Ipsen

JP Morgan 33rd Annual Healthcare Conference

Marc de Garidel – Chairman and CEO

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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.

Agenda

1. Strategy update
2. Organic growth levers
3. Business development initiatives
4. 2014 key achievements

Strategy update

Ipsen to become a global leader in targeted debilitating diseases

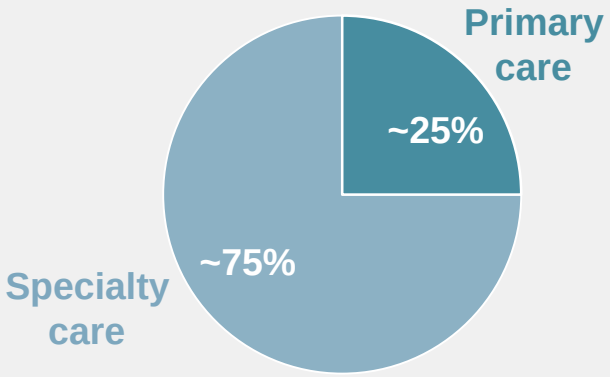
More than double revenues[(1)]…

…and more than triple Core Operating Income

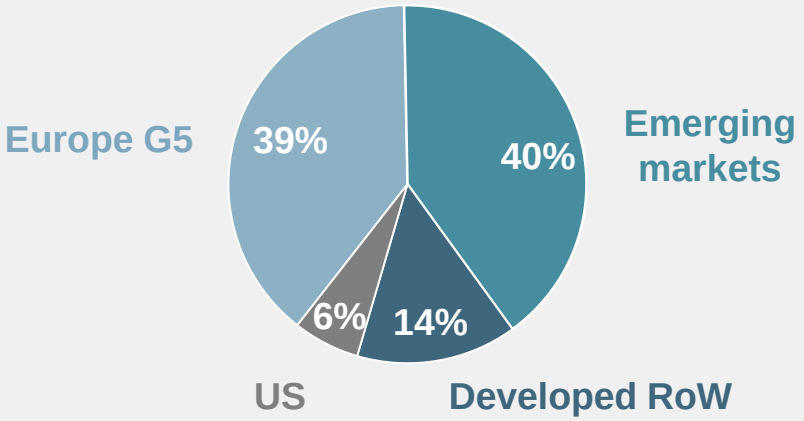
(1) At constant exchange rate vs. 2010 Sales

