

Ipsen

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Marc de Garidel – Chairman and CEO
Claude Bertrand – CSO



Disclaimer

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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.

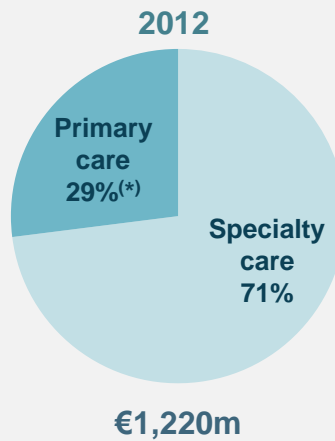
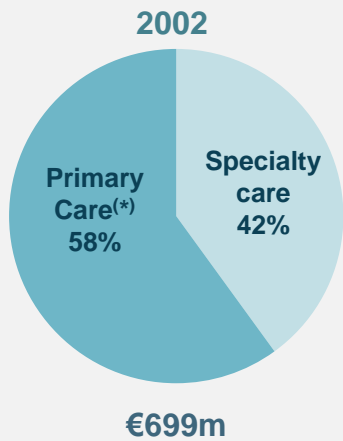
In a number of countries, the Group markets its drugs via distributors or agents: some of these partners' financial strength could be impacted by the crisis, potentially subjecting the Group to difficulties in recovering its receivables. Furthermore, in certain countries whose financial equilibrium is 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.

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

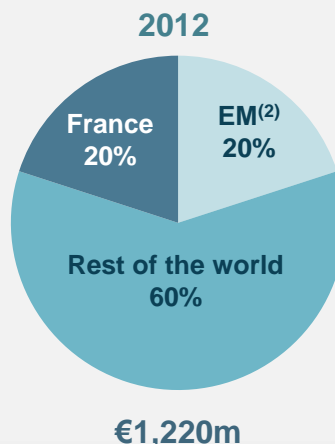
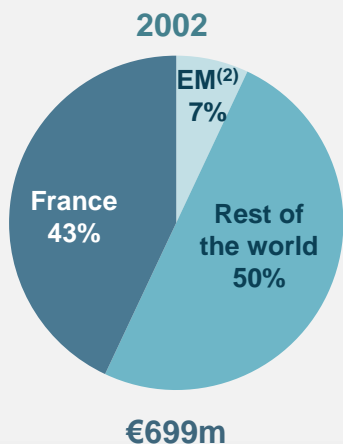
Drug sales by segment



