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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. 2015 overview
   - Marc de Garidel
     Chairman and CEO

2. 2015 financial performance
   - Aymeric le Chatelier
     CFO

3. Cabozantinib in-licensing and outlook
   - Marc de Garidel
     Chairman and CEO
2015 overview

Marc de Garidel
Chairman and CEO
Ipsen, an international specialty pharma company

FY 2015 sales by segment

- Specialty care: ~77%
- Primary care: ~23%

FY 2015 sales by geography

- Europe G5: 38%
- Developed RoW: 14%
- US: 37%
- Emerging markets: 11%
- ROW: Rest of World

Top 5 affiliates

1. France
2. China
3. US
4. Germany
5. Italy

One of the largest emerging market presence in the industry

Building a credible and profitable footprint in the US

Note: ROW: Rest of World
Key execution milestones

1. Implementation of a refocused strategy in specialty and primary care

2. Strong operational performance driven by US turnaround

3. New corporate governance model with search for new Chief Executive Officer
A refocused strategy to sustain high sales and profit growth

**Specialty care**

- **Lead**
  - NET
  - Spasticity
  - Dysport® aesthetics

- **Reinforce**
  - Urology-oncology
  - Adult endocrinology

- **Explore**
  - GI/orphan cancers

**Primary care**

- **Optimize**
  - Smecta®
  - Forlax®
  - Tanakan®

- **Diversify**
  - Adjacent GI
  - Probiotics

- **Expand**
  - Geographies

- **Move to OTx commercial model**

Note: GI: Gastrointestinal; OTx: Dual channel approach (Rx/OTC); NET: Neuroendocrine tumors
2015 sales and Core Operating Income strong performance in line with market guidance

<table>
<thead>
<tr>
<th>Category</th>
<th>2015 guidance(^1)</th>
<th>2015 actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Specialty Care - Drug sales(^2)</td>
<td>≥ 14.0%</td>
<td>+14.4%</td>
</tr>
<tr>
<td>Primary Care - Drug sales(^2)</td>
<td>[-3.0% ; 0.0%]</td>
<td>-1.1%</td>
</tr>
<tr>
<td>Core Operating margin</td>
<td>≥ 22.0%</td>
<td>22.3%</td>
</tr>
</tbody>
</table>

\(^1\) Revised on 31 July 2015 – \(^2\) Year-on-year sales growth at constant currency
Turnaround of the US platform, with high potential for growth

- Renewed management and Salesforce (NET & spasticity)
- Successful Somatuline® NET launch and preparation of Dysport® AUL spasticity launch
- Strong Dysport® aesthetics performance from Galderma

US operations profitable in 2015, ahead of plan
2015 financial performance

Aymeric Le Chatelier
EVP CFO
Excellent 2015 sales growth with strong Q4

Drug sales – FY 2015 in million euros – % excluding foreign exchange impact

<table>
<thead>
<tr>
<th>Specialty care</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Somatuline®</td>
<td>+34.2%</td>
</tr>
<tr>
<td>Decapeptyl®</td>
<td>+1.3%</td>
</tr>
<tr>
<td>Dysport®</td>
<td>+9.7%</td>
</tr>
<tr>
<td>Nutropin®</td>
<td>+1.4%</td>
</tr>
<tr>
<td>Increlex®</td>
<td>+42.2%</td>
</tr>
<tr>
<td>Hexvix®</td>
<td>+6.6%</td>
</tr>
<tr>
<td>Smecta®</td>
<td>(10.2%)</td>
</tr>
<tr>
<td>Tanakan®</td>
<td>(11.2%)</td>
</tr>
<tr>
<td>Forlax®</td>
<td>1.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Primary care</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>French Primary care: (7.7%)</td>
<td></td>
</tr>
<tr>
<td>International Primary care: +1.2%</td>
<td></td>
</tr>
</tbody>
</table>

