



# Orion Investor Presentation

# 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.

# Content

- 1) Orion in brief
- 2) Highlights of 1-9/2020
- 3) R&D
- 4) Responsibility
- 5) Appendices
- 6) Financial calendar



## Orion in brief

# Key messages

**1** Orion develops, manufactures and markets human and animal pharmaceuticals and APIs. Products marketed in >100 countries.



**2** Balanced business model: Both proprietary drugs and generics.




**3** Growth targeted through new in-house developed drugs.

**4** Core therapy areas in R&D: oncology, CNS, respiratory diseases (Easyhaler® product family) and rare diseases (Finnish disease heritage).

**5** Strong position in the Nordic generics market.

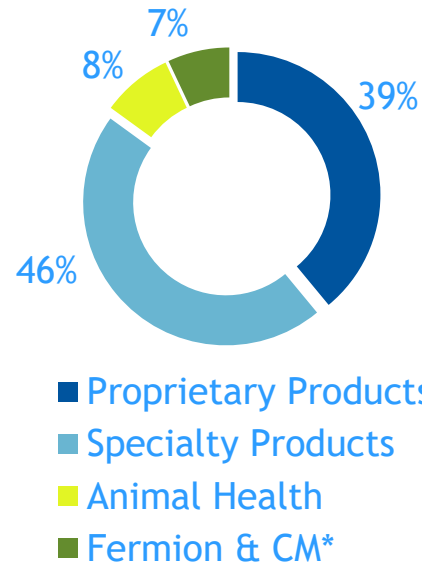
**6** Strong profitability, stable dividends.

# Orion at a glance (2019 figures)

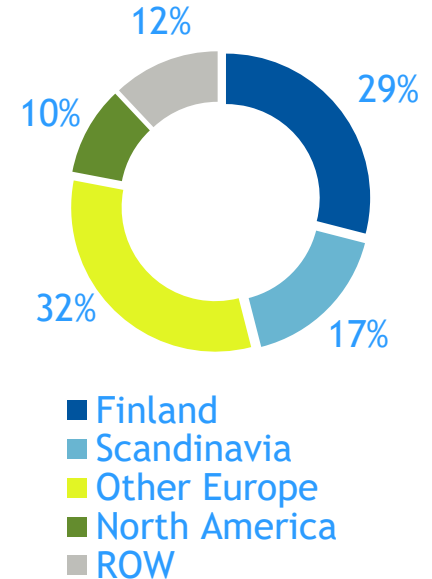
	Net sales <b>1,051</b> MEUR
	Operating profit <b>253</b> MEUR
	Personnel <b>3,265</b>
	R&D investments <b>119</b> MEUR
	<b>6</b> production sites in Finland
	Own sales unit in <b>26</b> European countries

Established in **1917**

Sales by business



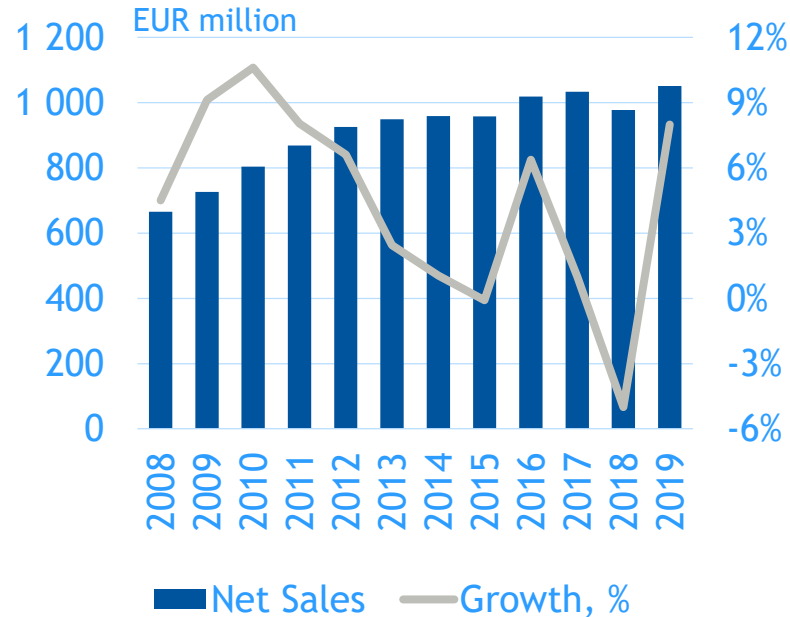
Sales by market area



\*) Contract manufacturing

# Orion's development

## Net sales



## Operating profit



# Orion's businesses



Proprietary Products

In-house developed drugs and other drugs with valid product protection for global markets. Own sales network in Europe.



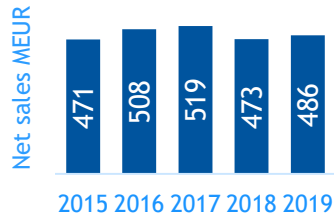
39%



Specialty Products

Generic prescription drugs, OTC and non-medical products, biosimilars.

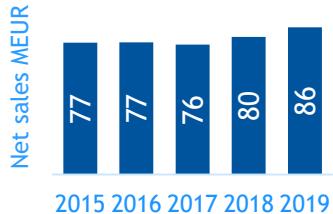
Finland	56%
Scandinavia	18%
Eastern Europe	14%
ROW	12%



46%



Own animal drugs for global markets. Other drugs and well-being products. Own sales network in Nordics and Eastern Europe.

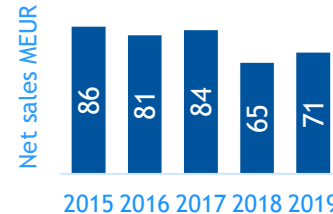


8%



Fermion & Contract manufacturing

Active pharmaceutical ingredients (APIs) for own proprietary products. CMO & CDMO services for other pharma companies.



7%

= share of Group net sales in 2019



## Outlook for 2020 (provided on 19 October 2020)

### Net sales

Orion estimates that in 2020 net sales will be **at a similar level** as in 2019 or **slightly higher** than in 2019 (net sales in 2019 were EUR 1,051 million).

### Operating profit

Operating profit is estimated to be **higher or clearly higher** than in 2019 (in 2019 operating profit was EUR 253 million).

# Orion's strategic growth target and financial objectives

**Strategic growth target: Net sales EUR 1.5 billion in 2025**

## Financial objectives:

	<p><b>Growing net sales more rapidly than growth of the pharma market.</b> Achievement of this objective requires continuous investment in development of the product portfolio.</p>		<p><b>Keeping the equity ratio at least 50%.</b></p>
	<p><b>Maintaining profitability at a good level.</b> The aim is operating profit that exceeds 25% of net sales.</p>		<p><b>Distributing an annual dividend that in the next few years will be at least EUR 1.30 per share, and increasing the dividend in the long term.</b></p>

# Key elements of Orion's growth

Proprietary  
Products  
and R&D



Growth drivers

Animal  
Health



Support  
growth

Specialty Products



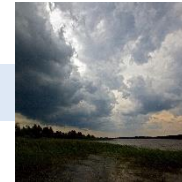
Generate cash  
flow to fund  
growth  
investments  
Support growth

Fermion



APIs for R&D  
and  
Proprietary  
Products

Defensive  
industry



Less vulnerable  
to  
macroeconomic  
volatility

# New Proprietary Products and R&D pipeline as growth drivers - after ODM-109 failure more emphasis on other opportunities

## OPPORTUNITIES



**EASYHALER<sup>®</sup>**

Darolutamide  
mHSPC\*

~~ODM-109\*~~

Easyhaler<sup>®</sup> 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



COMTan<sup>®</sup>



Comtess<sup>®</sup>

Generic  
competition

Pricing pressure

Tightening competition

Failures in R&D programmes

\*) requires successful clinical trials

# Orion's key clinical drug development projects

Project	Indication	Phase			Registration
Easyhaler® tiotropium	COPD	Bioequivalence study			
Darolutamide <sup>1)</sup>	Prostate cancer (mHSPC)	I	II	III	
ODM-203 (targeted FGFR+VEGFR inhibitor) <sup>2)</sup>	Solid tumours	I	II		
ODM-207 (BET protein inhibitor) <sup>2)</sup>	Cancer	I			
ODM-208 (CYP11A1 inhibitor)	Prostate cancer (CRPC)	I			
ODM-209 (CYP11A1 inhibitor)	Prostate cancer (CRPC), breast cancer	I			

<sup>1)</sup> In collaboration with Bayer

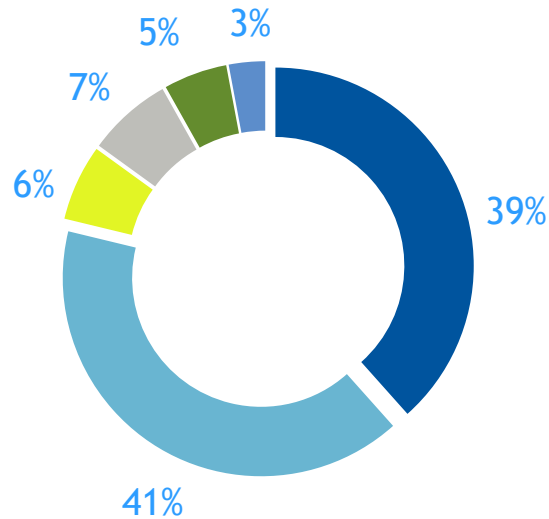
<sup>2)</sup> Search for partner ongoing for the next possible phase

	= Completed	
	= Ongoing	
	= Status changed	

More information on R&D projects: [www.orion.fi/en/rd/orion-rd/pipeline/](http://www.orion.fi/en/rd/orion-rd/pipeline/)

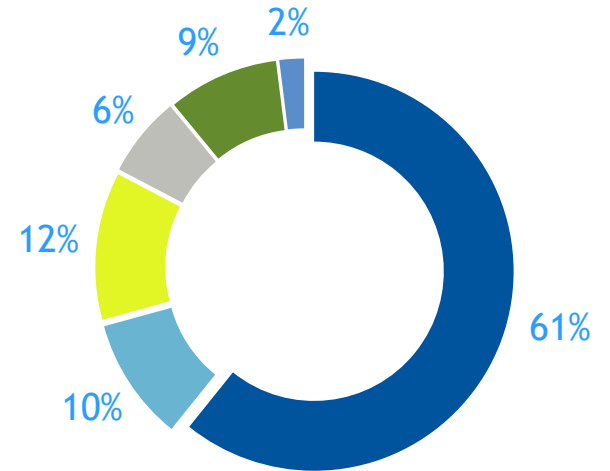
# Orion had ~67,800 shareholders on 30 September 2020

By number of shares



- Households (Finnish retail)
- Non-Finnish holders and nominee-registered
- Private corporations
- Public sector
- Non-profit institutions
- Financial and insurance corporations

By number of votes



# Largest shareholders by votes and shares on 30 September 2020

#	Shareholder	% of votes	Number of votes
1	Erkki Etola and companies	6.19	50,200,000
2	Maa- ja vesitekniikan tuki r.y. and companies	5.14	41,667,200
3	Ilmarinen Mutual Pension Insurance Company	4.73	38,366,247
4	Ylppö Jukka Arvo	3.10	25,140,449
5	Into Ylppö and commanding votes	1.97	15,952,688
6	Aho Group Oy and commanding votes	1.80	14,584,798
7	Saastamoisen säätiö (foundation)	1.62	13,099,920
8	Orion Pension Fund	1.36	11,064,792
9	Eija Ronkainen and companies	1.33	10,748,639
10	Ingman Finance Oy Ab	1.10	8,900,000
11	Elo Mutual Pension Insurance Company	0.91	7,389,855
12	Leikola Erkki	0.70	5,638,000
13	Salonen Seppo Tapani	0.67	5,443,740
14	Westerlund Riikka Maritza	0.60	4,882,700
15	Kavetvuoto Matti Ilmari	0.52	4,180,000
16	Kyttilä Miikka Elias Anton	0.45	3,662,200
17	Salonen Ilkka Mikael	0.45	3,611,302
18	Lenko Hanna Liisa	0.41	3,358,000
19	Kyttilä Juha	0.38	3,126,500
20	Orion Research Foundation	0.36	2,942,434
	20 largest shareholders, total	33.78	273,949,464
	Other shareholders	66.22	536,972,320
	<b>Total</b>		<b>810,921,784</b>

#	Shareholder	% of shares	Number of shares
1	Ilmarinen Mutual Pension Insurance Company	2.57	3,619,845
2	Erkki Etola and companies	1.91	2,700,000
3	Maa- ja vesitekniikan tuki r.y. and companies	1.48	2,083,360
4	Elo Mutual Pension Insurance Company	1.29	1,826,655
5	The Social Insurance Institution of Finland, KELA	1.18	1,658,368
6	Ylppö Jukka Arvo	1.02	1,444,865
7	Varma Mutual Pension Insurance Company	0.77	1,079,397
8	Into Ylppö and commanding votes	0.73	1,028,340
9	The State Pension Fund	0.66	925,000
10	Aho Group Oy and commanding votes	0.52	737,587
11	Orion Pension Fund	0.51	724,840
12	Orion Oyj	0.48	671,082
13	Saastamoisen säätiö (foundation)	0.46	654,996
14	Eija Ronkainen and companies	0.41	574,139
15	OP-Finland Fund	0.39	545,234
16	Ingman Finance Oy Ab	0.32	445,000
17	Schweizer Nationalbank	0.30	423,919
18	Orion Research Foundation	0.29	415,510
19	The estate of Jouko Brade and companies	0.29	410,000
20	Nordea Pro Finland Fund	0.27	381,118
	20 largest shareholders, total	15.83	22,343,585
	Other shareholders	84.17	118,790,693
	<b>Total</b>		<b>141,134,278</b>

# Orion B share performance January 2016 - September 2020







## Highlights in January-September 2020

# Orion is prepared for the second wave of COVID-19 pandemic

**1** Orion is prepared for the second wave of the COVID-19 by seeking to ensure the continuity of the production and the availability of pharmaceutical products by eg. increasing inventories.

