Pioneering in Medical Technology

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 quality of life.
A world leading medical technology company

**Ophthalmology**
Comprehensive systems to diagnose and treat eye diseases

**Microsurgery**
Complete solutions for visualisation, microscopes for e.g. spinal, neuro/ENT, ophthalmic and dental procedures, IORT*

* IORT: Intraoperative Radiotherapy

We drive progress in medicine, enabling doctors to achieve best possible outcomes for their patients.

**Results 2011/2012:**
- Revenue: € 861.9mn; Growth: 13.6%
- EBIT: € 122.9mn; EBIT margin: 14.3%

- Headquarters in Jena, Germany
- More than 2,500 employees worldwide
- Listed on the TecDAX
- Around 65% of the shares held by ZEISS
At a Glance
Carl Zeiss Meditec AG

Executive Board
- Dr. Ludwin Monz (President & CEO)
- Dr. Christian Müller (CFO)
- Thomas Simmerer (CSO)

From left to right:
Dr. Ludwin Monz, Thomas Simmerer, Dr. Christian Müller
**Broad Product Portfolio**

We Offer Our Customers an Extensive Portfolio

<table>
<thead>
<tr>
<th>Customers</th>
<th>Segments</th>
<th>SBU</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private practitioners</td>
<td>Glaucoma &amp; Retina Diagnose &amp; Therapy</td>
<td>Ophthalmic Systems</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Sales ‘11/’12: € 375.9mn</td>
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<tr>
<td>Hospitals</td>
<td>Corneal Refractive Surgery</td>
<td>Surgical Ophthalmology</td>
<td></td>
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<tr>
<td>Clinics</td>
<td>Cataract Surgery</td>
<td>Sales ‘11/’12: € 107.7mn</td>
<td></td>
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<tr>
<td>Ambulatory surgery centers</td>
<td>Visualisation &amp; Microsurgery</td>
<td>Microsurgery</td>
<td></td>
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<tr>
<td></td>
<td></td>
<td>Sales ‘11/’12: € 378.2mn</td>
<td></td>
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<td></td>
<td>Surgical Oncology</td>
<td></td>
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Results at a Glance (FY 11/12)
All Regions and Strategic Business Units Contributed To Growth

Growth & Revenue Split by Regions
FY 2010/11 → FY 2011/12

- Americas: +14.2%
- EMEA: +11.0%
- APAC: +15.8%

Growth & Revenue Split by SBUs*
FY 2010/11 → FY 2011/12

- Microsurgery Systems: +17.8%
- Ophthalmic Systems: +8.7%
- Surgical Ophthalmology: +17.5%

* SBU: Strategic Business Unit
Financials at a Glance (FY 11/12)
Carl Zeiss Meditec AG

Revenue
€ 861.9mn
Increase compared to FY 10/11: 13.6%

EBIT
€ 122.9mn

EBIT-Margin
14.3%

Result
€ 71.9mn
Success Story
Numbers Defining Growth

4 million
To date, more than 4 million surgeries around the world have been performed with OPMI® PENTERO® and OPMI® PENTERO® 900

70%
Carl Zeiss Meditec holds 70 percent market share of surgical microscopes for neurosurgery
Success Story
Numbers Defining Growth

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

50%
Today, more than half of all Optical Coherence Systems (OCT) in ophthalmological practices are ZEISS OCTs.
Success Story
Numbers Defining Technology Leadership

1.8 millimeters
An incision of 1.8 millimeters is all that is needed to insert a ZEISS intraocular lens into a patient’s eye.

11%
In FY 11/12, Carl Zeiss Meditec AG has invested 11 percent of its revenue in Research & Development.
Positive Development Also Reflected in Dividend
Investment in the Future of Health Care

Dividend | Total Dividend distributed
in € | in € million

<table>
<thead>
<tr>
<th>Year</th>
<th>Regular dividend</th>
<th>Additional special dividend</th>
</tr>
</thead>
<tbody>
<tr>
<td>07/08</td>
<td>0.18</td>
<td></td>
</tr>
<tr>
<td>08/09</td>
<td>0.8</td>
<td>0.22</td>
</tr>
<tr>
<td>09/10</td>
<td>0.33</td>
<td></td>
</tr>
<tr>
<td>10/11</td>
<td>0.30</td>
<td></td>
</tr>
<tr>
<td>11/12</td>
<td>0.40</td>
<td>32.3</td>
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<tr>
<td></td>
<td>14.6</td>
<td>44.7</td>
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</tbody>
</table>

