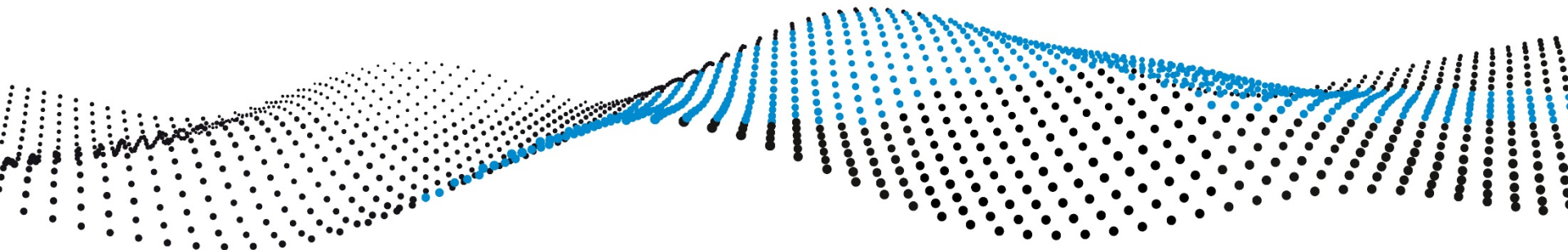


# Annual Press Conference

17 December 2020

Video Call



\*Focus: Digitalization at ZEISS

**Dr. Karl Lamprecht**  
President & CEO

**Dr. Christian Müller**  
Chief Financial Officer

All documents available for download:  
**[www.zeiss.com/pressconference](http://www.zeiss.com/pressconference)**



**Dr. Karl Lamprecht**  
President & CEO



**Dr. Christian Müller**  
Chief Financial Officer



### **Safety**

#### Protecting employees

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Protecting employees' health and safety

Implementing comprehensive preventive measures

Creating awareness and understanding



### **Continuity**

#### Supporting customers

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Continuing business operations



### **Stability**

#### Managing the impact

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Combating the economic impact of the pandemic on the company as much as possible



### **Recovery**

#### Utilizing opportunities

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Utilizing market opportunities that arise from the current changes



Revenue

**6,297m****-2%**

Incoming orders

**6,814m****+4%**

EBIT

**922m****-141m**

Consolidated profit

**616m****-132m**

EVA

**444m****-186m**

Employees

**32,201****+3%**

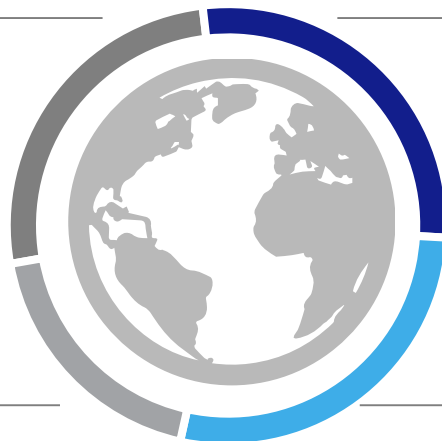
As of 30 September 2020  
All figures in euros. Employee headcount.

