# Ipsen's growth, technology and R&D engines fully at work

#### Roadshow Cheuvreux 7-8-9st September – Boston / New York

Mr Christophe Jean – Chief Operation Officer Mr Jacques-Pierre Moreau – Chief Scientific Advisor Mr David Schilansky – Vice President Finances Mr Pierre Kemula – Investor Relations Officer





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# Agenda for today

1	lpsen's co	ommer	cial engine fully at work	Jean-Luc Bélingard Chairman and CEO		
		1a	in the US	Jean-Christophe Tellier President – North America		
		1b	in emerging markets	Jean Fabre Vice President - Operations		
2	2 Ipsen's partnerships fully at work			Stéphane Thiroloix EVP, Corporate Development		
			A focus on Inspiration	Andy Grethlein COO – Inspiration Biopharmaceuticals		
3	Ipsen's R&D engine fully at work			Claude Bertrand EVP, Chief Scientific Officer		
4	Ipsen's first half 2010 financial performance in line with full-year objectives			Claire Giraut EVP, Chief Financial Officer		
5	Concludir	ng rem	arks	Jean-Luc Bélingard Chairman and CEO		

3 FIRST HALF 2010 RESULTS

# **Ipsen's commercial growth engine** fully at work

Jean Luc Bélingard Chairman & CEO



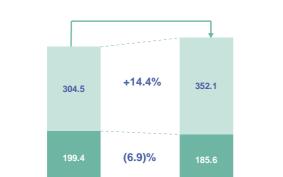


# Specialist care is driving dynamic growth...

H1 2010

#### **DRUG SALES** by therapeutic area (excl. Drug related sales)

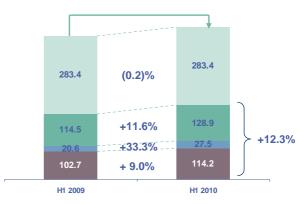
+6.0%



■ Primary care
■ Specialist care

#### **GROUP SALES by region** (incl. Drug related sales)

+5.5%



■ ROW ■ US ■ Other European Countries ■ European G5

5 FIRST HALF 2010 RESULTS

H1 2009

All growth rates exclude foreign exchange impacts



# ... and outgrowing its main competitors<sup>1</sup>

H1 2010 sales of Decapeptyl®: +11.2%2

H1 2010 sales of Dysport<sup>®</sup>: +13.2%<sup>2</sup>

H1 2010 sales of Somatuline®: +20.2%2

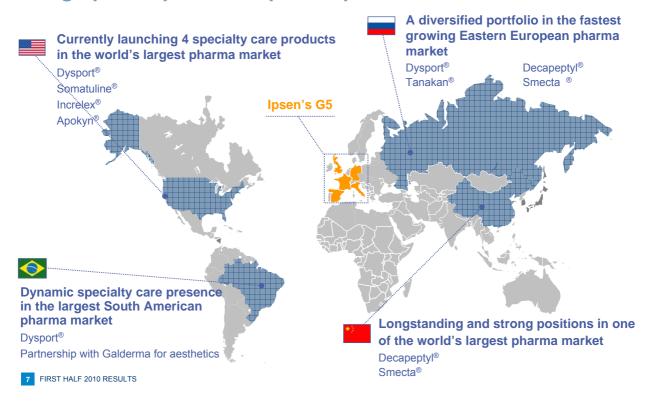
H1 2010 sales of NutropinAq<sup>®</sup>: +22.0%<sup>2</sup>



Ipsen is gaining market shares with its 4 flagship products globally

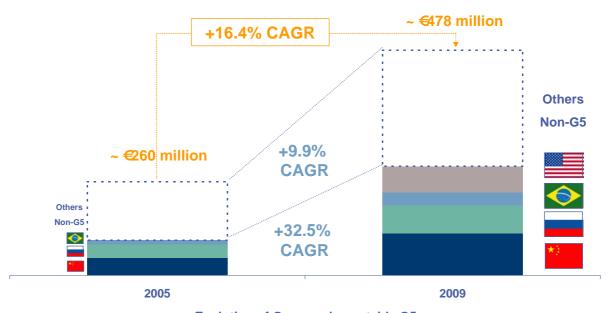


## Geographic expansion is part of Ipsen's DNA...





# ... leading to continuous, fast development outside historical G5

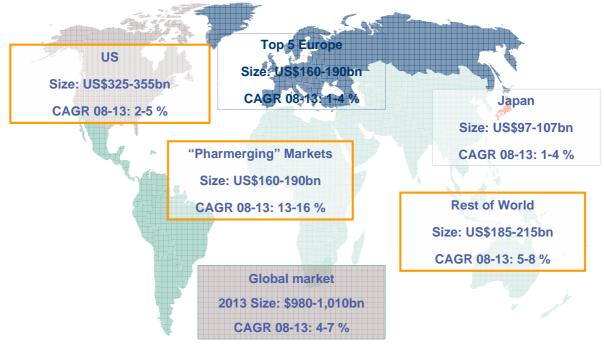


**Evolution of Group sales outside G5** 



9 FIRST HALF 2010 RESULTS

# **Ipsen is positioned on fastest growing markets**



"Pharmerging" markets include China, Brazil, Russia, Mexico, India, Turkey, S. Korea Source: IMS Health, Market Prognosis, Oct 2009