**2** Net sales grew slightly. Due to net sales growth, favourable margin structure of the sales and lower expenses the operating profit increased clearly.



**3** REFALS study (ODM-109) did not meet its endpoints.

**4** New data from ARAMIS study published at ASCO and in The New England Journal of Medicine.

**5** Orion is renewing R&D organisation.

# COVID-19 pandemic impacts on Orion

The most important thing is to take care of the health and safety of employees, the continuity of production and patient safety in ongoing clinical trials.



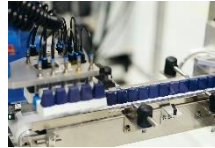
The March demand spike impact of Gx and OTC products has levelled off.



Disruptions in the global supply chains possible but the risk of impacts in 2020 has further lowered.



Strong increase in demand in March-April after which demand returned to a more normal level.



The inventory levels of products and raw materials are good.



The impact of March demand spike has levelled off.



Some delays in some R&D programs.

## Key figures 1–9/2020

Net sales

**823**

MEUR (776)  
+6%

Operating profit

**246**

MEUR (198)  
+24%

Operating profit  
margin

**30%**

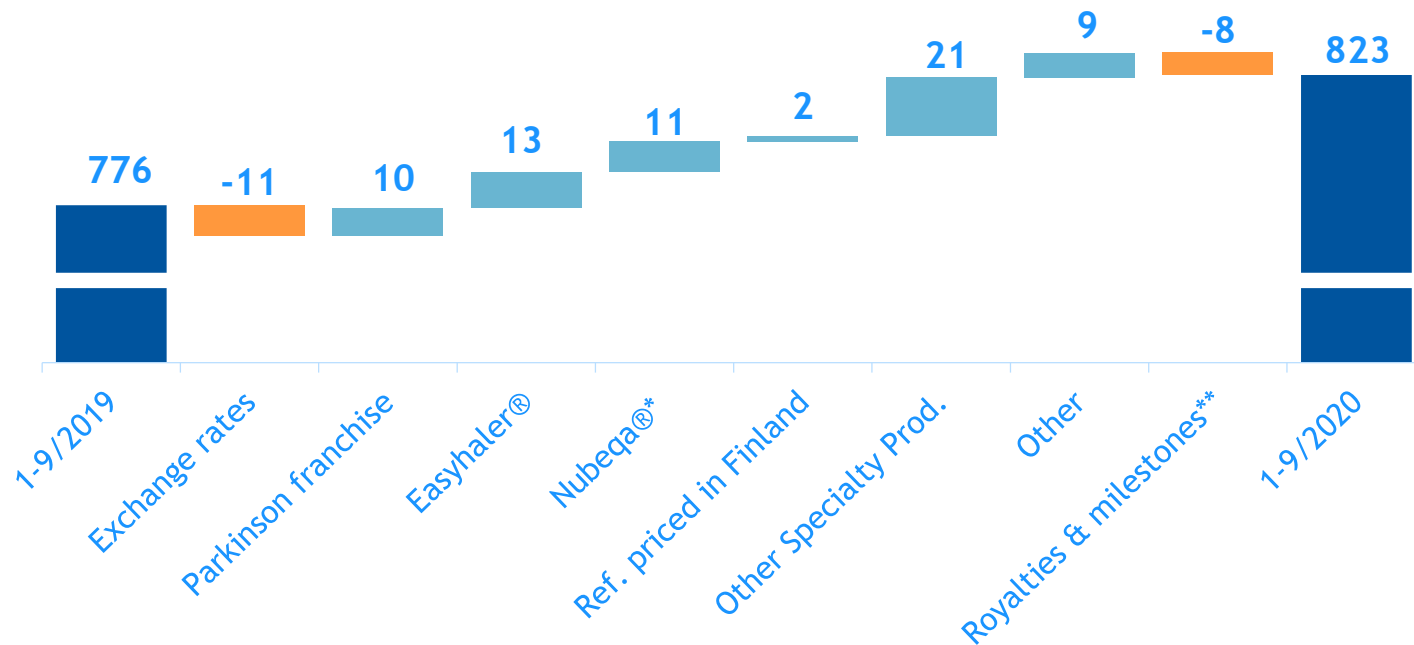
(25%)

Cash flow per share  
before financial  
items

**1.52**

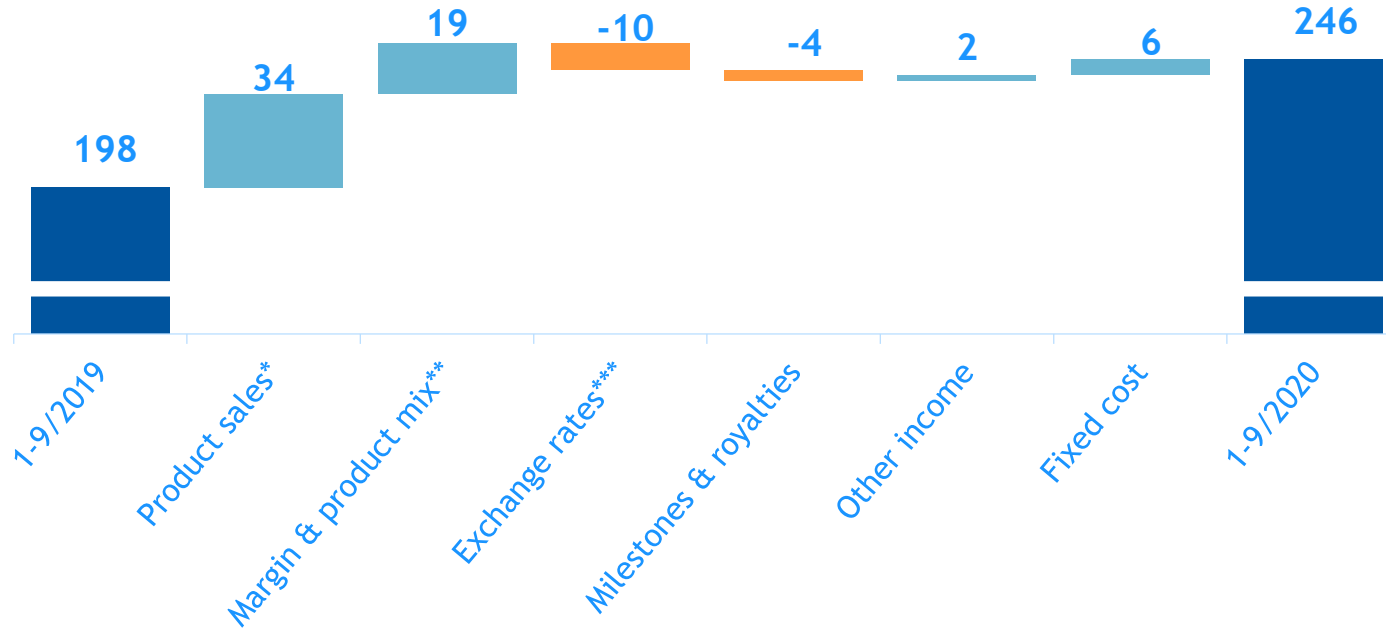
EUR (1.28)  
+18%

## Development of net sales in 1-9/2020 vs. 1-9/2019



\* Nubeqa® product sales & royalty \*\* Royalties & milestones (without Nubeqa® royalties)

# Development of operating profit in 1-9/2020 vs. 1-9/2019

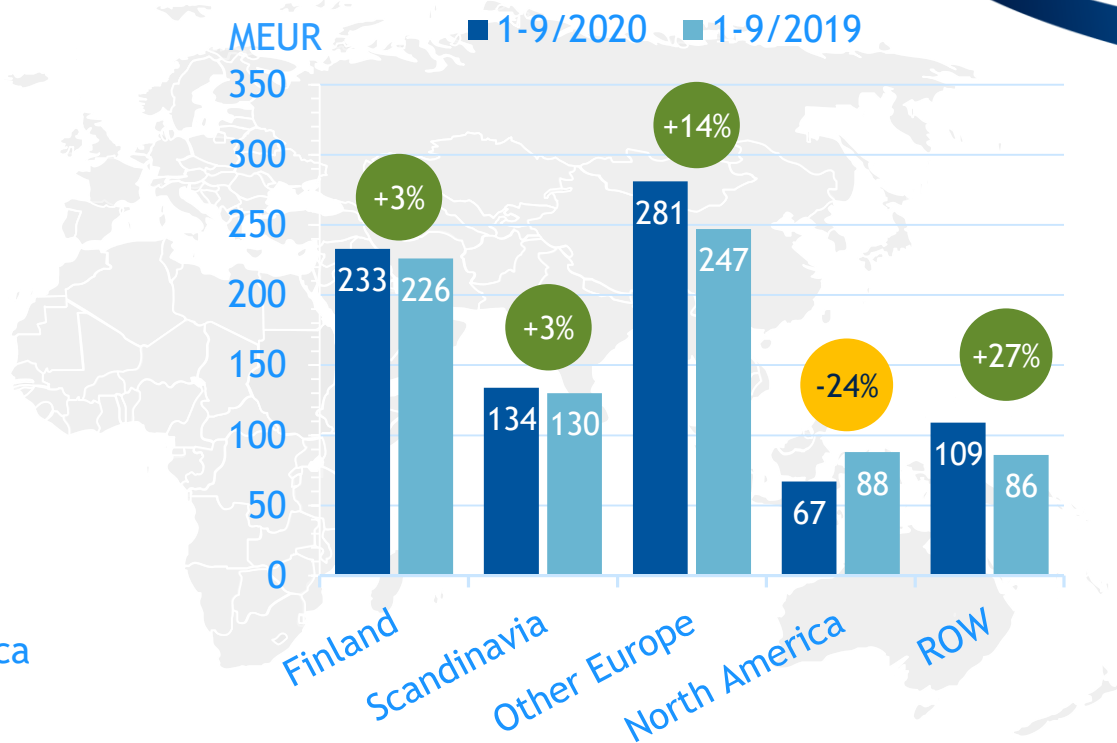
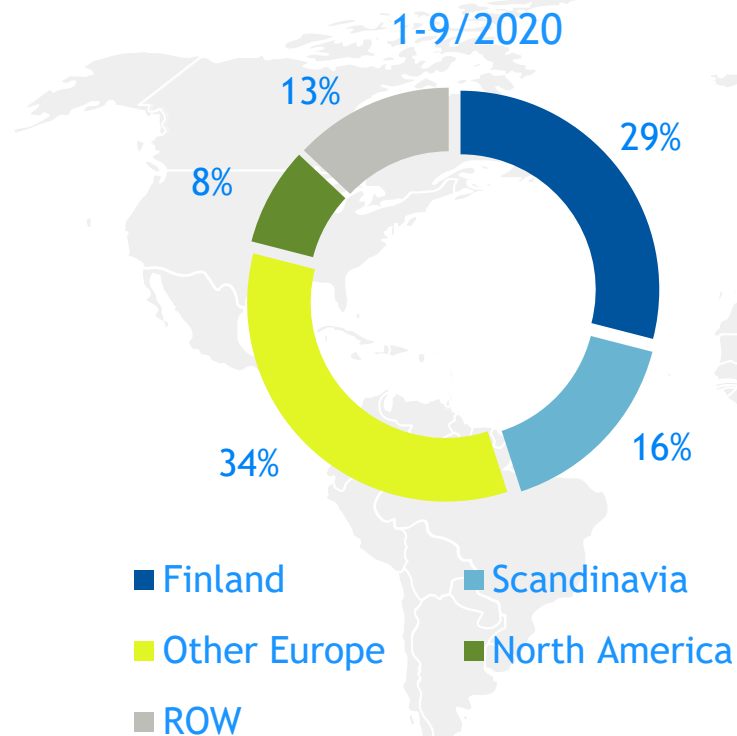