Ipsen has become a specialty pharma with a global footprint

9m 2014 sales by segment



9m 2014 sales by geography



US and emerging markets to support future growth

Increasing weight of Specialty care

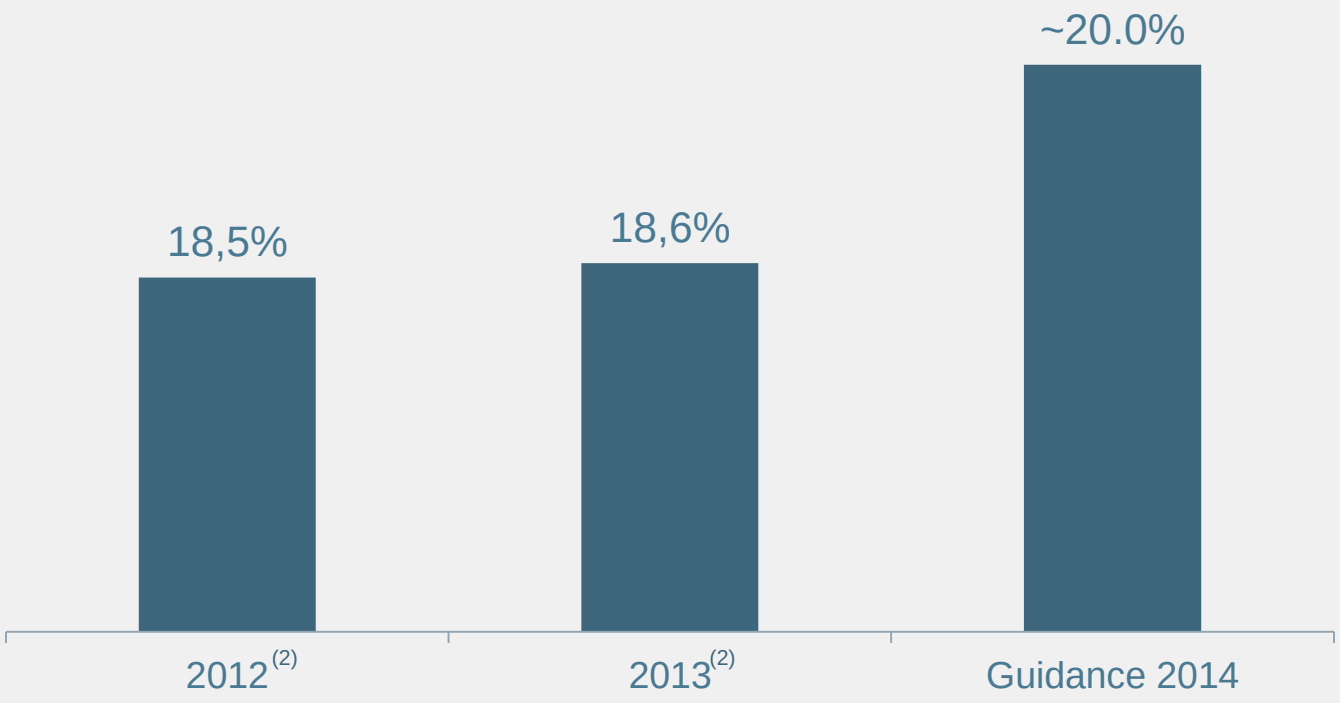
Key achievements 2011-2014

Acceleration of sales growth	Solid specialty care growth / end of primary care erosion
	FDA approval of Somatuline® in GEP NET(1) Preparation for US launch
	Pipeline progression with Dysport® in spasticity and tasquinimod in prostate cancer
Acceleration of transformation	Increased operational focus with appointment of Christel Bories as Deputy CEO in 2013
	Reorganization per business unit (Primary Care/Specialty Care)
	Important restructuring efforts: (Barcelona R&D closure, restructuring of French PC and US Dysport® operations)

(1) *GEP NET: Gastroenteropancreatic neuroendocrine tumor*

Focus strategy and transformation driving profitability improvement while preparing for Somatuline® & Tasq launches

Evolution of Ipsen's core operating margin[(1)]

