



Orion Interim Report January–March 2023

27 April 2023



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.

All the figures in this presentation have been rounded, which is why the total sums of individual figures may differ from the total sums shown.

Nubeqa® (darolutamide) is Orion's top selling product

- Nubeqa® Orion's top-selling product in Q1'2023
- New clinical phase III trial ARASTEP
- Approvals for additional indication (mHSPC) in Japan, European Union and China

ORION



Year started in line with our expectations

Net sales
MEUR 277.9 (270.6) +2.7%

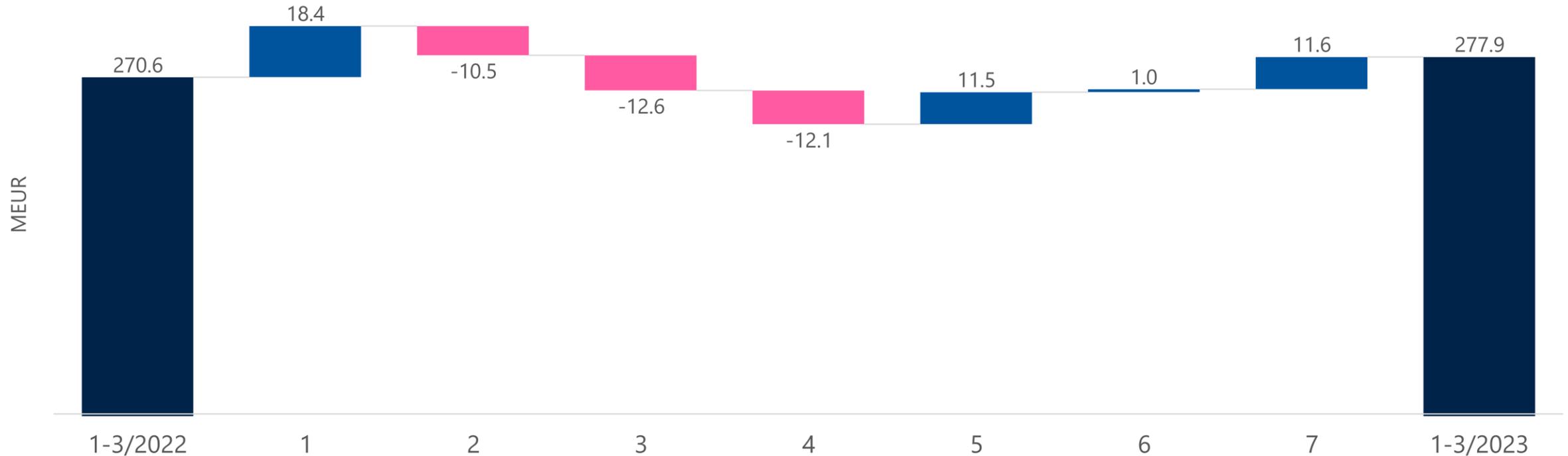
Cash flow from operating activities per share
EUR 0.03 (0.24) -87.9%

Operating profit
MEUR 55.5 (71.5) -22.4%

Operating profit margin
20.0% (26.4%)

