



Orion Result Presentation 1-12/2020

Disclaimer

This presentation contains forward-looking statements which involve risks and uncertainty factors. These statements are not based on historical facts but relate to the Company's future activities and performance. They include statements about future strategies and anticipated benefits of these strategies.

These statements are subject to risks and uncertainties. Actual results may differ substantially from those stated in any forward-looking statement. This is due to a number of factors, including the possibility that Orion may decide not to implement these strategies and the possibility that the anticipated benefits of implemented strategies are not achieved. Orion assumes no obligation to update or revise any information included in this presentation.

All the figures in this presentation have been rounded, which is why the total sums of individual figures may differ from the total sums shown.



Highlights in January-December 2020

Strong performance amid the challenges posed by the COVID-19 pandemic

COVID-19

- Orion was able to secure the continuity of production.
- No disruptions in the availability of products or raw materials.
- Securing the health and safety of employees and patients in on-going clinical trials was a priority.

Net sales & operating profit

- COVID-19 clearly increased the demand of some products but the development of net sales was good in many areas also without the COVID-19 impact.
- Due to the impacts of the pandemic, the operating profit was roughly about EUR 40 million higher than was estimated in the beginning of 2020.
- Dividend proposal EUR 1.50 per share.

R&D

- REFALS trial (ODM-109) did not meet the pre-specified endpoints.
- New leader, structure and strategy for the R&D organisation.
- Progression in clinical development pipeline and new projects.

Key figures 1–12/2020

Net sales

1,078

MEUR (1,051)
+3%

Operating profit

280

MEUR (253)
+11%

Operating profit
margin

26%

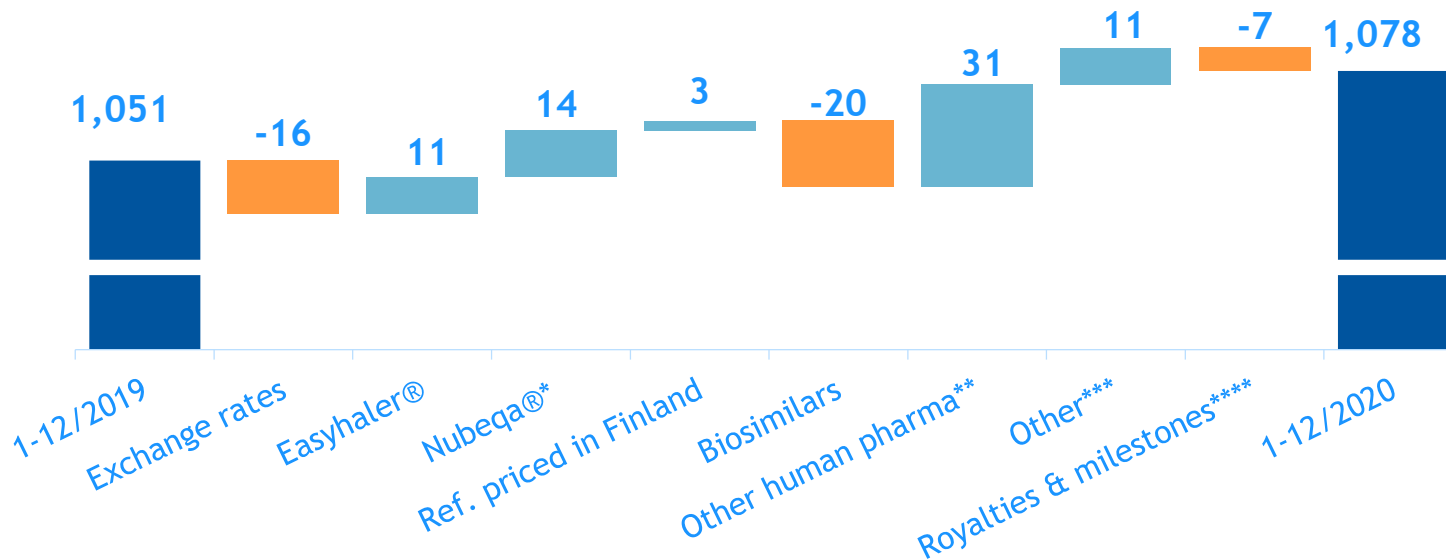
(24%)

Cash flow per share
before financial
items

1.85

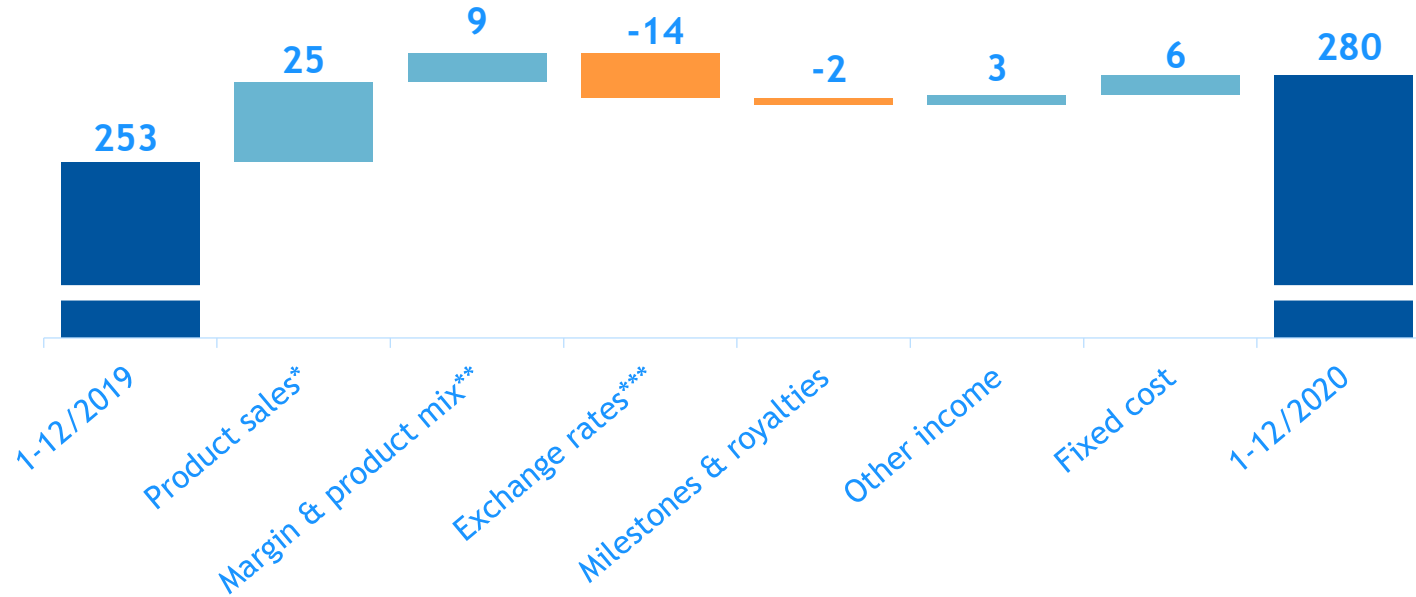
EUR (1.68)
+10%

Development of net sales in 1-12/2020 vs. 1-12/2019



* Nubeqa® product sales & royalty ** Proprietary Products and Specialty Products *** Animal Health, Fermion and Contract Manufacturing
 **** Without Nubeqa® royalties

