

Welcome to our

Annual Press Conference 2024

17 December 2024

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Dr. Karl Lamprecht
President and CEO

Stefan Müller
CFO

Innovations that matter



Revenue

10,894 million

+8%

Incoming orders

11,327 million

+5%

EBIT

1,444 million

-242m

Consolidated profit/loss

1,031 million

-226m

EVA

567 million

-226m

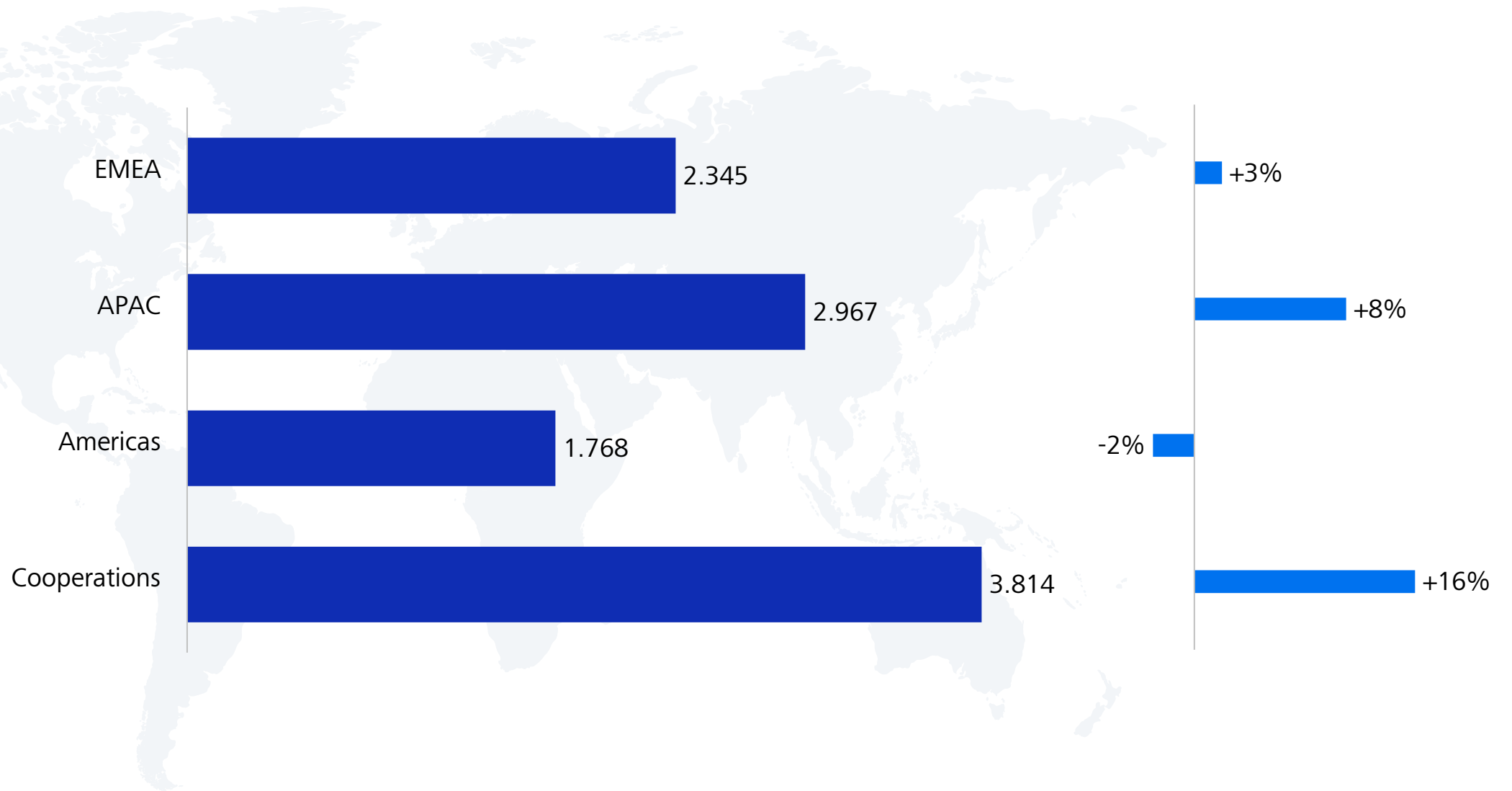
Employees

46,485

+8%

ZEISS Group

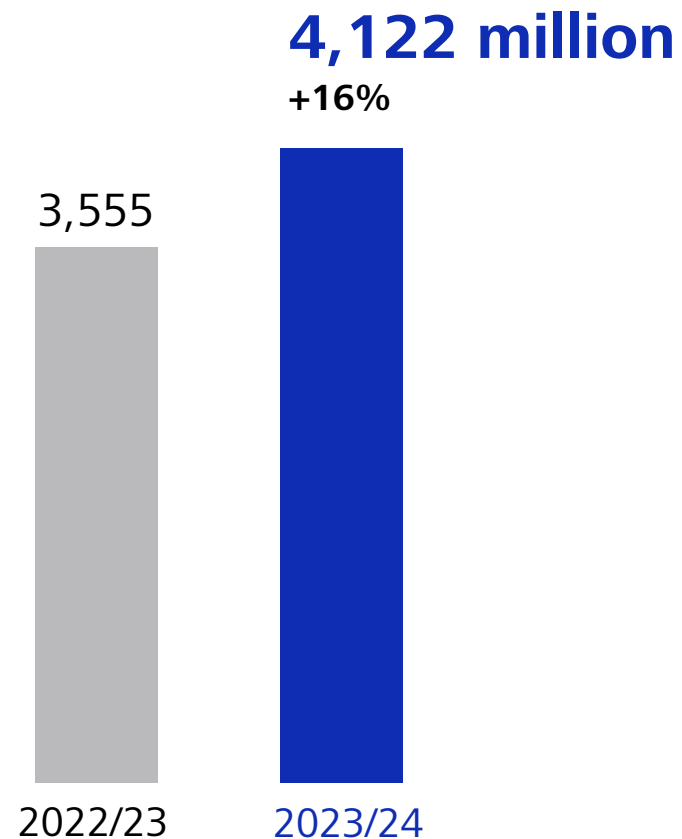
