



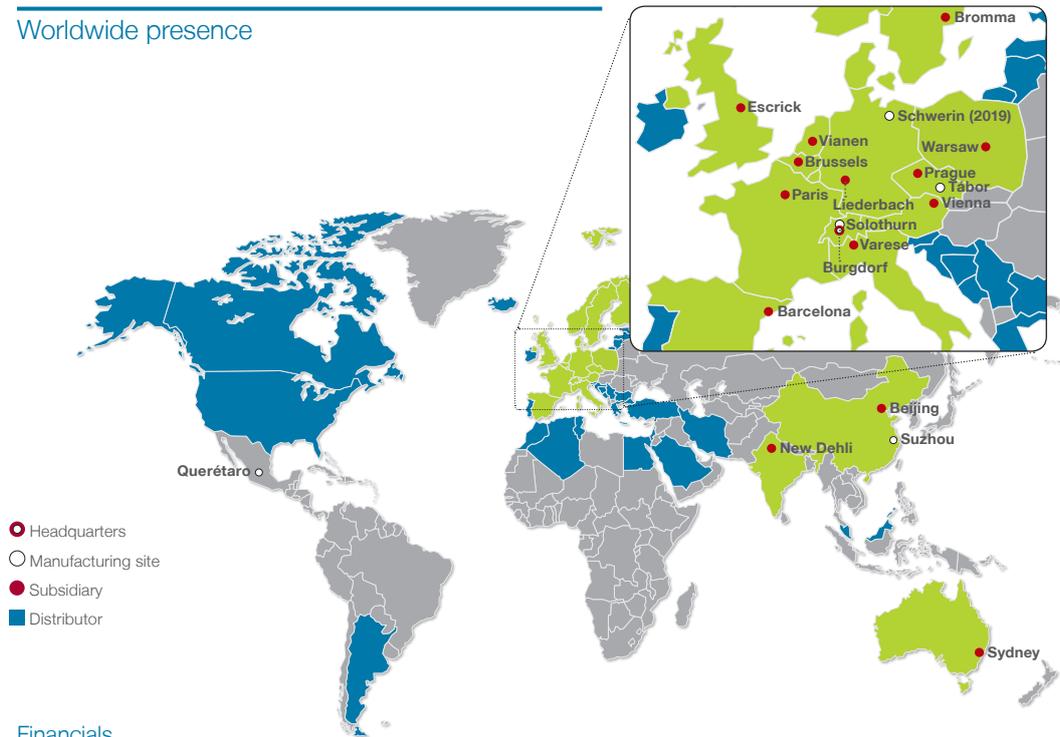
Investor Fact Sheet

Based on semiannual report 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 1400 employees.

