Insulet

NEWS RELEASE

Insulet Outlines Long-Term Strategy to Drive Growth and Value Creation at 2025 Investor Day

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- Company announces strong long-range financial outlook for 2025–2028
- Introduces next-generation innovation pipeline to transform diabetes care

ACTON, Mass.--(BUSINESS WIRE)-- Insulet Corporation (NASDAQ: PODD) (“Insulet” or the “Company”), the global leader in **tubeless insulin pump technology** with its Omnipod® brand of products, today hosted its 2025 Investor Day at the Company’s global headquarters in Acton, Massachusetts.

During the event, Insulet’s executive team outlined the strategic plan and innovation roadmap that is designed to extend its leadership in the fast-growing and significantly underpenetrated global markets for automated insulin delivery (AID) for type 1 and type 2 diabetes, as well as its financial outlook for 2025-2028. Insulet is focused on driving growth within its $30 billion-plus total addressable market by accelerating innovation, advancing clinical practice, expanding access, and generating demand through commercial excellence. Executives also detailed the Company’s deep and defensible competitive moats and strategic advantages, including its unique form factor, pay-as-you-go pharmacy model, highly advanced automated manufacturing and supply chain, leading brand, and strong financial position.

“Insulet’s success has always been rooted in one simple conviction: there has to be a better way,” said Ashley McEvoy, President and Chief Executive Officer. “That belief drives every breakthrough, every investment, and every decision we make – from transforming insulin delivery to reimagining how people access care. It’s powered our evolution from a disruptive startup to a global market leader, and today it fuels our next chapter of growth and impact as we outline a clear strategy to expand our reach and deliver on our mission to transform life for people with diabetes.”

2025–2028 Financial Outlook

- Revenue: Projected to grow at a compound annual growth rate (CAGR) of approximately 20% at constant currency rates, driven by continued Omnipod adoption and geographic expansion.
- Adjusted Operating Margin: Expected to expand annually by approximately 100 basis points, reflecting operational efficiencies and growing scale.
- Adjusted Diluted Earnings Per Share: Anticipated to grow at a CAGR of 25%+, underscoring the Company's commitment to profitable growth.
- Free Cash Flow: Forecast to remain strong, enabling disciplined reinvestment in innovation and scaling globally.

"Insulet's clear leadership in diabetes care is supported by a strong balance sheet, operational scale, and a robust innovation pipeline that position us to deliver continued top-tier growth," said Flavia Pease, Executive Vice President and Chief Financial Officer. "Our consistent cash-flow generation provides the flexibility to invest in innovation and scale, sustaining our momentum and creating long-term value for our stakeholders."

Next-Generation Innovation Pipeline

Insulet today unveiled enhancements to Omnipod 5 intended to launch in 2026, along with two next-generation systems expected to drive the next phase of the Company's growth, extending its leadership in AID while unlocking and expanding new markets.

- Omnipod 5 – In 2026, pending FDA clearance, Insulet plans to introduce enhancements designed to strengthen the Omnipod 5 ecosystem, including features that support better glycemic control, broader connectivity, and deeper insights. Omnipod 5 will achieve full Continuous Glucose Monitor (CGM) integration across all major sensors, giving customers and clinicians greater choice and flexibility. In addition, Insulet will launch Omnipod Discover, a new data platform that leverages machine learning to deliver actionable insights, streamline onboarding, and help healthcare providers and users optimize therapy.
- Omnipod 6[1] – Intended to launch in 2027, Omnipod 6 sets a new standard in AID and represents a significant leap forward for people with type 1 and type 2 diabetes. Designed for adaptability, comfort, and ease of use, it features an adaptive algorithm that learns from each user's glucose patterns, a configurable Pod compatible with all CGM systems, and enhanced connectivity through a new app and controller experience. Together, these advances are designed to simplify setup, improve glucose control, and expand access to AID.
- Omnipod Fully Closed Loop for Type 2[1] – Intended to launch in 2028, Omnipod Fully Closed Loop for Type 2 is the first fully closed-loop, out-of-the-box AID system designed specifically for people with type 2 diabetes. The system is designed to eliminate setup and training barriers, using an intelligent algorithm that automates

insulin delivery without meal entry or manual input. This simplicity is designed to empower more patients to start and stay on therapy and enable more physicians to prescribe AID.

