

2010 Financial Results

ODDO – Roadshow Full Year 2010 Results

Paris – 7th March 2011

Mr Marc de Garidel – Chairman and Chief Executive Officer

Mr Claude Bertrand – EVP Chief Scientific Officer

Mrs Claire Giraut – EVP Chief Financial Officer

Mr Pierre Kemula – Investor Relations Officer

Mr Stéphane Durant des Aulnois – Investor Relations Manager



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Objectives for today

- 1 2010 key events
- 2 CEO's first assessment
- 3 2010 detailed financial performance
- 4 Outlook

2010 key events

2010 performance

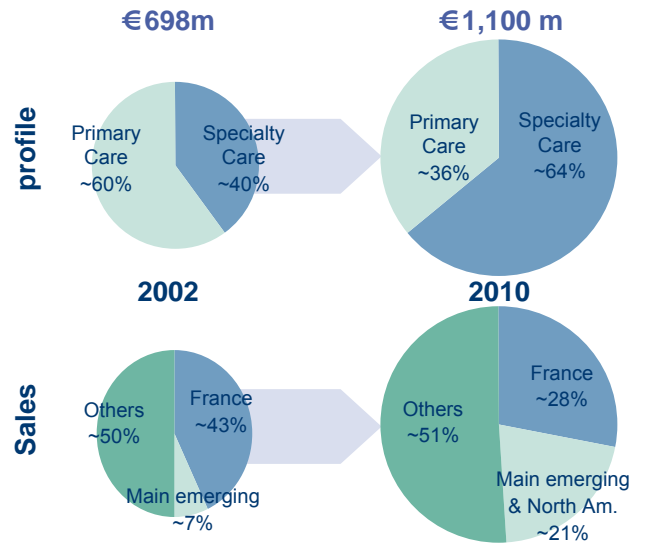


Over the last decade, Ipsen has succeeded in adapting to a fast changing environment...

Health care environment

- Specialty care as the major value/growth driver
- Increasing pressure on primary care
- Rise of pharmerging countries

Evolution of Ipsen's sales profile



Main emerging countries : China, Russia, Brazil

Note : French accounting standards for 2002 figures

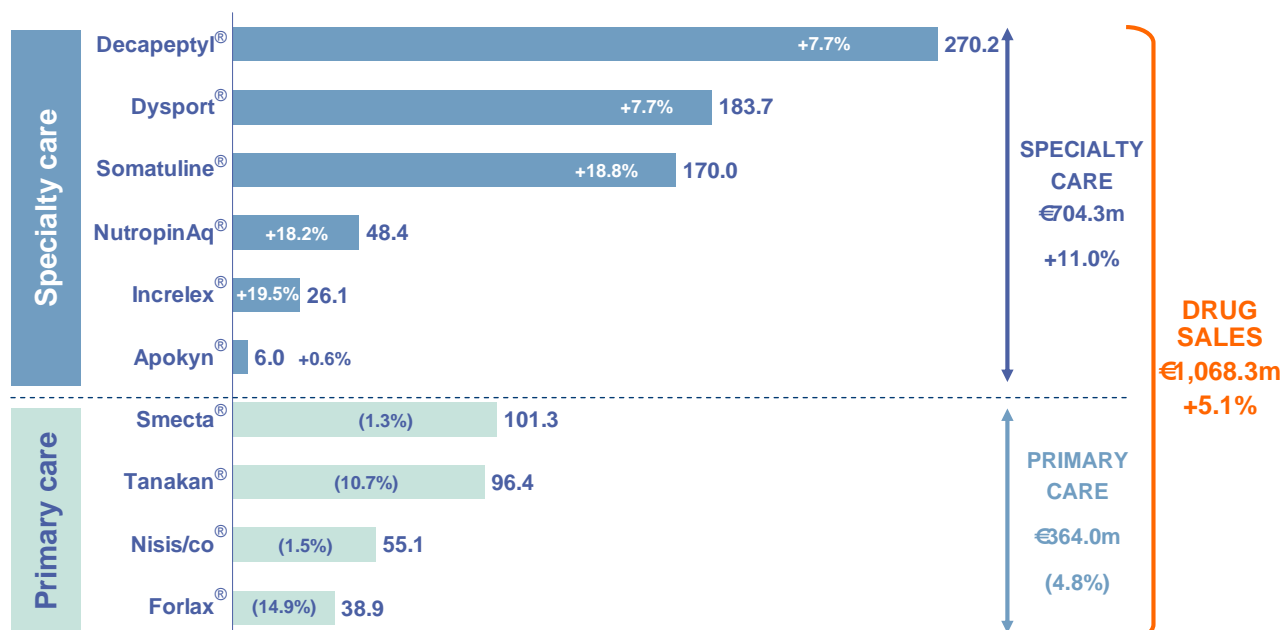
... building key assets, creating a unique profile in 2011...



...in a toughening environment

Specialty care strongly drove sales growth in 2010

in million euros



Several areas of attention have been identified

Are we focused enough?