CAGR⁽¹⁾ 2002-2012

Primary care(*)	-1%
Specialty care	+12%

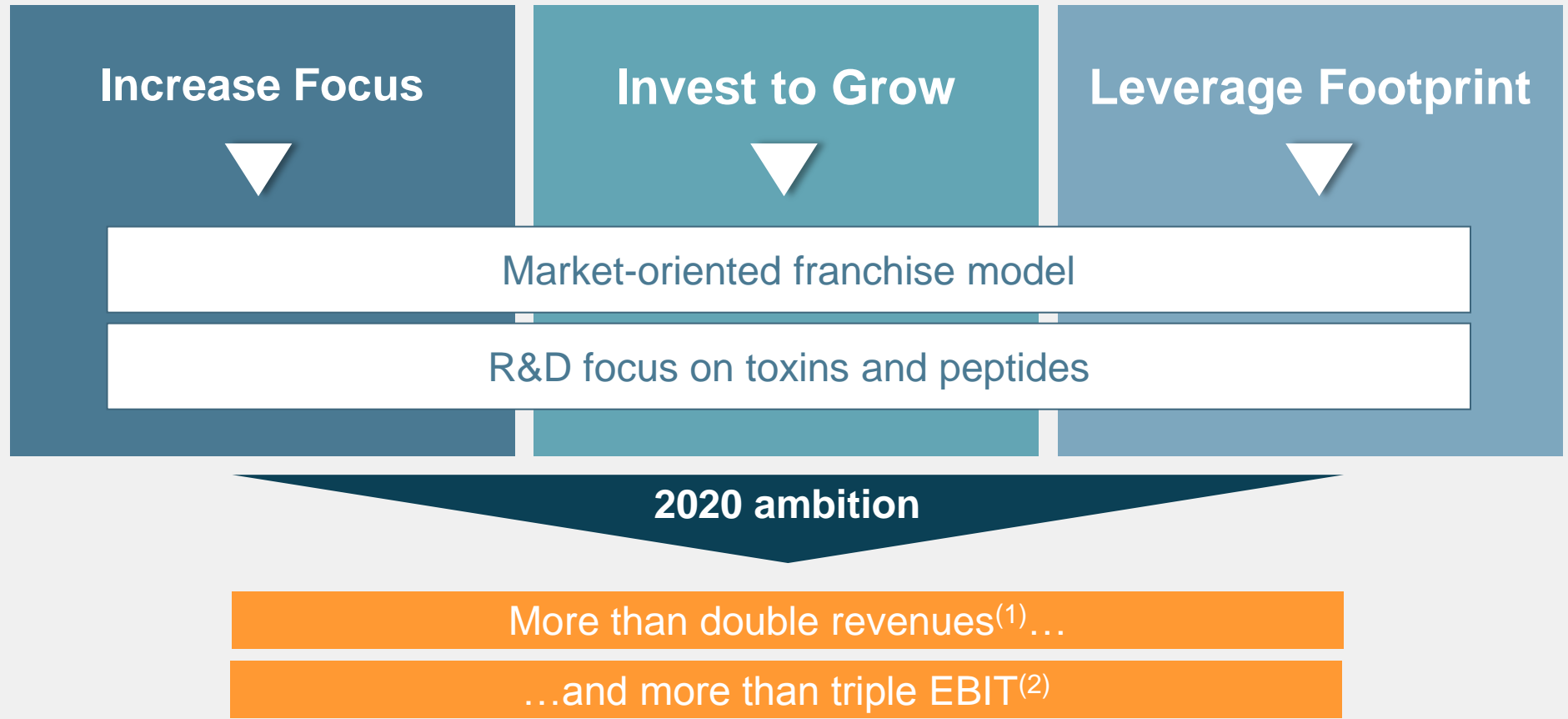
Drug sales by geography



CAGR⁽¹⁾ 2002-2012

France	-2%
Emerging markets ⁽²⁾	+18%
Rest of the world	+8%

Ipsen ambitions to become a global leader in targeted debilitating diseases



Executive summary

1

2013, healthy performance in a challenging year

2

R&D delivering

3

Ipsen to launch Somatuline® in NET in the US

4

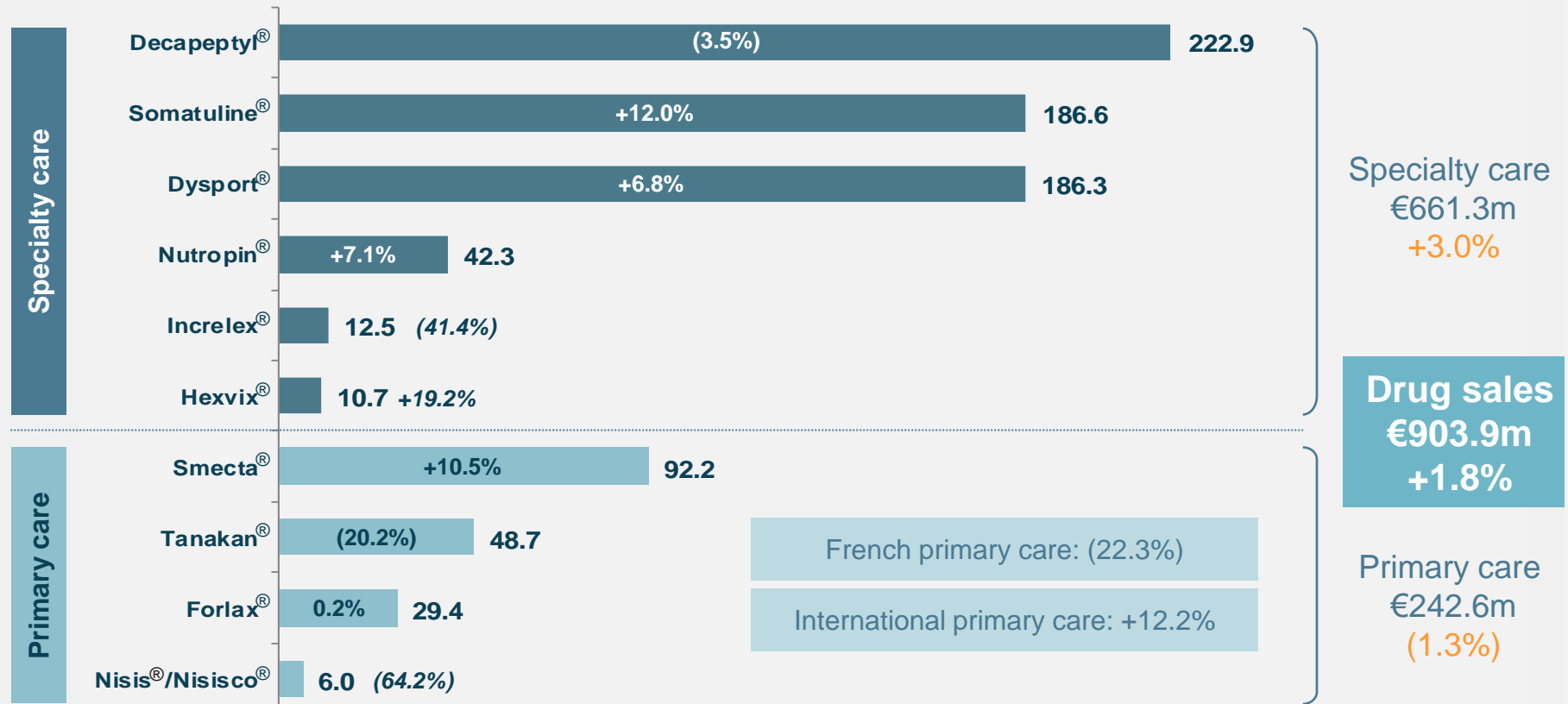
Concluding remarks and 2014 outlook

2013, healthy performance in a challenging year

Marc de Garidel
Chairman and CEO

Specialty care sales growth impacted by Decapeptyl[®] performance and Increlex[®] shortage

