

Carl Zeiss Meditec Group Investor Presentation



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January 2025

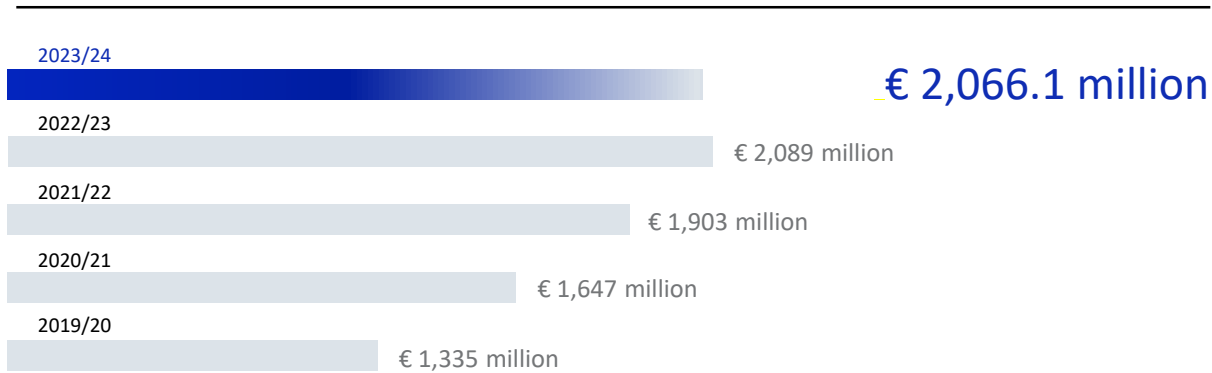


Leading market position in Ophthalmology and Microsurgery

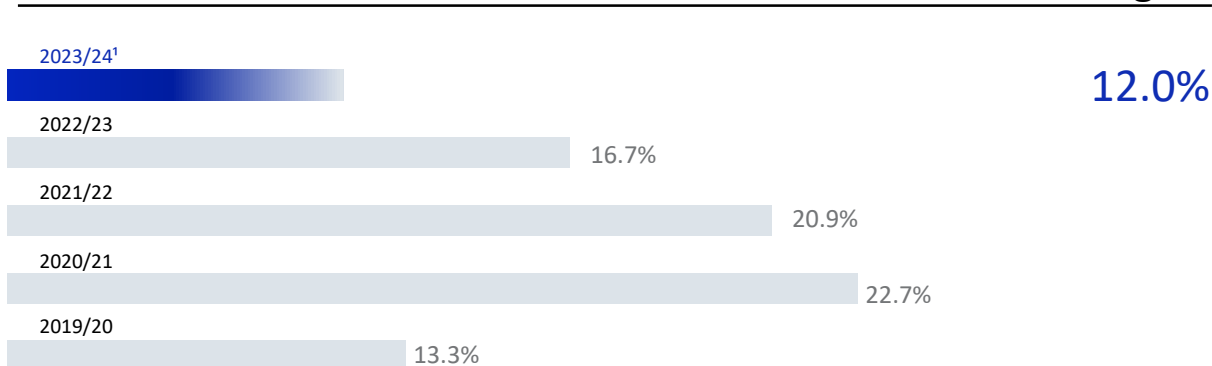
Solid revenue development over last 5 years



Total revenue



EBIT margin

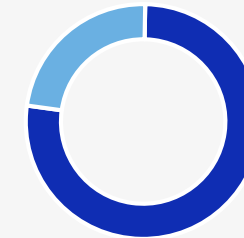


¹ 2023/24 EBITA margin at 12.0%, adjusted for amortization of PPA and impairment

MCS

23%

of total revenue



OPT

77%

of total revenue

Reporting date September 30, 2024

- Headquarters in Jena, Germany
- Around 5,730 employees worldwide
- Listed on the MDAX and TecDAX
- 59% of shares held by Carl Zeiss AG
- Leading market positions:
#2 in Ophthalmology - #1 in Microsurgery

Our markets benefit from structural tailwinds

Attractive outlook for Medical Technology



1
2
3
4
5



➤ Aging of the population and growing affluence
Continuously increasing volume of cataract surgeries



