

### 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.

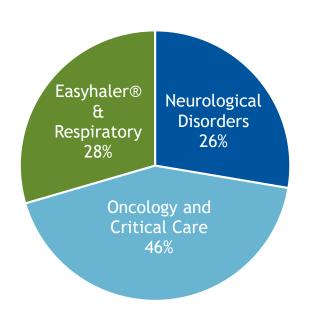
These statements are subject to risks and uncertainties. Actual results may differ substantially from those stated in any forward-looking statement. This is due to a number of factors, including the possibility that Orion may decide not to implement these strategies and the possibility that the anticipated 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.





Sales split in 2020





17 MEUR (+609%)

Growth drivers

**EASYHALER** 115 MEUR (+10%)

Stalevo

Comtess COMTan

99 MEUR (+1%)

Steady



62 MEUR (-8%)

Declining



55 MEUR (-3%)





Our mission
is to support patients in
critical care and those
with neurological disorders,
cancers and
asthma/COPD
by offering innovative
solutions.



Our vision is to have empowered teams to work in customer-centric way and create growth for Orion to achieve an intermediate target of EUR 1.5 bn in 2025



### **Strategic objective**

#1 Maximise value of current portfolio

### **Strategic objective**

#2 Successful commercialisation of new products

### Strategic objective

#3 Broaden current product portfolios through R&D, M&A and in-licensing

### Strategic objective

#4 Continue to expand Orion commercial operations geographical presence

# Orion's commercial footprint includes 30 countries and 750 professionals





- The rational behind geographical expansion is maximization of the value of our current portfolios by building up a commercial capability in some selected Southeast Asian countries
- Orion Pharma legal entities were established in Singapore, Malaysia and Thailand in 2020
- Orion products (Stalevo®, Comtan®, certain generic products) were repatriated from former partners and sales started in August 2020
- Stronger commercial presence in growing Asian markets enables Orion to launch all new PP & SpP products in the territory in the future
- We expect to continue our expansion in Asia-Pacific with new operations

#### **Thailand**

Population: 69.5 m (2021 est) GDP: 543.8 USD bn (2019 est) Pharma market 5.27 USD bn (2020)\*

#### Singapore

Population: 5.9 m (2021 est)
GDP: 372.1 USD bn (2019 est)
Pharma market 1.06 USD bn (2020)\*

#### Malaysia

Population: 33.5 m (2021 est) GDP: 364.6 USD bn (2019 est) Pharma market 1.82 USD bn (2020)\*

\*Source: IQVIA

## **EASYHALER® - ONE DEVICE FOR MANY STEPS OF THERAPY**

Large range of medications in the same inhaler for treatment of asthma and COPD.

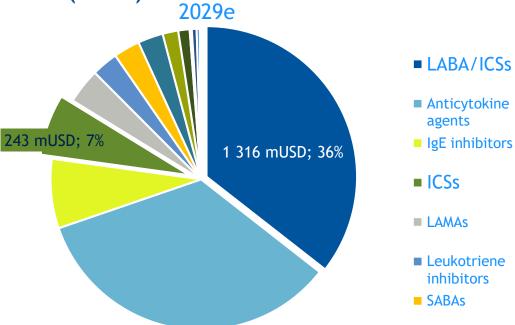


Europe Asthma market forecast 2020-2029 supports growth of

Easyhaler® sales - Total market value is estimated to grow in

EU4+UK from 2.6 USDbn to 3.7 USDbn (+41%)

EASYHALER® PRODUCTS	CLASS
Formoterol / Budesonide	LABA / ICS
Salmeterol / Fluticasone	LABA / ICS
Budesonide	ICS
Beclomethasone	ICS
Formoterol	LABA
Salbutamol	SABA
Tioropium (under development)	LAMA

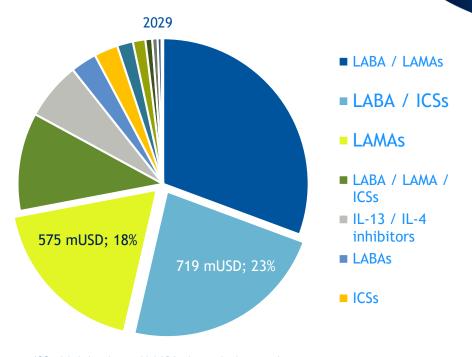


ICS = inhaled corticosteroid; LABA = long acting beta agonist; SABA = short acting beta agonist; LAMA = long acting muscarinic agonist

## EU4+UK COPD market forecast 2020-2029 indicates growth from 2.5 USDbn to 3.1 USDbn (+24%)



EASYHALER® PRODUCTS	CLASS
Formoterol / Budesonide	LABA / ICS
Salmeterol / Fluticasone	LABA / ICS
Budesonide	ICS
Beclomethasone	ICS
Formoterol	LABA
Salbutamol	SABA
Tioropium (under development)	LAMA



ICS = inhaled corticosteroid; LABA = long acting beta agonist; SABA = short acting beta agonist; LAMA = long acting muscarinic agonist

## COVID-19 pandemic has impacted pharma market in many ways



- Across EU4, COVID-19 has negatively impacted pharma sales evolution in all channels<sup>1</sup>
- Overall promotional volume is down compared to pre-COVID time
- In asthma and COPD market in-market sales development in DPI market declined during Q1 in Europe

## Sales development EUR\*



Sources: IQVIA, GESTAT, Orion Corporation

\*Data from Finland, Germany, Denmark, Norway and Sweden (1-3/2021 vs. 1-3/2020), UK and Poland (1-2/2021 vs. 1-2/2020) and Spain (12/2020-2/2021 vs. 12/2019-2/2020).

