

Carl Zeiss Meditec Group

Investor Presentation

Investor Relations



August 2026



Market Trends

Ocular lifecycle · Megatrends

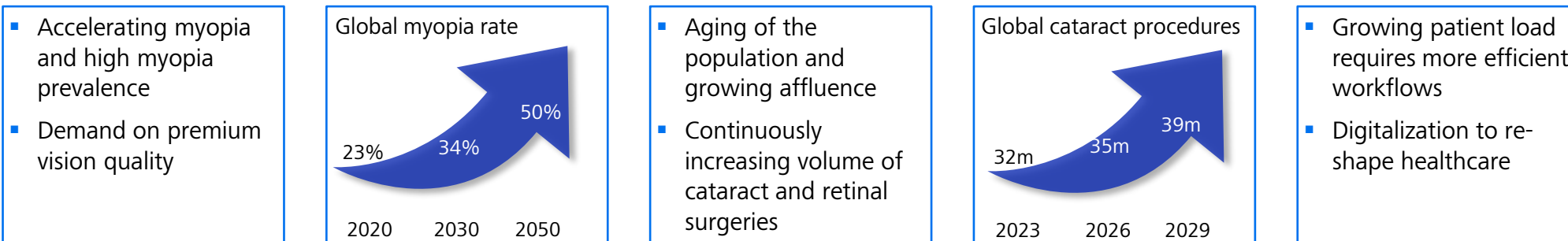
Our markets benefit from structural tailwinds

ZEISS ophthalmic surgical solutions cover a patient's entire ocular lifecycle

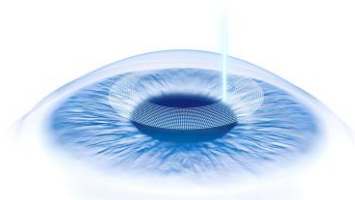
Eye conditions over lifetime



Structural tailwinds



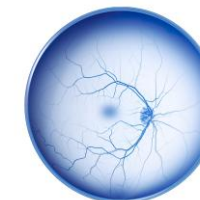
ZEISS Solutions



ZEISS Corneal Refractive Workflow



ZEISS Cataract Workflow



ZEISS Retina Workflow



Megatrends in Ophthalmology

Four secular demand drivers – each maps to a ZEISS franchise

Myopia Refractive

~50%

of world population myopic by 2050
(23% in 2020)

Rising screen time and urbanization
drive an expanding pool of laser
vision correction candidates – high-
income Asia leads.

Presbyopia Refractive / IOL

~2bn

people affected globally – everyone
over ~45

Ageing actives want spectacle
independence: PRESBYOND laser
blended vision and presbyopia-
correcting IOLs address a vast,
under-penetrated base.

Cataract Cataract / IOL

32m→39m

procedures p.a., 2023→2029

The largest ophthalmic surgery
segment keeps growing with
demographics; premium IOL mix lifts
value per procedure.

Retina Retinal Surgery

Rising

caseload from diabetes & AMD

Diabetic retinopathy and macular
degeneration grow with age and
lifestyle disease – driving vitreo-
retinal surgery and imaging demand.

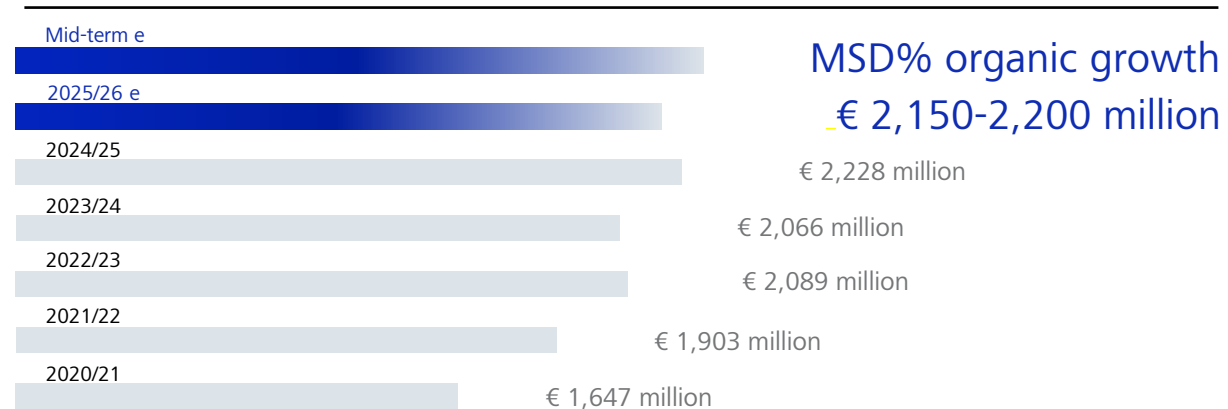
Businesses & Facts

Revenue and margin development · Ophthalmology · Microsurgery · Market position

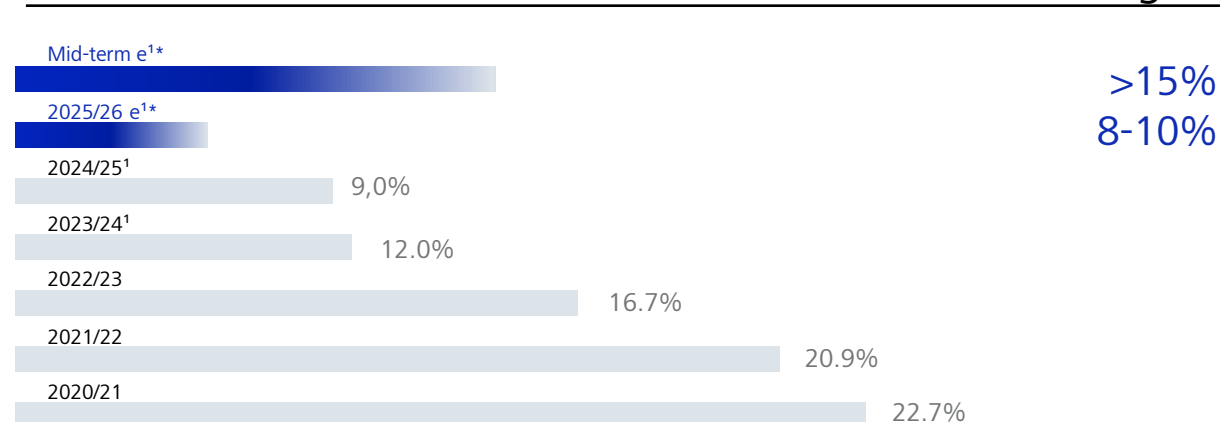
Leading market position in Ophthalmology and Microsurgery

Solid revenue development over last 5 years

Total revenue



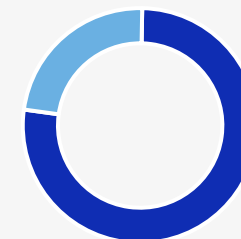
EBIT(A) margin



MCS

23%

of total revenue



OPT

77%

of total revenue

Reporting date September 30, 2025

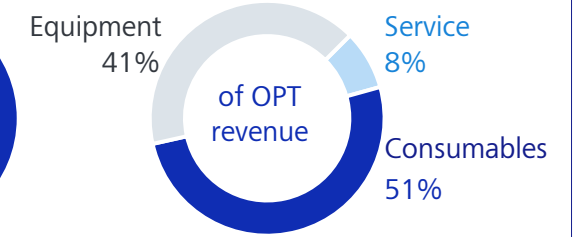
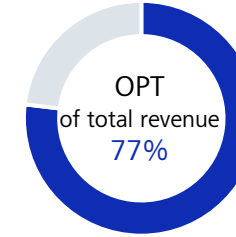
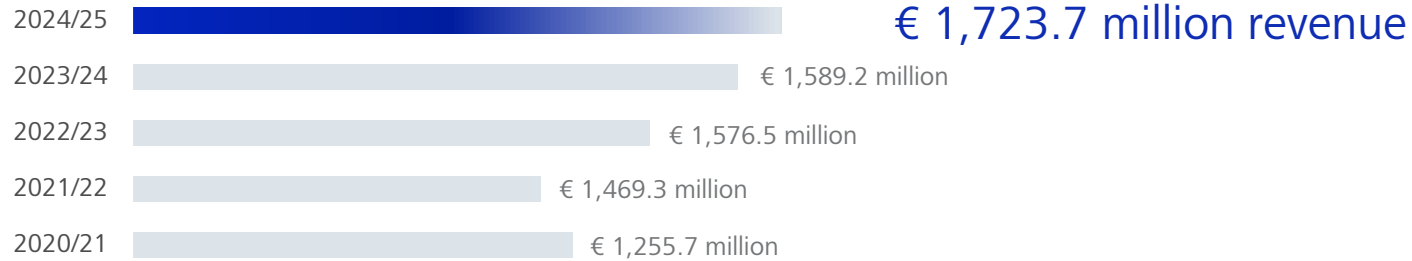
- Headquarters in Jena, Germany
- Around 5,784 employees worldwide
- Listed on the SDAX and TecDAX
- 59% of shares held by Carl Zeiss AG
- Leading market positions:
#2 in Ophthalmology - #1 in Microsurgery

