

Together
with Ipsen

Great Partnerships
Create Great Possibilities

 **IPSEN**



We have the
tenacity to carry
your innovations
forward

A global biopharma company...

2024 company turnover of **>€3.4bn**
& **7 medicines** with potential sales of
>€500m by 2027

Track record maximizing every
asset worldwide across
multiple indications

Solid financial execution
generating **€5bn** cumulative
firepower by 2027¹

with a biotech mindset

No competing internal pipeline.
Exclusively sourcing through
external innovation

Direct leadership decision-making
for all programs **accelerates execution**

Talents attracted from pharma,
biotech and academia, to drive
shared success through
creative collaborations

1. Based on net debt at 2.0x EBITDA and excluding sale of any assets.

Delivering on our vision

As a leading global biopharmaceutical company, we deliver breakthrough medicines across three therapeutic areas, shaping the future of patient care:



Our unique size and specialized expertise allow us to concentrate on **smaller patient segments** and **underserved rare diseases** where **unmet need is highest**.

Bringing innovation where people have the fewest options

“The itching started in my feet — it was like absolute murder. At night, if I have a flare-up, I don’t sleep. I’m just scratching constantly.”

— Person living with Primary Biliary Cholangitis (PBC)

“I had never even heard of follicular lymphoma. When I was diagnosed, I thought I was going to die.”

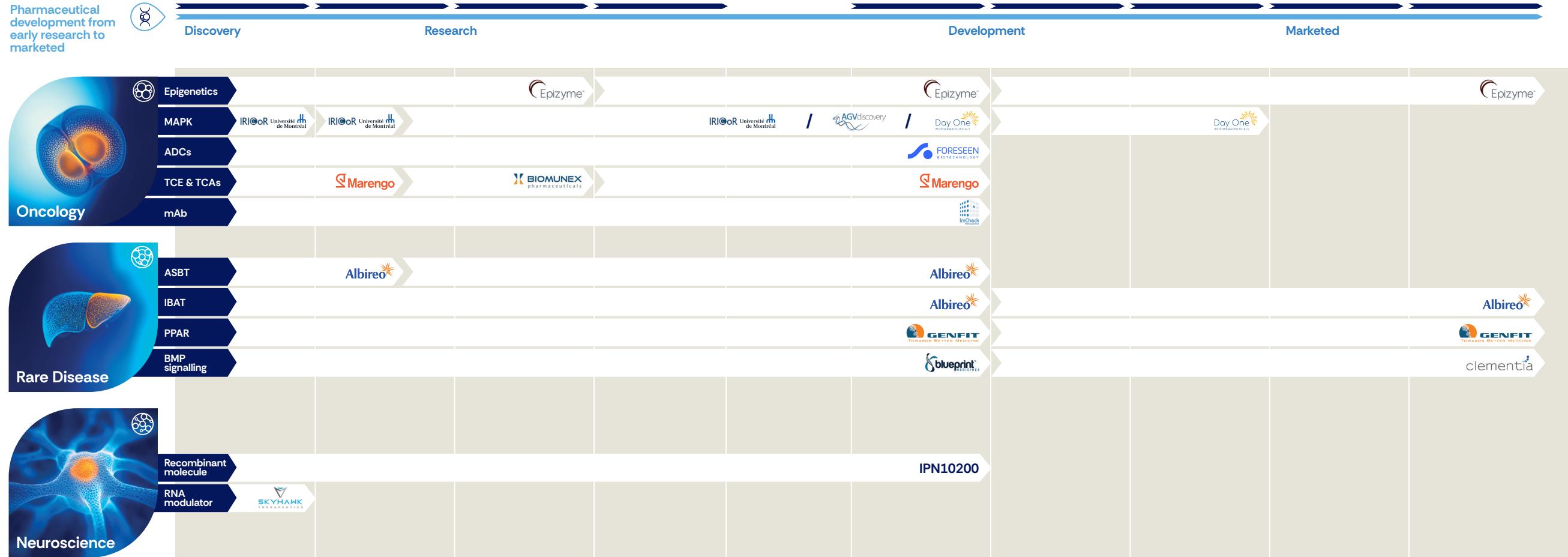
— Person living with Follicular Lymphoma (FL)

“It’s invisible — no one sees it. But the pain is explosive and everything stops. I don’t want my life to be ruled by attacks.”

