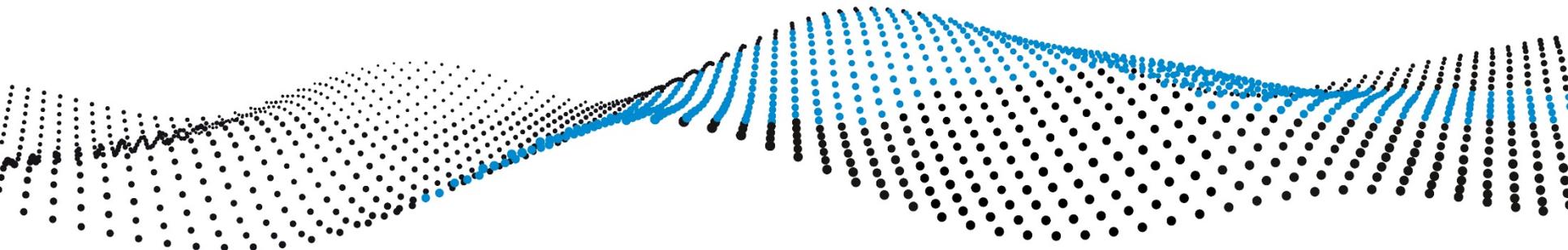


Annual Press Conference

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



Dr. Karl Lamprecht
President & CEO



Dr. Christian Müller
Chief Financial Officer



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



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%



Americas

1,180m

-12%

EMEA

1,746m

-7%

of which Germany

588m

-6%

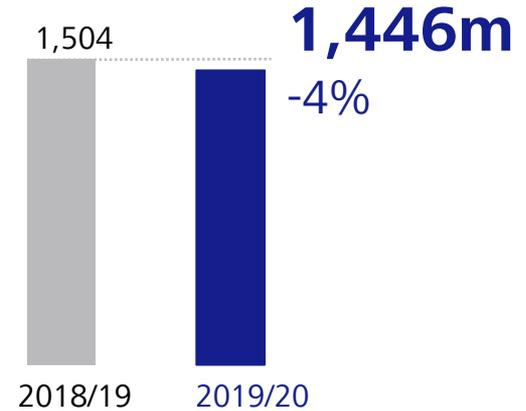
APAC

1,738m

+1%

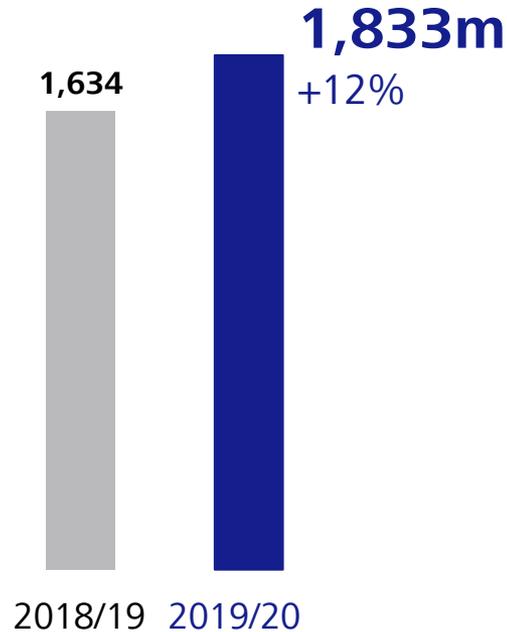
Revenue trend

Direct business in RDEs



Around 90 percent of revenue generated outside Germany

Revenue



Fiscal year 2019/20

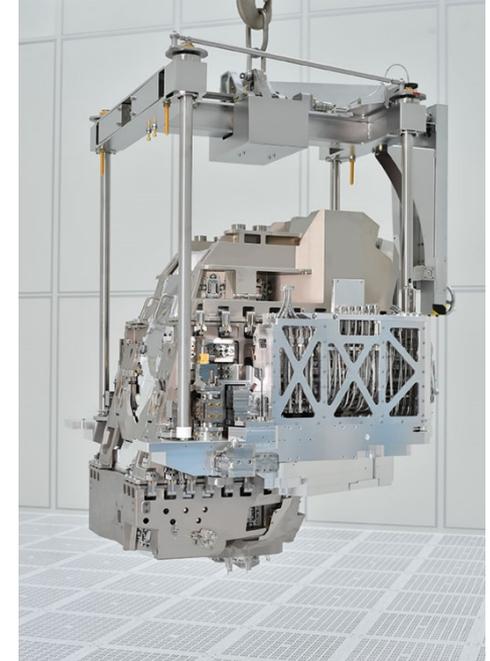
12 percent growth meant new revenue record and contributed to the ZEISS Group's good result

