Half-Year 2021/22 Results

Moving forward

YPSOMED
SELFCARE SOLUTIONS

Important information

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Making selfcare simpler and easier

Deliverysystems — Preferred partner for systems to administer liquid drugs

Pen systems

Autoinjector systems

Patch injector systems

Smart services

Diabetescare — Established diabetes specialist with over 35 years' experience

Infusion systems

Blood glucose monitoring systems

Therapy management

Pen needles

Ypsomed's Strategy, Growth Drivers and Purpose

Innovation & Digital Health	Modern liquid Drugs & Digitisation	Optimal Therapy Outcome
Access & Expansion	Affordable Care & Biosimilars	Global Access to Therapy
Responsibility & Engagement	Climate Change	Carbon Net Zero
Technology Platforms & Operational Excellence	Chronic Conditions & Aging Population	Self Management & Home Care

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Strategic Highlights

Innovation & Digital Health

- YpsoPump®: Launch CGM-integration, accelerated AID on track
- Introducing the worldwide first connected autoinjector YpsoMate® On

Access & Expansion

- YpsoPump®: Submission for FDA clearance in 2023
- YpsoMate®: Psoriasis as an additional served disease area

Responsibility & Engagement

- Founding member of the Alliance to Zero
- 100 % renewable power as of 2021

Technology Platforms & Operational Excellence

- Stable and reliable Supply Chain
- Expansion of manufacturing capacities in Schwerin and China decided

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Figures & Business Development

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Fundamentals for our business model unchanged

- Our **products** are **vital** for people with chronic conditions, resulting in a **recurring business model**.
- We improve **competitive position** and **benefit** from our **platform offering**.
- We prepare to **extend our business model** with **digital services** to unlock market potentials.
- We **execute our strategy** and consequently **continue to invest** in:
  - **Innovation** with strong focus on digital health,
  - **Expanding capacities** and
  - our **Employees**.

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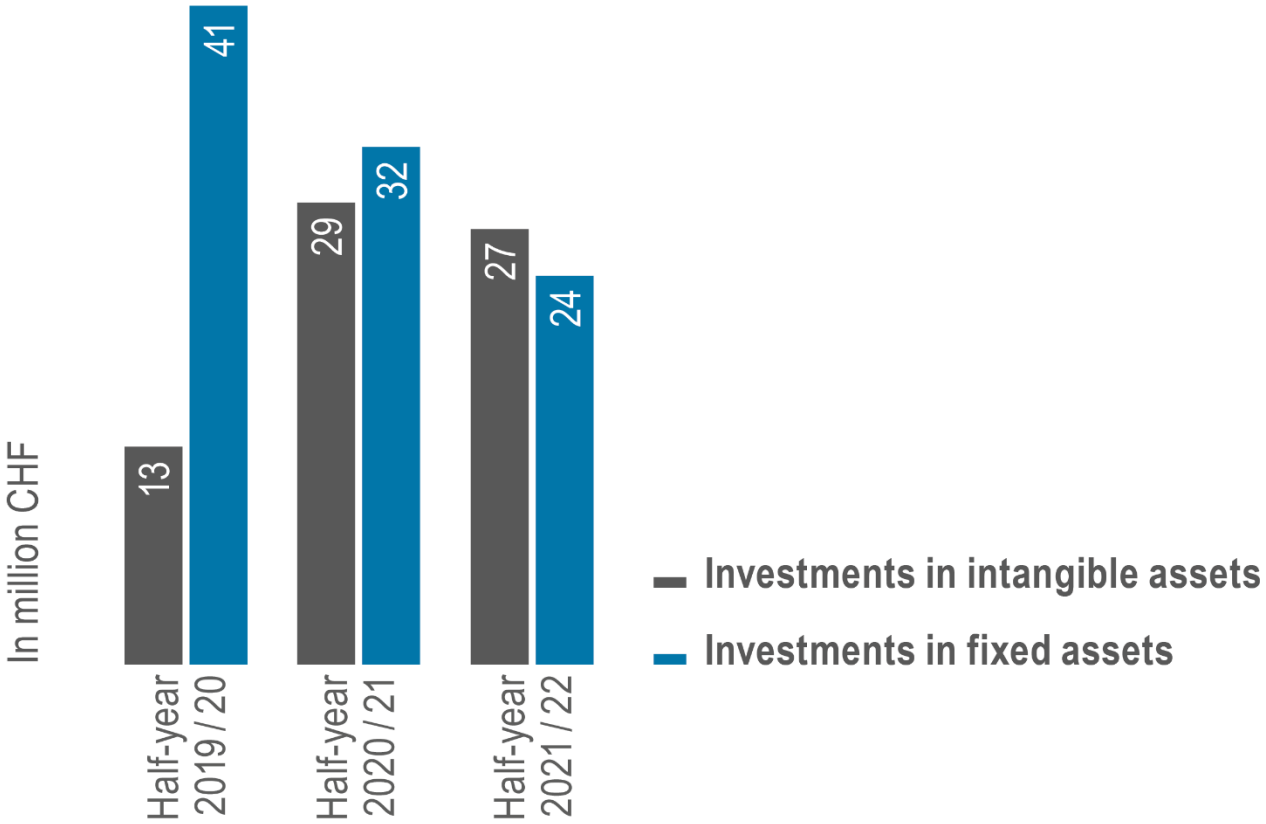
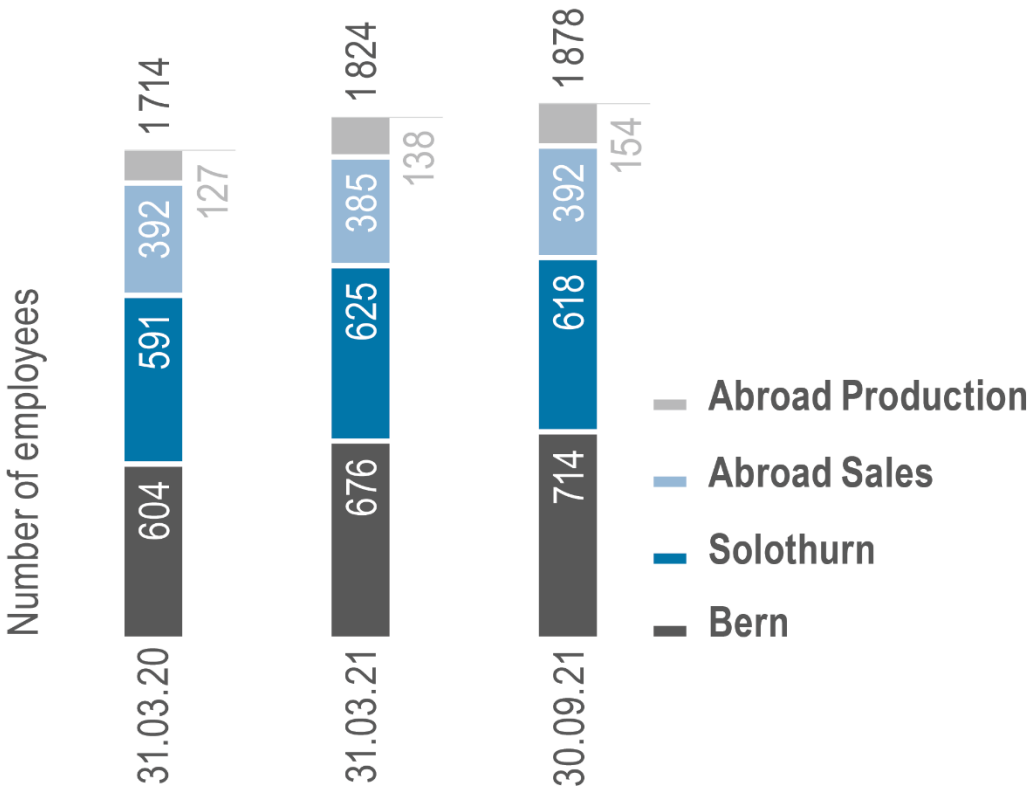
Continued investments for sustainable growth