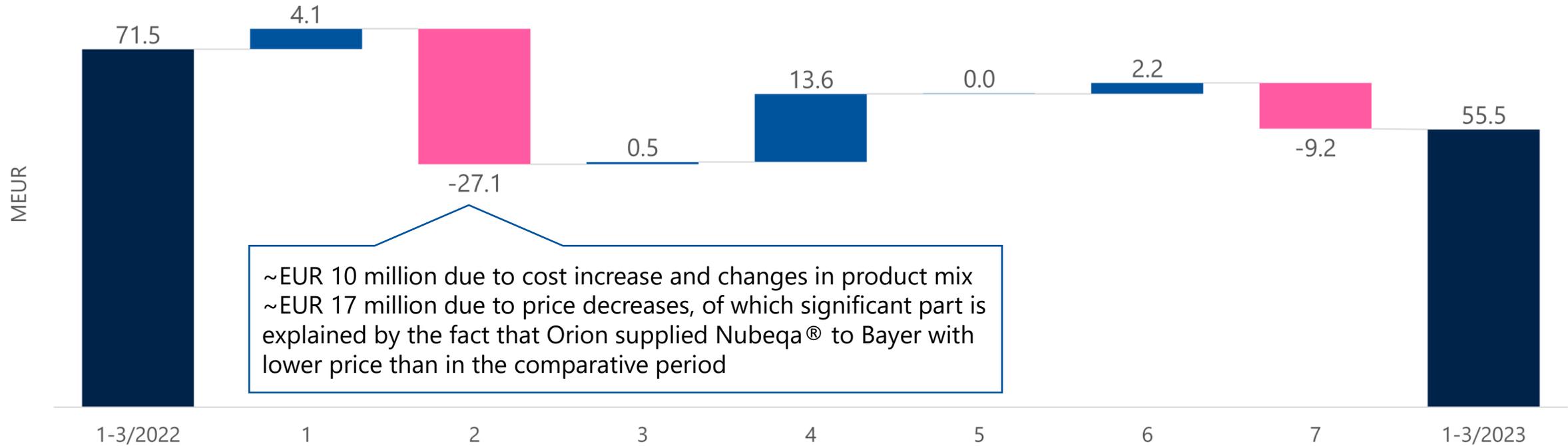
- Net sales
 - Main positives: Nubeqa® and Animal Health
 - Main negatives: entacapone, Russia, dexmedetomidine and Simdax
- Factors explaining the decline in operating profit
 - Fixed costs increased by EUR 9 million
 - The effect of the contraction of operations in Russia was approximately EUR 7 million negative
 - Lower gross margin due to price declines, product mix and increased COGS
- Factors explaining decrease in cash flow
 - Decrease in operating profit
 - Working capital increased more than in comparative period

Net sales bridge Q1'2022 to Q1'2023



1	Nubeqa® (product sales & royalty)	5	Other products and services (ex Animal Health and Fermion)
2	Simdax® & dexmedetomidine for human use	6	Exchange rates
3	Entacapone products	7	Animal Health & Fermion
4	Russia		