Global revenue distribution



Semiconductor Manufacturing Technology



Revenue



Fiscal year 2023/24

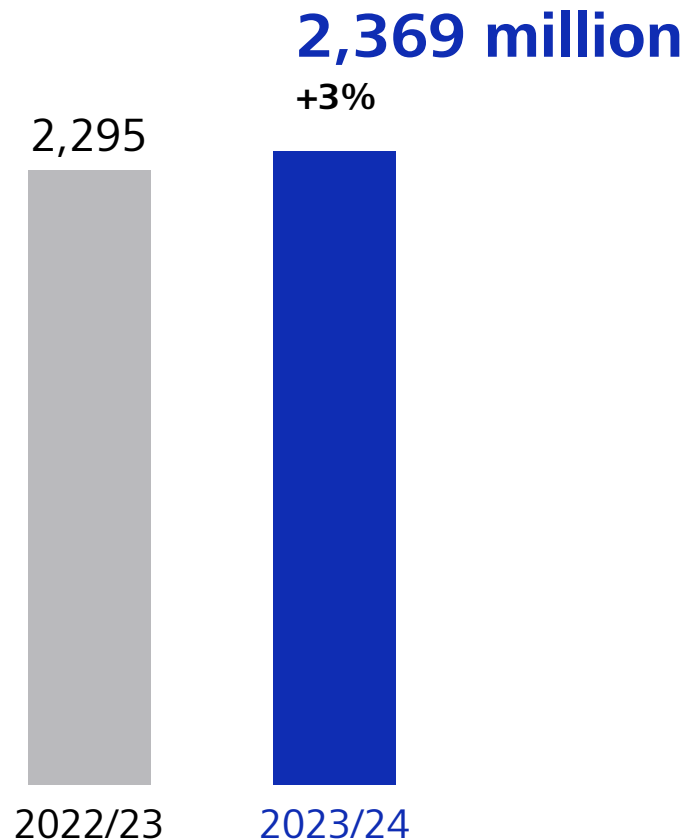
- Sustained good growth in revenue
- Segment remains on course for growth despite fluctuations in the semiconductor market
- High demand for lithography optics, particularly in the deep ultraviolet area (DUV)

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 incoming orders and order backlog lay a solid foundation for fiscal year 2024/25