➤ Accelerating myopia and high myopia prevalence
Demand on premium vision quality



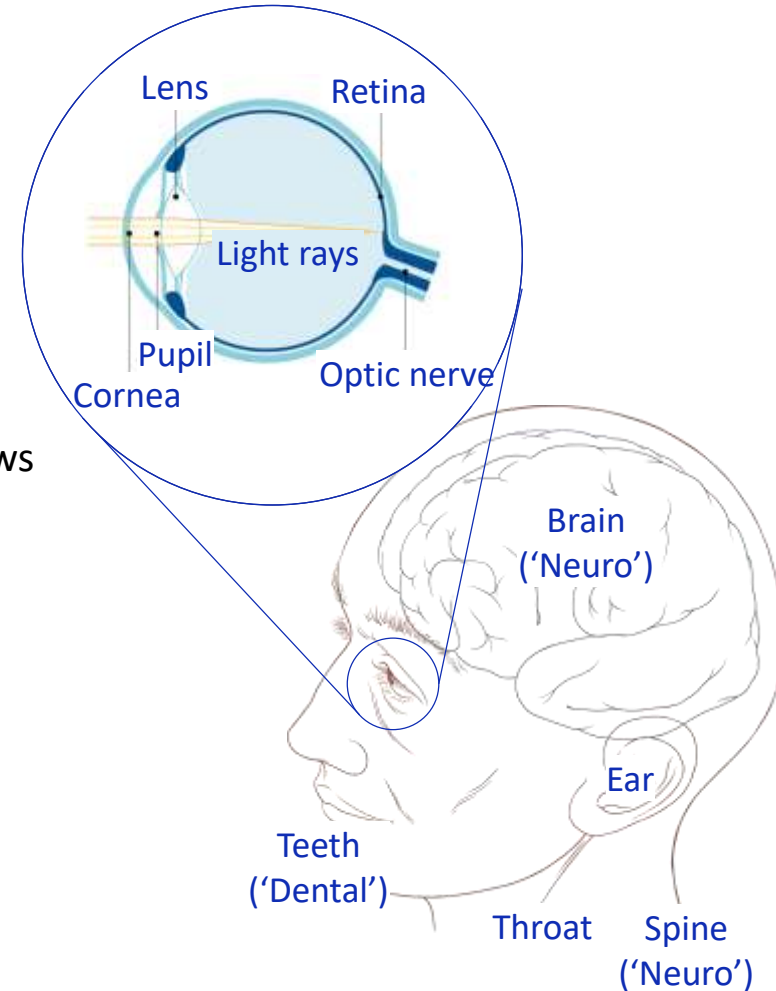
➤ Growing patient load requires more efficient workflows
Digitalization to re-shape healthcare



➤ Increasing information access and awareness
Need to improve surgical treatment outcomes



➤ Rising access to health care in RDEs



Ophthalmology

Advancing eye care - Every step of the way



Chronic Disease Mgmt	Refractive Surgery	Surgery Anterior Seg	Surgery Posterior Seg
Market size ¹ : ~ € 2.5bn	Market size ¹ : ~ € 1.7bn	Market size ¹ : ~ € 7.5bn	Market size ¹ : ~ € 2.0bn
Ophthalmic diagnosis	Corneal surgery for visual correction	Cataract treatment	Retinal treatment

Customers: ophthalmologists, optometrists, ambulatory surgery centers, hospitals / eye clinics



¹ CZM internal estimates

Microsurgery

Redefining surgical visualization



Neuro / Spine

Visualization and treatment of Neuro / Spine

ENT / P&R

Visualization and treatment of ENT/ Plastic & Reconstructive

Dentistry

Visualization of Dentistry

Market size of surgical visualization¹: > € 0.7bn; potential business field in treatment

