



Oriola-KD Corporation

Kimmo Virtanen
Executive Vice President & CFO

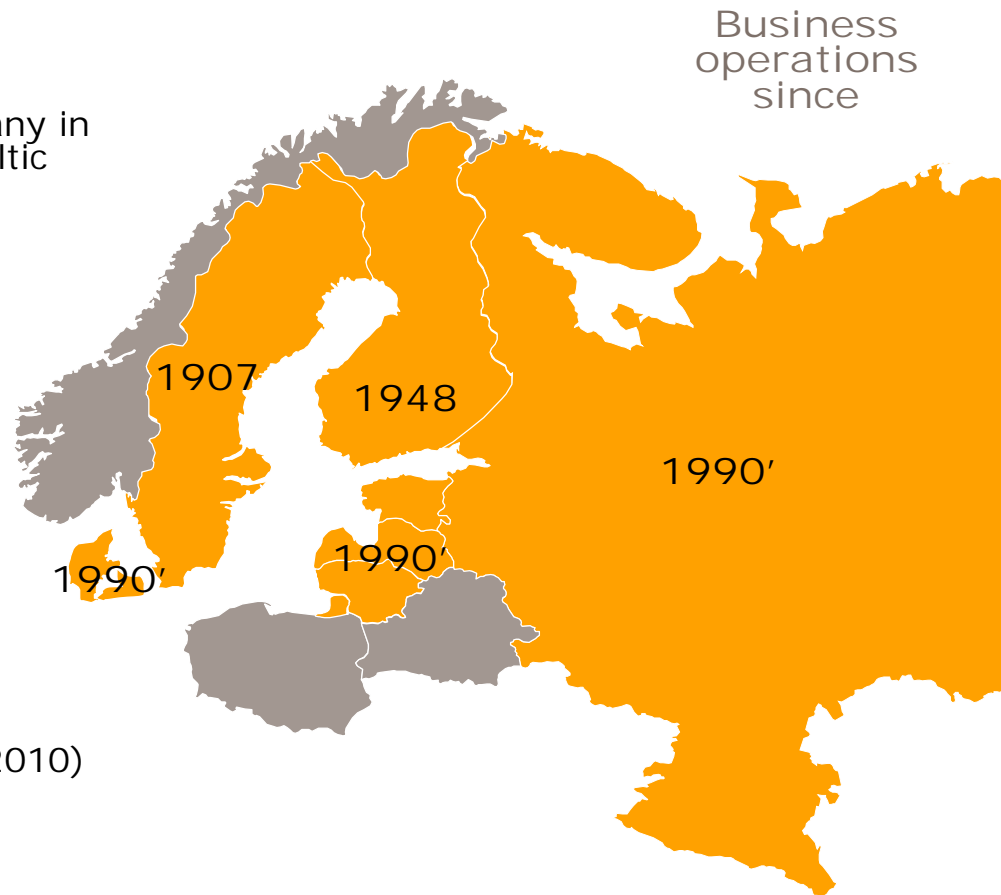
Pellervo Hämäläinen
Vice President, IR

Carnegie Nordic Health Care Seminar
25 March 2010
Stockholm



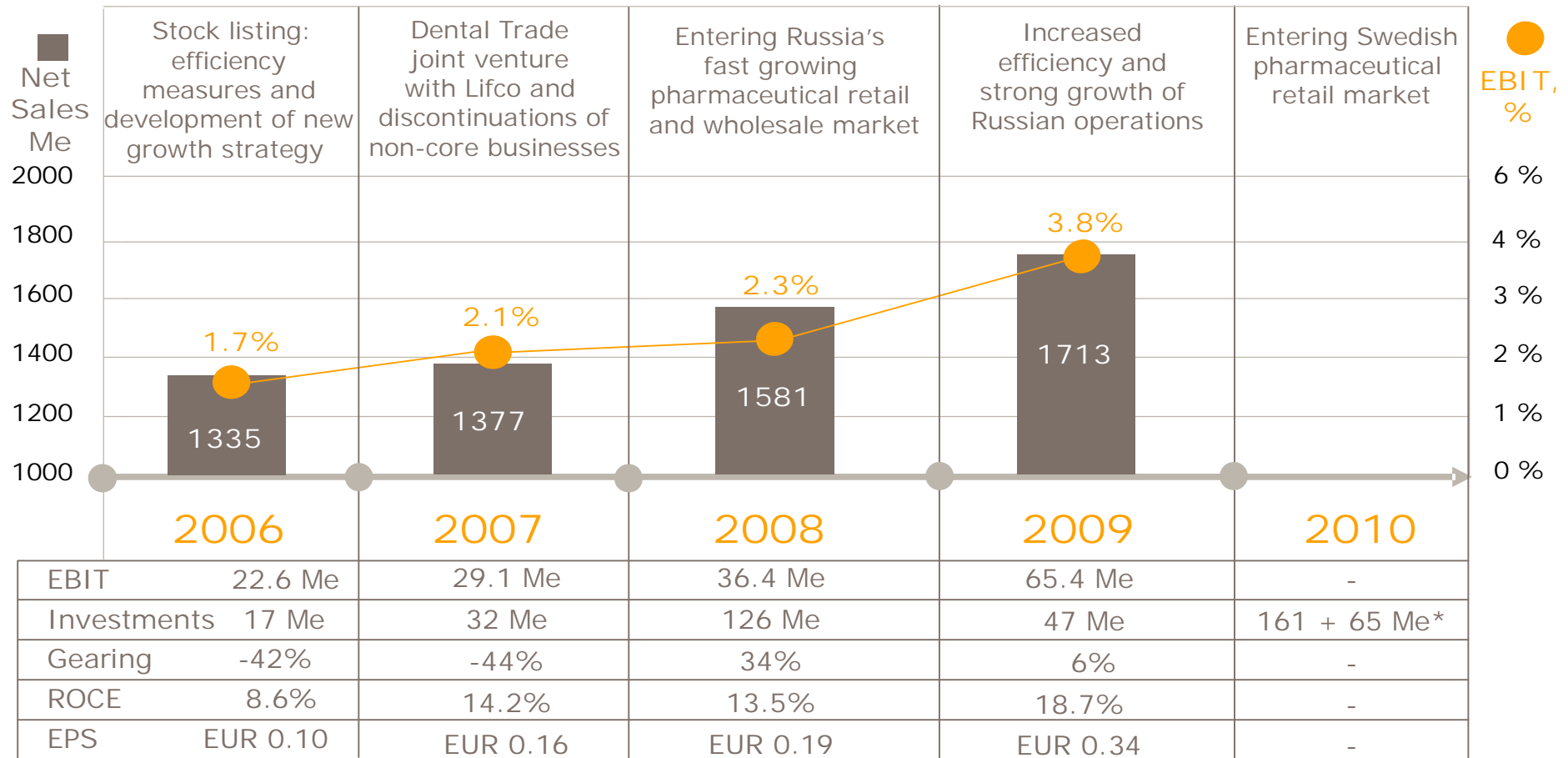
Oriola-KD in Brief

- A leading pharmaceutical retail and wholesale & healthcare trade company in Finland, Sweden, Russia and the Baltic countries
- Listed on NASDAQ OMX Helsinki Ltd since 2006
 - Market cap some EUR 800 million
 - 34 000 shareholders
 - Ownership outside Finland some 20%
- Key figures 2009
 - Net sales EUR 1.7 billion
 - Pharmaceutical Trade 90%
 - Healthcare Trade 10%
 - EBIT EUR 65 million
- Number of personnel 5200 (March 2010)





Oriola-KD 2006-2009

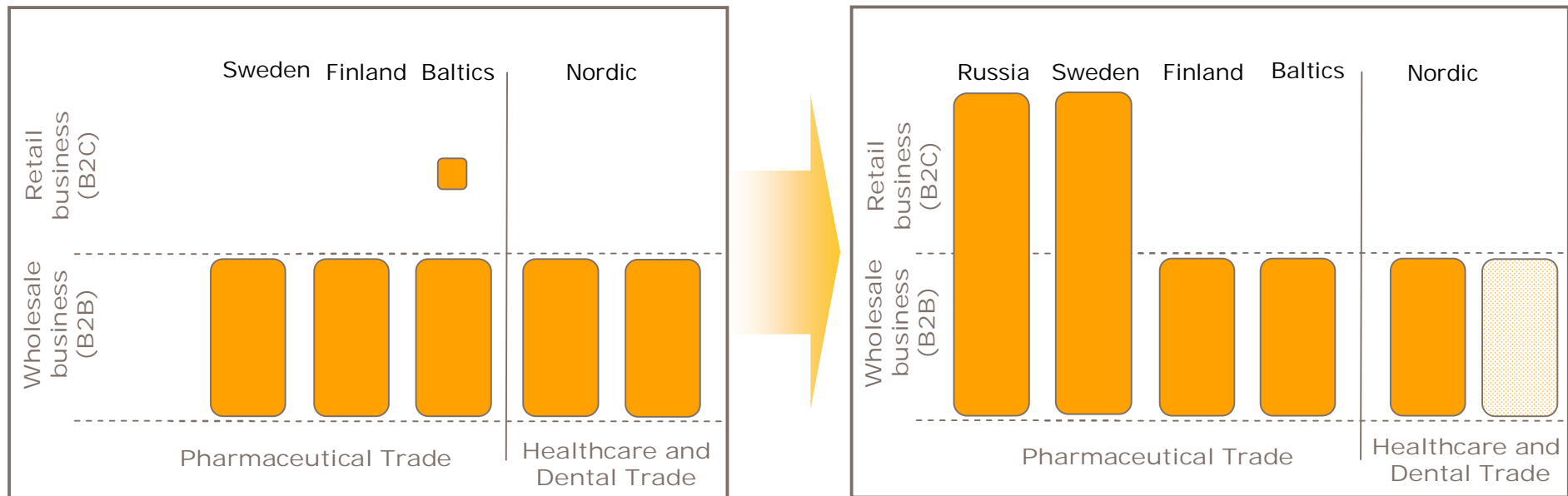


2006 figures are Proforma figures.
2006 EBIT excluding one-off items.

