



Orion Investor 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.

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.

Content



- 1) Orion in brief
- 2) R&D
- 3) Highlights of 1-9/2019
- 4) Outlook and financials
- 5) Businesses
- 6) Sustainability
- 7) Financial calendar



Orion in brief

Investor Presentation © Orion Corporation



Key messages

1 Orion develops, manufactures and markets human and animal pharmaceuticals, and APIs. Products marketed in >100 countries.

2 Balanced business model: Both proprietary drugs and generics.



3 Growth targeted through new in-house developed drugs.

4 Core therapy areas in R&D: oncology, CNS, respiratory diseases (Easyhaler® product family) and rare diseases (Finnish disease heritage).

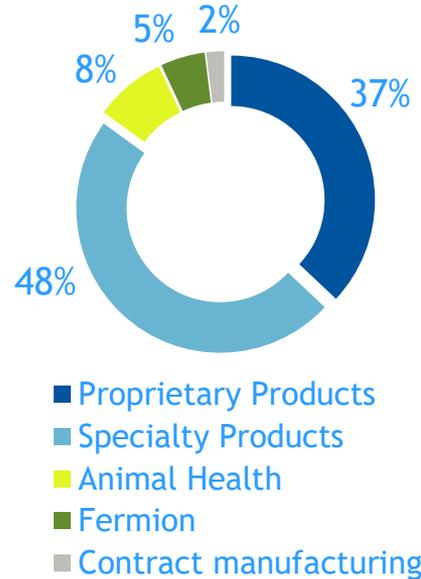
5 Strong position in the Nordic generics market.

6 Strong profitability, stable dividends.

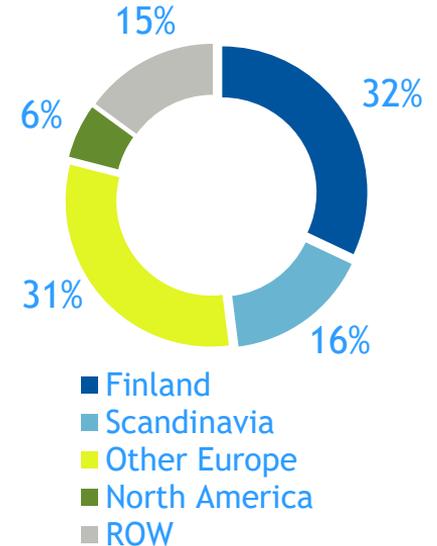
Orion at a glance (2018 figures)

	Net sales 977 MEUR
	Operating profit 253 MEUR
	Personnel 3,154
	R&D investments 104 MEUR
	6 production sites in Finland
	Own sales unit in 26 European countries

Sales by business



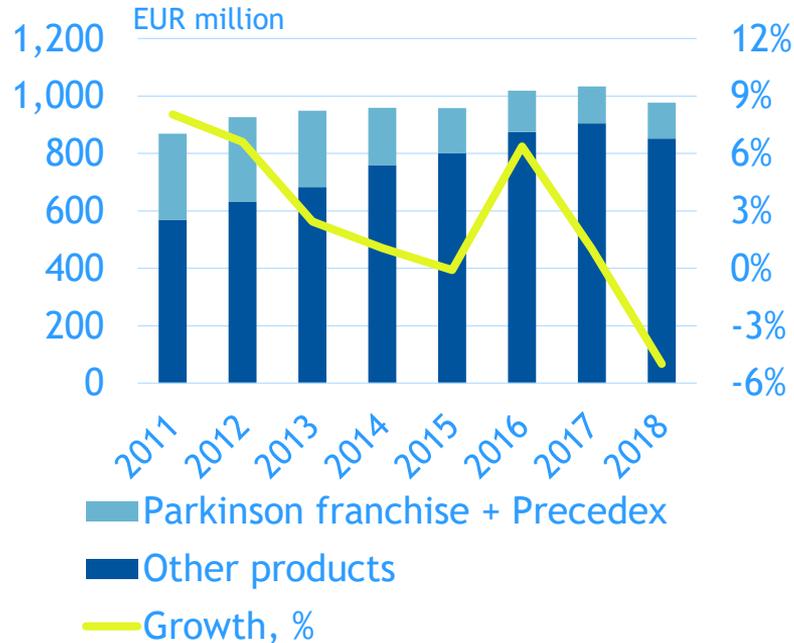
Sales by market area



On 21 April 2018, Orion signed an agreement on the sale of all shares in Orion Diagnostica Oy (i.e. the Orion Diagnostica business division). Following the transaction, that was completed on 30 April 2018, Orion Diagnostica business is reported as discontinued operation. All figures in this presentation are for continuing operations, if not otherwise stated.

Steady development despite patent expiries

Net sales



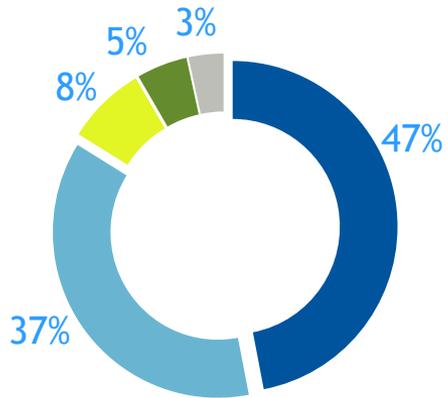
Operating profit



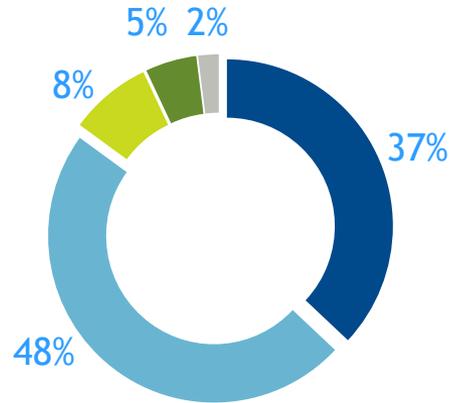
On 21 April 2018, Orion signed an agreement on the sale of all shares in Orion Diagnostica Oy (i.e. the Orion Diagnostica business division). Following the transaction, that was completed on 30 April 2018, Orion Diagnostica business is reported as discontinued operation. All figures in this presentation are for continuing operations, if not otherwise stated.

Orion's product mix has changed

Sales by business 2011

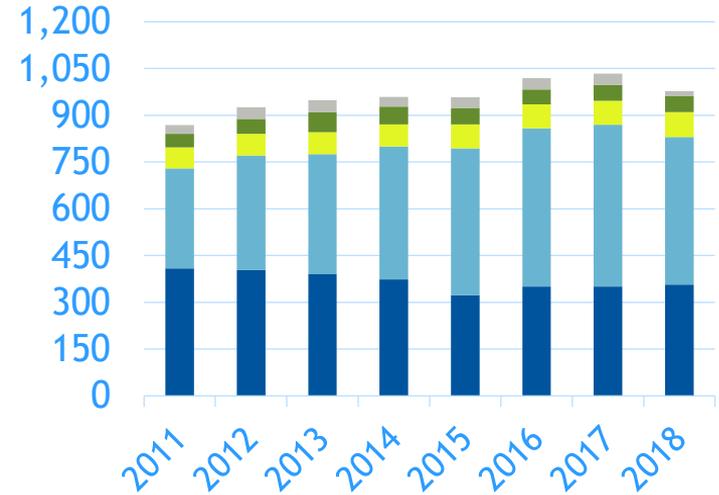


Sales by business 2018



- Proprietary Products
- Animal Health
- Contract manufacturing & other
- Specialty Products
- Fermion

Net sales, EUR million



Our businesses



Proprietary Products

In-house developed drugs and other drugs with valid product protection



Specialty Products

Generic prescription drugs, OTC and non-medical products, biosimilars



Animal Health

Medicine and well-being products for animals



Fermion

Active pharmaceutical ingredients (APIs)



Contract Manufacturing

Production for other pharmaceutical companies



Orion's strategy - Mission to build well-being

Ageing population	Advancements in science					
Cost burden in healthcare	Launching innovative and cost-effective pharmaceuticals and treatment methods for patients		Working together for our customers		Succeeding together!	
Increased personal responsibility for health	Continuously improving our performance in sustainability	Growing faster than the market		Quality and safety	Productivity and flexibility	
	Strong development of profitability is a target		Partnerships	Competitive product portfolio		Growth
Megatrends	Strategic targets				Sustainability	
Focus areas	Strategic development projects					

Key strategic target in 2019–2023: Growing more rapidly than the growth in the market

Net sales target
in 2025

1.5

billion EUR



Capital gain from
the sale of Orion
Diagnostics,
EUR 128 million,
supports growth
opportunities.

Own investments in
new clinical trials:

E.g. EUR 60 million
investment in
Phase III trial on ALS
(REFALS).

Investments in sales
and marketing:

E.g. strengthening
the Easyhaler®
product family
sales force in Germany.

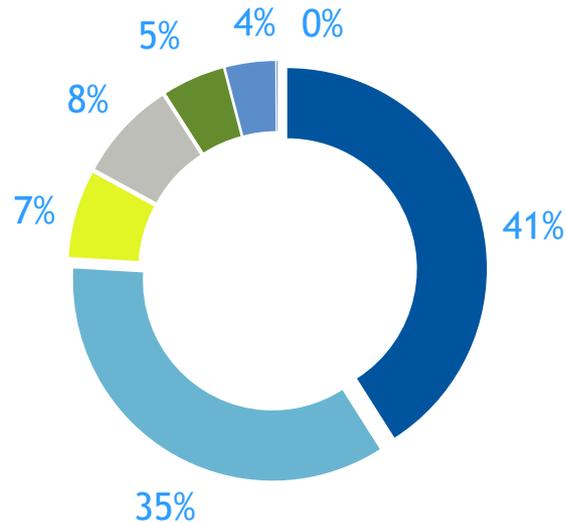
In-licensing and
product acquisitions:

E.g. reacquisition of
Stalevo sales rights
in Europe.

Investments
supporting growth
estimated
at EUR 30 million
in 2019.

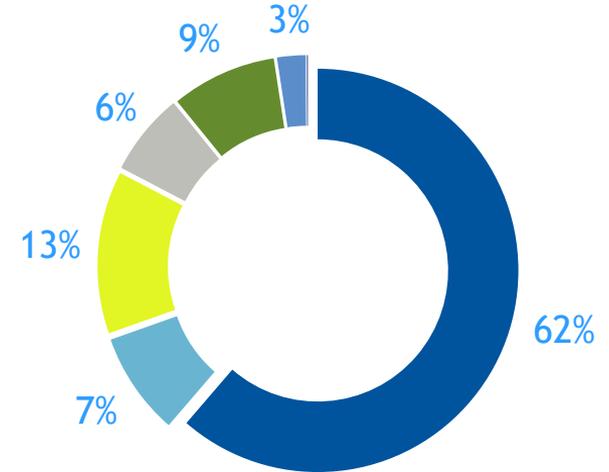
Orion had ~69,000 shareholders on 30 September 2019

By number of shares



- Households (Finnish retail)
- Non-Finnish holders and nominee-registered
- Private corporations
- Public sector
- Non-profit institutions
- Financial and insurance corporations
- Other

By number of votes





Research and development

Investor Presentation © Orion Corporation

Focus areas of Orion's R&D



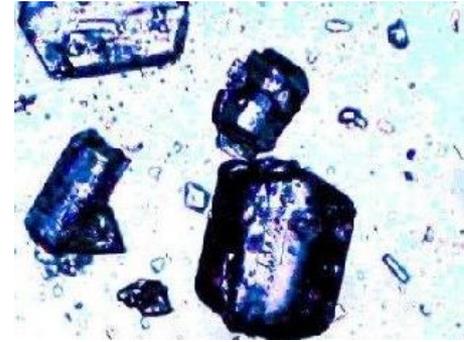
Proprietary products

- Central nervous system
- Oncology
- Respiratory (Easyhaler® product family)
- Rare diseases (Finnish disease heritage)



Animal Health

- Orion utilises the R&D of proprietary products to develop new medicines for animals



Fermion

- APIs to Orion's proprietary products
- Generic APIs
- Contract development for pharmaceutical companies

Together we can achieve more in R&D

Research

Early development

Late stage development

Target identification and validation

8–24 mo.