# **Ipsen's US operational engine** fully at work

Jean-Christophe Tellier
President and General Manager - Ipsen US







### Ipsen is deploying its product portfolio in the world's largest market...

- Economically attractive U.S. market: ~40% of WW pharma market and is characterized by growing complexity
- Specialty products: ~21%¹ of U.S. market value, growing at a robust pace (c.7.5%), i.e. at least twice the average pharma market growth
- Ipsen is a pure play in specialty care, with two flagship products marketed - Somatuline® Depot and Dysport® - along with 2 companion products – Increlex® and Apokyn®

11 FIRST HALF 2010 RESULTS

NOTE 1: IMS Health





# ...in a complex and fast changing environment providing differentiation opportunities

#### **Market complexity**

Highly complex reimbursement system

Increasingly stringent trade & compliance regulations

Increasing role of Specialty Pharmacies

#### Opportunities for differentiation

Services to support prescriber and patient needs in terms of reimbursement access and patient training

Strong medically oriented communication to serve severe medical conditions

Tailored organisation to meet patient needs and market requirements





# A tailor made, competitive and complete infrastructure...

#### R&D

- 20% of total staff
- Boston, MA & Brisbane, CA
- Protein and peptide engineering capabilities
- Full development and regulatory platforms

#### Sales & Marketing

- 26% of total staff
- Brisbane, CA
- 60 sales reps covering all major cities

#### **Manufacturing & Quality**

- 18% of total staff
- Boston, MA
- New recombinant protein facility

330 highly qualified staff integrated within Ipsen

#### **Payor relationship**

- 9% of total staff
- Brisbane, CA + field
- 20 payor relations and managed care account managers

# Medical & clinical registry liaisons

- 8% of total staff
- Brisbane, CA
- 3 specialized field based teams of more than 15 experts to conduct scientific exchanges with disease area experts and service clinical registries







# ...with significant achievements in less than two years

- 2009 sales of €45.7 million, growing 60%+ year-on-year
- H1 2010 sales of €27.5 million, growing 30%+ year-on-year
- Today, Ipsen's 6<sup>th</sup> largest affiliate





# Outcome 1: Somatuline® Depot is gaining share in Acromegaly

#### Physician Quotes<sup>1</sup>

- "LAR was in the past. But now the convenience of Somatuline Depot has made me change some of that. The convenience is better and the efficacy is the same"
- "Prefilled syringe: No need to mix ingredients. It is Sub Q rather than the IM that is uncomfortable. The injection volume is less"
- "Lately I have been doing only Somatuline Depot. I switched some patients and they really liked it"
- "Most patients want to try Somatuline Depot because of the convenience factor"

15.8% growth in H2 over H1 2009 and 25.3% in H1 2010 over H2 2009

Growth largely driven by market share gains in a flat acromegaly market

Acromegaly retail market share now 21% vs. 17% a year ago<sup>2</sup>

Co-pay assistance program launched in May 2010

Level and breadth of customer perception of reimbursement services at least as good as for main competitor

15 FIRST HALF 2010 RESULTS

NOTE 1: Source – Alpha Detail March 2010 NOTE 2: Source – Walter Klowers. The market basket is all long-acting SSA retail sales and 50% of short-acting SSA retail sales in endocrinology. These data do not include institutional sales for any products.





# Outcome 2: all signals positive for Dysport®'s launch

Launched Nov 2009 with >85% commercial insurance coverage and 100% coverage from national payors

14/15 Medicare Administrative Contractors cover Dysport®

Customers view reimbursement service platform as superior to competitor's<sup>1</sup>

Customers perceive sample program as unique and easy to use affording them the opportunity to try Dysport®

More than 325 unique accounts have ordered





## North America is at the heart of Ipsen's global deployment

Ipsen's fully fledged infrastructure is 100% operational, and is built around market complexity and requirements

Being a biotech player in the US with full R&D, manufacturing, medical and sales & marketing capabilities further increases the Group's business and scientific opportunities

Ipsen's staged entry in the US allowed for smooth and swift execution

A new platform for potential further value creation opportunities



# Ipsen's growth engine fully at work in pharmerging markets...

Jean Fabre

**VP Intercontinental Operations** 



# **FIPSEN**

## Ipsen is present in all key fast-growing markets



2009 sales above €245 million - Staff of close to 900 Strong and lasting double digit growth



19 FIRST HALF 2010 RESULTS





# A strong and longstanding presence in China ...

- Established in 1992
- HQ in Tianjin. Total staff of ~ 450 employees
- ~€75 m 2009 sales
- Today, Ipsen's 2<sup>nd</sup> largest affiliate
- Regional sales force teams focused on key coastal cities, now spreading towards the west into lower tier cities. >100 cities covered including all T1 & T21
- Dedicated market access team to manage complexity of 31 regions
- Experienced medico-regulatory team to conduct local clinical and registration trials
- World class manufacturing site since 2000 currently producing >20 million units of Smecta® for domestic Chinese market



Ipsen, a well established, with a longstanding expertise, **Chinese Pharmaceutical company** 

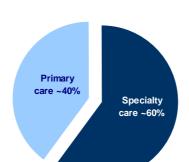




## ...delivering ~25% sales CAGR over the past 5 years



- Sales force ~200
- Covering top tier 1 & 2 cities and entering T32
- ~15%3 market share
- Non EDL<sup>4</sup> market (T1 & T2) growth slowing down
- EDL<sup>2</sup> segment (T3) to grow > 50% in volume



Main products

2009 sales split

# Diphereline\*

- Specialized Sales Force ~90
- Covering >100 top tier cities
- Endometriosis:
  - · Launched in 1999
  - Market CAGR 10-14> 20%<sup>3</sup>
  - · Achieved leadership
- Prostate cancer:
  - · 3-month launched in Q1 2010
  - · First in market
  - Market CAGR 10-14 > 25%<sup>3</sup>

