



Orion Half-Year Financial Report 1-6/2022

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.



Highlights in January–June 2022

Important news for Orion's future

Orion

- Orion's R&D's focus areas are cancer and pain
- Orion gained rights to a potent and selective NaV 1.8 blocker for the treatment of acute and chronic pain
- Acquisition of animal health company VMD
- Liisa Hurme appointed President & CEO as of 1 November 2022
- Orion and MSD announced a global development and commercialisation agreement for ODM-208 - Upfront payment of USD 290 million of which EUR 228 million recognized in 2022 results (booked in Q3)

Operating environment

- Supply chain risks have been well managed by Orion and potential challenges during the remainder of the year are likely to be reflected in the coming years
- The impact of cost inflation is expected to start to be felt in late 2022 and more in 2023

Key figures 1–6/2022

Net sales

554

MEUR (524)
+6%

Operating profit

153

MEUR (146)
+5%

Operating profit
margin

28%

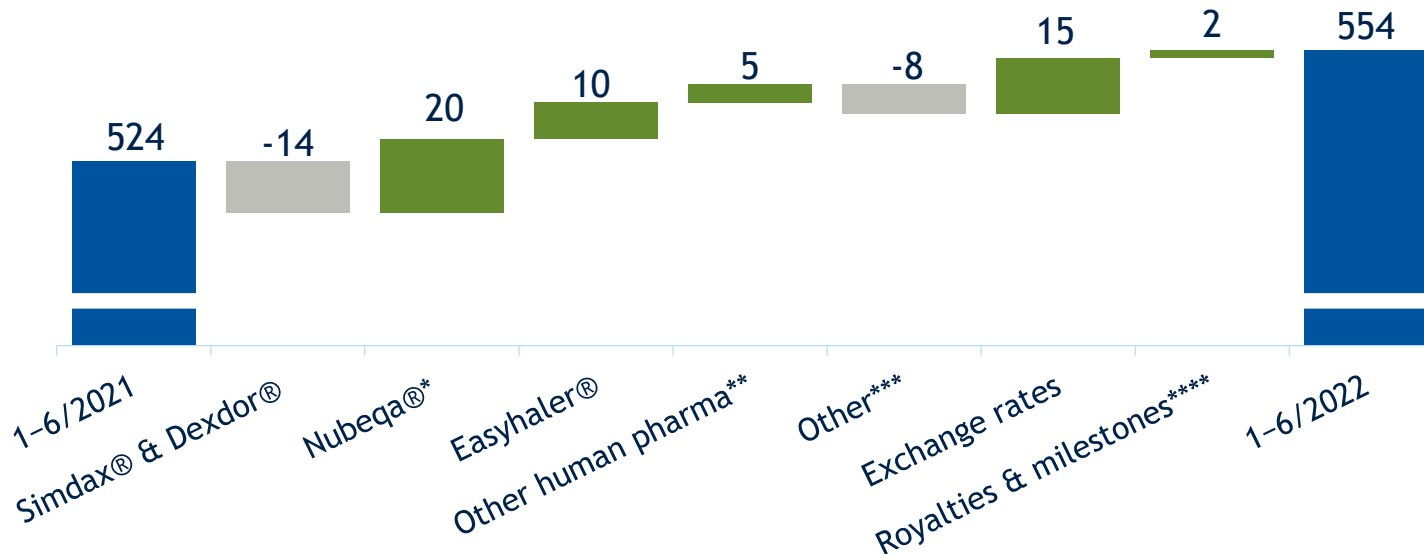
(28%)