Hit to Lead generation

12–24 mo.

Lead optimisation

18–36 mo.

Candidate selection, preclinical development
12–24 mo.

Phase I

12–14 mo.

Phase II

12–36 mo.

Phase III

18–48 mo.

Collaboration with partners



AsahiKASEI

BUSINESS FINLAND



Collaboration with partners



Orion's key clinical drug development projects

Project	Indication	Phase			Registration
Easyhaler® tiotropium	COPD	Bioequivalence study			
Darolutamide ¹⁾	Prostate cancer (nmCRPC)	I	II	III	Registration
Darolutamide ¹⁾	Prostate cancer (mHSPC)	I	II	III	
ODM-109 (oral levosimendan)	ALS	I	II	III	
ODM-203 (targeted FGFR+VEGFR inhibitor)	Solid tumours	I	II		
ODM-207 (BET protein inhibitor)	Cancer	I			
ODM-208 (CYP11A1 inhibitor)	Prostate cancer (CRPC)	I			
ODM-209 (CYP11A1 inhibitor)	Prostate cancer (CRPC), breast cancer	I			

¹⁾ In collaboration with Bayer

 = Completed

 = Ongoing

 = Status changed

More information on R&D projects: www.orion.fi/en/rd/orion-rd/pipeline/



**ARAMIS trial: Efficacy
and safety of
darolutamide in non-
metastatic castration-
resistant prostate
cancer**

Orion and Bayer's phase III trial of darolutamide for non-metastatic castration-resistant prostate cancer

- Darolutamide was approved in the USA under the FDA Priority Review designation in July 2019.
- The application for marketing authorisation has been submitted for example in Japan and the EU.
- Detailed data presented at the ASCO GU 2019 and in the New England Journal of Medicine.
- Darolutamide significantly extended metastasis-free survival with a favourable safety profile compared to placebo.
- Phase III ARASENS trial for metastatic prostate cancer continues.

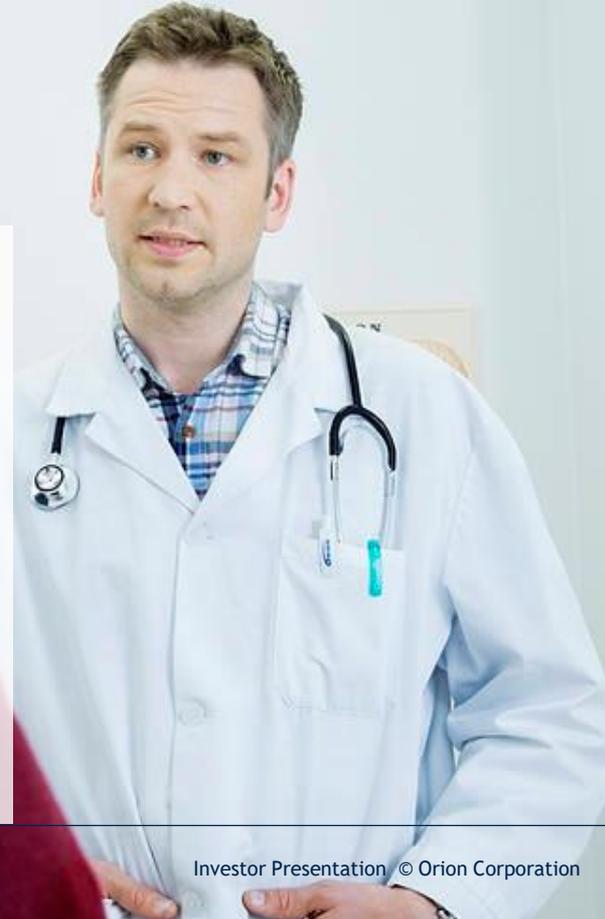
Financial impacts of darolutamide

- **Bayer** has the right to commercialize darolutamide globally.
- **Orion** has the option of co-promoting in Europe. Orion will manufacture the product.
- **Milestone payments** upon first commercial sales:
 - EUR 45 million in the US - Q3/2019
 - EUR 20 million in the EU
 - EUR 8 million in Japan
- **Tiered royalties** on product sales
 - Approx. 20%, including production revenue.
- **Potential one-off payments** if certain sales targets are met.

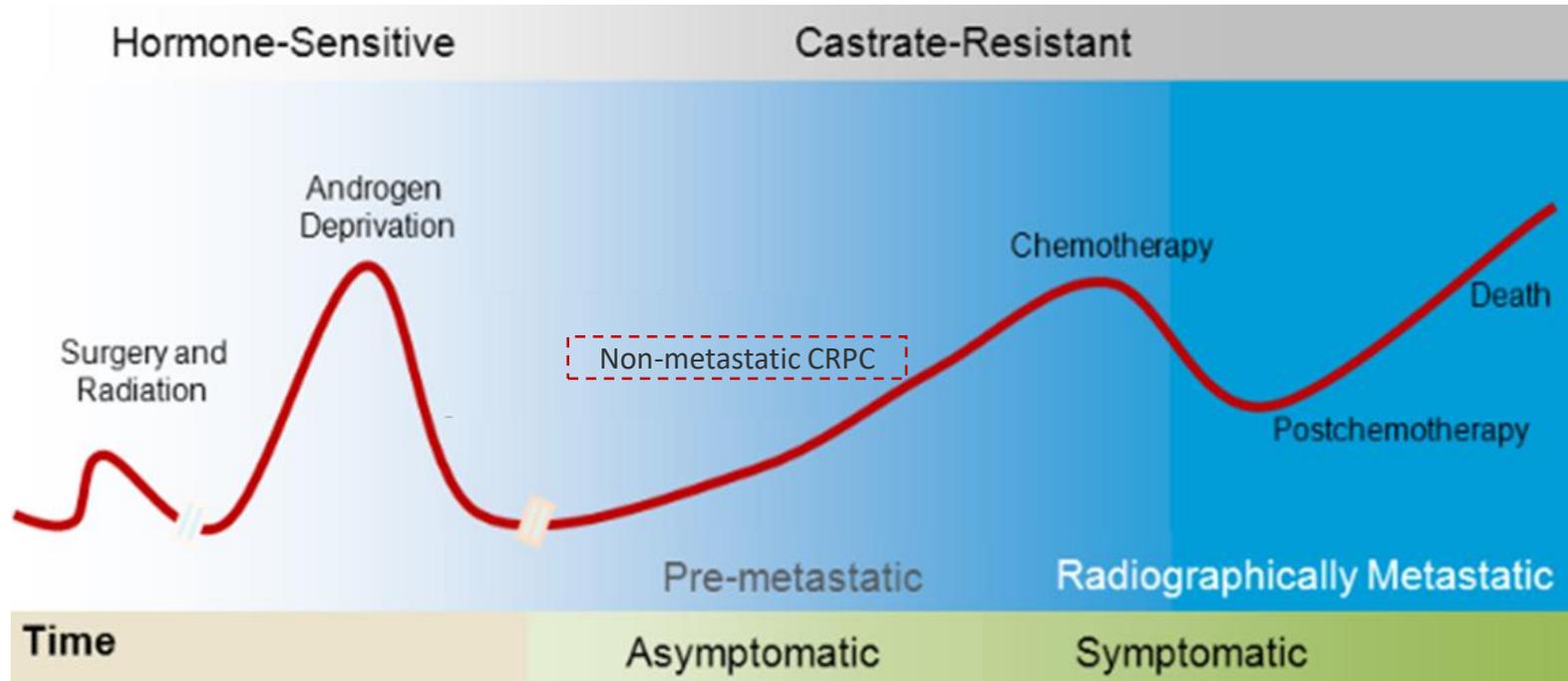


Non-metastatic castration-resistant prostate cancer (nmCRPC)

- A form of prostate cancer associated with rising PSA (Prostate-Specific Antigen) levels despite androgen deprivation therapy (ADT).
- The cancer has not yet spread beyond the prostate region.
- High risk for progression to metastatic disease.
- Until recently, there have been no effective treatment options for this stage. The goal is to achieve disease control without impacting patients' daily lives.



Until recently, there have been no effective treatment options for CRPC patients who have rising Prostate-Specific Antigen (PSA) levels while on ADT and no detectable metastases



Darolutamide has demonstrated low blood-brain barrier penetration that may lead to lower incidence of adverse events

- Darolutamide is a non-steroidal androgen receptor antagonist that binds to the receptor with high affinity and inhibits the growth of prostate cancer cells.
- In preclinical studies, darolutamide has demonstrated low blood-brain barrier penetration.
- This may explain the overall low incidence of central nervous system related adverse events.



ARAMIS Phase III trial design

1,509 patients

Men with nmCRPC currently being treated with ADT, and at high risk for developing metastatic disease

Randomization
2:1

1,200 mg darolutamide + ADT
(600 mg twice a day)
– 955 patients

Placebo twice a day + ADT
– 554 patients

Primary endpoint

- Metastasis-free survival (MFS)

Secondary endpoints

- Overall survival (OS)
- Time to pain progression
- Time to initiation of first cytotoxic chemotherapy
- Time to first symptomatic skeletal event
- Safety and tolerability

Summary of results: Darolutamide shows substantial efficacy and favourable safety profile

- Darolutamide significantly improves metastasis-free survival (MFS):
 - Median 40.4 months with darolutamide vs 18.4 months with placebo
 - Overall improvement of 22 months
- Positive trend in overall survival (OS):
 - 29% reduction in risk of death at interim analysis (P=0.045).
- Darolutamide has a favorable safety profile:
 - It didn't increase rates of critical adverse events (seizures, falls, fractures, rash, cognitive disorder, mental impairment, hypertension) compared to placebo.
 - Only fatigue occurred in >10% of patients.
 - Discontinuation rates similar between darolutamide and placebo.
- Significant benefit over placebo for time to pain progression:
 - 40.3 months vs. with placebo 25.4 months

ARASENS trial continues in order to expand the indication to metastatic prostate cancer

Patients

- Men with metastatic, hormone-sensitive prostate cancer

Treatment

- Darolutamide plus androgen deprivation therapy and six cycles of docetaxel (chemotherapy)

Endpoints

- Primary:
Darolutamide over placebo in overall survival
- Secondary:
Time to castration resistance, time to antineoplastic therapy, time to first symptomatic skeletal event, time to initiation of opioids, time to pain progression, and to characterize the safety and tolerability of darolutamide

Status

- Recruitment finalized, estimated completion of the trial in 2022.

