



Together with Ipsen



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



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



Track record maximizing every asset **worldwide** across **multiple indications**



Solid financial execution generating **€5bn** cumulative firepower by 2027¹

a **global biopharma** company...

with a **biotech mindset**



No competing internal pipeline
Exclusively sourcing through **external innovation**



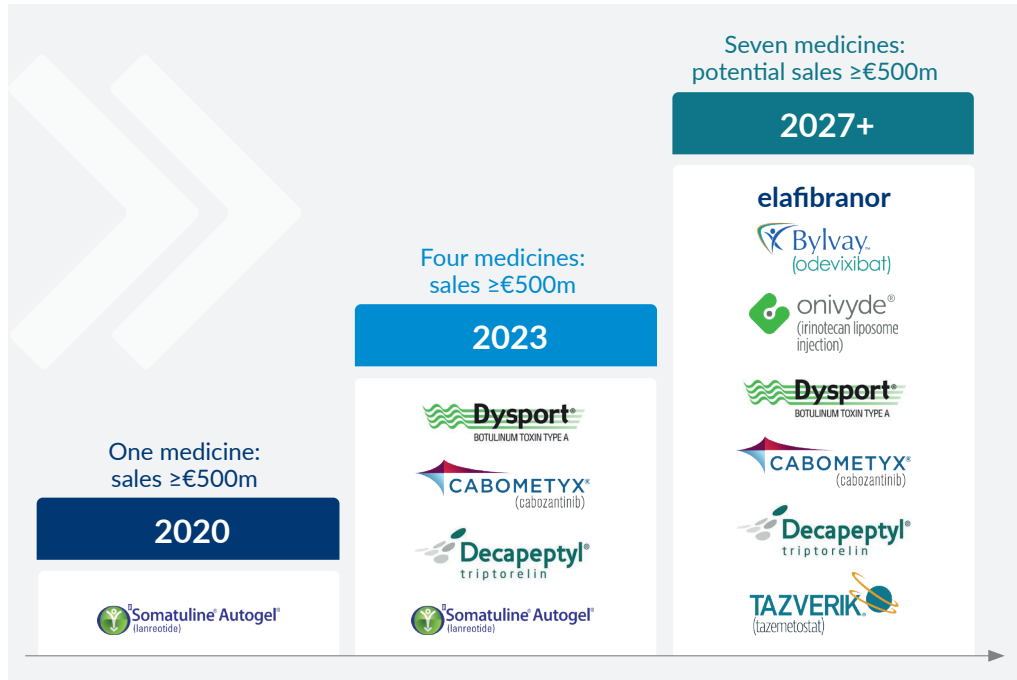
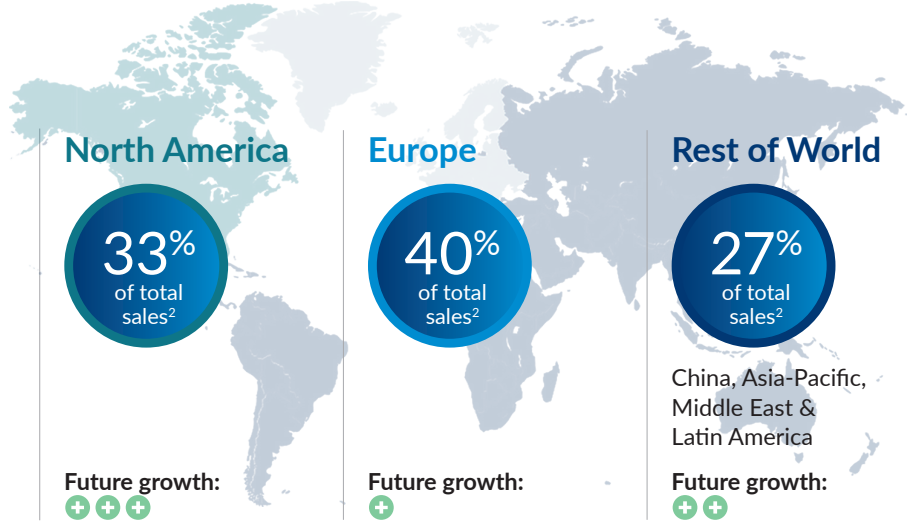
Direct leadership decision-making for all programs **accelerates execution**



