



**Interim report for the 1st quarter
of the financial year 2002/2003**

October 1. 2002 to December 31. 2002

Key figures

For the period from October 1 to December 31, 2002 and 2001

	2003	2002	change
Earnings data			
Total net sales	22,342	20,315	9.98%
analytical solutions	5,012	6,092	-17.73%
bioanalytical solutions	1,297	631	105.55%
project solutions	14,912	12,512	19.18%
manufacturing	1,121	1,080	3.80%
Gross profit	5,138	4,666	10.12%
Gross margin	23.00%	22.97%	
Earnings before interest, taxes and depreciation as well as amortization on property, plant and equipment and intangible assets, EBITDA	239	1,010	-76.34%
EBITDA to sales ratio	1.07%	4.97%	
Earnings before interest, taxes, depreciation and amortization, EBIT	-260	607	-142.38%
EBIT to sales ratio	1.16%	2.99%	
Earnings before taxes, EBT	-414	610	-167.87%
EBT to sales ratio	-1.85%	3.00%	
Net income/loss for the period	-383	310	-223.55%
Basic earnings/loss per share	-0.10	0.09	-211.11%
Diluted earnings/loss per share	-0.10	0.09	-211.11%
Average shares outstanding (basic)	3,822,483	3,477,213	
Average shares outstanding (diluted)	3,827,856	3,480,076	
Financial data			
Capital investment (gross)	382	410	-6.83%
Depreciation and amortization	499	403	23.82%
Personnel expenditure	3,598	3,786	-4.97%
Net cash flow	1,561	6,490	
Cash and cash equivalents at the end of the period	6,398	12,849	-50.21%
Balance sheet data			
Shareholders' equity	30,814	28,370	8.61%
Balance sheet total	55,303	64,837	-14.70%
Shareholders' equity ratio	55.72%	43.76%	
Supplementary			
Research and development expenses (gross)	1,434	708	102.54%
Number of employees (at 12/31)	390	364	7.14%
Orders on hand	99,491	21,600	360.61%
Treasury stock	27,516	31,351	

All figures in Eu'000, with the exception of amounts per share and employee

Letter to shareholders

Against a background of sustained disruption of domestic business and the threat of a war in Iraq, which is already having a perceptible influence on the world economy, we can be satisfied with fulfilling our sales and income expectations for the past first quarter.

Group sales increased to Eu22.3m and the export business showed significant expansion.

Analytik Jena consistently pursued its strategy towards a stronger export orientation. This proved to be particularly important in the current environment. The increase in the export ratio from twelve percent to almost 40 percent of sales bears testimony to our extraordinary efforts on the international markets.

Results are also within the bounds of our expectations. The cost reduction measures introduced and partially realised in the areas of personnel and manufacturing costs will come into effect in the following quarters and guide the company back to profitability.

Building on a level of orders on hand of just under Eu100m we are confident of achieving our targets for this year. Beside our planned increase in sales to approximately Eu80m, achieving our forecast of Eu0.5m to Eu1.5m in earnings before taxes will play an important role. From today's point of view we wish to retain a wide forecast range.

As you probably know as an expert on Analytik Jena, the German market continues to hold a key position for the company. Compared to the export business better gross margins can be realised domestically. The effects of significantly declining business in Germany are reflected correspondingly in the gross margin. In concrete terms for our business units, this means that the two divisions with strong margins, analytical solutions and bioanalytical solutions, did not follow the usual seasonal course with a strong sales start to the year, while the "project solutions" division made a strong contribution to sales.

Despite a stimulation of domestic business at the beginning of the new Year we do not anticipate a lasting recovery in demand and are therefore concentrating on a continued strengthening of our export business.

However, we are confident of being able to achieve our forecasts for the whole of the financial year 2002/2003 which have already been adjusted to the economic environment.