Cash flow from
operating activities
per share

0.59

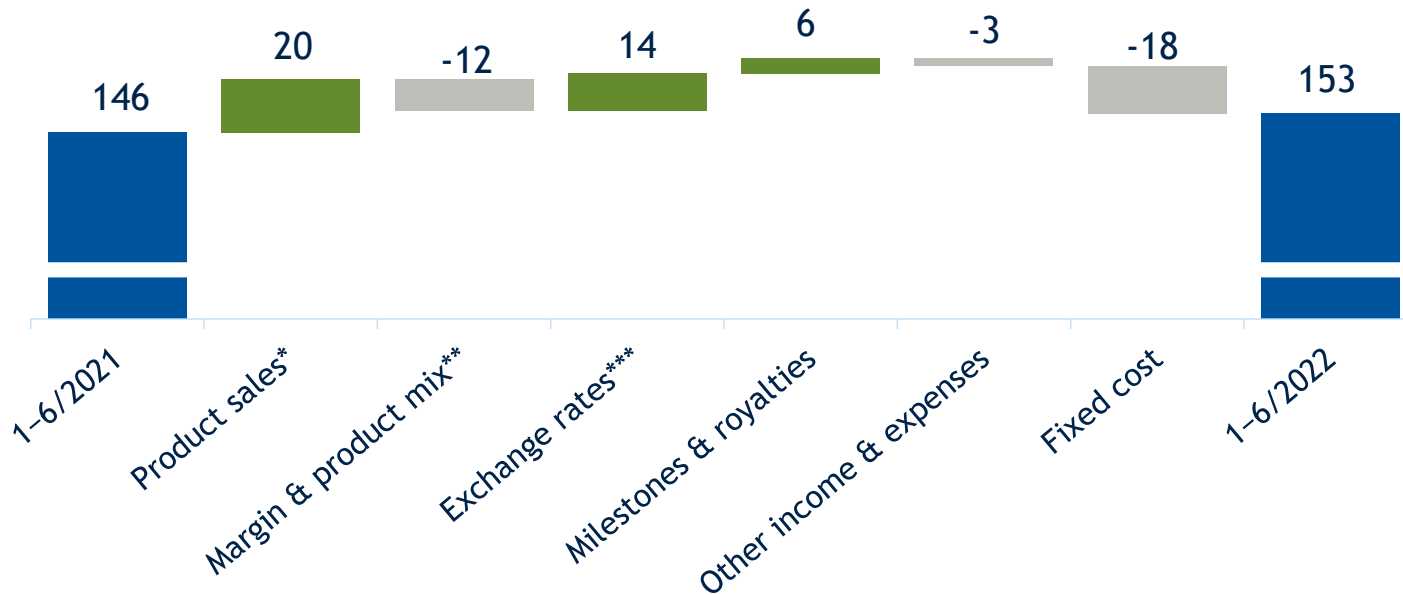
EUR (0.71)
-17%

Development of net sales in 1-6/2022 vs. 1-6/2021



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

Development of operating profit in 1-6/2022 vs. 1-6/2021



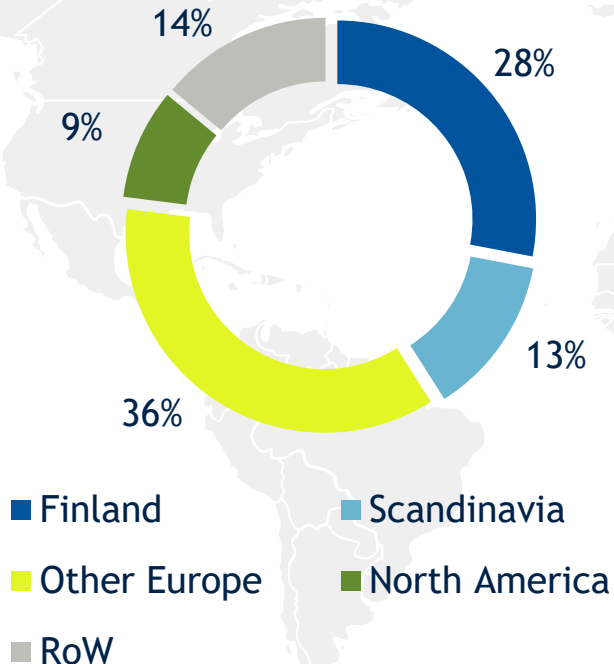
* Product & service sales without sales margin and product mix change and exchange rate effect

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

*** Exchange rate effect on gross margin

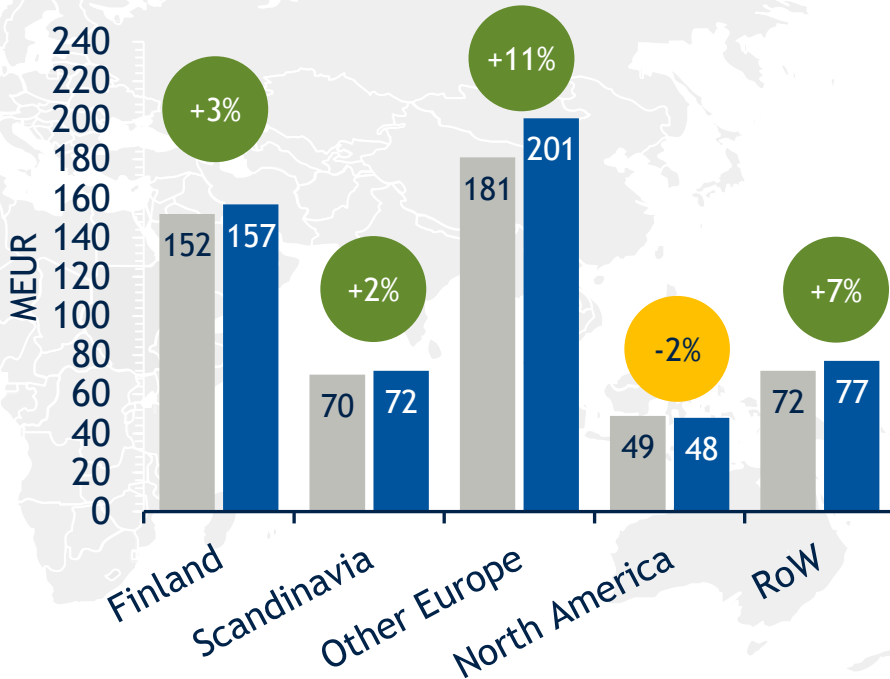
Geographical breakdown and development of net sales

1-6/2022

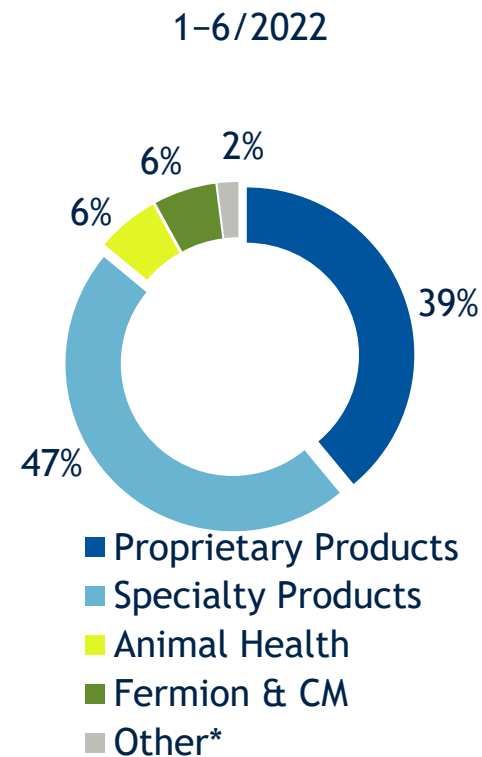
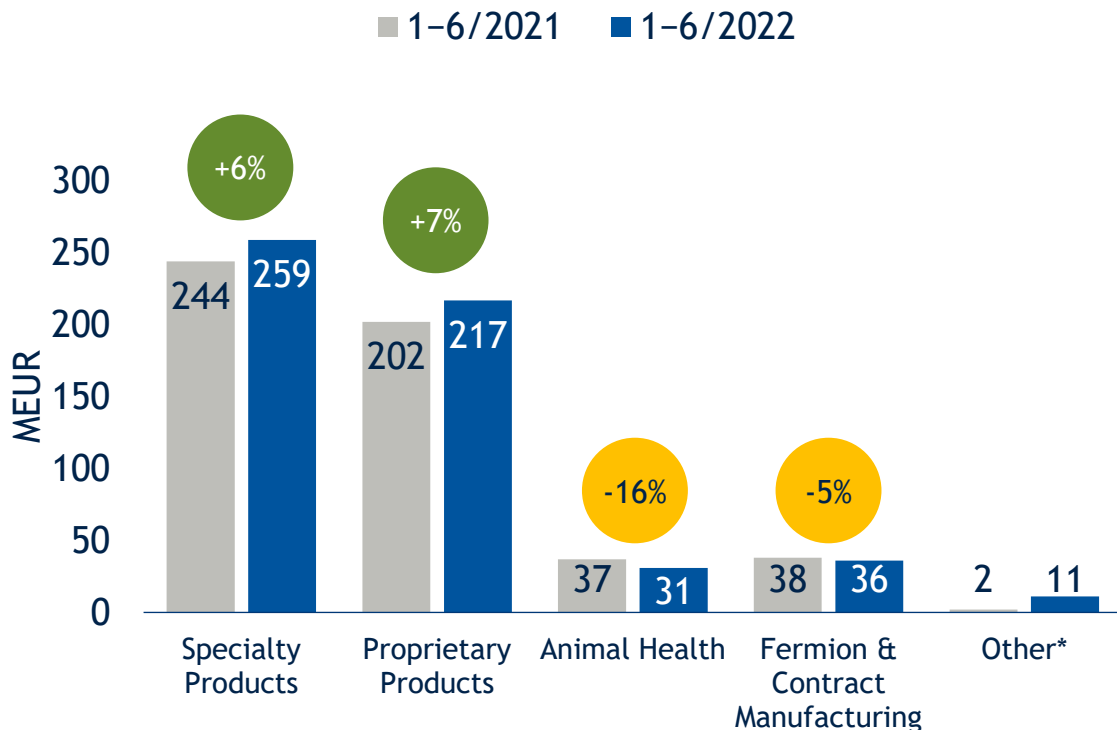


