



The acquisition of  
Inovet's animal health  
business V.M.D. NV

# 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.

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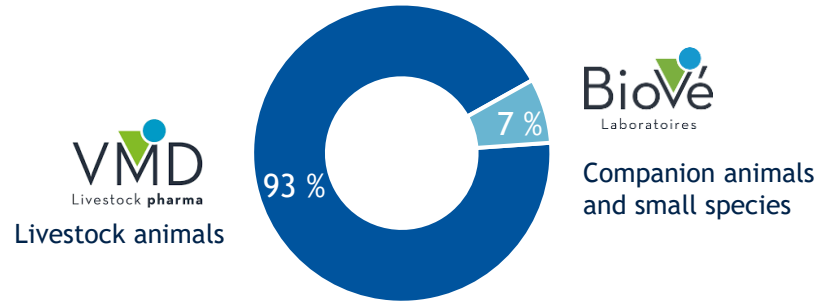
## Transaction details





<b>Purchased companies</b>	V.M.D. NV & its subsidiaries Biové Laboratoires SAS, Biard SAS, V.M.D. Állatgyógyászati Kft and Inovet Indochine Co., Ltd.
<b>Seller</b>	Inovet BV - a family-owned Belgian private company
<b>Buyer</b>	Orion Corporation
<b>Transaction consideration</b>	EUR 130 million debt free. Transaction will be funded from Orion's cash reserves. Immediate cash flow impact EUR 90 million.
<b>Signing date</b>	15 June 2022
<b>Closing date</b>	15 June 2022
<b>Strategic rationale</b>	Orion's Animal Health unit will broaden its product portfolio and get a foothold in food producing animals (FPA) market, expand its geographical presence to Western Europe and export markets and gain a production unit that is specialised in manufacturing of veterinary medicines. The acquisition also supports Orion Group's growth strategy.

# V.M.D. NV in a nutshell

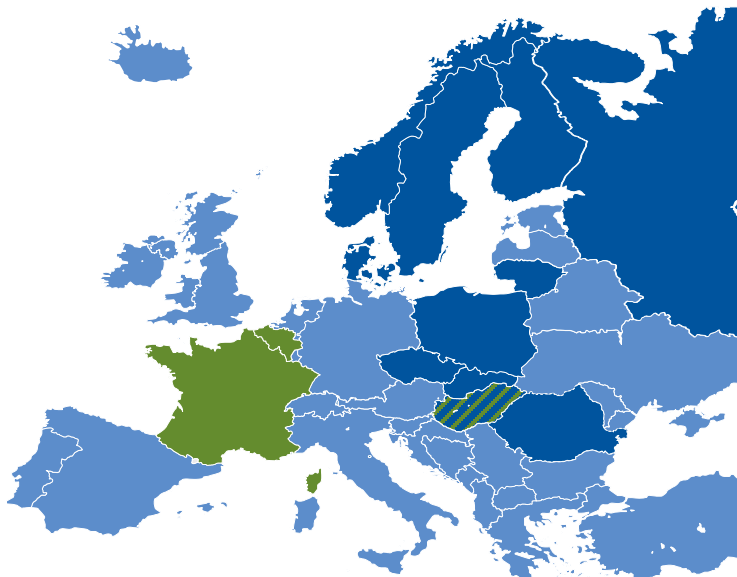
-  >220 products
-  ~180 employees
-  >1,400 marketing authorisations
-  Products sold in 120 countries
-  80% of products developed and manufactured in-house
-  Seller Inovet, a family-owned private company

Net sales in 2021 EUR 61 million



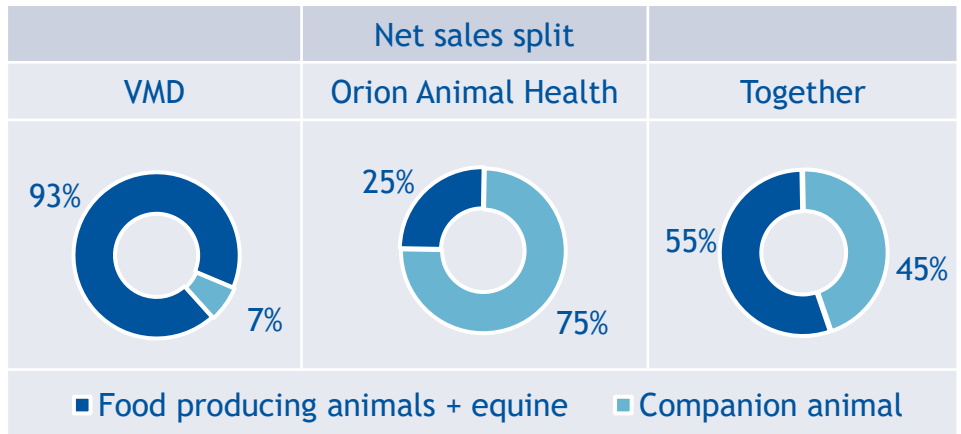
 <div data-bbox="813 746 1000 972" style="background-color: #0056b3; color: white; padding: 10px; border-radius: 10px;"> <p><b>Arendonk</b></p> <ul style="list-style-type: none"> <li>•HQ</li> <li>•Logistics &amp; packaking</li> <li>•R&amp;D</li> <li>•Sales</li> </ul> </div>	 <div data-bbox="1097 746 1284 972" style="background-color: #0056b3; color: white; padding: 10px; border-radius: 10px;"> <p><b>Arques</b></p> <ul style="list-style-type: none"> <li>•Production</li> <li>•R&amp;D</li> <li>•Sales</li> </ul> </div>	 <div data-bbox="1381 746 1568 972" style="background-color: #0056b3; color: white; padding: 10px; border-radius: 10px;"> <p><b>Budapest</b></p> <ul style="list-style-type: none"> <li>•Sales</li> </ul> </div>	 <div data-bbox="1671 746 1858 972" style="background-color: #0056b3; color: white; padding: 10px; border-radius: 10px;"> <p><b>Ho Chi Minh City</b></p> <ul style="list-style-type: none"> <li>•Sales</li> </ul> </div>
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# Orion Animal Health and VMD complement each other - no overlaps