Klaus Berka
Chairman of the executive board

February 2003

Consolidated income statement

for the period from October 1 to December 31, 2002 and 2001

	3 months report	
	Q1/2003	Q1/2002
Total net sales	22,342	20,315
Cost of sales	17,204	15,649
Gross profit	5,138	4,666
Operating income/(expenses)		
Selling expenses	2,720	2,377
General administrative expenses	1,236	871
Research and development expenses	988	599
Goodwill amortization	-	6
Depreciation and amortization on property, plant and equipment and intangible assets	499	397
Operating income/(expenses)	(305)	416
Other income/(expenses)		
Interest income	96	62
Interest expenses	250	54
Other income	45	191
Expenses from associates	-	5
Earnings before income taxes and minority interest	(414)	610
Income taxes	(27)	271
Earnings before minority interest	(387)	339
Minority interest	(4)	29
Net income/(loss) for the period	(383)	310
Basic earnings/(loss) per share	(0.10)	0.09
Diluted earnings/(loss) per share	(0.10)	0.09
Average shares outstanding (basic)	3,823	3,477
Average shares outstanding (diluted)	3,828	3,480

All figures in Eu'000 except earnings per share

Consolidated balance sheet

as of December 31, 2002 and September 30, 2002

	Dec 31, 2002	Sep 30, 2002
Assets		
Current assets		
Cash and cash equivalents	6,398	4,837
Trade accounts receivable less bad debt allowances (Q1 2002/2003: 56; 2001/2002: 116)	6,706	8,748
Inventories	8,997	9,859
Amount due on manufacturing orders with credit balance	5,965	8,791
Prepaid expenses and other current assets	6,912	2,911
Total current assets	34,978	35,146
Property, plant and equipment	10,456	10,599
Intangible assets	2,952	2,926
Investment in associates	66	66
Other financial assets	170	170
Goodwill	5,099	5,099
Deferred tax assets	1,582	1,622
Total assets	55,303	55,628
Liabilities and shareholders' equity		
Current liabilities		
Short-term debt	188	66
Current portion of long-term debt	481	499
Trade accounts payable	3,073	8,785
Manufacturing orders with a debit balance	5,466	2,906
Deposits received from customers	579	381
Accrued liabilities	5,583	6,011
Other current liabilities	4,625	1,196
Deferred tax liabilities	1,089	1,156
Total current liabilities	21,084	21,000
Long-term financial debt less current maturities	2,091	2,148
Other liabilities	976	983
Pension obligations	338	333
Total liabilities	24,489	24,464
Shareholders' equity		
No-par value shares with a theoretical par value of Eu1.00 per share Authorized common stock 5,100,000 shares; issued 3,822,483 (2002: 3,822,483)	3,850	3,850
Additional paid-in capital	25,634	25,634
Changes in shareholders' equity not resulting from transaction with shareholders	66	33
Retained earnings	1,611	1,994
Less cost of treasury stock (Q1 2002/2003: 27,516 shares; 2001/2002: 27,516 shares)	(347)	(347)
Total shareholders' equity	30,814	31,164
Total liabilities and shareholders' equity	55,303	55,628

All figures in Eu'000

Consolidated cash flow statement

for the period from October 1 to December 31, 2002 and 2001

	3 months report	
	QI/2003	QI/2002
Net cash used in operating activities		
Net income/(loss) for the period before income tax and after minority interest	(410)	581
Net income/(loss) for the period after taxes	(383)	310
Reconciliation of net income/loss to net cash provided by operating activities		
Amortization of intangible assets and depreciation of property, plant and equipment	499	379
Addition to bad debt allowances	(60)	-
Increase in deferred taxes	(27)	245
Loss from associates	-	5
Changes in assets and liabilities		
Decrease in trade accounts receivable	2,102	5,044
Decrease in inventory	862	727
Increase/(decrease) in other assets	1,418	(8,674)
Increase/(decrease) in trade accounts payable	(5,710)	6,471
Decrease in accrued liabilities and other liabilities	3,177	568
Net cash provided by operating activities	1,878	5,075
Net cash provided by/(used in) investing activities		
Purchase of securities (available-for-sale and held-to-maturity)	-	(29)
Purchase of intangible assets, property, plant and equipment	(433)	(1,433)
Receipts of investment grants	-	46
Acquisition of majority interests less acquired cash and cash equivalents	-	(820)
Proceeds from disposal of intangible assets and property, plant and equipment	51	-
Net cash used in investing activities	(382)	(2,236)
Net cash provided by/(used in) financing activities		
Increase in short-term loans	122	206
Proceeds from long-term financial debt	-	4,041
Redemptions of long-term financial debt	(57)	(596)
Net cash provided by financing activities	65	3,651
Cash and cash equivalents		
Net increase in cash and cash equivalents	1,561	6,490
Effects from foreign exchange rates	-	(4)
Cash and cash equivalents at the beginning of the financial year	4,837	6,363
Cash and cash equivalents at the end of the period	6,398	12,849