- Finland
- Scandinavia
- Other Europe
- North America
- RoW

■ 1-6/2021 ■ 1-6/2022



Solid development in Specialty Products and Proprietary Products



* Other mostly comprises the impact of translation differences on Orion's net sales.

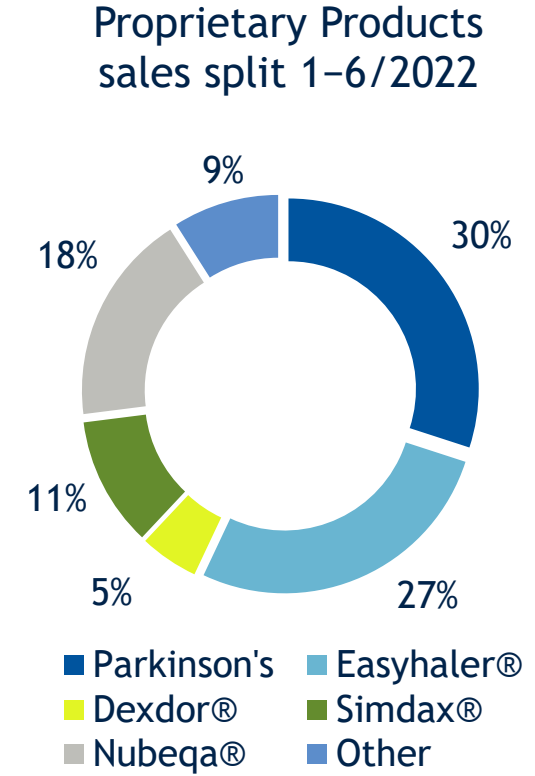
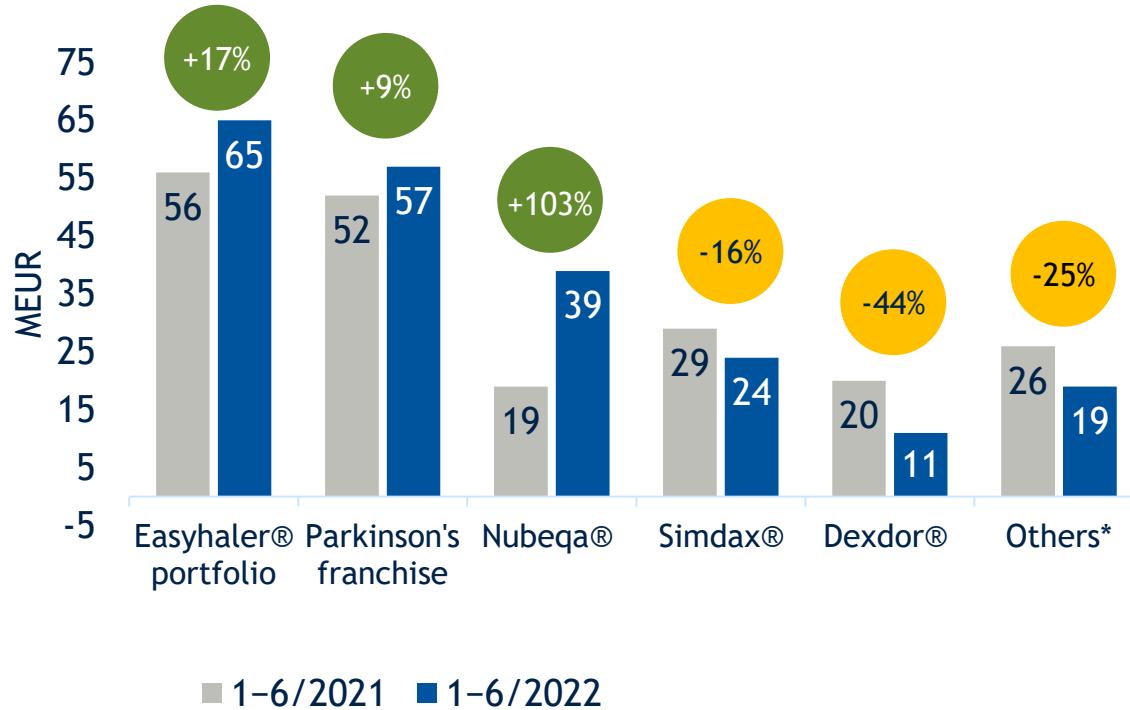
TOP 10 products in 1-6/2022

		EUR million	vs. 1-6/2021
1.	Easyhaler® product portfolio	65	+17%
2.	Stalevo®, Comtess®, Comtan®	57	+9%
3.	Nubeqa®	39	+103%
4.	Simdax®	24	-16%
5.	Dexdomitor®, Domitor®, Domosedan®, Antisedan®	17	-8%
6.	Divina® series	14	+20%
7.	Solomet®	13	+25%
8.	Burana®	12	+14%
9.	<i>dexdor</i> ®	11	-44%
10.	Biosimilars	10	-2%
	Proprietary Products	Specialty Products	Animal Health



