



Orion
Full Year 2021
results presentation

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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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–December 2021

Orion performed again well amid the pandemic - many good news from the development programs

R&D

- The primary endpoint of ARASENS was met, ARANOTE trial was initiated
- EMA granted MA for Animal Health's Bonqat® and Tessie®
- Of the CYP11A1 projects, ODM-208 selected for the next development stage
- ODM-105 to clinical development
- New early research phase collaboration agreements

Business

- Nubeqa® sales booked by Orion showed strong growth
- Operating costs lower than anticipated e.g. due to COVID-19 pandemic
- Orion received sales and marketing rights for ganaxolone in Europe

Operating environment

- Production costs rising - difficult to pass on to own sales prices
- Risk of availability disruptions in products or raw materials remain high
- Orion has increased inventories of raw materials, supplies and products

Dividend

The Board of Directors proposes EUR 1.50 dividend per share

Key figures 1–12/2021

Net sales

1,041

MEUR (1,078)
-3%

Operating profit

243

MEUR (280)
-13%

Operating profit
margin

23%

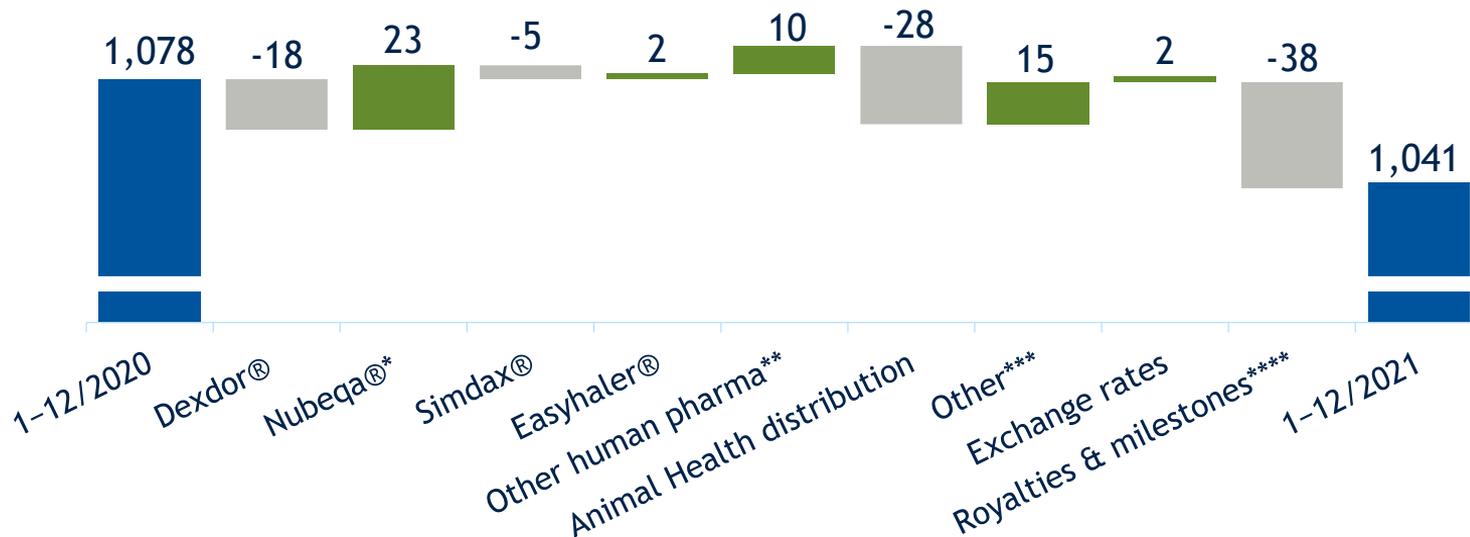
(26%)

