



Orion Investor presentation

Updated on 24 October 2018

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 1-9/2018
- 4) Outlook and financials
- 5) Business divisions
- 6) Responsibility
- 7) Financial calendar



Orion in brief

Orion today - year 2017 in figures



Net sales 1,034 MEUR
Operating profit 284 MEUR



Personnel 3,182



R&D investments
99 MEUR

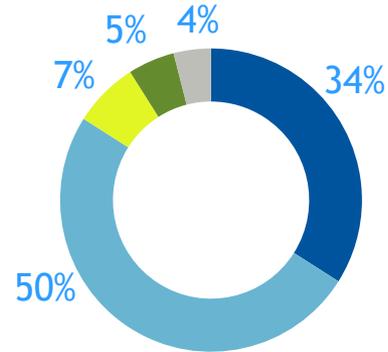


6 production sites in
Finland



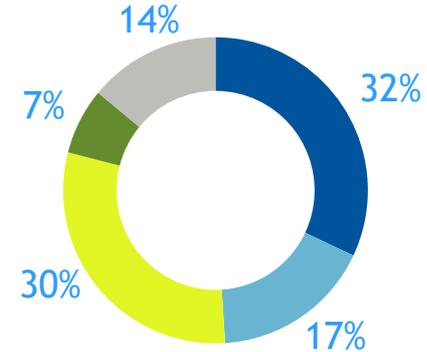
Own sales unit in
26 European countries

Sales by business



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

Sales by market area

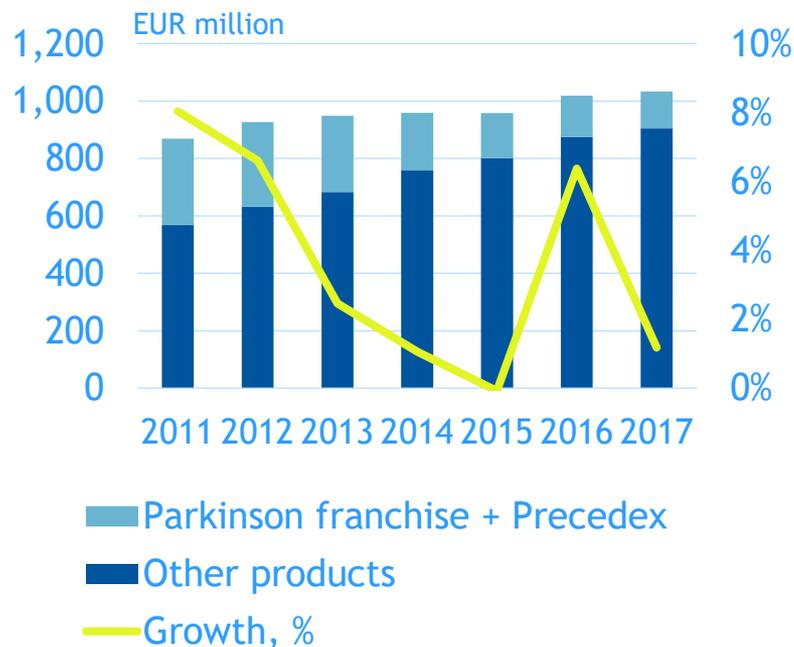


- Finland
- Scandinavia
- Other Europe
- North America
- ROW

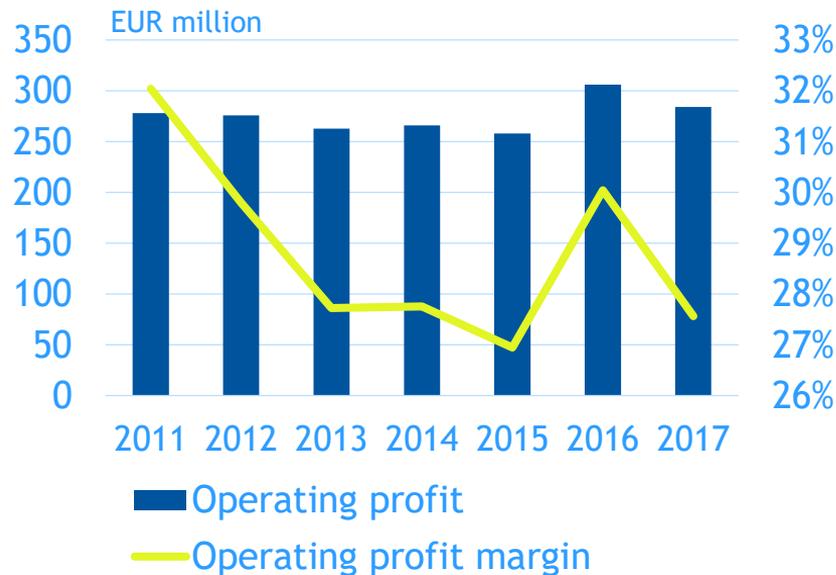
On 21 April 2018, Orion signed an agreement on the sale of all shares in Orion Diagnostica Oy (i.e. the Orion Diagnostica business division). Following the transaction, that was completed on 30 April 2018, Orion Diagnostica business is reported as discontinued operation. All figures in this presentation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

Steady development despite patent expiries

Net sales



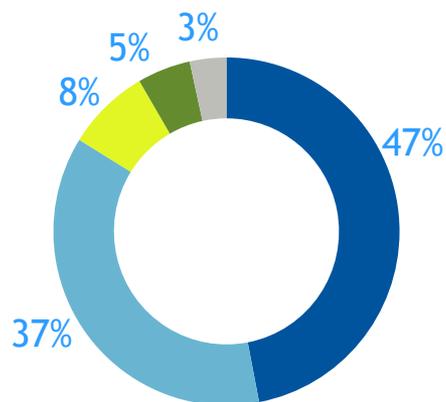
Operating profit



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.

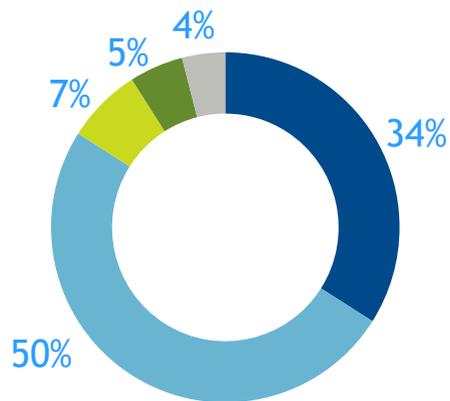
Orion's product mix has changed

Sales by business 2011



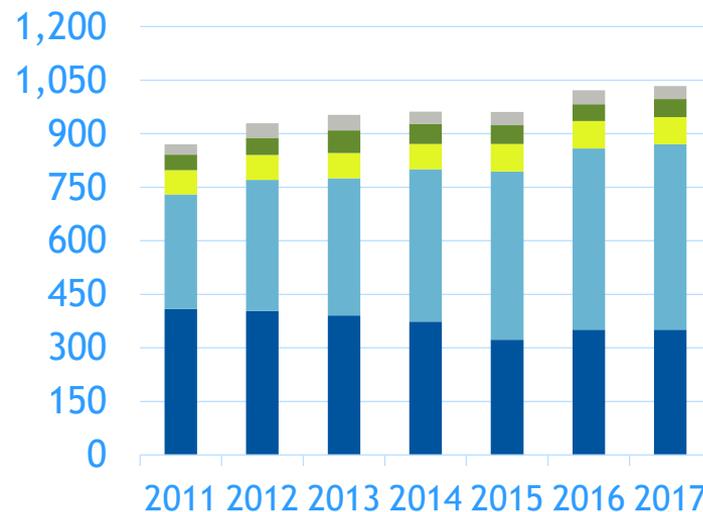
- Proprietary Products
- Animal Health
- Contract manufacturing & other

Sales by business 2017



- 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-medicinal products, biosimilars



Animal Health

Medicine and well-being products for animals



Fermion

Active pharmaceutical ingredients (APIs)



Contract Manufacturing

Production for other pharmaceutical companies

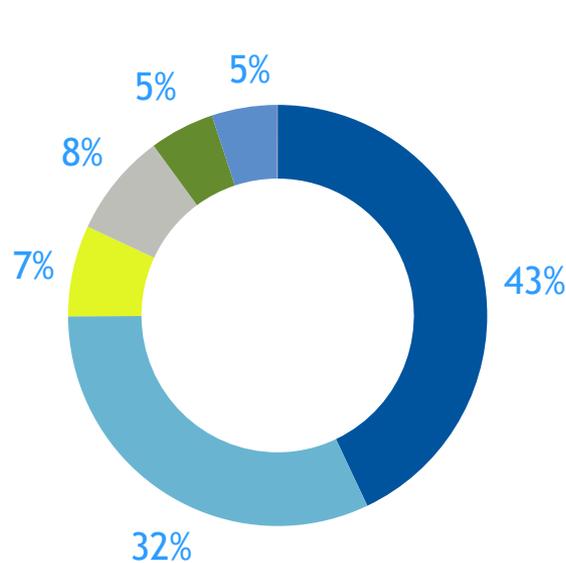


Orion's strategy - Mission to build well-being

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		Future R&D
Megatrends	Strategic targets				Top Supply Chain	
Focus areas	Strategic development projects					

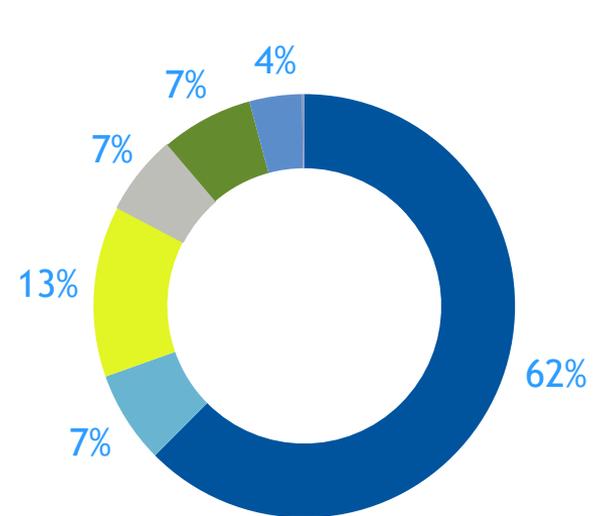
Orion had ~73,000 shareholders on September 30, 2018

