

Insulet Corporation



Michael L. Levitz
Chief Financial Officer

September 6, 2017

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Insulet (PODD): Above-Market Growth on a Differentiated Platform



2017 Financial Guidance*

**\$440 - \$450
Million
Revenue**



**21% Growth
at Mid-Point**



**Positive EBITDA
Positive EBIT in 2018**

~60%

**Gross Margin
Up 200+ bps**

2021 Financial Targets

**\$1 Billion
Revenue**



20%+ CAGR



**Above-Market
Profitability**

~70%

Gross Margin

Opportunity

- Sizable and under-penetrated market
- Execution drives near-term growth
- Going direct in Europe is transformational opportunity for revenue and margin expansion
- Innovation and Drug Delivery accelerate growth
- Experienced and talented team

Product Platform

- Highly differentiated (simple, wireless)
- Convenience, compliance and control
- Innovation leverages platform for multiple applications and automated manufacturing
- Expansion from device to mobile
- High (and growing) quality and reliability while decreasing cost

* As provided on Insulet's August 3, 2017 earnings call.
Baird 2017 Global Healthcare Conference – September 6, 2017

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