All figures in Eu'000

Consolidated statement of changes in shareholders' equity

as of December 31, 2002

	Total shareholders' equity	Changes in shareholders' equity	Profit reserves and retained earnings surplus	Unrealized profits from securities	Currency translation differences due to consolidation	Changes in additional paid-in capital	Subscribed capital	Purchase of treasury stock	Issued shares of no-par value
Balance at October 1, 2001	27,659		2,871	-	-	22,138	3,500	(850)	3,439,888
Changes in shareholders' equity									
Net loss for the year	(877)	(877)	(877)	-	-	-	-	-	-
Changes in shareholders' equity not resulting from transactions with shareholders	33	33	-	-	33	-	-	-	-
Comprehensive income	(844)	(844)							
Use of treasury stock	503	503	-					503	32,596
Capital increase	3,846	3,846				3,496	350		349,999
Total changes in shareholders' equity		3,505							
Balance at September 30, 2002	31,164		1,994	-	33	25,634	3,850	(347)	3,822,483
Changes in shareholders' equity									
Net loss for the period	(383)	(383)	(383)	-	-	-	-	-	-
Changes in shareholders' equity not resulting from transactions with shareholders	33	33	-	-	33	-	-	-	-
Comprehensive income	(350)	(350)							
Use of treasury stocks			-						
Capital increase	-								
Total changes in shareholders' equity		(350)							
Balance at December 31, 2002	30,814		1,611	-	66	25,634	3,850	(347)	3,822,483

All figures in Eu'000

Report on the first three months of the financial year 2002/2003

For the period from October 1, 2002 to December 31, 2002

Operating and financial review as well as notes on Structured Quarterly Report (SQR)

I. BASES FOR CONSOLIDATED FINANCIAL STATEMENTS

The quarterly financial statements were prepared in accordance with United States generally accepted accounting principles for interim reports as well as with the principles established by the Deutsche Börse regarding Structured Quarterly Reports (SQR). These financial statements are to be considered in combination with the audited consolidated financial statements as of September 30, 2002.

All amounts in the consolidated financial statements are given – except information on the share – in thousands of euros (“Eu’000”) or in million of euros (“Eum”).

The financial year of Analytik Jena does not follow the calendar year, instead corresponds to the period from October 1 to September 30.

Consolidated entity

Besides Analytik Jena AG as parent company, the scope of fully consolidated companies according to so-called “purchase accounting” includes all subsidiaries in which Analytik Jena AG is directly or indirectly entitled to a majority of the voting rights. The increase from eight to nine in the number of the fully consolidated subsidiaries on the same period of the previous year (October 1, 2001 – December 31, 2001) relates to the French affiliated company Perichrom s.a.r.l. In the comparable period of the previous year the scope of consolidation of Analytik Jena AG included the subsidiaries AJ USA Inc., Delaware; AJ IDC Geräteentwicklungsgesellschaft mbH, Langewiesen; Analytik Forschungs- und Produktions- GmbH, Jena (since February 2002 AJ Überlingen GmbH); AJZ Engineering GmbH, Jena; AJ APS Technologies, Inc., Houston; AJ Cybertron GmbH, Berlin as well as AJ Blomesystem GmbH, Engelskirchen and AJ Italia srl in Milan.

II. NOTES ON THE CONSOLIDATED INCOME STATEMENT

Sales

In the first quarter Analytik Jena AG achieved total sales of Eu22.342m. Sales in the first three months of the new financial year thus increased by 10.0% on the same period of the previous year (previous year: Eu20.315m).