Development of operating profit in 1-12/2020 vs. 1-12/2019

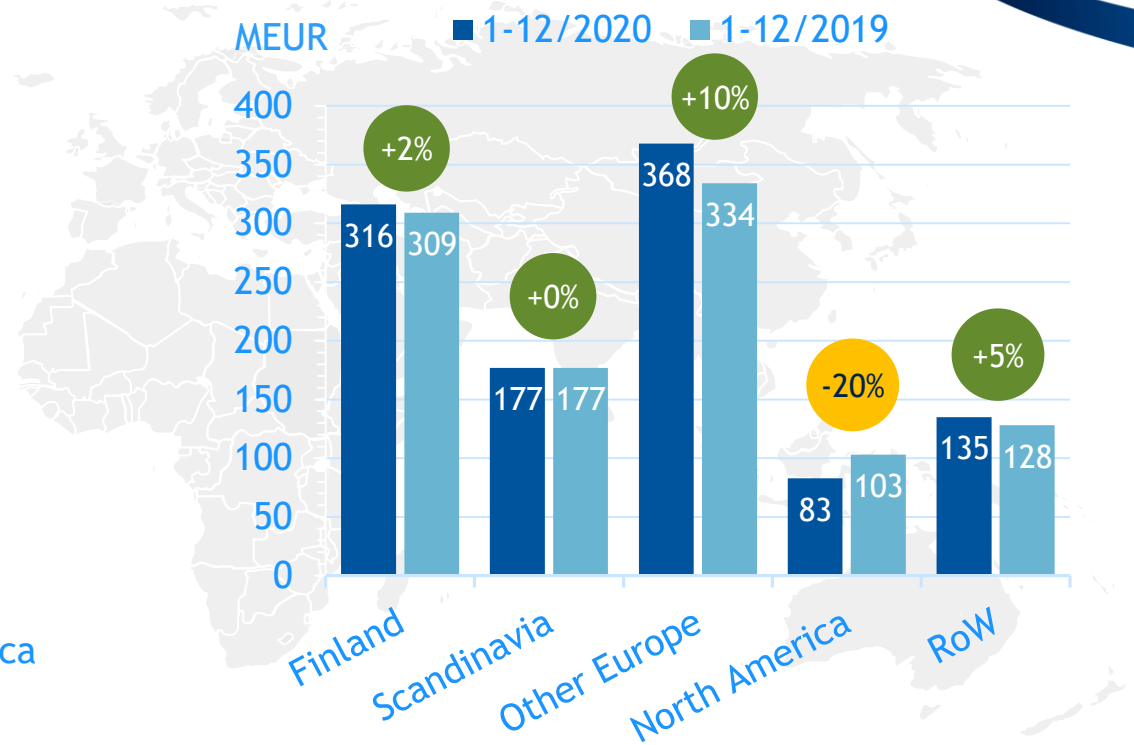
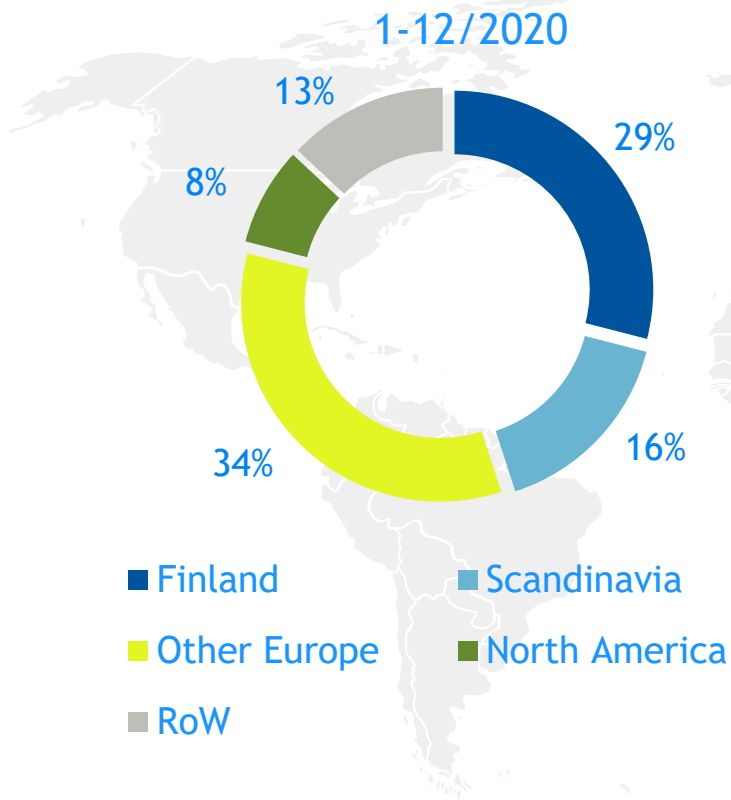


* Product & service sales without sales margin and product mix change and exchange rate effect