Customers: clinics and hospitals, dental offices/clinics

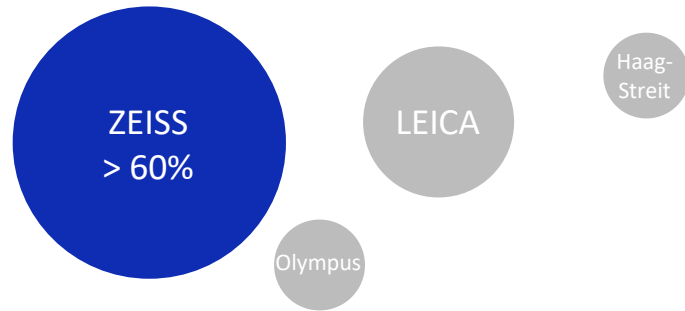


¹ CZM internal estimates

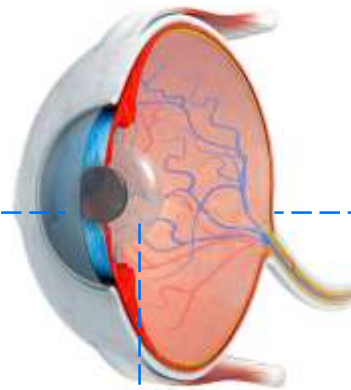
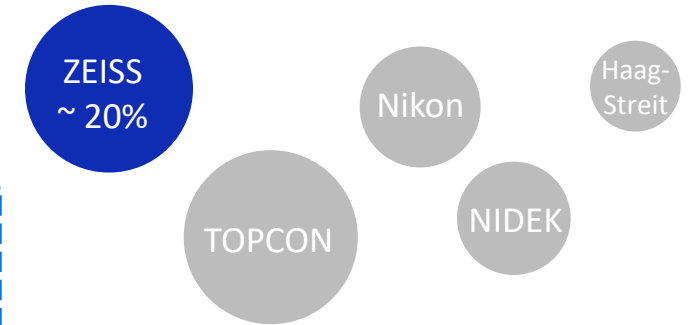
ZEISS has leading positions in its key markets



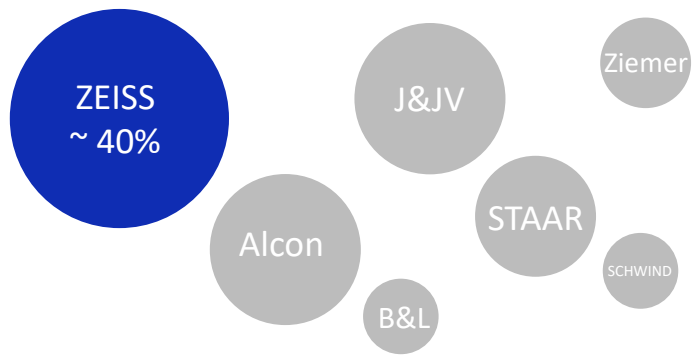
Most advanced in Visualization at **Microsurgery**



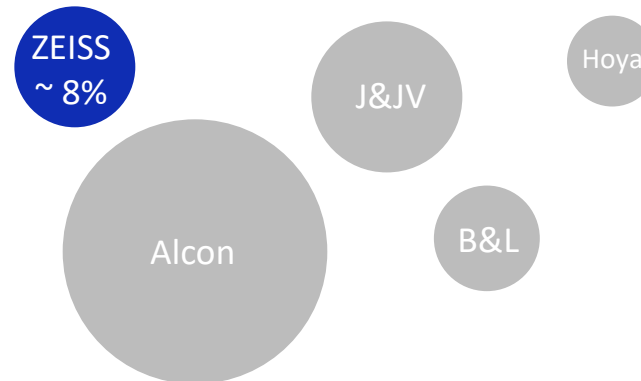
Key position in **Chronic Disease Management**



