

# Carl Zeiss Meditec Group



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**01** 3M 2021/22 at a Glance

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**02** Financial Performance

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**03** Focus Topics

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# Solid revenue growth and strong order intake in 3M 2021/22



## Revenue



- FX-adj. revenue growth of +10.5%
- Positive 3M revenue trend despite supply chain constraints
- Strong order intake at € 498.3 m, +24.0% YoY
- Growth in all regions, in particular APAC and Americas

## EBIT



- EBIT margin at 18.1% (PY 19.9%) – PY incl. one-off gain from property transaction of € 2.4 m
- Improvement in gross profit from favorable product mix trend with high recurring revenue
- Higher sales & marketing expenses partly due to product launches, return to tradeshow
- Adj. EBIT margin at 18.6% (PY 19.8%)

## EPS



- Financial result impacted by FX hedging loss

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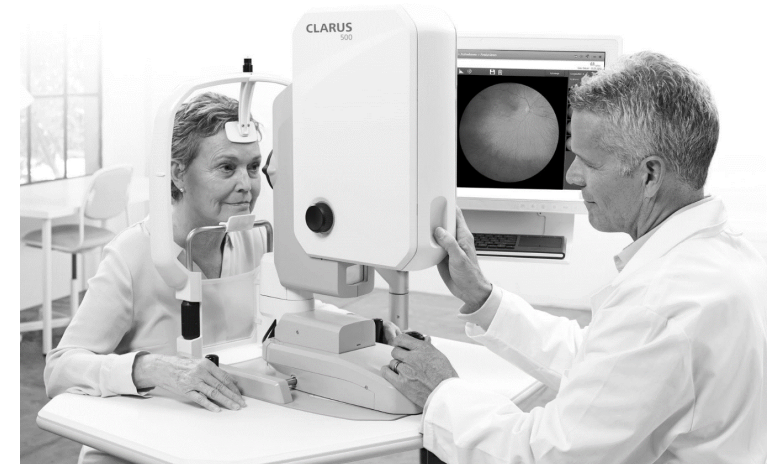
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**03** Focus Topics

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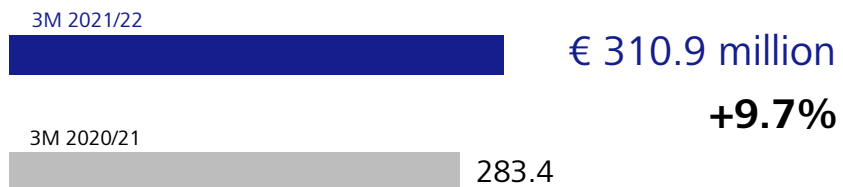


# Ophthalmic Devices

## Strong revenue growth with high share of recurring business



### Revenue



- FX-adj. revenue growth of +9.1%
- Main growth contribution from recurring revenues, strong equipment order intake

### EBIT margin



- EBIT margin decline of -2.8 pps affected by:
  - High Sales & Marketing expenses due partly to new product launches, return to trade shows as planned
  - Continued high level of investment in R&D
  - One-off gain from property transaction in PY

### Revenue Split



# Microsurgery

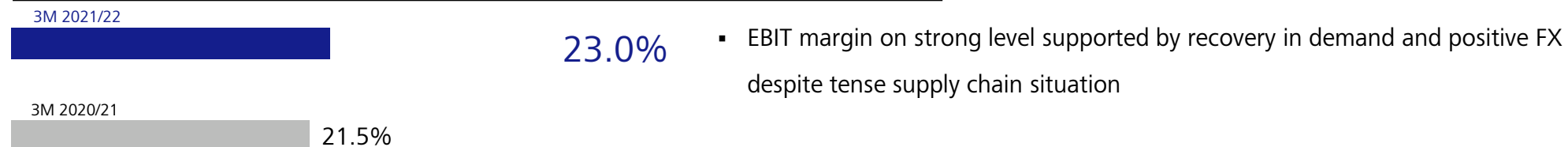
## Strong revenue trend, profitability on a high level