Somatuline® NET and Dysport® aesthetics driving specialty care growth

Positive Primary care international growth despite headwinds in China/Russia

Specialty care €1,114.2m +14.4%

Group sales €1,443.9m +10.4%

Primary care €329.7m(1) (1.1%)

(1) Includes €24.3m of Drug-related sales
Somatuline® accelerated NET penetration in the US and Europe

Somatuline® US quarterly data, all indications

Ipsen reported sales ($m)  
Ipsen reported sales (€m)  
Market share(2) (%)  
Q4 2013  Q2 2014  Q4 2014  Q2 2015  Q4 2015

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

Ipsen reported sales (€m)  
Market share(2) (%)  
Q4 2013  Q2 2014  Q4 2014  Q2 2015  Q4 2015

Somatuline® capturing majority of new patients in US and Europe

Increased number of switched patients

Source: IMS MIDAS + Symphony Healthcare. (1) G5: France, Germany, UK, Spain, Italy; (2) Market share in volume
Note: Market definition = long-acting SSAs; NET: Neuroendocrine tumors;
Dysport® US market share in aesthetics increasing since Galderma takeover

Dysport® US market share in excess of 20% thanks to Galderma’s commercial push

Source: GuidePoint - Filler & Toxin Panel
P&L - From sales to Core Operating Income

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2014</th>
<th>Change</th>
<th>% Change</th>
<th>Change at constant FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>1,443.9</td>
<td>1,274.8</td>
<td>+169.1</td>
<td>+13.3%</td>
<td>+10.4%</td>
</tr>
<tr>
<td>Other revenues</td>
<td>76.3</td>
<td>57.6</td>
<td>+18.7</td>
<td>+32.5%</td>
<td></td>
</tr>
<tr>
<td>Revenue</td>
<td>1,520.2</td>
<td>1,332.4</td>
<td>+187.8</td>
<td>+14.1%</td>
<td></td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>(336.8)</td>
<td>(310.0)</td>
<td>-26.8</td>
<td>+8.7%</td>
<td></td>
</tr>
<tr>
<td>R&amp;D expenses</td>
<td>(192.6)</td>
<td>(186.9)</td>
<td>-5.7</td>
<td>+3.0%</td>
<td></td>
</tr>
<tr>
<td>Selling expenses</td>
<td>(541.4)</td>
<td>(464.1)</td>
<td>-77.3</td>
<td>+16.7%</td>
<td></td>
</tr>
<tr>
<td>G&amp;A expenses</td>
<td>(122.9)</td>
<td>(111.2)</td>
<td>-11.7</td>
<td>+10.4%</td>
<td></td>
</tr>
<tr>
<td>Other core</td>
<td>(4.1)</td>
<td>0.3</td>
<td>-4.4</td>
<td>NA</td>
<td></td>
</tr>
<tr>
<td>Core Operating income</td>
<td>322.5</td>
<td>260.6</td>
<td>+61.9</td>
<td>+23.8%</td>
<td></td>
</tr>
<tr>
<td>Core Operating margin</td>
<td>22.3%</td>
<td>20.4%</td>
<td>+1.9 pt</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Operating leverage driving margin expansion
Ipsen exposure to foreign currencies

2015 sales exposure by currency

- €1,443.9 million
- 50% EUR
- 18% USD
- 17% GBP
- 10% CNY
- 5% Other

Evolution of major currencies vs. EUR

- Average rates change (2015 vs. 2014)
  - USD: 19.9%
  - CNY: 17.6%
  - GBP: 11.1%
  - RUB: -25.3%
  - BRL: -15.4%

Foreign Currency policy

- 2015 sales growth benefited from strong USD, CNY and GBP appreciation versus euro
- 2016 sales to be impacted by depreciation of emerging countries currencies (BRL, CNY, RUB)

Global FX exposure mitigated by cost base in local currency and hedging of key currencies

(1) Includes RUB, BRL, AUD, PLN and other currencies
### Drivers for operating cost evolution

