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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 1-12/2021
- 3) Research & Development
- 4) Sustainability
- 5) Appendices
- 6) Financial calendar



Orion in brief



Key messages



- Orion develops, manufactures and markets human and animal pharmaceuticals and APIs. Products marketed in >100 countries.
- Balanced business model: Both proprietary drugs and generics.



Growth targeted through new in-house developed drugs.

Core therapy areas in R&D: oncology, neurological disorders and respiratory diseases.

5 Strong position in the Nordic generics market.

Strong profitability, stable dividends.







Net sales 1,041 MEUR



Operating profit **243** MEUR



Personnel 3,355



R&D investments 118 MEUR



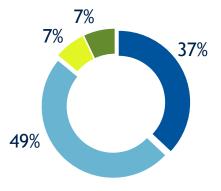
6 production sites in Finland



Own sales unit in **26** European and **5** Asia-Pacific countries

Established in 1917

Sales by business



■ Proprietary Products

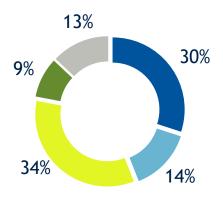
Specialty Products

Animal Health

■ Fermion & CM*

*) Contract manufacturing

Sales by market area



■ Finland

Scandinavia

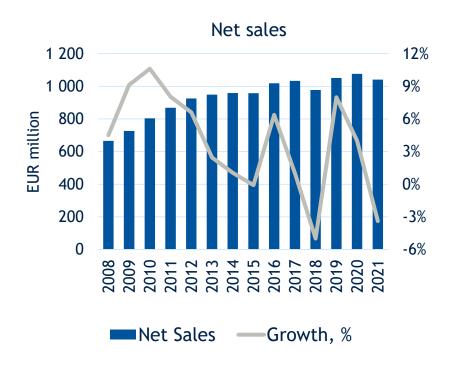
Other Europe

North America

ROW





















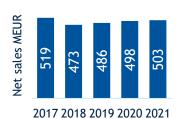
In-house developed drugs and other drugs with valid product protection for global markets. Own sales network in Europe.

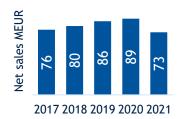
Generic prescription drugs, OTC and non-medicinal products, biosimilars. Finland 55% Scandinavia 15% 16% Eastern Europe **ROW** 14%

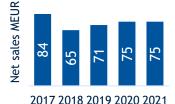
Own animal drugs for global markets. Other drugs and well-being products. Own sales network in the Nordics and Eastern Europe.

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









49%

7%

7%

37%

= share of Group net sales in 2021

Outlook for 2022 (published on 10 February 2022)

Net sales

Orion estimates that in 2022 net sales will be at a similar level as in 2021 (in 2021 net sales were EUR 1,041 million).

Operating profit

Operating profit is estimated to be **at a similar level** as in 2021
(in 2021 operating profit was EUR 243 million).



Key assumptions impacting the outlook

Net sales

- + Nubeqa®
- Simdax®
- **dexdor**®

Operating profit

- + Nubeqa®
- Simdax®
- dexdor®
- Cost inflation
- Price competition in generics
- Sales & marketing expenses



Orion's financial objectives





Growing net sales more rapidly than growth of the pharmaceuticals market. Achievement of this objective requires continuous investment in development of the product portfolio.



Keeping the equity ratio at least 50%.



Maintaining profitability at a good **level.** The aim is operating profit that exceeds 25% of net sales.



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.

Orion's strategic growth target to reach EUR 1.5 billion net sales by the end of 2025 expresses the above growth target in more tangible manner.

Financial targets are all important Right balance needed Relative importance of targets change over time

Key elements of Orion's growth



Proprietary Products and R&D

Specialty Products



Growth drivers



Generate cash
flow to fund
growth
investments
Support growth

Animal Health



Support growth

Fermion



APIs for R&D and Proprietary

Defensive industry



Less vulnerable to macroeconomic volatility

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Investor Presentation © Orion Corporation



2025 Growth target - key positives and negatives so far

NUBEQA **Positives** (darolutamide) 300 mg tablets

Geographical expansion

EASYHALER

New in-licensed products

Repatriation of Parkinson product rights in Europe

ODM-109

Generics pricing pressure

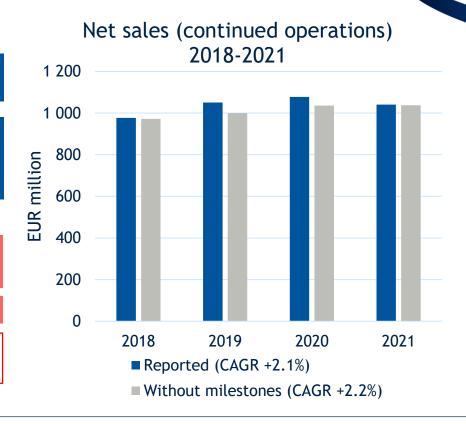
Loss of distribution agreement in Animal Health