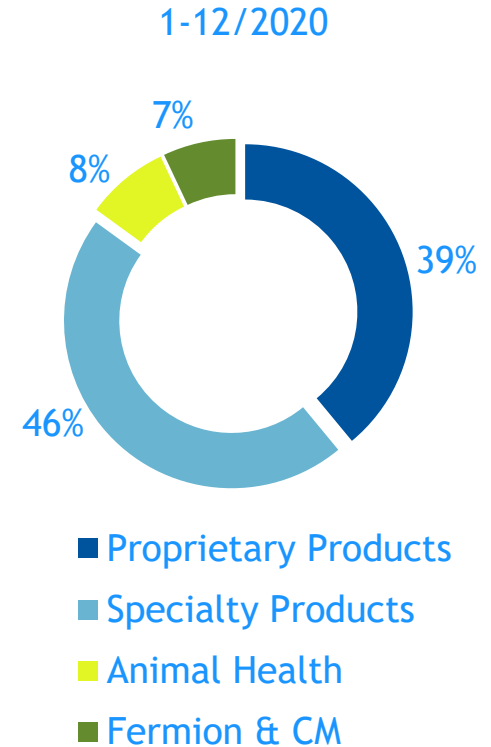
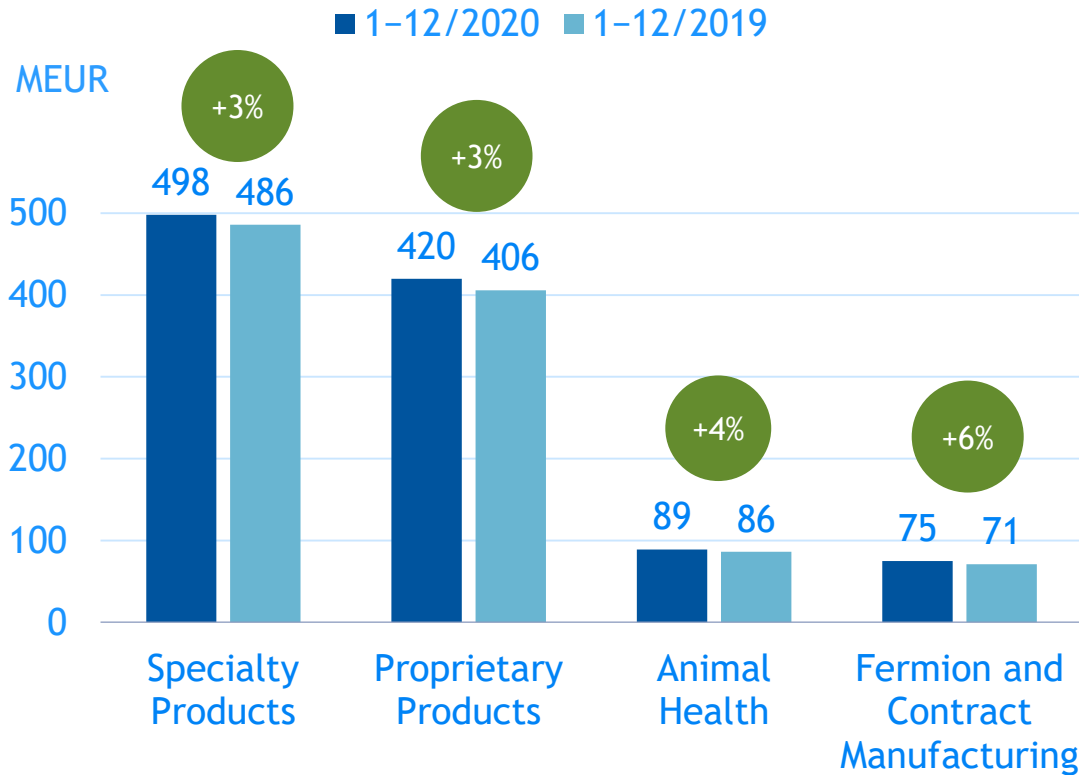
** Product sales margin and product mix change but without exchange rate effect

*** Exchange rate effect on gross margin

Geographical breakdown and development of net sales



All units showed growth



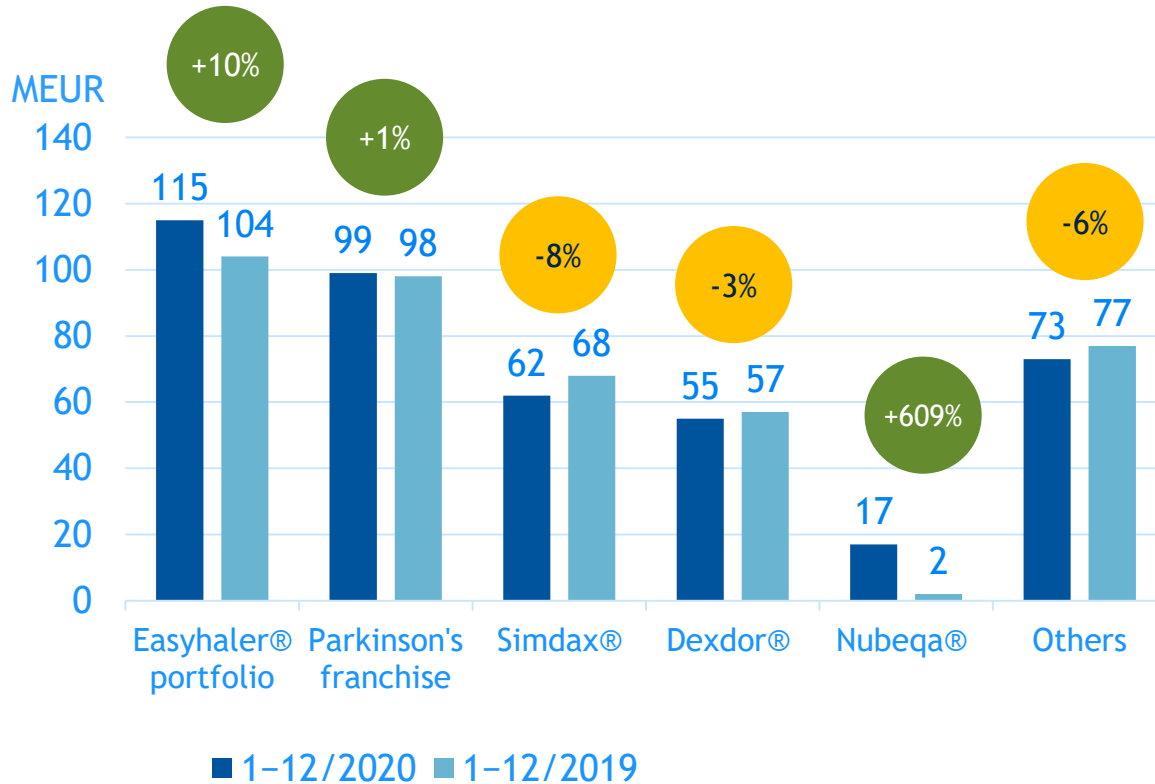
TOP 10 products in 1-12/2020

		EUR million	vs. 1-12/2019
1.	Easyhaler® product portfolio	115	+10%
2.	Stalevo®, Comtess®, Comtan®	99	+1%
3.	Simdax®	62	-8%
4.	<i>dexdor</i> ®	55	-3%
5.	Dexdomitor®, Domitor®, Domosedan®, Antisedan®	35	-4%
6.	Burana®	23	-6%
7.	Divina® series	21	+8%
8.	Remsima®, Ritemvia®, Amgevita® (biosimilars)	18	-53%
9.	Trexan®	17	+46%
10.	Nubeqa®	17	+609%
Proprietary Products		Specialty Products	Animal Health

