

Interim Report January–March 2023

27 April 2023

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Agenda

- Q1 2023 highlights
- Operating environment
- Financial review
- Closing remarks
- Q&A

Solid first quarter – stable net sales in constant currency, profitability in line with our expectations

Net sales
in constant currency

370

EUR million

Adj. EBIT

3.5 (4.7)

EUR million

- Good development in the Distribution of pharmaceuticals, especially in Finland
- Lower import of parallel medicine impacted volumes in Sweden
- Profitability burdened by lower volumes in Dose dispensing as well as higher transportation costs
- Operating expenses below last year's level
- Clear strategic direction and focus on long-term transformation
- Hoarding of pharmaceuticals in Sweden towards end of Q1 2022

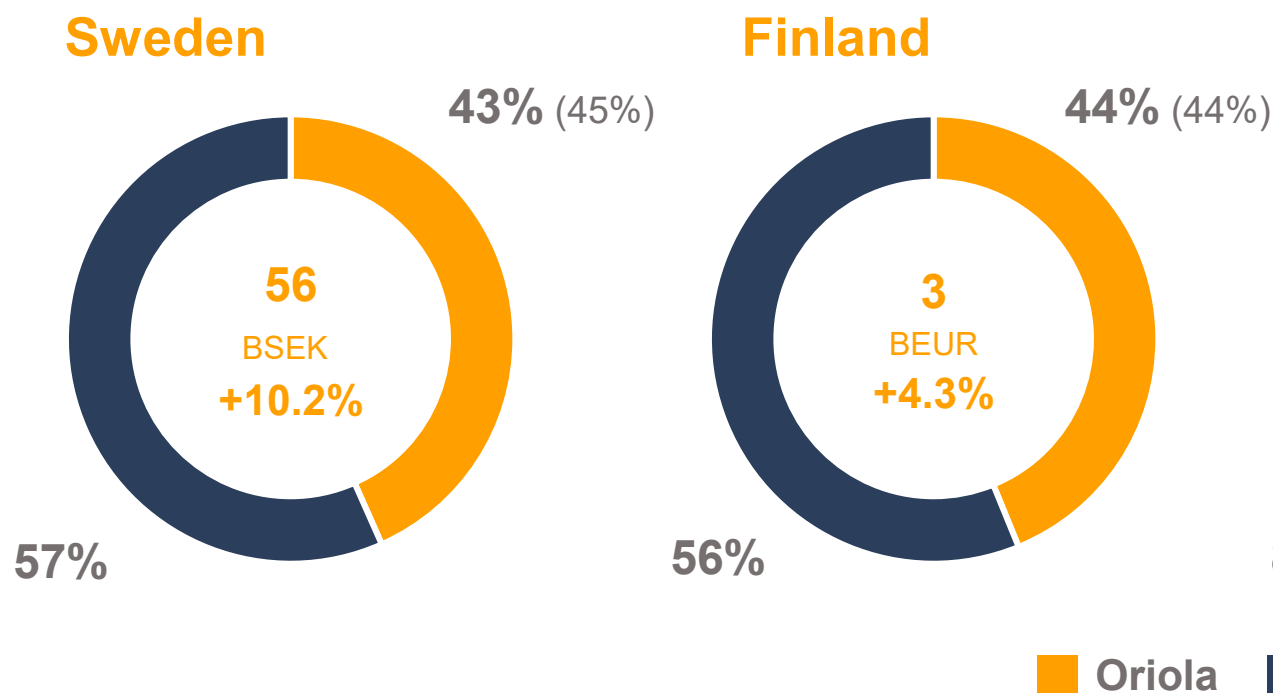
Operating environment

- Increased economic uncertainty did not impact the pharmaceutical market
- Overall good market demand continued in Sweden and Finland
- Availability of some pharmaceuticals still impacted by tight raw material supply
- Consumer confidence has weakened
- Energy and fuel prices have been stabilising
- Labour costs to increase following completed union negotiations

