



# Agenda

Theme	Presenter
Introduction	Timo Lappalainen, President & CEO
Creating growth towards 2025 target and beyond	Satu Ahomäki, SVP Commercial Operations
	Discussion with Niclas Lindstedt, VP Animal Health
	Virve Laitinen, SVP Specialty Products
	10 min. BREAK at ~14.15 EEST
	Q&A at 14.25-14.35 EEST
Creating long-term value	Jari Karlson, Chief Financial Officer
	Outi Vaarala, SVP Research & Development
	Discussion with Liisa Hurme, SVP Global Operations
	5 min. BREAK at ~15.35 EEST
	Q&A at 15.40-15.50 EEST
Closing remarks	Timo Lappalainen, President & CEO





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.







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### 2025 Growth target - key positives and negatives so far

NUBEQA<sup>TM</sup> (darolutamide) tablets



Organic growth in all units



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Own sales in Europe & Southeast Asia

ODM-109

Biosimilars

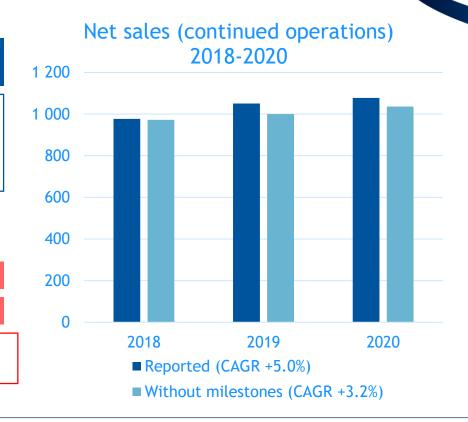
Loss of distribution agreement in Animal Health



Negatives



Loss of exclusivity



#### Orion's strategic focus areas and targets







Quality and safety



Strong corporate culture of working together



Competitive product portfolio



Productivity and flexibility



**Partnerships** 



Growing more rapidly than the growth in the market → EUR 1.5 billion in 2025



Providing new innovative and costeffective drugs and treatments for patients



Working together to benefit the customer



Continuous improvement of performance in sustainability



Strong development of profitability

### Gaining growth, creating value and building the future



Grow existing portfolio - maximize value

Nubeqa®

**Easyhaler**®

Generics and OTC

Asia-Pacific expansion

Grow in-organically -Acquire new sales and competences

In-organic growth

Growth through in-licensing

Create value -Build competitiveness for long term

Build clinical development pipeline

Build early research pipeline

**ODM-208** 

Build niche generics product portfolio pipeline

Future 2025\* for productivity

Competences and footprint of tomorrow

Geographical expansion

Ensure people competences

<sup>\*</sup> Future 2025 project includes among others the renewal of enterprise resource planning (ERP) system

The estimated average growth of the pharmaceutical market is 3-6% annually





Average annual growth 2021-2025

Europe, TOP 5 = Germany, France, Italy, United Kingdom, Spain

Market share in 2025

## Orion's Sustainability Agenda





Patient safety and ensuring reliable supply of medications



Responsibility for the environment



Responsibility for Orionees



Business ethics and transparency



**Orion Corporation Capital Markets Day** 

