





Clear growth in net sales and operating profit							
Group key figures	Q3/10	Q3/09	Q1–Q3/10	Q1–Q3/09	Change %	2009	
Net sales, EUR million	213	192	635	578	+10%	772	
Operating profit, EUR million	71	56	202	163	+24%	207	
Basic earnings per share, EUR	0.37	0.29	1.05	0.84	+25%	1.07	
Cash flow per share before financial items, EUR	0.34	0.33	0.82	0.69	+19%	1.03	
business net sales, sales +14%							
<ul> <li>Market share in Finland 10%</li> <li>Operating profit grew by 24%         <ul> <li>Sales and marketing expenses i into Southern Europe</li> <li>R&amp;D expenses decreased due to</li> </ul> </li> </ul>				operations	expanded		





Pharmaceuticals sa									
Key figures for Pharmaceuticals business	Q3/10	Q3/09	Q1–Q3/10	Q1–Q3/09	Change %	2009			
Net sales of Pharmaceuticals	203	182	603	547	+10%	729			
Proprietary Products	97	81	281	247	+14%	324			
Specialty Products	78	68	222	202	+10%	275			
Animal Health	16	16	49	46	+7%	62			
Fermion	8	10	34	32	+5%	41			
Contract manufacturing and other	4	7	17	20	-14%	26			
Pharmaceuticals operating profit	72	57	202	165	+23%	211			
<ul> <li>32% of segment's net sales from Parkinson's drugs, sales +6% <ul> <li>Deliveries of Parkinson's drugs to Novartis +6%</li> <li>Sales of Parkinson's drugs through own sales network +6%</li> </ul> </li> <li>Sales from rest of portfolio have grown well so far this year, sales (+12%) <ul> <li>Strong market position in Finland, market share 10%</li> <li>Growth in Scandinavia and Eastern Europe continued</li> </ul> </li> </ul>									
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Best-selling products	perf	orme	ed w	ell
Orion's best-selling pharmaceuticals	Q1–Q3/ 2010	Q1–Q3/ 2009	Change %	2009
1. Stalevo®, Comtess® and Comtan® (Parkinson's disease)	193	182	+6%	235
2. Simdax <sup>®</sup> (acute heart failure)	30	20	+47%	29
3. Easyhaler® product family (asthma, COPD)	21	19	+13%	25
4. Precedex® (intensive care sedative)	20	10	+97%	15
5. Dexdomitor <sup>®</sup> , Domitor <sup>®</sup> , Domosedan <sup>®</sup> and Antisedan <sup>®</sup> (animal sedatives)	16	14	+20%	19
6. Burana <sup>®</sup> (inflammatory pain)	16	14	+11%	20
7. Divina <sup>®</sup> range (menopausal symptoms)	10	10	-2%	13
8. Marevan® (anticoagulant)	10	8	+19%	11
9. Enanton® (prostate cancer)	10	9	+8%	12
10. Fareston® (breast cancer)	10	9	+12%	10
Total	335	294	+14%	390
Share of Pharmaceuticals net sales	56%	54%		53%
Group net sales	635	578	+10%	772





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Orion's pharn	naceutical research	n pipe	eline	)		
			c	linical phas	es	
Project	Indication	Pre- clinical	Т	Ш	ш	Regis- tration
Dexmedetomidine (intravenous) for European markets	Intensive care sedative					
Paclitaxel for dogs (Paccal® Vet)	Canine mastocytoma (skin cancer)	Oasmia				
Easyhaler <sup>®</sup> combined formulations	Asthma, COPD					
Stalevo <sup>®</sup> for Japanese market	Parkinson's disease					
Toremifene 80 mg	Side effects of prostate cancer treatment	GTx				
Paclitaxel for human use (Paclical®)	Women's ovarian cancer	Oasmia				
Alpha 2 <sub>C</sub> receptor pharmacology	Alzheimer's disease, schizophrenia					
Dexmedetomidine (non-intravenous)	Pain management	Rëcro Pharma				
Many projects in early research phase	SARM, prostate cancer etc.					
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Steady growth in Diag	Steady growth in Diagnostics							
Key figures for Diagnostics business Net sales	<b>Q3/10</b> 11	<b>Q3/09</b> 11	<b>Q1–Q3/10</b> 34	<b>Q1–Q3/09</b> 33		<b>2009</b> 45		
Operating profit	1	1	5	4	+19%	6		
<ul> <li>QuikRead<sup>®</sup> infection tests remained main product <ul> <li>Growth in equipment creates basis for future demand for reagents used in tests</li> </ul> </li> <li>Sales in Nordic countries similar to previous year, sales in China and Czech Republic higher than previous year</li> <li>Orion Diagnostica has launched in the markets new products resulting from R&amp;D investments <ul> <li>Sales of new QuikRead CRP test started in summer</li> <li>QuikRead go<sup>®</sup> testing instrument launched at the end of September</li> </ul> </li> </ul>								
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#### Steady growth in net sales and operating profit