3 months report	3 months report	Change
10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
22,342	20,315	10.0 %

All figures in Eu'000

The increase in sales in the current reporting period is based primarily on a successful expansion of the export business. The drive behind international sales was all the more necessary because the company identified a serious decline in demand on the home market as early as the end of the last financial year. Until now the German market represented the main focus of sales in the business of Analytik Jena AG. In the past the sales development of Analytik Jena AG was of an extremely seasonal nature, due to the not inconsiderable dependency of the domestic equipment business of the two business units analytical solutions and bioanalytical solutions upon the budget policy of state subsidised research facilities and government funded institutions. With the regional redistribution of sales from the domestic to the foreign market, and with the current sales weighting of the project solutions division in terms of group sales, seasonality has been reduced. For this reason the company anticipates a roughly homogenous spread of group sales throughout the individual quarters.

Sales according to divisions and regions are as follows:

	3 months report	3 months report	Change
	10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
Business units			
analytical solutions	5,012	6,092	-17.7 %
bioanalytical solutions	1,297	631	105.6 %
project solutions	14,912	12,512	19.2 %
manufacturing	1,121	1,080	3.8 %
Total group sales	22,342	20,315	10.0 %
Regions			
Germany	14,184	17,867	-20.6 %
Europe	5,991	1,309	357.7 %
America	687	190	261.8 %
Asia	1,149	644	78.4 %
Other countries	331	305	8.4 %
Total group sales	22,342	20,315	10.0 %

All figures in Eu'000

The business units within the company do not fulfill the requirements for segment reporting according to SFAS 131.

Sales development according to division

In the core division analytical solutions, Analytik Jena AG achieved sales of Eu5.012m during the reporting period. In the same quarter of the previous year, the company achieved sales of Eu6.092m in this division. This 17.7% decline in sales reflects the current situation on the home market. Stronger export business through sales of the classic analytical systems in the areas of atom spectroscopy and sum parameter technology could not totally compensate falling domestic demand. Sales from this business unit account for some 22.4% of the total sales of Analytik Jena AG (previous year: 30.0%).

In the reporting period, sales in the business unit bioanalytical solutions totalling Eu1.297m (previous year: Eu0.631m) more than doubled in comparison with same period of the previous year.

The sales achievement high performance molecule spectrometer of the SPECORD series and the higher sales figures of the PHOTOCHEM® bioanalytical equipment system based on chemoluminescence made a major contribution to this increase in sales. In total, the business unit contributed approximately 5.8% to the total sales of the Analytik Jena group (previous year 3.1%).

In the reporting quarter, the largest share of sales of all business units was realised in the division project solutions at 66.7% (previous year: 61.6%). Sales by AJZ Engineering consolidated under project solutions amounted to Eu14.912m in the reporting quarter (previous year: Eu12.512m). This corresponds to an increase in sales of 19.2%. The level of orders on hand over several accounting periods realised in the business unit project solutions amounted to Eu93.110m on December 31, 2002.

In the manufacturing division sales of optical consumer products amounted to Eu1.121m in the first three months of the new financial year. That is around 3.8% more than the previous year.

Regional sales development

At Eu14.184m Analytik Jena realised around 63.5% of group sales on the home market. In the same quarter of the previous year domestic sales posted Eu17.867m, around 87.9% of total sales. The 20.6% decline in sales in this important market for the company is partially due to the common weak economic situation in Germany.

Due to the slowdown in domestic demand, compensation through a strong export business was the declared aim of the company. In the first three months of the current financial year, the successful expansion of international business already contributed with Eu8.158m to over a third to group sales (previous year: 12.1%). Analytik Jena's second largest regional market is Europe which generated 26.8% of sales, a total of Eu5.991m, as of December 31, 2002 (previous year: Eu1.309m). That represents an increase of 357.7% compared to the same period in the previous year. This development is primarily based on a further successful expansion of business activities on the Russian market.

At Eu1.149m (previous year: EUR 0.644m), sales in the Asian region almost doubled. Countries such as Japan, China, Korea and Thailand in particular contributed to this pleasing development. Moreover, due to a tense political situation between the United States and the Arabian countries, the company has registered a shift in demand to European products. Thus, in competition with the American manufacturers, more analytical equipment systems from Analytik Jena were sold in the Arabian and North African region in this quarter than ever before. Sales on the American market increased by 261.8% to Eu0.687m (previous year: Eu0.190m).

This positive development can be attributed on the ongoing establishment of the Analytik Jena brand and its competitive equipment systems on the US American market.

