

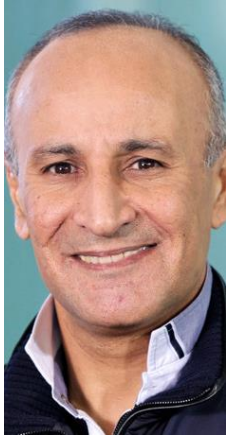
FULL-YEAR RESULTS

MARCH 7, 2017





2016 FULL-YEAR RESULTS PRESENTERS ON THE CALL



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PROGRESS IN 2016

- Initial reporting of encouraging potential clinical benefit for two of our first-in-class antibodies
 - > Lirilumab in combination with nivolumab in a cohort from a Phase I/II trial of patients with an head and neck cancer
 - > IPH4102 in a dose-escalation trial in patients with advanced cutaneous T-cell lymphoma
- Expansion of our preclinical pipeline of innovative, proprietary candidates along with new technology platforms
- Governance changes
- First safety data with monalizumab as a single agent
- IPH4301 in IND-enabling studies



POST PERIOD

- \$15 million milestone payment from BMS for the continued exploration of lirilumab in combination with nivolumab
- Top-line results from the EffiKIR study showing study did not meet its primary efficacy endpoint of leukemia-free survival



EXPECTED NEWSFLOW ON CLINICAL PROGRAMS IN 2017

- Update from lirilumab in combination with nivolumab in head and neck cancer
- IPH4102: dose escalation completion and data update; meeting with regulatory agencies and plans for pivotal trial
- Initial read out of various combination trials with monalizumab



FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS

ROBUST FINANCIAL POSITION

In thousand euros (IFRS)	Dec. 31, 2016	Dec. 31, 2015
Revenue* from collaboration and licensing agreements	56,159	17,906
Government financing for research expenditures	9,561	7,235
Revenue and other income	65,721	25,141
Research and Development expenses	(48,628)	(29,906)
General and Administrative expenses	(9,522)	(6,008)
Operating expenses	(58,150)	(35,914)
Operating income / (loss)	7,571	(10,772)
Financial income / (expenses), net	5,370	4,066
Income tax	(301)	-
Net income / (loss)	12,640	(6,706)
Weighted average number of shares outstanding (in thousands)	53,869	53,400
Net income (loss) per share	0.23	(0.13)
Cash, cash equivalents and financial instruments**	230,664	273,704
Total financial debt	5,327	3,754

* revenue mainly relates to the co-development and commercialization agreement with AstraZeneca, corresponding to the recognition over the period of the initial payment received in April 2015

**current and non-current



FINANCIAL HIGHLIGHTS

REVENUE AND OTHER INCOME

- The revenue from collaboration and licensing agreements increased dramatically from €17.9m in 2015 to €56.2m in 2016
 - > Recognition over the course of the clinical trials of the co-development and commercialization agreement with AstraZeneca. Initial payment has been fully received in 2015
 - > Milestone payment of \$15m in relation with the Phase I/II trial of lirilumab in combination with nivolumab in solid tumors, recognized in 2016 but received in January 2017, hence not included in our EOY cash position
- Research tax credit amounting to €9.6m in 2016 compared to €7.2m in 2015



FINANCIAL HIGHLIGHTS

OPERATING EXPENSES

- The expenses increased from €35.9m to €58.2m (+62%)
 - > R&D costs progressed from €29.9m to €48.7m (+63%)
 - > Mainly driven by progress in our pipeline, and mostly relate to monalizumab and IPH4102
- Investment in internal capabilities to support growing activities
 - > Headcount increased from 118 to 154 over the year



FINANCIAL HIGHLIGHTS

FINANCIAL AND NET INCOME

- Financial income of €5.4m (from €4.1m)
 - > Interest from cash position including the initial payment from AstraZeneca over full 2016, only from June in 2015
- Income tax expense
 - > €0.3m
- Positive net result of €12.6m
 - > Driven by event-led milestones



FINANCIAL HIGHLIGHTS

CASH POSITION

- Cash position of €230.7m
 - > Burn rate of €43.0m for the year 2016
 - > Does not include the milestone payment of \$15m from BMS received in January 2017
- Debt of €5.3m
 - > Lease financing of premises and some lab equipment



Q&A



INVESTOR RELATIONS

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