Content

Medical Technology Business Group

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15 million cataract operations are performed annually around the world using surgical systems from ZEISS.

Every second two people decide to purchase eyeglass lenses from ZEISS.

1st Picture of the surface of the Moon taken with lenses from ZEISS.

9,100 Stars can be projected in planetariums using ZEISS optics.

3 Technical Oscars for helping leading movie-makers capture perfect moments on film.

35 Nobel prize-winners put their trust in ZEISS microscopes to see more.
Our Mission – Today and for Tomorrow

As the pioneer in the science of optics, we continue to challenge the limits of our imagination. With our passion for excellence, we create value for our customers, inspire the world to see in new ways and focus on inspiring our customers to realize their ambitions.
Their mission

- Cutting-edge research
- Extreme precision and maximum quality
- Responsibility to society
# Company history

**1846**  
Carl Zeiss opens a workshop for precision engineering and optics in Jena.

**1875**  
Carl Zeiss Foundation created by Ernst Abbe.

**1889**  
First non-German subsidiary in London marks the start of global expansion.

**1890**  
Since.

**since 1894**  
Diversification. Innovative products open up new business.

**since 1926**  

**after 1945**  
Stock corporation. ZEISS is transformed into a stock corporation – the Carl Zeiss Foundation remains the sole stockholder.

**1991**  

**2004**  
Reunification of the two separated companies.

**2016**  
200th birthday of Carl Zeiss (1816–1888).

**Consolidation**  
Starts with the founding of Zeiss Ikon AG.
Innovation is part of the ZEISS DNA
For more than 170 years
Over 30 Nobel laureates worldwide use ZEISS instruments to achieve progress in science

Robert Koch
Physiology/medicine
1905

Alvar Gullstrand
Physiology/medicine
1911

Manfred Eigen
Chemistry
1953

Christiane Nüsslein-Volhard
Physiology/medicine
1995

Sir Paul M. Nurse
Leland H. Hartwell
Timothy Hunt
Physiology/medicine
2001

Eric A. Cornell
Physics
2002

Andre Geim
Konstantin Novoselov
Physics
2010

Santiago Ramón y Cajal
Camillo Golgi
Physiology/medicine
1906

Frits Zernike
Physics
1952

Bert Sakmann
Erwin Neher
Physiology or medicine
1991

Sidney Brenner
H. Robert Horvitz
John E. Sulston
Physiology/medicine
2006

Eric Betzig
Stefan W. Hell
William E. Moerner
Chemistry
2014

Richard Adolf Zsigmondy
Chemistry
1908

Bert Sakmann
Erwin Neher
Physiology or medicine
1991

Sidney Brenner
H. Robert Horvitz
John E. Sulston
Physiology/medicine
2006

Eric Betzig
Stefan W. Hell
William E. Moerner
Chemistry
2014

Frits Zernike
Physics
1952

Günter Blobel
Physiology/medicine
1999

Ahmed A. Zewail
Chemistry
2005

John O'Keefe
May-Britt Moser Edvard I. Moser
Physiology/medicine
2013

Santiago Ramón y Cajal
Camillo Golgi
Physiology/medicine
1906

Günter Blobel
Physiology/medicine
1999

Ahmed A. Zewail
Chemistry
2005

John O'Keefe
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May-Britt Moser Edvard I. Moser
Physiology/medicine
2013

Company Presentation – ZEISS Medical Technology
Financial highlights
2015/16

4.881 billion euros revenue

615 million euros earnings (EBIT)

>25,000 employees (worldwide)

As of 30 September 2016
447 patent applications

≈10% of revenue invested in research and development

10% of employees (worldwide) in research and development
Around 25 research and development centers