\* Product & service sales without sales margin and product mix change and exchange rate effect

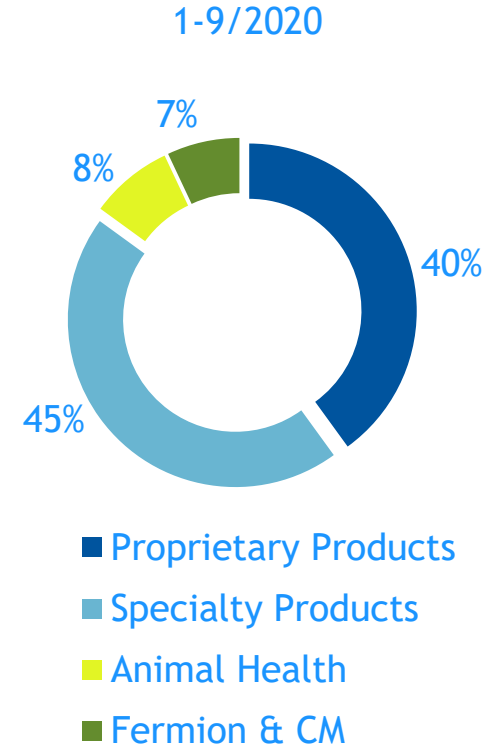
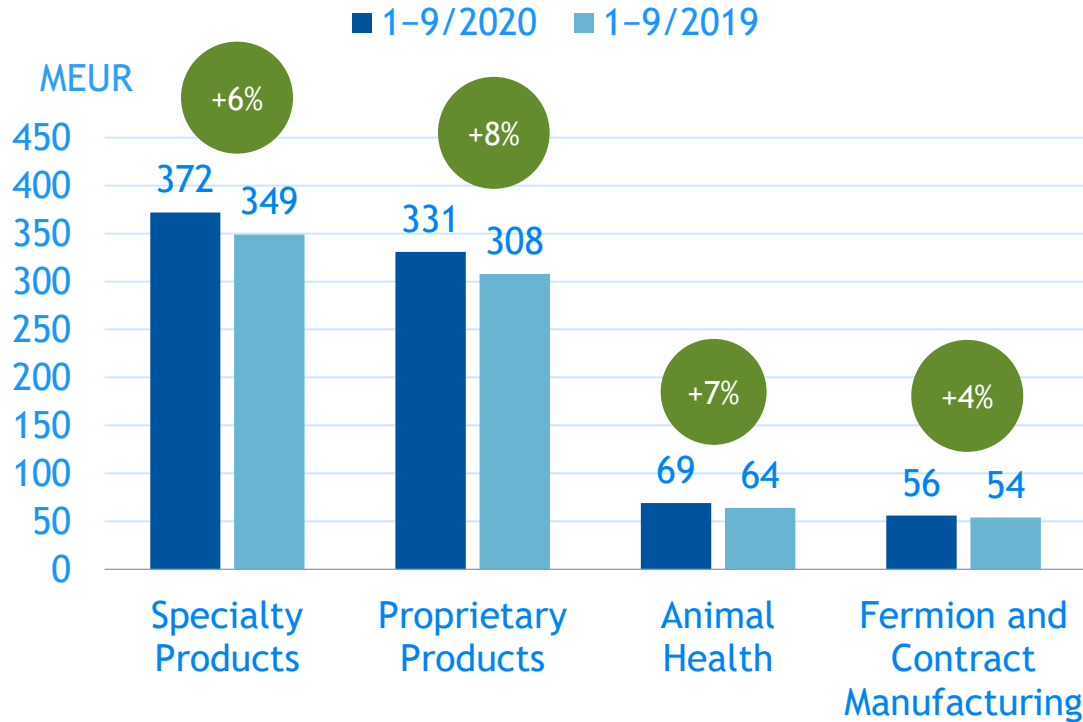
\*\* Product sales margin and product mix change but without exchange rate effect

\*\*\* Exchange rate effect on gross margin

# Geographical breakdown and development of net sales











# All units showed growth

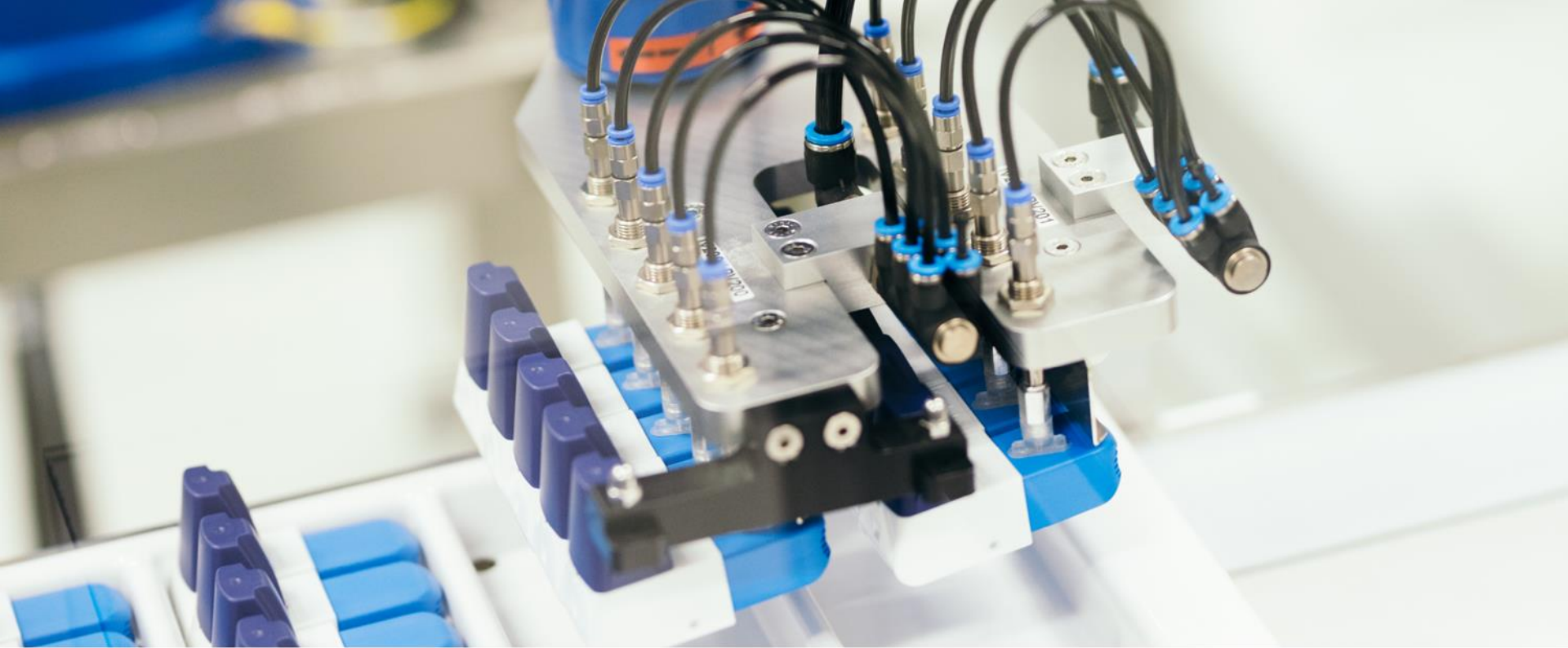




# Best-selling pharmaceuticals 1–9/2020

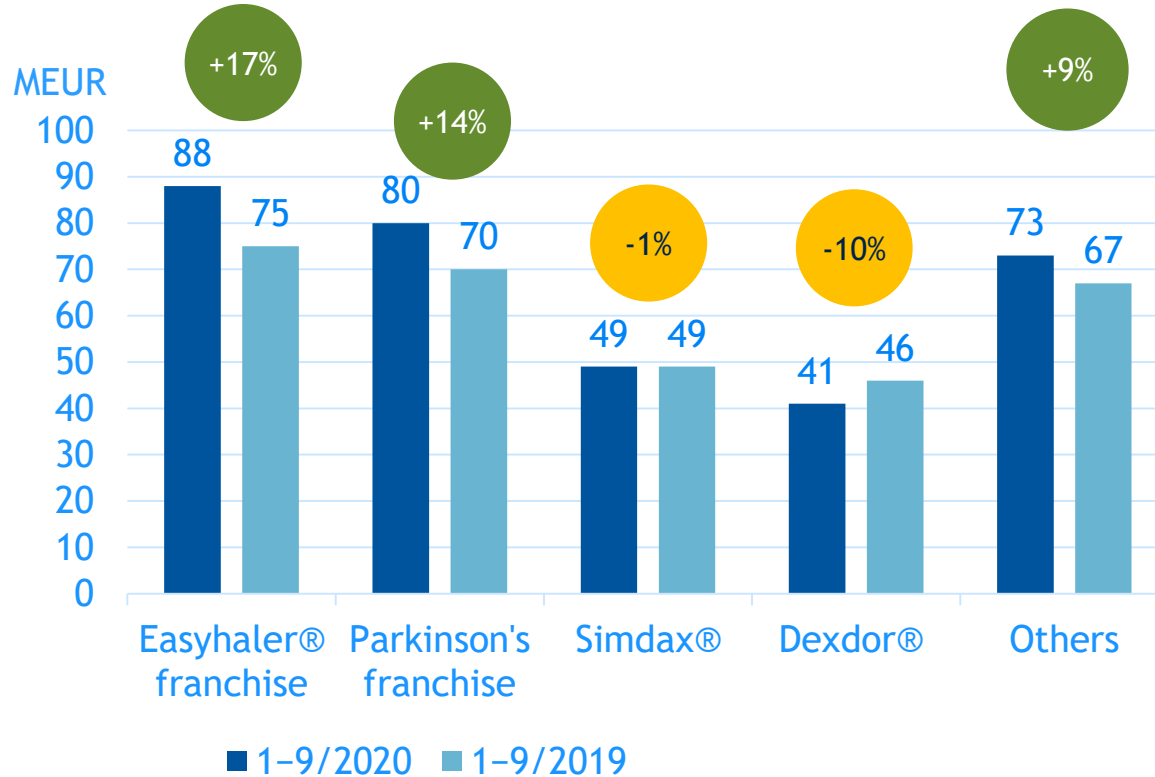
		Indication	Net sales EUR million	Change vs. 1–9/2019
1.		Asthma, COPD	88	+17%
2.		Parkinson's disease	80	+14%
3.		Acute heart failure	49	-1%
4.		Intensive care sedative	41	-10%
5.		Animal sedatives	29	+6%
6.		Inflammatory pain	18	-3%
7.	Divina series 	Menopausal symptoms	16	+11%
8.	Trexan®	Rheumatoid arthritis, cancer	14	+71%
9.	Biosimilars 	Rheumatoid arthritis, inflammatory bowel diseases, lymphoma	13	-55%
10.	<b>Marevan®</b>	Anticoagulant	12	+2%