Continued strong demand for EUV and DUV lithography systems

EUV technology in current generation of smartphones

Outlook

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"

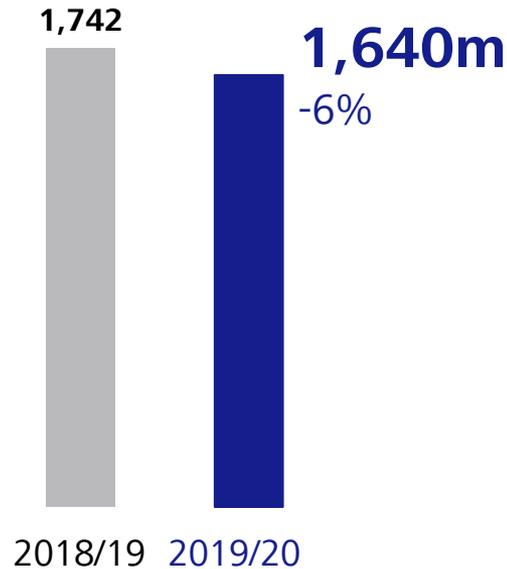
2020 Award Winners

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



DEUTSCHER ZUKUNFTSPREIS
Preis des Bundespräsidenten
für Technik und Innovation

Revenue



Fiscal year 2019/20

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

Decline in aerospace market as well

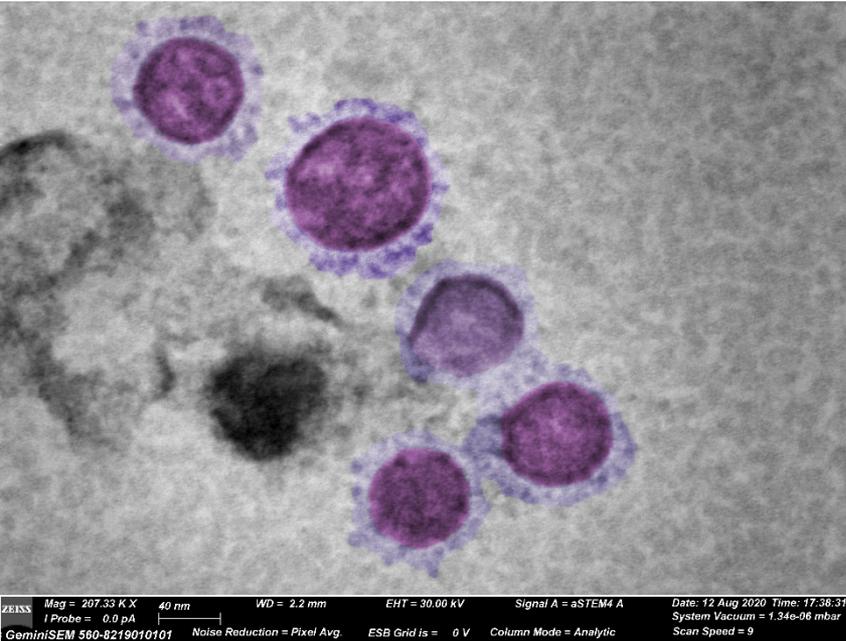
Optical 3D measuring technology at prior year's level

