

Ipsen

JP Morgan 34th Annual Healthcare Conference

Marc de Garidel – Chairman and CEO



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This presentation includes only summary information and does not purport to be comprehensive. Forward-looking statements, targets and estimates contained herein are for illustrative purposes only and are based on management's 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 in the summary information. Actual results may depart significantly from these targets given the occurrence of certain risks and uncertainties, notably given that a new product can appear to be promising at a preparatory stage of development or after clinical trials but never be launched on the market or be launched on the market but fail to sell notably for regulatory or competitive reasons. The Group must deal with or may have to deal with competition from generic that may result in market share losses, which could affect its current level of growth in sales or profitability. The Company expressly disclaims any obligation or undertaking to update or revise any forward-looking statements, targets or estimates contained in this presentation to reflect any change in events, conditions, assumptions or circumstances on which any such statements are based unless so required by applicable law.

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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

Overview

2

Specialty care

3

Primary care

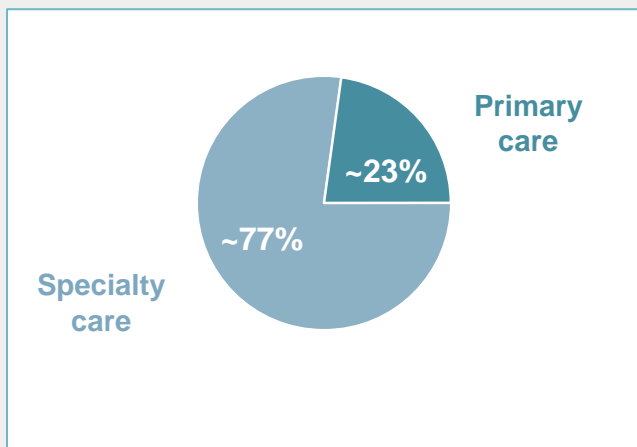
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Key takeaways