<table>
<thead>
<tr>
<th></th>
<th>FY 2014</th>
<th>FY 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>COGS (€m)</strong></td>
<td>310.0</td>
<td>336.8</td>
</tr>
<tr>
<td>%</td>
<td>24.3%</td>
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</tr>
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<td>464.1</td>
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</tr>
<tr>
<td>%</td>
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<td>37.5%</td>
</tr>
<tr>
<td>Change</td>
<td>+16.7%</td>
<td></td>
</tr>
<tr>
<td><strong>G&amp;A (€m)</strong></td>
<td>111.2</td>
<td>122.9</td>
</tr>
<tr>
<td>%</td>
<td>8.7%</td>
<td>8.5%</td>
</tr>
<tr>
<td>Change</td>
<td>+10.4%</td>
<td></td>
</tr>
</tbody>
</table>

**Note:** All ratios in percentage of sales; NET: Neuroendocrine tumors

- **Positive mix effect, manufacturing efficiencies**
- **Impact of TasQ studies discontinuation**
- **Impact of US investment (NET, spasticity)**
- **Support functions, variable compensation**
P&L - From Core Operating Income to EPS

<table>
<thead>
<tr>
<th>in m€</th>
<th>FY 2015</th>
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<td>22.3%</td>
<td>20.4%</td>
<td>+1.9 pt</td>
<td></td>
</tr>
<tr>
<td>Other non core</td>
<td>(7.2)</td>
<td>(9.2)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Restructuring costs</td>
<td>(6.7)</td>
<td>(21.9)</td>
<td>+15.2</td>
<td></td>
</tr>
<tr>
<td>Impairment gain / (losses)</td>
<td>(64.6)</td>
<td>(8.0)</td>
<td>-56.6</td>
<td></td>
</tr>
<tr>
<td>Operating income</td>
<td>244.0</td>
<td>221.4</td>
<td>+22.6</td>
<td>+10.2%</td>
</tr>
<tr>
<td>Financial result</td>
<td>(6.4)</td>
<td>(15.1)</td>
<td>+8.7</td>
<td></td>
</tr>
<tr>
<td>Income taxes</td>
<td>(49.8)</td>
<td>(53.8)</td>
<td>+4.0</td>
<td></td>
</tr>
<tr>
<td>Share of profit from JV</td>
<td>2.5</td>
<td>1.9</td>
<td>+0.6</td>
<td></td>
</tr>
<tr>
<td>Discontinued operations</td>
<td>0.5</td>
<td>(0.5)</td>
<td>+1.0</td>
<td></td>
</tr>
<tr>
<td>Consolidated net profit</td>
<td>190.7</td>
<td>154.0</td>
<td>+36.7</td>
<td>+23.8%</td>
</tr>
<tr>
<td>Consolidated profit margin</td>
<td>13.2%</td>
<td>12.1%</td>
<td>+1.1 pt</td>
<td></td>
</tr>
<tr>
<td>EPS – fully diluted (€)</td>
<td>2.30</td>
<td>1.87</td>
<td>+0.43</td>
<td>+23.0%</td>
</tr>
<tr>
<td>Core EPS – fully diluted (€)</td>
<td>2.78</td>
<td>2.22</td>
<td>+0.56</td>
<td>25.2%</td>
</tr>
</tbody>
</table>

Consolidated net profit up 24% after TASQ impairment charge and exceptionally low tax rate
Solid cash generation to finance capex, BD and return to shareholders through dividend & share buy-back

Free cash flow: €156m

- Operating cash flow(1) +290
- Change in working capital(1) -61
- Capex -58
- Restructuring -15
- Dividends -70
- Share Buyback -29
- BD & milestones -39
- Other +16

