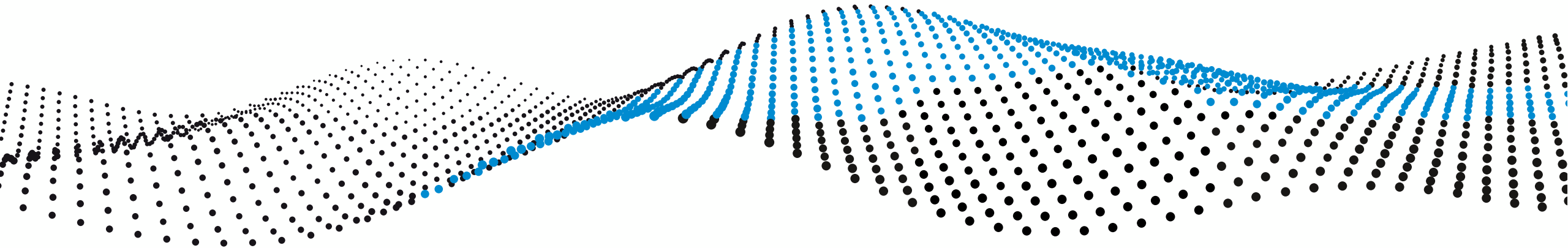


NDA_s

from an Industry Perspective



You are young, industrious
scientists, entrepreneurs, founders,
bursting with energy and creativity.
Just what established corporations
need (and often lack).

A natural fit.

So why not set up a Non-Disclosure Agreement so we can discuss business opportunities in confidentiality.

Surely, there's nothing wrong with that, right?

WRONG

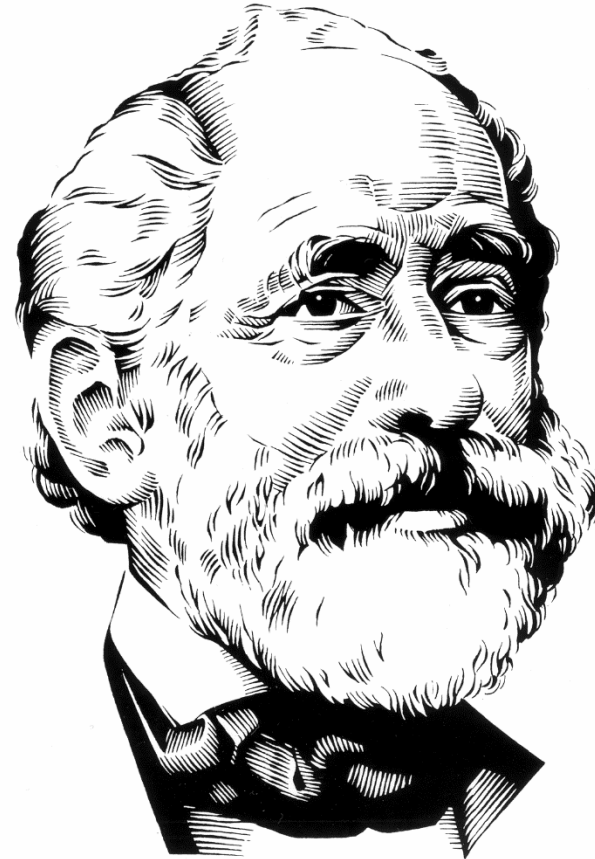
A Brief Overview



Founder and Partner Enabling Customers

Carl Zeiss founded a workshop for precision mechanics and optical instruments in Jena in 1846. Ernst Abbe – a young scientist and collaborator for the company – later joined the company and became a partner in 1876.

Optical technologies pave the way for many innovations. Carl Zeiss and Ernst Abbe recognized this early on, and this led to the creation of innovative new products and business areas that enabled the company to meet its customers' needs.



Carl Zeiss
Founder



Ernst Abbe
Partner



ZEISS Contributions as an **Enabling Partner**

36

Nobel laureates

used ZEISS systems to advance scientific progress

80%

of microchips worldwide

made on ASML lithography systems with ZEISS optics

50

ZEISS Camera Lenses were sent into space

during the NASA Apollo Mission

10

Oscar-nominated movies in 2019

filmed with ZEISS Cine Lenses

300.000

surgical procedures every year

with the ZEISS KINEVO 900



Investments in Research & Development

Innovations shape the future: Research and development teams at ZEISS are working hard to constantly expand our role as technology leader and market shaper. ZEISS has been making sustainable investments in R&D in order to achieve this goal.

