

Ypsomed 2023/24 Half-Year Results

We deliver

Webcast, 15 November 2023



Important information

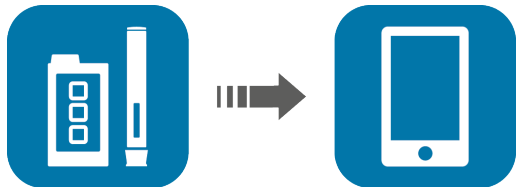
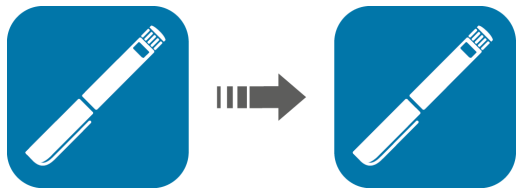
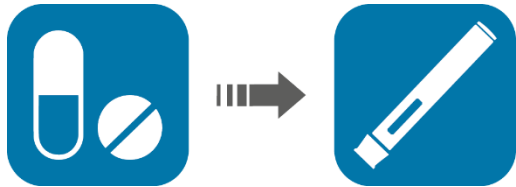
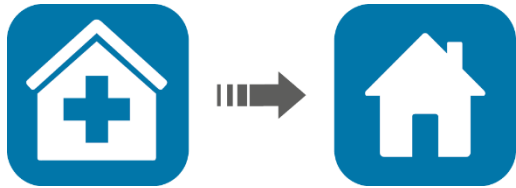
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Making selfcare simpler and easier

Improved therapy outcomes for chronic conditions



Solutions for healthcare's biggest challenge are our growth drivers



- **Selfcare**

Improving quality of life, therapy adherence and supporting affordable healthcare systems

- **Biologics**

Most new-generation drugs with complex active pharmaceutical ingredients must be injected

- **Biosimilars**

Expanding global access to affordable medical care

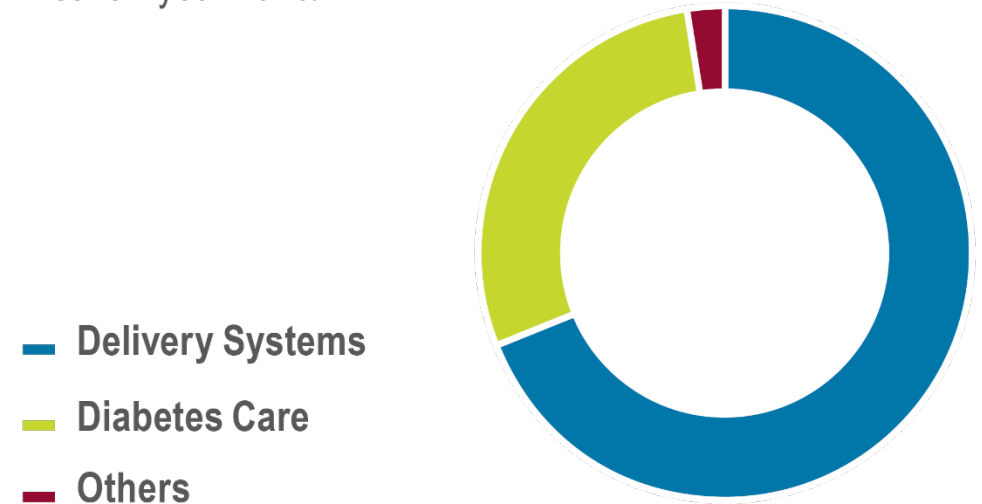
- **Digitization**

Enabling innovative, digital therapy management for optimal therapy outcomes and evidence-based care

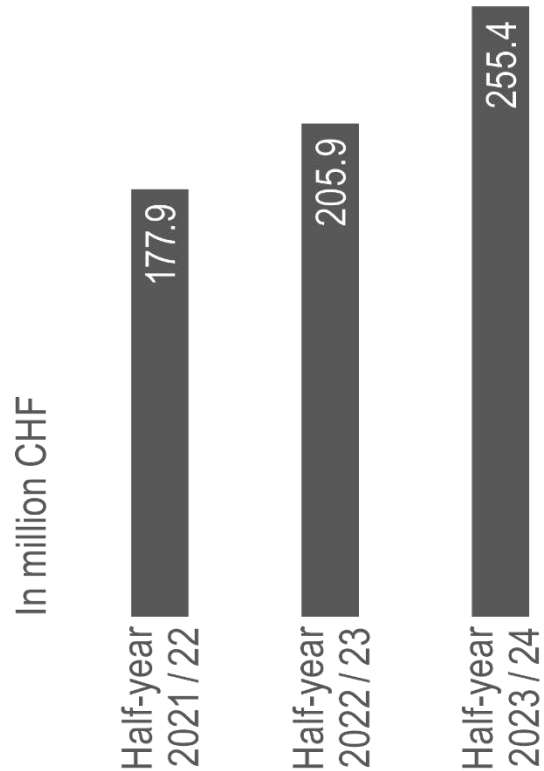
Purpose and ambition

- **Growth drivers** are lasting
- Focused portfolio allows **margin expansion**
- **No “GLP-1 risk”**, in contrary
- Continuous investment in **innovation, capacity expansion** and **employee**
- **Portfolio review** ongoing

