

Annual Press Conference

14 December 2022



Dr. Karl Lamprecht
President and CEO

Dr. Christian Müller
Chief Financial Officer

A close-up, high-resolution photograph of a human eye. The iris is a light blue color with a complex, fibrous texture. The pupil is dark and appears to have a small, bright yellowish-white light source in the center, giving it a glowing effect. The eyelashes are long and dark, framing the eye. The skin around the eye is a natural skin tone.

**Challenge the limits
of imagination**

Changes to the Executive Board



Executive Board
of Carl Zeiss AG



Sven Hermann
Head of the Consumer Markets
segment¹

Dr. Markus Weber
Head of the Medical Technology
segment¹

Dr. Christian Müller
Chief Financial Officer

Susan-Stefanie Breitkopf
Chief Transformation Officer²

Dr. Karl Lamprecht
President and CEO

Dr. Jochen Peter
Head of the
Industrial Quality & Research
segment

Andreas Pecher
Head of the Semiconductor
Manufacturing Technology
segment¹

¹from 1 January 2022
²from 1 July 2022

1 January 2022:

Dr. Markus Weber, Member of the Executive Board with responsibility for the ZEISS Medical Technology segment

Andreas Pecher, Member of the Executive Board with responsibility for the ZEISS Semiconductor Manufacturing Technology segment

1 July 2022:

Susan-Stefanie Breitkopf, Member of the Executive Board/Chief Transformation Officer

Sven Hermann, Member of the Executive Board with responsibility for the ZEISS Consumer Markets segment

