

Ipsen

J.P. Morgan European Healthcare Conference

Thursday, June 26th



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The implementation of the strategy has to be submitted to the relevant staff representation authorities in each country concerned, in compliance with the specific procedures, terms and conditions set forth by each national legislation.

Safe Harbor

The Group operates in certain geographical regions whose governmental finances, local currencies or inflation rates could be affected by the current crisis, which could in turn erode the local competitiveness of the Group's products relative to competitors operating in local currency, and/or could be detrimental to the Group's margins in those regions where the Group's drugs are billed in local currencies.

In a number of countries, the Group markets its drugs via distributors or agents: some of these partners' financial strength could be impacted by the crisis, potentially subjecting the Group to difficulties in recovering its receivables. Furthermore, in certain countries whose financial equilibrium is threatened by the crisis and where the Group sells its drugs directly to hospitals, the Group could be forced to lengthen its payment terms or could experience difficulties in recovering its receivables in full.

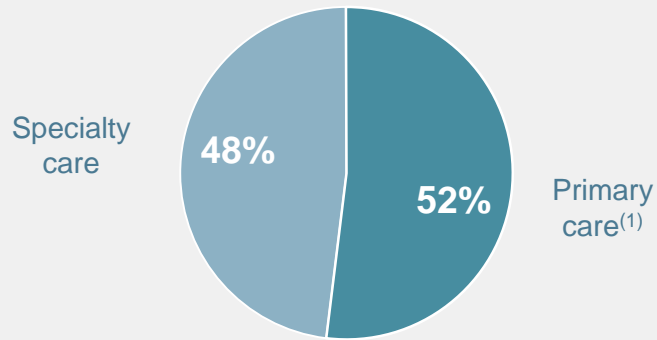
Finally, in those countries in which public or private health cover is provided, the impact of the financial crisis could cause medical insurance agencies to place added pressure on drug prices, increase financial contributions by patients or adopt a more selective approach to reimbursement criteria.

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.

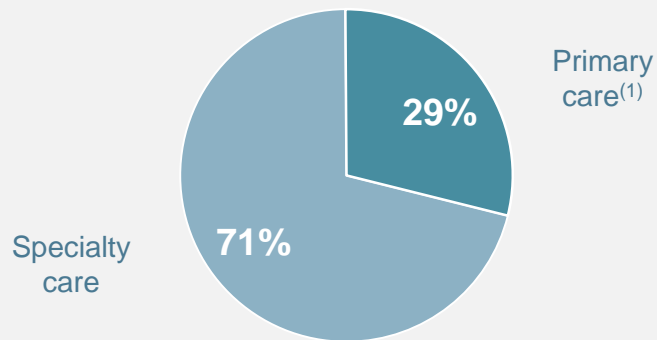
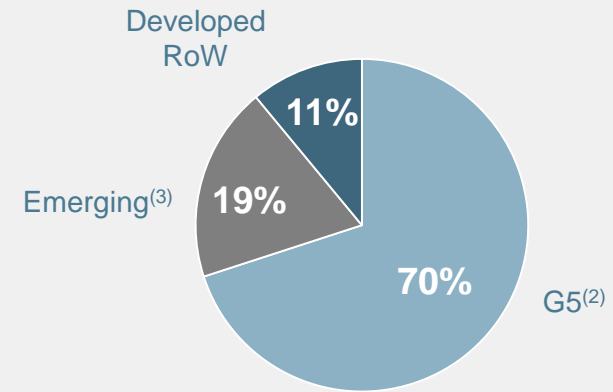
Over the last 10 years, Ipsen has become a specialty pharma company with strong emerging market footprint