Orion's key figures	proforma 2006 <sup>1)</sup>	2007	2008	2009	Q1–Q3/10	Q1–Q3/09	Change %		
Net sales, EUR million	641.1	680.0	710.7	771.5	635.0	578.2	+9.8%		
Operating profit, EUR million	192.7	192.0	185.0	207.0	201.6	163.1	+23.7%		
Profit before taxes, EUR million	193.3	193.4	184.2	203.7	200.2	160.6	+24.7%		
R&D expenses, EUR million	73.1	85.0	90.0	95.2	58.9	69.6	-15.3%		
Equity ratio, %	75.5%	76.2%	60.2%	60.6%	61.9%	57.6%			
Gearing, %	-23.4%	-20.0%	-7.1%	-8.9%	1.4%	1.6%			
ROCE (before taxes), %	47.1%	44.8%	38.5%	37.4%	48.8%	39.6%			
Return on equity, %	34.9%	33.5%	32.1%	35.3%	45.5%	38.4%			
Basic earnings per share, EUR	1.01	1.02	0.97	1.07	1.05	0.84	+25.0%		
Cash flow per share before financial items, EUR	0.93	0.92	0.66	1.03	0.82	0.69	+18.6%		
Dividend per share, EUR	1.00	1.00	0.95	1.00 + 0.10 <sup>2)</sup>					
<ol> <li>On 1 July 2006 former Orion Corporation demerged into two new companies, Orion Corporation and Oriola-KD Corporation.</li> <li>Dividend per share for 2009 was EUR 1.00 and capital repayment per share was EUR 0.10.</li> </ol>									
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# Own proprietary products continued to do well

Net sales of proprietary products, EUR million	Indication	Q1-Q3/10	Q1–Q3/09	Change %	2009
Stalevo <sup>®</sup> , Comtess <sup>®</sup> and Comtan <sup>®</sup>	Parkinson's disease	193.3	182.2	+6.1%	234.9
Simdax <sup>®</sup>	Acute heart failure	29.8	20.3	+46.8%	29.4
Easyhaler <sup>®</sup> product family	Asthma, COPD	20.8	18.5	+12.5%	24.9
Precedex®	Intensive care sedative	20.0	10.1	+97.4%	14.6
Dexdomitor <sup>®</sup> , Domitor <sup>®</sup> , Domosedan <sup>®</sup> and Antisedan <sup>®</sup>	Animal sedatives	16.2	13.5	+19.9%	19.3
Divina <sup>®</sup> range	Menopausal symptoms	9.9	10.1	-2.2%	13.2
Fareston®	Breast cancer	9.5	8.5	+12.2%	10.2
Total		299.5	263.2	+13.8%	346.5
% of pharmaceutical net sales		50%	48%		48%
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# Focus on sales and marketing continued

Formation of profits, EUR million	proforma 2006	2007	2008	2009	Q1–Q3/10	Q1–Q3/09	Change %
Net sales	641.1	680.0	710.7	771.5	635.0	578.2	+9.8%
Cost of goods sold	-218.8	-232.8	-243.4	-265.2	-209.4	-196.1	+6.8%
Gross profit	422.3	447.2	467.4	506.3	425.6	382.1	+11.4%
Other operating income and expenses	13.4	12.0	3.1	6.0	-2.9	2.2	-228.1%
Sales and marketing expenses	-129.6	-143.4	-143.9	-160.0	-134.0	-113.5	+18.0%
R&D expenses	-73.1	-85.0	-90.0	-95.2	-58.9	-69.6	-15.3%
Administrative expenses	-40.4	-38.8	-51.5	-50.2	-28.2	-38.2	-26.0%
Operating profit	192.7	192.0	185.0	207.0	201.6	163.1	+23.7%
Profit before taxes	193.3	193.4	184.2	203.7	200.2	160.6	+24.7%
Profit for the period	142.1	143.9	136.3	151.4	148.0	118.4	+25.0%
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Patent situation of key products								
			Key patents	or data prote	ection expire			
Molecule	Product	Indication	Europe	USA	Japan			
Entacapone	Stalevo <sup>®</sup> , Comtess <sup>®</sup> and Comtan <sup>®</sup>	Parkinson's disease	November 2012	October 2013 <sup>1)</sup>	2015 <sup>2)</sup>			
Levosimendan	Simdax®	Acute decompensated heart failure	September 2015	Not marketed	Not marketed			
Dexmedetomidine	Precedex®	Intensive care sedative	Not marketed	July 2013	June 2012			
<ol> <li>Wockhardt and Sun companies entering markets from 1 April 2012</li> <li>Data protection expires; currently only Comtan available, project to develop Stalevo for Japanese markets ongoing</li> </ol>								
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