



Ipsen

Hemophilia Partnership Conference call

October 31, 2012



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The implementation of the strategy has to be submitted to the relevant staff representation authorities in each country concerned, in compliance with the specific procedures, terms and conditions set forth by each national legislation.

Safe Harbor

The Group operates in certain geographical regions whose governmental finances, local currencies or inflation rates could be affected by the current crisis, which could in turn erode the local competitiveness of the Group's products relative to competitors operating in local currency, and/or could be detrimental to the Group's margins in those regions where the Group's drugs are billed in local currencies.

In a number of countries, the Group markets its drugs via distributors or agents: some of these partners' financial strength could be impacted by the crisis, potentially subjecting the Group to difficulties in recovering its receivables. Furthermore, in certain countries whose financial equilibrium is threatened by the crisis and where the Group sells its drugs directly to hospitals, the Group could be forced to lengthen its payment terms or could experience difficulties in recovering its receivables in full.

Finally, in those countries in which public or private health cover is provided, the impact of the financial crisis could cause medical insurance agencies to place added pressure on drug prices, increase financial contributions by patients or adopt a more selective approach to reimbursement criteria.

All of the above risks could affect the Group's future ability to achieve its financial targets, which were set assuming reasonable macroeconomic conditions based on the information available today.

Objectives for today

1

Inspiration update

2

First nine months of 2012 sales

3

2020 ambition confirmed

Executive Summary

Inspiration Biopharmaceuticals seeks chapter 11 protection

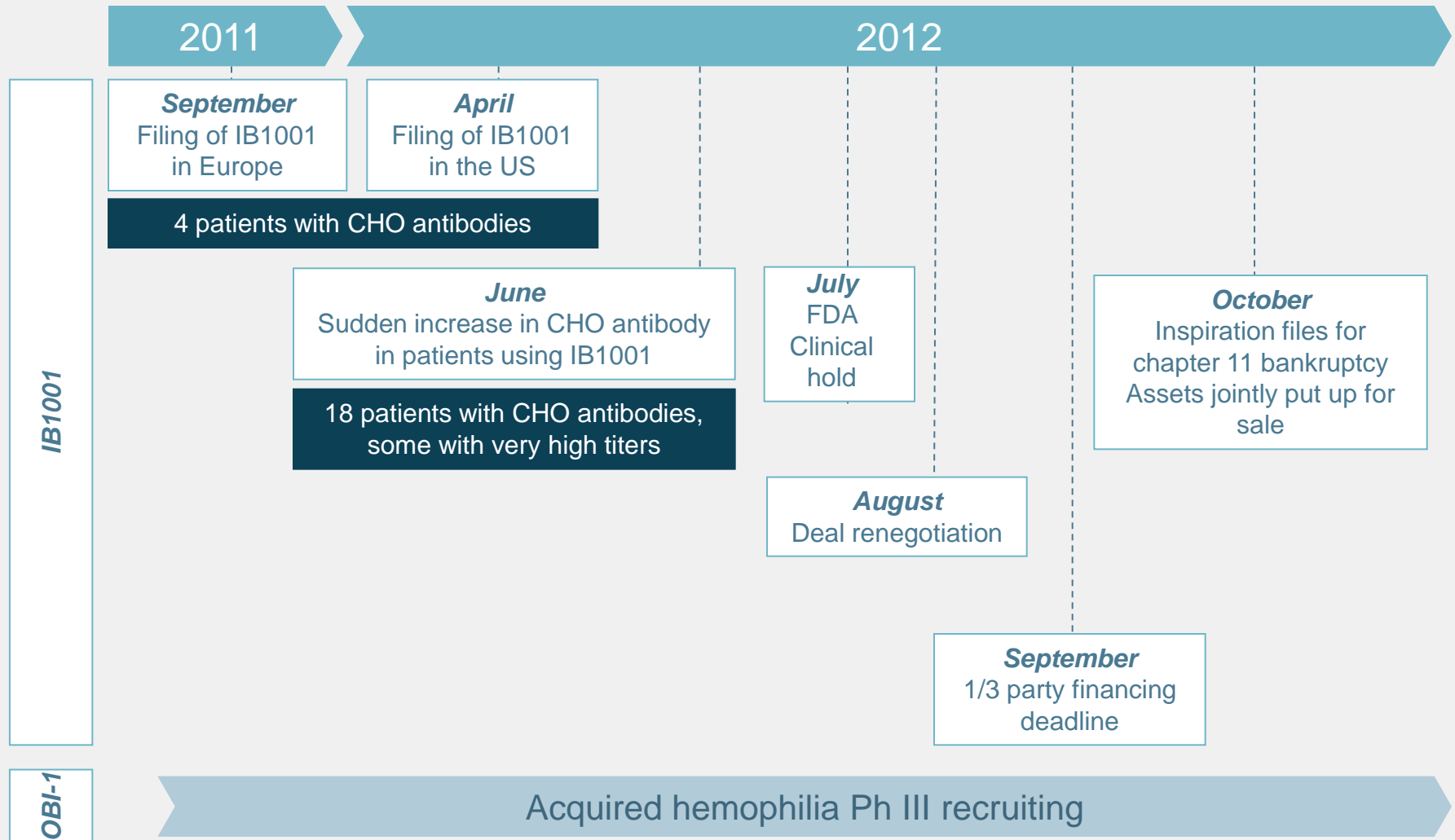
Joint effort to find the best path to develop and commercialize Inspiration's product candidates

