



IPSEN IN BRIEF 2023

Our vision is to be a leading global mid-sized biopharmaceutical company with a focus on transformative medicines in Oncology, Rare Disease and Neuroscience.

OUR STRATEGY AND INVESTMENT CASE

**FOCUS.
TOGETHER.
FOR PATIENT
& SOCIETY.**

1

**MAXIMIZE
OUR BRANDS**

2

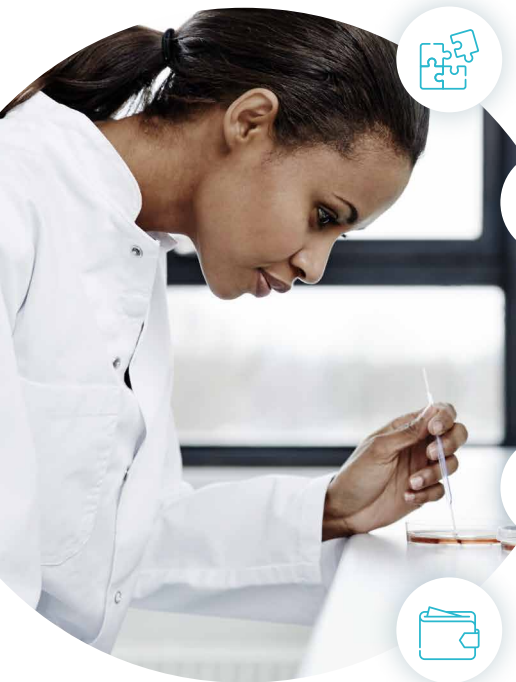
**STRENGTHEN
PIPELINE**

3

**DRIVE
EFFICIENCIES**

4

**FOCUS
ON CULTURE**



ENTIRE FOCUS ON SPECIALTY CARE (ONCOLOGY, RARE DISEASE AND NEUROSCIENCE)

Opportunities for further growth across the three therapy areas



GLOBAL FOOTPRINT

A well-balanced & expanded presence around the world



EXPANDING PIPELINE

A good mix of **new molecules** and **lifecycle management**



EXTERNAL-INNOVATION STRATEGY

Fueling the expansion of the pipeline across the therapy areas



STRONG BALANCE SHEET & CASH GENERATION

Free cash flow **>€800m** in 2022

IPSEN KEY FIGURES

€3.0bn

TOTAL SALES (2022)

5,400

COLLEAGUES

100+

COUNTRIES WHERE IPSEN
MEDICINES ARE MARKETED

The Company's research and development efforts are focused on its innovative and differentiated technological platforms located in the heart of leading biotechnological and life-science hubs:

Paris-Saclay, France; Oxford, U.K.; Cambridge, U.S.; Shanghai, China. Ipsen is listed in Paris (Euronext: IPN) and in the U.S. through a Sponsored Level I American Depository Receipt program (ADR: IPSEY).

SALES BY THERAPEUTIC AREA AND MEDICINE IN €M (GROWTH AT CONSTANT EXCHANGE RATES)

Oncology

- Somatuline **1,218** | -5.6%
- Decapeptyl **530** | 12.4%
- Cabometyx **449** | 23.9%
- Onivyde **162** | 14.1%
- Other Oncology **8** | -12.3%

Rare Disease

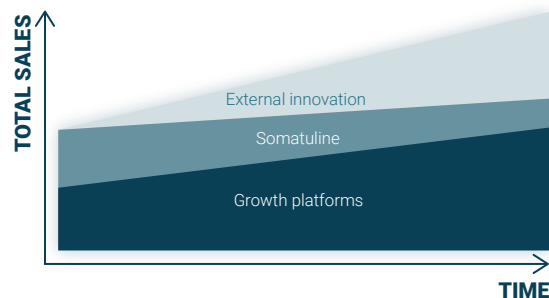
- Rare Disease **41** | -18.3%

Neuroscience

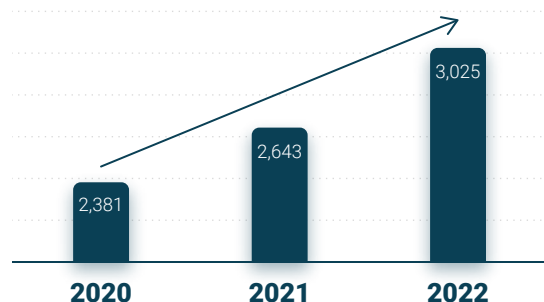
- Dysport **594** | 29.4%
- Other Neuroscience **11** | 51.2%



A STRONG PLATFORM FOR SUSTAINABLE GROWTH



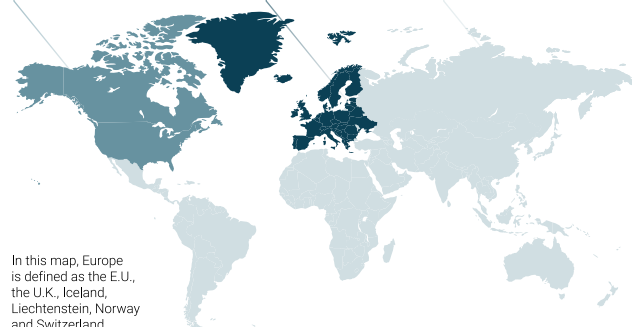
TOTAL SPECIALTY CARE SALES IN €M



GEOGRAPHIC BREAKDOWN

TOTAL SALES BY REGION: 2022

- 34%** North America
- 41%** Europe
- 25%** Rest of World



THE CORE PILLARS OF GENERATION IPSEN



ENVIRONMENT

- **Emissions:** GHG emission-reduction trajectory: officially certified by the Science Based Targets initiative¹
- **Renewables:** 90% renewable electricity for all global operations
- **Fleet:** Launched Fleet for Future programs



PATIENTS

- **Access:** Partnership with Access Accelerated: continued to support communities that lack sufficient access to healthcare
- **Ukraine:** €1.5m donation to the Red Cross and Tulipe, plus medicine donations



PEOPLE

- **Diversity:** Women: 48% of the Global Leadership Team
- **Employer of choice:** In 23 countries
- **Community:** 44% of colleagues participated in Ipsen's Community Day



GOVERNANCE

- **Certification:** ISO 37001 certification for anti-corruption management systems
- **Compliance:** Continued rigorous compliance with highest ethics and compliance standards

¹A collaboration between the CDP, the United Nations Global Compact, the World Resources Institute and the World Wide Fund for Nature. GHG: greenhouse gas.

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