Global prostate cancer estimates (2018)

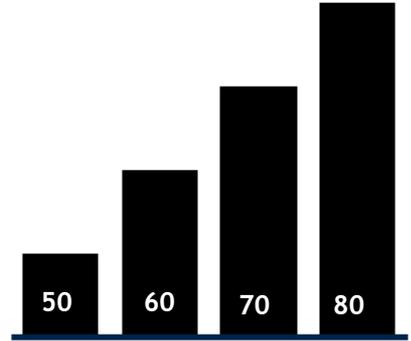
2nd

most commonly
diagnosed
malignancy
in men worldwide



5th

leading cause of
death from cancer
in men



1.2

million men
diagnosed with
prostate cancer

358,000

died from
the disease



50+

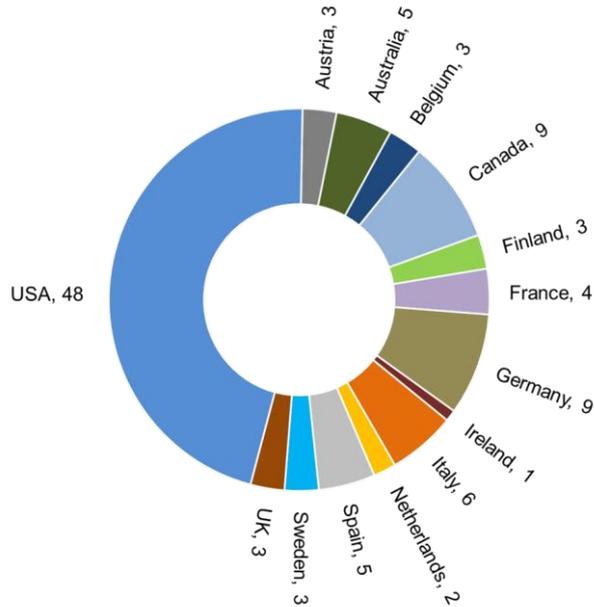
Mainly affects men
over 50, the risk
increases with age

ODM-109: Oral levosimendan for ALS

- First patients recruited in July 2018 for the Phase III clinical trial (REFALS).
- By enhancing respiratory muscle function in ALS patients, orally administered levosimendan can help maintain breathing capacity and benefit overall functioning of ALS patients.
- Orion is investing approximately EUR 60 million over three years in the trial.
- The aim is to apply for marketing authorisation in the USA and Europe.
- Levosimendan has been granted an Orphan Drug Designation in the USA and in the EU.
- It is a molecule originally developed by Orion for the treatment of acute decompensated heart failure. Simdax® has been in the market for this indication since 2000.

REFALS patient recruitment completed

104 ALS centres in 14 countries



- REFALS is an Orion study
- 1st patient randomised July 2018
- Last patient randomisation in July 2019
– Study results expected in H2 2020
- Number of patients in the study 496
- Objective to demonstrate benefit of oral levosimendan on respiratory and overall function in ALS
- And safety in prolonged use in ALS patients

Primary endpoints

- 12 weeks:
Slow vital capacity (Breathing capacity compared to normal subjects)
- 48 weeks:
ALS functional rating scale (Overall assessment of ALS symptoms)

www.clinicaltrials.gov: NCT03505021

ALS (Amyotrophic lateral sclerosis) as a rare disease

1-2/
100,000

Incidence

~16,800

Patients
in the US in 2017

~12,500

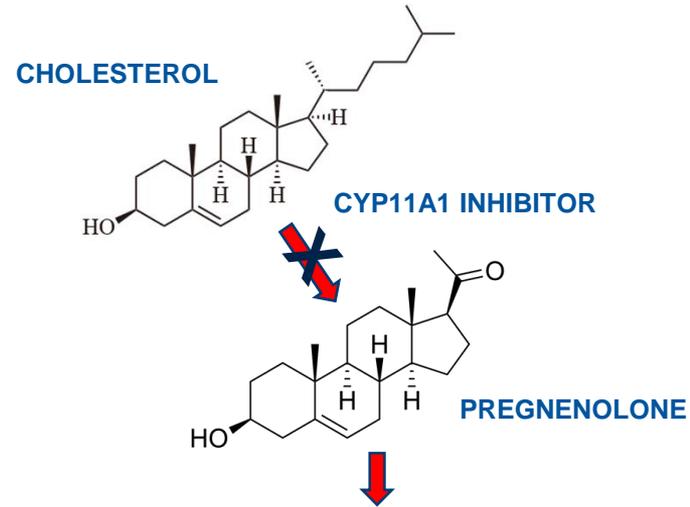
Patients
in Europe

~450-500

Patients
in Finland

CYP11A1 inhibitors (ODM-208 and ODM-209)

- First-in-class compounds
- Orion leads the development in the world
- CYP11A1-inhibitors prevent the synthesis of ALL steroid hormones
- Glucocorticoids and mineralocorticoids need to be replaced during therapy



All other steroid hormones

- Sex hormones (E.g. estrogen, progesterone, testosterone)
- Glucocorticoids (E.g. hydrocortisone)
- Mineralocorticoids (E.g. aldosterone)

CYP11A1 inhibitors have wide potential indications

- Prostate cancer (1.3 million cases/year; the 2nd most common cancer in males in the world¹)
- 70% of breast cancers (estrogen receptor-positive cancers; 1.5 million cases/year; the most common cancer in females¹)
- Endometrial cancer of the uterus (0.4 million cases/year¹)
- Adrenocortical carcinoma (very rare, 1 case/million/year)
- Some hormone-producing benign tumors

¹Bray F ym. CA Cancer J Clin 2018; 68:394-424

Orion investigates CYP11A1 inhibitors in two first-in-human Phase I-II trials

The CYPIDES trial (ODM-208)

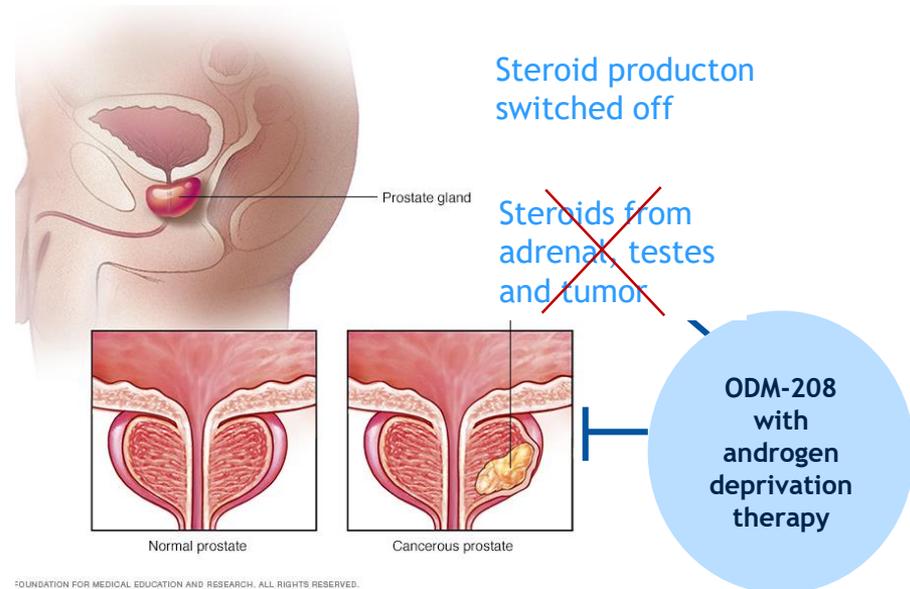
- Advanced prostate cancer that progressed during ≥ 1 novel hormonal therapy and chemotherapy
- Opened up for patient enrollment on March 19, 2018
- Continues to accrue patients in Finland, France, and the U.K.

The STESIDES trial (ODM-209)

- Advanced prostate cancer that progressed during one or more novel hormonal therapy and chemotherapy
- Advanced breast cancer that progressed during two or more systemic treatments
- Opened up for patient accrual in April 2019

ODM-208: Pan-steroid hormone synthesis inhibitor (CYP11A1 inhibitor) for castration-resistant prostate cancer

- Steroid hormones stimulate the growth of hormonally regulated cancers, such as most prostate and breast cancers.
- Hormonal treatments are highly effective, but drug resistance will often eventually emerge and cancer will start growing again.
- Preclinical studies have shown that ODM-208 inhibits the synthesis of steroid hormones. It has potential efficacy also for those cancers that have become resistant to the standard hormonal treatments.
- The steroid hormones that are needed and do not promote cancer growth are replaced with additional medication.





Highlights in January-September 2019

Marketing authorisation for darolutamide in the USA - application review ongoing in other main markets

1 Marketing authorisation granted for darolutamide in the USA. Application review ongoing in Europe, Japan and other core markets.

2 Net sales and operating profit were higher than in the comparative period. Both net sales and operating profit include EUR 45 million milestone from Bayer. Outlook remains unchanged.



3 Easyhaler® and Simdax® showing strong performance. Specialty Products' net sales turned to mild growth led by strong sales in Scandinavia. Price competition and disruptions in availability had a negative impact.

4 REFALS patient recruitment completed. REFALS evaluates orally administered levosimendan (ODM-109) for the treatment of symptoms of ALS.

Key figures 1-9/2019

Net sales

776

MEUR (715)
+9%

Operating profit

198

MEUR (184)
+7%

Operating profit
margin

25%

(26%)

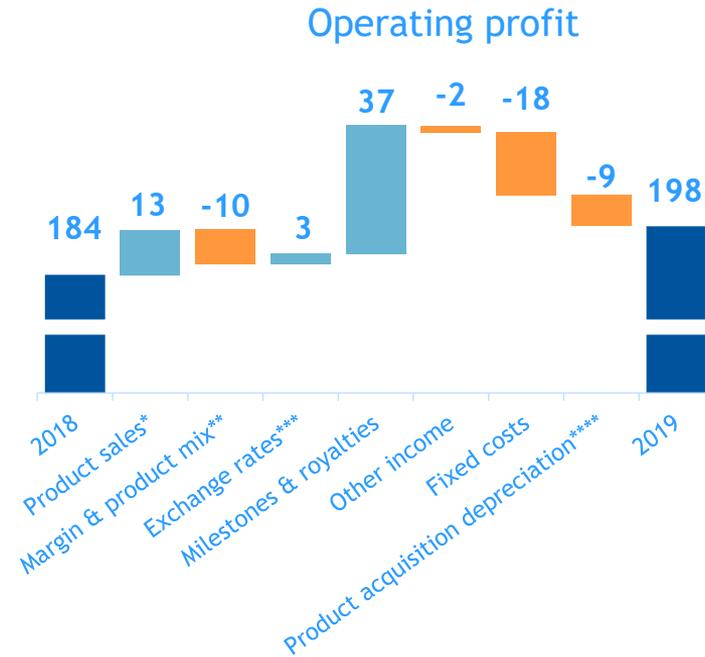
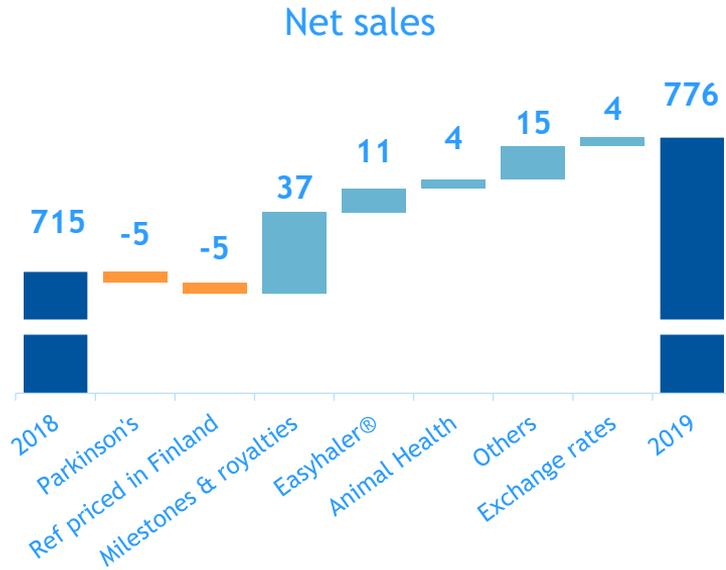
Cash flow per share
before financial
items*