Headquarters Oberkochen

Over 50 sales and service sites

Around 30 production sites

More than 25,000 employees

Represented in over 40 countries
<table>
<thead>
<tr>
<th>Segment</th>
<th>Revenue (2015/16)</th>
<th>Employees</th>
</tr>
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<tbody>
<tr>
<td>Semiconductor Manufacturing Technology</td>
<td>972* million</td>
<td>≈ 2,700 employees</td>
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<tr>
<td></td>
<td>million euros</td>
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<td></td>
<td>(1st half year 2016/17)</td>
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<tr>
<td>Medical Technology**</td>
<td>1.290* million</td>
<td>≈ 4,300 employees</td>
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<td></td>
<td>million euros</td>
<td></td>
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<td></td>
<td>(1st half year 2016/17)</td>
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<tr>
<td>Research &amp; Quality Technology</td>
<td>1.466* billion</td>
<td>≈ 6,100 employees</td>
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<tr>
<td></td>
<td>million euros</td>
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<td></td>
<td>(1st half year 2016/17)</td>
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<tr>
<td>Vision Care/Consumer Products</td>
<td>1.089* billion</td>
<td>≈ 9,300 employees</td>
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<tr>
<td></td>
<td>million euros</td>
<td></td>
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<tr>
<td></td>
<td>(1st half year 2016/17)</td>
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<tr>
<td></td>
<td>541 million euros</td>
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<td>(1st half year 2016/17)</td>
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<td></td>
<td>743 million euros</td>
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<td>(1st half year 2016/17)</td>
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<td></td>
<td>553 million euros</td>
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<td>(1st half year 2016/17)</td>
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</table>

As per 30 September 2016

**The values deviate from the published figures of Carl Zeiss Meditec AG as a result of different consolidation models.
The Medical Technology Business Group at a glance
With innovations for ophthalmology and microsurgery, the Medical Technology business group of ZEISS is contributing to progress in medicine. Our products and solutions aim to help physicians to improve patient outcomes and their patients’ quality of life.
Our Aspiration
Enable doctors to efficiently and effectively improve the quality of life of patients and drive the progress of medicine

Our Vision
Become the partner of choice for the doctors in our segments.
As a world-leading medical technology company, we drive progress in medicine, enabling doctors to achieve the best possible outcomes for their patients.

**Ophthalmic Devices**
- Comprehensive solutions to diagnose and treat eye diseases
- Systems and consumables for cataract, retinal and refractive surgery
- Focus on networking of systems and the integrated management of data, to make workflows in hospitals and medical practices efficient

**Microsurgery**
- Complete product range of visualization solutions for minimally invasive surgical treatments (e.g. Neuro, ENT, spinal, dental)
- Intraoperative diagnostics to enhance effectiveness and safety of surgical procedures complete with cutting-edge video technology and three-dimensional imaging
Results at a Glance (6 months FY 16/17)
Broad Product Portfolio, Balanced Regional Set-up

Growth & Revenue Split by Regions

- **Americas**: 31.4%
- **EMEA**: 29.9%
- **APAC**: 38.7%

Growth & Revenue Split by SBUs

- **Microsurgery**: 26.3%
- **Ophthalmic Devices**: 73.7%

All figures as reported.

SBU: Strategic Business Unit
### Carl Zeiss Meditec

#### Company Snapshot

- Headquarters in **Jena, Germany**
- Around **2,900 employees** worldwide
- Listed on the **TecDAX**
- **59%** of shares held by **Carl Zeiss AG**

- **Significant sales growth over the last five years**
- **Strong level of profitability** (mid-term outlook: 13–15 % EBIT margin)
Global Presence
More Than 30 Sites Worldwide

Company sites of the Medical Technology Business Group
Production, sales, service, R&D

Sales and Service sites of the Medical Technology Business Group

Sales and Service sites of the Carl Zeiss Group

*only representative office
Executive Board
Carl Zeiss Meditec AG

Dr. Ludwin Monz
President & CEO of Carl Zeiss Meditec AG
and member of the Executive Board of Carl Zeiss AG

Dr. Christian Müller
Member of the Management Board of Carl Zeiss Meditec AG
Fascinating Facts
Did you know that ...

... an amazing 4 million surgeries have been performed with the OPMI PENTERO 900 or the OPMI Pentero around the globe?

... around 75 percent of all cataract patients come into contact with a product from ZEISS during their treatment?

... over 15 million cataract operations are performed with ZEISS surgical systems all over the world every year?

... today, more than half of all Optical Coherence Tomography Systems (OCT) in ophthalmological practices are ZEISS OCTs?

