

Time	Торіс	Presenter	
8:30	Morning coffee		
9:00	Overview on Orion	Jukka Viinanen	President and CEO
9:30	Specialty Products business	Markku Huhta-Koivisto	SVP, Specialty Products and Fermion
10:00	Q&A		
10:15	Coffee break		
10:45	Proprietary Products business	Timo Lappalainen	SVP, Proprietary Products and Animal Health
11.15	R&D strategy	Reijo Salonen	SVP, R&D
11:45	Q&A		
12:00	Buffet lunch		





## **Orion's Vision**

"Orion is a European R&D based, business-driven pharmaceuticals and diagnostics company with special emphasis on developing innovative treatments and diagnostic tests for global markets"







Capital Markets Day, London

21 November 2007

5

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80 -	Proprietary Products 40% (PP)	Patented prescription products focus on 3 core therapy areas: - Central Nervous System (CNS) - Critical Care and Cardiology (CCC) - Urology and Oncology (U&O)	
60 - 40 -	Specialty Products 34% (SpP)	Generic, off-patented prescription (Rx) products and self-care products (OTC)	Pharmaceuticals segment
20 -	Animal Health 10% (AH) Fermion 6%	Veterinary products for pets and production animals	
	Other 4%	Active pharmaceutical ingredients E.g. contract manufacturing for other companies	
	Orion Diagnostica 6%	Diagnostic tests	Diagnostics segment







Moving annu	al total (MAT	) Oct/06	-Sep/	/07			
EUR million		Business division	MAT 12 mth	MAT pre 12 mth	Change %		
Stalevo®	Parkinson's Disease	PP	125.7	96.3	+31%	Enanton	
Comtess® /Comtan®	Parkinson's Disease	PP	75.7	73.0	+4%	Calcimagon	Fareston
Dexdomitor <sup>®</sup> ,Domitor <sup>®</sup> , Domosedan <sup>®</sup> and Antisedan <sup>®</sup>	animal sedatives	AH	27.9	26.2	+7%	Simdax Divina	<b>O</b> tal
Easyhaler®	asthma	SpP	15.7	15.3	+3%	Burana Easyhaler	
Burana <sup>®</sup>	inflammatory pain	SpP	15.2	14.5	+5%	Animal	
Divina <sup>®</sup> series	menopause	PP	15.3	15.8	-3%	sedatives	
Simdax®	heart failure	PP	13.0	14.0	-7%		Comtess/ Comtan
Calcimagon®	osteoporosis	SpP	11.9	12.7	-6%		Contain
Enanton®	prostate cancer	PP	13.0	13.3	-3%		
Fareston®	breast cancer	PP	7.9	9.8	-20%		
In total			321.4	290.9	+10%		
Share of pharmaceutical net sales			51%	50%			







Key figures 2004–Q3/2007					
	2004 Proforma	2005 Proforma	2006 Proforma	Change %	Q1–Q3/0
Net sales, EUR million	553.0	585.6	641.1	+9.5%	509.
Operating profit (EBIT), EUR million	105.3	155.2	196.7	+26.7%	154.
% of net sales	19.0%	26.5%	30.7%		30.4%
Profit before taxes, EUR million	104.1	154.3	197.3	+27.9%	155.
Earnings per share (EPS), EUR	0.55	0.83	1.03	+24.7%	0.8
R&D expenses, EUR million	78.4	80.1	84.1	+5.1%	69.
ROCE, %	24.8%	40.7%	46.5%		47.7%
ROE, %	19.7%	32.9%	34.5%		35.4%
Equity ratio, %	54.1%	65.6%	75.4%		75.7%
Gearing, %	2.2%	-28.7%	-22.6%		-11.9%
Personnel at end of the period	2 995	3 003	3 061	+1.9%	3 14



