Opening cash 180
Closing cash 214
31 Dec 2014
31 Dec 2015

Closing cash up €34m vs 2014
Strong cash generation to self-finance acquisitions

(1) Excluding milestone amortization
Key financial takeaways

Group sales up 10.4% at constant currency
Strong Core Operating Income margin of 22.3%\(^{(1)}\)

Consolidated net profit of €190.7m, up 23.8% year-on-year
Fully diluted core EPS of €2.78, up 25.2% year-on-year

Closing cash balance of €214m, up 19%

Proposal to maintain a dividend of €0.85 per share to support BD investment

\(^{(1)}\) In percentage of sales
Marc de Garidel
Chairman and CEO

Cabozantinib in-licensing and outlook
Exclusive license agreement with Exelixis for Cabozantinib, with key indication in Renal Cell Carcinoma (RCC)

Exclusive global licensing and commercialization rights (ex North America & Japan)

Key indications

Medullary Thyroid Cancer
Marketed

Renal Cell Carcinoma
Filed in 2nd line

Hepatocellular Carcinoma
Ph3 in 2nd line

European incidence
1500 patients

110 000 patients

60 000 patients

Potential development in further indications
Cabozantinib, a best in class showing positive PFS and OS data

RCC

1\textsuperscript{st} line treatments

Standard of care: TKI\textsuperscript{(1)}s

RCC 2\textsuperscript{nd} line treatment paradigm shift from PFS to OS

2\textsuperscript{nd} line treatments

Approved therapies

TKI\textsuperscript{(1)}s and mTOR inhibitors

\textit{PFS only, no OS}

Potential entrants

Cabozantinib

\textit{PFS, OS and ORR}

Immunomodulators

\textit{OS only, no PFS}

\textsuperscript{(1)}Tyrosine Kinase Inhibitors
OS: Overall survival, PFS: Progression Free Survival, ORR: Objective Response Rate
Strong rationale for Cabozantinib in-licensing

- Acquire a potential best in class derisked asset in attractive niche RCC with solid scientific data triggering treatment paradigm shift

- Completion of a global oncology therapeutic footprint (US and Europe)

- Reinforce Ipsen portfolio in niche oncology with potential for further development in other indications

- Accelerate specialty care growth in the next 5 years with a 4th pillar added to Ipsen Specialty portfolio
Cabozantinib, deal terms and impact on Ipsen operations

**Milestones**

- Upfront: $200m
- Regulatory: up to $110m ($60m for RCC and $50m for HCC indications)
- Commercial: up to $545m

**Royalties**

- Tiered up to 26% on net sales

**Operations**

- Transfer of MTC Market Authorization in H2 2016 and RCC launch starting in 2017
- Significant commercial investment
- Cost containment and project prioritization initiatives to minimize impact of 2016 - 2018 investment period
2016 financial objectives

**Specialty care sales**

- Growth > 10.0%, year-on-year
- At constant currency

**Primary care sales**

- Slight growth, year-on-year
- At constant currency

**Core Operating margin**

- Around 21% of sales

Including a negative impact of:

- ~150 basis points resulting from the investment required to prepare the commercial launch of Cabozantinib for the treatment of Renal Cell Carcinoma in Europe
- ~100 basis points from foreign exchange rates
Update of 2020 financial outlook

**Group sales**

- **2015**: €1.4bn
- **2020E**: > €2.0bn

**CAGR**

- **Primary care**: [2% to 4%]
- **Specialty care**: >8%

**Core Operating margin**

- **2015**: 22.3%
- **2020E**: > 26%

> +370bps

2020 Sales target increased to reflect Cabozantinib sales contribution

2020 Profitability target confirmed
2016 roadmap

Position Somatuline® as a leader in NET and secure Dysport® spasticity launch

Implement new Primary Care OTx model, notably in China

Prepare the commercial launch of Cabozantinib for the treatment of Renal Cell Carcinoma in Europe

Continue Business development to replenish pipeline and complement marketed product portfolio

Ipsen to deliver top tier growth and superior value creation to shareholders