

# Investor Fact Sheet

## Financials 2017/18

### What is Ypsomed?

The Ypsomed Group is the 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 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 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 almost 1500 employees.

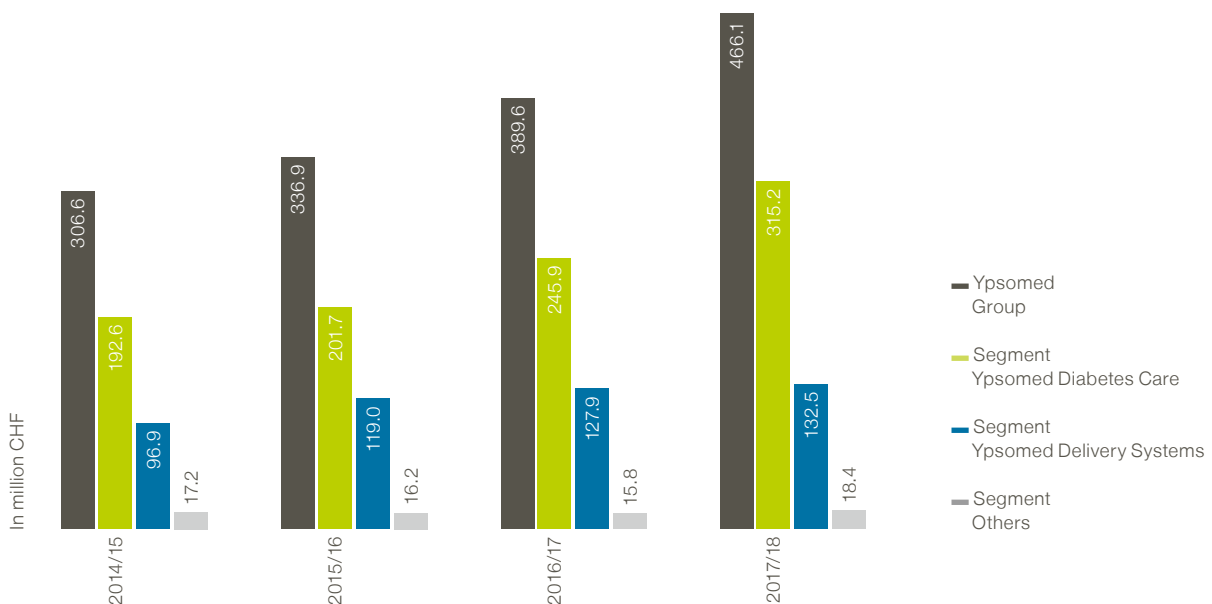
### Financials

In the 2018/19 financial year, our sales will be in the same order of magnitude as in financial year 2017/18. At the EBIT level, we expect an amount of between CHF 61 million and CHF 76 million for the 2018/19 financial year.

### Dividend policy

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

### Sales of goods and services



The following research banks monitor the development of the Ypsomed Group:

BZ-Bank, Wilen ([www.bzbank.ch](http://www.bzbank.ch)), **Holger Blum**

Credit Suisse, Zurich ([www.credit-suisse.com](http://www.credit-suisse.com)), **Christoph Gretler**

MIRABAUD Securities LLP ([www.mirabaud.com](http://www.mirabaud.com)), **Daniel Jelovcan**

Vontobel, Zurich ([www.vontobel.com](http://www.vontobel.com)), **Carla Bänziger**

Zürcher Kantonalbank, Zurich ([www.zkb.ch](http://www.zkb.ch)), **Sibylle Bischofberger Frick**



## Ypsomed Diabetes Care

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).

**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 Ypsomed is expanding its network of subsidiaries consequently with its outstanding product portfolio.

### mylife™ product portfolio (selection)



## Ypsomed Delivery Systems

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.

**Trends for future drugs:** Drugs are becoming more specific, e.g. in the treatment of autoimmune diseases. Instead of a generic drug (e.g. Humira®), a large number of new, very specific drugs come onto the market. New drugs for Alzheimer's disease, obesity and rare diseases are being developed. Cancer drugs are also becoming more specific. Efforts to develop active ingredients for subcutaneous injection open up opportunities for self-medication with auto- and patch injectors.

### YDS Produktportfolio (Auswahl)



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