## Specialty Products' top 10 brands by net sales MAT Sep/2007

Brand	Active ingredient	Indication	Area	Net sales EUR million	Change %
Easyhaler®	budesonide/formoterol/ beclometasone/ salbutamol	asthma, chronic obstructive pulmonary disease (COPD)	Easyhaler	15.76	+3%
Burana®	ibuprofen	pain, arthritis, antipyretic	Rx/OTC	14.26	-2%
Calcimagon®	calcium and D3	osteoporosis	Rx	11.90	-6%
Solomet®	methylprednisolon	corticosteroid (rheuma, autoimmune diseases)	Rx	7.69	+25%
Marevan®	warfarin	anticoagulant (prevention of thromboembolism)	Rx	7.44	+4%
Primaspan®	acetyl acid	prevention of thrombosis in arterias (TIA)	Rx/OTC	6.71	+12%
Trexan®	methotrexate	cancer, rheuma, psoriasis	Rx	5.39	+1%
Furesis®	furosemide	oedema	Rx	4.29	-9%
Kefexin®	kefalexine	antibiotic (infections)	Rx	4.08	+14%
Dilzem®	diltiazem	angina pectoris	Rx	3.92	+6%
Top 10 in total				81.44	39
% of total Spec	ialty Products' net sales			35%	
	ON	Capital Markets Day, London	21 Nove	ember 2007	28















































	top 10 pha nual total (MAT)						
EUR million		Business division	MAT 12 mth	MAT pre 12 mth	Change %		
Stalevo <sup>®</sup>	PD	PP	125.7	96.3	+31%	Enanton Calcimagon	Fareston
Comtess® /Comtan®	PD	PP	75.7	73.0	+4%	Simdax	Stale
DDDA	animal sedatives	АН	27.9	26.2	+7%	Divina	
Easyhaler®	asthma	SpP	15.7	15.3	+3%	Burana	
Burana®	inflammatory pain	SpP	15.2	14.5	+5%	Easyhaler	
Divina <sup>®</sup> series	menopause	PP	15.3	15.8	-3%	Animal sedatives	
Simdax®	heart failure	PP	13.0	14.0	-7%		Comtess/
Calcimagon®	osteoporosis	SpP	11.9	12.7	-6%		Comtan
Enanton®	prostate cancer	PP	13.0	13.3	-3%		
Fareston®	breast cancer	PP	7.9	9.8	-20%		
14. Precedex®	sedation in intensive care	PP	6.2	6.3	-1%		
		Capital Mark	ets Day, Lor	ndon		21 November 2007	52















Brand	Active ingredient	Form	Indication	Marketing approvals
Domitor®	medetomidine	injection	companion animal sedative	1983 Finland (FI) (1st MA) 1989 USA (1st U.S. MA)
Divina® series incl. various brands	estradiol	various forms	menopause, osteoporosis	first version on the market in 1984
Domosedan <sup>®</sup>	detomidine	injection	production animal sedative	1987 FI 1996 USA
Fareston <sup>®</sup>	toremifene	tablet	breast cancer	1988 FI 1996 Europe and Japan 1997 USA
Antisedan®	atipamezole	injection	sedative reversal	1989 FI 1996 USA
Comtess®/Comtan®	entacapone	tablet	Parkinson's Disease	1998 EU 1999 USA
Precedex®	dexmedetomidine	injection	sedation in intensive care	1999 USA 2001 Poland 2004 Japan
Simdax® i.v.	levosimendan	infusion concentrate	heart failure	2000 Sweden
Stalevo <sup>®</sup>	levodopa, carbidopa, entacapone	tablet	Parkinson's Disease	2003 EU and USA
Dexdomitor®	dexmedetomidine	injection	companion animal sedative	2005 FI 2007 DK, SE, NO, USA