Revenue

8,754 m

+16%

Order intake

10,664 m

+19%

EBIT

1,588 m

+109 m

Consolidated profit/loss

1,155 m

+108 m

EVA

862 m

+44 m

Employees

38,770

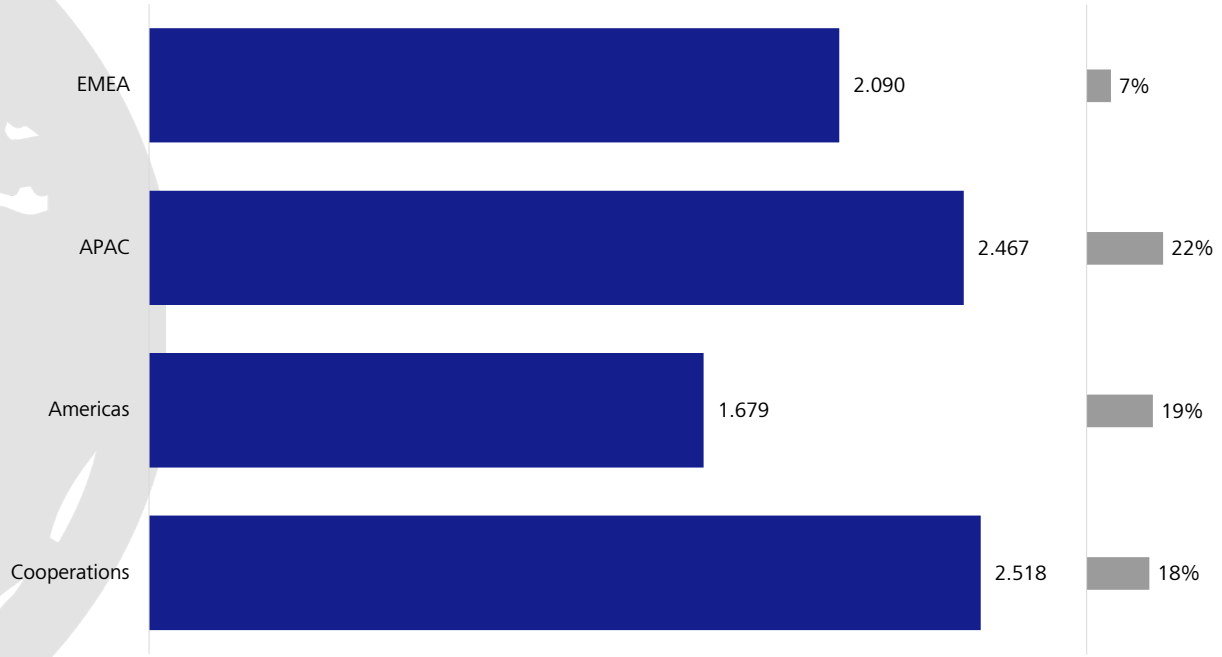
+10%

ZEISS Group

Global revenue distribution

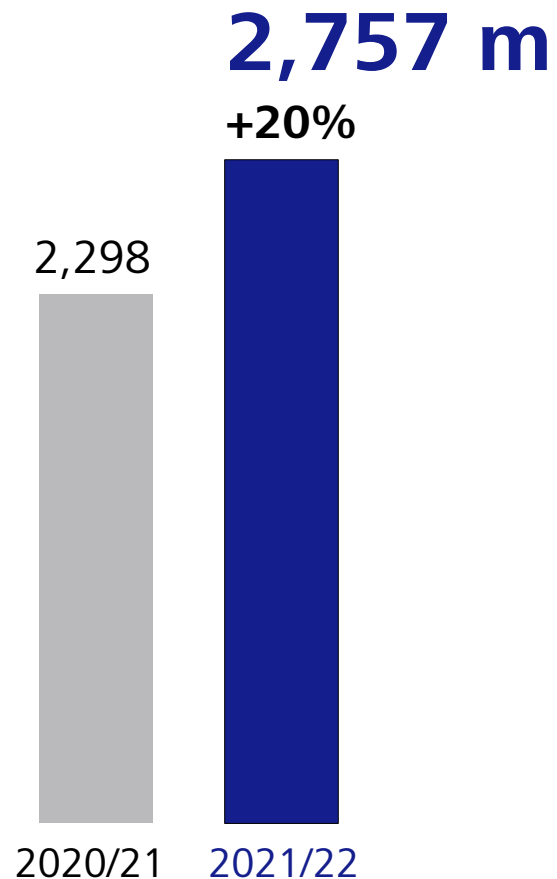


2021/22



ZEISS Group excluding cooperations

Revenue



Fiscal year 2021/22

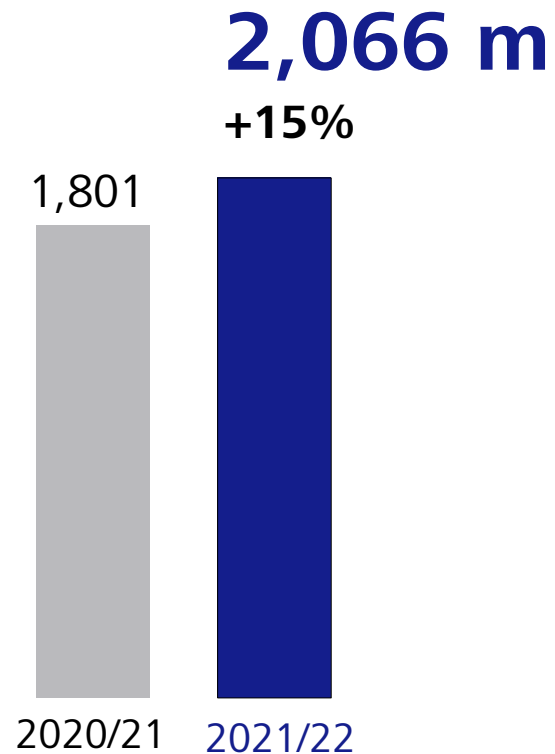
- Another all-time record in revenue
- Strong demand for EUV and DUV lithography systems
- High investment in infrastructure and headcount increase in production and development
- Focus: development and production of next-generation EUV lithography (with ASML) and capacity build-up to meet strong customer demand

Outlook

- Growth in semiconductor equipment market normalizes
- Sustained strong demand for EUV and DUV lithography systems
- SMT investment and development volume at record level
- Worldwide: impact of global economic development and readiness to invest uncertain