Negatives



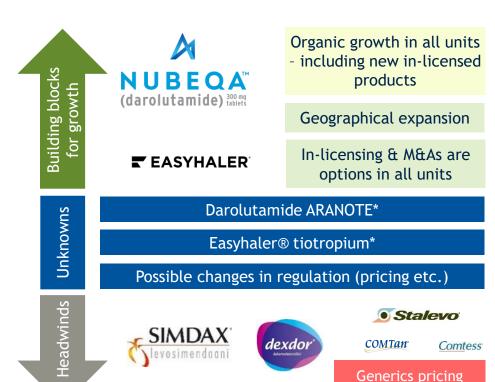
Loss of exclusivity

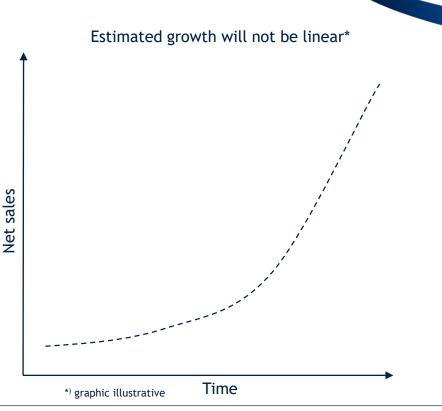




pressure

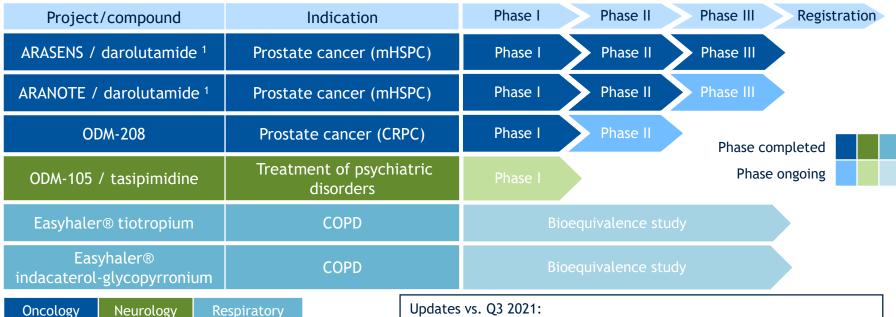






Key clinical development pipeline

Respiratory



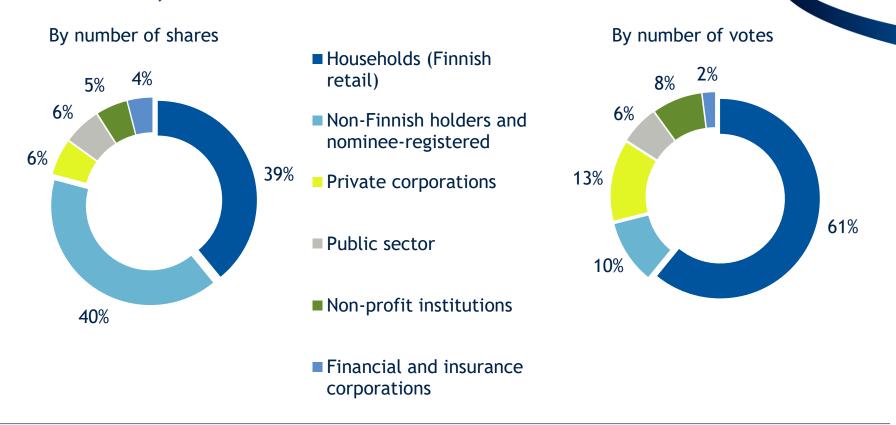
¹⁾ In collaboration with Bayer

Updates vs. Q3 2021:

- ARASENS phase III completed
- Development of ODM-209 terminated because ODM-208 chosen for further development