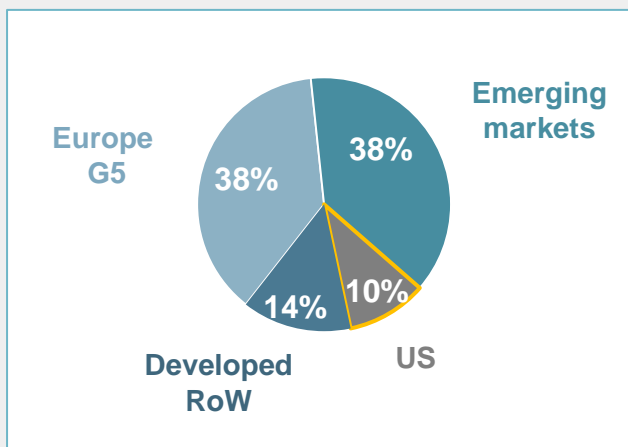
Overview

Ipsen, an international specialty pharma company

9M 2015 sales by segment



9M 2015 sales by geography



Top 5 affiliates

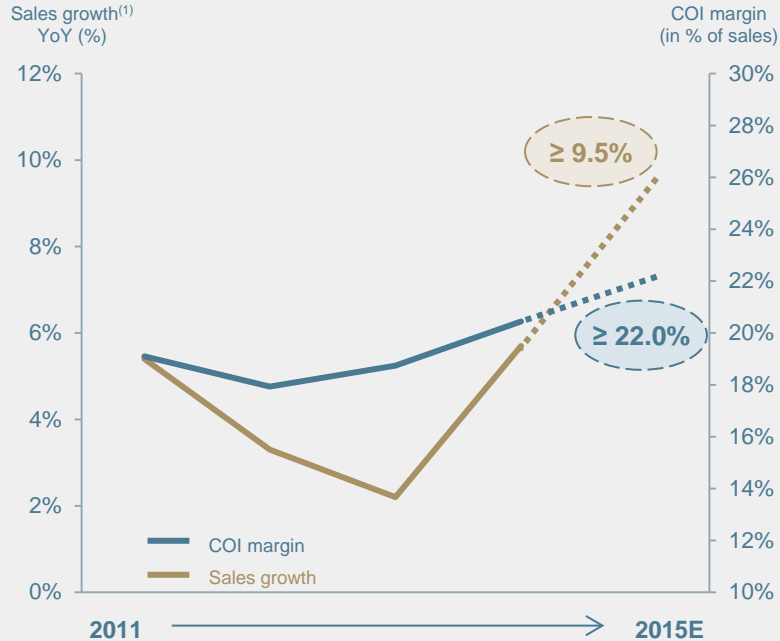


One of the largest emerging market presence in the industry

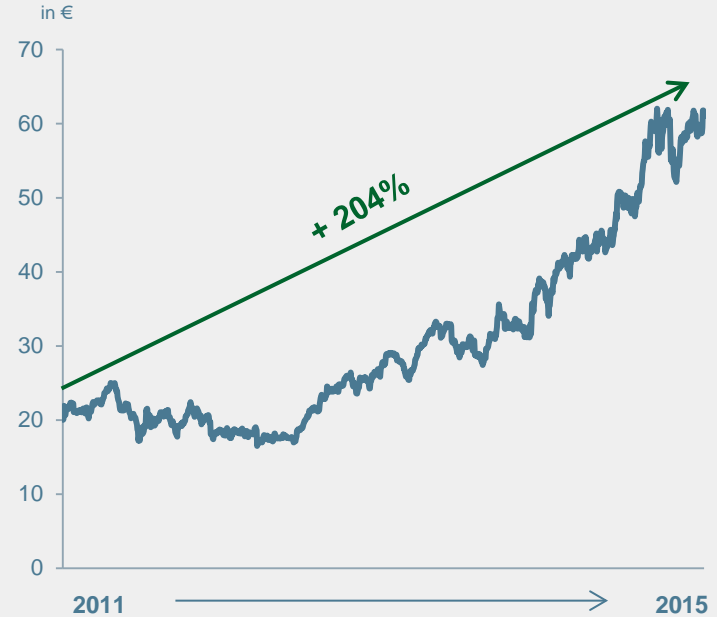
Consolidating US footprint

Ipsen's recent share price evolution reflects improving sales and profitability

Sales growth and COI margin evolution



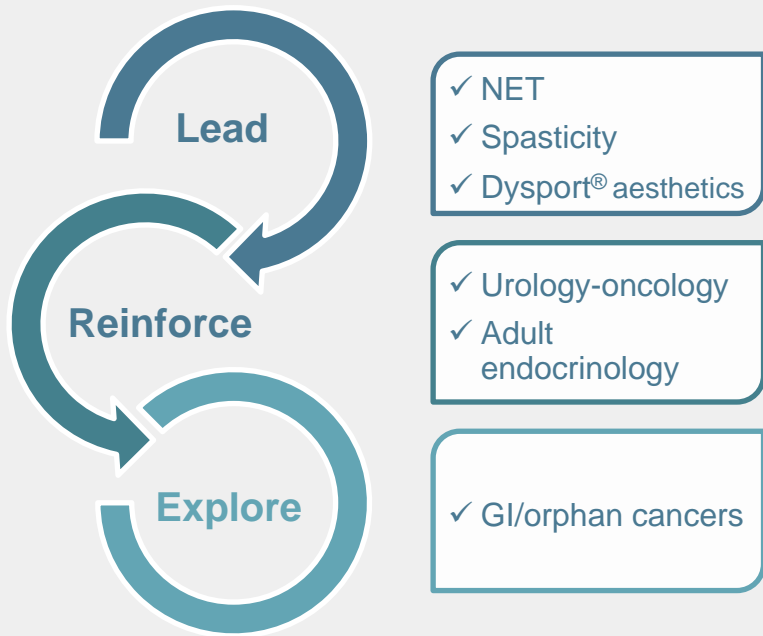
Share price performance



2015 guidance showing strong sales and profitability momentum

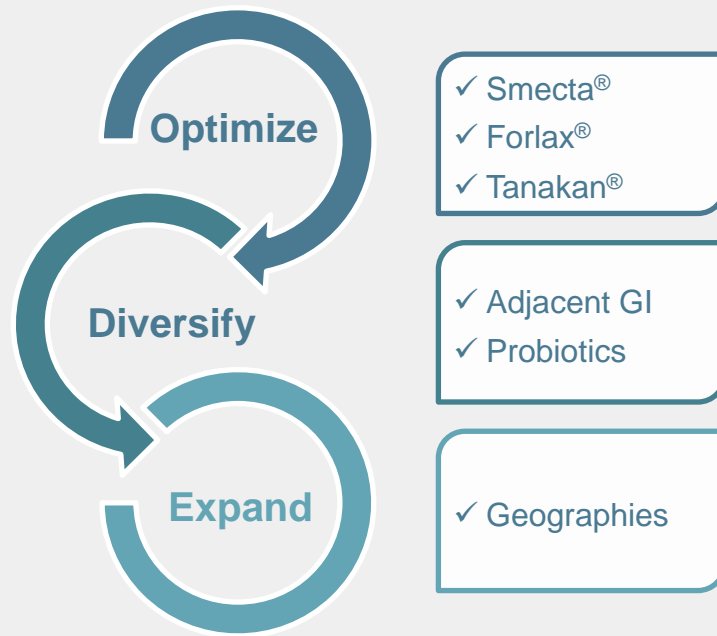
A refocused strategy within specialty and primary care