— Person living with migraine

From molecule to patient:

Across three therapeutic areas:
Oncology, Rare Disease & Neuroscience



Global leader delivering >€3.4bn sales in 2024, with growth across all regions and therapeutic areas



Total sales growth
FY24: +9.9%*

2024 Core Operating
Income: €1.1bn

2024 Core Operating
Margin: 32.6%

Our 5,000 colleagues in more than 40 countries, and our partnerships around the world, enable us to bring medicines to patients in >100 countries.

2020	One medicine: sales ≥€500m		
2023	Four medicines: sales ≥€500m	   	
2027+	Seven medicines: potential sales ≥€500m	      	

*At constant exchange rate. 1. Full Year 2024 sales by region. Europe is defined in this presentation as the E.U., the U.K., Iceland, Liechtenstein, Norway and Switzerland.

Building a balanced pipeline through External Innovation

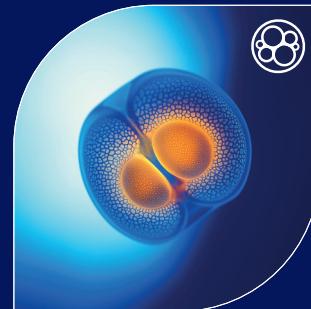


>€5bn firepower available to feed the entire pipeline

Early & late-stage assets

Preference for global rights

Clear priorities guide our expansion



Oncology

Focus:

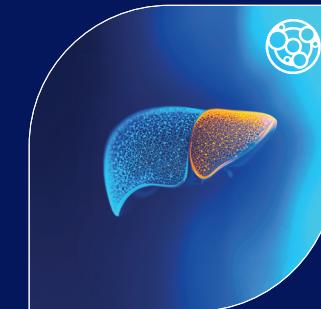
Solid tumors, hematology and, precision medicine

Assets of interest:

Best, or first-in-class assets with strong science and meaningful differentiation; biomarker segments

Market focus:

Smaller patient segments attractive for mid-sized companies



Rare Disease

Focus:

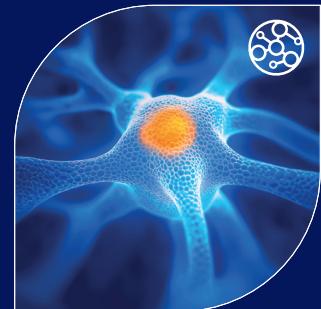
High unmet needs in under-served rare diseases

Assets of interest:

Drive liver & bone franchises; expand to new disease areas

Market focus:

Pursuing assets with a good fit for clinical development and go-to-market model



Neuroscience

Focus:

Rare neurological disorders in pre-proof-of-concept programs; exploring rare and non-rare disorders in Phase III and beyond