Orion had 80,792 shareholders on 31 December 2021

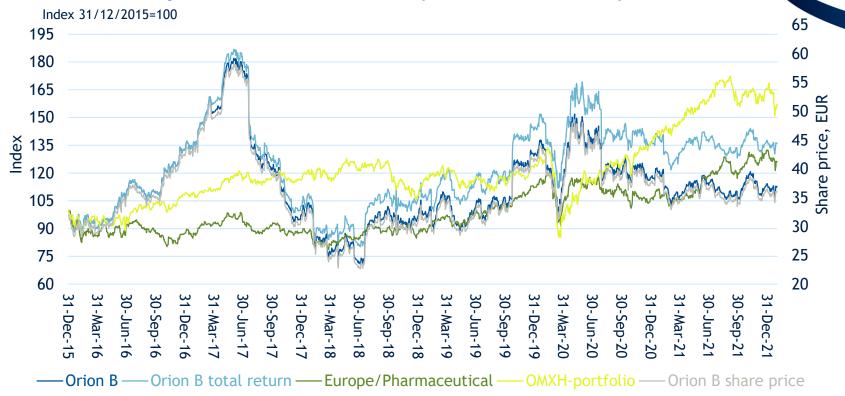


Largest shareholders by votes and shares on 31 December 2021

#	Shareholder	% of votes	Number of votes	#	Shareholder	% of shares	Number of shares
1	Erkki Etola and companies	6.27	50,297,806	1	Ilmarinen Mutual Pension Insurance Company	2.08	2,940,305
2	Maa- ja vesitekniikan tuki r.y. and companies	5.19	41,667,200	2	Erkki Etola and companies	1.98	2,797,806
3	Ilmarinen Mutual Pension Insurance Company	4.46	35,785,149	3	Maa- ja vesitekniikan tuki r.y. and companies	1.48	2,083,360
4	Ylppö Jukka Arvo	3.13	25,090,449	4	Elo Mutual Pension Insurance Company	1.18	1,669,655
5	Into Ylppö and commanding votes	1.99	15,952,688	5	The Social Insurance Institution of Finland, KELA	1.12	1,576,368
6	Aho Group Oy and commanding votes	1.83	14,707,789	6	Ylppö Jukka Arvo	0.99	1,394,865
7	Orion Pension Fund	1.38	11,064,792	7	OP-Finland Fund	0.89	1,256,200
8	Saastamoisen säätiö (foundation)	1.36	10,899,920	8	Into Ylppö and commanding votes	0.73	1,028,340
9	Eija Ronkainen and companies	1.34	10,749,130	9	The State Pension Fund	0.67	950,000
10	Ingman Finance Oy Ab	1.11	8,900,000	10	Varma Mutual Pension Insurance Company	0.63	889,397
11	Elo Mutual Pension Insurance Company	0.90	7,232,855	11	Aho Group Oy and commanding votes	0.53	740,908
12	Leikola Erkki	0.70	5,638,000	12	Orion Pension Fund	0.51	724,840
13	Salonen Seppo Tapani	0.68	5,433,740	13	Eija Ronkainen and companies	0.41	574,630
14	Westerlund Riikka Maritza	0.61	4,892,700	14	Orion Oyj	0.41	571,314
15	Kavetvuo Matti Ilmari	0.53	4,210,000	15	OP-Finland Small Firms Fund	0.40	565,000
16	Kytilä Miika Elias Anton	0.46	3,662,200	16	Saastamoisen säätiö (foundation)	0.39	544,996
17	Salonen Ilkka Mikael	0.44	3,490,300	17	Ingman Finance Oy Ab	0.32	445,000
18	Lenko Hanna Liisa	0.42	3,358,000	18	Orion Research Foundation	0.29	415,510
19	Kytilä Juha	0.39	3,126,500	19	The estate of Jouko Brade and companies	0.29	410,000
20	Orion Research Foundation	0.37	2,942,434	20	Nordea Pro Finland Fund	0.25	356,609
	20 largest shareholders, total	33.53	269,101,652		20 largest shareholders, total	15.54	21,935,103
	Other shareholders	66.47	533,483,540		Other shareholders	84.46	119,199,175
Total		802,585,192		Total		141,134,278	



Orion B share performance January 2016 - January 2022





Highlights in January-December 2021





Orion performed again well amid the pandemic - many good news from the development programs

R&D

- The primary endpoint of ARASENS was met, ARANOTE trial was initiated
- EMA granted MA for Animal Health's Bongat® and Tessie®
- Of the CYP11A1 projects, ODM-208 selected for the next development stage
- ODM-105 to clinical development
- New early research phase collaboration agreements

Business

- Nubeqa® sales booked by Orion showed strong growth
- Operating costs lower than anticipated eg. due to COVID-19 pandemic
- · Orion received sales and marketing rights for ganaxolone in Europe

Operating environment

- Production costs rising difficult to pass on to own sales prices
- Risk of availability disruptions in products or raw materials remain high
- Orion has increased inventories of raw materials, supplies and products

Dividend

The Board of Directors proposes EUR 1.50 dividend per share

Key figures 1-12/2021



Net sales

1,041

MEUR (1,078) -3% Operating profit

243

MEUR (280) -13% Operating profit margin

23%

(26%)

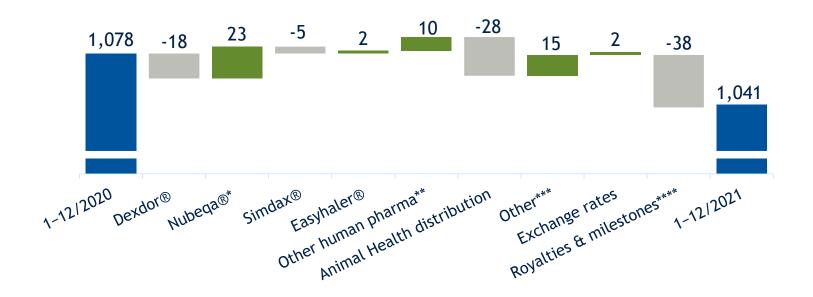
Cash flow per share before financial items

0.96

EUR (1.85) -48%

Development of net sales in 1-12/2021 vs. 1-12/2020

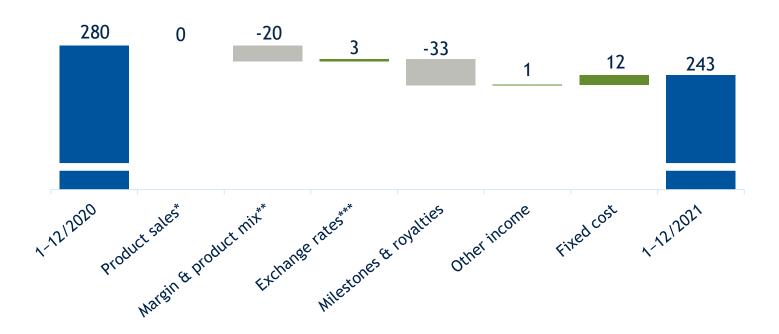




^{*} Nubeqa® product sales & royalty ** Proprietary Products and Specialty Products *** Animal Health, Fermion and Contract Manufacturing **** Without Nubeqa® royalties

Development of operating profit in 1-12/2021 vs. 1-12/2020





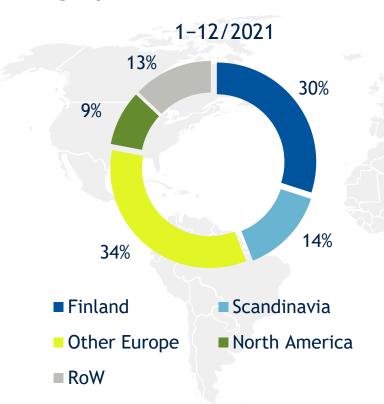
*** Exchange rate effect on gross margin

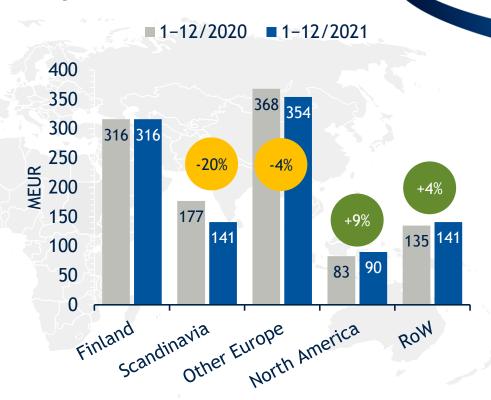
^{*} Product & service sales without sales margin and product mix change and exchange rate effect

