

Half-Year Press Conference / Web Call

7 May 2019 | Start: 9:00 a.m.



*Image captured on 20 July 1969 with the
ZEISS Biogon 5.6/60 wide-angle lens.



Prof. Dr. Michael Kaschke
President & CEO

Dr. Christian Müller
Chief Financial Officer

All documents available for download:
www.zeiss.com/pressconference



Prof. Dr. Michael Kaschke
President & CEO



Dr. Christian Müller
Chief Financial Officer



Incoming orders

3,161M

+11%

Revenue

3,019M

+9%

Employees

30,475

+8%

EBIT

443M

+63M

Consolidated profit/loss

281M

+27M

EVA

238M

+33M

All figures in euros.

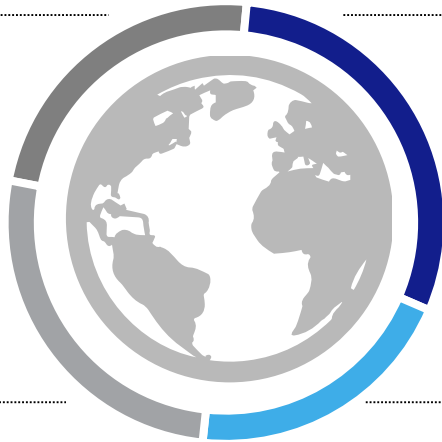


1st six months of 2018/19

Collaborations

708M

±0%



EMEA

905M

+9%

of which Germany

308M

+5%

APAC

796M

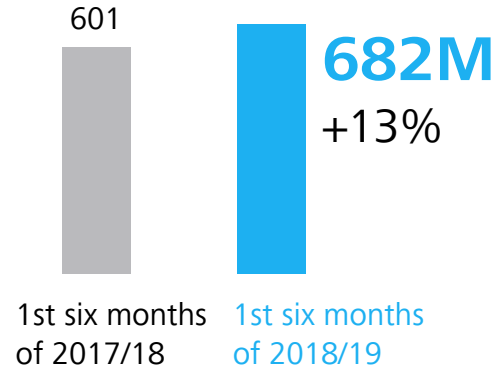
+16%

Americas

610M

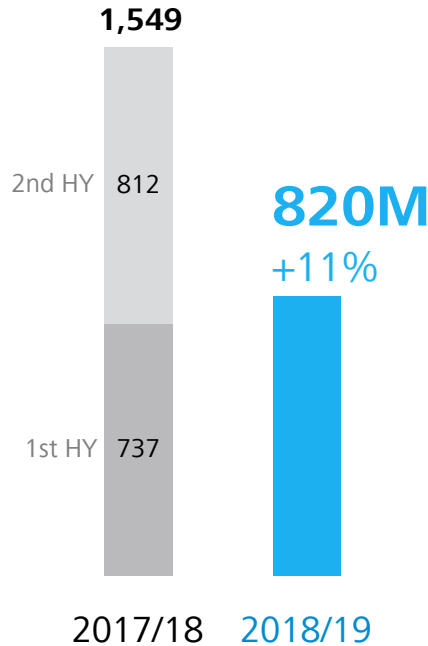
+1%

**Revenue trend
Direct business
in emerging economies**



Around 90 percent of revenue is generated outside Germany

Revenue



1st six months of 2018/19

Sustained high demand for measuring technology in the automobile industry and technical services

Microscopy business achieves good growth contributions through product innovations

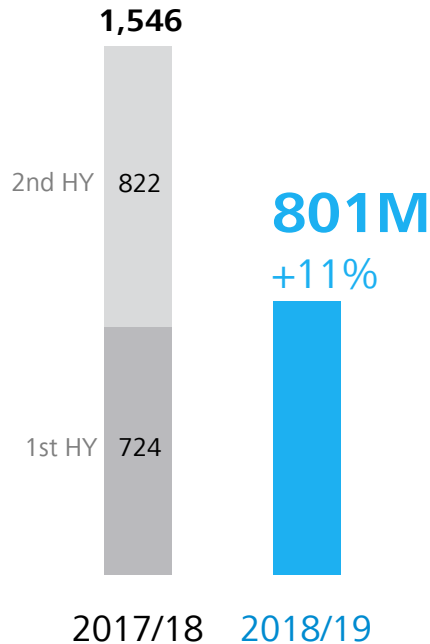
Outlook

Metrology shows well-filled order books – GOM acquisition promises additional growth