Ipsen to DIP finance (up to \$18.3m) Inspiration to continue operations

Ipsen and Inspiration to jointly sell respective hemophilia assets

Ipsen's hemophilia related assets on its balance sheet amount to c.120 million euros after tax as of October 31, 2012

Reminder of the evolution of Inspiration's situation



Chapter 11, a common solution to reorganize Inspiration

Chapter 11

- Management and board remain in control
- Obligations to creditors frozen
- Ipsen to provide up to \$18.3m of Debtor-In-Possession (DIP)
- Court-approved auction process

Maximize asset value

- A common solution
- An organized sale process managed by jointly mandated investment bank
- DIP to fund Inspiration's operations through the sales process

Optimize the burn rate to enable continued development

Assets united to offer global rights for sale

Joint asset* sale

Inspiration's lead assets

- Commercial rights¹ to OBI-1
- Commercial rights¹ to IB1001
- Development and manufacturing rights on both products

¹Commercial rights mainly in the Americas and Japan

Ipsen's lead assets

- Commercial rights² to OBI-1
- Commercial rights² to IB1001
- OBI-1 industrial facility in Milford (Boston, MA)
- Development and manufacturing rights on both products

²Commercial rights in Europe (EU, Switzerland, Monaco, Norway, Lichtenstein, Georgia, Bosnia, Albania and all EU candidates excluding Turkey), Russia and CIS (Community of Independent States), part of Asia Pacific (main countries are Australia, New Zealand, China, Singapore, South Korea and Vietnam) and certain countries in North Africa (Morocco, Algeria, Tunisia, Libya)

Expected* maximum impacts on Ipsen's P&L

As of 31 October 2012

P&L line	What?	2012 Net Impact
Other Revenues	<ul style="list-style-type: none"> European Business Unit invoiced proceeds OBI-1 manufacturing costs invoiced proceeds 	Moved to discontinued operations
SG&A	<ul style="list-style-type: none"> European Business Unit (EUBU) operating costs 	Moved to discontinued operations
R&D	<ul style="list-style-type: none"> OBI-1 manufacturing costs 	Moved to discontinued operations
Share of loss	<ul style="list-style-type: none"> Consolidation of 21.6% of Inspiration's losses 	Moved to discontinued operations
Discontinued operations	<ul style="list-style-type: none"> All hemophilia-related assets put up for sale EUBU costs OBI-1 manufacturing costs 	Potential impairment charge**

*To be confirmed by relevant authorities

**Net of remaining value of Inspiration in Ipsen's accounts and liquidation of Inspiration's assets + bankruptcy court's decision on proper distribution of sale proceeds