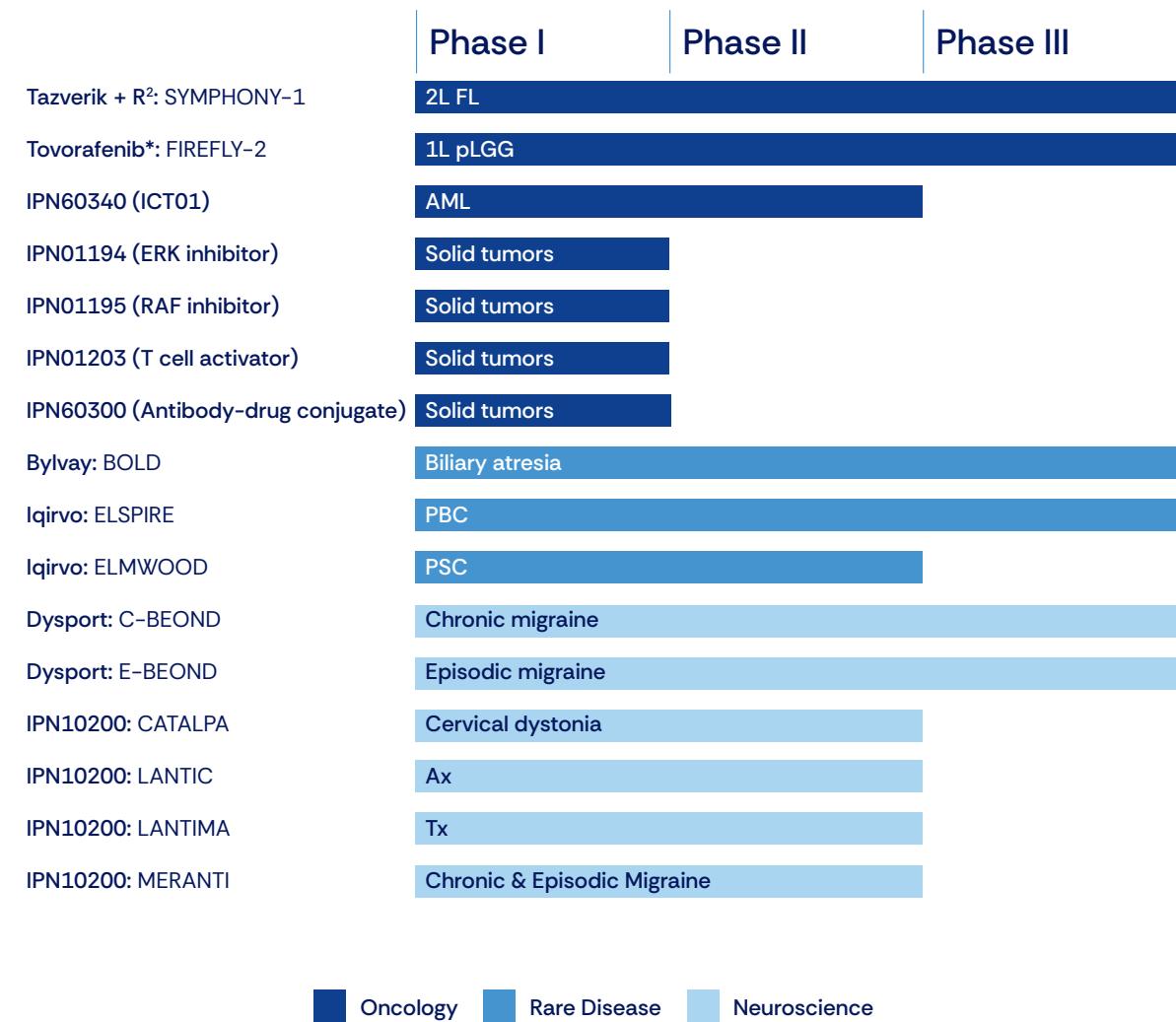
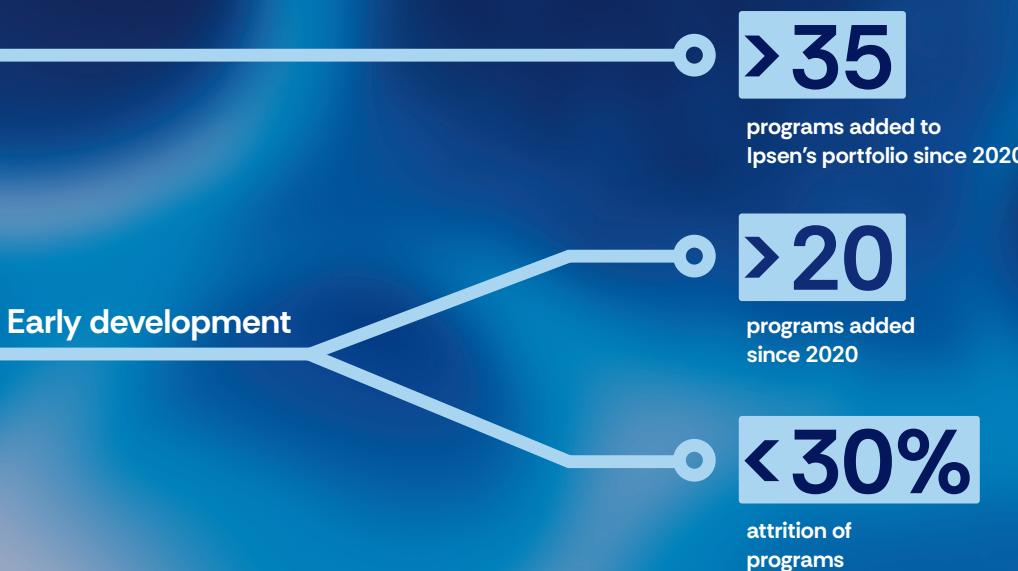
Assets of interest:

Expand in non-rare to adjacent areas

Market focus:

Strong innovation and scientific advances

Executing on our pipeline accelerates innovation for patients



1L: first line; 2L: second line; AML: Acute myeloid leukemia; Ax: aesthetics; FL: follicular lymphoma; FOP: fibrodysplasia ossificans progressiva; PBC: primary biliary cholangitis; pLGG: pediatric low-grade gliomas; PSC: primary sclerosing cholangitis; R²: lenalidomide + rituximab; Tx: therapeutics.
*Executed by Day One Pharmaceuticals.