Ypsomed is growing – 164 new jobs in 18 months
137 of them in Switzerland



Key Figures

Turnover Group
+12 %

Sales Growth
Injection Systems
+13 %

mylife™ YpsoPump®
End of September 2021
~18'000 active users

EBIT
CHF 10.5 million

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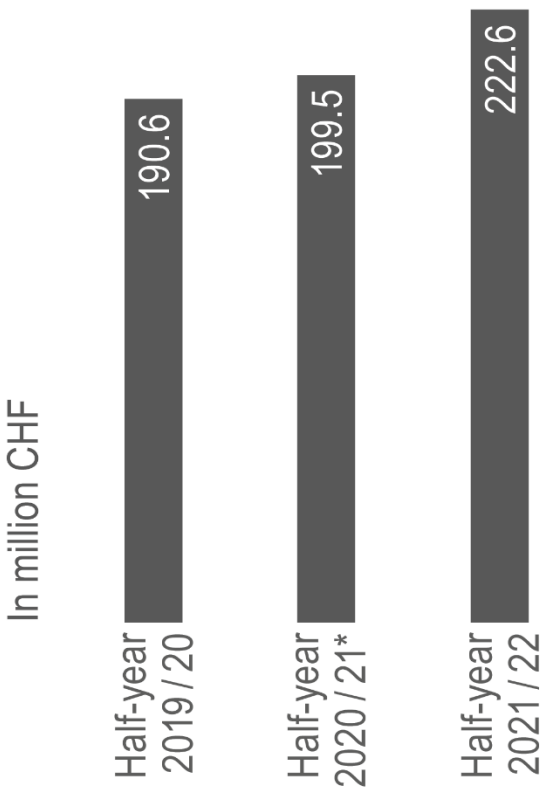
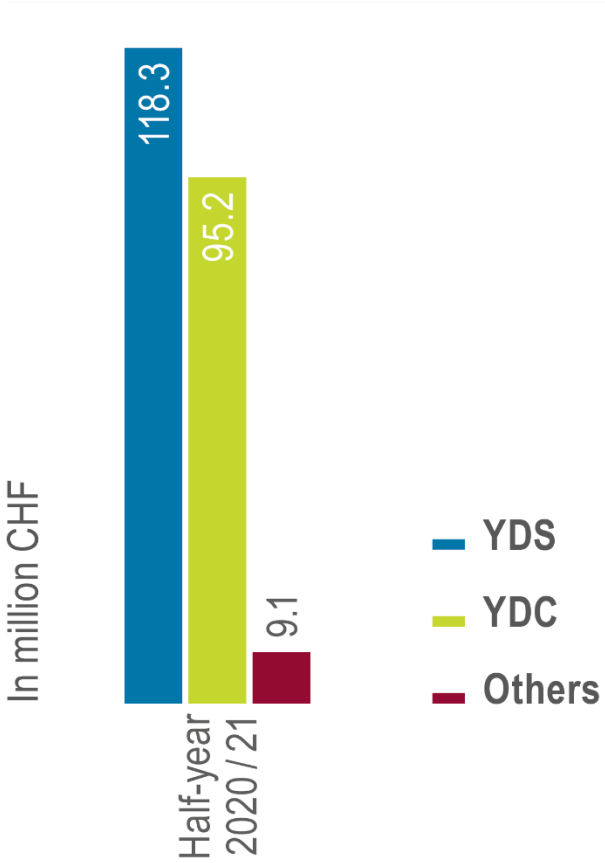
12 % growth in sales at group level



* See Notes to the consolidated semiannual financial statement no 8, Restatement

All Segments deliver to sales growth



- Sales in **Ypsomed Delivery Systems** (YDS) segment rose by **9.2 %** to **CHF 118.3 million**.
- In **Ypsomed Diabetes Care** (YDC) segment, turnover grew by **13.2 %** to **CHF 95.2 million**.
- Revenues in the segment **Others** increased significantly by **27.7 %** to **CHF 9.1 million**.

Ypsomed Delivery System

- **Recurring business model** resulting in a reliable performance with deliveries for **introduced products**.
- **Increased new products launching**, for example in the disease area **Psoriasis**.
- Ongoing good performance in **project business**.
- **Acquisition** of new projects is continuing successfully, with our **platform approach** paying off.

