

Ipsen and Mayoly Spindler enter into cross-promotion agreement for primary care activities in France

- **Implementation of a platform with complementary competencies and product portfolios**
 - **Ipsen to promote Météospasmyl[®] and Colchicine[®] to general practitioners**
 - **Mayoly Spindler to promote Smecta[®], Forlax[®] and Tanakan[®] in pharmacies**

Paris (France), 18 December 2013 – Ipsen (Euronext: IPN; ADR: IPSEY) and Mayoly Spindler today announced the signing of a cross-promotion agreement for their primary care activities in France. Through the creation of a co-managed commercial platform, the two companies will leverage their complementary competencies and product portfolios.

Mayoly Spindler will benefit from Ipsen's experience in the promotion of medicines to general practitioners in France, in particular in the fields of gout and gastroenterology. In parallel, Ipsen will benefit from Mayoly Spindler's experience in pharmacies.

This agreement leverages the complementarity of each company's product portfolio. In the field of gastroenterology, Meteospasmyl[®], indicated to treat abdominal spasms, is complementary to Ipsen's product range which includes Smecta[®] and Forlax[®]. In the field of rheumatology, Colchicine[®] will complement Ipsen's Adenuric[®].

This partnership also reinforces the presence of both companies in pharmacies. Pharmacists will play a key role in the development of safe and responsible self-medication as part of the disease treatment pathway.

Under the terms of the agreement, each company will continue to book the sales of its own products. The partnership will be effective in January 2014.

Marc de Garidel, Chairman and CEO of Ipsen stated: *"This agreement demonstrates Ipsen's ambition to pursue the optimization of its primary care activities, as illustrated by the creation of its global Primary Care Business Unit announced in October. In a challenging French pharmaceutical environment, this partnership sustainably strengthens Ipsen's presence in primary care in France via portfolio synergies and accelerated access to know-how regarding promotion to pharmacies."*



Jean-Nicolas Vernin, Chairman of Mayoly Spindler added: *“We are pleased to build this new partnership with Ipsen: both laboratories own strong primary care products, which are trusted by prescribers. This agreement illustrates the commitment of both companies to develop their primary care activities through an innovative partnership and strong brands, in very complementary indications.”*

About Ipsen

Ipsen is a global specialty-driven pharmaceutical company with total sales exceeding €1.2 billion in 2012. Ipsen's ambition is to become a leader in specialty healthcare solutions for targeted debilitating diseases. Its development strategy is supported by 3 franchises: neurology, endocrinology and uro-oncology. Moreover, the Group has an active policy of partnerships. Ipsen's R&D is focused on its innovative and differentiated technological platforms, peptides and toxins. In 2012, R&D expenditure totalled close to €250 million, representing more than 20% of Group sales. The Group has close to 4,900 employees worldwide. Ipsen's shares are traded on segment A of Euronext Paris (stock code: IPN, ISIN code: FR0010259150) and eligible to the “Service de Règlement Différé” (“SRD”). The Group is part of the SBF 120 index. Ipsen has implemented a Sponsored Level I American Depositary Receipt (ADR) program, which trade on the over-the-counter market in the United States under the symbol IPSEY. For more information on Ipsen, visit www.ipsen.com.

About Mayoly Spindler

Mayoly Spindler is an independent French family-run pharmaceutical company which has been able to grow for several decades through effective and recognized pharmaceutical products. Its know-how mainly covers gastroenterology, rheumatology, ENT, and more recently dermocosmetics in order to diversify its activities. Mayoly Spindler has more than 700 employees.

Forward Looking Statement

The forward-looking statements, objectives and targets contained herein are based on the Group's management strategy, current views and assumptions. Such statements involve known and unknown risks and uncertainties that may cause actual results, performance or events to differ materially from those anticipated herein. All of the above risks could affect the Group's future ability to achieve its financial targets, which were set assuming reasonable macroeconomic conditions based on the information available today.

Moreover, the targets described in this document were prepared without taking into account external growth assumptions and potential future acquisitions, which may alter these parameters. These objectives are based on data and assumptions regarded as reasonable by the Group. These targets depend on conditions or facts likely to happen in the future, and not exclusively on historical data. Actual results may depart significantly from these targets given the occurrence of certain risks and uncertainties, notably the fact that a promising product in early development phase or clinical trial may end up never being launched on the market or reaching its commercial targets, notably for regulatory or competition reasons. The Group must face or might face competition from Generics that might translate into a loss of market share.

Furthermore, the Research and Development process involves several stages each of which involves the substantial risk that the Group may fail to achieve its objectives and be forced to abandon its efforts with regards to a product in which it has invested significant sums. Therefore, the Group cannot be certain that favourable results obtained during pre-clinical trials will be confirmed subsequently during clinical trials, or that the results of clinical trials will be sufficient to demonstrate the safe and effective nature of the product

concerned. The Group also depends on third parties to develop and market some of its products which could potentially generate substantial royalties; these partners could behave in such ways which could cause damage to the Group's activities and financial results. The Group cannot be certain that its partners will fulfil their obligations. It might be unable to obtain any benefit from those agreements. A default by any of the Group's partners could generate lower revenues than expected. Such situations could have a negative impact on the Group's business, financial position or performance.

The Group expressly disclaims any obligation or undertaking to update or revise any forward looking statements, targets or estimates contained in this press release to reflect any change in events, conditions, assumptions or circumstances on which any such statements are based, unless so required by applicable law.

The Group's business is subject to the risk factors outlined in its registration documents filed with the French Autorité des Marchés Financiers.

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