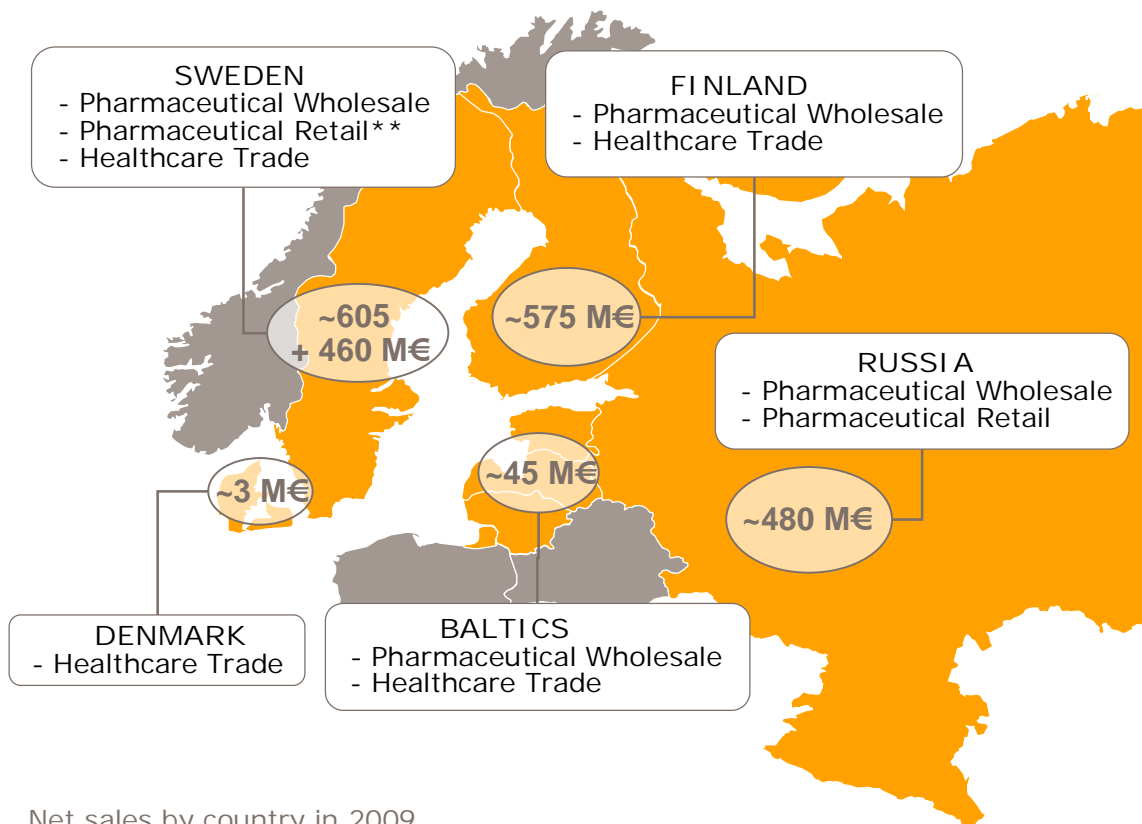
(*) Acquisition of Swedish pharmacy cluster 161 Me and acquisition of the remaining 25% of Russian companies 65 Me



Oriola-KD's Transition



Oriola-KD in Brief



Business	Market Position / market share
Finland: Pharmaceutical Wholesale	Number 2 47% market share
Sweden: Pharmaceutical Wholesale	Number 2 41% market share
Sweden: Pharmaceutical Retail	Number 3 15% market share
Russia: Pharmaceutical Wholesale	Number 5 in Russia 8% market share
Russia: Pharmaceutical Retail	Number 3 in Moscow Number 6 in Russia
Baltics: Pharmaceutical Wholesale	5-10% market share
Healthcare Trade FI, SWE, DK, BALT	One of the leading companies in Finland, Sweden and Baltics
Dental Trade* FI, SWE, DK, NOR, BALT	Market leader

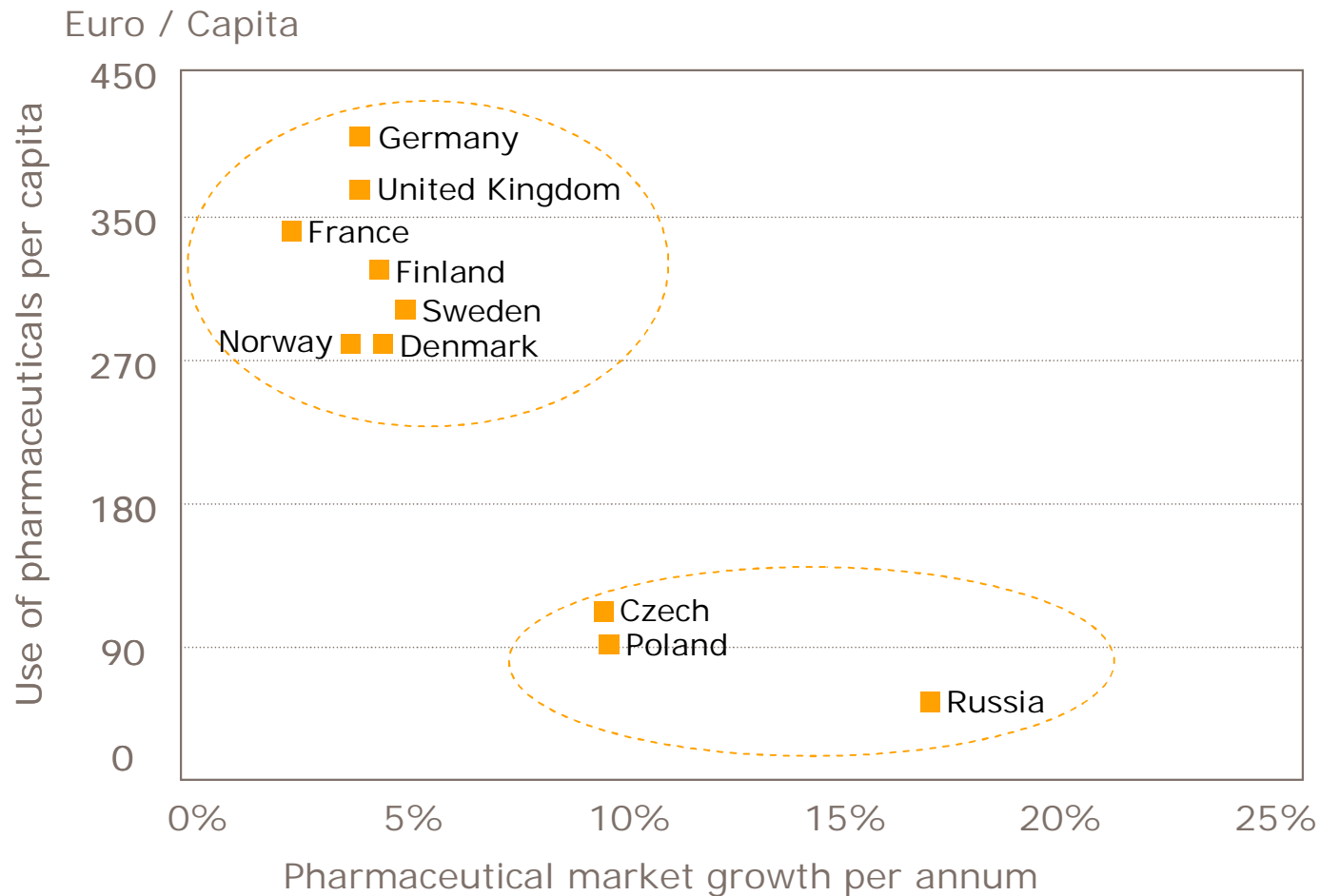
Net sales by country in 2009

*) Joint company with Swedish Lifco, Oriola-KD's share 30%

***) Swedish 460 M€ refers to the acquired retail operations



Mature and Developing Markets



Long term growth drivers

Nordic countries

- Ageing population
- Increasing healthcare spending

Russia

- Ageing population
- Increasing healthcare spending
- Market consolidation
- Increase in living standards

Market size

- Finland EUR 2 billion
- Sweden EUR 3 billion
- Russia EUR 10 billion
- Baltics EUR 1 billion

Population

- Finland 5 million
- Sweden 9 million
- Russia 142 million
- Baltics 7 million

Inhabitants per pharmacy

- France 2670
- Poland 3160
- Germany 3800
- Czech 3920
- UK 4800
- Russia 5000
- Finland 6790
- Norway 7650
- Sweden 9620
- Denmark 17470

