



# Winter Press Conference

## Carl Zeiss Group

Stuttgart, December 18, 2008

**Dr. Dieter Kurz**  
President & CEO

**Dr. Michael Kaschke**  
Chief Financial Officer



## Success in 2007/08



<b>Sales revenues</b>	<b>EUR 2,731 million</b>
<b>EbIT</b>	<b>EUR 343 million</b>
<b>Employees</b>	<b>13,060</b>

# Fiscal year 2007/08 at a glance



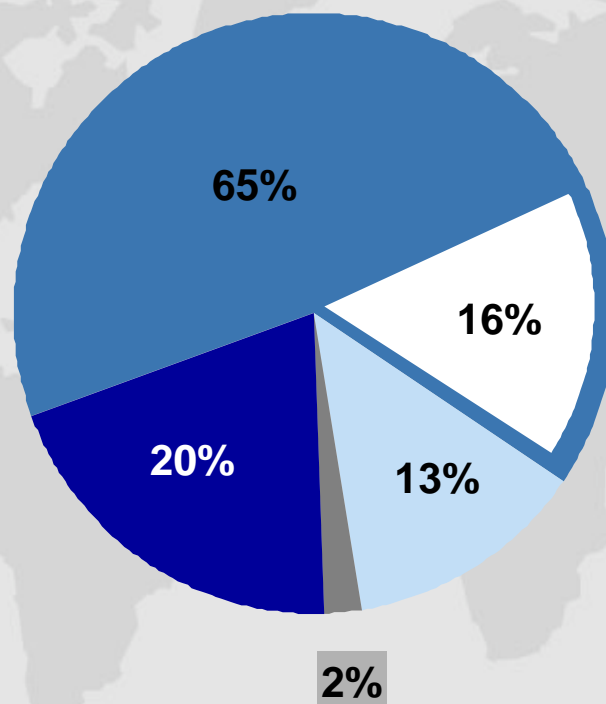
in EUR million	2007/08	2006/07	%
<b>Incoming orders</b>	<b>3,202</b>	<b>2,704</b>	<b>- 4%*</b>
<b>Sales revenues</b> <i>adjusted for currency fluctuations</i>	<b>2,731</b>	<b>2,604</b>	<b>+ 5%</b> <b>+ 8%</b>
<b>Ebit</b> (Earnings before Interest and Taxes)	<b>343</b>	<b>394</b>	<b>- 13%</b>
<b>EVA®</b> (Economic Value Added)	<b>122</b>	<b>133</b>	<b>- 8%</b>
<b>Employees</b> (Head count excluding trainees, as of Sept. 30)	<b>13,060</b>	<b>12,257</b>	<b>+ 7%</b>

\*calculated on a comparable basis

# Carl Zeiss generates 84 percent of its business outside Germany



Shares in percent  
(September 30, 2008)



- Europe (including Germany)**  
EUR 1,781 million  
Change over previous year: + 4%\*
- Germany**  
EUR 449 million  
+ 4%
- Americas**  
EUR 530 million  
+ 10%\*
- Asia**  
EUR 356 million  
+ 17%\*
- Others**  
EUR 64 million  
+ 57%

\* Adjusted for currency influences

# Sales revenues climbed to EUR 2,731 million



## Carl Zeiss AG

The Business Groups	Medical Systems	Microscopy	Semiconductor Technology	Industrial Metrology	Consumer Optics/ Optronics	Carl Zeiss Vision (interest)
Revenues	<b>661 million</b> + 4%*	<b>339 million</b> + 5%*	<b>1,018 million</b> - 2%*	<b>374 million</b> + 18%*	<b>309 million</b> + 26%*	<b>892 million</b> + 6%*
	+ 9%**	+ 10%**	- 2%**	+ 22%**	+ 28%**	+ 11%**
Markets	<b>Medical and Research Solutions</b>		<b>Industrial Solutions</b>		<b>Lifestyle Products</b>	

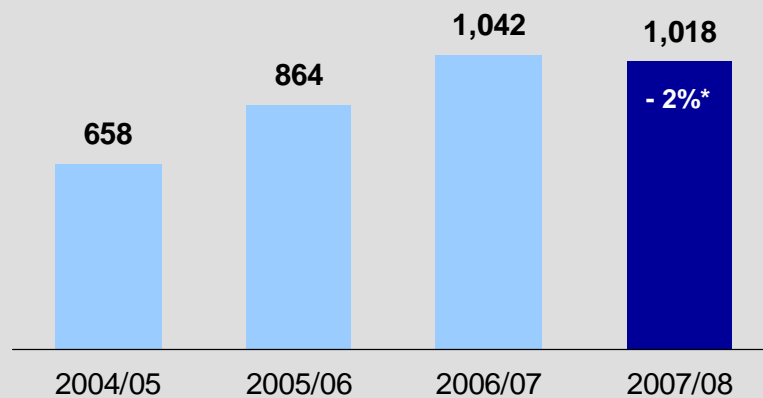
\* Over previous year \* Adjusted for currency influences