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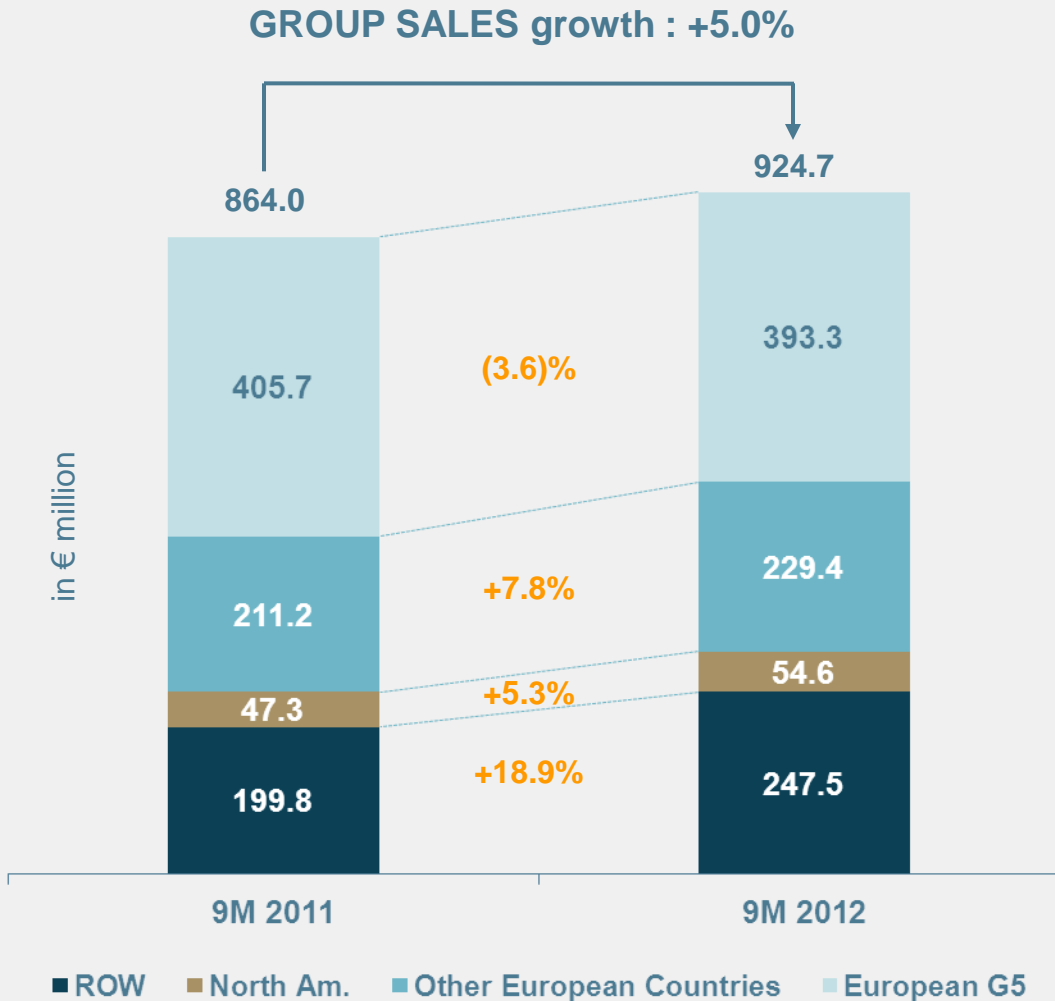
2