Sales contributions in the first half-year 2023/24

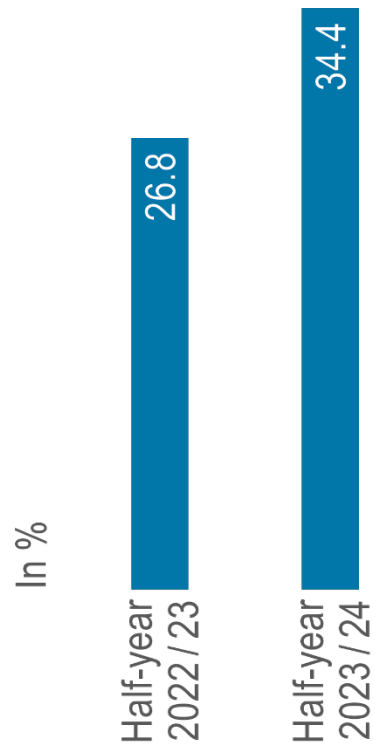


Turnover growth of 24 % from continued business Ypsomed Group



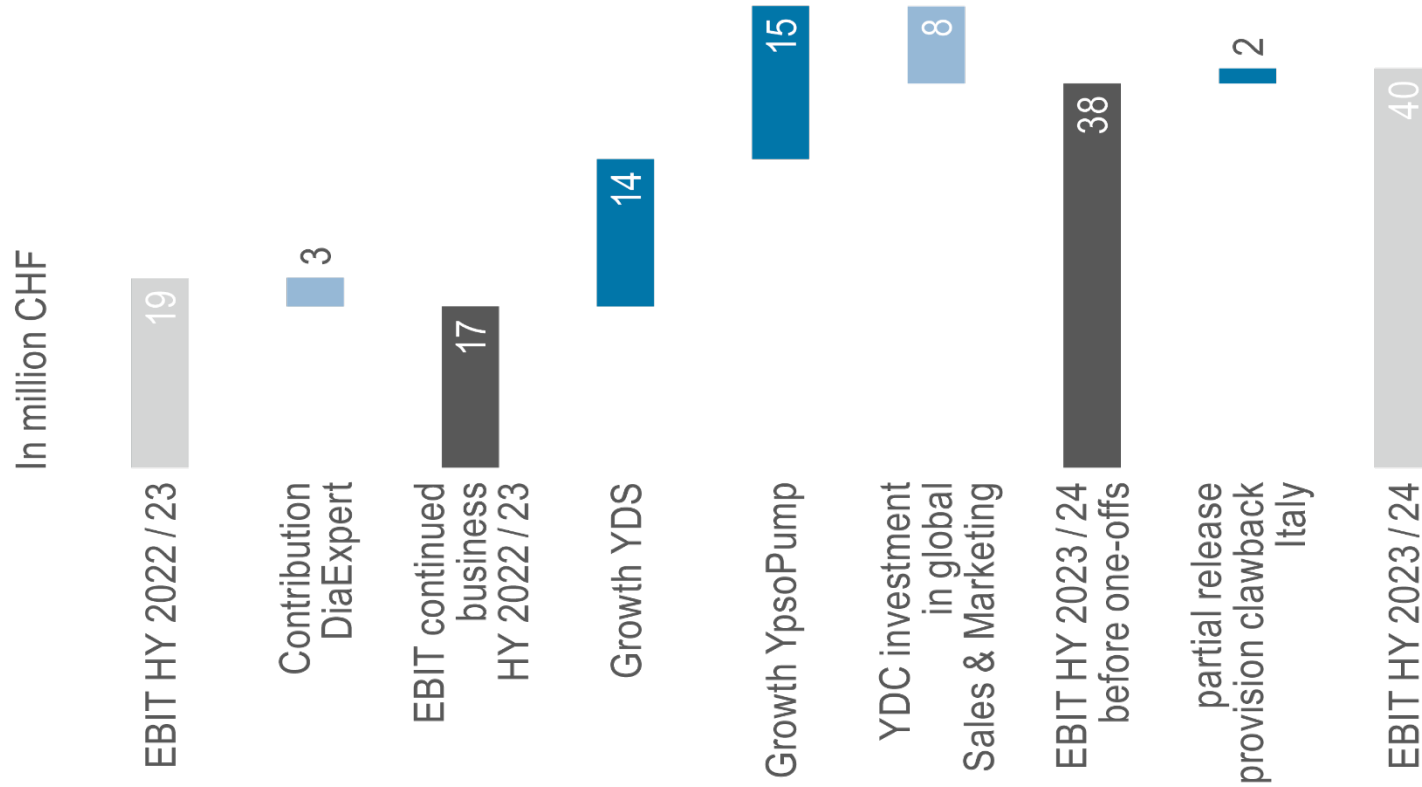
- Mail-order company DiaExpert GmbH in Germany was sold on 31 December 2022

Remarkable gross margin expansion



- Higher utilisation of production capacities
- Since 01 January 2023, absence of dilution by divested DiaExpert's trading business

Significant rise in EBIT from HY 2022/23 to HY 2023/24



Confirming outlook for the 2023/24 financial year

- For the 2023/24 financial year, Ypsomed expects **sales growth** of the continued business of **around 25%**
- At EBIT level, Ypsomed confirms the outlook and expects an **operating profit of at least CHF 90 million**