Microscopy continues positive trend through product launches in light and X-ray microscopy



Revenue



1st six months of 2018/19

Further market share achieved through product innovations

Asian and European markets in particular contribute to strong growth

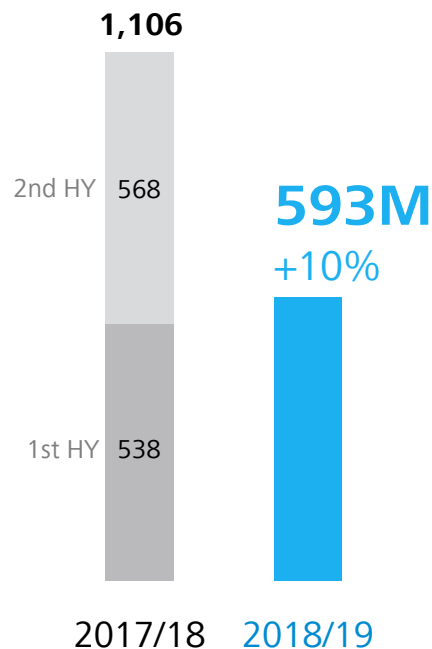
Outlook

Continued positive development



Not identical to Carl Zeiss Meditec AG.

Revenue



1st six months of 2018/19

Growth in eye care in APAC, LATAM and EMEA well above market dynamics

Camera and cine lens business also makes growth contributions

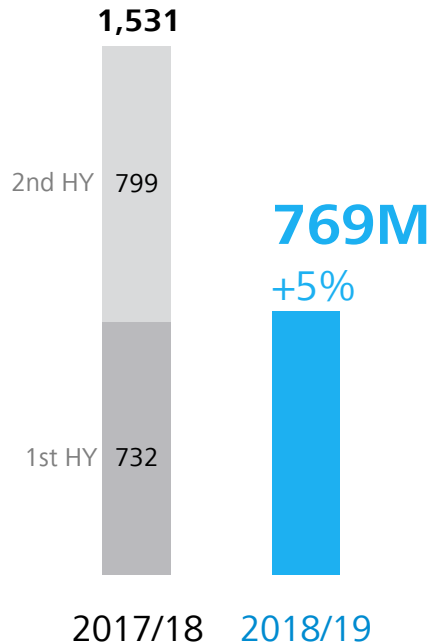
Outlook

ZEISS brand essential for further increases in revenue and earnings

Further growth with new products



Revenue



1st six months of 2018/19

Sustained high demand for Deep Ultra Violet (DUV) lithography systems

Revenue share of Extreme Ultra Violet (EUV) lithography continues to rise

Outlook

Stable business in second half of the year

Further growth of EUV





Expectations exceeded

Dynamic growth above market and competition

Positive key performance indicators

Successful innovations

Aspiration asserted to become a technological leader in the field of optics and optoelectronics

Portfolio serves megatrends

All segments contribute to strong growth

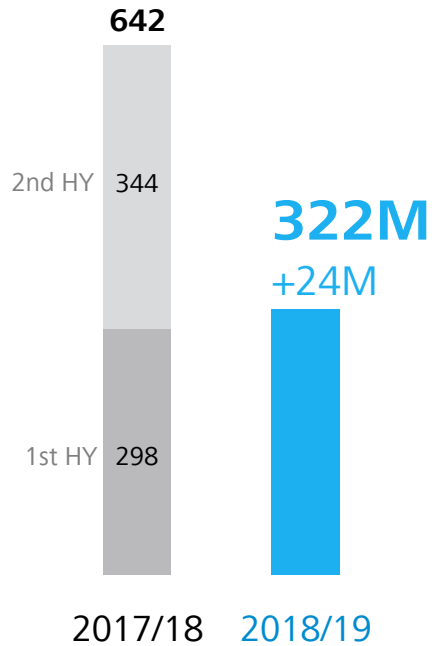
Future-proof portfolio makes ZEISS strong and resilient