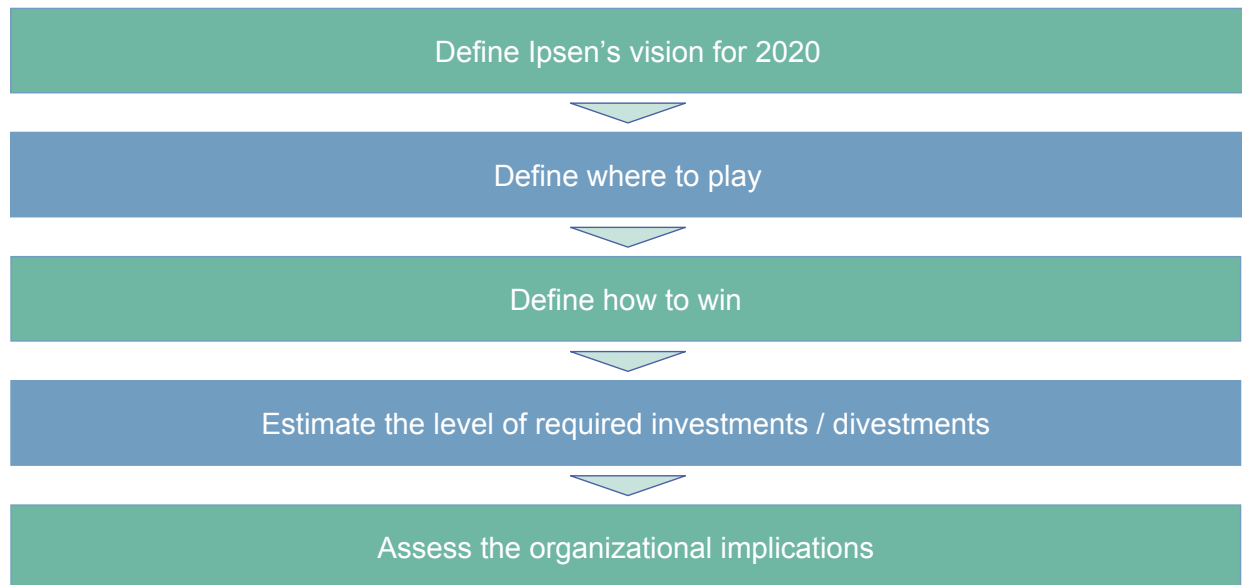
Have we fully leveraged our current portfolio's potential?

Is our early stage compound portfolio sufficient to sustain long term growth?

How do we improve return in the US?

How do we address the primary care situation?

We are conducting a comprehensive strategic review...



... providing a first set of directions to unlock further value



Quality of execution is key

Full-year financial performance

Claire Giraut

EVP, Chief Financial Officer



IPSEN
Innovation for patient care

2010 detailed financial performance



IPSEN
Innovation for patient care

Summary of 2010 P&L and evolution

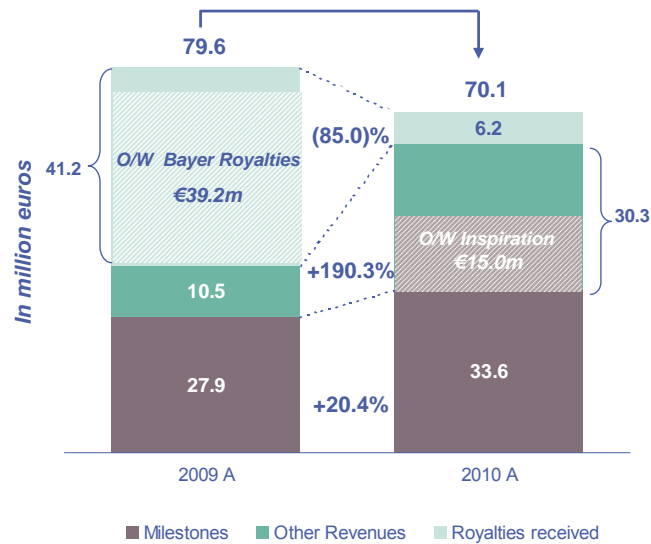
<i>In million euros</i>	2010	2009	Growth (%)
Sales	1,100.2	1,032.8	+6.5%
Total Revenues	1,170.3	1,112.4	+5.2%
Operating Income	128.8	172.5	(25.3)%
Recurring adjusted operating income*	183.2	144.4	+26.8%
Consolidated Net Profit <i>(attributable to Ipsen shareholders)</i>	95.3	156.6	(39.1)%
Fully diluted EPS	€1.13	€1.86	(39.2)%
Fully diluted recurring adjusted* EPS	€1.64	€1.60	+2.5%

Non recurring after tax profit from taspoglutide in 2010: €41.2m
Non recurring depreciations and losses of value in 2010: €30.3m net after tax

* Prior to (i) purchase accounting impacts related to its acquisitions in North America and (ii) non recurring elements

Other revenues evolution

Other revenues evolution: (11.9%)
As reported
+36.3% excluding Bayer in 2009 and Inspiration in 2010



▪ Royalties Received:

Excluding the proceeds from the Bayer settlement in 2009, royalties received grew threefold in 2010

▪ Milestones

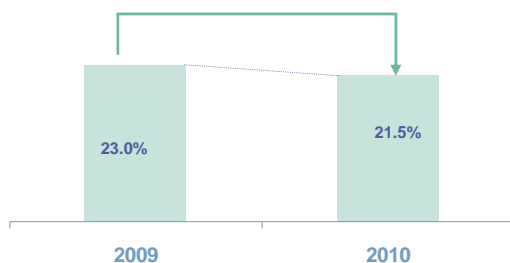
Progressive recognition of milestones already cashed-in from Medicis, Galderma, Recordati, Menarini (Adenuric®)...

▪ Other revenues

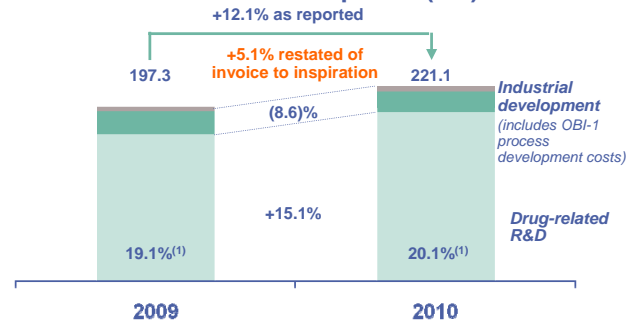
Revenues from Inspiration Inc. for OBI-1 development costs (€15.0m) and from co-promotion agreements in France