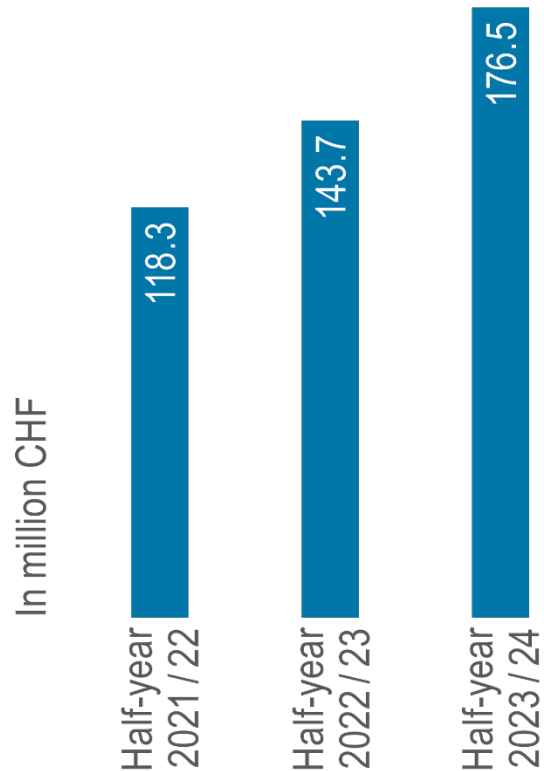
Delivery systems



- **Strong growth** in established and new products
- Another **26 new projects** signed
- Long-term supply agreement for autoinjectors with **Novo Nordisk** signed
- **Discontinuation of CMO client contract** by mid-2026, supporting growth and margin leverage

Strong increase of 22.8 % in turnover for Delivery Systems

Strong growth in Injection Systems



- **Strong** commercial sales (without project revenues) **growth** of **36.5 %** with own **Injection Systems**
- **Project revenues** stable at already high level
- Main contributors are autoinjectors **YpsoMate 1.0**, **YpsoMate 2.25** and **YpsoMate 2.25 Pro**
- Contribution to sales from **Contract Manufacturing** increased by **15.6 %**

Long-term supply agreement with Novo Nordisk for autoinjectors Metabolic diseases

- **Substantial increase** of our manufacturing capacity in several steps until 2031
- First capacities will be available in the second half of **2025**
- **Novo Nordisk contributing** a significant part of the investment
- To reduce dependencies, 3rd party manufacturers will get the right to manufacture under a **royalty scheme**

Subcutaneous solutions gaining importance in all relevant disease areas

Number of subcutaneous clinical trials	Phase I	Phase II	Phase III	Total
Cardiovascular & metabolism	541	689	657	1887
Oncology	517	786	304	1607
Immunology	226	333	538	1097
Neurology	74	123	80	277
Chronic pain & migraine	39	95	90	224
Respiratory	32	80	67	179
Rare diseases	27	32	53	112

Source: Ypsomed internal market research (2021)

UnoPen

Several product approvals

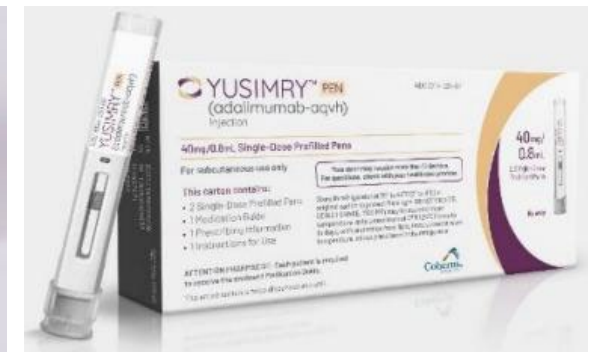
- **Pfizer's** new **once-weekly hGH** in the US, enabling weekly injections instead of daily
- A highly purified human **monopausal gonadotrophin** in Europe.
- Like **Dongbao**, more and more **Chinese pharmaceutical companies** are looking for disposable pens for **analogue insulins**



YpsoMate 1ml

Several product approvals

- First approval for an autoinjector ever in **China** for **Innovent** with a **PCSK9**
- **UCB** for the treatment of moderate to severe plaque **psoriasis**
- **Celltrion** with a novel **Remicade s.c.** biosimilar
- **Coherus** with an **Adalimumab** biosimilar
- As of today, **four customers** have brought **adalimumab biosimilars** to market with YpsoMate



Launch of Ypsomate for medac's Methotrexate

- **medac** is a growing global pharmaceutical company based in Germany
- **methotrexate**, also used in oncology, is approved in autoinjectors for the treatment of autoimmune diseases
- Our Ypsomate will **replace medac's current autoinjector**
- Results of a study show that the new device is highly appreciated by patients and HCPs
- The sequenced **global launch will start in Germany on 01 January 2024**

GRAB IT! THE NEW methoject 2-STEP PEN

NEW methoject PEN

NEW FEATURES*

- 2-step auto-injector without release button
- Acoustic signal at beginning and end of injection
- Inspection window to check complete injection
- Needle always hidden inside blue needle cover
- Larger labeling with colour code
- Angular shape with anti-rolling-feature