Gross profit

3 months report	3 months report	Change
10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
5,138	4,666	10.1 %

All figures in Eu'000

The gross profit for the group increased 10.1% on the pervious year to a total of Eu5.138m. Manufacturing costs in the first quarter of the current financial year amounted to Eu17.204m (previous year: Eu15.649m). The development of the gross margin for the group in the current reporting period was similar to the pervious year. Due to the unchanged strong sales weighting of the project solutions division with a current gross margin of around 12.5%, the manufacturing cost ratio of the remaining business units at roughly 45% is diluted to the current total margin in the group of 23.0%.

Selling expenses

3 months report	3 months report	Change
10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
2,720	2,377	14.4%

All figures in Eu'000

Selling expenses increased by Eu0.343m to Eu2.720m in the first three months. There was only a slight increase in selling expenses despite the successful tripling of sales abroad. In the quarter covered by this report they amounted to 12.2% of sales (previous year: 11.7%).

Research and development expenses

3 months report	3 months report	Change
10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
988	599	64.9%

All figures in Eu'000

Development expenses increased by 64.9% to Eu0.988m in the first quarter of the financial year 2002/2003. This was mainly due to the inclusion of the research company AJ Überlingen, which was founded in February 2002. In relation to the relevant business units analytical solutions and bioanalytical solutions, Analytik Jena applied around 15.7% of its instrument sales to research and development in this reporting period (previous year: 8.9%).

General administrative expenses

3 months report	3 months report	Change
10/01/2002 - 12/31/2002	10/01/2001 - 12/31/2001	
1,236	871	41.9%

All figures in Eu'000

The company increased expenditure on administration by 41.9% in comparison to the previous year. As at the reporting date of December 31, 2002, general administration expenses amounted to Eu1.236m. Among other things, the increase is due to the extraordinary expenses which resulted from the reduction in staff in the first quarter. In the quarter under consideration, 5.5% of total sales were used for the administration of the group (previous year: 4.3%).

Depreciation and amortization

Write-downs linked to production along with depreciation and amortisation on fixed and intangible assets totalled Eu0.499m in the reporting period (previous year: Eu0.397m).

Earnings performance

At 28.1%, operating expenses of Analytik Jena increased disproportionately to sales growth. Results of operating activities in the first quarter totalled minus Eu0.305m (previous year: Eu0.416m). In addition to the difficult sales situation on the domestic market, this also reflects the charges contained in the function costs resulting from the measures implemented to reduce costs.

Earnings before interest, taxes depreciation and amortization (EBITDA) totalled Eu0.239m in the reporting period (previous year: Eu1.010m).

Earnings before interest and taxes (EBIT) came to minus Eu0.260m in the three months of the financial year 2002/2003 (previous year: Eu0.607m).

At Eu0.154m a negative interest income was posted for the reporting period due to expenses for securing loans (Hermes guarantees), guarantee commitments and project financing (previous year: Eu0.008m).

The group's earnings before taxes (EBT) was minus Eu0.414m (previous year: Eu0.610m) and is in line with the company's expectations. With taxes of Eu0.027m and after deduction of minority interests, a loss per share of Eu0.10 (previous year: earnings per share of Eu0.09) results on the basis of the net loss for the period of Eu0.383m (previous year: net income for the period of Eu0.310m).

III. NOTES TO THE CONSOLIDATED BALANCE SHEET

Inventories

	12/31/2002	09/30/2002
Raw materials, supplies and merchandise	4,206	4,102
Work in progress	2,234	2,691
Finished products	2,557	3,066
Inventories	8,997	9,859

Total current assets as at reporting date of December 31, 2002 amounted to Eu34.978m (September 30, 2002: Eu35.146m). As at December 31, 2002, total current assets made up 63.2% of the balance sheet total.

Fixed and intangible assets

As at December 31, 2002 fixed and intangible assets totalled Eu13.408m (September 30, 2002: Eu13.525m) and made up 24.2% of the total assets of the group.

While software is reported under fixed assets, the intangible assets include distribution rights, patents, licences, industrial property rights, trademarks and other expertise and totalled Eu2.952m (September 30, 2002: Eu2.926m).

The ratio of fixed assets to current assets totalled 58.1% (September 30, 2002: 58.3%). Following the conclusion of the first quarter of the financial year 2002/2003 the group's investment intensity (fixed assets minus deferred taxes as a percentage of the balance sheet total) remains at 33.9%, the same level as that reported in the 2001/2002 annual financial statements.

