

MORE LIGHT

Our Vision – Brighter Futures with the Power of Light.

Investor Relations Presentation | May 2024

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01 **Company overview**

02 Strategy & markets

03 Divisional set-up

04 Results Q1/2024 and outlook

05 Appendix

Jenoptik at a glance – a leading globally operating photonics group

1991

Year of foundation

>80

Represented in countries

>4,600

Employees worldwide

~1.4bn¹

Market capitalization in euros

Fiscal year 2023

1.07 billion

million euros revenue

19.7

EBITDA margin in %

¹ as of 6.5.2024

Our Mission

The Leading Light
In the Application of
Photonics

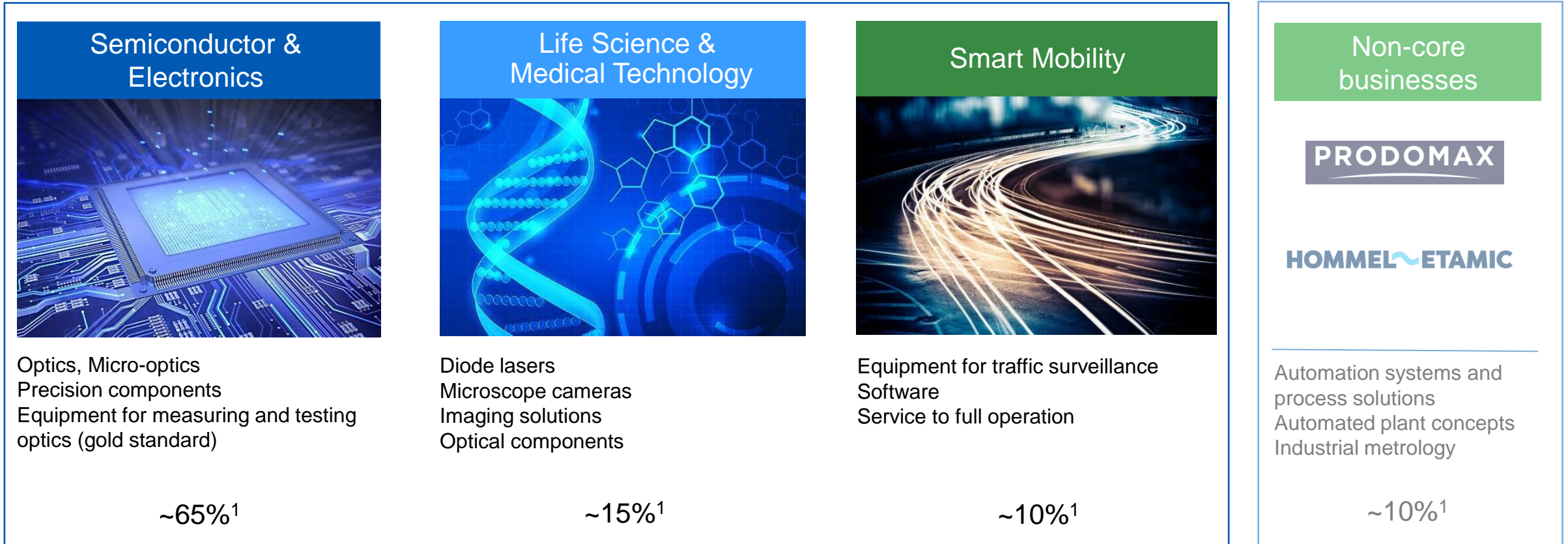
Focus on three core markets

- Semiconductor & Electronics
- Life Science & Medical Technology
- Smart Mobility

Addressing multiple mega-trends with our strong photonics expertise



Delivering high-quality photonics-based products and solutions...



...to enable our customers to produce efficiently and to contribute to health, resource conservation and climate protection

¹) Share of total group revenue 2023 (rounded)



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Strategy & markets

Focus on profitable organic growth by leveraging well established growth platforms

- Profound portfolio transformation largely completed; NPC segment: strategic plan remains unchanged
- Continue successful “grow share of wallet”-strategy with market leading OEM’s
- Realize growth opportunities in new application areas and regions
- Enhance customer orientation and efficiency by simplifying organizational structures
- Execute on capacity expansion to support organic growth



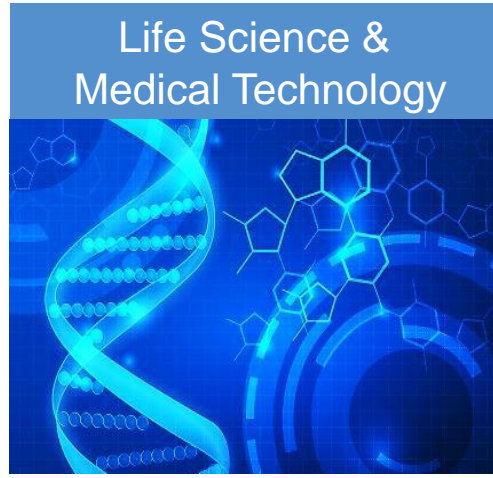
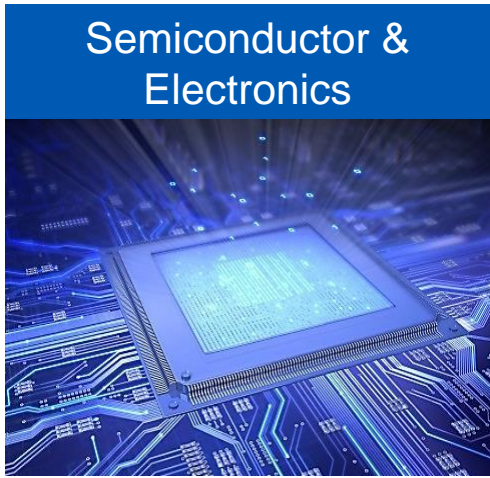
Mid-term profile

Continue to grow revenue share with key customers to >50%

Average high-single digit organic revenue growth

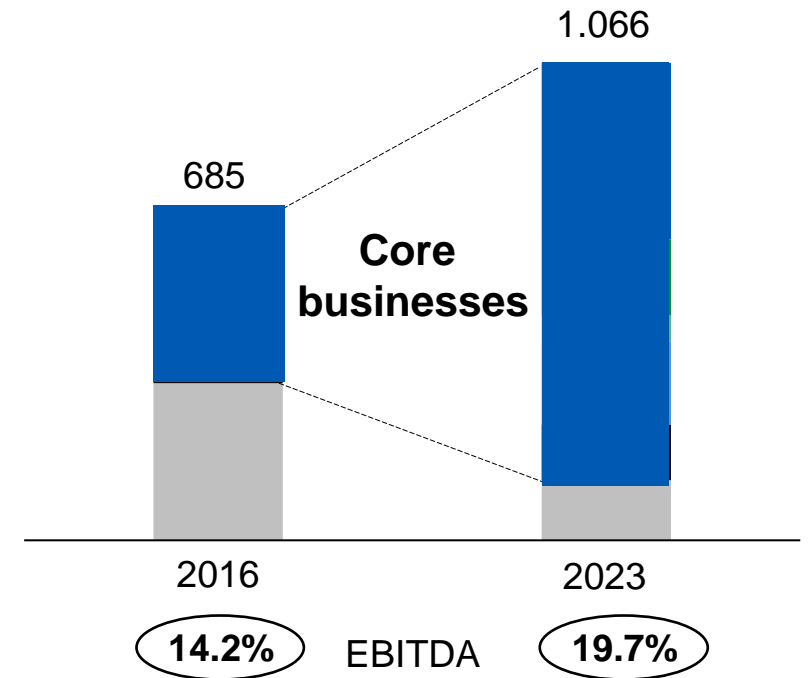
Continuous expansion of profitability

Significant share of revenue generated in our attractive three core markets



- Growth of core markets >GDP growth
- Differentiation through our core technological competences in optics & photonics
- Leveraging existing deep customer relationships
- Resilience to end-market fluctuations by focussing on both cyclical and non-cyclical industries

Jenoptik development (million euros)



Deploying core competences to attractive markets to enhance shareholder value

Strong value proposition: Leading photonics expertise combined with strong customer relationships