 = Products of Proprietary Products unit

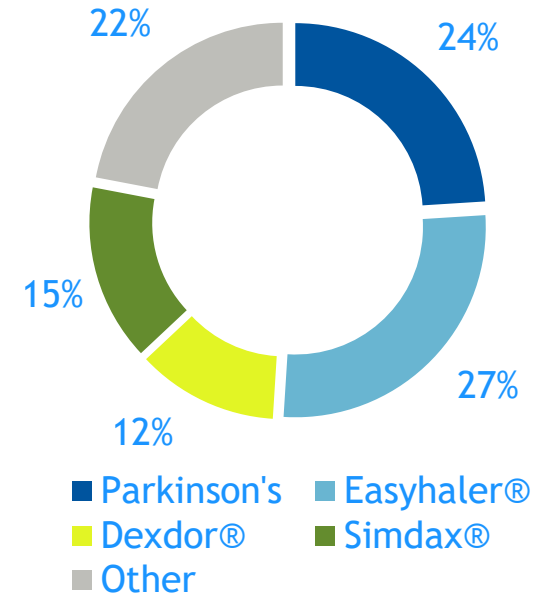


## Proprietary Products

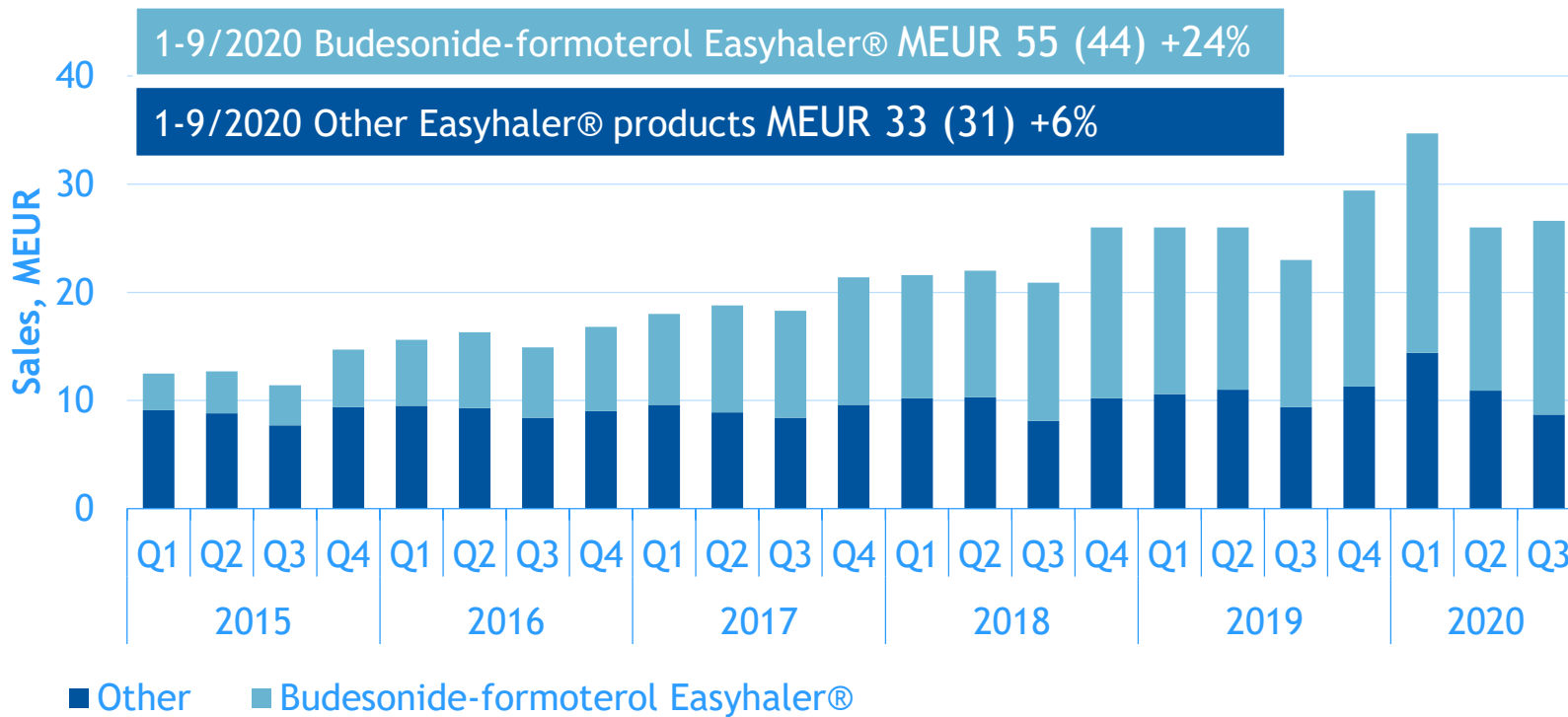
# Easyhaler® franchise and Parkinson's franchise growth drivers



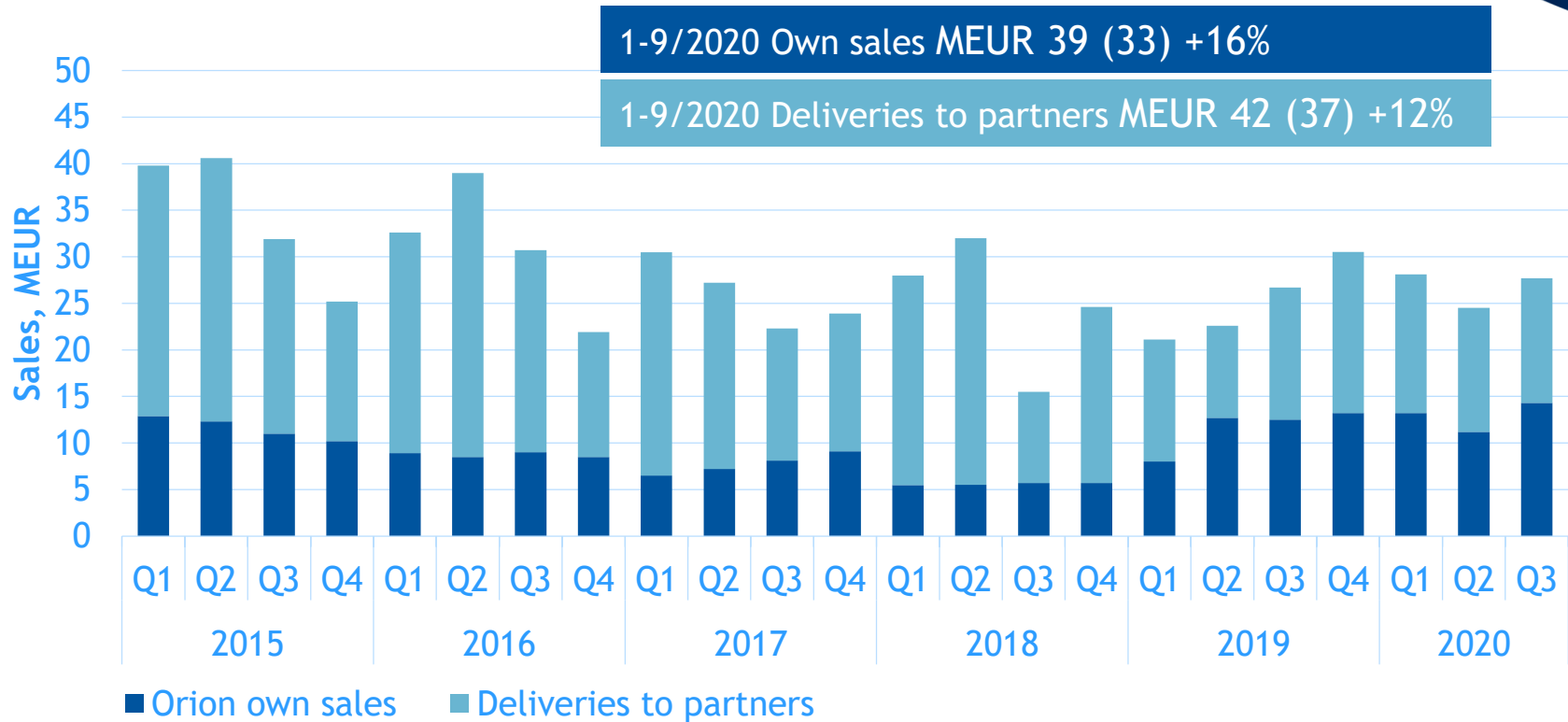
Proprietary Products sales split 1-9/2020



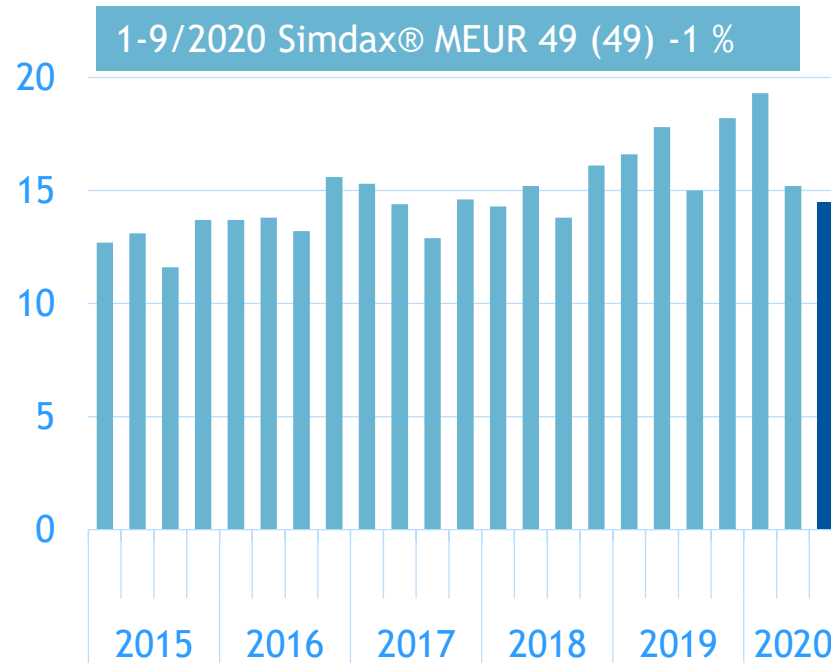
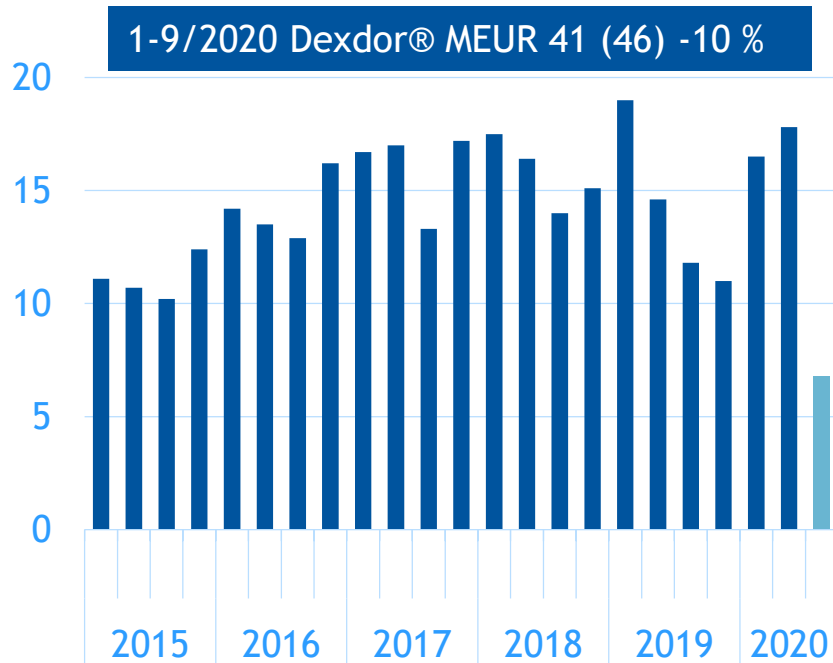
# Easyhaler® sales +17%