Focus on future markets

Further growth in rapidly developing economies

Opening up of attractive new growth markets

R&D expenditure

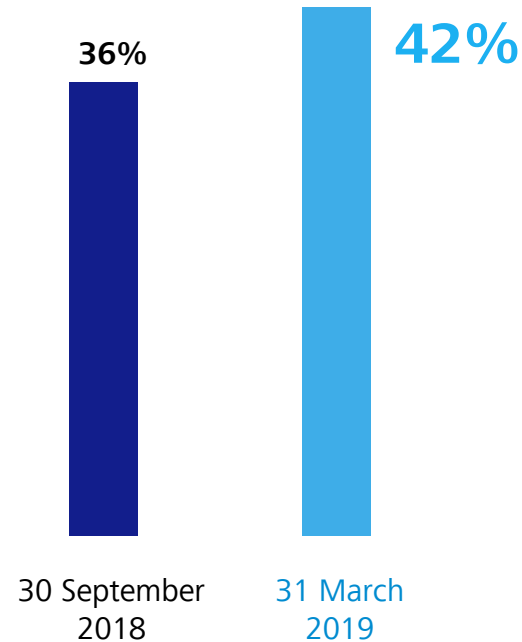


1st six months of 2018/19

Expenditure on research and development leads to greater resilience



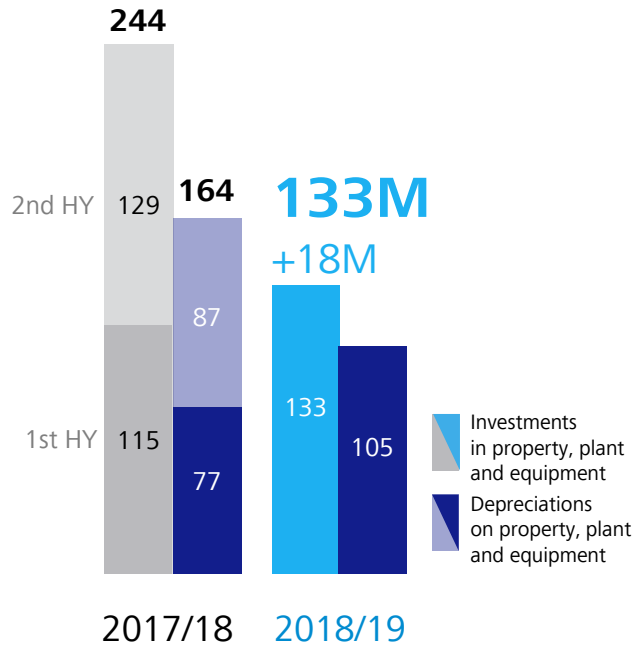
New product rate



1st six months of 2018/19

ZEISS generates almost half of its revenue through products that are less than three years old