Trends in Pharmaceutical and Pharmaceutical Trade Market

- Pharmaceutical market
 - Large number of patents will expire
 - Share of generics will increase
 - Growth of specialty products in hospitals
 - Consolidation of manufactures
 - Cost control of government spending
- Pharmaceutical Trade market
 - Vertical integration from wholesale into pharmacies
 - New distribution models
 - Consolidation
 - Consumer power
 - Direct to Pharmacy model

January-December 2009



Key Figures 2009

	2009	2008	Change %	Q4/09	Q4/08	Change %
Net Sales, Me	1713.1	1580.8	+ 8%	486.5	449.1	+ 8%
Operating profit, Me	65.4	36.4	+ 80%	26.9	15.8	+ 70%
Operating profit, %	3.8%	2.3%	-	5.5%	3.5%	-
Profit before taxes, Me	62.1	34.6	+ 79%	25.4	14.4	+ 76%
Net result, Me	48.6	27.5	+ 77%	20.0	12.4	+ 61%
Earnings per share, EUR	0.34	0.19	+ 74%	0.14	0.09	+ 60%
ROI, %	22.1%	14.1%				
ROCE, %	18.7%	13.5%				
Equity ratio, %	29.2%	25.1%				
Net gearing, %	6.3%	33.5%				
Dividend per share, EUR	0.12*	0.08				

*) Board's proposal to the Annual General Meeting

Net Sales and Operating Profit

	2009 - 2008				Q4/2009 – Q4/2008			
	Net Sales, Me		EBIT, Me		Net Sales, Me		EBIT, Me	
	2009	2008	2009	2008	Q4/09	Q4/08	Q4/09	Q4/08
Pharmaceutical Trade Finland	504.5	533.4	18.1	16.6	125.6	144.0	4.4	4.7
Pharmaceutical Trade Sweden	547.0	535.9	-5.0 (5.9)*	6.0	159.0	125.9	-2.2 (1.3)*	1.3
Pharmaceutical Trade Russia**	480.7	414.9	44.5	7.4	148.2	127.3	21.6	8.9
Pharmaceutical Trade Baltics	35.7	37.4	0.9	1.1	10.3	9.2	0.3	0.3
Healthcare Trade	145.1	155.2	8.9	7.9	43.4	42.7	2.4	1.7
Dental Trade***	-	-	3.9	2.1	-	-	1.2	0.8
Total	1713.1	1580.8	65.4	36.4	486.5	449.1	26.9	15.8

*) Operating profit excluding the costs incurred in the preparations made for the market change in Sweden