United	Studie	s on dexm		
Dexmedeto	omidine st	udied in > 4 000	) subjects	
	Timelines	N:o of studies	N:o of subjects	Main objectives
Orion-Farmos legacy studies	Before 1994	56 phase I–III studies	2 647 (1 579 with dex)	Pharmacokinetics (PK) and evaluation of efficacy and safety
Phase I studies by Abbott	1995–1997	14 studies	382 (285 with dex)	PK and pharmacodynamics (PD) in healthy volunteers and special populations
Perioperative studies by Abbott	1995–1996	8 phase II/III studies	1 204 (765 with dex)	Dex as an anesthetic adjunct; ad 12h infusion
Post-operative ICU studies by Abbott	1997–1998	3 phase II/III studies	955 (576 with dex)	ICU sedation; ad 24h infusion
Long-term ICU study by Orion	2005–2006	pilot study (3001011)	85 (41 with dex)	ICU sedation; ad 14 day infusion
Post-marketing studies	since 1999	10 studies	977 (756 with dex)	various
GRION		Capital Marke	ts Day, London	21 November 2007 72

Results from th	e dexmedetom	idine pilot study
Study on 85 patients with e Aaximum duration of seda		n for at least 24 hours.
	Dexmedetomidine	Standard of Care (SOC) (propofol or midazolam)
N:o of patients	41	44 (28+16)
Sedation in target (all)	55%	57%
Sedation in target (mild or moderate as target)	68% of the sedation time	64% of the sedation time
Mechanical ventilation time in mild or moderate sedation	70.2 h (p = 0.027)	92.5 h
		J. Takala, S. Nunes et al. 2007 (congress abstra
BUILDING WELL-BEING	Capital Markets Day, London	21 November 2007 73





















Pharmaceutical R&D pipeline			Orion's R&D for PP busine Developed by partner			
				Orion	s R&D f	or SpP busin
Project	Indication	Preclinical phase	CI	inical ph	ase	Registratio
		phase	1	Ш	ш	
Central nervous system research:		Note				bar represen
Alpha <sub>2</sub> receptor pharmacology	schizophrenia		the	status o	t current	developmen
COMT inhibition	Parkinson's Disease					
Life cycle-management (LCM) of Stalevo	Parkinson's Disease			-		
Cardiology and critical care research:						•
Dexmedetomidine (European development)	sedation in intensive care					
Intravenous levosimendan (Simdax)	acute heart failure					
Urology and oncology research:						
Steroid receptor pharmacology	prostate cancer, SARM					
Toremifene (Acapodene)	prostate cancer, osteoporosis					
Veterinary research:						
Oral levosimendan	heart diseases of dogs					
Specialty Products:						·
Easyhaler	Asthma					
Several products (ca. 20) in LCM development	several indications					
Several in-licensed products (> 30/a)	several indications					
	Capital Markets Day, London			vember		84

By products	om proprietary				
EUR million		Q1–Q3/07	Q1-Q3/06	Change	200
			Proforma	%	Proform
Stalevo®	Parkinson's Disease	94.6	80.2	+18.0%	111.
Comtess® /Comtan®	Parkinson's Disease	58.0	57.0	+1.8%	74.
Domitor <sup>®</sup> , Domosedan <sup>®</sup> and Antisedan <sup>®</sup>	animal sedatives	21.8	20.2	+8.2%	26.
Easyhaler®	asthma	12.1	12.3	-1.2%	15.
Divina <sup>®</sup> series	hormone replacement therapy	11.6	12.4	-6.8%	16.
Simdax®	heart failure	10.2	10.3	-1.2%	13.
Fareston®	breast cancer	6.2	8.6	-28.0%	10.
Precedex®	sedation in intensive care	5.5	5.7	-3.6%	7.
In total		220.0	206.6	+6.5%	274.
OPION	Capital Markets Day,	andan	24 M	ovember 2007	85

Duration of se	Duration of selected patents					
Molecule	Patents expire					
Entacapone	2013 USA					
	2012 Europe					
	2007 rest of the world					
Levosimendan	2013 USA (2018)					
	2012 Europe (2015)					
Toremifene	2009 USA					
Dexmedetomidine	2008 USA and Europe poss	sible ext. 5 years in both				
Atipamezole	2010 USA					
ORION	Capital Markets Day, London	21 November 2007	86			