



## Orion strengthens its product portfolio – rights for Simdax® reacquired

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Simdax reacquisition

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Simdax reacquisition

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## Orion reacquired rights for i.v. levosimendan (Simdax®)

- Simdax is originally Orion's proprietary drug
  - product is indicated for short term treatment of acutely decompensated heart failure
  - product is administered intravenously in hospitals
  - product was launched in 2000
  - compound patent of levosimendan expires in 2015
- Abbott acquired the rights for Simdax from Orion in 1998
  - licensing agreement with Abbott was expanded in 2004
- Orion has now reacquired the rights for Simdax in all regions of the world except Latin America
  - product has been approved in ca. 40 countries



## Simdax had global in-markets sales of about EUR 40 million in 2008

- About 80% of the in-market sales came from regions now included in Orion's marketing area
- Net sales from Orion's own territories were EUR 6.2 million and royalties received from Abbott were EUR 11.1 million in 2008
- Acquisition will be financed with Orion's existing cash reserves
  - upon signing USD 18 million will be paid to Abbott
  - royalties of 30% over the next 5 years to Abbott
  - a milestone payment of USD 15 million to Abbott when the cumulative net sales will reach USD 12.5 million



## Simdax is an important step for Orion in becoming a European-wide player

- Simdax fits well into Orion's product portfolio strategy
  - originally Orion's proprietary molecule
  - targeting a focused customer segment in critical care
  - promotional activities required are reasonably limited
- Reacquisition supports Orion's growth strategy in Europe
  - Orion's sales network covers over 20 countries in Europe
  - Simdax supports also the upcoming launches of Vantas® and dexmedetomidine i.v. in Europe



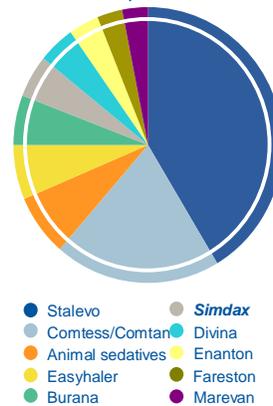
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## Orion's top 10 pharmaceutical products cover half of the net sales

EUR million	Indication	2008	2007	Change %
Stalevo®	Parkinson's disease	141.0	126.9	+11.2%
Comtess®/Comtan®	Parkinson's disease	67.4	73.3	-8.0%
Dexdomitor®, Domitor®, Domosedan® and Antisedan®	Animal sedatives	24.6	27.5	-10.5%
Easyhaler® product family	Asthma and COPD	22.2	17.3	+28.3%
Burana®	Inflammatory pain	19.4	15.6	+24.6%
Simdax®	Heart failure	17.3	15.1	+15.0%
Divina® product range	Menopausal symptoms	14.7	15.9	-7.0%
Enanton®	Prostate cancer	12.7	12.9	-1.3%
Fareston®	Breast cancer	10.5	8.2	+27.7%
Marevan®	Anticoagulant	10.1	8.3	+21.4%
Total		340.1	320.9	+6.0%
% of pharmaceutical net sales		51%	50%	

Orion's 10 best-selling pharmaceutical products in 2008



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## Orion's outlook remains unchanged

- Transaction does not change Orion's outlook for 2009
  - some additional sales as well as some one-off transition costs will be reported for 2009
  - this investment of USD 33 million is regarded as a substantial product acquisition and therefore it is done on top of the EUR 45 million capital expenditure guidance

## Outlook for 2009 in brief

- **Net sales** will increase slightly from 2008.
- **Operating profit** is estimated to increase slightly from 2008.
- **R&D expenses** will be about EUR 90 million.
- **Capital expenditure** will be about EUR 45 million, not including substantial company or product acquisitions.