Customer access / relationship



Technology

Joint R&D
programmes

Shared R&D
roadmaps

Designed-in
solutions

Application
excellence

Industrial
manufacturing
know how

Manufacturing
capacity

Evolution

Supplier

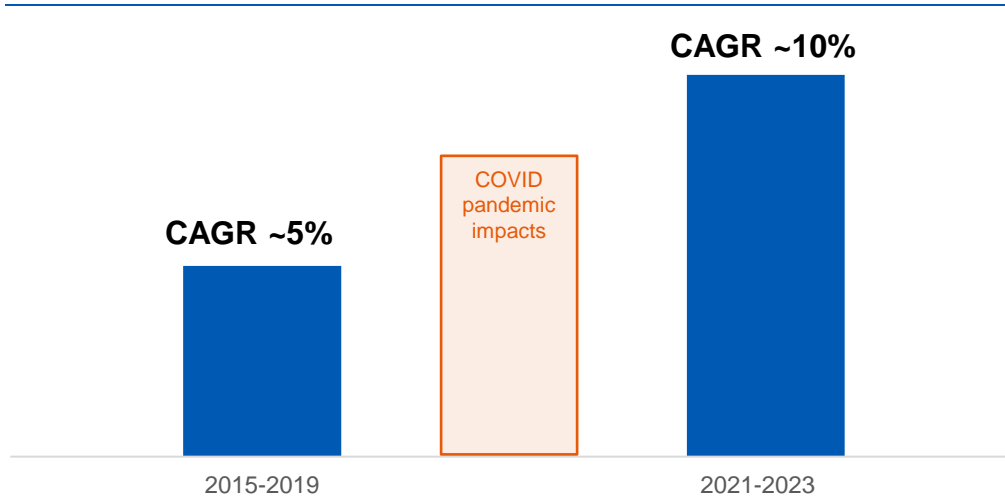
Joint R&D projects

Joint roadmaps

Joint ecosystem (Partner)

Sound growth platforms drive organic growth ahead of mid-term plan; profitability expanded faster than originally expected on organic growth

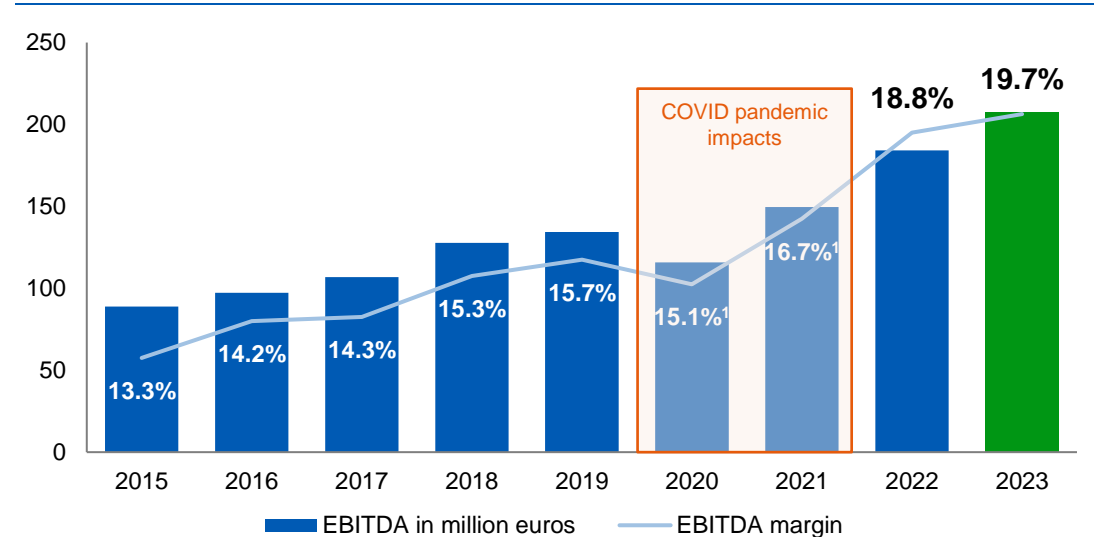
Organic growth evolution (revenue)



Key drivers

- Revenue share in core growth markets Semi and Life Science & MedTech substantially increased
- Strength in technology and deep customer relationships key to accelerated organic growth
- Organic growth (2021-2023) higher than plan assumption mainly on strong Semi demand

EBITDA & EBITDA margin evolution



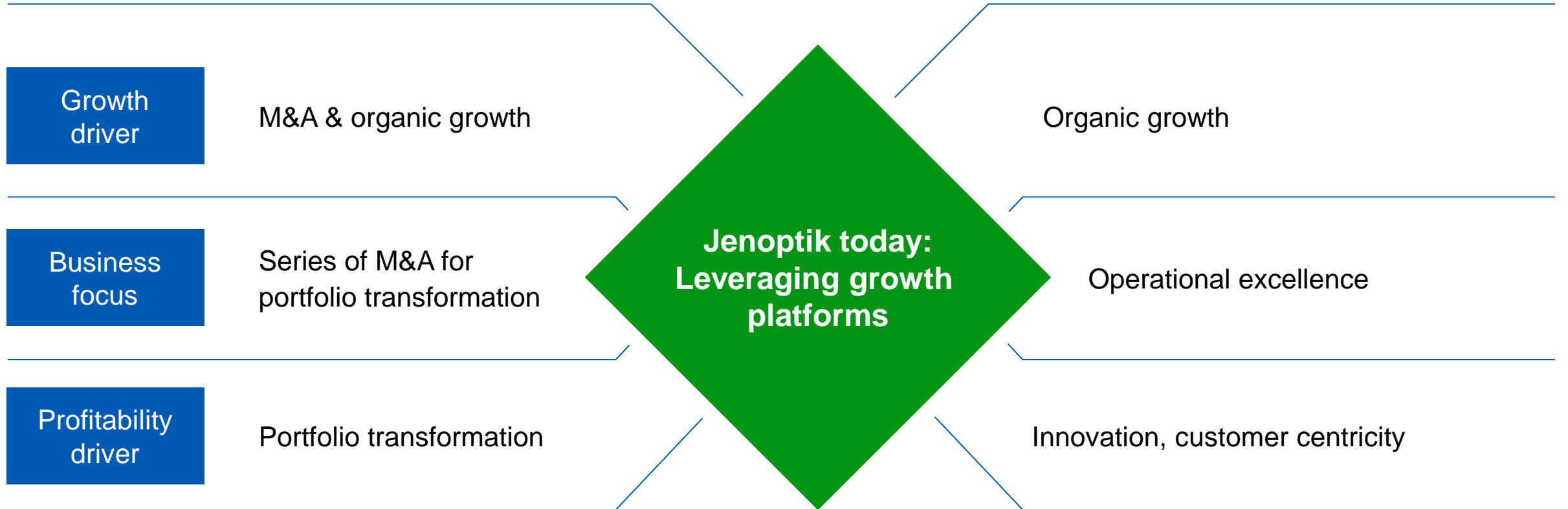
Key drivers

- Significant EBITDA margin improvement of ~100 bps p.a. on average since FY 2021
- Product mix represents the main driver to margin improvement; esp. strong growth in Semi
- Economies of scale on functional level additionally supported margin expansion

Priorities shift from portfolio transformation and M&A to organic growth and operational excellence

Priorities 2017-2023

Priorities to 2025



Megatrends will drive growing demand for photonics solutions of the future

	Societal needs	Jenoptik's contribution
Digitization	Growing demand for chips for various existing as well as new applications; increasing usage of augmented and virtual reality	Jenoptik supplies high-performance optics, micro-optics for semiconductor equipment as well as innovative test & measurement systems
Health	Aging population >> 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
Mobility	Increasing demand for intelligent safety solutions	Jenoptik supplies innovative products for more safety on roads and in cities
Sustainability	Solutions for e.g. climate protection, sustainable mobility, efficient use of resources	Jenoptik enables its customers to produce more efficiently for greater resource conservation and climate protection

Global photonics market CAGR of ~6%¹ until 2030

1) Verified Market Research

Become more focused: Dissolving regional matrix & verticalize functions

2024 | Verticalize Advanced Photonic Solutions Division

Advanced Photonic Solutions



Smart Mob. Solutions



Contribution to future success

MORE customer focus

MORE direct business responsibility

MORE efficiency

Innovation remains our main growth engine through our leading competencies in...

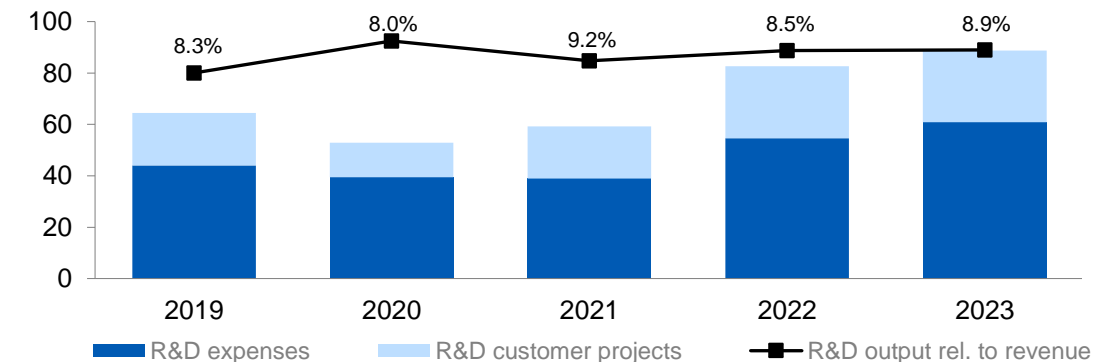
- Harnessing light
- Design and industrialization of complex optics and photonics components
- Decoding photonic signals in data imaging solutions
- Sensor fusion, i.e. integrating video, radar, laser and AI technologies



Approx. 700 R&D colleagues are dedicated to drive innovation and to engineer novel solutions.

Investment into future applications such as AR/VR will continue.