Drug sales - 9M 2013 in million euros - % excluding foreign exchange impacts

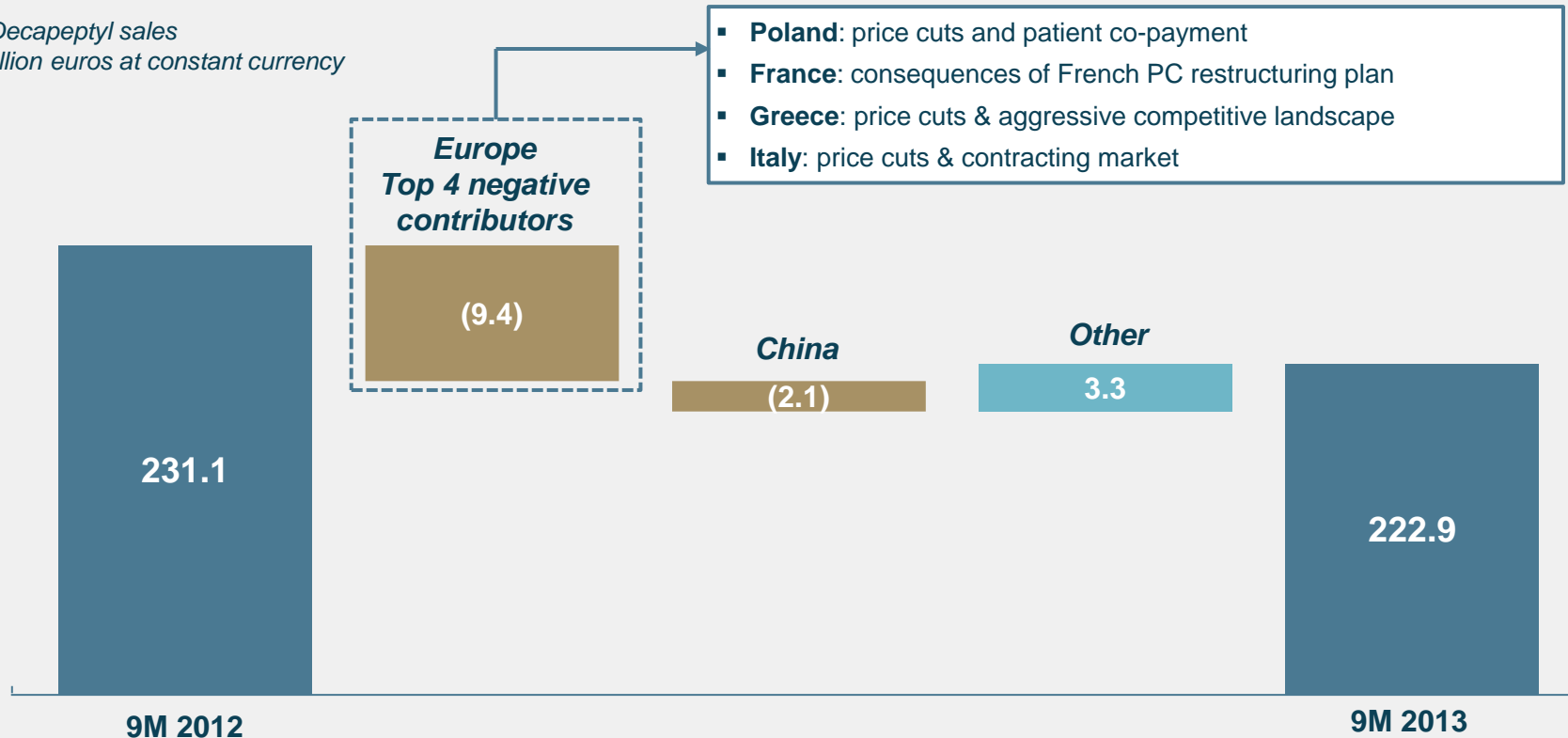


Increlex[®] resupplied in Europe

c.€15 million top-line FX impact in the first 9 months, partly flowing down to EBIT