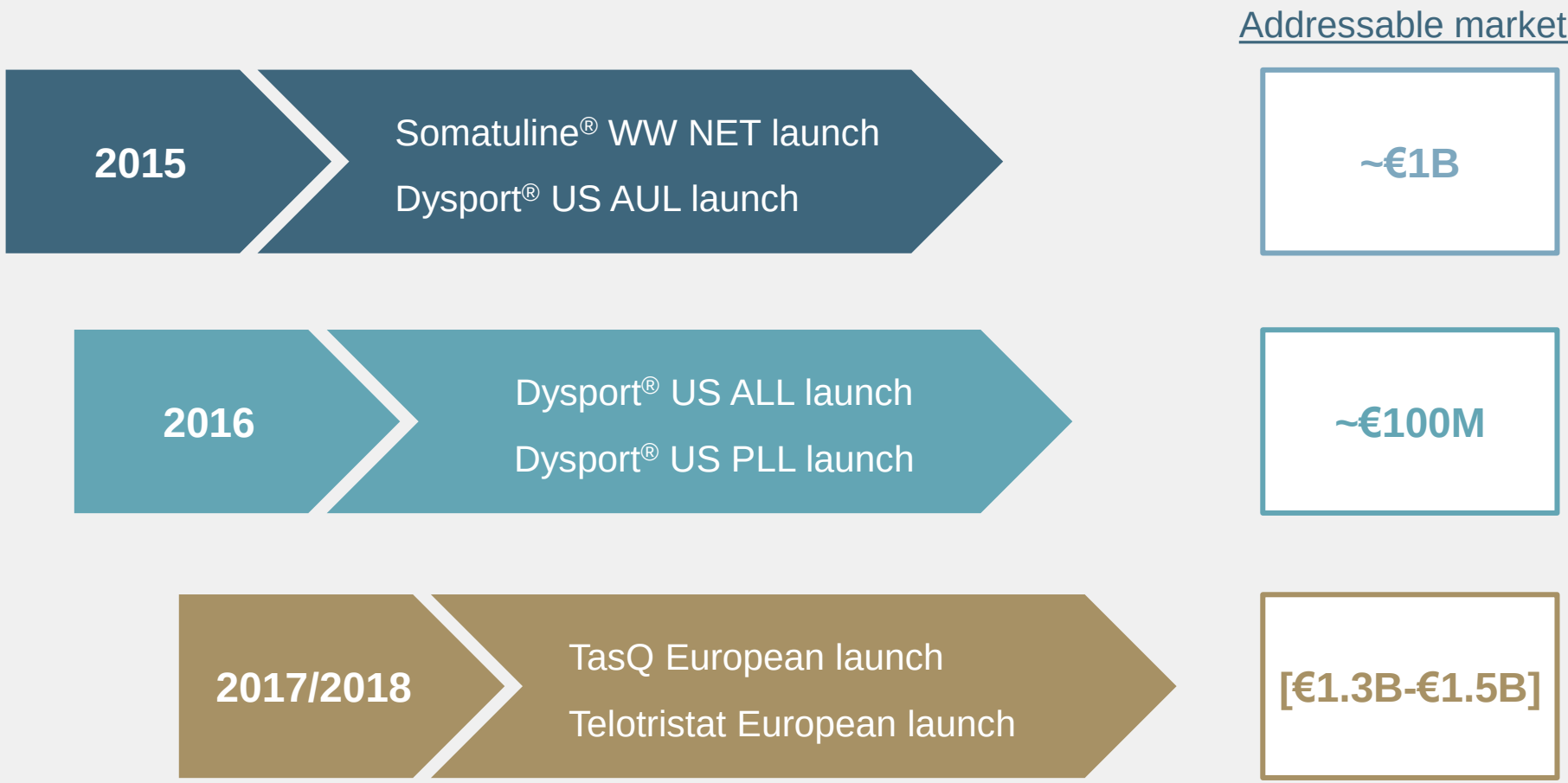


Ipsen to continue delivering profitable growth

(1) Key management indicator, notably including the Research Tax Credit, excluding abnormal and infrequent items referred to in § 28 of the IASB conceptual framework – (2) Unaudited figures

Organic growth drivers

Six new pipeline products/indications to potentially hit market in sequence

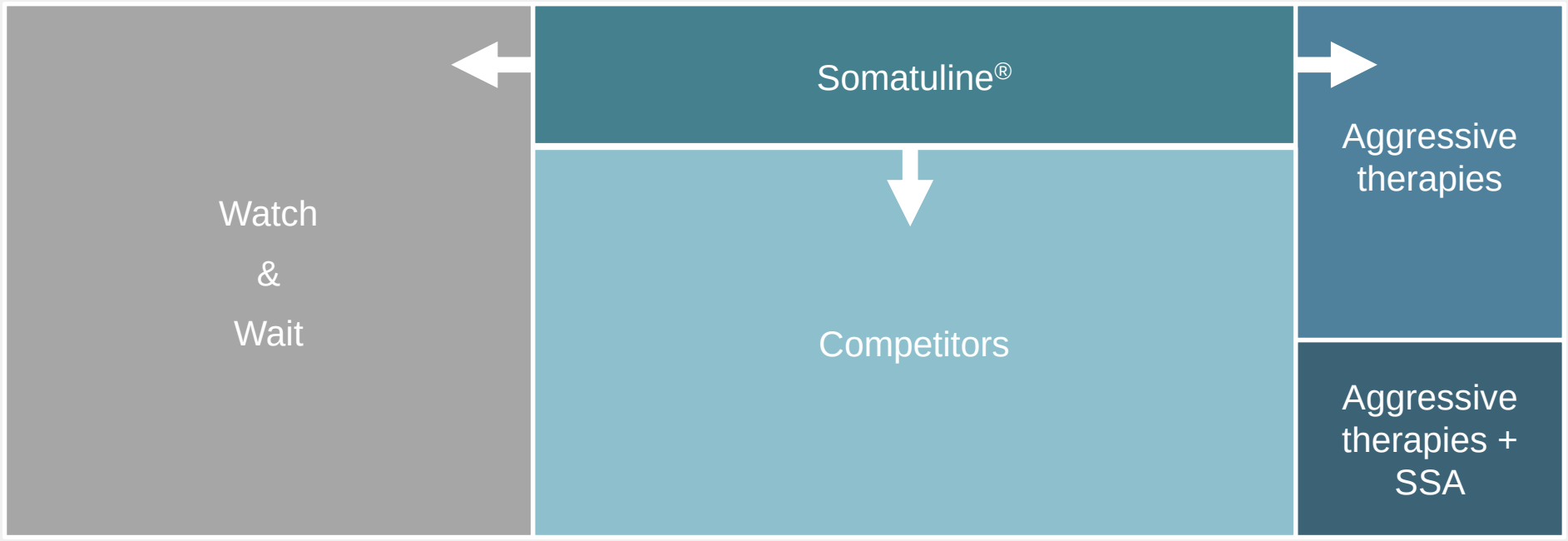


(1) *Ipsen estimates*

Note: Commercialization of new products/indications are subject to clinical success and approval by regulatory authorities