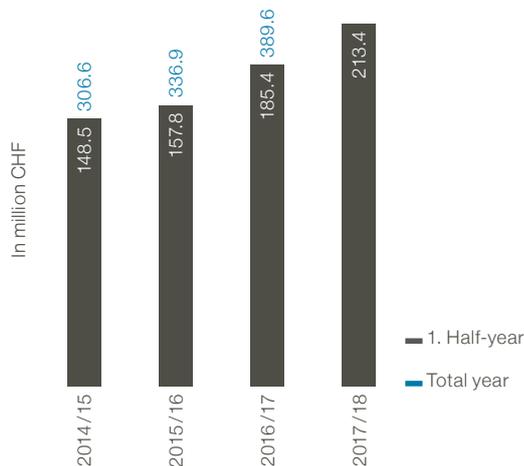
Worldwide presence



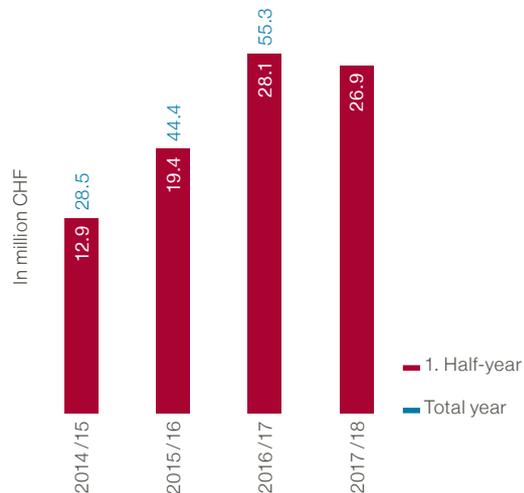
Financials

According to the current position, the second half-year will be considerably better compared with the reporting period. We expect a growth in turnover of approximately 18% versus the forecast 15%. On this basis, we will raise the outlook for the operating result to approximately CHF 60 million.

Net sales



EBIT



mylife™ Ypsomed Diabetes Care

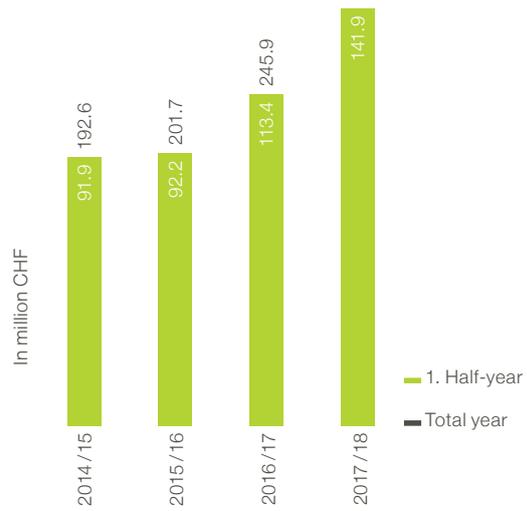
Products, markets and growth drivers

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)



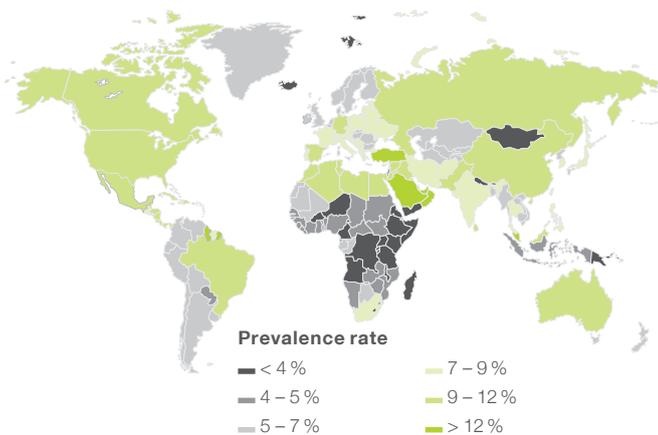
Net sales Ypsomed Diabetes Care



Growth driver

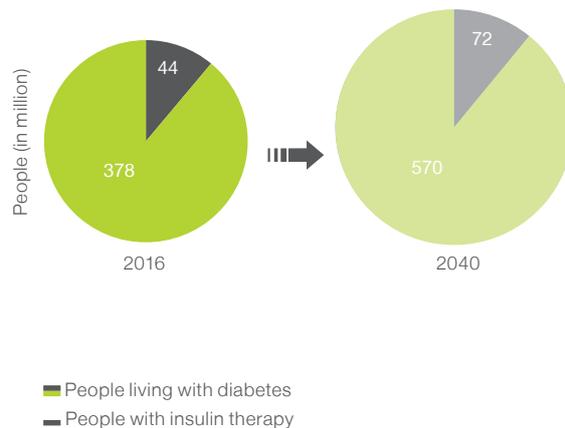
Diabetes: A global disease with pandemic growth predicted in the coming 20 years. Currently diabetes is growing at approximately 9% p. a. Due to that fact Ypsomed is expanding its network of subsidiaries consequently with its outstanding product portfolio.