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



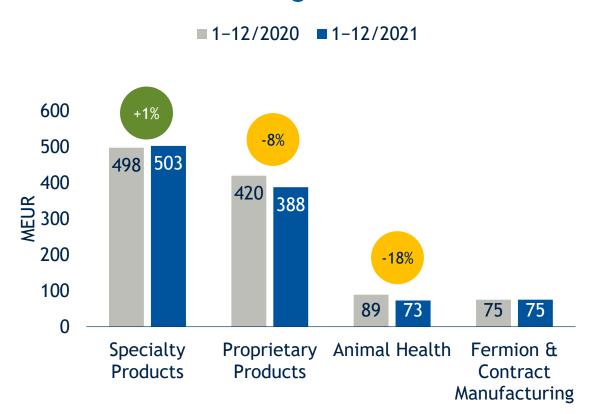
Geographical breakdown and development of net sales

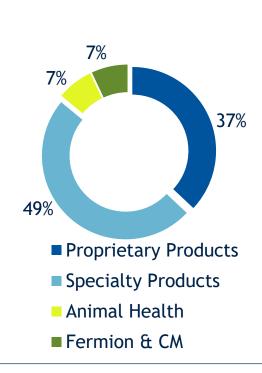




Milestones, generic competition and the ending of Animal Health distribution agreement headwinds for revenue







1-12/2021



TOP 10 products in 1-12/2021

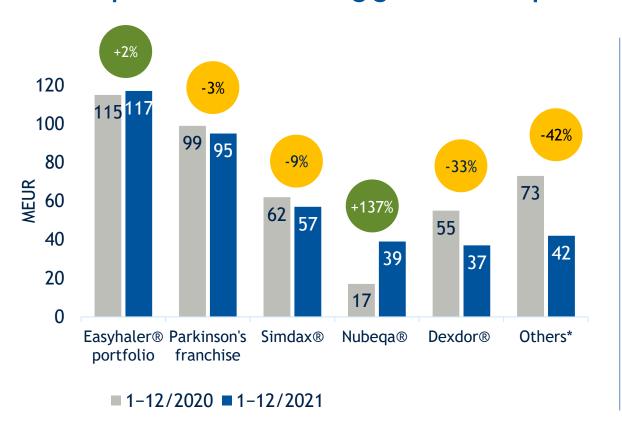
			EUR million	vs. 1-12/2020
1.	Easyhaler® product portfolio		117	+2%
2.	Stalevo®, Comtess®, Comtar	n®	95	-3%
3.	Simdax®		57	-9%
4.	Nubeqa®		39	+137%
5.	Dexdomitor®, Domitor®, Dor	39	+12%	
6.	dexdor®		37 -33	
7.	Burana®		24	+1%
8.	Divina® series		23	+12%
9.	Solomet®		22	+44%
10.	. Biosimilars		22	+24%
	Proprietary Products	Specialty Products	Animal Heal	th



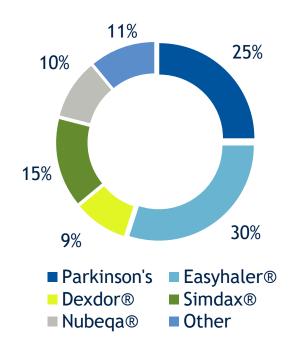
Proprietary Products



Nubeqa® continues strong growth as expected



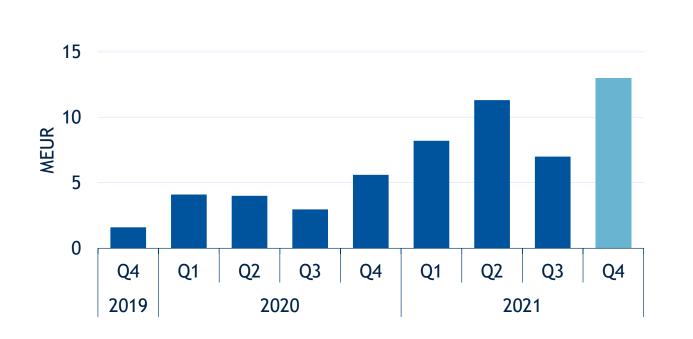
Proprietary Products sales split 1-12/2021

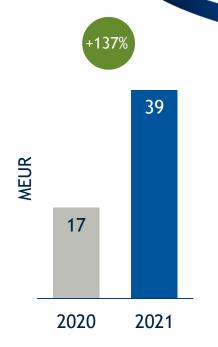


^{*) &#}x27;Others' include service sales, milestone payments and products such as Enanton®, Precedex® and pharmaceuticals sold for use in clinical trials.