For us, partnering is always personal and patient-led

We choose partners who share our scientific vision, values, and patient focus.

Every program is supported by a dedicated team – every asset is a priority.

Direct leadership decision-making for all programs accelerates execution.

Every partnership is deeply personal and built for maximizing the strengths of each partner for the long-term.

Working together to achieve a shared goal – pushing boundaries to help patients live a life fully lived.



Meet our global partnering and external innovation team

External Innovation Team



Anuradha Connor
VP, Head of Oncology External Innovation
anuradha.Connor@ipsen.com



Clément Gautier
Sr. Dir., Head of Neuroscience & Rare Disease External Innovation
clement.gautier@ipsen.com



Srimoyee Ghosh
Sr. Dir., External Innovation
srimoyee.ghosh@ipsen.com



Chris Hupp
Sr. Dir., External Innovation
christopher.hupp@ipsen.com



Matthew Beard
Sr. Dir., External Innovation
matthew.beard@ipsen.com



Florence Dal Degan
Sr. Dir., External Innovation
florence.dal.degan@ipsen.com



Mike Burbridge
Sr. Dir., External Innovation
mike.burbridge@ipsen.com



Jon Travers
Sr. Dir., External Innovation
jon.travers@ipsen.com



Savitri Mandapati
Dir., External Innovation
savitri.mandapati@ipsen.com



Shira Landskroner-Eiger
Dir., External Innovation
shira.landskroner-eiger@ipsen.com



Kalyan Chakravarthy
Assoc. Dir., External Innovation
kalyan.chakravarthy@ipsen.com



Guillaume Harmange
Principal Scientist, External Innovation
guillaume.harmange@ipsen.com



Mariann Angola
Sr. Mgr., Scientific Intelligence
mariann.angola@ipsen.com

Global Partnering & External Innovation Management Team



Philippe Lopes-Fernandes
EVP, Chief Business Officer
philippe.lopes-fernandes@ipsen.com



David Jenkins
SVP, Head of Research & External Innovation
david.jenkins@ipsen.com

Rare Disease & Neuroscience Global Partnering Team



Lori Badura
VP, Head of Global Rare Disease & Neuroscience Partnering
lori.badura@ipsen.com



Andrew Thomson
Business Development Partner
andrew.thomson@ipsen.com

Late-Stage Global Partnering Team



Nick Gagnon
VP, Head of Late Stage Partnering
nick.gagnon@ipsen.com



Romain Vitte
Sr. Dir., Global Partnering
romain.vitte@ipsen.com



Jean-Baptiste de Peretti
Sr. Mgr., Global Partnering
jean-baptiste.de.peretti@ipsen.com