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

Focus areas of Orion's R&D

Proprietary Products



- CNS
- Oncology
- Respiratory (Easyhaler® product family)

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

Collaboration with partners



AsahiKASEI



Orion's key clinical drug development projects

Project	Indication	Phase			Registration
Easyhaler® tiotropium	COPD	Bioequivalence study			
Darolutamide ¹⁾	Prostate cancer (nmCRPC)	I	II	III	
Darolutamide ¹⁾	Prostate cancer (mHSPC)	I	II	III	
ODM-109 (oral levosimendan)	ALS	I	II	III	
ODM-104 (more effective COMT inhibitor)	Parkinson's disease	I	II		
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			

¹⁾ In collaboration with Bayer

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

	= Completed
	= Ongoing
	= Status changed

Orion and Bayer's phase III trial of darolutamide for non-metastatic castration-resistant prostate cancer: Primary endpoint was met

- Darolutamide significantly extended metastasis-free survival compared to placebo.
- The full data will be presented at an upcoming scientific meeting.
- Bayer plans to discuss the data from the trial with health authorities regarding the submission for marketing authorization application. Darolutamide has been granted Fast Track designation by FDA.

Financial impacts of darolutamide

- Bayer covered the majority of the development costs and 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 USA, EUR 20 million in the EU and EUR 8 million in Japan.
- **Tiered royalties on product sales** approximately 20%, including production revenue.
- **Potential one-off payments** if certain sales targets are met.



Other late-phase clinical trials are also making progress

- **ODM-201/darolutamide for metastatic hormone-sensitive prostate cancer:**
 - Phase III trial ARASENS in collaboration with Bayer on-going.
 - Patient recruitment finalized. The trial is expected to be completed in 2022.
- **ODM-109/orally administered levosimendan for ALS:**
 - 3-year REFALS trial started in the spring, recruitment progressing.
 - Orion conducts the Phase III trial on its own.
- **ODM-104 for Parkinson's disease:**
 - Primary endpoint of Phase II met in Q2/2018. The results are being analysed and Orion is looking for a possible partner. Decision-making will also consider investment opportunities in other R&D projects.

Two trials with Bayer on darolutamide



- Patients with **non-metastatic, castration-resistant prostate cancer** who were being treated with androgen deprivation therapy as standard care and at risk of developing metastatic disease
- Endpoints:
 - Primary: Darolutamide over placebo in metastasis-free survival
 - Secondary: Overall survival, time to first symptomatic skeletal event, time to first initiation of cytotoxic chemotherapy, time to pain progression, and to characterize the safety and tolerability of darolutamide
- Headline results published in October 2018: Primary endpoint met. The full data will be presented at an upcoming scientific meeting.

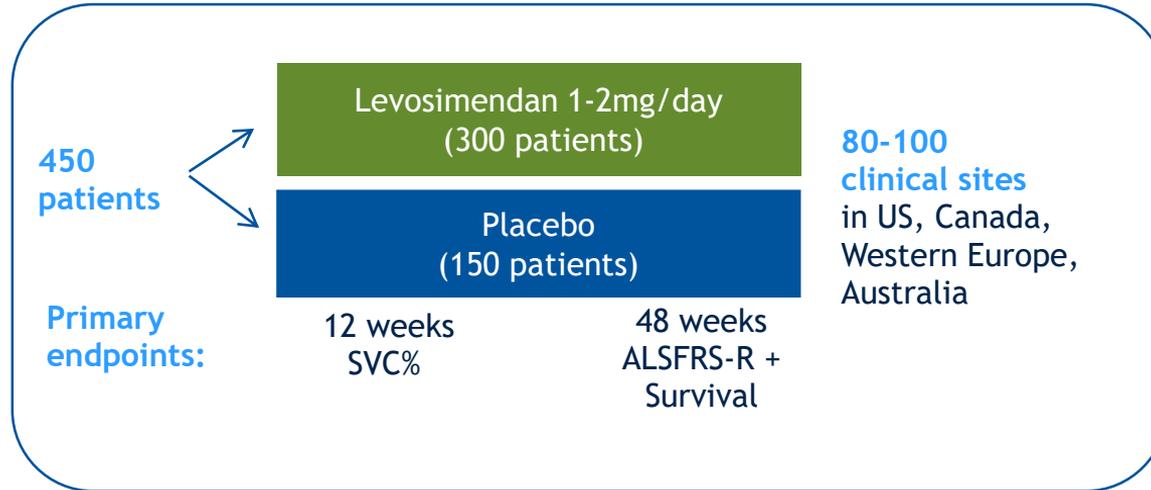


- Patients with **metastatic, hormone-sensitive prostate cancer**
- Treatment: Darolutamide with androgen deprivation therapy (hormonal therapy) and six cycles of docetaxel (chemotherapy)
- Endpoints:
 - Primary: Darolutamide over placebo in overall survival
 - Secondary: Time to castration resistance, 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
- Recruitment finalized, estimated completion of the trial in 2022.

ODM-109: Oral levosimendan for ALS

- First patients recruited in July 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 US and Europe.
- Levosimendan has been granted an Orphan Drug Designation in the US 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.

ODM-109: REFALS phase III trial



Costs of the trial:
~ EUR 60 million
approximately over three years

= **SVC% (slow vital capacity)** - measure of breathing capacity compared to normal subjects

= **ALSFRS-R (ALS functional rating scale)** - overall assessment of ALS symptoms

More information about the study: www.clinicaltrials.gov, Identifier: NCT03505021

ALS (Amyotrophic lateral sclerosis) as a rare disease

1–2/
100,000

Incidence

~16,800

Patients
in the US in 2017

~12,500

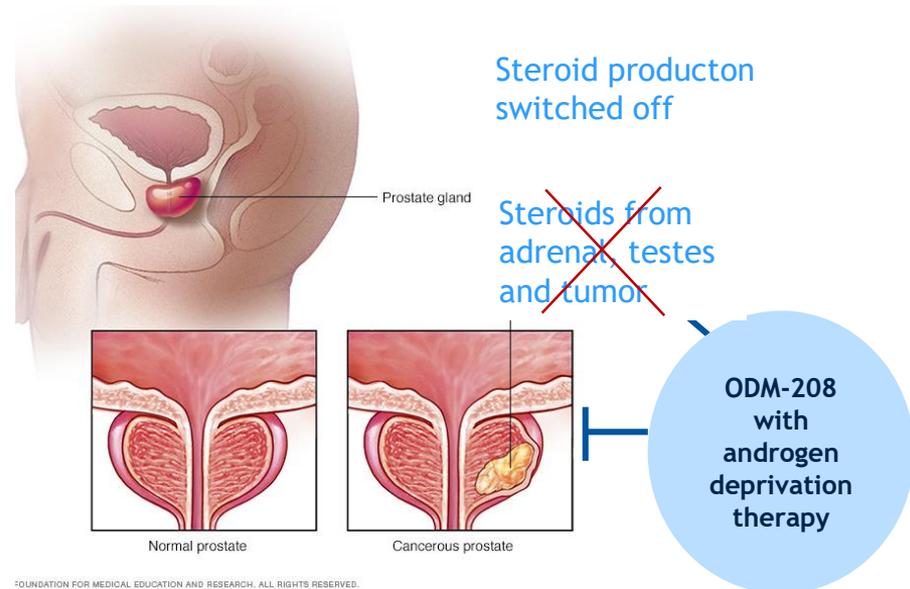
Patients
in Europe

~450–500

Patients
in Finland

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 2018

Orion and Bayer's Phase III trial of prostate cancer drug darolutamide met primary endpoint

1 Darolutamide: Discussions with authorities regarding the submission for marketing authorization application are about to start. Darolutamide has been granted Fast Track designation by FDA.

2 Profitability was good, and profit margin for continuing operations exceeded financial target. Cash flow was strong. Net sales and operating profit were lower than in the comparative period. R&D investments increased.



3 Sales of Proprietary Products were at level with comparative period. Net sales of Specialty Products continued to decrease due to challenging operating environment, tougher price competition and lower sales of biosimilars.