2019/20

Cooperations

**1,633m**

+10%



EMEA

**1,746m**

-7%

of which Germany

**588m**

-6%

APAC

**1,738m**

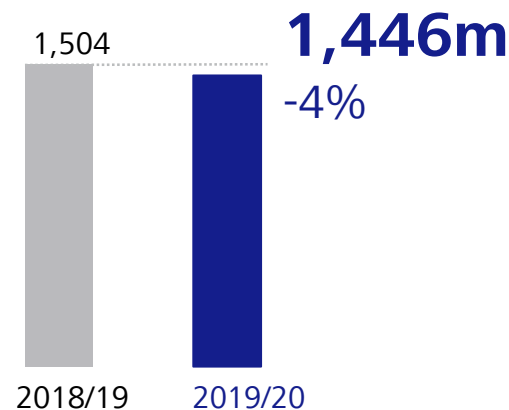
+1%

Americas

**1,180m**

-12%

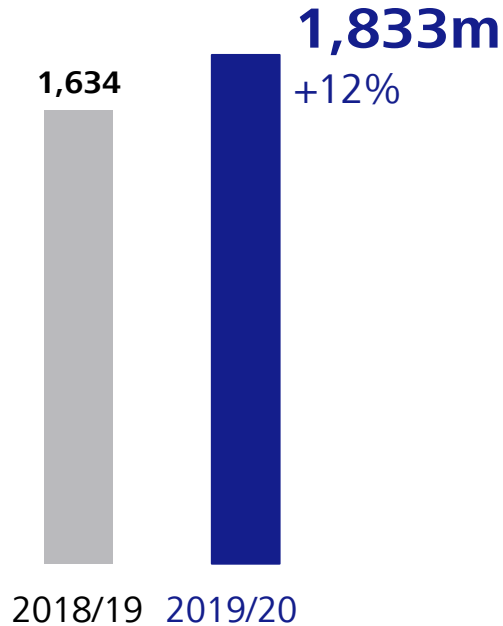
## Revenue trend Direct business in RDEs



Around 90 percent of revenue  
generated outside Germany

## Revenue

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## Fiscal year 2019/20

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12 percent growth meant new revenue record and contributed to the ZEISS Group's good result

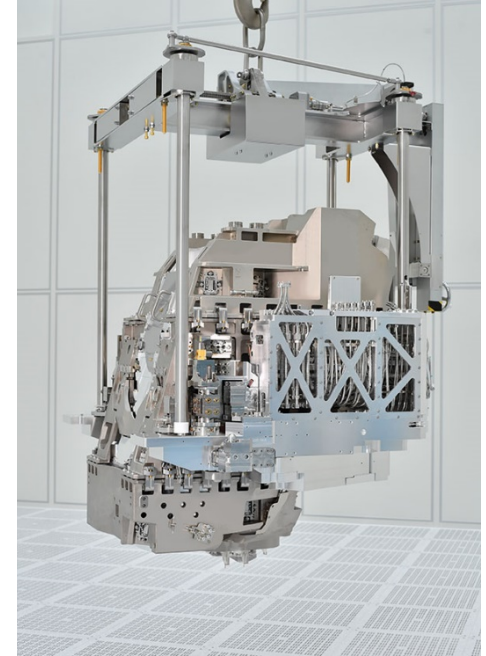
Continued strong demand for EUV and DUV lithography systems

EUV technology in current generation of smartphones

## Outlook

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Healthy order intake and order backlog lay a solid foundation for new fiscal year





From left to right: German Federal President Frank-Walter Steinmeier, Dr. Michael Kösters, TRUMPF Lasersystems for Semiconductor Manufacturing, Dr. Peter Kürz, ZEISS SMT segment, and Dr. Sergiy Yulin, Fraunhofer Institute for Applied Optics and Precision Engineering (IOF)  
© Deutscher Zukunftspreis/Bildschön

## Winner German Future Prize 2020 "EUV lithography – new light for the digital age"

2020 Award Winners

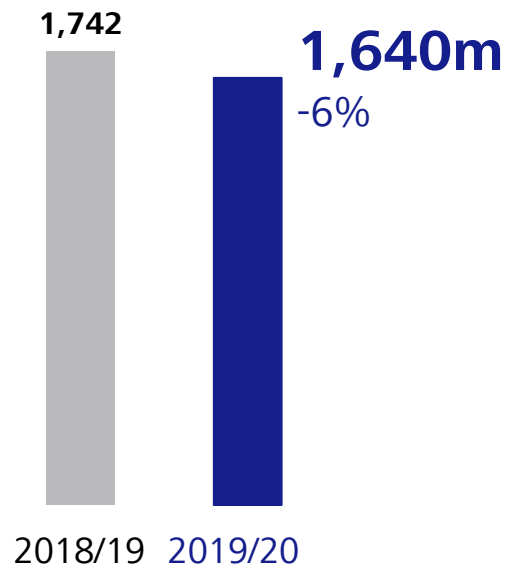
**GERMAN FUTURE PRIZE**  
The Federal President's Award  
for Innovation and Technology



**DEUTSCHER ZUKUNFTSPREIS**  
Preis des Bundespräsidenten  
für Technik und Innovation

## Revenue

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## Fiscal year 2019/20

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Industrial metrology business affected considerably; pandemic intensifying structural and technological transformation in automotive industry

