

Annual Press Conference 2023

19 December 2023



Dr. Karl Lamprecht
President and CEO

A close-up photograph of a human eye. The iris is a vibrant blue color with a glowing effect. In the center of the pupil, there is a small, bright yellow and white light source. The text "Challenge the limits of imagination" is overlaid on the eye in white, enclosed in blue brackets.

**Challenge the limits
of imagination**

Changes to the Executive Board



30 September 2023:

Dr. Christian Müller stepped down from the Executive Board of Carl Zeiss AG at his own request.

1 January 2024:

The Supervisory Board of Carl Zeiss AG has appointed **Stefan Müller** as the new Chief Financial Officer (CFO) of Carl Zeiss AG effective 1 January 2024.

Dr. Karl Lamprecht, President & CEO of Carl Zeiss AG, has assumed the responsibilities of CFO from 1 October 2023 on an interim basis.

Stefan Müller wird neuer Finanzvorstand der Carl Zeiss AG



Stefan Müller, derzeitiger Finanzvorstand der Paul Hartmann AG und früheres Mitglied der ZEISS Spartenleitung Industry Quality & Research, übernimmt zum 1. Januar 2024 die Position des Finanzvorstands der Carl Zeiss AG.

ZEISS Group

Fiscal year 2022/23 at a glance



Revenue

10,108 m

+15%

Order intake

10,834 m

+2%

EBIT

1,686 m

+98 million

Consolidated profit/loss

1,257 m

+102 million

EVA

793 m

-68 million

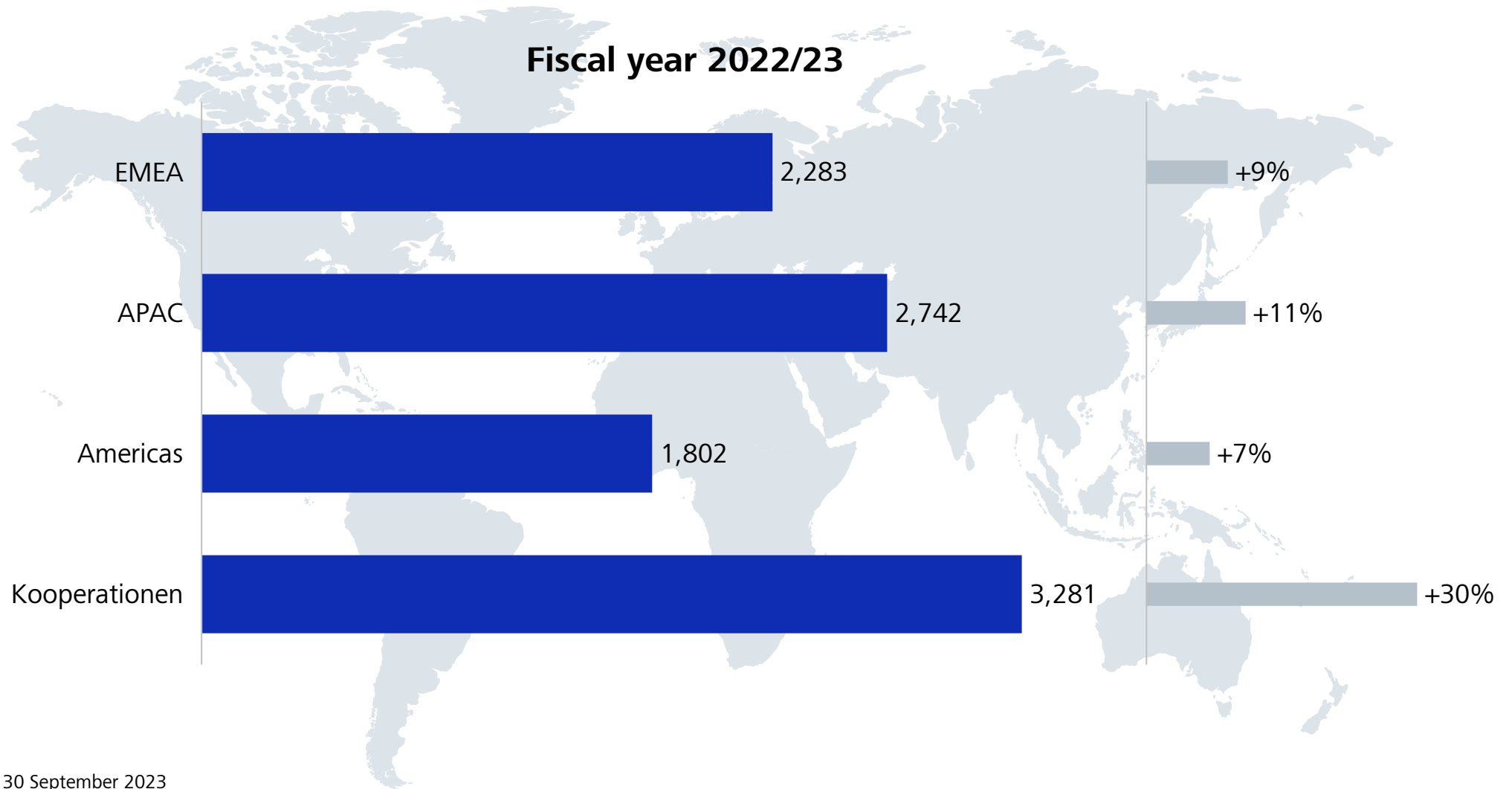
employees

42,992

+11%

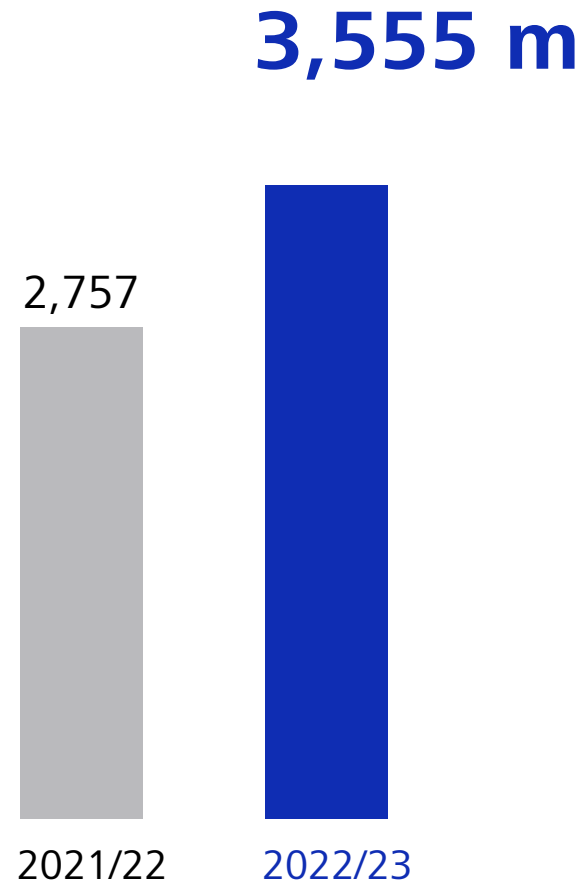
Balance sheet date: 30 September 2023

All figures in euros. Headcount.



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Revenue



Fiscal year 2022/23

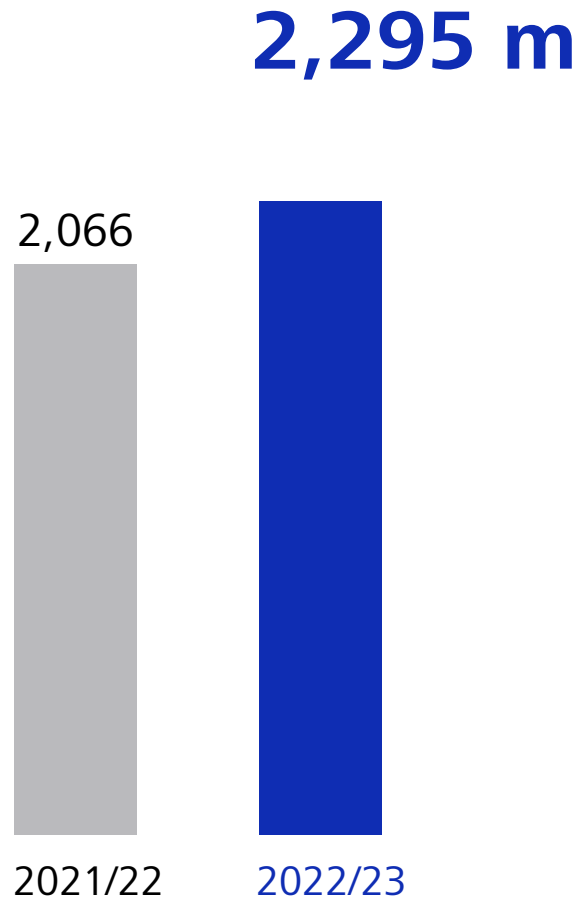
- very good revenue growth
- Segment remains on course for growth despite fluctuations in the semiconductor market
- Violet (DUV) High demand for lithography optics, particularly in the deep ultraviolet area (DUV)