Microscopy solutions business fell slightly

Outlook

Customer portfolio expanded to include alternative drive system technology



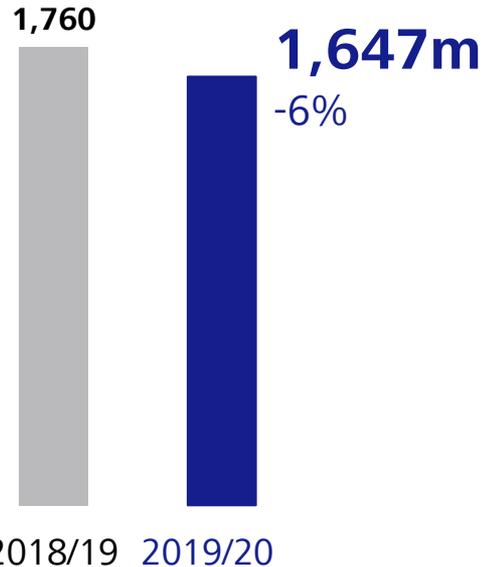


Coronavirus research

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



2018/19 2019/20

Not identical to the Carl Zeiss Meditec Group

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





Nomination

German Future Prize 2020

Improving treatment through robotics and multi-layered augmentation

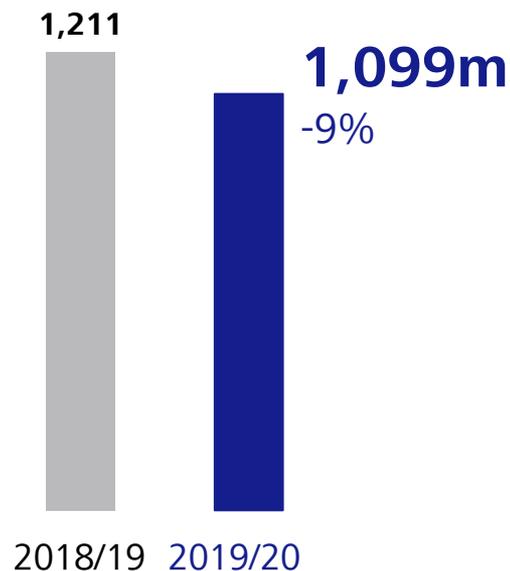
Nominee 2020
Circle of Excellence



DEUTSCHER ZUKUNFTSPREIS
Preis des Bundespräsidenten
für Technik und Innovation

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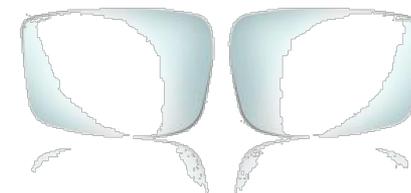
Revenue