# Semiconductor Technology Group



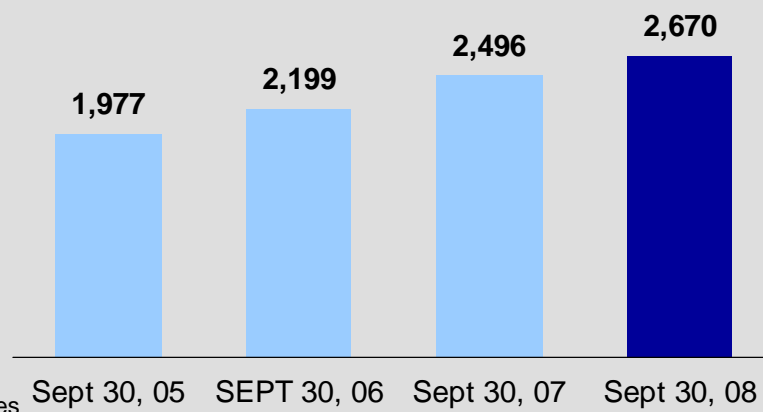
## Sales revenues

in EUR million



## Employees

(FTE)



\* Adjusted for currency influences



# Investments in the Future



## Immersion lithography lenses increase productivity

Microchip manufacturers invest in the latest technology for their production facilities.

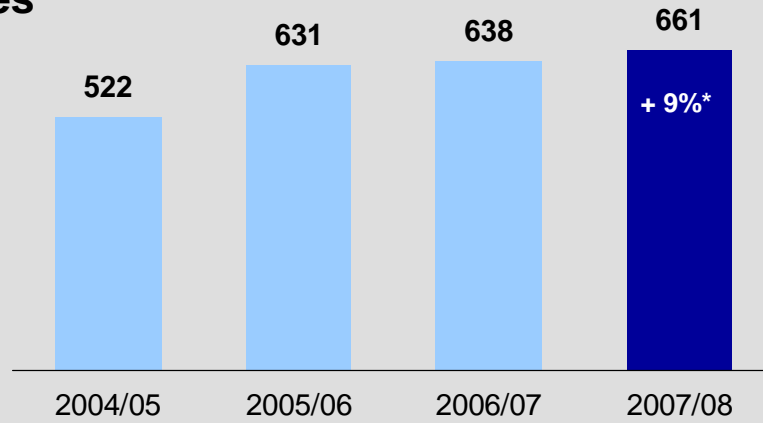
Even smaller and more economical microchips can be manufactured with lenses for immersion lithography.



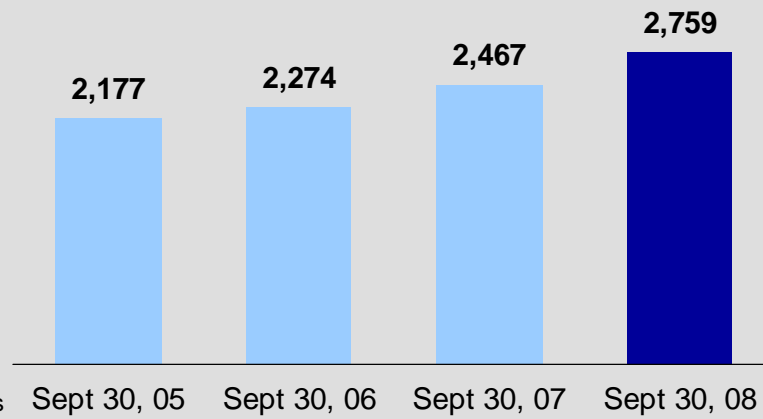
# Medical Systems Group



## Sales revenues in EUR million



## Employees (FTE)



\* Adjusted for currency influences

The figures deviate from the published figures of Carl Zeiss Meditec AG as a result of different consolidation models.



# Safe processes in the operating room



## **CALLISTO eye delivers important data at a glance**

The CALLISTO eye information and documentation system for ophthalmic surgery simplifies processes in the operating room.

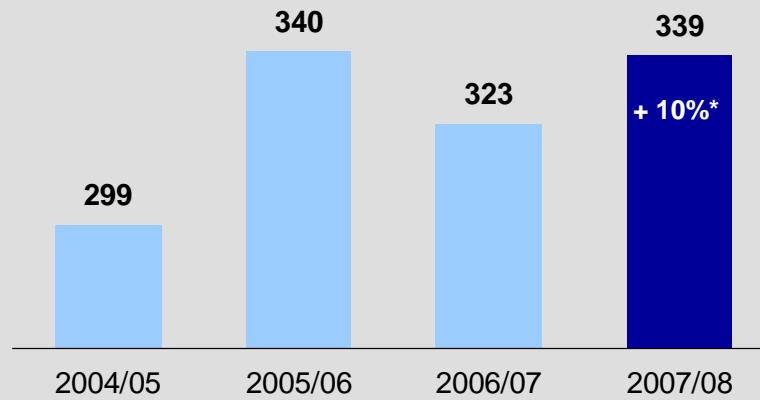
The system delivers all important patient data at a glance before, during and after an operation, thus simplifying processes and making them safer.