Oncology Global Partnering Team



Jordan Gass
VP, Head of Oncology Global Partnering
jordan.gass@ipsen.com



Masha Kurbatova
Sr. Dir., Global Partnering
masha.kurbatova@ipsen.com



Aurore Bernier Gruson
Dir., Global Partnering
aurore.bernier.gruson@ipsen.com

Please contact the appropriate team member or email
bus.devpt@ipsen.com



Please contact the appropriate team member
or email bus.devpt@ipsen.com

Alliance Management Team



Naomi Binoche
VP, Head of Alliance Management
naomi.binoche@ipsen.com



Eric Ferrandis
VP, Strategic Alliances
eric.ferrandis@ipsen.com



Sarah Desi
Sr. Dir., Strategic Alliances
sarah.desi@ipsen.com



Guillaume Gimonet
Sr. Dir., Strategic Alliances
guillaume.gimonet@ipsen.com



Delphine Vignaud
Sr. Dir., Strategic Alliances
delphine.vignaud@ipsen.com



Meryem Nadifi
Sr. Dir., Strategic Alliances
meryem.nadifi@ipsen.com



Julie Marion
Sr. Dir., Strategic Alliances
Julie.marion@ipsen.com

Global Partnering Operations



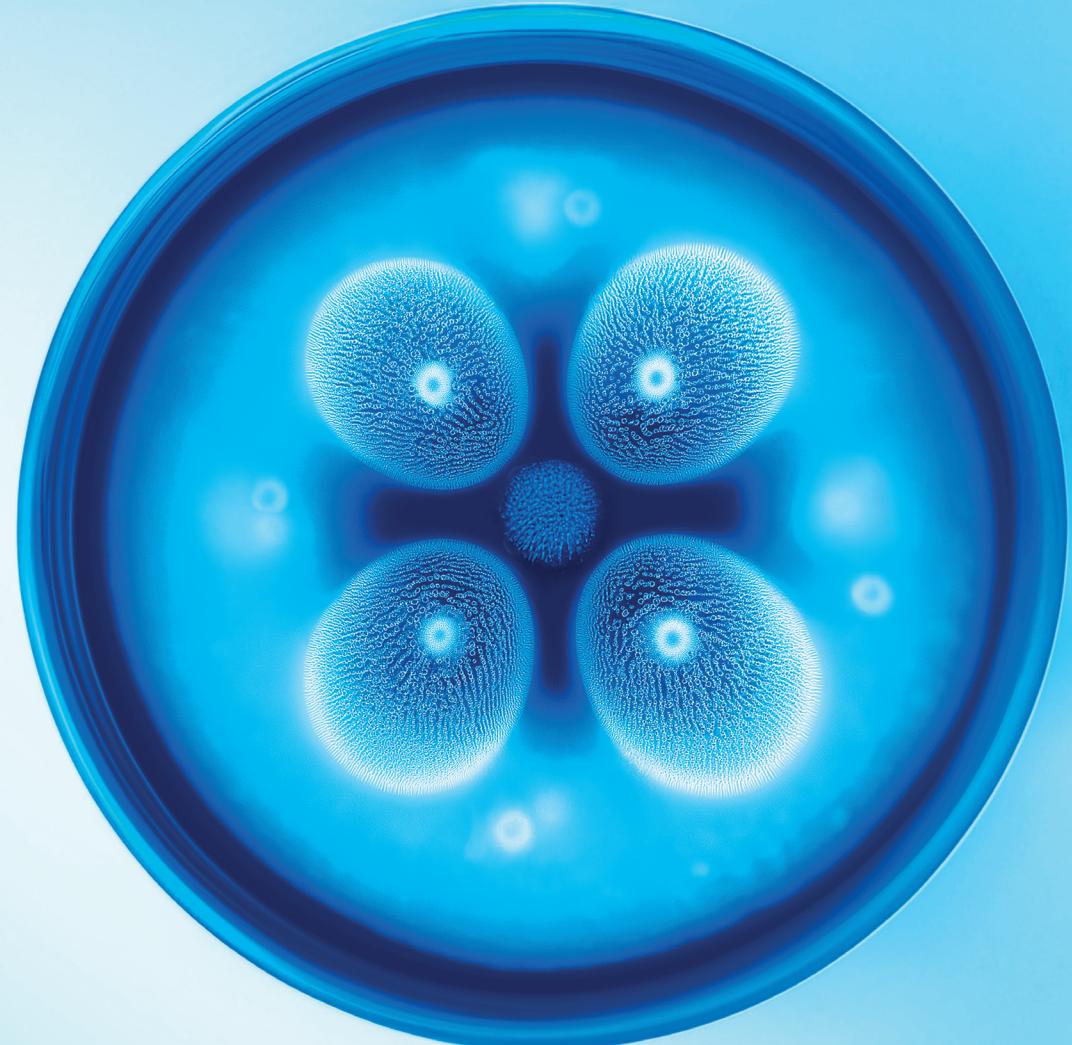
Benjamin Boiseau
VP Global Partnering
Strategy & Operations Head
benjamin.boiseau@ipsen.com



Jess Smith
Sr. Dir., Head of Science
Communications
jess.smith@ipsen.com



Annwen Heaney
Manager, Global
Partnering Operations
annwen.heaney@ipsen.com



**At Ipsen we believe in the
power of partnerships to
create great possibilities**

Together, let's make a world of difference to patients.



Learn more