# Parkinson's franchise sales +14%



## Dexdor® and Simdax®

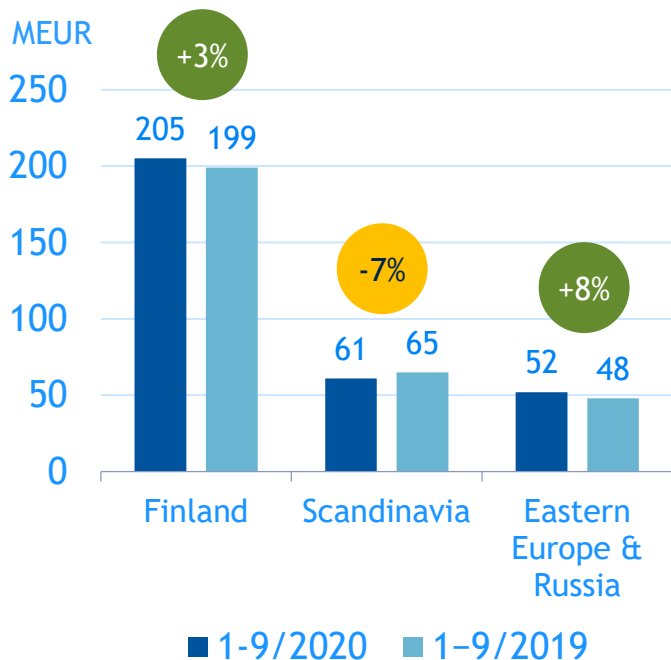




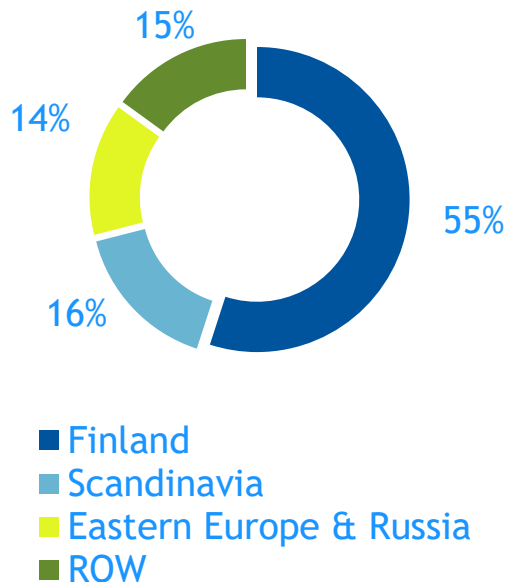
## Specialty Products

# Specialty Products: COVID-19 related demand spike levelled off further

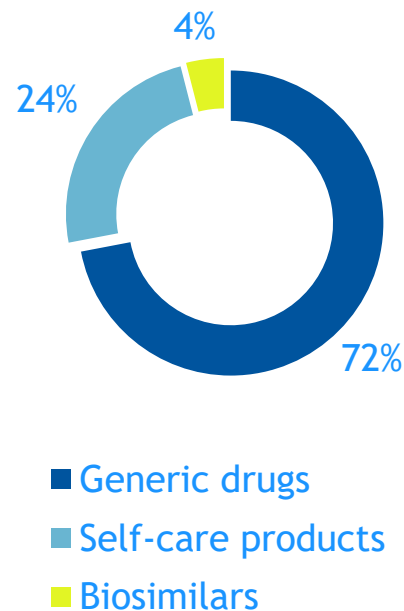
Development of net sales



Net sales by region  
1-9/2020



Net sales by products  
1-9/2020





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

The market for reference priced prescription drugs in Finland (1-9/2020)

MEUR **340** (339)

Market development

**+0%**



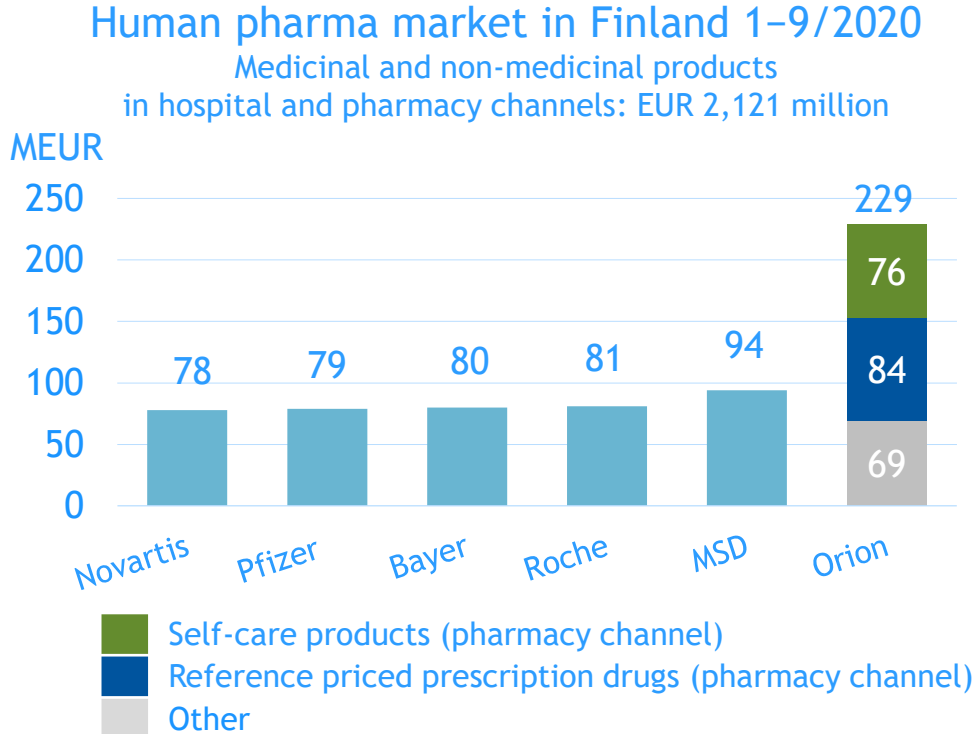
The sales of Orion's reference priced prescription drugs in Finland

MEUR **84** (83)

Orion's development

**+2%**

# Orion is strong in home market Finland



## Reference priced prescription drugs

Orion market share in pharmacy

**25%**  
(24%)

## Self-care products

Orion market share in pharmacy

**25%**  
(25%)

## Human pharmaceuticals total

Orion market share in hospital & pharmacy

**11%**  
(11%)

## Orion's key business targets in 2020

1.

Commercialisation of darolutamide in Europe. ARASENS trial (metastatic prostate cancer) continues in order to expand the indication for the molecule.

- First commercial sales of darolutamide in Japan and the EU.
- Fully recruited ARASENS trial estimated to complete in 2021.

2.

Development of orally administered levosimendan (ODM-109) for ALS in phase III clinical trial (REFALS) and preparation for its possible commercialisation. The potential of different R&D projects are reviewed with consideration of the total R&D portfolio.

- REFALS study did not meet its endpoints.
- Orion currently has no plans concerning the establishment of commercial operations in the United States.
- Searching for partners for the development of ODM-203 and ODM-207.

## Orion's key business targets in 2020

3.	Strengthening Orion's position as the most significant provider of generic drugs in Finland. Competitive product portfolio in Specialty Products and strengthening of product launches.	<ul style="list-style-type: none"><li>• Orion is a clear market leader both in self-care products and reference priced prescription drugs in Finland and Orion grew faster than the market.</li></ul>
4.	Accelerating the growth of the Easyhaler® product family and strengthening its market position. Salmeterol-fluticasone launch in Europe.	<ul style="list-style-type: none"><li>• Easyhaler® product family sales increased by 17 per cent.</li></ul>
5.	Evaluation of new in-licensing opportunities in Europe, particularly in the area of hospital care.	<ul style="list-style-type: none"><li>• The work continues.</li></ul>

# Orion's preparedness for the second wave of COVID-19

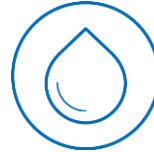
## MATERIAL THEMES OF SUSTAINABILITY

### 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
  - Virtual audits at production sites



Research and development

## Focus areas of Orion's R&D



### Proprietary products

- Central nervous system
- Oncology
- Respiratory (Easyhaler® product family)
- Rare diseases (Finnish disease heritage)



### Animal Health

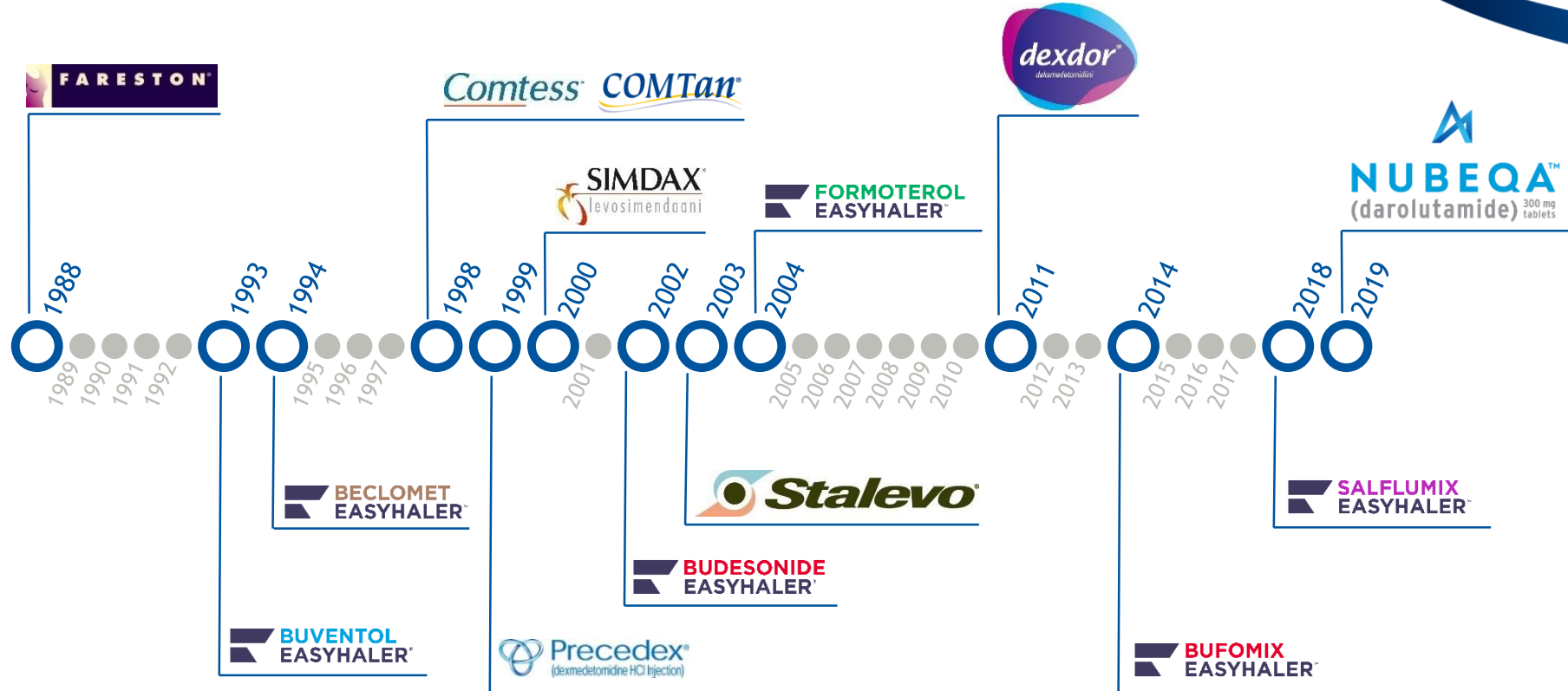
- Orion utilises the R&D of proprietary products to develop new medicines for animals



### Fermion

- APIs for Orion's proprietary products
- Generic APIs
- Contract development for pharmaceutical companies

# Proprietary human pharmaceuticals developed by Orion





# Together we can achieve more in R&D

## Research

## Early development

## Late stage development

Target identification and validation

8–24 mo.

Hit to Lead generation

12–24 mo.

Lead optimisation

18–36 mo.

Candidate selection, preclinical development  
12–24 mo.

Phase I

12–14 mo.

Phase II

12–36 mo.

Phase III

18–48 mo.