Cash flow per share
before financial
items

0.96

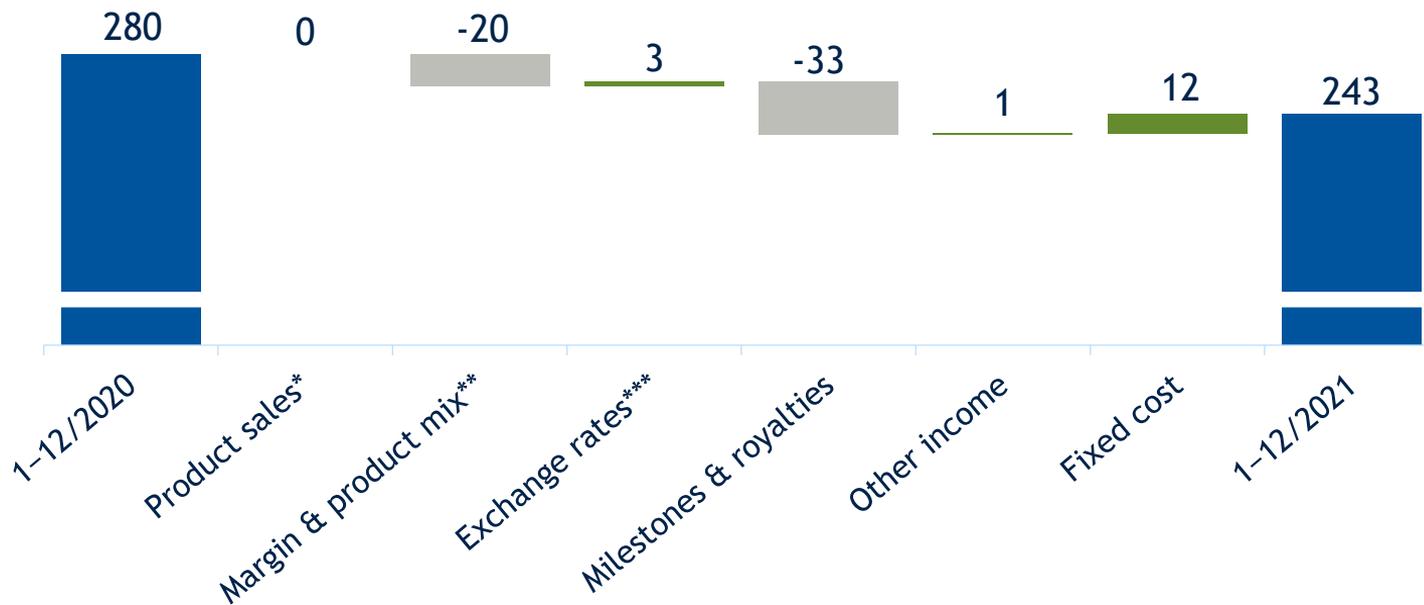
EUR (1.85)
-48%

Development of net sales in 1-12/2021 vs. 1-12/2020



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

Development of operating profit in 1-12/2021 vs. 1-12/2020

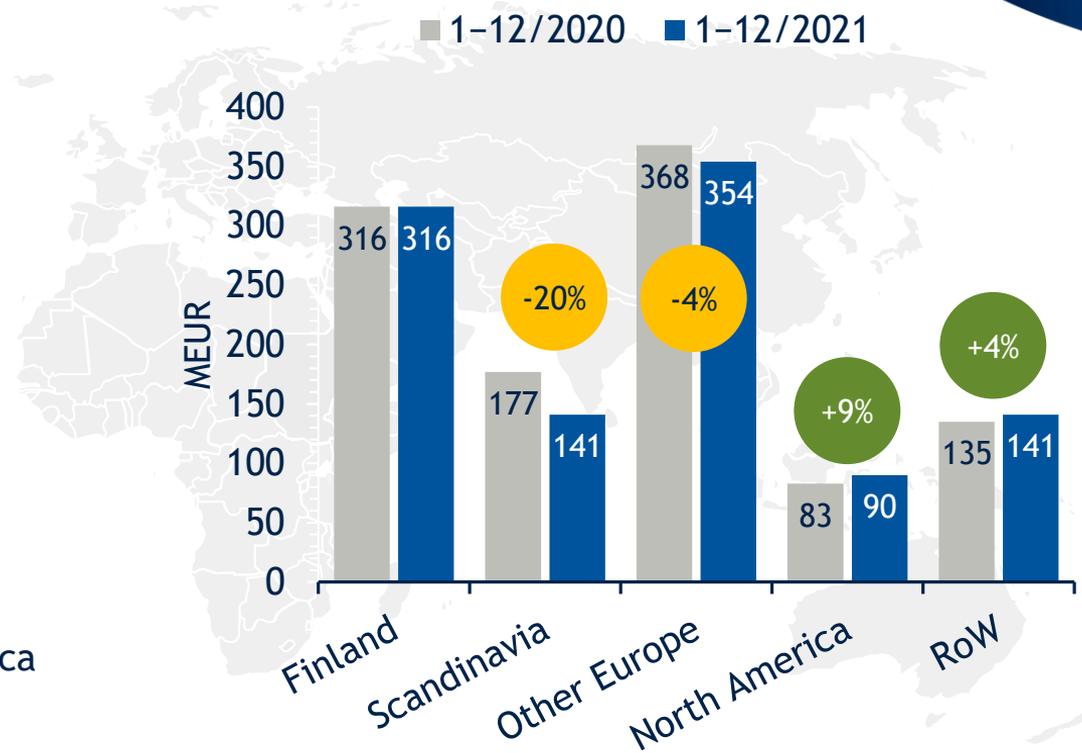
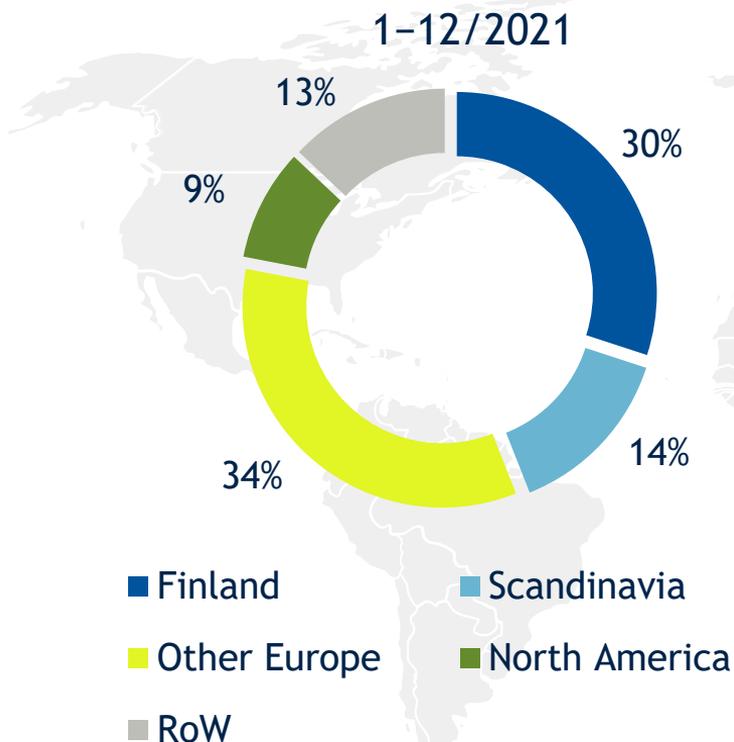


* Product & service sales without sales margin and product mix change and exchange rate effect

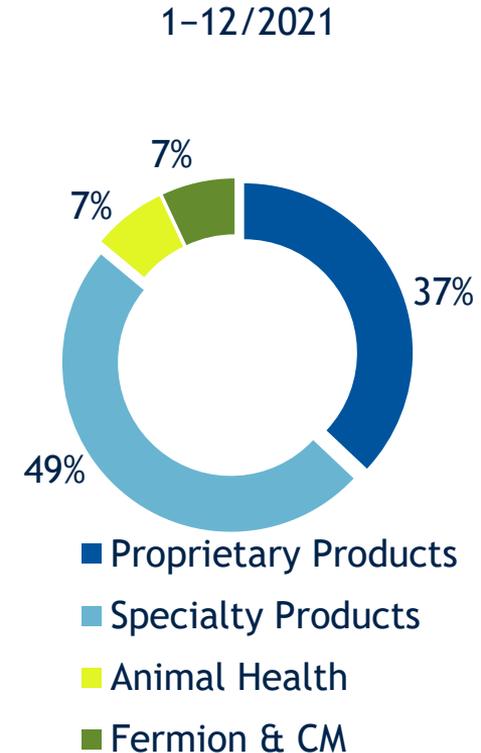
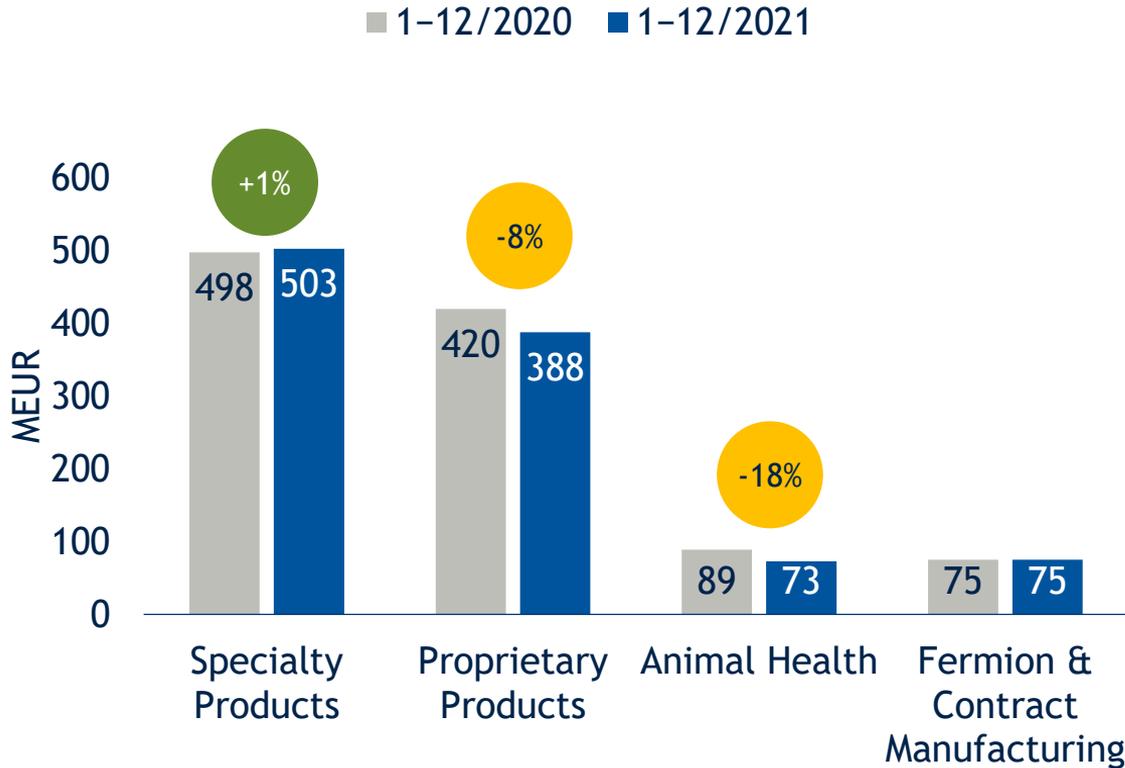
** Product sales margin and product mix change but without exchange rate effect