¹ From 2023/24 onwards EBITA margin, EBITA: Earnings before interest, taxes and amortization of intangible assets from purchase price allocations

* since 2025/26 adjusted for non-recurring items

Ophthalmology

Advancing eye care - Every step of the way



Chronic Disease Mgmt



Market size¹:
~ € 2.5bn

Ophthalmic diagnosis

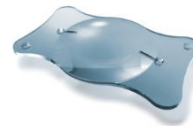
Refractive Surgery



Market size¹:
~ € 1.7bn

Corneal surgery for visual
correction

Surgery Anterior Seg



Market size¹:
~ € 7.5bn

Cataract treatment

Surgery Posterior Seg



Market size¹:
~ € 2.0bn

Retinal treatment

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



¹ CZM internal estimates

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.

Refractive – SMILE® leadership and a per-procedure license model

First mover in lenticule extraction, a powerful brand in a growing market



Global market share

>40%

#1 worldwide in refractive laser surgery

SMILE first mover

ZEISS pioneered SMILE® minimally invasive lenticule extraction – 12m+ procedures performed to date;
VISUMAX® 800 with SMILE® pro extends the lead. Robotic, flapless, fast.

Brand power

The ZEISS brand signals premium optics and safety to surgeons and increasingly to self-paying patients choosing their procedure.

License model

Per-procedure license fees and treatment packs convert every laser placement into recurring, high-margin revenue that compounds with procedure growth.

Worldwide market development

Penetration – APAC leading, Europe steady, US & Japan ramping after recent approvals



Cataract – premium IOL adoption, China volume opportunity and a best-in-class local factory underpin the franchise



IOL market - Premium adoption

Premium IOL units growing ~8% CAGR – unit share rising from 15% to ~19% and revenue share from 45% to ~53% by 2029 (Source: Marketscope 2024).

China volume opportunity

Volume-based procurement compresses prices but expands access: cataract surgical rates in China remain well below developed-market levels – a long runway of procedure growth.

Largest IOL factory in China by a Western manufacturer

Our Guangzhou consumables site is the leading IOL factory of any Western manufacturer in China – local production secures VBP participation, cost position and supply resilience.

Brand power

Chinese and global patients trade up to the trusted ZEISS premium brand – supporting mix and pricing in trifocal / EDoF segments.



Retina – attractive oligopolistic market with high consumables share



DORC completes the ZEISS Retina Workflow

A consolidated, oligopolistic market



Few global players, high entry barriers, rational pricing ~15% market share

High consumables share

~90% of retina revenue is recurring

Instruments, disposables and surgical liquids are consumed per procedure – revenue scales with surgical volumes, not capex cycles.

The complete ZEISS Retina Workflow

1

Diagnose

OCT imaging & retinal diagnostics (CIRRUS®, CLARUS®)

2

Visualize

Digital 3D surgical visualization (ARTEVO®)

3

Treat

EVA NEXUS® vitrectomy platform from DORC

4

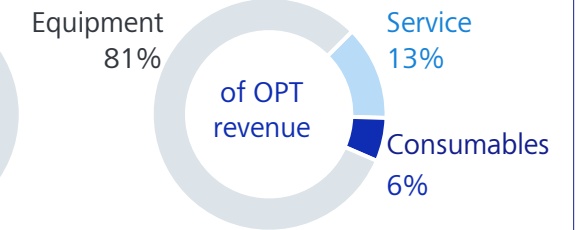
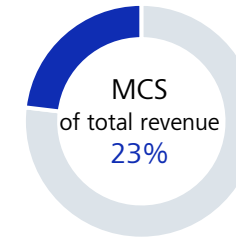
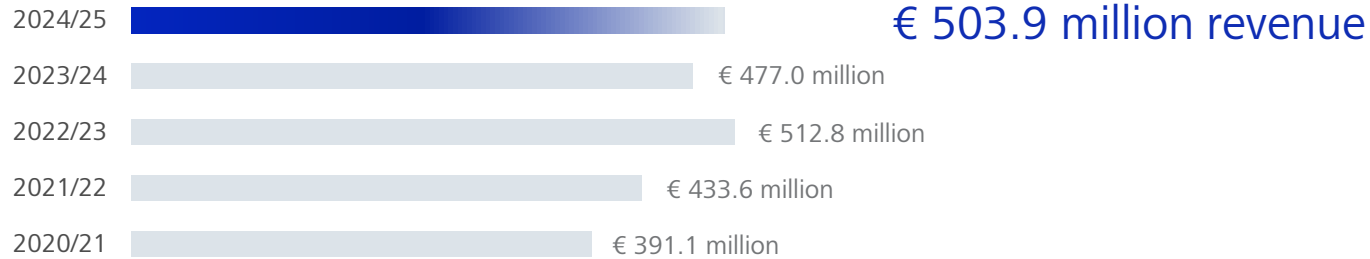
Consume

Instruments, liquids & disposables per case

One integrated workflow drives surgeon loyalty and cross-selling across the installed base.

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: ~ € 0.8bn; potential business field in treatment

Customers: clinics and hospitals, dental offices/clinics



¹ CZM internal estimates

Microsurgery – Slower growing but highly profitable

Dominant share, loyal customers and an expansion path into instruments

Market share, surgical visualization

>60%

#1 worldwide – the gold standard in surgical microscopy for neuro / spine, ENT and dentistry.

Nicely profitable: premium pricing, ~13% service share and a stable installed base deliver attractive, steady margins.

Loyal customer base

Neurosurgeons train and operate on ZEISS – we have been the market and innovation leader for the past 20 years, establishing a strong presence.

Instruments strategy

Expand beyond visualization into adjacent surgical instruments and treatment – increasing revenue per OR and recurring share.

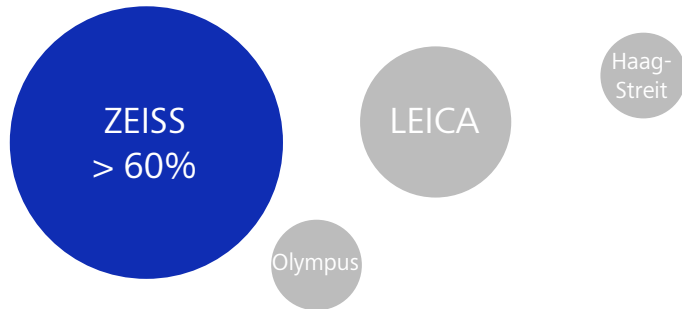
Digital OR

KINEVO® robotics and digital connectivity deepen workflow integration and defend leadership against optical-only rivals.