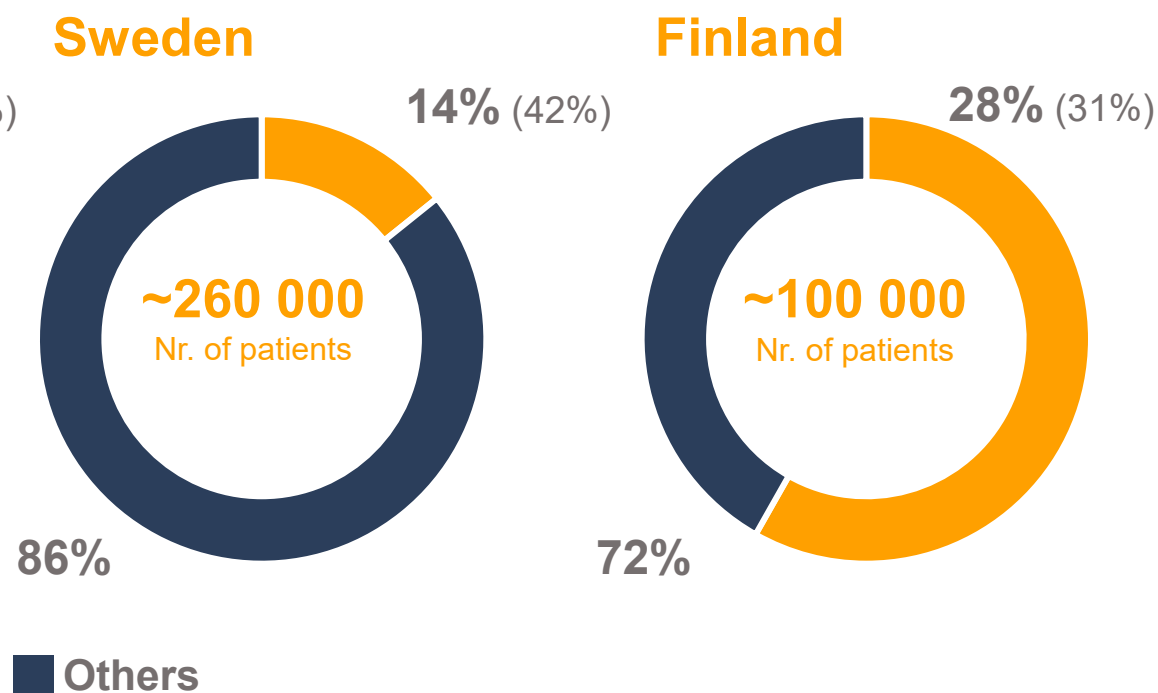


Pharmaceutical wholesale markets grew in Q1

Pharmaceutical wholesale – market share



Dose dispensing – market share



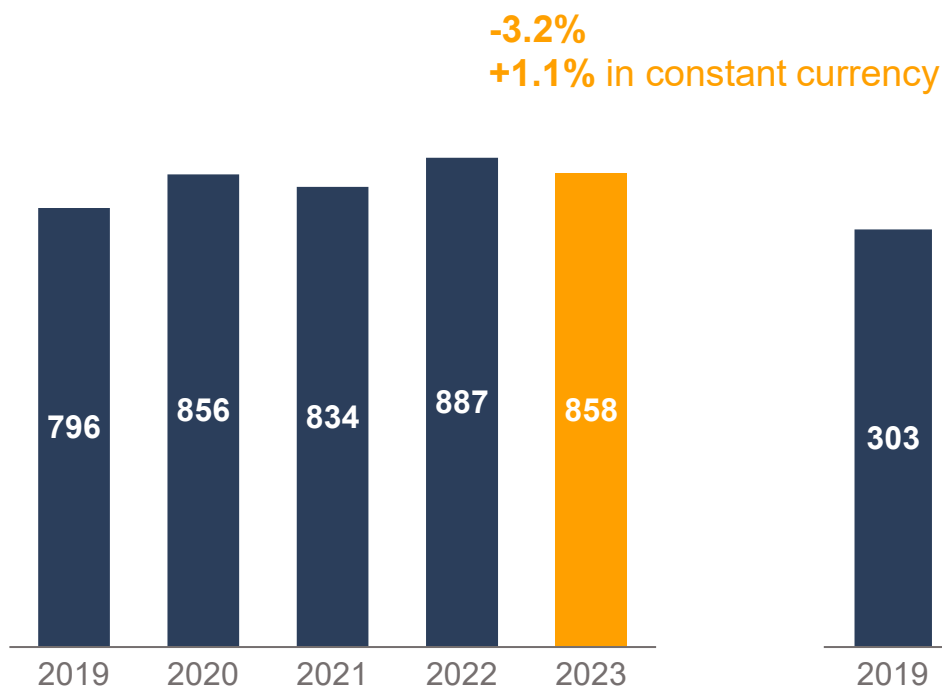
Market shares are quarterly figures and market size rolling 12 months
Sources: IQVIA, Pharmaca Health Intelligence and Oriola estimates