A portfolio built on solid historical gastroenterology pillar, now boosted by fast growing specialty care franchise

21 FIRST HALF 2010 RESULTS

1 Triptorelin, active ingredient of Decapeptyl® 3 source IMS 2 Tier 1: Beijing, Shanghai, Guandzhou; Tier 2: about 30 provincial capitals; Tier 3: C. 600 important cities 4 Essential Drug List







# China is a key market...

# China is on the way to #3 in the world... **China pharmaceutical Market 2005-15** (US\$ Bn)



#### ... contributing to over 20% of the expected global value growth by 2013







## ... structurally fast growing

#### **Urban employees**

- On average 8% of payroll contributed
- \$42bn of funds collected for insurance in 2008
- From 150 to 490 rmb/ capita on average (i.e. €15 to €49)

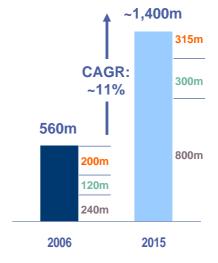
#### Urban residents (not covered by "Urban employees")

- Subsidised by government
- Covers elderly, children...
- \$2bn of funds collected for insurance in 2008
- From 0 to 80 rmb/ capita on average (i.e. €0 to €8)

#### **Rural residence**

- Subsidised by government
- Covers rural families
- \$12bn of funds collected from insurance in 2008
- From 8 to 50 rmb/ capita on average (i.e. €0.8 to €5)





**Estimated covered population** 





# A strong presence in Russia, the fastest growing Eastern European market...

- Presence since 1993
- HQ in Moscow. Total staff of ~200 employees
- ~€50 m 2009 sales
- Today, Ipsen's 7th largest affiliate
- Sales force regional teams focused on 30+ major cities
- Strong franchises among neurologists, gynecologists, onco-urologists, pediatricians
- Solid expertise in distribution management, a key success factor in a highly complex and fragmented market







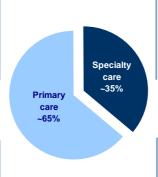
## ... delivering ~20% sales CAGR over the past 5 years...



- ~5% market growth <sup>1</sup>
- ~5% market share



- ~15% market growth <sup>1</sup>
- ~ 7% market share



2009 sales split, %

# Dysport<sup>®</sup>

- Leader in neurology indications growing >25% 1
- ~40% market share in the aesthetic market growing 20%+ 1



- ~15% market share in both prostate cancer and endometriosis
- Prostate cancer: 35% market growth <sup>1</sup>
- Endometriosis 15% market growth <sup>1</sup>

A balanced portfolio with solid foundation of Primary Care franchise and fast-growing Specialty Care sales

25 FIRST HALF 2010 RESULTS

1 Pharmexpert 2 Triptorelin, active ingredient of Decapeptyl®





# ...with healthcare reform driving additional coverage

Potential introduction of co-payment

Special focus on government state tenders

Local production of selected EDL<sup>1</sup> products

Enforcement of GMPs<sup>2</sup> for production







Somatuline autogel

Diphereline\*

**Acromegaly** 

**Urology/ Gynecology** 

Medical

**Aesthetics** 

Access to a €25+ million market

 Benefit from development of Regional Program sales (tender process, reimbursement)

 Benefit from dynamic consumption

A strong population coverage expansion in a improved regulated market



Ipsen will continue to expand geographic reach by developing its specialty care products for international markets...





... and is poised to benefit from pharmerging market growth

A highly competitive established infrastructure and strong expertise in key fast-growing markets

Primary Care to benefit from expanding access to medical care

Specialty Care to benefit from improving quality of care, increased coverage & reimbursement

Ipsen's product portfolio is adapted to local market needs

# **Ipsen's partnerships fully at work**

**Stéphane Thiroloix EVP**, Corporate Development - Ipsen

**Andrew Grethlein COO – Inspiration Biopharmaceuticals** 





# Partnering is at the core of Ipsen's strategy

Globalize Specialty Care Monetize off-strategy assets Grow Specialty Care Optimize R&D spend Optimize Primary Care Strategy-based

At all stages of Franchise Life-Cycle

Format tailored to intent: Collaboration, license, asset, equity...

40+ major partnerships signed in last 10 years

**Partnering** 

Over 40% of Ipsen's revenues

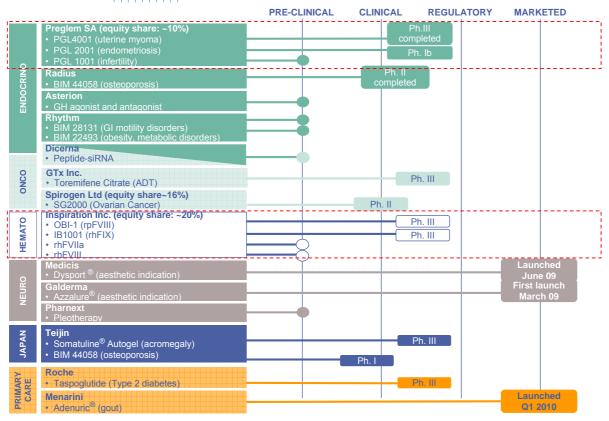
6 licensed compounds in phase III 3 licensed drugs launched over last 18 months