4 Outlook remains unchanged.

Key figures 1–9/2018 (continuing operations)

Net sales

715

MEUR (768)
-7%

Operating profit

184

MEUR (214)
-14%

Operating profit
margin

26%

(28%)

Cash flow per share
before financial
items**

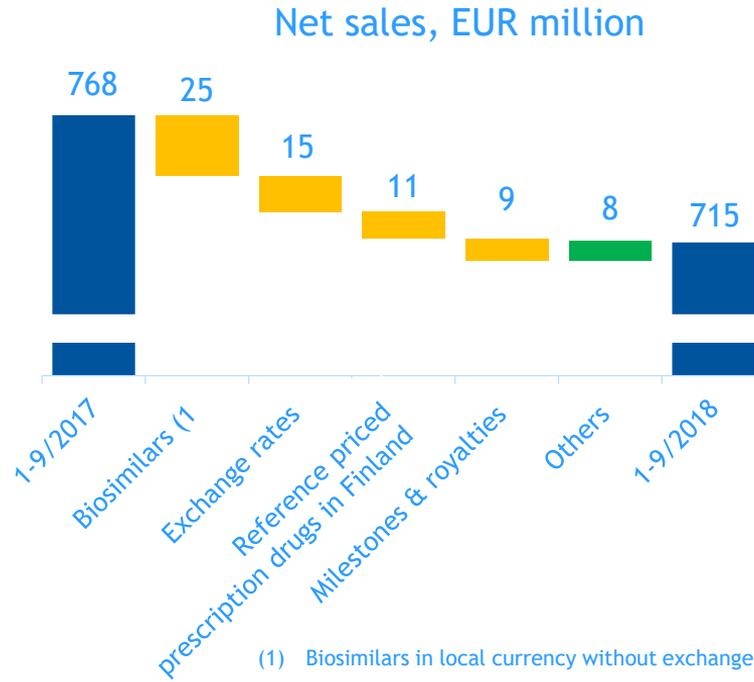
2.10

EUR (0.86)
+143%

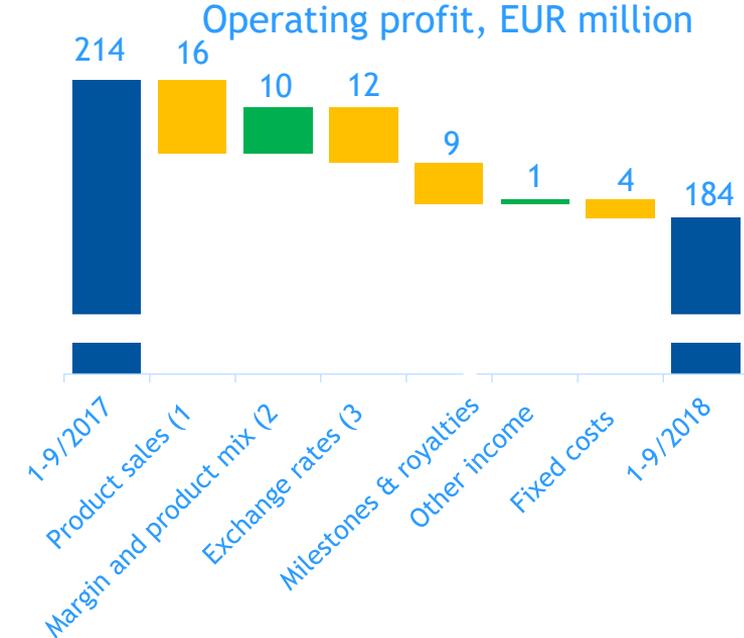
**) Cash flow per share before financial items: Continuing and discontinued operations

Most of the profit decrease due to exchange rate changes and lower milestone payments and royalties

– Otherwise, profitability only slightly below comparative period



(1) Biosimilars in local currency without exchange rate effect



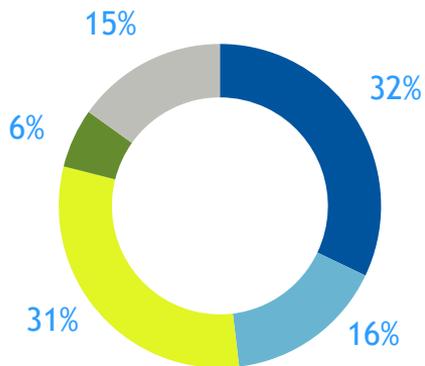
(1) Product sales without sales margin and product mix change and exchange rate effect

(2) Product sales margin and product mix change without exchange rate effect

(3) Exchange rate effect on gross margin

Geographical breakdown and development of net sales

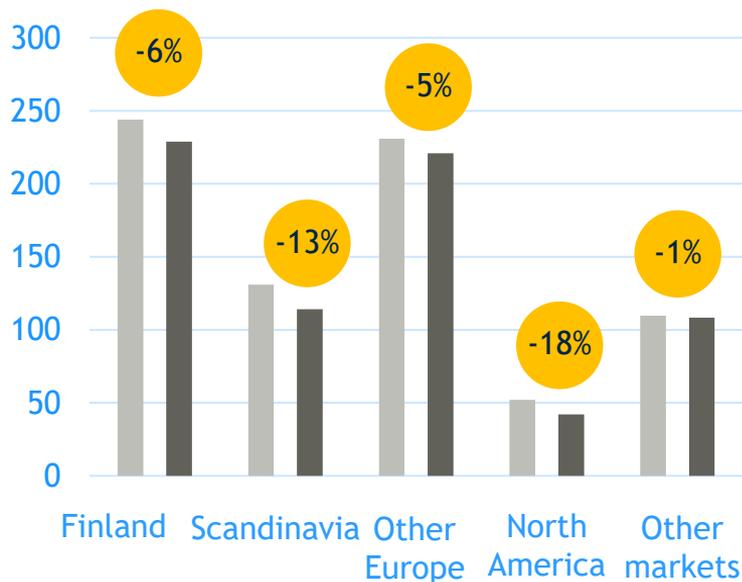
1-9/2018



- Finland
- Scandinavia
- Other Europe
- North America
- Other markets

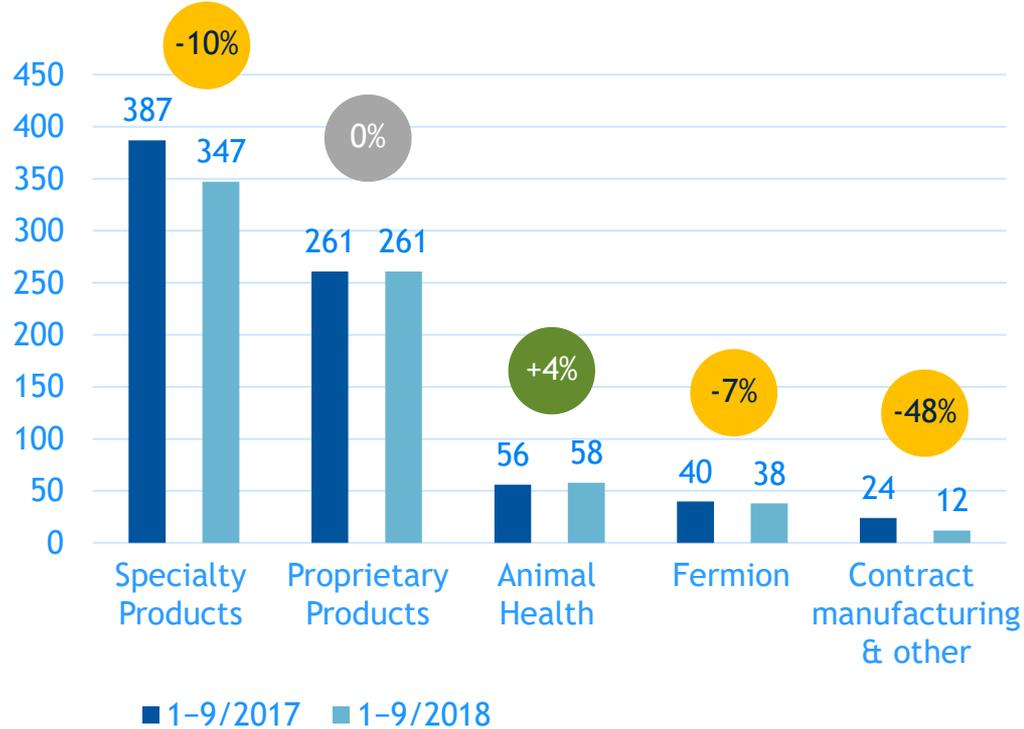
■ 1-9/2017 ■ 1-9/2018

EUR million

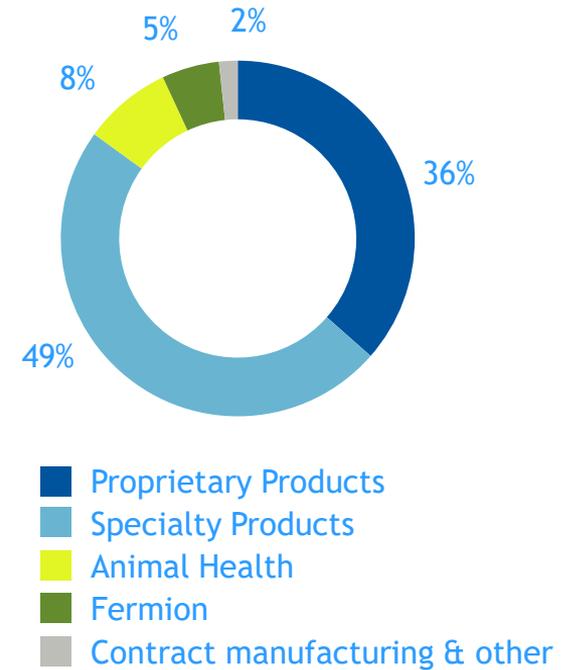


Net sales by business division

EUR million



1-9/2018



Best-selling pharmaceuticals 1–9/2018

		Indication	Net sales (EUR million)	Change vs 1–9/2017
1.	 <i>Stalevo</i>  <i>Comtess</i>  <i>COMTan</i>	Parkinson's disease	76	-5%
2.	 EASYHALER	Asthma, COPD	64	+17%
3.	 <i>dexdor</i>	Intensive care sedative	48	+2%
4.	 SIMDAX levosimendan	Acute heart failure	43	+2%
5.	 DEXDOMITOR  DOMITOR  DOMOSEDAN  ANTISEDAN	Animal sedatives	23	+6%
6.	Biosimilars  Remsima infliximab  Ritemvia Rituximab	Rheumatoid arthritis, inflammatory bowel diseases, lymphoma	19	-57%
7.	 burana	Inflammatory pain	17	-6%
8.	 Precedex (dexmedetomidine HCl injection)	Intensive care sedative	16	-14%
9.	Divina series  <i>Divina</i>	Menopausal symptoms	14	+4%
10.	Marevan	Anticoagulant	12	-11%

 = Products of Proprietary Products business division



Proprietary Products

Proprietary Products

Easyhaler

- Budesonide-formoterol Easyhaler continued strong growth.
- First deliveries of salmeterol-fluticasone Easyhaler have commenced.

Dexdor

- Dexdor sales continued to grow in most countries. Significant generic competition only in Germany, but competition has now expanded to a few other countries as well.