Discover more at www.methoject.com

medac

methoject PEN

1. GMA MDAI Quarterly Sales Report from Q2 2019 to Q4 2022
2. Data compared to our previous methoject PEN

Hypercholesterolemia as newly served disease area

Served disease areas

Pens

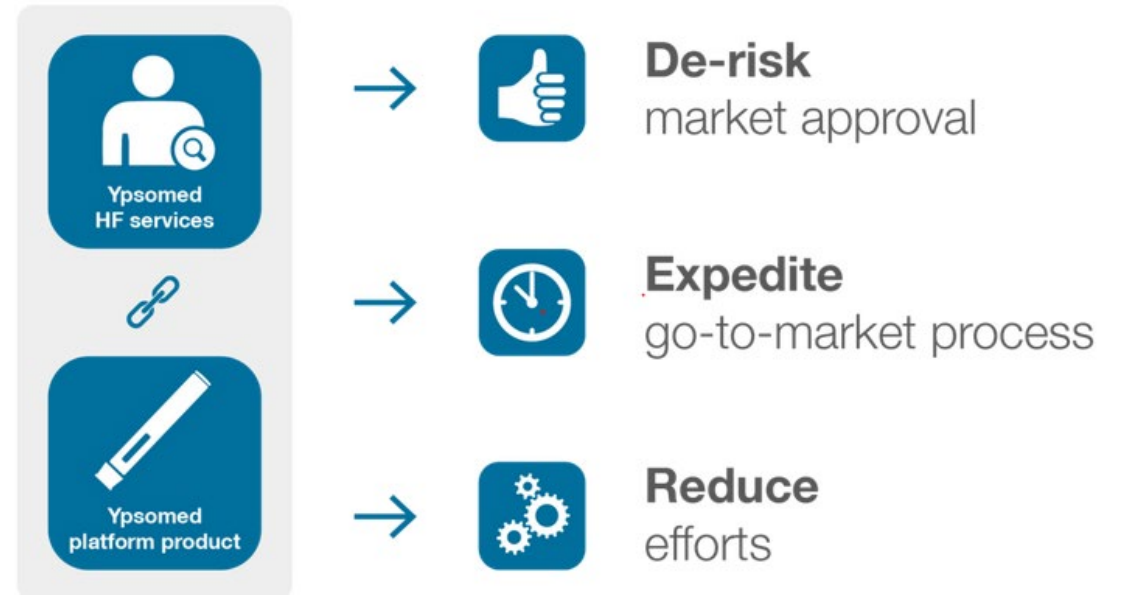
- Diabetes
- Osteoporosis
- Growth disorders
- Fertility
- Parkinson
- Polycythaemia vera

Autoinjectors

- Asthma
- Migraine
- Multiple sclerosis
- Rheumatoid arthritis
- Psoriasis
- Dermatitis
- Oncology
- **Hypercholesterolemia**

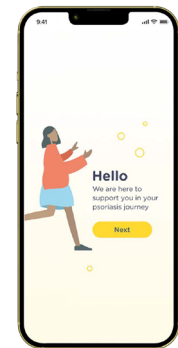
Introducing Ypsomed Human Factors (HF) services

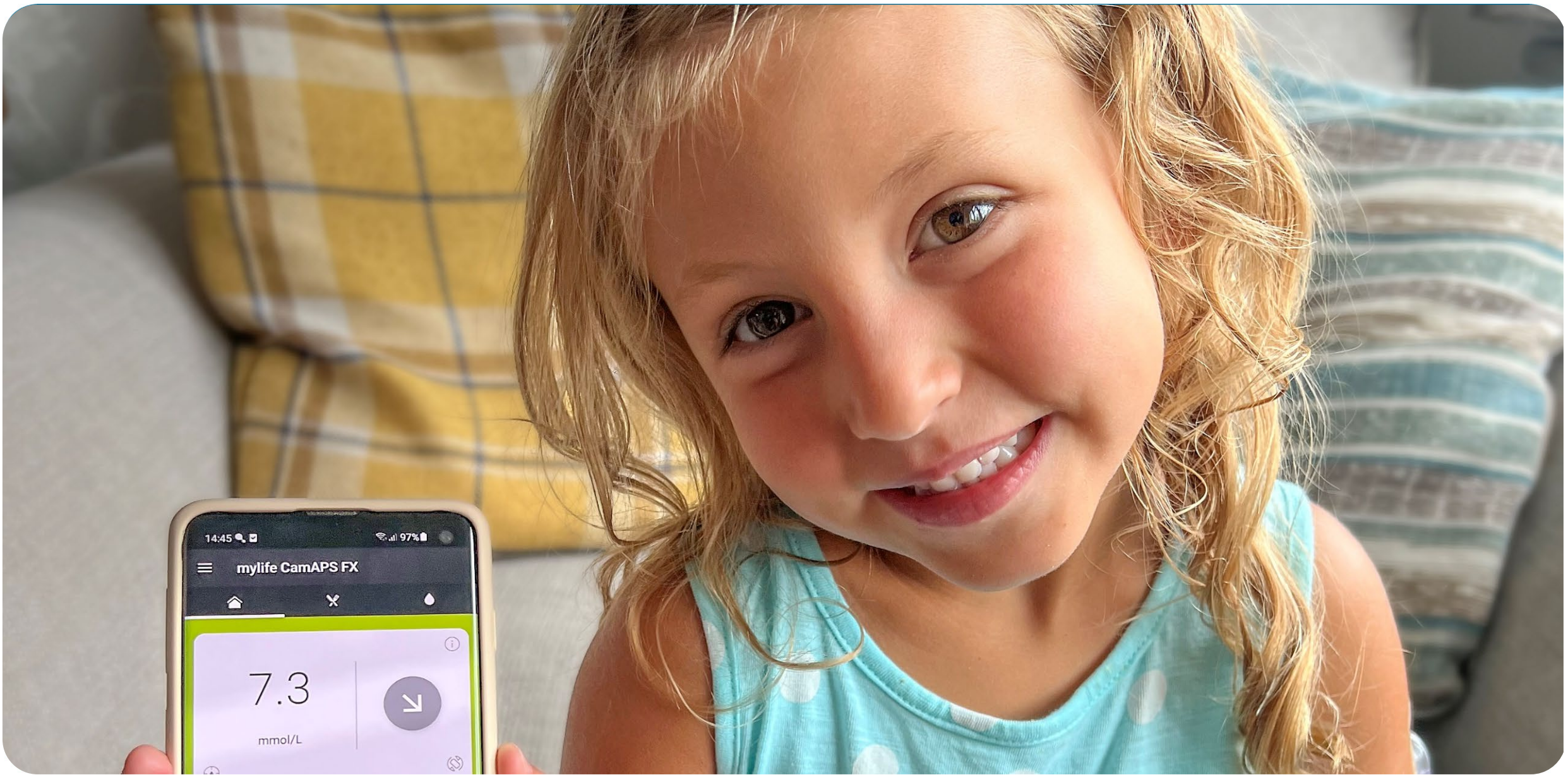
- **Extending our platform offering with integrated HF services**
 - De-risked market approval by incorporating learnings from past projects
 - Streamlined go-to-market process by aligning HF with product development
 - Reduced efforts by having access to cutting-edge HF expertise
- Strategic partnership with **Interface Analysis Associates (IAA)**