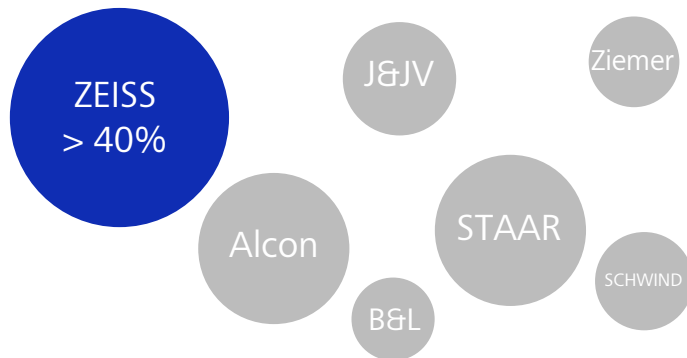
ZEISS has leading positions in its key markets



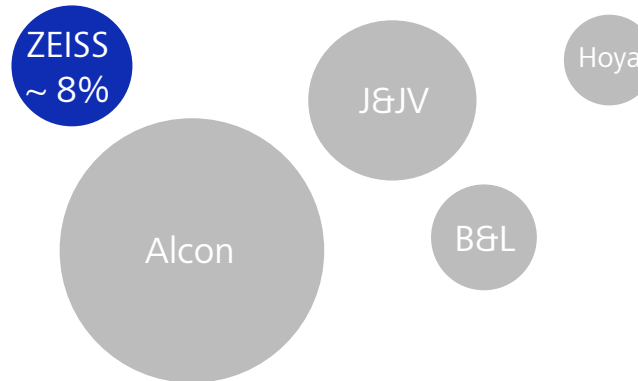
Most advanced in Visualization at **Microsurgery**



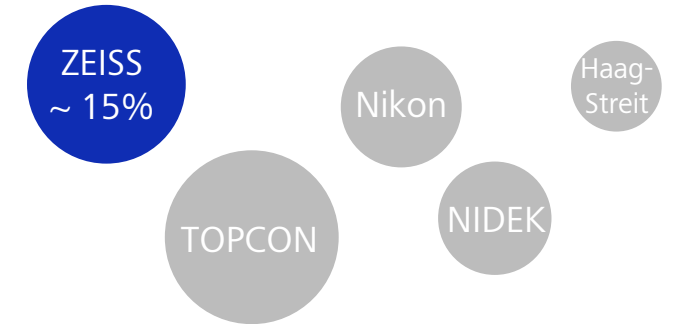
Top ranking in **Refractive Surgery**



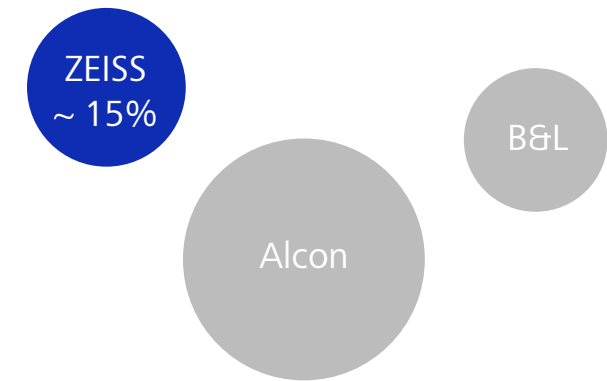
Growing position in large **Surgery Anterior Seg**



Key position in **Chronic Disease Management**



Leading offering in **Surgery Posterior Seg**



Source: CZM internal estimates, Marketscope

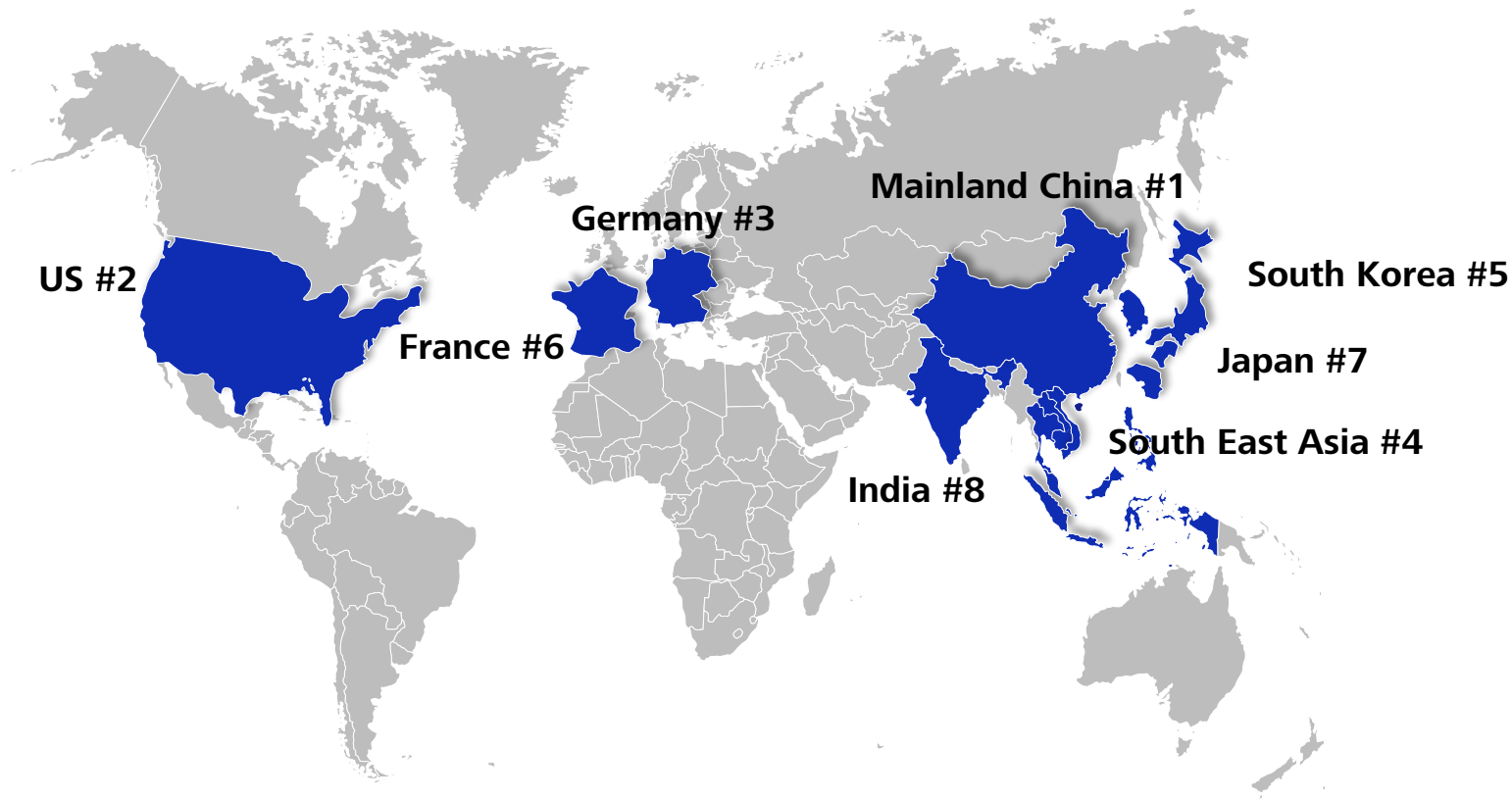
Geographic Development

Revenue by region · China · India & SEA · US & Japan

Geographical distribution – 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 2024/25

Americas

26.0%

EMEA

29.5%

APAC

44.5%

China 25%

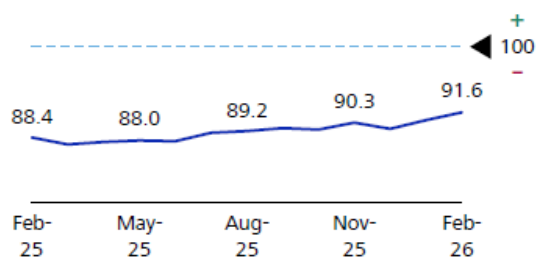
China – largest market, strong footprint



Macro data China

Consumer confidence index⁽²⁾

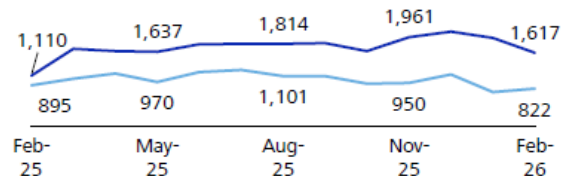
Latest data: February 2026



Medical or surgical instruments (mn USD)

Latest data: February 2026

— Export — Import



Best market for ophthalmology

- Largest patient pool globally: high myopia prevalence, ageing population, rising cataract surgical rates.
- ~25% of group revenue – our #1 single market.
- VBP price pressure expands access and volumes long term.
- Local value creation protects our position.

“In China, for China” – ahead of Western peers

Localized manufacturing and R&D secure access to government procurement, mitigate geopolitical risks, and shorten innovation cycles for local needs.

Transfer of sizeable additional manufacturing and other resources to China underway.

Suzhou – Equipment production

High-end R&D and manufacturing hub for medical equipment.

Guangzhou – Consumables production

IOL / consumables factory – best-in-class among Western players.

Shanghai – Innovation center

New ZEISS Innovation Center for R&D anchors local development.



