

# Annual Press Conference

Stuttgart, 13 December 2017



**Prof. Dr. Michael Kaschke**  
President & CEO

**Thomas Spitzenpfeil**  
Chief Financial Officer



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President & CEO



**Thomas Spitzenfeil**  
Chief Financial Officer



Order intake

**5,625 m**

**+12%**

Revenue

**5,348 m**

**+10%**

Employees

**26,945**

**+6%**

EBIT

**770 m**

**+155 million**

Consolidated profit/loss

**561 m**

**+157 million**

EVA

**412 m**

**+102 million**

All figures in euros.

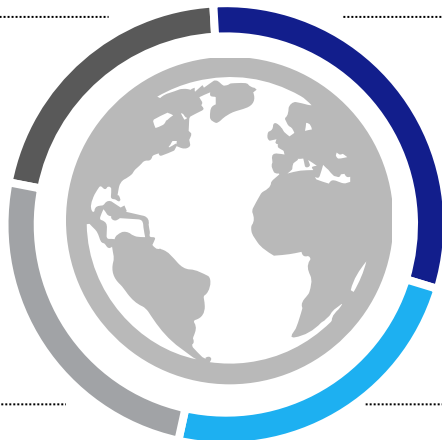


**2016/17**

Collaborations

**1,125 m**

+27%



Americas

**1,316 m**

+3%\*

EMEA

**1,637 m**

+3%\*

of which Germany

**608 million**

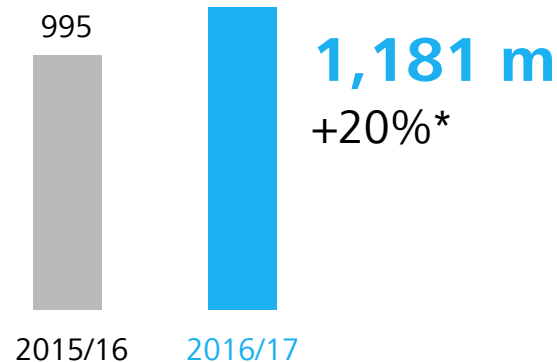
+2%

APAC

**1,270 m**

+15%\*

**Revenue trend  
Direct business  
in emerging economies**

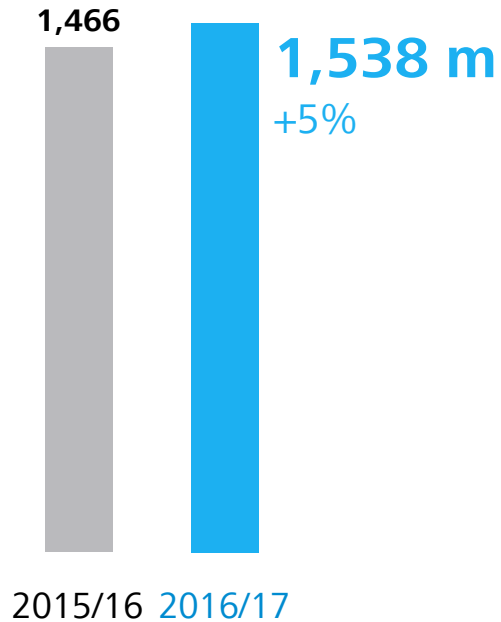


Just under 90 percent of revenue generated outside Germany

\* Like-for-like.

## Revenue

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## Fiscal year 2016/17

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Measuring Technology benefited from the continued positive development of the global automotive markets