Fiscal year 2019/20

Significant recovery in eyeglass market after easing of first global lockdown

Growth driver in eye care business was China



Outlook

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

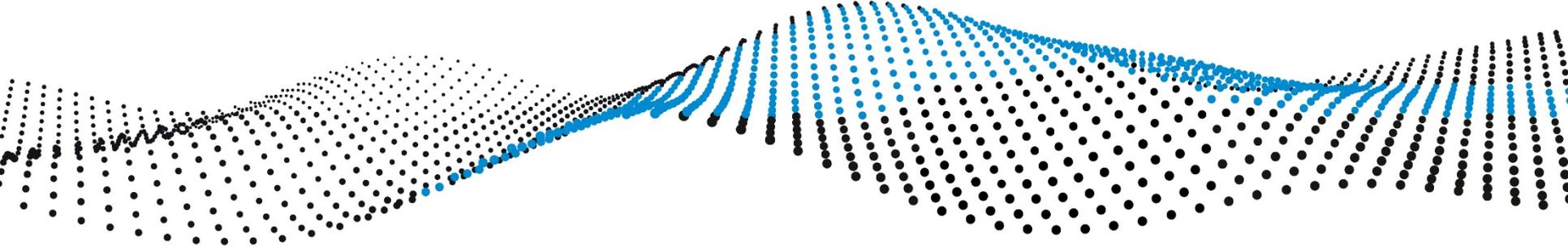




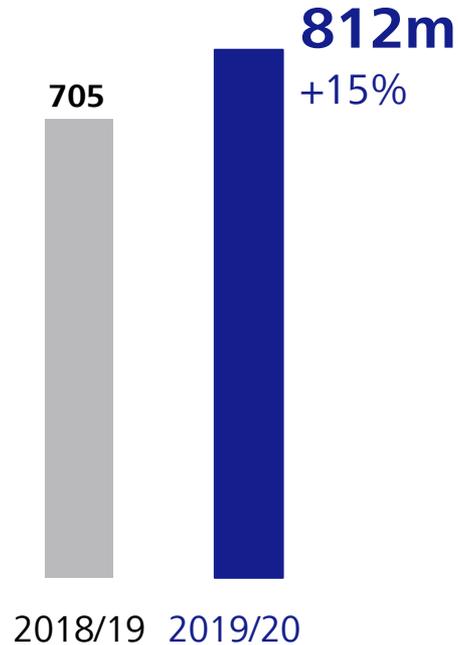
ZEISS VISUFIT

Future-ready technology for the digital consumer journey





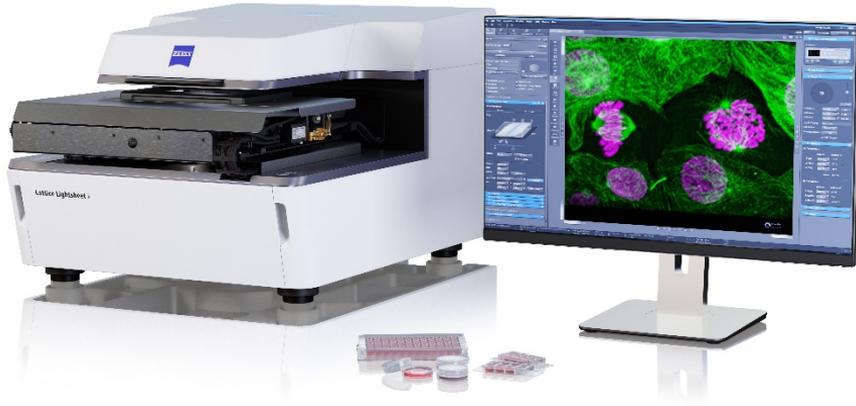
R&D expenditures



Fiscal year 2019/20

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

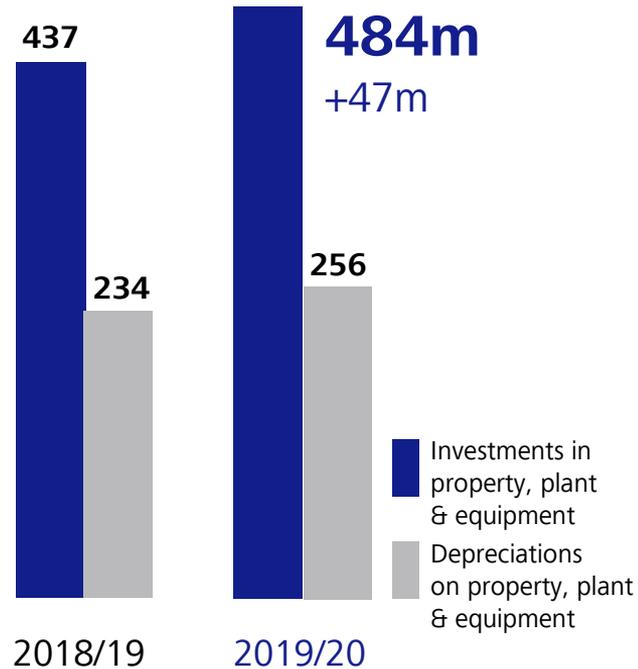




ZEISS Lattice Lightsheet 7

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

Investments in property, plant & equipment



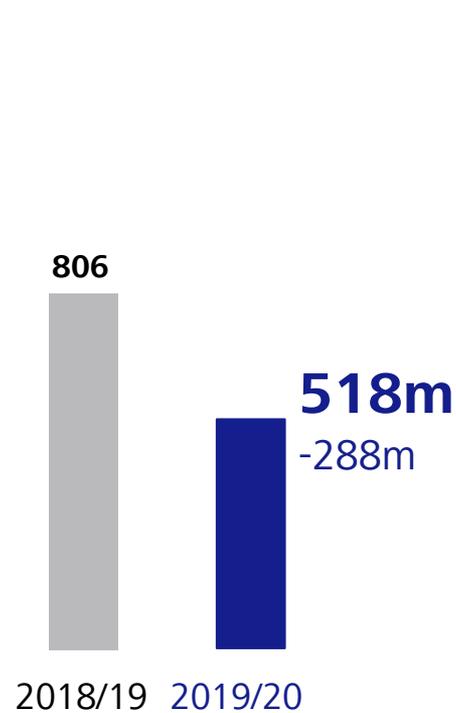
Fiscal year 2019/20

Investments increased – sustainability becoming more important