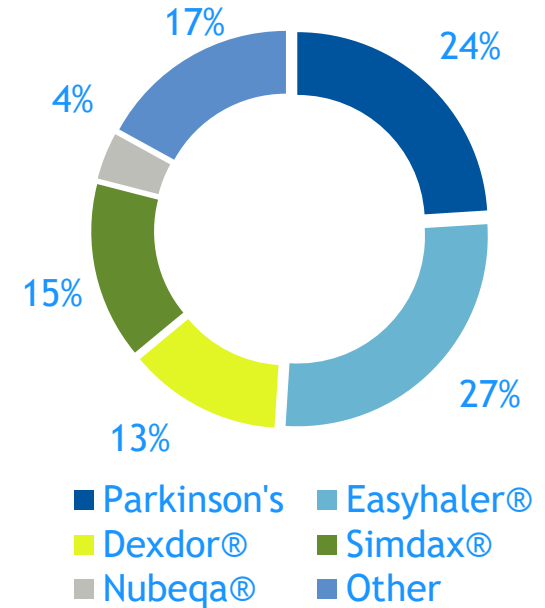


Proprietary Products

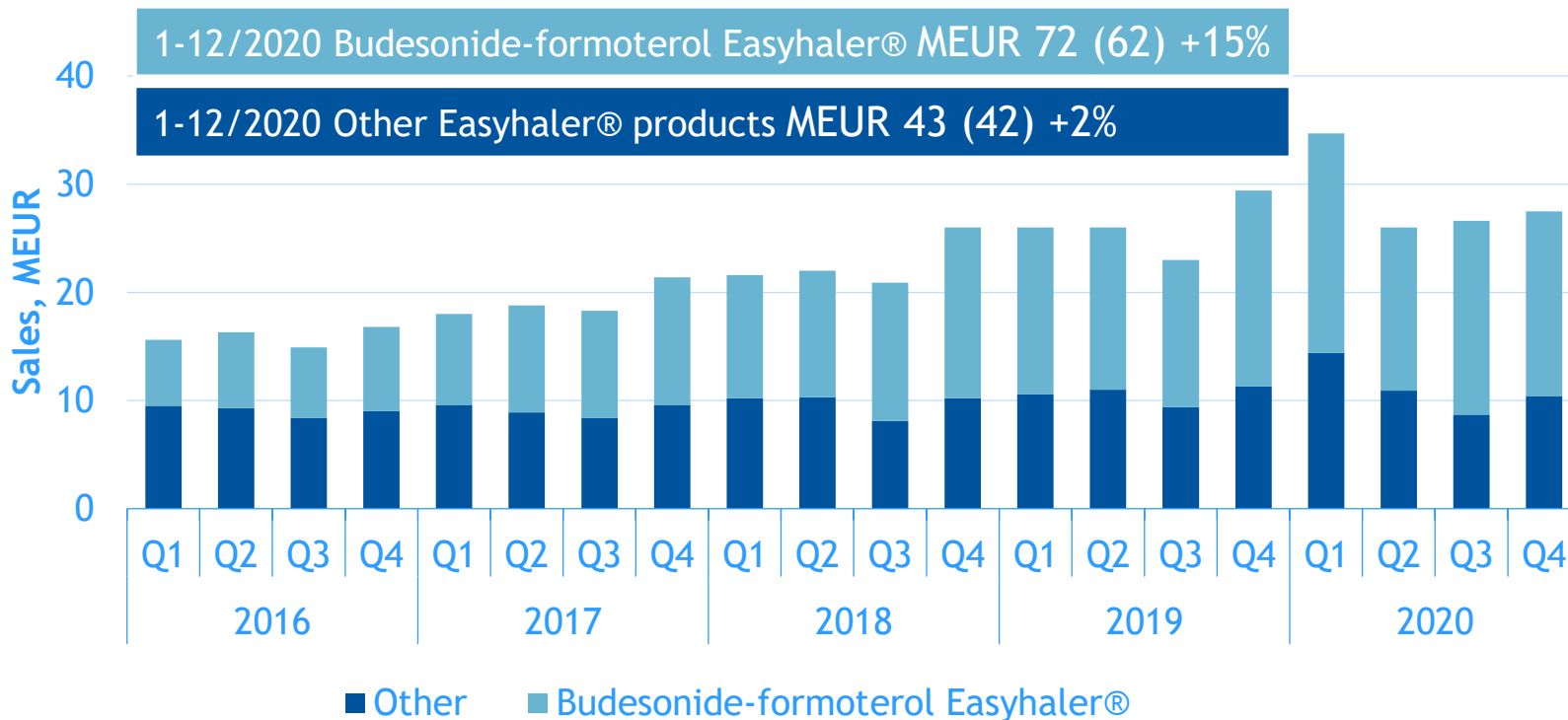
Nubeqa® and Easyhaler® product portfolio growth drivers



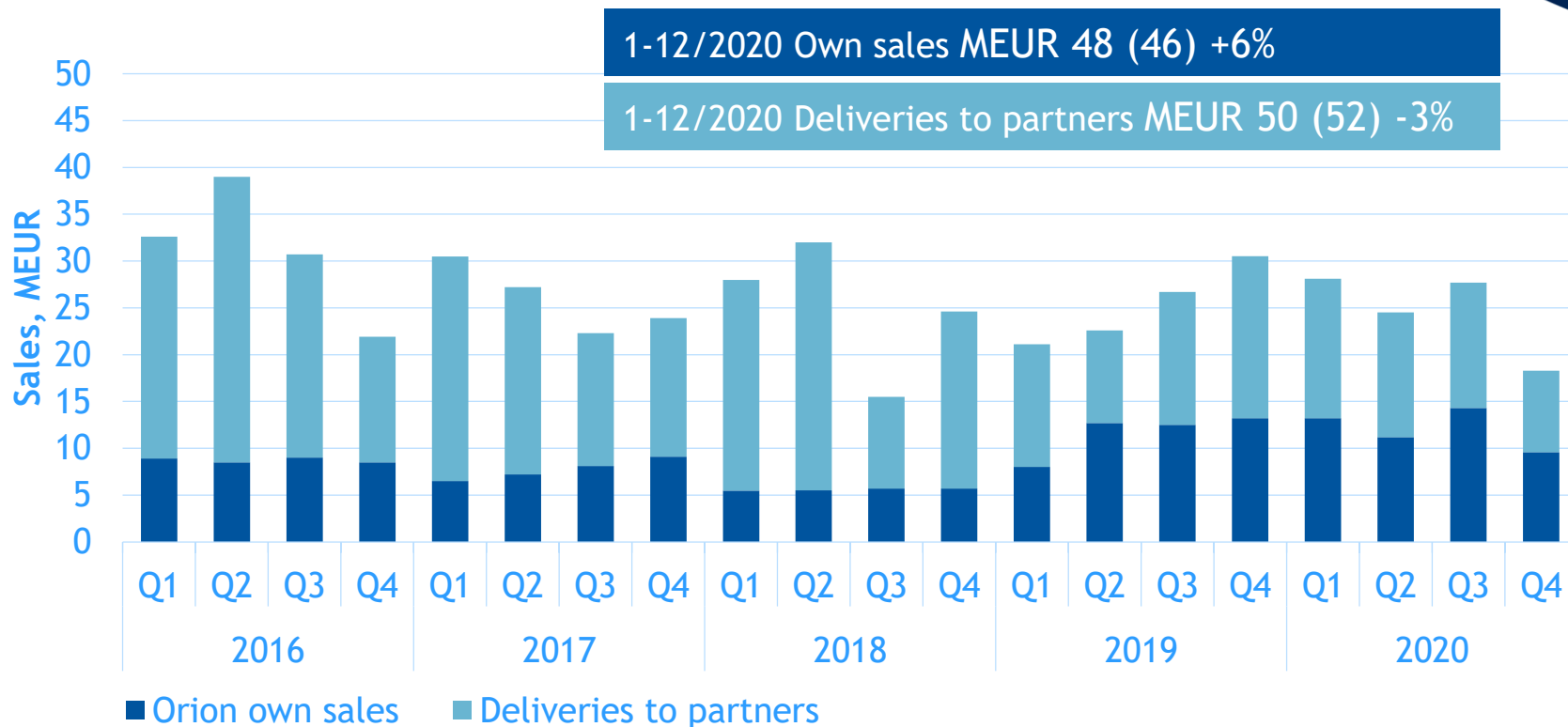
Proprietary Products sales split 1-12/2020



