

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.ipsen.com/partnering](http://www.ipsen.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 2027<sup>1</sup>

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

33% of total sales<sup>2</sup>

Future growth: + + +

Europe

40% of total sales<sup>2</sup>

Future growth: +

Rest of World

27% of total sales<sup>2</sup>

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

2023<sup>3</sup>

One medicine: sales ≥€500m

2020

Somatuline<sup>®</sup> Autogel<sup>®</sup> (lanreotide)

Dysport<sup>®</sup> (BOTOX<sup>®</sup> INJECTABLE ON--label) (onabotulinumtoxin A)

CABOMETYX<sup>®</sup> (cabozantinib)

Decapeptyl<sup>®</sup> (triptorelin)

Somatuline<sup>®</sup> Autogel<sup>®</sup> (lanreotide)

IQIRVO<sup>®</sup> (elafibranor)

Bylvay<sup>®</sup> (odevixibat)

onivyde<sup>®</sup> (irinotecan liposome injection)

Dysport<sup>®</sup> (BOTOX<sup>®</sup> INJECTABLE ON-label) (onabotulinumtoxin A)

CABOMETYX<sup>®</sup> (cabozantinib)

Decapeptyl<sup>®</sup> (triptorelin)

TAZVERIK<sup>®</sup> (tazemetostat)

OUR GLOBAL PARTNERING & EXTERNAL INNOVATION TEAM

Global Partnering & External Innovation Management Team



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- Oncology
- Rare Disease
- Neuroscience

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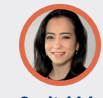
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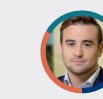
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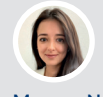
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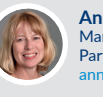
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<sup>1</sup> Based on net debt at 2.0x EBITDA and excluding sale of any assets



<sup>2</sup> September YTD 2024 sales by region, <sup>3</sup> 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.