Revenue

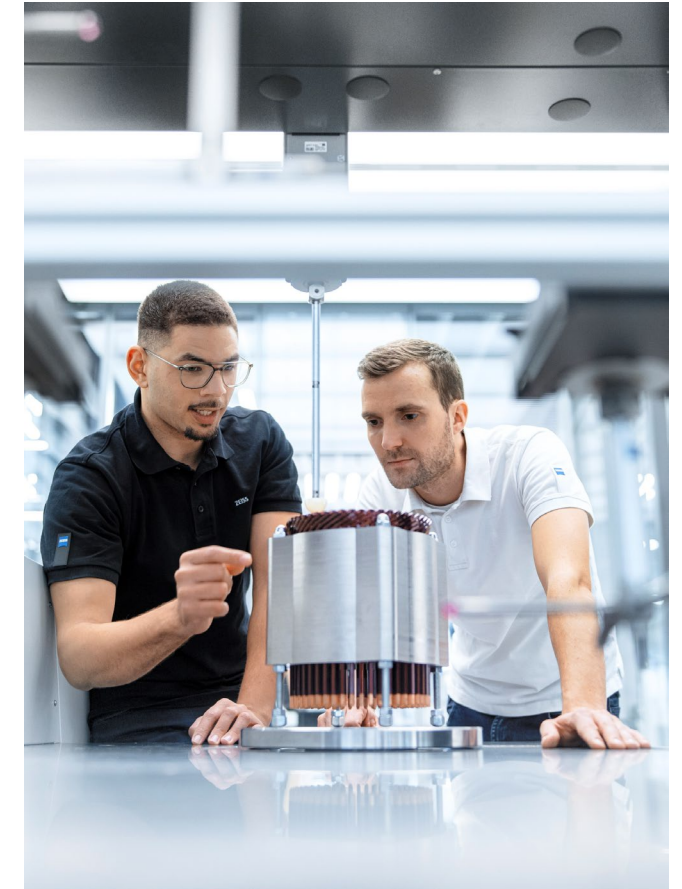


Fiscal year 2023/24

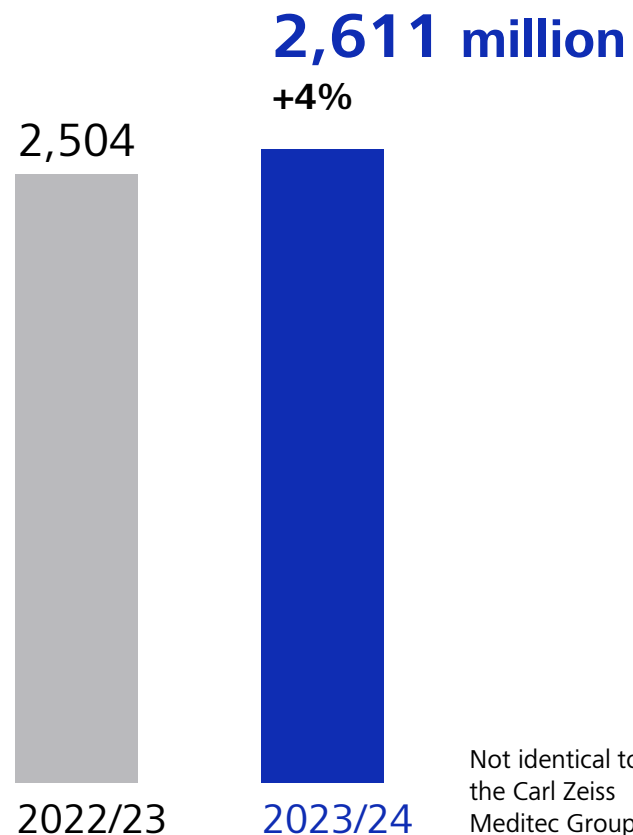
- Solid end to the fiscal year
- Software, servicing and retrofit businesses make positive contributions
- Business in the area of alternative drive technologies trending up
- The strategic business unit developed particularly well in the electron microscopy and software area

Outlook

- Uncertainty in the automotive industry putting a strain on business
- Growth is expected as a result of forward-looking projects in energy technology and alternative drive technology
- Additional positive impulses for the industrial application of microscopes and within the field of electronics