A global disease



Source: IDF Diabetes Atlas 2015

Pandemic growth in the coming 20 years



Source: IDF Diabetes Atlas 2015, WHO 2015

Outlook: Ypsomed’s own developed and manufactured insulin pump mylife™ YpsoPump® launched in summer 2016 and is currently available in six European countries and in the launch phase in a further four countries. With the mylife™ YpsoPump® Ypsomed has also embarked on the age of digitisation. The mylife™ YpsoPump® sends therapy data wirelessly to the mylife™ Software and mylife™ App. With the wireless connectivity of its portfolio, Ypsomed also plans to extend its digital services to make everyday life for diabetes patients even simpler.

YDS Ypsomed Delivery Systems

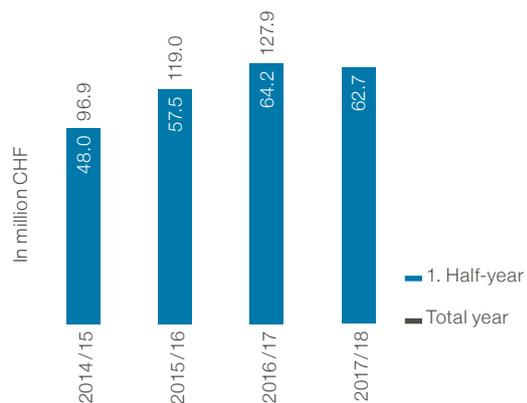
Products, markets and growth drivers

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



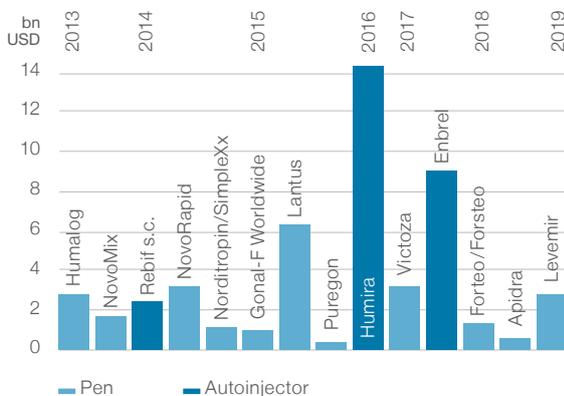
Growth drivers

Diabetes: Ypsomed’s delivery systems are normally used in the treatment of diabetes, which is a global disease (see also Ypsomed Diabetes Care). 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 Sales in bn USD	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 a large number of customer projects for injection systems. With the development of its “smart devices” Ypsomed further digitises its platforms to offer customers an even larger benefit. The platform strategy continues to pay off. Based on the current situation, Ypsomed expects a growth in turnover of approx. 20% for the next six months in the YDS segment.



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 %.

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

BZ-Bank, Wilen (www.bzbank.ch)

Holger Blum

Credit Suisse, Zurich (www.credit-suisse.com)

Christoph Gretler

MIRABAUD Securities LLP (www.mirabaud.com)

Daniel Jelovcan

Vontobel, Zurich (www.vontobel.com)

Carla Bänziger

Zürcher Kantonalbank, Zurich (www.zkb.ch)

Sibylle Bischofberger Frick

The opinions, estimates, and prognoses of the analysts with respect to business development at Ypsomed are based exclusively on the assessments of the analysts themselves and do not represent the opinions, estimates or prognoses of Ypsomed. Ypsomed has not reviewed the obtained data and provides no guarantee of their accuracy or completeness. It also assumes no responsibility for updating or supplementing the data. The presented data is intended solely for informational purposes for investors.

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, as well as 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 2016, the Michel family shareholder group held a combined total of 9 200 957 registered shares (prior year: 9 502 337) in Ypsomed Holding AG, which represents 72.74 % (prior year: 75.12 %) of all the shares in the company. There are no other known significant shareholders or significant shareholder groups.

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