Financial review

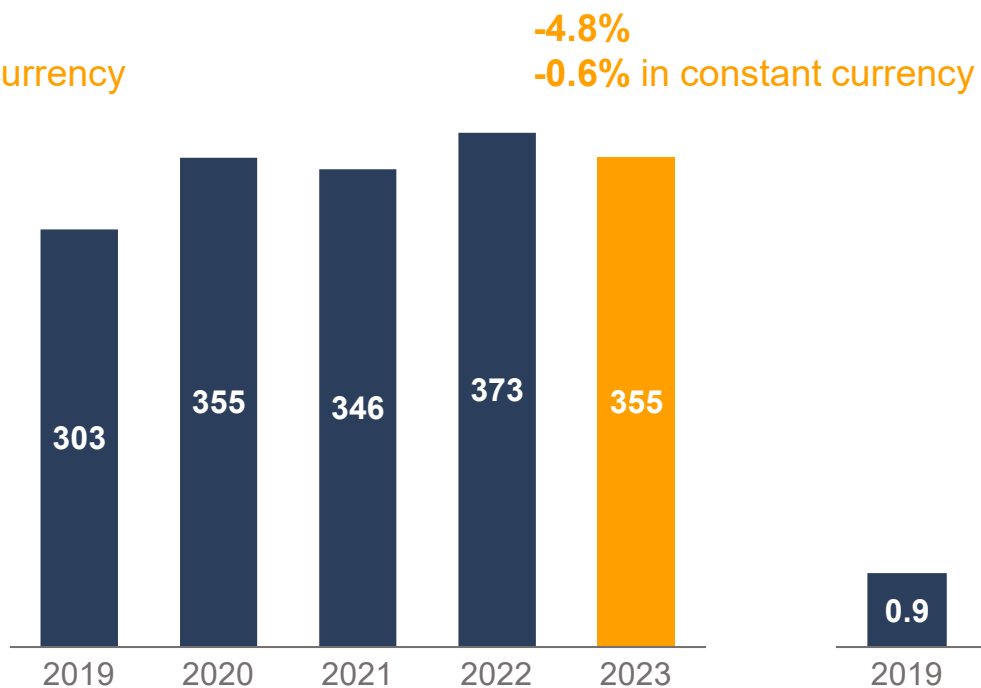
Solid start to the year, significant currency impact on topline



