IPSEN
Innovation for patient care

YTD 2022 sales update

27 October 2022

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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 medicine 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. Ipsen must deal with or may have to deal with competition from generic medicines that may result in market-share losses, which could affect its 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.
- All medicine names listed in this document are either licensed to Ipsen or are registered trademarks of Ipsen or its partners.
- 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.
- In those countries in which public or private-health cover is provided, Ipsen is dependent on prices set for medicines, pricing and reimbursement-regime reforms and is vulnerable to the potential withdrawal of certain medicines from the list of reimbursable medicines by governments, and the relevant regulatory authorities in its locations. In light of recent economic impacts caused by, for example, the COVID-19 pandemic, there could be increased pressure on the pharmaceutical industry to lower medicine prices.
- Ipsen operates in certain geographical regions whose governmental finances, local currencies or inflation rates could erode the local competitiveness of Ipsen's medicines relative to competitors operating in local currency, and/or could be detrimental to Ipsen's margins in those regions where Ipsen's sales are billed in local currencies.
- In a number of countries, Ipsen markets its medicines via distributors or agents; some of these partners' financial strengths could be impacted by changing economic or market conditions, potentially subjecting Ipsen to difficulties in recovering its receivables. Furthermore, in certain countries whose financial equilibrium is threatened by changing economic or market conditions, and where Ipsen sells its medicines directly to hospitals, Ipsen could be forced to lengthen its payment terms or could experience difficulties in recovering its receivables in full.
- Ipsen also faces various risks and uncertainties inherent to its activities identified under the caption 'Risk Factors' in the Company's Universal Registration Document.
- All of the above risks could affect Ipsen's future ability to achieve its financial targets, which were set assuming reasonable macroeconomic conditions based on the information available today.

Speakers

David Loew
Chief Executive Officer

For Q&A
Aymeric Le Chatelier
Chief Financial Officer

Headlines

Continued strategic progress

Total sales

- YTD sales growth of 9.5% to €2,209m
- Q3 sales growth of 7.6% to €775m

Pipeline update

- Two Phase III Oncology data readouts anticipated in Q4
- Palovarotene U.S. FDA advisory-committee meeting postponed

Further external-innovation progress

- Closing of the Epizyme acquisition
- Strategic partnership signed with Marengo Therapeutics

Full-year guidance confirmed

- Total-sales growth >7.0%
- Core operating margin >36.0%

YTD: the first nine months of the year. All growth rates are at constant exchange rates.

September 2022 sales highlights

Growth of 9.5% YTD and 7.6% in Q3

	YTD 2022		Q3 2022	
	€m	% change	€m	% change
Dysport	400	24.8%	158	43.3%
Decapeptyl	396	15.6%	131	14.9%
Cabometyx	328	24.1%	116	21.8%
Onivyde	122	17.1%	39	-5.3%
Growth platforms	**1,246**	**20.8%**	**444**	**23.2%**
Somatuline	912	-2.8%	312	-9.8%
Other	51	0.1%	19	16.5%
Total	**2,209**	**9.5%**	**775**	**7.6%**

YTD: the first nine months of the year. All growth rates are at constant exchange rates.

Growth-platforms' sales increased by 20.8%

September year to date 2022

Dysport® Clostridium botulinum Type A Toxin

+24.8%

- Strong performance across Ax and Tx
- Manufacturing capacity increase benefitting supply in the third quarter

Decapeptyl® triptorelin

+15.6%

- Continued strong volume growth across all countries
- Strong sales in China recovering from COVID-19

CABOMETYX® (cabozantinib) tablets

+24.1%

- Contribution from the launch of 1L RCC cabo + nivo combo, including in Germany and France
- Strong 2L RCC monotherapy sales in all countries

onivyde® (irinotecan liposome injection)

+17.1%

- Solid performance in 2L PDAC in the U.S.
- Increased sales to ex-U.S. partner

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All growth rates are at constant exchange rates. Performance reflects the year to date.
Ax: aesthetics; **Tx**: therapeutics; **1L**: first line; **RCC**: renal cell carcinoma; **2L**: second line; **PDAC**: pancreatic ductal adenocarcinoma.

