



# Ipsen

## Q3 2018 Sales

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October 25, 2018

# Disclaimer & Safe Harbor

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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.

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.

## Q3 2018 financial highlights

- Solid third quarter with Group sales growth of **+20.2%<sup>(1)</sup>** driven by Specialty Care **+24.2%<sup>(1)</sup>** and Consumer Healthcare **+5.0%<sup>(1)</sup>**
- YTD Group strong sales growth of **+21.1%<sup>(1)</sup>**
  - Specialty Care sales growth of **+25.8%<sup>(1)</sup>** driven by Somatuline<sup>®</sup> and Dysport<sup>®</sup> momentum and contribution from the Cabometyx<sup>®</sup> and Onivyde<sup>®</sup> launches
  - Consumer Healthcare sales growth at **+2.9%<sup>(1)</sup>** (or **-3.0%<sup>(1)</sup>** YTD as reported and adjusted for the new Etiasa<sup>®</sup> set-up in China) fuelled by the double-digit growth of Smecta
- Confirmation of 2018 financial objectives of sales growth greater than **+19.0%<sup>(1)</sup>** and Core Operating margin of around **29.0%** of net sales

# Oncology: Driving Specialty Care franchise at +30.9%<sup>(1)</sup> growth YTD

## Commercial highlights

### Somatuline®

- Strong global momentum and market share gains with 39%<sup>(1)</sup> sales growth in North America, 13%<sup>(1)</sup> in Europe

### Cabometyx®

- Positioned as TKI of choice in 2L RCC with growing market share in 2L+
- 6 countries reimbursed - 1L RCC incl. Germany, UK

### Onivyde®

- Steadily growing market share in 2L, increasing duration of treatment and growing awareness among key physicians and treatment centers



## Pipeline highlights

### Recent achievements:

- Cabometyx®: Positive CHMP opinion for 2L HCC
- Somatuline®: First approval in Europe for new delivery system, U.S. approval expected in Q4 2018

### Near-term milestones:

- Cabometyx®: EMA regulatory decision for 2L HCC

### Key ongoing programs:

- Cabometyx®: Phase 3 trial with Opdivo in 1L RCC
- Onivyde®: Phase 2 trials for 1L PDAC and 2L SCLC
- Satoreotide and IPN 1087: theranostic radionuclide therapy programs

# Neuroscience: Dysport<sup>®</sup> strong growth momentum of +15.4%<sup>(1)</sup> YTD

## Therapeutics

- Strong momentum in the U.S. with new indications and commercial partnership
- Strong performance in Rest of World, including Brazil resupply



## Aesthetics

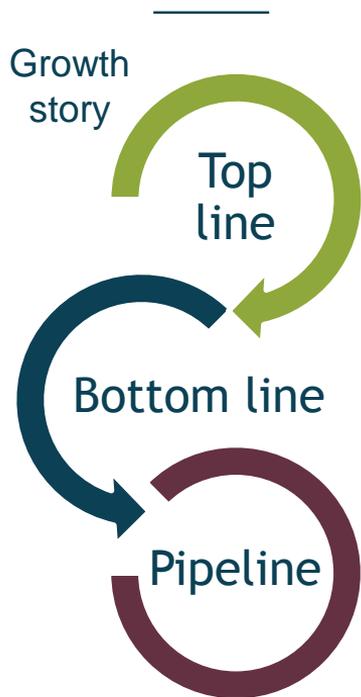
- Continued excellent market performance by partner Galderma
- Strong growth in Ipsen-led aesthetics territories (Russia, Middle East)



## Pipeline

- Advancement of two Phase 2 trials for new indications with significant unmet need with no approved therapeutic treatments (hallux valgus and vulvodynia)
- Acceleration of programs for Fast and Long-Acting next generation recombinant toxins in Phase 1 and preclinical, respectively

## Priorities to deliver 2018 objectives



- Support growth and market share gains worldwide for differentiated best-in-class established Specialty Care products
- Maximize market penetration for Cabometyx® and Onivyde® through strong clinical data and unique mechanisms of action
- Continue Consumer Healthcare sales growth momentum
- Achieve synergies with Cabometyx® leveraging European Oncology infrastructure and with Onivyde® through U.S. Oncology commercial team
- Advance and accelerate internal key pipeline programs
- Identify, execute and integrate successful business development transactions to build pipeline and ensure continued growth momentum for years to come