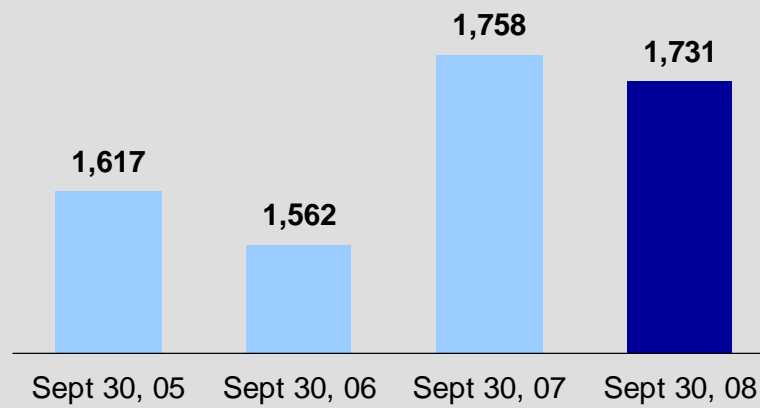
# Microscopy Group



## Sales revenues in EUR million



## Employees (FTE)



\* Adjusted for currency influences

# Tuberculosis detection four times faster



## PrimoStar iLED fluorescence microscope

Carl Zeiss developed the Primo Star iLED microscope together with the Swiss FIND Foundation.

Compared to the traditional microscopic detection of tuberculosis, this fluorescence microscope permits a diagnosis up to four times as fast.

Carl Zeiss and FIND sell the microscope at special conditions to countries with high tuberculosis rates.

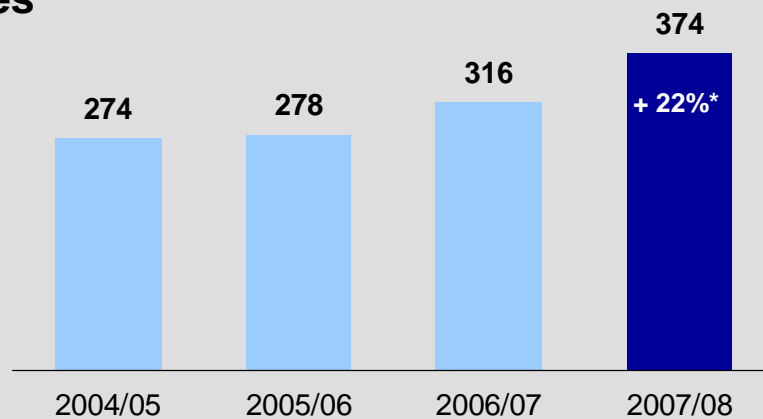


# Industrial Metrology Group



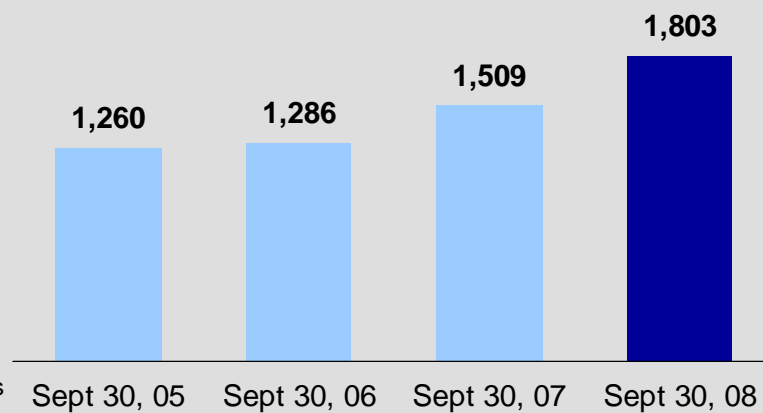
## Sales revenues

in EUR million

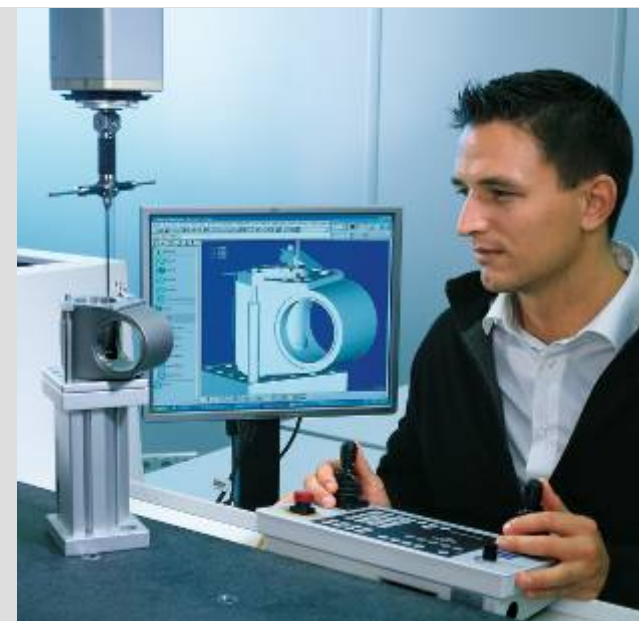


## Employees

(FTE)