1.28

EUR (2.10)
-39%

*) Comparison period cash flow per share before financial items includes both continuing and discontinued operations

Development of net sales and operating profit



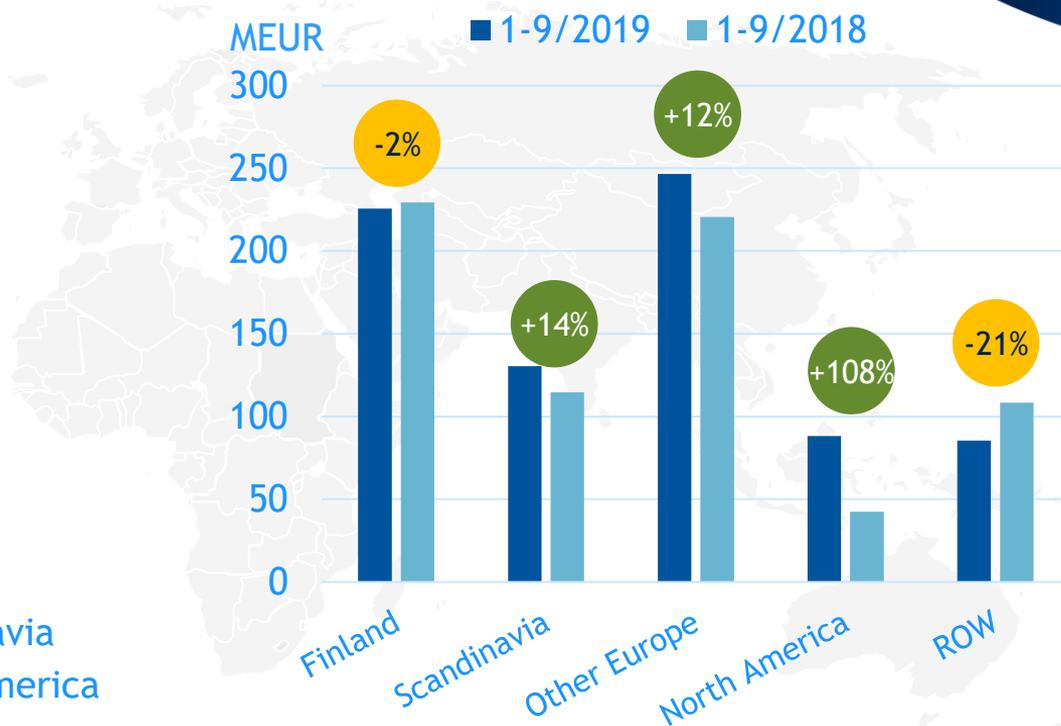
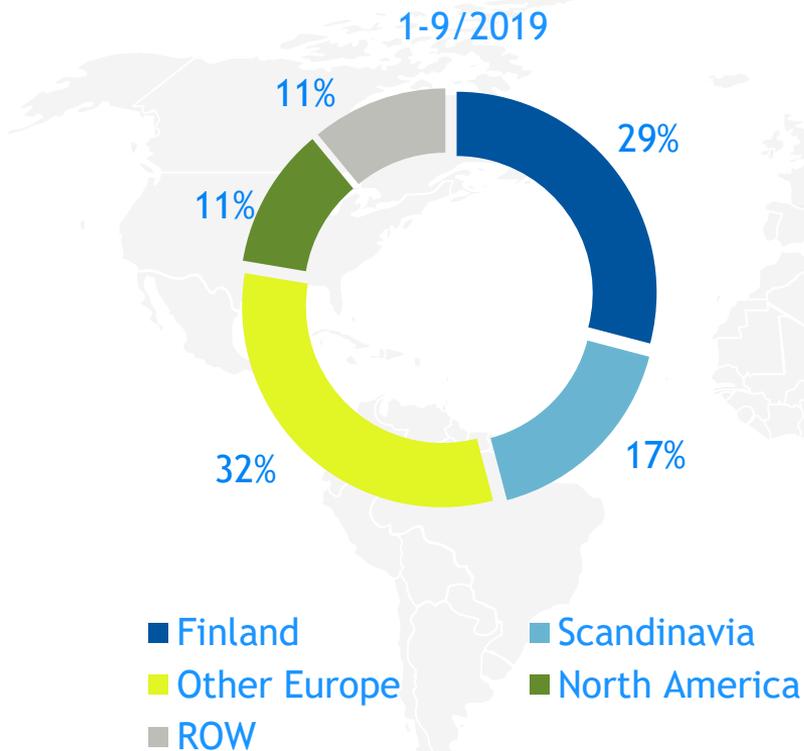
* Product sales without sales margin and product mix change and exchange rate effect

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

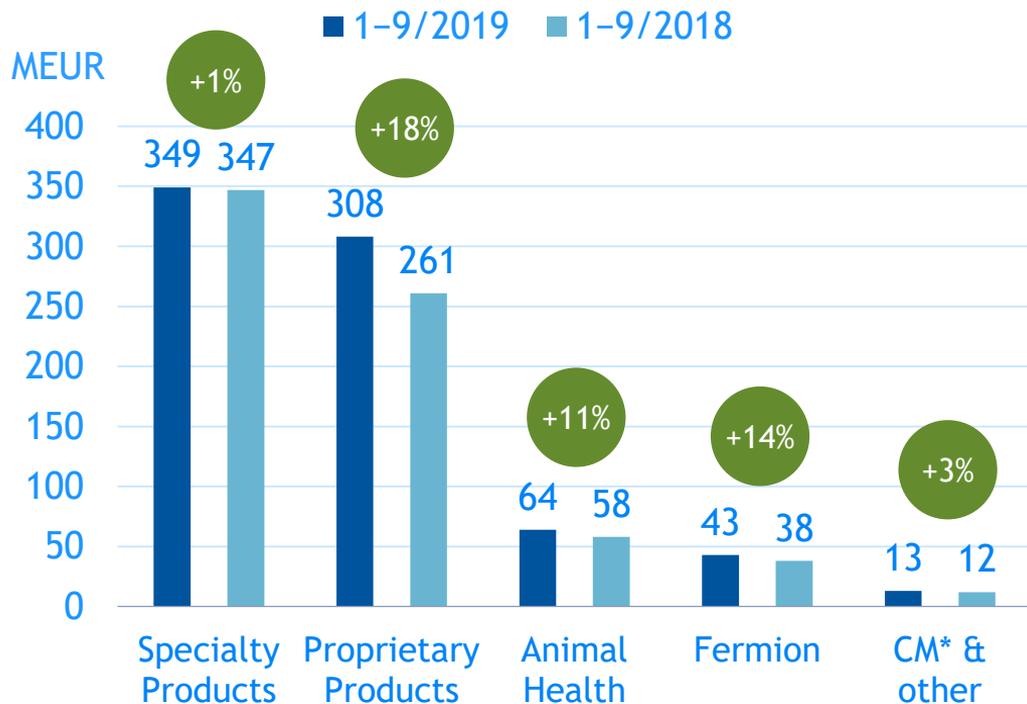
*** Exchange rate effect on gross margin

**** Acquisition of European sales and distribution rights for Stalevo® and Comtan®

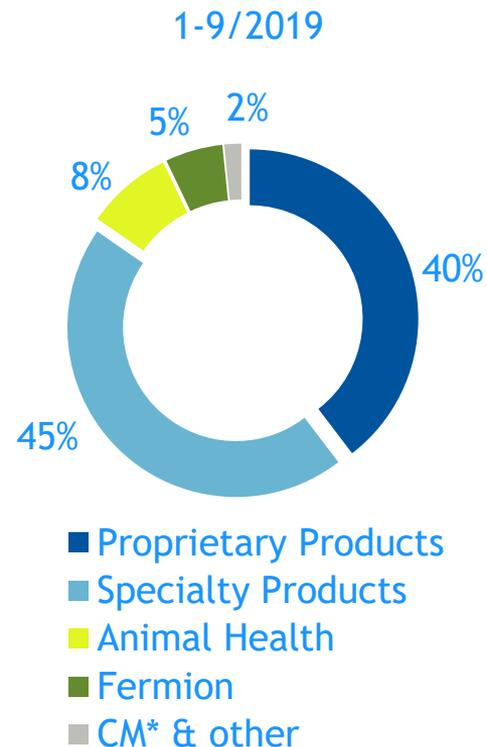
Geographical breakdown and development of net sales



Growth in all business divisions



*) Contract manufacturing



Best-selling pharmaceuticals 1-9/2019

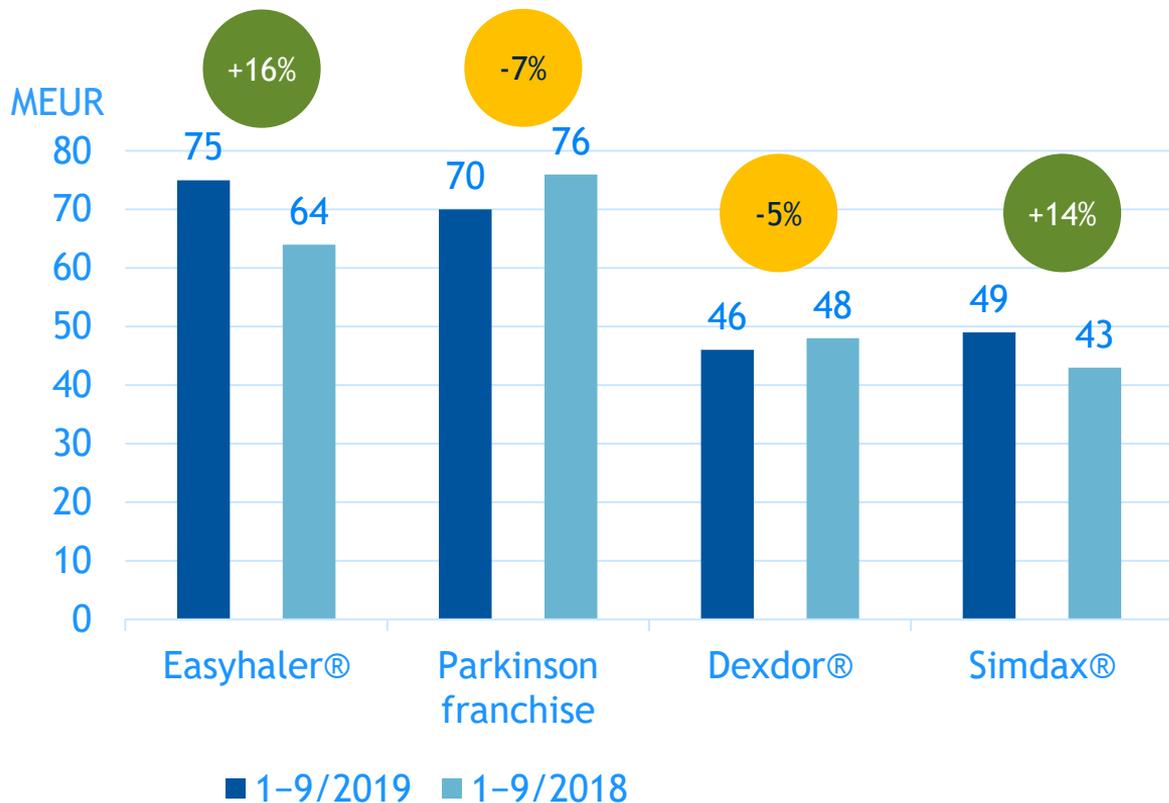
		Indication	Net sales (EUR million)	Change vs 1-9/2018
1.		Asthma, COPD	75	+16%
2.	  	Parkinson's disease	70	-7%
3.		Acute heart failure	49	+14%
4.		Intensive care sedative	46	-5%
5.	Biosimilars   	Rheumatoid arthritis, inflammatory bowel diseases, lymphoma	28	+47%
6.	   	Animal sedatives	28	+20%
7.		Inflammatory pain	18	+10%
8.	Divina series 	Menopausal symptoms	14	+5%
9.		Anticoagulant	11	-7%
10.		Inflammation	10	+5%

