



Specialty Products Business

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Specialty Products Business briefly



Market leader in Finland

Top 5 generic company in Scandinavia



Strong position in focus segments in EE and CIS



Commercialisation partner for biosimilars in the Nordics



Global presence through partners



Strong Supply Chain partnerships



Strong compliance background
High service level



Competitive integrated own production operations



Competitive product portfolio offering

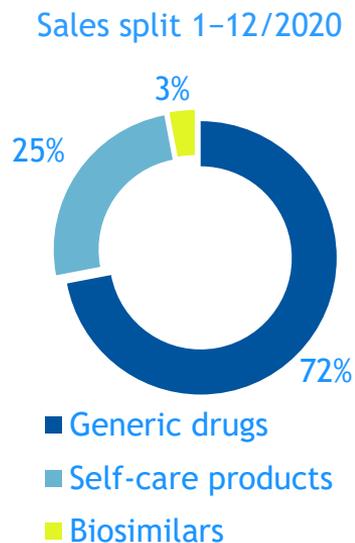


Strong product portfolio renewal agenda

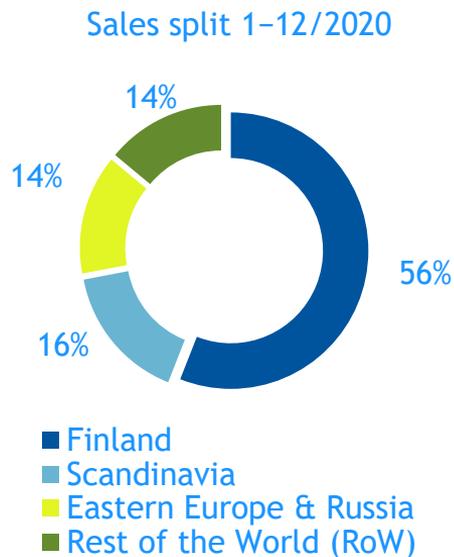
Continuous improvement culture throughout the value chain

Specialty Products Business is Orion's bedrock

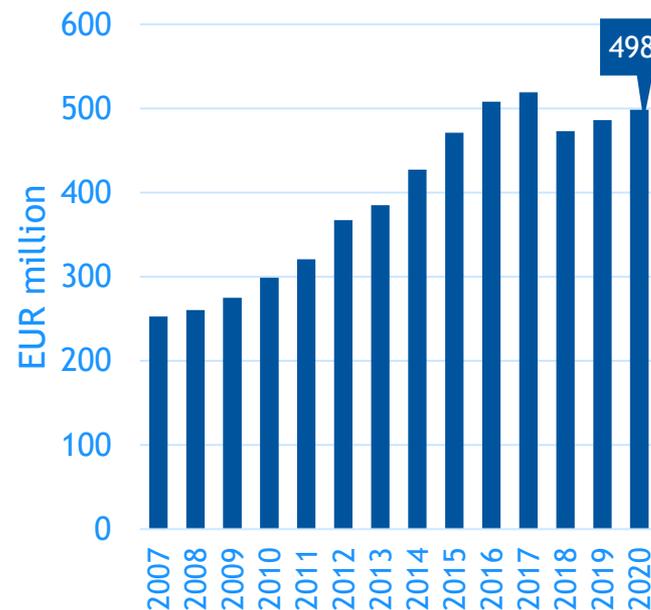
2020 Net sales by product categories



2020 Net sales by geographic area



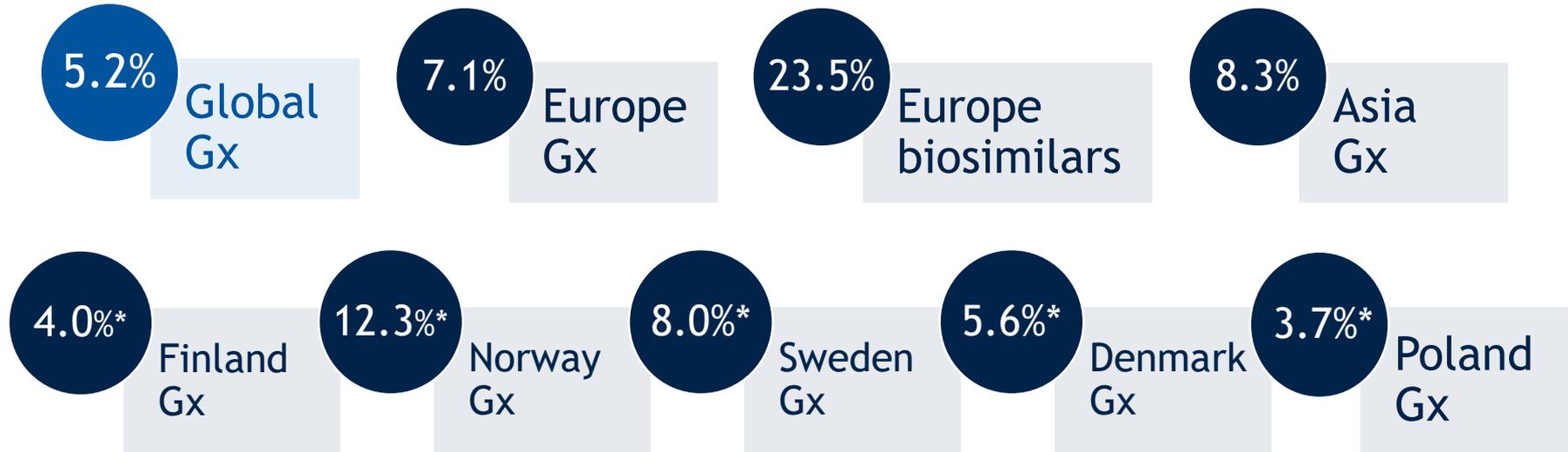
Development of Specialty Products net sales from 2011 to 2020