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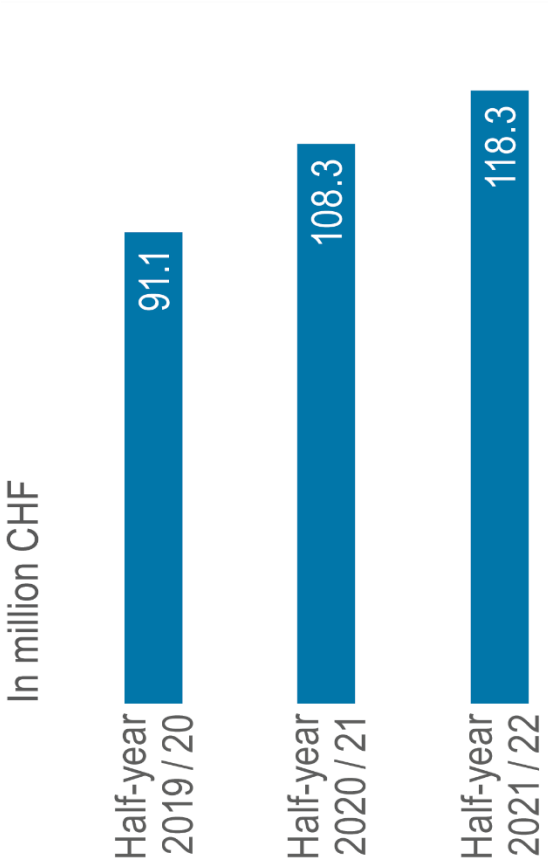
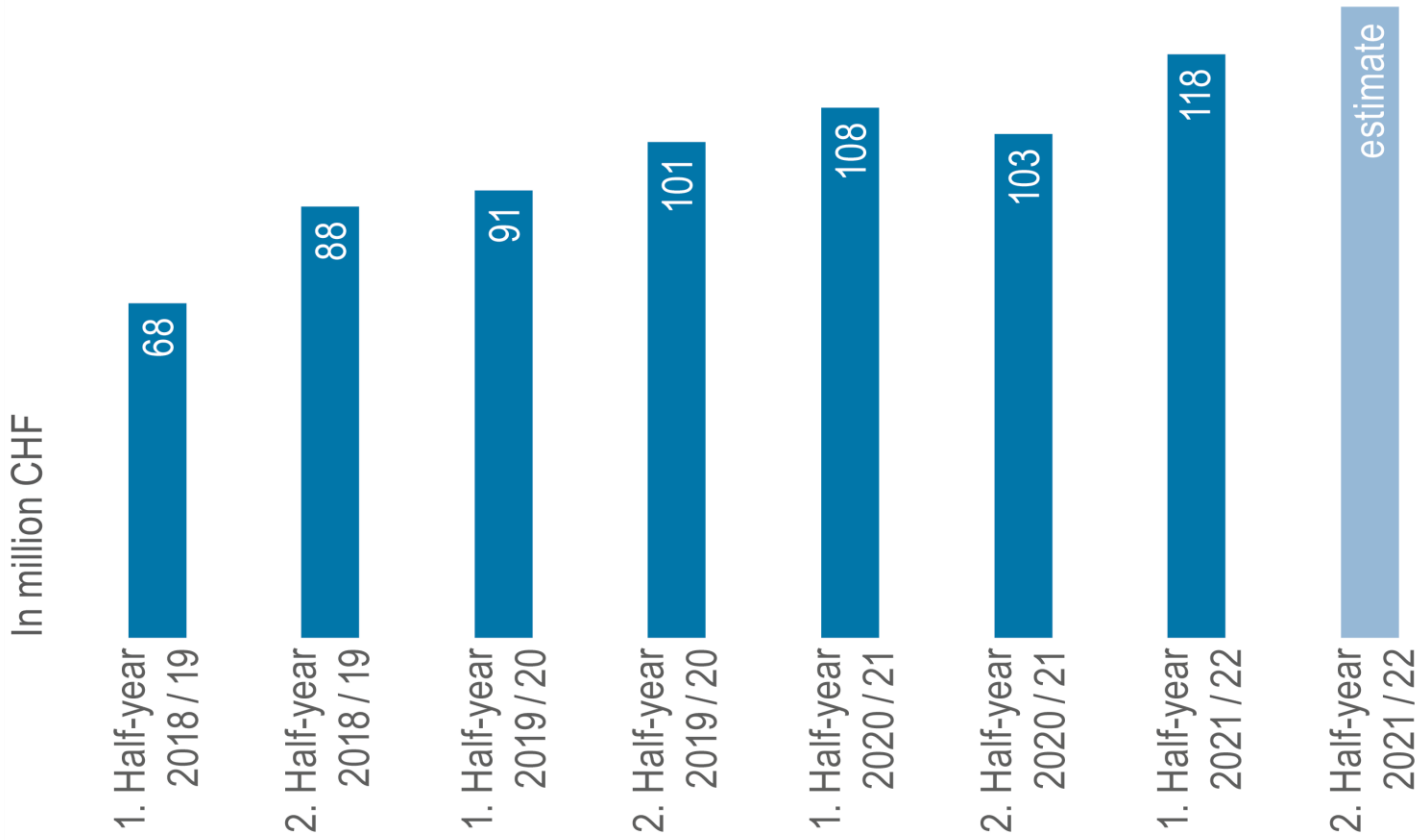
Turnover Ypsomed Delivery Systems
Growth of 13 % in Injection Systems



- Sales growth of **+13.2 %** for **Injection Systems** year-on-year.
- Main contributor to this growth are **pens**, followed by **autoinjectors**.
- **Project revenues** again increased compared to previous year.
- The sales contribution of **Contract Manufacturing** declined by **-6.5 %**.