***) Proforma net sales in 2008

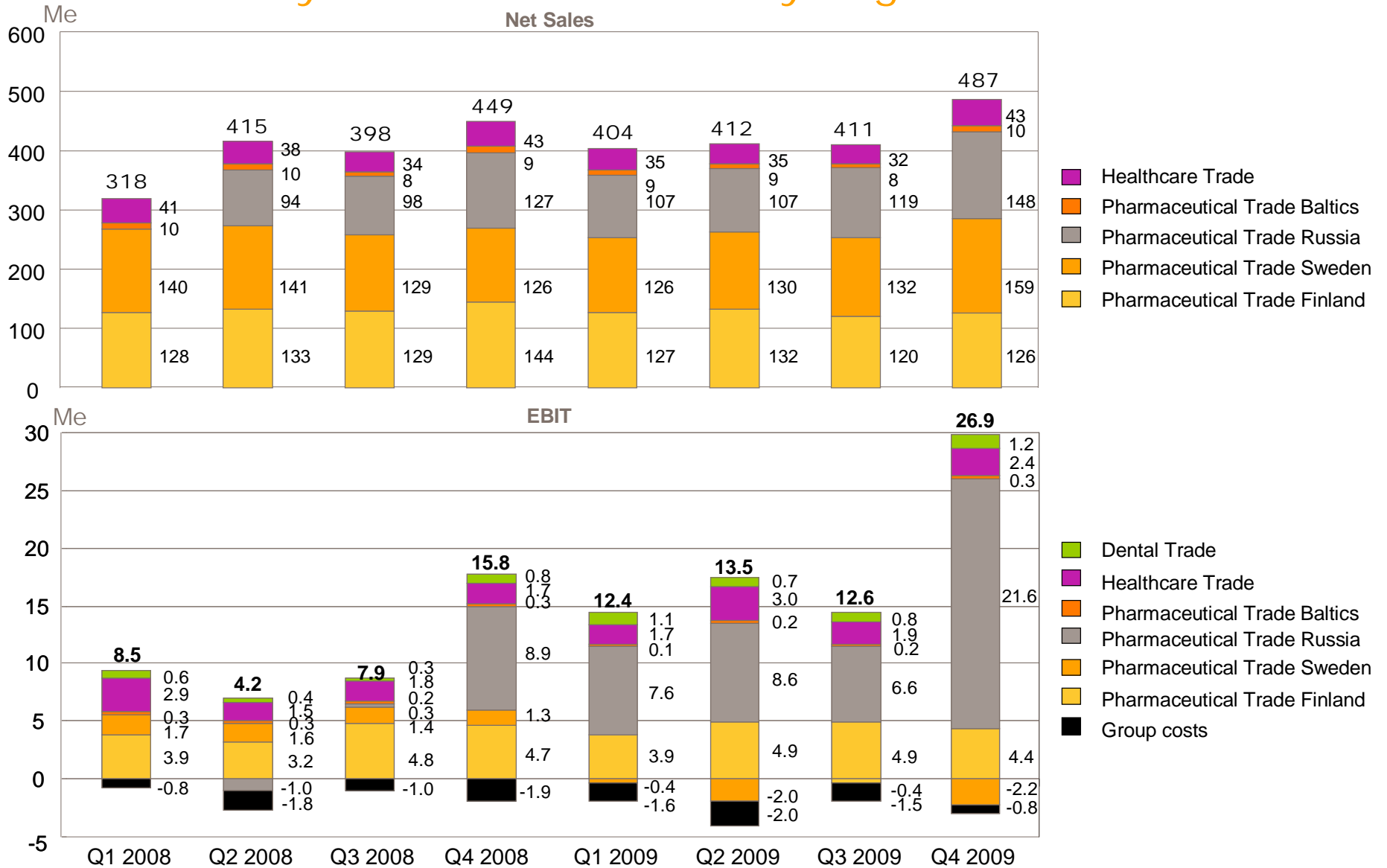
***) Profit after taxes





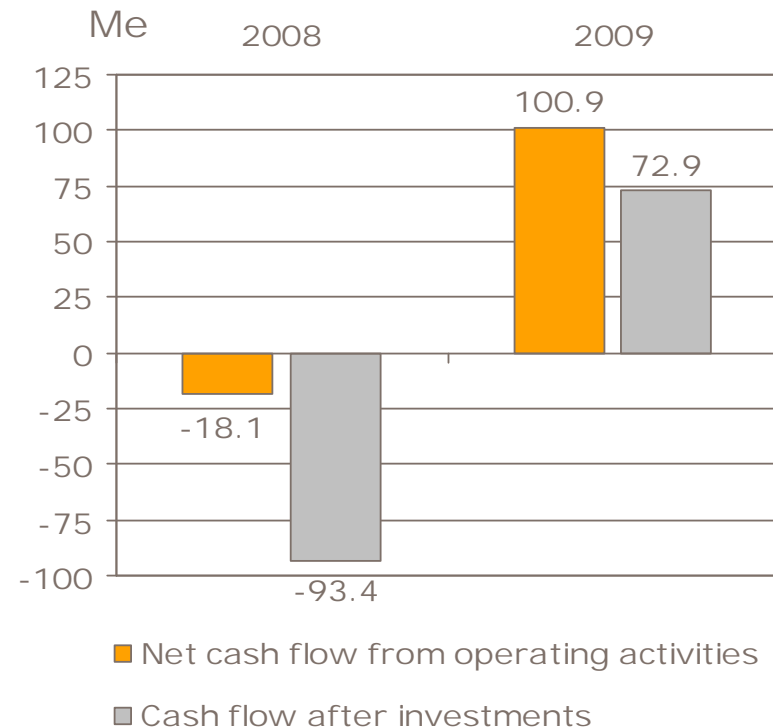
Oriola KD

Quarterly Net Sales and EBIT by Segment 2008-2009



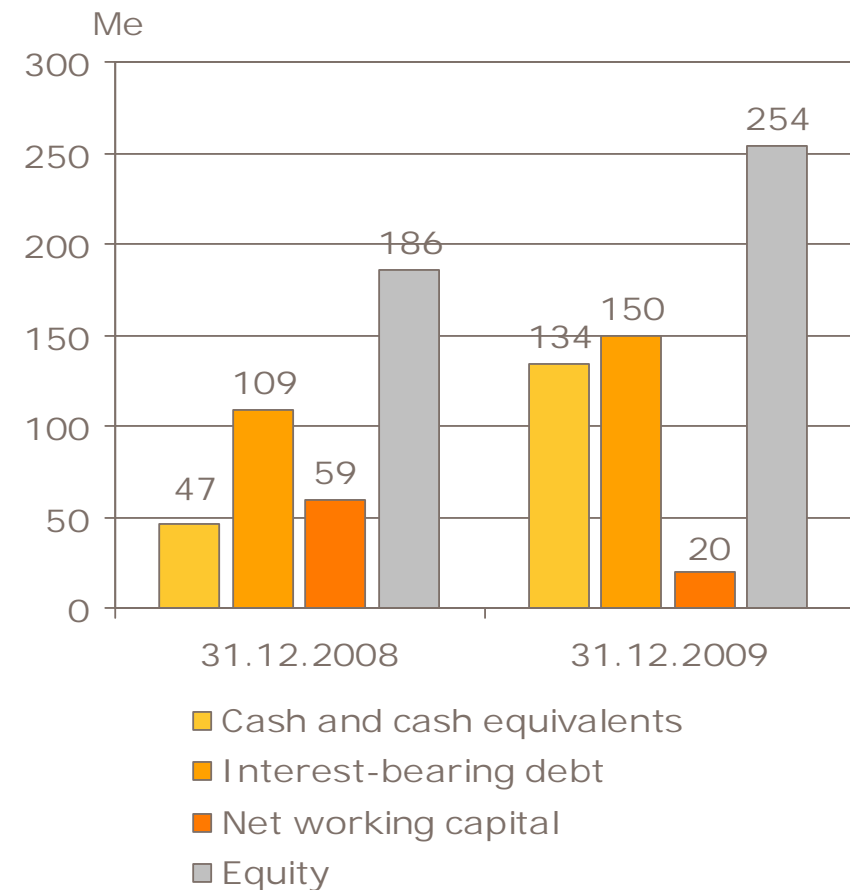
Cash Flow from Operations and Investments 2009

- **Change in working capital**
37.9 Me (-52.2 Me)
 - Working capital decreased mainly as a result of a sale of a EUR 49.8 million sales receivables programme (non-recourse) by the wholesale company in Sweden
- **Net cash flow from investments**
-28.0 Me (-75.3 Me)
 - Including the additional sum of EUR 21.7 million paid for the 75% holding in the Russian companies
- **Investments** 47.4 Me (125.7 Me)
 - The increase of anticipated final price of the remaining 25% in the Russian companies
 - Acquisition of the minority holding in Kronans Droghandel AB in Sweden
 - Operative maintenance and PPE investments



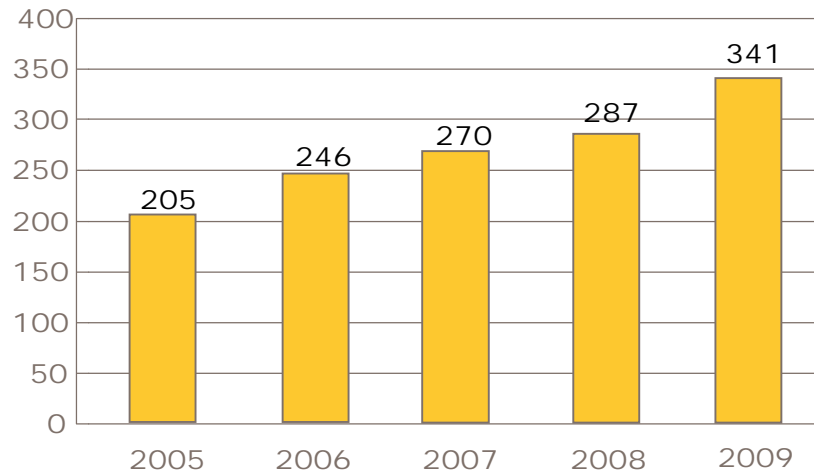
Balance Sheet 31 December 2009

- Total assets 923.1 Me (790.6 Me)
- Equity ratio 29.2% (25.1%)
 - Dividend of 11.3 Me paid in May
 - A directed issue completed in June of 20.6 Me
- Net gearing 6.3% (33.5%)
- Interest-bearing debt, which at the end of 2009 was EUR 149.7 million (EUR 108.7 million), comprise of
 - EUR 51.6 million from pharmacy advance payments in Finland
 - A debt of approximately EUR 63.6 million from the anticipated final price for the remaining 25% holding in the Russian companies
 - Finance lease liabilities of EUR 0.4 million
 - In addition, Oriola-KD has a commercial paper programme of EUR 150 million, from which EUR 34.2 million had been drawn at the end of the review period



Personnel on 31 December 2009

Employee satisfaction (HUPO index)

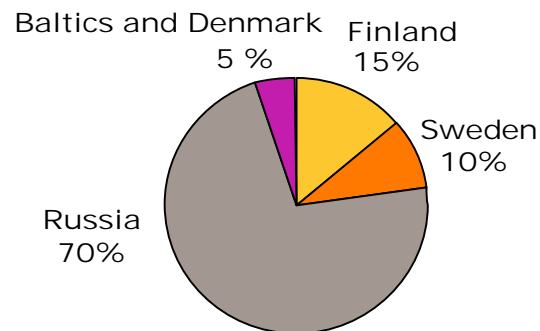


Personnel by segment

OPERATING SEGMENTS	2009	2008	Change, %
Pharmaceutical Trade Finland	474	425	+12%
Pharmaceutical Trade Sweden	309	254	+22%
Pharmaceutical Trade Russia	3023	3482	-13%
Pharmaceutical Trade Baltics	138	157	-12%
Healthcare Trade	355	390	-9%
TOTAL	4299	4709	-9%

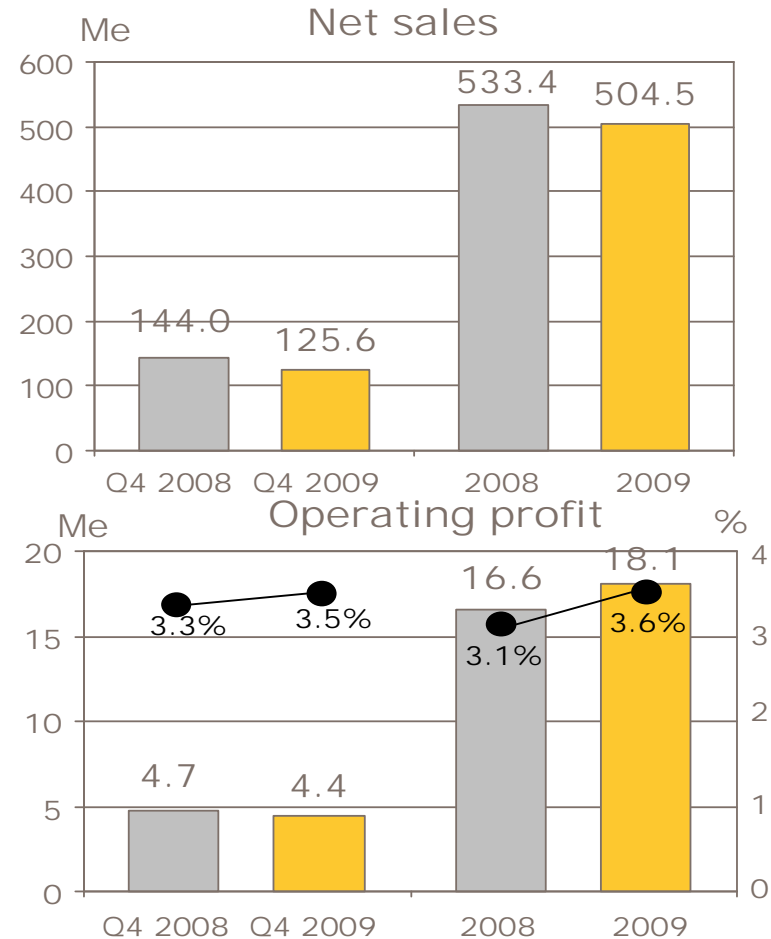
930 new employees to Pharmaceutical Retail Sweden as of 19 February 2010