India & Southeast Asia – the next growth wave

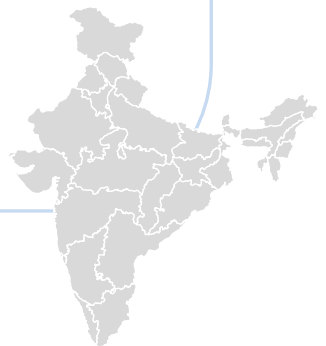
Rising middle-class incomes and expanding medical infrastructure

Opportunity

- **Demographics:** vast, young populations with rapidly rising disposable income drive elective procedures (refractive, premium cataract).
- **Infrastructure:** hospital and eye-clinic build-out across India, Vietnam, Indonesia, Malaysia and Singapore expands the addressable base.
- **Innovation engines:** these markets pioneer high-throughput surgical models and frugal innovation that ZEISS can scale globally.

ZEISS position

- **India among our top markets** (#8 by revenue) with strong brand recognition in ophthalmology.
- **CARIn Bangalore:** Center for Application and Research drives local R&D, plus a growing software development team.
- **Production planned:** future local manufacturing facilities will complete the “in India, for India” footprint.
- **SEA #4 market cluster:** strong refractive and cataract momentum across the region.

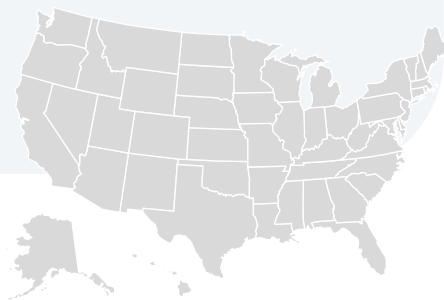


Japan & US – portfolio completion opportunity

Continuing to build surgical offering to create more recurring revenue

United States (#2 market)

- **Refractive upside:** VISUMAX® 800 / SMILE® pro only partially approved – Flap option not yet; US SMILE® penetration far below Asia, leaving years of conversion runway.
- **Cataract build-out:** full ZEISS cataract suite still being rolled out – portfolio completion (premium IOLs to be approved) versus entrenched competitors.



Japan (#7 market)

- **Recent regulatory wins:** first IOL approval as well as approval of VISUMAX® 800 / SMILE® pro – create preconditions to transfer from equipment sales to more consumables sales.
- **Premium affinity:** an ageing, quality-focused market with strong ZEISS optics brand equity – ideal for premium IOLs and presbyopia solutions.



Strategy

Workflow · Recurring revenue · R&D · Commercial excellence · ProfitUp program · Globe project

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



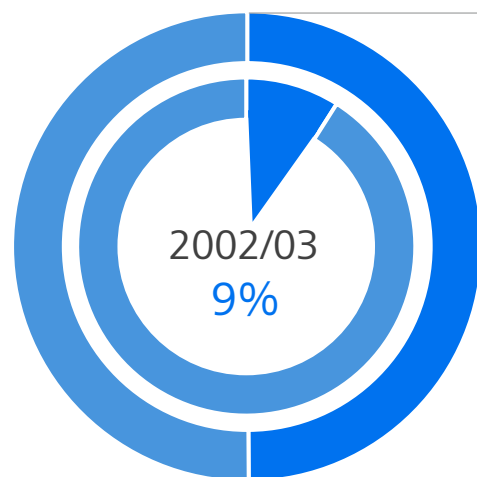
ZEISS SL 800 &
ZEISS SL Imaging Solution



ZEISS Surgery Optimizer

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

Share of recurring revenue has advanced steadily over two decades



2024/25

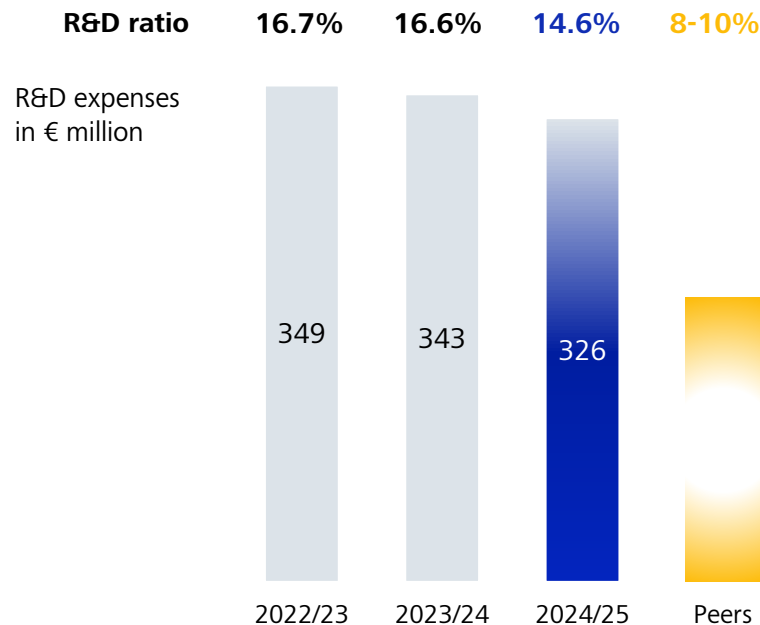
~50%
of total revenue
of €2,227.6 million



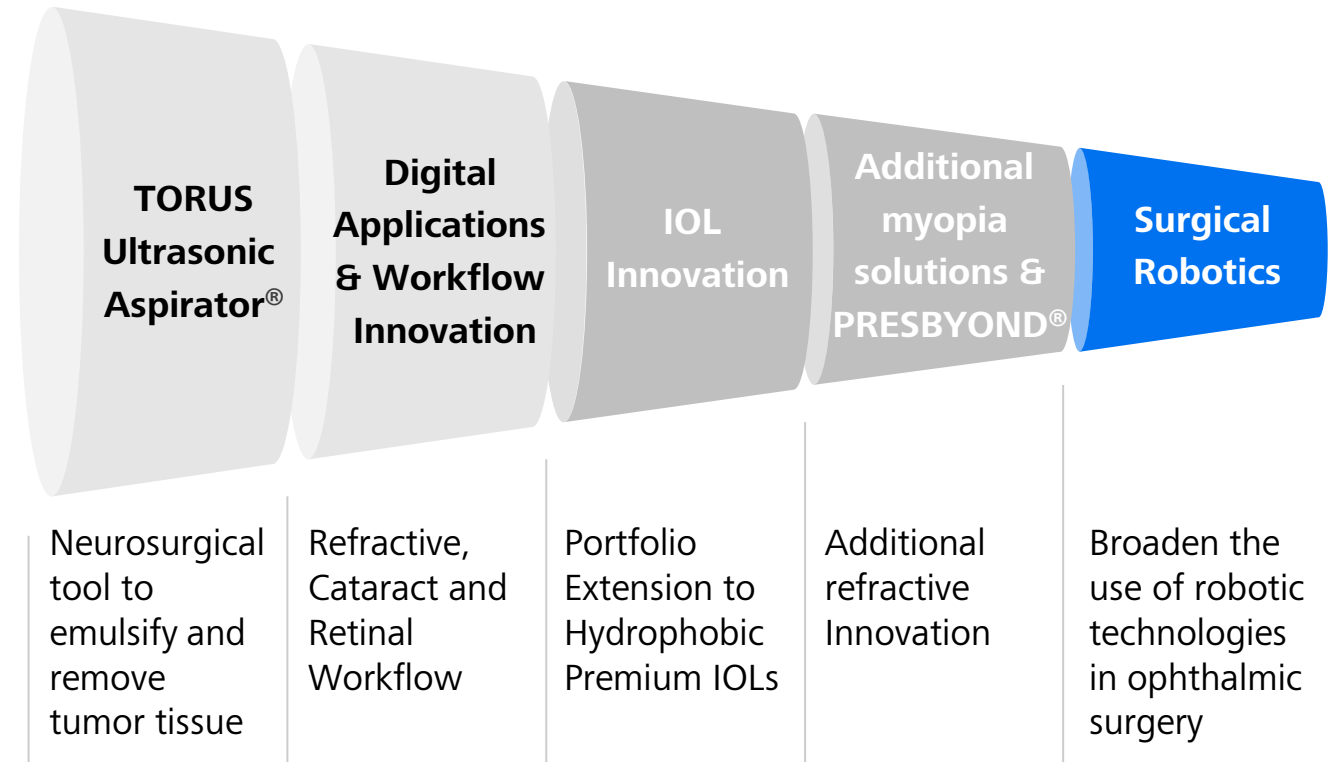
- More recurring revenue has allowed for profitable growth and less cyclicity
- We steadily broaden our service offering to complement our product offering and enhance the share of recurring revenue
- Key components of recurring revenue: Surgical consumables (e.g. intraocular lenses (IOLs), refractive treatment packs, OVDs, viscoelastics, phaco cassettes, drapes etc.), software and service