 = Products of Proprietary Products business division

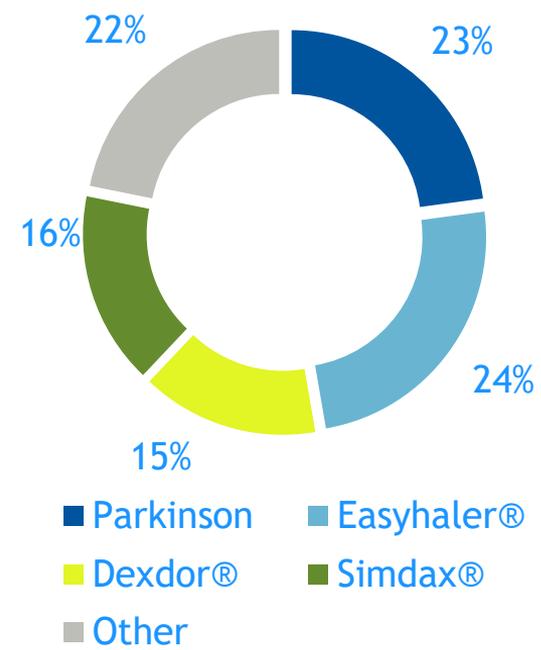


Proprietary Products

Easyhaler® product family and Simdax® growing



1-9/2019



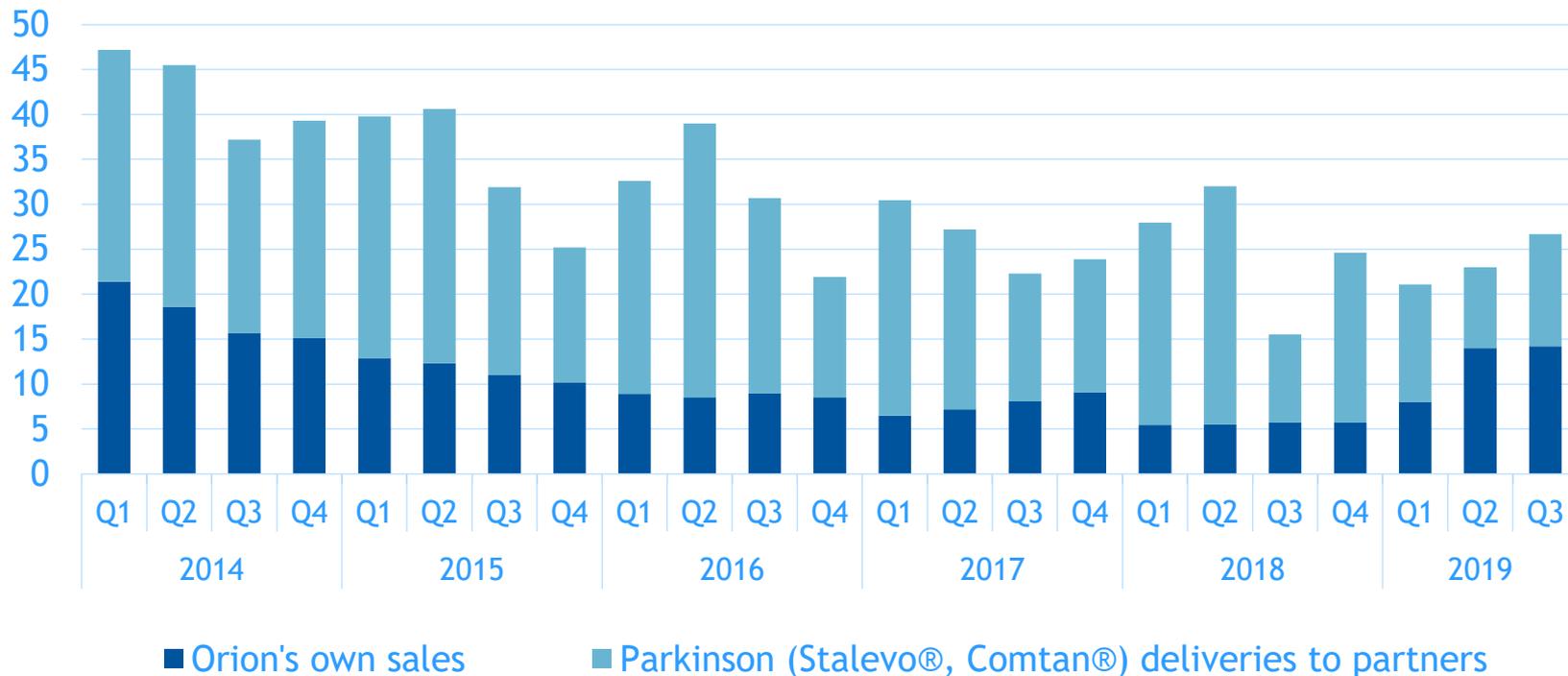
Easyhaler® product family will be a key source of growth in the next few years



- Budesonide-formoterol Easyhaler® continued strong growth. +23%
- Product family total sales: +16%
- Salmeterol-fluticasone sales developed slower than anticipated.
- Development of Easyhaler® tiotropium continues.

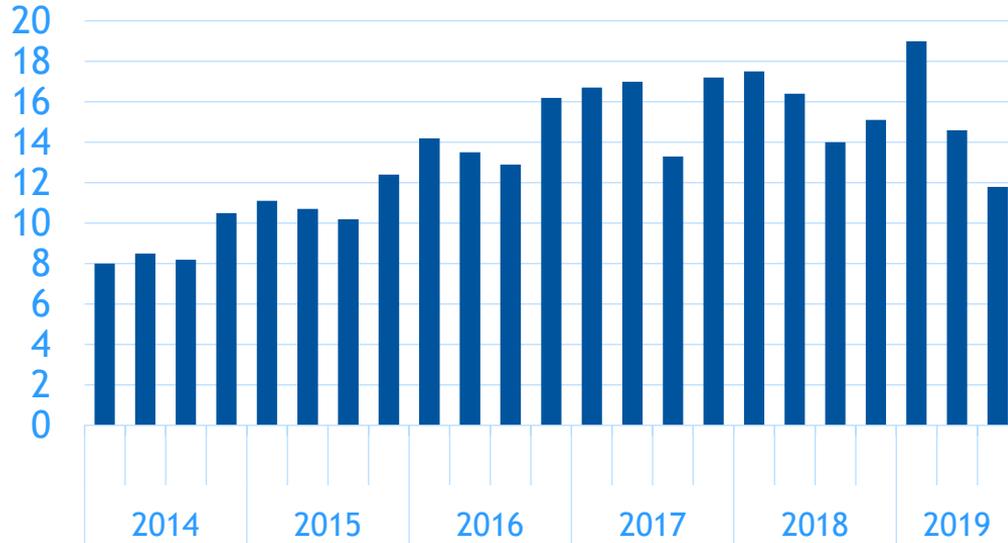
Share of Orion's own sales in Parkinson growing

Sales, EUR million

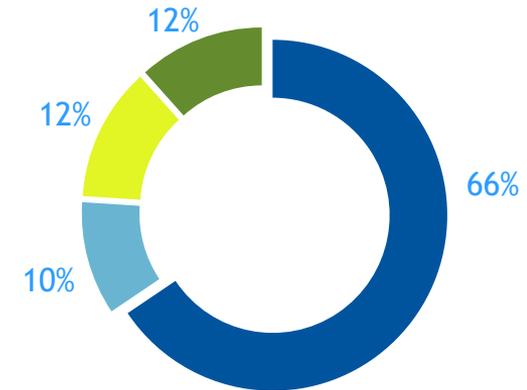


Sales of Dexdor® declining due to generic competition

Sales, EUR million



Total value of European sedatives market:
EUR 585 million (+4%)



- Propofol 383 Meur (+4%)
- Midazolam 61 Meur (-3%)
- Dexmedetomidine 72 Meur (+7%)
- Remifentanyl 68 Meur (-0%)

Source: IQVIA, MAT 6/2019

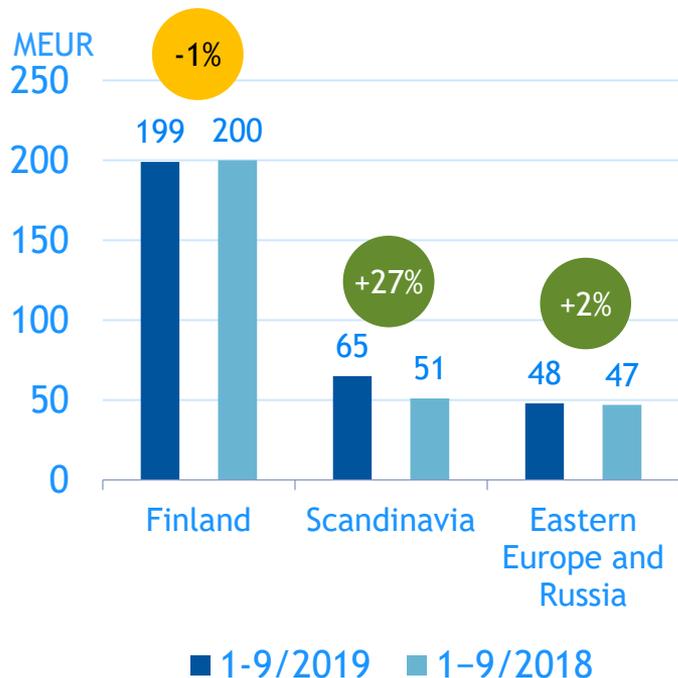


Specialty Products

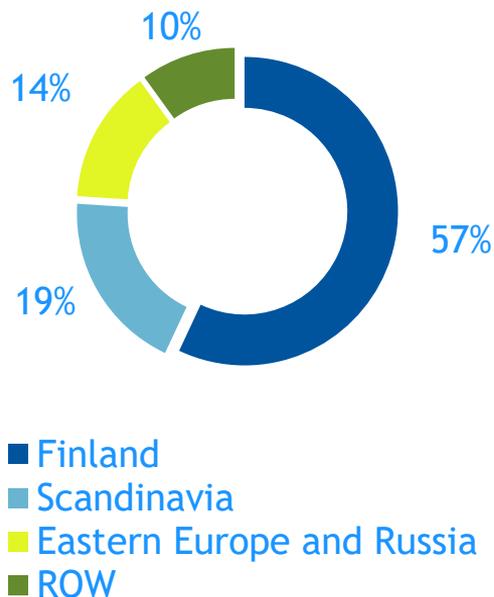


Specialty Products: tight price competition continued

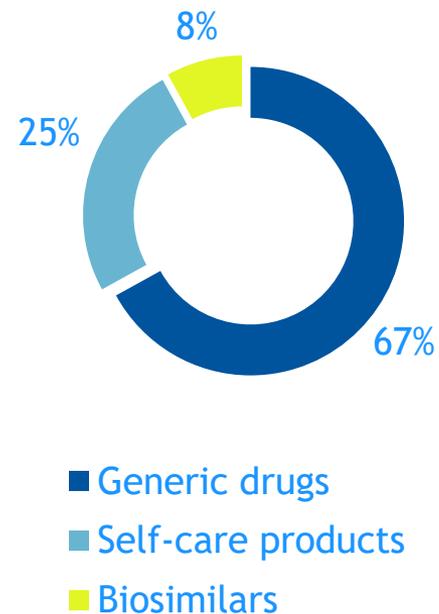
Development of net sales



Net sales by region 1-9/2019



Net sales by product 1-9/2019



In Finland, price competition has led to a decline in the entire market of reference priced prescription drugs