Somatuline sales declined by -2.8%

September year to date 2022

Somatuline® autogel®
lanreotide

NORTH AMERICA

-3.6%

- Continued volume growth, despite increased competition
- Pricing adversely impacted by commercial rebates and channel mix
- Impact of lower wholesaler inventories

EUROPE

-9.3%

- Generic competition impacting Somatuline, mainly in Germany, France, Spain and the Nordics
- Solid volume growth in other markets, including the U.K. and Italy

REST OF THE WORLD

+34.5%

- Strong performance in a number of markets, including Japan and Brazil
- Solid volume growth

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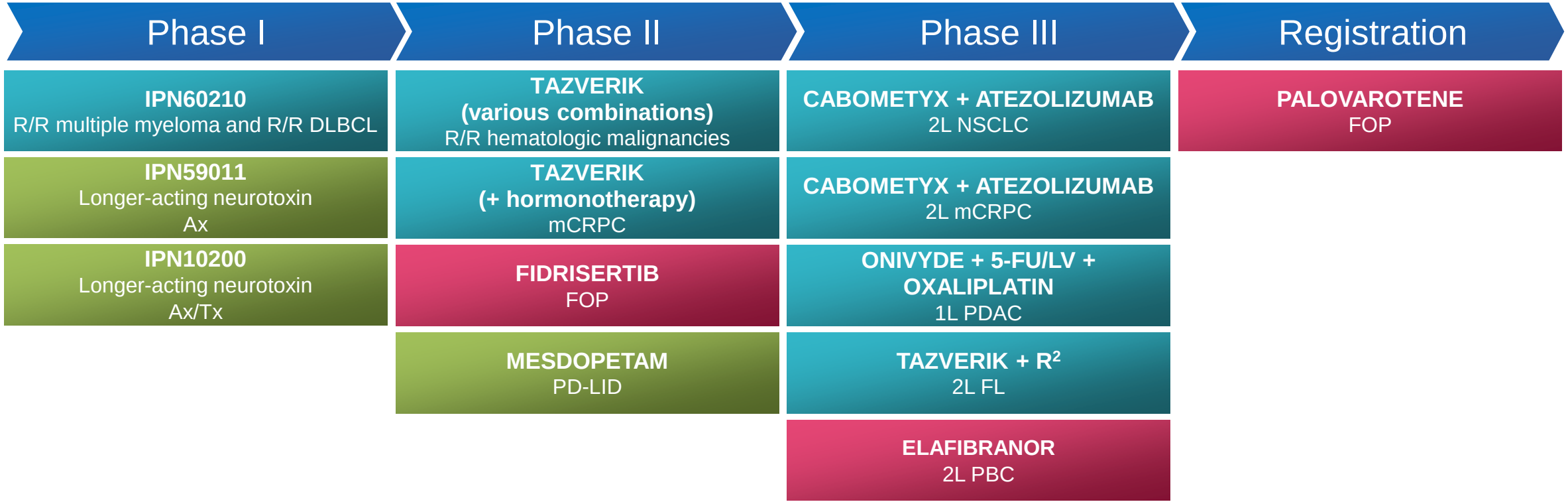
All growth rates are at constant exchange rates. Performance reflects the year to date.
In this presentation, Europe is defined as the E.U., the U.K., Iceland, Liechtenstein, Norway and Switzerland.

Building a high-value, sustainable pipeline



Information shown as at the end of September 2022. **IPN60210**: formerly EZM0414; **R/R**: relapsed/refractory; **DLBCL**: diffuse large B-cell lymphoma; **fidrisertib**: formerly IPN60130; **FL**: follicular lymphoma; **mCRPC**: metastatic castration-resistant prostate cancer; **FOP**: fibrodysplasia ossificans progressiva; **PD-LID**: Parkinson's disease - levodopa-induced dyskinesia; **2L**: second line; **NSCLC**: non-small cell lung cancer; **1L**: first line; **PDAC**: pancreatic ductal adenocarcinoma; **R^2**: lenalidomide + rituximab; **PBC**: primary biliary cholangitis.

