

A young woman with long brown hair, wearing a light green knitted sweater and an orange backpack, is smiling and looking back over her shoulder. She is standing on a paved path that curves through a lush green forest. The background is softly blurred, showing more of the path and trees.

**Oriola's way forward: The leading specialist in
wholesale of pharmaceuticals and health
products**

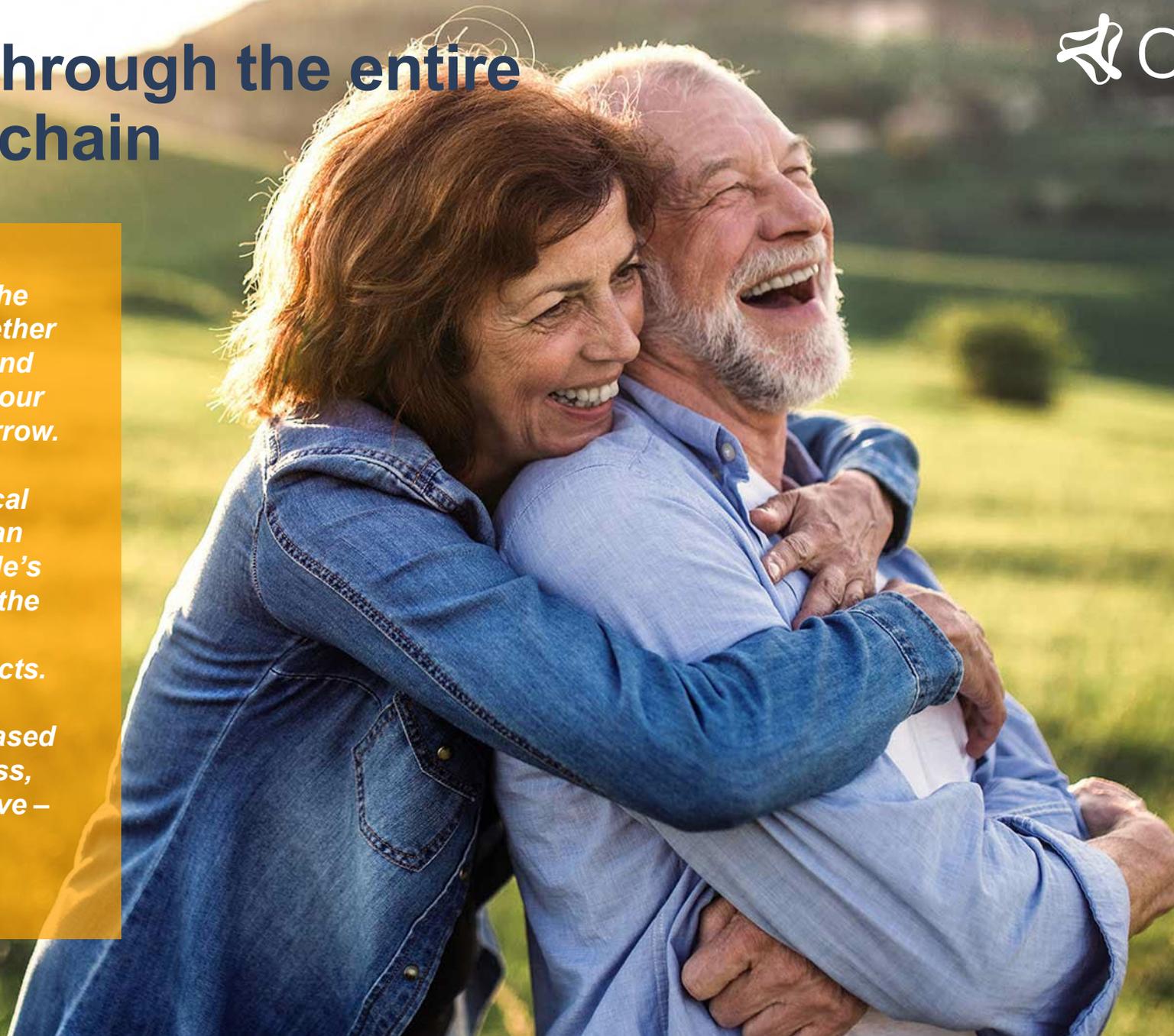
1 November 2024

We create value through the entire healthcare value chain

Our purpose, 'Health for life', is the essence of what we stand for. Together with our employees, customers and partners, we are working towards our vision of enabling a healthier tomorrow.