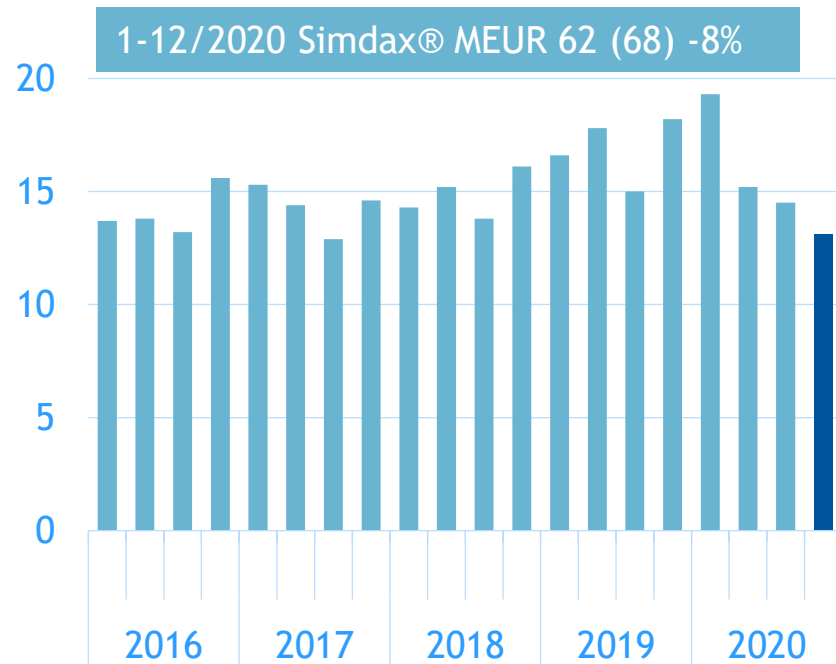
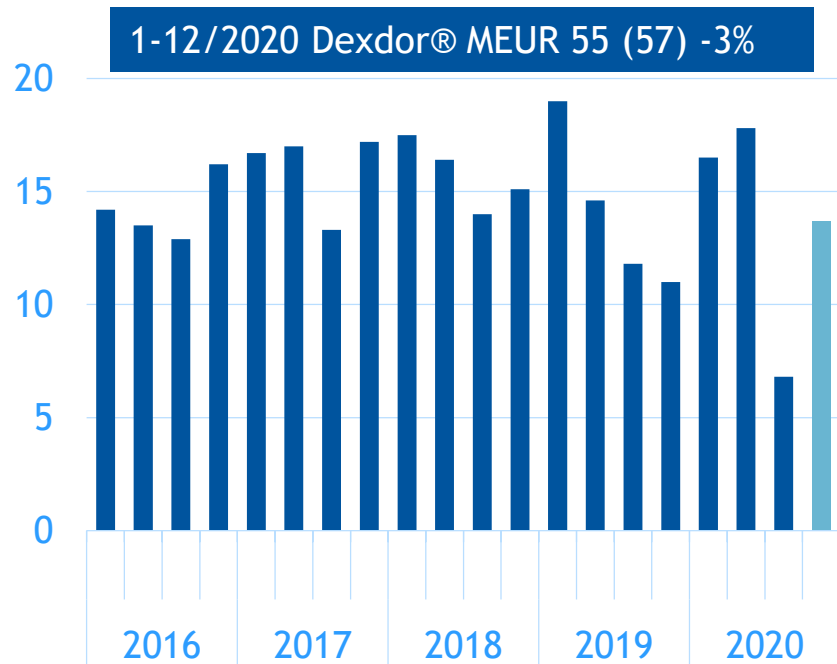
Easyhaler® product portfolio sales +10%



Parkinson's franchise sales at similar level to 2019 - strong variation within the year



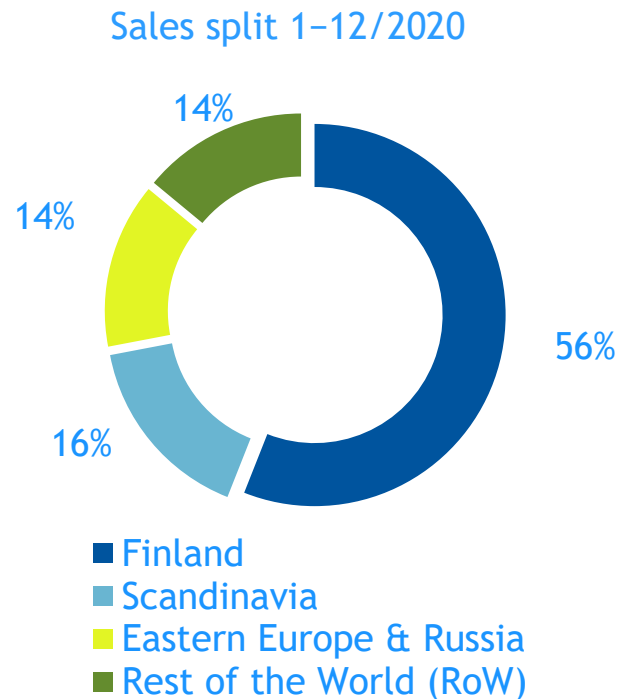
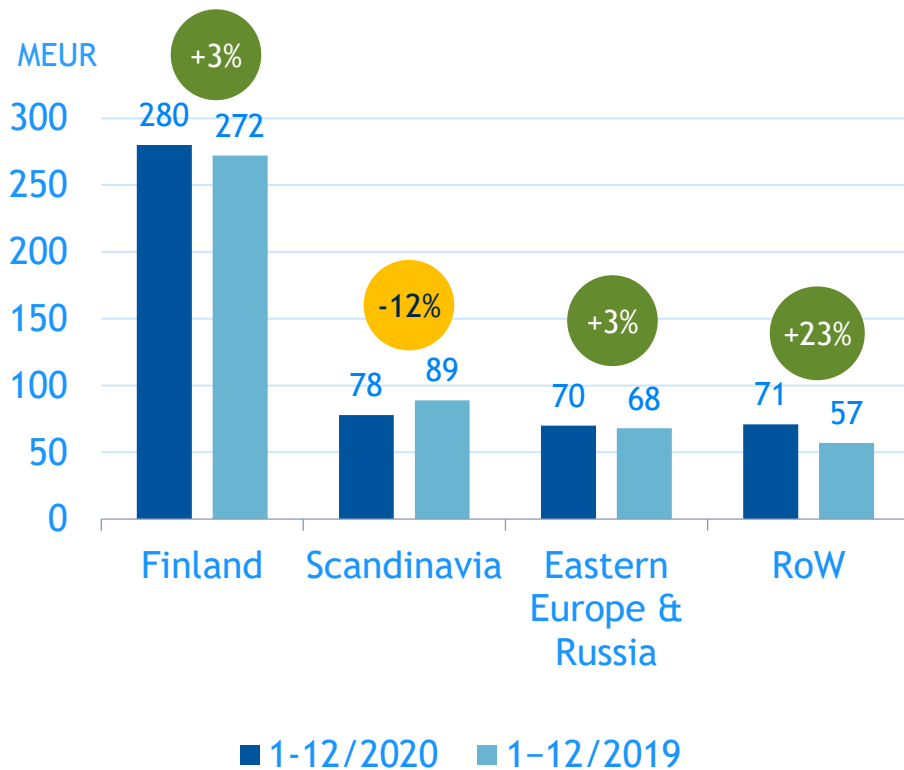
Dexdor® and Simdax® - impact of generic competition starting to show