- Orion Animal Health operations
- VMD operations in Europe (+Vietnam in Asia)
- Partner and distributor network
- Own operations in 14 countries

Net sales in 2021	EUR 73 million	EUR 61 million
Personnel	72	181
Manufacturing sites	2 (Espoo, Turku)	1 (Arques)
Manufacturing & R&D focus	Companion animals	Food producing animals



# The way forward together

## Expanded geographical presence with no overlaps

- Good basis for further geographical expansion
- Attractive distribution and in-licensing partner

## Broad product portfolio covering both food producing animals and companion animals

- Cross selling opportunities
- Access to new markets and customers

## Production and R&D - stronger together

- Wider production capabilities - one site specialised only for animal products
- Comprehensive R&D for new proprietary products, generics and pro-health products

## Future growth opportunities

- Organic growth & geographical expansion with greenfield operations
- In-organic growth - in-licensing and M&A



Q&A

# Orion at a glance (2021 figures)



Net sales **1,041** MEUR



Operating profit **243** MEUR



Personnel **3,355**



R&D investments **118** MEUR



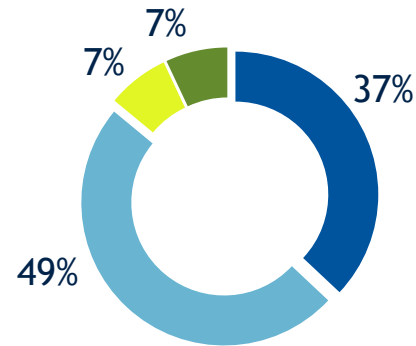
**6** production sites in Finland



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

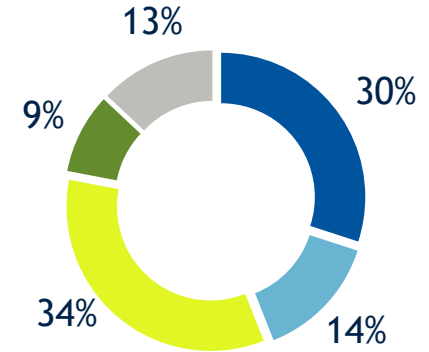
Established in **1917**

Sales by business



- Proprietary Products
- Specialty Products
- Animal Health
- Fermion & CM\*

Sales by market area



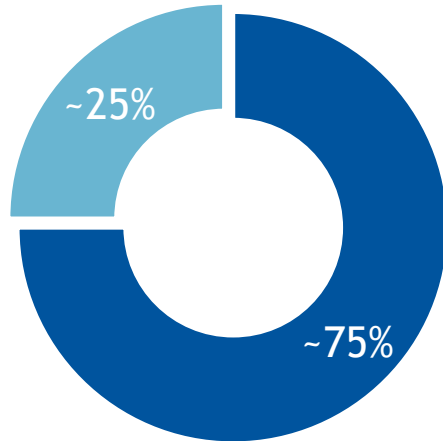
- Finland
- Scandinavia
- Other Europe
- North America
- ROW

\*) Contract manufacturing



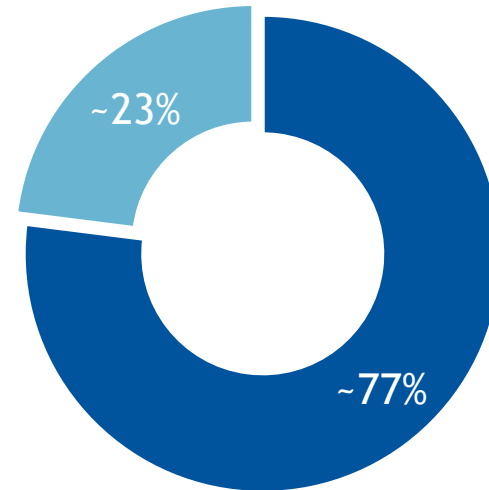
# Orion Animal Health's net sales in 2021 EUR 73 million

## Sales split by product type



- Companion animals
- Food producing animals + equine

## Sales split by revenue type



- Own products
- In-licensed

# Orion Animal Health - a mix of in-house developed proprietary products and in-licensed products

## In-house developed proprietary products

- Prescription medicines and nutraceutical products
- Sold by Orion in own territories in Europe
- Globally available through extensive partner network
- Proprietary medicines manufactured in-house



## In-licensed products

- Prescription medicines and nutraceutical products
- Sold by Orion in own territories in Europe
- Manufactured by partners