Higher estimated turnover in second Half-Year 2021/22
Growth resumption



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Ypsomed Diabetes Care

- **Recurring business** for consumables such as **infusion sets** robust.
- Due to COVID-related restrictions in some territories and missing Loop-features **still not on track** with adoption of **new YpsoPump® users**.
- A **positive effect** of the **mylife™ Loop program** potentially apparent in 2nd half of the business year.
- We fully focus on:
  - **fast implementation** of the **mylife™ Loop program** and
  - preparation of the **U.S. market entry**

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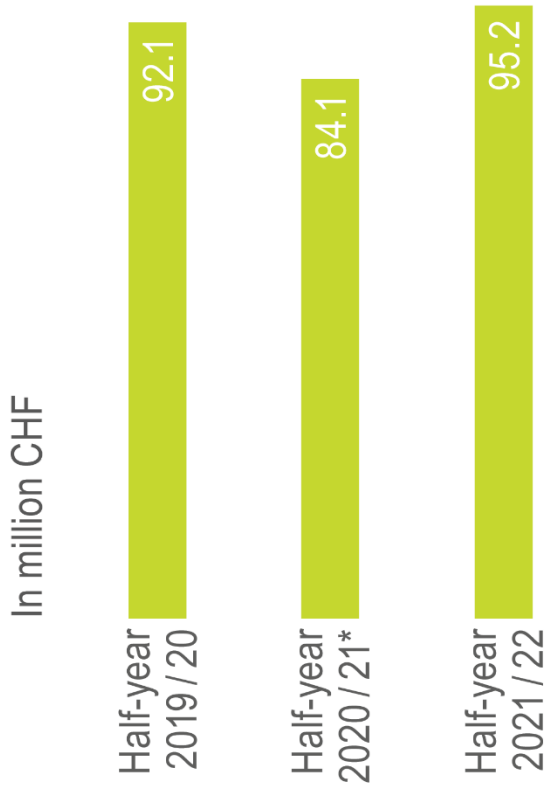
Turnover Ypsomed Diabetes Care

13.2 % growth mainly based on development services



* See Notes to the consolidated semiannual financial statement no 8, Restatement

- Additional **development services** for infusion pump partners as main contributor.
- **Commercial sales for YpsoPump®** increased by **8.9 %**.
- Revenues of **test strips** plus **1.0 %**.
- **DiaExpert** sales up **1.9 %**.
- **Pen needles** sales down **10.9 %** due to developments in the US market.

Raising the outlook for operating profit FY 2021/22

- Ypsomed expects a **growth of around 20 % for the Injection Systems** business in the 2021/22 financial year.
- Ypsomed continues to invest in innovation and the expansion of manufacturing capacities.
- **For the 2021/22 financial year, Ypsomed expects at least double-digit sales growth at group level and raises outlook for the operating profit to towards CHF 30 million**.
- Ypsomed continues to uphold its medium-term EBIT target of CHF 100 million.

Innovation & Digital Health

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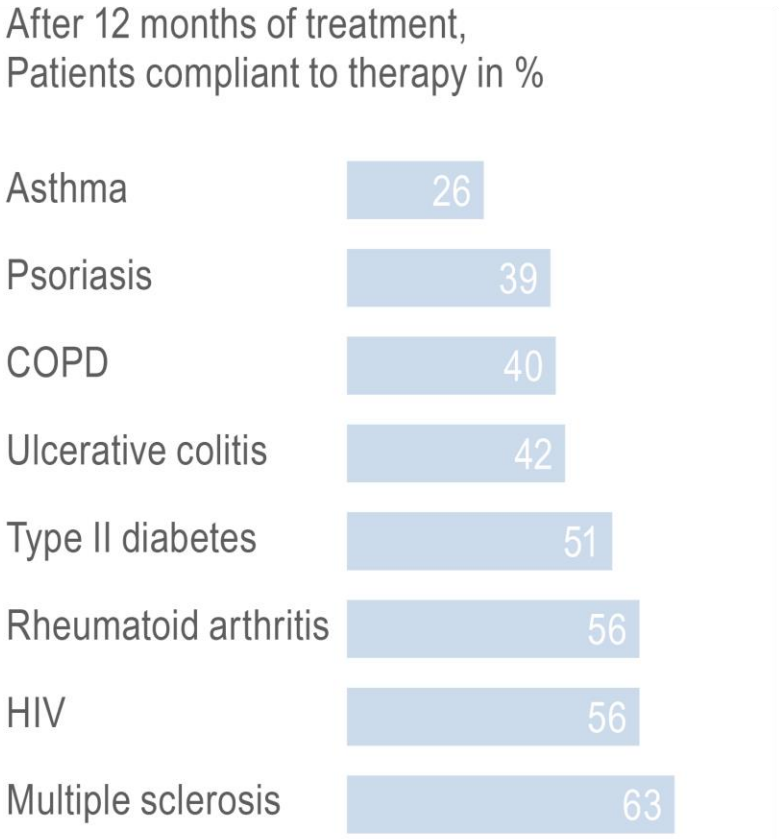
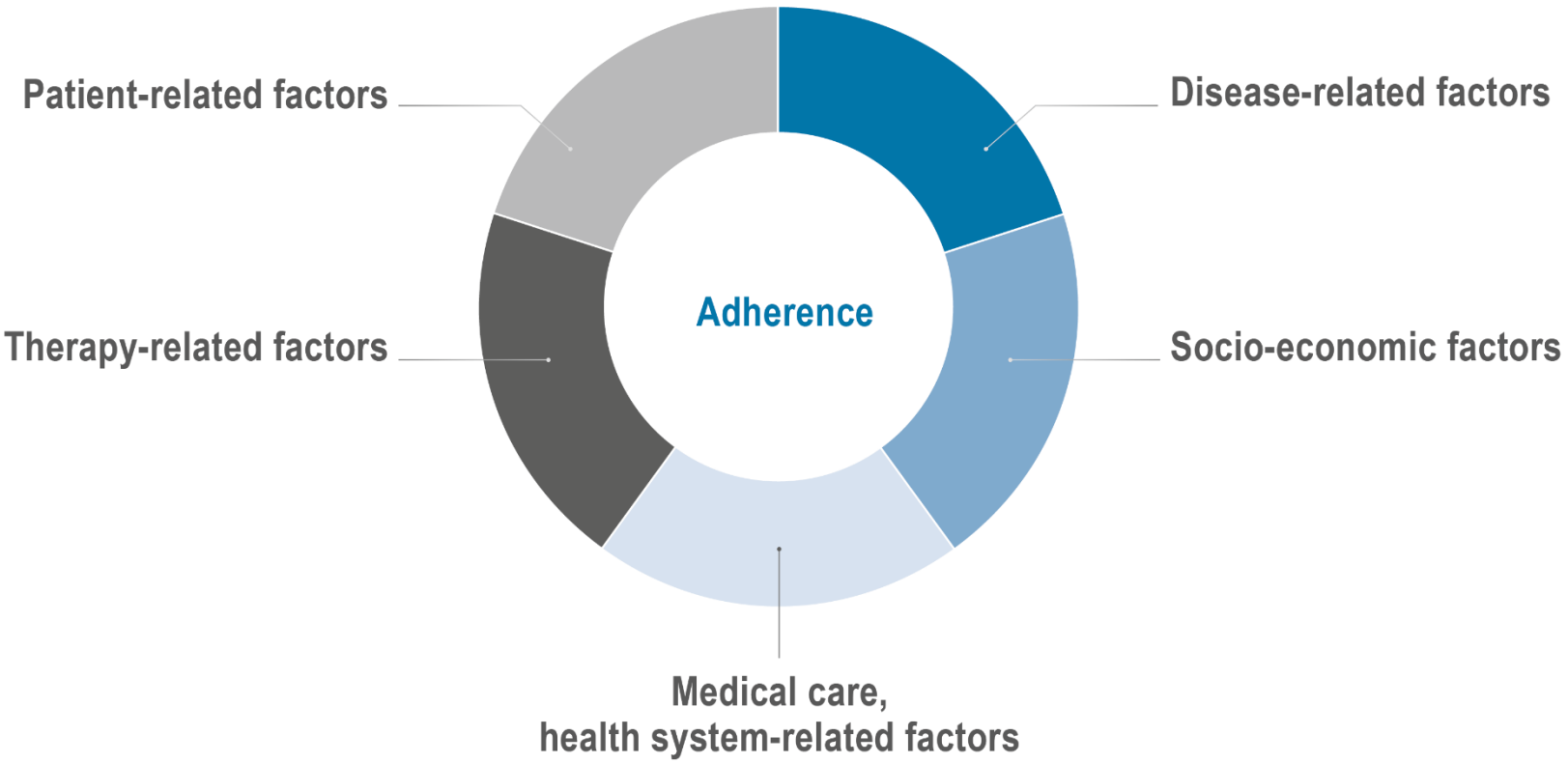
Non-adherence to therapy for chronic conditions