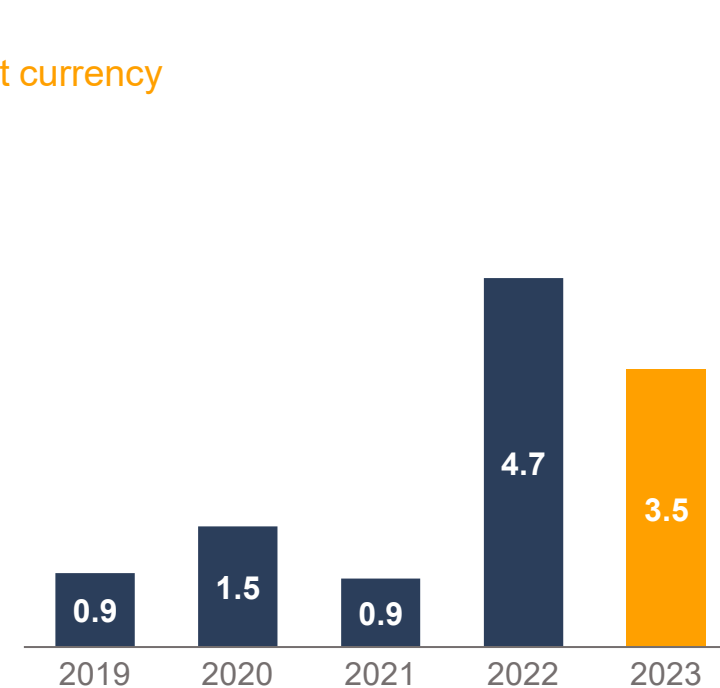
Invoicing Q1 EUR million



Net sales Q1 EUR million



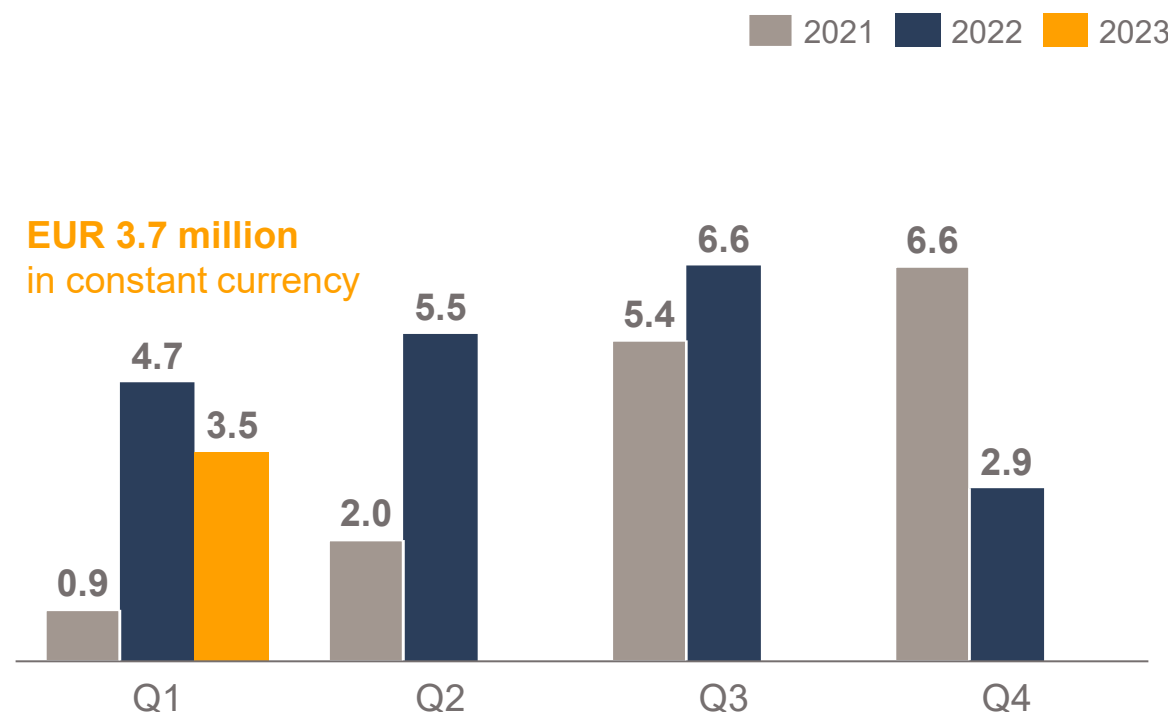
Adjusted EBIT Q1 EUR million



Profitability in line with our expectations

- Profitability impacted by lower volumes in Swedish Dose dispensing business
- High inflationary environment continued
- Transportation costs in Sweden increased
- Operating expenses below last year's level
- No adjusting items in profits Q1 2023