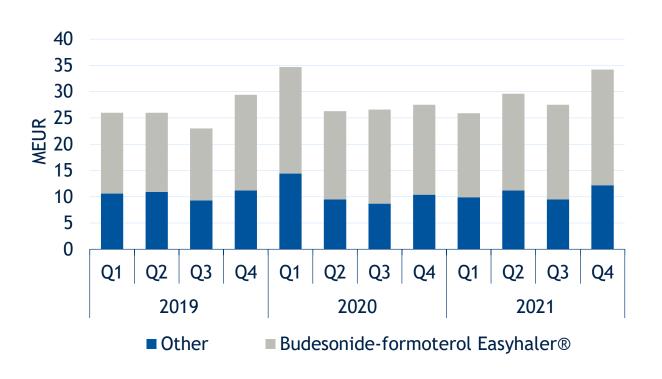


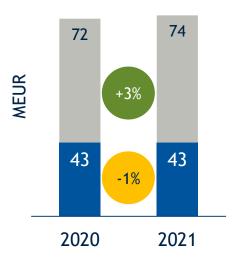


^{*} Orion's sales to Bayer for commercial use + royalties from Bayer





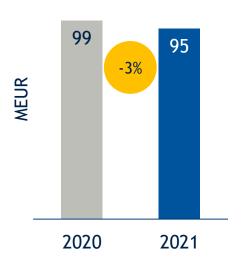




Sales of Parkinson's franchise -3%









Dexdor® and Simdax® - decline slower than expected





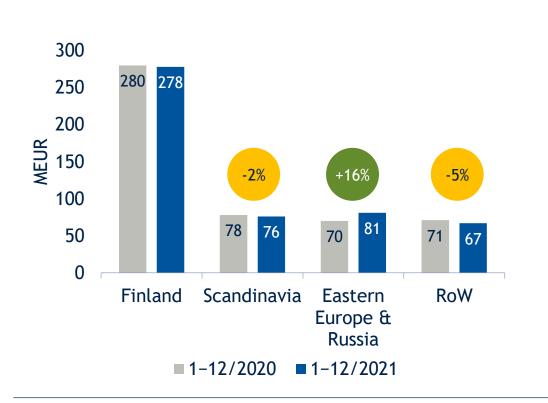
Specialty Products

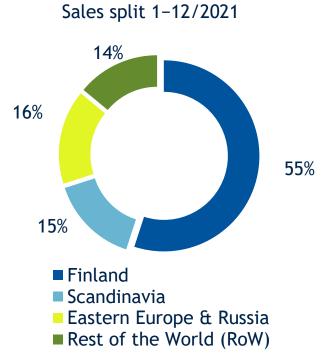






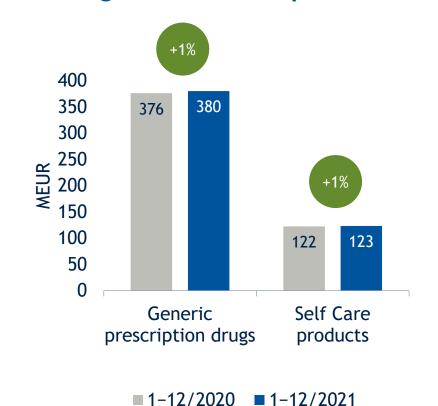
Good development in Eastern Europe and Russia



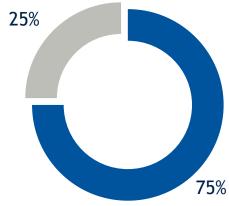








Sales split 1-12/2021



■ Generic drugs ■ Self-care products



In Finland, Orion's reference priced prescription drugs developed clearly better than the market

The market for reference priced prescription drugs in Finland* (1-12/2021)

MEUR 433 (451)

Market development

-4 %



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

MEUR 116 (111)

Orion's development

+5 %

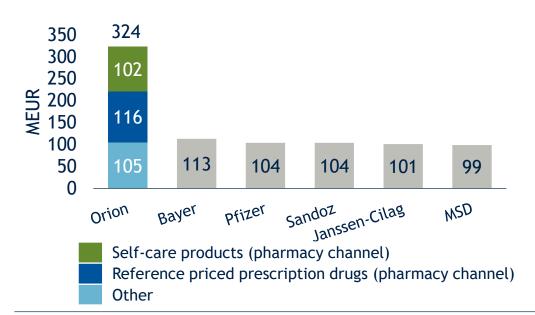
^{*} The reference-priced prescription drugs group metric counts in products that were reference-priced prescription drugs at the time the statistics were compiled. For this reason, sales figure in the comparative period may deviate from previously published data.





Human pharma market in Finland 1-12/2021

Medicinal and non-medicinal products in hospital and pharmacy channels: EUR 2,984 million



Reference priced prescription drugs

Orion market share in pharmacy

27%

(25%)*

* 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

25%

Human pharmaceuticals total

Orion market share in hospital & pharmacy

11%

(11%)



Business targets





Key business targets in 2021

	TARGET STAT 31 De							
A	Supporting sales growth and co-promotion in Europe with Bayer							
NUBEQA [™]	Positive outcome from Phase III ARASENS trial							
(darolutamide) Rablets	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							
Enable future	able future In-licensing of new products							
growth	Portfolio enhancement through product acquisitions and M&A							
Target reached	d Target partly reached Target not reached	Not known						





TARGET	KPIs 2022
Increasing the sales of the	Significant increase in sales of Nubeqa® booked by Orion
current product portfolio	Easyhaler® product portfolio sales increase by more than 5%
	In-licensing of new products
	Portfolio enhancement through product acquisitions and M&A
Building up long-term	Partner for ODM-208 development and commercialisation
growth	Launch of Phase III clinical trial on ODM-208
	At least one new project proceeds to clinical development
	Solidifying the R&D portfolio with new collaboration agreements



Research and development

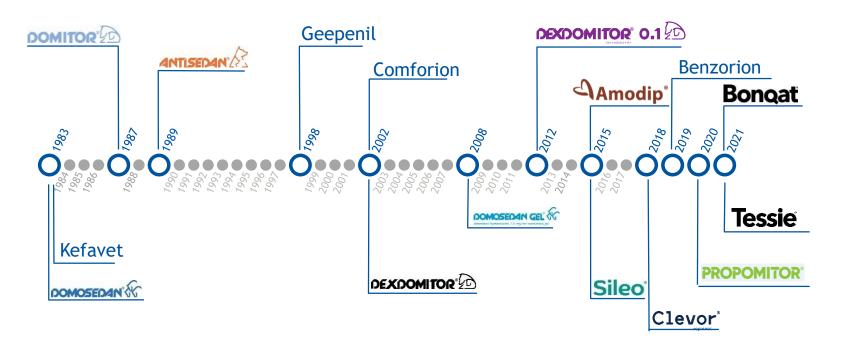


Proprietary human pharmaceuticals developed by Orion dexdor FARESTON Comtess COMTan SIMDAX[®] NUBEQA **FORMOTEROL** (darolutamide) 300 mg tablets **EASYHALER** 7999 3000 2011 • Stalevo **SALFLUMIX BECLOMET EASYHALER EASYHALER BUDESONIDE EASYHALER** BUVENTOL Precedex® (dexmedetomidine HCI Injection) **BUFOMIX EASYHALER**