Outlook

- Expected long-term growth impetus despite uncertain global economic situation, in particular due to accelerated global digitalization
- Long-term growth drivers of the semiconductor industry remain intact despite cyclical fluctuations in the market
- Healthy order intake and order backlog lay a solid foundation for fiscal year 2023/24



Revenue



Fiscal year 2022/23

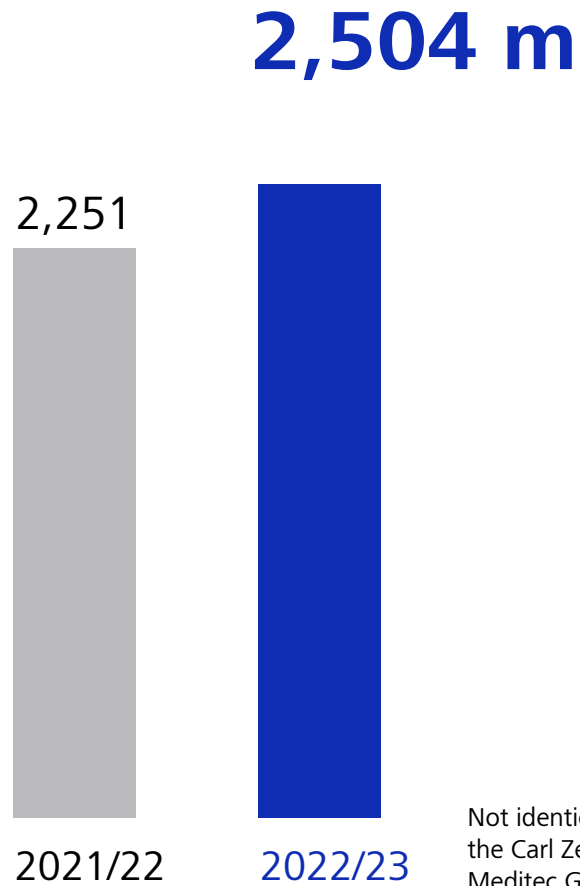
- Significant growth in revenue
- Microscopy solutions business and solutions for industrial quality assurance made a positive contribution
- High investment driven by the automotive industry in alternative drive technologies
- Business with microscopy systems for research and science increases

Outlook on way forward

- Flat or cautiously positive development for fiscal year 2023/24 expected
- Growth is expected as a result of forward-looking projects in energy technology and electromobility
- Additional positive impulses for the industrial application of microscopes and government subsidies for research in life sciences