Sales by segment

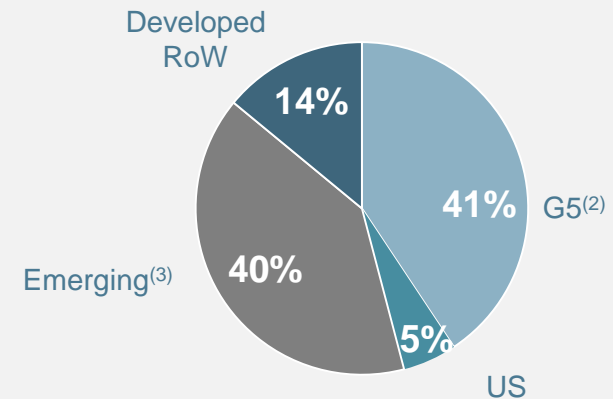
Sales by geographical area



2004

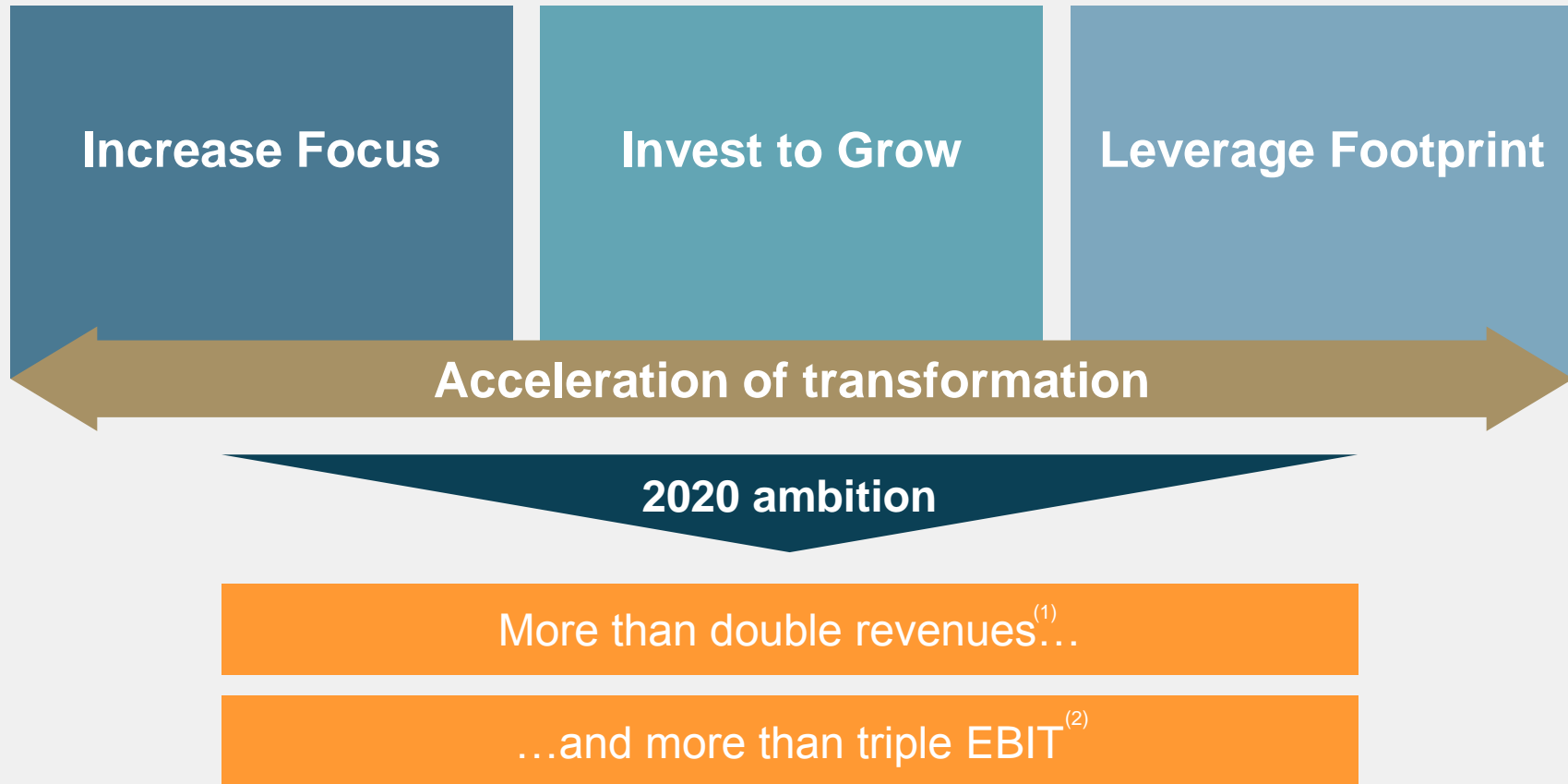


2013



⁽¹⁾ Including Drug-related sales – ⁽²⁾ France, UK, Germany, Italy, Spain
⁽³⁾ Main emerging markets: China, Russia and Brazil

