



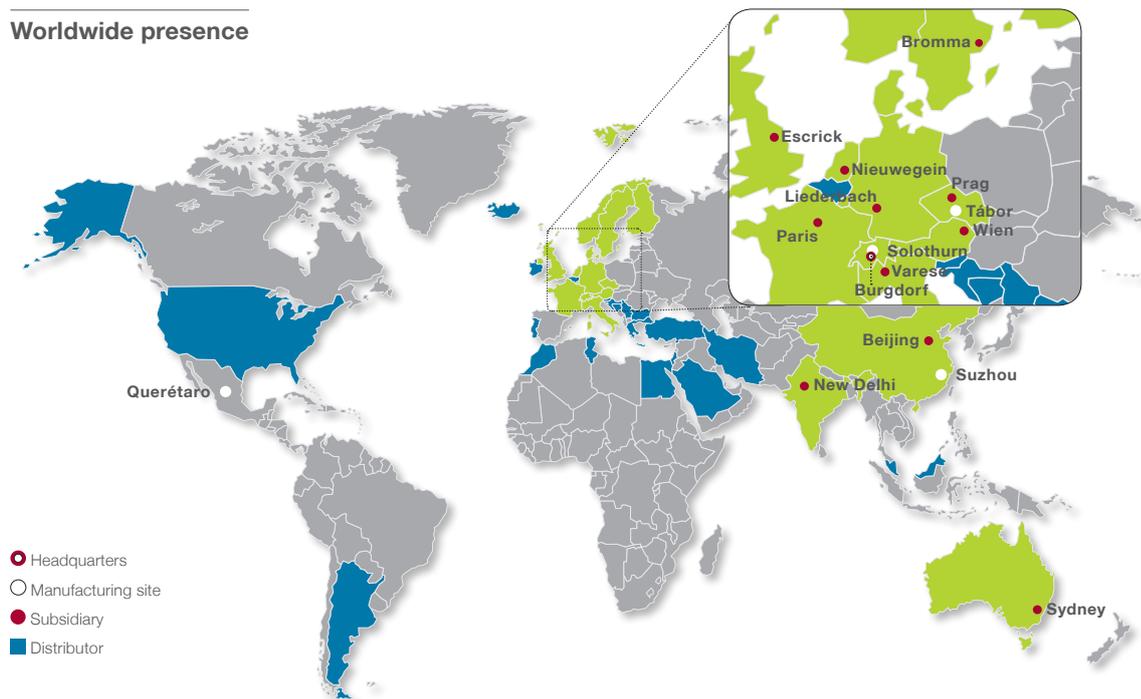
Investor Fact Sheet

Based on annual report 2016/17

About Ypsomed

The Ypsomed Group is a leading developer and manufacturer of injection and infusion systems for self-medication and a renowned diabetes specialist with over 30 years' experience. As a leader in innovation and technology, Ypsomed is the preferred partner for pharmaceutical and biotech companies for the supply of injections pens, autoinjectors and infusion systems to administer liquid drugs. Ypsomed promotes and sells its product portfolio under the umbrella brands, mylife™ Diabetescare directly to patients or through pharmacies and clinics, and under YDS Ypsomed Delivery Systems as business-to-business to pharmaceutical companies. Ypsomed has its headquarters in Burgdorf, Switzerland, and operates a global network of manufacturing sites, subsidiaries and distributors. The Ypsomed Group employs around 1350 employees.

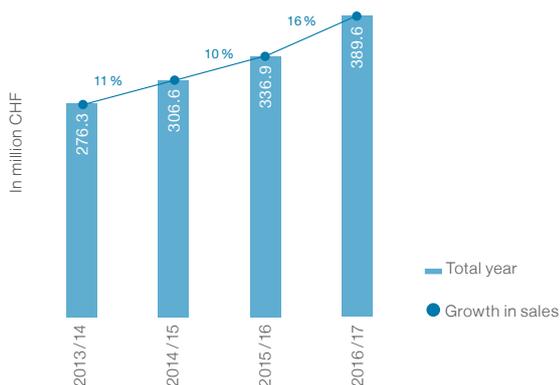
Worldwide presence



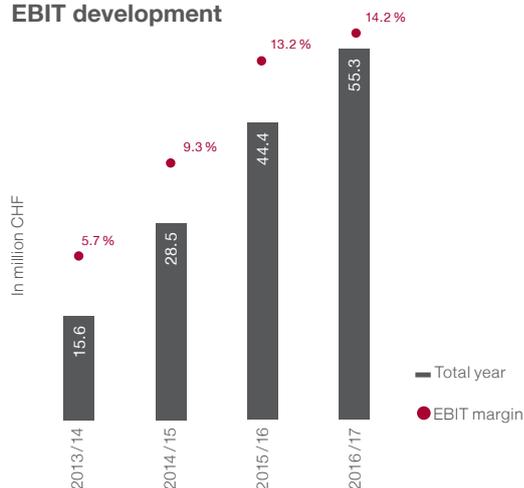
Financials

After a successful 2016/17 we will grow by approximately 15 % in terms of turnover in the financial year 2017/18. In terms of EBIT, we are planning for the same or a slightly higher result as in the past year.