- **10 % of all hospitalisations** could be saved through improved adherence.
- 125,000 patients die in the USA due to lack of adherence to therapy.
- Non-adherence costs **USD 290 billion** annually in the U.S.



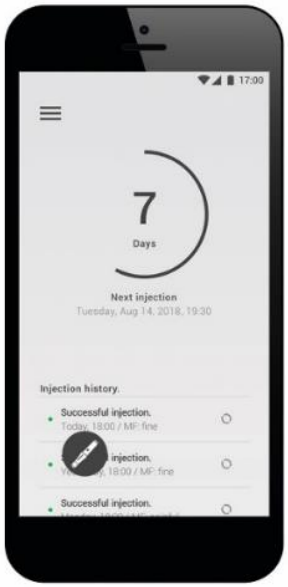
Source: McKinsey, Non-adherence, 2018

Five factors that influence adherence



The reusable add-on SmartPilot® converts YpsoMate® into a connected device

Therapy-relevant data	Transmission of injection data (date, time, result)
Application support	Users are guided through the injection process in real time
Patient safety	Provision of drug ID, dose level and expiration date



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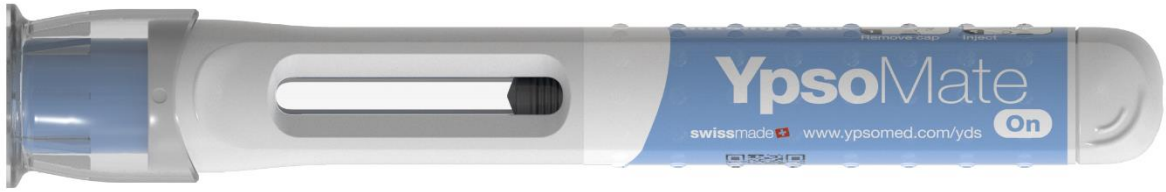
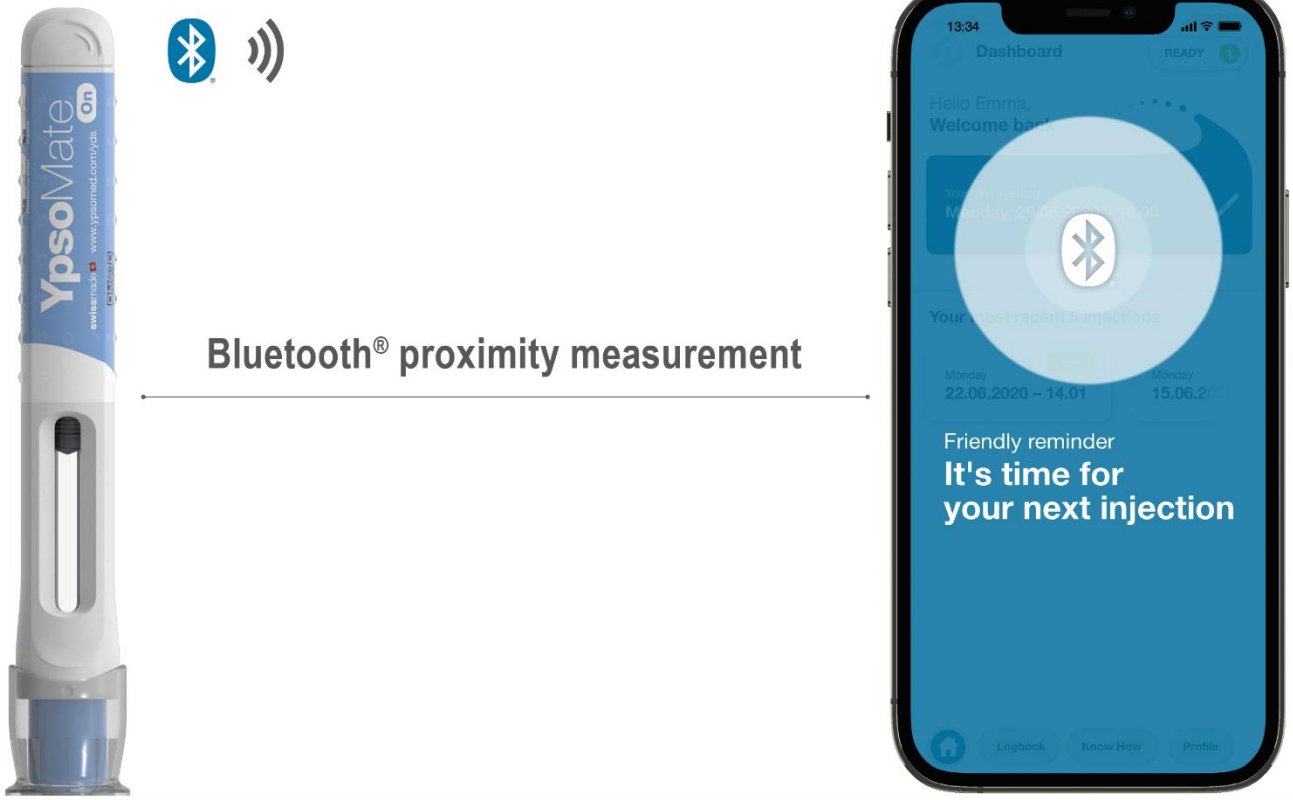
New: YpsoMate® On

