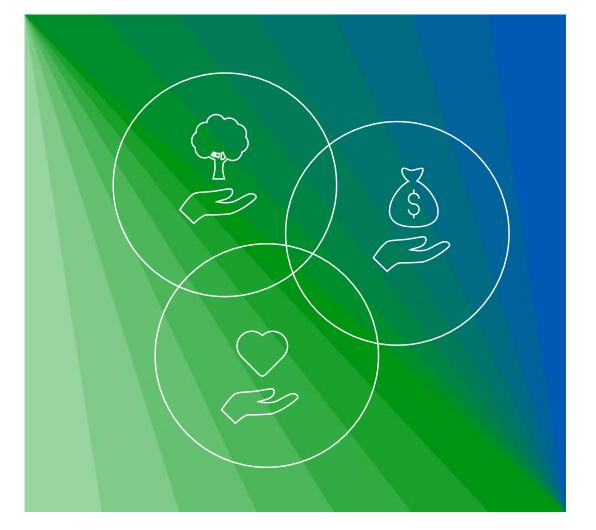
Dr. Stefan Traeger, President & CEO

- Photonics enables at least 11% of the globally declared CO₂ savings in 2030 (SPECTARIS).
- We have determined non-financial targets for the Group. They are measurable and in line with selected SDGs. They are also taken into account in the remuneration of the Executive Board.
- We are rated by several sustainability agencies, e.g. MSCI, Sustainalytics, ISS Oekom and EcoVadis for customers and suppliers.









ESG: Jenoptik's internal contribution to the SDG's and non-financial targets



Quality
Education

2.2 million euros invested in HR development and training in 2020



Targets:

- Trainee takeover rate of 100%
- Apprentice rate >4%

Gender Equality

Diversity is reflected in Jenoptik's Business Conduct Guidelines



Targets:

Diversity rate (% of managers with international background and female managers

- 30% by 2022
- 33% by 2025

Decent Work and Economic Growth

Decent working conditions, fair payment and compliance with social standards



Targets:

- Fluctuation rate <5%
- Engagement score>76%
- Net promotor score >74%
- CSR rate40% by 202250% by 2025

Industry Innovation and Infrastructure

Increasing R+D supports our sustainable innovations



Targets:

- R+D output of 10% of group revenue by 2022
- Vitality Index (revenue share of products < 3 years)
- 20% by 202222% by 2025

Climate Action

Commitment to global climate goals and inclusion of climate protection measures in corporate policy and R+D



Targets:

- Share of green electricity70% by 202275% by 2025
- Expand vehicle fleet with alternative drives and corresp. infrastructure

Partnership for the goals

Strategic partnerships with universities and research institutions as the basis for all other goals:



- outside inspiration
- to increase innovative power

ESG: Jenoptik's photonic contribution to the SDG's and external sustainability ratings



Good health and well-being

Industry innovation and infrastructure

Sustainable cities and communities

Responsible consumption and production



sustainability ratings











Biophotonics:

- Lasers for ophthalmology
- Optical systems for digital imaging, real-time desease detection / medical diagnostics

Optical systems for

- Semiconductor equipment
- Information and data transmission
- Driver assistance systems and autonomous driving

Traffic Safety:

- Stationary and mobile systems for maximum traffic safety on roads and public spaces
- Traffic monitoring systems provide resilient infrastructures, improve living conditions, reduce pollution and noise emissions

Metrology systems

support downsizing, less fuel consumption and fewer emissions

Diode lasers/ Laser machines for efficient material processing







Top Performer 46/100
Silver status

Dates and contact





30.11.2021

06.12.2021

06./07.01.2022

18.01.2022

09.02.2022

Jenoptik Capital Markets Day (virtual)

Berenberg European Conference

ODDO BHF Conference (virtual)

Kepler Cheuvreux Conference (virtual)

Preliminary figures 2021



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