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## *MEDIA RELEASE*

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### **Ypsomed Wins New Supply Contract for Pen Needles**

**Burgdorf, November 30, 2012, 07.00 a. m. – Ypsomed has signed a supply agreement for insulin pen needles with LifeScan, Inc., the leading maker of blood glucose monitoring systems in the US. As a result, the company has strengthened and enhanced its market position in the fast-growing US needle business. With this agreement, pen needle production in Solothurn has been upgraded with an expanded production line.**

Ypsomed is producing various lengths of pen needles for LifeScan, Inc. The US market is extremely attractive and important for needle business because it holds considerable growth potential. At present, only about one third of all Americans with diabetes use insulin pens with pen needles for diabetes therapy. By comparison, the penetration rate in western Europe is 95 per cent.

In the first half of the 2012/13 financial year Ypsomed has invested around CHF 8 million in expanding its pen needle production and boosted capacity substantially. At the same time, Ypsomed has extended its pen needle range to include a 4 mm needle size and also gained approval for it from the American registration agency FDA (Food and Drug Administration). The entire range of pen needles in sizes 4, 6, 8, 10, and 12 mm is distributed worldwide under the Ypsomed umbrella brand name of mylife™ or under the brand name of large companies.

### **About the Ypsomed Group**

The Ypsomed Group is a leading, independent developer and manufacturer of injection systems for self-medication and a renowned diabetes specialist with over 25 years of experience. Originated in 2003 from the famous company Disetronic, today it offers insulin pumps and injection systems as well as pen needles for the treatment of diabetes, growth disturbances, infertility and other therapeutic areas. Ypsomed is regarded as a leader in innovation and technology and is the preferred partner of pharmaceutical and biotech companies in the self-medication field. Ypsomed has established itself with the umbrella brands mylife™ Diabetescare and YDS™ Ypsomed Delivery Systems in retailing and in business-to-business trading. Under the brand name mylife™ Diabetescare, Ypsomed offers patients an extensive range of self-manufactured products or commercial products for treatment of diabetes. The range from YDS™ reflects the many years of experience and competence in the field of injection systems. With an innovative and patent-protected product line of pen systems and autoinjectors, which can be adapted to customer requirements, contract production in the development and production sectors as well as the assembly of injection systems with medications Ypsomed thus offers demand-orientated product and service solutions to pharmaceutical and biotech companies worldwide.

Ypsomed has its headquarters in Burgdorf. It disposes of several production sites in Switzerland and in the Czech Republic, of subsidiaries throughout Europe as well as leading, independent marketing partners throughout the world. The Ypsomed group has around 1,020 employees.

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