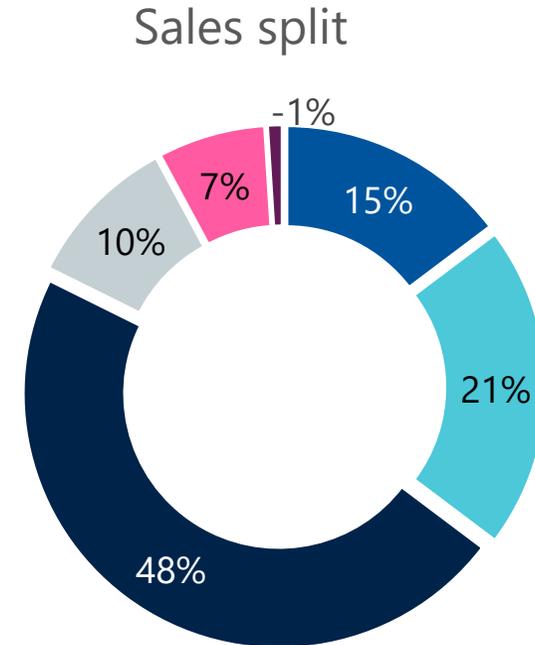
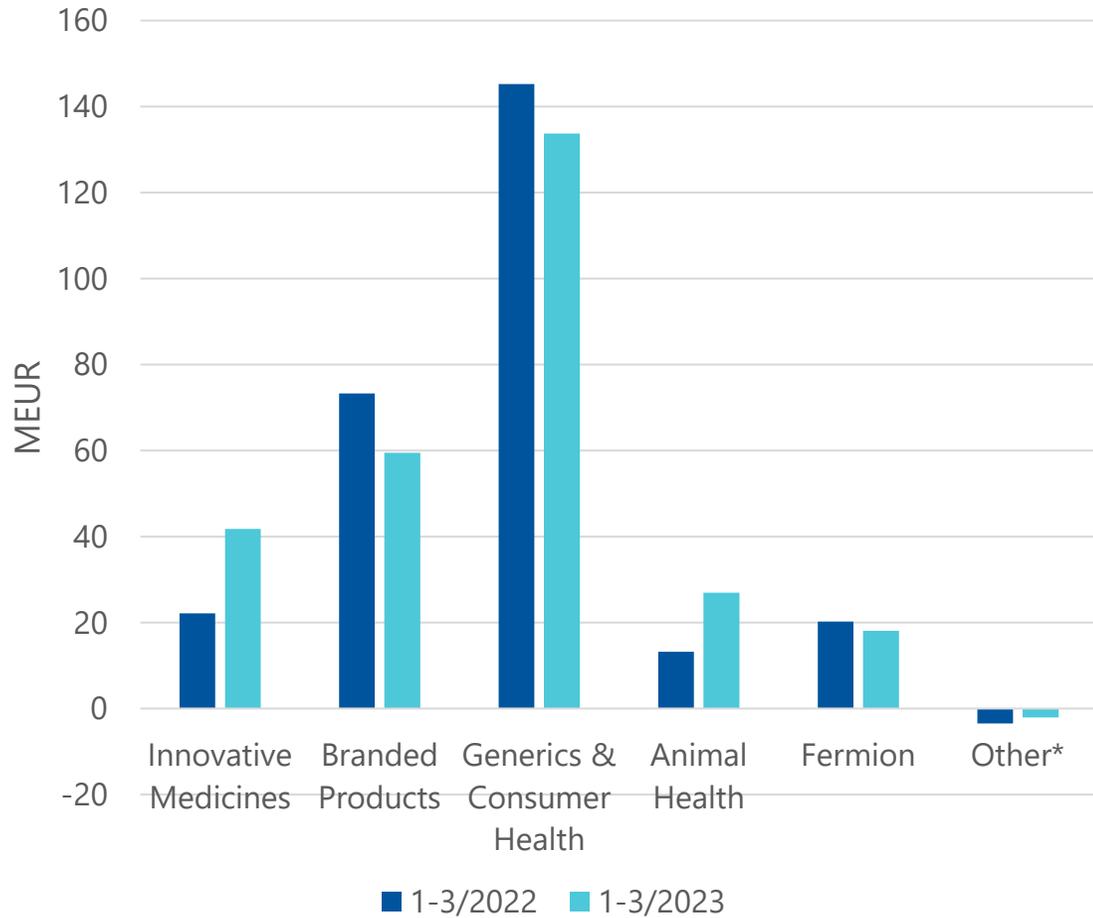
Operating profit bridge Q1'2022 to Q1'2023



~EUR 10 million due to cost increase and changes in product mix
 ~EUR 17 million due to price decreases, of which significant part is explained by the fact that Orion supplied Nubeqa® to Bayer with lower price than in the comparative period

1	Product & service sales without sales margin and product mix change and exchange rate effect	5	Milestones
2	Product sales margin and product mix change but without exchange rate effect	6	Other operating income and expenses
3	Exchange rate effect on gross margin	7	Fixed cost
4	Royalties		

