



Ipsen overview

Lehman Brothers Roadshow – London
September 5, 2007



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An innovation driven International Specialty Pharma Group

A world-class Group

- > 100 countries. c.4,000 employees, founded in 1929.
- 2006 Sales: €862 m. 2006 operating income: €187 m
- Market capitalisation (as of August 1, 2007): ~€3.3 bn

A diversified and balanced portfolio of products with more than 20 field proven products

A longstanding presence in primary care in France

- 47% of 2005 Group sales, 45% in 2006
- Gastroenterology, cognitive disorders and cardiovascular.

A clear strategic focus on fast-growing specialist care worldwide

- 49% of 2005 Group sales, 52% in 2006
- Targeted Therapeutic areas:
Oncology, neuromuscular disorders and endocrinology

A differentiating R&D capability

- Focused on (i) hormone-dependent diseases, (ii) peptide and protein engineering and (iii) innovative delivery systems.
- 700 staff, 2006 R&D expense: 20.7% of sales.

A recognised strategic partner

- Alliances with international industry leaders in US, Europe and Japan and best-in-class universities around the world.

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Note: Figures are IFRS



A market leader in our Targeted Therapeutic Areas

Decapeptyl®

- GnRH analogue - 3 months formulation – longer Sustained Release Formulations ("SRF") under development
- **n°1 or n°2 in most Ipsen markets**
- Long lasting relationships with target audiences and EU urology organisations
- Main competitors: Enantone (Takeda), Zoladex (Astra-Zeneca)

Somatuline®

- Somatostatin analogue
- Specific know-how of Ipsen in innovative SRF with the Autogel presentation: 28-days and over SRFs
- **n°1 or n°2 in most Ipsen markets**
- Main competitors: Sandostatin (Novartis)

Dysport®

- Botulinum Toxin of Type A
- Efficient and field proven product (launched in 1991), an attractive alternative to the market leader
- **n°1 or n°2 in most Ipsen markets**
- Challenger of Botox® (Allergan)

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A strong R&D pipeline to fuel future growth

NEW CHEMICAL ENTITIES

BN 83495 (STX 64)	Post-menopausal breast cancer	Phase I
BN 2629 (S.JG-136)	Advanced metastatic cancers	Phase I
Diflomotecan (BN 80915)	Advanced metastatic cancers	Phase II
Elomotecan (BN 80927)	Advanced metastatic cancers	Phase I
Acapodene®	Treatment of Androgen Deprivation Therapy induced iatrogenic effects	Phase III
Increlex®	Severe primary IGF-1 deficiency	<u>Approved in the EU</u>
BIM 51077	Type 2 diabetes	Partnered with Roche
OBI-1	Haemostasis	Phase II
febuxostat	Symptomatic hyperuricaemia	<u>Under regulatory review in the EU</u>

LIFE CYCLE MANAGEMENT PROGRAMMES

Decapeptyl®	Pre-menopausal breast cancer 4 -6 month SRF (prostate)	Phase III Phase III / I
Somatuline Autogel®	Non functioning neuro endocrine tumors	Phase III
Somatuline® Depot	Acromegaly	<u>Approved in the US</u>
Somatuline Autogel®	Co-administration with Pegvisomant	Phase III
NutropinAq®	Non-GH deficient short stature	<u>Under regulatory review in the EU</u>
Dysport®	Cervical Dystonia	<u>US filing expected in 2007</u>
Reloxin®	Aesthetic medicine	<u>Under regulatory review in the EU</u>
Reloxin®	Aesthetic medicine	<u>US: Partnered with Medicis</u>
Tanakan®	Mild cognitive impairment related to age	Phase III