Revenue

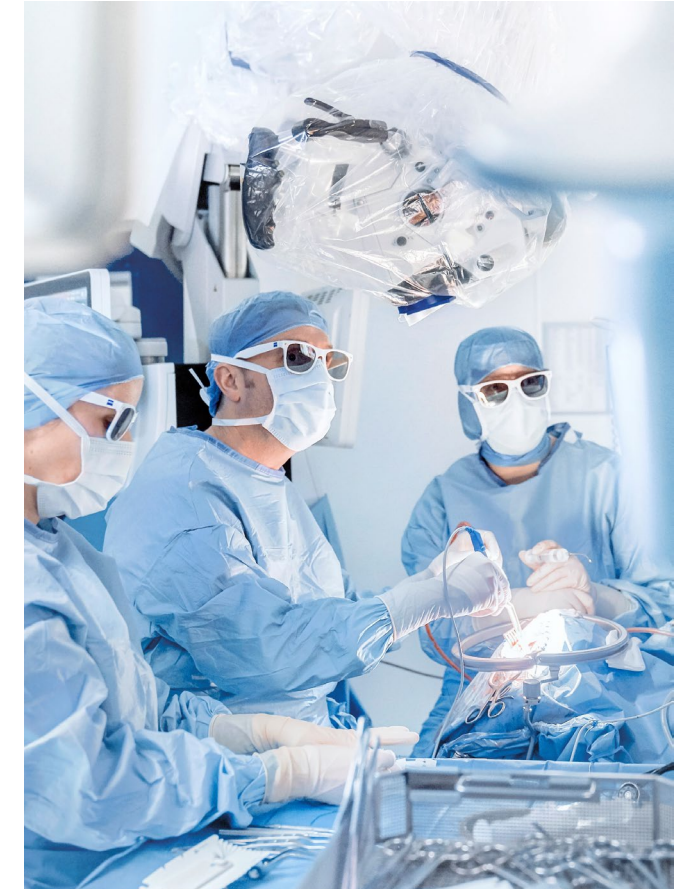


Fiscal year 2023/24

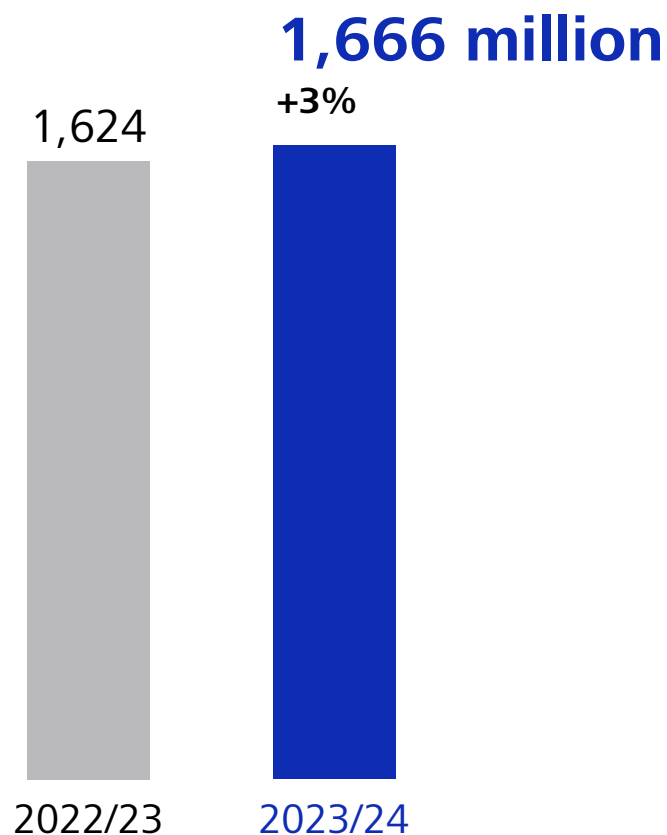
- Slowdown in the pace of growth
- Fall in revenue in the appliance business
- Reluctance to invest in North America and geopolitical and health policy uncertainties
- Consolidation and growth of DORC boosts growth

Outlook

- Weaker global economy and consumer sentiment continue to have a negative impact
- Revenue is expected to return to moderate growth, supported by the full-year consolidation of DORC
- The cost curbing measures (Resilience Program) remain in place