First nine months of 2012 sales

3

2020 ambition confirmed

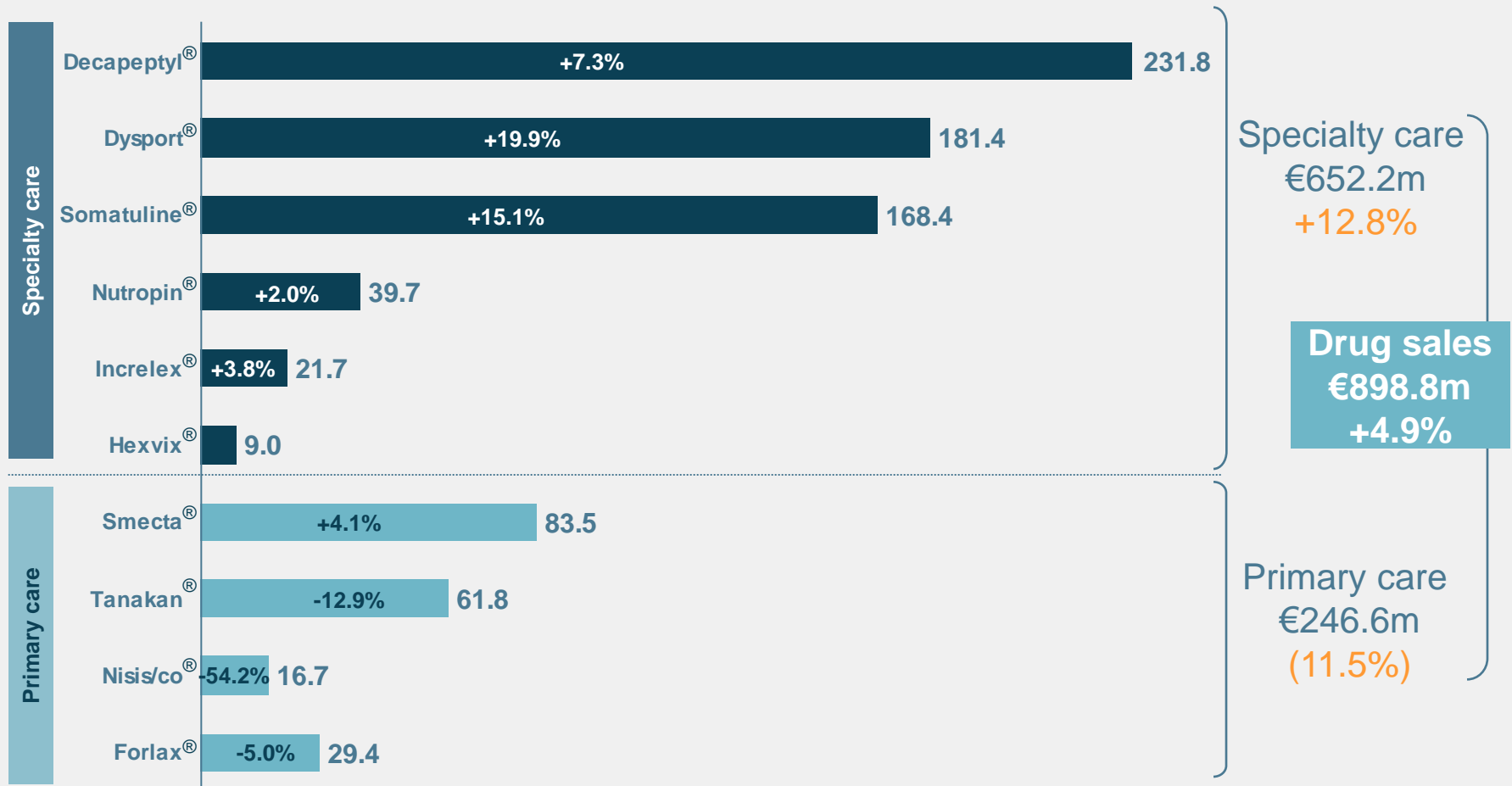
Group's Sales driven by regions other than G5...



- **European G5**
Specialty care sales growth offset by French Primary care and government measures in Spain
- **Other European countries**
Performance driven by Russia, Poland, the Netherlands and Ukraine
- **North America**
Continued penetration of Somatuline[®]. Strong supply of Dysport[®] for aesthetic use to Medicis
- **ROW**
Strong performance enhanced by stocking in Algeria, Australia, Vietnam and Latin America (restated growth: +14.8%)

..and strong performance of specialty care

Drug Sales - 3Q 2012
in million euros - % excluding foreign exchange impacts



2012 raised objectives

Specialty Care - Drug sales

Around +10.0%, year-on-year

Primary Care - Drug sales

Decrease of approximately 15.0%, year-on-year

Recurring Adjusted* operating margin

approximately 15.0% of sales

This objective includes declining profitability of primary care in France, in particular as a result of the delisting of Tanakan® (effective as of 1 March 2012) and enforced price cuts. The impact of this decline on the Group's 2012 recurring adjusted operating margin is estimated at approximately 300 to 400 basis points.

The above objectives are set at constant currency and perimeter

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2020 ambition confirmed

Ipsen confirms 2020 ambitions...

Increase Focus

Invest to Grow

Leverage Footprint

Strong evidence of
delivering strategy since
June 9, 2011...

...and clear levers
to achieve 2020 ambitions

Ipsen confirms 2020 ambition:

More than double revenues¹

...and more than triple EBIT²

NOTE 1: 2020 projected figures are set at constant foreign exchange rate

NOTE 2: prior to non recurring elements

NOTE 3: prior to non recurring elements and excluding Inspiration

... and gears up for clinical news flow (ex hemophilia)