**Long-standing Alliances Multiple Repeat Partnerships** 

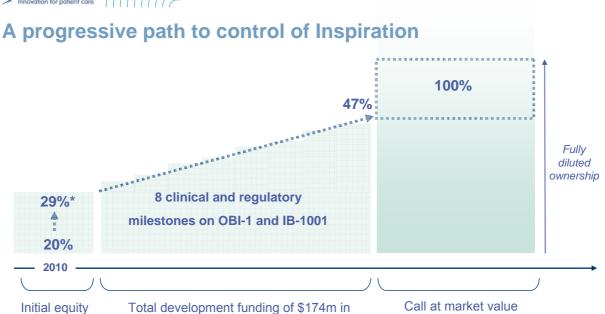
Significant value creation, synergistic with internal R&D and Operations



## **Promising partnerships**







stake: \$85 m + OBI-1 upfront: \$50 m + 27.5% royalty rate on OBI-1 Total development funding of \$174m in exchange for convertible bonds maturing the later of 7 years or the end of the call exercise period

Call at market value exercisable on **triggering** events expiring at the latest in 2019



# Inspiration Biopharmaceuticals Update

Andrew Grethlein
Chief Operating Officer

# Inspiration is Building a Compelling Hemophilia Franchise ...

A comprehensive portfolio of products covering well-established, clinically proven indications for hemophilia disorders and complications

OBI-1, an innovative therapeutic approach to treating patients with inhibitors

#### **STRATEGIC GOALS**

- Increase product SUPPLY
- Leverage COST-effective manufacturing
  - Enhance ACCESS to treatment
    - Create VALUE for patients

Novel, proprietary recombinant protein manufacturing technologies with the potential for high productivity

Shared Inspiration infrastructure across portfolio leveraging development, manufacturing, medical, and commercial expertise

Inspiration's goal is to improve access to care and meet the needs of hemophilia patients and treaters worldwide - a leading presence in hemophilia



# ... Dedicated Exclusively to Hemophilia Care

Inspiration's founders, two fathers with sons who have hemophilia B, established a team of seasoned hemophilia industry executives and experts to build a company that would address significant unmet needs in hemophilia:

- Broaden access to care with proprietary, high-value recombinant products
  - Novel, proprietary recombinant protein manufacturing technologies with the potential for cost-effective, high yield manufacturing
  - Expand supply in developed markets, supporting greater prophylactic use
  - Introduce recombinant products in underserved markets, to augment or replace plasma-derived products, and to increase both the number of patients treated and the amount of product used per patient
- Improving the treatment of inhibitor complications
  - Provide new FVIII replacement therapy options for patients and caregivers





# A Low Risk Strategy towards Commercialization...

- Portfolio of recombinant products, which are therapeutically equivalent to well-established, FDA and EMA approved products
- Clinical safety & efficacy proven with marketed products in same indications
- Regulatory requirements are well understood
- Clinical demand for all products exists, and is 70% unmet (worldwide)

#### THE OPPORTUNITY

**Expand** the size of the market for hemophilia products by

- Increasing the number of patients who are treated
- Increasing the amount of product used per patient (prophylaxis)





# ...Leveraging a Well-Positioned Portfolio

- Advanced-stage clinical programs:
  - IB1001 (recombinant FIX)
  - OBI-1 (recombinant porcine FVIII)
- Preclinical stage programs for rFVIIa and rFVIII products
- Novel, proprietary recombinant protein manufacturing technologies with the potential for high productivity
  - High quality, cost-effective products designed for full compliance with FDA and EMA guidelines
  - Goal is to increase the supply of hemophilia products in all markets





# A Strong, Late Stage Competitive Position in Recombinant Protein Therapies

			Compe	etition (Phase 2 or Ph	ase 3)
Clinical Need	Therapy	Inspiration	Approved Products	Native Compounds	Modified Compounds
Hemophilia B	FIX Replacement	Phase III (IB1001)	BeneFIX® (Pfizer)	Phase 1/3 (Baxter)	Phase 2b/3 (Biogen Idec)
Hemophilia A	FVIII Replacement	Phase III (OBI-1)	-	-	-
w/Inhibitors	FVIIa Bypass	Preclinical	NovoSeven® (Novo Nordisk)	-	Phase 2 (Novo Nordisk) Phase1/2 (Baxter)

Inspiration's portfolio is strategically positioned as late stage and lower risk, compared to modified compounds in development



# **An Experienced Organization Designed for Success**

- Extensive executive and middle management expertise in hemophilia product development, biologics manufacturing, regulatory approval, and global commercialization
- Management team directly responsible for development and commercialization of the majority of hemophilia products currently on the market
- Able to leverage core experience in advancing the product portfolio
- Inspiration has 40+ dedicated employees, personally accountable for over 400 expert personnel within strategic business partnerships
- Inspiration has full responsibility for product development, regulatory, and implementation of a commercialization strategy for the entire portfolio





# A Growing Market Opportunity in Hemophilia B...

#### **Current market**

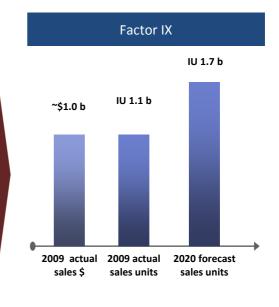
- 90% recombinant in developed markets
- 40% recombinant and growing in underserved markets

#### Long term growth prospects

- 2% to 6% CAGR until 2020
- Driven by prophylaxis in developed markets
- Driven by more patients treated in underserved markets

# Critical unmet medical need: access to treatment for more patients

- 70-75% of hemophilia patients WW receive little or no treatment with clotting factors
- Market potential of 6.5 billion IU's