Ipsen ambitions to become a global leader in targeted debilitating diseases



2013 overview

2013, acceleration of transformation and major clinical successes

Enhanced R&D
delivery and focus

Four Phase III programs delivered

Major step forward in toxin research and Intellectual Property
with Syntaxin acquisition and Harvard partnership

Acceleration of
transformation

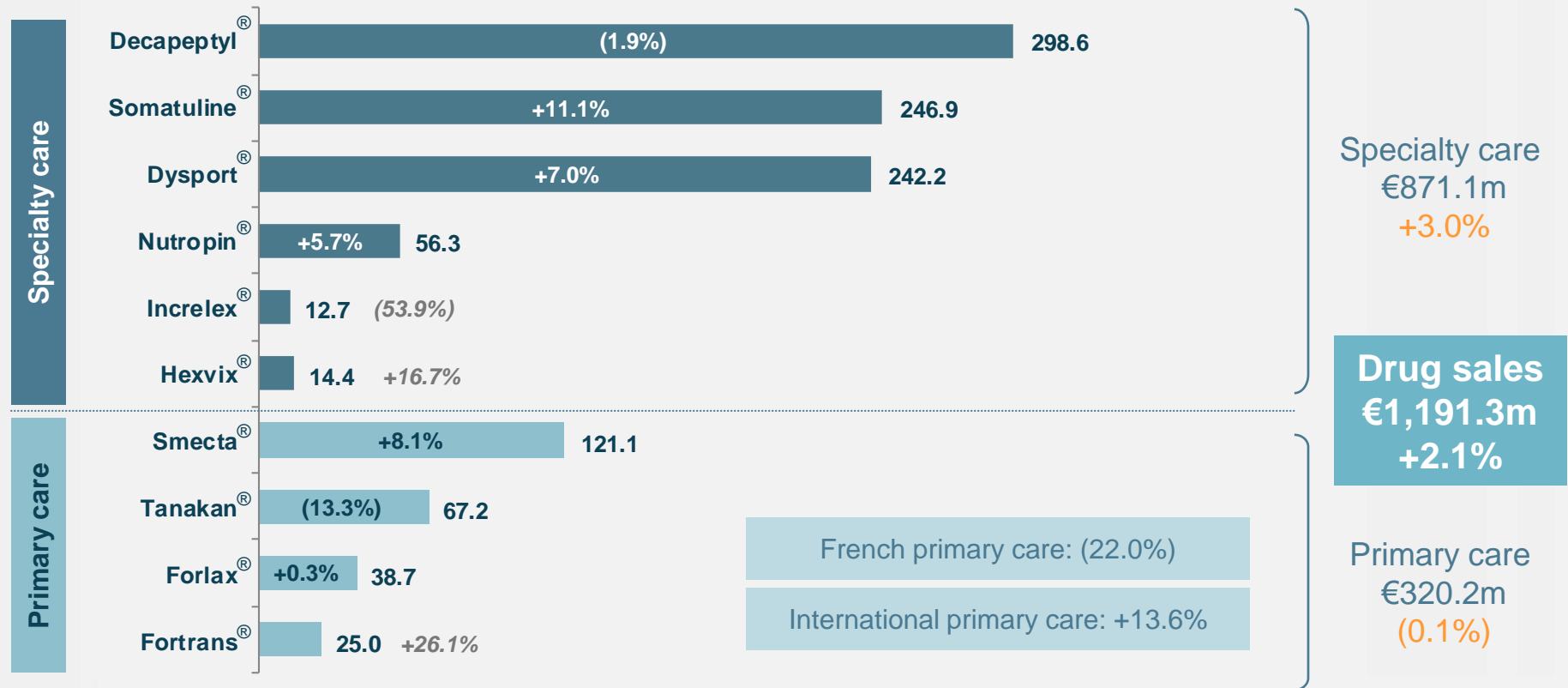
Christel Bories appointed Deputy CEO

Split of Primary and Specialty Care

New focus on efficiency and cost control
(Successful restructuring of French PC and US Dysport® operations)