The market of reference priced prescription drugs in Finland (1-9/2019)

MEUR **319** (342)

Market development

-7%



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

MEUR **85** (90)

Orion's development

-5%

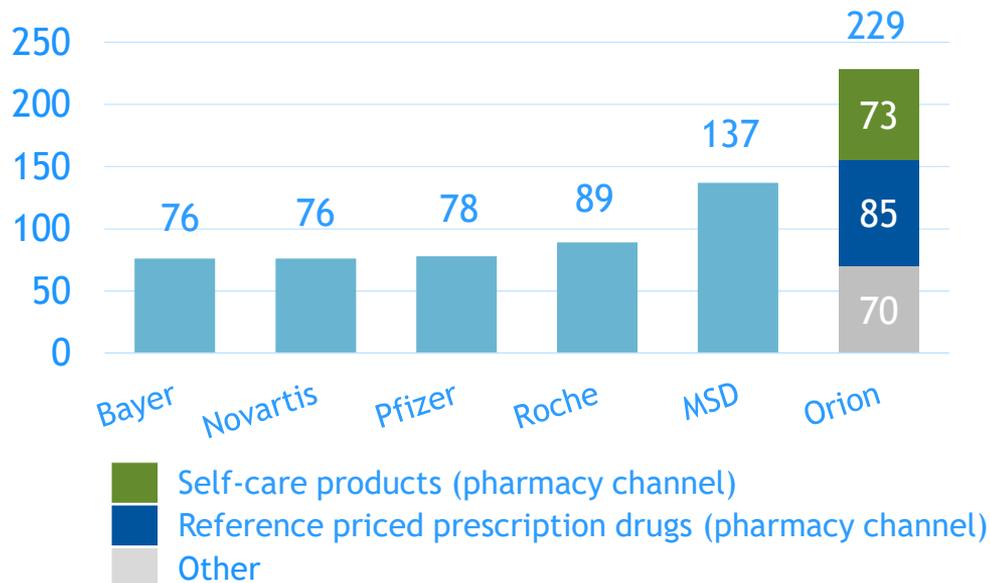
Orion is strong in home market Finland

Human pharma market in Finland 1-9/2019

Medicinal and non-medicinal products

in hospital and pharmacy channels: EUR 2,083 million

EUR million



Reference priced prescription drugs

Orion market share in pharmacy

27%
(26%)

Self-care products

Orion market share in pharmacy

25%
(24%)

Human pharmaceuticals total

Orion market share in hospital & pharmacy

11%
(12%)

Orion's key business targets in 2019

1. Preparation for the commercialisation of darolutamide. ARASENS trial (metastatic prostate cancer) continues in order to expand the indication for the molecule.

2. Development of orally administered levosimendan (ODM-109) (REFALS) for ALS in phase III clinical trial and preparation for its possible commercialisation.

- Marketing authorisation applications submitted in the main markets.
- Marketing authorisation granted in the USA by FDA in July 2019.
- With recruitment completed, the ARASENS trial continues as planned.
- Patient recruitment completed in July 2019.
- Orion has initiated an assessment on the prospects of launching the product in the United States on its own.

Orion's key business targets in 2019

3. Strengthening Orion's position as the most significant provider of generic drugs in Finland. Competitive product portfolio in Specialty Products and strengthening of product launches.

- Orion's sales volume in Finland grew faster than the market.

4. Accelerating the growth of the Easyhaler® product family and strengthening its market position.

- Easyhaler® product family sales increased by 16 per cent.

Salmeterol-fluticasone launch in Europe.

5. Evaluation of new in-licensing opportunities in Europe, particularly in the area of hospital care.

- The work continues.



Outlook

Investments in growth EUR 30 million in 2019

- The ongoing projects supporting growth are expected to burden Orion's profit in 2019 by an estimated EUR 30 million.

- This comprises clearly increased depreciation as well as investments in sales and marketing and research.

- At the same time, operating profit is burdened by intense price competition in the market and gradually expanding generic competition for Orion's old proprietary drugs.

Outlook for 2019

Net sales



Orion estimates that in 2019 net sales will be **slightly higher** than in 2018 (net sales in 2018 were EUR 977 million). The estimated net sales include the possible EUR 45 million milestone payment associated with the commercialisation of darolutamide.

Operating profit



Operating profit is estimated to be **at the same level** as in 2018 (operating profit in 2018 was EUR 253 million). The estimated operating profit includes the possible EUR 45 million milestone payment associated with the commercialisation of darolutamide as well as significant investments in actions to generate growth.



Financials

Orion's financial objectives



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



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

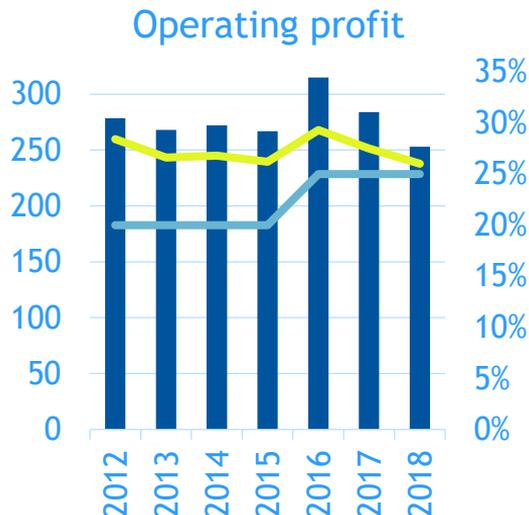
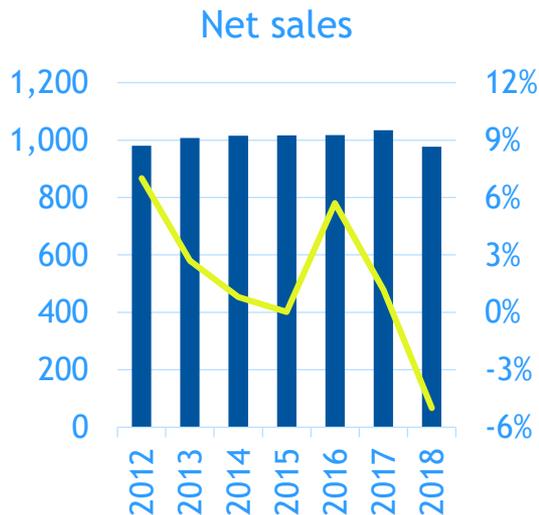


Keeping the equity ratio at least 50%.



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.

Financial objectives



■ Net sales, EUR million

■ Operating profit, EUR million
 — Operating profit margin
 — Target

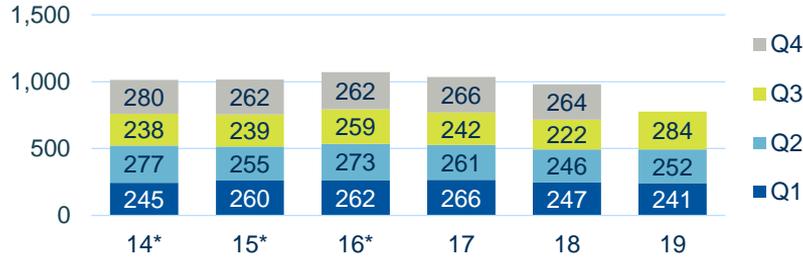
■ Dividend per share, EUR
 — Target

*) 2016: includes extra dividend EUR 0.20

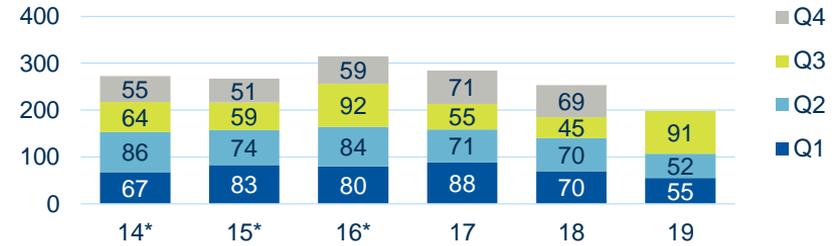
On 21 April 2018, Orion signed an agreement on the sale of all shares in Orion Diagnostica Oy (i.e. the Orion Diagnostica business division). Following the transaction, that was completed on 30 April 2018, Orion Diagnostica business is reported as discontinued operation. All figures in this presentation are for continuing operations, if not otherwise stated.

Key figures by quarter

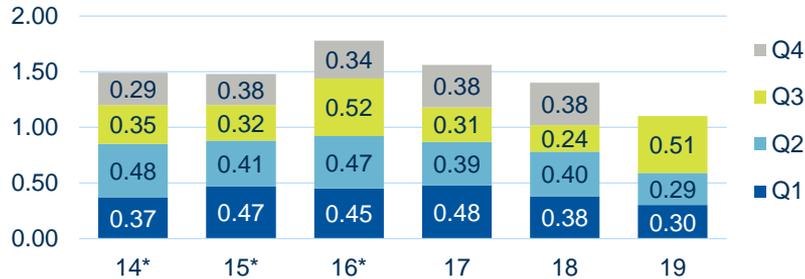
Net sales, EUR million



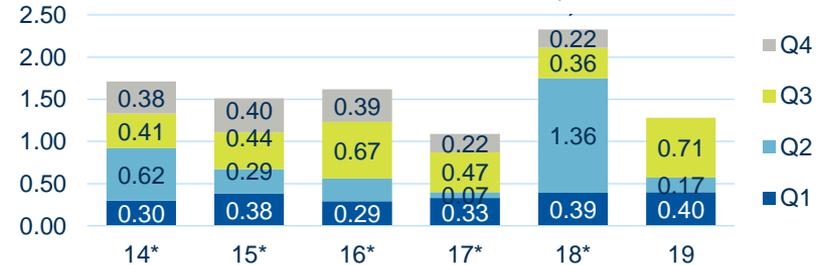
Operating profit, EUR million



Basic earnings per share, EUR



Cash flow per share before financial items*, EUR



*) continued and discontinued operations

Key figures

Orion's key figures	2014	2015	2016	2017	2018	1-9/ 2019	Change vs. 1-9/2018
Net sales, EUR million	1,015.3	1,015.6	1,073.5	1,033.6	977.5	492.8	-0.1%
EBITDA					293.9	239.3	+11.8%
Operating profit, EUR million	272.4	266.6	314.6	284.1	252.8	197.8	+7.4%
Profit before taxes, EUR million	267.8	262.3	310.9	277.7	248.4	196.1	+8.4%
R&D expenses, EUR million	106.2	108.1	118.2	99.1	104.0	86.5	+13.5%
Equity ratio, %	52.3%	57.4%	60.8%	64.6%	68.8%	78.2%	
Gearing, %	-4.7%	-9.6%	-12.4%	-1.9%	-17.1%	-12.1%	
ROCE (before taxes), %	36.6%	35.7%	40.9%	36.2%	44.3%	32.3%	
Return on equity, %	41.1%	37.5%	40.3%	34.2%	45.5%	27.9%	
Basic earnings per share, EUR	1.50	1.48	1.77	1.56	1.40	1.10	+8.2%
Interest bearing net debt					-132.1	-85.8	+16.9%
Cash flow per share before financial items, EUR	1.72	1.51	1.62	1.09	2.32	1.28	-39.1%
Dividend per share, EUR	1.30	1.30	1.55*	1.45	1.50		