\* Adjusted for currency influences



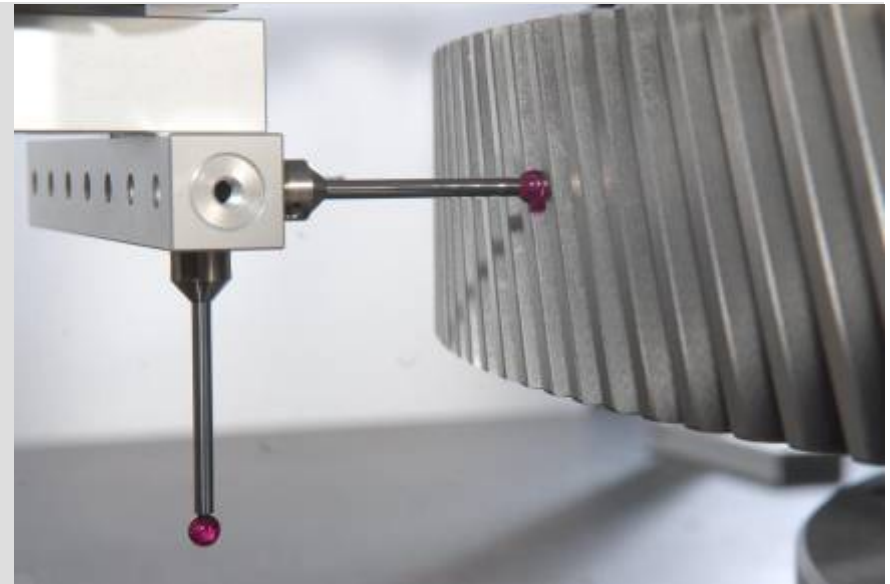
# Precision for maximum efficiency



## Measuring technology contributes to the efficient use of regenerative energy

Coordinate measuring machines from Carl Zeiss ensure the precise fit of components of wind turbines. The accuracy of the single parts influences the efficiency of the systems.

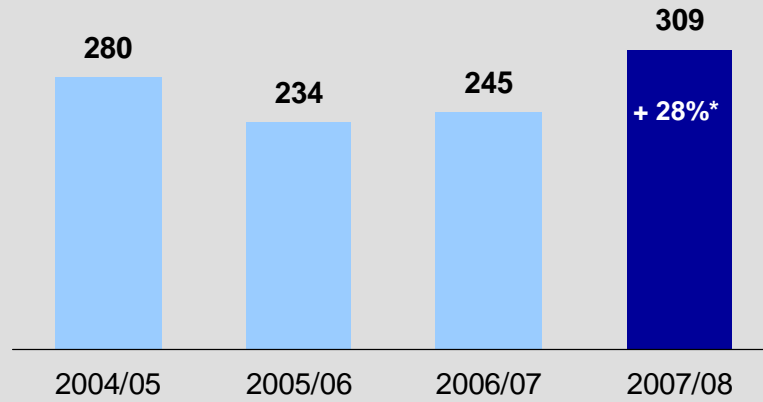
Measuring technology ensures that all important parts precisely fit to each other and can therefore withstand high stress.



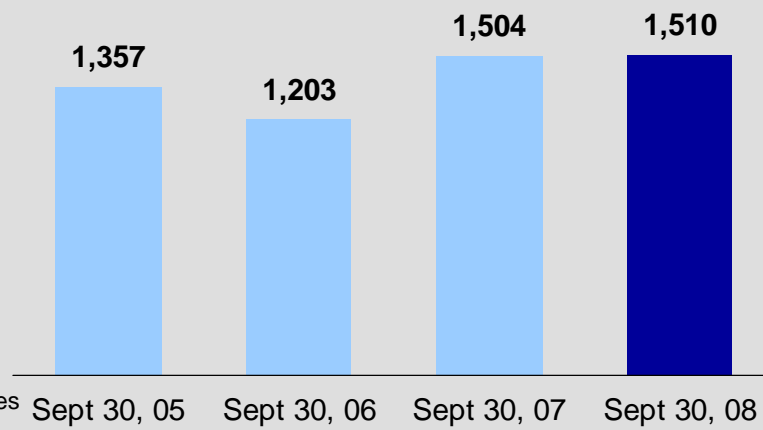
# Consumer Optics/Optronics Group



## Sales revenues in EUR million



## Employees (FTE)



\* Adjusted for currency influences

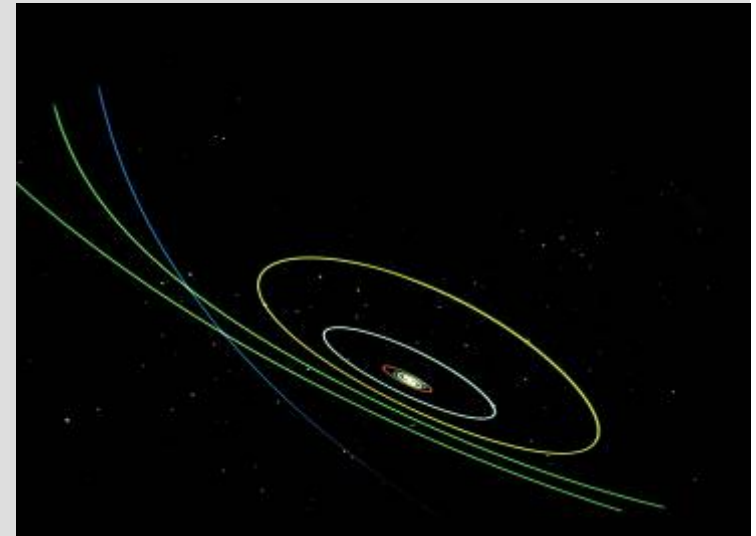
# Pitch Black



## Digital video projector for all-dome systems underscores market-leading position

Projecting a pitch black sky ensures maximum brilliance in star theaters.

Until now, no video projector was able to project an absolute black background on a planetarium dome. With its new VELVET video projector, Carl Zeiss is establishing a new milestone in brilliance and contrast.