Deliver superior value to patients and shareholders

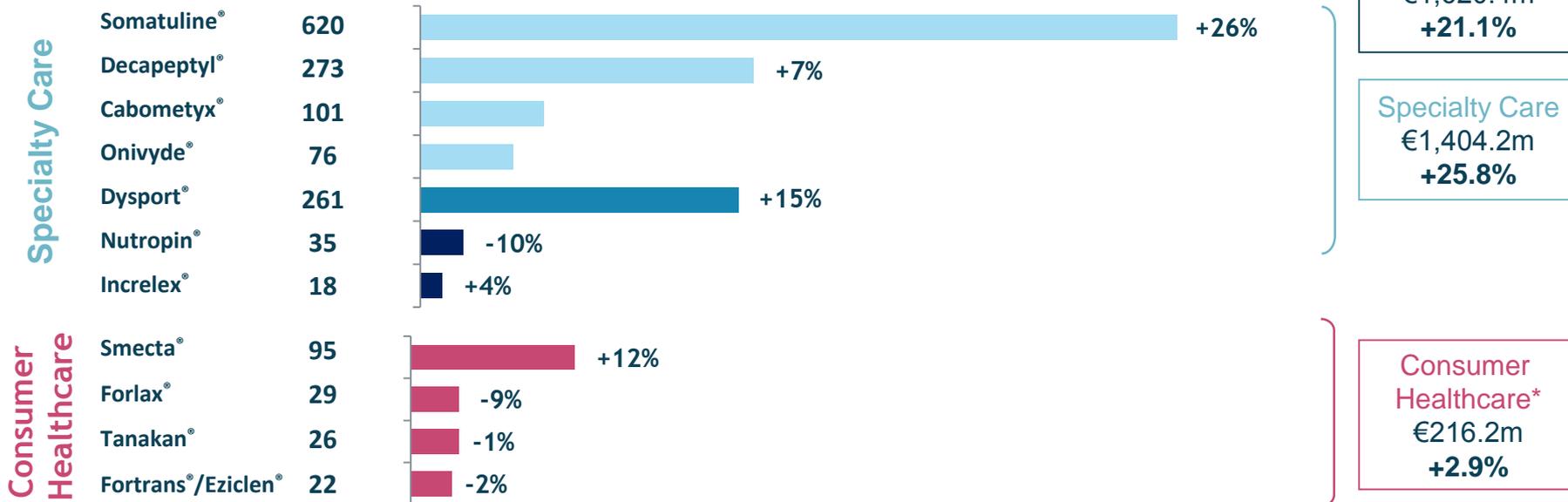
# Q&A

David Meek, CEO

Aymeric Le Chatelier, CFO

# YTD 2018 sales growth driven by Specialty Care

Net sales YTD 2018 in million euros – % excluding foreign exchange impact

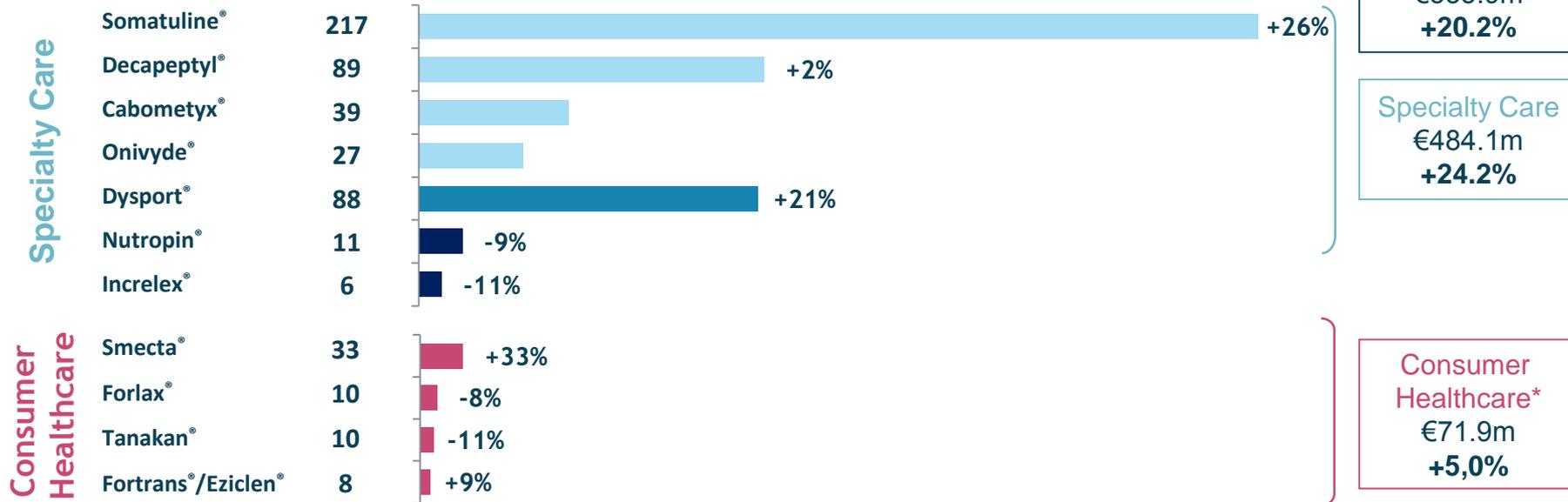


Reported Group sales growth at +21.1%, driven by Specialty Care sales growth at +25.8%

\*Consumer Healthcare sales growth at +2.9% adjusted from the Etiasa® set-up

# Q3 2018 sales growth driven by Specialty Care

Net sales Q3 2018 in million euros – % excluding foreign exchange impact



Reported Group sales growth at +20.2%, driven by Specialty Care sales growth at +24.2%

\*Consumer Healthcare sales growth at +5.0% adjusted from the Etiasa® set-up