The prefilled autoinjector with integrated connectivity



YpsoMate® On – innovative connectivity

No pairing required for data transfer to smartphone



YpsoMate® On – leverage the YpsoMate® platform

De-risk development and shorten time-to-market

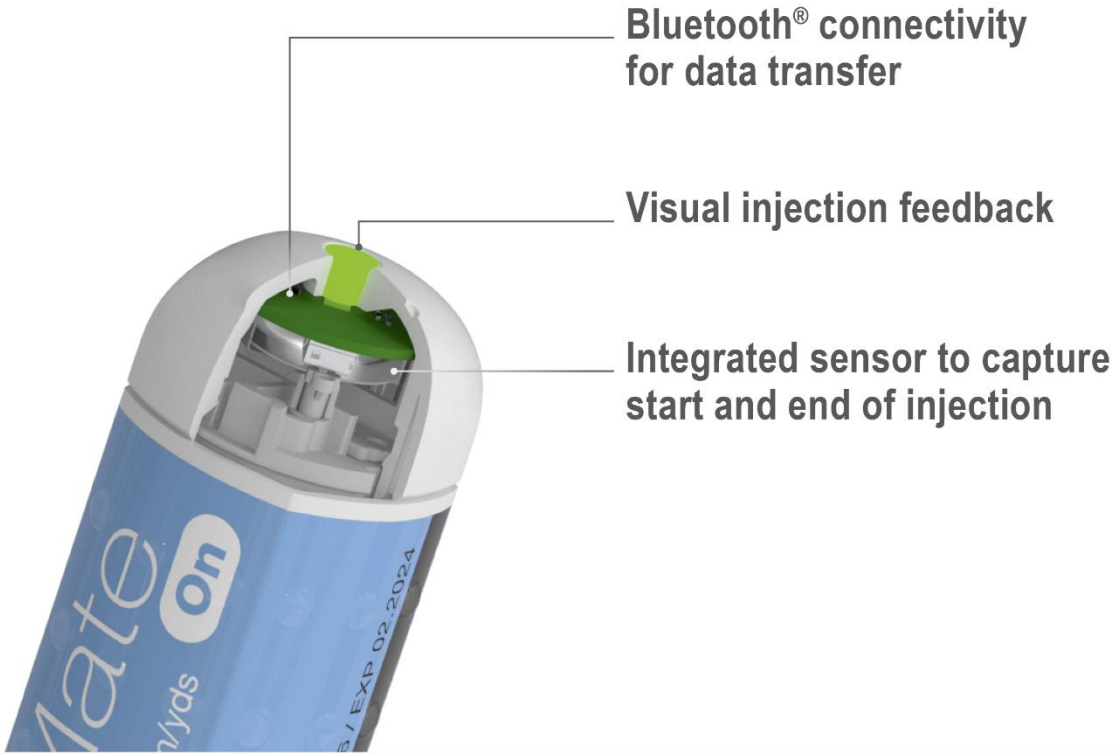
YpsoMate® 1.0 mL

Leverage the market-proven YpsoMate® platform

YpsoMate® On 1.0 mL

YpsoMate® On – integrated sensors and connectivity

To capture injection data and provide visual feedback



YpsoMate® On – designed for recycling
Easy separation of battery and electronics

Ypsomed's two connected autoinjector options

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Access & Expansion

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mylife™ Loop program milestones
Steps to individual therapy options (outside U.S.)

mylife™ Assist
CGM-integration

mylife™ Dose
Remote bolus

mylife™ Loop
AID-enabled,
interoperable
3rd party App

mylife™ Loop
AID-enabled,
integrated
mylife™-App

Q3 2021 | Q4 2021 | **mid-2022** | mid-2023

Product mylife Dose and mylife Loop not approved and not commercially available. Features and performance of any future technologies may vary.
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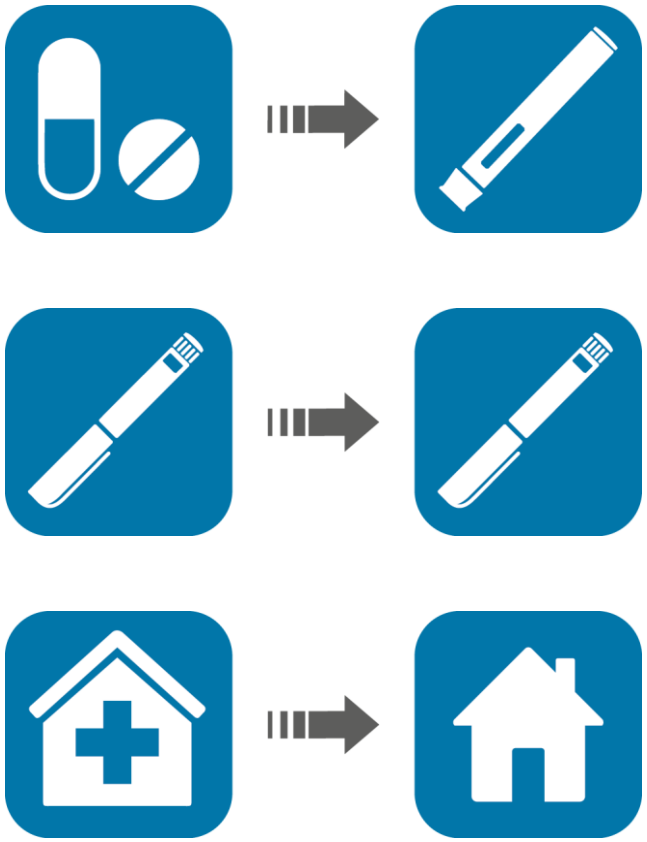
Future-oriented trends for Injection Systems