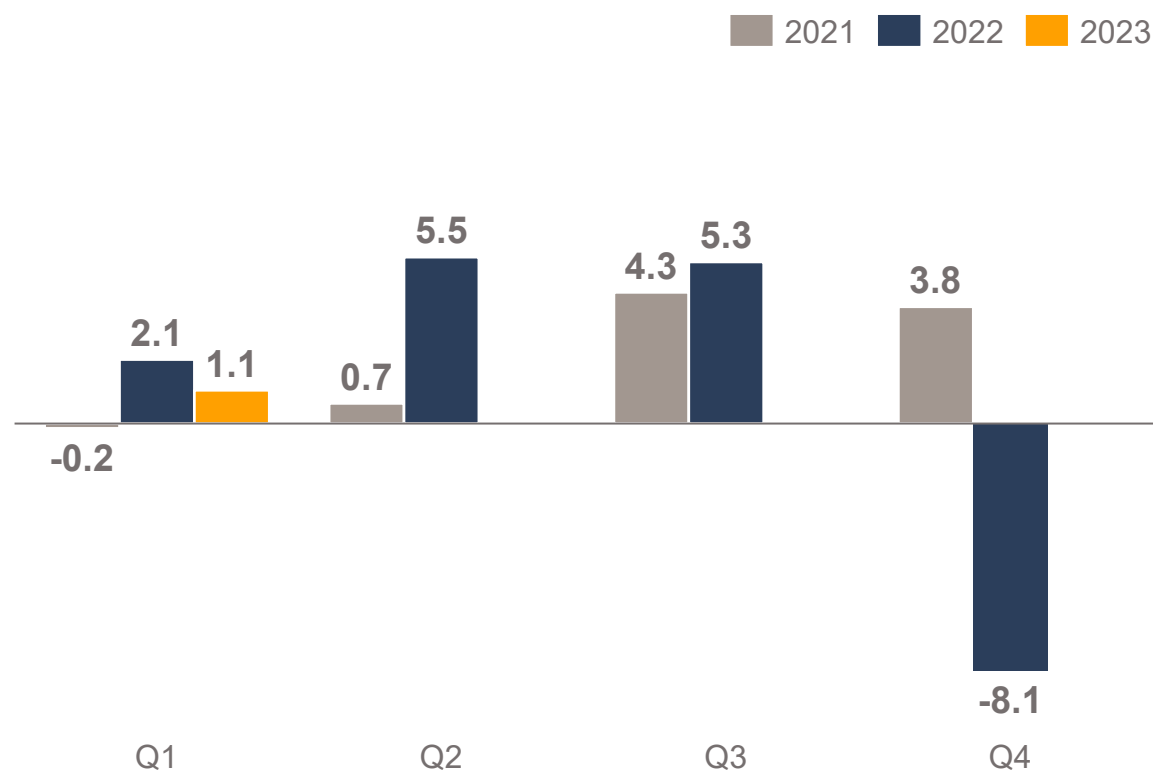
Quarterly adj. EBIT EUR million



Profit decreased and EPS at last year's level

Profit for the period

EUR million



Earnings per share

EUR

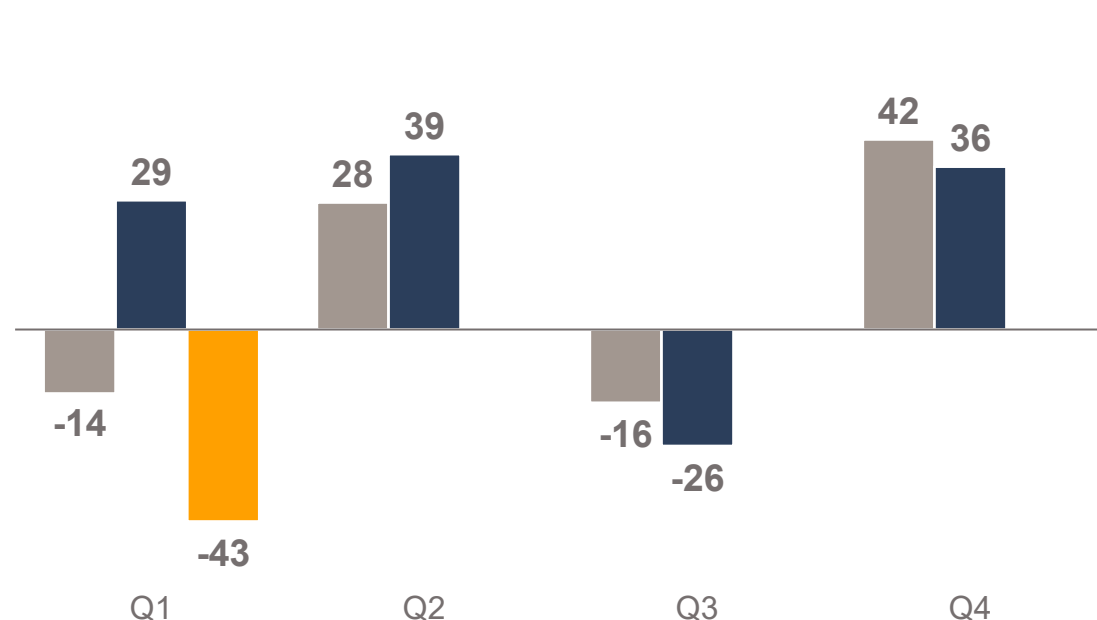


