Welcome
Annual General Meeting of Carl Zeiss Meditec AG

Dr. Ludwin Monz
President and Chief Executive Officer

August 6, 2020
Successful fiscal year 2018/19

Revenue

~ €1.5billion

+11.7 %
organic growth

› All strategic business units and regions contributed to growth.
Success is down to the commitment of our employees
The Management Board of Carl Zeiss Meditec AG

Justus Felix Wehmer
Member of the Management Board
Group functions Finances & Controlling
Investor Relations, IT, Legal Affairs, Taxes, Quality, Regulatory

Dr. Ludwin Monz
Chairman of the Management Board
SBUs Ophthalmic Devices and Microsurgery,
Strategic Business Development, Group functions
Innovation, Communications, Digitalization

Jan Willem de Cler
Member of the Management Board
Group functions Human Resources, Global
Service & Customer Care, Cultural
Development, Training
Seeing beyond
ZEISS IOLMaster enabled for the first time a contactless and very fast measurement

Standard for the calculation of intraocular lenses for cataract surgery, one of the most common medical procedures worldwide

Contactless and very fast measurement at high precision

Examination can be carried out by practice personnel

Simple handling thanks to user-friendly measurement
Demographics
Significant increase in the number of people with serious eye diseases

People worldwide who are 60 or older

Source: World Health Organization, World report on vision, pages 41 and 77
Increase in short-sightedness worldwide, particularly among the younger generation

70% - 80% of the population of South Korea suffers from short-sightedness

Dr. Ik-Hee Ryu
Ophthalmologist at B&VIIT EYE Center
South Korea
Innovations
Innovative product portfolio in Microsurgery

TIVATO® 700

EXTARO® 300

KINEVO® 900
New treatment options for neurosurgeons with the ZEISS Tumor Workflow

See

Check

KINEVO® 900

CONVIVO®

INTRA BEAM®
Market-shaping innovations introduced in Ophthalmology

CIRRUS® 6000

SL 800

miLOOP®
Continuous investment in research and development

Investment in research and development

€173 million

~12% of consolidated revenue 2018/19
Digitization
Developed in cooperation with physicians for physicians:
The first fully digital surgical microscope

ARTEVO® 800
Intelligent processing of image and diagnostic data

“The challenge for the future is that we don’t have sufficient resources to analyze all these images ourselves.”

Prof. Dr. Peter Stalmans
Digital solution for workflow management in cataract surgery

The **digital workflow** wizard ZEISS EQ Workplace **based on FORUM®** connects IOLMaster® and other devices in a seamless cataract workflow.
Customer service
ZEISS creates customer satisfaction

Award for excellent service in China
ZEISS supports customers in learning surgical techniques

Good service and customer proximity also include training physicians in how to use our products.
ZEISS promotes cooperation in dental training

Physicians will often opt for the products they used during their training.
The Carl Zeiss Meditec Group achieves significant increase in revenue and earnings in fiscal year 2018/19

Revenue

~ €1.5billion

+11.7 % organic growth

› All strategic business units and regions contributed to growth.
Revenue

€1.068 billion

+12.4 %
organic growth

2017/18 2018/19

€933.3m
Microsurgery

Revenue

€390.7 million

+9.7 %
organic growth

€347.6m

2018/19
2017/18
Strongest growth in EMA and APAC regions

**EMEA**
Share of consolidated revenue

28.6 %

Revenue
€417.1m

currency-adjusted growth
10.7%

**Americas**
Share of consolidated revenue

30.3 %

Revenue
€442.5m

currency-adjusted growth
3.9%

**APAC**
Share of consolidated revenue

41.1 %

Revenue
€599.7m

currency-adjusted growth
19.0%
Profitable growth at a high level

Earnings before interest and taxes (EBIT)

€264.7m

EBIT margin

18.1 percent

Earnings per share

€1.79
Management and Supervisory Boards propose a dividend of €0.65

€0.65 Dividend

36.4% Distribution ratio
Expansion of the Supervisory Board of Carl Zeiss Meditec AG

Jeffrey Marx  Renè Denner  Isabel De Paoli  Dr. Karl Lamprecht

Employee representatives  Shareholders
On site visits to employees and customers
Outlook for fiscal year 2019/20

Revenue

~€1.3billion

approx. 11%
Decrease compared with the previous year

› Assumption: market recovery and no impact by any significant additional measures to contain the COVID-19 pandemic
On the background of the COVID-19 pandemic, it is important to act with prudence

Our attention is focused on:

- protecting our employees
- continuing to supply and support our customers
- stabilizing our Company financially
Sound result after 9 months 2019/20 despite revenue decrease

Revenue

€967.9 million

-6.9 %

Decrease compared with the previous year

1) Adjusted for currency effects
Thank you very much