Specialty care



Niche strategy

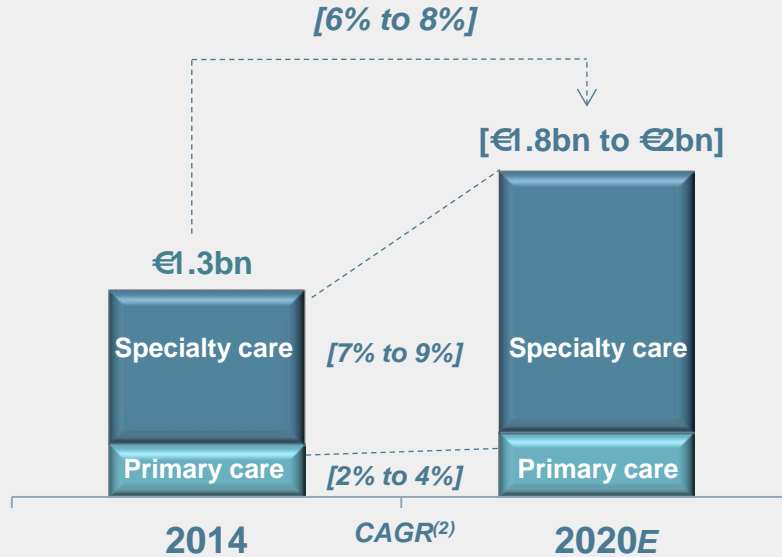
Primary care



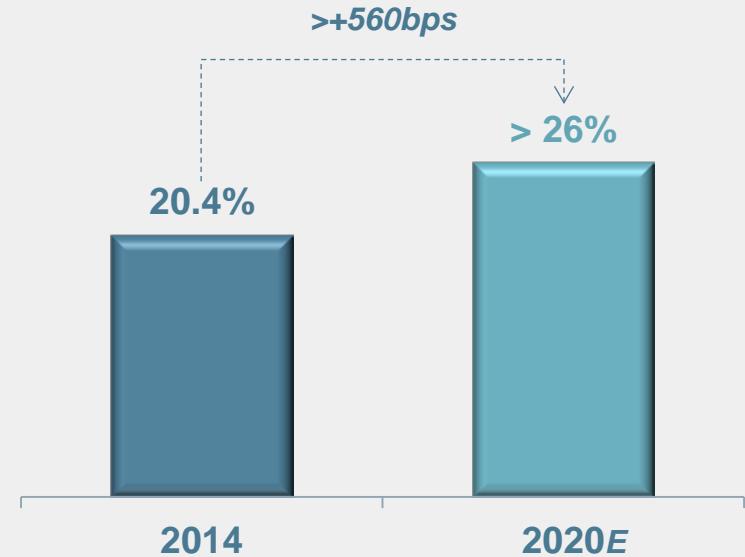
Move to OTx commercial model

2020 organic sales and profitability targets

Group organic sales



Core Operating margin⁽¹⁾



Potential Business Development to complement €1.8bn to €2.0bn organic sales target



Reach global leadership in Neuroendocrine tumors

1st line : Somatuline[®], a best-in-class treatment for tumor and symptom control

1

Best-in-class

- Improved technology with retractable needle
- Enhanced, prefilled and ready-to-use, low-volume syringe
- Full-dose delivery with no reconstitution requirements

2

IP

- Autogel[®] formulation running until 2015 in Europe, 2020 in the US
- US Orphan Disease exclusivity for GEP NET until 2021
- Low risk of generic competition on current formulation

3

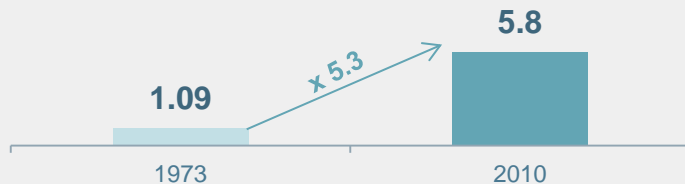
Life Cycle Management

- FDA discussion for symptom control in the US
- 3-month formulation under development
- Potential expansion towards lung NET