Our core business, pharmaceutical distribution and wholesale, has an essential role in society and people's lives. We take pride in enhancing the availability and safe use of pharmaceuticals and health products.

Our people and culture, which is based on our common values – openness, responsibility, together and initiative – are key to Oriola's success.



Market drivers creating opportunities

Ageing population

- The share of people older than 80 years will grow, and elderly consume more medicines.
- Growth driver of Oriola's distribution business.

Wellbeing and healthcare

- Preventive care is growing as people are willing to invest in their high quality and active lifestyle.
- Growth driver for Oriola's wholesale business.

Online pharmaceuticals and digitalisation

- In general, the products are suitable to sell and distribute via online channels.
- Digitalisation may support optimisation and increased efficiencies in the distribution business.

Specialty products

- Increased individual pharma solutions drive increased requirements on logistics and ability to manage products with shorter shelf life.
- Market potential through investments and partnerships.



A stable and growing business environment

- Growing pharmaceutical distribution market, approximately 6% growth rate in the past 4 years
- Market size of EUR 8.5 billion, Finland and Sweden combined
- Stable market in uncertain economic conditions
- Regulated market
- Wide portfolio of diverse customer groups



Oriola's refined business strategy – the way forward

Growing Oriola's
wholesale business

2023

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

- Focus on core business
- Improvement of profitability
- Infrastructure company in securing the availability of pharmaceuticals

2024–2026

The leading specialist in wholesale of pharmaceuticals and health products

- Strong partnerships
- Enhanced efficiency
- Portfolio and market expansion

Our ambitious targets generate value

Empowering Oriola: long-term financial targets

Three long-term financial targets and dividend policy

GROWTH

Annual sales growth at the rate of market, minimum 4%

PROFITABILITY

Adjusted EBIT margin above 3%

EQUITY

Return on equity >20%

DIVIDEND POLICY

Oriola's aim is to pay out an increasing annual dividend of 2/3 of net profit.

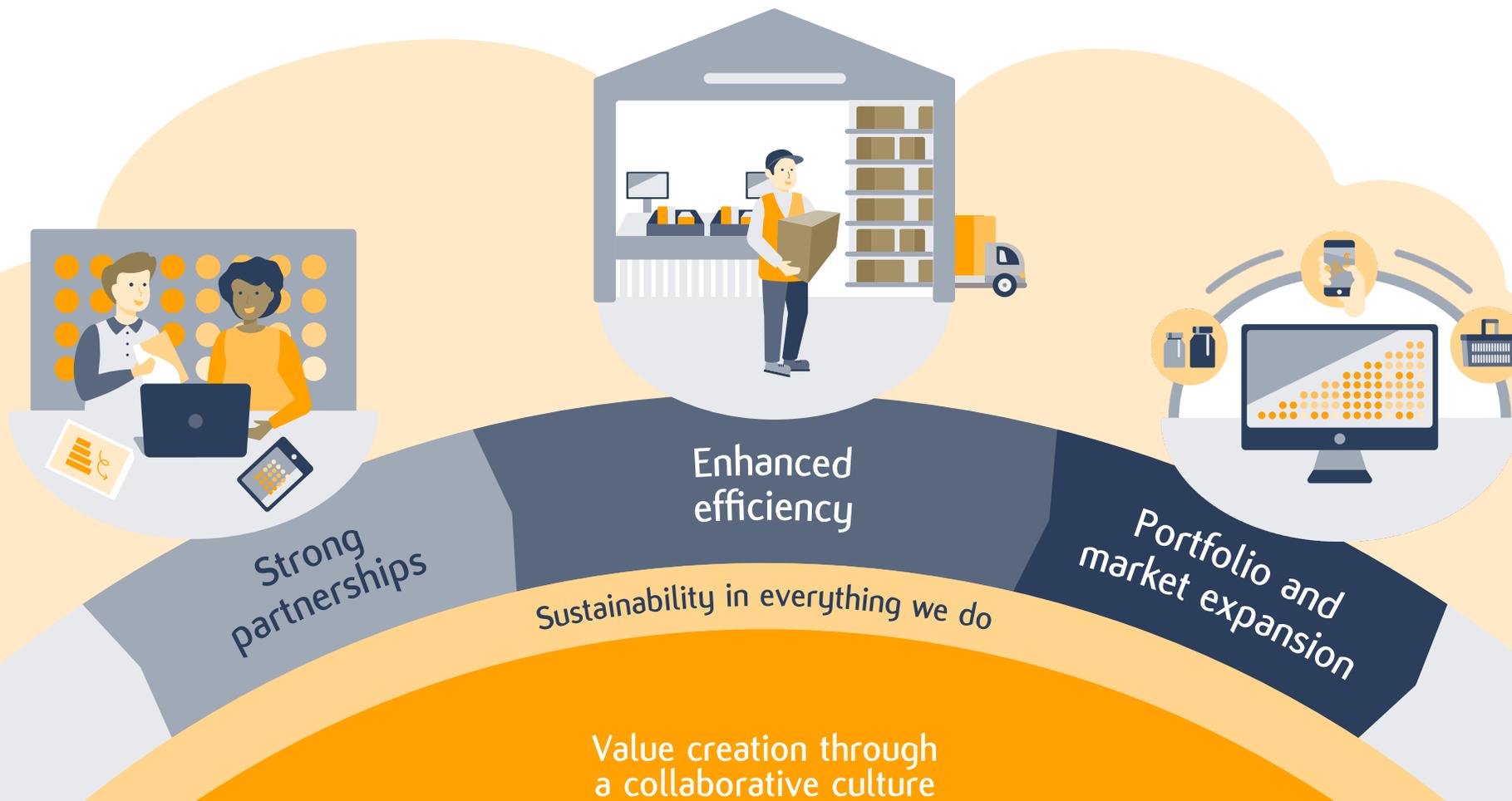
Fostering a healthier tomorrow: long-term sustainability targets