Purple: Oncology / Green: Endocrinology / Blue: Neuromuscular disorders

In Bold: US projects

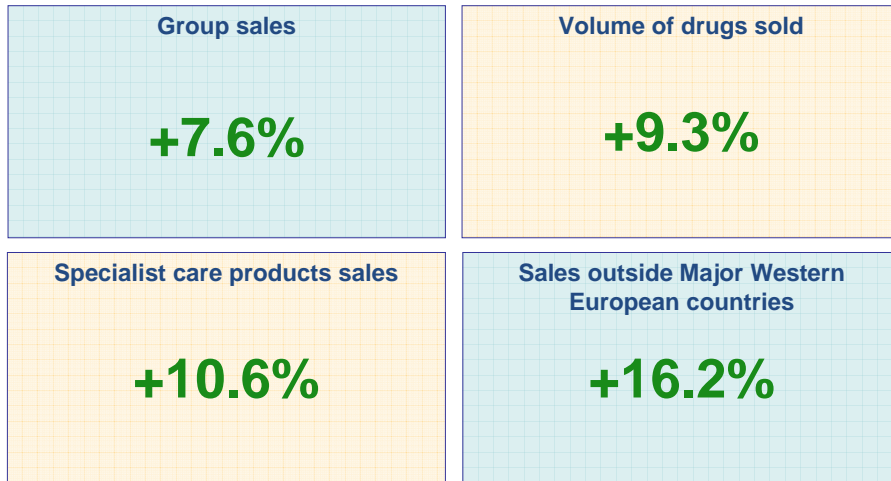
This table excludes pre-clinical projects

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Highlights



A sound performance in the first half 2007



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First half 2007/2006 growth rates



Year-to-date roundup

The main foundations for future growth are now in place

- ✓ Increased effort in self-financed R&D
- ✓ **Collaboration with Tercica fully operational: Increlex[®] to be marketed in Europe from October by Ipsen and Somatuline[®] to be marketed in the US by Tercica in Q4 07**
- ✓ Partnerships for botulinum toxin in aesthetic indications up and running in the US and Europe
- ✓ Preparation of US filing of Dysport[®] ongoing (study 051 completed)
- ✓ Continued optimization of primary care franchise in France with the launch of Adrovan[™] and the sale of Ginkor Fort[®] to an OTC specialist

Ipsen has also strengthened its Executive Committee

- ✓ Appointment of Eric Drapé (EVP, Manufacturing and Supply Organization)
- ✓ Appointment of Stéphane Thiroloix (EVP, Corporate Development)

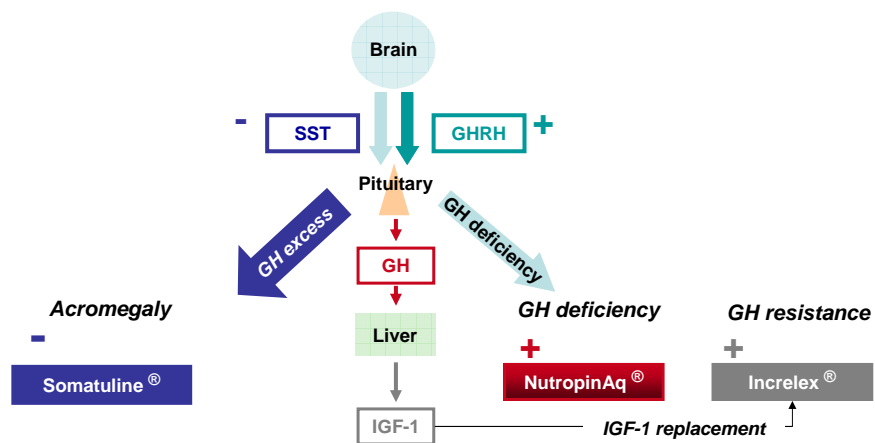
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A first-class global endocrinology franchise



A global care solution for patients suffering from growth disorders



Somatuline® Autogel®

	Somatuline® Autogel®	Sandostatin LAR®
Indications	Acromegaly, NET (EU only)	Acromegaly, NET
Administration route	Subcutaneous (s.c.)	Intramuscular (i.m.)
Volume injected	0.4 ml	2.0 ml
Needle length	20mm	40mm
Formulation	Ready to use	Powder for reconstitution



Comparison Of pre-filled (RHS) Versus competitor Intramuscular Injection device (LHS)



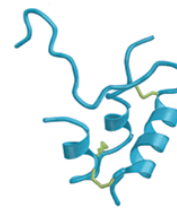
Somatuline® autogel®
lanreotide

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IPSEN
Innovation for patient care

Increlex®

	Increlex®
Indications (US)	Severe PIGFD
Formulation	Liquid, ready for use Multiuse vial; 18 month shelf life; 30 days once vial is opened
Dosing	0.12 mg/kg twice daily
Status in Europe	Launch in October 2007



Ribbon structure of IGF-1



increlex™
(mecasermin (DNA origin) injection)