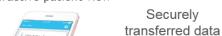
<sup>&</sup>lt;sup>1</sup> Impact of COVID-19 on the Pharmaceutical Market - EU4 & UK - February 2021

Connected Easyhaler® in partnership with Propeller Health

Bluetooth-enabled, add-on sensor records a patient's use of the Orion Device

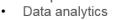












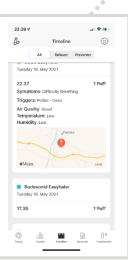
Machine learning



Personalized content based on learned disease status & adherence

#### **Patient**

- Detection of patient's taken medications (controller and rescue)
- Improvement of medication adherence via audio reminders and push notifications
- Timely insights on medication use trends, patterns and triggers
- Monthly summaries on control status, adherence, rescue use and asthma control test and/or COPD assessment test
- Alerts for a decline in asthma control status (asthma) and at risk for exacerbation (COPD); alerts are based on rescue medication usage trends and environmental data, utilising developed algorithms and models



Data sharing is dependent upon obtaining patient consent



- Patient drill-down and monitoring report
- Notifications for easy identification of at-risk patients
- On-demand reports for treatment optimisation



Orion Corporation Capital Markets Day

26 May 2021





## ORION MADE A CHOICE TO DEVELOP DPIs ALREADY IN 1984.



When considering the climate impact of inhalation therapy, dry powder inhalers (DPIs) have a minimal carbon footprint compared to pressurized metered-dose inhalers (pMDIs). The carbon footprint of Easyhaler® was assessed for the first time in 2020. Average emission per inhaler is 0,58 kg.

DPI = dry powder inhaler, pMDI = pressurised metered dose inhaler

<sup>1.</sup> Montreal protocol on substances that deplete the ozone layer. Medical and chemicals technical options committee. Assessment report 2018.

Carbon neutrality is achieved by minimising CO<sub>2</sub> emissions across the entire supply chain and throughout our products' life cycle.

Remaining emissions are offset through projects that protect the world's lungs — forests in the Amazon and the UK.













- Encouraging start for copromotion in Europe with positive feedback from customers
- Orion started copromotion in 10 countries

Orion's income are tiered royalties from Bayer which will be approximately 20% including product sales to Bayer. Initially the royalty will be slightly lower, and as sales increase, royalties may increase slightly.

→ In P&L split to product sales to Bayer + royalty

Global in-market peak sales potential ≥€1bn1



### Orion's Nubega sales\*

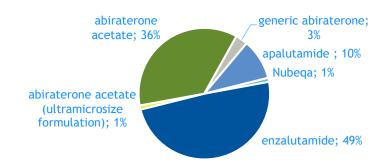


\* Orion's sales to Bayer for commercial use + royalties from Bayer

## Nubeqa® launched in nmCRPC, clinical trials ongoing for other indications



Antiandrogen market share split MAT Q3/2020



	Non-metastatic			Metastatic		
Indication	nı	nmHSPC¹		mHSPC <sup>3</sup>		mCRPC <sup>4</sup>
	Adjuvant		IIIICKPC-	Chemo Combo	No Chemo Combo	merpe.
NUBEQA' (darolutamide) %%%	DASL-HiCaP		approved	ARASENS	ARANOTE	
enzalutamide			approved		approved	approved
apalutamide			approved		approved	
abiraterone acetate					approved	approved

<sup>1)</sup> nmHSPC = non-metastatic hormone-sensitive prostate cancer 2) nmCRPC = non-metastatic castration-resistant prostate cancer

= approved / completed or enrolling

<sup>3)</sup> mHSPC = metastatic hormone-sensitive prostate cancer 4) mCRPC = metastatic castration-resistant prostate cancer









## In-licensing areas of interest



Candidates	Development stage	Target customer	Preferred collaboration model	Priority
Treatments complementing Orion Neurological Disorders (PD, ALS and acute/chronic pain) and Oncology research focus areas (cancer genomics and metabolism and immuno-oncology)	All development stages	Neurologists for PD & ALS Specialists and GPs for chronic pain Oncologists	European rights Global rights Collaboration	High
Treatments for Neurological Disorders (e.g. epilepsy, psychiatry)	Commercial Filing Late clinical	Neurologists, psychiatrists	Regional European rights European rights	Very high
Treatments for oncology, urology and respiratory indications	Commercial Filing Late clinical	Oncologists Urologists Pulmonologists	Regional European rights European rights	Very high
Treatments for rare diseases in Neurological disorders and Oncology	Commercial Filing Late clinical	Neurologists, psychiatrists, oncologists	European rights Global rights	Opportunistic

Proprietary Products business continues to contribute

to Orion's growth targets



Nubeqa® and Easyhaler® as growth drivers Building capabilities and new sales territories

Strong push for portfolio development



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