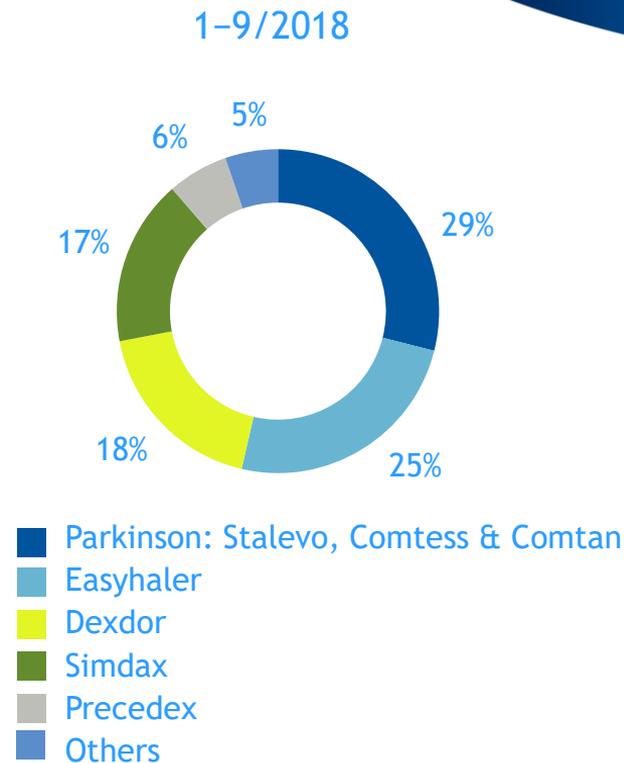
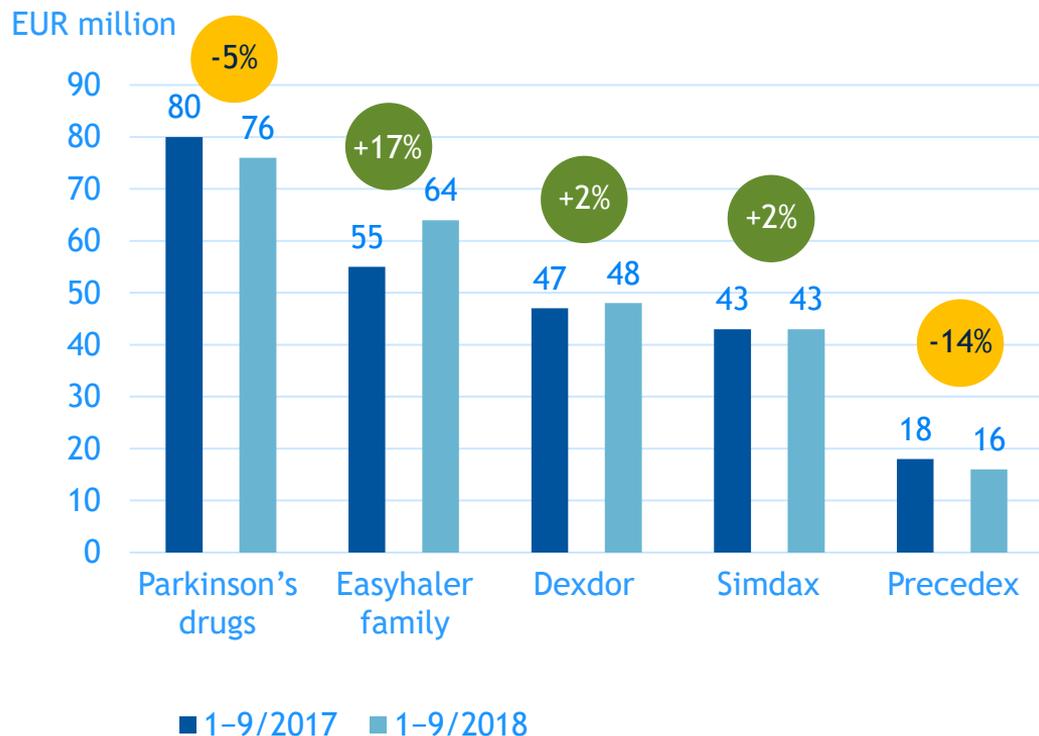
Simdax

- Sales increased slightly.

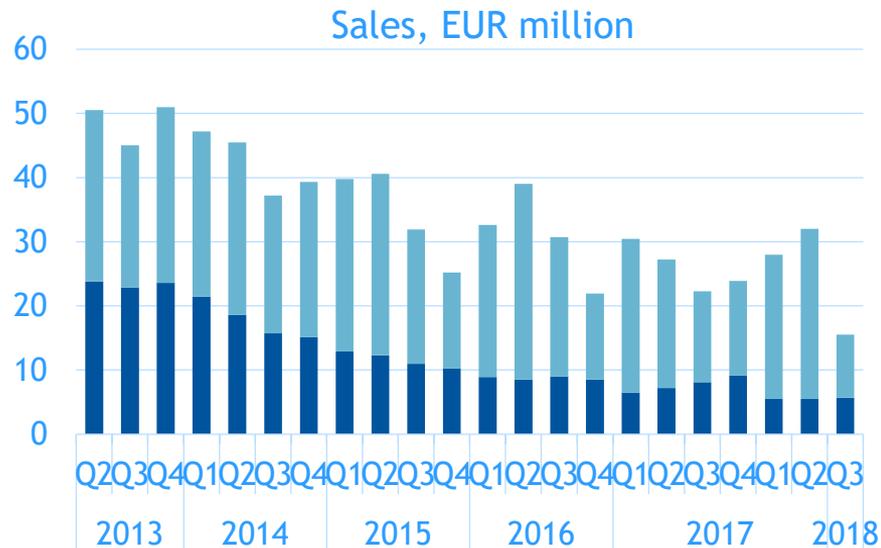
Parkinson's drugs

- Sales lower than in comparative period, as anticipated. Sales are expected to continue to decrease in the long term, as well.

Sales of Proprietary Products at level with comparative period

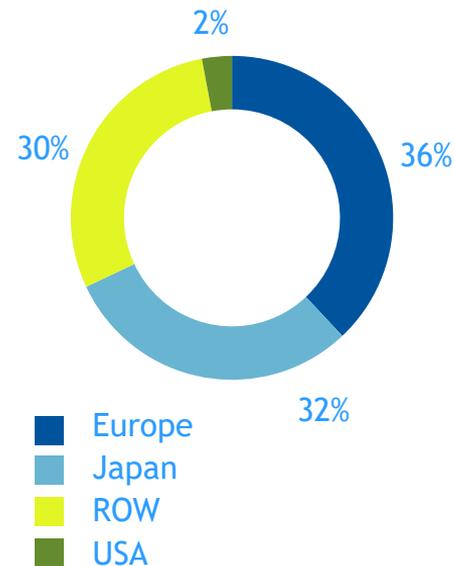


Sales of Parkinson's drugs decreased from comparative period, as anticipated



- Deliveries of Parkinson's drugs (Stalevo, Comtess/Comtan) to key partners
- Orion's own sales

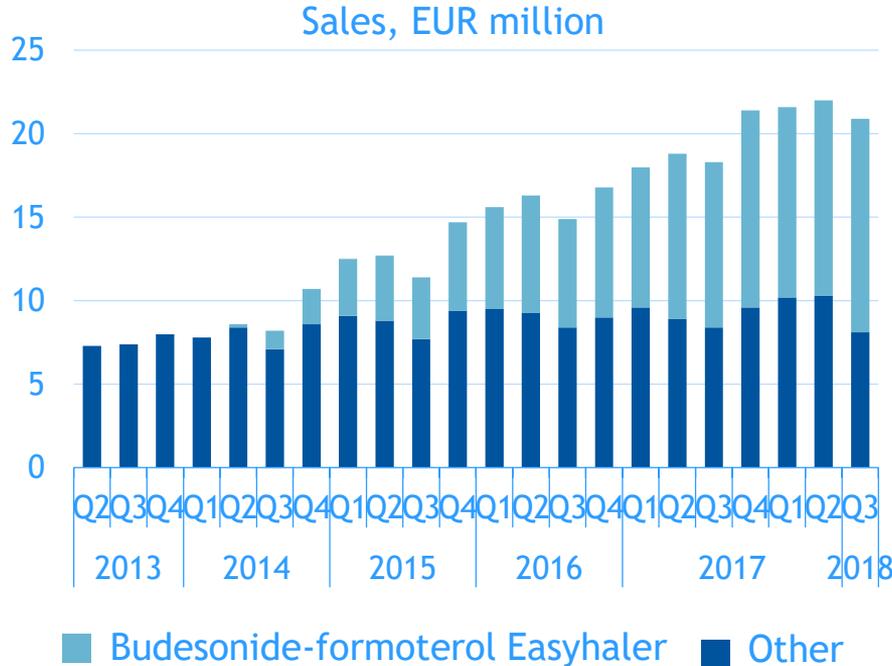
Sales of Orion's branded Parkinson's drugs by market area, MAT6/2018