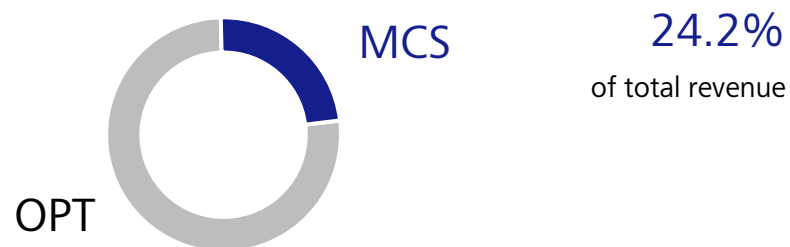
### Revenue



### EBIT margin

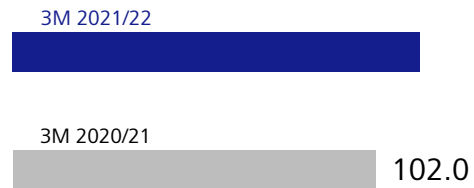
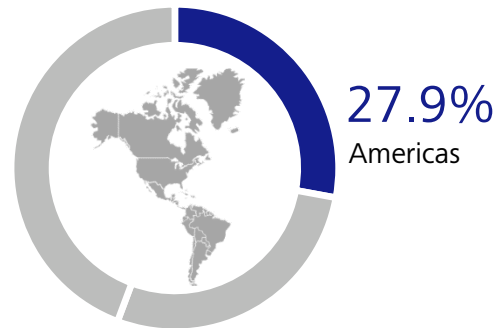


### Revenue Split



# Revenue growth in all regions

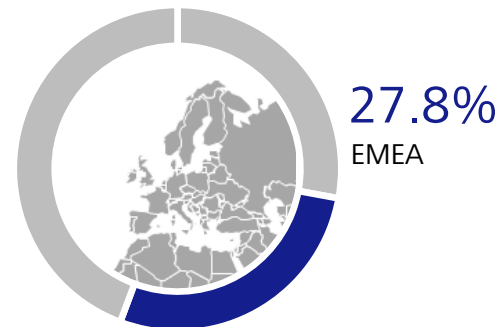
## Strong momentum particularly in APAC and Americas



€ 114.5 million  
**+12.3%**

### Americas

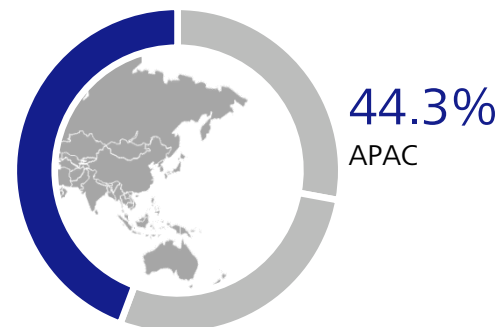
- FX-adj. revenue increase of +8.4%
- US and South America with strong contribution



€ 114.1 million  
**+5.0%**

### EMEA

- Fx-adj. revenue trend of +5.9%
- Southern European countries as well as Russia with leading growth rates



€ 181.5 million  
**+14.8%**






### APAC

- FX-adj. revenue growth of +15.1%
- Revenue growth mainly driven by China and India
- Japan and SEA with strong order intake

# P&L analysis – solid gross profit; EBIT growth moderate - mainly impacted by higher sales & marketing cost



## Income Statement

		in € million	in % of sales	
Gross profit		232.8	56.8	▪ Gross margin slightly up YoY supported by high share of recurring revenue in Ophthalmic Devices and positive FX
		207.3	56.2	
Selling & marketing expenses		83.1	20.3	▪ Notable rise in sales & marketing expenses as expected amid new product launches and return to physical trade shows
		68.2	18.5	
General admin. expenses		14.8	3.6	▪ Increase of R&D expenses and G&A expenses in line with revenue growth
		13.9	3.8	
R&D expenses		60.5	14.8	
		54.2	14.7	
EBIT [adj.]		74.4	18.1	
		[76.3]	[18.6]	
		73.4	19.9	
		[72.9]	[19.8]	