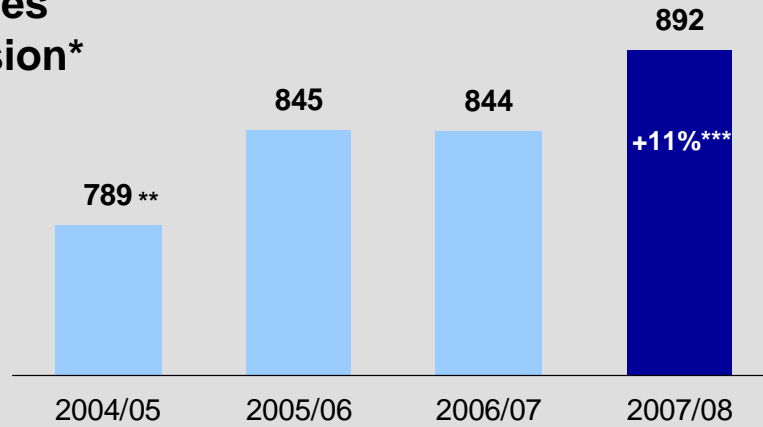


# Carl Zeiss Vision

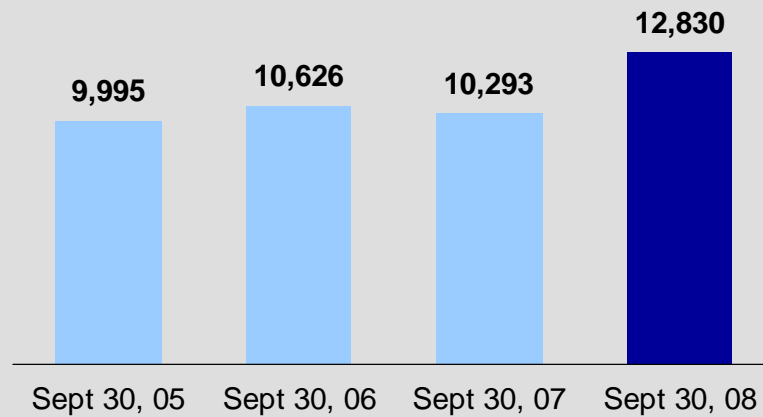


## Sales Revenues Carl Zeiss Vision\*

in EUR million



## Employees (FTE)



\*\* Not consolidated in the financial statement of the Carl Zeiss Group

\*\* Pro forma revenues

\*\*\* Adjusted for currency influences





# Relaxation for the eyes



## **New: Clarlet® Individual eyeglass lenses**

Carl Zeiss has expanded its offering of high-quality customized eyeglass lenses. The Clarlet® Individual single vision lenses are customized using a special calculating and production method.

Numerous measured values are incorporated which pertain to the wearing situation and position of the glasses. The customized lenses ensure razor-sharp, relaxed vision.