Revenue

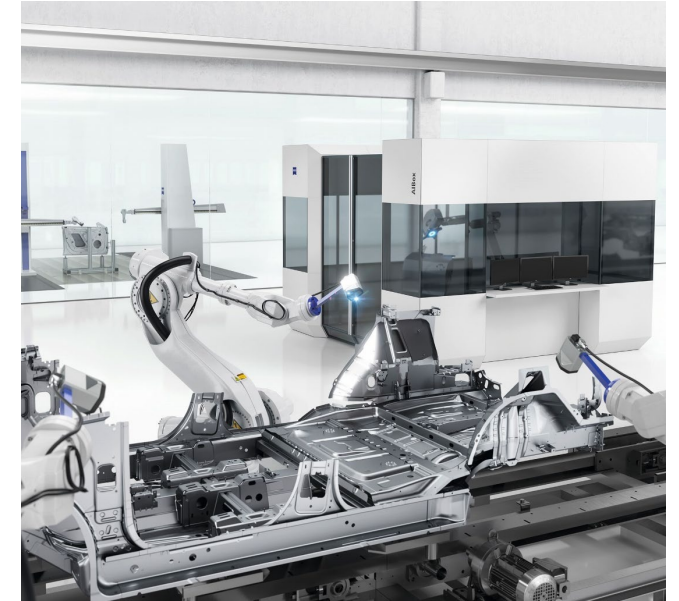


Fiscal year 2021/22

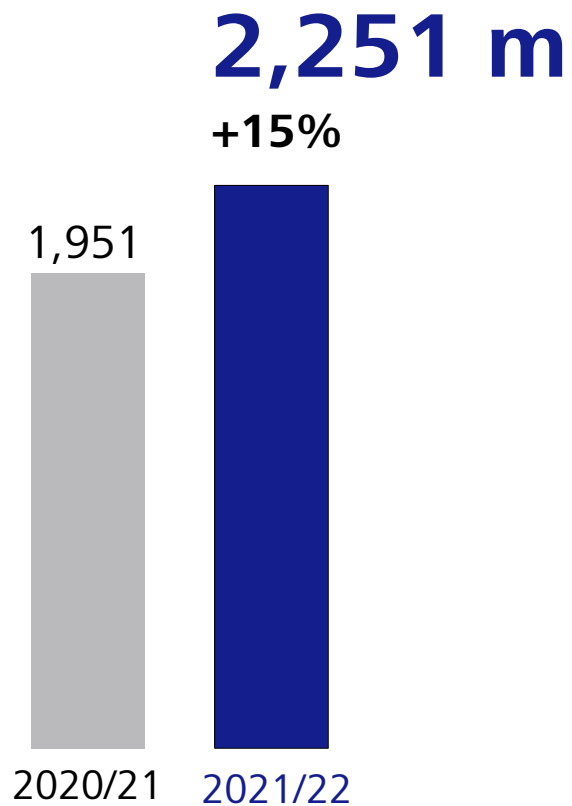
- Strong upturn in orders and revenue
- Both microscopy solutions business and solutions for industrial quality assurance made a positive contribution
- High investment by the automotive industry in alternative drive technologies
- Business with microscopy systems for research, science and industry as well as service business increases

Outlook

- High order backlog means a good start to the new fiscal year is anticipated
- Uncertain market situation, but potential in new customer segments
- Risks due to increased factor cost increases (e.g. energy, materials, etc.)



Revenue



Not identical to the Carl Zeiss Meditec Group

Fiscal year 2021/22

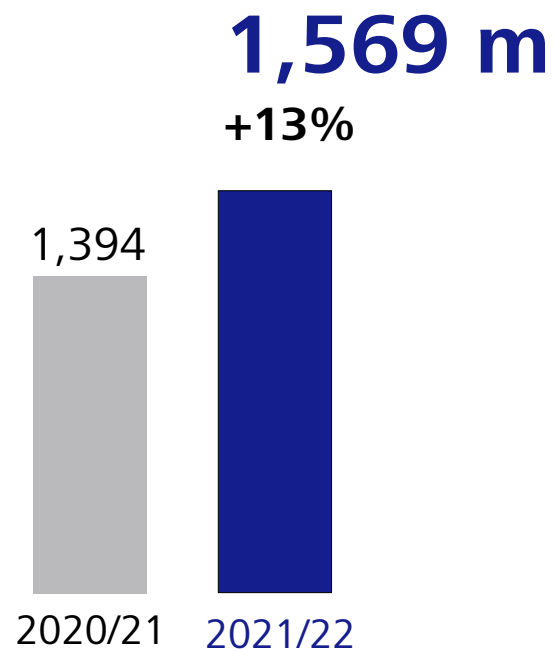
- Significant growth in revenue
- Further growth in business despite strained supply chains
- Positive development of product mix with high proportion of consumables and recurring revenues
- Strong demand leads to high order intake in equipment business
- Investments in future technologies, e.g. via acquisitions, shareholdings and partnerships

