

# Carl Zeiss Meditec Group



**Sebastian Frericks, CFA**  
Head of Group Finance & Investor Relations

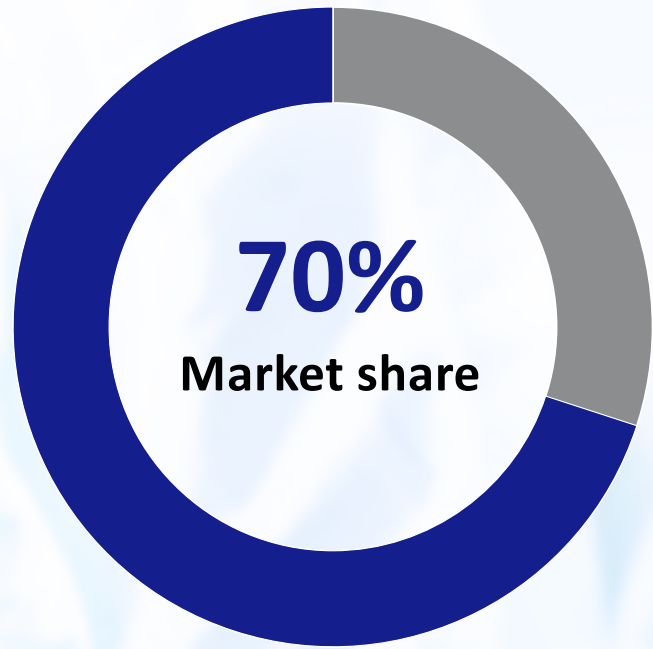
**ZEISS Medical Technology**

**<10 Seconds**  
of eye light correction  
**Improving**  
quality of life





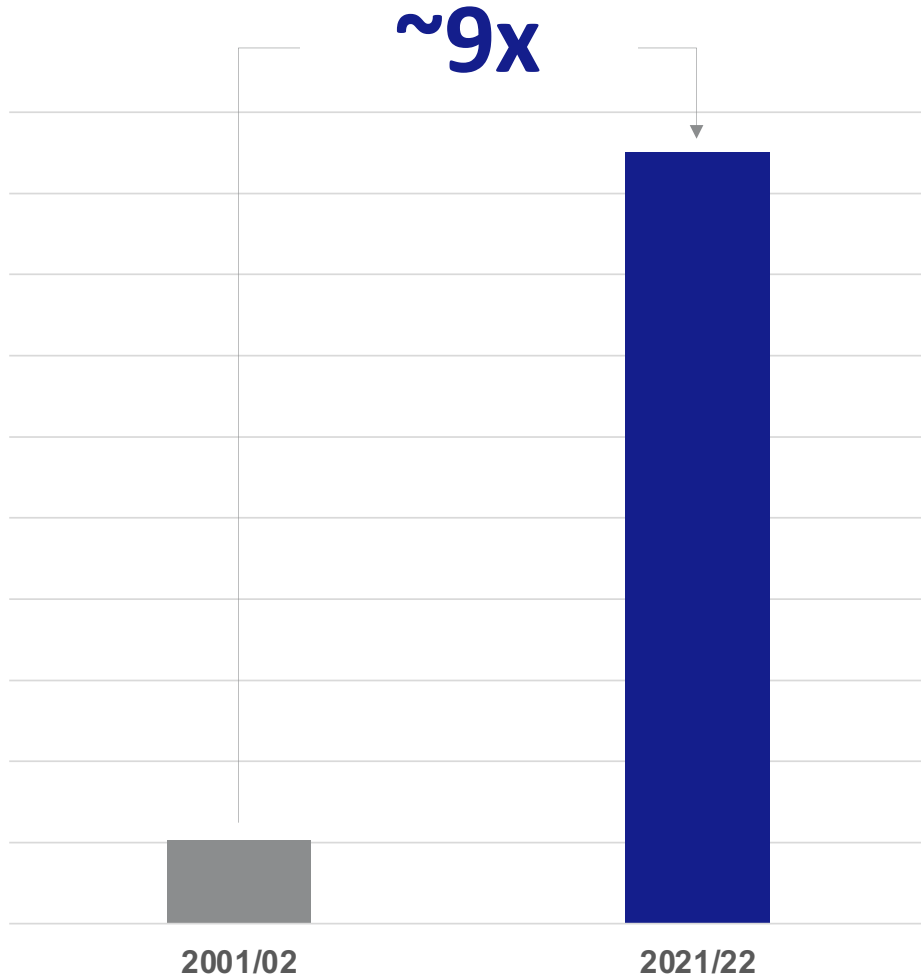




**70%**  
**Market share**



# Carl Zeiss Meditec Has A Track Record of Strong Profitable Growth



**€1.9 billion Revenue**

Long-term growth trend over 20 years

**~20.9% EBIT margin**

in FY 2021/22

## Reasons to invest



**1 Innovation**

**3 Asia/Pacific**

**2 Recurring Revenue**

**4 Digitalization**

**> €250 Million** R&D

**Budget**

15% of total revenue





Track Record of Gold Standards



**1<sup>st</sup>** Neuro Microscope



## Track Record of Gold Standards



**1<sup>st</sup>** OCT



# Track Record of Gold Standards



## 1<sup>st</sup> Biometer

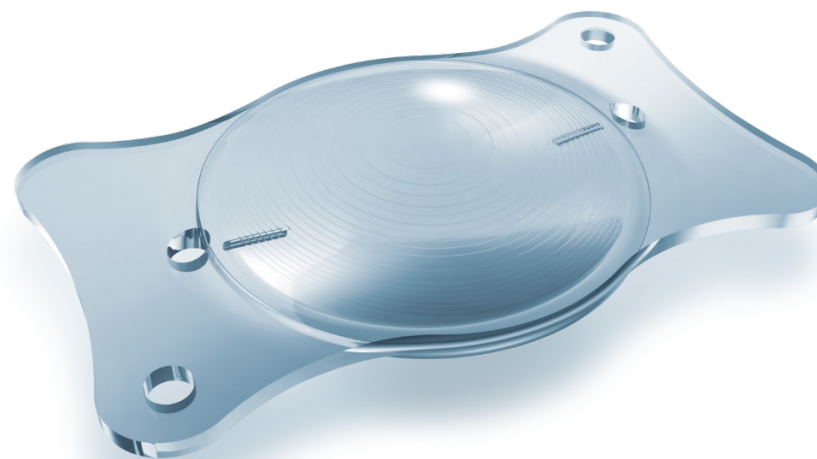


Track Record of Gold Standards



**1<sup>st</sup> company**

to develop  