Somatuline®, the first and only antitumoral SSA approved in the US for the treatment of GEP-NETs

Expansion potential for Somatuline®



Somatuline®, first agent demonstrating a statistically significant PFS benefit in a combined population of patients with gastrointestinal and pancreatic NET

Note: GEP-NETs = Gastroenteropancreatic neuroendocrine tumors – SSA = Somatostatin analogs

Somatuline®, a best in class product

Increased extended dosing interval worldwide[(1)]

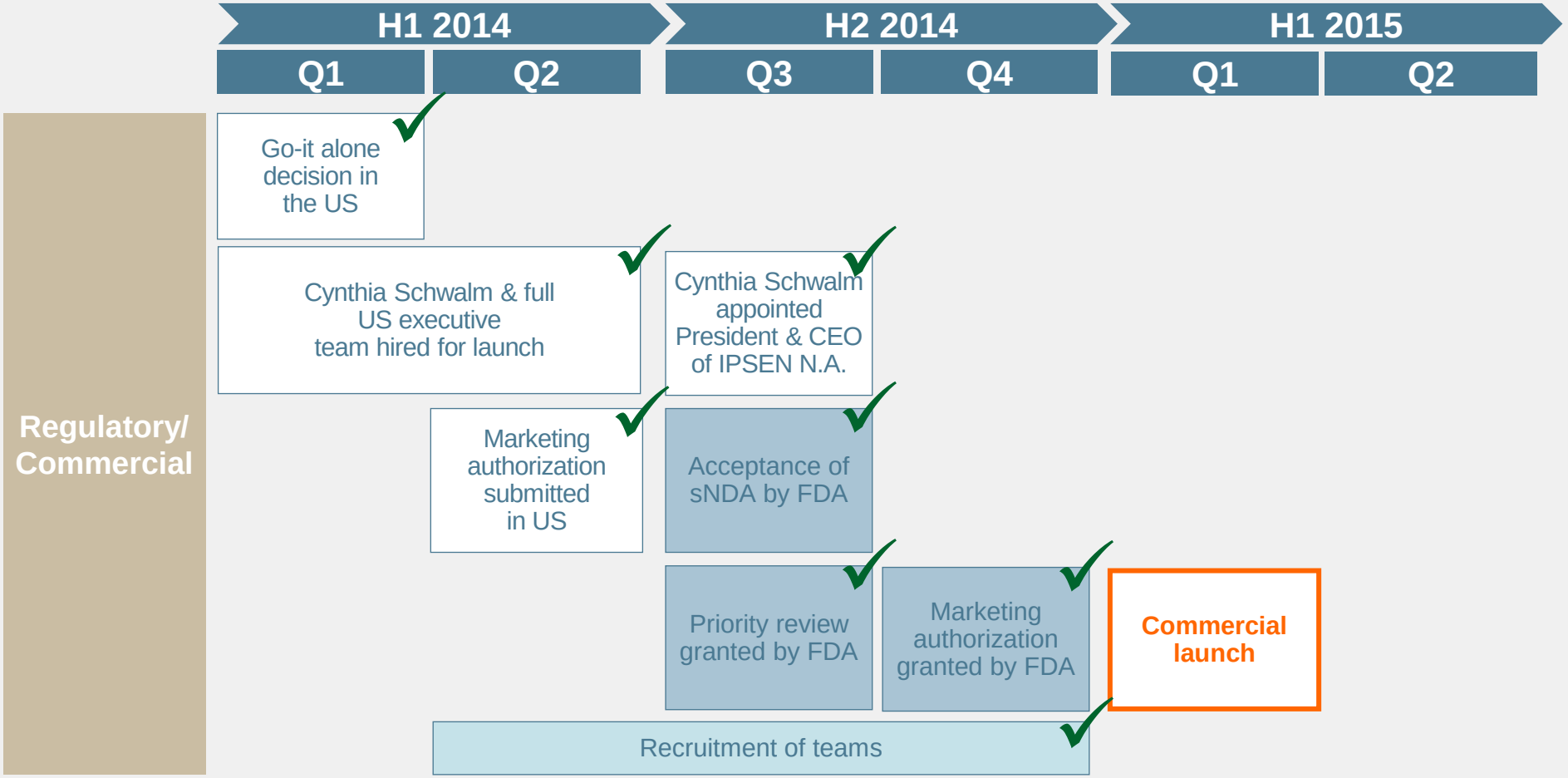
- Approved in the US in March 2011
- From one injection every 4 weeks (all forms) to every 6-8 weeks (120mg)
- Unique formulation of peptide and water
- Subcutaneous injection avoiding any risk related to intramuscular injection
- Increased comfort for the patients
- Economic benefit