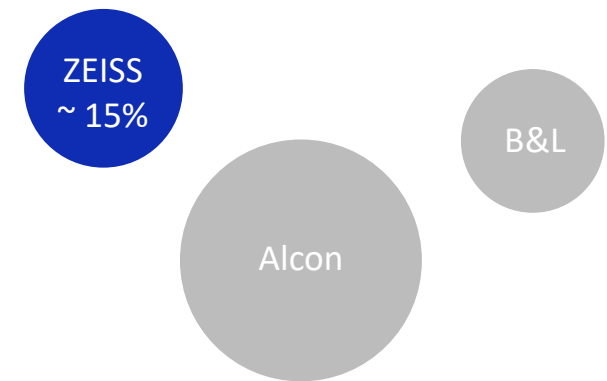
Top ranking in **Refractive Surgery**



Growing position in large **Surgery Anterior Seg**



Leading offering in **Surgery Posterior Seg**

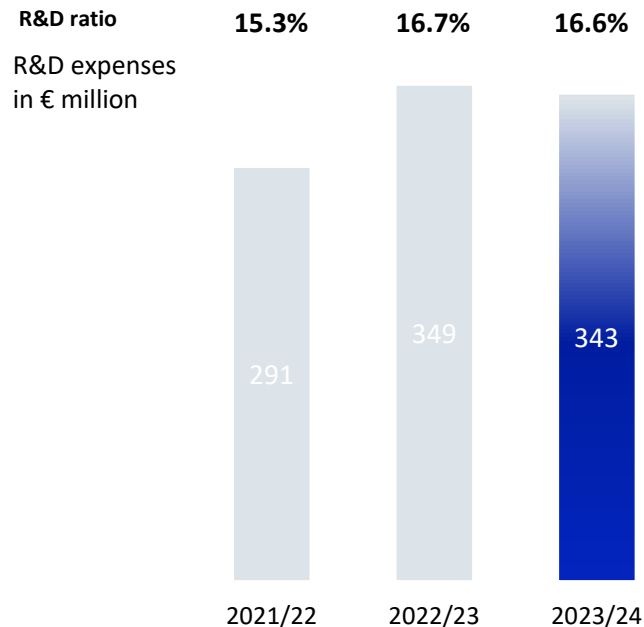


Source: CZM internal estimates, Marketscope

Technological leading - Strong position in key technologies and leading in market shaping innovation



ZEISS innovates to drive customer value through superior solutions.



High commitment to R&D investment resulting in technology leadership across our portfolio

1

LEADING INNOVATION AND PUSHING THE BOUNDARIES OF TECHNOLOGY

Shaping technological progress by turning state-of-the-art technology into superior applications

History of gold standards in optical technologies

2

DEVELOPING WITH THE CUSTOMER

Involving customers and key opinion leaders from an early stage - integrated into optical R&D network of the ZEISS Group

Application-driven development

3

CONNECTIVITY & DATA MANAGEMENT

Specific applications and workplaces to handle data and to support decision-making