trifocal intraocular lenses



Track Record of Gold Standards



**1<sup>st</sup> company**

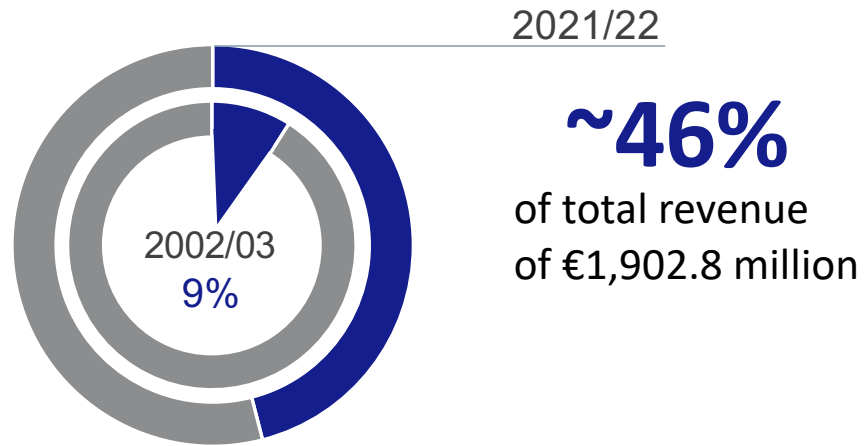
to develop  
minimally invasive laser surgery



# Growing share of Recurring Revenue



Share of recurring revenue has advanced steadily over two decades



# More than 7 million of SMILE procedures

Have been performed since the launch in 2011



# ZEISS Cataract Workflow

QUATERA 700®

Unleashing a new experience in phaco





## Asia/Pacific

**50.3%**

share of revenue in Asia/Pacific  
region



# Digitalization – ZEISS Medical Ecosystem



## 1 Connectivity



## 2 Data Management



## 3 Artificial Intelligence



## Reasons to invest

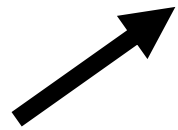


**1 Innovation**

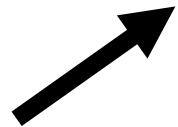
**3 Asia/Pacific**

**2 Recurring Revenue**

**4 Digitalization**



**Growth ahead of our markets**



**> 20% sustainable  
mid-term EBIT margin**



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Seeing beyond