R&D output in million euros¹



¹) R&D output incl. R&D expenses, developments on behalf of customers as well as capitalized R&D

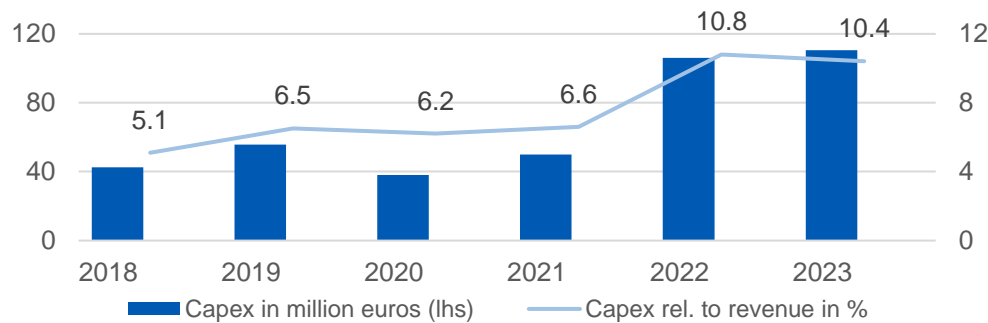
Substantial investments to support organic growth

Significant investments into production capacities

- Doubling production with new micro-optics cleanroom fab (LEED certified) in Dresden; production start in 2025
- New biophotonics production site in Berlin inaugurated in June 2023; capacity significantly expanded
- Continuous investment into production equipment



Capex and capex ratio



Capex expected to remain elevated until 2025



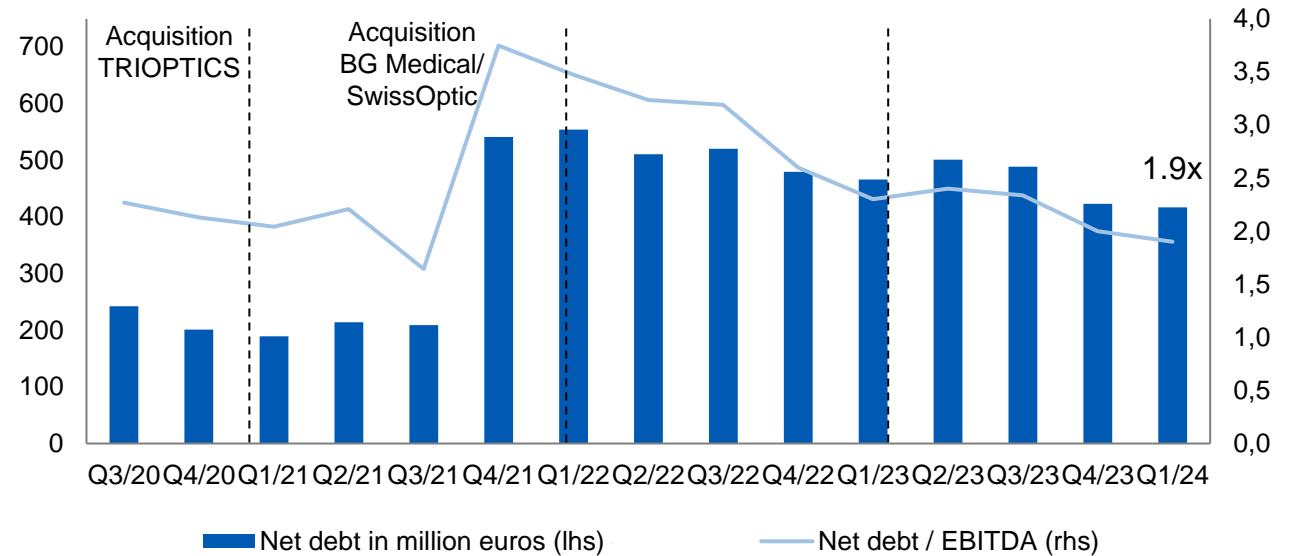
Robust key financial figures; net debt reflects recent acquisitions

Key financial ratios

Jenoptik Group	Q1/2024	FY/2023
Equity ratio in %	54.3	54.2
Net debt in million euros	416.7	423.1
Net debt / EBITDA ¹	1.9x	2.0x

1. FY 2022 EBITDA (LTM) of continuing operations

Net debt and net debt to EBITDA¹



Financing

- Substantial financing capacities available based on undrawn credit facilities (~400 million euros at end Q1/2024)
- Capital increase allowance represents additional source of financing

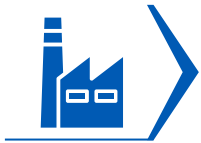
Main initiatives to drive future growth and profitability



- Continue successful “grow share of wallet”-strategy
- Realize growth opportunities in new application areas and regions
- Increased customer focus supported by simplified organisation



- Expansion of R&D capacity, flexibility and related competences
- Pre-development & ownership of innovative technologies
- Invest in supporting new applications



- Further enhance operational excellence and efficiency
- Substantial capacity expansion

2025 financial targets

Revenue of
~1.2 billion euros

despite near-term market uncertainties

EBITDA margin of
21-22%

Continued focus on sustainability: Non-financials 2025 partly reached

Selected theme	KPI	2023	Target 2025
Environment	Share of green electricity	93.6%	(75%) New >90%
	CO ₂ reduction	50.5%	(30%) New >55%
Social	Diversity rate	29.4%	33% (unchanged)
	Engagement score	75%	(72%) Better than global benchmark
Governance/ others	CSR rate	49.0%	50% (unchanged)

Reach net zero (Scope 1+2) by 2035 at the latest

Jenoptik's sustainability ratings



12/2022 AA Rating - Top 15 percent ranked in global Electronics Components Sector



11/2022 Silver Status 2022
Top Performer (59/100)

SUSTAINALYTICS
6/2022 „low risk company“



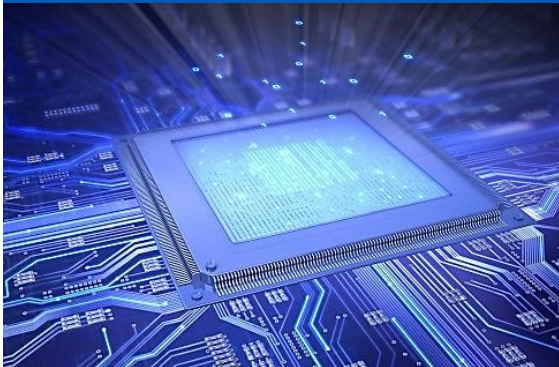
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Divisional set-up

Organizational structure of Jenoptik Group

Advanced Photonic Solutions Division

Semiconductor & Electronics



Optics, Micro-optics
Precision components
Equipment for measuring and testing optics (gold standard)

~65%¹

Life Science & Medical Technology



Diode lasers
Microscope cameras
Imaging solutions
Optical components

~15%

Smart Mobility Solutions Division

Smart Mobility



Equipment for traffic surveillance
Software
Service to full operation

~10%

Non-Photonic Portfolio Companies

PRODOMAX

HOMMEL ETAMIC

Automation systems and process solutions
Automated plant concepts

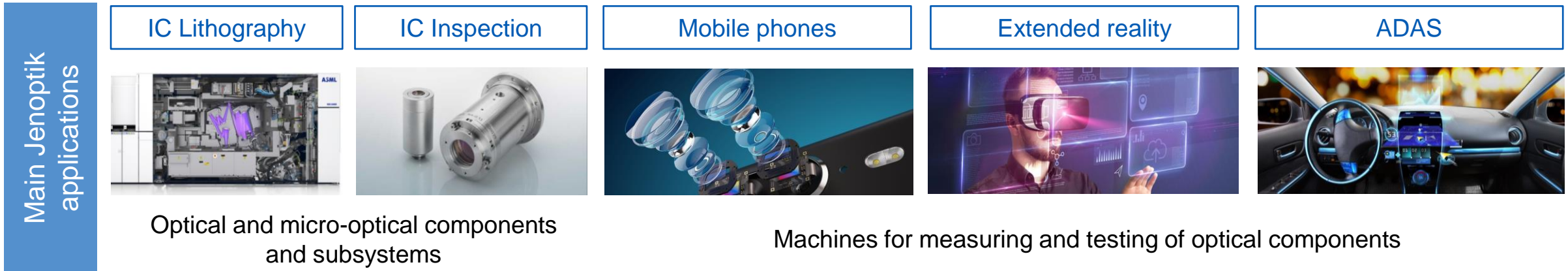
~10%

¹) Share of total group revenue (rounded)

Advanced Photonic Solutions division: markets & applications (1/2)



- Market Drivers**
- Increasing demand for chips for various existing and new applications (smartphones, 5G, gaming, servers, self-driving cars, Internet of Things, etc.)
 - Homeshoring of production to ensure technological sovereignty across the globe
 - Test & Measurement demand driven by new applications (e.g. AR/VR, advanced driving assistance systems)
 - Overall average end-market growth expected at high-single digit rate¹
- ¹ Gartner Forecast, ASML estimate