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

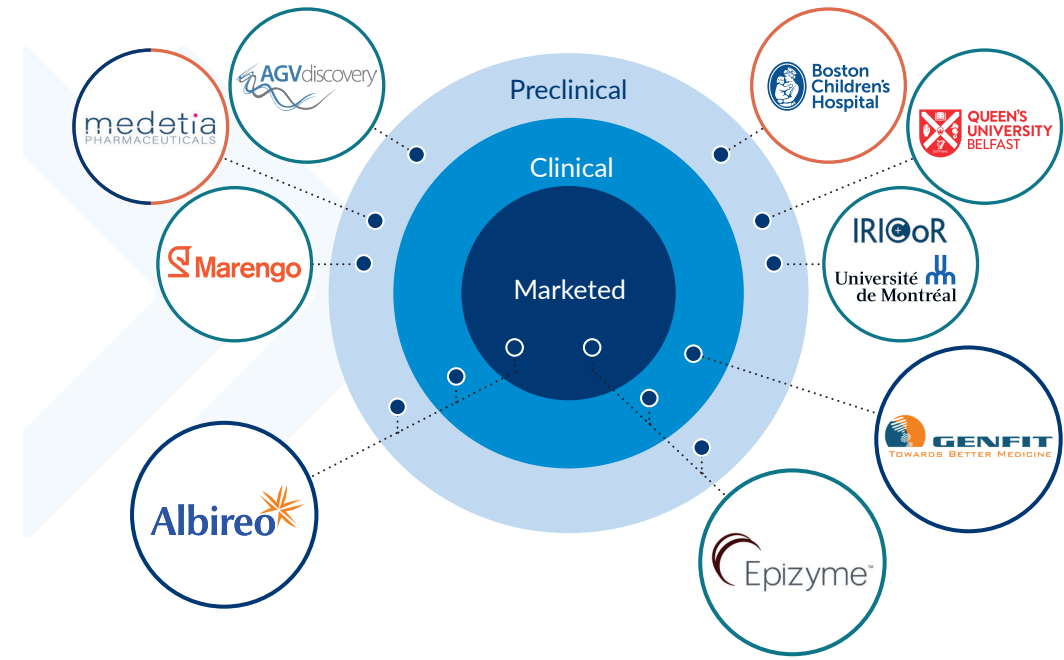
GROWING AND PUSHING BOUNDARIES

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



GREAT PARTNERSHIPS CREATE GREAT POSSIBILITIES

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



² Based on September year-to-date 2023 total sales. Europe is defined in this presentation as the E.U., the U.K., Iceland, Liechtenstein, Norway and Switzerland. 2023 sales based on latest available consensus forecasts.



OUR GLOBAL PARTNERING & EXTERNAL INNOVATION TEAM

- Oncology
- Rare Disease
- Neuroscience



Philippe Lopes-Fernandes
EVP, Chief Business Officer
philippe.lopes-fernandes@ipsen.com



David Jenkins
SVP, Head of Research & External Innovation
david.jenkins@ipsen.com

Rare Disease & Neuroscience Global Partnering team



Lori Badura
VP, Head of Global Rare Disease & Neuroscience Partnering
lori.badura@ipsen.com



Marine Beurdeley
Sr. Dir., Global Partnering
marine.beurdeley@ipsen.com



Edouard Caram
Sr. Dir., Global Partnering
edouard.caram@ipsen.com

Late-Stage Global Partnering Team



Jean-Patrick Hennebelle
Sr. VP, Head of Global Late-Stage Partnering
jean-patrick.hennebelle@ipsen.com



Romain Vitte
Dir., Global Partnering
romain.vitte@ipsen.com



Jean-Baptiste de Peretti
Sr. Mgr., Global Partnering
jean-baptiste.de.peretti@ipsen.com

Oncology Global Partnering Team



Nick Gagnon
VP, Head of Oncology Global Partnering
nick.gagnon@ipsen.com



Jordan Gass
Sr. Dir., Global Partnering
jordan.gass@ipsen.com



Madee Gooriah
Sr. Dir., Global Partnering
madee.gooriah@ipsen.com



Aurore Bernier Gruson
Dir., Global Partnering
aurore.bernier.gruson@ipsen.com



Masha Kurbatova
Dir., Global Partnering
masha.kurbatova@ipsen.com

External Innovation Team



Clément Gautier
Sr. Dir., Head of Neuroscience & Rare Disease External Innovation
clement.gautier@ipsen.com



Matthew Beard
Sr. Dir., External Innovation
matthew.beard@ipsen.com



Savitri Mandapati
Assoc. Dir., External Innovation
savitri.mandapati@ipsen.com



Florence Dal Degan
Sr. Dir., External Innovation
florence.dal.degan@ipsen.com



Chris Vlahos
Sr. Dir., External Innovation
chris.vlahos@ipsen.com



Shira Landskroner-Eiger
Dir., External Innovation
shira.landskroner-eiger@ipsen.com



Faïçal Miyara
VP, Head of Oncology External Innovation
faical.miyara@ipsen.com



Chris Hupp
Sr. Dir., External Innovation
christopher.hupp@ipsen.com



Jon Travers
Dir., External Innovation
jon.travers@ipsen.com



Kalyan Chakravarthy
Assoc. Dir., External Innovation
kalyan.chakravarthy@ipsen.com

Alliance Management Team



Naomi Binoche
VP, Head of Alliance Management
naomi.binoche@ipsen.com



Eric Ferrandis
VP, Strategic Alliances
eric.ferrandis@ipsen.com



Sarah Desi
Sr. Dir., Strategic Alliances
sarah.desi@ipsen.com



Guillaume Gimonet
Sr. Dir., Strategic Alliances
guillaume.gimonet@ipsen.com



Tammi Reza
Sr. Dir., Strategic Alliances
tammi.reza@ipsen.com



Delphine Vignaud
Sr. Dir., Strategic Alliances
delphine.vignaud@ipsen.com



Meryem Nadifi
Dir., Strategic Alliances
meryem.nadifi@ipsen.com

Please contact the appropriate team member or email bus.devpt@ipsen.com