Decapeptyl[®] sales in 9M 2013 impacted by headwinds in China and Europe

9M Decapeptyl sales
in million euros at constant currency

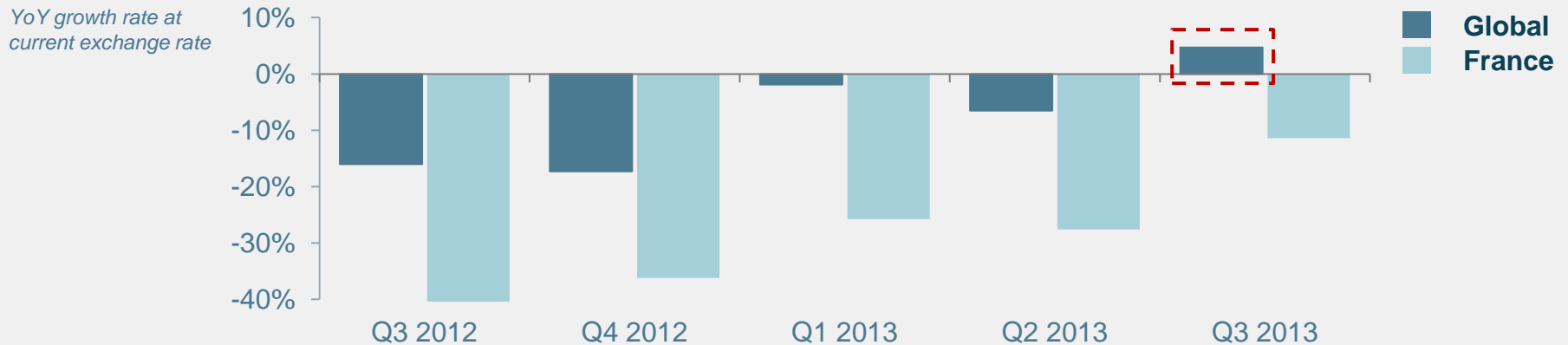


Headwinds in Europe as anticipated

China below expectation, situation improving in Q4

Stabilizing Primary care driven by strong growth in emerging countries and slowdown of French decline

Evolution of quarterly Primary care sales



Recent trends

- Dynamic international growth
- Slowdown of French decline

Remaining challenges

- Two 7.5% consecutive price cuts on Smecta® in France in 2014
- Risk of Smecta® generic in France
- New distribution model for Smecta® in Algeria

2013 key achievements beyond sales

Successful R&D execution

- CLARINET® positive results
- AUL positive initial results
- ELECT® initial results

New organization /execution

- New governance and organization (Split of Primary and Specialty care businesses) to accelerate execution of the strategy
- Successful completion of Primary care France and US Dysport® restructuring
- Good cost control
- Successful closing of Inspiration sale

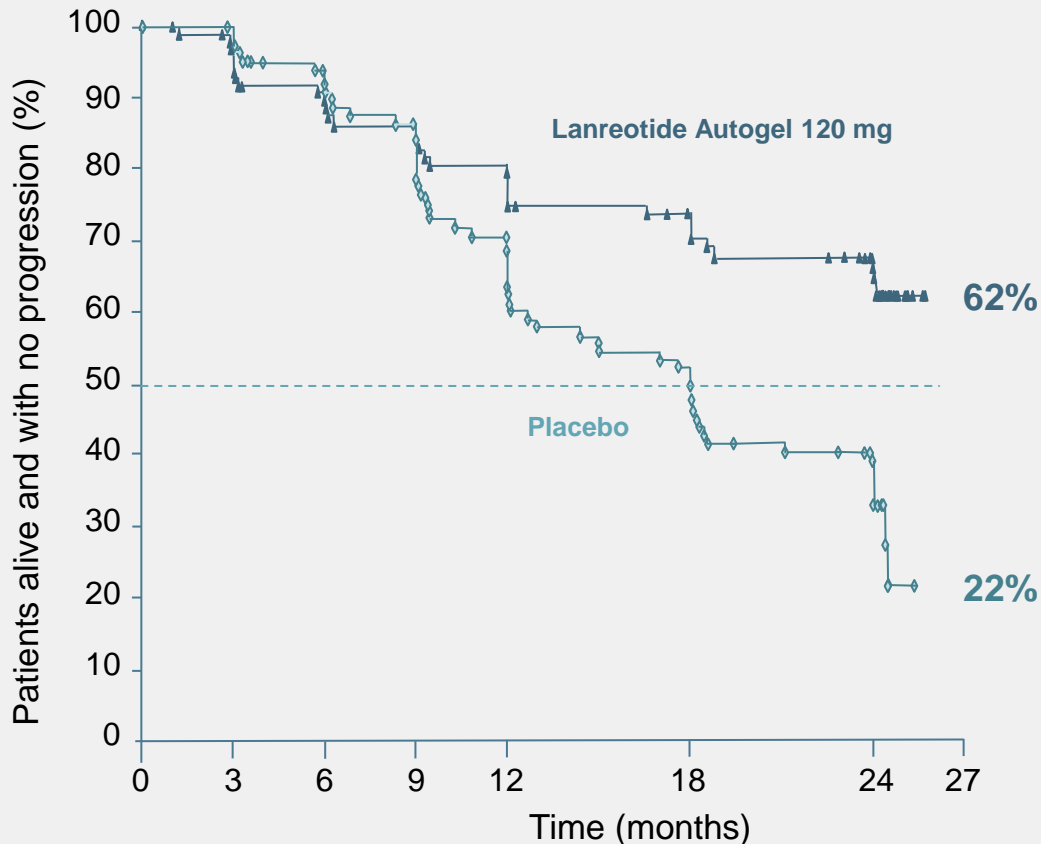
Successful Business development

- Acquisition of Syntaxin
- French primary care partnership with Mayoly Spindler
- Acquisition of Sativex® distribution rights for LatAm

R&D delivering

Claude Bertrand
CSO

Demonstration of antiproliferative effect of Somatuline[®] in the treatment of GEP-NETs