*** Exchange rate effect on gross margin

Geographical breakdown and development of net sales



Milestones, generic competition and the ending of Animal Health distribution agreement headwinds for revenue



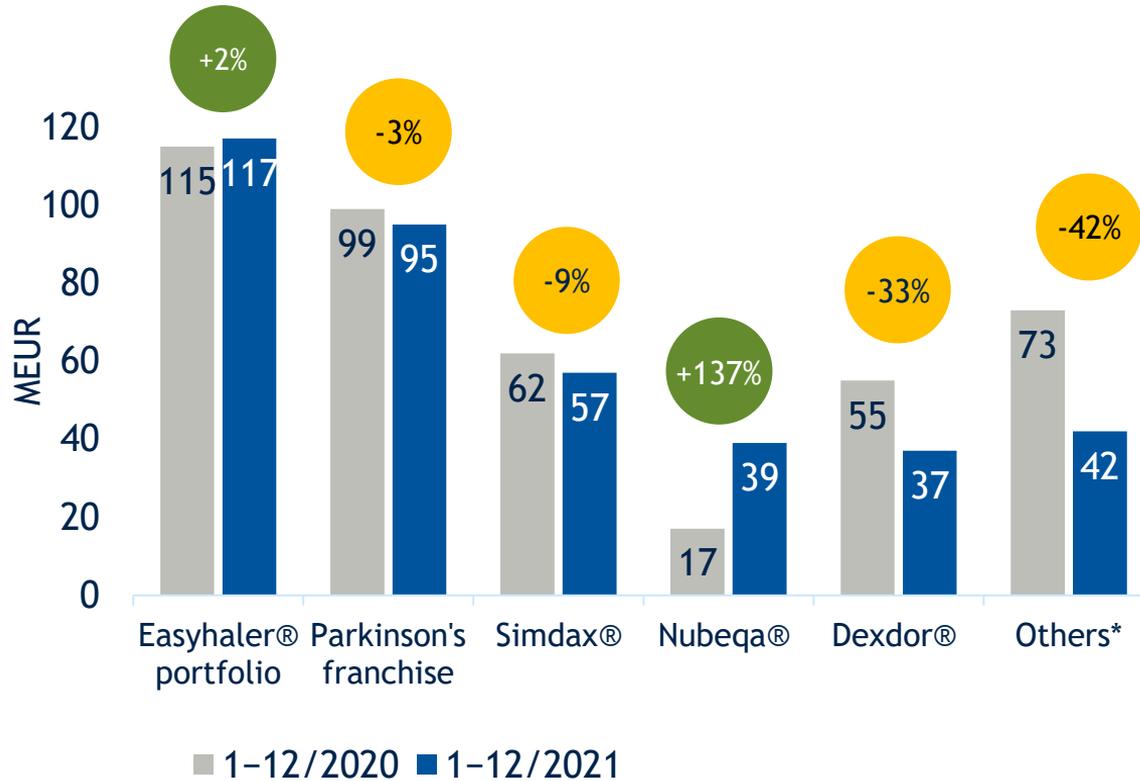
TOP 10 products in 1–12/2021

		EUR million	vs. 1–12/2020
1.	Easyhaler® product portfolio	117	+2%
2.	Stalevo®, Comtess®, Comtan®	95	-3%
3.	Simdax®	57	-9%
4.	Nubeqa®	39	+137%
5.	Dexdomitor®, Domitor®, Domosedan®, Antisedan®	39	+12%
6.	<i>dexdor</i> ®	37	-33%
7.	Burana®	24	+1%
8.	Divina® series	23	+12%
9.	Solomet®	22	+44%
10.	Biosimilars	22	+24%
	Proprietary Products	Specialty Products	Animal Health