Revenue



Not identical to
the Carl Zeiss
Meditec Group

Fiscal year 2022/23

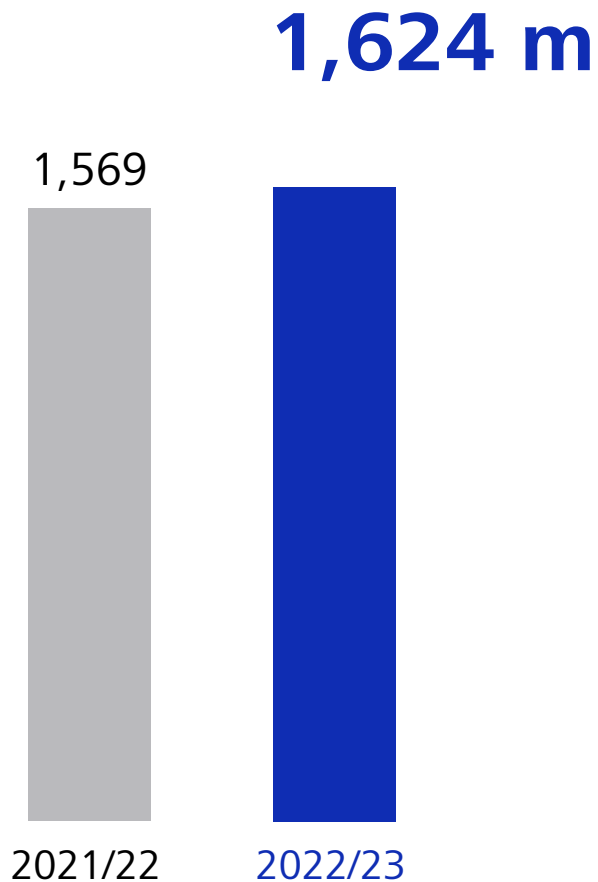
- Significant growth in revenue
- Market share expanded
- Stabilization of supply chains
- Order backlog has been reduced and deliveries accelerated

Outlook

- Strategic investments with consideration for resources and risks
- The business environment has become increasingly challenging
- Growth drivers are demographic development and population growth
- Continuous structural optimization of the division as a basis for further growth



Revenue



Fiscal year 2022/23

- Stable growth despite the difficult market environment
- Ophthalmology saw growth in innovations in ZEISS branded eyeglass lenses and digital products
- Global consumer products business impacted by inflation and subdued consumer climate
- New product categories for hunting optics and nature observation through innovations and expansion of the portfolio

Outlook

- Stable global growth still expected despite volatile consumer climate
- Consumer behavior will continue to change due to digital offerings



R&D expenditures

1,545 m

1,151



2021/22

2022/23

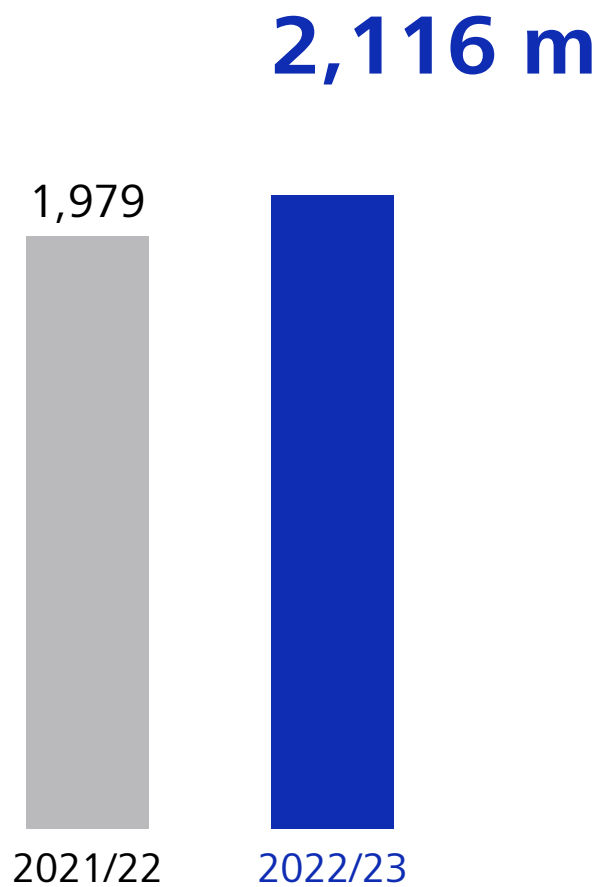
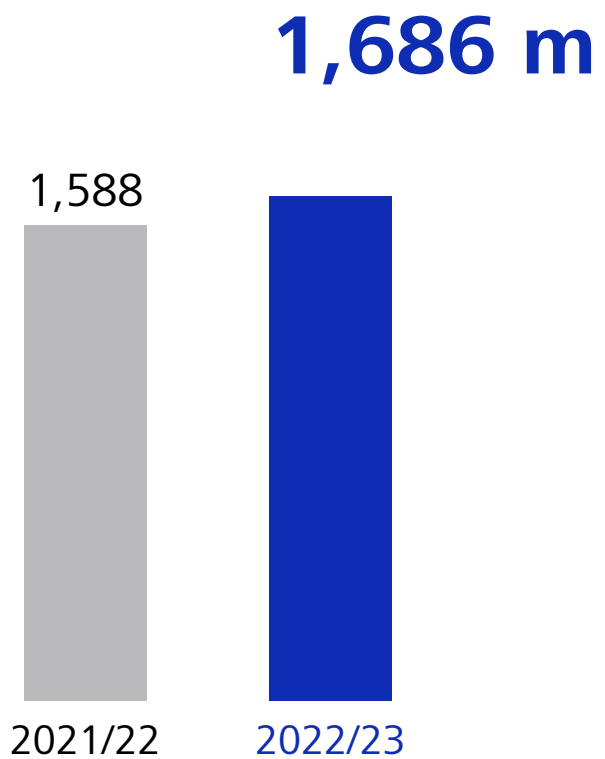
Fiscal year 2022/23