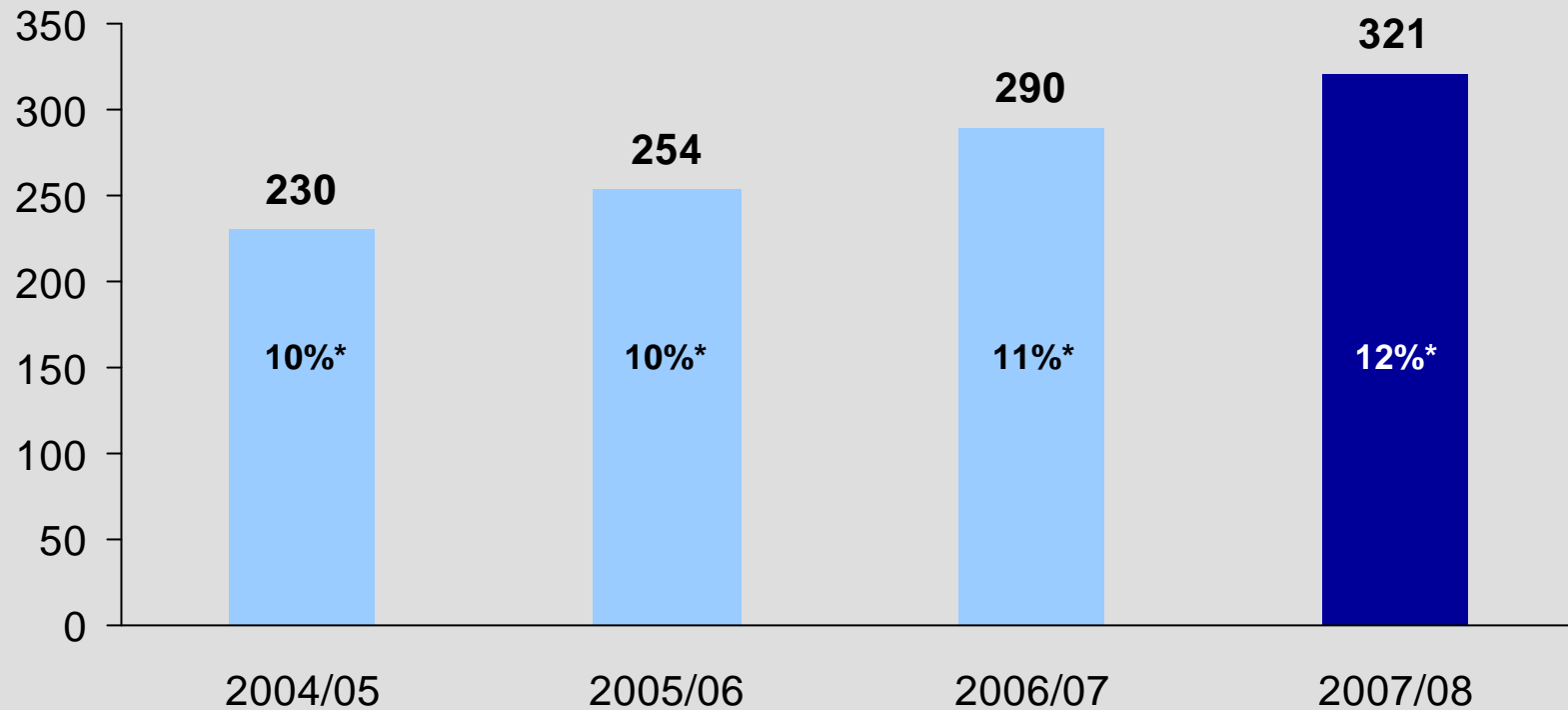


# Investments in research and development strengthen innovative power



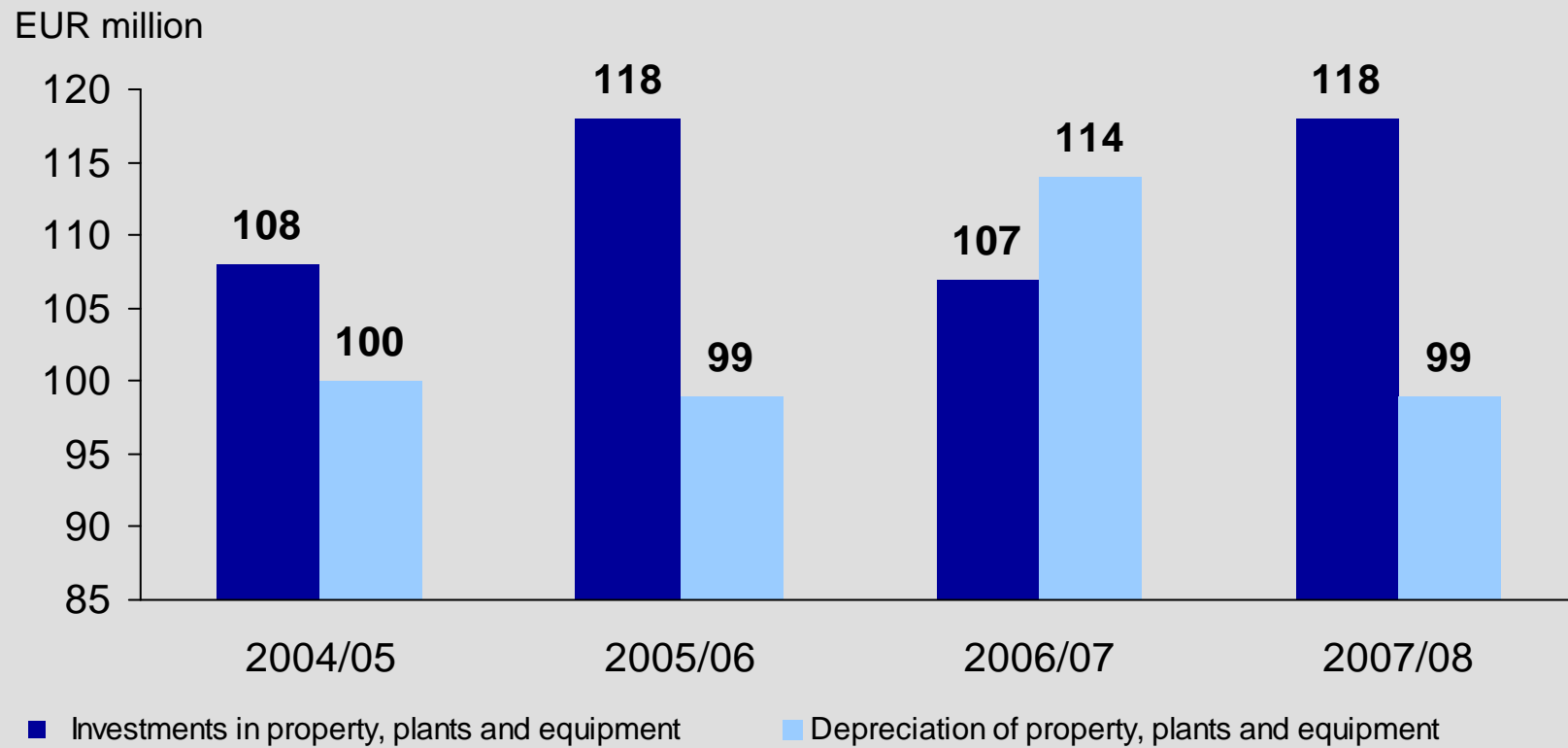
Carl Zeiss generates 60 percent of its revenues with products not older than five years