Investing in our collaborations in Digital Health for holistic solutions

- Emphasis on behavioural science and **gamification to maximise engagement**
- Commercialized 14 digital solutions
- **Create dedicated digital health solutions and digital therapeutics (DTx)**
- **Support pharma** through co-creation, development and quick commercialization
- Operating them efficiently and ensuring successful adoption







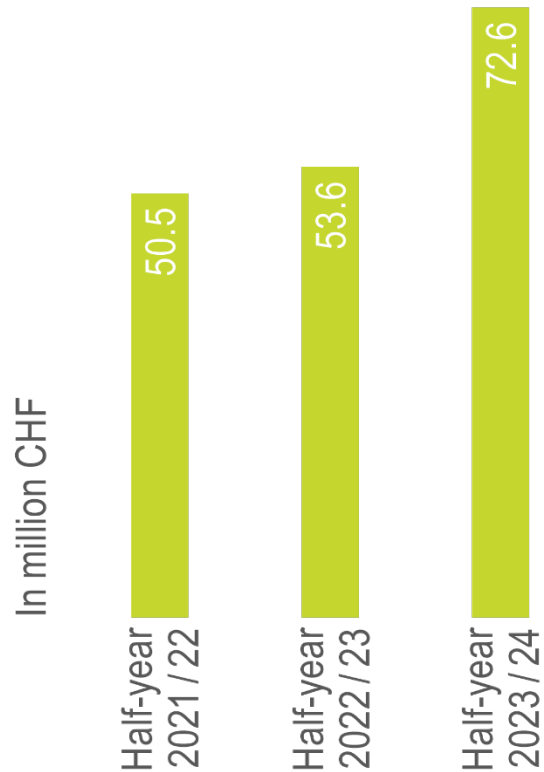
Diabetescare



- **Strong uptake** of our mylife Loop AID (Automated Insulin Delivery) offering
- **40'000 active users** by end of September 2023
- **Expansion and innovation** ongoing