Evolution of main P&L items: above operating result

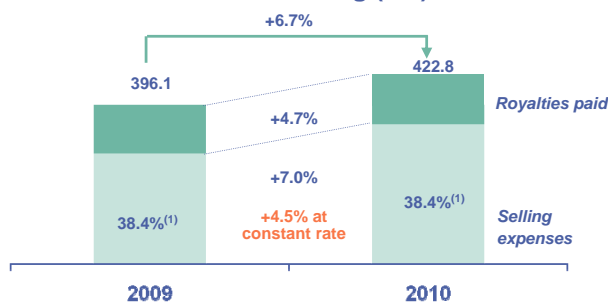
COGS (% of sales)



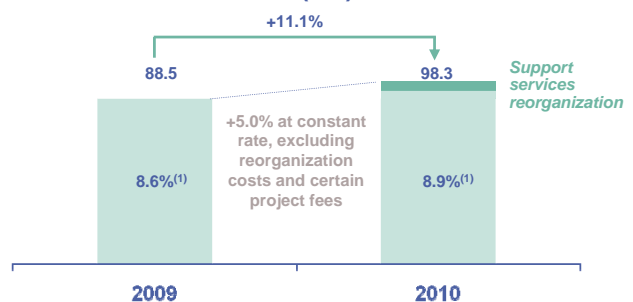
Research & Development (€m)



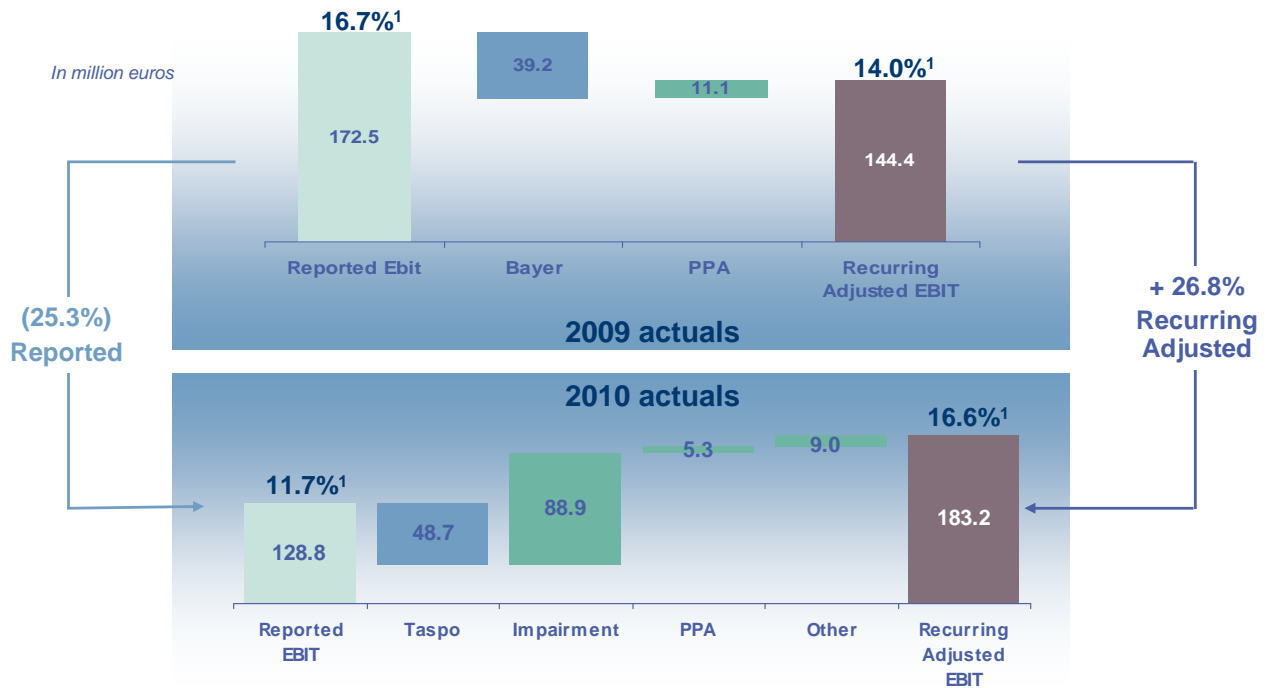
Sales & Marketing (€m)



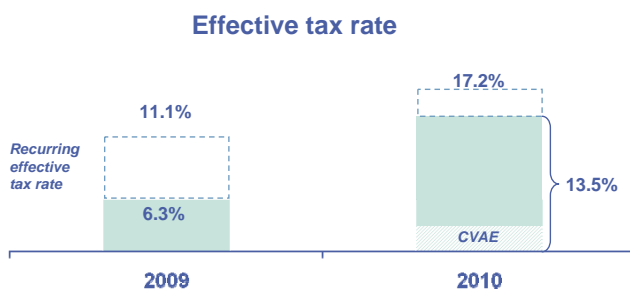
G&A (€m)



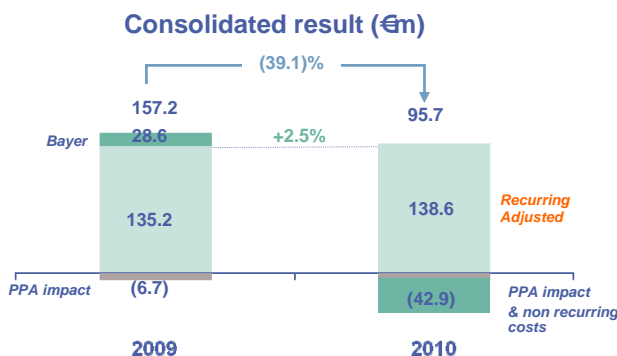
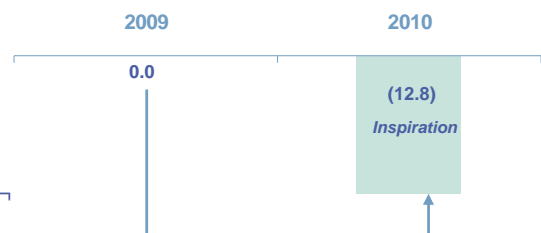
A Recurring adjusted Operating Income, up 26.8% y-o-y