Lead the digitization of our business

4

WORKFLOW- AND OUTCOME-DRIVEN SOLUTIONS

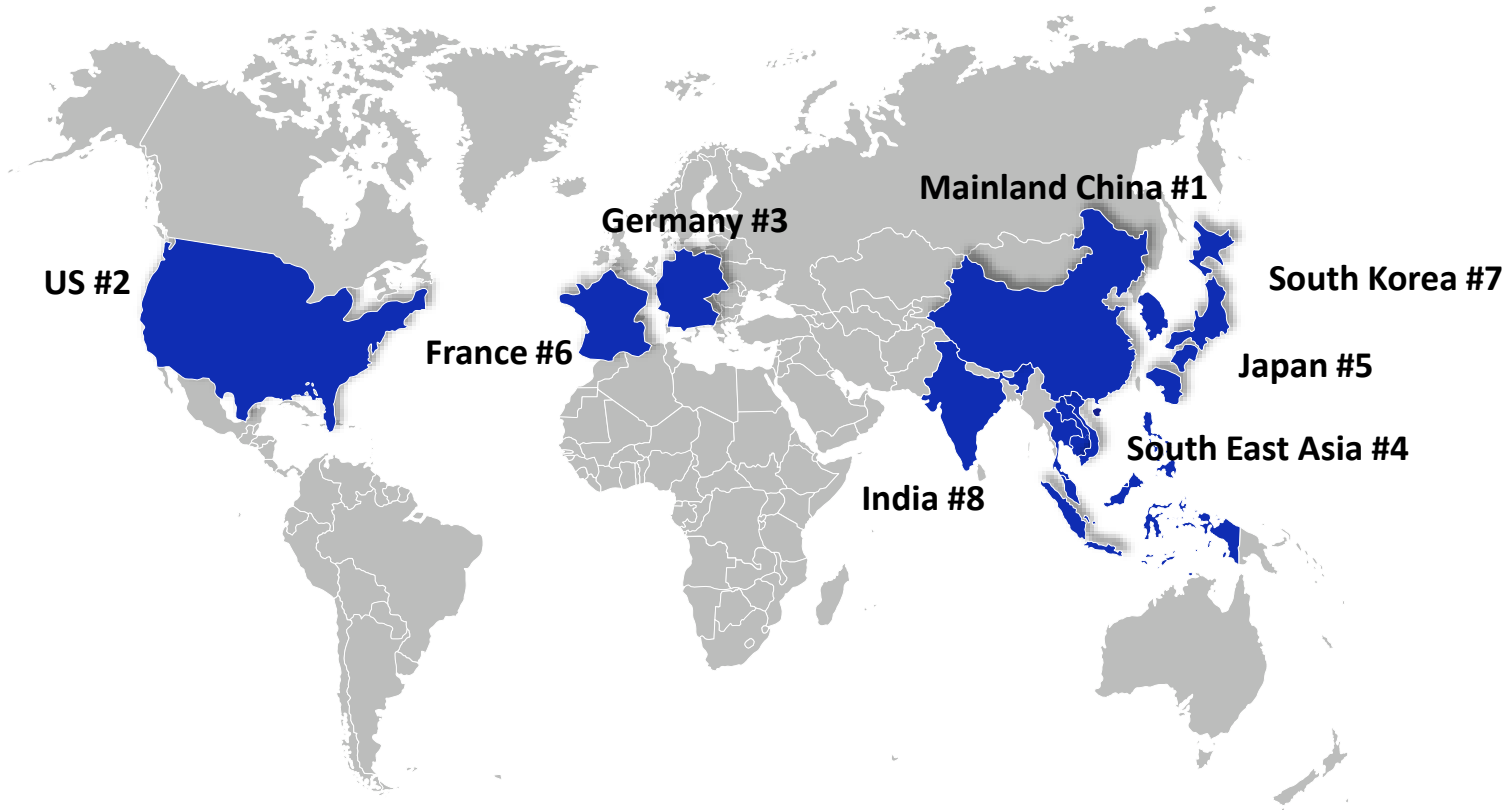
Integrated solutions supporting strong treatment outcomes and efficient workflows

We integrate our products into systems

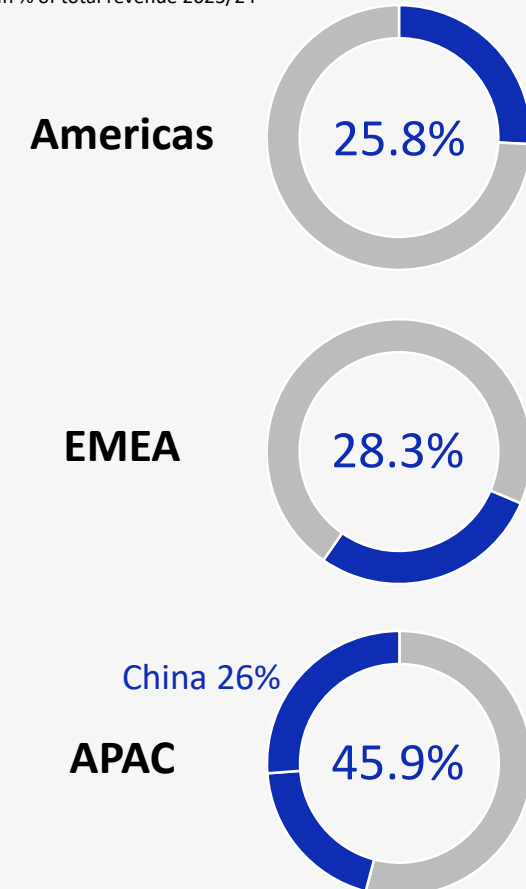
Strongest revenue generation from APAC



Carl Zeiss Meditec Group's top markets in terms of revenue
Ranked by proportion of total revenue