Cash flow impacted by typical fluctuation in net working capital

Quarterly net cash flow from operating activities¹

EUR million

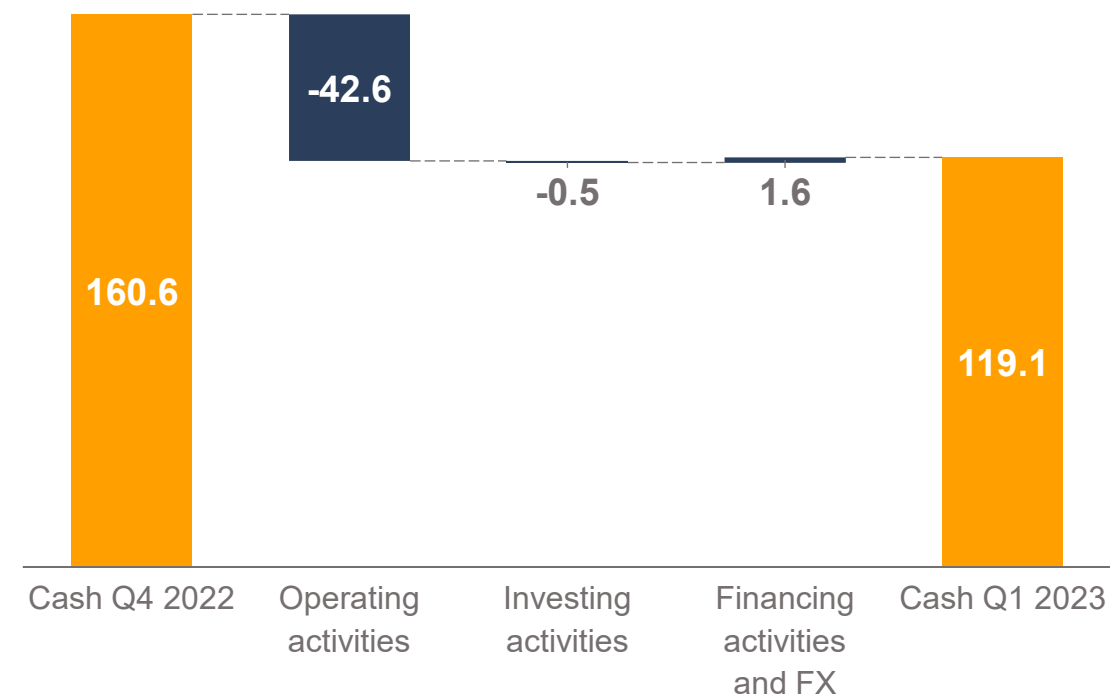
2021 2022 2023



¹ 2021 includes discontinued operations.