Rapid expansion of US SSA NET market, with still a significant growth reservoir

US NET incidence⁽¹⁾

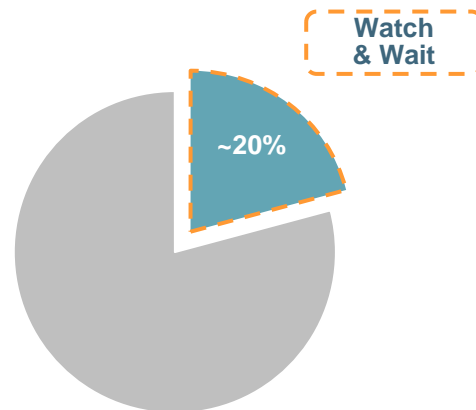
Per 100 000



US NET prevalence⁽¹⁾

35 / 100 000

US NET population ~ 120 000

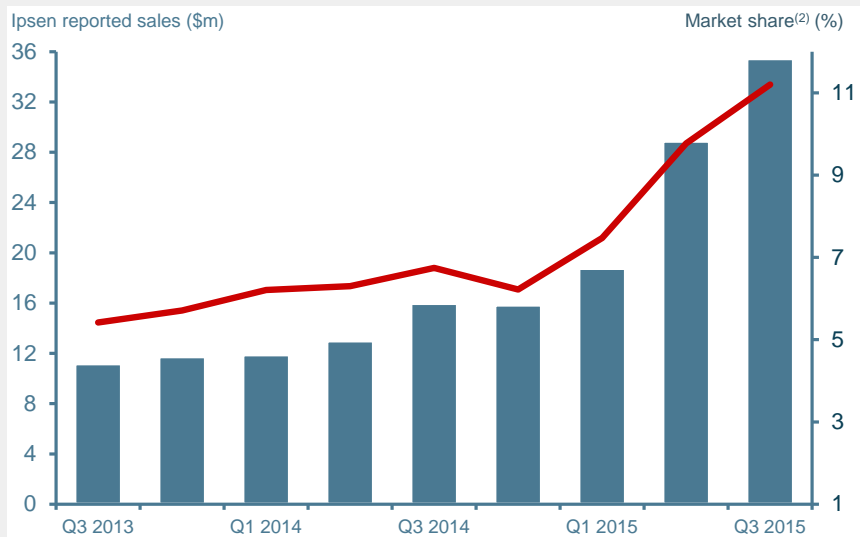


Current SSA NET market of [\$600m-\$800m]² in the US

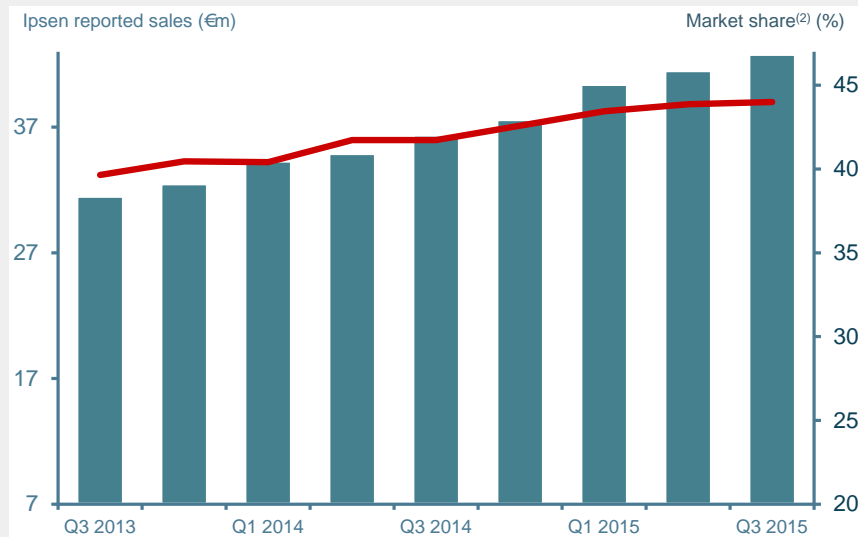
Somatuline[®] accelerated NET penetration in the US and Europe



Somatuline[®] US quarterly data, all indications



Somatuline[®] Europe G5⁽¹⁾ quarterly data, all indications



Significant 2015 market share gain in the US (~5 points) and in Europe (~3 points)

Good US penetration of Somatuline[®] present in >1 000 accounts

2^d line : Telotristat etiprate for NET symptom control

Telotristat etiprate

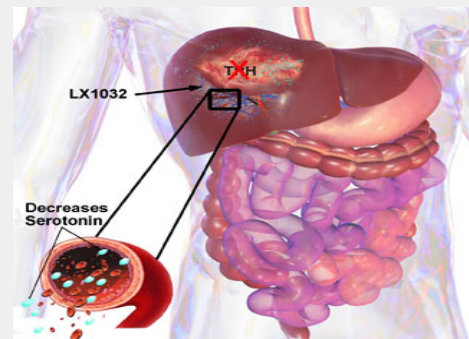
Novel oral treatment for carcinoid syndrome not adequately controlled under SSA

Agreement

- Exclusive commercialization rights ex US & Japan
- Lexicon eligible to receive up to \$145m, incl. \$23m upfront payment

Clinical results

- Statistically significant reduction from baseline at 250 mg & 500 mg doses vs. placebo in the average number of daily bowel movements over the 12-week study period
- 29% and 35% reduction at week 12, vs 17% for placebo



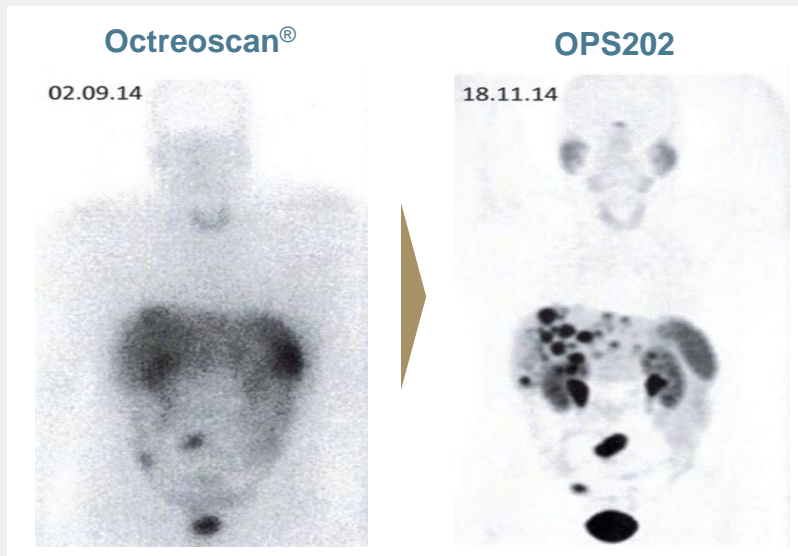
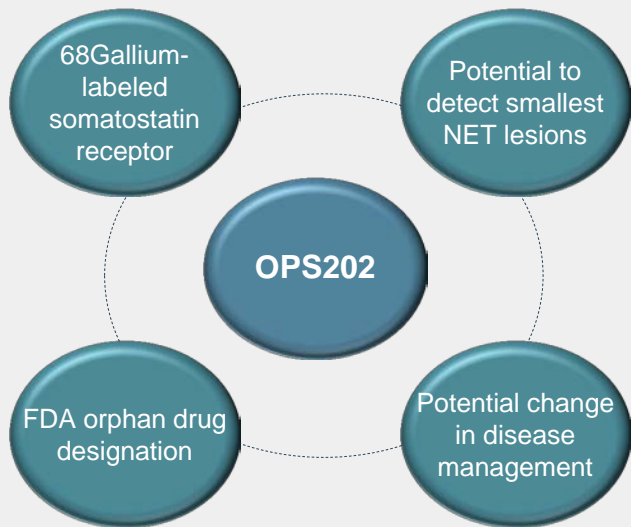
Telotristat etiprate reduces peripheral serotonin production by inhibiting TPH enzyme