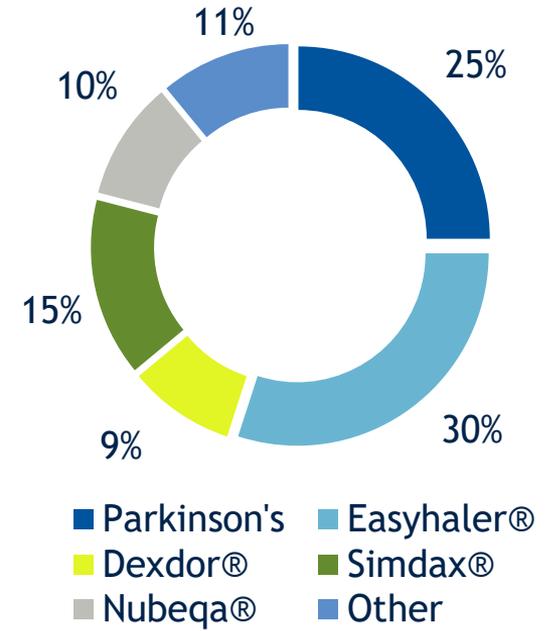


Proprietary Products

Nubeqa® continues strong growth as expected

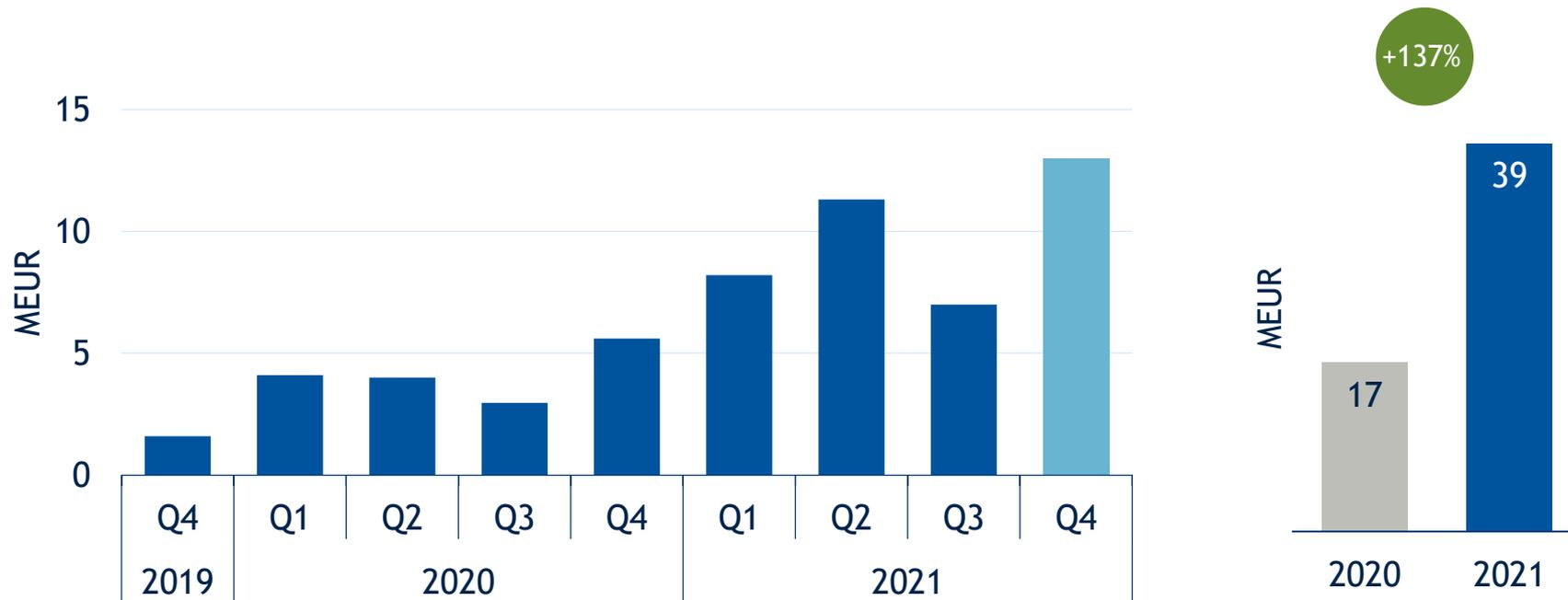


Proprietary Products sales split 1-12/2021



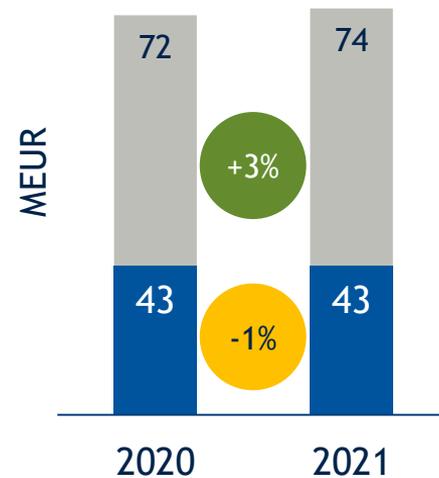
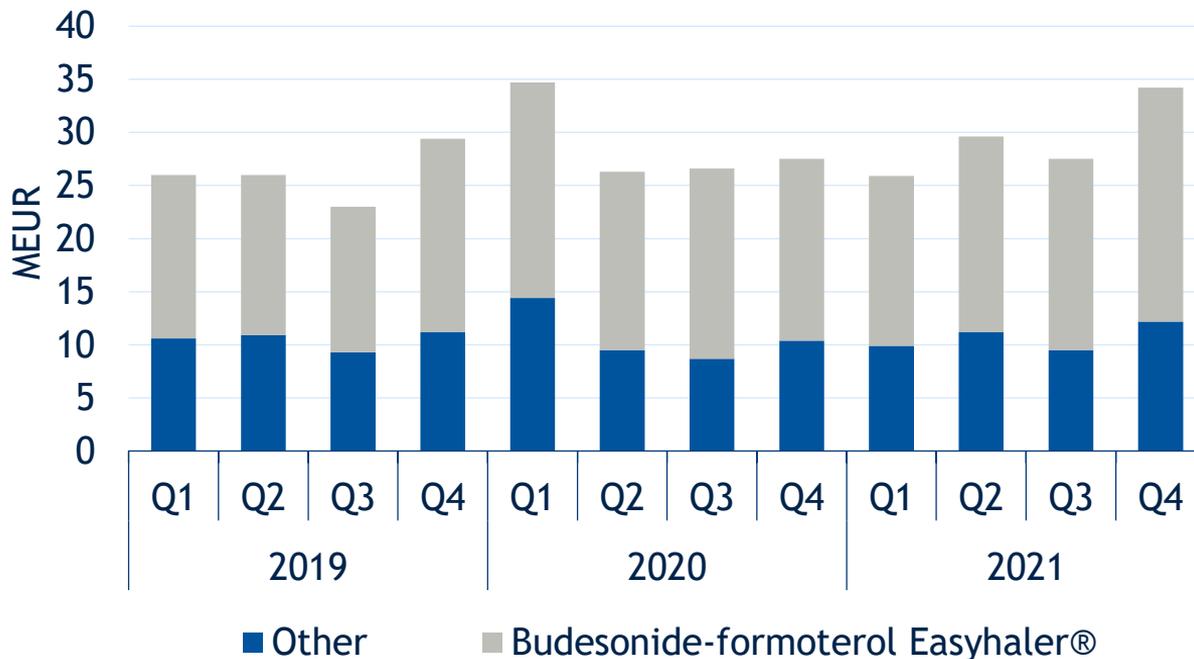
*) 'Others' include service sales, milestone payments and products such as Enanton®, Precedex® and pharmaceuticals sold for use in clinical trials.

Nubeqa® sales* booked by Orion showing strong growth

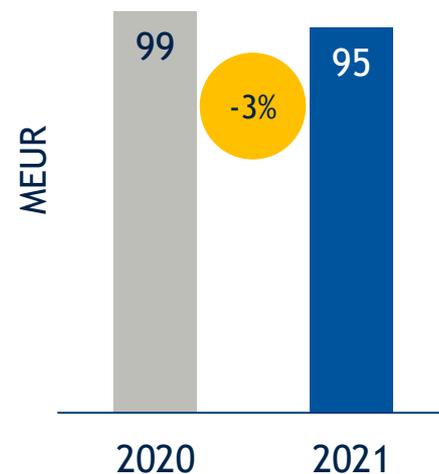
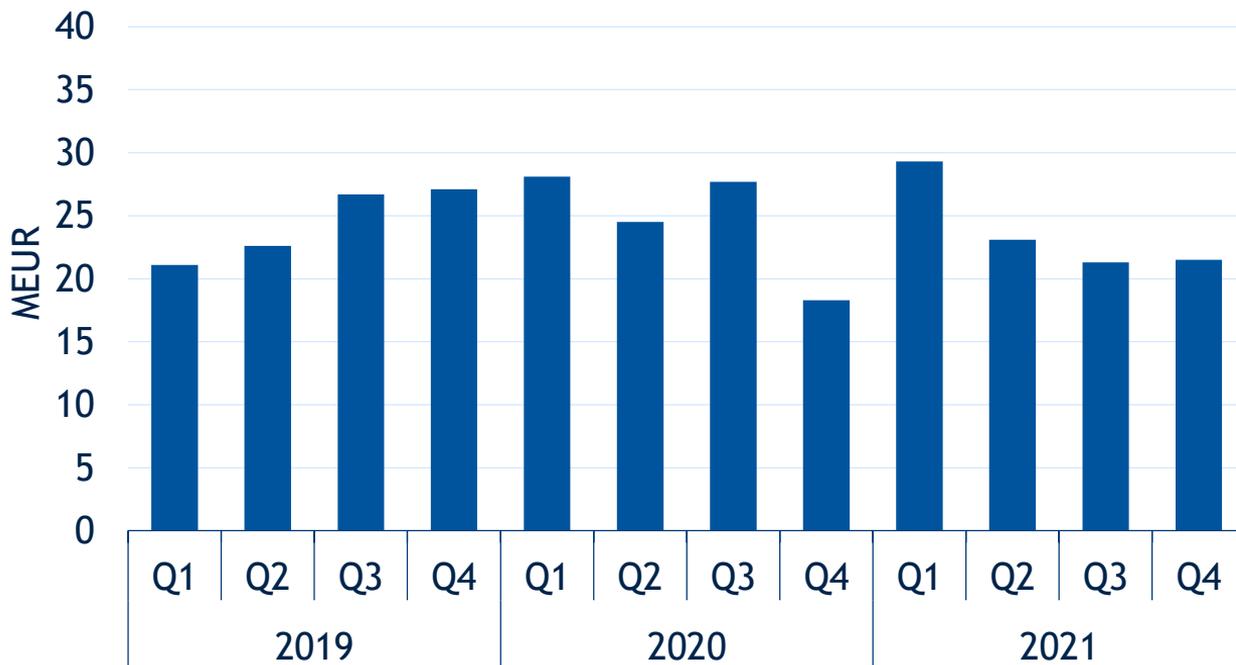


