



# Building Bridges for PATIENT CARE

**IPSEN IN 2016**

 **IPSEN**  
Innovation for patient care

# Developing patient-focused solutions

Ipsen's vision is to become a leading global biotech company focused on innovation and specialty care. We aim to launch at least one new drug or one meaningful indication each year and thus provide new solutions for patients in therapeutic areas where we have strong expertise and the capacity to improve the treatment paradigm. —

## The 3 pillars of our strategy

**Build a robust pipeline**  
of innovative assets

**Accelerate growth in Specialty Care**  
especially in oncology, neurosciences and rare diseases

**Increase penetration in strategic markets**  
across the globe such as United States and China

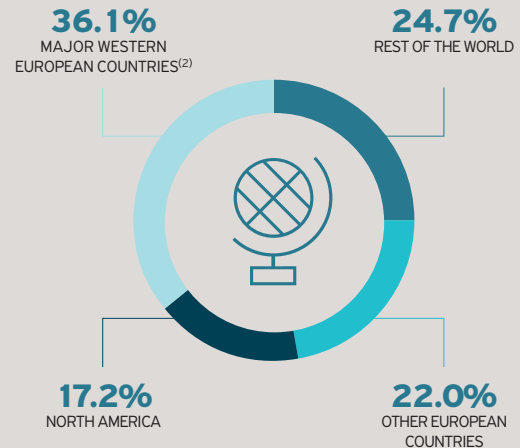
## 2016 SALES GROUP

# €1,584.6 M

+11.8%<sup>(1)</sup>



## SALES BY GEOGRAPHIC AREA



(1) At constant exchange rates.

(2) France, Germany, Italy, United Kingdom, Spain.

€904.8 M  
sales in 2016

## Oncology

Ipsen's patient-focused approach to oncology and rare diseases delivers for some conditions benefits along every step of the treatment pathway and uses targeted therapies to address conditions with high unmet needs.

€81.5 M  
sales in 2016

## Endocrinology

Ipsen has helped improve the lives of people affected by rare endocrine disorders and continues to develop high quality innovative treatments that address the unmet needs of these patients.

€286.7 M  
sales in 2016

## Neurosciences

Ipsen continues its long-standing commitment to a multi-modal approach to treating mobility impairment in adult and pediatric patients and improving their quality of life.

€311.6 M  
sales in 2016

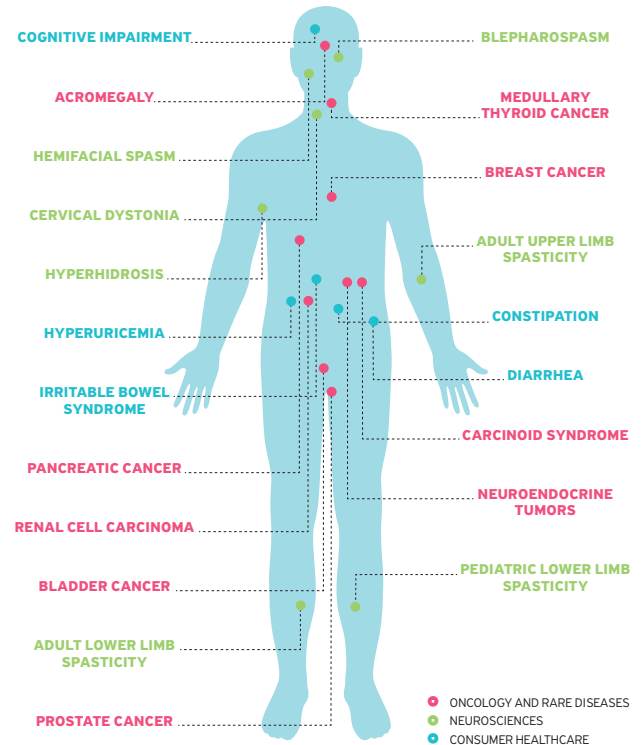
## Consumer Healthcare

Ipsen's long-standing expertise spans the value chain, from active principle to finished product to the patient, with special expertise in gastrointestinal disorders, neurodegenerative pathologies and rheumatology, and a constantly expanding portfolio.

NB: Reporting of Ipsen sales per therapeutic area differs from the breakdown per pathology as presented next page.

# Boosting our portfolio

Ipsen offers a broad range of high-quality, innovative treatments to help improve the lives of patients in various indications.