- **New-generation drugs** with complex active pharmaceutical ingredients often have a liquid formulation and must be injected.
- **Biosimilars** are expanding the global access to medical care.
- **Existing Drugs** are being **reformulated** for **self-medication** (subcutaneous administration) to increase quality of life, patient adherence and to reduce the burden for the healthcare system.



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Current disease areas of commercialised platforms

Pens

- Diabetes (Insulin, GLP-1)
- Osteoporosis (PTH)
- Growth disorders (hGH)
- Fertility
- Parkinson

Auto- and patch injectors

- Asthma
- Migraine
- Multiple sclerosis
- Sexual dysfunction
- Rheumatoid arthritis
- **Psoriasis**

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Potential future disease areas

Pens

- Diabetes (Insulin, GLP-1)
- Osteoporosis (PTH)
- Growth disorders (hGH)
- Fertility
- Parkinson
- **Obesity**
- **Osteoporosis**
- **Rheumatoid arthritis**
- **Bullous pemphigoid**

Auto- and patch injectors

- Asthma
- Migraine
- Multiple sclerosis
- Sexual dysfunction
- Rheumatoid arthritis
- Psoriasis
- **Obesity**
- **Alzheimer**
- **Immuno oncology**
- **Diabetes (GLP-1)**
- **Haemophilia / PNH**

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Platforms & Operational Excellence

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Products built on platforms
Fast, flexible and cost efficient

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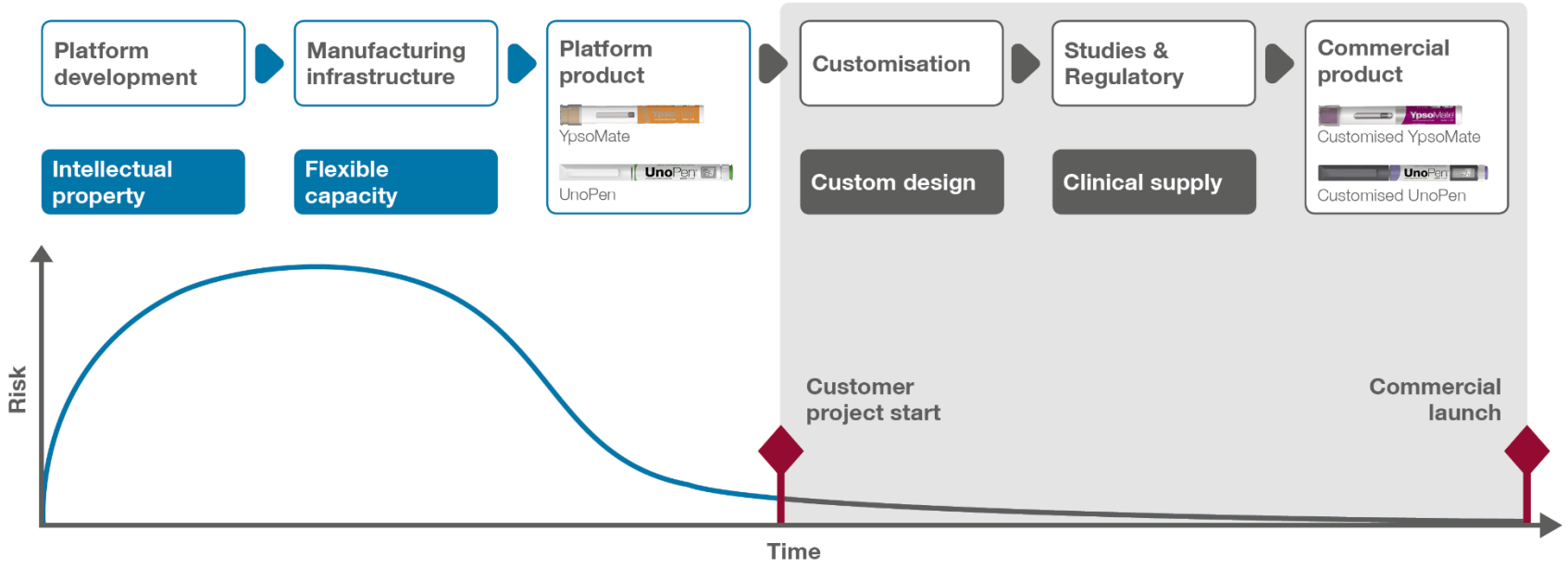
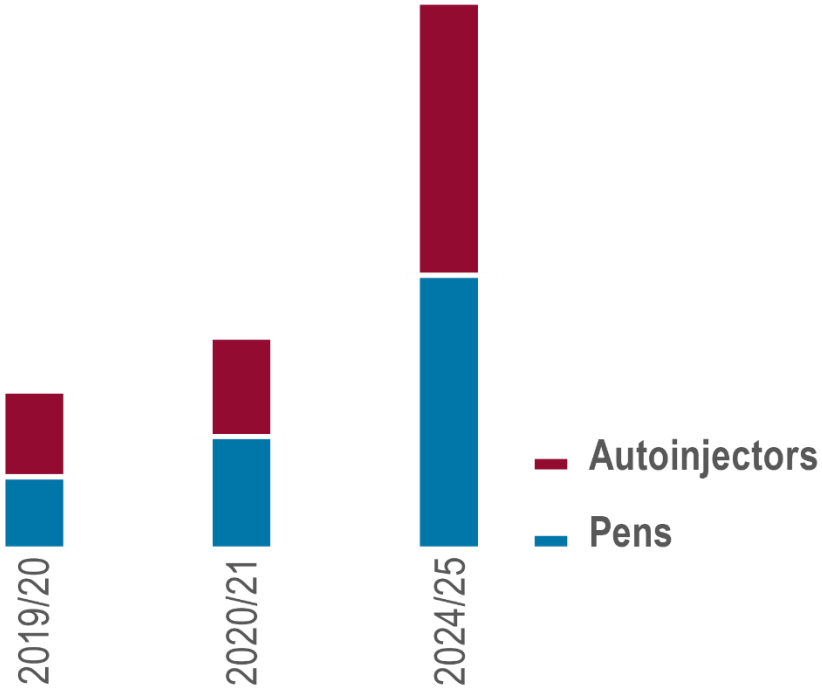
Established platform device offering