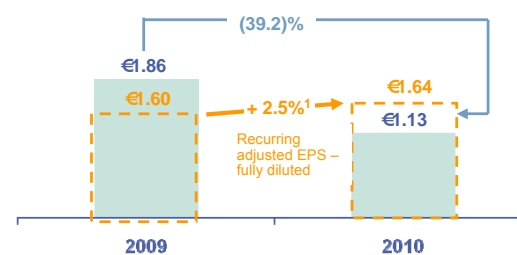
Below EBIT evolution



Income from Associates (€m)



Fully diluted EPS (Group share)



On March 1st 2011, the board of directors proposed a dividend of €0.80 per share, up 6.7% y-o-y

(1) « Recurring adjusted »: Reconciliations between operating results and recurring adjusted operating results as of 31 December 2010 and 2009 are detailed in appendix 4 of FY 2010 results press release

From Published EPS to recurring adjusted EPS

In million euros	2010 Actual		Plus			2010 Actual Recurring adjusted	
	Value	% Sales	Roche	Impairment	Other (2)	Value	% Sales
Net Sales	1 100.2	100.0%				1 100.2	100.0%
Other Revenues	70.1	6.4%				70.1	6.4%
Total Revenues	1 170.3	106.4%				1 170.3	106.4%
Cost of goods Sold	-236.2	-21.5%			-2.7	-238.9	-21.7%
R&D	-221.1	-20.1%				-221.1	-20.1%
SMM	-422.8	-38.4%				-422.8	-38.4%
G&A	-98.3	-8.9%				-98.3	-8.9%
Other (1)	37.1	3.4%	-48.7	-11.3	17.0	-6.0	-0.5%
Impairment losses	-100.2			100.2		0.0	
Operating Result	128.8	11.7%	-48.7	88.8	14.3	183.2	16.6%
Financial Result	-3.4	-0.3%		1.6	-4.3	-6.1	-0.6%
Income Tax	-17.0		7.6	-16.0	-4.8	-30.2	
Effective tax rate	-13.5%					-17.2%	
Share of loss	-12.8			5.9	-1.4	-8.3	
Income from continuing operations	95.7	8.7%	-41.2	80.3	3.8	138.6	12.6%
Income from discontinued operations	0.0						
Consolidated net profit	95.7	8.7%	-41.2	80.3	3.8	138.6	12.6%
Fully diluted EPS	1.13		-0.49	0.95	0.05	1.64	

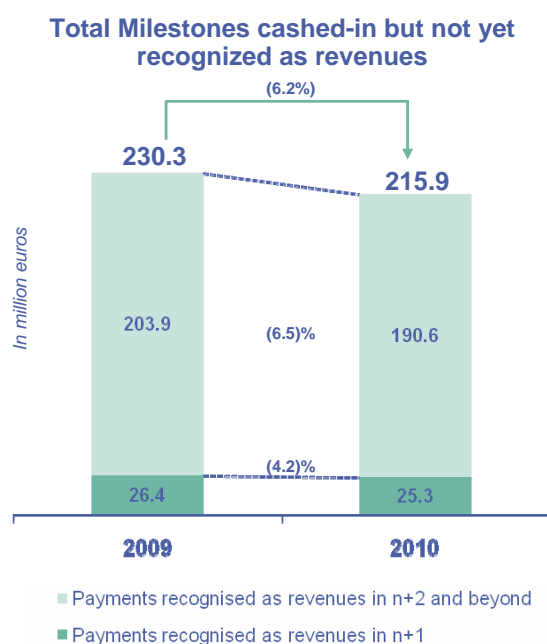
(1) Other operating income and expenses, Amortizations of intangible assets and Restructuring costs

(2) Impacts from Purchase Price Accounting (PPA) and certain other costs

Balance Sheet evolution

In million euros	Assets		Liabilities		
	31 Dec 09	31 Dec 10	31 Dec 09	31 Dec 10	
Goodwill	290.2	299.1	Equity	982.6	1 077.2
Investment in associated companies (Incl. Goodwill Inspiration Inc.)	-	57.9	Minority interests	1.7	2.0
Property, plans & equipments	251.8	282.3	Total equity	984.3	1 079.2
Intangible assets	237.0	166.5	Long-term financial debts	12.2	15.3
Other non-current assets	145.5	232.6	Other non-current liabilities	270.3	250.6
Total non-current assets	924.5	1 038.4	Short-term debts	21.4	7.7
Total current assets	652.4	639.8	Other current liabilities	286.6	324.7
<i>Incl. cash and cash equivalents</i>	218.6	178.1	Discontinued operations	2.0	0.7
Discontinued operations	-	-	Total Liabilities	1 576.9	1 678.2
Total assets	1 576.9	1 678.2			
Net Cash	185.6	156.0			

Partnership related deferred revenues



Main milestones cashed-in in 2010

January 2010

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

March 2010

Menarini: €18m upon launch of Adenuric® in France, UK and Germany

December 2010

Menarini: €6m upon launch of Adenuric® in Italy

Cash flow statement

In million euros

	31 Dec 09	31 Dec 10
Cash Flow before change in working capital	192.7	248.5
Deferred revenues from Inspiration	-	35.5
Increase/ Decrease in working capital	64.9	(30.1)
Net cash flow generated by operating activities	257.6	253.9
Investment in Tangible and Intangible assets	(63.3)	(86.6)
Investment in associated companies (Inspiration)		(130.9)
Others	(8.0)	(7.8)
Net cash flow used in investing activities	(71.3)	(225.3)
Net change in borrowings	(151.3)	(0.3)
Dividends paid	(58.0)	(62.3)
Others	(5.4)	1.0
Net cash flow used in financing activities	(214.8)	(61.6)
Discontinued operations	(1.0)	(1.5)
Change in cash and cash equivalent	(29.5)	(34.5)
Impact of exchange rate fluctuations	(2.4)	(7.0)
Closing cash & cash equivalents	205.4	177.9
Closing Net Cash	185.6	156.0