Business reviews



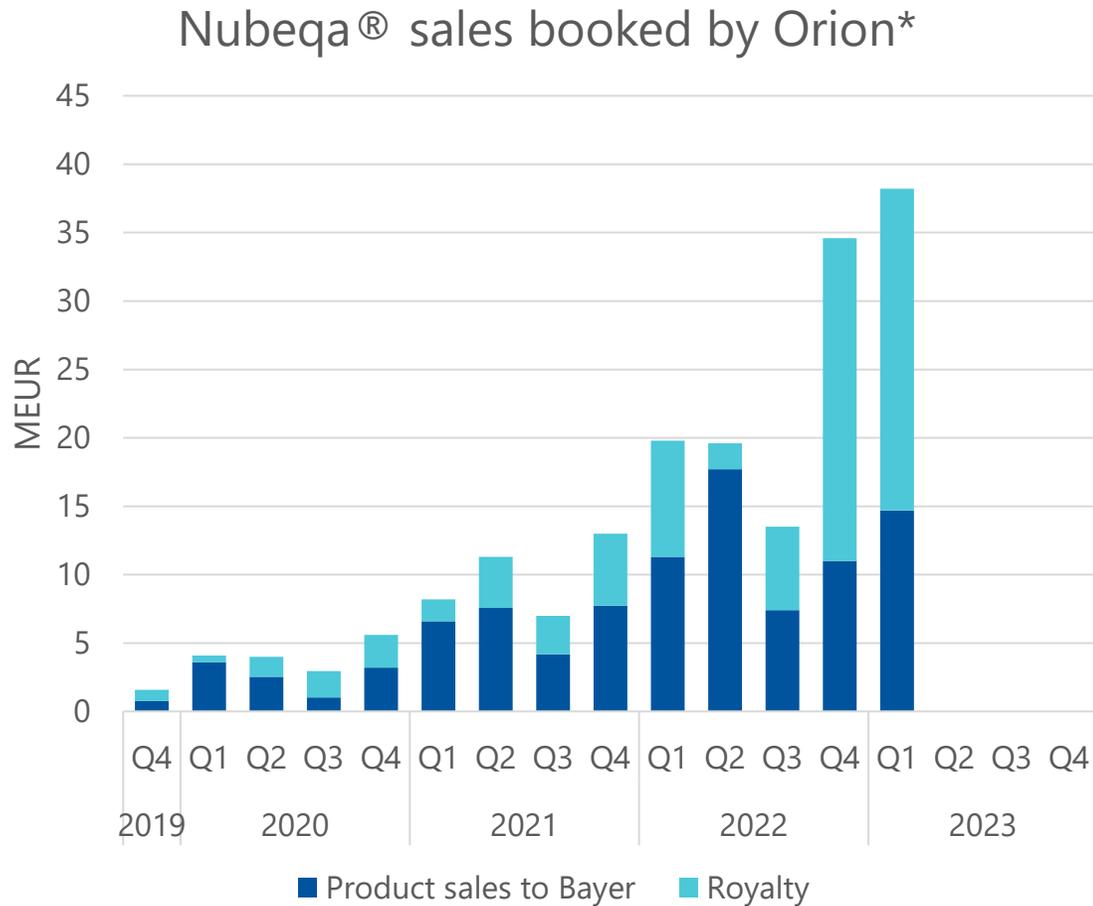
- Innovative Medicines
- Branded Products
- Generics & Consumer Health
- Animal Health
- Fermion
- Other*

TOP 10 products in Q1 2023

	Product or product portfolio	EUR million	vs. 1-3/2022
1.	Nubeqa®	38.2	+93.0%
2.	Easyhaler® product portfolio	32.2	+3.3%
3.	Entacapone products*	21.5	-37.1%
4.	Simdax®	8.1	-34.6%
5.	Dexdomitor®, Domitor®, Domosedan®, Antisedan®	8.0	+41.8%
6.	Trexan® (rheumatoid arthritis, cancer)	7.6	+104.5%
7.	Dexmedetomidine products for human use**	7.1	-47.2%
8.	Burana®	5.9	-0.2%
9.	Divina® series	4.9	-27.5%
10.	Solomet®	4.5	-52.2%
	Innovative Medicines	Branded Products	Animal Health
	Generics & Consumer Health	* Stalevo®, Comtess®, Comtan® and other entacapone products ** Dexdor®, Precedex® and other dexmedetomidine products	