* includes both continuing and discontinued (Orion Diagnostica) operations

Income statement

Formation of profits, EUR million	2014	2015	2016	2017	2018	1-9/2019	Change vs. 1-9/2018
Net sales	1,015.3	1,015.6	1,073.5	1,033.6	977.5	776.5	+8.6%
Cost of goods sold	-401.7	-405.8	-421.7	-417.6	-387.9	-304.6	+6.3%
Gross profit	613.6	609.8	651.8	616.0	589.6	471.9	+10.1%
Other operating income and expenses	1.7	1.5	24.3	4.9	5.5	1.7	-56.9%
Sales and marketing expenses	-193.4	-190.4	-194.7	-188.9	-195.3	-154.9	+10.7%
R&D expenses	-106.2	-108.1	-118.2	-99.1	104.0	-86.5	+13.5%
Administrative expenses	-43.3	-46.2	-48.7	-48.8	-43.0	-34.4	+7.0%
Operating profit	272.4	266.6	314.6	284.1	252.8	197.8	+7.4%
Profit before taxes	267.8	262.3	310.9	277.7	248.4	196.1	+8.4%
Profit for the period for continuing operations				219.1	197.3	155.2	+8.1%
Profit for the period for discontinued operations				7.0	132.9		
Profit for the period	211.3	208.2	249.0	226.0	330.3	155.2	-44.0%

The 2014-2016 figures in the table include both continuing and discontinued (Orion Diagnostica) operations.

Financial position

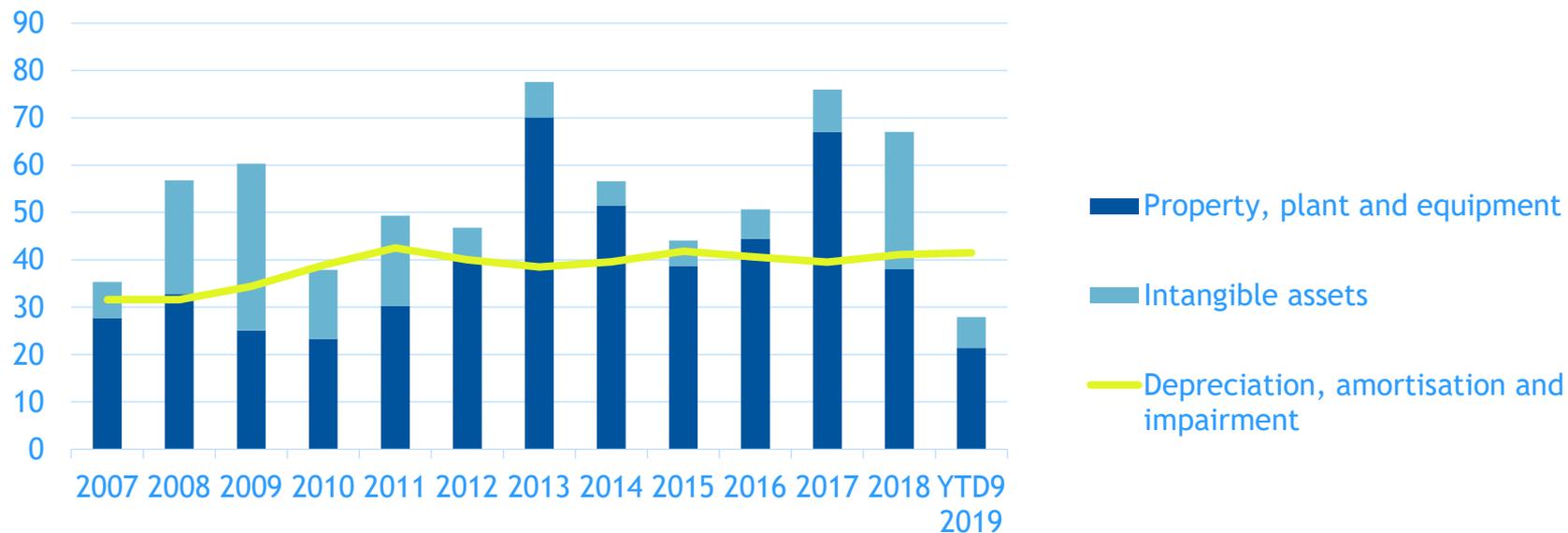
EUR million	9/19	9/18	Change %
Non-current assets total	409.9	415.3	-1.3%
Inventories	229.3	220.0	+4.2%
Trade receivables	176.6	165.4	+6.8%
Other receivables	22.4	33.2	-32.4%
Cash & cash equivalents & money market investments	93.9	254.8	-63.1%
Current assets total	522.3	673.4	-22.4%
Assets total	932.2	1,088.7	-14.4%

EUR million	9/19	9/18	Change %
Equity total	712.1	736.8	-3.4%
Interest-bearing non-current liabilities	5.1	0.6	
Non-current liabilities total	61.4	62.0	-1.0%
Current liabilities total	158.7	289.9	-45.3%
Liabilities total	220.1	351.9	-37.5%
Equity and liabilities total	932.2	1,088.7	-14.4%

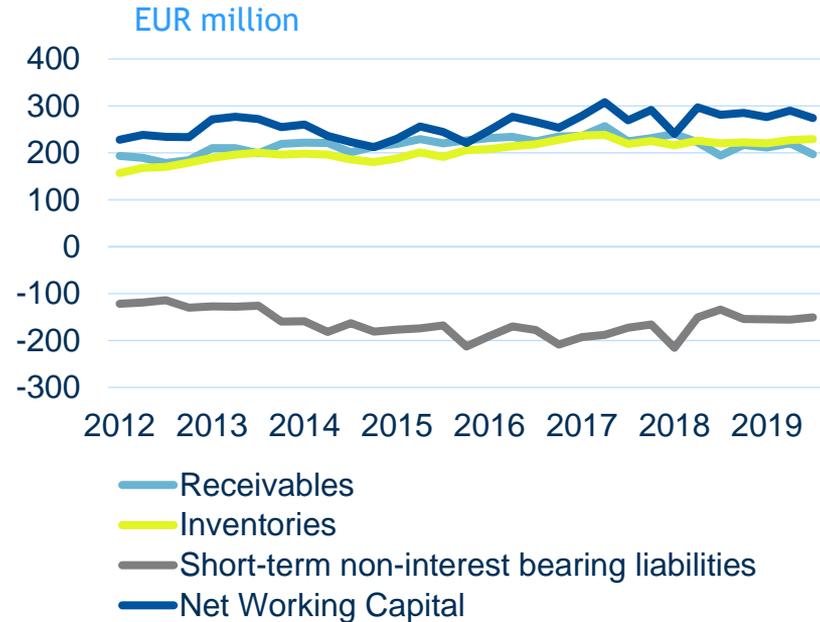
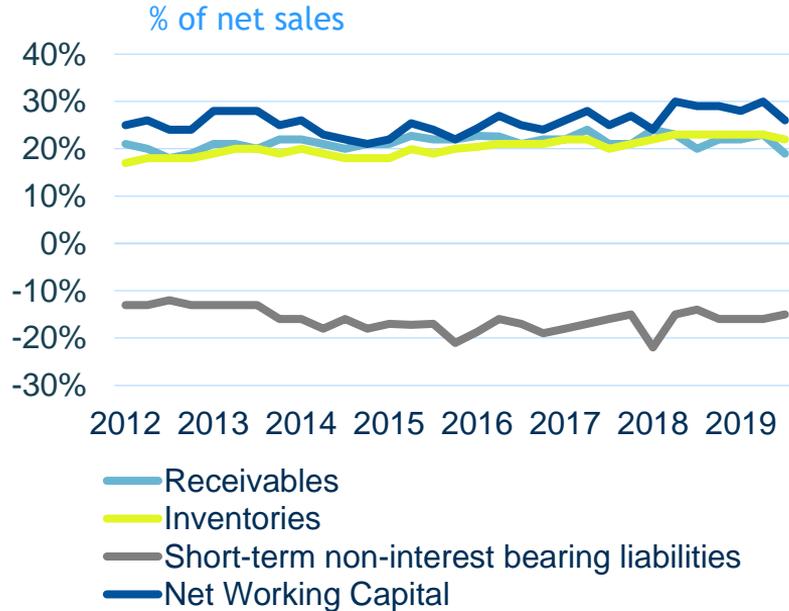
The consolidated statement of financial position 9/18 includes both continuing and discontinued operations.