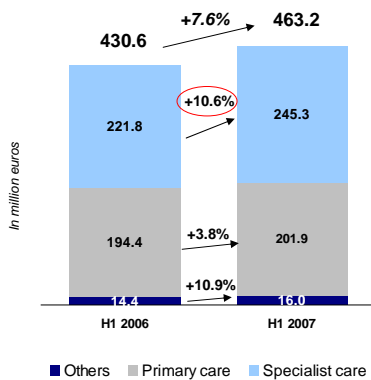
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IPSEN
Innovation for patient care

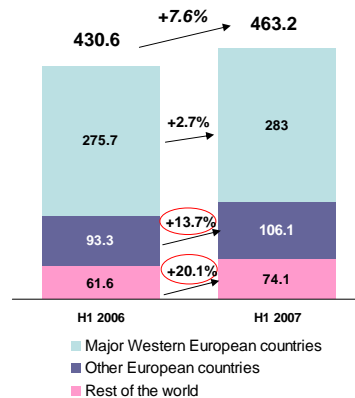


Sales evolution

H1 2006 and 2007 sales by therapeutic area



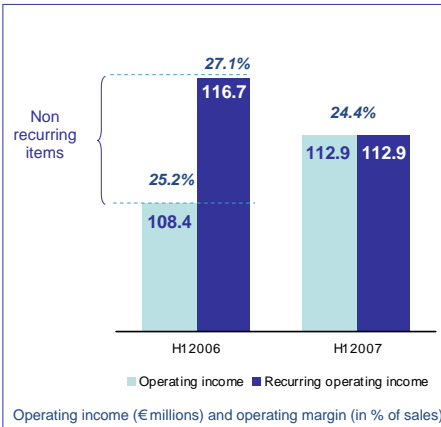
H1 2006 and 2007 sales by region



Sustained double-digit growth in specialist care and international markets

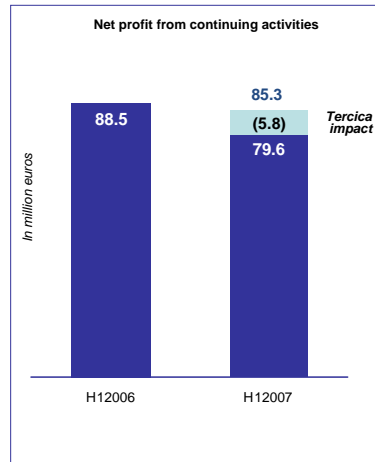
Operating income evolution

- Sustained price pressure
- Lower "other revenues", especially R&D rebilling (BIM 51077) and co-promotion revenues (Zoxan®)
- Strong sales of in-licensed products and drug related activities softened favorable mix improvement
- Increlex® and Adavance™ launch costs



Net income evolution

- Lower other revenues (no BIM51077 R&D rebilling) and increased self-financed R&D
- Return to normative tax rate
- Impact ⁽¹⁾ of Tercia



(1): Includes the impacts of convertible bonds and warrants on financial result and losses from associates

Outlook



A rich newsflow expected short term

Dopastatin

- Phase I initiation in Q4

Dysport®: Cervical dystonia

- Preparation of filing by Ipsen with the FDA ongoing

Reloxin®: Glabellar lines

- Preparation of filing by Medicis with the FDA ongoing

✓ **Somatuline® Autogel®: Acromegaly**

- Approved for marketing in the US by the FDA on August 30, 2007 (PDUFA date)

✓ **Increlex®: Severe primary IGF-1 deficiency**

- Launch in Europe by Ipsen in October 2007

Febuxostat: Hyperuricaemia

- Filed on October 2, 2006, currently undergoing review

Botulinum toxin type A in Europe: aesthetic medicine indications

- Inclusion of US data ongoing

Financial objectives confirmed - translating confidence

	March 19, 2007 objectives	New objectives
Sales	6.5 to 7.5% growth excluding the price cut on Tanakan®	6.5 to 7.5% growth including the price cut on Tanakan®
Total revenues	4.0 to 5.0% growth excluding the price cut on Tanakan®	4.0 to 5.0% growth including the price cut on Tanakan®
Reported operating margin	22.0 to 23.0% (in % of sales) excluding the price cut on Tanakan®	22.0 to 23.0% (in % of sales) including the price cut on Tanakan®