Markets

Medical Technology

Life Science

Market Drivers

- Growing and aging population
- Wealth, better access to healthcare in developing countries, and digitalization
- New therapeutic approaches (e.g. personalized medicine) and diagnostic applications
- Overall average end-market growth expected at mid-single digit rate¹

¹ Frost & Sullivan

Main Jenoptik Applications

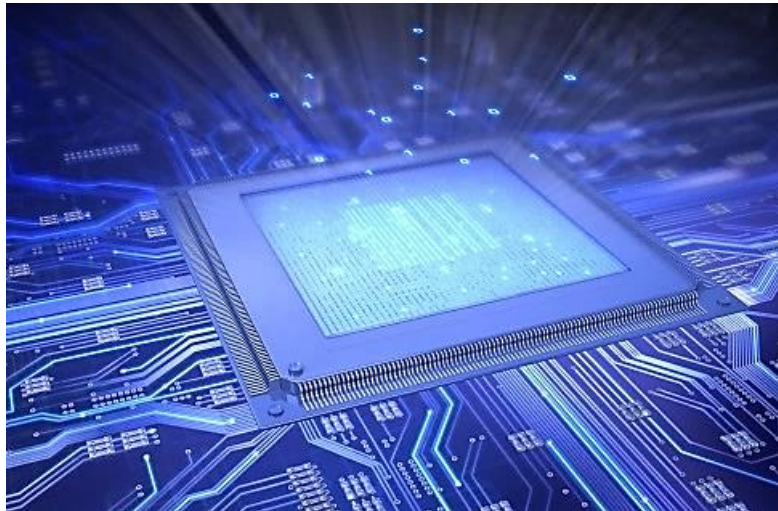
Ophthalmology	Dermatology	Dentistry	Surgery	Research and applied sciences applications		
Glaucoma treatment Retina diseases Ophthalmic diagnostics	Hair removal Vascular and pigmented lesion removal	Intraoral scanners for dental imaging	General surgery Urology, Gynecology, Neurology	DNA Sequencing Cell Imaging	Tissue, blood and urine analysis	Optical microscopy Electron microscopy

Advanced Photonic Solutions: partner for performance-critical photonic solutions

Revenue 2023: 821.2 million euros

Main production sites: Jena, Berlin, Heerbrugg, Jupiter, Wuhan

Employees 2023: ~3,300



Business profile

- Division bundles all B2B photonics activities
- Global OEM and machine supplier of components and modules powered by photonics
- Global network of engineering and production capacities

Market position

- Strong position in specific applications relating to IC lithography and IC inspection equipment
- Leading technology for measuring and testing optics for mobile devices; well positioned in certain life science & medtech applications

Main customers

- Semiconductor equipment, smartphone and camera manufacturers
- Medical technology companies in ophthalmology, dentistry, diagnostics and DNA sequencing
- Customers in the optical and automotive industry



¹⁾ MarketsandMarkets report

Smart Mobility Solutions: provider of road traffic solutions for safety and security

Revenue 2023: 118.8 million euros
Main production Monheim, Camberley
Employees 2023: 526



Business profile

- Division bundles all B2G activities
- Provider of roadside equipment and software, including integration, installation and maintenance through to full-service operation
- ~40% recurring revenue share
- Own operations in Germany, United Kingdom, North America, Canada, Australia, The Netherlands, Austria and Switzerland
- Partner business in more than 50 countries

Market position

- Very strong market position in certain markets including UK, Germany and Australia
- Strong basis for future growth in North America

Main customers

- Customers in the public sector (local and central governments, police and regulatory authorities, public and private organizations)

Non-Photonic Portfolio Companies – driving production efficiency



PRODOMAX

HOMMEL~ETAMIC

Our product portfolio includes

- Automation: individual systems through to automated plant concepts and complete process solutions for efficient production environments
- Modern production measurement technology for efficient quality control in the customer's production process

Main customers

In particular automotive sector (car manufacturers and Tier 1 suppliers)



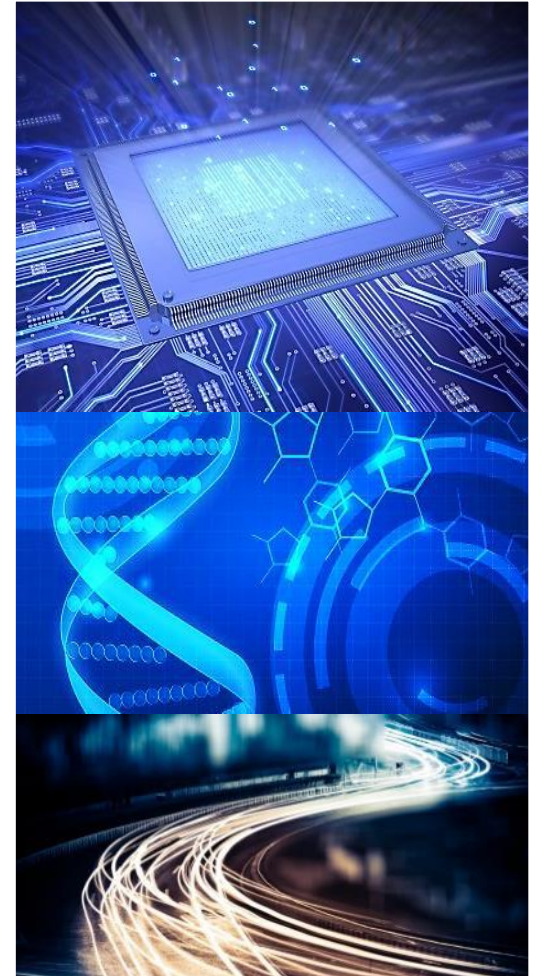


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First quarter 2024

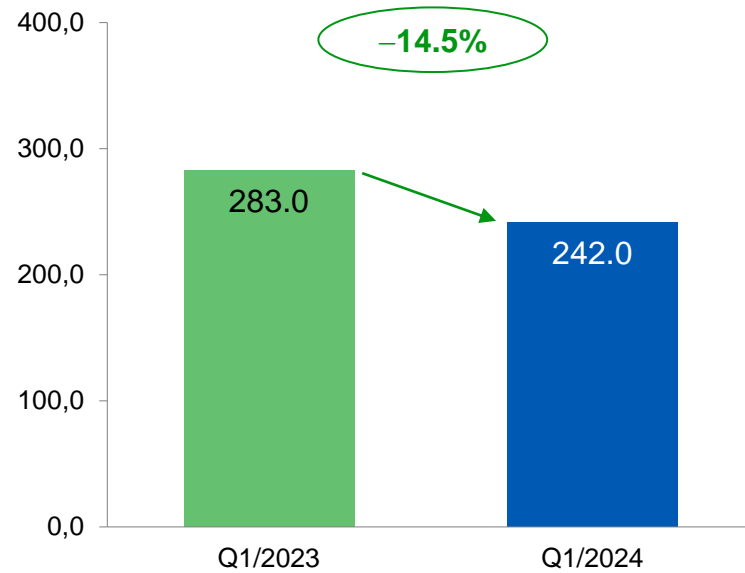
Delivered solid first quarter 2024 results

- Strong growth in revenues and profit margins primarily driven by Advanced Photonic Solutions division and Non-Photonic Portfolio Companies
- Continued successful execution of our strategy to gain share of wallet with our key customers: new project won in our semiconductor equipment business
- Order intake down vs. prior year on softer than expected demand in some of our businesses, particularly of Non-Photonic Portfolio Companies
- Expect demand to pick up in H2 2024; full-year guidance confirmed



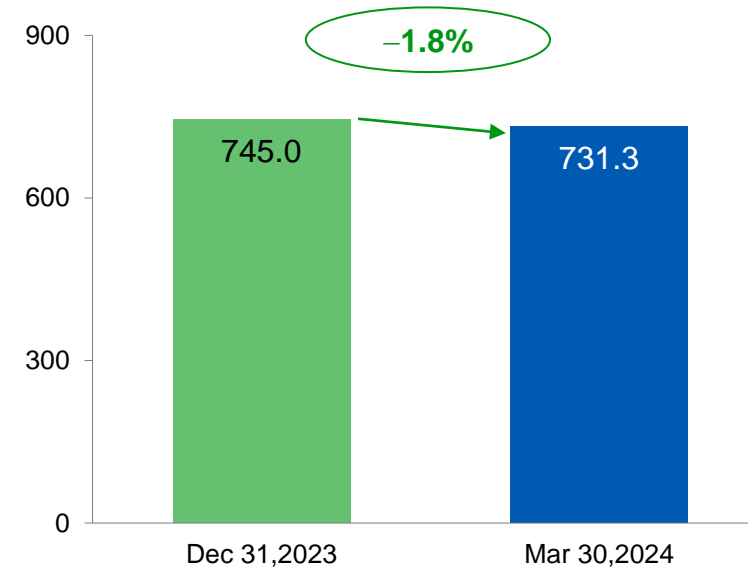
Order intake lower than in prior year, continued solid level of order backlog