Filing expected mid 2016 in Europe

Imaging: OPS202, a new generation diagnostic agent for NET

OPS202

Major improvement vs. current Octreoscan®



Phase 3 to start end of 2016

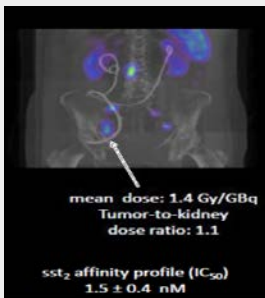
2nd line : OPS201 for tumor control

OPS201

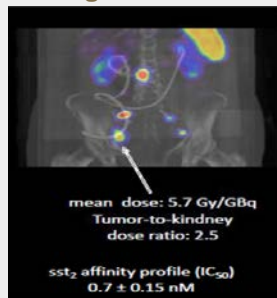
Best in class PRRT with a wider therapeutic window for NET patients progressing under SSA

- ✓ Tumor cell-selective internal peptide receptor radionuclide therapy with ^{90}Y or ^{177}Lu
- ✓ Superior binding behavior of Antagonistic Somatostatin Analogs

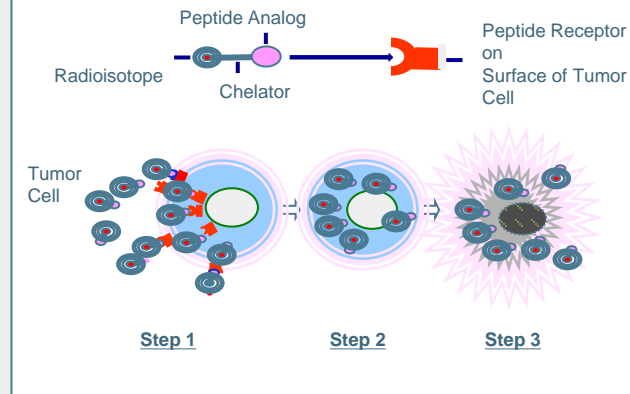
Agonist SSTR2



Antagonist SSTR2

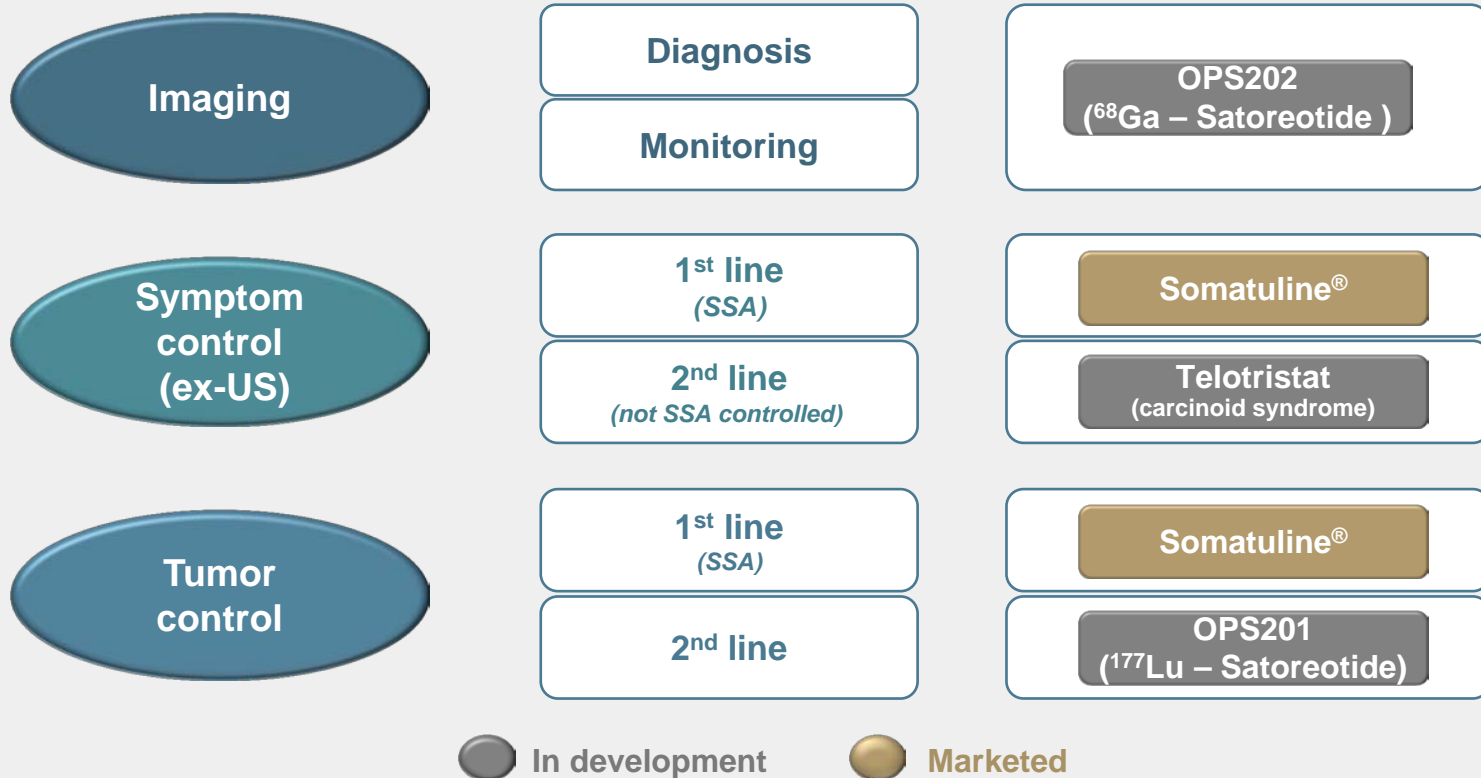


Peptide-Guided Radioisotope for PRRT



Phase 1 to start in H1 2016

Ipsen present at every level of NET treatment paradigm



In development



Marketed

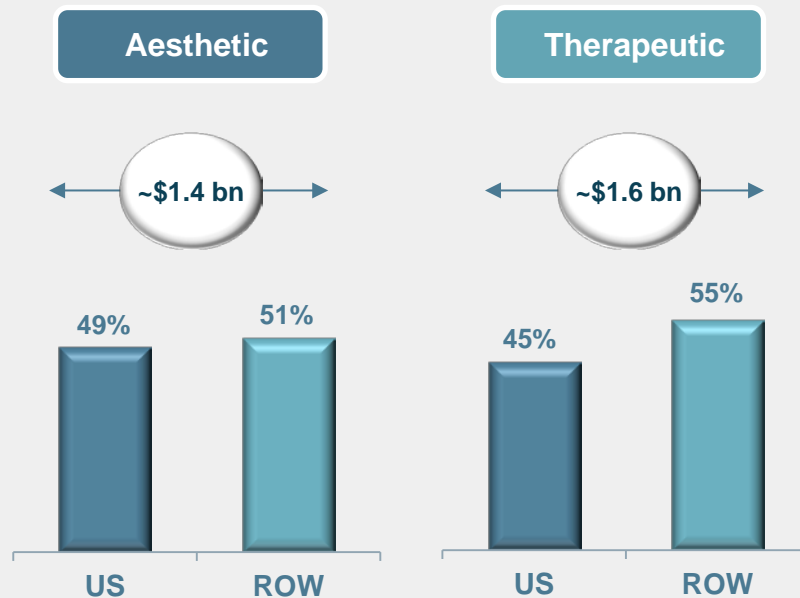
**Reach global leadership with Dysport® in
spasticity and aesthetics**