Personnel by country



Pharmaceutical Trade Finland 2009

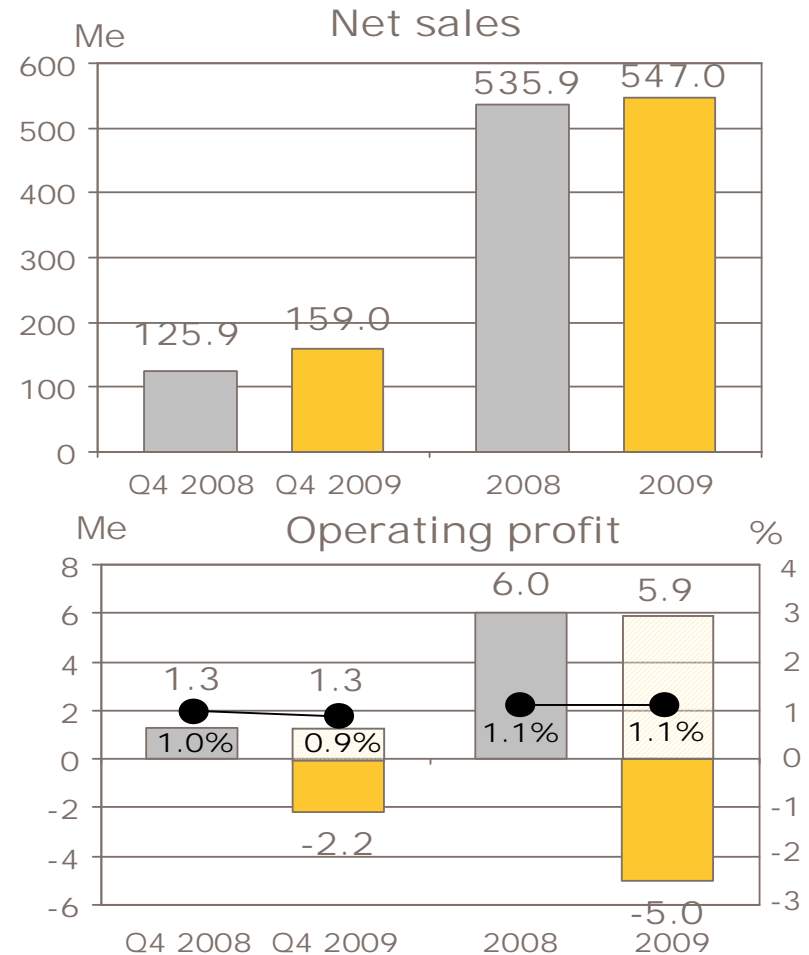
- Pharmaceutical market grew by 0.0% (6.7%)*
- Oriola-KD's share of pharmaceutical wholesale market 46.9% (47.6%) *
 - No major changes in principals that would have had a bearing on market share
- The introduction of a reference price system in Finland at the beginning of April 2009 weakened the growth of net sales
- Oriola-KD nominated for Logistics company of 2010



*) Source: IMS Health

Pharmaceutical Trade Sweden 2009

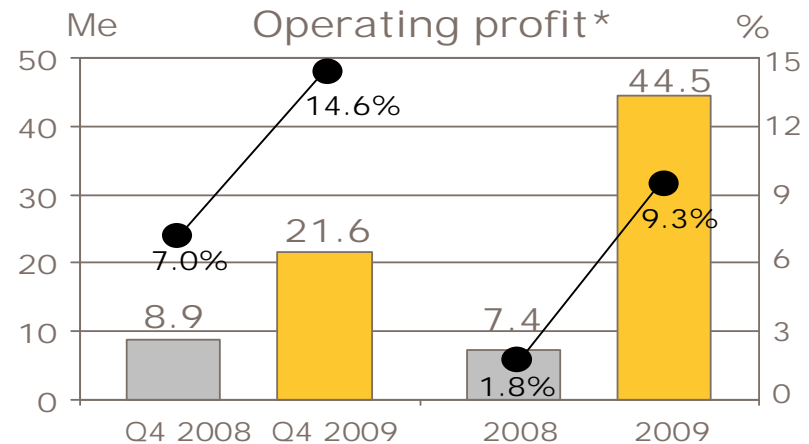
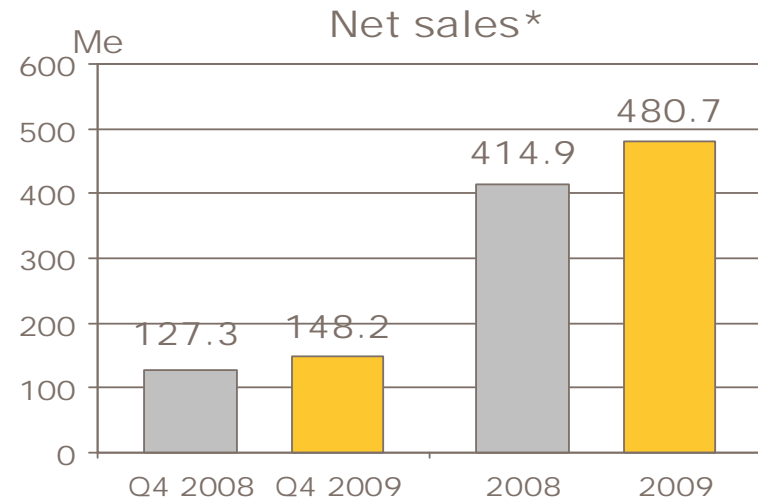
- Pharmaceutical market grew by 2.4% (4.1%)*
- Oriola-KD's share of pharmaceutical wholesale market 41.2% (43.8%)*
 - Pharmaceutical manufacturers Schering-Plough and Organon discontinued as pharmaceutical principals in Sweden during the period under review
- Operating profit was reduced by
 - The costs incurred in the preparations made for the change of the pharmacy market in Sweden came to EUR 11.7 million in 2009
 - EUR 3.7 million was recorded in the fourth quarter
 - Of the total preparation costs, EUR 0.7 million has been recorded for the Group
 - The preparation costs include the fees of advisors in the acquisition
 - Operating profit of Pharmaceutical Trade Sweden excluding project costs was 5.9 Me



*) Source: IMS Health

Pharmaceutical Trade Russia 2009

- The Russian pharmaceutical market grew by some 20% in Russian rubles (RUB) in 2009
- Oriola-KD's net sales by more than 40% in Russian rubles (RUB) in 2009
- Operating profit was increased in 2009 by investments, increased volume of pharmaceutical wholesale, annual discounts typical of the business received in the fourth quarter, improved operating efficiency and better retail trade profitability
- Number of pharmacies at the end of 2009 was 175 (150)
- Pharmaceutical wholesale operations were launched in the fourth quarter in Rostov-on-Don in southern Russia

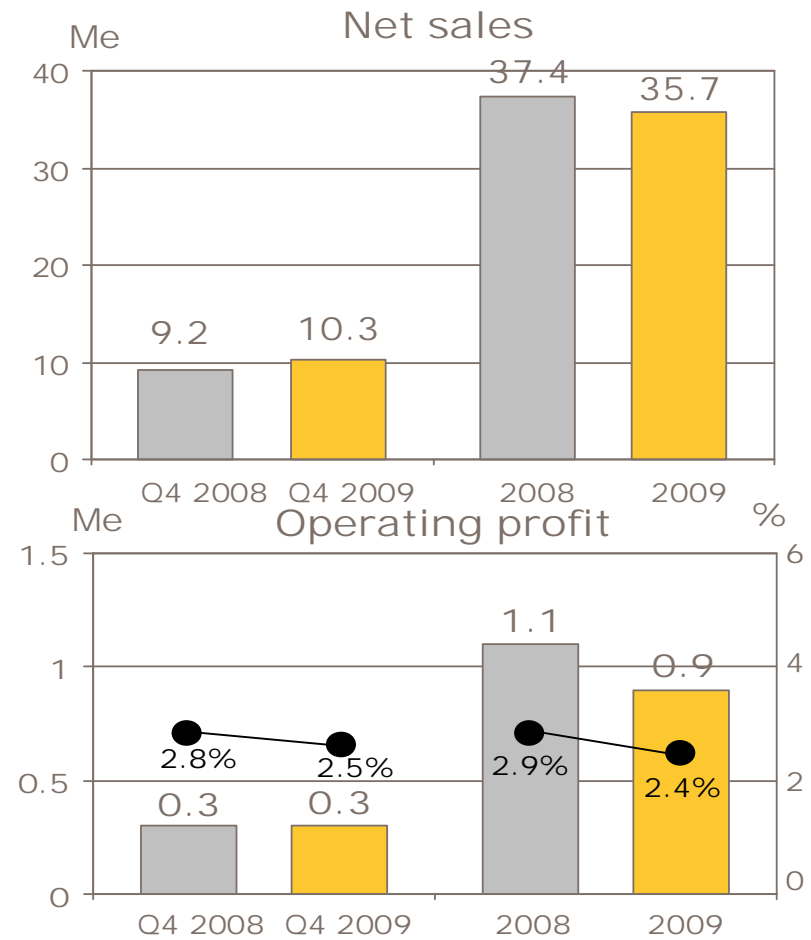


*) The retail and wholesale companies in Russia have been consolidated into Oriola-KD's accounts since 1 April 2008. The figures in Russia in 2008 are pro forma figures.