Specialty care sales growth affected by Decapeptyl[®] performance and Increlex[®] shortage

Drug sales – FY 2013 in million euros – % excluding foreign exchange impact



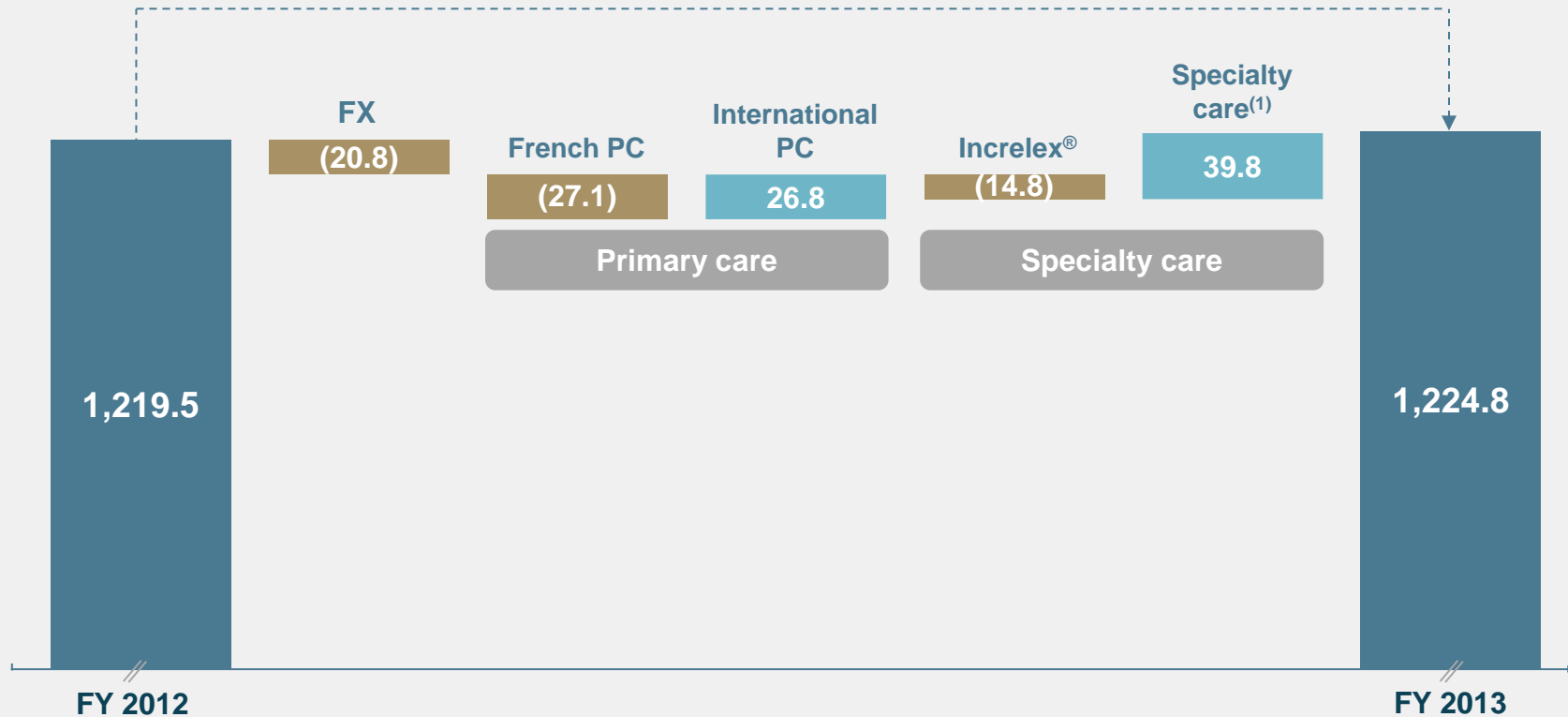
Increlex[®] resupplied in Europe in 2014

2013 sales driven by international primary care and specialty care

FY sales
in million euros

GROUP SALES growth: +0.4% (incl. Drug related sales)