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



Innovation pipeline



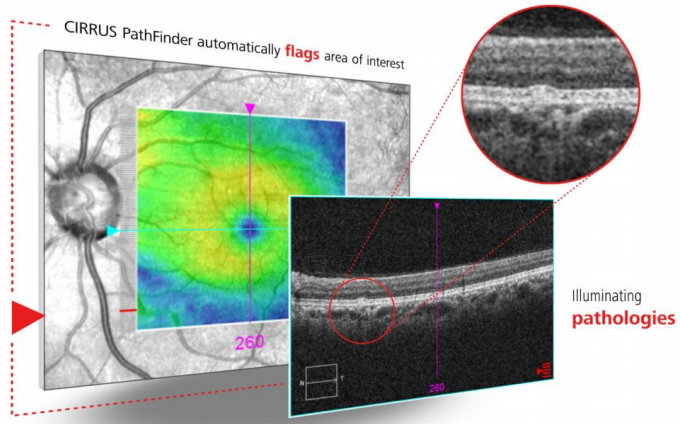
Product cycle & portfolio completion

VISUMAX® 800
Refractive laser

KINEVO® 900 S
Robotic visualization

EVA NEXUS®
Cataract and Vitreoretinal platform

AI – embedded across diagnostics and surgical planning to support faster, more consistent clinical decisions



ZEISS CIRRUS Pathfinder

Retina diagnostics · OCT analysis

AI-supported software that works with the ZEISS CIRRUS OCT system. It automatically analyses OCT imaging data, detects patterns, monitors disease progression and surfaces clinically relevant insights — helping ophthalmologists decide faster and more consistently.



ZEISS IOL Calculator

Cataract surgical planning

Digital planning and decision-support tool for cataract surgery. It combines biometric measurements, advanced calculation formulas and AI-driven outcome analysis to select the most suitable IOL power and personalize surgical planning.

Convert innovation excellence to profitable growth through enhanced commercial strength

ZEISS

Innovation

Commercial

Customer
centric

Accelerate
growth in
priority
markets

Build a
high-
performing
commercial
engine

Monetize
the full
portfolio

Create a
scalable
operating
model

ProfitUp – restructuring for profitable growth

Announced May 2026, targeting €160m in net savings to restore earnings power



€160m

net annual savings targeted by FY 2028/29

up to €150m

one-offs and investments through FY 2028/29

>15%

adjusted EBITA margin targeted mid-term

Workstream

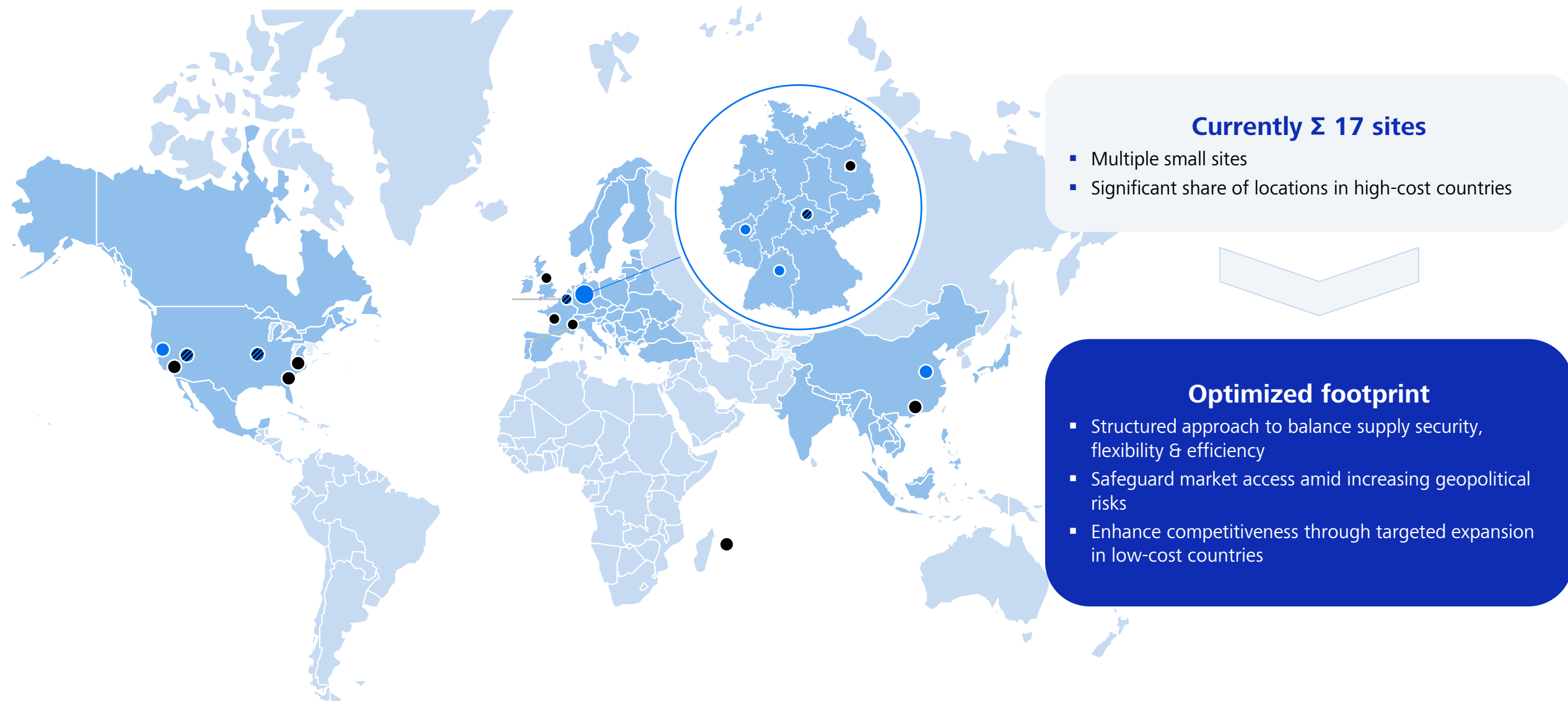
Organization & admin: Realign global structures, reduce administrative personnel and material costs – up to ~1,000 roles affected over three years.

Portfolio: Phase out or divest less profitable product lines; stop low-return R&D projects.

Supply chain & procurement: Optimize procurement and footprint; localize production closer to demand.

R&D relocation: Shift selected R&D activities to cost-efficient countries for a competitive cost structure.

Manufacturing footprint review – optimized footprint to secure long-term competitiveness