### Collaboration with partners



AsahiKASEI

BUSINESS FINLAND



### Collaboration with partners




# Orion's key clinical drug development projects

Project	Indication	Phase			Registration
Easyhaler® tiotropium	COPD	Bioequivalence study			
Darolutamide <sup>1)</sup>	Prostate cancer (mHSPC)	I	II	III	
ODM-203 (targeted FGFR+VEGFR inhibitor) <sup>2)</sup>	Solid tumours	I	II		
ODM-207 (BET protein inhibitor) <sup>2)</sup>	Cancer	I			
ODM-208 (CYP11A1 inhibitor)	Prostate cancer (CRPC)	I			
ODM-209 (CYP11A1 inhibitor)	Prostate cancer (CRPC), breast cancer	I			

<sup>1)</sup> In collaboration with Bayer

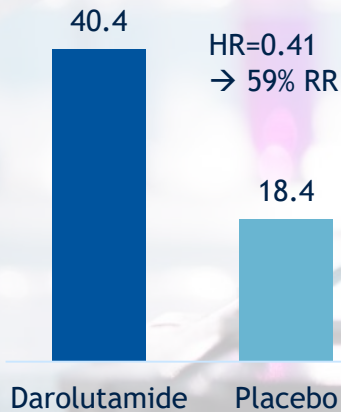
<sup>2)</sup> Search for partner ongoing for the next possible phase

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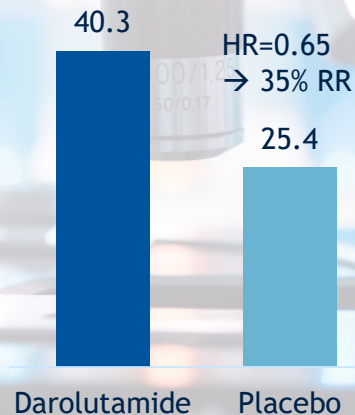
More information on R&D projects: [www.orion.fi/en/rd/orion-rd/pipeline/](http://www.orion.fi/en/rd/orion-rd/pipeline/)

# Key findings of ARAMIS phase III trial: Darolutamide shows substantial efficacy and favourable safety profile

Metastasis free survival<sup>1</sup> (months)



Time to pain progression<sup>1</sup> (months)



- Darolutamide significantly reduced risk of death by 31% (HR=0.69, 95% CI 0.53-0.88; p=0.003) in men with nmCRPC
- Darolutamide has a favourable safety profile:
  - It did not increase rates of critical adverse events compared to placebo.
  - Discontinuation rates were similar between darolutamide and placebo.

HR = Hazard ratio; RR = Risk reduction  
<sup>1</sup>N Engl J Med; DOI: 10.1056/NEJMoa1815671

# ARASENS trial aims to expand the indication of darolutamide to metastatic hormone-sensitive prostate cancer (mHSPC)

## Treatment

Darolutamide +  
ADT + six cycles  
of docetaxel

## Primary endpoint

Overall Survival

Fully recruited

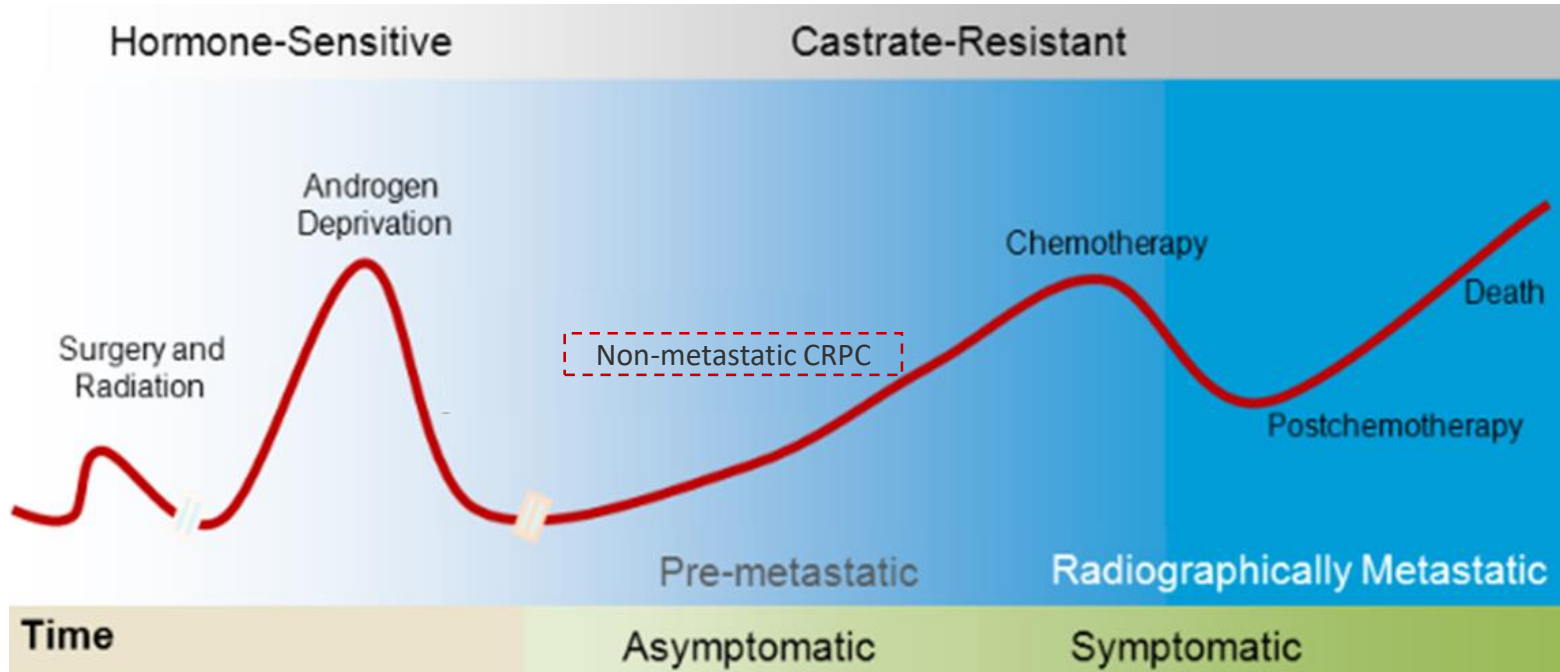
Estimated  
completion in  
2021e

**Secondary endpoints:** Time to castration resistance, time to antineoplastic therapy, time to first symptomatic skeletal event, time to initiation of opioids, time to pain progression, and to characterise the safety and tolerability of darolutamide.

# Financial impacts of darolutamide and regulatory update

- **Bayer** has the right to commercialise darolutamide globally.
  - **Orion** will co-promote in several European countries. Orion will manufacture the product.
  - **Milestone payments** upon first commercial sales:
    - EUR 45 million in the US - Q3/2019
    - EUR 20 million in the EU - Q2/2020
    - EUR 8 million in Japan - Q2/2020
  - **Tiered royalties** on product sales
    - Will be approximately 20%, including production revenue.
  - **Potential one-off payments** if certain sales targets are met.
- **Darolutamide** has been approved for the treatment of nmCRPC eg. in
    - USA - July 2019
    - Japan - January 2020
    - EU - March 2020
    - **Filings** (nmCRPC) underway or planned in other regions

Until recently, there have been no effective treatment options for CRPC patients who have rising Prostate-Specific Antigen (PSA) levels while on ADT and no detectable metastases



# Global prostate cancer estimates (2018)

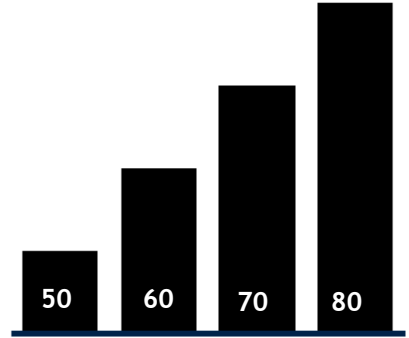
## 2nd

most commonly  
diagnosed  
malignancy  
in men worldwide



## 5th

leading cause of  
death from cancer  
in men



## 1.2

million men  
diagnosed with  
prostate cancer

## 358,000

died from  
the disease



## 50+

Mainly affects men  
over 50, the risk  
increases with age

## REFALS did not reach its pre-specified endpoints

- The primary endpoint of the trial was to show a statistically significant difference between levosimendan and placebo in slow vital capacity (SVC) in supine position at 12 weeks compared to the baseline
- An important secondary endpoint was to show a statistically significant difference between levosimendan and placebo in patient functionality measured by ALSFRS-R Scale (Revised Amyotrophic Lateral Sclerosis Functional Rating Scale) in combination with survival at 48 weeks compared to the baseline
- No new safety concerns were identified for levosimendan in this study
- The REFALS phase 3 trial data will be presented at a future scientific meeting
- Generates some cost savings for H2/2020
- Strategic growth target to reach EUR 1.5 billion net sales by 2025 still valid



# CYP11A1 inhibitors (ODM-208 & ODM-209)

First-in-class compounds

ODM-208 & ODM-209 prevent the synthesis of **ALL** steroid hormones

**Glucocorticoids and mineralocorticoids** need to be replaced during therapy

Potential indications

Prostate Cancer

Breast Cancer

Endometrial cancer of the uterus  
Adrenocortical carcinoma  
Some hormone-producing benign tumours

# Orion investigates CYP11A1 inhibitors in two first-in-human Phase I-II trials

## The CYPIDES trial (ODM-208)

- Advanced prostate cancer that progressed during one or more novel hormonal therapy and chemotherapy
- Patient enrollment started in March 2018
- Continues to accrue patients

## The STESIDES trial (ODM-209)

- Advanced prostate cancer that progressed during one or more novel hormonal therapy and chemotherapy
- Advanced breast cancer that progressed during two or more systemic treatments
- Patient enrollment started in April 2019

- Steroid hormones stimulate the growth of hormonally regulated cancers, such as most prostate and breast cancers.
- Hormonal treatments are highly effective, but drug resistance will often eventually emerge and cancer will start growing again.
- Preclinical studies have shown that **ODM-208** and **ODM-209** inhibit the synthesis of steroid hormones. They have potential efficacy also for those cancers that have become resistant to the standard hormonal treatments.
- The steroid hormones that are needed and do not promote cancer growth are replaced with additional medication.



**Sustainability is built into Orion's mission**



# Key themes of corporate responsibility

Ensure patient  
safety and  
availability of  
medicines

Responsibility  
for the environment  
- production according  
to the principles  
of sustainable  
development