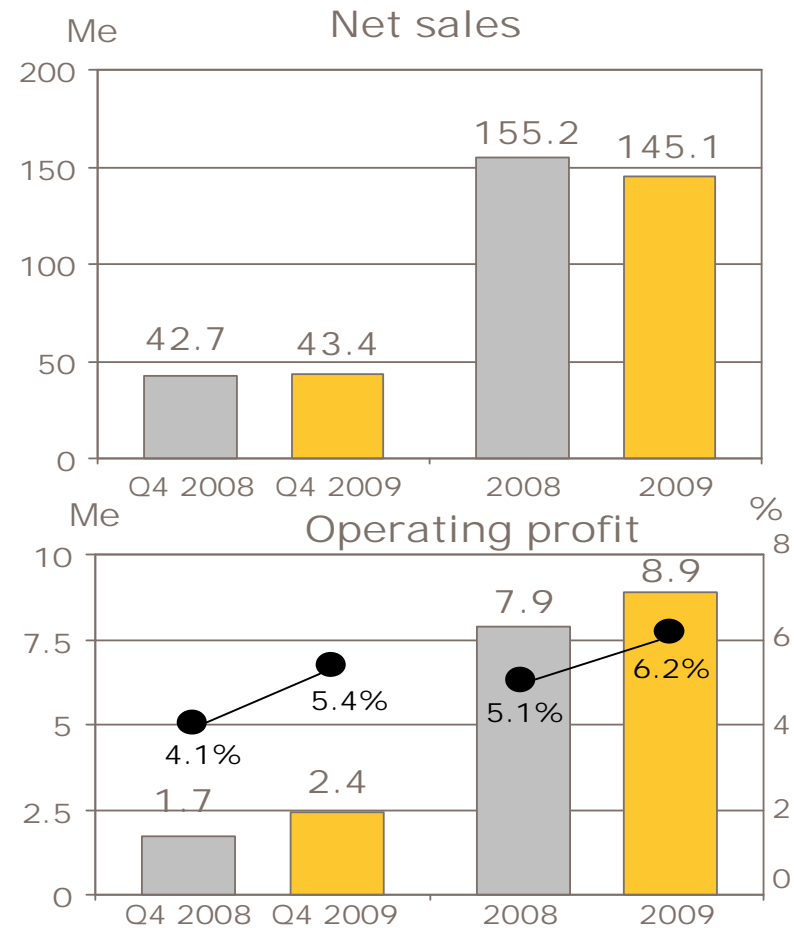
Pharmaceutical Trade Baltics 2009

- The Baltic market was challenging, which had a negative effect on net sales and operating profit
- Oriola-KD discontinued its small-scale pharmacy business in Latvia in 2009



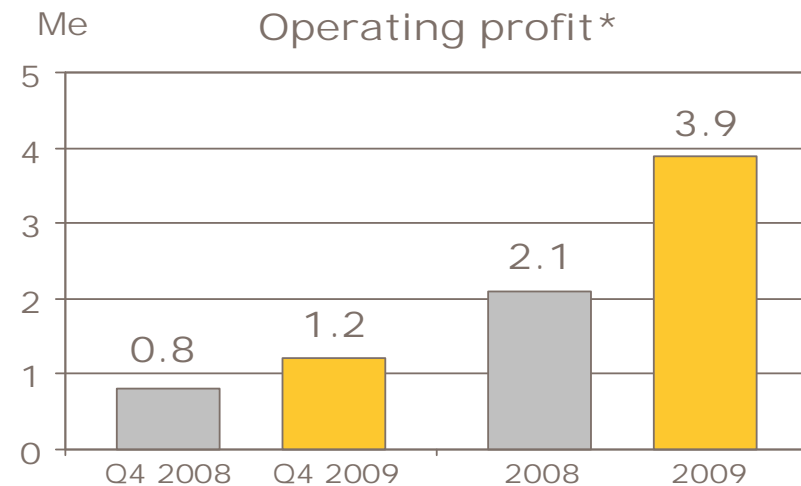
Healthcare Trade 2009

- The sale of the ConvaTec wound and stoma care business to the manufacturer of the products in Finland in the second quarter improved the 2009 operating profit
- In December 2009 Oriola-KD signed a five-year agreement on healthcare warehousing and materials management services with the Swedish provinces of Skåne and Halland
 - The agreement will come into force in April 2010 and the associated annual net sales will be approximately EUR 35 million
 - The agreement will involve the transfer of about 50 persons to Oriola-KD



Dental Trade 2009

- Lifco's net sales in 2009 were in total 156.6 Me and EBITA 18.3 Me
- The operating profit improved mainly as a result of the positive trend in the Finnish, Swedish and Danish businesses
- The dental trade businesses of Oriola-KD and Lifco AB were combined in 2007
- Oriola-KD holds a 30% share of the Dental Trade business, while Lifco has a 70% holding



*) Operating profit after taxes (Oriola-KD's minority share)

Strategic Program in Sweden



Oriola-KD Entered Pharmaceutical Retail Market in Sweden in 2010

- Kronans Droghandel Retail AB, a jointly owned company of Oriola-KD and KF (Kooperativa Förbundet), and Apoteket AB signed an agreement in November 2009 under which the jointly owned company agreed to acquire a national pharmacy company of 171 pharmacies from Swedish state
- The acquisition was completed on 19 February 2010
- The cash price of the acquisition was EUR 161 million
- The pro forma net sales of the pharmacies were some EUR 460 million
- Personnel some 930
- Market share in Sweden some 15%



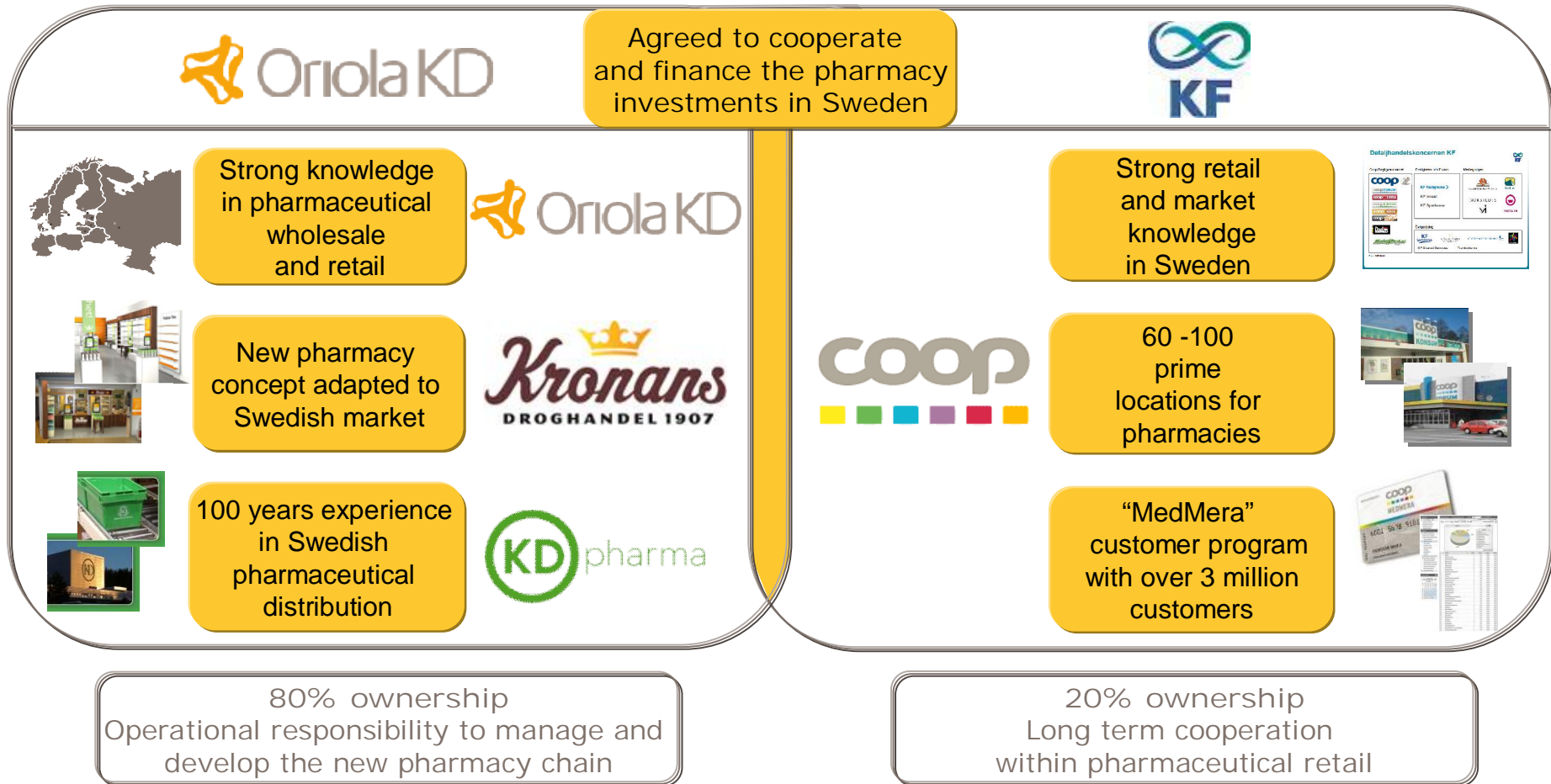
Opening ceremony of Kronans Droghandel's first pharmacies in Sweden on 22 February 2010



Financing of the Acquisition

- Oriola-KD and KF financed the acquisition in part with an equity investment of SEK 600 million into Kronans Droghandel Retail AB
- Kronans Droghandel Retail AB has signed also a SEK 1.3 billion credit facility
 - The facility will be used for financing the acquisition, investing into the establishment of new pharmacies and for working capital purposes in Sweden
 - The credit facility includes financial covenants based on Oriola-KD's net debt to EBITDA and gearing ratio
 - Credit facility has been signed with Nordea Bank Finland plc, Pohjola Bank plc, Sampo Bank Plc and Svenska Handelsbanken AB (publ), Branch operation in Finland
 - Nordea Bank Finland Plc has acted as the Agent
- Sale of sales receivables programme (non-recourse) in Sweden with Pohjola Bank plc to finance its equity investment in Kronans Droghandel Retail AB

Strategic Cooperation of Oriola-KD and KF



The Buyers of Pharmacy Clusters

Kronans Droghandel Retail AB

- Owned by Oriola-KD and KF
- Cluster 2
- 171 pharmacies
- Net sales SEK 4.4 billion
- 930 employees

Apotek Hjärtat

- Owned by Altor
- Clusters 1 and 8
- 208 pharmacies
- Net sales SEK 7.1 billion
- 1 500 employees