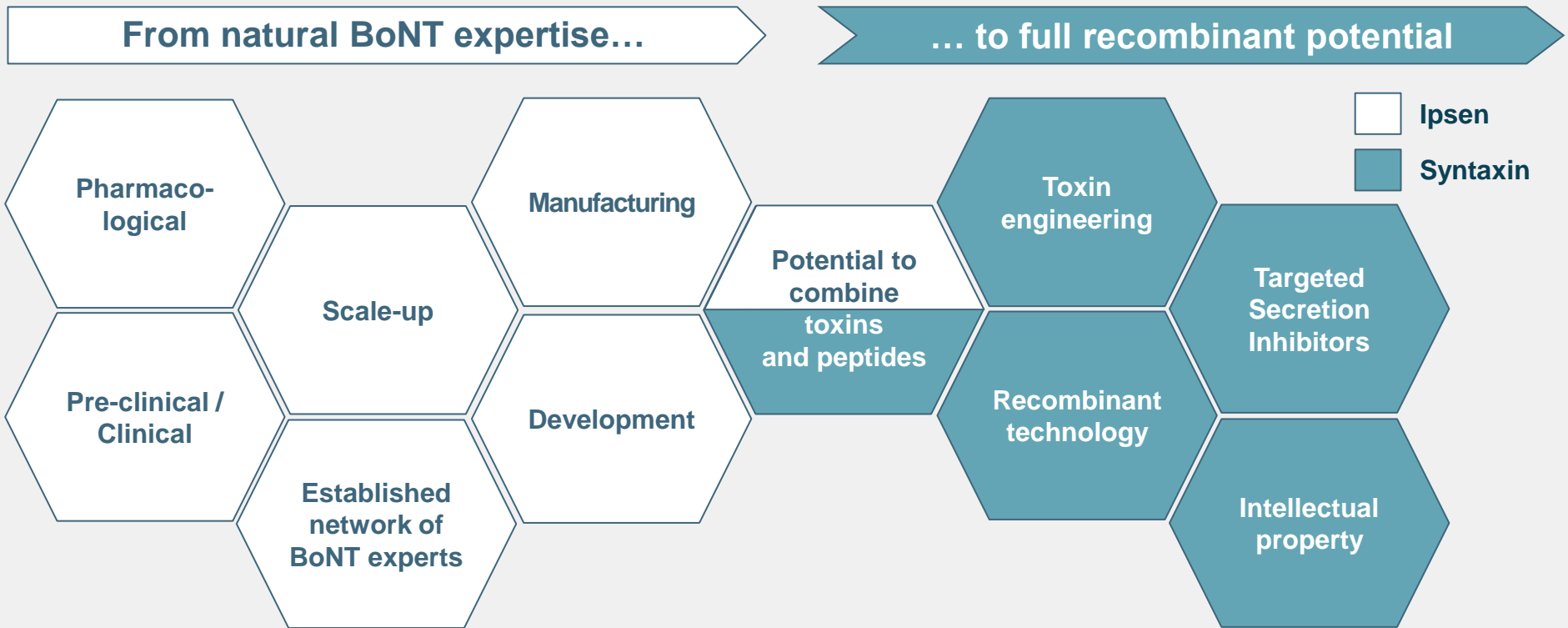


Key results

- 62% of GEP-NET patients treated with Somatuline[®] had not progressed or died versus 22% with placebo
- Disease progression or death was reduced by 53%
- Antiproliferative effect of Somatuline[®] is:
 - statistically significant in midgut tumors
 - clinically relevant in pancreatic NETs
 - independent of the tumor grade and hepatic tumor load

CLARINET, the first global and differentiated study showing strong results in the treatment of GEP-NETs