Turnover growth of 37 % from continued business

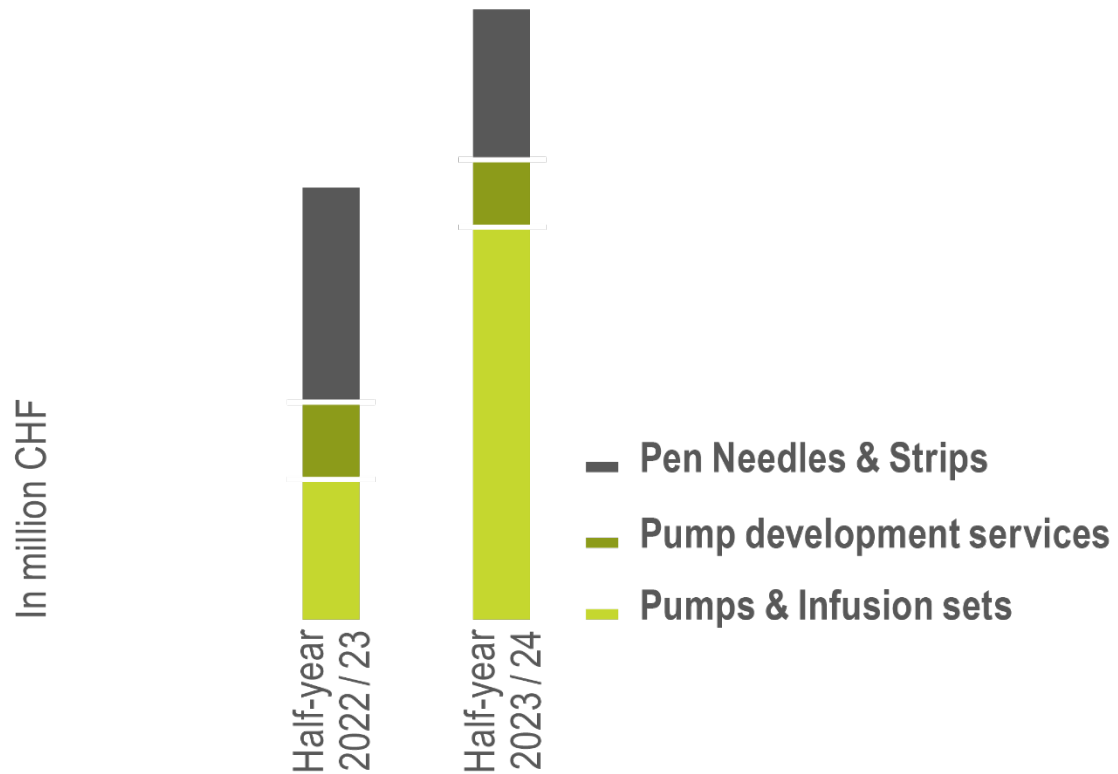
Strong rise in mylife YpsoPump



- **Commercial sales** of the mylife YpsoPump system increased by **153.6%**
- Sales of **pen needles** declined by CHF 7.2 million due to high inventories at distribution partners
- **Test strips** business dropped by 7.3% due to the general decline in the market

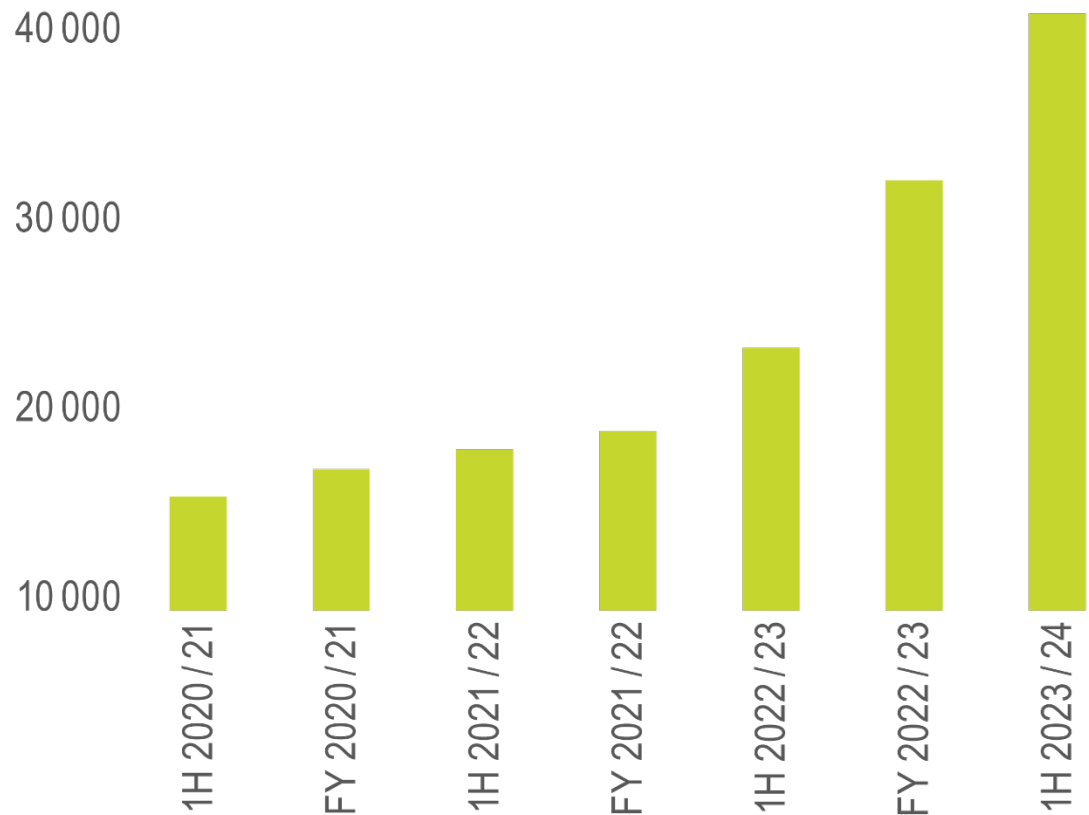
Breakdown of sales from continued business YDC

Strong focus on insulin pump system



Average of 1'500 new YpsoPump starts per month ongoing

On track to 50'000 active users by end of the financial year



- **40'000 active users** per September 2023
- **Germany** still main driver with market share of new pump starts of approx. 27 %
- Feedback in Germany confirms a very **high level of satisfaction**
- Market access and payer approval in **France** and new tenders in **Italy** and **Spain**, training and sampling ongoing
- Some tenders in **Nordics** slightly delayed

Improving health of pregnant women with type 1 diabetes and their babies

AiDAPT Study

- Pregnant women with type 1 diabetes and their babies benefit from treatment based on the CamAPS FX algorithm
- Demonstrated by the AiDAPT clinical study, which clinical outcomes were published in the NEJM and DTT^{1,2}
- **The algorithm of Ypsomed's mylife Loop is the only AID algorithm approved for pregnant women with type 1 diabetes**

¹ Lee T.M. et al: Automated Insulin Delivery in Women with Pregnancy Complicated by Type 1 Diabetes: a multicentre randomized controlled trial. The New England Journal of Medicine. Oct 5, 2023. DOI: 10.1056/NEJMoa2303911.

² Lawton J. et al: Listening to women: experiences of using closed-loop in type 1 diabetes pregnancy. Diabetes Technol Ther. 2023 Oct 5. DOI: 10.1089/dia.2023.0323.