* Orion's sales to Bayer for commercial use + royalties from Bayer

Easyhaler® returned to growth path

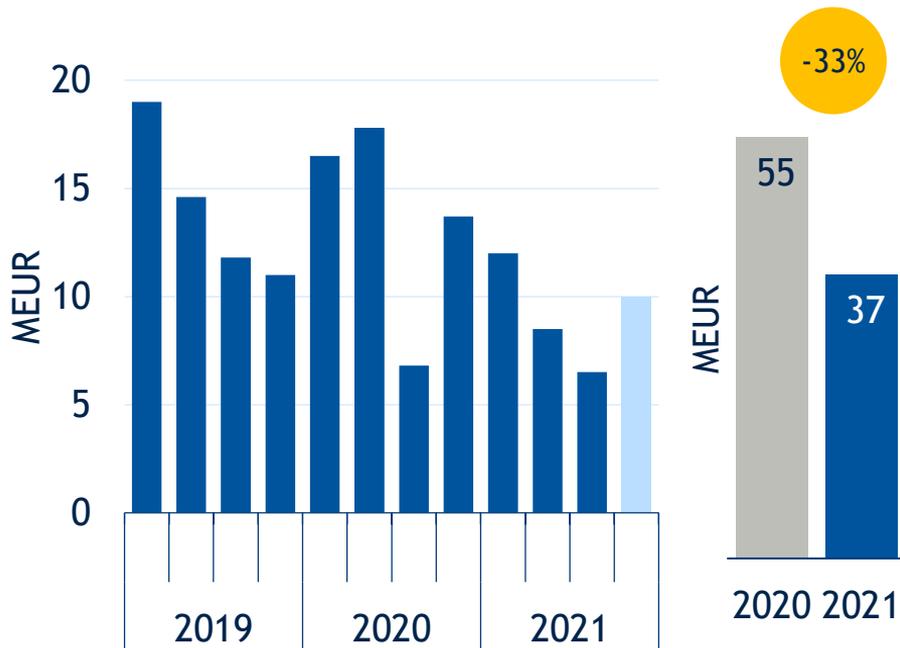


Sales of Parkinson's franchise -3%

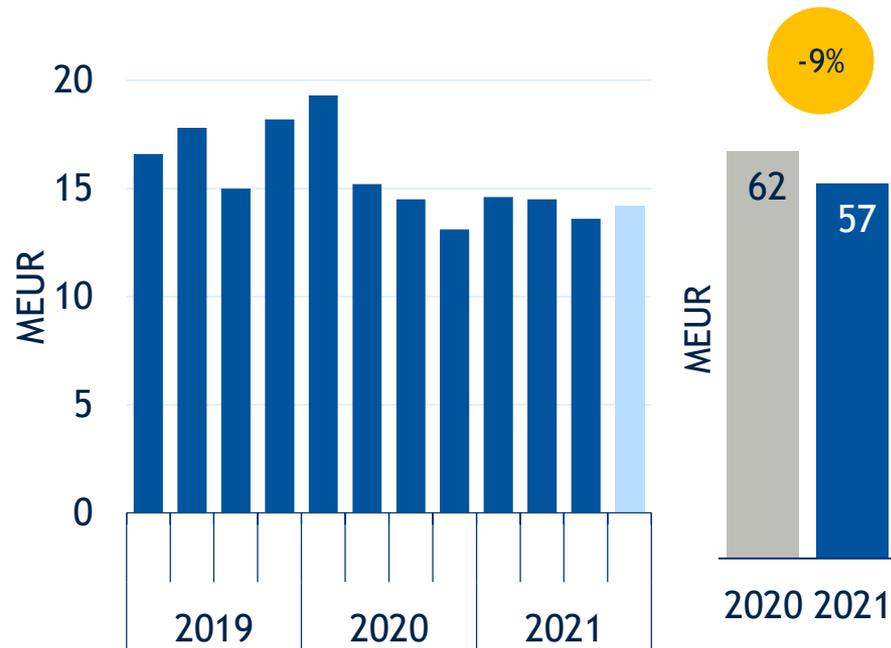


Dexdor® and Simdax® - decline slower than expected

Dexdor®



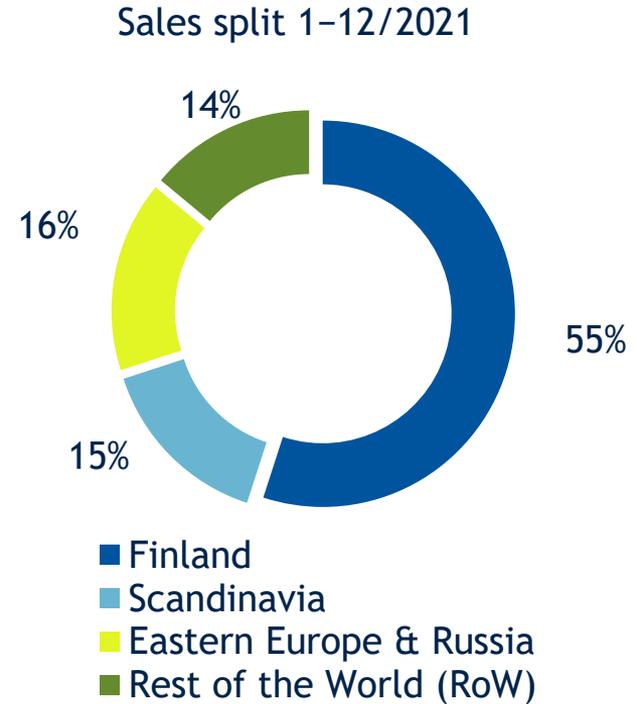
Simdax®



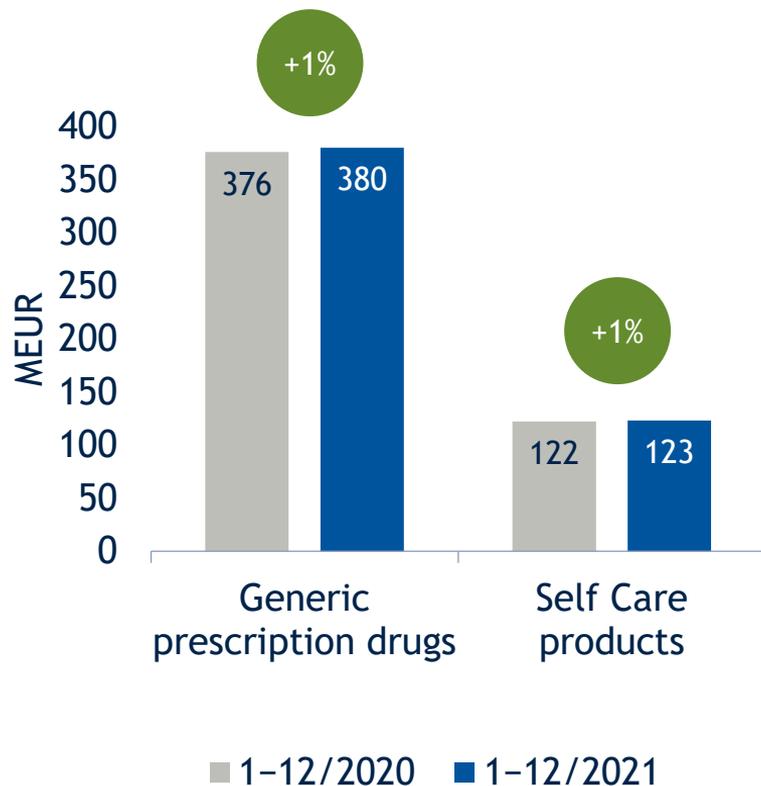


Specialty Products

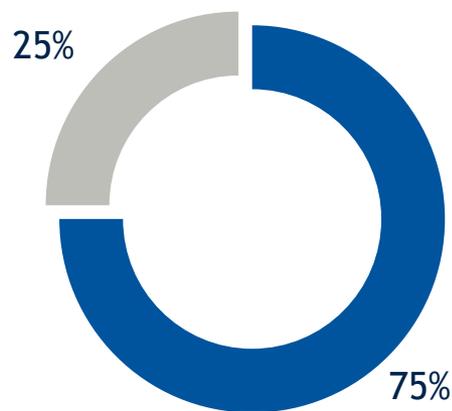
Good development in Eastern Europe and Russia



Small growth in both product categories



Sales split 1-12/2021



■ 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* (1-12/2021)

MEUR **433** (451)

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

MEUR **116** (111)

Market development

-4 %

Orion's development