Ipsen's R&D toxin platform significantly reinforced by Syntaxin acquisition



Highly complementary acquisition

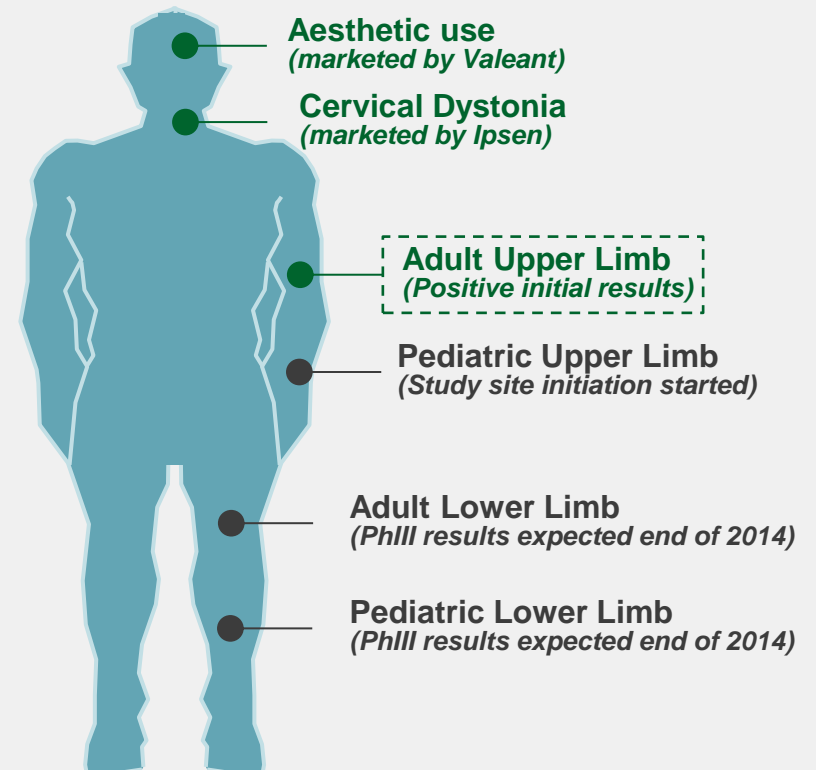
Integration on track

Positive initial results for Dysport® in Adult Upper Limb spasticity

Initial results


- 243 adult hemiparetic spastic patients
- Multicentric, prospective, double blind, randomised, and placebo-controlled
- Treatment with Dysport® showed a statistically significant and clinically meaningful improvement in:
 - Muscle tone
 - Clinical benefit
- Safety profile consistent with the known safety profile of Dysport®

Potential expansion of Dysport® indications in the US



Full results to be disclosed in the coming months at major international congresses

Ipsen, potentially the first company to launch a ready-to-use toxin A with Dysport® Next Generation

	<h3>Key characteristics</h3> <ul style="list-style-type: none">▪ First ready-to-use toxin A formulation▪ Full product range▪ Improved focus on patient care▪ Ability to reach more patients in need of treatment
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2 separate regulatory pathways

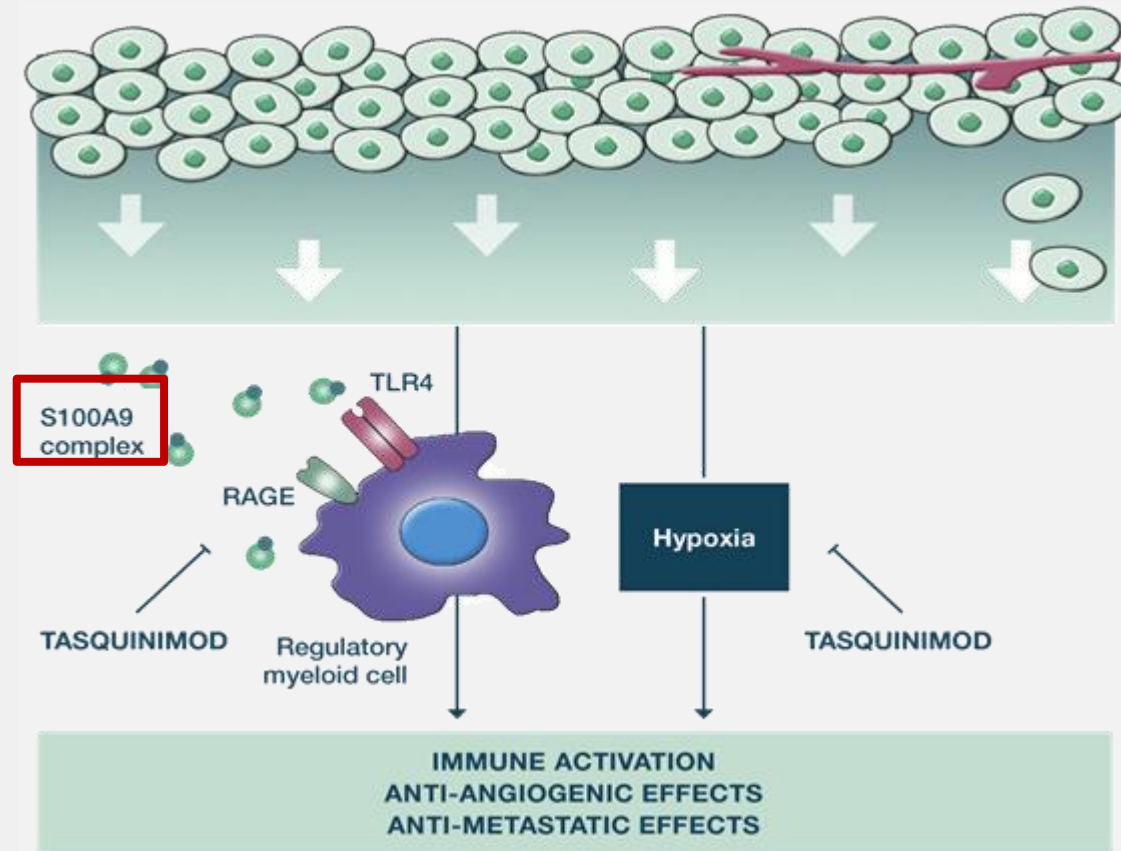
Europe	US
<ul style="list-style-type: none">▪ Acceptance of several formulations per API▪ Equivalence to be demonstrated between both formulations of the same toxin	<ul style="list-style-type: none">▪ One single formulation accepted per API▪ Interchangeability of formulations to be addressed

Ipsen's R&D reinforced through partnerships



Tasquinimod, an illustration of Ipsen's R&D open model

Tasquinimod, a new first-in-class oral anti-cancer therapy



A unique MoA targeting the tumor's microenvironment,
mainly by binding the S100A9 protein