# ...with IB1001 Expanding Choice and Increasing Competition Worldwide

- One approved, recombinant product on market for hemophilia B
  - High treatment cost with limited supply worldwide
- Proprietary manufacturing technology, with the potential for cost-effective, high yield manufacturing, to increase supply of recombinant Factor IX, which can lead to:
  - More prophylactic therapy in developed markets
  - Availability of recombinant products in underserved markets
  - Greater numbers of individuals receiving treatment in underserved markets
- IB1001 in late-stage clinical development
  - Ongoing Phase III clinical trial in Europe, U.S. and Israel
  - Regulatory submissions for marketing approval in EU and U.S. expected in 2011



#### INSPIRATION

INSPIRATION

# An Unmet Need for More Effective Treatments of Inhibitors in a Growing Market...

#### Current market

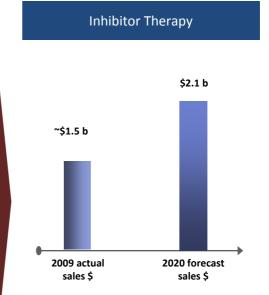
- 1/3 of hemophilia patients will require inhibitor therapy during their lifetime
- 70% recombinant in developed markets
- <10% recombinant in underserved markets</li>

#### Long term growth prospects

- 3% to 6% CAGR until 2016, 0-1% thereafter
- Driven by prophylaxis in developed markets
- Driven by more patients treated in underserved markets
- Opportunities in treating inhibitors to human recombinant FVIII and acquired hemophilia

Most important unmet need:
Additional inhibitor therapy options

 Current inhibitor therapies are not always effective





# ...with OBI-1 Fulfilling the Unmet Market Need in Treating Inhibitors

- Current void in marketplace
  - Bypassing agents now used by approximately 1/3 of people with hemophilia A who develop an immune reaction to human forms of FVIII
  - Current therapies are frequently not effective in treating inhibitors
  - Proven therapeutic agent, porcine plasma-derived inhibitor product, Hyate C, no longer on the market
  - Alternative approach to meet this critical unmet need is highly desired by medical and patient communities
- OBI-1 represents a unique approach to treating inhibitor patients
  - Recombinant form of porcine plasma FVIII
  - Activates the natural hemostatic pathway FVIII replacement therapy
- OBI-1 approved to enter Phase III clinical testing for patients with acquired hemophilia A
  - Pivotal study expected to begin 2H2010
  - Pivotal study in congenital hemophilia A with inhibitors expected to begin 1H11
  - Regulatory submissions for marketing approval in EU and U.S. expected in 2012



INSPIRATION

# Pipeline is Rapidly Advancing Towards Key Value Milestones

2010	IB1001 Phase III clinical trial enrollment completed
2H2010	OBI-1 Phase III acquired hemophilia clinical trial begins
2011	• IB1001 regulatory filings in EU and U.S.
1H2011	OBI-1 Phase III congenital hemophilia clinical trial begins
2011	Initiate clinical studies for IB1007 (rFVIIa)
2012	OBI-1 regulatory filings in EU and U.S.



# **Company Summary**

- Only company focused exclusively on hemophilia, with a potential for the broadest product portfolio
- Comprehensive portfolio of recombinant hemophilia products allows optimized utilization of assets, infrastructure and expertise
- Ability to leverage commercial franchise across common customer base
- Cost-effective manufacturing technology to enhance access to product
- Strategy targeting aggressive penetration in underserved markets
- Compelling product portfolio
  - Factor IX Second to market, offering choice of product in developed markets and expanded access in underserved markets
  - OBI-1 First to market, with a unique and highly differentiated proprietary inhibitor therapy product, provides platform for clinical trial access
  - Factor VIIa Second to market with well-characterized molecule; high-yield, low-cost manufacturing allowing pricing flexibility and market competition
  - Factor VIII Late market entrant, advantage in high-yield, low-cost manufacturing technologies addressing underserved markets

Inspiration is targeting peak sales in excess of \$1 billion





# Ipsen's R&D engine: Building tomorrow on today's foundations

Claude Bertrand

EVP, Chief Scientific Officer





# Ipsen's R&D key strengths...

Extensive knowledge of hormonal pathways

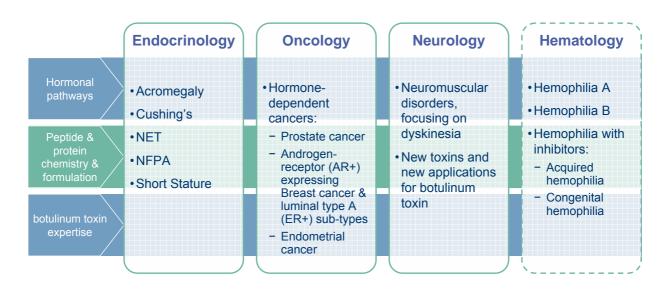
Peptide & protein chemistry & formulation

Fully integrated expertise on botulinum toxin

47 FIRST HALF 2010 RESULTS



# ... applied to well defined disease areas and indications



Focused, aligned, synergies across therapeutic areas



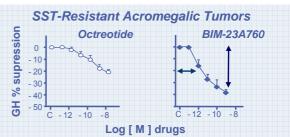


# Endocrinology: building on our peptide engineering expertise

#### BIM23A760, beyond somatostatin analogs

# Chimera Somatostatin Dopamine DA D2 SSTR 2

#### Inhibition of secretion



#### Target indications:

- Acromegaly
- NET
- NFPA

#### Project stage:

- Phase 2
- POC in acromegaly expected in 2011



#### Inhibition of proliferation

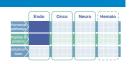






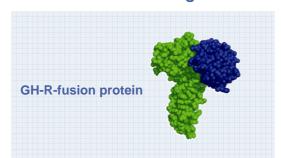
Vehicle-Treated BIM-23A760-Treated





# Endocrinology: building on our protein engineering expertise

# LRGH, a novel concept of ligand-receptor fusion protein to greatly enhance GH circulating half-life



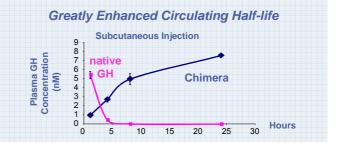
# Chimeric molecule - GH fused with receptor fragment GH Receptor on cell membrane