Competitive product portfolio enabler for business growth

		Indication	2020 Net sales (EUR million)
1.	Burana®	Inflammatory pain	23
2.	Divina® series	Menopausal symptoms	21
3.	Biosimilars	Rheumatoid arthritis, inflammatory bowel diseases, lymphoma	18
4.	Trexan®	Rheumatoid arthritis and autoimmune indications	17
5.	Marevan®	Anticoagulant	16
6.	Solomet®	Autoimmunity diseases	15
7.	Generic dexmedetomidine	Sedative	13
8.	Fareston®	Metastatic Breast cancer	12
9.	Pegorion®	Constipation	10
10.	Devisol®	Vitamin D	10
	TOP 10 total		155
	All other Specialty Products		343

Generic markets offer sustainable growth opportunities



* IQVIA forecast for generic market. Generic products are generally defined as products that were never protected*, arriving on the market after the original molecule was launched and post protection of the original. They can include both INN-unbranded and company-branded products, but do not include biosimilars. Denmark data available only ad 2024.

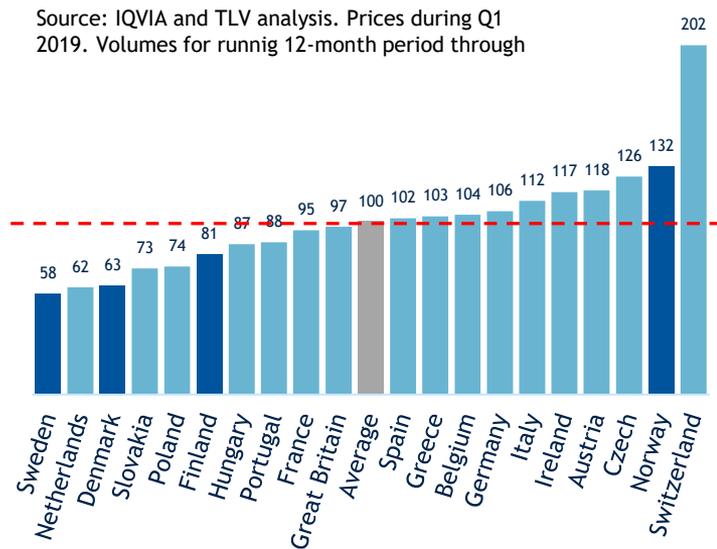
Global generics market USD 367 bn in 2019 → forecast: USD 497 bn in 2025

Nordic generic pharma markets are very dynamic

Key market drivers to response

- Price erosion continues
- Increasing market demand for generics
- Biosimilars market penetration continuous
- Products availability through global supply chains is a critical factor
- No major system changes foreseen in mid term
- Nordic tendering practices toward sustainability

Generic pricing in Scandinavia remains among the lowest in Europe



Orion has solid position in the Nordics



Orion having solid position in Scandinavian generics markets

Orion clear market leader in Finnish pharmaceutical market



Specialty Products Business Strategy

Strategic target is to
become the leading generic pharmaceutical company in the Nordics and optimise assets globally



Market leader in Finland
TOP 3 in Scandinavia
Grow outside the Nordics
Grow faster than markets



Strategic objective

#1 Maximise value of current portfolio

Strategic objective

#2 Establish generic growth platform in Europe and Asia

Strategic objective

#3 Develop product portfolio through in-licensing, generic development and assets acquisitions

Strategic objective

4 Develop strategic partnerships through the value chain

Master compliance, service level and costs in global supply chains

Generic business opportunities in Europe and Asia

GENERIC EXPANSION IN EUROPE



EU Generics market growth estimate 7.1%*



Orion's commercial presence in Europe



Opportunities with current product portfolio



Niche opportunities through in-licensing



M&A opportunities under evaluation

GENERIC ENTRY TO ASIA



Asia Generics market growth estimate 8.3%*



Maximise the value of current Orion's generic product portfolio



Stronger commercial presence in growing Asian markets enables Orion to launch all new Specialty Products in the territory in the future

Strong agenda for product portfolio development

Keep current
product portfolio
competitive



In-licensing new
products

20 new products
per year



Niche generics
development

5 new projects per
year



Competitive product portfolio offering for our customers

Specialty Products Business continues to contribute Orion's growth targets





Orion Corporation Capital Markets Day