■ Tangible assets: -€53.7m
 ■ Intangible assets: -€33.3m

In summary

Specialty Care sales: +11.0%¹, Sales outside European G5 up 15,0%

Major impacts from non recurring elements, mainly impairments & taspoglutide:
-€40.1m overall on EBIT and -€39.1m after tax

Recurring adjusted² operating income improving by 26.8%

Recurring adjusted EPS³ improving by 2.5% y-o-y

€253.9m generated by operating activities in 2010

Strong balance sheet : €156.0m positive net cash position at December 31, 2010

NOTE 1 : at constant exchange rate

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

Despite a tough environment, 2010 financial objectives were met

			2010 Performance
Specialist Care - Drug sales	Close to double digit growth	3% to 5% growth*	+11.0% ✓
Primary Care - Drug sales	(5%) to (7)% decrease*		(4.8%) ✓
Other Revenues	Close to €50 million***		€55 million ✓
Recurring Adjusted operating margin**	Approx. 15% growth*		+ 26.8% ✓
Recurring Adjusted EPS**	Relative stability vs. 2009		€1.64 (+2.5%) ✓

The above sales objectives were set at constant currency
2010 objectives excluded any potential non recurring items

* Margins expressed in % of sales

** Prior to (i) purchase accounting impacts related to its acquisitions in North America and (ii) non recurring elements

*** Excluding revenues from Inspiration Inc. on OBI-1 industrial development costs

Concluding remarks and 2011 Outlook

Marc de Garidel
President and CEO



Outlook



In 2011, Ipsen's specialty care should continue to drive performance

On the basis of currently available information...

... the Group's 2011 drug sales growth objectives are :

Specialty Care

**Drug Sales growth
close to + 8.0% year-on-year**

Primary Care

**Drug sales decrease
of (8.0%) to (10.0%) year-on-year,
pending evolution in France**

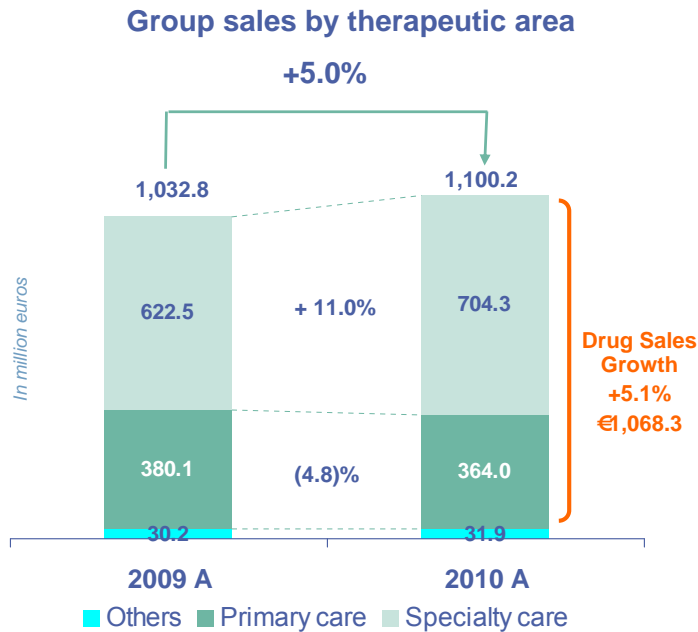
The above objectives are set at constant currency and perimeter

More to come very soon...



Appendices

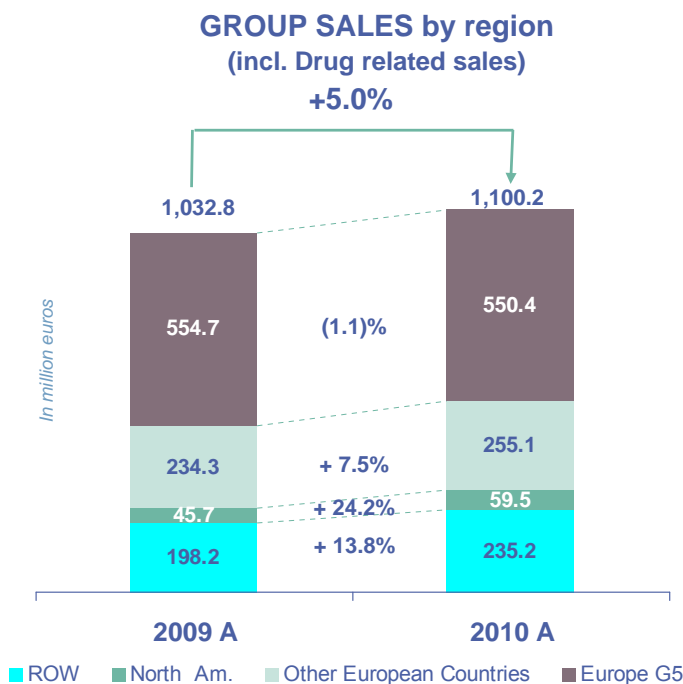
2010 drug sales in line with objectives driven by Specialty Care...