New device

- Improved Technology with retractable needle
- Enhanced, prefilled and ready-to-use, low-volume syringe
- Full-dose delivery with no reconstitution requirements
- Health economic benefits with absence of clogging and no need for reconstitution

(1) In acromegaly only

US platform ready for commercial launch of Somatuline® in gastrointestinal and pancreatic NET



Commercial investment to build NET infrastructure of ~€40 million in 2015

Note: GEP-NETs = Gastroenteropancreatic neuroendocrine tumors – sNDA = supplemental new drug application

Ipsen well-positioned to become a leader in neurotoxins

1 Expand US market opportunity

- AUL[(1)] spasticity filed in the US
- PLL[(2)] and ALL[(3)] spasticity Phase III topline results expected Q1 2015
- Positive Phase II results in NDO[(4)]

2 Potentially first to launch a liquid formulation

- Ipsen's liquid toxin (Dysport® Next Generation) :
  - Phase III completed in Cervical Dystonia
  - Phase III to start in glabellar lines
  - EMA feedback expected in Q1 2015
- Galderma's liquid toxin:
  - New option to potentially penetrate the US market
  - Reinforced IP in the liquid toxin arena

3 First mover in new generation toxins

- Acquisition of Syntaxin in July 2013
- Integration completed
- Access to rich toxin IP portfolio
- Several toxin programs with a potential for breakthrough innovation

(1) Adult Upper Limb – (2) Pediatric Lower Limb – (3) Adult Lower Limb – (4) Neurogenic Detrusor Overactivity

Ipsen to benefit from aesthetics market growth through its partnership with Galderma

~€1bn global toxin aesthetics market[1]

~50% US

~ 50% ROW

1. High growth and profitable market

2. Reinforced alliance with Galderma, a global leader in aesthetics and dermatology

GALDERMA
Committed to the future of dermatology

3. Territories covered by the partnership represent ~75% of the world aesthetics market

Ipsen and Galderma to also collaborate on R&D activities

[1] *Ipsen estimates*

IPSEN Innovation for patient care

Decapeptyl® to benefit from life-cycle management and emerging market growth…

1 Backbone therapy for prostate cancer care

- LHRH to be used in combination (new hormones, chemotherapy)
- Explicit recommendation in major guidelines: ASCO 2014, EAU 2013

2 3-month subcutaneous route of administration

- Enlarged patient pool (in particular patients with anti-coagulant)
- Strong efficacy with 93% of castrated patients at 183 days

3 Combination in early breast cancer

- Phase III studies in combination with exemestane or tamoxifen(1)
- After 5 years, 92.8% of women remained free from breast cancer when Decapeptyl® combined with exemestane and 88.8% when combined with tamoxifen

4 China growth reservoir

- Double-digit growth of gynecology markets throughout 2020
- Development of prostate cancer indication
- Extension of coverage with penetration of tier 2/3 cities

… in a context of continued pressure in Europe

(1) Led by the International Breast Cancer Study Group (IBCSG) – « New Treatment Option for Young Women with Hormone-Sensitive Breast Cancer" presented June1, 2014 at ASCO. Reference: ASCO Abstract LBA1 – (2) Delivered entirely by monthly injections of triptorelin over 5 years for 81% of patients

TasQuinimod, the first and unique oral immunotherapy targeting the tumor micro-environment in mCRPC

A unique mechanism of action…

- TasQuinimod is a first-in-class oral immunotherapy targeting the Tumor Micro-Environment

… which could fill gaps in the current treatment paradigm

- Some patients do not respond to/ escape current hormonal treatments in chemo-naïve mCRPC

Significant market potential

- Important growth anticipated after the launch
- Ipsen territories: World excluding the Americas and Japan