Order intake in MEUR



- Weaker demand in Optical Test & Measurement area and in certain applications in the life science / medical technology sector
- Non-Photonic Portfolio Companies below prior year due to project postponements
- Book-to-bill ratio 0.94 (prior year 1.21)

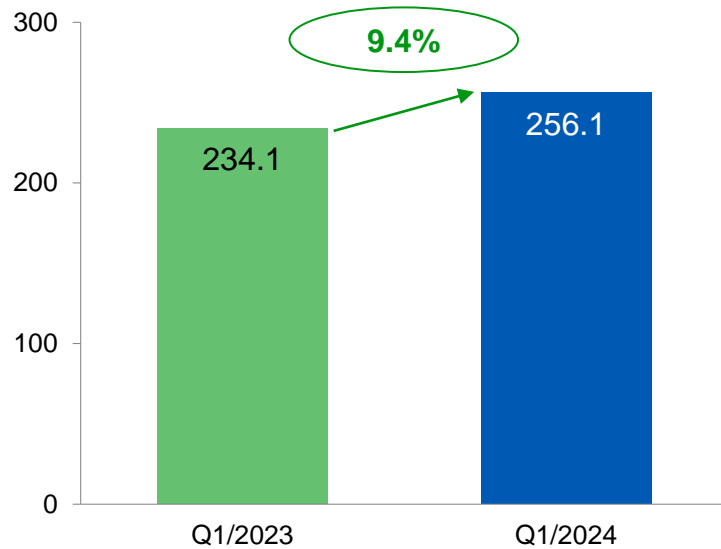
Order backlog in MEUR



- Approx. 77% to be converted to revenue in 2024 (prior year approx. 74%)
- Slight decline in order backlog attributable in particular to Non-Photonic Portfolio Companies

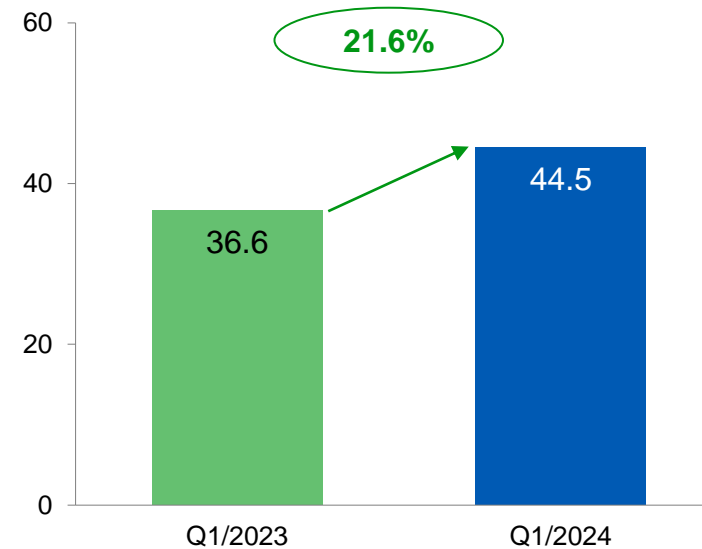
Revenue increase drives substantial improvement in profitability

Revenue in MEUR



- Strong revenue performance driven by Advanced Photonic Solutions and Non-Photonic Portfolio Companies
- Double-digit revenue growth in Europe (incl. Germany)
- Foreign revenue share at 70.7% (prior year 74.0%)

EBITDA in MEUR



- EBITDA margin grew to 17.4% (prior year 15.6%)
- Robust performance by Advanced Photonic Solutions division
- Non-Photonic Portfolio Companies significantly improved earnings

Earnings per share increased by 28.6%

In million euros	Q1/2024	Q1/2023	Change in %
Revenue	256.1	234.1	9.4
Gross margin	32.8%	33.2%	
Functional costs	60.2	56.4	6.7
Other operating result	2.1	-1.3	n.a.
EBITDA	44.5	36.6	21.6
EBIT	26.0	19.9	30.4
Financial result	-4.8	-3.5	n.a.
Earnings before tax	21.2	16.5	28.5
Earnings after tax	15.4	11.8	30.7
Earnings per share (euros)	0.27	0.21	28.6

- **Gross margin** influenced in particular by higher depreciation/amortization
- Functional cost ratio amounted to 23.5% (prior year 24.1%)
 - **R+D expenses ratio:** 6.2% (prior year 6.0%),
 - **Selling expenses ratio:** 10.4% (prior year 11.2%)
 - **Administrative expenses ratio:** 6.9% (prior year 6.9%)
- **EBIT margin** improved to 10.2% (prior year 8.5%)
- **Financial result** impacted by higher currency losses
- **Tax rate** 27.3% (prior year 28.5%)
 - Cash-effective tax rate of 24.4% (prior year 17.5%)
- **Earnings per share** substantially up on prior year

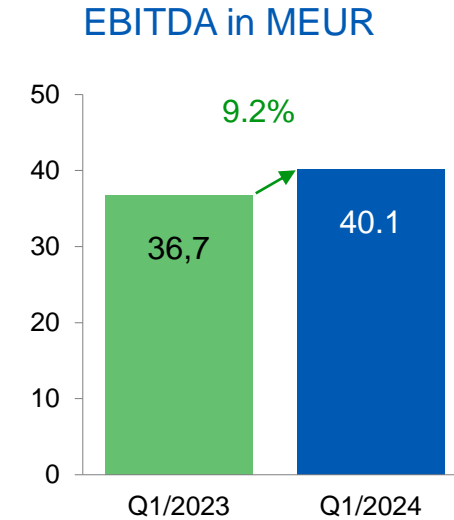
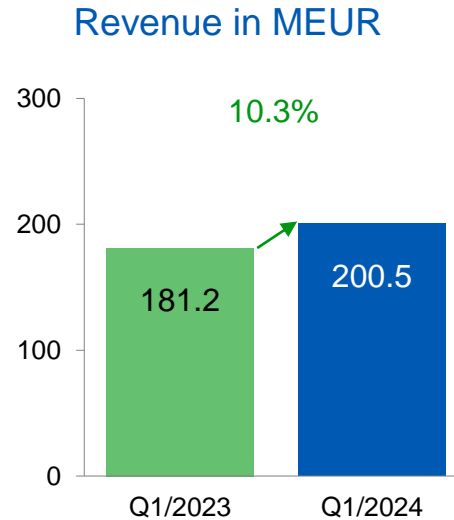
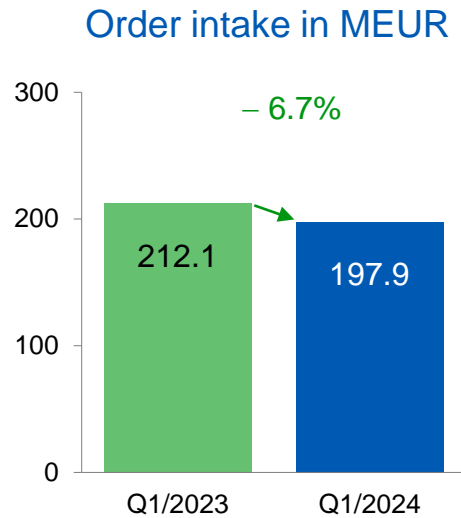
Continued sound financial basis and balance sheet

In million euros	Q1/2024	Q1/2023	Change in %
Cash flows from operating activities before income taxes	36.9	49.6	-25.7
Cash flows from operative investing activities	-17.4	-21.1	-17.5
Free cash flow (before interest and income tax payments)	19.5	28.5	-31.7
Cash conversion rate	43.8%	78.0%	n.a.
Equity ratio	54.3%	54.2%*	n.a.

- **Cash flows from operating activities** mainly influenced by increase in working capital
- **Working capital ratio** at 28.7% (31.12.23: 28.6% / 31.03.2023: 28.1%)
- **Capital expenditure** amounted to EUR 19.8m (prior year EUR 22.5m); main investments: construction of the fab in Dresden, technical equipment
- **Net debt** at EUR 416.7m (31.12.23: EUR 423.1m)
- **Leverage: 1.9x** (net debt to EBITDA / 31.12.2023: 2.0x)

*31.12.2023

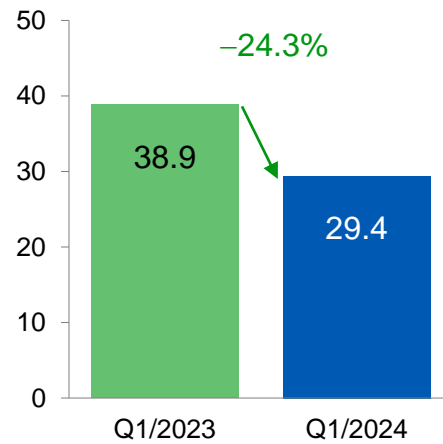
Advanced Photonic Solutions: Substantial growth in revenue and EBITDA