EASYHALER



Main Orion Animal Health Marketing Authorisations













Proprietary products

- Neurological disorders (including rare diseases)
- Oncology
- Respiratory (dry-powder inhaler platforms)

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





Research			Early	development	Late stage development		
Target identification and validation	Hit to Lead generation	Lead optimisation	Candidate selection, preclinical	Phase I	Phase II	Phase III	
8–24 mo.	12–24 mo.	18–36 mo.	development 12–24 mo.	12–14 mo.	12–36 mo.	18–48 mo.	
Collaboration with partners				Со	llaboration with	partners	

Research Areas in Orion's R&D









Neurological Disorders

- Pain
- Neurodegenerative Proteinopathy
- Neurological Genetic Disorders

Oncology Research

- Immuno-oncology
- Cancer Genomics and Signalling
- Antibody Drug Conjugates

Discovery Sciences

- New Therapies
- Microbiome
- Discovery Technologies





Neurological Disorders Research

Research Areas



Pain - Ion channels and neuro-immune interaction



Neurodegenerative Proteinopathy - Pathological protein aggregation and clearance



Neurological Genetic Disorders - Rare lysosomal storage disorders and epilepsies





Ion channel pathology

Impaired protein homeostasis



















Oncology Research









Immuno-Oncology

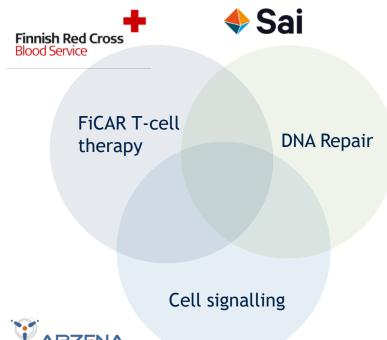
- FiCAR T-cell therapy
- 2nd generation immunecheckpoint inhibitors



Cancer genomics and Cell signalling



Antibody drug conjugates





Discovery Sciences







New Therapies

Cell and Gene Therapy

Research Areas



Microbiome



Discovery Technologies





Microbiome







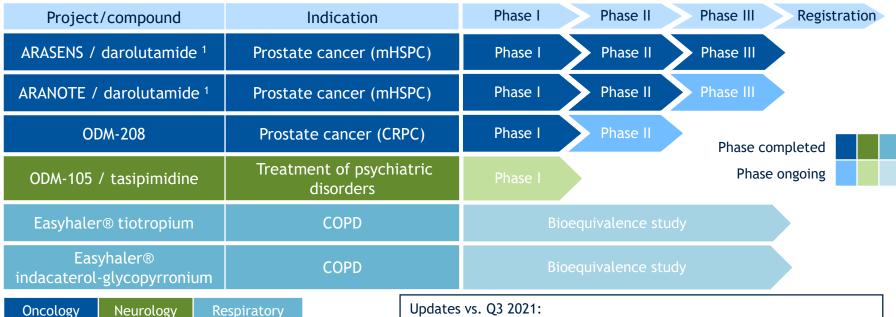




UNIVERSITY OF HELSINK

Key clinical development pipeline

Respiratory



¹⁾ In collaboration with Bayer

Updates vs. Q3 2021:

- ARASENS phase III completed
- Development of ODM-209 terminated because ODM-208 chosen for further development



ARASENS & ARANOTE trials aiming to expand the indication of darolutamide to metastatic hormone-sensitive prostate cancer

Trial on-going	Target Patients	Treatment Combo	Primary End-point	Present Status	Estimated completion	
ARASENS	mHSPC	Darolutamide + ADT + Docetaxel	Overall survival	Completed - primary endpoint met		
ARANOTE	mHSPC	Darolutamide + ADT	Radiological progression-free survival	Recruitment ongoing	Q1 2024	



Global prostate cancer estimates (GLOBOCAN 2020)

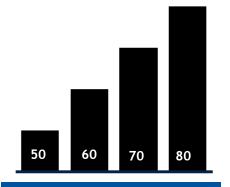


2nd

most commonly diagnosed malignancy in men worldwide



5th
leading cause of death from cancer in men



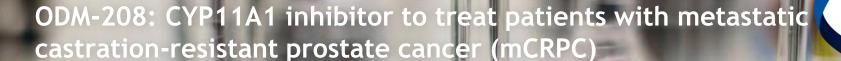
1.4

million men diagnosed with prostate cancer 375,000

died from the disease

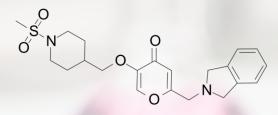


50+
Mainly affects men over 50, the risk increases with age





ODM-208



• First-in-class oral molecule to inhibit the synthesis of all steroid hormones and precursors, which could mediate androgen receptor signalling and tumor growth

Target Patients



Target patients with prostate cancer that has become resistant to the standard hormonal treatments.



Potential indications beyond prostate cancer: breast cancer, endometrial uterus cancer



Sustainability is built into Orion's mission



Orion's Sustainability Agenda





Patient safety has been a priority for us for a hundred years and it continues to be the cornerstone of our daily operations.