Revenue



Fiscal year 2023/24

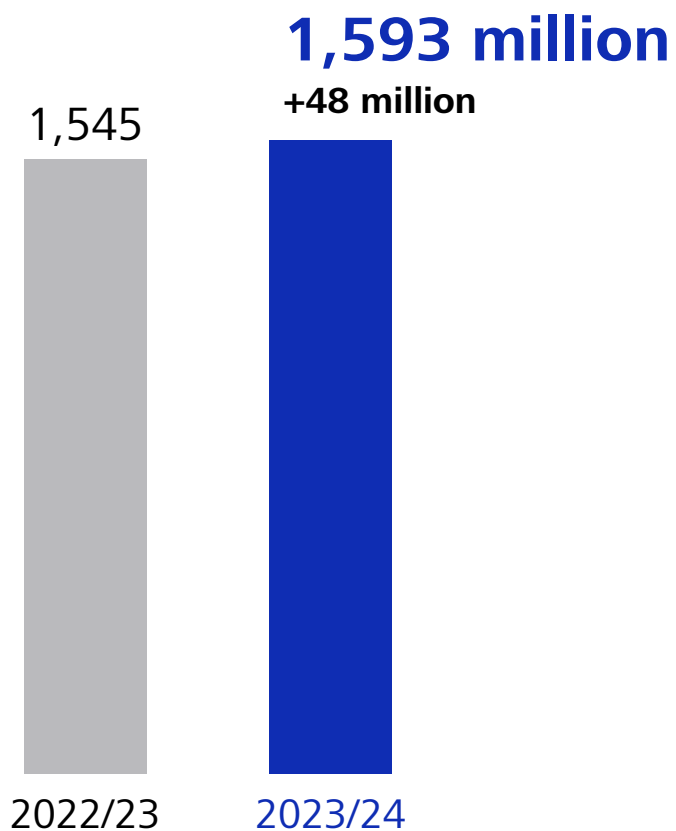
- Solid growth despite volatile consumer climate
- Ophthalmology saw growth in innovations in ZEISS branded eyeglass lenses and digital products
- Progressive digitalization over the entire eyeglass value chain
- Reluctance to buy products such as binoculars and spotting scopes, expansion of brand partnerships for smartphone photography

Outlook

- The business environment is becoming increasingly challenging
- Global growth still expected
- Consumer behavior will continue to change due to digital offerings
- Consumer Products section within Photonics & Optics, the new strategic business unit.



R&D expenditures



Fiscal year 2023/24

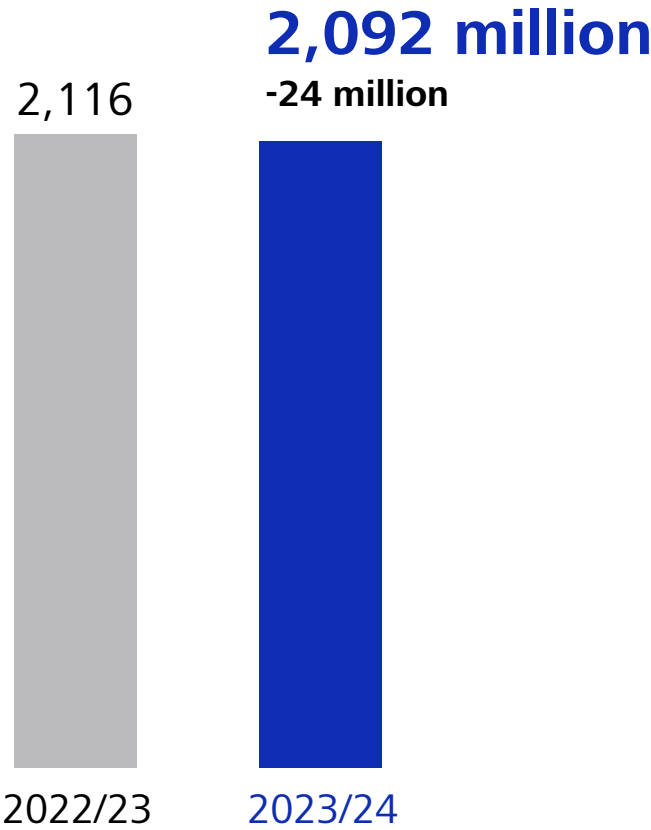
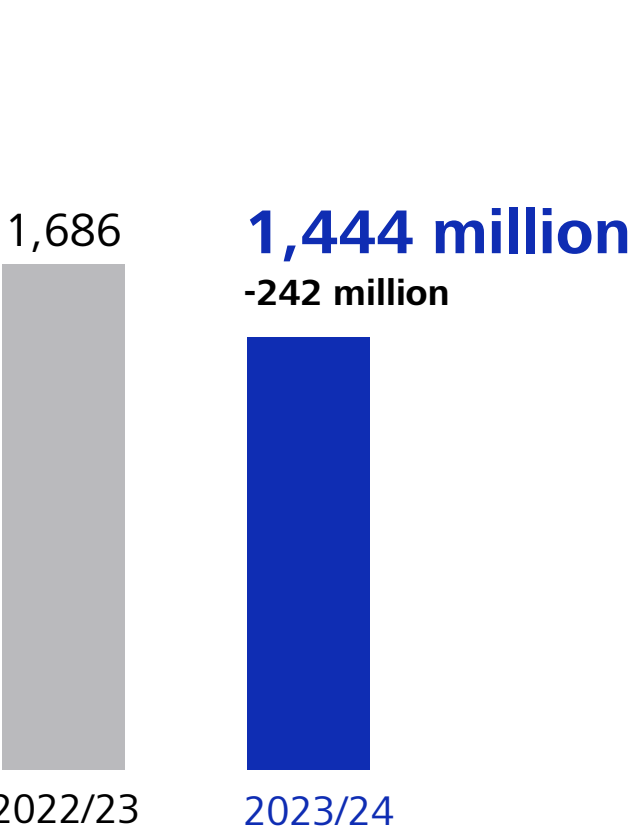
R&D expenditures totaled 15% of revenue. A new high of 1,593 million euros was achieved.