... in FY 15/16, ZEISS Medical Technology has invested 11.3 percent of its revenue in Research & Development?
Broad Product Portfolio
We Offer Our Customers an Extensive Portfolio

Customers
- Private practitioners
- Hospitals
- Clinics
- Ambulatory surgery centers

Segments
- Ophthalmic Diagnostics
- Refractive Surgery
- Surgical Ophthalmology
- Visualisation & Microsurgery
- Radiotherapy

SBU
- Ophthalmic Devices
- Microsurgery
Insights
Medical Technology Business Group

Solution Provider
More than 100 Years of Leadership in Medical Technology
Gold Standard Products Defining the Market

Pace-setting innovation for more than 100 years
The Cataract Workflow
Integrating Products into Systems

For Better Treatment Efficiencies and Improved Patient Outcomes

IOLMaster®  VISALIS phaco®  OPMI® LUMERA®  AT LISA tri®  CALLISTO eye®

Diagnosis  Surgery  Data Management Solution
Identifying needs & providing solutions

Implementing
In the practice and the OR
- Training
- Service
- Clinical application specialists
- Technical support

Ongoing service and support for maximum uptime & practice efficiency.
Global MEGA Trends
Long-term trends significantly boost our growth
Global MEGA Trends

Demographic Change

Technological Change

Globalisation
Global MEGA Trends
Several Key Trends are Influencing Our Markets

1. Aging of the population and growing affluence
2. Increasing information access and awareness
3. Budget constraints
4. Growing patient load, growing expectations
5. Rising access to health care in RDEs
Demographic Change

The Proportion of Older People is Growing
Demographic Change

Comprehensive Solutions for Typical Age-related Diseases

"The proportion of older people in the overall population is growing in many parts of the world. We offer comprehensive solutions for the diagnosis and treatment of typical age-related diseases."

Dr. Ludwin Monz
President & CEO
Demographic Change
Innovations for Age-related Diseases

40 %
of the population
will develop cataracts

CALLISTO eye® assists cataract surgeons with the precision alignment of IOLs
Technological Change

The Medical Sector is Rapidly Changing
Technological Change
Expanding the Possibilities of Medicine

"The entire medical sector is rapidly becoming digitized. And we, as one of the front runners, are playing an active role."

Dr. Christian Müller
Member of the Management Board
Minimally-invasive refractive laser surgery with ReLEx SMILE

Patients have high expectations of clinical outcomes

ReLEx® SMILE: Minimally invasive treatment method sets new standards in refractive surgery
Technological Leadership
The Next Generation of Surgical Microscopes

Brilliant visualization in Neurosurgery with ZEISS KINEVO 900
Technological Leadership
Innovation in Brain Tumor Treatment

Brain tumor treatment
with INTRABEAM 600
Globalisation
The World is Converging
Globalisation
We Are Well Aware of Our Customers‘ Demands

„Through our global network we are well aware of our customers‘ demands. We use this knowledge to define standards which we then put into practice through international training courses.“

Dr. Ludwin Monz
President & CEO
Global Knowledge
Sharing Knowledge Through Worldwide Training with the ZEISS ACADEMY

Training workshop in Hong Kong with customers

Employee training in Jena
Global Innovation
Research and Development in Rapidly Developing Economies

- China
- South East Asia
- India
- Brazil
- Mexico

R&D Centers in rapidly developing economies
Corporate Social Responsibility
Corporate Social Responsibility
Eyesight is Not „Normal“ For Everyone

Worldwide …

285 million
People are visually impaired

39 million
people are blind

1-2 million
people go blind per year

Corporate Social Responsibility
Longlasting Cooperation with Christoffel Mission for the Blind (CBM)

**ZEISS and the CBM**

- The Christoffel Mission for the Blind (CBM) is an international aid organization.

- ZEISS and the CBM have been partners for many years: ZEISS supports the CBM in events and with products for its projects in Africa, Asia and South America.

11-year-old Kumar from Nepal has been given the gift of sight thanks to a cataract operation.
Support for the Fellowship program of the International Council of Ophthalmology (ICO):
Every year ZEISS invites ICO fellows – young doctors from developing countries.