Prof Roman Hovorka, developer of the mylife CamAPS system, awarded

- EASD-Novo Nordisk Foundation Diabetes Prize for Excellence 2023
- International Society for Pediatric and Adolescent Diabetes (ISPAD) Prize for Achievement 2023
- **Ground-breaking research over two decades that revolutionised the management of T1D** and supported medical, societal, and regulatory acceptance of closed-loop systems
- **Congratulations for the awards**



Ypsomed and CamDiab filing mylife Loop system with the FDA

mylife Loop for the US market



- **mylife CamAPS FX App** has been filed in August 2023 and is currently under review
- **mylife YpsoPump** will be submitted in the coming months with an **expected approval of the system by mid-2025**, which is 6 months ahead of our original plan

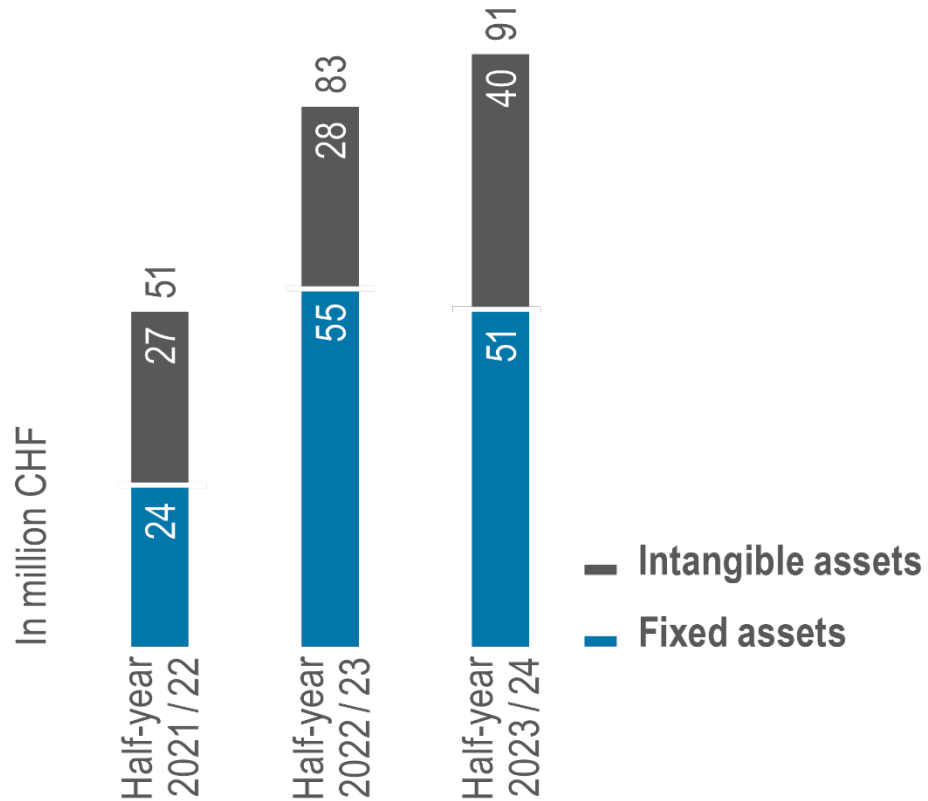
Ypsomed preparing US market access mylife Loop for the US market



- Comforted by mylife Loop competitive advantage we are building our **market entry strategy to maximize the long-term value** of our portfolio
- **This includes strengthening our own core competencies and knowhow** in regulatory, market access, customer care as well as partnerships in distribution and commercialization



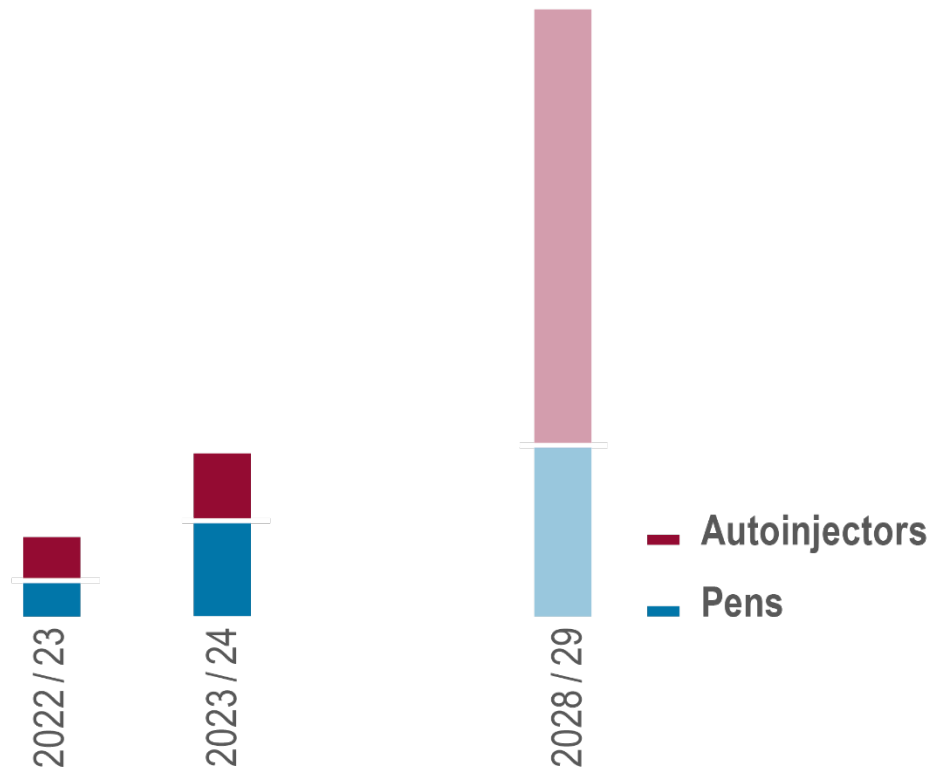
Investments in fixed and intangible assets supporting future growth