We play a significant role in ensuring reliable supply of medications - even in the wake of a crisis.



Active work for a better environment



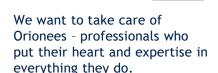
We want to be the environmental leaders in our industry.

We continuously raise the bar in climate and environmental responsibility, and we challenge others to follow.

We are strongly heading towards achieving carbonneutrality in our own operations by 2030.



Care for well-being professionals



Our workplace is inspiring. We want our people to feel well.



Ethics at the core of our business



We maintain strict ethical standards and act responsibly in all situations.

Together with our partners we are building a transparent and sustainable business.



Orion's Sustainability Agenda and indicators 2021





Patient safety as a top priority



Active work for a better environment



Care for well-being professionals



Ethics at the core of our business













Customer complaints (pharmaceuticals)

65 Ppm (76) GxP* audits by Orion

256

Greenhouse gas emissions (scope 1&2)

20,563

tCO2e (18,611)

Energy savings target set for 2025 achieved

114%

(53%)

Injury rate

4.8

LTIF 1 (3.6)

Code of Conduct

training, no. of participants

653

(3,410)

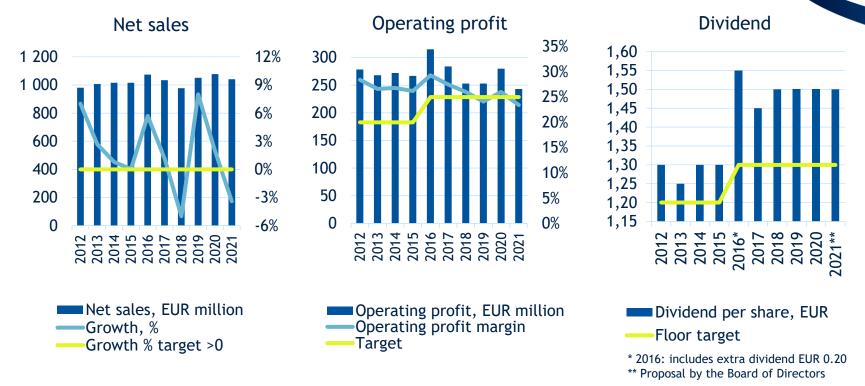


Appendices









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



Net sales and operating profit by quarter (MEUR)



Operating profit





Quarterly net sales by unit (MEUR)













Key figures

Orion's key figures	2017	2018	2019	2020	2021	Change vs. 2020
Net sales, EUR million	1,033.6	977.5	1,051.0	1,078.1	1,041.0	-3.4%
EBITDA	323.6	293.9	308.9	336.5	289.1	-14.1%
Operating profit, EUR million	284.1	252.8	252.8	280.1	243.3	-13.1%
Profit before taxes, EUR million	277.7	248.4	250.8	278.3	242.3	-12.9%
R&D expenses, EUR million	99.1	104.0	119.3	123.2	117.7	-4.5%
Equity ratio, %	64.6%	68.8%	76.7%	66.7%	68.1%	
Gearing, %	-1.9%	-17.1%	-17.8%	-25.4%	-14.5%	
ROCE (before taxes), %	36.2%	44.3%	29.9%	34.8%	28.8%	
Return on equity, %	34.2%	45.5%	25.8%	29.1%	26.2%	
Basic earnings per share, EUR	1.56	1.40	1.43	1.56	1.38	-11.9%
Interest bearing net debt	-12.7	-132.1	-139.1	-185.8	-108.3	-41.8%
Cash flow per share before financial items, EUR	1.09	2.32	1.68	1.85	0.96	-47.8%
Dividend per share, EUR	1.45	1.50	1.50	1.50	1.50*	
* Proposal by the Board of Directors		includes both continuing and discontinued (Orion Diagnostica) operations				

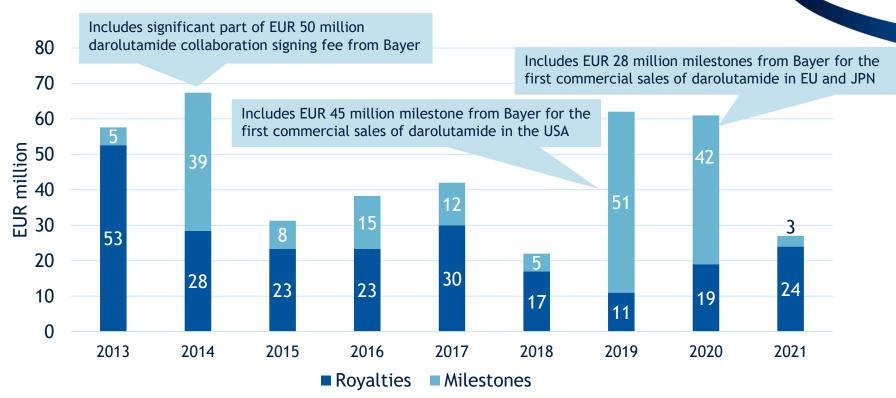


Income statement

Formation of profits, EUR million	2017	2018	2019	2020	2021	Change vs. 2020
Net sales	1,033.6	977.5	1,051.0	1,078.1	1,041.0	-3.4%
Cost of goods sold	-417.6	-387.9	-417.6	-434.4	-447.5	+3.0%
Gross profit	616.0	589.6	633.4	643.7	593.5	-7.8%
Other operating income and expenses	4.9	5.5	2.2	5.4	6.4	+18.2%
Sales and marketing expenses	-188.9	-195.3	-215.7	-204.3	-191.0	-6.5%
R&D expenses	-99.1	104.0	-119.3	-123.2	-117.7	-4.5%
Administrative expenses	-48.8	-43.0	-47.8	-41.6	-47.9	+15.2%
Operating profit	284.1	252.8	252.8	280.1	243.3	-13.1%
Profit before taxes	277.7	248.4	250.8	278.3	242.3	-12.9%
Profit for the period for continuing operations	219.1	197.3	200.4	219.9	193.8	-11.9%
Profit for the period for discontinued operations	7.0	132.9				
Profit for the period	226.0	330.3	200.4	219.9	193.8	-11.9%