Outlook

- Further market growth expected despite geopolitical risks and increasingly difficult macroeconomic environment



Revenue



Fiscal year 2021/22

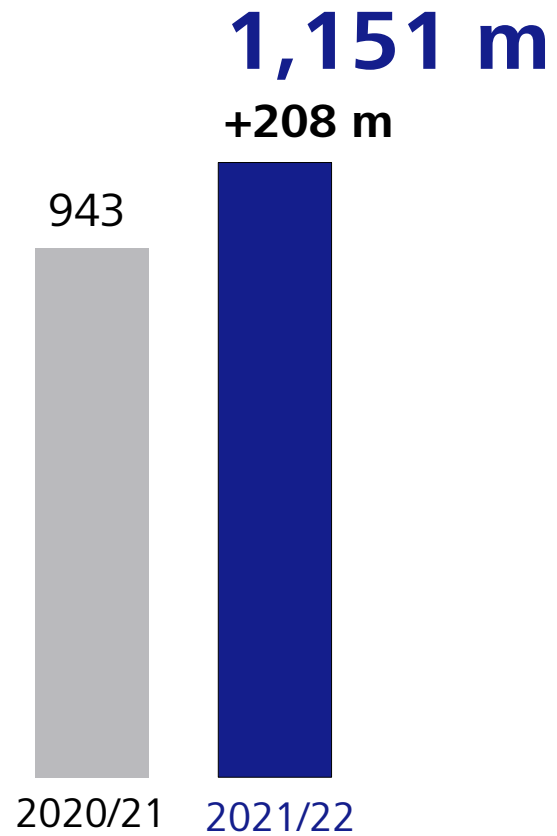
- Growth in all regions
- Ophthalmology saw growth in innovations for ZEISS branded eyeglass lenses and digital products
- Sales of hunting optics and nature observation develop positively driven by new products
- Expansion of strategic partnership with market share gains in the premium segment

Outlook

- Digital products and services provide impetus for new fiscal year
- Stable long-term growth outlook despite persistently difficult consumer climate
- Growth primarily in the APAC and LATAM regions



R&D expenditures



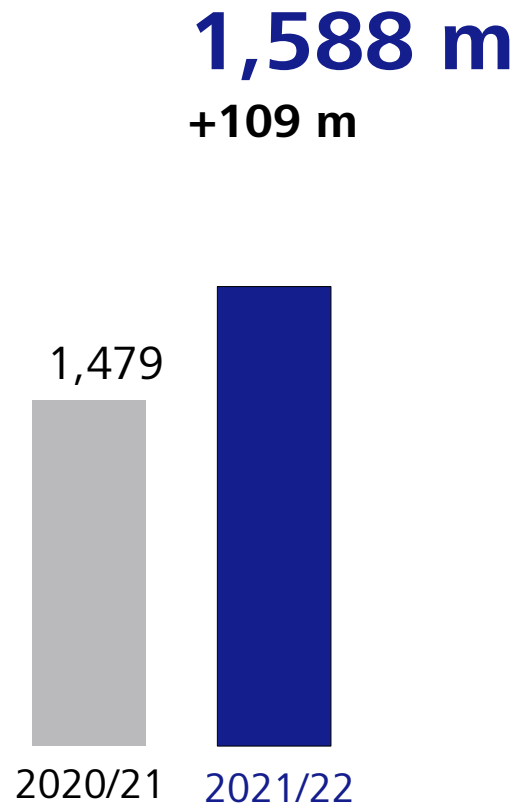
Fiscal year 2021/22

R&D expenditures totaled 13% of revenue.
At 1,151 million euros, they reached a new high.