Achieve carbon neutrality across our supply chain (Scope 1, 2, and 3) by 2030

Promote a culture that ensures fair treatment, develops capable individuals, and empowers leaders

Ensure safe and accurate deliveries of pharmaceuticals and other health products

Three strategic goals defining our future



Delivering customer value through integrated service offering



<p>Distribution provides logistics and dose dispensing services mainly of pharmaceuticals</p>	<p>Wholesale is our business in traded goods and OTC offered to our pharmacy and retail customers including parallel import and specialised medicines</p>	<p>Advisory provides expert services to pharmaceutical companies and pharmacies</p>
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A winning culture with a transformative business

- Fulfilling customer expectations
- Integrated customer offerings
- Wholesale and Distribution
- Infrastructure fit for purpose
- Data and insight driven business and digital services
- Collaborative and transparent culture
- Sustainability in everything we do

Our new sustainability agenda leads our continued actions towards a healthier tomorrow

We strive for

- A culture of fair treatment, capable individuals and enabling leaders
- Zero accidents



We strive for

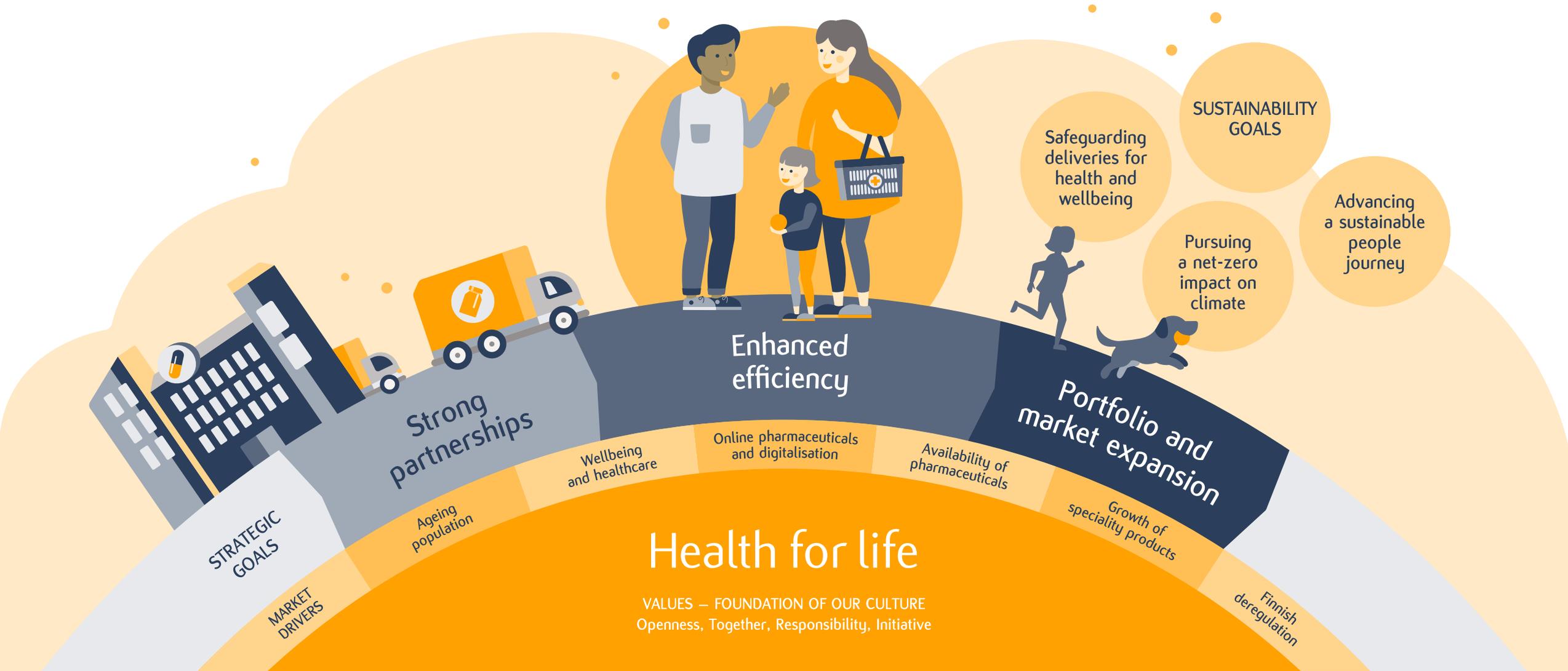
- Safe and accurate deliveries of pharmaceuticals and other health products
- Transparent and responsible operations and supply chain practices

We strive for

- Carbon neutrality in our own operations by 2025 and across our supply chain by 2030
- Increase recycling rate



The leading specialist in wholesale of pharmaceuticals and health products





Health for life

New reporting segments as of 1 Jan 2024

