



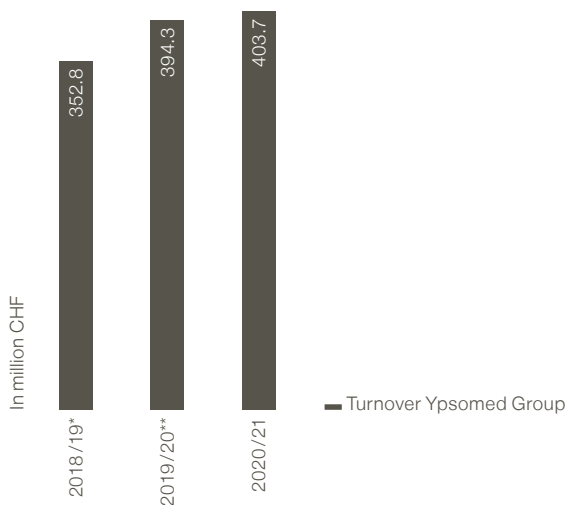
# Investor Fact Sheet

## Financial key figures 2020/21

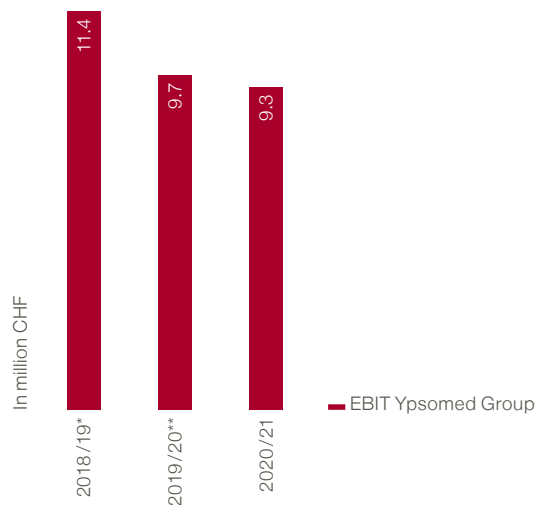
(Audited Swiss GAAP FER figures)  
in thousand CHF

	2020/21	in %	2019/20	in %	Change	in %
<b>Sales of goods and services group</b>	<b>403 656</b>	<b>100.0 %</b>	394 264	100.0 %	9 392	2.4 %
Ypsomed Diabetes Care	177 730	44.0 %	187 706	47.6 %	-9 976	-5.3 %
Ypsomed Delivery Systems	211 176	52.3 %	192 032	48.7 %	19 144	10.0 %
Others	14 750	3.7 %	14 526	3.7 %	224	1.5 %
Gross profit	94 827	23.5 %	90 974	23.1 %	3 853	4.2 %
<b>Operating profit group</b>	<b>9 269</b>	<b>2.3 %</b>	9 687	2.5 %	-418	-4.3 %
Financial income	5 465	1.4 %	4 417	1.1 %	1 048	23.7 %
Financial expenses	-8 620	-2.1 %	-6 250	-1.6 %	-2 370	37.9 %
Income taxes	-302	-0.1 %	3 880	1.0 %	-4 183	
<b>Net profit</b>	<b>5 811</b>	<b>1.4 %</b>	11 734	3.0 %	-5 923	-50.5 %
<b>Earnings per share</b> in CHF	<b>0.46</b>		0.93		-0.47	-50.5 %
Operating profit	9 269	2.3 %	9 687	2.5 %	-418	-4.3 %
Depreciation of fixed assets	34 053		30 365		3 688	12.1 %
Amortisation of intangible assets	21 972		22 434		-462	-2.1 %
<b>EBITDA</b> (Operating profit before depreciation and amortisation)	<b>65 294</b>	<b>16.2 %</b>	62 486	15.8 %	2 808	4.5 %
Equity ratio in %	55.1 %		55.7 %		-0.6 %	
Investments in fixed assets	57 197		78 155		-20 957	-26.8 %
Investments in intangible assets	85 502		41 981		43 520	103.7 %
Number of employees	1 824		1 714		110	6.4 %
Number of full-time positions	1 737		1 627		110	6.7 %

### Sales at group level



### EBIT at group level



\* In the financial year 2018/19, only contributions from continuing operations. For information about the discontinued operations, see note 21 and Annual Report 2019/20, note 21.

\*\* See Notes to the consolidated financial statements no 27, Restatement.

Further information on significant shareholders and shareholder groups as well as other financial figures of the Ypsomed Group can be found in the Annual Report 2019/20 and at [www.ypsomed.ch](http://www.ypsomed.ch).



## 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 product portfolio (selection)



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