Worldwide neurotoxin market

Market metrics

- 2014 Botulinum toxin market : ~\$3.0bn
- Botulinum toxin market growth throughout 2025
 - CAGR in Therapeutics : +10%
 - CAGR in Aesthetics: +9%
- Main aesthetic markets : US, Europe, Brazil and Russia
- Main competitors: Botox[®] (Allergan), Xeomin[®] (Merz)

2014 market figures



Dysport[®], a well-positioned product in fast-growing market

Dysport® present in all major therapeutic indications in Europe, to be completed in the US

Ex North America



North America

Blepharospasm
 Hemifacial spasm
 Cervical Dystonia
 Hyperhidrosis
 Adult Spasticity
 Cerebral Palsy (pediatric)

Cervical Dystonia

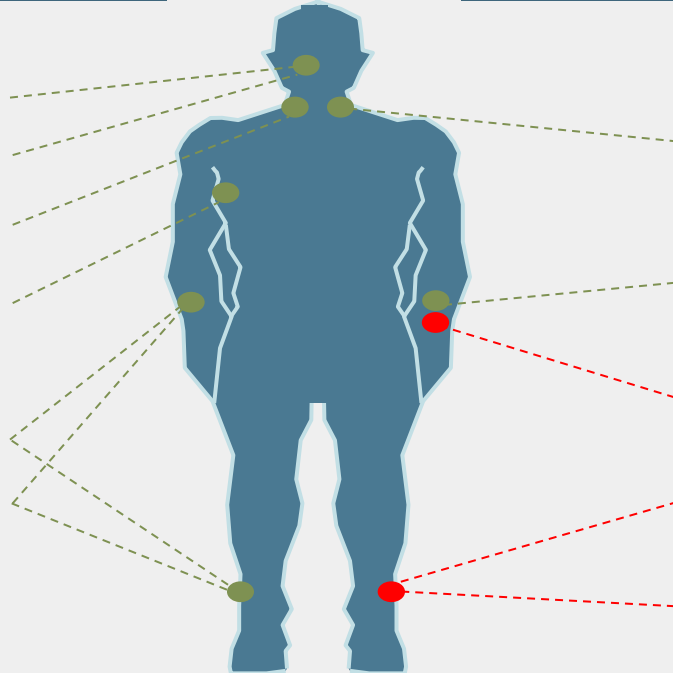
AUL spasticity

PUL spasticity

ALL spasticity

PLL spasticity

- Current indications
- In development



Note: ALL: Adult Lower Limbs; AUL: Adult Upper Limbs; PLL: Pediatric Lower Limbs; PUL: Pediatric Upper Limbs