Quarterly financials

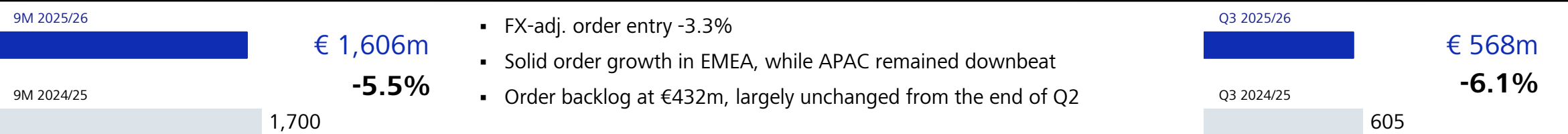
Financials · Outlook



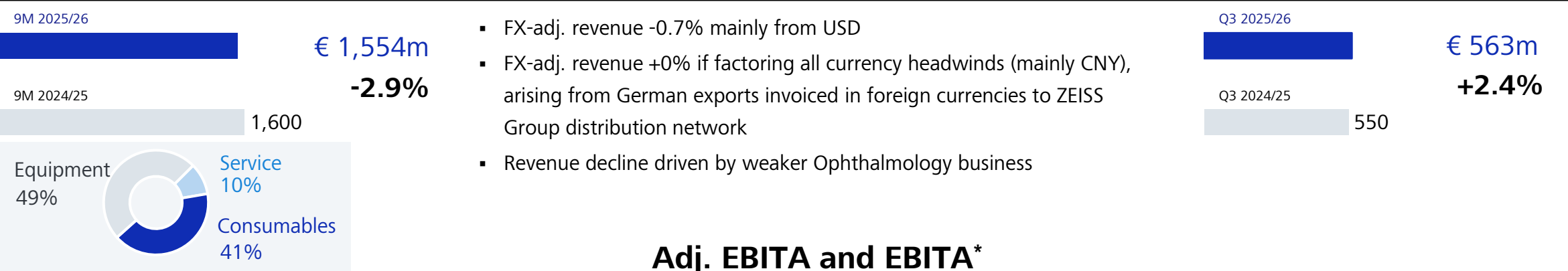
Revenue and EBITA below PY

Q3 recovery partly offsets H1 headwinds; FX still weighing on 9M

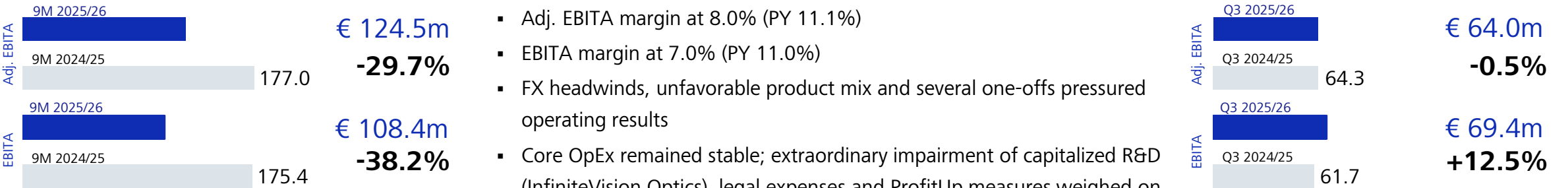
Order entry



Revenue



Adj. EBITA and EBITA*



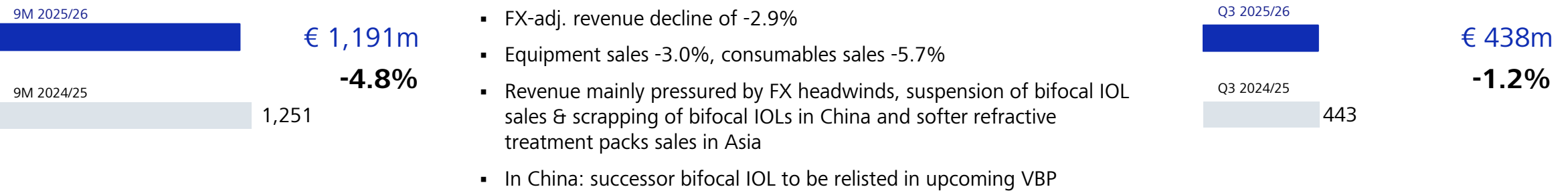
* Earnings before interest, taxes and amortization of intangible assets from purchase price allocations

Ophthalmology

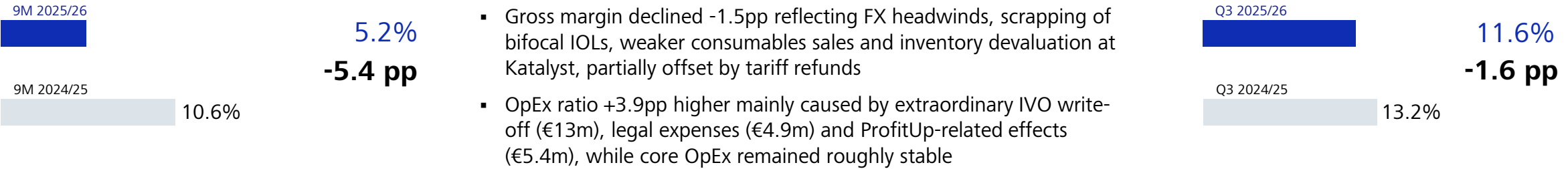
Q3 revenue and margin stabilize; 9M margin remains below PY



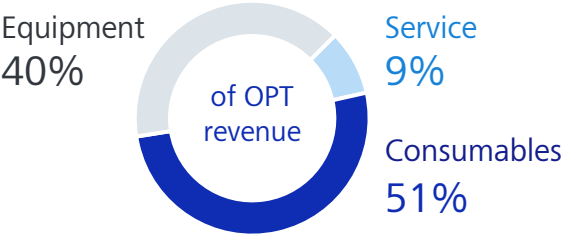
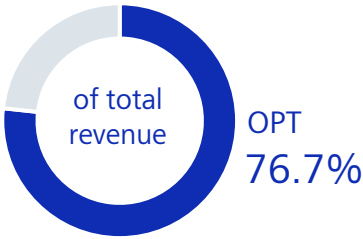
Revenue