Specialty care: dynamic growth in all geographies

Primary care: tougher competitive environment in France

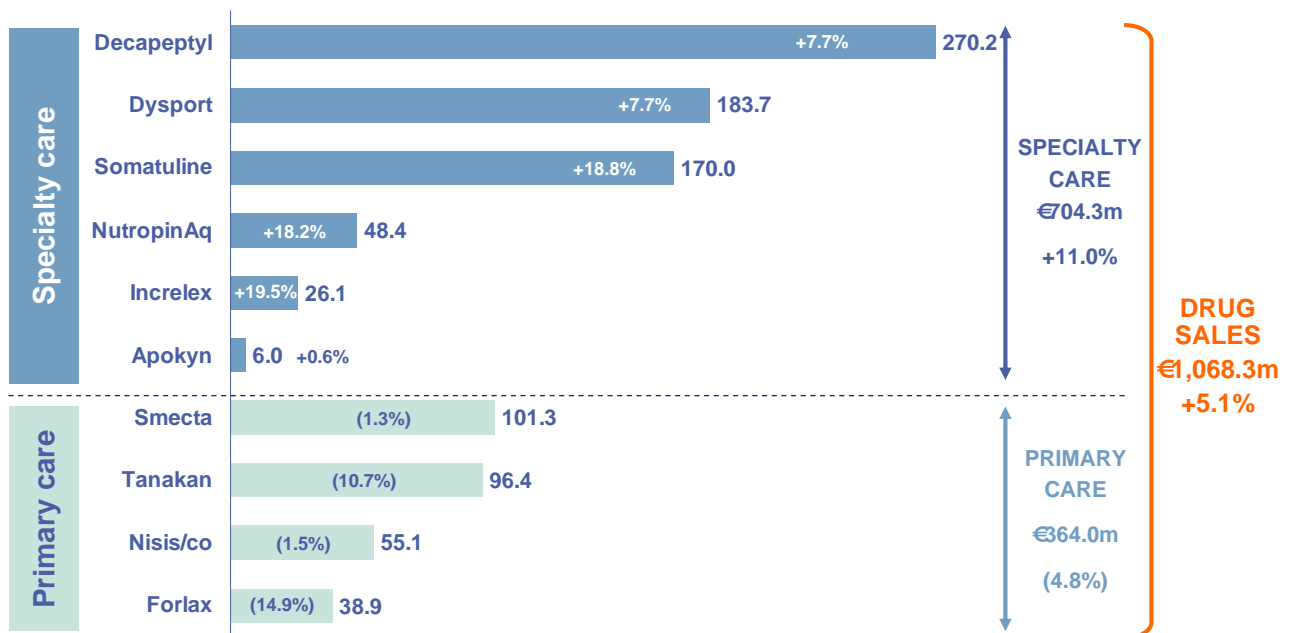
... and regions beyond European G5



- **European G5**
Specialty care sales growth offset by tougher competitive environment, notably in French Primary care
- **Other European countries**
Dynamic growth throughout; 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

Specialty products account for 66% of total drug sales in 2010

in million euros



Ipsen recovers rights to taspoglutide

Ipsen to receive the full body of data

The data will be carefully assessed to determine potential partnership opportunities

Financial impact : Non-cash non-recurring profit of c.€41m after tax as accelerated recognition of differed revenues in 2010 accounts

We will provide further visibility on the next step in the future

Ipsen has no intention to clinically develop taspoglutide on its own

Inspiration announces non-inferiority of IB1001

Ipsen's partner Inspiration Biopharmaceuticals presented Pharmacokinetic results of IB1001

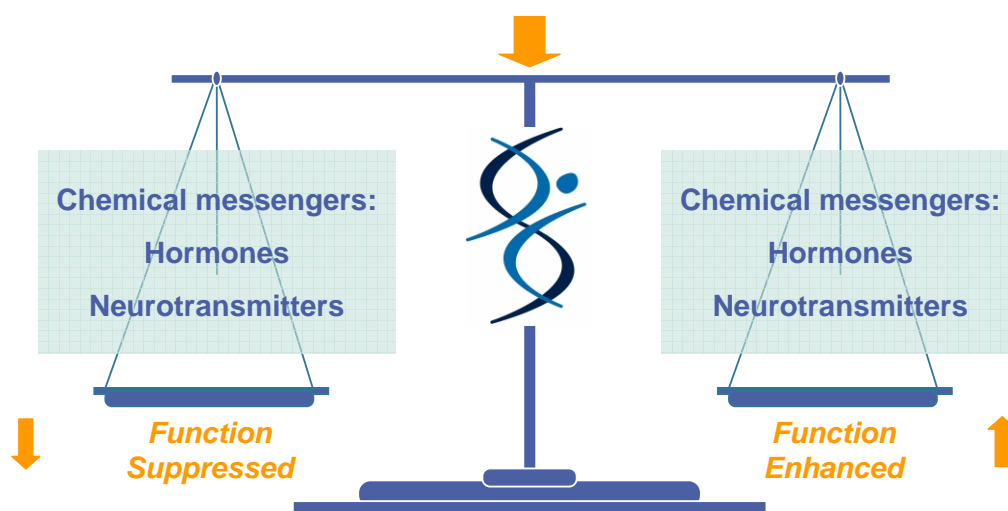
IB1001 demonstrated non-inferiority to BeneFIX®, the only approved recombinant FIX product...

...emphasizing the encouraging medical potential of IB1001

IB1001 Phase 3 safety and efficacy results expected later this year

A truly differentiated R&D

The fundamentals : restoring physiological balance



Therapeutic corollary : restore physiological levels, no more, no less

... applied to well defined disease areas and indications

	Endocrinology	Oncology	Neurology	Hematology
Hormonal pathways	<ul style="list-style-type: none"> • Acromegaly • Cushing's 	<ul style="list-style-type: none"> • Hormone-dependent cancers: 	<ul style="list-style-type: none"> • Neuromuscular disorders, focusing on dyskinesia 	<ul style="list-style-type: none"> • Hemophilia A • Hemophilia B
Peptide & protein chemistry & formulation	<ul style="list-style-type: none"> • NET • NFPA • Short Stature 	<ul style="list-style-type: none"> - Prostate cancer - Androgen-receptor (AR+) expressing Breast cancer & luminal type A (ER+) sub-types - Endometrial cancer 	<ul style="list-style-type: none"> • New toxins and new applications for botulinum toxin 	<ul style="list-style-type: none"> • Hemophilia with inhibitors:
botulinum toxin expertise				<ul style="list-style-type: none"> - Acquired hemophilia - Congenital hemophilia