At constant currency: +2.2%



Continued strategic focus on growth drivers

2013: Key financial achievements

Group sales up 2.2%⁽¹⁾

Strong Recurring Adjusted⁽²⁾ Operating margin of 17%⁽³⁾

Net profit of €153.1m versus a (€27.5m) loss in 2012

Robust Recurring Adjusted⁽²⁾ EPS of €1.85, up 5.1% year-on-year

Sound operating cash flow generation

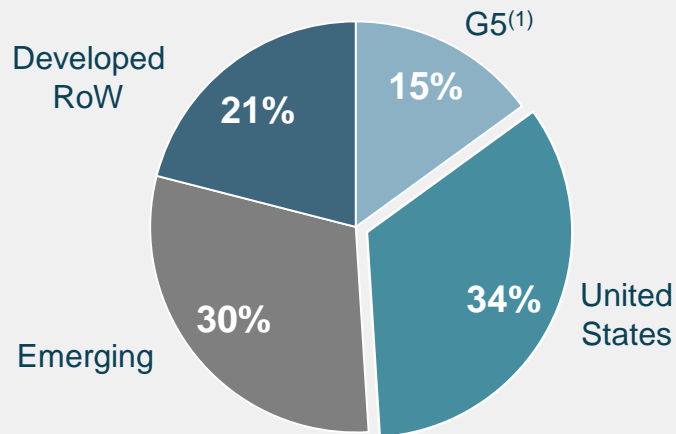
Closing cash balance of €125.4m

Proposed dividend of €0.80 per share, stable year-on-year

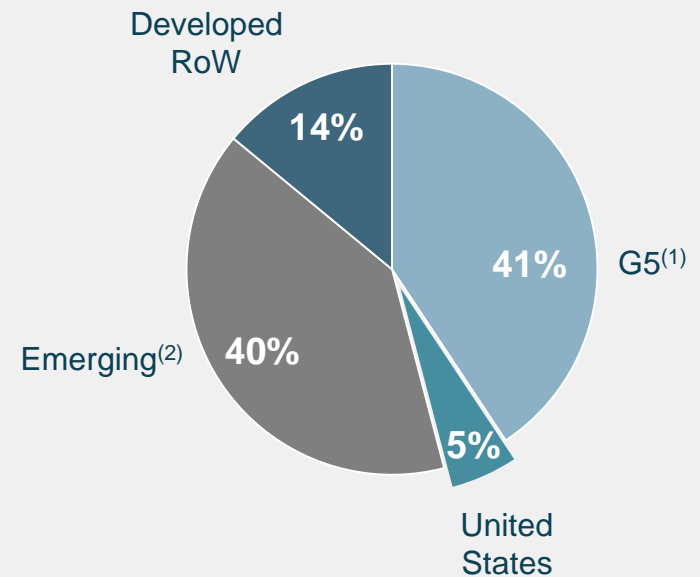
US update

Increasing US presence, a strategic priority

Global Pharma Market^(*)



Ipsen 2013 sales



US under-represented in Ipsen sales

Reaching critical mass in the US is key to drive Group profitability

⁽¹⁾ France, Germany, UK, Italy, Spain – ⁽²⁾ Notably includes China, Russia and Brazil
^(*) Source: Ipsen estimates and IMS Health Market Prognosis, September 2013 (US\$ spending with variable exchange rates)

Drivers to grow US presence

Somatuline[®]

- Imminent GEP-NET^(*) filing
- Preparation for GEP-NET^(*) commercial launch
- Continued penetration of the acromegaly market

Dysport[®]

- AUL⁽¹⁾ spasticity filing expected H2 2014
- ALL⁽²⁾ and PLL⁽³⁾ topline data expected end of 2014
- Galderma to potentially distribute Dysport[®] in aesthetics