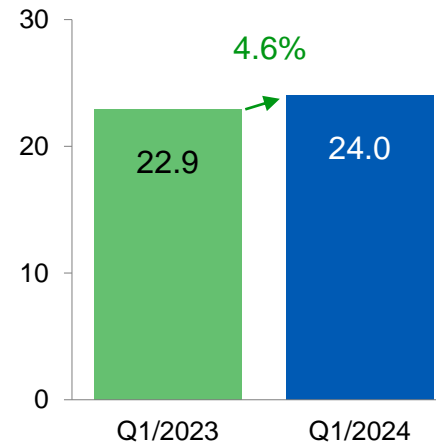
- **Order intake:** continued robust demand from the semiconductor equipment industry, lower order activity in Optical Test & Measurement area and in certain applications in the life science / medical technology sector; book-to-bill ratio: 0.99 (prior year 1.17)
- **Order backlog** remained at good level
- **Revenue** grew in particular in business with semiconductor equipment industry
- Growth in **EBITDA** mainly due to revenue increase; EBITDA margin of 19.7% (prior year 20.0%)

Smart Mobility Solutions: revenue and margin improved; continuing good order backlog

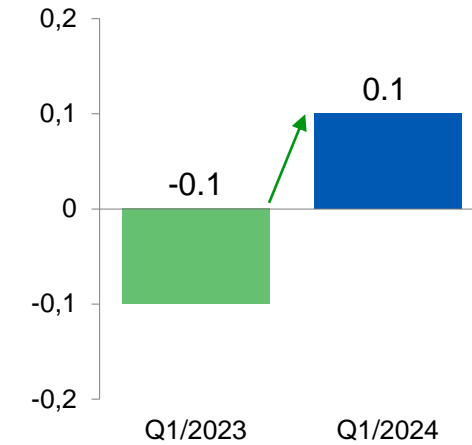
Order intake in MEUR



Revenue in MEUR



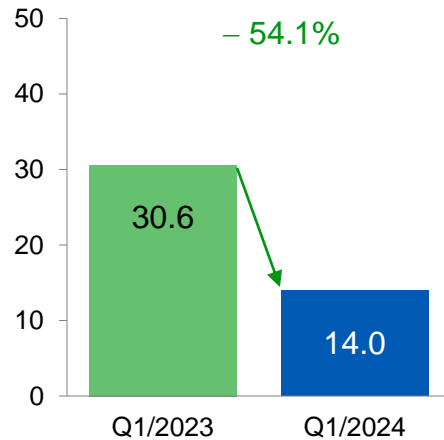
EBITDA in MEUR



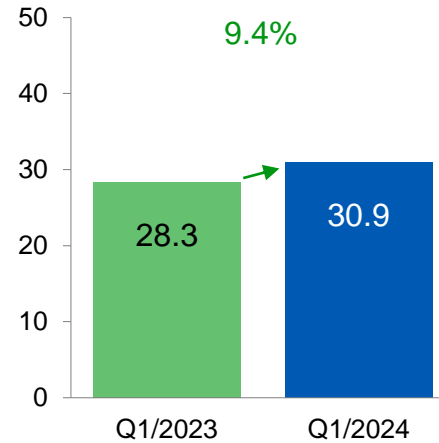
- **Order intake** is subject to project business; book-to-bill ratio of 1.23 (prior year 1.70)
- **Order backlog** grew to EUR 66.1m (31.12.2023: EUR 60.2m)
- **Revenue:** growth, in particular in Europe (incl. Germany)
- **EBITDA margin** improved to 0.4% (prior year -0.4%)

Non-Photonic Portfolio Companies: order intake affected by project postponements; earnings strongly improved

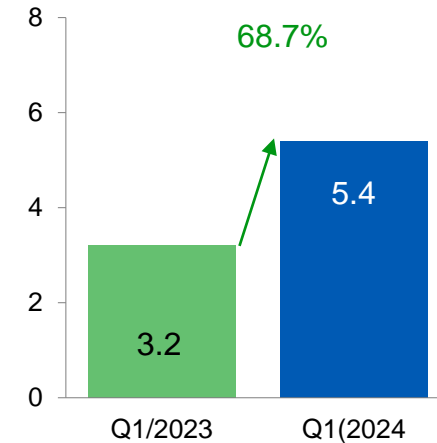
Order intake in MEUR



Revenue in MEUR



EBITDA in MEUR



- Marked reduction in **order intake**; book-to-bill ratio of 0.45 (prior year 1.08)
- **Order backlog** at EUR 89.9m (31.12.2023: EUR 104.9m)
- **Revenue** exceeded prior-year level; growth especially in North America
- **EBITDA** increased significantly, in part due to improved earnings contribution of HOMMEL ETAMIC; EBITDA margin at 17.1% (prior year 10.9%)



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Outlook


Fiscal year 2024:
Further profitable
organic growth
expected

Expected development of key performance indicators in 2024

- **Revenue growth in mid single-digit percentage range**
(2023: 1,066.0 million euros)
- **EBITDA margin of 19.5 to 20.0 percent**, including expected negative impact of approx. 0.5 percentage points for move to new site (2023: 19.7%)
- **Capital expenditure slightly higher than in prior year**
(2023: 110.4 million euros)

Jenoptik's outlook is based in particular on high order backlog as well as an ongoing promising development in the core photonics business, especially in the semiconductor equipment sector. Our scheduled growth is subject to the assumption that the geopolitical risks do not worsen further. This includes, among other things, the Ukraine conflict with the sanctions that have been implemented and potential impacts on price developments, energy supply and supply chains. Portfolio changes are not included in this guidance.

Agenda 2025: Focus on profitable organic growth by utilizing well-established growth platforms