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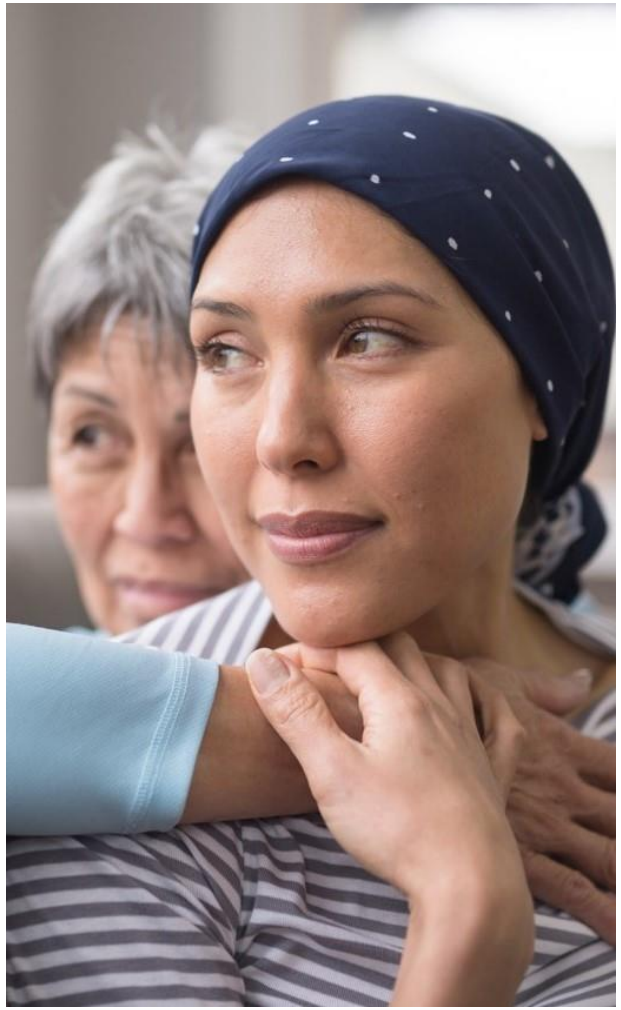
Pipeline: next major milestones



Q4 2022

Cabometyx + atezolizumab: 2L NSCLC	Phase III data readout
Onivyde + 5-FU/LV + oxaliplatin: 1L PDAC	Phase III data readout

H1 2023

palovarotene: FOP	regulatory decisions[1] - U.S., E.U.
mesdopetam: PD-LID	Phase IIb data readout
elafibranor: 2L PBC	Phase III data readout

1. Assumed timeline. **2L**: second line; **NSCLC**: non-small cell lung cancer; **1L**: first line; **PDAC**: pancreatic ductal adenocarcinoma; **FOP**: fibrodysplasia ossificans progressiva; **PD-LID**: Parkinson's disease - levodopa-induced dyskinesia; **PBC**: primary biliary cholangitis.

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FY 2022 guidance

Confirmed expectations for total sales and core operating margin

Total-sales growth
greater than 7.0%
at constant exchange rates[1]

Core operating margin
greater than 36.0%
of total sales

Excludes any contribution from Consumer HealthCare.
1. Expected favorable impact on total sales of around 6% from currencies, based on average level of exchange rates in September 2022

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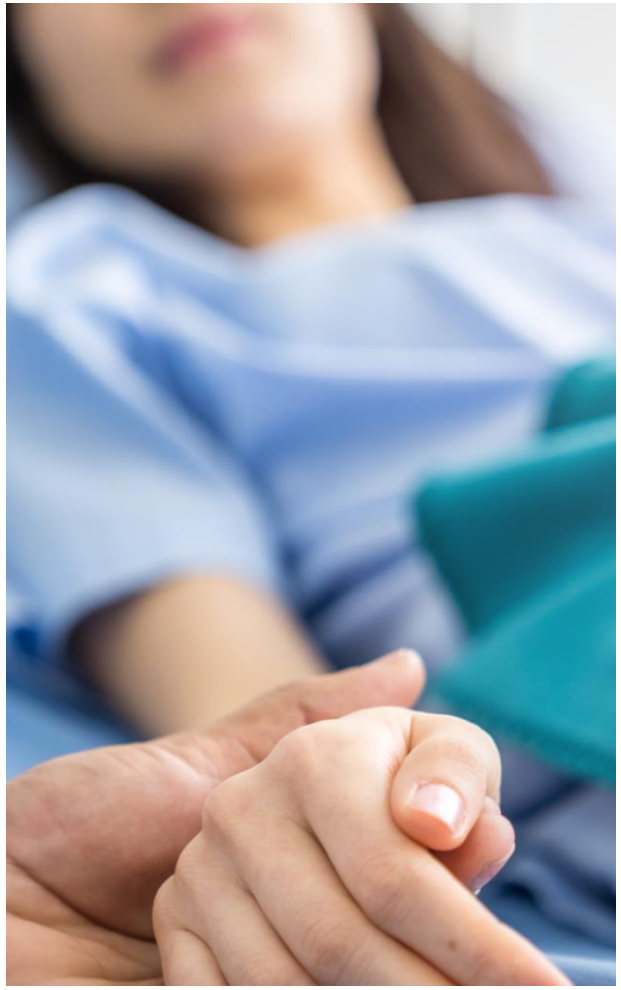
Conclusion