Taking care of  
Orionees

Ethics and  
transparency of  
operations

# This is how we are building well-being responsibly



WE PRODUCE  
**1/3** OF THE  
GLOBAL SUPPLY  
OF  
METHOTREXATE



~**200-300**  
AUDITS  
ANNUALLY



NUMBER OF  
CUSTOMER  
COMPLAINTS IN  
2019  
**76 (ppm)**

## ORION'S FOCUS ON QUALITY THROUGHOUT THE LIFECYCLE



PATIENT  
NEEDS



R&D



RAW  
MATERIALS



MANUFACTURING



PACKING



DELIVERY



SALES



PATIENT  
USE



RECYCLING

REDUCING  
PHARMACEUTICAL  
RESIDUES E.G. BY  
RENEWING WASTE  
WATER SYSTEMS



ACTIONS ON  
SERIALISATION  
AND ANTI-  
TAMPERING

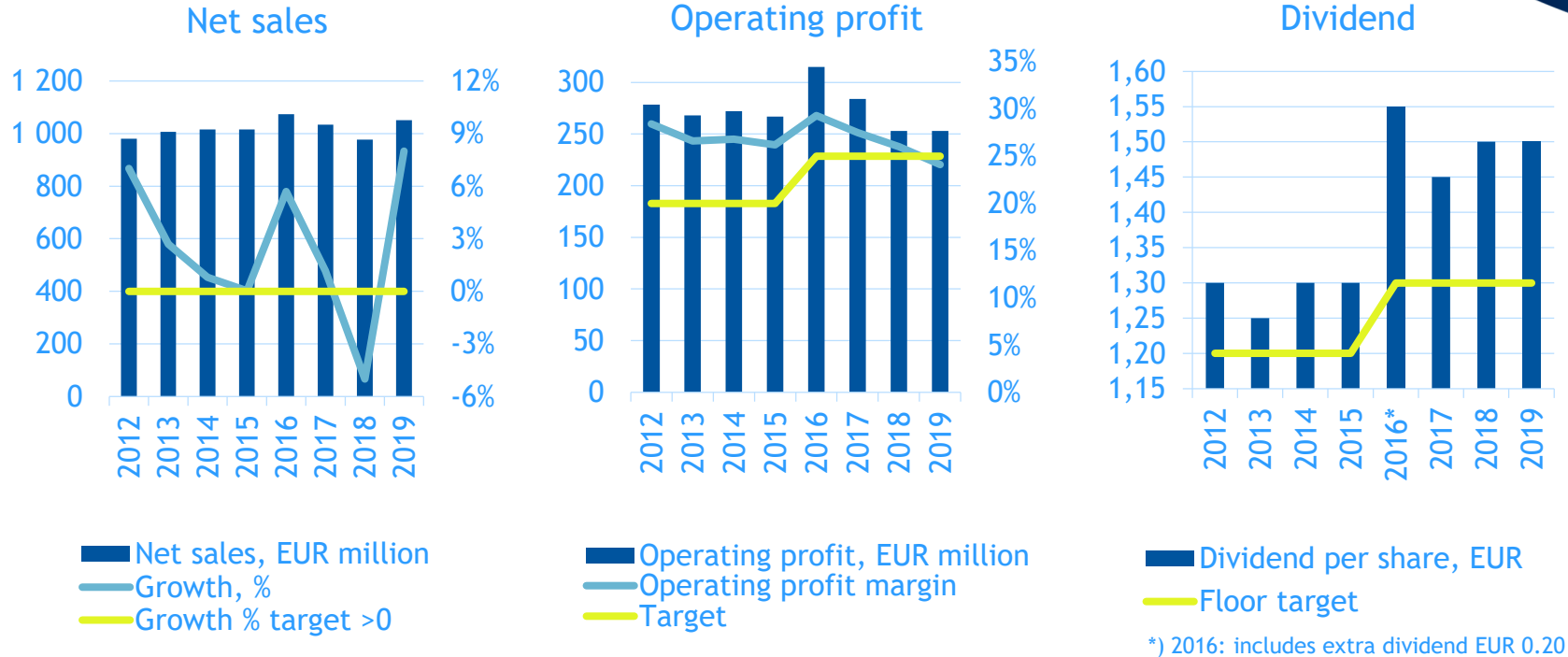


CO<sub>2</sub>e  
REDUCTION  
TARGET FOR  
2025  
**-75%**  
FROM 2016



## Appendices

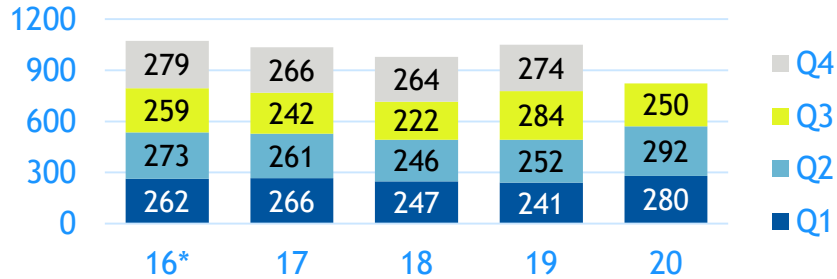
# Track record vs. financial objectives



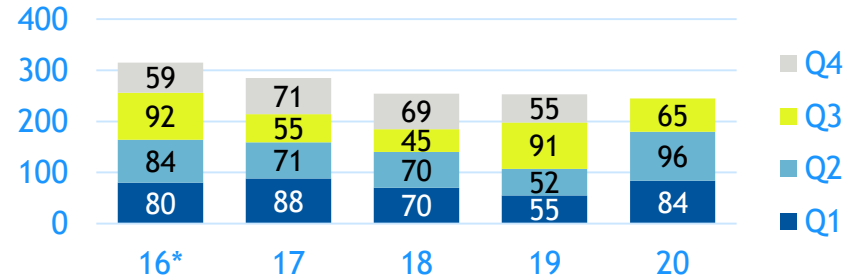
Orion Diagnostica Oy was divested in 2018 and is not included in the Net sales and Operating profit figures from 2017 onwards.

# Key figures by quarter

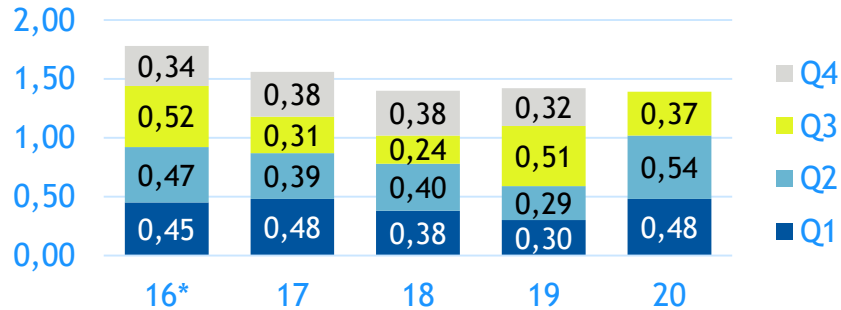
## Net sales, EUR million



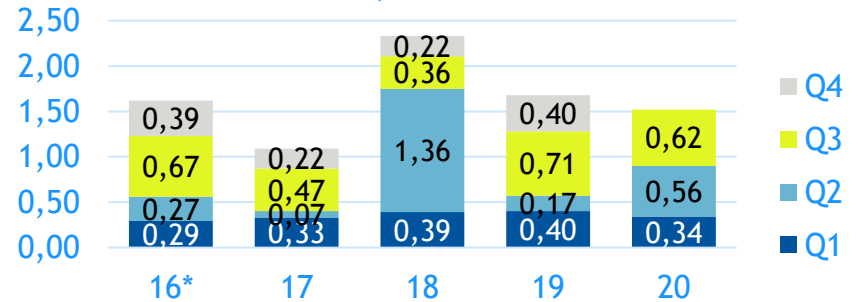
## Operating profit, EUR million



## Basic earnings per share, EUR



## Cash flow per share before financial items, EUR million



\*) continued and discontinued (Orion Diagnostica Oy) operations



# Key figures

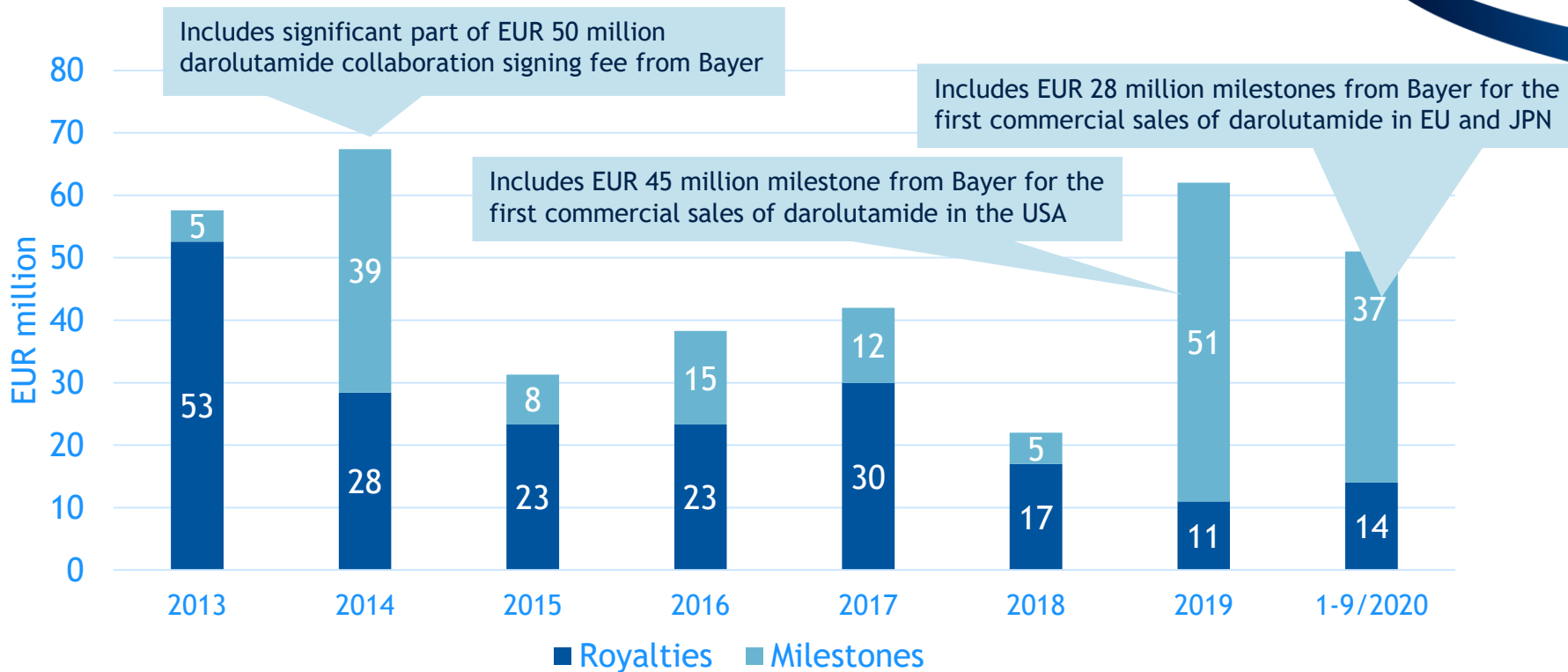
Orion's key figures	2015	2016	2017	2018	2019	1-9/ 2020	Change vs. 1-9/2019	
Net sales, EUR million	1,015.6	1,073.5	1,033.6	977.5	1,051.0	882.7	+6.0%	
EBITDA	308,3	355,2	323,6	293.9	308.9	288.7	+20.6%	
Operating profit, EUR million	266.6	314.6	284.1	252.8	252.8	245.9	+24.3%	
Profit before taxes, EUR million	262.3	310.9	277.7	248.4	250.8	244.5	+24.7%	
R&D expenses, EUR million	108.1	118.2	99.1	104.0	119.3	84.8	-2.0%	
Equity ratio, %	57.4%	60.8%	64.6%	68.8%	76.7%	70.4%		
Gearing, %	-9.6%	-12.4%	-1.9%	-17.1%	-17.8%	-18.4%		
ROCE (before taxes), %	35.7%	40.9%	36.2%	44.3%	29.9%	40.1%		
Return on equity, %	37.5%	40.3%	34.2%	45.5%	25.8%	33.7%		
Basic earnings per share, EUR	1.48	1.77	1.56	1.40	1.43	1.38	+25.3%	
Interest bearing net debt	-57.4	-79.4	-12.7	-132.1	-139.1	-140.0	+63.2%	
Cash flow per share before financial items, EUR	1.51	1.62	1.09	2.32	1.68	1.52	+18.3%	
Dividend per share, EUR	1.30	1.55	1.45	1.50	1.50			
			= includes both continuing and discontinued (Orion Diagnostica) operations					

# Income statement

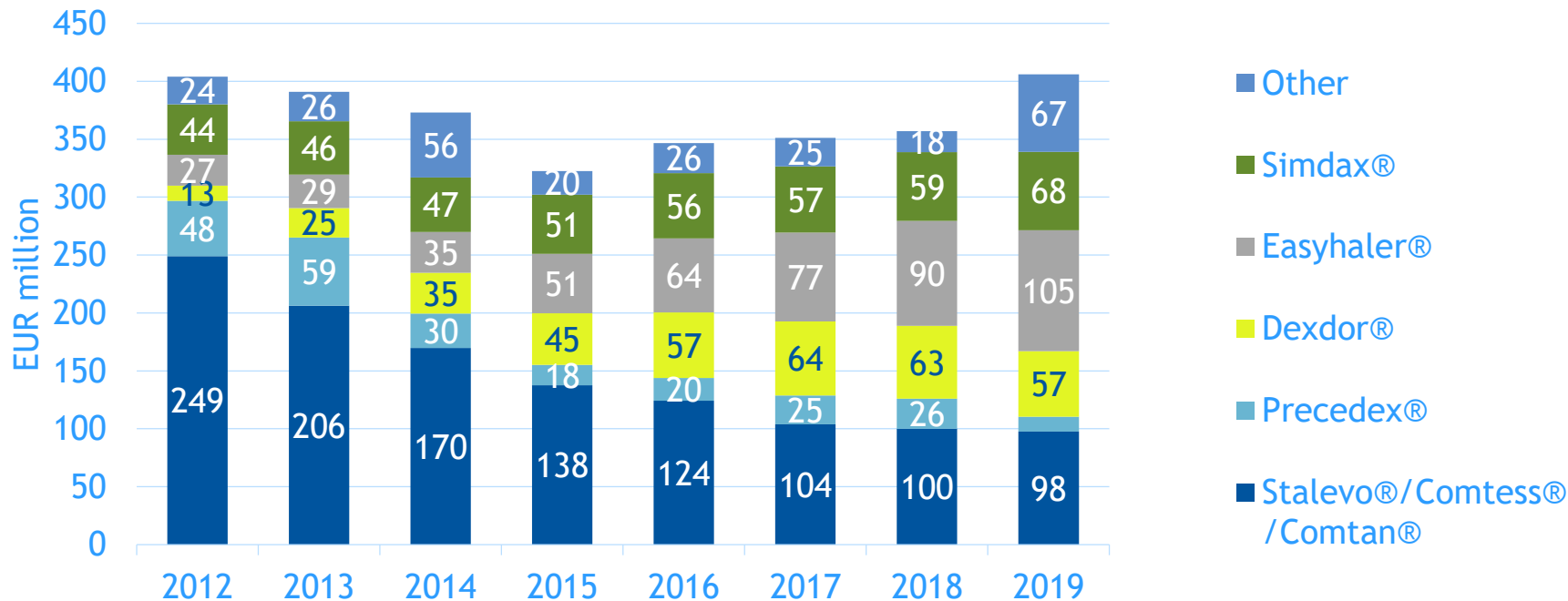
Formation of profits, EUR million	2015	2016	2017	2018	2019	1-9/2020	Change vs. 1-9/2019
Net sales	1,015.6	1,073.5	1,033.6	977.5	1,051.0	822.7	+6.0%
Cost of goods sold	-405.8	-421.7	-417.6	-387.9	-417.6	-311.4	+2.2%
Gross profit	609.8	651.8	616.0	589.6	633.4	511.3	+8.4%
Other operating income and expenses	1.5	24.3	4.9	5.5	2.2	4.1	+136.6%
Sales and marketing expenses	-190.4	-194.7	-188.9	-195.3	-215.7	-147.4	-4.8%
R&D expenses	-108.1	-118.2	-99.1	104.0	-119.3	-84.8	-2.0%
Administrative expenses	-46.2	-48.7	-48.8	-43.0	-47.8	-37.4	+8.8%
Operating profit	266.6	314.6	284.1	252.8	252.8	245.9	+24.3%
Profit before taxes	262.3	310.9	277.7	248.4	250.8	244.5	+24.7%
Profit for the period for continuing operations			219.1	197.3	200.4	194.4	+25.2%
Profit for the period for discontinued operations			7.0	132.9			
Profit for the period	208.2	249.0	226.0	330.3	200.4	194.4	+25.2%