Decline in aerospace market as well

Optical 3D measuring technology at prior year's level

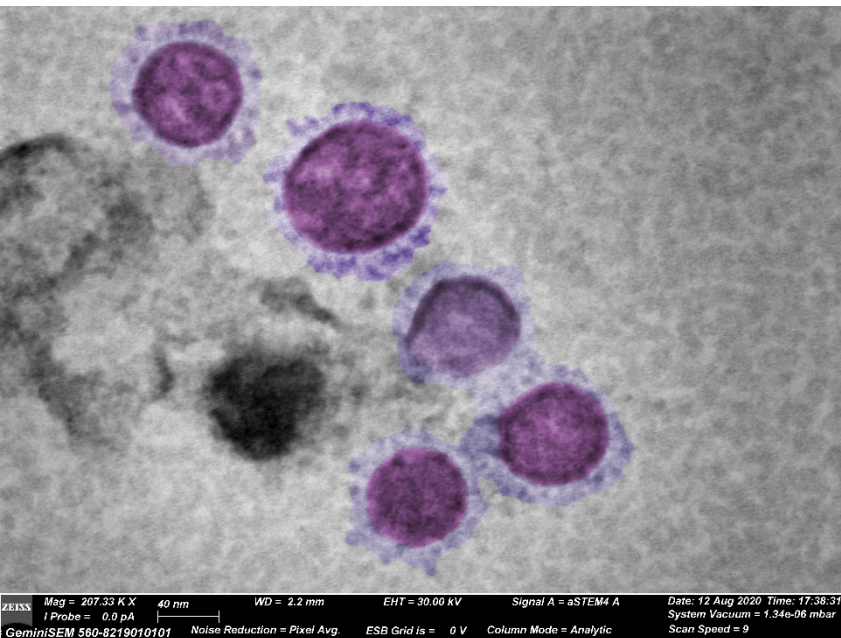
Microscopy solutions business fell slightly

## Outlook

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Customer portfolio expanded to include alternative drive system technology





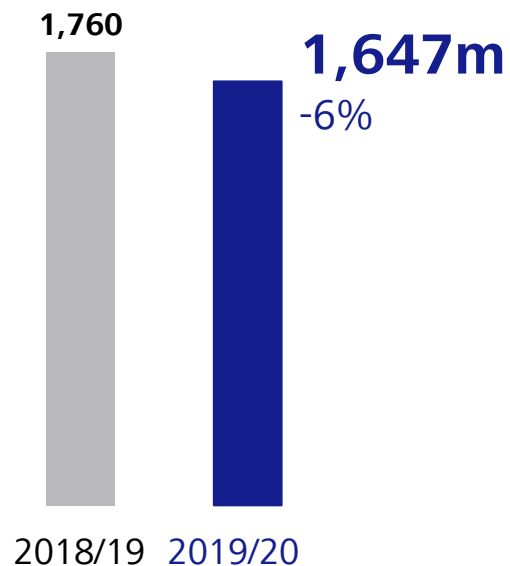
## Coronavirus research

The coronavirus, enhanced with artificial dye, captured using a ZEISS GeminiSEM 560, aSTEM detector.

Used with permission of Matthew Hannah, Virus Reference Department, Public Health England, UK

## Revenue

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Not identical to the Carl Zeiss Meditec Group

## Fiscal year 2019/20

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Stable development overall for consumables, implants and services  
limited decline in revenue

Increased interest in telehealth and remote solutions like ZEISS CONVIVO

## Outlook

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Return to growth tentatively expected in fiscal year 2020/21





From left to right: Dr.-Ing. Michelangelo Masini, Prof. Dr. med. Andreas Raabe and Frank Seitzinger  
© Deutscher Zukunftspreis/Ansgar Pudenz

## Nomination German Future Prize 2020

Improving treatment through robotics and multi-layered augmentation

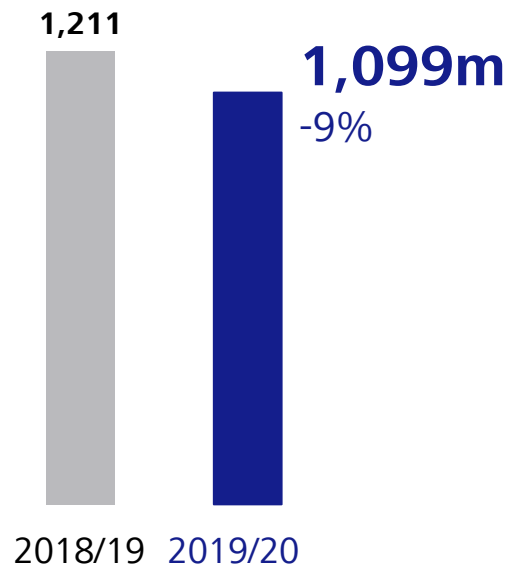
Nominee 2020  
Circle of Excellence



**DEUTSCHER ZUKUNFTSPREIS**  
Preis des Bundespräsidenten  
für Technik und Innovation

## Revenue

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## Fiscal year 2019/20

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Significant recovery in eyeglass market after easing of first global lockdown