Sales development



EBIT development



mylife™ Ypsomed Diabetes Care

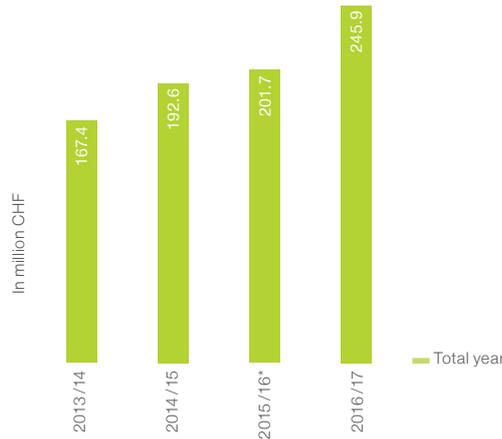
Products, markets and growth drivers

With its mylife™ Diabetescare brand, Ypsomed operates successfully in the B2C business with products and services for people with diabetes mellitus. The product portfolio includes: insulin pumps, infusion sets, pen needles, blood glucose monitoring systems and other diabetes supplies. Products are distributed via Ypsomed’s subsidiaries to hospitals, doctors, pharmacies and patients, and via distributors (pen needles).

mylife™ product portfolio (selection)



Net sales Ypsomed Diabetes Care

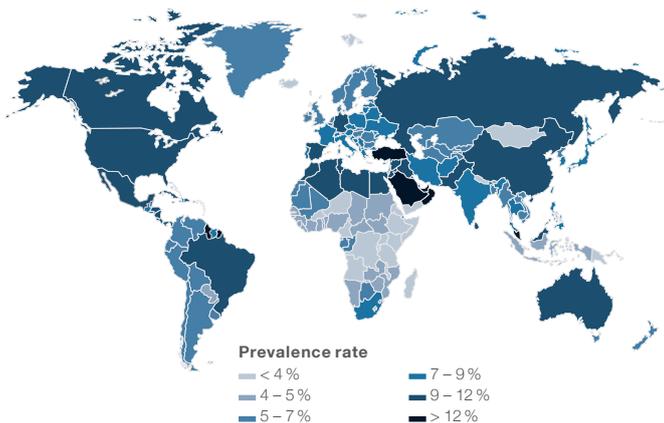


* Effect of the exchange rate EUR/CHF: average rate 2014/15 EUR/CHF 1.18, average rate 2015/16 EUR/CHF 1.07.

Growth driver

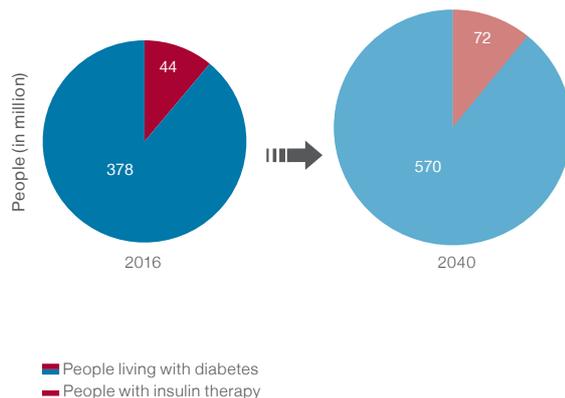
Diabetes: A global disease with pandemic growth predicted in the coming 20 years. Currently diabetes is growing at approximately 9% p. a. Due to that fact and because Ypsomed is expanding its network of subsidiaries with its outstanding product portfolio, continuous strong growth in this field can be expected.

A global disease



Source: IDF Diabetes Atlas 2015

Pandemic growth in the coming 20 years



Source: IDF Diabetes Atlas 2015, WHO 2015

Outlook: Ypsomed launched its self-developed and manufactured insulin pump, mylife™ YpsoPump®, in summer 2016 first in the Netherlands, UK and Germany. The new conventional insulin pump fits perfectly in the mylife™ Diabetescare portfolio and is a complementary product to the successful mylife™ OmniPod®. With the mylife™ YpsoPump® Ypsomed has also embarked on the age of digitisation and wireless connection for its mylife™ products. Ypsomed expects to strengthen its market position further and to improve market share in the pump business.