■ 3M 2021/22    ■ 3M 2020/21



# Adjusted EBIT margin amounted to 18.6%



## Adjusted EBIT margin

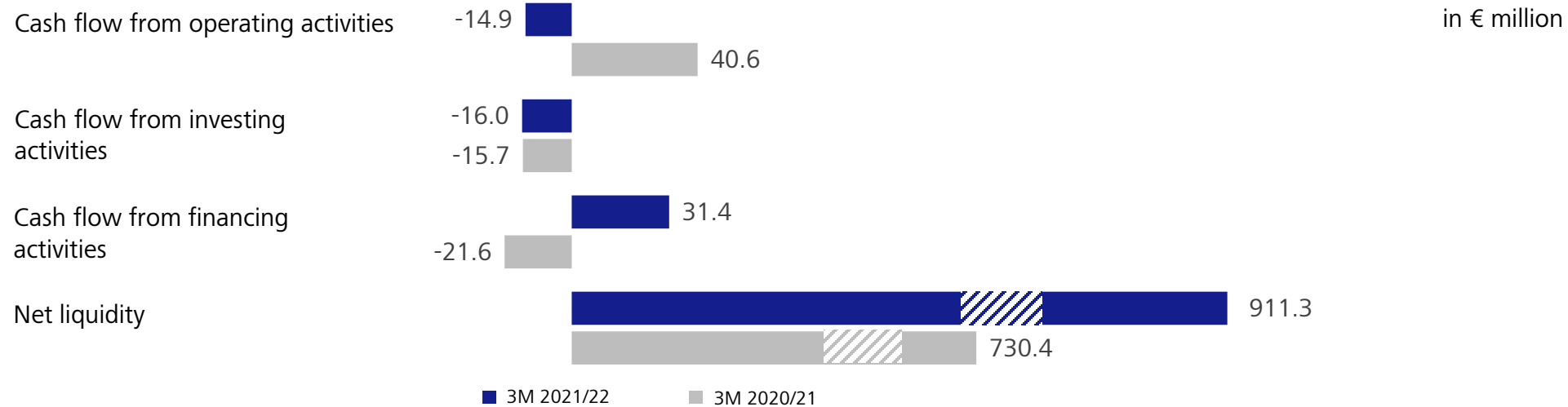
	3M 2021/22 € million	3M 2020/21 € million	Change to PY %
EBIT	74.4	73.4	+1.3
./.. Acquisition-related special items	-2.0	-1.9	-
./.. Other special items	-	+2.4	-
Adjusted EBIT	76.3	72.9	+4.7
Adjusted EBIT in % of revenue	18.6%	19.8%	-1.2 pps

- Non-cash charges related to the acquisitions of Aaren Scientific and IanTech
- One-off gain from the sale of a property in the amount of around € 2.4 million in the prior period

# Inventory ramp-up weighs on operating cashflow amid tense supply chains



## Cash flow statement



- **Operating cash flow lower** compared to PY mainly due to ramp-up in inventories amid tense supply chains
- **Net liquidity** on a high level of € 911.3 million

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# VISUMAX 800 enables faster, robotic, connected Laser Vision Correction



## Smart robotic assistance - Faster cut speeds

- Lenticule creation in less than 10 seconds
- Increased safety due to shorter suction time
- Convenience for surgeons and patients

## Digitally connected workflow

- Seamlessly connects with different products from ZEISS
- ZEISS Refractive Workplace for remote treatment planning
- Easily manage, evaluate, store and transfer data

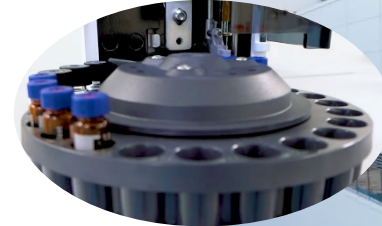
**First installations in EMEA region completed**  
**Strong order entry in 3M 2021/22**



# First IOL deliveries from new Guangzhou consumables manufacturing plant



- Creating a consumables manufacturing site in China
- First Monofocal IOLs shipment in Sept 2021
- Significant COGS reduction targeted in IOL production over next few years
- Enables local manufacturer status for Chinese end market
- Supply chain efficiency improvement



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# Long-term demand drivers for our business remain in place



## Favorable Long-Term Trends

- Aging population and growing affluence
- Rising access to health care in RDEs
- Increasing information access and awareness
- Growing patient load, growing patient expectations
- Rising relevance of tele-medicine and digital, AI driven solutions for diagnostics and surgery will re-shape ophthalmology, ZEISS needs to continue to invest in digitalization in order to stay on top

## FY 2021/22 Outlook

- Expecting further sales growth, at least in line with market growth
- Global supply chain situation remains tense – further impact on market growth cannot be ruled out
- EBIT margin expected to be between 19% and 21% in FY 2021/22 as opex are expected to normalize from pandemic impact
- Targeting mid-term EBIT margin sustainably above 20%. Long-term upside due to recurring revenue while opex investments expected to remain high



Seeing beyond