- With the deregulation, Swedish state announced that 466 pharmacies will be sold in clusters to large and medium-sized companies out of 946 pharmacies

- Two national pharmacy clusters
- Four commercial pharmacy clusters
- Two hospital pharmacy clusters

Medstop Holding AB

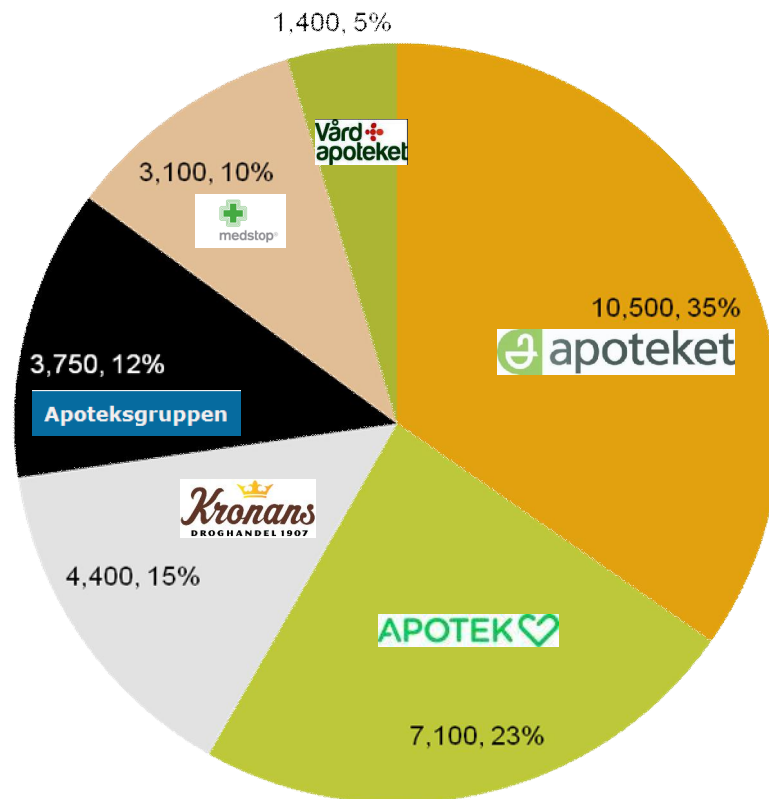
- Owned by Segulah
- Clusters 3, 4 and 5
- 62 pharmacies
- Net sales SEK 3.1 billion
- 660 employees

Vårdapoteket i Norden AB

- Owned by Investor and Priveq Investment
- Clusters 6 and 7
- 24 pharmacies
- Net sales SEK 1.4 billion
- 230 employees

- Apoteket AB will retain ownership of 330 pharmacies
 - 150 pharmacies will remain in state ownership and be later sold to small entrepreneurs

New Pharmacy Actors in Sweden



Other companies



MSEK 2008. Source: OAB



Strategic Program in Russia



Oriola-KD's Investments in Russia

- Oriola-KD announced on 24 February that it had acquired the remaining 25% of OOO Vitim and OOO Moron
 - After the acquisition Oriola-KD owns 100% of its Russian subsidiaries
 - Oriola-KD acquired 75% of the Russian companies in April 2008
 - The total purchase price paid for the Russian companies is EUR 153.7 million in cash
- In addition Oriola-KD has provided the Russian companies with long-term financing amounting to approximately EUR 65 million



Signing of the final part of acquisition at Oriola-KD's headquarters in Finland on 24 February 2010. From left:

- Eero Hautaniemi, President and CEO, Oriola-KD Corporation
- Kimmo Virtanen, Executive Vice President and CFO, Oriola-KD Corporation
- Oleg Yankov, OOO Moron
- Igor Yankov, OOO Vitim





Oriola-KD's Pharmaceutical Retail and Wholesale Operations in Russia



RETAIL

- 175 modern pharmacies in Moscow region
- Sixth largest chain in Russia
- Third largest chain in Moscow
- Pharmaceuticals ~80% of sales
- Well known Stary Lekar brand



WHOLESALE

- Focused in western part of Russia covering 80% of population
- Some 8% market share in Russia
- Fifth largest wholesaler in Russia
- Main logistics centre in Moscow



Pharmaceutical Retail and Wholesale Market in Russia

- Western pharmaceuticals represent some 70% of value
- Russian and East European pharmaceuticals represent some 70% of volume

- **Pharmaceutical retail companies**

- 36.6
- Rigla
- Raduga (Tamro/Phoenix)
- Pharmacor
- Implozia
- Sary Lekar (Oriola-KD)
- Dr Stoletov
- Pervaya Pomosh
- Stolischnie Apteki
- Vita

- **Pharmaceutical wholesale companies**

- SIA International (25% of 36.6)
- Protek
- Rosta (Tamro/Phoenix)
- Katren
- Apteka Holding (Alliance Boots)
- Moron (Oriola-KD)
- Biotech
- Shreya
- R-Pharm





Oriola KD

Pharmaceutical Market in Russia by Areas



	Population, million	Commercial + state market EUR billion
Area Central	36	~ 2.3 + 1.1 = 3.4
Area Southern	23	~ 0.6 + 0.3 = 0.9
Area North-West	14	~ 0.9 + 0.5 = 1.4
Area Provolzhsky	30	~ 1.5 + 0.5 = 2.0
Area Ural	12	~ 0.5 + 0.2 = 0.7
Area Sibirsky	20	~ 0.8 + 0.3 = 1.1
Area Far Eastern	7	~ 0.3 + 0.1 = 0.4
Total	142	~ 6.9 + 3.0 = 9.9



Present Pharmaceutical Market in Russia

- Difficult economic circumstances in 2009
- Devaluation of Russian ruble in late 2008 - early 2009
- Increasing prices for pharmaceuticals, especially for imported pharmaceuticals in 2009
 - Implementation of price regulation system for vital pharmaceuticals late 2009 - early 2010
 - Increasing price awareness of consumers
 - Use of cheaper pharmaceuticals increasing
- Spending on pharmaceuticals started to decrease towards the end of 2009
 - People mainly paying pharmaceuticals by themselves
 - Limited state based compensation system compared to many western countries
- Market growth slowing down towards the end of 2009
 - Increased pharmaceutical inventories
- Tight competition and lower margins in early 2010

Risks and Outlook 2010



Risks

- Oriola-KD has identified the following principal strategic and operational risks in its business
 - changes in bargaining position vis-à-vis suppliers and customers
 - impact on business concepts as a result of changes in the structure of the Swedish market
 - maintenance of cost-effectiveness and flexibility in costs
 - provision of competitive products and services in expanding and consolidating markets
 - expansion-related risks in new markets and businesses, especially in Sweden and in Russia
 - commitment of key employees
- The major financial risks for Oriola-KD involve currency exchange rates, interest rates, liquidity and credit
 - The anticipated USD-denominated purchase price of the remaining 25 per cent holding in the Russian business acquisition has been hedged in accordance with the Group's treasury policy.
- Oriola-KD's exposure to risks relating to new markets and businesses as well as financial risks has increased as a result of the company's expansion into the Russian pharmaceutical retail and wholesale market
 - Currency risks are the most significant of Oriola-KD's financial risks in Russia, as any changes in the value of the ruble (RUB) will have an impact on Oriola-KD's financial performance and equity
 - Oriola-KD has used some EUR 90 million to acquire a 75 per cent holding in the Russian companies and anticipates that the final price for the remaining 25 per cent will be roughly EUR 64 million
 - In addition, by the end of December it had provided the companies with long-term financing amounting to approximately EUR 64 million
 - The Russian companies have no external loans
- Goodwill and intangible rights are subject to annual impairment testing, which may have a negative effect on Oriola-KD's financial performance
- Near-term risks and uncertainty factors
 - The completion of the processes involved in the Russian acquisition, the price regulation system that comes into effect in the beginning of 2010 and stiffening competition have significant bearing on Oriola-KD's outlook in the short term in Russia
 - The change in the Swedish pharmacy market is subject to uncertainty that may have a substantial effect on Oriola-KD's Swedish business

Outlook: Market Development

- Oriola-KD's outlook for 2010 is based on external market forecasts, agreements with principals, order intake and management assessments
- Long-term fundamentals and growth prospects are deemed to remain favourable in the healthcare market
- Oriola-KD expects that the pharmaceutical market in Finland and Sweden will grow by approximately 3-5 per cent annually in local currency over the next few years, which is in line with the longer-term average growth rate of these markets
- The Russian pharmaceutical market is expected to see annual growth of approximately 15-20 per cent in Russian rubles (RUB) in the next few years
- Growth in the market for healthcare equipment and supplies in Finland and Sweden is expected to outpace that of the pharmaceutical market

Outlook 2010

- Oriola-KD's net sales and operating profit for 2010 are forecast to be higher than in 2009
- The growth of the Russian pharmaceutical market in 2010 is expected to be slower than in the long term, mainly because of the difficult state of the Russian economy and the price regulation system
- Competition in the Swedish pharmacy market is expected to be stiff in 2010 as a result of the changes in the pharmacy market