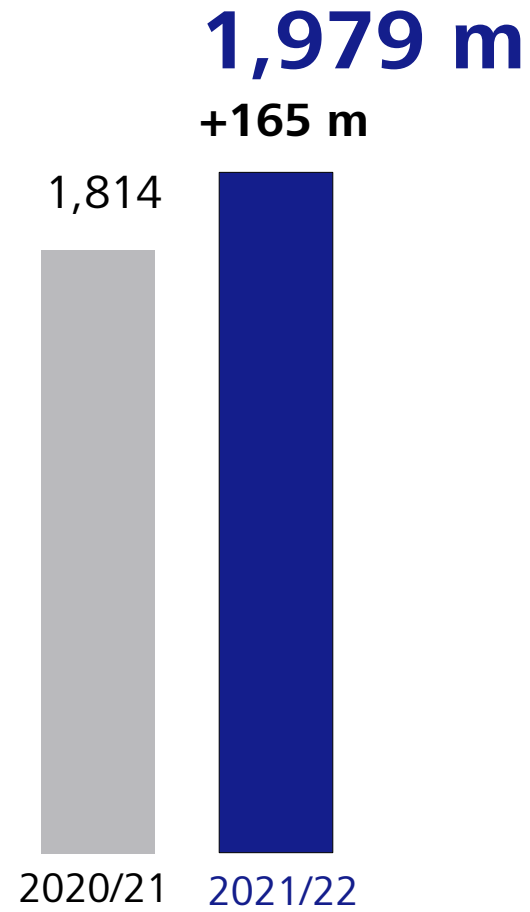


The ZEISS Innovation Hub @ KIT on the campus of the Karlsruhe Institute of Technology (KIT)

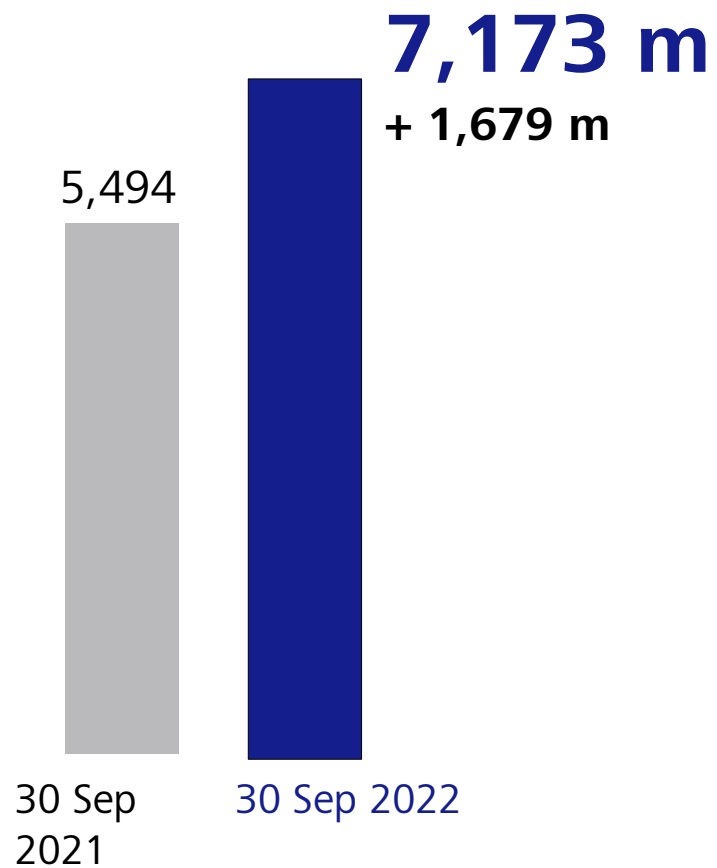
EBIT



EBITDA



Equity



Fiscal year 2021/22

Equity ratio at 55 percent



Fiscal year
completed successfully



Growth
in all four ZEISS segments



Focused investment strategy
expansion of infrastructure worldwide



Investing in the future,
high expenditure on R&D



Digitalization
strategy aligned with megatrends



Sustainability
focus areas anchored in the
corporate strategy



Economy

- Geopolitical and macroeconomic conditions are characterized by a high degree of uncertainty
- Strong impact on global economic cycles



Measures

- Focused investment strategy
- Professional supply management to reduce risks
- Expansion of innovative strength through high expenditure in R&D
- Focus on promising fields of innovation



Opportunities

- Balanced portfolio aligned with megatrends
- Global focus
- Additional opportunities through digital transformation
- Increasing research expenditures globally on life sciences, diagnostics and pharmacology



Forecast

- Positive outlook for business development
- EBIT margin of around 15%

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

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All documents available for download:

www.zeiss.com/pressconference



Seeing beyond