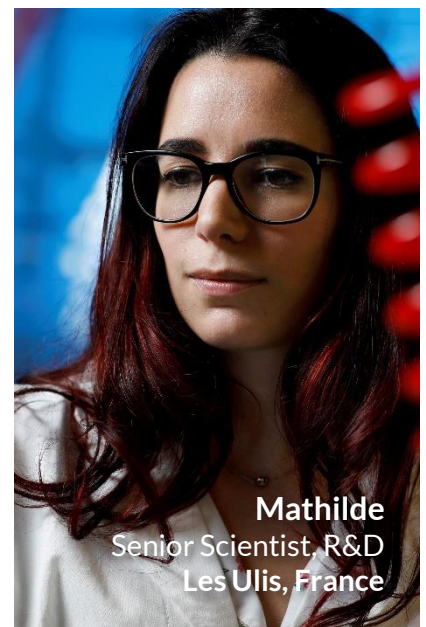


# IPSEN IN BRIEF: 2024

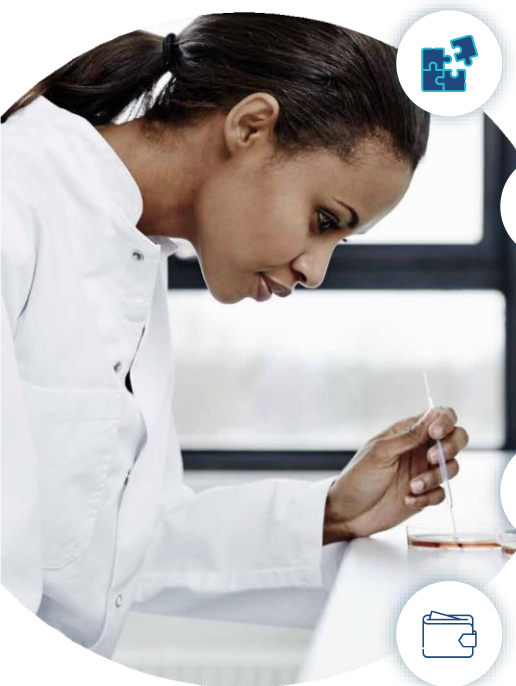
A global biopharmaceutical company with a focus on bringing transformative medicines to patients in three therapeutic areas: Oncology, Rare Disease and Neuroscience.



**Mathilde**  
Senior Scientist, R&D  
Les Ulis, France

## STRATEGY

### FOCUS. TOGETHER. FOR PATIENTS & SOCIETY



#### ENTIRE FOCUS ON SPECIALTY CARE

Opportunities for further growth across 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

Fuelling expansion of the pipeline across therapy areas



#### STRONG BALANCE SHEET & CASH GENERATION

Free cash flow >€700m in 2023

### IPSEN KEY FIGURES

**€3.1bn**

TOTAL SALES  
(2023)

**4**

ANTICIPATED LAUNCHES  
OF NEW MEDICINES OR  
NEW INDICATIONS IN 2024

**100+**

COUNTRIES WHERE  
IPSEN MEDICINES ARE  
MARKETED

We are a global biopharmaceutical company with a focus on bringing transformative medicines to patients in three therapeutic areas: Oncology, Rare Disease and Neuroscience. Our pipeline is fueled by external innovation and supported by nearly 100 years of development experience and global hubs in the U.S., France and the U.K. Our teams in more than 40 countries and our partnerships around the world enable us to bring medicines to patients in more than 100 countries. Ipsen is listed in Paris (Euronext: IPN) and in the U.S. through a Sponsored Level I American Depositary Receipt program (ADR: IPSEY). For more information, visit [ipсен.com](https://www.ipсен.com).