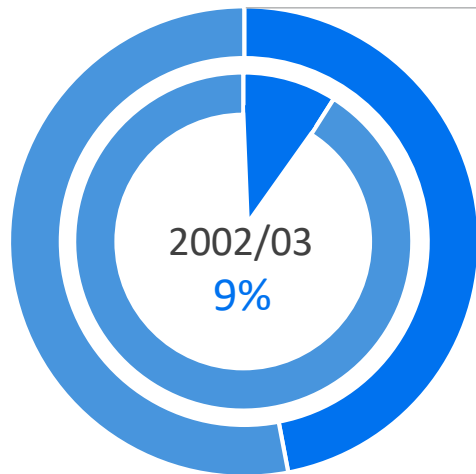
Carl Zeiss Meditec Group's regional split
In % of total revenue 2023/24



Favorable product mix - broad and diversified portfolio with growing share of recurring revenue



Share of recurring revenue has advanced steadily over two decades



2023/24

~47%
of total revenue
of €2,066.1 million



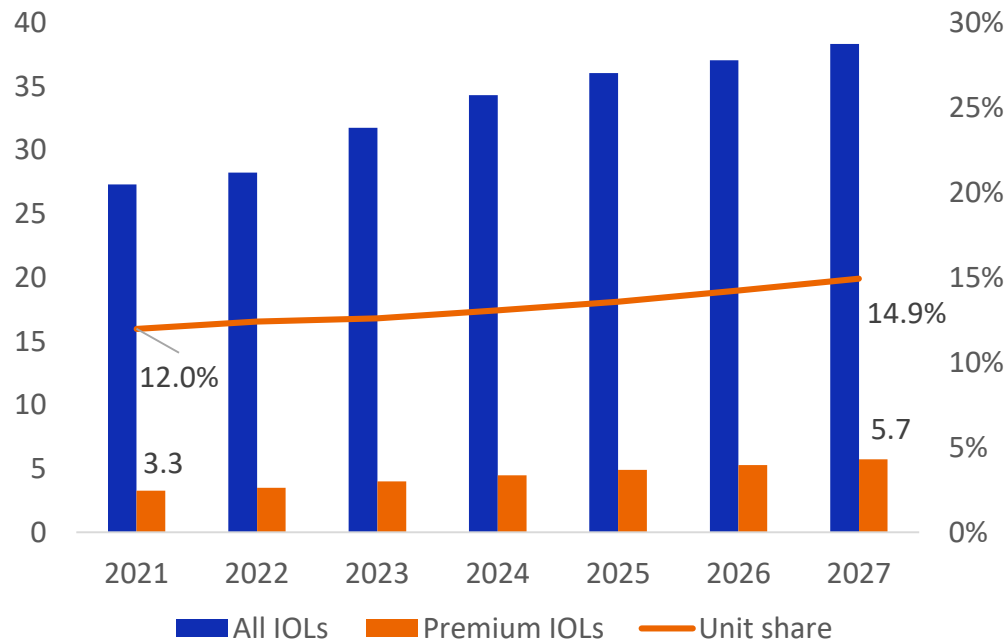
- More recurring revenue has allowed for profitable growth and less cyclicity
- We steadily broaden our service offering to complement our product offering and enhance the share of recurring revenue
- Recurring revenue has reached a level of around 47% in 2023/24 (+4 pps yoy owing to DORC consolidation)
- Key components of recurring revenue: Surgical consumables (e.g. intraocular lenses (IOLs), refractive treatment packs, OVDs, viscoelastics, phaco cassettes, drapes etc.), software and service

IOL market - Cataract surgeries projected to grow strongly

Accelerating Premium IOL growth

Premium IOL trend until 2027

in million units



Premium IOLs include Bifocal, Trifocal, EDoF, Accomodating, Presbyopia correcting etc.