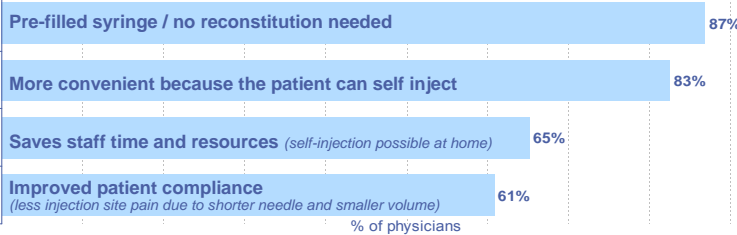
Focused, aligned, synergies across therapeutic areas

Example of differentiation : Somatuline® Depot

	Sandostatin LAR®	Somatuline® Autogel®
Administration	2.0 ml Intramuscular	0.3 ml – 0.5 ml Subcutaneous
Presentation	Powder vial + solvent filled syringe + 2 needles	Pre-filled syringe
Injection technique	10 steps needed to reconstitute	Ready to use Self administration*



For what reasons would you prescribe Somatuline® Depot to your acromegaly patients? **



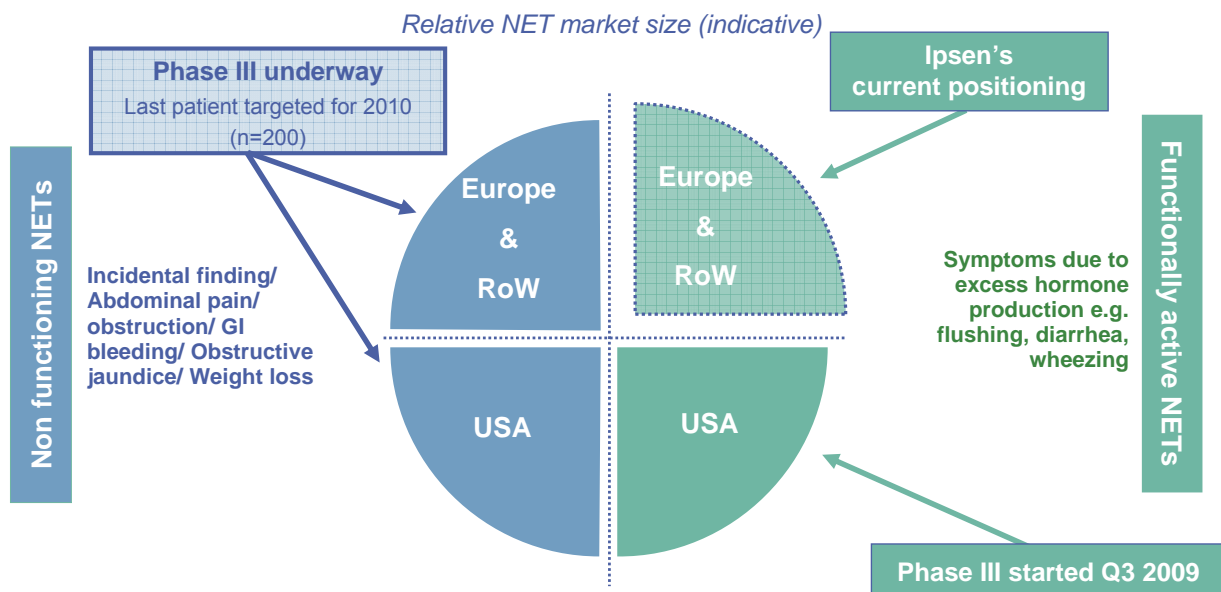
Somatuline® Depot: A self administration syringe, an improved quality of life

* In selected countries

** Study Sample: A total of 50 US endocrinologists completed a 30-minute online questionnaire between April 4 - 17, 2008
 25 High Volume Endocrinologists: Endocrinologists who see 11 or more acromegaly patients in a year
 25 Low Volume Endocrinologists: Endocrinologists who see between 5-10 acromegaly patients in a year

Example of Life cycle management

Somatuline® offers significant life cycle growth opportunities



Significant scope for expansion



Neurology: Dysport® indications

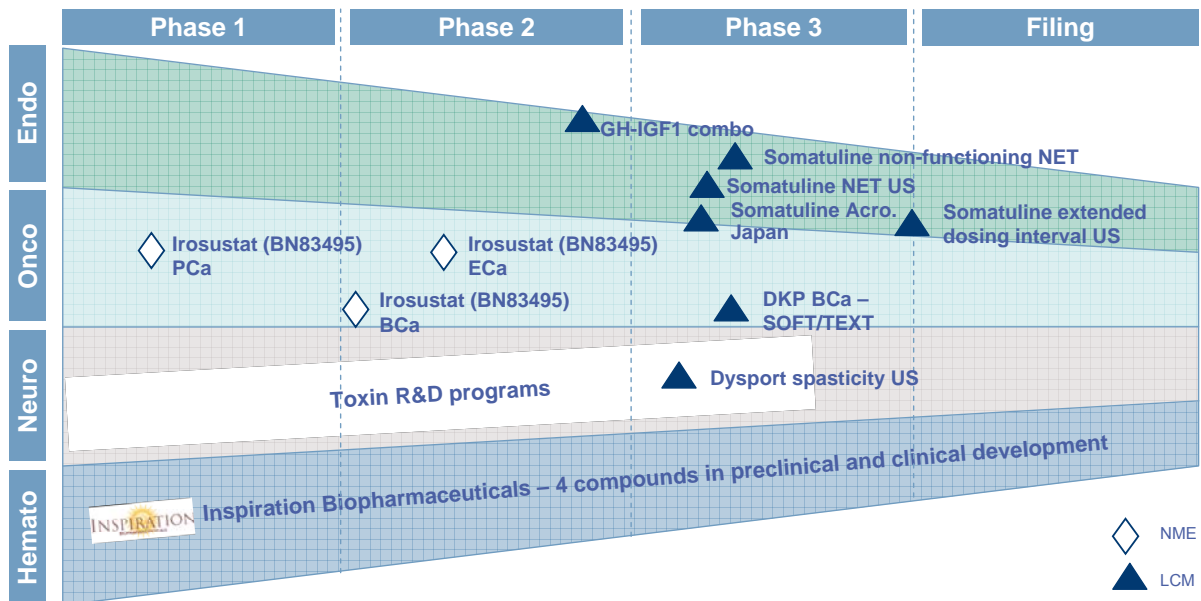
Rest of world	North America
<ul style="list-style-type: none"> Cervical Dystonia Blepharospasm Adult Spasticity Cerebral Palsy (pediatric) Hyperhidrosis Hemifacial spasm Aesthetic use 	<ul style="list-style-type: none"> Cervical Dystonia Aesthetic use
	<ul style="list-style-type: none"> Adult Spasticity Cerebral Palsy (pediatric)