Together, these systems underscore Insulet's commitment to accelerating empathy-led innovation and user-centered design to enhance quality of life and improve outcomes for people with diabetes.

"Our innovation engine continues to push the boundaries of what's possible in diabetes care," said Eric Benjamin, Executive Vice President and Chief Operating Officer. "These innovations represent transformative steps forward that make automated insulin delivery simpler, smarter, and more widely available, fueling Insulet's next era of growth and leadership."

Webcast Information

A replay of today's presentations, along with related slides, is available in the Investor Relations section of Insulet's website at **investors.insulet.com** under "Events and Presentations."

About Insulet Corporation:

Insulet Corporation (NASDAQ: PODD), headquartered in Massachusetts, is an innovative medical device company dedicated to simplifying life for people with diabetes and other conditions through its Omnipod product platform. The Omnipod Insulin Management System provides a unique alternative to traditional insulin delivery methods. With its simple, wearable design, the tubeless disposable Pod provides up to three days of non-stop insulin delivery, without the need to see or handle a needle. Insulet's flagship innovation, the Omnipod 5 Automated Insulin Delivery System, integrates with a continuous glucose monitor to manage blood sugar with no multiple daily injections, zero fingersticks, and can be controlled by a compatible personal smartphone in the U.S. or by the Omnipod 5 Controller. Insulet also leverages the unique design of its Pod by tailoring its Omnipod technology platform for the delivery of non-insulin subcutaneous drugs across other therapeutic areas. For more information, visit **Insulet.com** or **omnipod.com**.

Non-GAAP Measures:

The Company uses the following non-GAAP financial measures:

- Constant currency revenue growth, which represents the change in revenue between current and prior year periods using the exchange rate in effect during the applicable prior year period. Insulet presents constant currency revenue growth because management believes it provides meaningful information regarding the Company's results on a consistent and comparable basis. Management uses this non-GAAP financial measure, in addition to financial measures in accordance with generally accepted accounting principles in the United States (GAAP), to evaluate the Company's operating results. It is also one of the performance metrics that determines management incentive compensation.

- Adjusted operating margin and adjusted diluted earnings per share exclude the impact of certain significant transactions or events, such as legal settlements, medical device corrections, gains (losses) on investments and loss on extinguishment of debt, that affect the period-to-period comparability of the Company's performance, as applicable.
- Free cash flow, which is defined as net cash provided by operating activities less capital expenditures.

Insulet presents the above non-GAAP financial measures because management uses them as supplemental measures in assessing the Company's performance, and the Company believes they are helpful to investors and other interested parties as measures of comparative performance from period to period. They also are commonly used measures in determining business value, and the Company uses them internally to report results.

These non-GAAP financial measures should be considered supplemental to, and not a substitute for, the Company's reported financial results prepared in accordance with GAAP. Furthermore, the Company's definition of these non-GAAP measures may differ from similarly titled measures used by others. Because non-GAAP financial measures exclude the effect of items that will increase or decrease the Company's reported results of operations, Insulet strongly encourages investors to review the Company's consolidated financial statements and publicly filed reports in their entirety.

Forward-Looking Statement:

This press release contains forward-looking statements regarding, among other things, future operating and financial performance, product success and efficacy, clinical outcomes, and regulatory approvals. These forward-looking statements are based on management's current beliefs, assumptions, and expectations and are not intended to be a guarantee of future events or performance. If underlying assumptions prove incorrect or if certain risks or uncertainties materialize, actual results could differ materially from those expressed or implied by the forward-looking statements.

Risks and uncertainties include, but are not limited to: risks associated with product development, clinical studies, and regulatory approvals; macroeconomic and geopolitical uncertainty, including evolving U.S. tariff policies; our dependence on a principal product platform; the impact of competitive products and technological change; our ability to maintain and expand our customer base and distribution network; our ability to scale manufacturing to support growth; our ability to maintain coverage and reimbursement; supply-chain dependencies; data privacy and cybersecurity risks; and other factors described in Part I, Item 1A – Risk Factors in our most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q filed with the Securities and Exchange Commission. Any forward-looking statement speaks only as of the date of this release, and Insulet does not undertake to update any forward-looking statement except as required by law.

[1]Caution: Investigational device. Limited by US law to investigational use

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