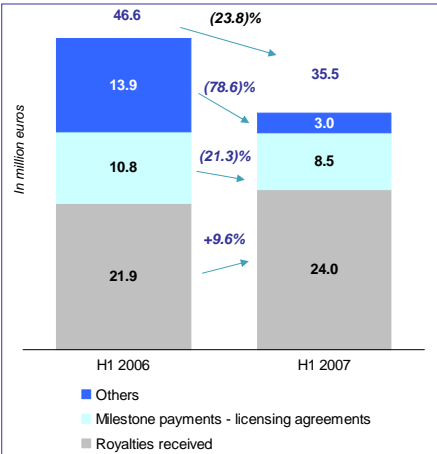
Back-up #1

Financials



Other revenues evolution

- **Royalties received**
 - Kogenate® royalties up 13.1%
- **Milestone payments and licensing agreements**
 - Roche, Mediscis and Recordati partnerships
- **Others**
 - No more billings for R&D services for research on BIM 51077 (partnered out with Roche) and on a new GH formulation (end of the research phase end of 2006)
 - H1 06 included co-promotion revenues for Zoxan®

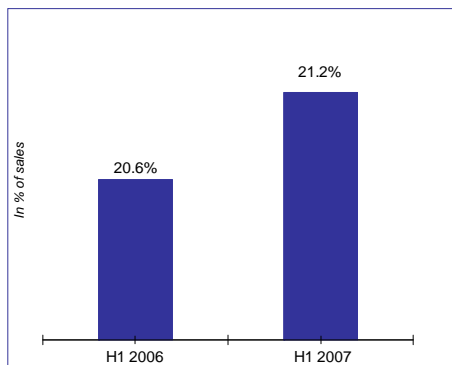


Reduction of R&D services rebilling, mostly for GLP-1

Cost of goods sold evolution

- Negatives**
- Price cuts (€6.9 million) mechanically reduce COGS ratio
 - Strong increase of in-licensed products

- Positives**
- Fast growing targeted therapeutic areas (favourable "mix effect")
 - Productivity efforts



Price cuts and growth of in-licensed products have more than offset Ipsen's favourable mix effect and productivity efforts

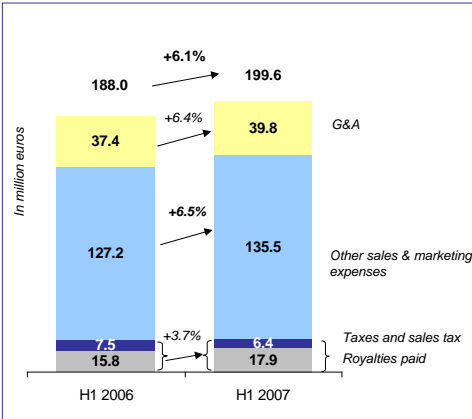
SG&A costs evolution

Other sales & marketing expenses

- Contained Marketing & Sales costs increase - below sales growth level
- **Increase in royalties paid to third parties** (up 12.8%) partly offset by lower tax on sales in France

G&A

- **Reinforcement of certain administrative functions** related to the Group's expansion in international markets -below sales growth level



Sales & Marketing costs growth below sales growth despite the launch costs of Increlex® and Adrovan™

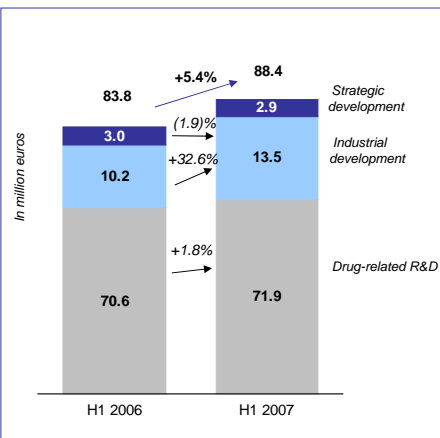
R&D expenses evolution

Drug-related R&D

- Major R&D projects:
- **Preparation of US filing for Dysport®**
 - Clinical trials of long acting Triptorelin
 - Strengthening of clinical development teams