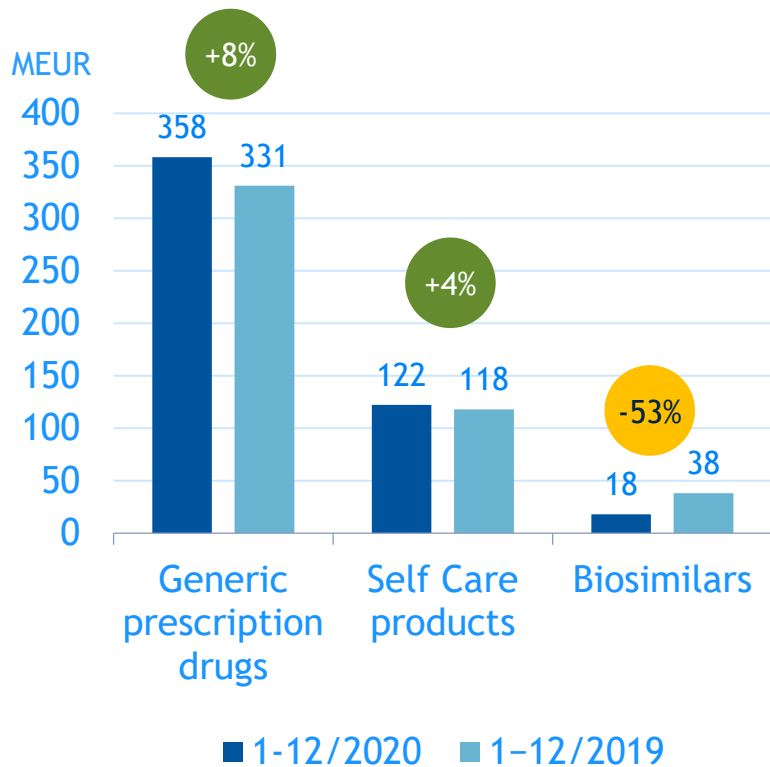


Specialty Products

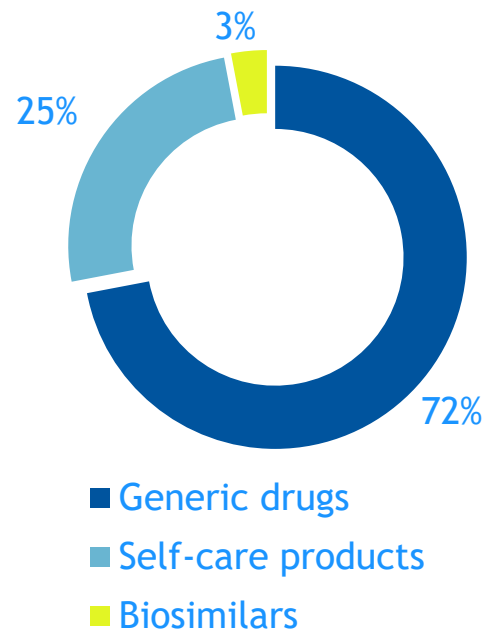
Strong generic prescription sales in Scandinavia mitigated the decline due to biosimilars



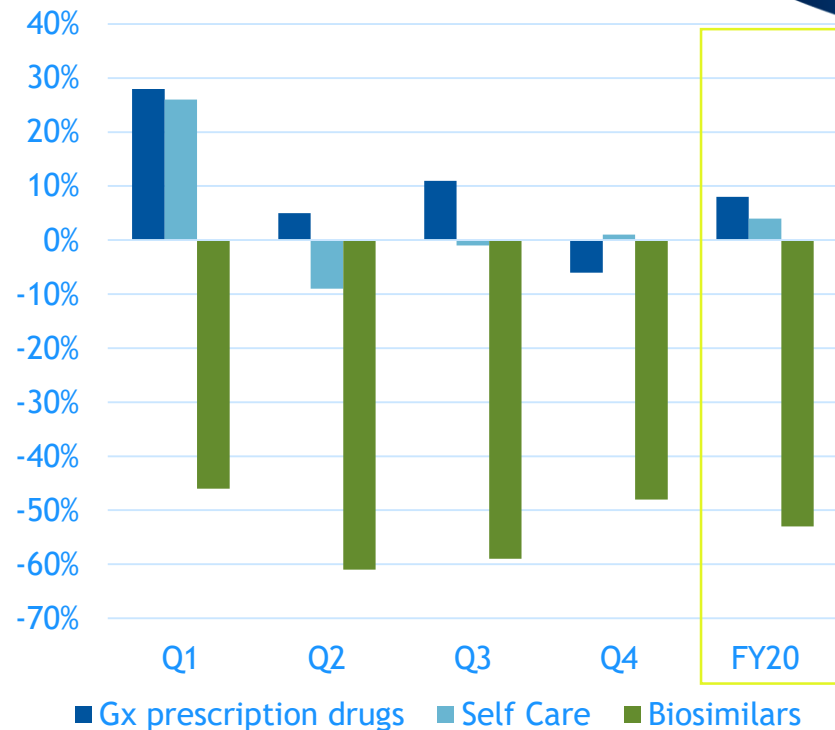
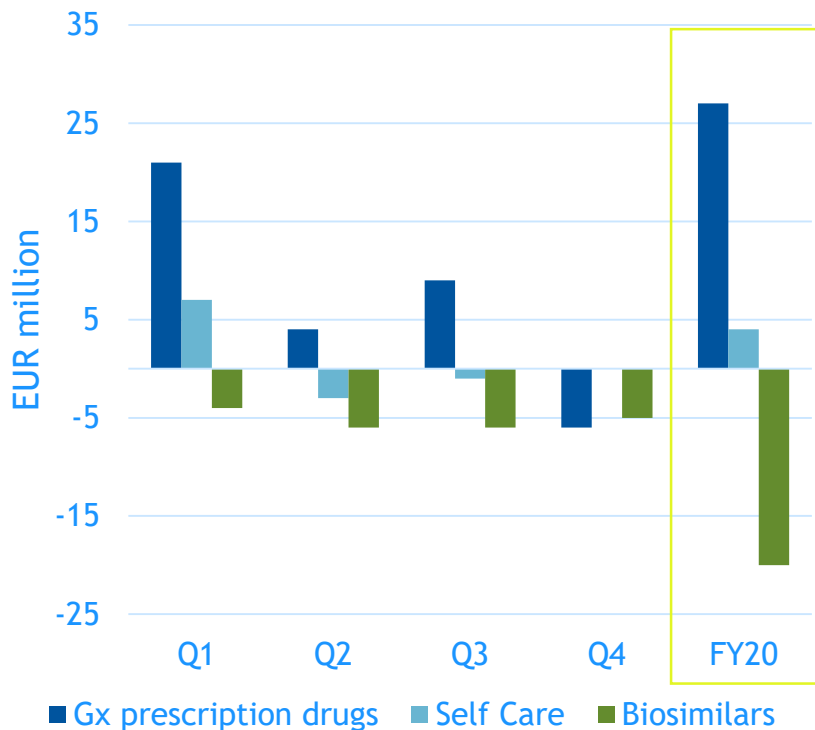
Strong year for Gx prescription drugs even without COVID-19 impact - biosimilars declined as anticipated