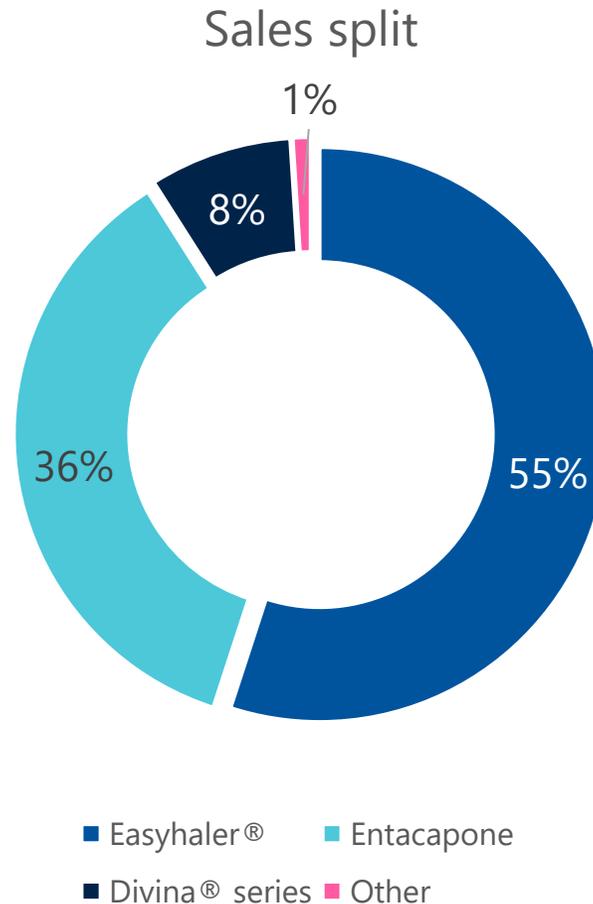
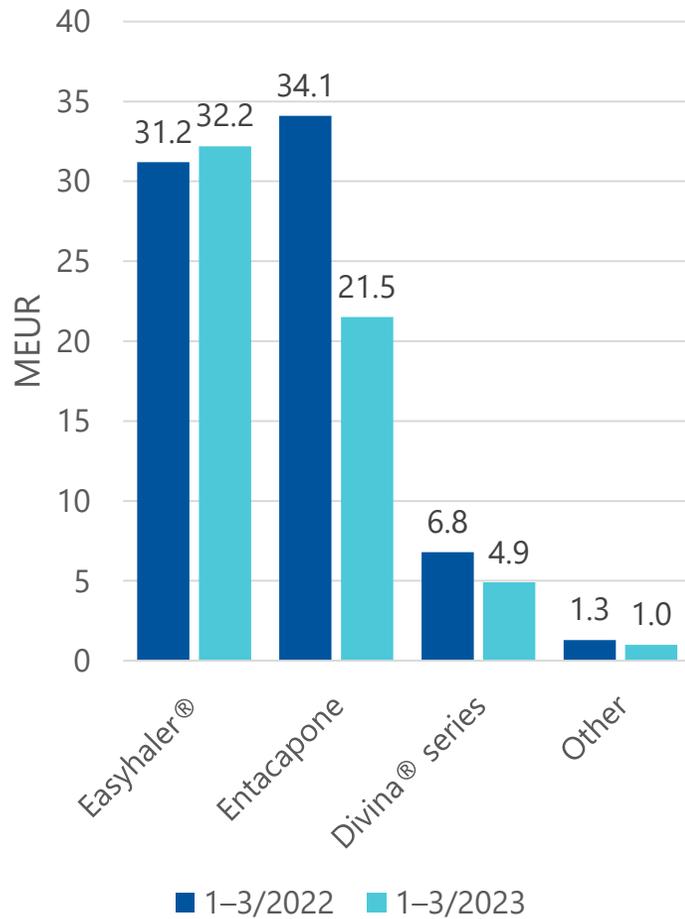
Innovative Medicines EUR 41.8 million (+89.0%)

- Nubeqa® sales EUR 38.2 million (+93.0%)