Industrial development

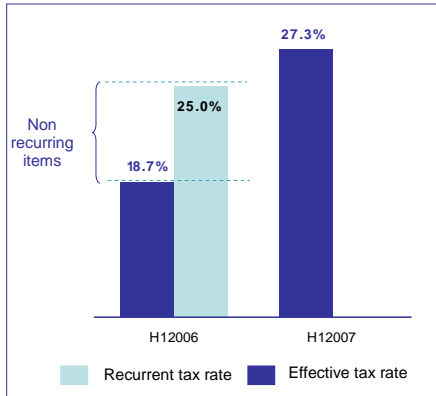
- **Preparation for future pre-approval inspections by the FDA** at some of the Group's manufacturing sites, in the context of the filing of **Dysport®** and **Somatuline® Autogel®** in the US



A continued commitment to R&D

Income Tax evolution

- In the first half 2007, the Group's effective tax rate amounted of 27.3%,
 - Impacted by a reduction in the value of deferred tax assets in Netherlands following a tax rate cut in this country
- In the first half 2006, the effective tax rate, which amounted to 18.7%, benefited from:
 - The non-recurring effect of the use in the UK of capital losses
 - A change in the computation rules of tax credits on research expenses in France



Back to a normative tax rate given the absence of non-recurring elements

Main P&L impacts of Tercica in IFRS

In € millions	H1 2007	Comments
• Change in fair value of warrant • Change in fair value of conversion option of Note • Interests on Convertible Note		
Impact on financial income	(2.3)	• Change in fair value of the Convertible note, warrant, net of financial interest and after FX impact
• Loss from associates • Purchase accounting	(3.0) (0.5)	• Loss from associates (25%) on H1-2007 • Net depreciation of Increlex®
Loss from associates	(3.5)	
Impact on consolidated net profit	(5.8)	
EPS impact (in €)	(0.07)	

Ipsen's Half Year 2007 Results

Cash flow statement

in million euros	H1 2006	H1 2007
Cash Flow before change in working capital	89.6	112.6
(Increase) / Decrease in working capital	40.6	(65.3)
Net cash flow generated by operating activities	130.2	47.3
Acquisition of property, plant & equipment and intangible assets	(25.2)	(30.7)
Deposit paid	-	(4.3)
Investment in securities held for sale	-	(12.1)
Net cash flow used in investing activities	(25.2)	(47.1)
Net change in borrowings	(31.8)	2.3
Dividends paid	(50.6)	(50.4)
Share buyback	-	(18.0)
Net cash flow used in financing activities	(82.4)	(66.1)
Discontinued operations	1.6	2.2
Change in cash and cash equivalent	24.2	(63.7)

H1 2006 benefited for important milestone payments from Medicis

- Decrease of tax payable €24.4m
- Build up of Advovance inventory
- Increase of receivables linked with higher sales
- Capex required to maintain industrial facilities (-€16 m);
- First milestone payment in connection with the acquisition of patent from Erasmus MC;
- increase of €8.2 million in working capital requirements for investment activities

Closing Net Cash⁽¹⁾	193.3	198.4
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(1) Net cash: cash, cash equivalents and securities held for sales minus bank overdrafts, bank borrowings and other financial liabilities plus or minus derivative financial instruments

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Balance sheet evolution

in million euros	Assets		in million euros	Liabilities	
	31-dec-06	30-jun-07		31-dec-06	31-jun-07
Goodwill	188.8	188.8	Equity	726.5	756.8
Property, plans & equipments	198.2	199.7	Minority interests	1.4	1.7
Intangible assets	68.2	71.3	Long-term financial debts	21.6	24.6
Other non-current assets	147.3	157.6	Other non-current liabilities	195.4	199.3
Total non-current assets	602.5	617.4	Short-term debts	10.9	10.3
Total current assets	603.4	597.5	Other current liabilities	247.7	216.2
<i>Incl. cash and cash equivalents</i>	285.5	221.1	Liabilities directly associated with non-current assets classified as discontinued operations	10.8	8.1
Non-current assets classified as discontinued operations	8.4	2.1	Total Liabilities	1,214.3	1,217.0
Total assets	1,214.3	1,217.0			
Net Cash⁽¹⁾	252.9	198.4			

(1) Net cash: cash, cash equivalents and securities held for sales minus bank overdrafts, bank borrowings and other financial liabilities plus or minus derivative financial instruments

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Milestones cashed in but not yet recognised as revenues

Milestones cashed in before June 30, 2007 but not yet recognised as revenues

(in million euros)	June 30, 2007	June 30, 2006
Total cashed in :	192.7	94.3
<i>These payments will be recognised in time as follows:</i>		
H2 2007	8.3	4.0
2008	17.2	8.0
2009 and beyond	167.2	82.3