+5 %

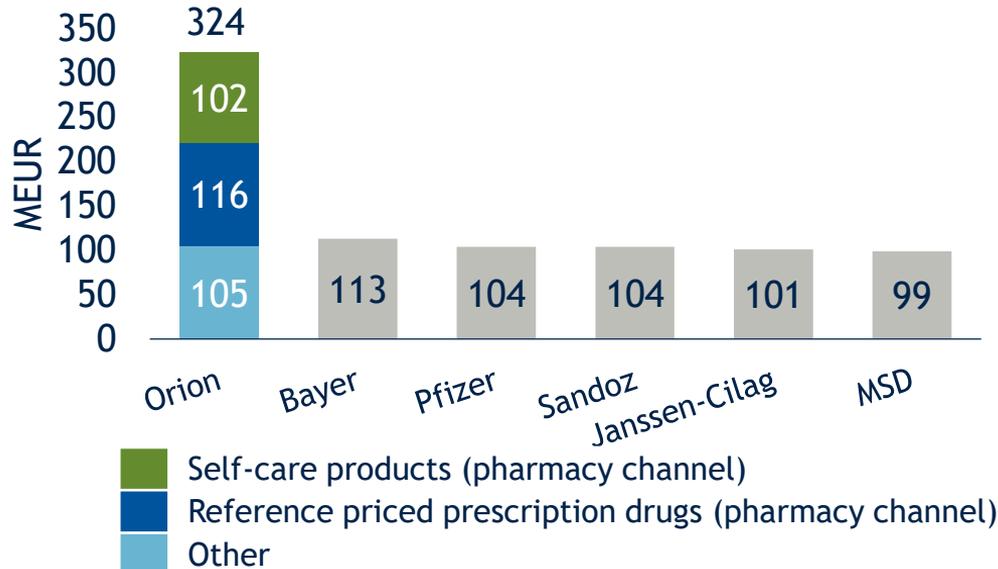


* The reference-priced prescription drugs group metric counts in products that were reference-priced prescription drugs at the time the statistics were compiled. For this reason, sales figure in the comparative period may deviate from previously published data.

Orion is strong in home market Finland

Human pharma market in Finland 1-12/2021

Medicinal and non-medicinal products
in hospital and pharmacy channels: EUR 2,984 million



Reference priced prescription drugs

Orion market share in pharmacy

27%

(25%)*

* 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%

(26%)

Human pharmaceuticals total

Orion market share in hospital & pharmacy

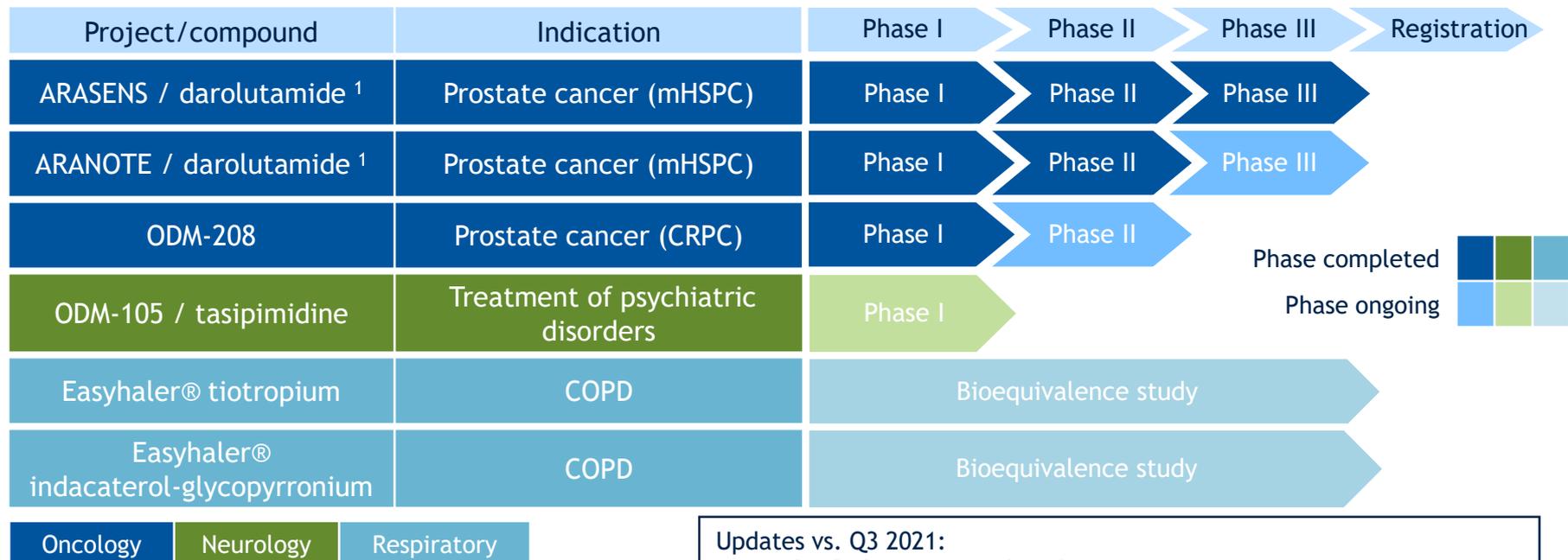
11%

(11%)