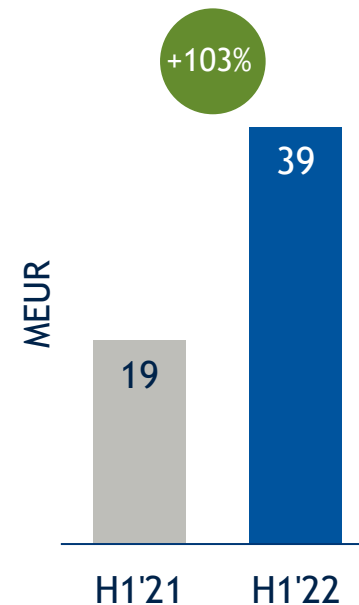
Proprietary Products

Nubeqa® driving the growth



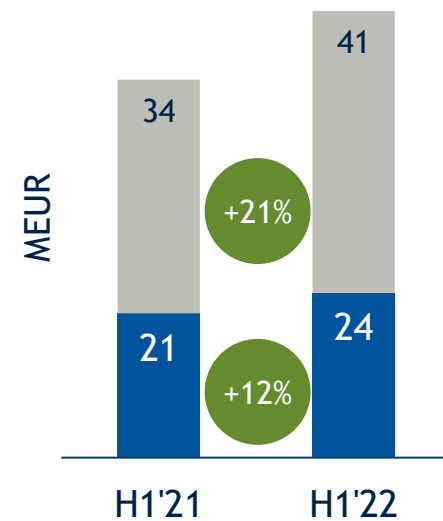
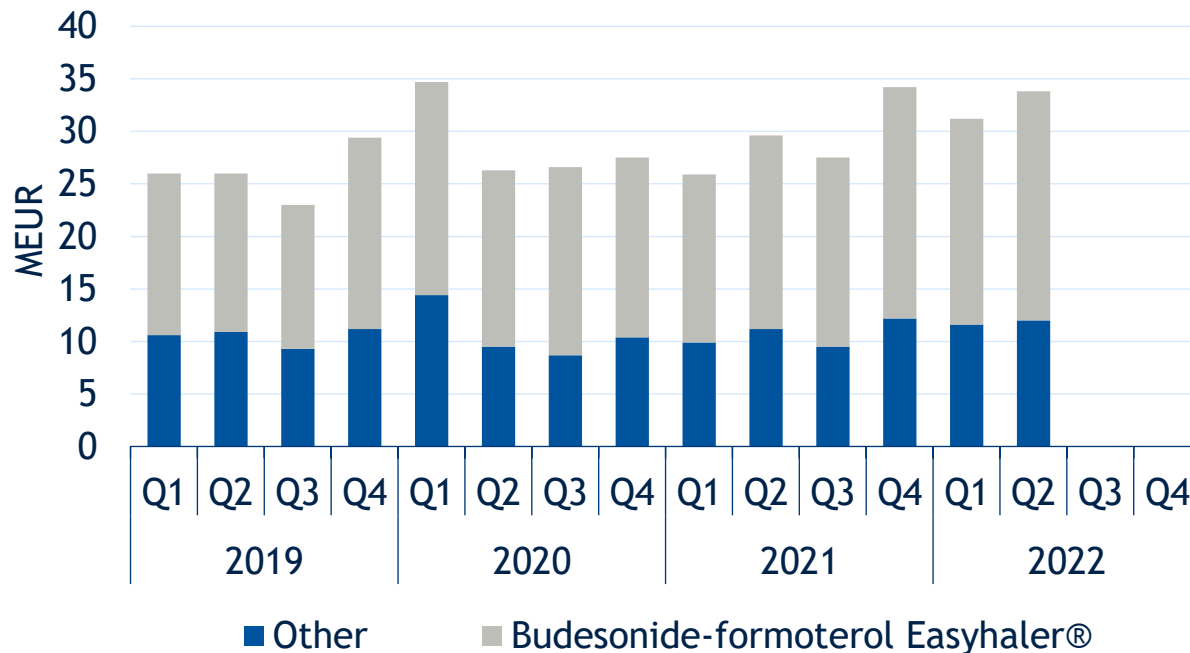
* 'Others' include service sales, milestone payments and products such as Enanton®, Precedex® and pharmaceuticals sold for use in clinical trials.

Nubeqa® sales* booked by Orion showing strong growth

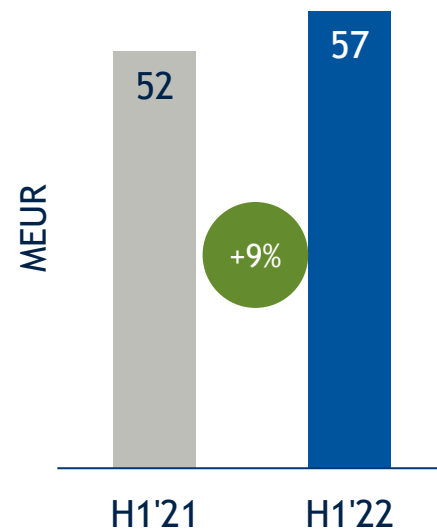
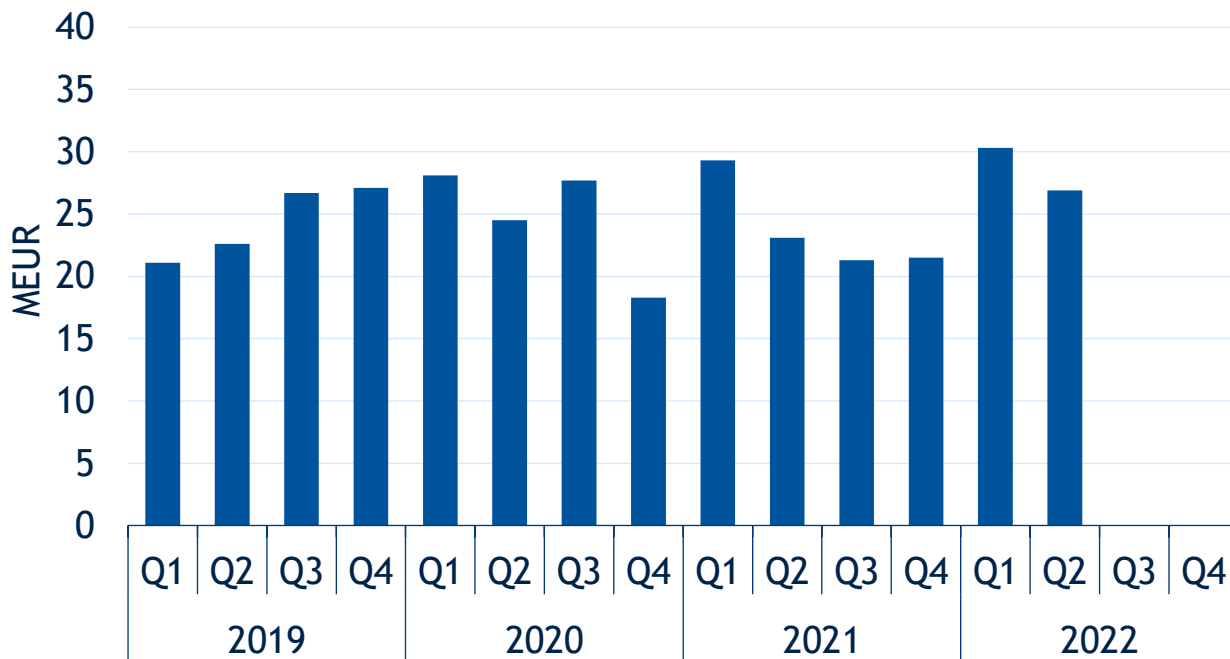