Current indications

Phase III to start



A rich and balanced R&D portfolio



POC expected in 2011 BN83495 endometrial cancer

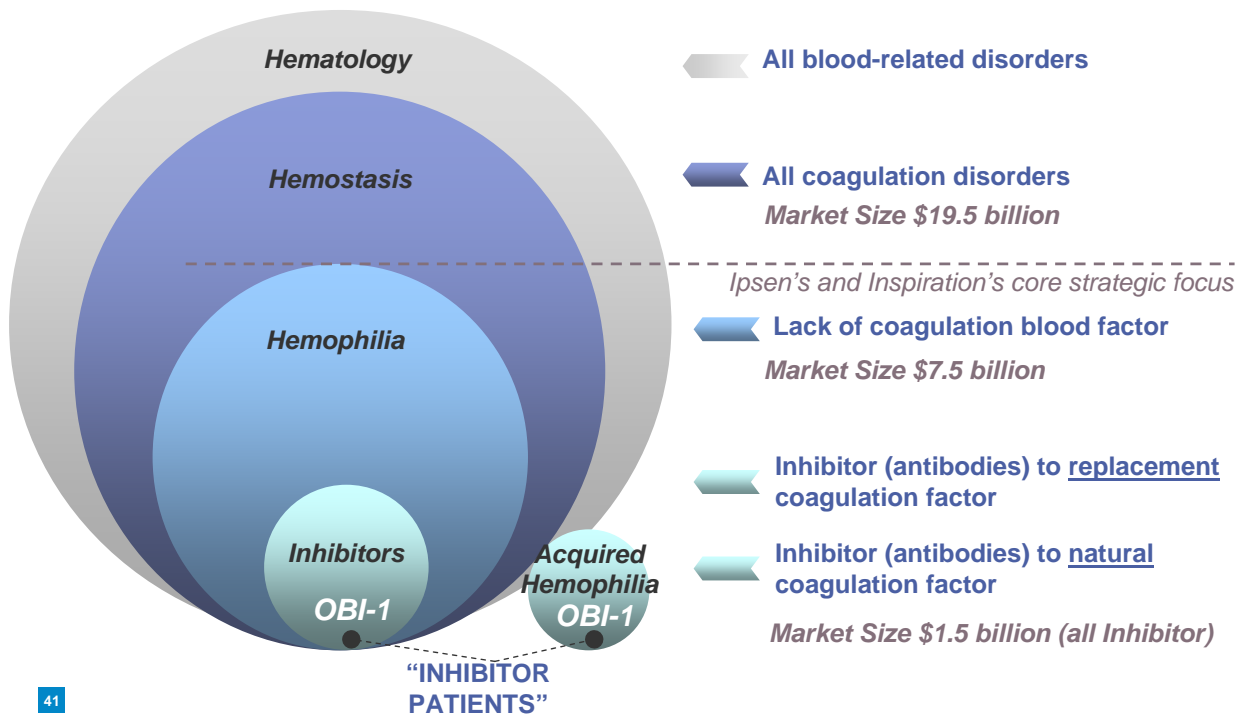
A strong partnerships strategy



Ipsen has aggressively developed its partnering activities

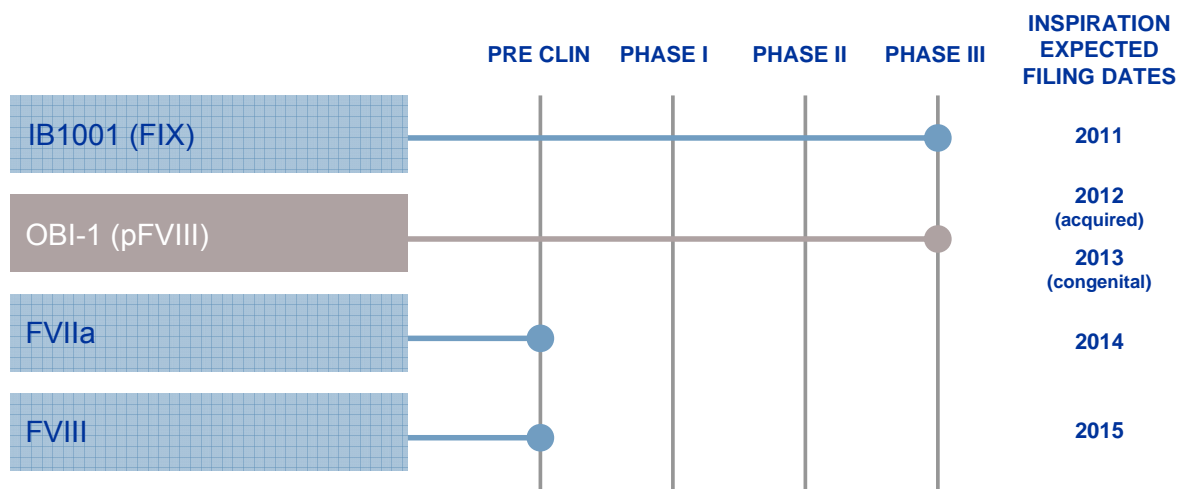


Capitalizing on OBI-1 with the Inspiration partnership...



41

...to build a unique franchise covering all needs in hemophilia...



A recombinant product in each segment of the hemophilia market

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A progressive path to control of Inspiration