Tasquinimod, potentially a new therapeutic option for chemo naïve patients
with metastatic CRPC

Ipsen to launch Somatuline[®] in NET in the US

Marc de Garidel
Chairman and CEO

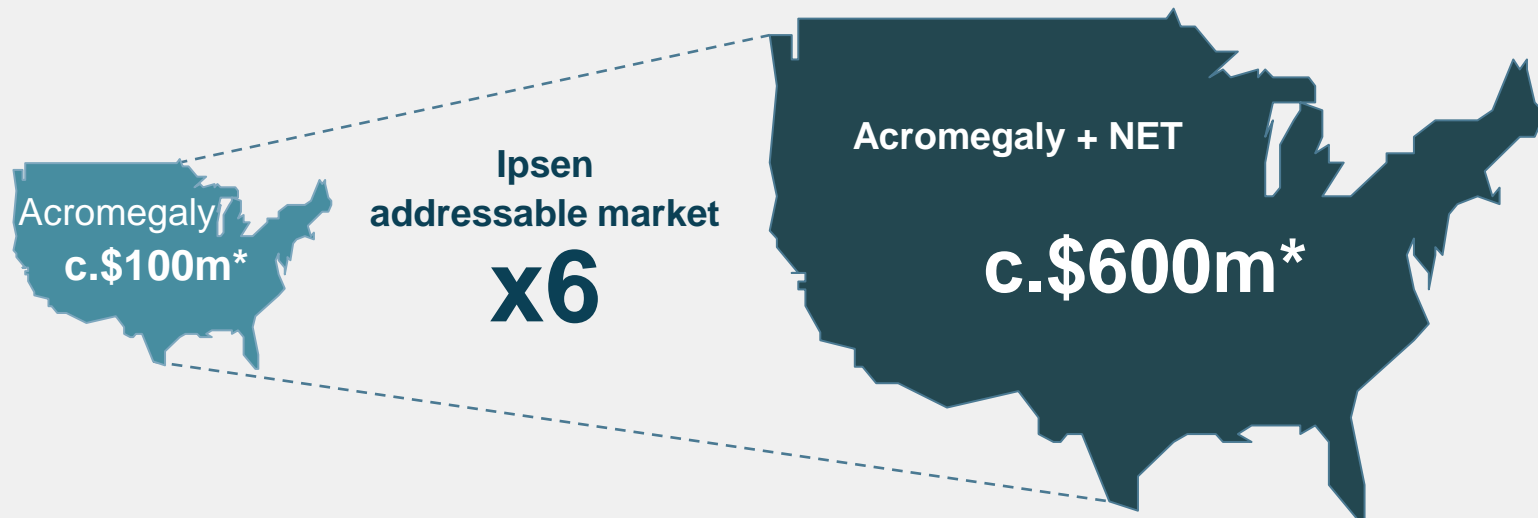
Somatuline® well positioned in the US to seize significant NET opportunity

Differentiated NET data package with CLARINET®

Differentiated product/presentation with ~ 50% market in acromegaly⁽¹⁾

Long acting formulation setting barrier for potential new entrants

2013 potential addressable market



⁽¹⁾ Somatuline® market share in acromegaly SSA market
*Ipsen 2013 estimates (SSAs only)

Ipsen to launch Somatuline[®] in NET indication in the US to capture full value

Rationale

Secure long term value

Secure Ipsen US strategic presence

Build long term presence in US oncology

Maintain full control over decisions

Leverage global product expertise

Impact

- Expected maximum incremental annual cost of €[30-40]m
- US breakeven⁽¹⁾ postponed to 2017