#### Target indications:

- PGHD
- AGHD

#### Project stage:

 Moving to pre-clinical development before year end



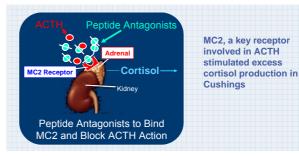


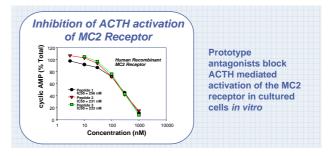


# Endocrinology: building on our peptide engineering expertise

ACTH antagonist, a potential breakthrough to meet key medical need in Cushing's disease

- Target indication:
  - Cushing's disease
- Project stage:
  - · Lead identification



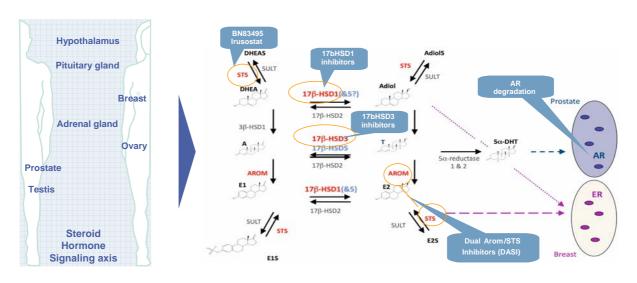


51 FIRST HALF 2010 RESULTS



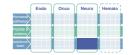


# Oncology: steroidogenesis and hormone receptor blockade to target prostate & gynecological tumours



A unique portfolio of NMEs providing a strong opportunity for therapeutic innovation and differentiation as a leader in the therapy of hormone-dependent tumors





# Neurology: keeping our competitive edge in Botulinum toxin

**US Phase III spasticity programs** 

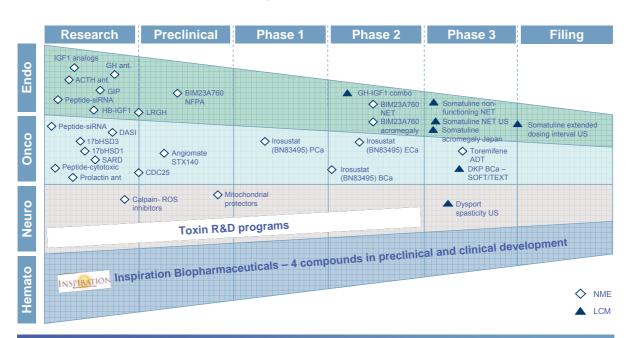
Dysport® indication expansion

Working on next generation toxins

53 FIRST HALF 2010 RESULTS



# A rich and balanced R&D portfolio...



POC expected in 2011 for BIM23A760 acromegaly and BN83495 endometrial cancer



# ...delivered by an efficient R&D organization...

Higher competitive pressure in R&D, requiring greater commitment to innovation

**Timelines** R&D efficiency Quality Costs

Seamless project governance from Discovery to Market access

Shared R&D platforms

Strengthened impact of translational science at all stages of R&D process

**Expand** innovation capacity

Further develop partnerships to foster innovation and network in the scientific and medical community

55 FIRST HALF 2010 RESULTS



### ...to serve an ambitious vision

Strong resident technology platforms and scientific excellence...

...to support...

...translating unmet patient needs into innovative care solutions, transforming disease outcome

# Half-year 2010 financial performance in line with full year objectives

Claire Giraut

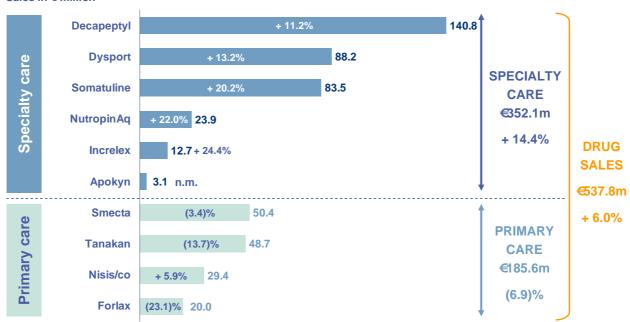
EVP, Chief Financial Officer





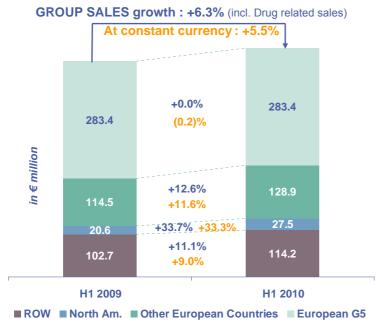
# Specialty care strongly drives sales growth in H1 2010

#### Sales in € million





## Sales are driven by regions beyond G5



European G5

Specialty care sales growth offset by tougher competitive environment, notably in French Primary care

Other European countries

Dynamic growth throughout with favourable 2009 basis (Eastern Europe crisis)