Growth driver in eye care business was China



## Outlook

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Products and services for digital age provide momentum for new fiscal year

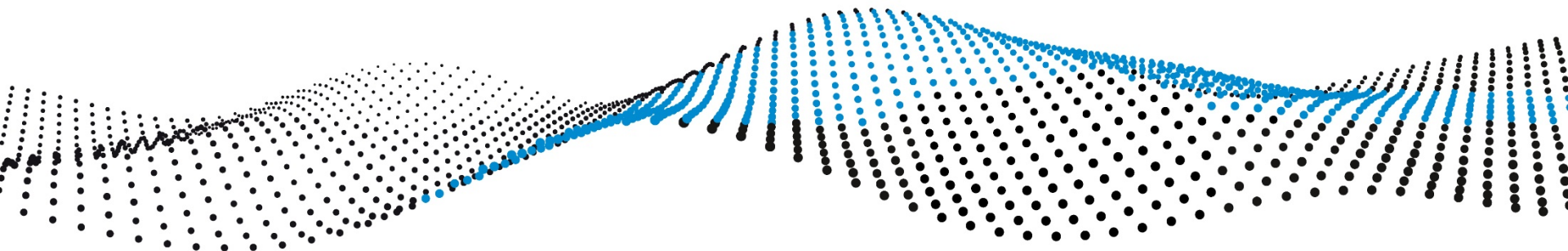




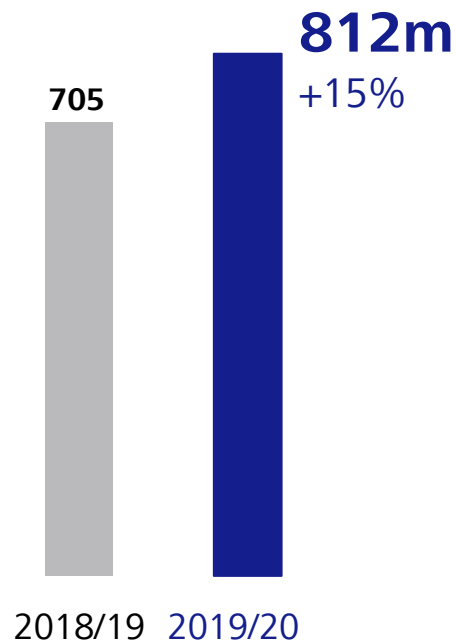
## ZEISS VISUFIT

Future-ready technology for the digital consumer journey





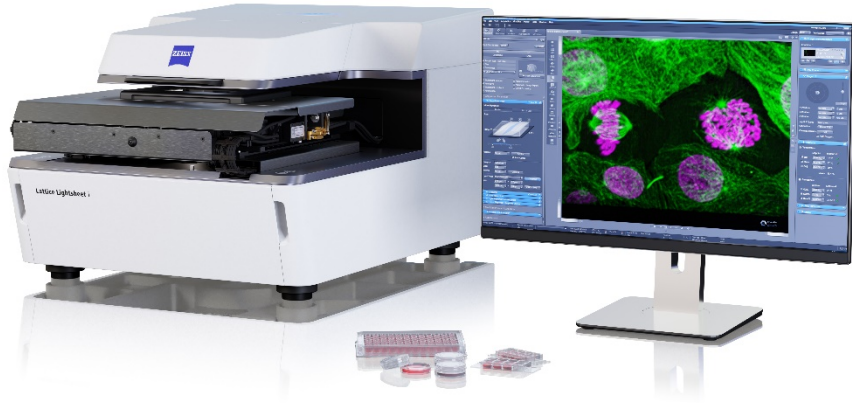
## R&D expenditures



## Fiscal year 2019/20

R&D expenditures totaled 13 percent of revenue to bolster innovative strength

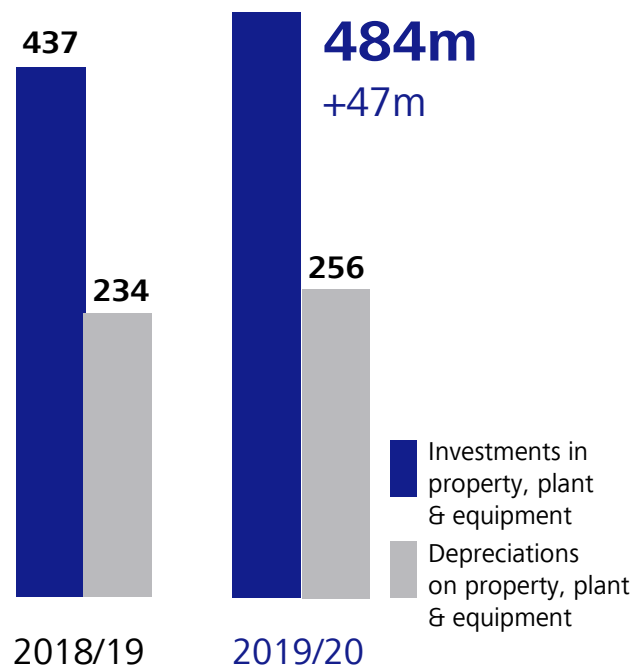




## ZEISS Lattice Lightsheet 7

A unique illumination principle enables cell observation over extended periods of time