Investments in property, plant and equipment



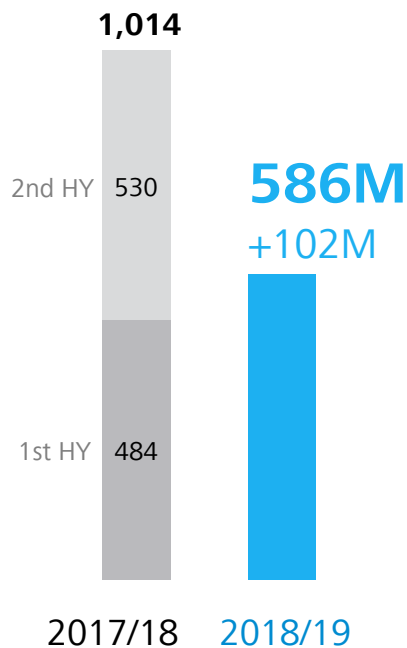
1st six months of 2018/19

Investments remain at highest level

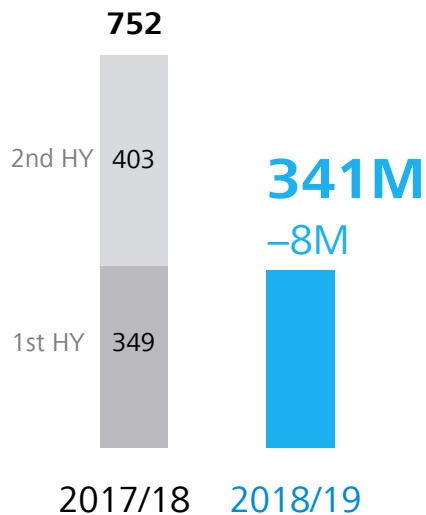


Dublin, USA

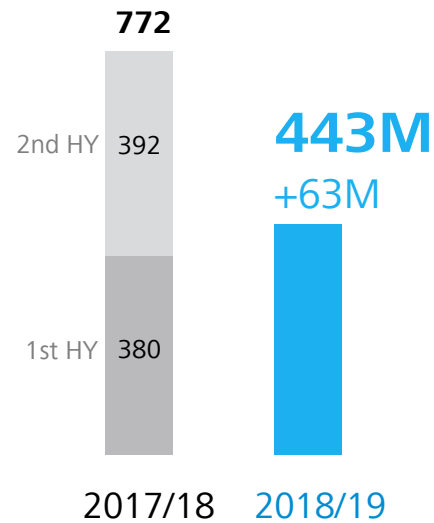
EBITDA



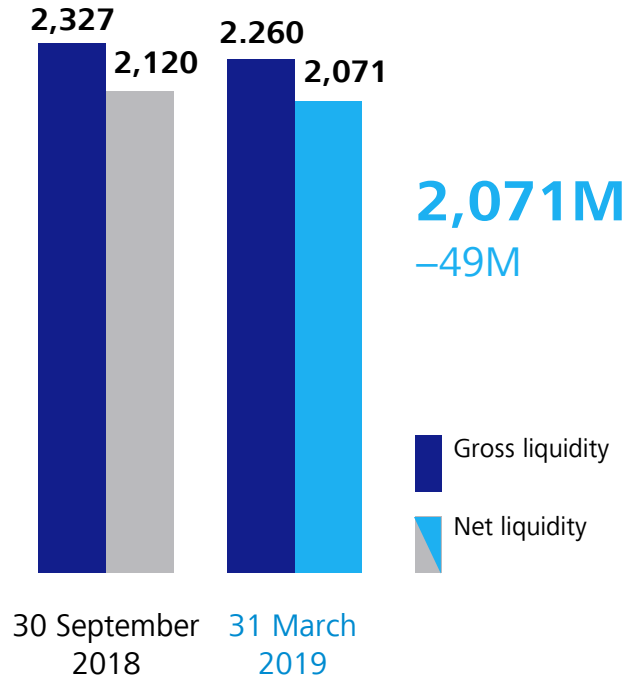
Free cash flow



EBIT



Gross and net liquidity



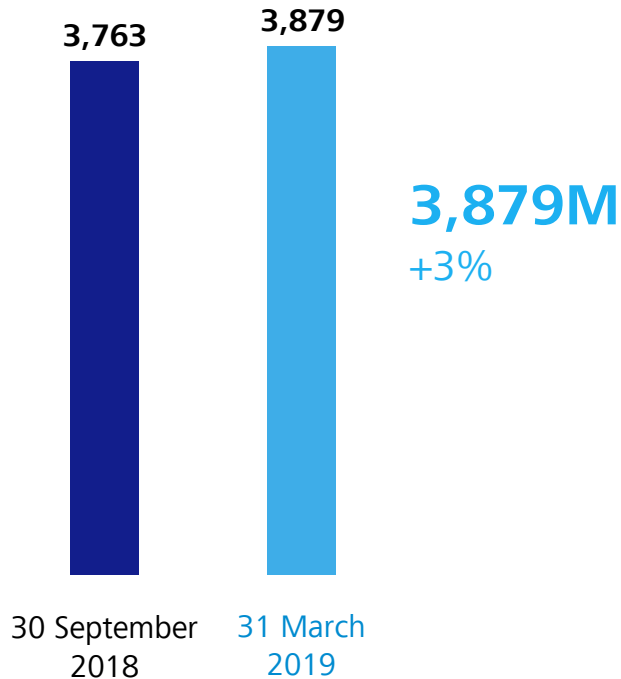
1st six months of 2018/19

Sustained excellent liquidity position

Outlook

Sufficient financial freedom for future company development

Equity



1st six months of 2018/19

Equity ratio at 46 percent

Outlook

Targeted investments, expansions and acquisitions



Economic forecast

Global weakening of economic growth

Economic uncertainty due to protectionism, sanctions and punitive damages



Measures

ZEISS Agenda 2020 helps ensure resilience to competitors as well as further solid and profitable growth

Increased productivity



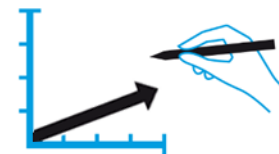
Opportunities

Strong market position

Balanced portfolio driven by megatrends

Opening up of specific dynamic new markets

Further increase in innovative activities



Forecast

Sustained profitable growth with revenue considerably above EUR 6 billion

Maintenance of high EBIT margin vis-à-vis previous year



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

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All documents available for download
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