Source: IQVIA

Easyhaler product family grows

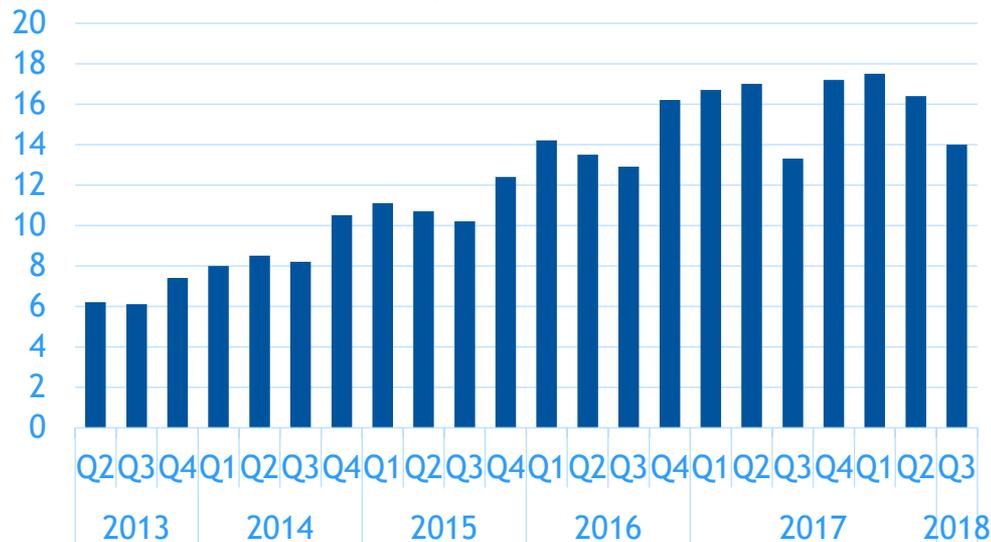
– Salmeterol-fluticasone deliveries have commenced



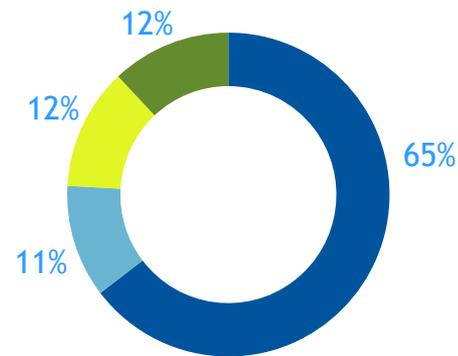
- Product family total sales: +17%
- Budesonide-formoterol Easyhaler: +27%
- **Budesonide-formoterol Easyhaler**
 - On sale in all key European markets.
 - Market share of volume varies: e.g. Sweden 38%, Germany 7%.
- **Salmeterol-fluticasone Easyhaler**
 - Launch started in first European countries. In March, positive conclusions received under the decentralised EU marketing authorisation procedure, and national approval procedures started in 23 countries.
- Development of the seventh product, **tiotropium**, continues.

Sales of Dexdor intensive care sedative continued to grow in most European markets

Sales, EUR million



Total value of the European sedatives market: EUR 553 million (+3%)



- Propofol EUR 356 million (+3%)
- Midazolam EUR 62 million (-5%)
- Dexmedetomidine EUR 68 million (+16%)
- Remifentanyl EUR 66 million (-1%)

Source: IQVIA, MAT 6/2018



Specialty Products



Specialty Products

- Continued price competition in Finland has led to a decline in the entire reference-priced prescription drug market.
 - Estimated impact on Orion EUR 15 million negative in 2018.

- In Scandinavia, sales decline was mainly due to the decreased sales of Remsima biosimilar.
- In Eastern Europe and Russia, sales were at level with the previous year.

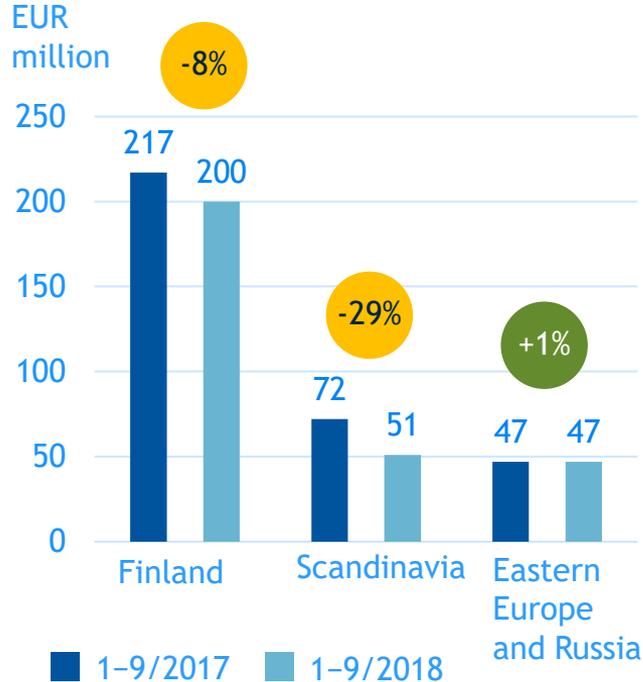


- Sales of biosimilars continued to decrease due to the situation of tenders, tightening competition and declined price level.

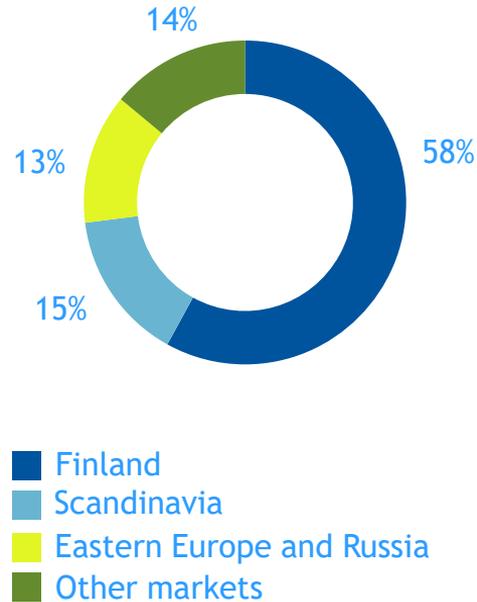
- Biosimilar portfolio expanding: In Finland, agreement with Amgen on the sales of Amgevita (adalimumab), Orion's first biosimilar for outpatient use.

Specialty Products: tighter competition and lower sales of biosimilars showed as a decrease in sales

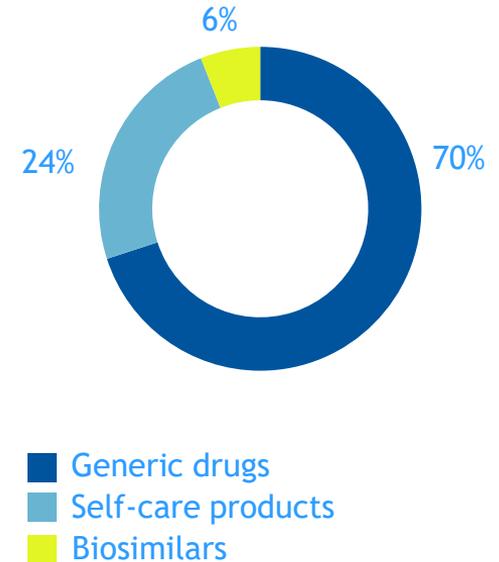
Development of net sales



Net sales by market area 1-9/2018



Net sales by product 1-9/2018



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 (1-9/2018)

368

MEUR (397)



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

91

MEUR (102)

Market development

-7%

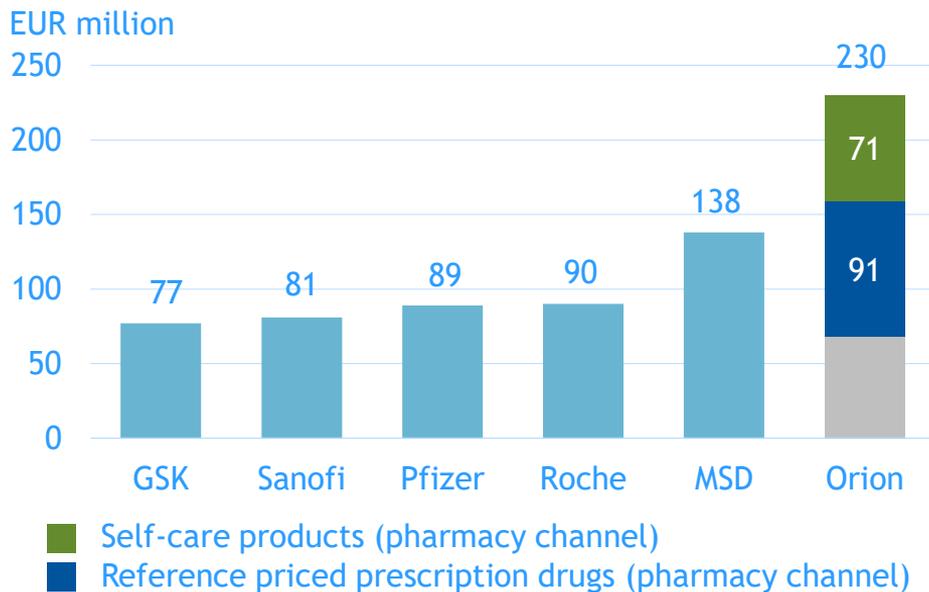
Orion's development

-11%

Orion is strong in home market Finland

Human pharma market in Finland (1-9/2018)

Medicinal and non-medicinal products
in hospital and pharmacy channels: EUR 1,990 million



Reference priced prescription drugs

Orion market share in pharmacy

25%
(26%)

Self-care products

Orion market share in pharmacy

25%
(26%)

Human pharmaceuticals total

Orion market share in pharmacy & hospital

12%
(14%)

The profit impact of the sale of Orion Diagnostica closed on 30 April 2018

Capital gain

+128 MEUR

Pension gain

+5 MEUR

Administrative costs
of the transaction

-1 MEUR



Outlook

Outlook for 2018 remains unchanged

Net sales

Due to generic and price competition Orion estimates that in 2018 the net sales excluding Orion Diagnostica will be **at the same level or slightly lower** than in 2017 (net sales were EUR 1,034 million excluding Orion Diagnostica in 2017).

Operating profit

Orion continues persistent actions to generate growth. Due to the estimated sales development and these actions the operating profit excluding Orion Diagnostica and material capital gains is **estimated to be lower** than in 2017 (operating profit excluding Orion Diagnostica and capital gains was EUR 284 million in 2017).

As estimated earlier, Orion has recognised a EUR 128 million capital gain in other operating income from the sale of Orion Diagnostica. Due to the uncertainty relating to the variable component included in the transaction, the capital gain does not include any part of the variable component.