R&D expenditures totaled 15% of revenue at 1,545 million euros, therefore reaching a new high.

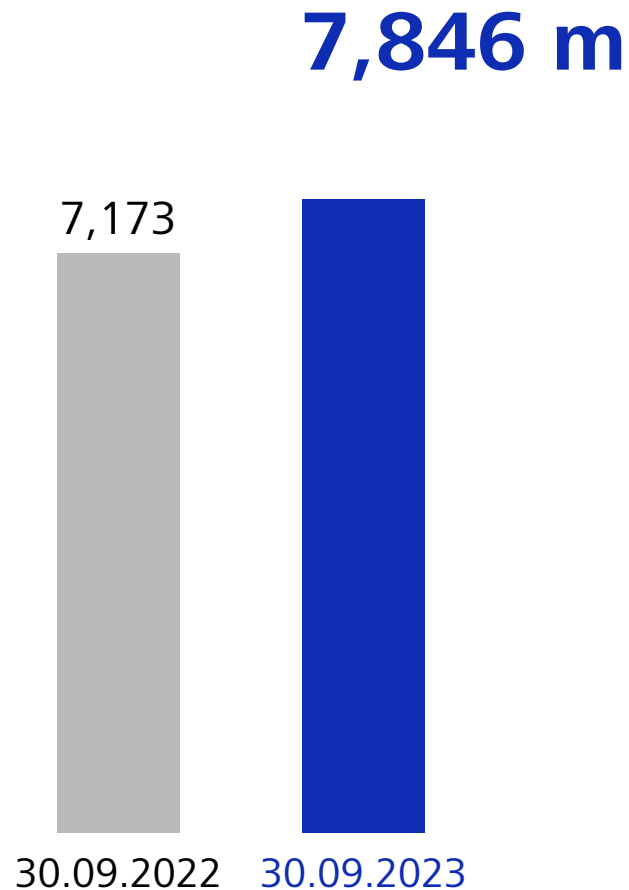


EBIT

EBITDA



Equity



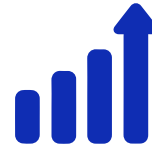
Fiscal year 2022/23

- The equity ratio of 52% is mainly due to the increase in total assets (prior year 55%).
- The consolidated net profit of 1,257 million euros increased group equity.
- Offsetting effects from currency translation differences of 183 million euros recognized directly in equity in other reserves and profit distributions of 361 million euros.



Fiscal Year

for the first time with revenue
over 10 billion euros



Growth

All four segments have contributed to
exceptional growth



Headcount

Worldwide around 43,000 employees,
11% increase over last year



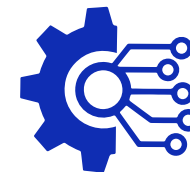
Infrastructure

more than 3.5 billion euros in
investments worldwide planned
over the next five years



Innovations

R&D expenditure
as 15% of revenue



Transformation

into a data- and process-driven
organization

Time for your questions!



Seeing beyond