Microscopy stable thanks to good industrial business

## Outlook

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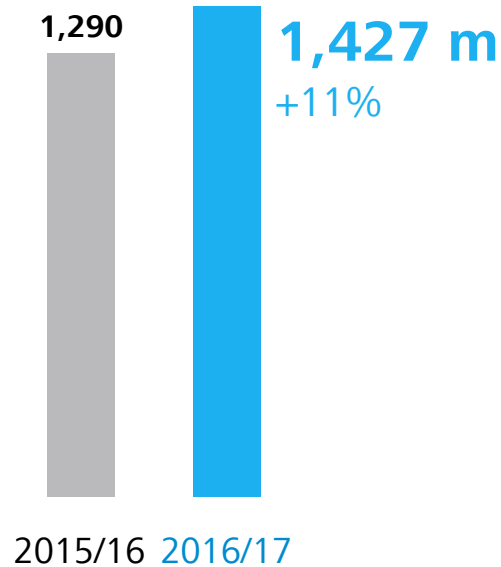
Growing need for digitalization and Smart Production solutions

Increasing competitive pressure



## Revenue

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## Fiscal year 2016/17

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Market-shaping innovations developed jointly with customers and strong competitors countered

China, Southeast Asia and South Korea drive growth

## Outlook

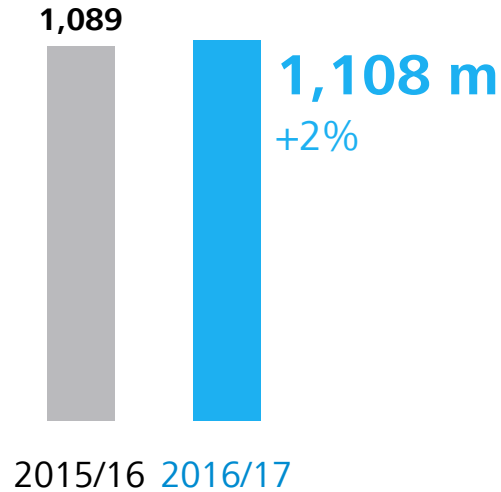
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Megatrends like demographic development and population growth provide crucial boost





## Revenue



## Fiscal year 2016/17

Profitable growth worldwide with ZEISS brand eyeglass lenses, slightly above market

Process for realigning Camera Lenses and Sports Optics initiated



## Outlook

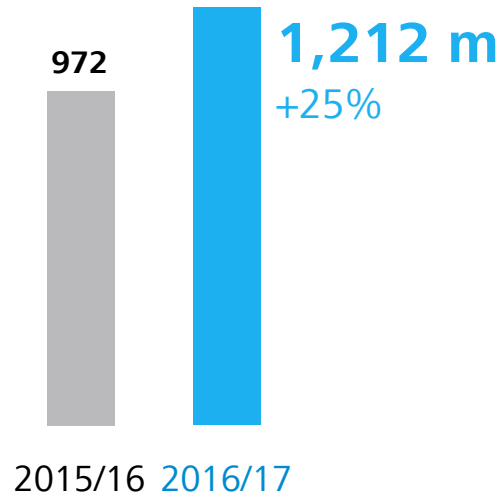
Strong development in emerging economies like China and Brazil

Strategic initiatives to adapt to market environment



## Revenue

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## Fiscal year 2016/17

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

Investments in future-oriented Extreme Ultra Violet (EUV) lithography continue to pay off

## Outlook

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Development boost by virtue of ASML investments in research and development

EUV volumes at DUV level







### Revenue and earnings grow

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Best year in the company's history

Asia continues to ensure dynamic growth

### Success across all segments

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Entire portfolio contributes to positive result

Excellent position in new growth markets

### Implementation of ZEISS Agenda 2020

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Customer sharply in focus

Focus on innovation, investments and expansion

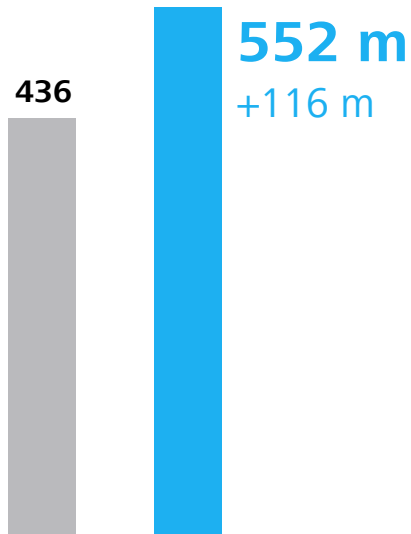
### The customer in focus

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ZEISS Agenda 2020: Spotlight on customer success

