

Bringing new acquisitions, licenses & partnerships into our portfolio



Future expansion in 3 core areas

- Oncology**
 - Solid tumors & hematology
 - Precision medicine approaches
 - BIC/FIC with strong science and meaningful differentiation
 - Smaller patient segments attractive for mid-sized companies
- Rare Disease**
 - High unmet needs in underserved rare diseases
 - Drive liver & bone franchises; expand to new disease areas
 - Good fit for clinical development & go-to-market model
- Neuroscience**
 - Rare neuroscience
 - Expand beyond neurotoxins in non-rare to adjacent areas
 - Strong innovation & scientific advances

with a **biotech mindset**

No competing internal pipeline
Exclusively sourcing through external innovation

Direct leadership decision-making for all programs accelerates execution

Talents attracted from Pharma, Biotech and academia, to drive shared success through creative collaborations

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

We're seeking like-minded partners to join with us to deliver strong and successful outcomes



Together with Ipsen

TOGETHER, LET'S MAKE A WORLD OF DIFFERENCE TO PATIENTS



Learn more about Ipsen: www.ipсен.com/partnering

Global
With the power to maximize the potential of your innovations

Right-Sized
With the proven ability to develop and bring your innovations to patients

Focused
In 3 core areas: Oncology, Rare Disease, Neuroscience

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



WE HAVE THE TENACITY TO CARRY YOUR INNOVATIONS FORWARD

2023 company turnover of >€3bn & 7 medicines with potential sales of >€500m by 2027

Track record maximizing every asset worldwide across multiple indications

a global biopharma company...

Solid financial execution generating €5bn cumulative firepower by 2027¹

GROWING AND PUSHING BOUNDARIES

Global leader delivering >€3bn sales in 2023 with growth across all regions and therapeutic areas

- September 2024 YTD total sales growth 7% (at CER)
- 2027 Core Operating Margin ≥32% of total sales

North America



Future growth: + + +

Europe



Future growth: +

Rest of World



Future growth: + +

China, Asia-Pacific, Middle East & Latin America

Our teams in more than 40 countries and our partnerships around the world enable us to bring medicines to patients in more than 80 countries.

Seven medicines: potential sales ≥€500m

2027+

Four medicines: sales ≥€500m

2023³

One medicine: sales ≥€500m

2020

Somatuline[®] Autogel[®] (lanreotide)

Dysport[®] (BOTOX[®] INJECTABLE ONYX[®])

CABOMETYX[®] (cabozantinib)

Decapeptyl[®] (triptorelin)

Somatuline[®] Autogel[®] (lanreotide)

IQIRVO[®] (elafibranor)

Bylvay[®] (odevixibat)

onivyde[®] (irinotecan liposome injection)

Dysport[®] (BOTOX[®] INJECTABLE ONYX[®])

CABOMETYX[®] (cabozantinib)

Decapeptyl[®] (triptorelin)

TAZVERIK[®] (tazemetostat)

OUR GLOBAL PARTNERING & EXTERNAL INNOVATION TEAM

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- Oncology
- Rare Disease
- Neuroscience

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¹ Based on net debt at 2.0x EBITDA and excluding sale of any assets



² September YTD 2024 sales by region, ³ 2023 sales based on latest available consensus forecasts. Europe is defined in this presentation as the E.U., the U.K., Iceland, Liechtenstein, Norway and Switzerland.