Oriola is updating its segment reporting to reflect the new strategy and to improve transparency. Oriola’s two reporting segments as of 1 January 2024 will be:

Segment name	Definition	Preliminary, unaudited figures for 2022 including dose dispensing business in Sweden
Distribution segment	Pharmaceutical logistics and dose dispensing services	<ul style="list-style-type: none"> • Net sales EUR 1,168.9 million • Adjusted EBIT EUR 21.6 million
Wholesale segment	Wholesale of traded goods and over-the-counter (OTC) products, parallel import, special licensed medicines, and advisory services	<ul style="list-style-type: none"> • Net sales EUR 351.1 million • Adjusted EBIT EUR 6.5 million

Note: Eliminated internal sales between segments in 2022 were EUR 4.5 million and non-allocated group items’ effect to adjusted EBIT was EUR -8.4 million.

Oriola’s Interim Report for January-March 2024 will be prepared according to the new segment reporting. Oriola’s unaudited restated segment information for the financial years 2023 and 2022 will be published during Q1 2024.

Outlook 2023

Oriola expects the adjusted EBIT, excluding the dose dispensing business in Sweden, for the year 2023 to be on the same level as adjusted EBIT for 2022 (EUR 19.7 million).

Oriola's adjusted EBIT, excluding the dose dispensing business in Sweden, for the year 2022 was EUR 11.9 million. The adjusted EBIT for the dose dispensing business in Sweden was EUR 7.8 million in 2022 and EUR -1.2 million in Q1-Q2 2023.

The recent overall inflationary environment and related cost pressures may have an impact on Oriola's profitability.

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

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