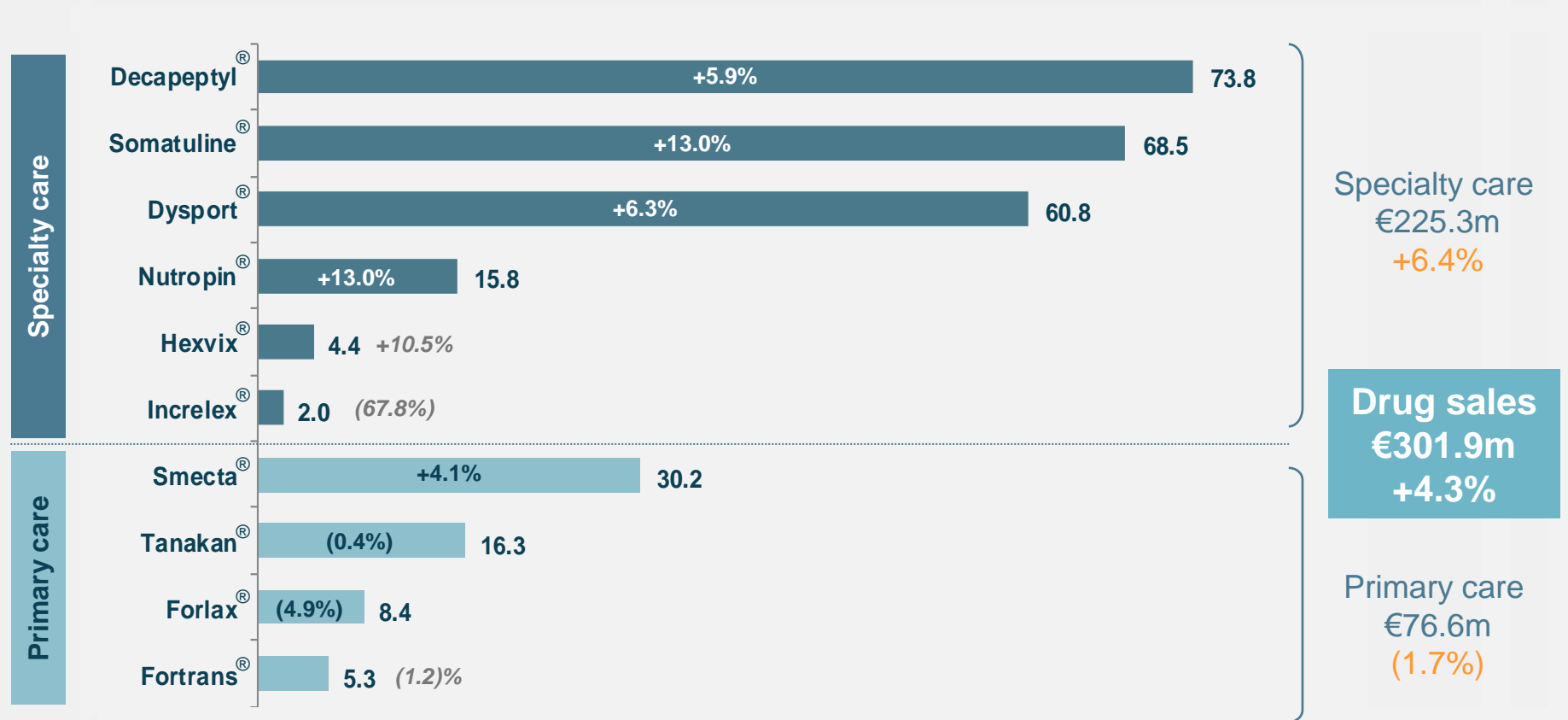
Increlex[®]

- Step forward in market resupply with FDA approval to release one batch
- Release of additional lots anticipated

2014 outlook

In Q1 2014, strong specialty care performance driven by Somatuline[®] and return to growth of Decapeptyl[®]

Drug sales – Q1 2014 in million euros – % excluding foreign exchange impact



Increlex[®] resupply resumed in Europe, progressing in the US

2014 financial objectives

Specialty care – Drug sales

Growth of +4.0% to +6.0%, year-on-year

- *Driven by normalization of situation in China, in a context of continued pricing pressure and uncertainty on Increlex® US resupply*