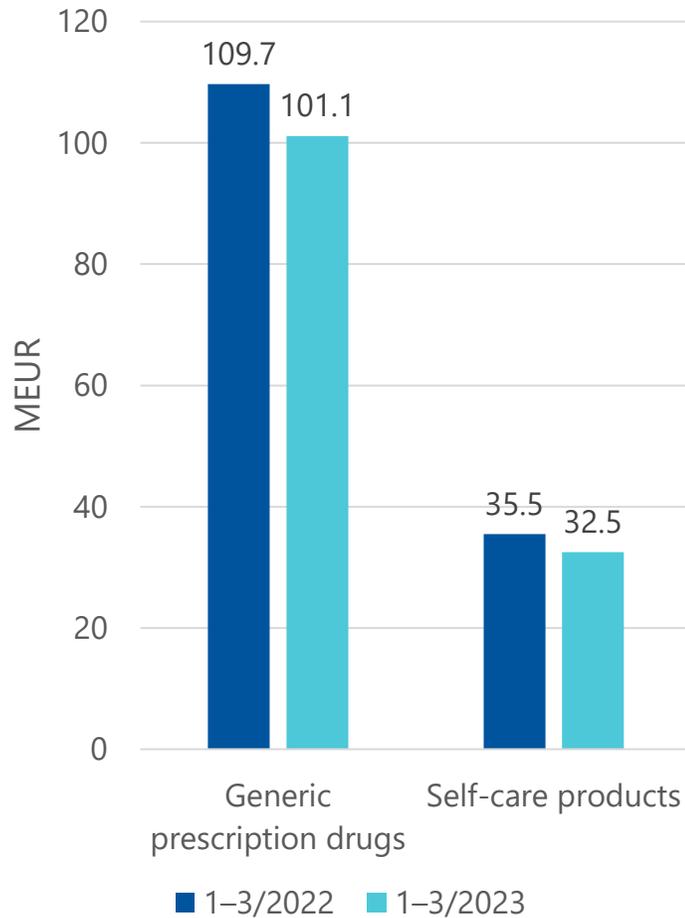
*Orion's sales to Bayer for commercial use + royalties from Bayer

Branded Products EUR 59.5 million (-18.8%)

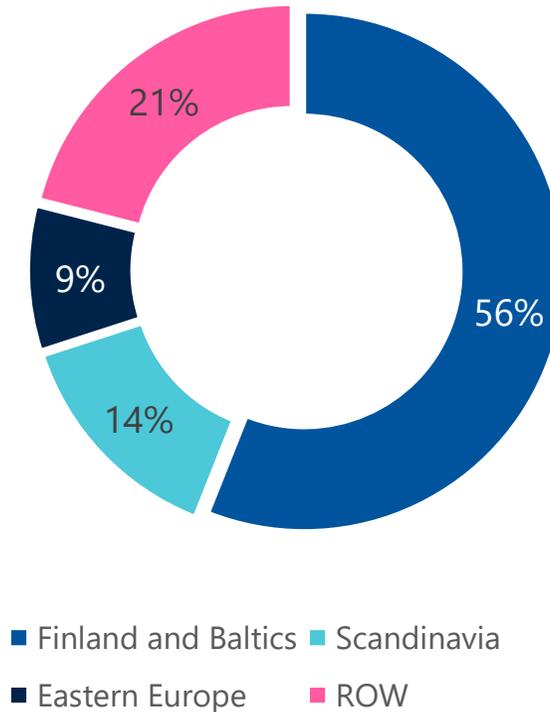


- Easyhaler® product portfolio continued on a growth track
- The decline in entacapone products mostly due to timing of partner deliveries
- The decline in Divina® series explained by contraction of business in Russia

Generics and Consumer Health EUR 133.7 million (-7.9%)