A strong sales performance

Growth platforms: double-digit increase

A growing pipeline

Several near-term milestones

External-innovation strategy progress

Continued success and further transactions

Financial guidance confirmed

Total-sales growth and core operating margin

Questions

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Appendix

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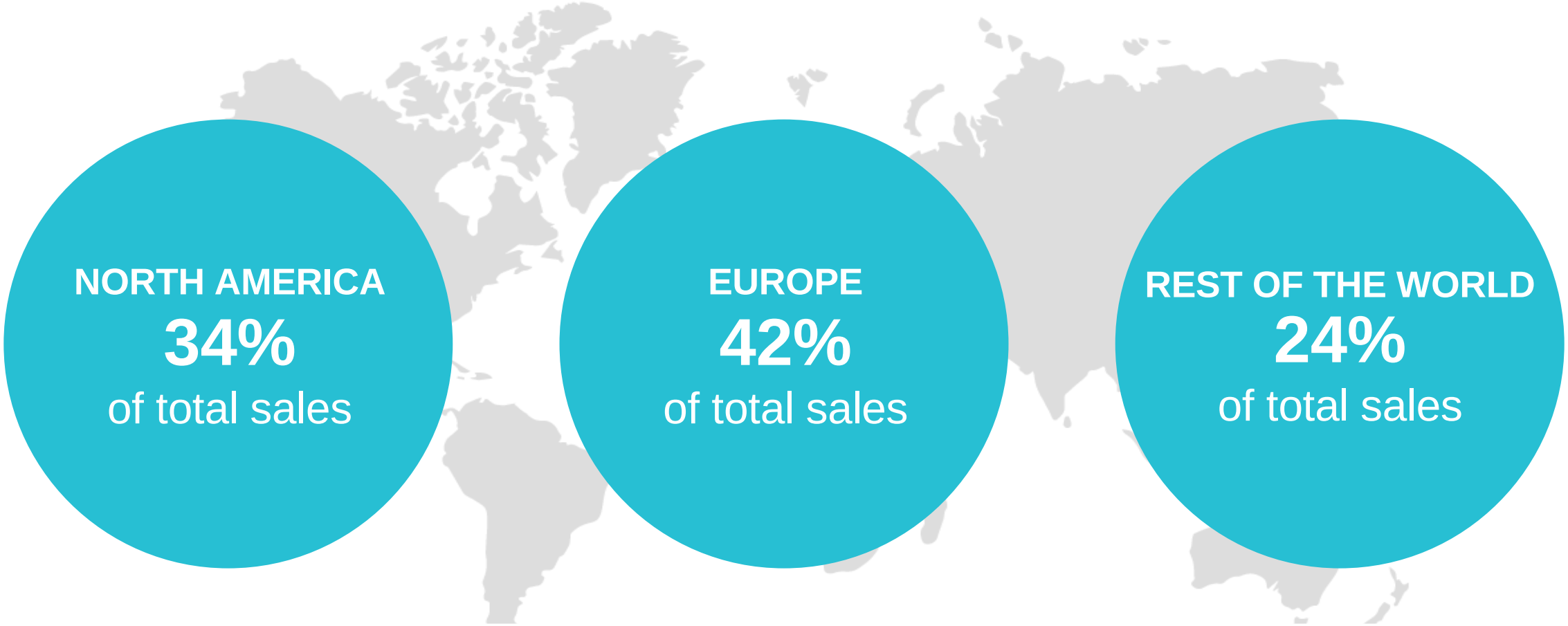
A strong and expanding global footprint