North America

Strong growth driven by the penetration of 4 products

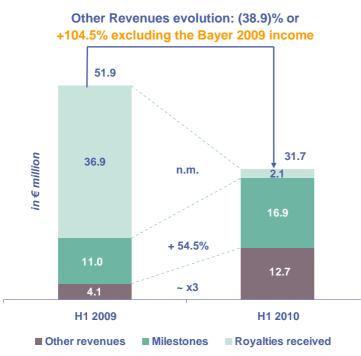
ROW

Strong growth, notably in China with the launch of Decapeptyl® 3M in the treatment of prostate cancer





#### Other Revenues evolution



#### Royalties Received

Excluding the proceeds of the Bayer settlement, royalties received in H1 2010 grew 4x to €2.1m from €0.5m

#### Milestones

Primarily income from the agreements with Medicis, Galderma, Recordati and Roche.

Additional income from Menarini (Adenuric®) and Inspiration Biopharmaceuticals (OBI-1)

#### Other revenues

invoicing of OBI-1's development costs to Inspiration Inc. (€6.8 m) and income from the Group's Co-promotion contracts in France

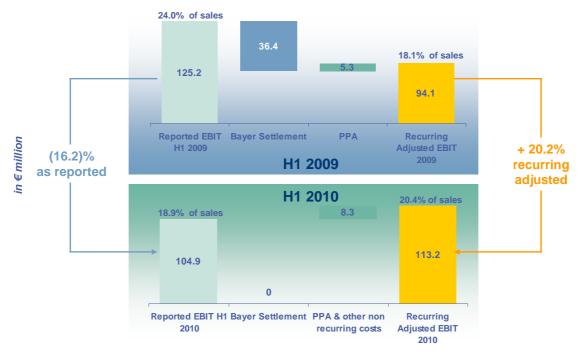


# **Evolution of main P&L expenses for H1 2010**





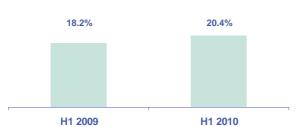
# Recurring adjusted Operating Income<sup>1</sup> has improved by 20.2%



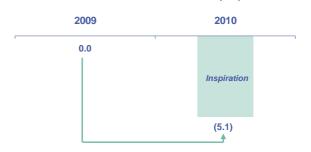


#### P&L - below EBIT

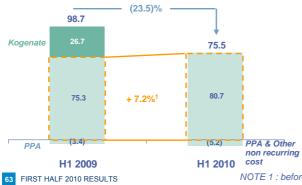




#### Income from Associates (€m)



#### Consolidated result (€m - Group share)



#### **Fully diluted EPS (Group share)**



**Dec 09** 

982.6

1.7 984.3

12.2

270.3

308.1

21.4

2.0

1 576.9

30 Jun 10

1 075.0

1 076.7

15.7 315.2

295.9

10.0

2.0

1 705.5

NOTE 1: before any impacts related to purchase price accounting in connection with the Group's acquisitions and before any potential non-recurring items.

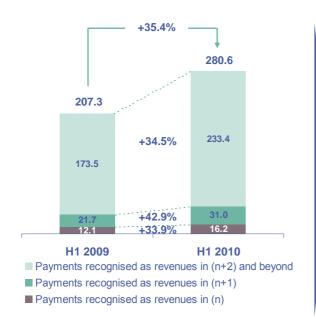


# **Balance sheet evolution**

Assets	S		Lia	abilities
- In million euros	31 Dec 09	30 Jun 10	- In million euros	31
Goodwill	290.2	306.5	Equity	
Investment in associated companies (Incl. Goodwill Inspiration Inc.)		68.4		
Property. plans & equipments	251.8	264.2	Minority interests	
Intangible assets	237.0	264.1	Total equity	
Other non-current assets	145.5	191.7	Long-term financial debt	s
Total non-current assets	924.5	1094.9	Other non-current liabilities	
Total current assets	652.4	610.6	Other current liabilities	
Incl. cash and cash equivalents	218.6	167.3	Incl. Short-term debts	
Assets / discontinued operations	0.0	0.0	Liabilities / discontinued operations	
Total assets	1 576.9	1 705.5	<b>Total Liabilities</b>	
Net Cash (1)	185.6	142.1		



# Significant increase of partnership related deferred revenues



Main milestones cashed-in over the period

H2 2009 Galderma: €14m upon MA and launch for Azzalure<sup>®</sup>

October 2009
Menarini: €20m upon signing of partnership for Adenuric®

January 2010
Inspiration: \$50m upon agreement on OBI-1 licence (non cash)

March 2010

Menarini: €18m upon launch of Adenuric®



65 FIRST HALF 2010 RESULTS



Cash flow statement	30 Jun 09	30 Jun 10	
- In million euros			
Cash Flow before change in working capital	121.5	98.6	
- Deferred revenue from Inspiration (non cash)		35.5	
- Increase / Decrease in working capital (except non cash deferred revenue from Inspiration)	25.7	0.6	<ul><li>Receivable : - €37.8m</li><li>Payables : - €5.1m</li></ul>
Net cash flow generated by operating activities	147.2	134.7	Income tax : + €52.7m
Investment in Tangible and Intangible assets	(25.1)	(25.3) \	Others : - €8.3m
Investments in associated companies (Inspiration)	-	(57.7)	
Convertible note subscriptions (Inspiration)	-	(35.5)	
Others	(7.3)	(5.8)	■ Tangible assets : - €14
Net cash flow used in investing activities	(32.4)	(124.3)	Intangible assets : - €1
Net change in borrowings	(159.4)	(0.2)	
Dividends paid	(58.2)	(62.3)	
Others	-	(0.9)	
Net cash flow used in financing activities	(217.6)	(63.4)	
Discontinued operations	(0.2)	-	
Change in cash and cash equivalent	(103.0)	(53.0)	
Impact of exchange rate fluctuations	4.8	11.7	
Closing cash & cash equivalents	139.1	164.1	
Closing Net Cash <sup>(1)</sup>	118.9	142.1	