* Orion's sales to Bayer for commercial use + royalties from Bayer

Easyhaler® continued on a growth path

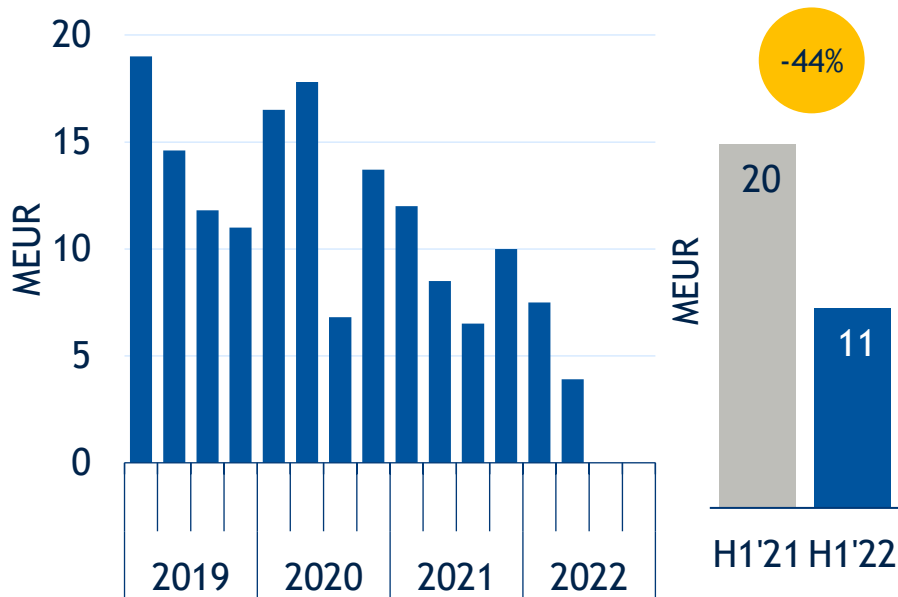


Sales of Parkinson's franchise +9%

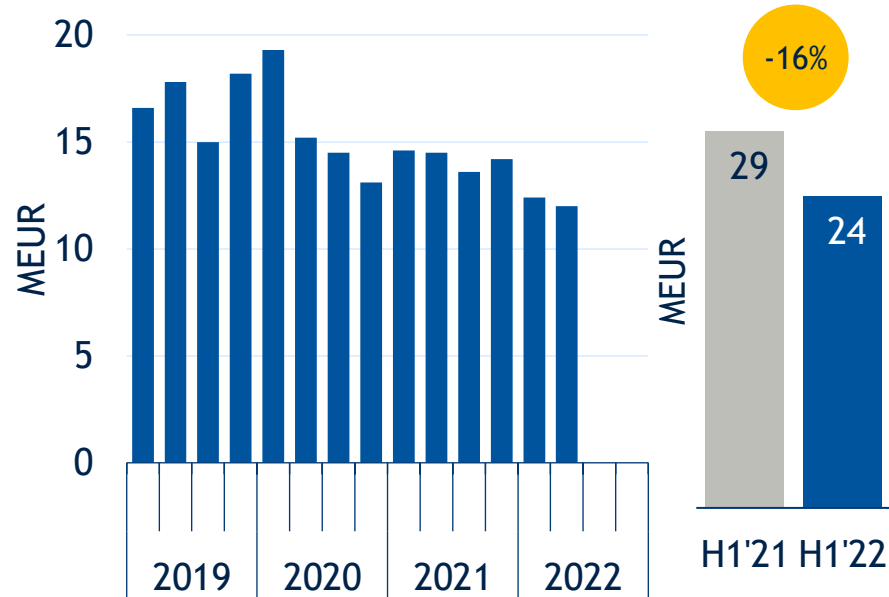


Dexdor® and Simdax® - declining as expected

Dexdor®



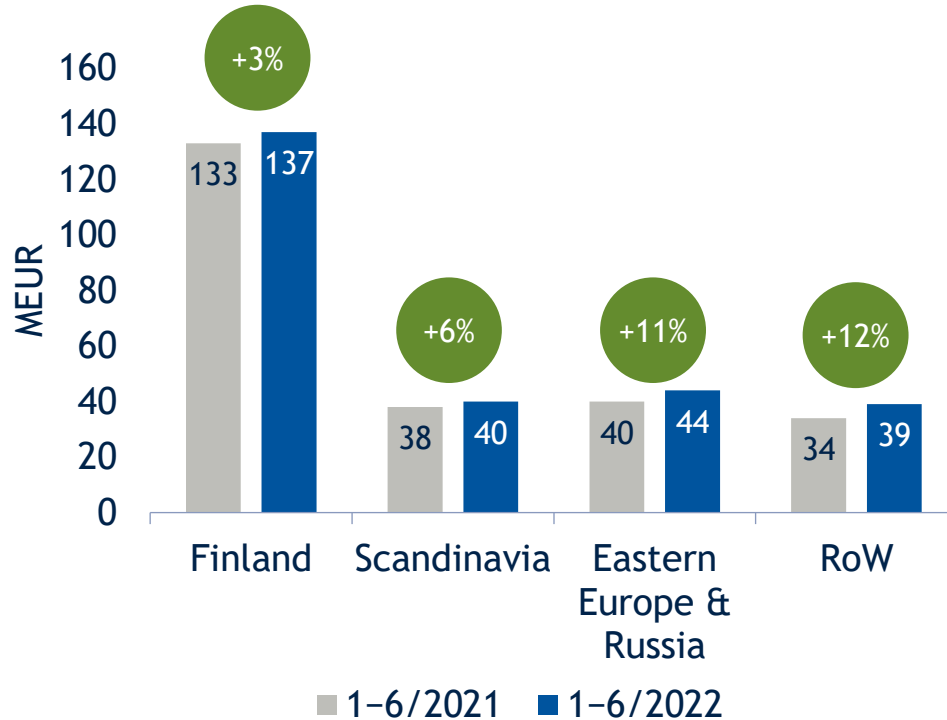
Simdax®



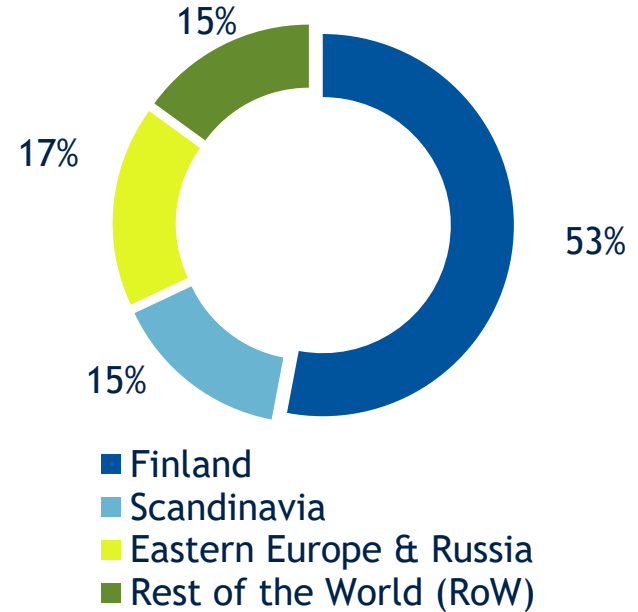


Specialty Products

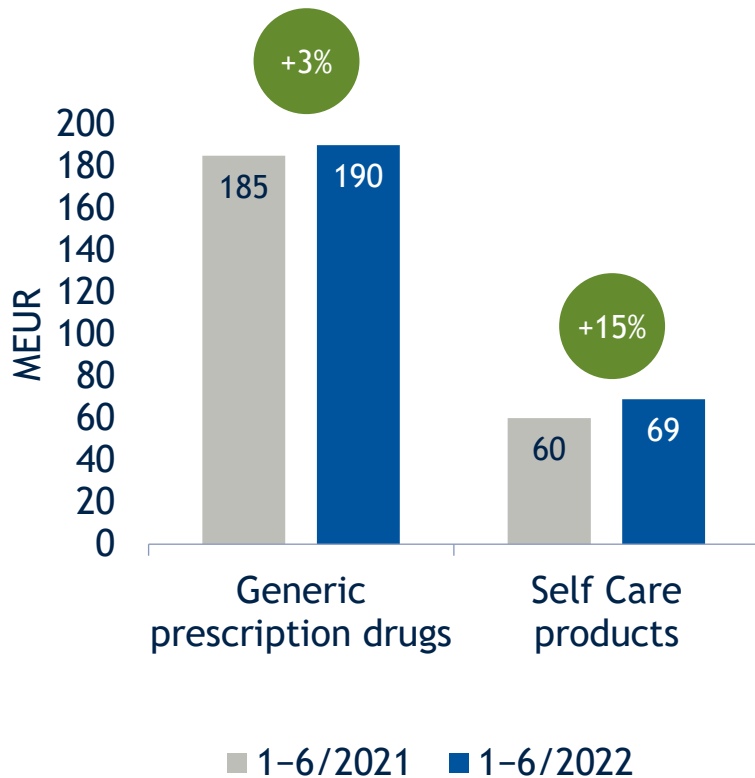