Development of capital expenditure

Orion Capex, EUR million



Development of net working capital



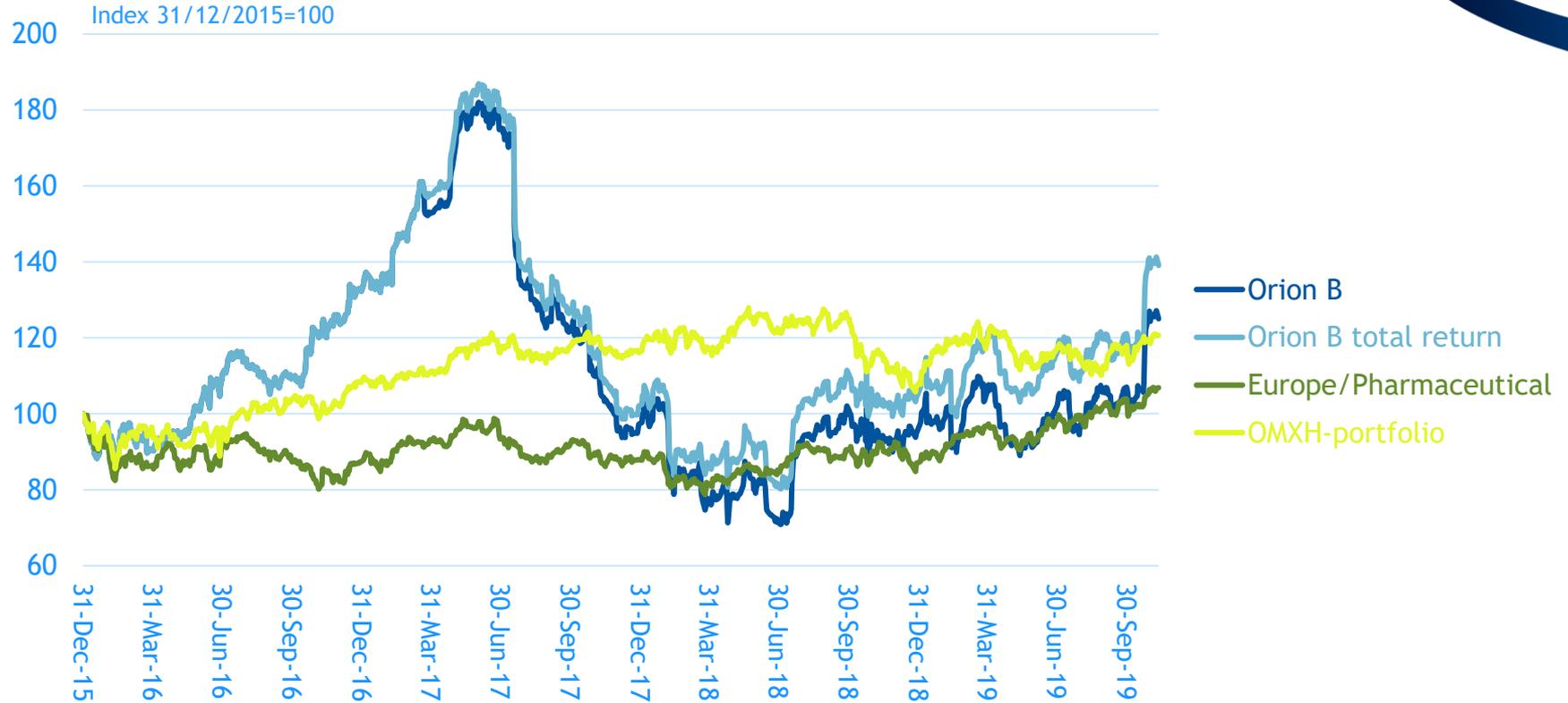
Dividend distribution policy

- Orion's dividend distribution takes into account distributable funds and capital expenditure and other financial requirements in medium and long term to achieve the financial objectives.

EUR Dividend distribution history



Orion B share performance January 2016 - October 2019

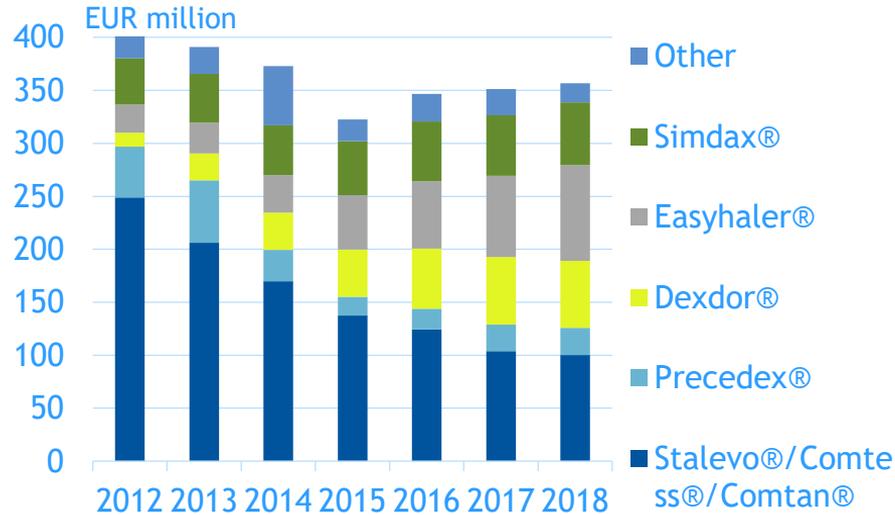




Business units

Proprietary Products: In-house developed prescription drugs with valid product protection

Net sales



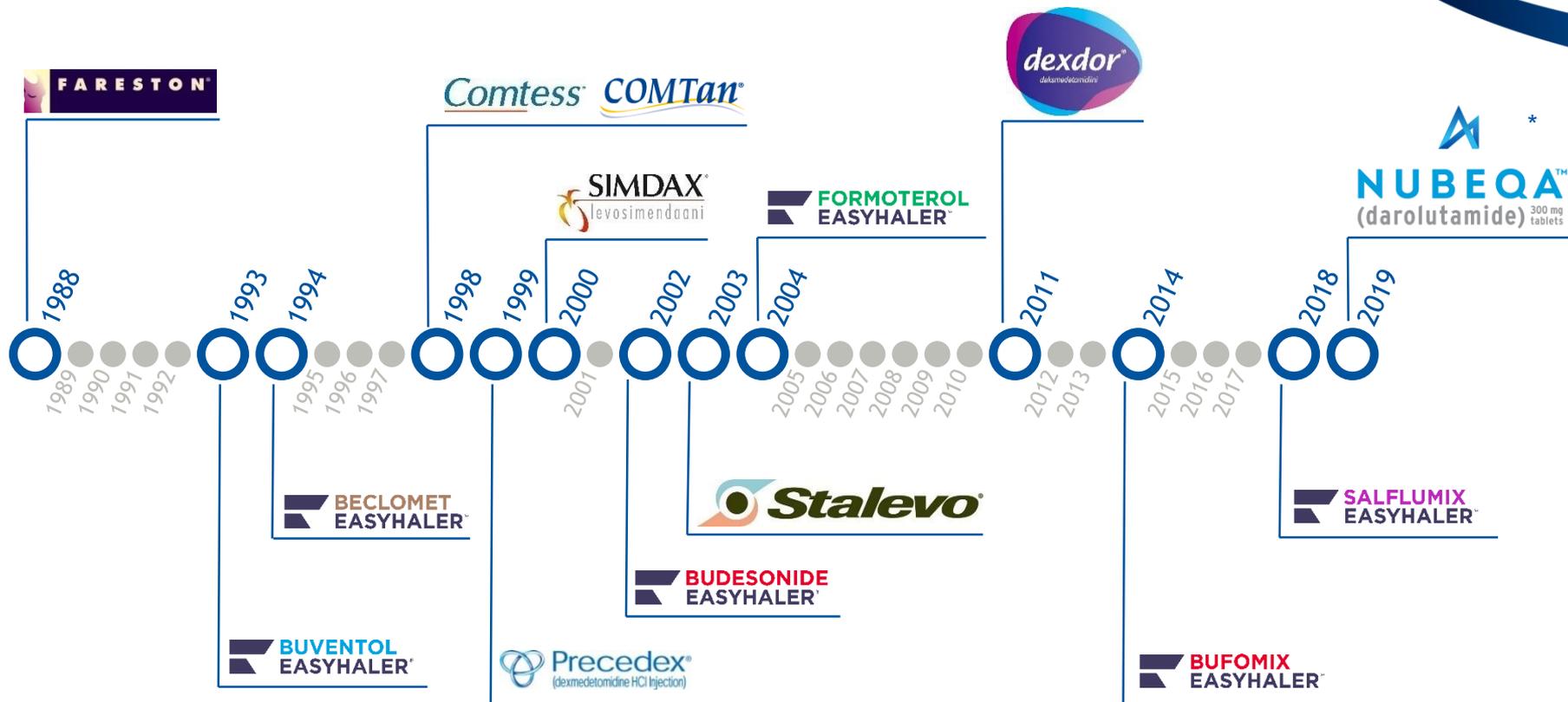
Global sales and R&D partner networks

- Key drivers:
- ▲ Easyhaler®, Simdax®
 - ▲ Possible milestones
 - ▲ New products from R&D pipeline



▼ Generic competition

Proprietary human pharmaceuticals developed by Orion



*) Nubeqa[®] currently only approved in the USA

Diverse treatment options for asthma and COPD by utilizing the same inhaler technology

- Easyhaler® is a dry-powder inhaler developed in-house
- Orion has developed Easyhaler-adapted dry powder formulations of several well-known generic active substances:
 - salbutamol, beclometasone, budesonide, formoterol, salmeterol and fluticasone
- Key benefits:
 - Dosing accuracy and consistent deposition
 - Easy to teach, learn and use
 - A wide range of products

**EASYHALER**

Easyhaler® product family is expanding

EASYHALER



1984

The idea of Easyhaler is born



1993

Salbutamol Easyhaler



1994

Beclometasone Easyhaler



2002

Budesonide Easyhaler



2004

Formoterol Easyhaler



2014

Bufomix Easyhaler



2018

Salmeterol-Fluticasone Easyhaler

2018

Tiotropium development started



Specialty Products: Generic prescription drugs, biosimilars and OTC including also non-medicinal products



Portfolio of hundreds of products



Animal Health



In-licensed products sold in own sales areas

In-house developed proprietary products sold globally through own sales network and through partners

Medicinal and non-medicinal products for companion animals and livestock

Fermion has an important strategic role



*) Excluding supply to Orion

Active pharmaceutical ingredients (APIs) for Orion's own Proprietary Products



Generic APIs for Orion and other pharma companies

Contract development and manufacturing of APIs

Fermion's new production plant operational in Hanko

- nearly 100% of production is exported

HANKO 2018

**EUR >30
million**

Expansion
investment
2016–2018

**6,000
m²**

Production facility
and equipment
for the production
of APIs

**200->
300 t**

Enables
capacity
increase

~20

Number of APIs
manufactured
at Hanko

- Special expertise in demanding production of active pharmaceutical ingredients (APIs), e.g. extremely potent substances.
- The aim is to captively manufacture the APIs for Orion's in-house developed proprietary drugs, such as darolutamide.
- Modernised, advanced technology at Hanko strengthens Fermion's global competitive position, meets increasingly strict regulatory requirements and provides the means to meet growing demand.
- The Hanko facility manufactures azathioprine and entacapone, among others, in which Fermion is the leading manufacturer globally.

Contract manufacturing & other

EUR million



Pharmaceutical
manufacturing for
other companies





Sustainability is built into Orion's mission

Key themes of corporate responsibility

Ensure patient safety and availability of medicines

Responsibility for the environment - production according to the principles of sustainable development

Taking care of Orionees

Ethics and transparency of operations

This is how we are building well-being responsibly



WE PRODUCE
1/3 OF THE
GLOBAL SUPPLY
OF
METHOTREXATE



~**200-300**
AUDITS
ANNUALLY



NUMBER OF
CUSTOMER
COMPLAINTS IN
2018
56 (ppm)

ORION'S FOCUS ON QUALITY THROUGHOUT THE LIFECYCLE



PATIENT
NEEDS



R&D



RAW
MATERIALS



MANUFACTURING



PACKING



DELIVERY



SALES



PATIENT
USE



RECYCLING

REDUCING
PHARMACEUTICAL
RESIDUES E.G. BY
RENEWING WASTE
WATER SYSTEMS



ACTIONS ON
SERIALISATION
AND ANTI-
TAMPERING



CO₂e
REDUCTION
TARGET FOR
2025
-75%
FROM 2016



Orion calendar

Financial Statement Release for 2019	5/2/2020
AGM planned to be held	25/3/2020
Interim Report 1-3/2020	28/4/2020
Half-Year Report 1-6/2020	17/7/2020
Interim Report 1-9/2020	21/10/2020



Investor Relations

Jari Karlson

CFO

jari.karlson@orion.fi

+358 10 426 2883

Tuukka Hirvonen

Head of Investor Relations

tuukka.Hirvonen@orion.fi

+358 10 426 2721

Heidi Ahti

Executive Assistant

(Investor meeting requests)

heidi.ahti@orion.fi

+358 10 426 2169

www.orion.fi/EN/Investors

twitter.com/OrionCorpIR



Building well-being