- **CHF 51 million** investments in fixed assets
- Doubling of capacity for **YpsoMate 1.0**
- Ongoing doubling of capacity for **UnoPen**
- Ongoing doubling of capacity for **Orbit Infusion sets**
- **Credit lines** will be increased to CHF 370 million at the beginning of 2024

Accelerated expansion of installed capacities at all locations

Switzerland, Germany and China



Expanded and modernised manufacturing facility in Burgdorf



Expansion in Solothurn

- 3rd assembly line for UnoPen installed
- CMO supply contract **extended only until mid-2026**, then move to autoinjectors
- Gradual conversion of the area and the personnel for the production of our own devices

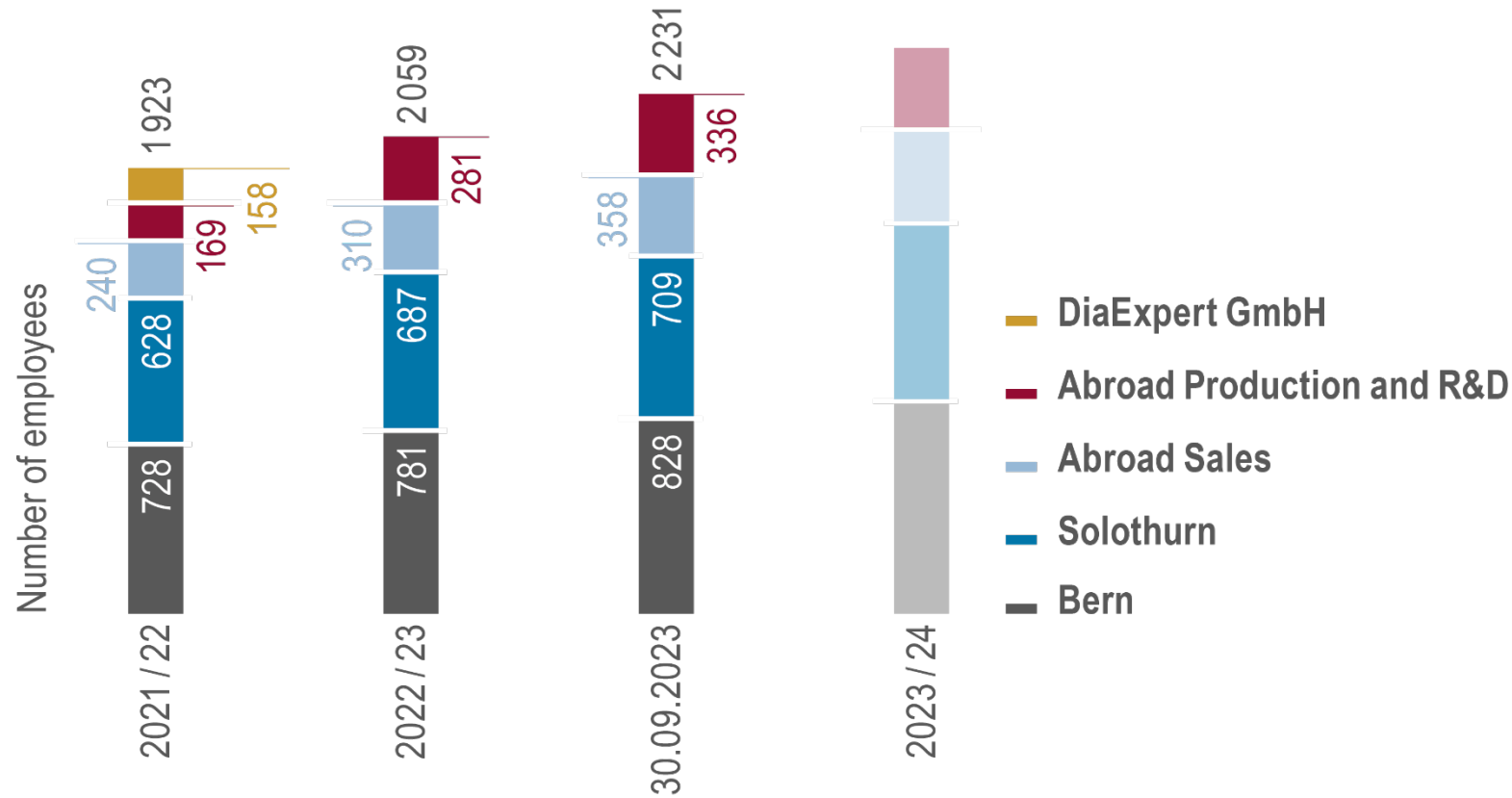


Kick-off for our Ypsomed Forum – our new congress centre in Solothurn



Creating 172 new jobs in 6 months, 69 in Switzerland

Strong expansion of our international sales and manufacturing force



CFO transition

- **Niklaus Ramseier** will hand over his role as Group CFO at the end of March 2024
- He has worked in this role for almost two decades and has made a significant contribution to Ypsomed's success
- With **Samuel Künzli**, we were able to win a proven financial expert with capital market experience as his successor
- For the past three years, Samuel Künzli has been CFO at Feintool. Previously he worked at Stadler in various finance positions



We look forward to your questions.

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