EUR million



\* of revenues

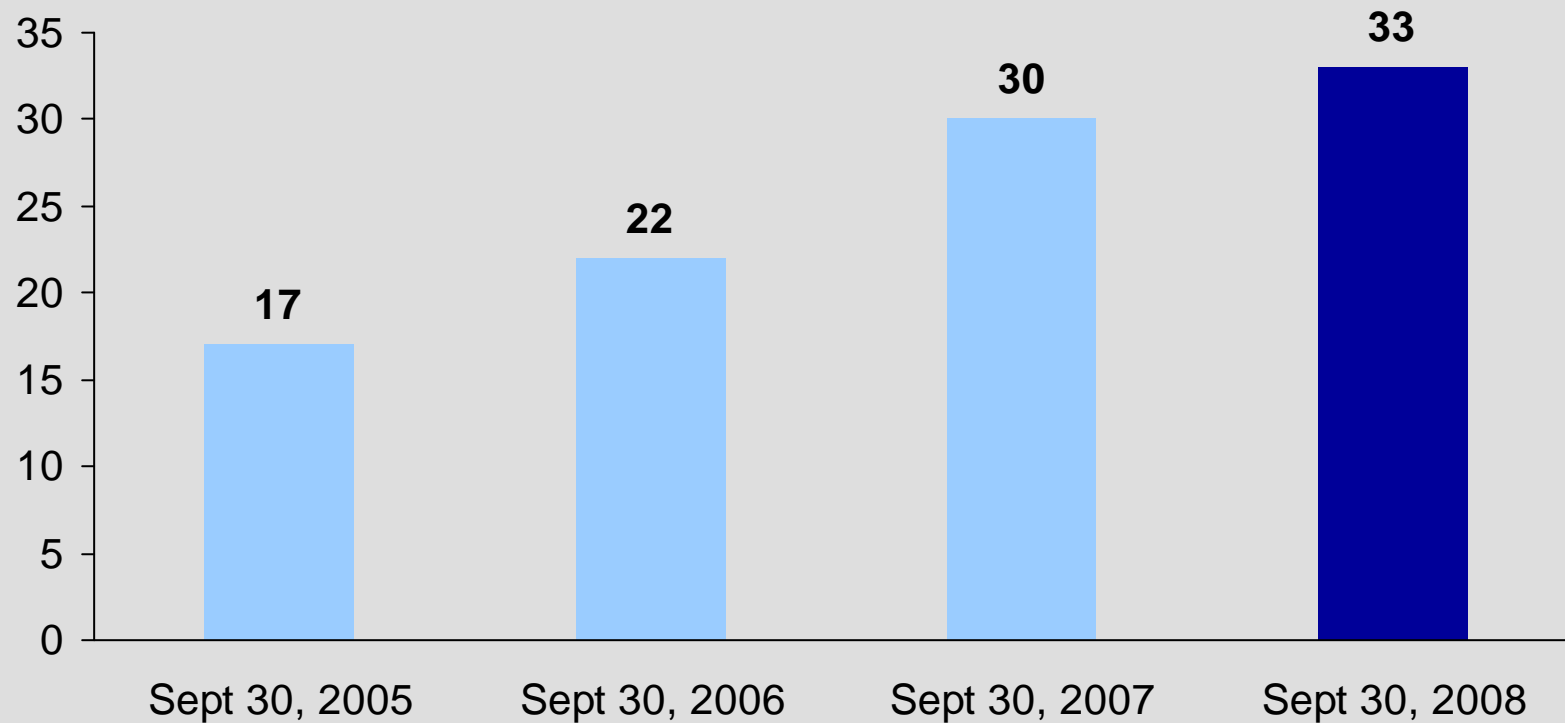
# Investments and depreciation continue at a high level