Quote history | March ’11 – March ’13
in €

- Quote history from March '11 to March '13
- Blue bars represent regular dividends
- Blue and light blue bars represent additional special dividends
Recognizing Opportunities
Meeting Today's Challenges

Global Mega Trends
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 Rapidely Changing

Demographic change

Global market

Technological change
Technological Change
Expanding the Possibilities of Medicine

“The entire medical sector is rapidly becoming digitized. And we, as one of the frontrunners, are playing an active role.”

Dr Christian Müller
Member of the Management Board
100 Years of Leadership in Medical Technology
Gold Standard Products Defining the Market

Pace-setting innovation for more than 100 years

Slit lamp | OPMI | HFA Perimeter | OCT 1 | IOLMaster | Visumax Femtosecond System
Minimally-invasive refractive laser surgery with ReLEx® smile

Patients have high expectations of clinical outcomes

ReLEx® smile: Minimally invasive treatment methods set new standards in refractive surgery
Technological Leadership
The Next Generation of Surgical Microscopes

Brilliant visualization in Neurosurgery
with OPMI PENTERO 900
Technological Leadership
Disruptive Innovation in Breast Cancer Treatment

Innovative breast cancer treatment
with INTRABEAM®
Global Market
The World is Converging

Demographic change

Global market

Technological change
Global Market

We Are Well Aware of Our Customers‘ Demands

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

Thomas Simmerer
Member of the Management Board
Global Presence
More Than 30 Sites Worldwide in Every Major Market

Company sites of the Carl Zeiss Meditec Group
Production, sales, service, R&D

Sales and Service sites of the Carl Zeiss Meditec Group

Sales and Service sites of the ZEISS Group

US:
- Dublin

Spain:
- Madrid

France:
- Le Pecq
- La Rochelle
- Paris

Germany:
- Jena
- Berlin
- Oberkochen
- Munich

Japan:
- Tokyo

More Than 30 Sites Worldwide in Every Major Market
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

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

R&D Centers in rapidly developing economies
Our Aspiration

Every Patient in Our Segment is Treated With One of our Products

“We want to make our products and services accessible and relevant to doctor’s needs all over the world – so that in our segments every patient can be treated with one of our products.”
Corporate Social Responsibility
Eyesight is Not „Normal“ For Everyone

285 million people are visually impaired

39 million people are blind

1-2 million blindnesses per year

Corporate Social Responsibility
Supporting Doctors to Bring Highest Level of Clinical Care to Their Patients All Over The World

Support for the Fellowship program of the International Council of Ophthalmology (ICO): In autumn 2012, Carl Zeiss Meditec invited five of the fellows...
Goal of VISION 2020:

“By 2020, the primary causes of preventable blindness will be elimination to ensure that everyone around the receives a right to sight”

- Initiated by the World Health Organization (WHO) and the International Agency for the Prevention of Blindness (IAPB) in 1999

- The ZEISS Medical Technology Business Group supports the VISION 2020 initiative together with other NGO’s, professional associations, ophthalmic institutes and companies
Carl Zeiss AG

<table>
<thead>
<tr>
<th>Business Groups</th>
<th>Revenue FY 11/12</th>
</tr>
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<tbody>
<tr>
<td>Medical Technology</td>
<td>€ 984 m*</td>
</tr>
<tr>
<td>Microscopy</td>
<td>€ 650 m</td>
</tr>
<tr>
<td>Semiconductor Manuf. Tech.</td>
<td>€ 967 m</td>
</tr>
<tr>
<td>Industrial Metrology</td>
<td>€ 495 m</td>
</tr>
<tr>
<td>Consumer Optics/ Optronics</td>
<td>€ 178 m</td>
</tr>
<tr>
<td>Ophthalmic Optics</td>
<td>€ 860 m</td>
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* The values deviate from the published figures of Carl Zeiss Meditec Group as a result of different consolidation models.
We make it visible.