Jenoptik is on track
to achieve
its 2025 targets



Financial targets 2025

Revenue of
~1.2bn euros

Despite short-term market uncertainties

EBITDA margin of
21-22%

ROCE > WACC



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Appendix

Robust track record of profitable growth in spite of COVID pandemic

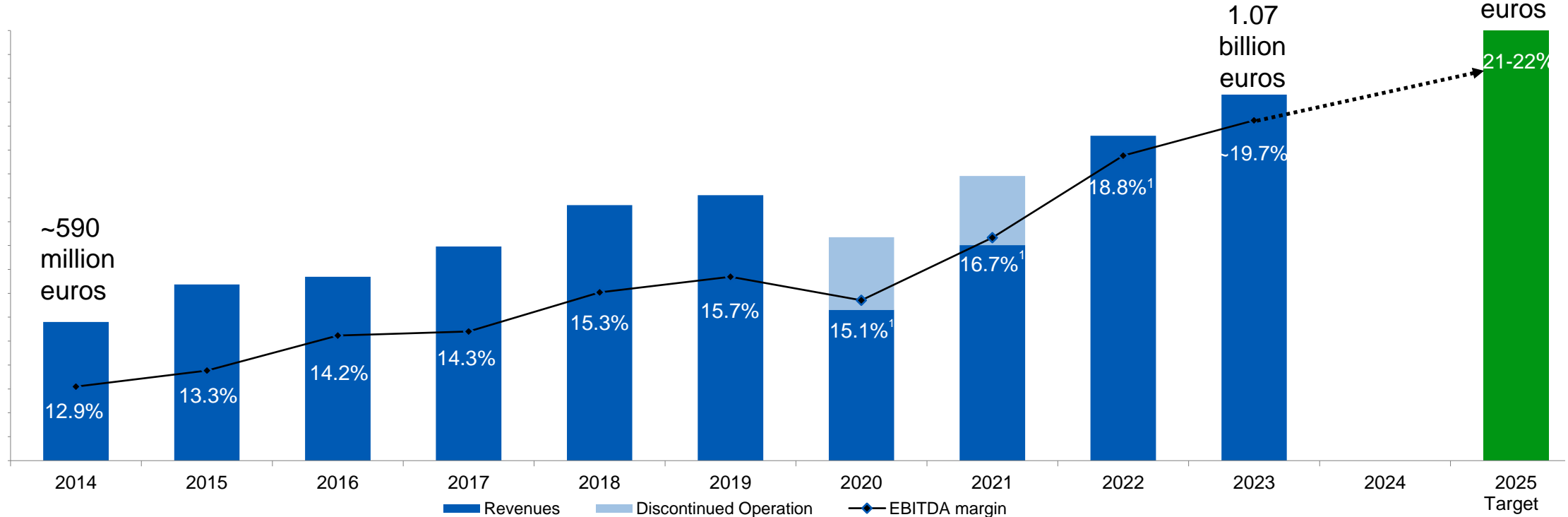
2014 – 2023

Revenue CAGR ~7%

EBITDA margin increased ~7 percentage points

Main driver to margin expansion

- Product mix effects
- Operating leverage



¹⁾ EBITDA margin of continuing operations; for 2021 excluding one-off items

Jenoptik is well on track to meet its 2025 goals

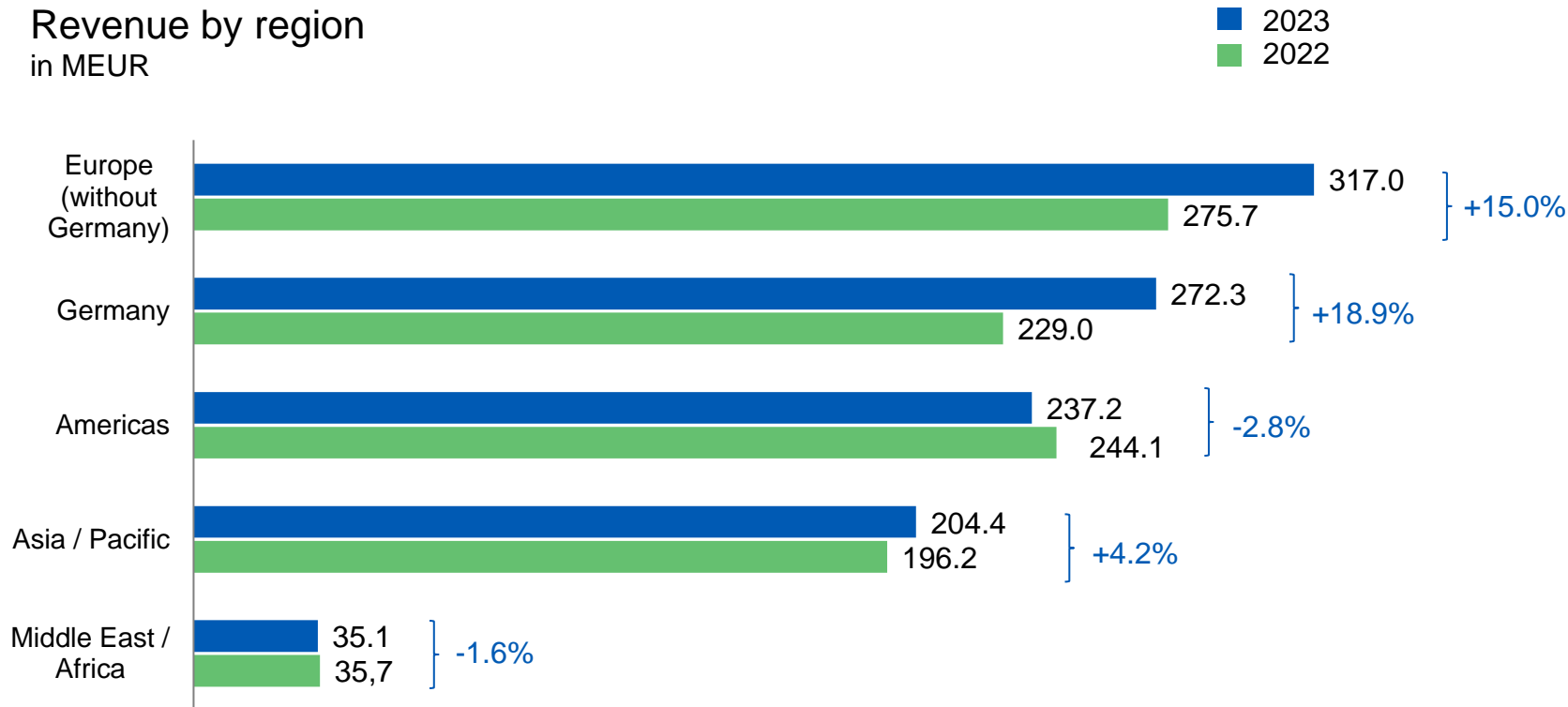
- 1** Transformation into a globally leading pure photonics player well underway
- 2** Addressing attractive markets, where Jenoptik can make a difference
- 3** Unique technological expertise and trusted development partner for our customers
- 4** Proven track record of profitable growth; multiple future growth levers
- 5** Committed to sustainability: enabling more efficiency and resource conservation

A long tradition of innovation in optoelectronics

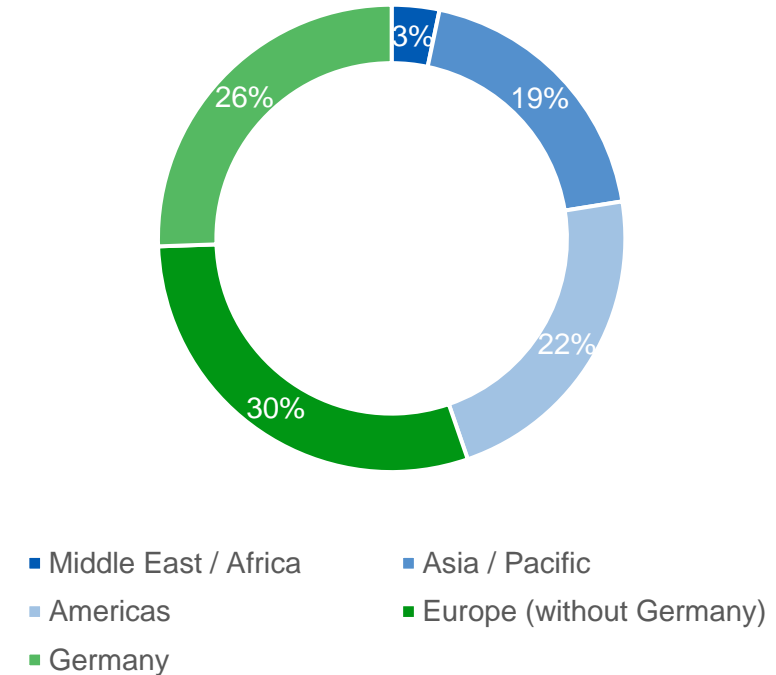


Revenue growth in particular in Germany and Europe

Revenue by region
in MEUR



Revenue by region



- Foreign revenue of 74.5% (prior year 76.7%)
- Strongest growth in Germany – due to Advanced Photonic Solutions and Non-Photonic Portfolio Companies
- Top 7 customers accounted for ~43% of revenue

Key financials 2023 of the segments

in million euros	Advanced Photonic Solutions	Smart Mobility Solutions	Non-Photonic Portfolio Companies	Group
Revenue (external)	821.2	118.8	121.1	1,066.0
EBITDA	182.6	15.3	17.6	209.6
EBITDA margin*	21.9%	12.9%	14.1%	19.7%
EBIT	132.3	9.1	-1.5*	126.3*
EBIT margin*	15.9%	7.6%	-1.2%*	11.9%*
Order intake	826.5	113.6	147.1	1,092.2
Order backlog	579.8	60.2	104.9	745.0

*based on external revenue

*incl. impairment on goodwill of HOMMEL ETAMIC

Key figures – five-year overview

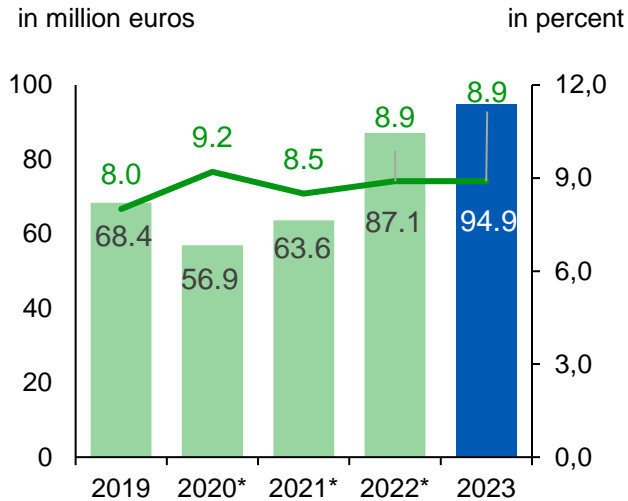
In million euros	2023	2022*	2021*	2020*	2019
Revenue	1,066.0	980.7	750.7	615.5	855.2
EBITDA	209.6	184.1	155.7 (incl. one-offs) 125.2 (excl. one-offs)	92.8	134.0
EBITDA margin (in %)	19.7	18.8	20.7 (incl. one-offs) 16.7 (excl. one-offs)	15.1	15.7
EBIT	126.3	101.9	108.1 (incl. one-offs)	47.4	88.9
EBIT margin (in %)	11.9	10.4	14.4 (incl. one-offs)	7.7	10.4
EPS (in euros)	1.27**	0.96**	1.43**	0.73**	1.18
Free cash flow (before income tax)	127.3	82.7	43.2	52.5	77.2
Net debt	423.1	479.0	541.4	201.0	-9.1
ROCE (in %)	9.6	7.9	13.4	8.2	14.7
Equity ratio (in %)	54.2	50.4	44.4**	51.5**	60.5