YDS Ypsomed Delivery Systems

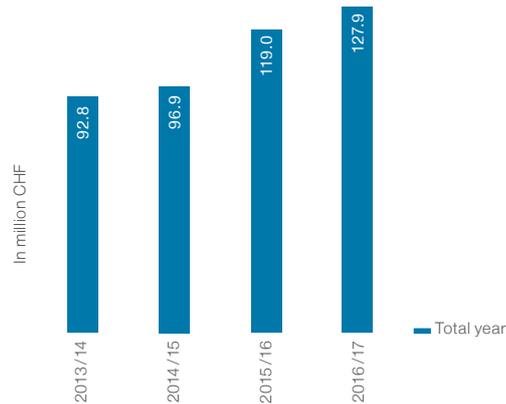
Products, markets and growth drivers

Our pharmaceutical and biotech customers purchase injection systems and corresponding services under the YDS brand, Ypsomed Delivery Systems. They do this via the industry leader, as Ypsomed is the world’s largest developer and manufacturer of pens and autoinjectors with which patients can administer their liquid medication subcutaneously themselves.

YDS product portfolio (selection)



Net sales Ypsomed Delivery Systems



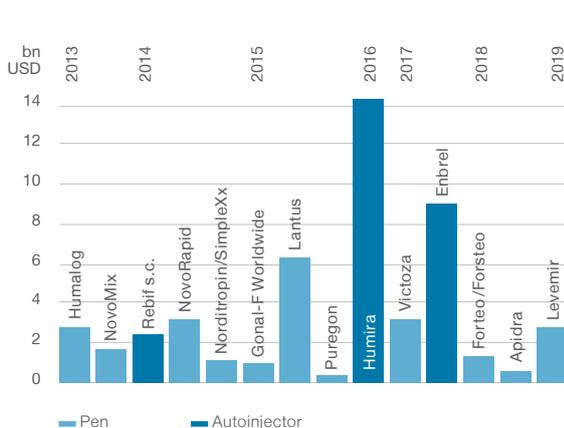
Growth drivers

Diabetes: Ypsomed’s delivery systems are normally used in the treatment of diabetes. Additionally most providers are converting their vial-based business with syringes to cartridges and pens.

Biosimilars: The “patent cliff” is bringing several new market players onto the scene. Ypsomed has the broadest platform portfolio for injection delivery systems and it is therefore involved in the majority of projects for biosimilars worldwide.

More and more new drugs have to be injected: New drugs primarily for treating autoimmune diseases such as polyarthritis, psoriasis, Crohn’s disease or asthma need to be injected. Delivery systems are also required in oncology, and additionally there are new long-lasting and more effective drugs in the traditional areas of treatment for self-injection. These include drugs for growth disorders, multiple sclerosis, hepatitis and osteoporosis, as well as diabetes using new insulins and GLP-1s.

Drugs with loss of patent protection



Therapies with delivery systems

	2013	Sales in bn USD	2020	Annual growth (in %)
Cancer	72.8		153.1	+11.2
Diabetes	38.4		68.9	+8.7
Rheumatism	44.9		57.1	+3.5
Asthma	32.6		35.9	+1.4
Hypertension	33.7		26.1	-3.6
Multiple sclerosis	16.2		21.8	+4.3

Source: Extract from “Handelszeitung”, 16 June 2016

Outlook: Ypsomed is currently involved in several dozen injection system projects for delivery systems with pharma and biotech companies. There is strong potential in this business and Ypsomed is building up manufacturing capacities for huge volumes of pens and autoinjectors in the coming years. At YDS, the new focus is on digitisation of the injection systems. Ypsomed wants to take on a leading role here and firmly integrate wireless connectivity in the platforms.



Share information

Listed Group company

Ypsomed Holding AG, which has its headquarters in Burgdorf, is the parent company of the Ypsomed Group. It has a share capital of CHF 178 993 806.85, divided into 12 649 739 registered shares with a nominal value of CHF 14.15 each. Shares in Ypsomed Holding AG have been traded at SIX Swiss Exchange since 22 September 2004. The shares have also been traded since 27 June 2007 on the BX Berne eXchange. Security number: 1939699/ticker symbol: YPSN.

Dividend policy: Ypsomed pursues a continuous and sustainable dividend policy with a payout ratio of around 35 %.

Financial analyst coverage

Bank	Analyst
BZ-Bank, Wilen	Holger Blum
Credit Suisse, Zürich	Christoph Gretler
MIRABAUD Securities LLP, Zürich	Daniel Jelovcan
Vontobel, Zürich	Carla Bänziger
Zürcher Kantonalbank, Zürich	Sibylle Bischofberger

Disclaimer:

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Significant shareholders and significant shareholder groups: The Michel family shareholder group, set up for the purposes of holding shares in family ownership, comprises Willy Michel, Chairman of the Board of Directors of Ypsomed Holding AG, who holds shares both directly and indirectly via the companies he controls, Techpharma Management AG and BV Holding AG, and his children Simon Michel, CEO of Ypsomed Holding AG and the Ypsomed Group, Serge Michel and Lavinia Camilla Nussio, who each hold shares directly. As at 31 March 2017, the “Michel family” shareholder group holds a combined total of 9 151 174 (previous year: 9 200 957) registered shares in Ypsomed Holding AG, which represents 72.4 % (previous year: 72.7 %) of all the shares in the company. There are no other known significant shareholders or significant shareholder groups. No shareholder agreements have been disclosed.

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