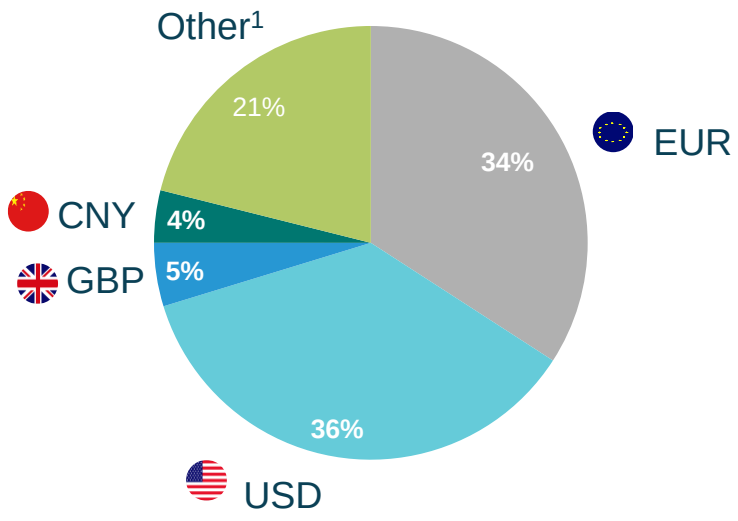
30+ **countries** with Ipsen presence

100+ **countries** where Ipsen medicines are marketed

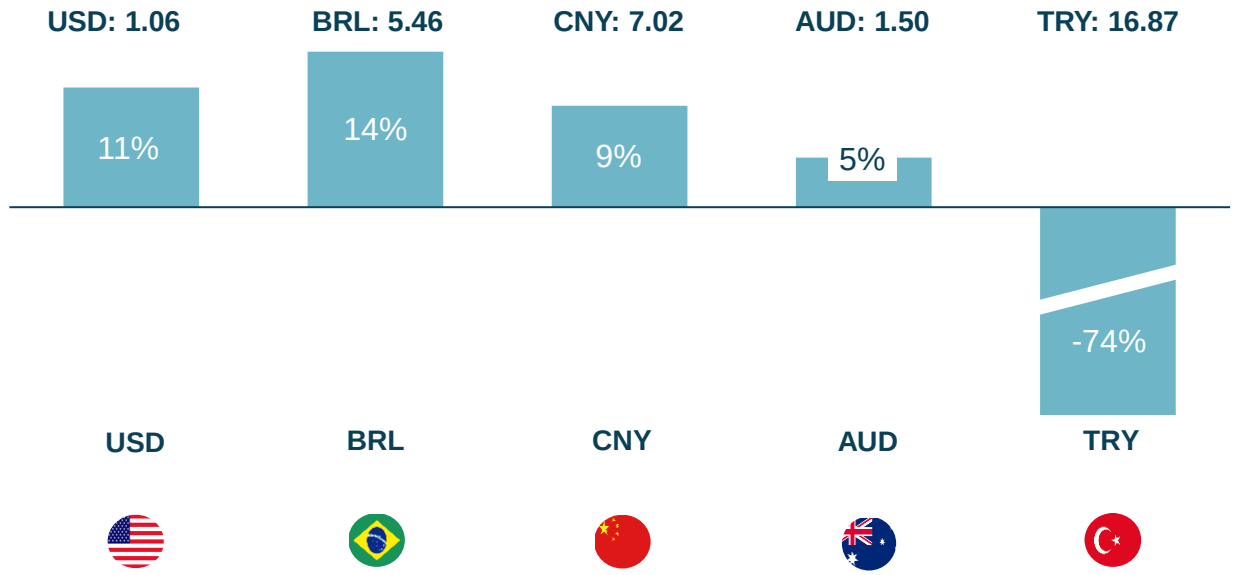
Based on YTD 2022 total sales. Europe is defined as the E.U., the U.K., Iceland, Liechtenstein, Norway and Switzerland.

YTD 2022 total sales: favorable impact of FX rates +6.0%

YTD 2022 sales by currency



Average EUR rate changes (YTD 2022 vs. YTD 2021)



1. Includes AUD, BRL, CAD and other currencies.

Oncology

Key ongoing clinical-trial highlights

Trial	Population	Patients	Design	Primary endpoint(s)	Status
Cabometyx CONTACT-01 Phase III NCT04471428	2L NSCLC	366	Docetaxel or Cabometyx + atezolizumab	OS	Data anticipated Q4 2022
Cabometyx CONTACT-02 Phase III NCT04446117	2L mCRPC	580	Second novel hormonal therapy (abiraterone and prednisone or enzalutamide) or Cabometyx + atezolizumab	OS, PFS	Recruiting
Onivyde NAPOLI-3 Phase III NCT04083235	1L PDAC	770	Nab-paclitaxel + gemcitabine or Onivyde + 5-FU/LV + oxaliplatin	OS	Data anticipated Q4 2022

2L: second line; **NSCLC**: non-small cell lung cancer; **OS**: overall survival; **1L**: first line;
PDAC: pancreatic ductal adenocarcinoma; **mCRPC**: metastatic castration-resistant prostate cancer; **PFS**: progression-free survival.