Growth in all main markets



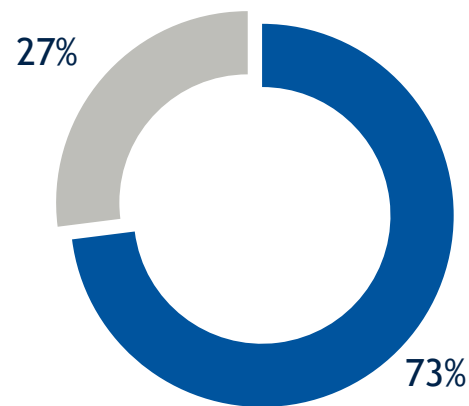
Sales split 1-6/2022



Growth in both product segments



Sales split 1-6/2022



■ 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* (1-6/2022)

MEUR **215** (227)

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

MEUR **53** (48)

Market development

-6%

Orion's development

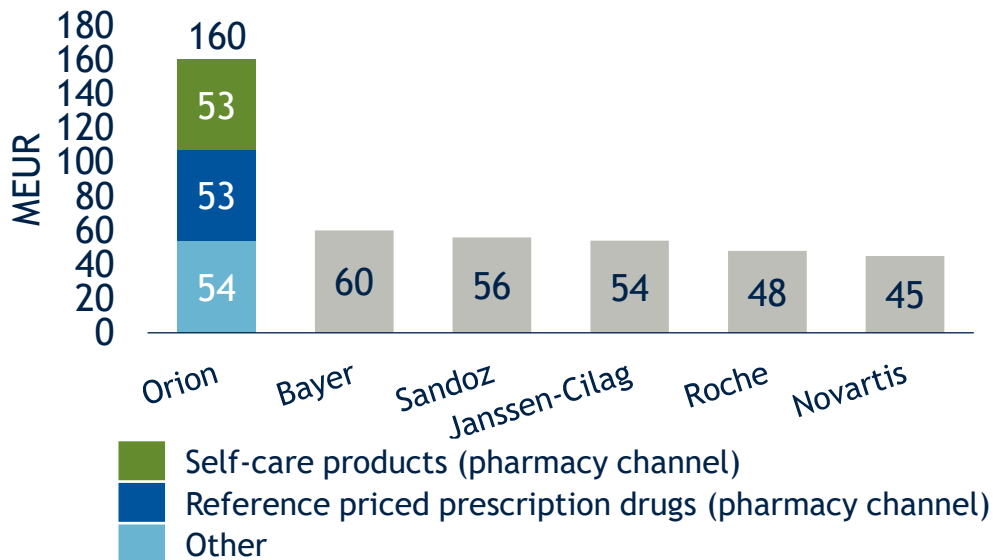
+11%



* 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.