Success stories for greater customer orientation across all segments

## R&D expenditure



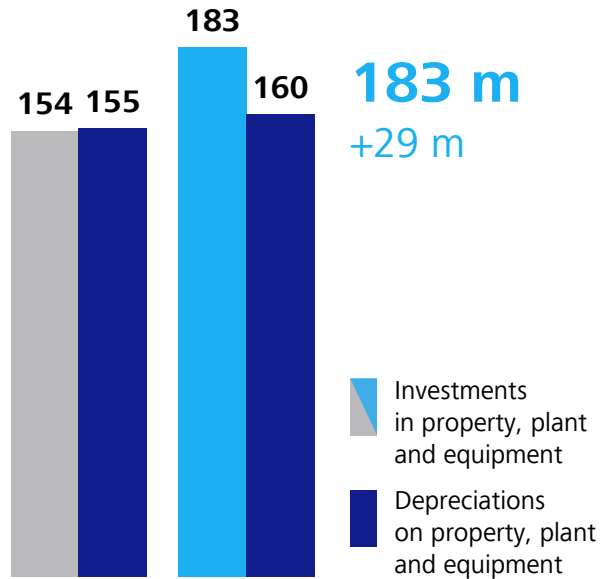
2015/16 2016/17

## Fiscal year 2016/17

10 percent of revenue for research and development



## Investments in property, plant and equipment



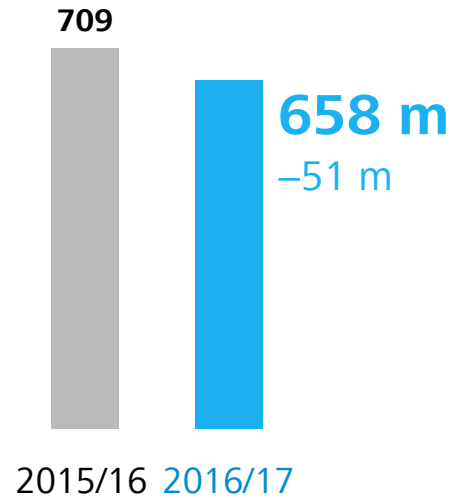
2015/16 2016/17

## Fiscal year 2016/17

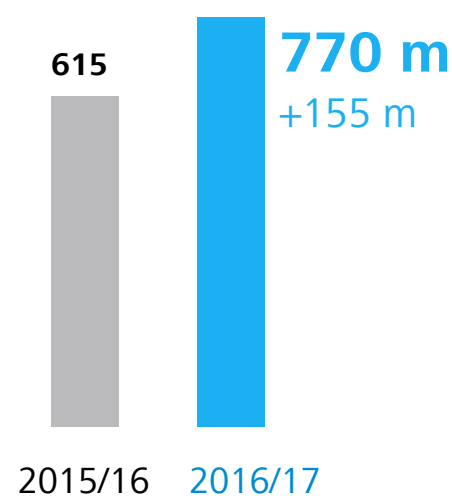
Investments raised to high level



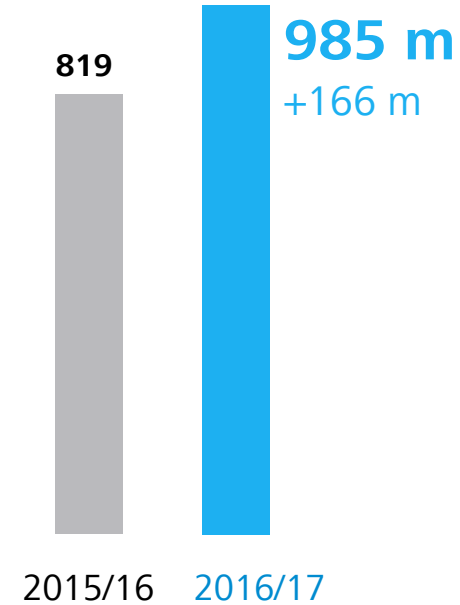
## Free cash flow



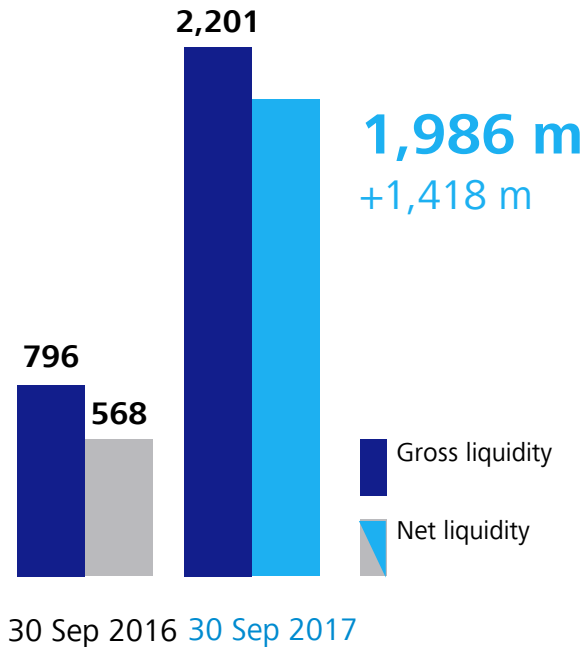
## EBIT



## EBITDA



## Gross and net liquidity



## Fiscal year 2016/17

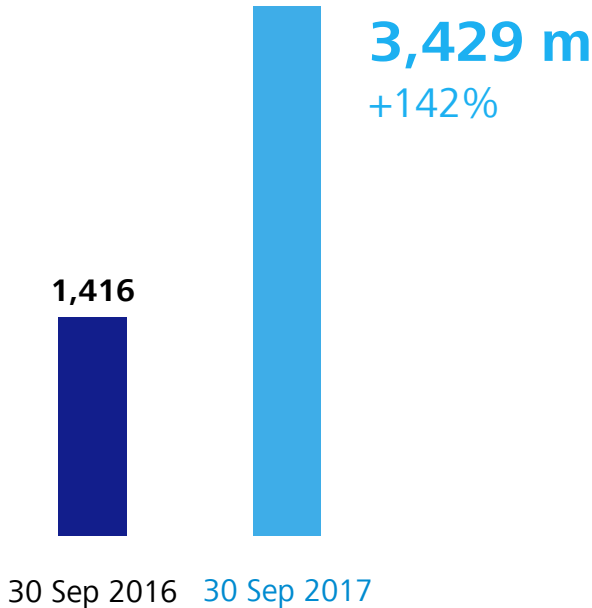
Liquidity strengthened through special effects of ASML's stake in Carl Zeiss SMT and capital increase at Carl Zeiss Meditec AG

## Outlook

Consistent cost management is the focus of the ZEISS Agenda 2020

## Equity

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## Fiscal year 2016/17

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Sale of stake to ASML had a positive effect on company's equity

Equity ratio almost doubled to 47 percent

## Outlook

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Solid financial base provides scope for driving further investments, expansions and acquisitions



## Economy

Tailwinds thanks to global economic growth

Fewer risk factors

Pace of growth differs from one emerging economy to another



## Measures

Increase our competitiveness

Greater customer focus with the ZEISS Agenda 2020

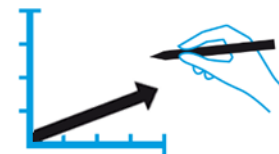
Cater to the great need for digital and networked solutions



## Opportunities

Digitalization and networking in Smart Production and healthcare

Further leveraging the potential of optics, optoelectronics and photonics



## Forecast

Slight organic increase in revenue and a similar EBIT margin

Focus on innovations, investments and expansion



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

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