#### In summary

Strong performance of Specialty Care sales: +14.4%1 y-o-y

Recurring adjusted<sup>2</sup> Operating income up 20.2% y-o-y

Recurring adjusted<sup>3</sup> fully diluted EPS (Group share) up 7.1% y-o-y

Good cash generation: €134.7m generated by operating activities during H1 2010

Solid balance sheet : €142.1m positive net cash position at June 30, 2010

NOTE 1 : at constant exchange currency

NOTE 2 : Defined as reported operating income before any impacts related to purchase price accounting in connection with the Group's acquisitions and before any potential non-recurring items.

NOTE 3 : Reported Diluted Earnings Per Share excluding (i) any non recurring impacts and (ii) the net impacts of the purchase price accounting related to the Group's acquisitions



# **Concluding remarks**

Jean Luc Bélingard Chairman & CEO





# 2010 financial objectives confirmed

Specialist Care - Drug sales

Primary Care - Drug sales

Other Revenues

Recurring Adjusted operating margin\*\*

Recurring Adjusted EPS\*\*

Close to double digit growth

(5)% to (7)% decrease\*

3% to 5% growth\*

Close to €50 million\*\*\*

Approx. 15% growth\*

Relative stability vs. 2009

The above sales objectives are set at constant currency 2010 objectives excludes any potential non recurring items

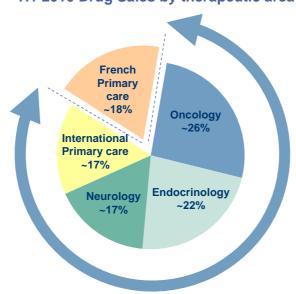
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\* Margins expressed in % of sales \*\* Prior to (i) purchase accounting impacts related to its acquisitions in North America and (ii) non recurring elements \*\*\* Excluding the rebilling to Inspiration of expenses related to OBI-1



# Today, Ipsen has a well balanced therapeutic footprint

#### H1 2010 Drug Sales by therapeutic area



Specialty care and international primary care, a more immune footprint



## Ipsen's growth, commercial and R&D engines are fully at work

A strong operational platform in North America, ready for further leverage and growth

A longstanding presence in key pharmerging markets, generating fast growth, with multiple product roll outs

Partnership policy potentially enabling significant value creation while derisking R&D portfolio, optimizing time-to-market and focusing on Ipsen's core therapeutic areas

One of Ipsen's key partners, Inspiration, can potentially become a leading player in the hemophilia space

Ipsen benefits from a rich R&D portfolio, with more than 30 programs ongoing, of which close to 50% are in clinical stage

A solid financial performance, and a solid balance sheet

Ipsen is poised for further growth, through its unique positioning and its potentially game-changing partnerships

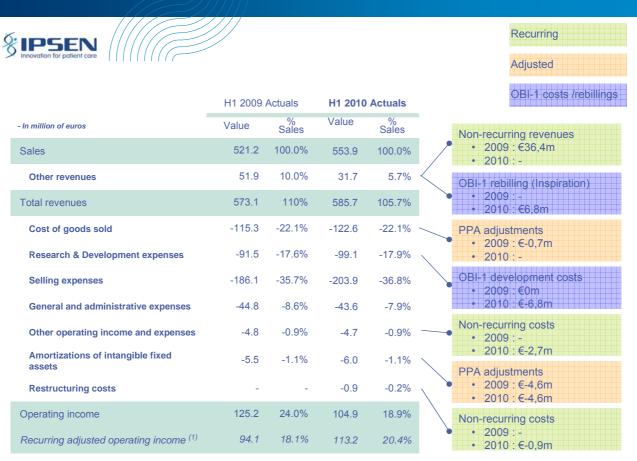
71 FIRST HALF 2010 RESULTS

**Q&A** session



# Back-up







Recurring

Adjusted

	H12009 Actuals		H1 2010 A	Actuals	
- In million of euros	Value	% Sales	Value	% Sales	
Operating income	125.2	24.0%	104.9	18.9%	Kogenate royalty stre
Operating income adjusted recurring <sup>(1)</sup>	94.1	18.1%	113.2	20.4%	rate: 27%
Net finance cost and other expenses	-4.7	-0.9%	-3.8	-0.7%	
Income tax	-22.0	-4.2%	-20.7	-3.7%	
Effective tax of continuing operations	18.2%		20.4%		
Share of - loss/profit of associated companies	-	-	-5.1	-0.9%	
Revenues from continuing operations	98.5	18.9%	75.4	13.6%	PPA tax rate: 40%
Revenues from discontinued operations	0.5	0.1%	0.2	0.0%	1177 tax rate. 4070
Consolidated net profit	99.1	19.0%	75.6	13.6%	
Consolidated net profit - Group share	98.7		75.5		
Earning per share - fully diluted	1.17		0,89		
Recurring adjusted consolidated result	75.7		80,8		
Recurring adjusted earning per share - fully diluted	0,90		0.96		

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(1) Excluding royalties received from Bayer (€36,4m in 2009 vs €0m in 2010), ,impacts of PPA and some others non recurring costs.