Orion is strong in home market Finland

Human pharma market in Finland 1–6/2022
 Medicinal and non-medicinal products
 in hospital and pharmacy channels: EUR 1,487 million (+4%)



Reference priced prescription drugs

Orion market share in pharmacy

24%

(22%)*

* 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%

(25%)

Human pharmaceuticals total

Orion market share in hospital & pharmacy

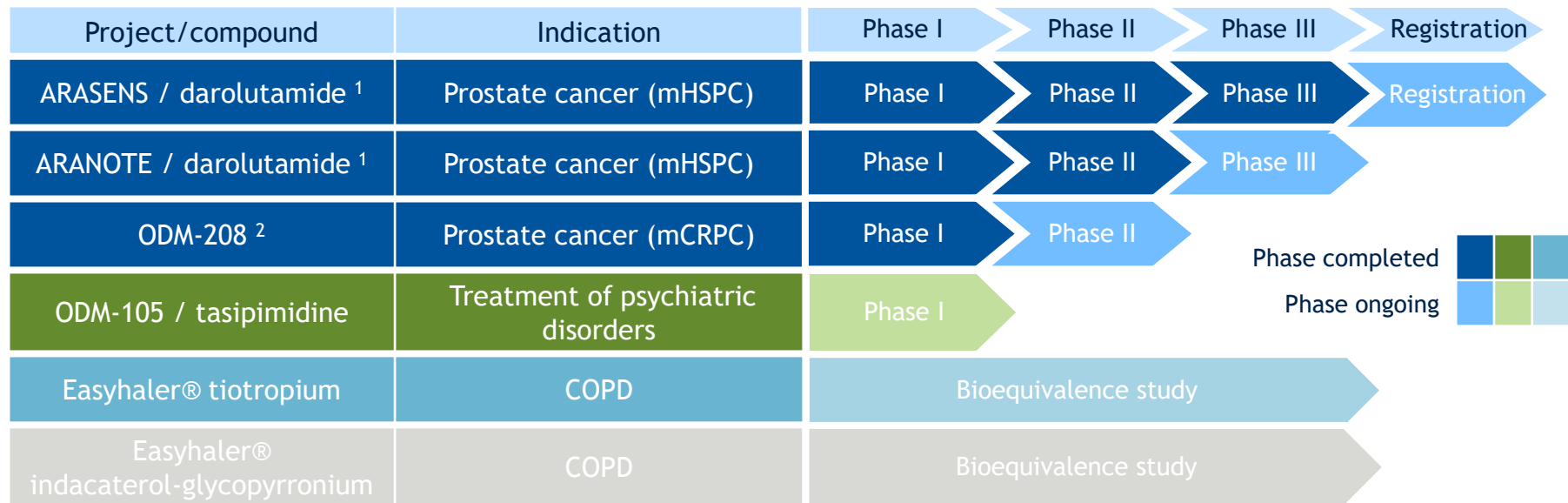
11%

(11%)



Research and development

Key clinical development pipeline



Oncology Neurology Respiratory

¹ In collaboration with Bayer

² In collaboration with MSD





Updates vs. Q1 2022:

- Development of Easyhaler® indacaterol-glycopyrronium terminated
- Orion and MSD announced a global development and commercialisation agreement for ODM-208



Orion and responsibility

Corporate responsibility - targets and performance in 2021

CORPORATE RESPONSIBILITY FOCUS AREA	TARGET	2021 PROGRESS
 <p>PATIENT SAFETY AS A TOP PRIORITY</p>	Ensuring reliable supply of medications	●
	Ensuring patient safety	●
 <p>ACTIVE WORK FOR A BETTER ENVIRONMENT</p>	Improving energy efficiency	●
	Achieving carbon neutrality of own operations by 2030	●
	Reducing the share of hazardous waste per total waste	●
 <p>CARE FOR WELL-BEING PROFESSIONALS</p>	Lost-Time Injury Frequency (LTIF 1) is 3.0 by the end of 2021	●
	Decrease absences due to illness	●
 <p>ETHICS AT THE CORE OF OUR BUSINESS</p>	Code of Conduct training for all employees	●
	Trainings on anti-corruption and anti-bribery matters	●
	100% of active packaging material, raw material and product suppliers signed Third Party Code of Conduct	●

Orion Group Sustainability Report 2021: <https://www.orion.fi/en/Sustainability/sustainability-reports/sustainability-report/>



Business targets and outlook

Focus areas in 2022

TARGET	KPIs 2022	Status on 30 June 2022
Increasing the sales of the current product portfolio	Significant increase in sales of Nubeqa® booked by Orion	On target
	Easyhaler® product portfolio sales increase by more than 5%	On target
Building up long-term growth	In-licensing of new products	In progress
	Portfolio enhancement through product acquisitions and M&A	On target
	Partner for ODM-208 development and commercialisation	Status on 13 July 2022
	Launch of Phase III clinical trial on ODM-208*	Target not attainable
	At least one new project proceeds to clinical development	In progress
	Solidifying the R&D portfolio with new collaboration agreements	On target

 On target

 In progress

 Target not attainable

 Not known

* Based on the decision to recruit additional patients to the ongoing Phase II study on ODM-208, further data from this trial is expected in 2023. Thus the status of this KPI for 2022 has changed.

Outlook for 2022 (published on 13 July 2022)

Net sales

Orion estimates that in 2022 net sales will be **clearly higher** than in 2021 (in 2021 net sales were EUR 1,041 million).

Operating profit

Operating profit is estimated to be **clearly higher** than in 2021 (in 2021 operating profit was EUR 243 million).