Q1 YTD 2023 change in cash

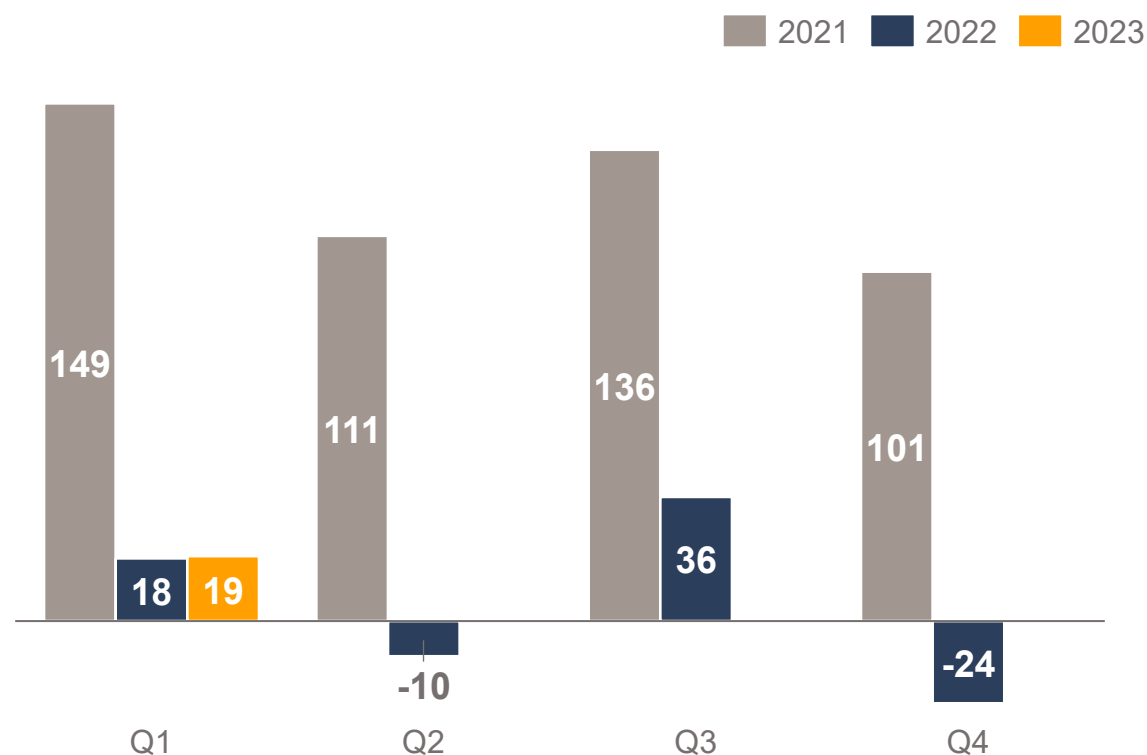
EUR million



Net debt at last year's level

Net interest-bearing debt¹

EUR million



¹ 2021 includes discontinued operations

Net interest-bearing debt items

EUR million

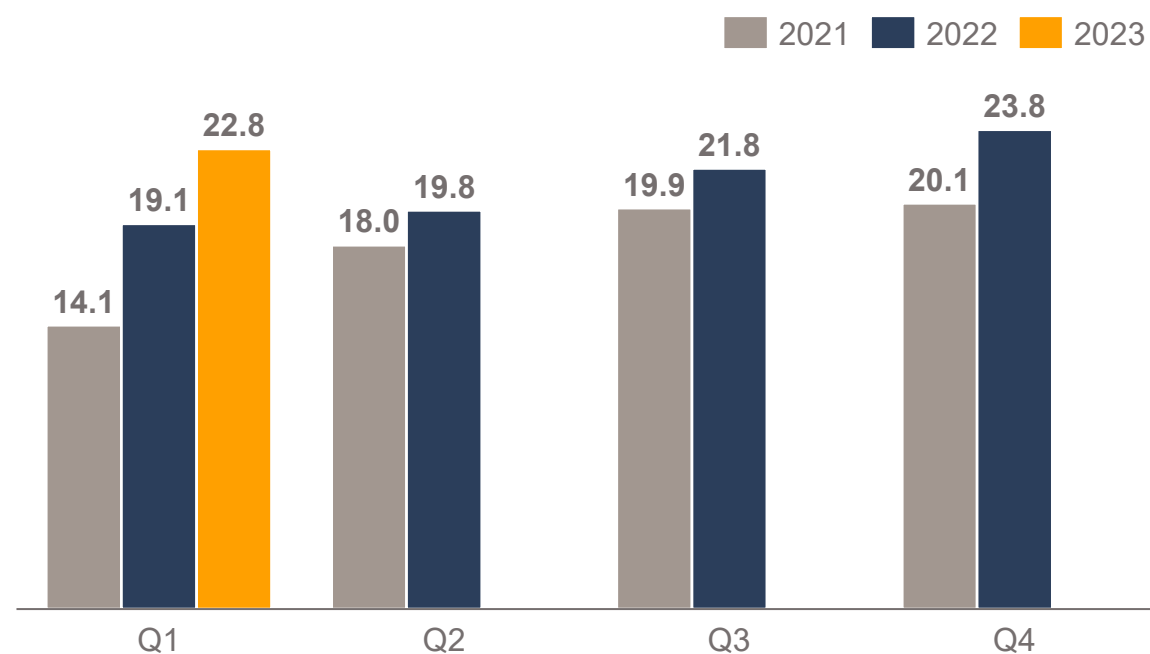
Net interest-bearing debt item	31 Mar 2023	31 Mar 2022
Bank loans (syndicated Bank & term)	59.7	64.1
Commercial papers	53.7	74.9
Advance payment from pharmacies	11.4	18.4
Lease liabilities	13.0	16.5
Cash and cash equivalents ¹	119.1	155.7
Net interest-bearing debt	18.7	18.2
Sold trade receivables ¹	97.6	194.0
Gearing % ²	8.7	8.3

¹2022 includes discontinued operations

²Excluding the impact of IFRS 16 gearing would have been 2.7% (0.8%)

