

**FOCUS.
TOGETHER.
FOR PATIENTS
& SOCIETY.**



IPSEN
Innovation for patient care

Ipsen: partnering for success

Global

With the power to maximize the potential of your innovations

Focused

In 3 core areas:
Oncology,
Rare Disease,
Neuroscience

Right-sized

With the proven ability to develop and bring your innovations to patients

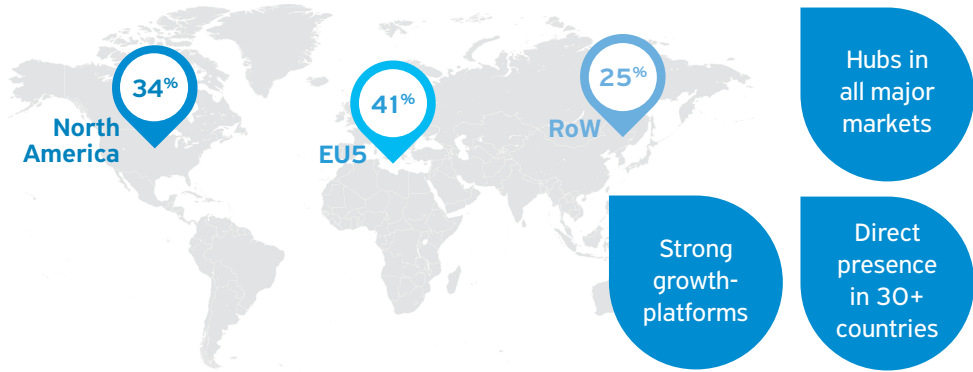
Relationship driven

Showing the same devotion to the success of your asset as you do

TOGETHER with Ipsen

Growing and pushing boundaries

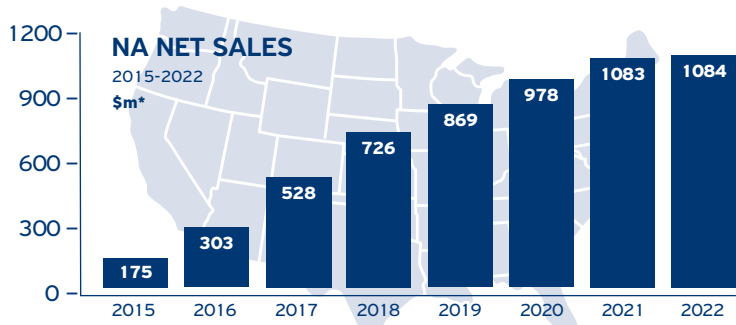
Global spread sales in 2022



Outstanding track record of growth in North America

#1 or #2
in market share
in all our label
indications

**Multiple
FDA**
fast-tracked
programs



*Sales being reported in Euro, the following EUR-USD exchange rates have been used: 2015: 1.11 // 2016: 1.11 // 2017: 1.08 // 2018: 1.18 // 2019: 1.12 // 2020: 1.14 // 2021: 1.18 // 2022: 1.05

Our Partnering effort is focused on 3 core areas in line with our capabilities

Oncology

35 Years in Oncology - Ranked top 14 oncology company globally

Precision-guided therapeutics for solid and heme cancers with high unmet need.

Focused on small molecule inhibitors, bifunctional degraders and antibody-based biologics.

Avoiding cell therapy, oncolytic viruses and vaccines.

Rare Disease

Proven capabilities and patient-centric model to serve unmet medical needs

Rare diseases with unmet need, strong scientific rationale and clear development path.

Focused on small molecules, biologics and gene expression modulation approaches.

All types of modalities with the exception of viral gene therapies and cell therapies.

Neuroscience

Over 25 years of R&D and commercial experience in neuroscience

Expand in movement disorders and rare highly debilitating diseases.

All type of modalities to the exception of AAVs and cell therapies.

Our Global Partnering & External Innovation Team



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



Christelle Huguet
SVP, Global Head of Research, External Innovation and Early Development
christelle.huguet@ipsen.com

Oncology Global Partnering team



Façal Miyara
VP, Head of Global Oncology Partnering
façal.miyara@ipsen.com



Madee Gooriah
Sr Dir, Global Partnering
madee.gooriah@ipsen.com



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



Jordan Gass
Dir, Global Partnering
jordan.gass@ipsen.com



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

External Innovation teams



David Jenkins
VP, Head of External Innovation
david.jenkins@ipsen.com



Tingting Zhang-Kharas
Sr Dir, Head of Oncology External Innovation
tingting.zhang-kharas@ipsen.com



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



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



Kalyan Chakravarthy
Sr Mgr Scientific Intelligence
kalyan.chakravarthy@ipsen.com



Clément Gautier
Dir, Head of Neuroscience External Innovation
clement.gautier@ipsen.com



Chris Vlahos
Sr Dir, Head of Rare Disease External Innovation
chris.vlahos@ipsen.com



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



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

Rare Disease & Neuroscience Global Partnering team



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



Marine Beurdeley
Sr Dir, Global Partnering
marine.beurdeley@ipsen.com



Edouard Caram
Sr Dir, Global Partnering
edouard.caram@ipsen.com

Late-Stage Global Partnering team



Jean-Patrick Hennebelle
VP, Head of Global Late-Stage Partnering
jean-patrick.hennebelle@ipsen.com



Nick Gagnon
Sr Dir, Global Partnering
nick.gagnon@ipsen.com



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



Savitri Mandapati
Sr Mgr, Scientific Intelligence
savitri.mandapati@ipsen.com



Shira Landskroner-eiger
Assoc Dir, Scientific Intelligence
shira.landskroner-eiger@ipsen.com

Alliance Management team



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



George Rahim
VP, Strategic Alliances
george.rahim@ipsen.com



Michael Byca
Sr Dir, Strategic Alliances
michael.byca@ipsen.com



Tammi Reza
Exec Dir, Strategic Alliances
tammi.reza@ipsen.com



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



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



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

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



Learn more about Ipsen