## Investments in property, plant & equipment



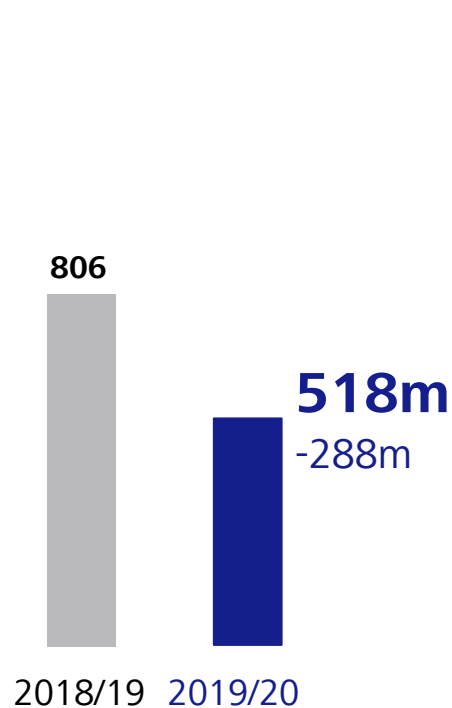
## Fiscal year 2019/20

Investments increased – sustainability becoming more important

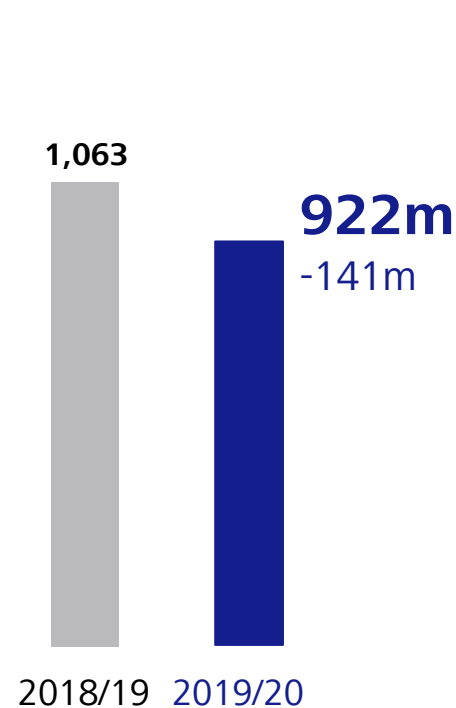


ZEISS high-tech site in Dublin, USA

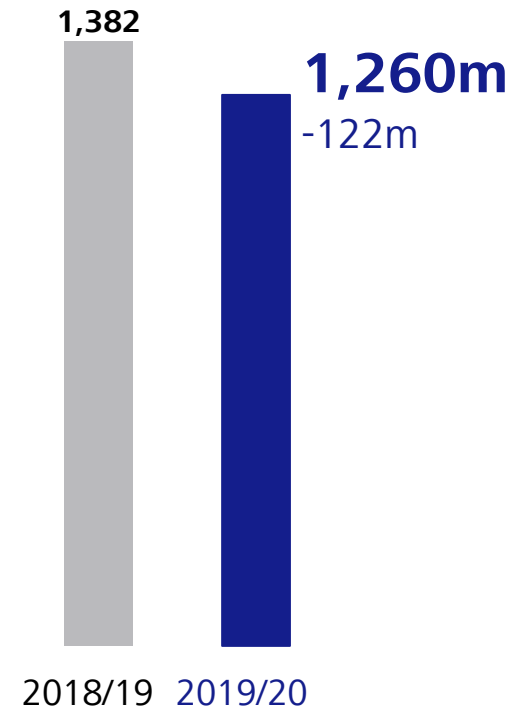
## Free cash flow



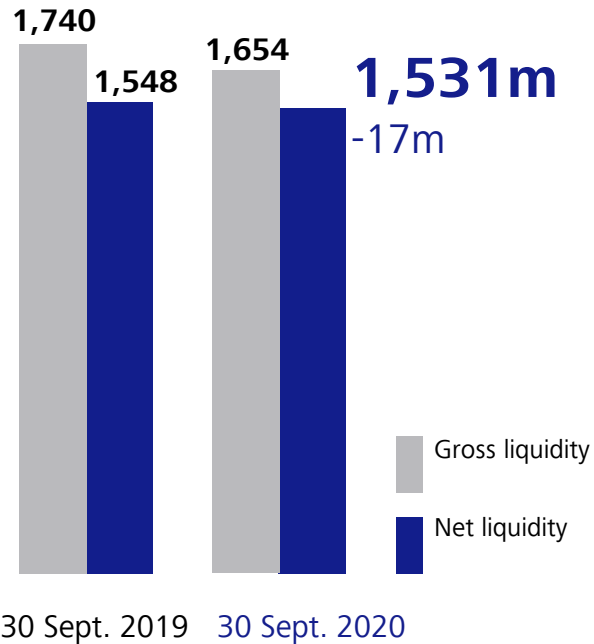
## EBIT



## EBITDA



## Gross and net liquidity

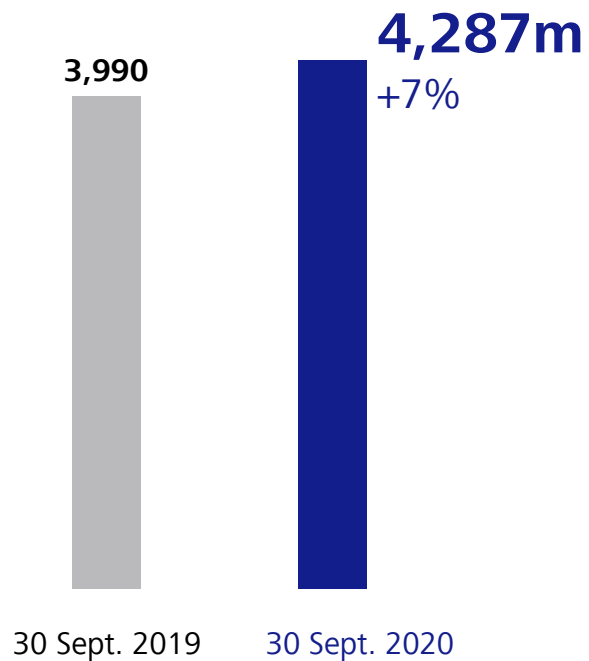


## Fiscal year 2019/20

Consistent cost management as part of resilience measures

## Equity

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## Fiscal year 2019/20

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Equity ratio at 47 percent



- **Overall, good end to fiscal year**
- **Pandemic had minimal impact thanks to portfolio and global positioning**
- **Portfolio aligned with megatrends**



## Economy

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General recovery on the markets expected

Uncertainties:

- Significant risks in global trade remain
- Global impact of COVID-19 pandemic



## Measures

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Safety, continuity, stability, recovery

Continuation of resilience measures

Maintaining innovative strength

New ZEISS Agenda 2025



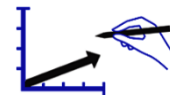
## Opportunities

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Balanced portfolio aligned with megatrends and global positioning

Further opportunities with digital solutions and remote services

Increasing research expenditures globally for life sciences, diagnostics and pharmaceutical industry



## Forecast

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Forecast dependent on progression of pandemic

ZEISS is cautiously optimistic that it will see a slight increase in revenue in fiscal year 2020/21

175  
years



If you have any questions, please do not hesitate to contact us.

**Jörg Nitschke**

ZEISS Group

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Seeing beyond