Back-up #2

Tercica transaction details



Creating a global endocrinology franchise with Tercica

- Cross-Licensing agreement for Somatuline® Autogel® in North America and Increlex™ in Europe & other territories
- Ipsen becomes Tercica's largest shareholder, with a 25% stake and with the ability to increase its stake to 40%

- ✓ Implementation of Somatuline® US strategy
- ✓ Enhanced Endocrinology portfolio with the combination of Somatuline®, NutropinAq® and Increlex, creating a "global care solution" for patients suffering from growth disorders
- ✓ Building a platform in endocrinology in the US through a staged and flexible equity investment in Tercica

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Key terms of the cross licensing agreements

	Ipsen Commercialisation of Increlex	Tercica Commercialisation of Somatuline
Territory	Worldwide ex USA, Canada and Japan	USA and Canada
Duration	15 Years ¹	15 Years ¹
Upfront Payment	€10m (paid upon closing)	\$25m (paid with a convertible upon closing)
Milestone on MA grant	€15m (paid upon MA in EU)	€30m (paid with a convertible upon MA in U.S.)
Royalty on Net Sales	sliding scale (from 15 to 25%) based upon net sales of the product, in addition to supply price of 20% of net sales	sliding scale (from 15 to 25%) based upon net sales of the product, in addition to supply price of 20% of net sales

NOTE1: The longer of the patent protection or 15 years. Period after which licence is fully paid and irrevocable

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A staged investment in Tercica

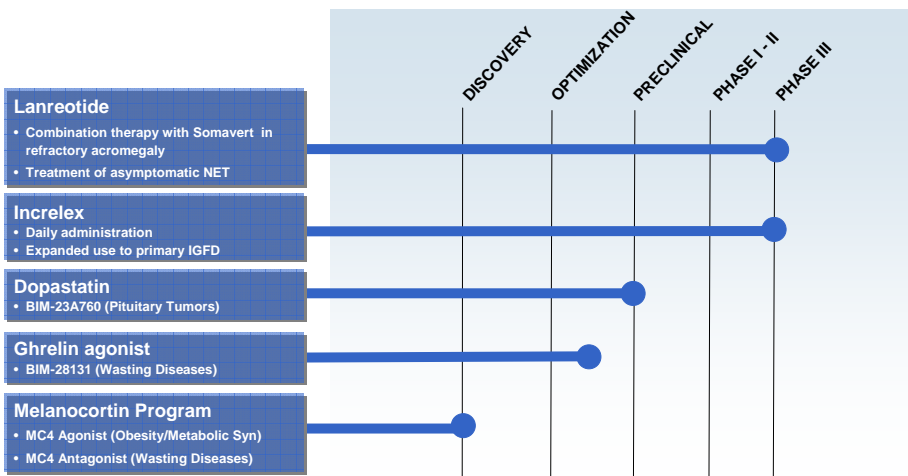
	Cumulative Stake	Consideration	Price per Share (\$)	Total Amount (€m)	Comments
1 Equity Investment	25.0%	Cash	\$6.17	€1.8m	• 30% premium over the 15-days weighted average share price
2 Convertible Notes 1&2	27.5% ¹	Somatuline Rights	\$7.41	€20.0m	• Convert 1 issued at closing and Convert2 at FDA approval for Somatuline US • Issued against Somatuline Rights (no cash considerations) • 2.5% PIK coupon not taken into account
	33.3% ¹		\$7.41	€30.0m	
3 Convertible Note 3	35.4% ¹	Cash	\$7.41	€12.0m	• Issued for cash at FDA approval • 2.5% PIK coupon not taken into account
4 Warrants (Illustrative figures)	40.0% ¹	Cash	\$7.41	€9.3m	• Issued for free in order to reach 40% if necessary • The number of warrants will be adjusted for Tercica share issuance

Total equity stake: 40.0% **Total cash out excluding warrants: €73.7 million**

Note 1: Fully diluted stake. The fully diluted number of shares includes the dilution of the investment and of all outstanding options / warrants

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A rich Endocrinology pipeline