Sales split 1-12/2020



Specialty Products' sales change vs. 2019



In Finland, market for reference priced prescription drugs levelled off after demand spike in March

The market for reference priced prescription drugs in Finland* (1-12/2020)

MEUR **449** (452)



The sales of Orion's reference priced prescription drugs in Finland

MEUR **110** (108)

Market development

-1%

Orion's development

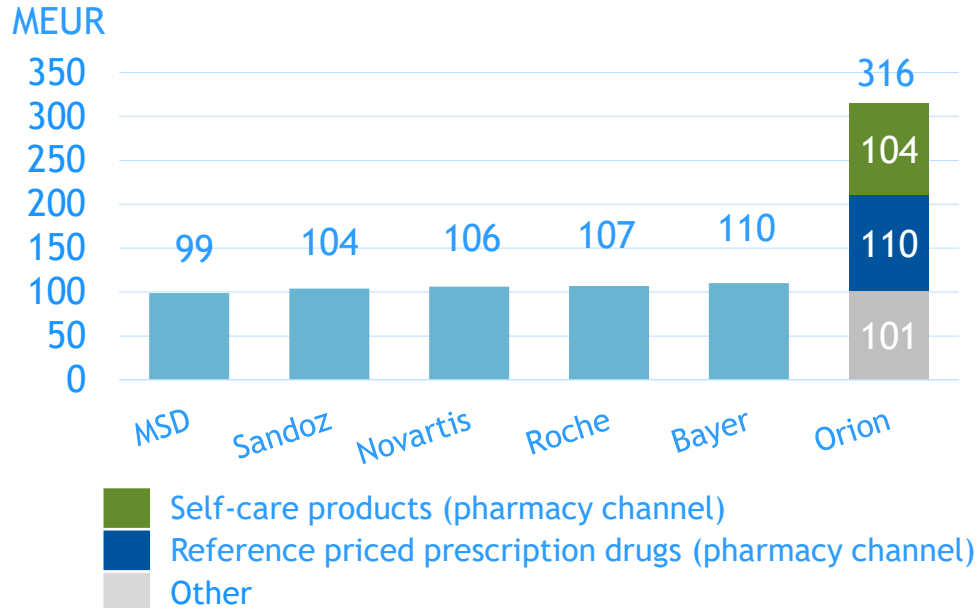
+2%

* The reference-priced prescription drugs group metric counts in products that were reference-priced prescription drugs at the time the statistics were compiled. For this reason, sales figure in the comparative period may deviate from previously published data.

Orion is strong in home market Finland

Human pharma market in Finland 1-12/2020

Medicinal and non-medicinal products
in hospital and pharmacy channels: EUR 2,903 million



Reference priced prescription drugs

Orion market share in pharmacy

25%

(24%)*

* The reference-priced prescription drugs group metric counts in products that were reference-priced prescription drugs at the time the statistics were compiled. For this reason, the market share figure in the comparative period may deviate from previously published data.

Self-care products

Orion market share in pharmacy

26%

(25%)

Human pharmaceuticals total

Orion market share in hospital & pharmacy

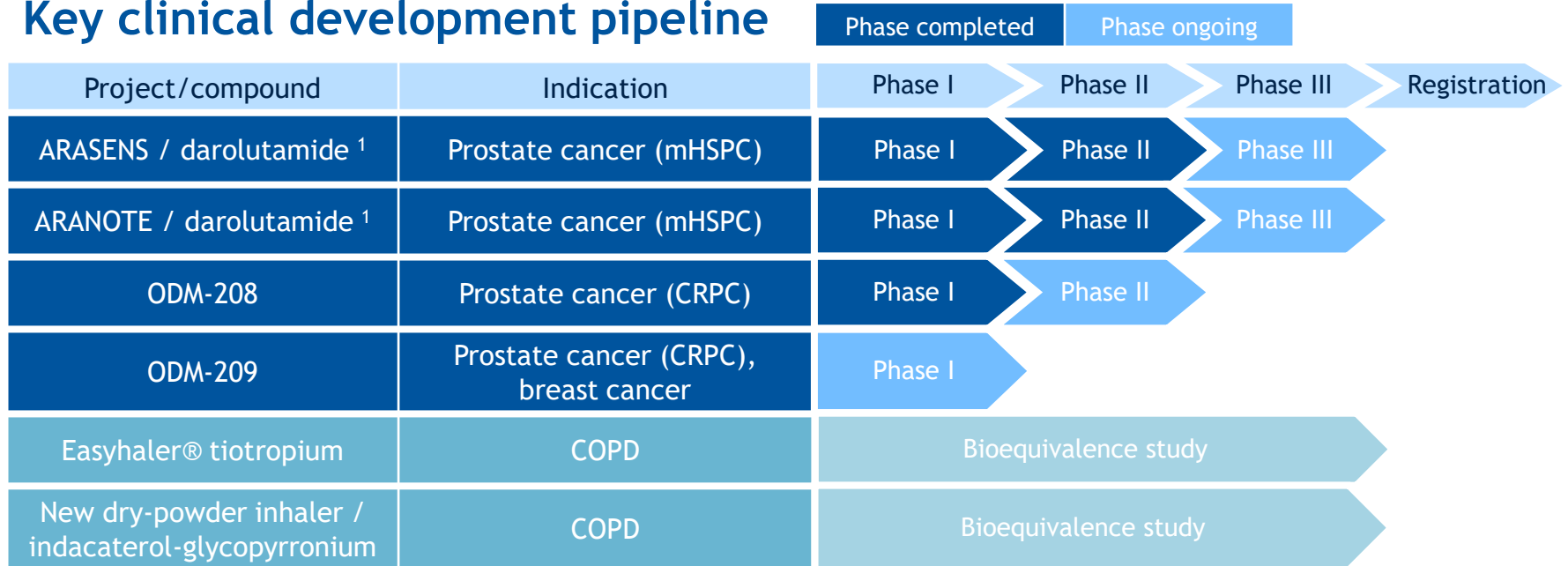
11%

(11%)



Research and development

Key clinical development pipeline



Oncology

Respiratory

Updates vs. Q3 2020:

- **New project:** ARANOTE phase III study
- ODM-208 moved to phase II
- **New project:** New dry-powder inhaler / indacaterol-glycopyrronium
- ODM-203 (partnering negotiations ongoing) and ODM-207 removed from key clinical development pipeline