Primary care – Drug sales

Decline of -2.0% to 0.0%, year-on-year

- *Excluding the launch of a Smecta® generic in France*

Recurring Adjusted⁽¹⁾ operating margin

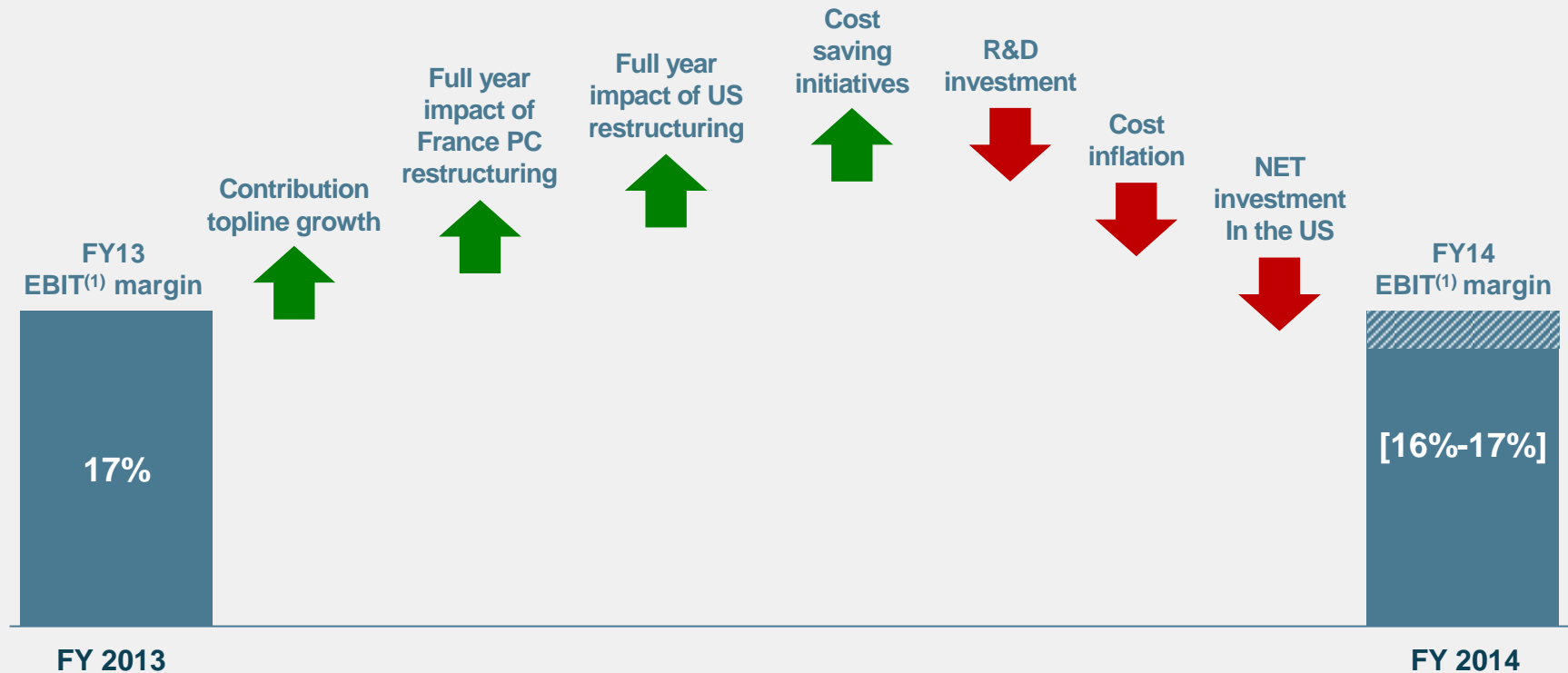
Between 16.0% and 17.0% of sales

- *In 2014, Ipsen will continue to implement operating efficiency measures*
- *The Group notably strives to limit the profitability impact of launching Somatuline® NET in the US*