EBITA margin



Revenue Split

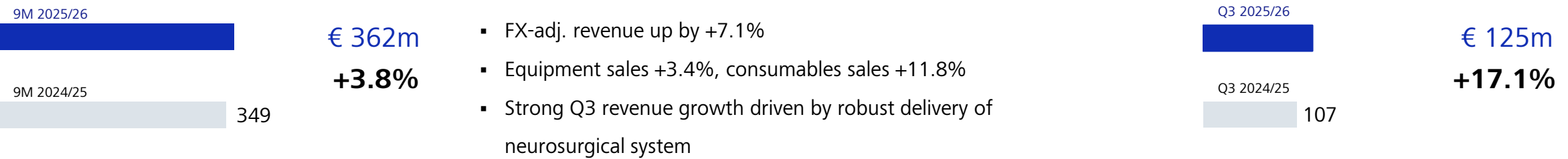


Microsurgery

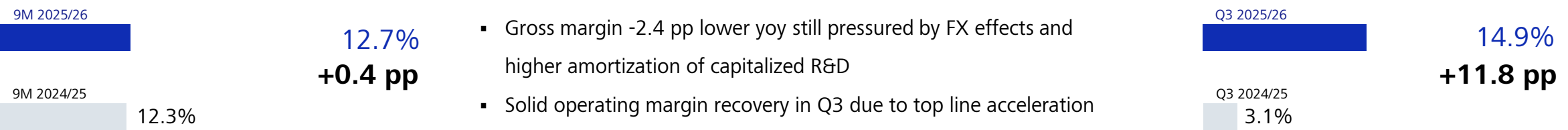
Revenue and EBITA margin above PY



Revenue



EBITA margin



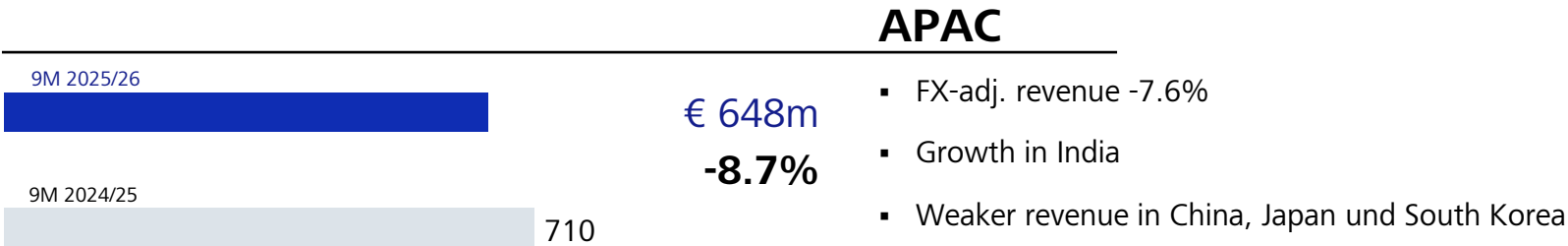
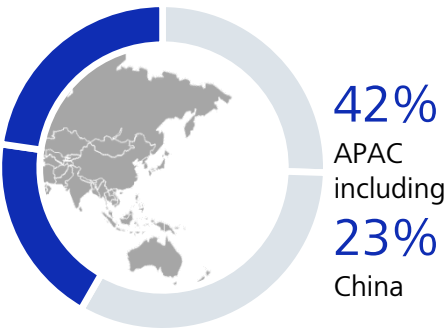
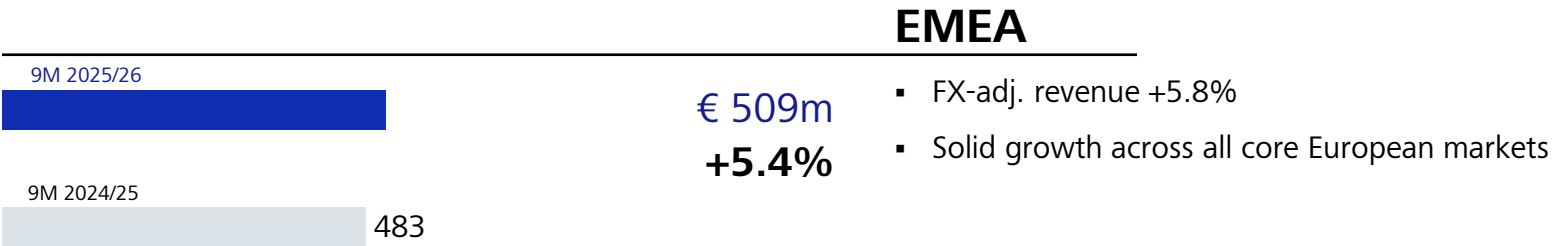
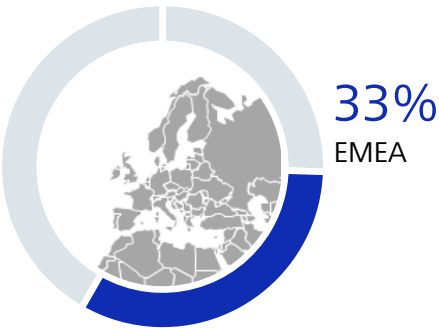
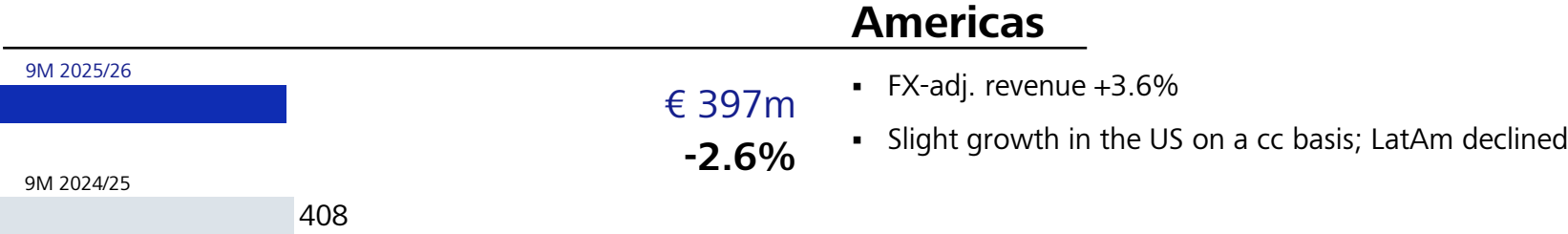
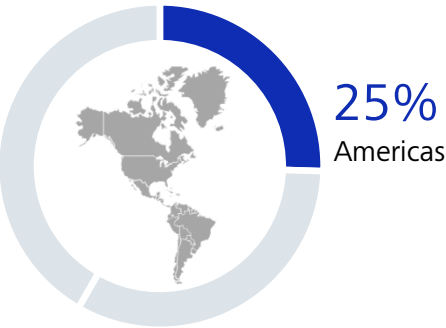
Revenue Split





Regional development

EMEA grows solidly; APAC regions remains below PY



P&L – 9M margin below PY; Core OpEx remains stable

Income Statement

	9M 2025/26	9M 2024/25	in €m	in % of sales
Gross profit			792.7	51.0
OpEx			708.6	45.6
S&M expenses			359.8	23.2
G&A expenses			105.0	6.8
R&D expenses			243.7	15.7
EBIT			87.4	5.6
EBITA			108.4	7.0
Adj. EBITA			124.5	8.0
EPS (€)			0.80	
Adj. EPS (€)			1.02	

- Gross margin at 51.0% remains below PY (52.7%), driven by FX and unfavorable product mix, partly offset by tariff refunds
- OpEx ratio increased to 45.6% mainly driven by lower sales base and one-off items, including extraordinary impairment of capitalized R&D of InfiniteVision Optics, legal expenses and ProfitUp measures, stripping out one-off items, core OpEx remains flat
- (Adjusted) EBITA and (adjusted) EPS below PY as well

One-off items weighed on EBITA in 9M 2025/26

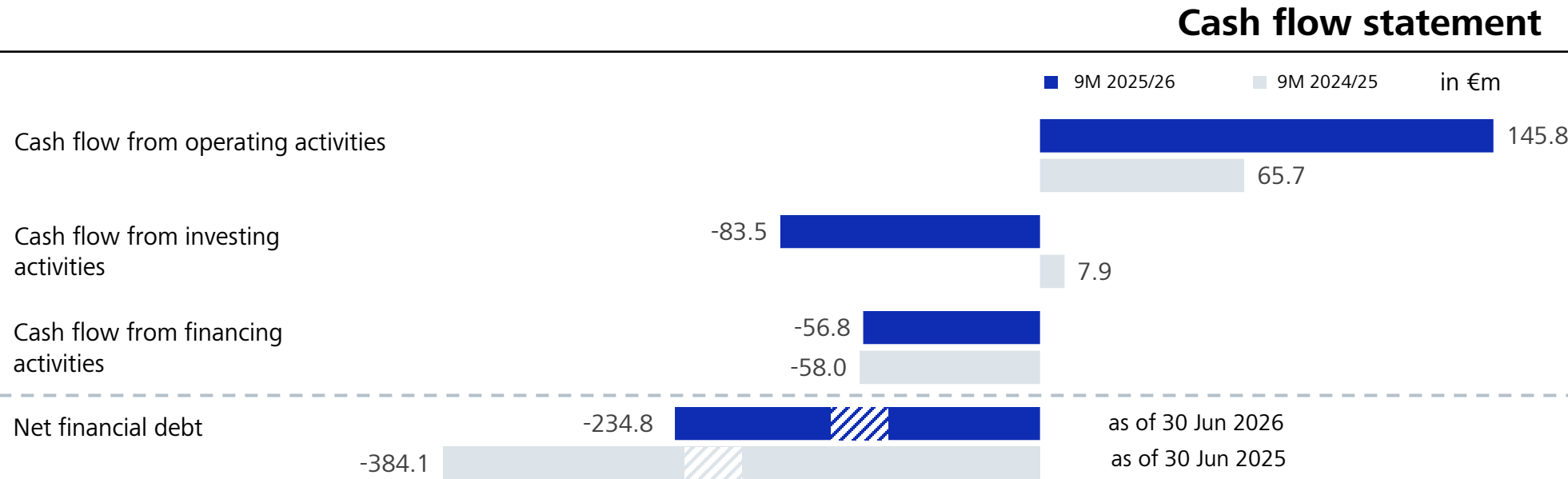


EBITA

	9M 2025/26 €m	9M 2024/25 €m	yoy %
EBIT	87.4	153.1	-42.9
./. Amortization of PPA	-20.9*	-22.3*	-6.3
EBITA	108.4	175.4	-38.2
EBITA margin	7.0%	11.0%	-4.0 pp
./. US tariff refunds	+11.5**	-	-
./. China grant	-	+2.1	-
./. Costs from legal disputes	-4.9	-	-
./. Scrapping of bifocal IOLs	-7.4	-	-
./. Extraordinary impairment R&D	-13.1	-	-
./. ProfitUp expenses	-5.4***	-	-
./. Other	+3.2****	-3.7	-
Adjusted EBITA	124.5	177.0	-29.7
Adjusted EBITA margin	8.0%	11.1%	-3.1 pp

- * Regular amortization of intangible assets from purchase price allocations of DORC and Kogent Surgical
- **US tariff refunds for FY 2024/25
- *** ProfitUp expenses included consulting fees and inventory devaluation of Katalyst
- ****Other one-offs mainly gains from sale of DORC distribution entities in Benelux & France into ZEISS network

Strong 9M operating cash flow; net financial debt improved



- **Operating cash flow** significantly above PY, driven by improved working capital - mainly from lower trade receivables (vs. significant build-up in PY) and lower income tax payments reflecting the earnings development
- **Investing cash flow** turned negative, primarily reflecting higher receivables against treasury of Carl Zeiss AG; **CapEx ratio** at 2.6% vs. 3.6% in PY
- **Net financial debt** improved to €234.8m

Outlook for FY 2025/26 and Mid- & Long-term

Outlook for FY 2025/26

- Revenue is expected to reach a minimum level of approximately **€2.15 – 2.20b**.
- Adjusted EBITA margin is projected to be between **8% – 10%**, after adjusting for special effects in the mid double-digit €m range (e.g. R&D reprioritization, IOL scrapping/write-offs, legal/court costs, ProfitUp costs).
- Goodwill impairment of approx. €150m expected for SBU Ophthalmology in Q4 2025/26 based on current evaluation with auditors.