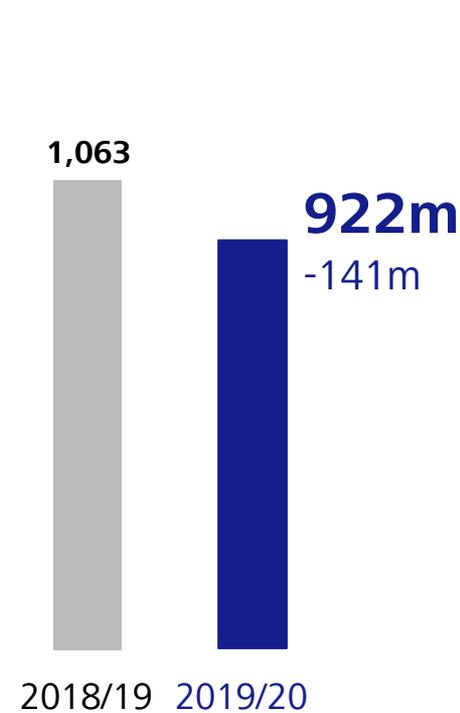


ZEISS high-tech site in Dublin, USA

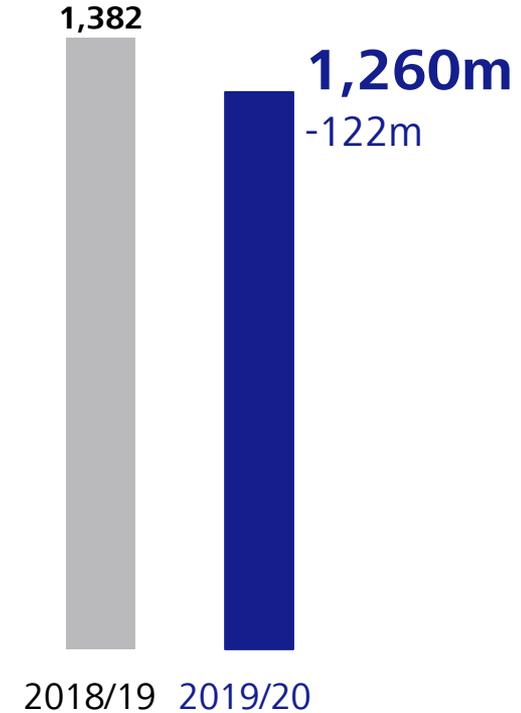
Free cash flow



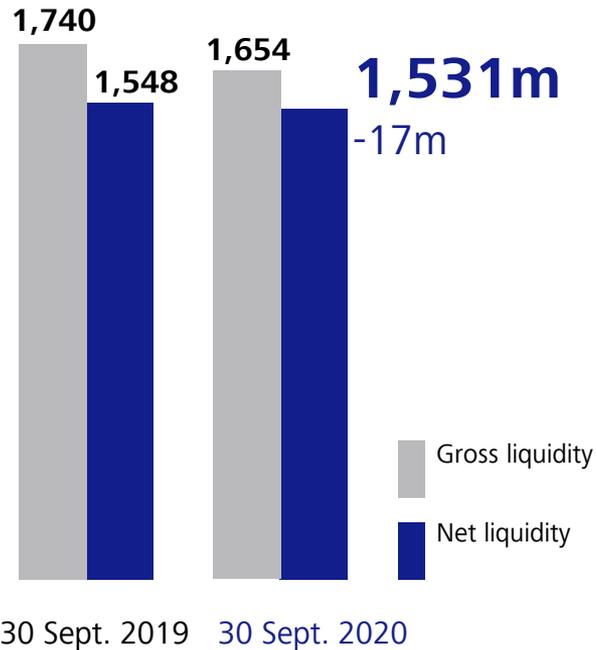
EBIT



EBITDA



Gross and net liquidity

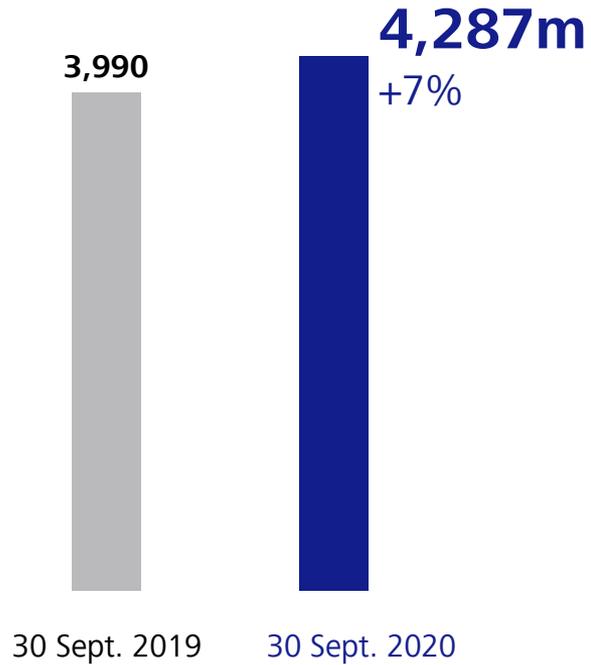


Fiscal year 2019/20

Consistent cost management as part of resilience measures



Equity



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

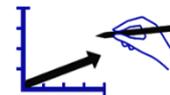


Opportunities

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

175
years





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

Jörg Nitschke

ZEISS Group

Head of Corporate Brand and Communications

Phone: +49 7364 20-3242

Email: joerg.nitschke@zeiss.com

All documents available for
download:

www.zeiss.com/pressconference



Seeing beyond