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.



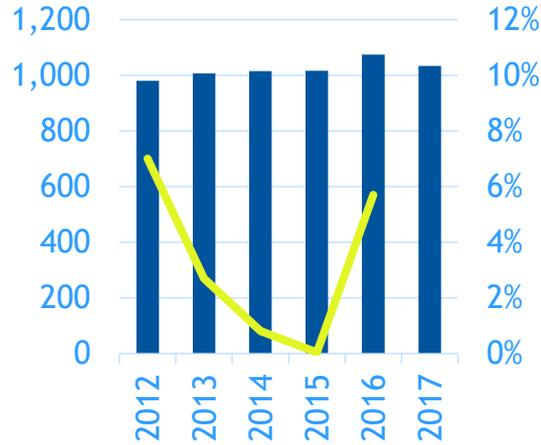
Keeping the equity ratio at least 50%.



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.

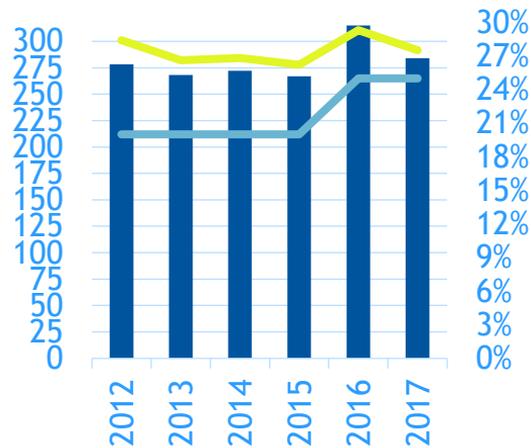
Financial objectives

Net sales



■ Net sales, EUR million
— Growth, %

Operating profit



■ Operating profit, EUR million
— Operating profit margin
— Operating profit target >25%

Dividend

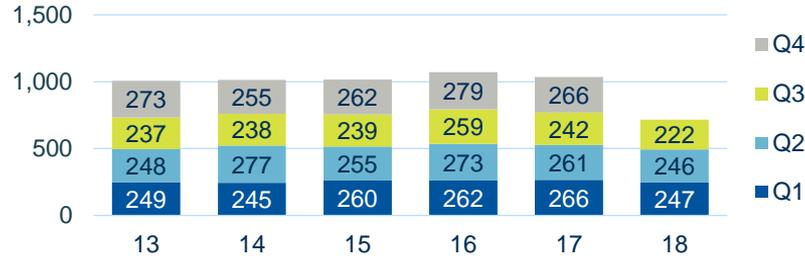


■ Dividend per share, EUR
— Dividend target
 *) 2016: includes extra dividend EUR 0.20

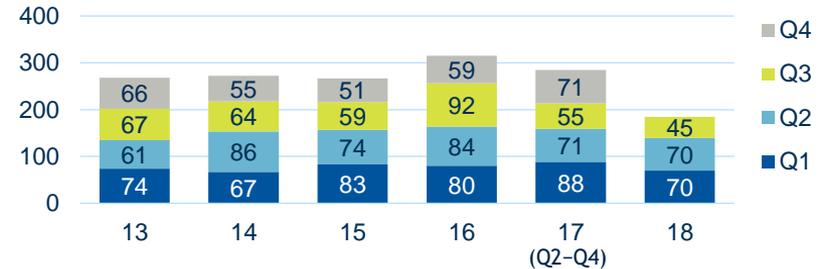
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Key figures by quarter

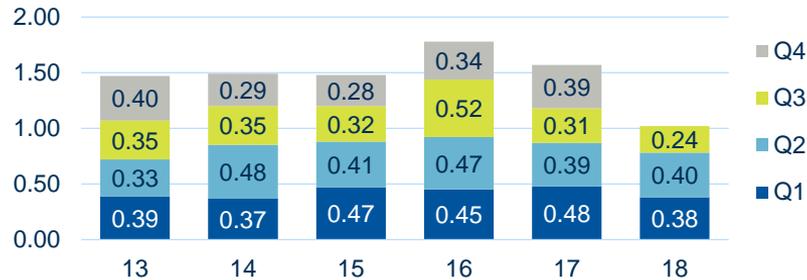
Net sales, EUR million



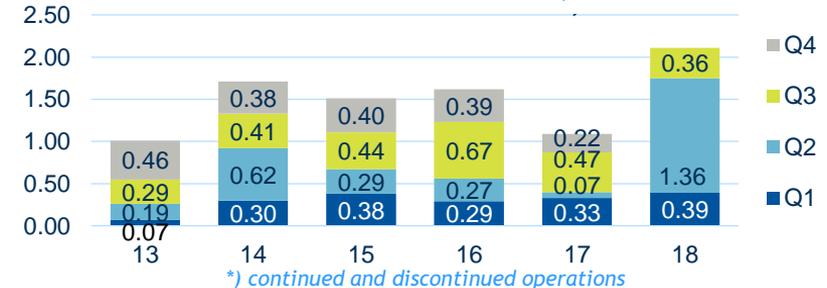
Operating profit, EUR million



Basic earnings per share, EUR



Cash flow per share before financial items*, EUR



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Key figures

Orion's key figures	2013	2014	2015	2016	ADJ.2017	1-9/2018	Change vs. 1-9/2017
Net sales, EUR million	1,006.9	1,015.3	1,015.6	1,073.5	1,033.6	715.1	-6.8%
Operating profit, EUR million	267.7	272.4	266.6	314.6	284.1	184.2	-13.8%
Profit before taxes, EUR million	264.0	267.8	262.3	310.9	277.7	180.9	-13.3%
R&D expenses, EUR million	101.9	106.2	108.1	118.2	99.1	76.2	+5.0%
Equity ratio, %	53.6%	52.3%	57.4%	60.8%	64.6%	69.1%	
Gearing, %	8.4%	-4.7%	-9.6%	-12.4%	-1.9%	-14.0%	
ROCE (before taxes), %	38.5%	36.6%	35.7%	40.9%	36.2%	49.7%	
Return on equity, %	40.3%	41.1%	37.5%	40.3%	34.2%	52.2%	
Basic earnings per share, EUR	1.46	1.50	1.48	1.77	1.61	1.97	+62.1%
Cash flow per share before financial items, EUR	1.02	1.72	1.51	1.62	1.09	2.10	+143.3%
Dividend per share, EUR	1.25	1.30	1.30	1.55*	1.45		

*) 2016: dividend includes extra dividend of 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.

Income statement

Formation of profits, EUR million	2013	2014	2015	2016	ADJ. 2017	1-9/2018	Change vs. 1-9/2017
Net sales	1,006.9	1,015.3	1,015.6	1,073.5	1,033.6	715.1	-6.8%
Cost of goods sold	-393.5	-401.7	-405.8	-421.7	-417.6	-286.7	-8.3%
Gross profit	613.4	613.6	609.8	651.8	616.0	428.4	-5.9%
Other operating income and expenses	5.6	1.7	1.5	24.3	4.9	4.0	+25.8%
Sales and marketing expenses	-204.9	-193.4	-190.4	-194.7	-188.9	-139.9	+0.5%
R&D expenses	-101.9	-106.2	-108.1	-118.2	-99.1	-76.2	+5.0%
Administrative expenses	-44.5	-43.3	-46.2	-48.7	-48.8	-32.1	-2.0%
Operating profit	267.7	272.4	266.6	314.6	284.1	184.2	-13.8%
Profit before taxes	264.0	267.8	262.3	310.9	277.7	180.9	-13.3%
Profit for the period for continuing operations					219.1	143.6	-12.8%
Profit for the period for discontinued operations					6.9	133.4	
Profit for the period	206.2	211.3	208.2	249.0	226.0	277.1	+62.3%

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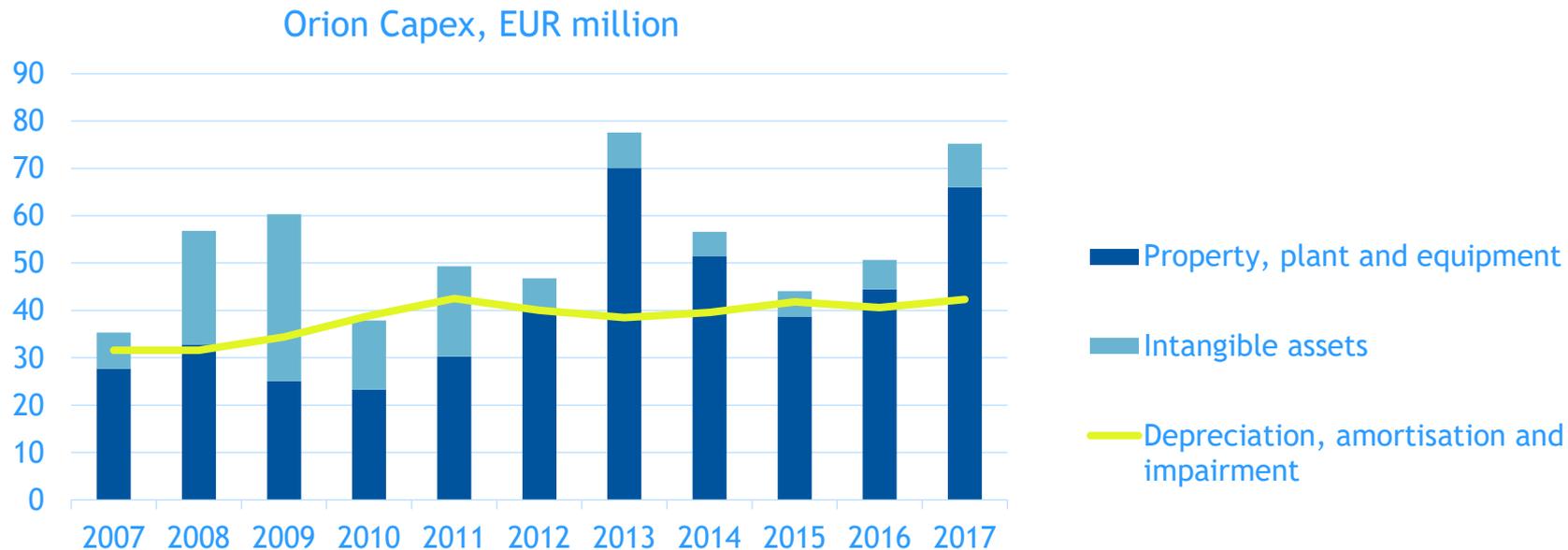
Financial position