Moving parts to impact 2014 EBIT

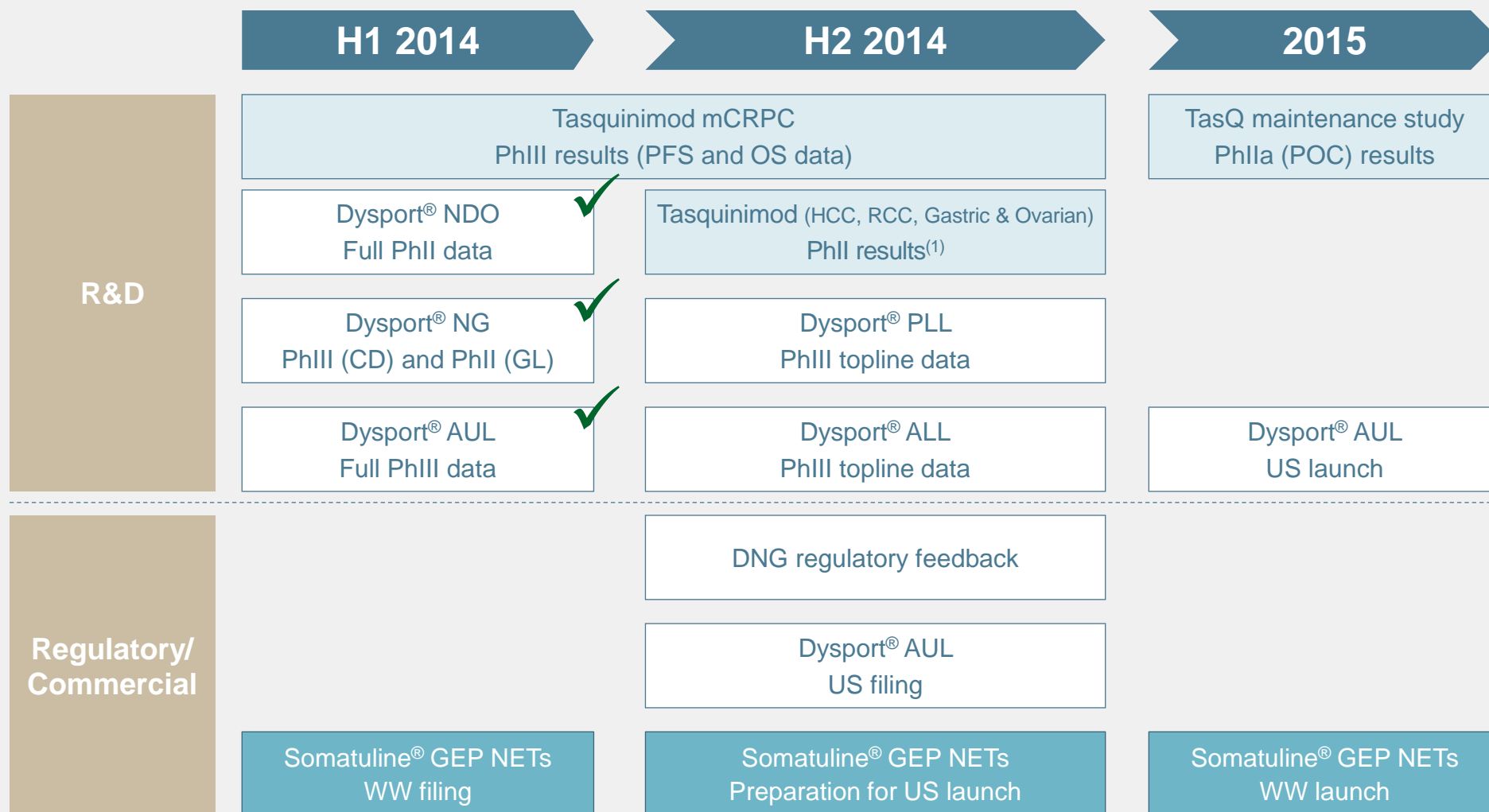
Illustrative chart

Evolution of EBIT margin at constant currency



Improved cost control to offset cost inflation and NET US investment

Major R&D and regulatory milestones to come in 2014



Note: NDO: Neurogenic Detrusor Overactivity, GL: Glabellar Lines, CD: Cervical Dystonia, AUL: Adult Upper Limb, HCC: Hepatocellular Carcinoma, RCC: Renal Cell Carcinoma, PLL: Pediatric Lower Limb, ALL: Adult Lower Limb – ⁽¹⁾ Provided that all futility analyses are completed

In 2014, continued business development efforts to complement organic growth

Areas of focus

Commercial deals

- In-licensing or acquisition of marketed drugs
- Acquisition of small companies
- Various geographies targeted, notably the US

R&D deals

- Late stage compounds (Phase III) in various therapeutic areas
- Early stage compounds (Phase I and II) with a potential for breakthrough innovation

Key takeaways

2013

Strong operating performance and major clinical successes setting the stage for future growth

2014

TasQ phIII clinical results, preparation of NET US launch and continued operating efficiencies