



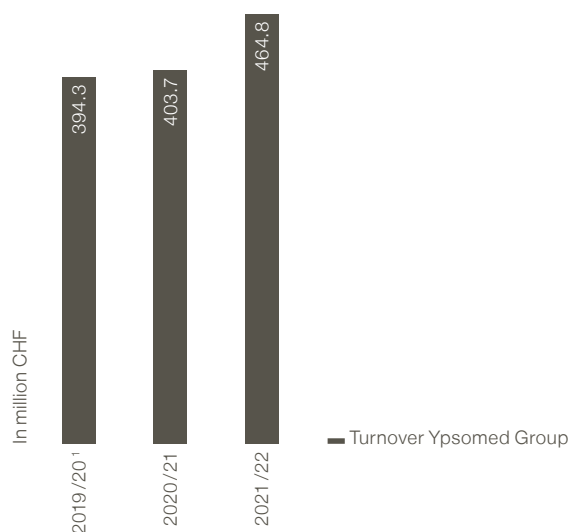
# Investor Fact Sheet

## Financial key figures 2021/22

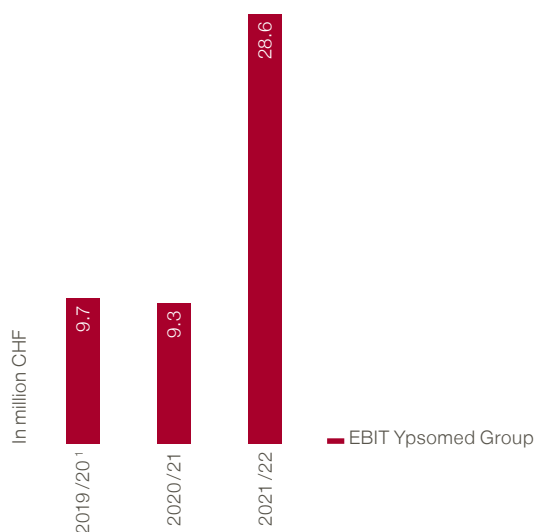
(Audited Swiss GAAP FER figures)  
in thousand CHF

	2021/22	in %	2020/21	in %	Change	in %
<b>Sales of goods and services group</b>	<b>464 841</b>	<b>100.0 %</b>	403 656	100.0 %	61 186	15.2 %
Ypsomed Delivery Systems	259 036	55.7 %	211 176	52.3 %	47 860	22.7 %
Ypsomed Diabetes Care	187 490	40.3 %	177 730	44.0 %	9 760	5.5 %
Others	18 316	3.9 %	14 750	3.7 %	3 566	24.2 %
Gross profit	113 817	24.5 %	94 827	23.5 %	18 989	20.0 %
<b>Operating profit group</b>	<b>28 579</b>	<b>6.1 %</b>	9 269	2.3 %	19 310	208.3 %
Financial income	3 045	0.7 %	5 465	1.4 %	-2 420	-44.3 %
Financial expenses	-6 083	-1.3 %	-8 620	-2.1 %	2 537	-29.4 %
Income taxes	-2 435	-0.5 %	-302	-0.1 %	-2 133	
<b>Net profit</b>	<b>23 105</b>	<b>5.0 %</b>	5 811	1.4 %	17 294	297.6 %
<b>Earnings per share</b> in CHF	<b>1.83</b>		0.46		1.37	296.6 %
Operating profit	28 579	6.1 %	9 269	2.3 %	19 310	208.3 %
Depreciation of fixed assets	40 273		34 053		6 220	18.3 %
Amortisation of intangible assets	27 808		21 972		5 836	26.6 %
<b>EBITDA</b> (Operating profit before depreciation and amortisation)	<b>96 660</b>	<b>20.8 %</b>	65 294	16.2 %	31 366	48.0 %
Equity ratio in %	51.9 %		55.1 %		-3.2 %	
Investments in fixed assets	50 537	10.9 %	57 197	12.3 %	-6 660	-11.6 %
Investments in intangible assets	57 977	12.5 %	85 502	18.4 %	-27 524	-32.2 %
Number of employees	1 923		1 824		99	5.4 %
Number of full-time positions	1 831		1 737		94	5.4 %

### Sales at group level



### EBIT at group level



<sup>1</sup> See Annual Report 2020/21, notes to the consolidated financial statements no. 27, Restatement.



## 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.

### 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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