EUR million	9/ 2018	9/ 2017	Change %
Non-current assets total	415.3	395.8	+4.9%
Inventories	220.0	218.7	+0.6%
Trade receivables	165.4	187.8	-11.9%
Other receivables	33.2	34.8	-4.7%
Cash & cash equivalents & money market investments	254.8	133.1	+91.5%
Current assets total	673.4	574.4	+17.2%
Assets total	1,088.7	970.1	+12.2%

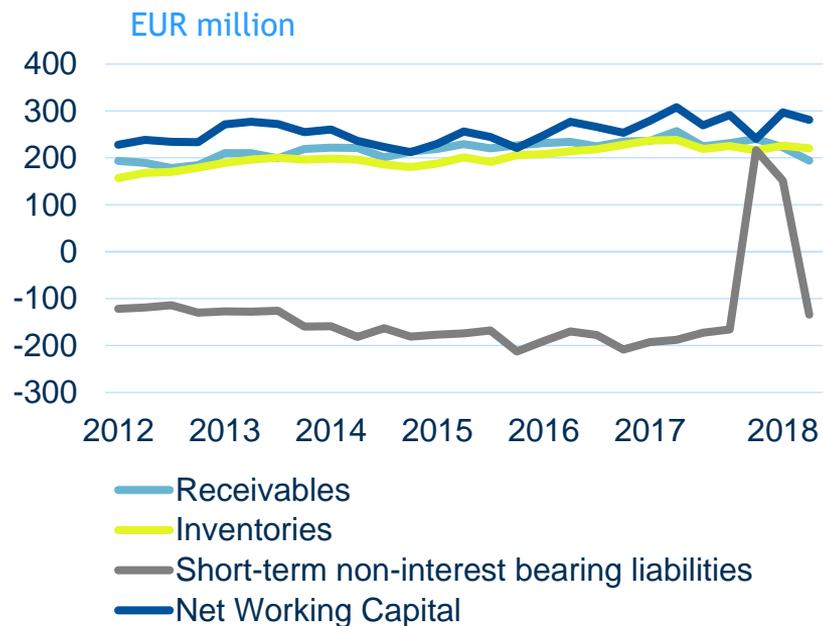
EUR million	9/ 2018	9/ 2017	Change %
Equity total	736.8	594.5	+23.9%
Interest-bearing non-current liabilities	0.6	150.4	-99.6%
Non-current liabilities total	62.0	188.8	-67.2%
Current liabilities total	289.9	186.8	+55.2%
Liabilities total	351.9	375.6	-6.3%
Equity and liabilities total	1,088.7	970.1	+12.2%

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Development of capital expenditure



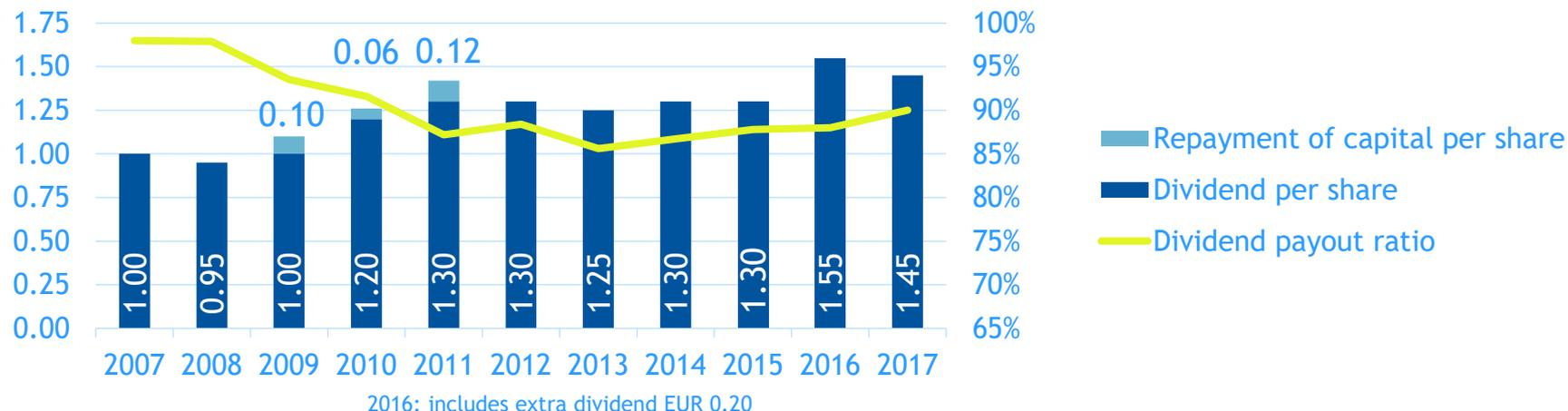
Development of net working capital



Dividend distribution policy

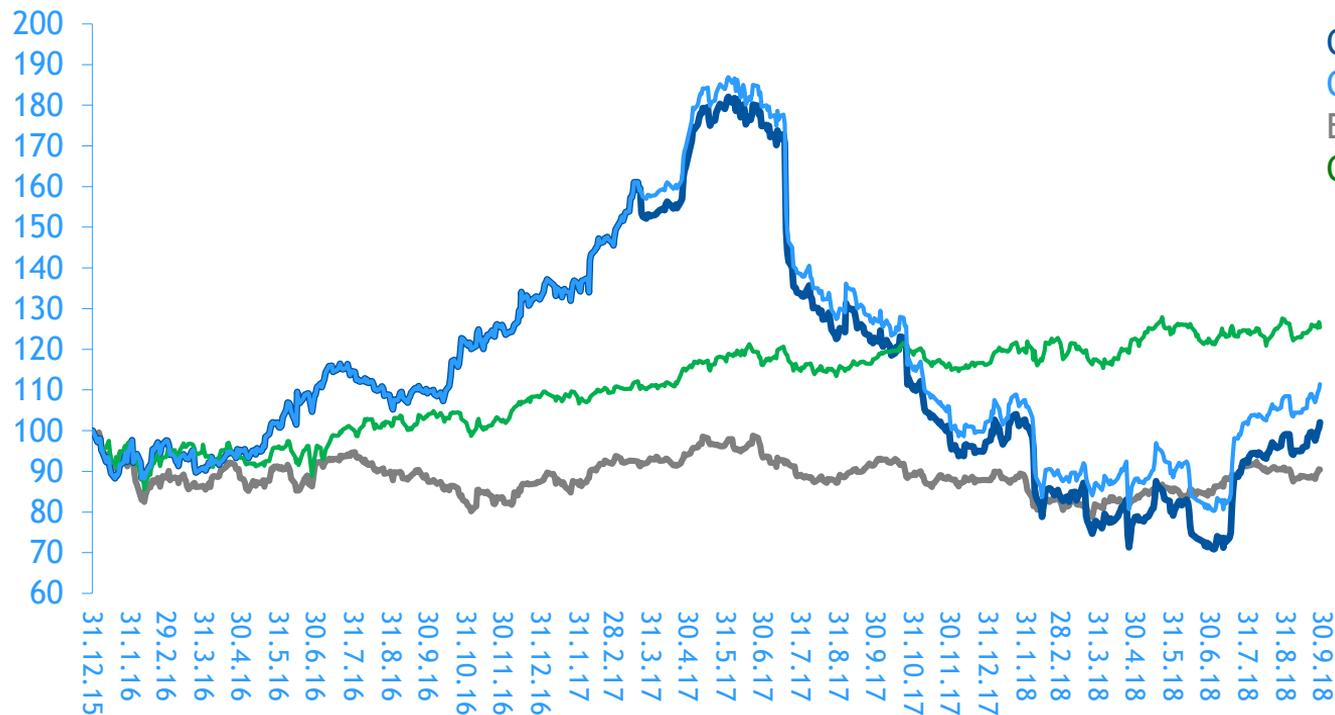
- Orion's dividend distribution takes into account distributable funds and capital expenditure and other financial requirements in medium and long term to achieve the financial objectives.