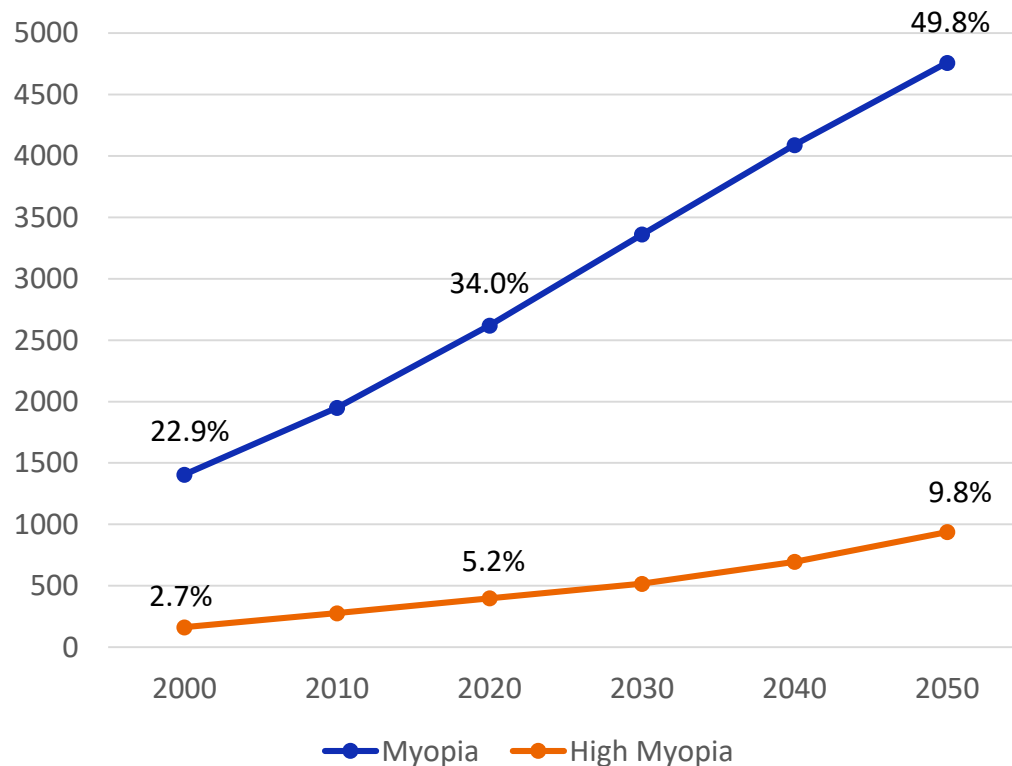
- Current cataract procedures around 25 m annually
- Market gradually recovered and is about to reach the pre-COVID level, catch-up of procedures anticipated to stretch out to further periods
- Premium IOL unit share (Premium IOL units / all IOL units) reached 12% while its revenue share reached 40% in 2021
- Growth to accelerate further: Premium IOL unit share to approach 15% while its revenue share to reach 48% in 2027
- Drivers: new innovations, technological improvement, higher awareness and adoption by patients, favorable health insurance provisions

Refractive market - Myopia prevalence to significantly expand

High myopia to grow at even more accelerated pace

Global myopia prevalence

in million people



Myopia rate	2020	2050
Asia Pacific, high income	53.4%	66.4%
North America, high income	42.1%	58.4%
Western Europe	36.7%	56.2%

- Myopia: -0.5D or less, high myopia: -5.0D or less
- Myopia and high myopia estimates suggest significant increases in prevalence globally
- Currently 1/3 of world population is myopic, 1/20 high-myopic; in 30 years around 1/2 of world population is myopic, 1/10 high-myopic
- High income regions with more accelerated trend

Source: Estimates by American Academy of Ophthalmology

ZEISS provides the most comprehensive diagnostic and surgical solution portfolio in eye care



Diagnostics	Routine Diagnostics	+			+	+
	Retinal Imaging	+			+	+
	Perimetry	+				+
	Biometry	+	+		(+)	+
Surgical	Therapeutic Laser	+	+			
	Refractive Laser	+	+	+	+	
	Surgical Microscopy	+	+		(+)	+
	Phaco & IOLs	+	+	+	+	
	Vitreotomy	+	+		+	

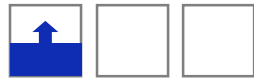
- ZEISS provides gold standard systems and solutions across eye diagnostics and surgery based on deep application know-how in optics and imaging.
- Connectivity of imaging and surgical devices used to support surgeons' quest for premium treatment outcomes and workflow efficiency.

All trademarks are property of the respective owner.