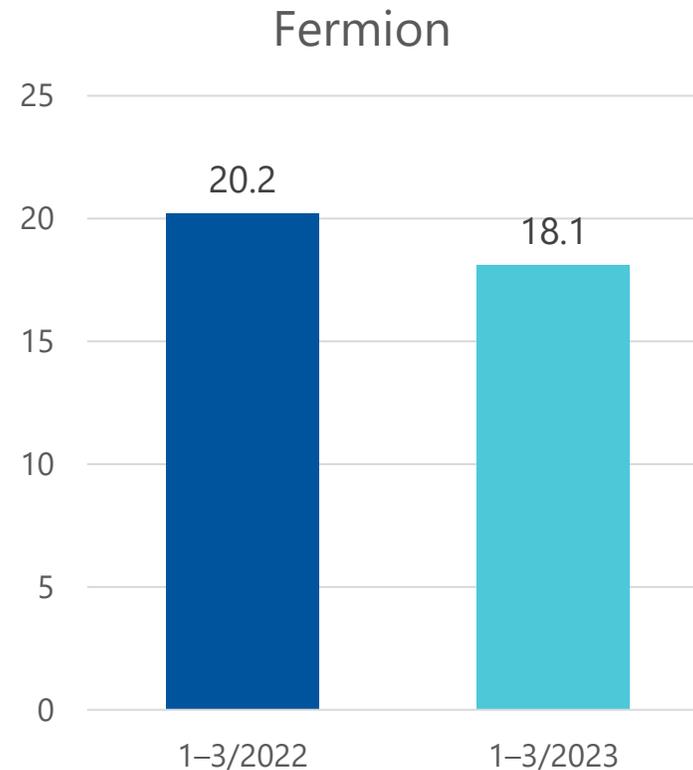
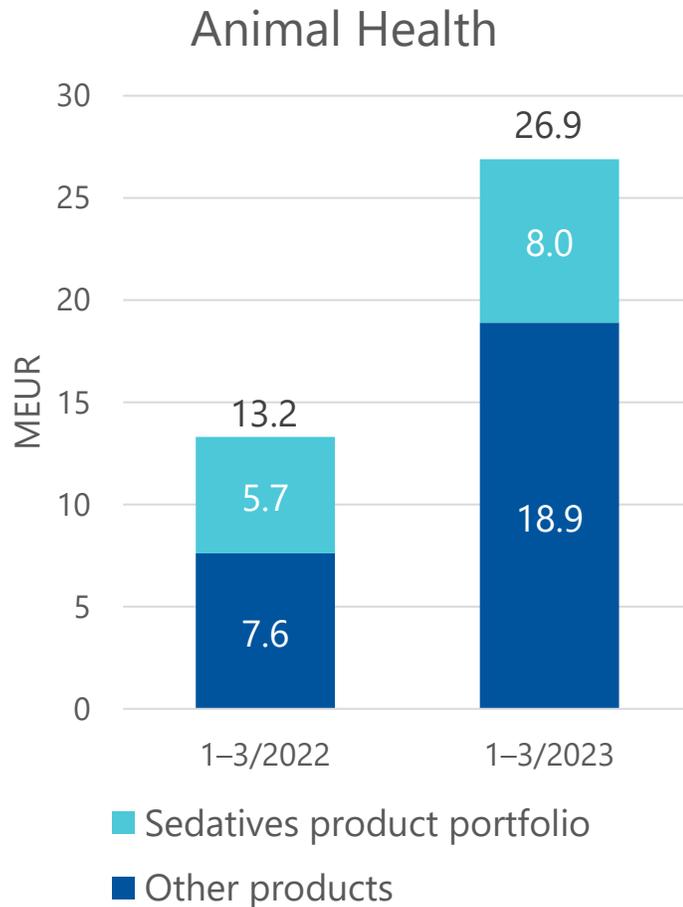


Sales split by geographic areas



- Generic competition pressing the prices and sales of Simdax[®] and dexmedetomidine products for human use
- Contraction of business in Russia also explaining the net sales decline
- In Finland, the sales of both generic prescription drugs and self-care products developed well

Animal Health and Fermion



- Animal Health growth due to acquisition of animal health company VMD (Inovet) in June 2022
- Sedatives remain the largest product group in Animal Health
- The decline in Fermion's reported external net sales is partly explained by the fact that more production capacity has been allocated to the manufacturing of Orion's active pharmaceutical ingredients
- The three-day strike which shut down Fermion's manufacturing for over a week also had a negative impact

Key clinical development pipeline

Project/compound	Indication	PHASE I	PHASE II	PHASE III	REGISTRATION
ARASENS / darolutamide ¹	Prostate cancer (mHSPC)	Phase completed	Phase completed	Phase completed	Phase completed
ARANOTE / darolutamide ¹	Prostate cancer (mHSPC)	Phase completed	Phase completed	Phase ongoing	
ARASTEP / darolutamide ¹	Prostate cancer (BCR)	Phase completed	Phase completed	Phase ongoing	
ODM-208 ²	Prostate cancer (mCRPC)	Phase completed	Phase ongoing		
ODM-105 / tasipimidine	Psychiatric disorders	Phase completed			
ODM-111 (NaV 1.8 blocker)	Pain	Phase ongoing			

Oncology	Pain / neurology
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Phase completed	Phase ongoing
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¹ In collaboration with Bayer

² In collaboration with MSD

Changes vs. Q4'2022:

- ARASTEP added as a new trial
- ARASENS registration completed in key markets

Sustainability report 2022 is now published in Orion.fi – these are Orion’s sustainability highlights from 2022



Patient safety as a top priority



We were able to meet the market’s need for medicines and ensure reliable supply in 2022, despite the challenging global environment.



