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
ZEISS Group  
Dealing with the pandemic: Four courses of action

**Safety**
Protecting employees
- Protecting employees' health and safety
- Implementing comprehensive preventive measures
- Creating awareness and understanding

**Continuity**
Supporting customers
- Continuing business operations

**Stability**
Managing the impact
- Combating the economic impact of the pandemic on the company as much as possible

**Recovery**
Utilizing opportunities
- Utilizing market opportunities that arise from the current changes
# ZEISS Group
Fiscal year 2019/20 at a glance

<table>
<thead>
<tr>
<th>Revenue</th>
<th>6,297m</th>
<th>-2%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incoming orders</td>
<td>6,814m</td>
<td>+4%</td>
</tr>
<tr>
<td>Consolidated profit</td>
<td>616m</td>
<td>-132m</td>
</tr>
<tr>
<td>EVA</td>
<td>444m</td>
<td>-186m</td>
</tr>
<tr>
<td>EBIT</td>
<td>922m</td>
<td>-141m</td>
</tr>
<tr>
<td>Employees</td>
<td>32,201</td>
<td>+3%</td>
</tr>
</tbody>
</table>

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

Global revenue distribution

2019/20

Cooperations
1,633m
+10%

EMEA
1,746m
-7%

of which Germany
588m
-6%

Americas
1,180m
-12%

APAC
1,738m
+1%

Revenue trend
Direct business in RDEs

2018/19
1,504
-4%

2019/20
1,446m

Around 90 percent of revenue generated outside Germany
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.

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

**Revenue**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (m)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/19</td>
<td>1,634</td>
</tr>
<tr>
<td>2019/20</td>
<td>1,833</td>
</tr>
</tbody>
</table>

**Fiscal year 2019/20**

**Outlook**
Semiconductor Manufacturing Technology

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

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
Industrial Quality & Research

Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/19</td>
<td>1,742m</td>
</tr>
<tr>
<td>2019/20</td>
<td>1,640m</td>
</tr>
</tbody>
</table>

-6%

Fiscal year 2019/20

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

Customer portfolio expanded to include alternative drive system technology
Industrial Quality & Research

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
Medical Technology

Revenue

2018/19 2019/20

1,760 1,647m

-6%

Fiscal year 2019/20

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

Increased interest in telehealth and remote solutions like ZEISS CONVIVO

Outlook

Return to growth tentatively expected in fiscal year 2020/21

Not identical to the Carl Zeiss Meditec Group
Medical Technology

Nomination
German Future Prize 2020
Improving treatment through robotics and multi-layered augmentation

From left to right: Dr.-Ing. Michelangelo Masini, Prof. Dr. med. Andreas Raabe and Frank Seitzinger
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**Consumer Markets**

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Fiscal year 2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,211</td>
<td>Significant recovery in eyeglass market after easing of first global lockdown</td>
</tr>
<tr>
<td>1,099m</td>
<td>Growth driver in eye care business was China</td>
</tr>
<tr>
<td>-9%</td>
<td>Products and services for digital age provide momentum for new fiscal year</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2018/19</th>
<th>2019/20</th>
</tr>
</thead>
<tbody>
<tr>
<td>1,099m</td>
<td>-9%</td>
</tr>
</tbody>
</table>
Consumer Markets

ZEISS VISUFIT
Future-ready technology for the digital consumer journey
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 increased – sustainability becoming more important

Fiscal year 2019/20

Investments in property, plant & equipment

<table>
<thead>
<tr>
<th>Year</th>
<th>Investments in property, plant &amp; equipment</th>
<th>Depreciations on property, plant &amp; equipment</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/19</td>
<td>234</td>
<td>256</td>
</tr>
<tr>
<td>2019/20</td>
<td>484m</td>
<td>256</td>
</tr>
</tbody>
</table>

ZEISS high-tech site in Dublin, USA
ZEISS Group

<table>
<thead>
<tr>
<th>Free cash flow</th>
<th>EBIT</th>
<th>EBITDA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018/19</td>
<td>806m</td>
<td>1,382m</td>
</tr>
<tr>
<td>2019/20</td>
<td>518m</td>
<td>1,260m</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-288m</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-141m</td>
</tr>
<tr>
<td></td>
<td></td>
<td>-122m</td>
</tr>
</tbody>
</table>
Consistent cost management as part of resilience measures
### Equity

<table>
<thead>
<tr>
<th></th>
<th>30 Sept. 2019</th>
<th>30 Sept. 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>3,990</td>
<td>4,287m</td>
</tr>
<tr>
<td>Change</td>
<td>+7%</td>
<td></td>
</tr>
</tbody>
</table>

**Fiscal year 2019/20**

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
General recovery on the markets expected

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

## Measures
Safety, continuity, stability, recovery
Continuation of resilience measures
Maintaining innovative strength
New ZEISS Agenda 2025

## Opportunities
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
Forecast dependent on progression of pandemic
ZEISS is cautiously optimistic that it will see a slight increase in revenue in fiscal year 2020/21
If you have any questions, please do not hesitate to contact us.

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Email: joerg.nitschke@zeiss.com

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