



# 13 key global pharma markets in 8/2005 – 7/2006

Source: IMS Health Retail Drug Monitor 7/2006

	Pharma sales 8/05 - 7/06 USD billion	Change on comparative period	Break-down
North America	203.5	+5%	54%
Europe top 5	92.4	+4%	24%
Japan	57.5	+3%	15%
Latin America top 3	18.3	+22%	5%
Australia / New Zealand	5.7	+4%	2%
13 key markets total	377.4	+5%	100%
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- Great differences between therapeutic categories appear among individual countries.
- The best-selling single medicine is the cholesterol lowering drug Lipitor (atorvastatin), MAT sales USD 11.5 billion.



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USA	15.6 %	8.5 %	7.1 %	
Germany	/ 15.7 %	10.1 %	5.6 %	
Sweden	17.5 %	9.2 %	8.3 %	
Finland	32.1 %	23.6 %	8.5 %	
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	<b>1-9/2006</b> Proforma	1-9/2005 Proforma	Change %	<b>2005</b> Proforma
Net sales, EUR million	478.8	438.4	+9.2%	585.6
Operating profit, EUR million	160.1	129.3	+23.8%	155.2
% of net sales	33.4%	29.5%		26.5%
Profit before taxes, EUR million	160.2	128.5	+24.7%	154.3
Earnings per share, EUR	0.85	0.71	+19.0%	0.83
R&D expenses, EUR million	59.9	55.8	+7.5%	80.1
ROCE, %	52.0%	44.1%		40.7%
ROE, %	38.9%	38.4%		32.9%
Equity ratio %	74.6%	65.1%		65.6%
Gearing, %	-16.4%	-15.5%		-28.7%
Personnel at end of period, persons	3,052	2,989	+2.1%	3,003

EUR million	<b>1-9/2006</b> Proforma	<b>1-9/2005</b> Proforma	Change	<b>2005</b> Proforma
Net sales	478.8	438.4	+9.2%	585.0
Cost of goods sold	-150.7	-140.2	+7.5%	-188.9
Gross profit	328.1	298.2	+10.0%	396.
Other operating income	12.8	9.8	+30.8%	11.4
Selling and distribution costs	-93.2	-93.6	-0.4%	-129.3
R&D expenses	-59.9	-55.8	+7.5%	-80.1
Administrative expenses	-27.6	-29.3	-5.7%	-43.4
Operating profit, EBIT	160.1	129.3	+23.8%	155.2
Profit before taxes	160.2	128.5	+24.7%	154.3
Profit for the period	118.8	97.7	+21.6%	113.9









Private corpo- rations 8.5%	Nominee registered 21.5%	Non-profit organis. 6.6%	shares is 141.3 million, of which class A 56.1 million class B 85.2 million.	
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	Net sales EBIT Proforma Proforma			
	EUR m	Change	EUR m	Change
Pharmaceuticals	449.1	+9.6%	150.4	+18.5%
Diagnostics	31.1	+2.6%	6.0	+15.3%
Group items	-1.4	-10.0%	3.7	-231.5%
Group total	478.8	+9.2	160.1	+23.8%

	1-9/2006	1-9/2005		2005
EUR million	Proforma	Proforma	Change	Proforma
Pharmaceuticals business	449.1	409.7	+9.6%	547.0
Proprietary Products	191.0	166.0	+15.1%	214.9
Specialty Products	163.4	162.1	-0.8%	224.3
Animal Health	47.9	44.8	+6.9%	59.5
Fermion	28.6	27.3	+4.9%	38.4
Other pharmaceuticals business	18.2	9.5	+91.0%	9.9
Diagnostics business	31.1	30.3	+2.6%	40.8
Group items	-1.4	-1.6	-10.0%	-2.1
Group total	478.8	438.4	+9.2%	585.6

## Pharmaceuticals business in 1-9/2006

EUR million	<b>1-9/2006</b> Proforma	<b>1-9/2005</b> Proforma	Change	<b>2005</b> Proforma	
Net sales	449.1	409.7	+9.6%	547.0	
Operating profit, EBIT	150.4	127.0	+18.5%	154.7	

- Favourable profit development continued
  - Sales of products from in-house R&D generated EUR 206.6 (176.8) million, +16.9%, accounting for 46% (43%) of the net sales
  - Entacapone franchise generated EUR 137.2 (112.8) million in net sales, +22%
  - Supply of Stalevo and Comtan to Novartis amounted to EUR 83.7 (62.3) million, up by 34%
  - R&D expenditure was EUR 56.9 (53.3) million, representing 12.7% (13.0%) of the net sales

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• In early research, a new COMT enzyme inhibitor for Parkinson's Disease, molecules affecting alpha 2 receptors in the central nervous system, and selective androgen receptor modulators (SARM) are studied, among others.



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Name	Indication	Discovery and pre- clinical	Clinical phase I	Clinical phase II	Clinical phase III	Regulatory
CNS research COMT inhibition Alpha-2 receptor pharmacology	Parkinson's Disease Schizophrenia	Note: The right end of each bar represents the				
CCC research Calcium handling in myocardium	Heart failure Sedation in ICU		status of current development.			
HTU research Steroid receptor pharmacology	Prostate cancer SARM					
Oral levosimendan (human and animal health)	Chronicheart failure					
Dexmedetomidine (European development)	Sedation in ICU					
Entacapone LCM (Stalevo)	Parkinson's Disease					
Toremifene (Acapodene)	Prostate cancer					
I.v. levosimendan (Simdax)	Acute heart failure					
HRT	LIDT					

(Divigel, US and Japan)	HRT			
Easyhaler	Asthma			
Several products in LCM development (ca 20)	Several indications			
Several in-licensed (ready) products (> 30/ annum)	Several indications			
Orion R&D/PP bu	siness Deve	eloped by partner	Orion R&D/ S	SpP business
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# Diagnostics business in 1-9/2006

E	UR million	<b>1-9/2006</b> Proforma	<b>1-9/2005</b> Proforma	Change	<b>2005</b> Proforma	
١	let sales	31.1	30.3	+2.6%	40.8	
C	Operating profit, EBIT	6.0	5.2	+15.3%	6.3	

- Orion Diagnostica showed flat net sales growth, but an increasing part of the sales is composed of new product generations
- The QuikRead® CRP infection tests continued to show the best growth.
- As a whole, the financial performance was good, and the operating profit margin improved from the comparative period.

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### **Diagnostics business**

• Net sales and operating profit will improve from the previous year.



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### **Dividend policy**

 In the dividend distribution Orion takes into account the distributable funds as well as the medium-long and long-term needs of capital expenditure and other financial needs required for the achievement of the financial objectives.



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Orion's reporting schedu	ule in 200	7					
Due to the demerger on 1 July 2006, the first accounting period of Orion Corporation is 1 July – 31 December 2006.							
Proforma financial review of 2006 and Financial Statements for 7-12/2006 Annual Report	Tuesday	6 February 2007 week 10/2007					
AGM	Monday	2 April 2007					
Interim Report 1-3/2007 Interim Report 1-6/2007 Interim Report 1-9/2007	Wednesday Monday Wednesday	25 April 2007 6 August 2007 24 October 2007					
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