Active work for a better environment



We extended our existing climate targets to also cover our value chain and are aiming to reduce our scope 3 emissions to align with 1,5° C warming.



Care for well-being professionals



We included diversity, equity and inclusion (DEI) topics in Orion’s Safety Sessions to facilitate dialogue on DEI and to engage our employees to promote the topic within Orion.



Ethics at the core of our business



We increased the focus on sustainability topics within our supplier relationship management process with the aim to strengthen the sustainability culture within our supply chain.

Outlook for 2023

Net sales

Orion estimates that net sales in 2023 will be **slightly higher** than in 2022 without the EUR 228 million impact from ODM-208 upfront payment (net sales in 2022 without the impact of the ODM-208 upfront payment were EUR 1,113 million).

Operating profit

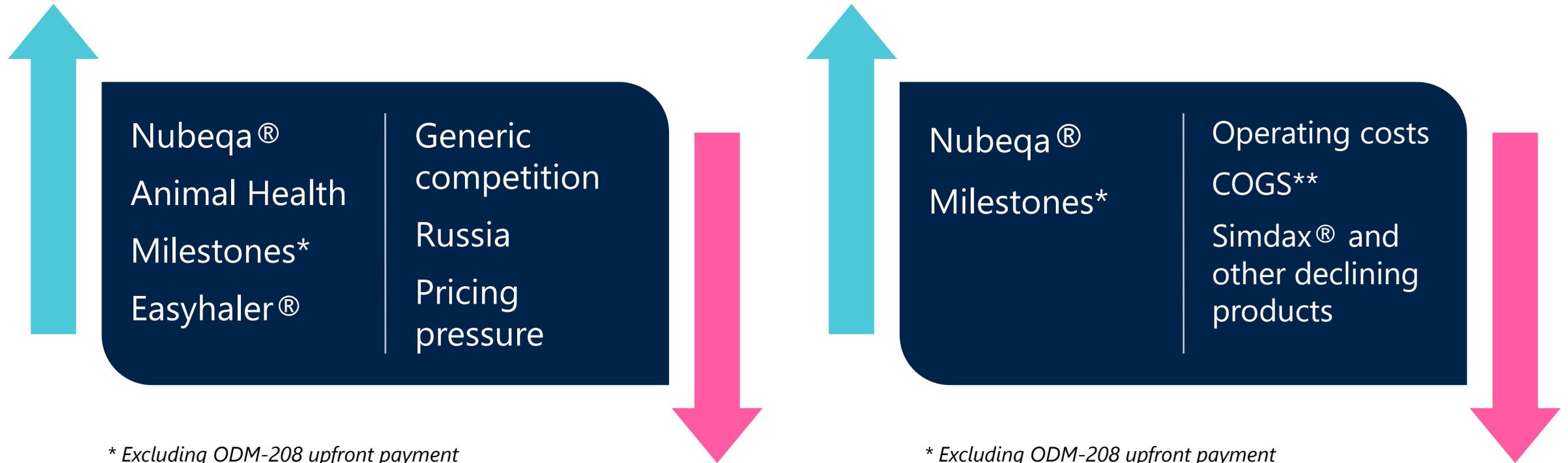
Operating profit is estimated to be **slightly higher or higher** than in 2022 without the EUR 208 million net impact from the ODM-208 upfront payment and without the possible transfer of the insurance portfolio of Orion Pension Fund's B fund (operating profit in 2022 without the net impact of the ODM-208 upfront payment was EUR 232 million).



Basis for the outlook – key contributors

Net sales

Operating profit



* Excluding ODM-208 upfront payment

* Excluding ODM-208 upfront payment

** Cost of goods sold



Upcoming events

Capital Markets Day
Half-Year Financial Report
Interim Report 1-9/2023

25/5/2023
17/7/2023
26/10/2023