Key assumptions impacting the outlook

Net sales

- + Upfront payment
- + Nubeqa®
- + VMD acquisition
- Simdax®
- *dexdor*®

Operating profit

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



Upcoming events

Interim Report 1-9/2022	20/10/2022
Financial Statement	
Release for 2022	9/2/2023
AGM planned to be held	22/3/2023
Interim Report 1-3/2023	27/4/2023
Half-Year Financial Report	17/7/2023
Interim Report 1-9/2023	26/10/2023

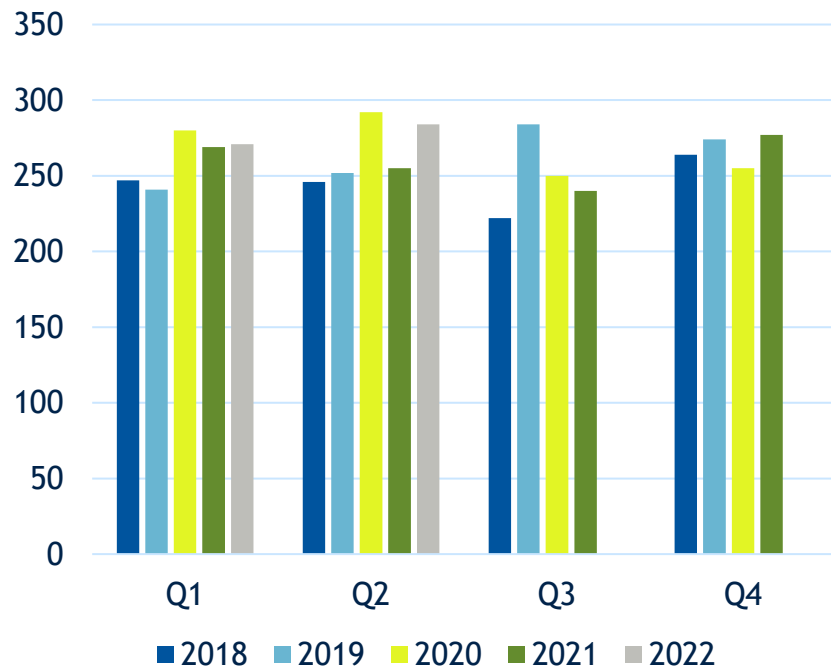


Building well-being

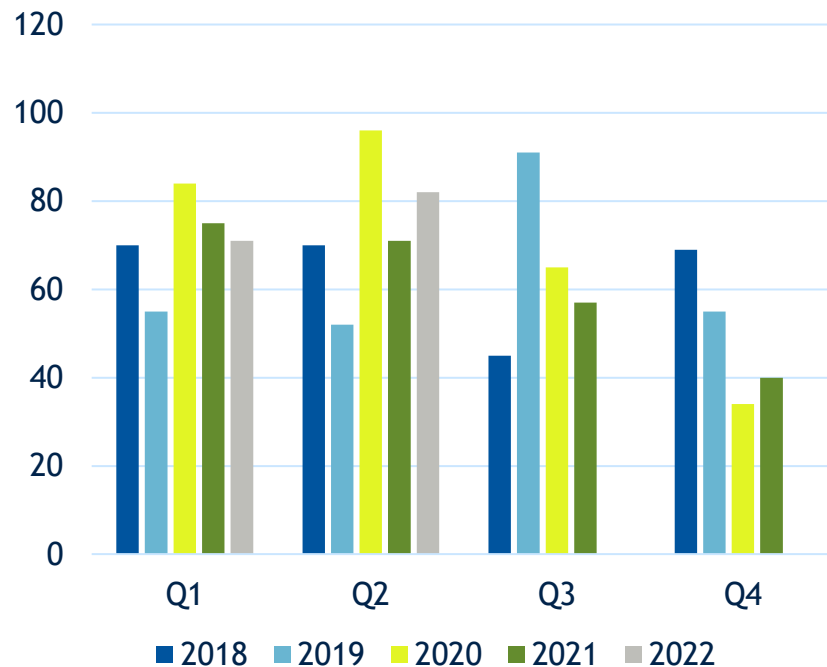
Appendix

Net sales and operating profit by quarter (MEUR)

Net sales

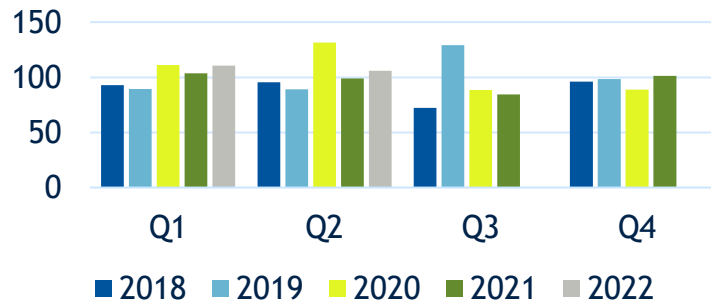


Operating profit

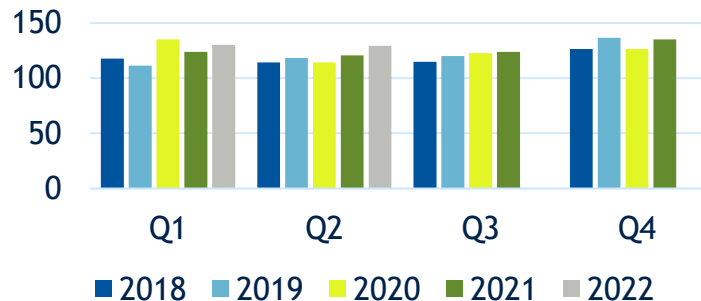


Quarterly net sales by unit (MEUR)

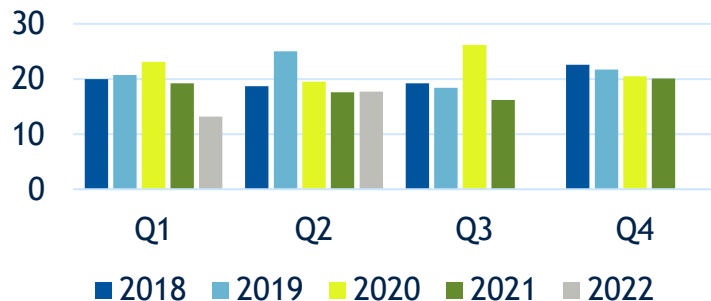
Proprietary Products



Specialty Products



Animal Health



Fermion & Contract Manufacturing