Mid-term targets (FY 2028/29 and beyond)

- Organic revenue growth is expected to recover to at least a **mid-single-digit percentage** rate over the medium term.
- Adjusted EBITA margin is targeted to recover to **> 15%** in medium term.
- In the long term, the EBITA margin is expected to increase to the previous target range of **16 – 20%**.

Appendix

Shareholding structure · ESG

Medical Technology is a deeply integrated core business for the ZEISS Group

All transactions registered and audited in the Dependency Report and subject to Related Party Regulation & Disclosure (§312 and §111a-c AktG)

Minority shareholder interest protected through appropriate share of independent directors on the board

Shared Services across the Zeiss Group

Corporate Services
(e.g. Treasury, Legal)

Basic R&D

Manufacturing

Sales & Service Companies

Carl Zeiss Foundation

Heidenheim/Jena, Germany

100%

Carl Zeiss AG

Oberkochen, Germany
2024/25: € 11.9bn revenue

Medical Technology

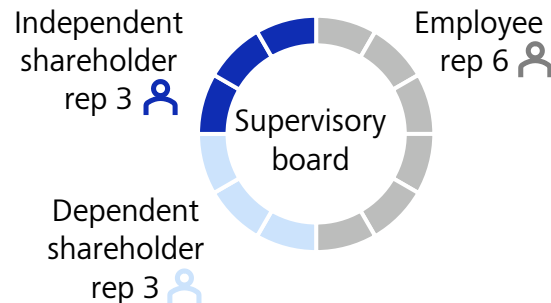
Industrial Quality & Research

Semiconductor Manufacturing Technology

Consumer Markets

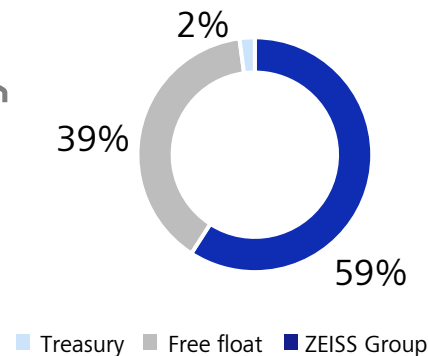
Composition of Supervisory board

of Carl Zeiss Meditec AG



Shareholder structure

of Carl Zeiss Meditec AG



- Carl Zeiss Foundation created in 1889 as sole stakeholder of Carl Zeiss AG. Statutory goal to promote natural science, engineering. Envisioned close partnership of industry and science.
- Areas of business for foundation company Carl Zeiss AG defined as optics, fine mechanics and optoelectronics.
- Commitment to sustainability: safeguarding the future by responsible management, fulfilling special responsibility toward employees and society.
- Carl Zeiss Meditec AG formally created in 2002 through merger of ZEISS Ophthalmic business with listed laser technology maker Asclepion Meditec AG (AFX) and strengthened by acquisition of Carl Zeiss' Surgical business in 2006.

ZEISS has a strong DNA in social and environmental policies

Our mission is to improve the quality of lives of patients through innovation



Improving quality of life



Yearly 10m surgeries performed by neurosurgeons using ZEISS surgical microscope

Yearly over 15m cataract surgeries performed with ZEISS surgical systems



Yearly over 1.5m treatments with ZEISS refractive lasers



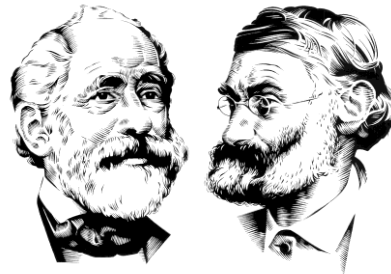
Yearly over 2m ZEISS IOLs implanted

Workflow solutions-connecting devices, data and applications, improving efficiency and accuracy

Long-term orientation & commitment to science



Owned by ZEISS foundation, committing for scientific breakthroughs and charitable research sponsorships



Sustainably high investment in R&D: R&D ratio at >16% of revenue, aiming for long-term technological leadership

Building company health insurance funds in 1875 and introduction of minimum wage in 1896, way ahead of law requirements

Extremely low employee turnover rate in Germany at 2.6%

Climate action

Climate target: to reduce Scope 1 and 2 emissions as far as possible by FY 2024/25, Net-Zero currently under investigation

Further targets: per €m value added 20% less energy, 10% less waste and 15% less water in FY 2024/25 compared to FY 2018/19

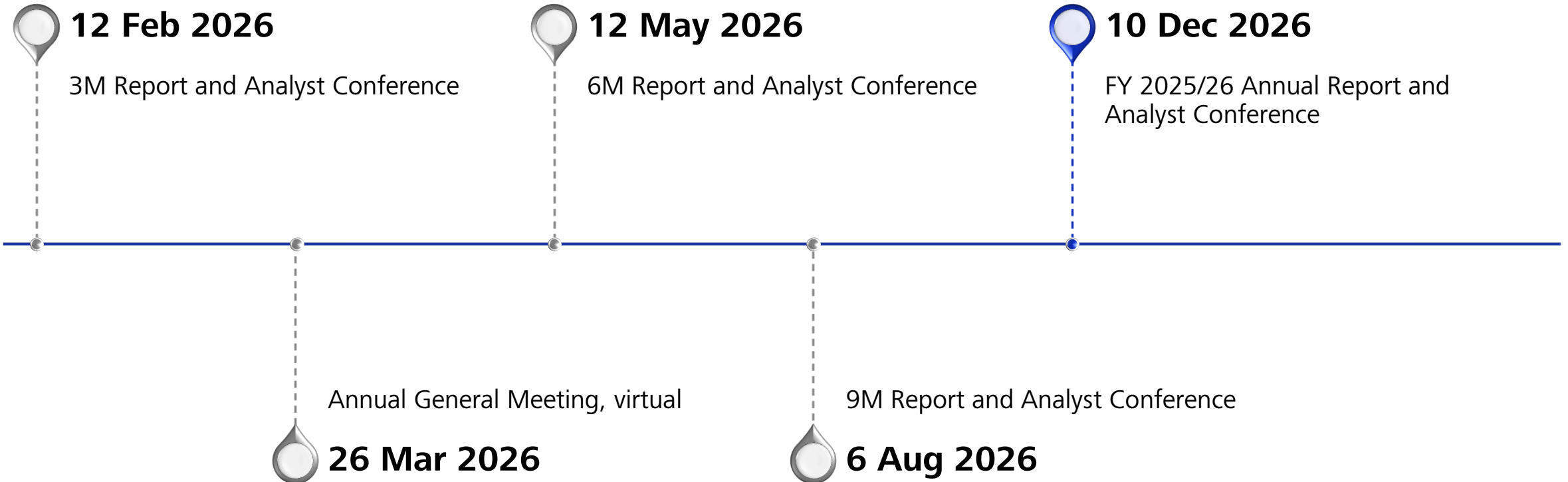
The use of MICOR 700 and its disposable fluidics system reduces the waste of a cataract surgery compared to traditional single-use Phaco cassette system

To complete life cycle impact assessments by 2028 incl. carbon footprint analysis for an open loop recycling system and a more sustainable mobility in transportation of employees



Switch to green power supply – e.g. ZEISS innovation center in the USA is powered by solar energy, and the new ZEISS building in Jena meets the requirements for the gold certificate by DGNB

Upcoming Events 2025/26





Sebastian Frericks

Head of Group Finance & Investor Relations

Phone: +49 (0) 36 41 / 2 20 - 1 16

Fax: +49 (0) 36 41 / 2 20 - 1 17

Email: investors.med@zeiss.com

Web: www.zeiss.com/meditec-ag/ir



Seeing beyond