EUR Dividend distribution history



Orion B share performance January 2016 - September 2018

Index 31.12.2015=100



Orion B 102.03
 Orion B Total return 111.42
 Europe/Pharmaceutical 90.41
 OMXH-Portfolio 125.45



Business units

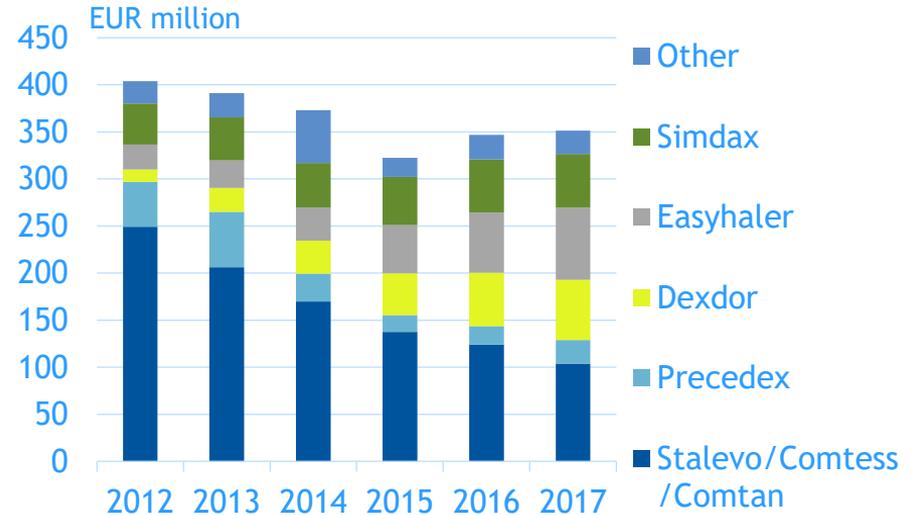
Proprietary Products

- Mainly Orion in-house developed prescription drugs with valid product protection
- Global sales and R&D partner networks

Key drivers for business

- ▲ Easyhaler, Simdax
- ▲ Possible milestones from development pipeline projects
- ▲ New products from R&D pipeline
- ▼ Generic competition

Net sales



Proprietary human pharmaceuticals developed by Orion

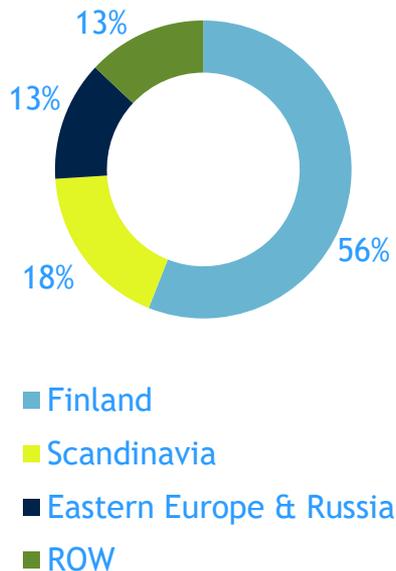
Product	Indication	Year	 Easyhaler®	Year	Indication
	Sedative for ICU use	2011	Salmeterol-fluticasone Easyhaler®	2018	
	Parkinson's disease	2003	Budesonide-formoterol Easyhaler®	2014	
 <small>levosimendan</small>	Acute decompensated heart failure	2000	Formoterol Easyhaler®	2004	Asthma and COPD
 <small>(dexmedetomidine HCl injection)</small>	Sedative for ICU use	1999	Budesonid Easyhaler®	2002	
	Parkinson's disease	1998	Beclomet Easyhaler®	1994	
			Buventol Easyhaler®	1993	
	Breast cancer	1988			

Steady sales growth for Specialty Products

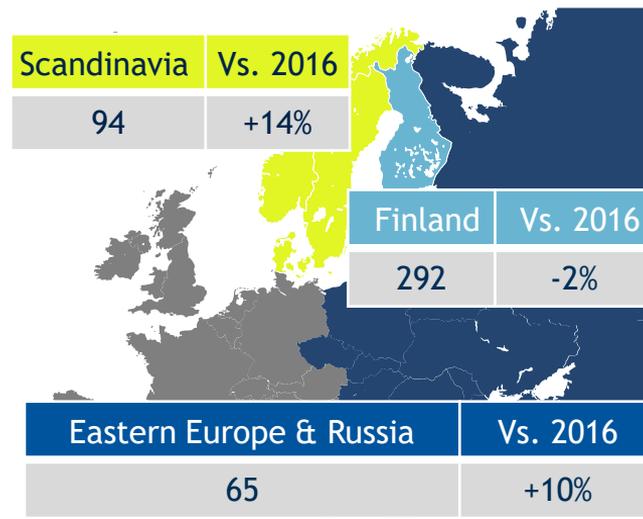
Orion Specialty Products = Gx + OTC including also non-medicinal products



Sales split 2017



Net sales in key markets in 2017, EUR million



Specialty Products: Portfolio of hundreds of different product



Generic prescription
drugs

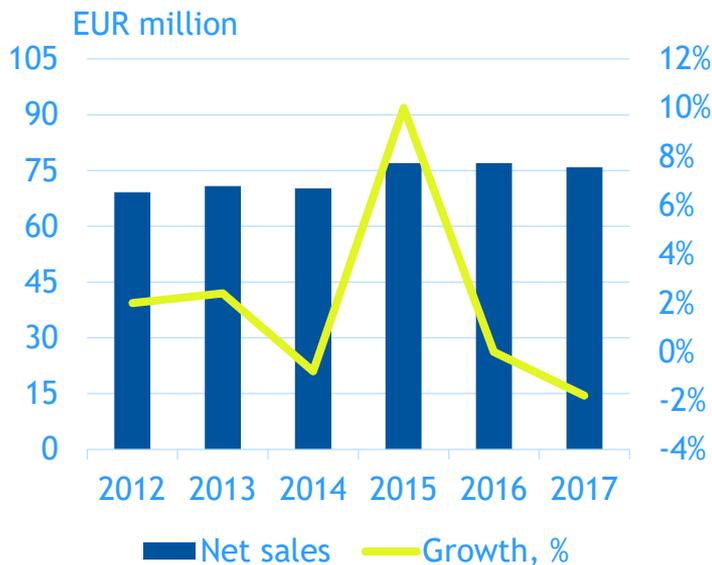


OTC and self-care



Biosimilars

Animal Health



In-house developed proprietary products



- Medicinal and non-medicinal products for companion animals and livestock
- In-house developed proprietary products sold globally both through own sales network and through partners
- In-licensed products sold in own sales areas

Fermion has an important strategic role



*) Excluding supply to Orion



APIs for Orion's proprietary products



Generic APIs for Orion and other pharmaceutical companies



Contract development and manufacturing

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**

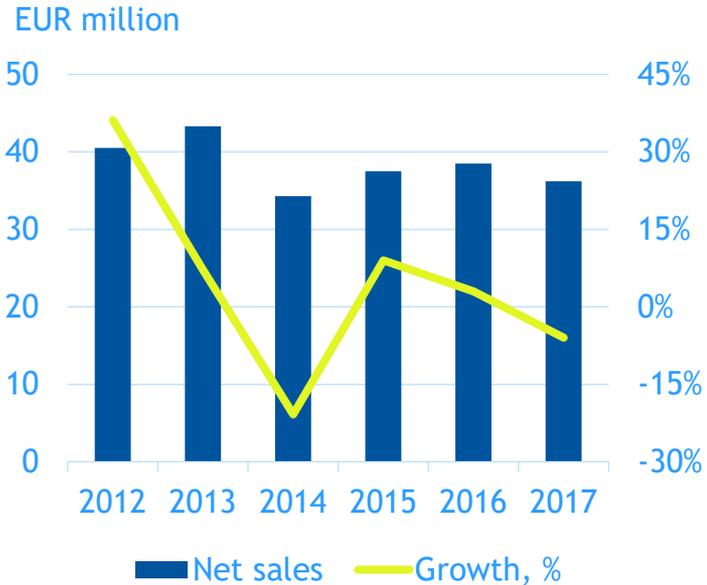
Enables
capacity
increase

~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



Pharmaceutical manufacturing for other companies



Orion has special capacity e.g. in hormonal products



Responsibility

Patient safety, ethical operations and responsible supply chain – The cornerstones of Orion's corporate responsibility

In 2017:

- 31% of the energy savings target set for 2025 was achieved.
- New water collection systems were introduced in production to minimise pharmaceutical residue emissions.
- We worked to improve occupational safety and safety culture.
- Openness: Orion disclosed its financial collaboration with healthcare professionals.
 - In Finland, 90% (83%) gave their consent to publishing their speaker fees

Read more in
the Sustainability Report 2017:
www.orion.fi/en/Orion-group/Sustainability

Energy savings	Drug recalls	Audits undertaken by Orion	Injury rate, LTI 1
3,725 MWh (2,068) +80%	7 (9) -22%	314 (269) + 17%	6.3 (4.4) + 43%

PSCI

PHARMACEUTICAL SUPPLY CHAIN INITIATIVE

PUHDAS
ITÄMERI
JOHN NURMISEN SÄÄTIÖ



FTSE4Good



DRIVING SUSTAINABLE ECONOMIES



Patient safety is the guiding value in Orion's operations

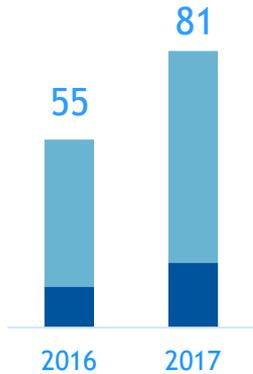


We assess product safety throughout the lifecycle

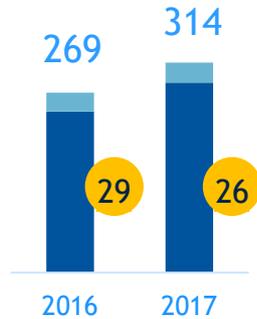


In 2017 there were fewer product recalls than in the year before, number of audits increased

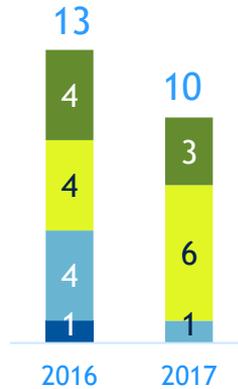
Audits by 3rd parties



Audits by Orion



Product recalls



■ GxP and EHS audits, partners and customers
 ■ GxP and EHS audits, authorities

■ GxP audits
 ■ EHS audits
 ● Critical observations

■ Non-medicinal product
 ■ Class 3 (minor)
 ■ Class 2 (major)
 ■ Class 1 (critical)

- No critical observations in audits carried out by authorities, customers and partners.
- Slightly less critical observations than in the previous year in audits carried out by Orion on partners.
- No product recalls related to critical defects (Class 1)



Orion calendar

2019

Financial Statements Release 2018	6/2/2019
Annual General Meeting	26/3/2019
Interim Report 1-3/2019	25/4/2019
Half-Year Financial Report 1-6/2019	17/7/2019
Interim Report 1-9/2019	23/10/2019



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