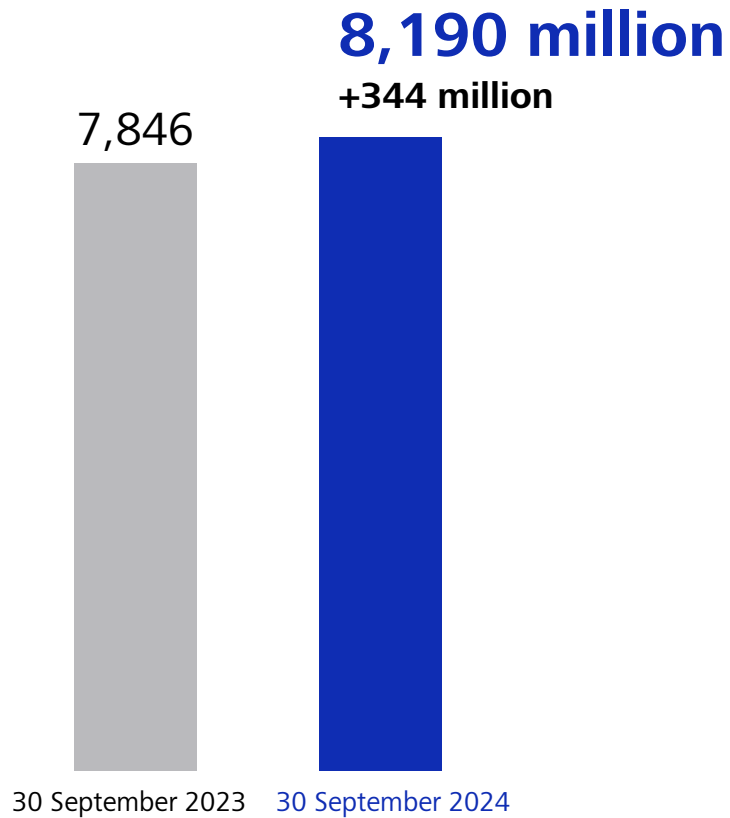


EBIT

EBITDA



Equity



Fiscal year 2023/24

The equity ratio of 51% is mainly due to the increase in total assets (prior year: 52%).

The consolidated net profit of 1,031 million euros increased group equity.

ZEISS Group

Summary and Outlook

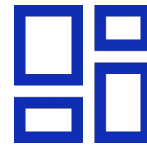


Fiscal Year 2023/24



Growth

Revenue at 10.9 billion euros; more than 46,000 employees worldwide (8% more than in the prior year)



Positioning

Broad portfolio and international positioning provide for a pleasingly robust overall performance in a strained environment



Research & Development

Expenditure for research & development at 15% of revenue at all-time high

Outlook 2024/25



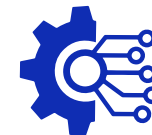
Markets

The business environment is becoming increasingly challenging – targeted measures reinforce resilience



Innovative strength

Continued consistent focus on research & development ensures innovative strength and competitive edge



Transformation

Transformation into a data- and process-driven company reinforces resilience and competitiveness



Seeing beyond