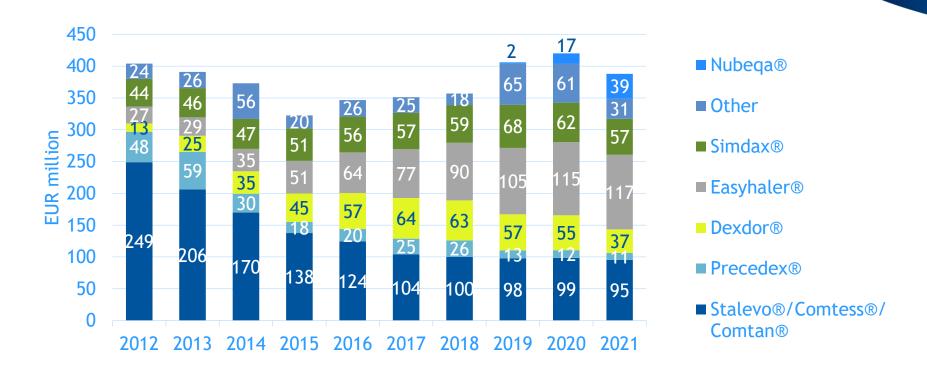


Royalties and milestones









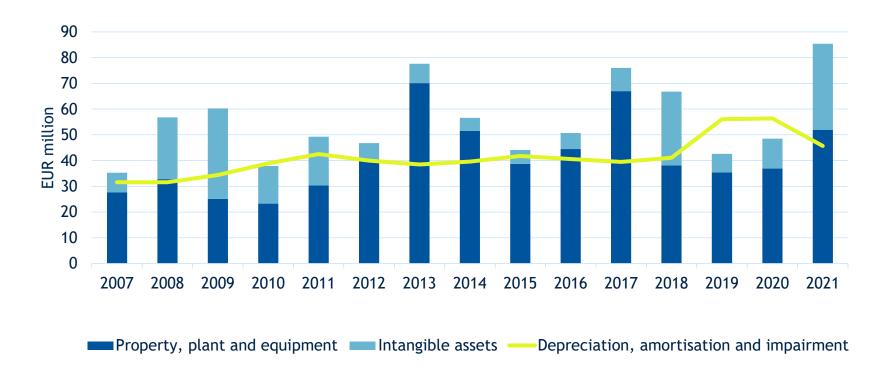




EUR million	12/21	12/20	Change %	EUR million	12/21	12/20	Change %
Non-amount accepts to tal							
Non-current assets total	423.7	371.8	+14.0%				
Inventories	265.2	258.1	+2.8%	Equity total	747.9	731.3	+2.3%
Trade receivables	174.8	157.4	+11.1%	Interest-bearing non-current liabilities	104.7	105.5	-0.8%
Other receivables	33.6	33.9	-1.1%	Non-current liabilities total	156.9	170.1	-7.8%
Cash & cash equivalents & money market investments	216.7	294.4	-26.4%	Current liabilities total	209.2	214.1	-2.3%
Current assets total	690.3	743.7	-7.2%	Liabilities total	366.1	384.2	-4.7%
Assets total	1,114.0	1,115.6	-0.1%	Equity and liabilities total	1,114.0	1,115.6	-0.1%

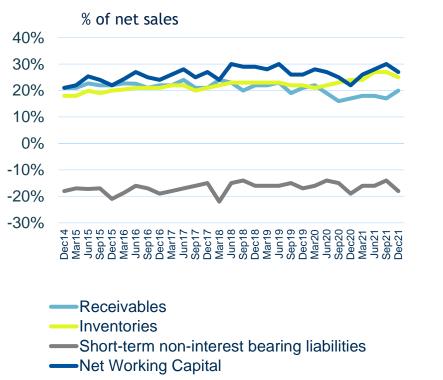
Development of capital expenditure

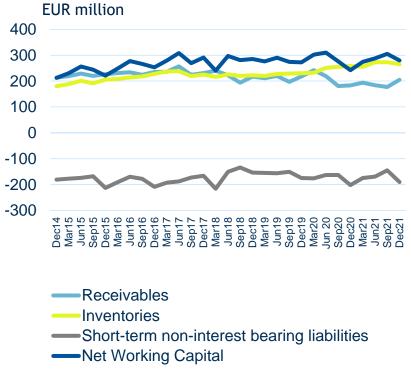








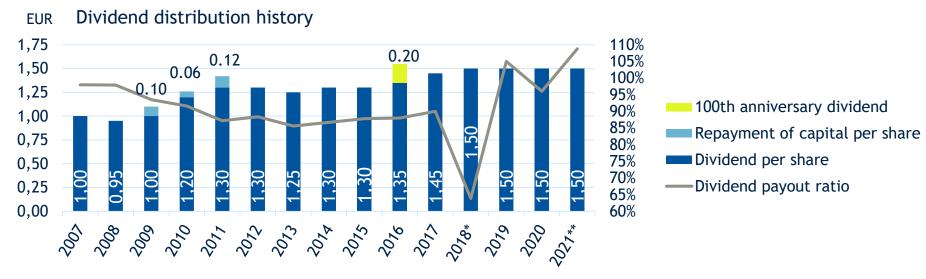




Dividend distribution policy and dividend history



 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

^{**} Proposal by the Board of Directors





- 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







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