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Back-up #3

Product information



Focus on BIM-51077: illustrating Ipsen's R&D capabilities

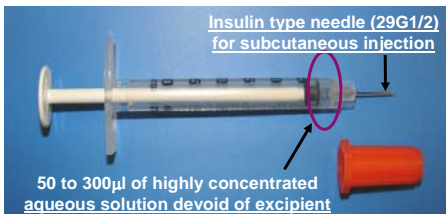
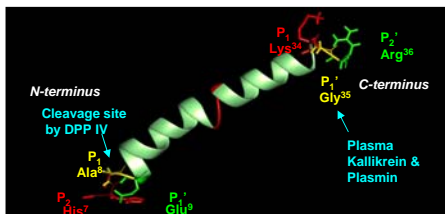
- ✓ Equal / greater potency compared to native compound
- ✓ Extended metabolic half-life: 22x more stable in plasma
- ✓ Complete retention of incretin properties
- ✓ Strong patent positions
- ✓ Once-a-week or twice-a-month injection

Roche opt-in in July 2006

- ✓ €56 m paid upfront + €3 m in 2007
- ✓ €170 m potential additional milestones
- ✓ Mid-teens royalties on WW net sales

Designing the peptide itself...

...so that it fits Ipsen's innovative delivery systems technologies



Human GLP-1(7-36)NH2 is cleaved in plasma at both N- & C termini: modification of positions 8 & 35

Syringe used for BIM51077 SRF: - 0.3mL TERUMO Myjector U-100 with 29G1/2 (0.33 X 12 mm)

Decapeptyl® at a Glance



Classification	<ul style="list-style-type: none"> Ephmra class: H1C et L2A ATC code: L2A Active substance: triptorelin 	Approved Indications / Prevalence	<ul style="list-style-type: none"> Prostate cancer <ul style="list-style-type: none"> 1.2% of men over 50 years old in Europe ⁽¹⁾ Endometriosis <ul style="list-style-type: none"> 10% of reproductive-aged women ⁽²⁾ Fibroid tumors (uterine leiomyomas) <ul style="list-style-type: none"> 20% to 25% of reproductive age women ⁽³⁾ Precocious puberty <ul style="list-style-type: none"> 0.05% of children aged 6 to 8 years old ⁽⁴⁾ Female infertility (in vitro fertilisation) <ul style="list-style-type: none"> 14% of reproductive-aged women ⁽²⁾
Mechanism of Actions	<ul style="list-style-type: none"> Analogue of GnRH 	Target Audience	<ul style="list-style-type: none"> Urologists Oncologists Andrologists, Radiotherapy specialists, Paediatricians-endocrinologists, Gynaecologists, Obstetricians and IVF specialists
Territories	<ul style="list-style-type: none"> Approved in more than 60 countries, including 25 in Europe Exclusive rights held by Ipsen for the marketing of Decapeptyl in EU (except Sweden) and in several other countries 	Patent Position	<ul style="list-style-type: none"> US and Europe patent expiring in 2010

Source: (1) DaVinci Cancer Perspectives 2005; (2) Datamonitor, Endometriosis; (3) Cancer Weekly; (4) Diagnostics Business Matters

Somatuline® at a Glance



Classification	<ul style="list-style-type: none"> Ephmra class: H4V ATC code: H1C Active substance: lanreotide 	Approved Indications / Prevalence	<ul style="list-style-type: none"> Symptomatic treatment of acromegaly <ul style="list-style-type: none"> 60 per million inhabitants ⁽¹⁾ Relief of symptoms associated with neuroendocrine tumors (carcinoids) <ul style="list-style-type: none"> 15 per million inhabitants ⁽²⁾
Mechanism of action	<ul style="list-style-type: none"> Analogue of somatostatin 	Target Audience	<ul style="list-style-type: none"> Endocrinologists Gastroenterologists Oncologists
Territories	<ul style="list-style-type: none"> Approved in more than 50 countries (including more than 25 in Europe) Indicated for acromegaly and symptoms associated with neuroendocrine tumors (NET) in most countries Worldwide exclusive production and marketing rights owned by Ipsen (for both Somatuline® and Somatuline® Autogel®) 	Patent Position	<ul style="list-style-type: none"> Somatuline® Autogel® : US and Europe patent expiring in 2015 Somatuline® : Europe patent expiring in 2009 for most countries