*Continuing operations

**Group = continuing operations plus discontinued operation VINCORION

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

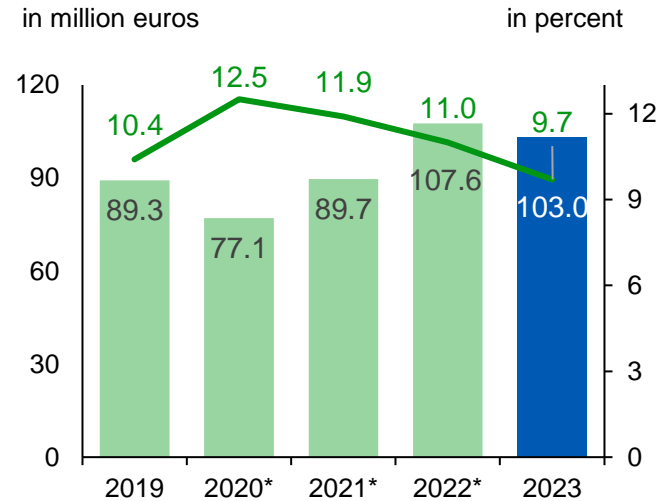
R+D output



— Ratio of R+D output to revenue

- 2023:
R+D output: 8.9% of revenue
R+D expenses: 5.7% of revenue

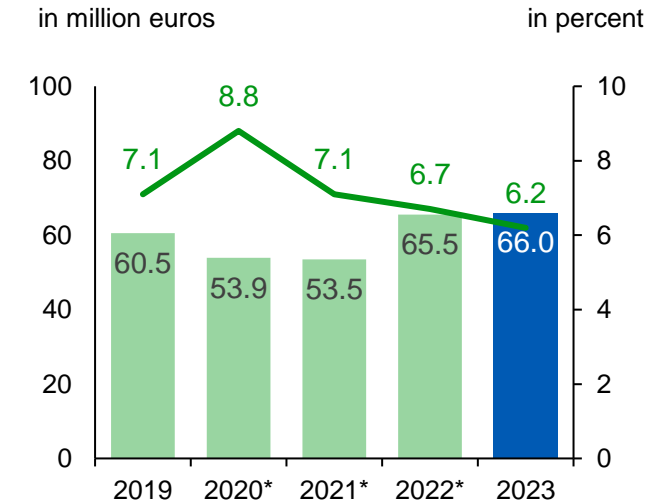
Selling expenses



— Ratio of selling expenses to revenue

- 2023: selling expenses 9.7% of revenue (prior year 11.0%)
- Jenoptik is consistently pursuing its strategy of internationalization

Administrative expenses



— Ratio of administrative expenses to revenue

- 2023: administrative expenses 6.2% of revenue (prior year 6.7%)

*Continuing operations

Acquisitions and divestments over last years

Non-organic growth initiatives (M&A)

Divestments

Hillos
VINCORION
Non-optical process metrology
Crystal growth business



Acquisitions

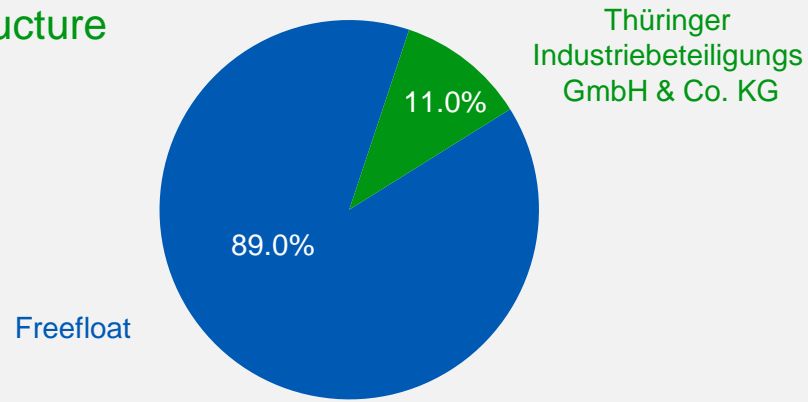


Key acquisition criteria

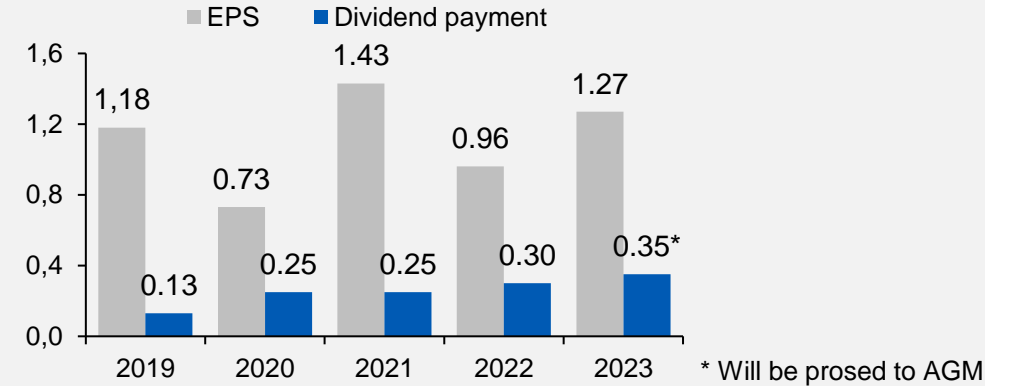
- Portfolio: Complementary technologies & regional expansion
- Market position: strong technological basis, growth opportunities
- Integration: Management capacity, cultural fit

Shareholders and dividend information

Shareholder structure



Dividend

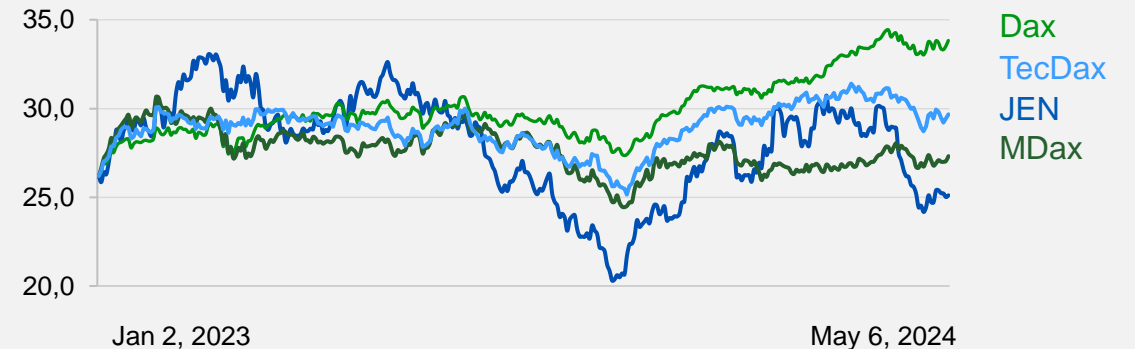


Major institutional shareholders (30.04.2024)





Fund Name	%	Shares	Region
Land Thüringen	11.00	6,296,193	Germany
Allianz Global Investors	9.99	5,717,961	Germany
DWS Investment	4.63	2,648,134	Germany
Norges Bank	3.67	2,099,814	Norway
Black Rock	3.29	1,858,637	US, Germany

Source: Voting rights notifications

Share price development



Continued focus on sustainability: non-financial targets 2022 reached

Gender Equality	Decent Work and Economic Growth	Industry, Innovation and Infrastructure	Climate Action
<p>Diversity is reflected in Jenoptik's Business Conduct Guidelines</p> 	<p>Decent working conditions, fair payment and compliance with social standards</p> 	<p>Increasing R+D supports our sustainable innovations</p> 	<p>Commitment to global climate goals and inclusion of climate protection measures</p> 
<p>Main KPI</p> <p>Diversity rate (% of managers with international background and female managers)</p> <p>2022: 30.6% 2023: 29.4% Target*: 33.0%</p>	<p>Main KPI</p> <p>Engagement score 2022: 76% 2023: 75% Target*: better than global benchmark</p> <p>CSR rate 2022: 51.4% 2023: 49.0% Target*: 50.0%</p>	<p>Main KPI</p> <p>Vitality index (revenue share of products < 3 years)</p> <p>2022: 23.7% 2023: 27.7% Target*: 25.0%</p>	<p>Main KPI</p> <p>Share of green electricity 2022: 85.4% 2023: 93.6% Target: >90.0%</p> <p>CO₂ reduction 2022: 35.9% 2023: 50.5% Target*: >55.0%</p>

* 2025

Jenoptik's sustainability ratings



MSCI
ESG RATINGS

CCC B BB BBB A **AA** AAA

12/2022 AA Rating - Top 15 percent ranked in global Electronics Components Sector







SILVER
2022
ecovadis
Sustainability Rating

11/2022 Silver Status 2022
Top Performer (59/100)

SUSTAINALYTICS
6/2022 „low risk company“

ESG: Jenoptik's photonic contribution to the SDG's

Good health and well-being	Industry innovation and infrastructure	Sustainable cities and communities	Responsible consumption and production
			
<p>Biophotonics:</p> <ul style="list-style-type: none">– Lasers for ophthalmology– Optical systems for digital imaging, real-time disease detection / medical diagnostics	<p>Optical systems for</p> <ul style="list-style-type: none">– Semiconductor equipment– Information and data transmission– Driver assistance systems and autonomous driving	<p>Traffic Safety:</p> <ul style="list-style-type: none">– 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	<p>Metrology systems support downsizing, less fuel consumption and fewer emissions</p> <p>Diode lasers/ Laser machines for efficient material processing</p>

Dates and contact



08.05.2024
14.05.2024
15.05.2024
22.05.2024
18.06.2024
09.08.2024

Q1 2024
UBS Conference, London
STIFEL Conference, Frankfurt/Main
Berenberg Conference, New York
Annual General Meeting
H1 2024



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