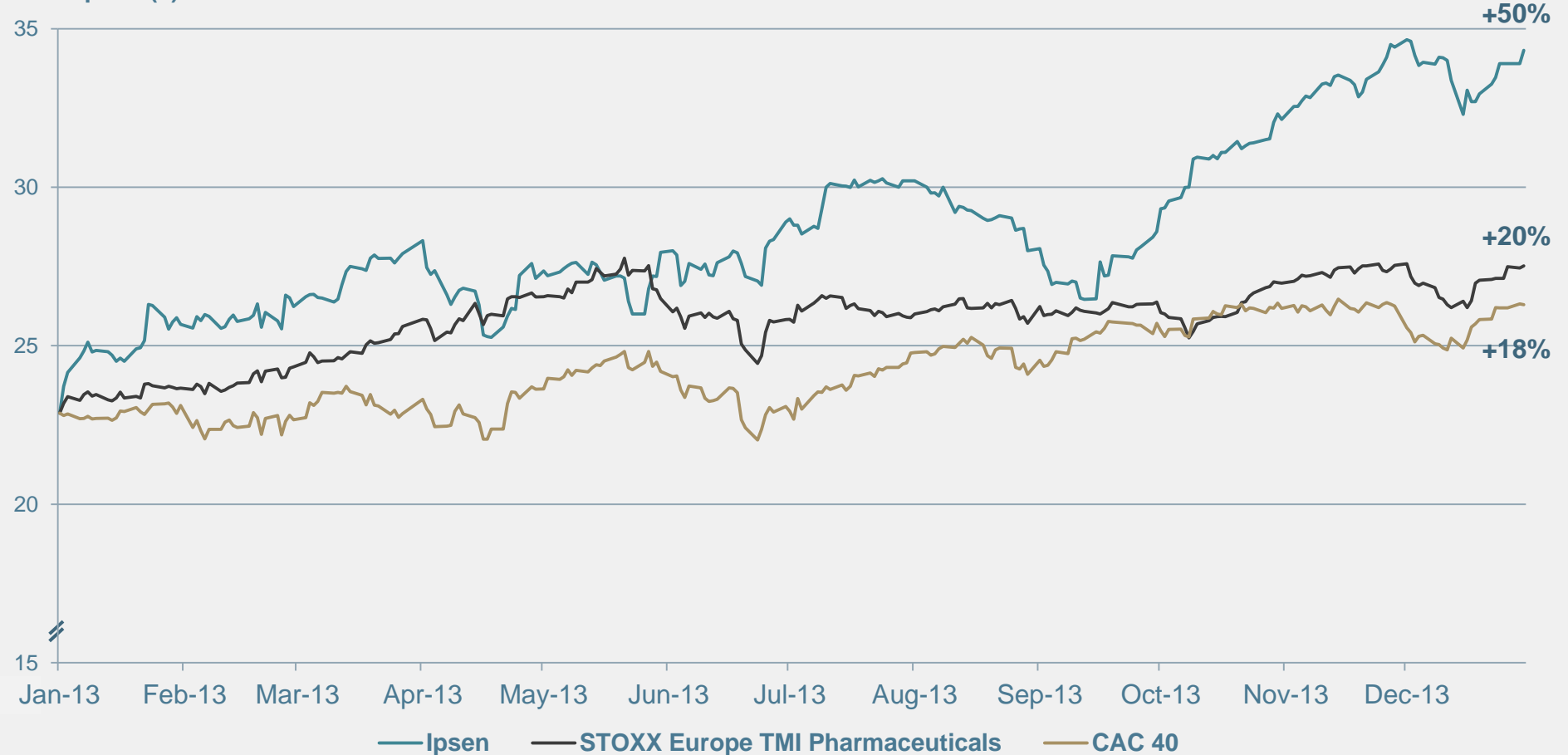
Further cost containment initiatives to minimize impact on overall Group profitability

Concluding remarks and 2014 outlook

Marc de Garidel
Chairman and CEO

Ipsen share price up 50% in 2013, reflecting good momentum

Share price (€)



Note: CAC 40 and STOXX Europe TMI Pharma. have been rebased at Ipsen share price of 02/01/2013

2013 financial objectives confirmed

Specialty care
Drug sales

Growth of approximately +3.0% year-on-year

China

- Realignment of the Decapeptyl® inventory situation in the distribution chain
- Launch of new Decapeptyl® local competitors
- Recent disruption in the Chinese market

Middle East

- Continued exceptional political situation in certain Middle Eastern countries

Excluding further major deterioration of the Chinese and Middle Eastern markets

Primary care
Drug sales

Decline of approximately -1.0% year-on-year

Recurring adjusted^(*)
operating margin

Unchanged at around 16.0% of sales

- The Group continues to implement productivity measures while maintaining investment in R&D
- Benefits from the new organization of French primary care and US commercial operations expected to materialize in 2014

Note: the above sales growth objectives are set at constant currency. All the above objectives are set excluding major negative unforeseeable events, notably significant currency fluctuations in the context of currency depreciation in certain emerging countries – () Prior to non-recurring expenses*

A rich R&D news flow expected in 2014

	Endocrinology	Neurology	Uro-Oncology
H1 2014	<p>Somatuline[®] ELECT PhIII full data</p> <p>Expected WW filing of Somatuline[®] in GEP NETs</p>	<p>Dysport[®] NG CD PhIII results</p> <p>Dysport[®] NG GL PhII results</p> <p>Dysport[®] NG Preliminary stability data</p>	<p>Tasquinimod PhII results Exploratory study in HCC, RCC, Gastric cancer & Ovarian cancer</p>
H2 2014		<p>Dysport[®] AUL full PhIII data</p> <p>Expected filing of Dysport[®] in AUL indication in the US</p> <p>Dysport[®] ALL and PLL PhIII topline data</p>	<p>Tasquinimod PhIII results (PFS and OS data)</p>

 Peptides  Toxins

Pipeline molecules to significantly increase Ipsen's market opportunity

Product	Growth drivers	Corresponding addressable market
Somatuline®	CLARINET Ph III GEP-NET antitumoral effect (WW)	[€400m - €600m] ⁽¹⁾
Dysport®	Spasticity Ph III in adult upper limb Dysport® Next Generation Ph III in cervical dystonia (Europe)	> €200m ⁽²⁾ Differentiated presentation to gain market share
tasquinimod	tasquinimod Ph III in mCRPC (WW excl. US and Japan)	[€1.3bn - €1.5bn] ⁽³⁾

Increased market opportunity in the context of fast growing markets

Key takeaways

2013, healthy performance in a challenging year

R&D engine delivering

Strategic decision to invest in the US with Somatuline® launch in NET

Specialty care impacted by non-recurring elements in 2013, looking forward to a smoother 2014...

Thank You