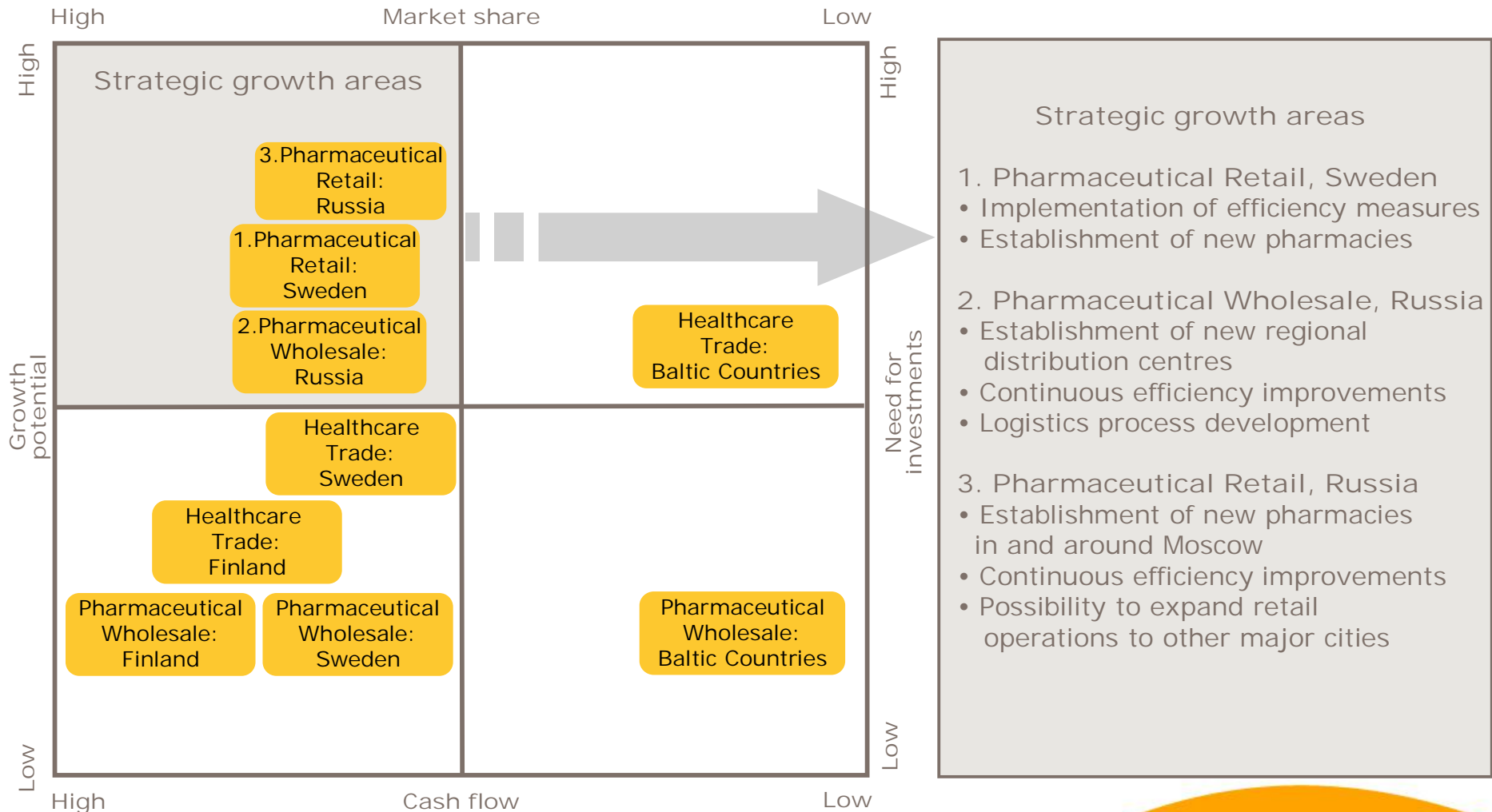
Summary





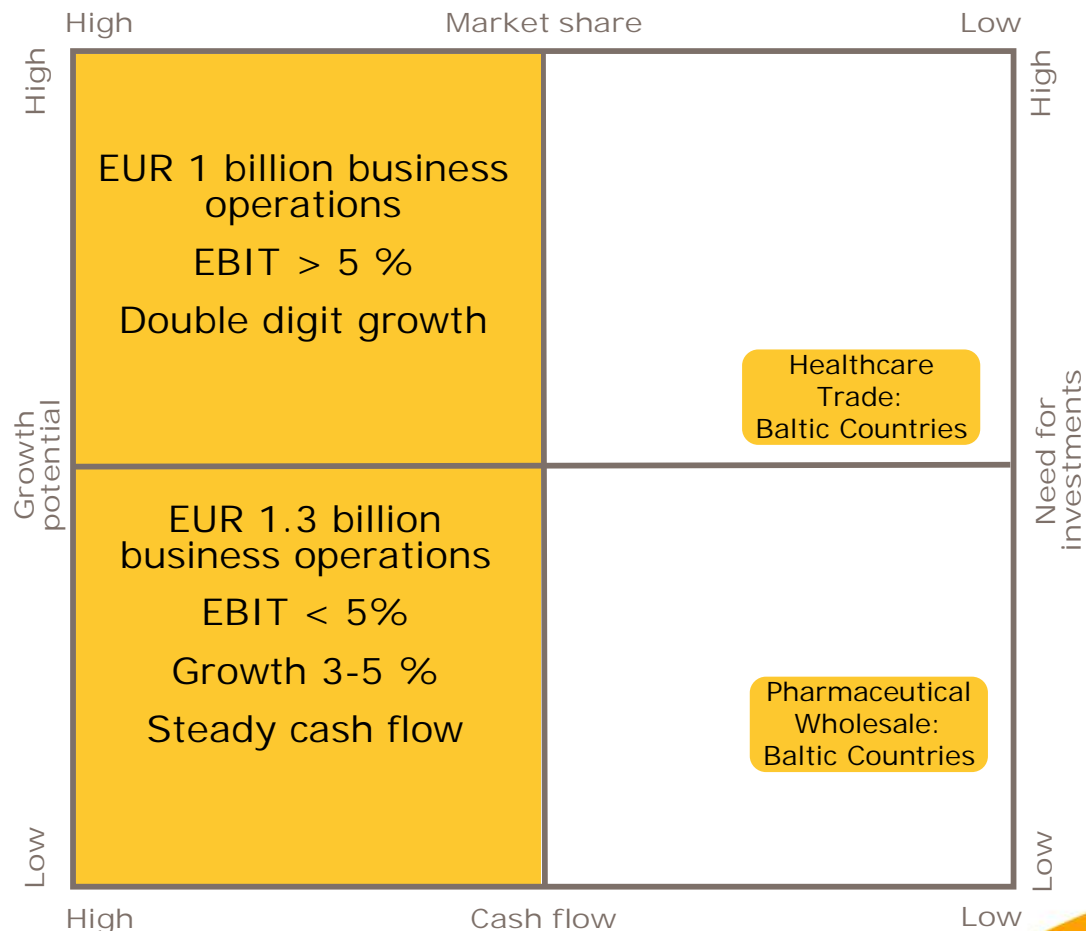
Oriola KD

Oriola-KD's Business Portfolio



Oriola-KD's Business Portfolio

Indicative Long Term Size of Business Operations and Profitability Levels



Long-term Financial Goals and Dividend Policy

- Long-term financial goals
 - Operating profit
 - The long-term goal for the Group's operating profit (EBIT) excluding one-off items is set at growth of at least five per cent over the previous year
 - Return on capital employed
 - Return on capital employed (ROCE) shall be at least 13 per cent in 2010
- Dividend policy
 - Oriola-KD will seek to pay out as dividends approximately 50 per cent of earnings per share annually. The company's financial position and operational strategy shall be taken into consideration when determining annual dividend

Traded Volume of Shares 2009

- Market capitalisation at 31 December 2009 was 665.1 Me (184.5 Me)
- The traded volume of all shares amounted to 76.0 % (33.0 %)*
- Number of shares at the end of 2009 in total 151.257.828 (141.907.828)
 - Number of class A shares 47.667.359 (48.692.203)
 - Number of class B shares 103.590.469 (93.215.625)
 - In 2009 1.024.844 class A shares were transferred to class B shares (2.553.202)
 - The company held 343.472 class B shares on 31 December 2009

	2009		2008	
Class A/B	Class A	Class B	Class A	Class B
Trading volume, million	7.2	104.5	5.5	41.3
Trading volume, Me	19.5	298.5	12.0	98.1
High, EUR	4.41	4.43	3.10	3.10
Low, EUR	1.29	1.30	1.22	1.20
Close at 31 December, EUR	4.39	4.40	1.30	1.30
Traded volume, % *)	14.9	106.1	11.2	45.0

*) The traded volume of shares in the review period excluding treasury shares of average outstanding stock





Oriola-KD is a leading pharmaceutical retail & wholesale and healthcare trade company in Finland, Sweden, Russia and the Baltics





Disclosure Aspects

- The assumptions, opinions, estimates and views expressed in this presentation are solely the opinions and views of the company unless a reference to the source of the information is stated
- They reflect the current view of the company with regard to the discussed issues. Several factors can however cause changes to these opinions and views
- Neither the company nor its management can answer for any future accuracy of the opinions or views expressed in this presentation or the actual occurrence of any forecasts