Research and development

Key clinical development pipeline



¹ In collaboration with Bayer

Updates vs. Q3 2021:

- ARASENS phase III completed
- Development of ODM-209 terminated because ODM-208 chosen for further development



Orion and responsibility

Orion's Sustainability Agenda and indicators 2021



Patient safety as a top priority



Active work for a better environment



Care for well-being professionals



Ethics at the core of our business



Customer complaints
(pharmaceuticals)

65

Ppm (76)



GxP* audits
by Orion

256

(141)



Greenhouse gas
emissions
(scope 1&2)

20,563

tCO2e (18,611)



Energy savings
target set for
2025
achieved

114%

(53%)



Injury rate

4.8

LTIF 1 (3.6)



Code of Conduct
training, no. of
participants

653

(3,410)



Business targets and outlook

Key business targets in 2021

	TARGET	STATUS on 31 Dec 2021
	Supporting sales growth and co-promotion in Europe with Bayer	Target reached
	Positive outcome from Phase III ARASENS trial	Target reached
	Taking phase III ARANOTE trial forward together with Bayer	Target reached
EASYHALER	Sales growth	Target partly reached
ODM-208	Taking the development program forward according to plan	Target reached
Finland	Maintenance and strengthening of market position	Target reached
Scandinavia	Reinforcing Orion's position in generic prescription drugs	Target partly reached
Enable future growth	In-licensing of new products	Target reached
	Portfolio enhancement through product acquisitions and M&A	Target not reached

 Target reached

 Target partly reached

 Target not reached

 Not known

Focus areas in 2022

TARGET	KPIs 2022
Increasing the sales of the current product portfolio	Significant increase in sales of Nubeqa® booked by Orion
	Easyhaler® product portfolio sales increase by more than 5%
Building up long-term growth	In-licensing of new products
	Portfolio enhancement through product acquisitions and M&A
	Partner for ODM-208 development and commercialisation
	Launch of Phase III clinical trial on ODM-208
	At least one new project proceeds to clinical development
	Solidifying the R&D portfolio with new collaboration agreements

Outlook for 2022 (published on 10 February 2022)

Net sales

Orion estimates that in 2022 net sales will be **at a similar level** as in 2021 (in 2021 net sales were EUR 1,041 million).

Operating profit

Operating profit is estimated to be **at a similar level** as in 2021 (in 2021 operating profit was EUR 243 million).



Key assumptions impacting the outlook

Net sales

- + Nubeqa®
- Simdax®
- *dexdor*®

Operating profit

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



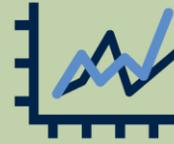


Orion's strategic growth target 2025

Orion's financial objectives and outcome in 2021



Growing net sales more rapidly than growth of the pharmaceuticals market. Achievement of this objective requires continuous investment in development of the product portfolio.



Keeping the equity ratio at least 50%.



Maintaining profitability at a good level. The aim is operating profit that exceeds 25% of net sales.



Distributing an annual dividend that in the next few years will be at least EUR 1.30 per share, and increasing the dividend in the long term.