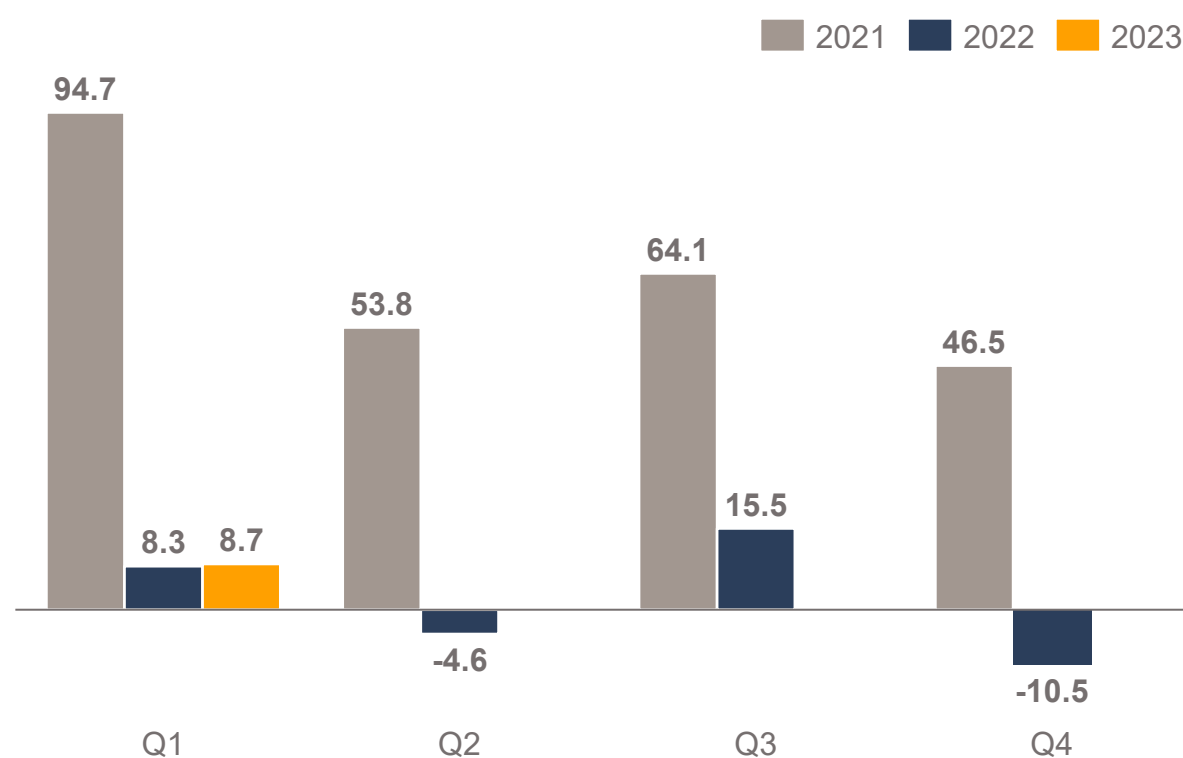
Balance sheet remained strong

Equity ratio¹ %



¹ 2021 includes discontinued operations

Gearing² %



² 2021 includes discontinued operations



Swedish Pharmacy Holding

Change in reporting:

- Starting from Q1 2023 Oriola's share of the net result is reported below EBIT line

Swedish Pharmacy Holding's reported Q1 2023 figures:

- Net sales EUR 279.7 (293.7) million
- Adjusted EBIT EUR -0.0 million
- Realised synergies EUR 2.1 million
- Adjusting items EUR 0.5 million
- EBITA EUR 1.7 million
- Net debt EUR 82.6 million

Oriola booked a loss of EUR -0.5 million in Q1 2023 from Swedish Pharmacy Holding AB.

Oriola is committed to long-term ownership.



Outlook 2023

Outlook updated according to the change in reporting:

Oriola expects the adjusted EBIT to remain on the same level compared to 2022.

The outlook takes into consideration the significant negative impact on Oriola's profitability from the loss of public tenders and consequently of patients in the dose dispensing business in Sweden. The dose dispensing business in Sweden will focus on new customer segments to develop the business. Furthermore, the recent overall inflationary environment and related cost pressures may have an impact on Oriola's profitability.

The adjusted EBIT in 2022 was EUR 19.7 million, excluding the contribution from the joint venture Swedish Pharmacy Holding AB.

Closing remarks

Sustainability highlights

99.6%
pharmaceutical
delivery accuracy in
Finland

91%
renewable electricity
and carbon neutral
heat

83%
recycling rate
improved

Target 2023:
98%
delivery accuracy
in Finland

Target 2023:
100%
renewable
energy

Target 2023:
87%
recycling rate

Recognitions



Best leadership
level with score
A-



Renewed
AAA



Achieved
Prime C+



Among top
15% (2021)

Clear strategic direction

- Focus on core business, profitability improvement and Oriola's societal role as an infrastructure company in securing the availability of pharmaceuticals
- Distribution of pharmaceuticals, wide assortment of health and wellbeing products, and advisory services to pharmaceutical companies and pharmacies
- Further develop commercial and supply chain excellence while ensuring profitability, efficiency and a collaborative culture
- Support value creation of Kronans Apotek and gradually look for selective merger and acquisition targets to support growth



Our key priorities 2023

Profitable growth

Drive focused and profitable growth

Efficiency

Increase operational and capital efficiency

Culture

Enhance value creation through a collaborative culture

The preferred business partner in the Nordics

Sustainability at the core

The forerunner in the advanced distribution of pharmaceuticals and in providing advisory services to pharmaceutical companies

Key takeaways Q1 2023

1

Markets continued to grow.
Net sales in constant currency at last year's level.

2

Adjusted EBIT in line with our expectations.

3

We have a clear strategic direction and focus on long-term transformation.



Our next events

21 July 2023
Half-Year Report 2023

Contact:
investor.relations@oriola.com

Thank you!



Health for life