# Further Increase in Equity Ratio



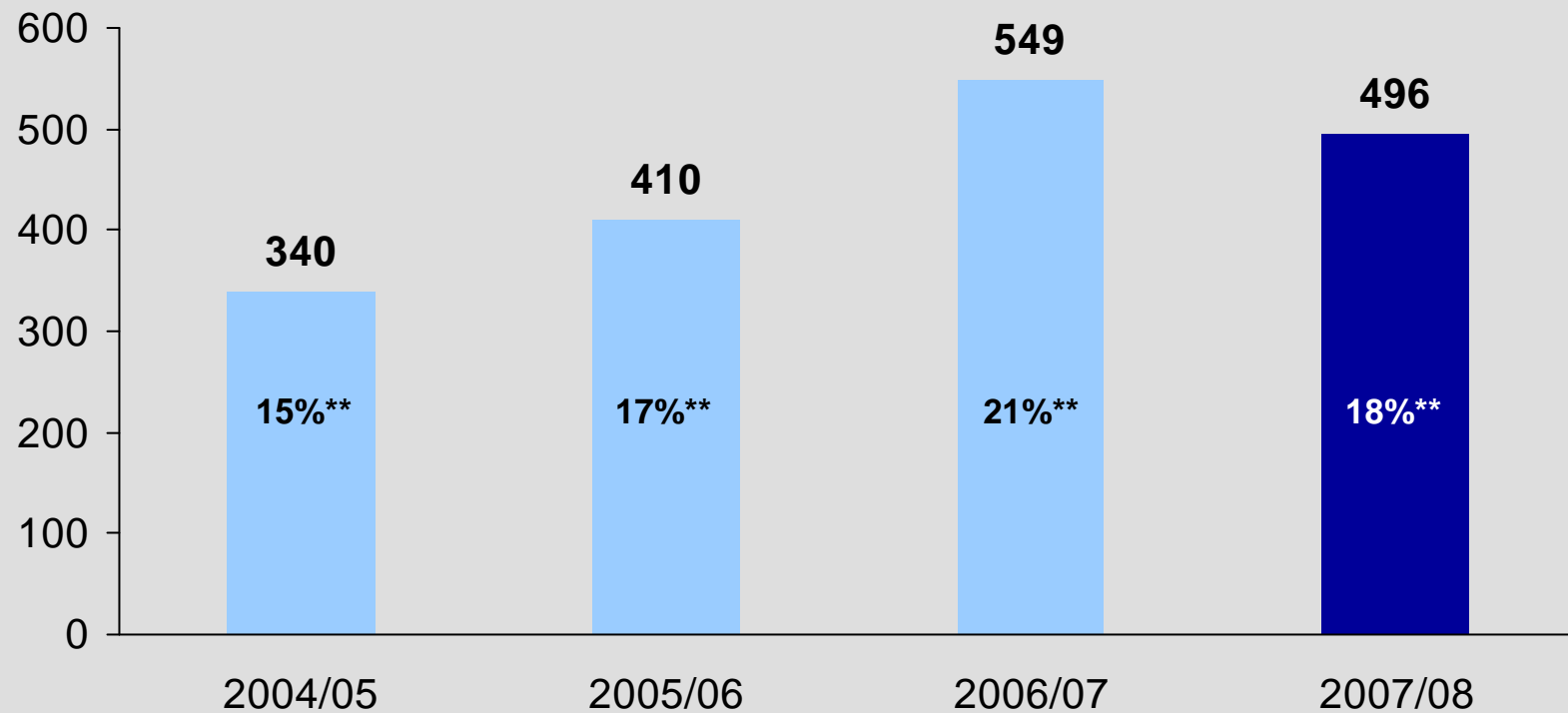
In % of the balance sheet total



# Cash flow\* at high level



EUR million



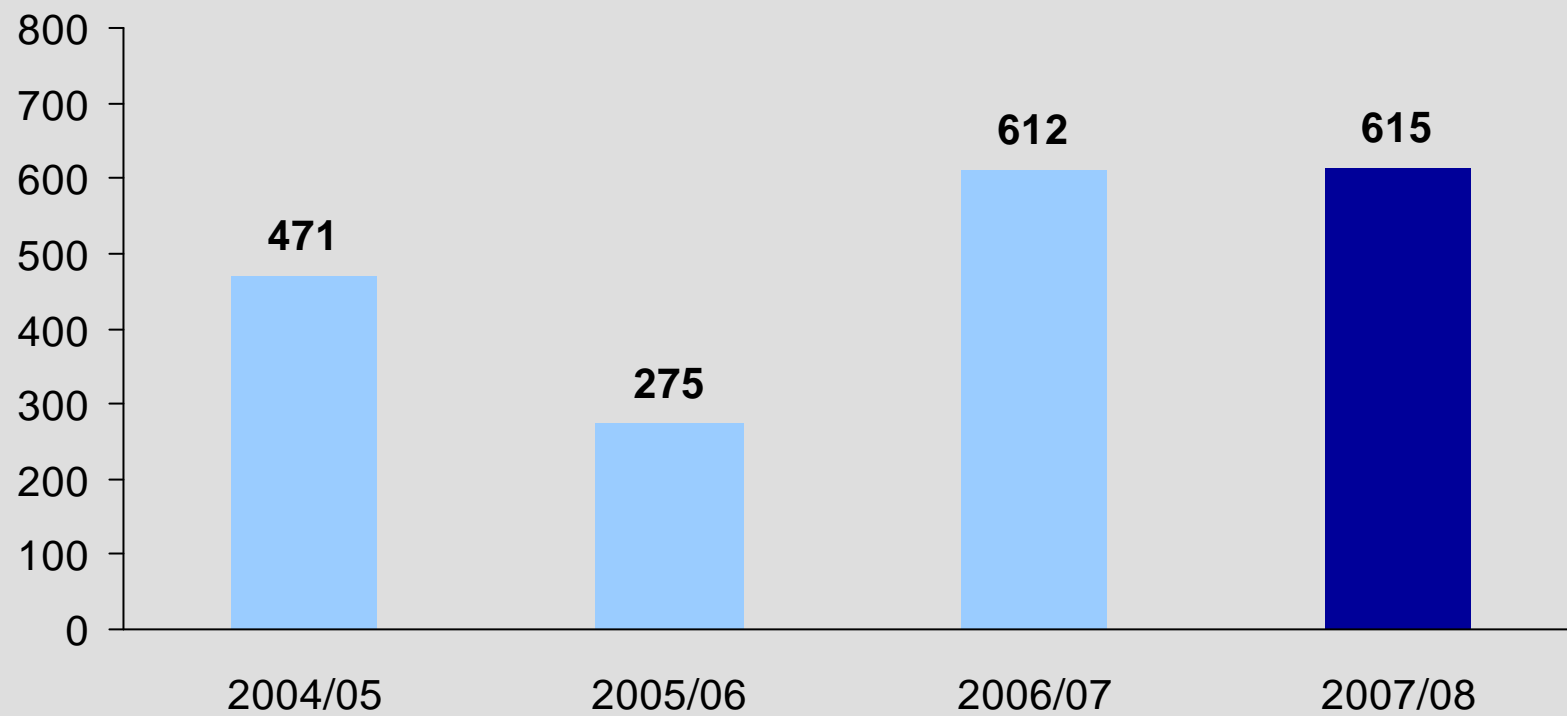
\* Based on the recommendations of the German Financial Analysis Association/Schmalenbach-Gesellschaft DVFA/SG

\*\* of revenues

# Net liquidity remains stable



EUR million





We make it visible.