The 2015-2016 figures in the table include both continuing and discontinued (Orion Diagnostica) operations.

# Royalties and milestones



# Development of Proprietary Products net sales



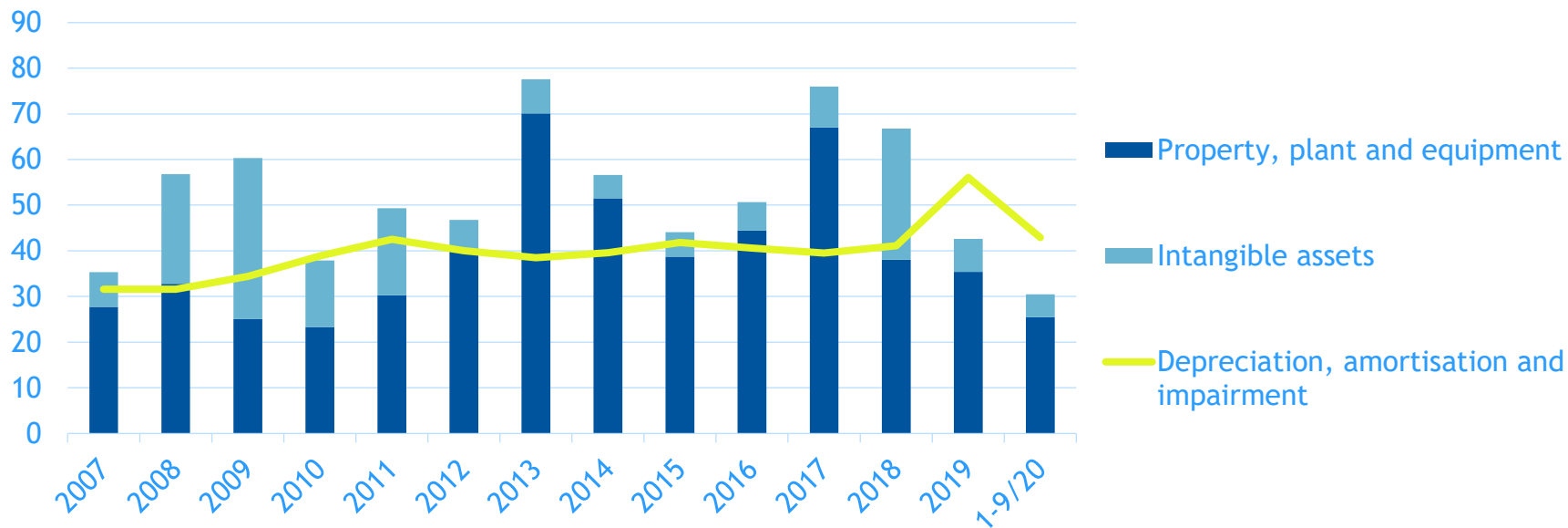
# Financial position

EUR million	9/20	9/19	Change %
<b>Non-current assets total</b>	<b>417.2</b>	409.9	+1.8%
Inventories	<b>254.6</b>	229.3	+11.0%
Trade receivables	<b>150.2</b>	176.6	-15.0%
Other receivables	<b>30.0</b>	22.4	+33.8%
Cash & cash equivalents & money market investments	<b>248.5</b>	93.9	+138.0%
<b>Current assets total</b>	<b>683.2</b>	522.3	+30.8%
<b>Assets total</b>	<b>1,100.4</b>	932.2	+18.0%

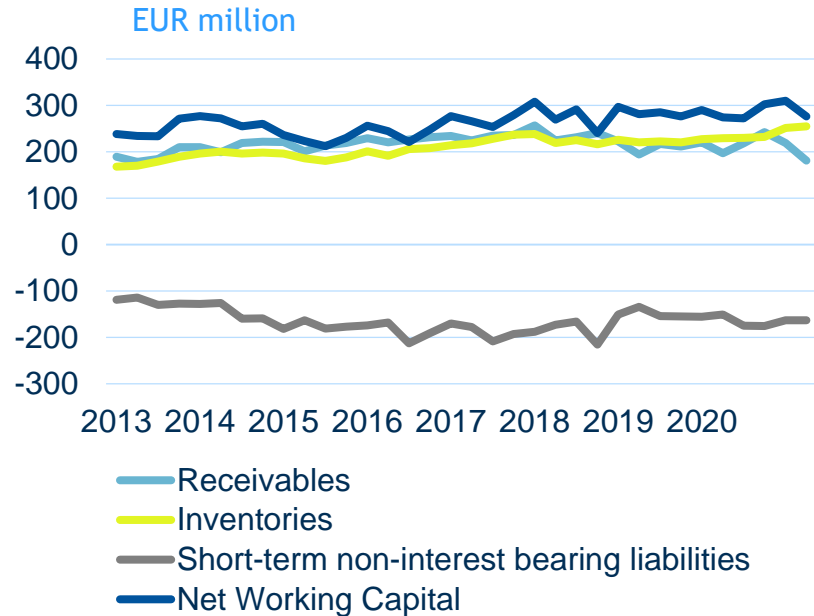
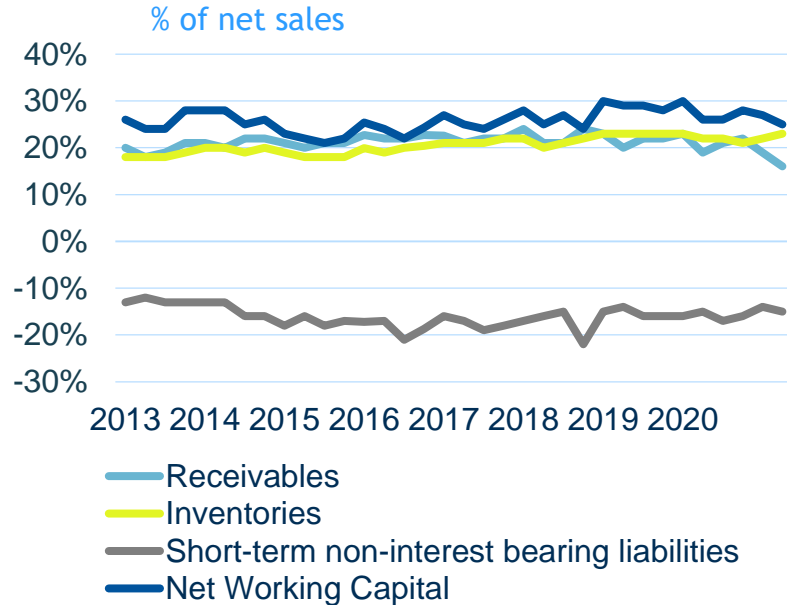
EUR million	9/20	9/19	Change %
<b>Equity total</b>	<b>761.0</b>	712.1	+6.9%
Interest-bearing non-current liabilities	<b>105.4</b>	5.1	
<b>Non-current liabilities total</b>	<b>165.7</b>	61.4	+169.9%
<b>Current liabilities total</b>	<b>173.6</b>	158.7	+9.4%
<b>Liabilities total</b>	<b>339.3</b>	220.1	+54.2%
<b>Equity and liabilities total</b>	<b>1,100.4</b>	932.2	+18.0%

# Development of capital expenditure

Orion Capex, EUR million

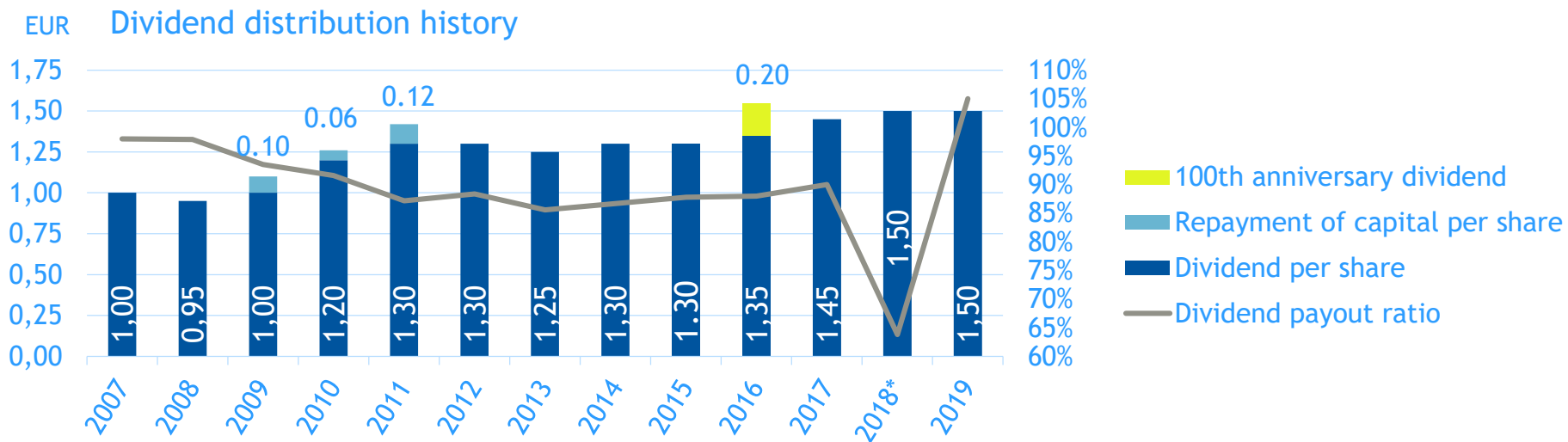


# Development of net working capital



# Dividend distribution policy and dividend history

- Orion's dividend distribution takes into account distributable funds and capital expenditure and other financial requirements in medium and long term to achieve the financial objectives.



\*) Change in dividend payout ratio is due to higher EPS (EUR 2.35) which is explained by the divestment of Orion Diagnostica



# Easyhaler® - diverse treatment options for asthma and COPD by utilising the same inhaler technology

- Easyhaler® is a dry-powder inhaler developed in-house
- Orion has developed Easyhaler®-adapted dry powder formulations of several well-known generic active substances:
  - salbutamol, beclometasone, budesonide, formoterol, salmeterol and fluticasone
- Key benefits:
  - Dosing accuracy and consistent deposition
  - Easy to teach, learn and use
  - A wide range of products





## Orion calendar

Financial Statement Release  
for 2020

9/2/2021

AGM planned to be held

25/3/2021

Interim Report 1-3/2021

27/4/2021

Half-Year Financial Report

19/7/2021

Interim Report 1-9/2021

20/10/2021



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