New spasticity launches to open significant market opportunities in the US



Successful partnership with Galderma for Dysport® aesthetics

Partnership

1

Territories: > 75% of world aesthetics market including US, Canada, Europe, Brazil and Australia

2

Scope: commercialization and R&D, including respective liquid formulations

December 2015: geographic expansion to China, India, South Korea, Indonesia¹

Key market performance



Market share gain in fast growing market

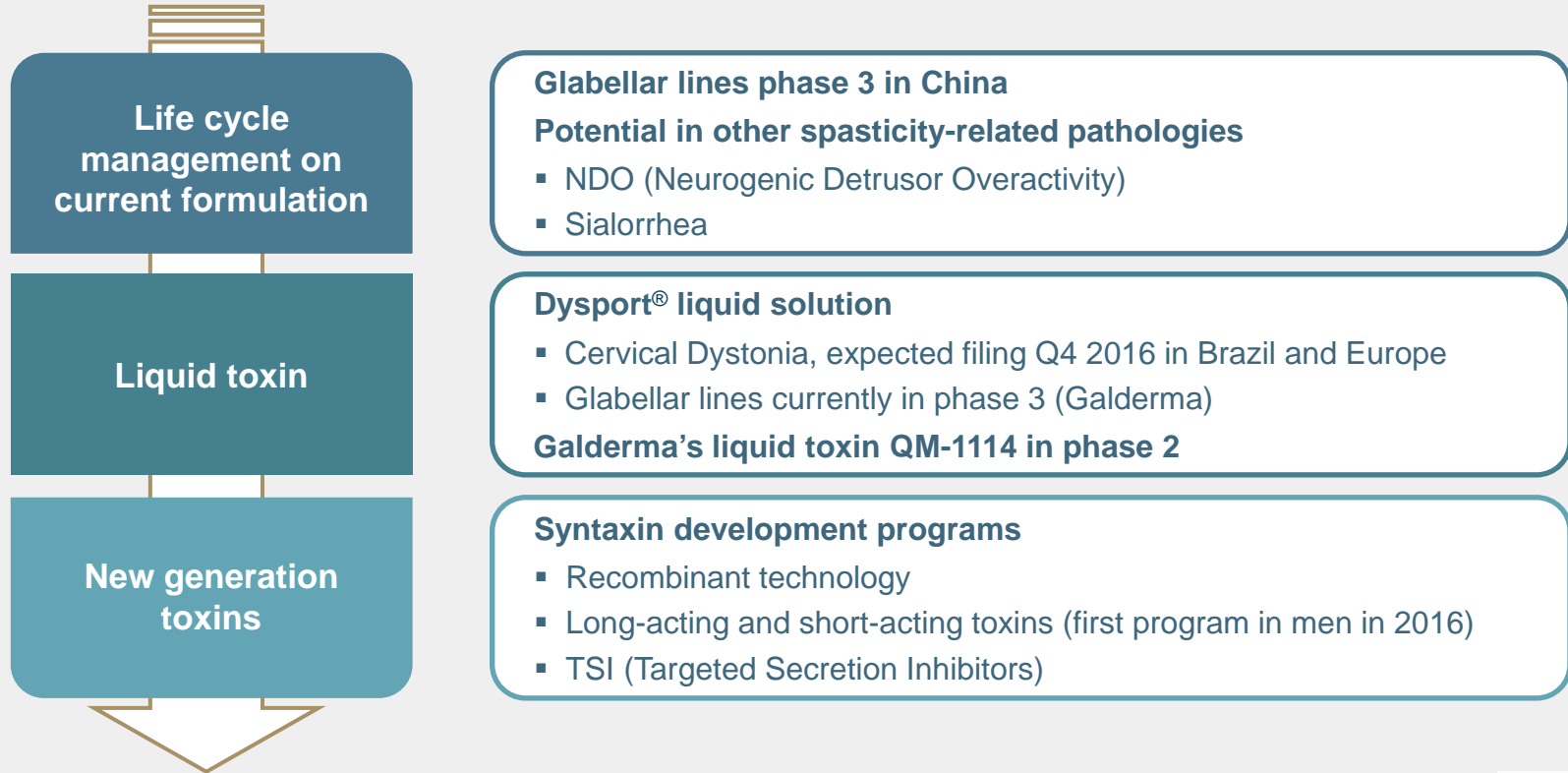


Regaining market share thanks to Galderma's commercial push

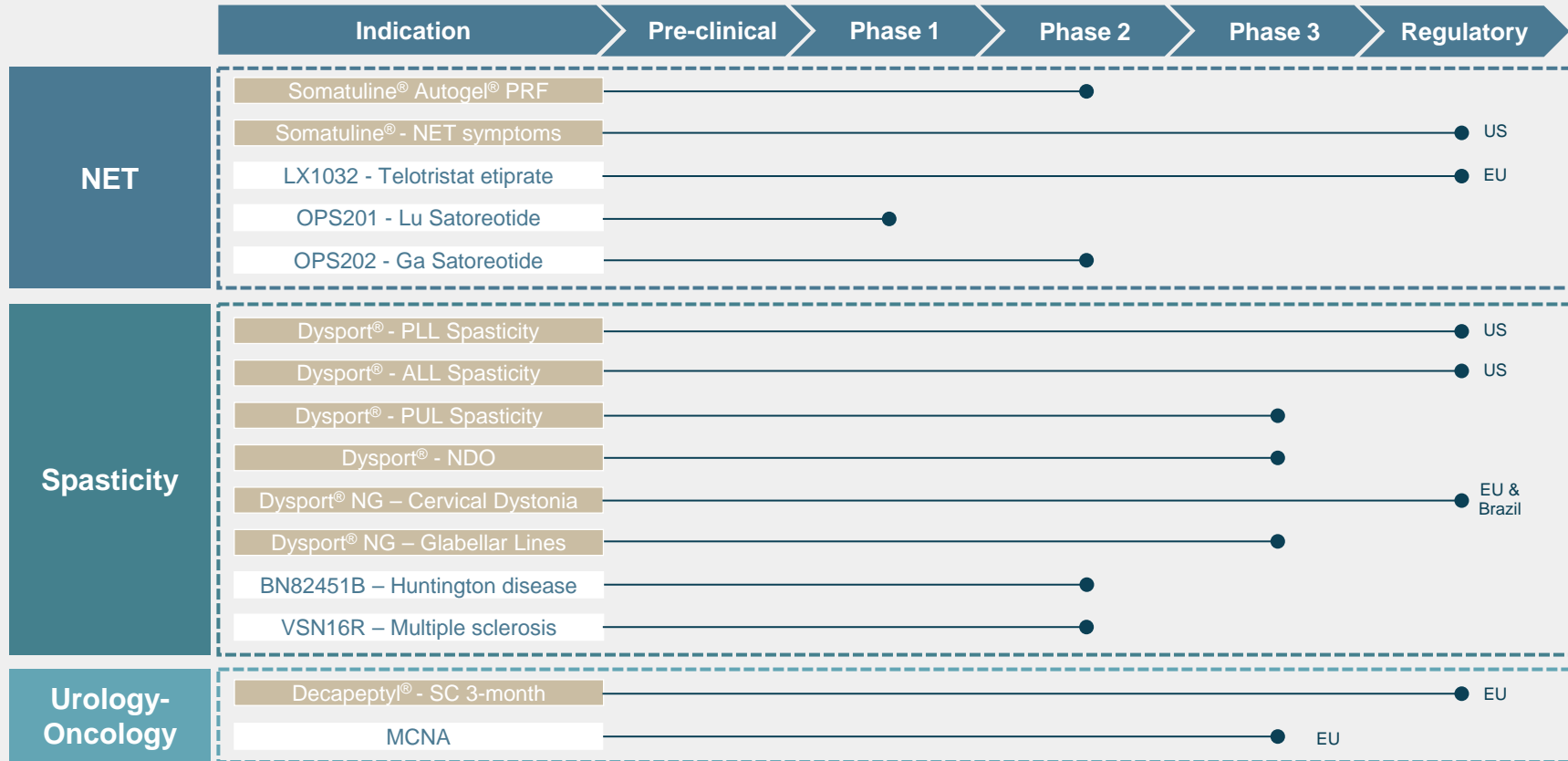


Double digit growth despite challenging environment

Ipsen investing in its toxin pipeline to ensure mid-term leadership position



R&D pipeline



Strong balance sheet and financial discipline to support business development ambition

Targets

- ✓ Early stage deals to replenish pipeline
- ✓ Late stage deals to leverage commercial structure
- ✓ Focus on current specialty care segments, with potential diversification into orphan/GI oncology

€600m-€800m envelope for bolt-on acquisitions

Primary care

New primary care Otx/GI strategy to return to growth

**Acceleration of OTx
Strategy for Smecta®**

- ✓ **Investment to recruit 100 reps in China**
- ✓ **New launches in Q4 2015 in France**
 - Smecta® stick (ready-to-use)
 - Smecta® strawberry

Expansion of GI franchise

- ✓ **Adjacent GI segments including probiotics**
- ✓ **New geographies**

Potential business development focused on global and local OTx/GI opportunities

Key takeaways

Key takeaways

Ipsen well-positioned to reach leadership in specialty care niche markets and primary care GI/OTx

Ipsen entering into a new sales and profit growth phase thanks to Somatuline[®] and Dysport[®] launches

Business development to complement pipeline and organic growth with bolt-on acquisitions

Ipsen committed to deliver superior shareholder value

Thank you