¹) In collaboration with Bayer

Key business targets in 2021

	TARGET	STATUS
	Supporting sales growth and co-promotion in Europe with Bayer	
	Positive outcome from Phase III ARASENS trial	
	Taking phase III ARANOTE trial forward together with Bayer	
EASYHALER	Sales growth	
ODM-208	Taking the development program forward according to plan	
Finland	Maintenance and strengthening of market position	
Scandinavia	Reinforcing Orion's position in generic prescription drugs and self-care products	
Enable future growth	In-licensing of new products	
	Portfolio enhancement through product acquisitions and M&A	



Attained



Ongoing



Not attained

Orion's sustainability and COVID-19

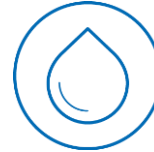
ORION'S SUSTAINABILITY AGENDA

Ensuring patient safety and reliable supply of medications



- Ensuring reliable supply of medications is the most important task for Orion at the moment
 - Product inventories at a good level
 - Ensuring the availability of raw and starting materials and externally sourced ready-made products
 - Readiness to prioritise production and increase capacity if necessary
 - Ensuring the safety of patients in clinical trials

Responsibility for employees, the environment and the ethics and transparency of operations

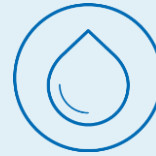


- Taking care of the health and safety of employees is essential
 - Specific measures taken in critical production and quality control to ensure the continuation of production
 - Masks for work-related travelling and commuting
 - Reducing non-essential contacts
 - Remote audits at production sites

Orion's Sustainability Agenda and indicators 2020



Patient safety and ensuring reliable supply of medications



Responsibility for the environment



Responsibility for Orionees



Business ethics and transparency



Customer complaints
(pharmaceuticals)

76

Ppm (76)

GxP* audits
by Orion

141

(238)

Greenhouse gas
emissions
(scope 1&2)

18,611

tCO₂e (20,123)

Energy savings
target set for
2025
achieved

53%

(51%)

Injury rate

3.6

LTIF 1 (6.6)

Code of Conduct
training, no. of
participants

3 410

(n/a)



Outlook

Outlook for 2021

Net sales

Orion estimates that in 2021 net sales will be **slightly lower** than in 2020 (net sales in 2020 were EUR 1,078 million).

Operating profit

Operating profit is estimated to be **lower or clearly lower** than in 2020 (in 2020 operating profit was EUR 280 million).

Key assumptions behind the outlook

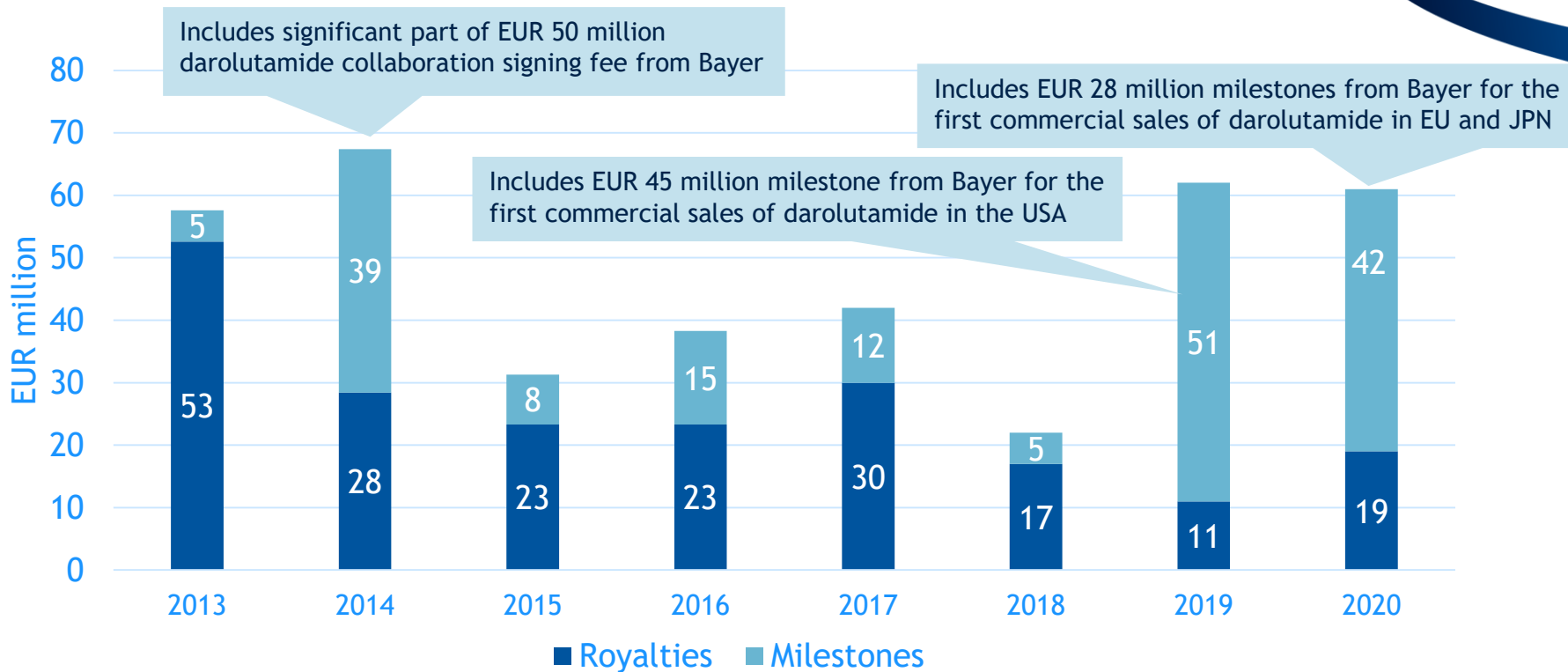
Net sales

- + Nubeqa®
- + Other growing products
- Milestones
- *dexdor*®
- Simdax®
- Animal Health
- /? Specialty Products

Operating profit

- + Nubeqa®
- + No more depreciation expenses from Parkinson's franchise
- Milestones
- *dexdor*®
- Simdax®
- Normalisation of cost level (without Parkinson's depreciation)
- /? Specialty Products

Royalties and milestones



2025 Growth target: New Proprietary Products and R&D pipeline as growth drivers - all units target for organic growth

OPPORTUNITIES



Darolutamide*
ARASENS & ARANOTE

Easyhaler® tiotropium*



Animal Health R&D*

In-licensing and product acquisitions

Proprietary
Products

Specialty
Products

Animal
Health

R&D

Expansion to new geographical market areas

THREATS/CHALLENGES



Generic
competition

Failures in R&D programmes

Pricing pressure

Expiry of a major distribution agreement (Animal Health)

*) requires successful clinical trials



Upcoming events

Annual General Meeting	25/3/2021
Interim Report 1-3/2021	27/4/2021
Capital Markets Day 2021	26/5/2021
Half-Year Financial Report	19/7/2021
Interim Report 1-9/2021	20/10/2021



Building well-being