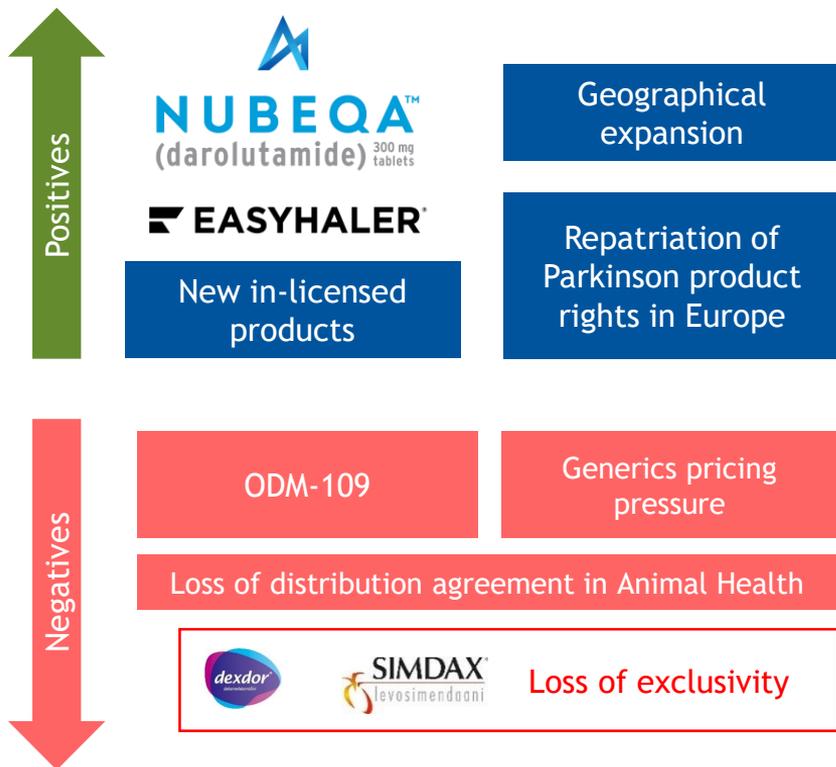
STRATEGIC GROWTH TARGET: EUR 1.5 BILLION NET SALES BY THE END OF 2025

Financial targets are all important

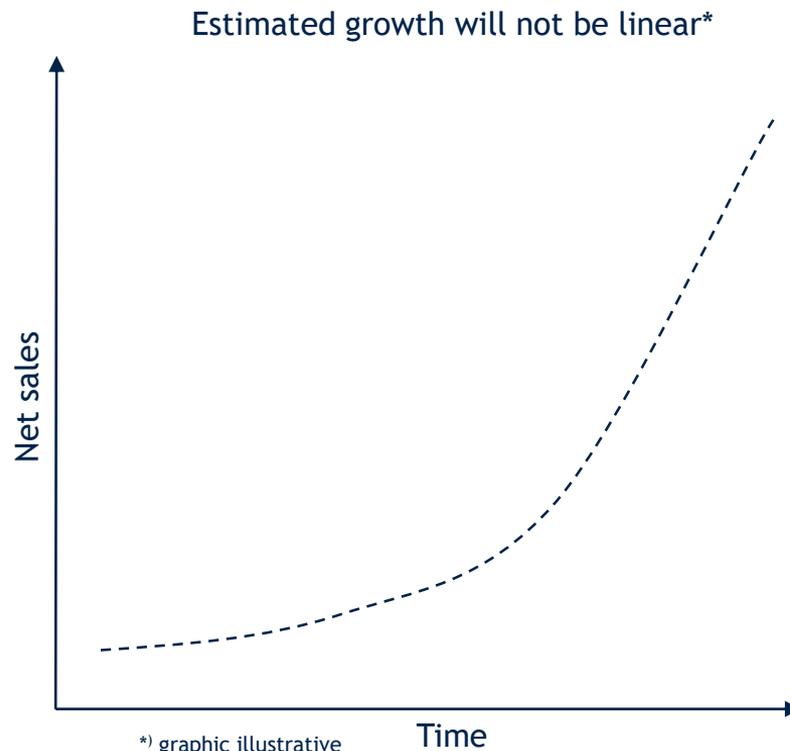
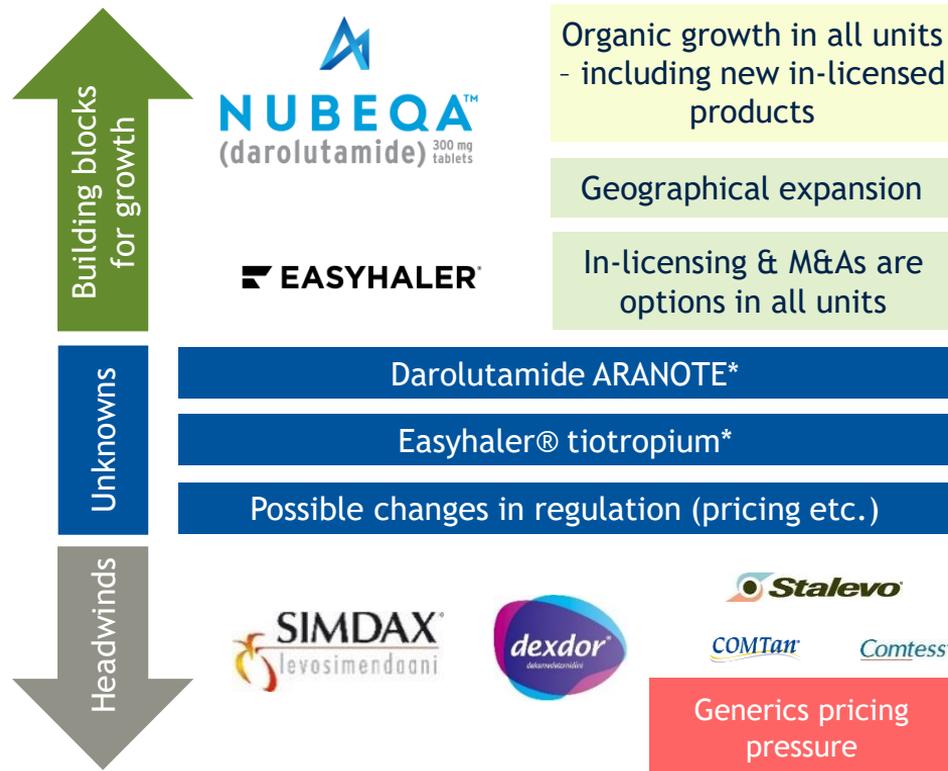
Right balance needed

Relative importance of targets change over time

2025 Growth target - key positives and negatives so far



Path to the 2025 target from 2022 onwards - main drivers





Upcoming events

AGM planned to be held	23/3/2022
Interim Report 1-3/2022	28/4/2022
Half-Year Financial Report	15/7/2022
Interim Report 1-9/2022	20/10/2022

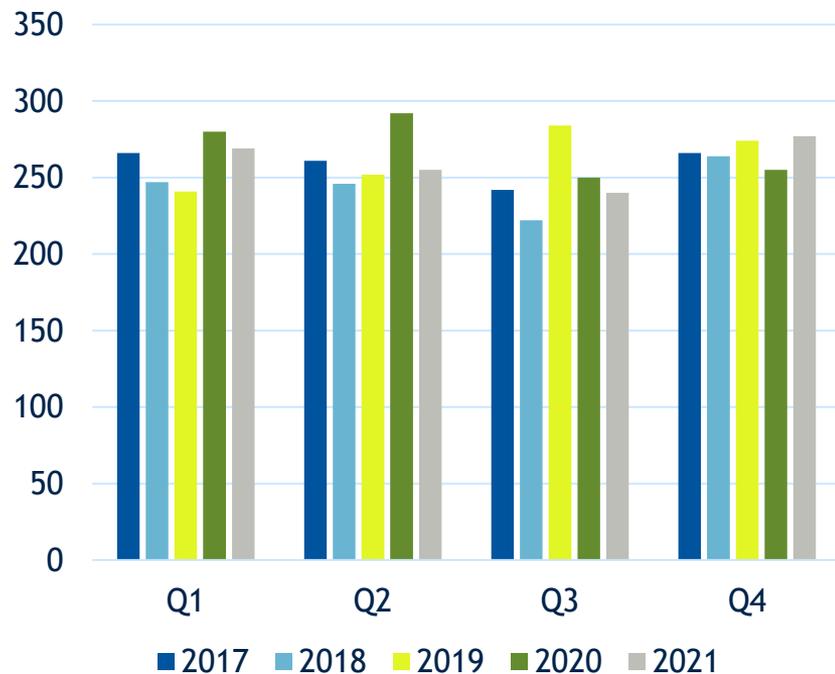


Building well-being

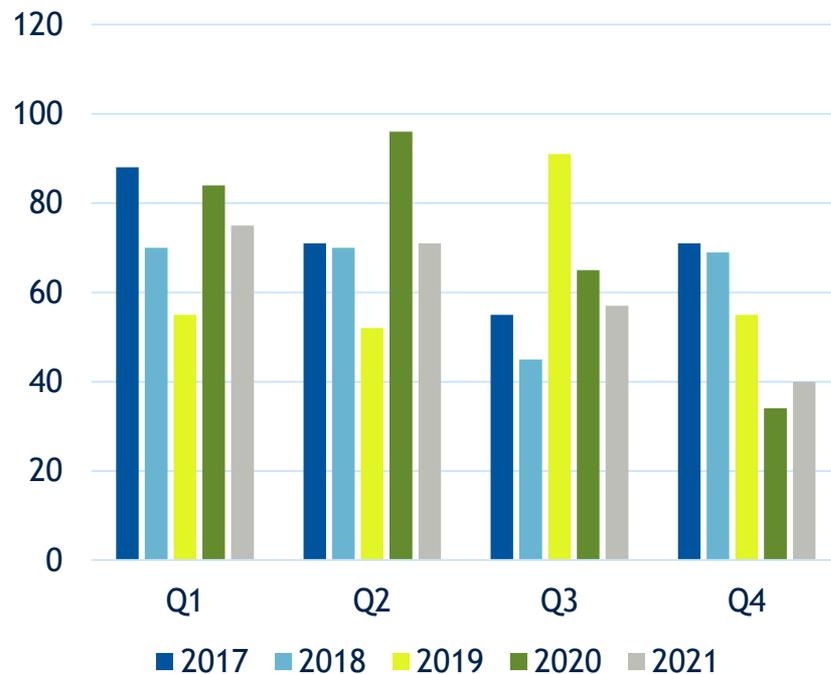
Appendix

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