- **Reduction of risks** and **shortened "time-to-market"**.
- **Technological leadership** due to consistent ongoing **modular evolution**.
- **Cost leadership** due to scaling effects and **scalable automated production**.



Substantial expansion of manufacturing capacities

Installed and ordered capacities



- Additional **high-volume assembly line** for our autoinjector **YpsoMate®** ordered.
- This expansion will result in a further **doubling of capacities**.
- Additional large **high-volume assembly line** for **UnoPen™** will be ordered in Q1 2022.
- This extension will result in a **tripling of capacities** for **UnoPen™**.

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Global expansion of production

China manufacturing site project in Shanghai area

- Number of **Chinese customer projects is increasing** rapidly.
- Introduction of the **Volume Based Procurement** (VBP) model with positive impact on our Chinese clients.
- **Regulatory requirements** are changing fast.
- Therefore, Ypsomed will setup an **UnoPen™** manufacturing line – **“in China for China”**.
- To foster long-term partnerships and to eliminate shipping of pen devices.

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Responsibility & Engagement

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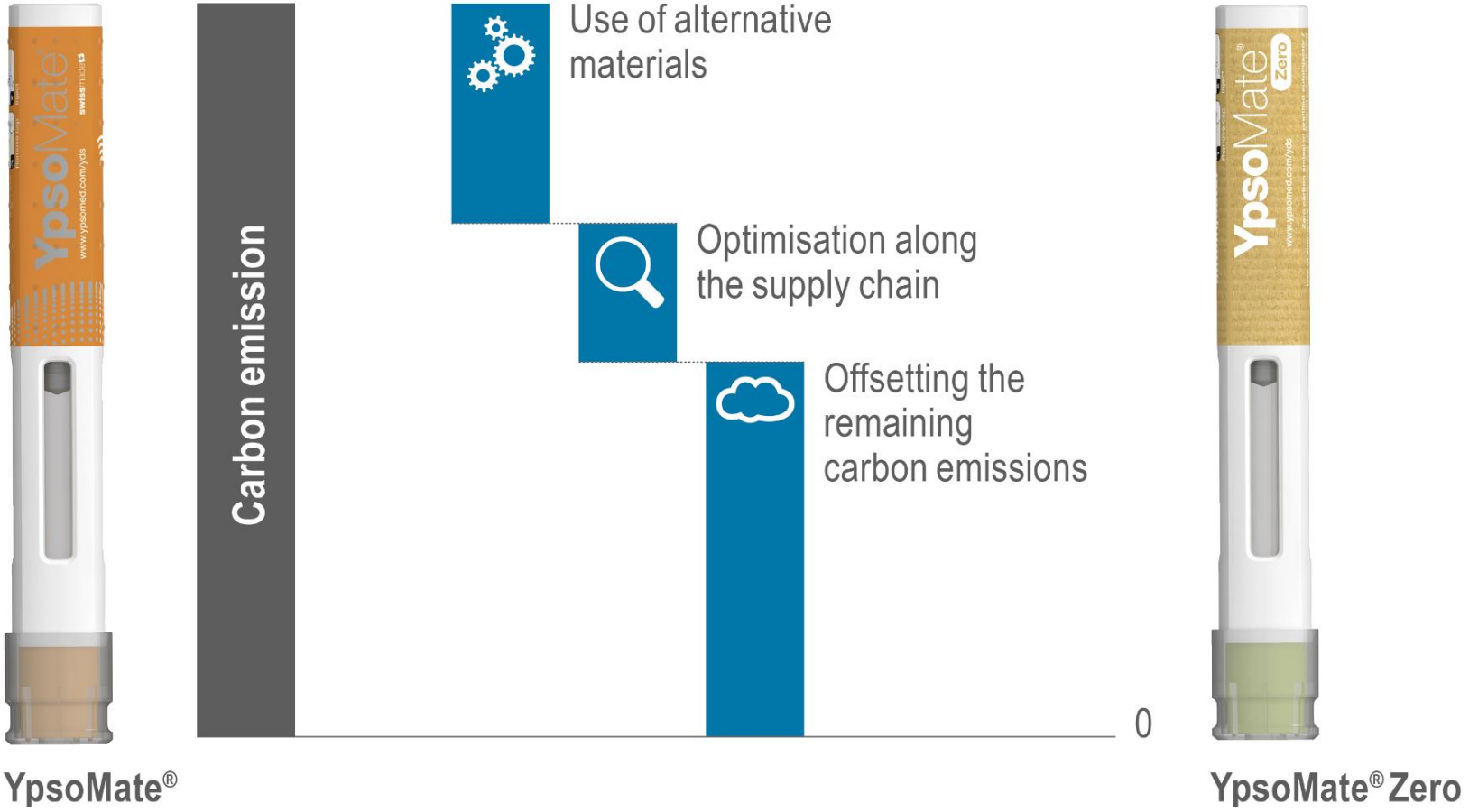
YpsoMate® Zero – the three areas of impact



100 % renewable power as of 2021

Shaping the transition of the supply chain to Pharma

- Ypsomed is **founding member of the Alliance to Zero**.
- A **non-profit membership association** for pharma and biotech supply chain companies.
- To facilitate the transitions of the pharma sector to compliance with net-zero emissions in line with the goal of the Paris Climate Agreement.

Thank you.

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