Source: (1) Clinical Endocrinology; (2) C. Tebbi, MD; eMedicine

Dysport® at a Glance



Classification	<ul style="list-style-type: none"> ATC code: M3A, S1X 	Approved Indications / Prevalence	<ul style="list-style-type: none"> Hemifacial spasm <ul style="list-style-type: none"> – 11 per 100,000 inhabitants ⁽¹⁾ Blepharospasm <ul style="list-style-type: none"> – 5 per 100,000 inhabitants ⁽²⁾ Spasmodic torticollis <ul style="list-style-type: none"> – 9 per 100,000 inhabitants ⁽³⁾ Adult arm spasticity and Adult leg spasticity <ul style="list-style-type: none"> – 322 per 100,000 inhabitants ⁽⁴⁾ Paediatric cerebral palsy spasticity <ul style="list-style-type: none"> – 19 per 100,000 persons aged 17 and less ⁽⁴⁾ Glabella Lines (Brazil, Mexico, Russia)
Mechanism of action	<ul style="list-style-type: none"> Active substance: Botulinum toxin of Type A 	Territories	<ul style="list-style-type: none"> First launch in the UK in 1991 Approved in more than 70 countries
Target Audience	<ul style="list-style-type: none"> Neurologists Physical medicine and rehabilitation Neuro-paediatricians, Ear-nose and throat specialists, Ophthalmologists Dermatologists, Plastic surgeons 	Patent Position	<ul style="list-style-type: none"> No patent

Source: (1) Q J Med V95; (2) www.blepharospasm.org; (3) Movement disorders V10; (4) www.cdc.gov

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A global franchise in Endocrinology

<p>SOMATULINE® AUTOGEL®</p> <ul style="list-style-type: none"> ✓ Active ingredient: <ul style="list-style-type: none"> ▪ Somatostatin analogue ✓ Main indications : <ul style="list-style-type: none"> ▪ Acromegaly ▪ NET ✓ Commercialisation: <ul style="list-style-type: none"> ▪ Over 40 countries ▪ US (November 2007) ✓ 2006 sales <ul style="list-style-type: none"> ▪ €92 million ▪ 68% in G5 countries ✓ 2006 sales growth <ul style="list-style-type: none"> ▪ +12.8% 	<p>NUTROPIN AQ®</p> <ul style="list-style-type: none"> ✓ Active ingredient: <ul style="list-style-type: none"> ▪ Recombinant GH ✓ Main indications : <ul style="list-style-type: none"> ▪ Growth retardations ▪ Acquired GH deficit ✓ Commercialisation: <ul style="list-style-type: none"> ▪ Over 30 countries ✓ 2006 sales <ul style="list-style-type: none"> ▪ €15 million ▪ 81% in G5 countries ✓ 2006 sales growth <ul style="list-style-type: none"> ▪ Approximately x3 	<p>INCRELEX®</p> <ul style="list-style-type: none"> ✓ Active ingredient: <ul style="list-style-type: none"> ▪ Recombinant hIGF-1 ✓ Main indications : <ul style="list-style-type: none"> ▪ Growth failure in children with Severe Primary IGFD ✓ Commercialisation: <ul style="list-style-type: none"> ▪ US ▪ Europe (October 2007) 	<p>DOPASTATIN</p> <p>Initiation of phase I in Q4 2007</p>
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A first-class portfolio for the treatment of growth disorders

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Primary Care: a strong historic presence in France

Tanakan®

- Field-proven over 30 years, very strong brand name in France
- On-going large scale clinical trials in Europe and US (NIH) in Alzheimer prevention. First EU Alzheimer indication approval granted in Belgium in 2004
- Competitors: Trivastal (Servier), Praxilene (Lipha Santé), Sermion (Sanofi-Aventis)

Smecta®

- Strong brand recognition in all its markets by patients and doctors
- Cost-effective and field proven product for more than 25 years with very favourable safety profile
- Long-standing know-how in clay sourcing
- Competitors: Imodium and Arestal (Janssen Cilag), Ercefuryl (Sanofi-Aventis)

Forlax®

- 1st clinical development in paediatric field for a constipation drug
- Cost-effective and field proven product (launched in 1996) with very favourable safety profile
- Competitors: Duphalac (Solvay Pharma), Movicol (Norgine Pharma)

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Stock info:

Outstanding number of shares (August 2007):

84,024,683

Approx. market capitalisation (August 2007):

~€3.3 bn

Tickers

BBG: IPN FP
RTRS: IPN.PA

Listing

Euronext Paris

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