New patent applications

580

R&D investments in € million

812

Investment by % of revenue

13%



ZEISS Worldwide

Employees

32,201

Locations worldwide (rounded)

100

Countries (rounded)

50

 Headquarters:
Oberkochen, Germany

Shaping the Future

ZEISS Segments

Semiconductor
Manufacturing
Technology



1.838 € billion in revenue

4,335 employees

Industrial
Quality & Research



1.640 € billion in revenue

7,173 employees

Medical
Technology



1.647 € billion in revenue

5,461 employees

Consumer
Markets



1.099 € billion in revenue

11,267 employees

Shaping the Future

ZEISS Segments

Semiconductor
Manufacturing
Technology



Industrial
Quality & Research



Medical
Technology



Consumer
Markets



Strategic Business Units

Semiconductor Manufacturing Optics	Semiconductor Mask Solutions	Process Control Solutions
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Industrial Quality Solutions	Research Microscopy Solutions
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Microsurgery	Ophthalmic Devices
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Vision Care	Consumer Products
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Enabling the Next Generation of Microchips

Semiconductor Manufacturing Technology

- Semiconductor manufacturing optics, primarily for lithography
- Photomask systems
- Process control solutions for the semiconductor industry and other sectors



Assuring Quality and Precision – Seeing even the Finest Details

Industrial Quality & Research

Industrial Quality Solutions

- Contact and optical measuring systems
- Computed tomography
- Measuring, analysis & management software

Research Microscopy Solutions

- Light microscopy
- Laser scanning microscopy
- Electron and ion microscopy
- X-ray microscopy



Driving Progress in Medicine

Medical Technology

- Diagnostic and therapy systems for ophthalmology
- Visualization solutions for microsurgery
- Intraoperative radiotherapy
- Intraocular lenses for eye surgery



Enabling New Vision Consumer Markets

Vision Care

- Eyeglass lenses & accessories
- Devices for vision tests & eye measurements

Consumer Products

- Lenses for Photography & Cinematography
- Industrial lenses
- Binoculars & spotting scopes for nature observation
- Hunting optics



ZEISS

Innovation Hub @ KIT

The ZEISS Innovation Hub on the campus of the Karlsruhe Institute of Technology has seen a number of successful collaborations and projects since it opened in early 2020. ZEISS wants the hub to house high-tech and digital start-ups, as well as its own innovations and new business activities.



Attractive Employer with Unique Culture

ZEISS is an ideal employer for exceptional, dedicated talents. ZEISS offers its employees opportunities to actively shape the future.

Winning Team

32,201 Employees
worldwide

1,000 New Jobs
in 2019/20

3,910 Employees
R & D

520 Trainees
worldwide



So, why does any of this matter?

1.) NDAs, like all contracts, create administrative overhead.

Article 1

1.1 The term „**Affiliate**“ as used in this confidentiality agreement (hereinafter referred to as “**Agreement**”) shall mean any legal entity that directly or indirectly controls a Party (hereinafter referred to as “**Parent Company**”), or is controlled by a Party or its Parent Company. “**Control**” as used in this Agreement means direct or indirect ownership of more than fifty per cent (50%) of the stock of such entity, or more than a fifty per cent (50%) interest, direct or indirect, in the decision-making authority of such entity.

But that's not the reason, is it?

2.) NDAs create a form of intellectual property

1.2 The term "**Confidential Information**" as used in this Agreement shall mean any trade secrets or confidential

2. Obligations and permitted use

2.1. The Parties acknowledge and agree that the Confidential Information disclosed by each Party ['the Disclosing Party'] is and shall remain proprietary to the Disclosing Party. In relation to any Confidential Information disclosed by the Disclosing Party, the Party who

confidential trade secret of the Disclosing Party and that the Disclosing Party will sustain irreparable financial and

But that's not the reason, is it?

2.) NDAs create a form of intellectual property

- 1.3 However, information disclosed by the Disclosing Party hereunder shall not be considered as Confidential Information if the Receiving Party demonstrates that such information was
- (a) known to the Receiving Party prior to the time of disclosure;
 - (b) in the public domain at the time of disclosure or thereafter becomes publicly known through no breach

Make yourself interesting

Don't be too secretive

Act like professionals

Don't be overly complicated

Accept our NDA template

Don't insist on your own



Seeing beyond