Phase III top-line results expected in H1 2015

Note: mCRPC = metastatic castration-resistant prostate cancer – (1) Decision Resources excl. GnRh analogs market – (2) World excluding Americas and Japan

Business development

IPSEN
Innovation for patient care

Partnerships at the heart of Ipsen's innovation

Endocrinology

Roche
Genentech IN BUSINESS FOR LIFE
Erasmus MC Universitair Medisch Centrum Rotterdam
rhythm
TEIJIN
RADIUS
Dicerna pharmaceuticals
PeptiDream

Neurology

Onco design BIOTECHNOLOGY
MEDICIS
PHARNEXT
Syntaxin Targeted Secretion Inhibitors
Health Protection Agency
cea
GALDERMA Committed to the future of dermatology
santhera Pharmaceuticals
GW pharmaceuticals
HARVARD MEDICAL SCHOOL

Oncology

Inserm
Spirogen
JOHNS HOPKINS MEDICINE
BIOMÉRIEUX
DEBIOPHARM GROUP
PHOTOCURE
Active Biotech
SALK INSTITUTE FOR BIOLOGICAL STUDIES
Institut de cancérologie GUSTAVE ROUSSY VILLEJUIF - www.igr.fr
Lexicon pharmaceuticals

IPSEN Innovation for patient care

Continued business development efforts to complement organic growth

Areas of focus

Commercial deals

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

R&D deals

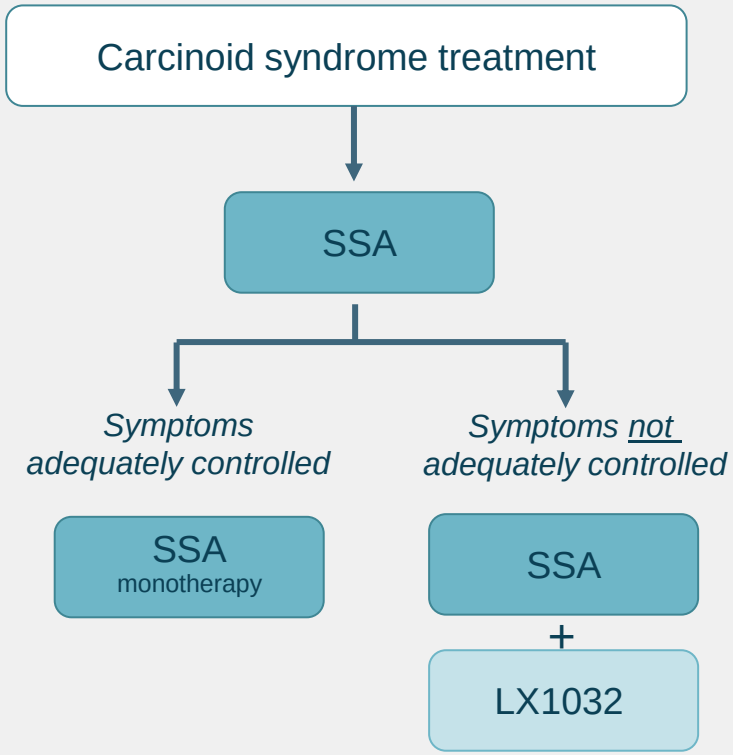
- Late stage compounds (Phase III) in various therapeutic areas (oncology, endocrinology, neurology, etc.)
- Early stage compounds (Phase I and II) with a potential for breakthrough innovation

BD to be supported by €500 million multi-currency revolving credit facility

Bolt-on acquisitions and in-licensing to leverage existing platforms: example of Lexicon's telotristat etiprate

Agreement

- Telotristat etiprate (LX1032) is a late phIII compound for treatment of symptomatic NETs in patients whose carcinoid syndrome is not adequately controlled with lanreotide or octreotide
- Fast track status and orphan drug designation from US FDA, orphan drug designation from EMA
- Exclusive commercialization rights ex-North America & Japan
- Lexicon eligible to receive up to $145 million, including $23 million upfront payment