## FY 2023 SALES BY THERAPEUTIC AREA AND MEDICINE (€M)

(GROWTH AT CONSTANT EXCHANGE RATES)

### Oncology

Somatuline 1,065 | -10.4%  
 Decapeptyl 546 | 5.9%  
 Cabometyx 535 | 22.9%  
 Onivyde 164 | 17.3%<sup>1</sup>  
 Tazverik 38 | n/a  
 Other Oncology 4 | -49.4%

### Rare Disease

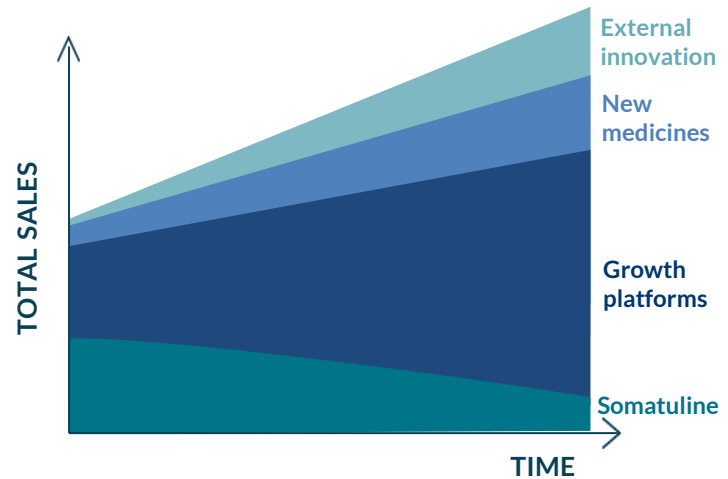
Rare Disease 117

### Neuroscience

Dysport 649 | 14.5%  
 Other Neuroscience 11 | 20.2%

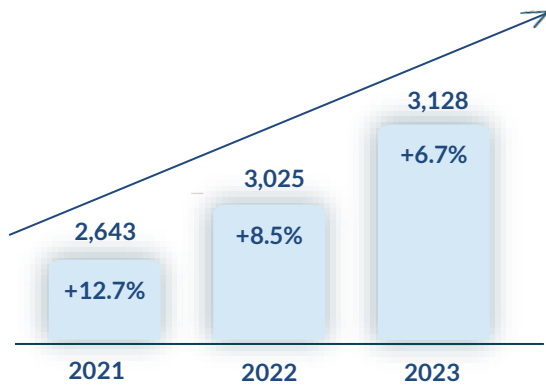


## A STRONG PLATFORM FOR SUSTAINABLE GROWTH



## TOTAL SALES<sup>2</sup> (€M)

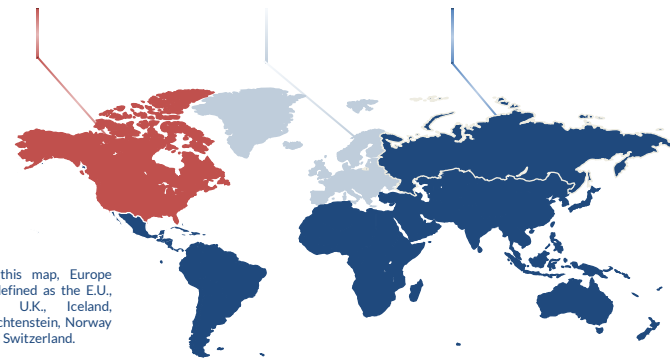
(GROWTH RATES AT CONSTANT EXCHANGE RATES)



## GEOGRAPHIC BREAKDOWN

TOTAL SALES BY REGION: 2023

33% North America      40% Europe      27% Rest of World



## FOCUS OF GENERATION IPSEN

ENVIRONMENT	PATIENTS	PEOPLE	GOVERNANCE
Science-based GHG-emission reductions: Scope 1, 2 & 3  Net zero by 2045	Reduce time to make non-FDA/EMA regulatory submissions by 25%	Gender balance in Global Leadership Team  Increase proportion of colleagues engaged in healthcare or environmental projects to 35% by 2024	ISO 37001 certification for anti-corruption management systems

<sup>1</sup> Growth incorporates North America only; excludes sales to ex-U.S. partner.  
<sup>2</sup> Excludes sales from Consumer HealthCare, divested in 2022.

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