Driving clinical outcome and efficiency improvement ...through workflow solutions built around anchor products



Devices



Reach sufficiently significant and relevant market standing in the core and earn **“right to expand”**

Workplaces



Strategically enter additional relevant workplaces and develop an **integrated value proposition**

Workflows



Establish as a full workflow player, capture high-value elements, **leverage position**



Pre-treatment

Surgical Visualization

Instruments / Therapy

Implants

Post-treatment

Example: ZEISS Tumor Workflow



Digital Supported Cataract Workflow

Integrated solutions to provide highest level of care

PART OF THE ZEISS MEDICAL ECOSYSTEM

ZEISS Cataract Workflow

Efficiency without
compromise



Assess & educate

Obtaining deeper insights and engaging patients early on



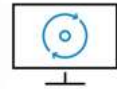
ZEISS EYEGUIDE



ZEISS IOLMaster 700



ZEISS CIRRUS 6000



Plan

Streamlining pre-operative planning



ZEISS EQ Workplace



ZEISS Digital Ordering Platform



Treat

Bringing surgical efficiency to the next level



ZEISS OPMI LUMERA



ZEISS QUATERA 700



ZEISS OPTIKIT



ZEISS CT LUCIA



ZEISS OVDs



Check

Enabling learning for future cases



ZEISS SL 800 &
ZEISS SL Imaging Solution



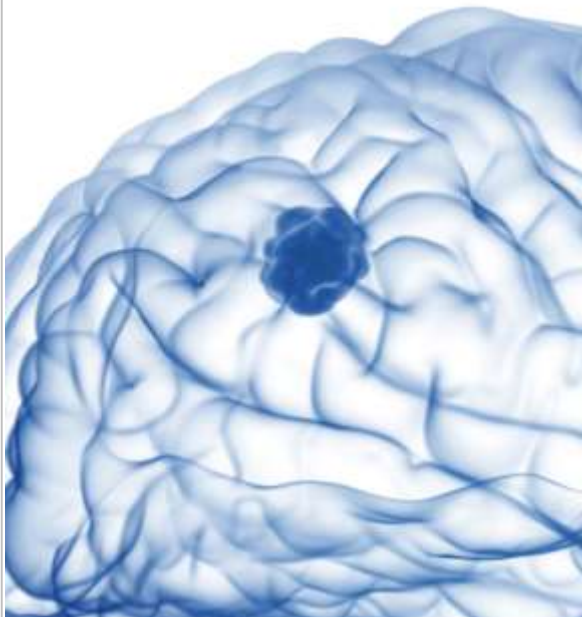
ZEISS Surgery Optimizer

Tumor Workflow

Integrated solutions to provide highest level of care

ZEISS Tumor Workflow

Reconsidered brain tumor treatment standard, striving for the best possible treatment of patients.



See.



Visualize of small and fluorescence-stained structures during tumor treatment.

ZEISS KINEVO 900



Check.



Enable real-time feedback on tissue microstructure through digital pathology consultation.

ZEISS CONVIVO



Treat.



Precisely target and intraoperatively irradiate the tumor cavity.

ZEISS INTRABEAM 600



- For 2024/25, we continue to anticipate a challenging global macroeconomic environment and do not expect a quick recovery in the investment climate for equipment, along with sustained pressure on consumer spending for elective procedures.
- Revenue is expected to return to moderate growth, supported by the recent stabilization in order intake and the full-year consolidation of DORC.
- EBITA and EBITA margin are expected stable to slightly higher in FY 2024/25.
- Cost containment measures will remain in effect to keep cost development roughly stable before the full-year consolidation of DORC.
- New product launches (such as KINEVO® 900 S and possible further VISUMAX® 800 approvals) provide additional upside potential throughout the year depending on timing of approvals & speed of ramp-up. Public stimulus measures for the consumer economy as well as medtech spending could provide further upside.
- A gradual increase in the EBITA margin is targeted in subsequent years, supported by increasing recurring revenues. Long-term sustainable potential for the EBITA margin is seen in the range of at least 16-20%.
- Expect weak revenue and EBITA trend to continue in Q1 2024/25, improve thereafter.



Seeing beyond