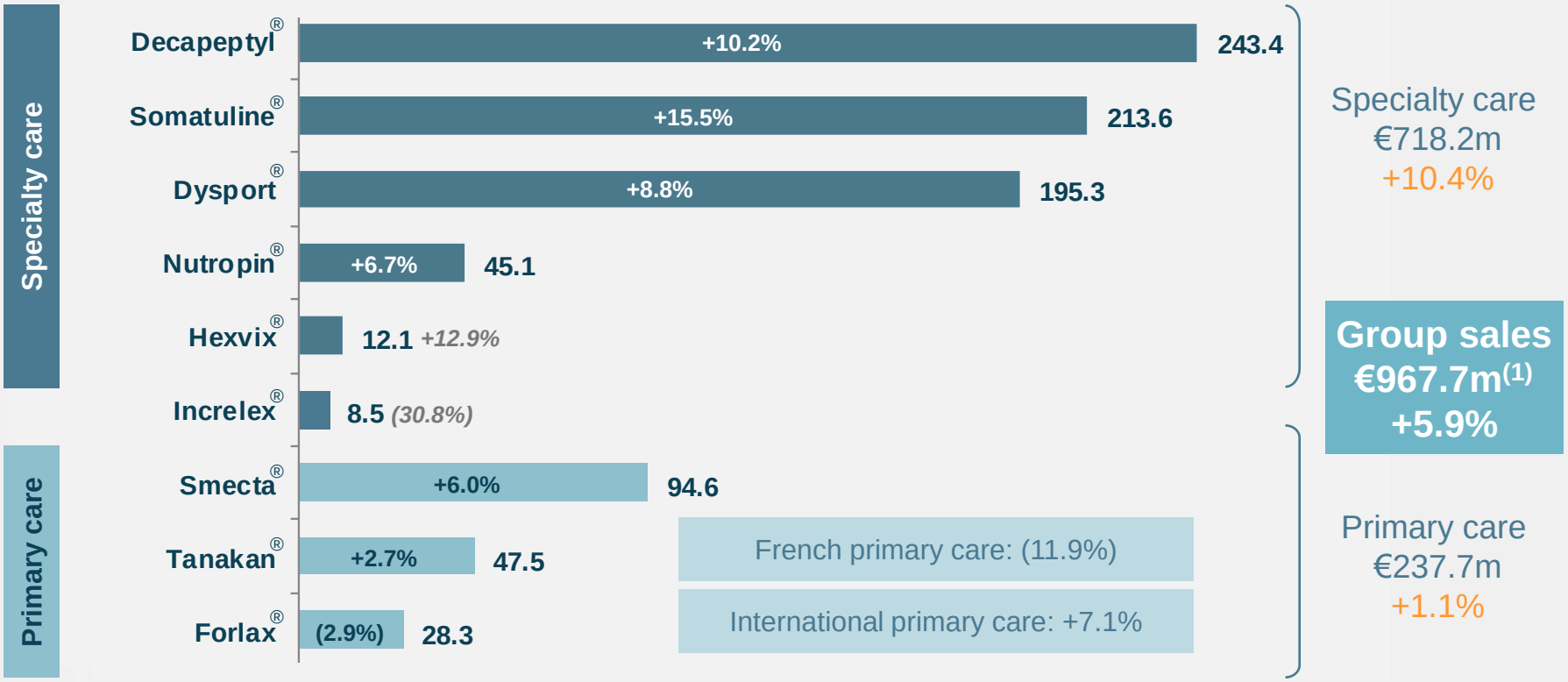
Telotristat etiprate, potential add-on to Somatuline® in NET symptom control in Europe

NETs = Neuroendocrine tumors

2014 key achievements

Strong base business fueled by specialty care

Drug sales – 9M 2014 in million euros – % excluding foreign exchange impact



Increlex® resupplied in Europe in January 2014 and in the US in June 2014

Q3 boosted by Galderma's stocking and Decapeptyl®'s favorable comparison base

(1) *Includes €11.8m drug-related sales*

2014 financial objectives

Specialty care – Drug sales	Growth of +9.0% to +10.0%, year-on-year
Primary care – Drug sales	Growth of -1.0% to 1.0%, year-on-year
Core operating margin	Around 20.0% of sales

- *Resulting from sales performance and cost containment initiatives, notably French Primary Care and US Dysport® commercial operations*
- *Acceleration of US spending to prepare for the launch of Somatuline® in NET following the priority review granted by FDA*

Note: All the above objectives are set at constant currency
NET: neuroendocrine tumours

Key takeaways

Focus strategy is delivering

1	Strong base business growth and cost control
2	Significant Somatuline® NET opportunity with strong US label
3	Pipeline catalysts with Dysport® spasticity and tasquinimod in prostate cancer
4	Continued business development efforts to complement organic growth

Note: NET = Neuroendocrine tumors

Thank you