# Driving innovation for patients

Our search for innovative new treatments is driven by both cutting-edge science/technology and human collaboration. —

€208.9 M

R&D expenses in 2016  
(+8.7% vs 2015)

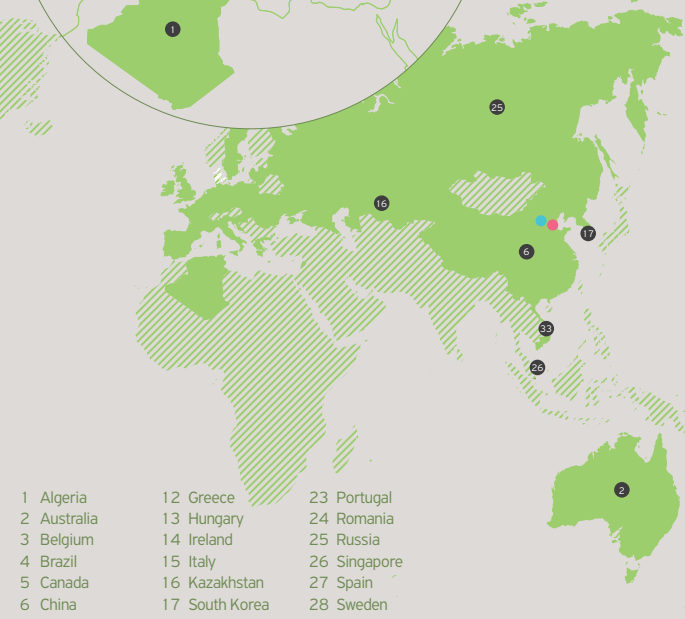
20  
clinical trials  
in more than 30 countries



As of 04/15/2017.

# Expanding our footprint

Our most important sites in R&D and manufacturing are located in China, France, Ireland, the United Kingdom and the United States. —



## Key figures

115  
countries

8  
industrial sites

3  
major R&D centers

- |                  |                |                   |
|------------------|----------------|-------------------|
| 1 Algeria        | 12 Greece      | 23 Portugal       |
| 2 Australia      | 13 Hungary     | 24 Romania        |
| 3 Belgium        | 14 Ireland     | 25 Russia         |
| 4 Brazil         | 15 Italy       | 26 Singapore      |
| 5 Canada         | 16 Kazakhstan  | 27 Spain          |
| 6 China          | 17 South Korea | 28 Sweden         |
| 7 Czech Republic | 18 Lebanon     | 29 Tunisia        |
| 8 Denmark        | 19 Lithuania   | 30 Ukraine        |
| 9 Finland        | 20 Mexico      | 31 United Kingdom |
| 10 France        | 21 Netherlands | 32 United States  |
| 11 Germany       | 22 Poland      | 33 Vietnam        |

- DIRECT PRESENCE
- MANUFACTURING SITES
- RESEARCH & DEVELOPMENT

# Fostering engagement

At Ipsen we are committed to supporting our employees, stakeholders, patients and society at large. —

## For employees

A dynamic, innovation-driven Group, Ipsen aims to be an employer of reference in the biotech/pharmaceutical industry, offering employees a wealth of challenges and opportunities. The end goal of every job is a better life for our patients. Ipsen's human resources policy is designed to support the Group's strategy while fostering the professional growth of all employees.

## For stakeholders

People are the driving force behind our Environment, Health and Safety (EHS) policy. We believe in empowering all stakeholders – employees, partners, suppliers and patients – to foster continuous EHS improvement. Our activities worldwide require a high level of safety and a development strategy that respects the environment.

## For society

At Ipsen, our commitment to patients is both our mission and our engagement. Our commitment involves working and interacting with the highest ethical standards in everything we do – ensuring that all decisions are made independently, in the best interests of patients, and in compliance with all applicable laws, regulations, industry codes and the Ipsen Code of Ethical Conduct.

### Our principles of action



Building bridges for patient care means listening to patients so we can truly understand their needs and the many challenges they face as we accompany them throughout their life.

Building bridges for patient care means focusing our research and development efforts on delivering innovative treatments.

Building bridges for patient care means doing our very best to ensure that patients have access to the treatments they require.

Building bridges for patient care means adhering to the highest ethical standards to ensure that our decisions are made in the best interests of patients. —

For further information:  
[www.ipсен.com](http://www.ipсен.com)