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Oncology

Key ongoing clinical-trial highlights

Trial	Population	Patients	Design	Primary endpoint(s)	Status
Tazverik SYMPHONY-1 Phase III NCT04224493	R/R FL: following at least one prior systemic chemotherapy, immunotherapy, or chemoimmunotherapy	540	Placebo + R^2 or Tazverik + R^2	PFS	Recruiting
Tazverik ARIA Phase Ib/II NCT05205252	R/R hematologic malignancies	156	Tazverik in various combinations: multi-cohort	Phase Ib: dosing, safety Phase II: ORR	Recruiting
IPN60210 Phase I/Ib NCT05121103	R/R multiple myeloma and R/R DLBCL	96	IPN60210	Treatment-emergent adverse events, dosing and ORR	Recruiting
Tazverik CELLO-1 Phase Ib/II NCT04179864	mCRPC: patients who have not received chemotherapy	104	Enzalutamide + Tazverik or abiraterone/prednisone + Tazverik	Phase Ib: dosing, safety Phase II: rPFS Tazverik + enzalutamide	Recruiting

R/R: relapsed/refractory; **FL**: follicular lymphoma; **R^2**: lenalidomide + rituximab; **PFS**: progression-free survival; **ORR**: objective response rate; **IPN60210**: formerly EZM0414; **DLBCL**: diffuse large B-cell lymphoma; **mCRPC**: metastatic castration-resistant prostate cancer; **rPFS**: radiographic progression-free survival.

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Rare Disease

Key ongoing clinical-trial highlights

Trial	Population	Patients	Design	Primary endpoint(s)	Status
Palovarotene MOVE Phase III NCT03312634	FOP (chronic)	107	Palovarotene - 5mg QD and upon flare-up, 20mg QD for 28 days, followed by 10mg for 56 days	Annualized change in new HO volume	Regulatory decisions anticipated: U.S., E.U. - H1 2023[1]
Fidrisertib FALKON Phase II NCT05039515	FOP (chronic)	~90	Placebo or two dosing regimens of fidrisertib	Annualized change in new HO volume and safety	First patient commenced dosing Q1 2022
Elafibranor ELATIVE Phase III NCT04526665	2L PBC	161	Placebo or elafibranor	Response to treatment defined as ALP < 1.67 x ULN and total bilirubin ≤ ULN and ALP decrease ≥ 15 percent	Recruitment completed Data anticipated H1 2023

1. Assumed timeline. **QD**: once a day; **HO**: heterotopic ossification; **fidrisertib**: formerly IPN60130; **ALP**: alkaline phosphatase; **ULN**: upper limit normal.

Neuroscience

Key ongoing clinical-trial highlights

Trial	Population	Patients	Design	Primary endpoint	Status
Mesdopetam Phase IIb NCT04435431	Levodopa-induced dyskinesia in Parkinson's disease	156	Mesdopetam or placebo	Change in average daily hours of ON-time[1] without troublesome dyskinesia	Recruitment completed Data anticipated H1 2023
IPN59011 Ax LONG-SET Phase I/II NCT04736745	Moderate to severe upper facial lines	424	Dose escalation and dose finding versus Dysport or placebo	Safety	Recruiting
IPN10200 Ax LANTIC Phase I/II NCT04821089	Moderate to severe upper facial lines	424	Dose escalation and dose finding versus Dysport or placebo	Safety	Recruiting
IPN10200 Tx LANTIMA Phase I/II NCT04752774	Adult patients with upper limb spasticity	209	Dose escalation and dose finding versus Dysport or placebo	Safety	Recruiting

1. Good 'ON-time' is the time that people living with Parkinson's disease experience improved Parkinsonian symptoms and no dyskinesia.

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THANK YOU

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