Liabilities

The liabilities, which amount to Eu24.489m remain practically unchanged compared to the figure from September 30, 2002.

IV. NOTES ON THE CONSOLIDATED CASH FLOW STATEMENT

In the reporting period the company achieved positive cash flow from operating activities of Eu1.878m (previous year: 5.075m EUR) in spite of a reduction of trade payables of Eu5.710m.

Above all, this pleasing development was due to the lower utilisation of long-term production orders in the project solutions division.

The company's cash outflow from investment activities of Eu0.382m in the first three months of the new financial year was largely dominated by Eu0.433m of investments in intangibles and material assets (previous year: 2.236m EUR).

Cash flow from financing activities totalled Eu0.065m (previous year: Eu3.651m) and was characterised in the first quarter by the payment of Eu0.057m for the repayment of long-term financial liabilities and the increase of Eu0.122m in short-term loans.

Liquid funds as at December 31, 2002 amount to a total of Eu6.398m (previous year: Eu12.849m). In comparison to the beginning of the financial year (October 1, 2002) the liquid funds have thus increased by Eu1.561m.

V. ADDITIONAL INFORMATION

Events after the reporting date

With effect from January 1, 2003 the two subsidiaries with headquarters in the USA – AJ APS Technologies Inc. and AJ USA Inc. – have merged to form one company. The new subsidiary continues to bear the name of AJ USA and has its headquarters in Houston/Texas. The optimisation of the location structure and the bundling of forces at associate companies and subsidiaries are considered to have a positive effect on the streamlining of administration within the group.

After the reporting date of December 31, 2002 no significant events or incidents that influence the view of the status of the company as presented in this interim report have occurred.

Level of orders on hand

The level of orders on hand in the group across all divisions amounts to Eu99,491m as at the end of the first quarter (previous year: Eu21,600m).

Human resources

At the reporting date December 31, 2002 the group had a total of 390 employees plus 32 trainees (previous year: 364 employees and 30 trainees). The increase in the number of employees is mainly due to organic growth and the consolidation of Perichrom s.a.r.l.

Treasury stock

The company purchased no further company shares in the first quarter of the new financial year. As at the reporting date of December 31, 2002 Analytik Jena continues to hold 27,516 shares of treasury stock.

Director's holdings – shares and stock options held by the executive board and supervisory board

As at December 31, 2002 the members of the executive board held 1,464,500 shares (December 31, 2001: 1,466, 883) and 48,500 options (December 31, 2001: 57,500) on shares of Analytik Jena AG. The shareholdings of members of the supervisory board amounted to 5,832 shares as at December 31, 2002 (December 31, 2001: 5,832). The distribution of the shares and options between the individual members of the supervisory board and executive board as at December 31, 2002 can be seen from the following table:

Shares held as of December 31, 2002	Shares	Options
Executive board		
Klaus Berka	732,250	24,500
Jens Adomat	732,250	24,000
Supervisory board		
Alexander von Witzleben	2,083	-
Prof. Dr. Manfred Grün	1,666	-
Dr. Nikolaus Reinhuber	2,083	-

VI. OUTLOOK

Dear shareholders, ladies and gentlemen,

In spite of the difficult environment we anticipate a well balanced result for the first six months of the year on the basis of the measures we have initiated to stabilize costs and in connection with the continuing success and growth of our export business.

The present orders situation at all of our business units justifies this optimistic statement. In connection with the cost cutting measures, which had already been initiated at the end of the last financial year and in the last quarter the executive board has laid the foundations for a positive result for the year as a whole. However, the amount of this result is largely dependent upon the further economic development of the company's home market of Germany.

COMPANY CALENDAR

Feb 26	Interim report for 3 months	Jena
Mar 20	Annual general meeting	Jena
May 28	Interim report for 6 months	Jena
Aug 27	Interim report for 9 months	Jena
Dec 17	preliminary figures for the financial year 2002/2003	Jena
Dec 30	Annual report for the financial year 2002/2003	Frankfurt/ Berlin/Jena

* These dates may be subject to change at short notice. The up to date version of the company calendar is available on the company's internet site.

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