



Oriola-KD Corporation January-September 2008

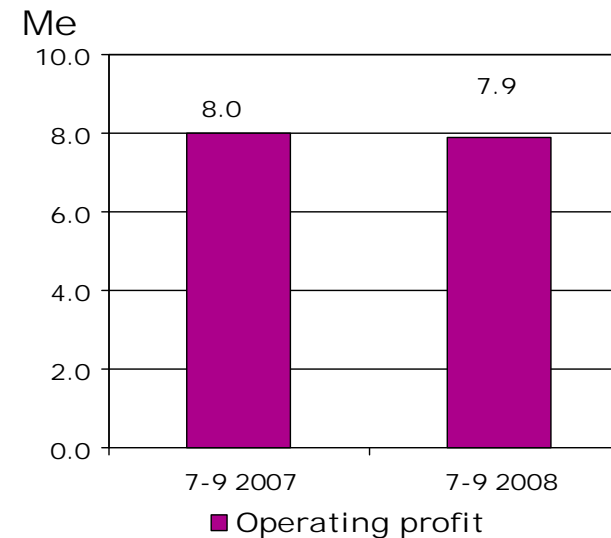
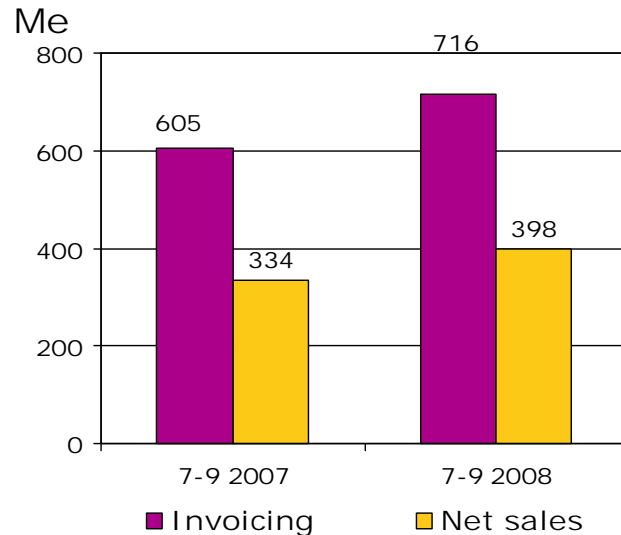
Eero Hautaniemi, President and CEO
31 October 2008



Key Figures January-September 2008

	1-9/2008	1-9/2007	Change-%
Invoicing, Me	2116.1	1884.5	+12 %
Net Sales, Me	1131.7	1045.7	+8 %
Operating profit, Me	20.6	22.1	-7 %
Profit before taxes, Me	20.2	23.6	-14 %
Net profit, Me	15.1	17.8	-15 %
Earnings per share, Euro	0.11	0.12	-
ROCE, %	13.4 %	15.1 %	-
ROE, %	10.0 %	12.1 %	-

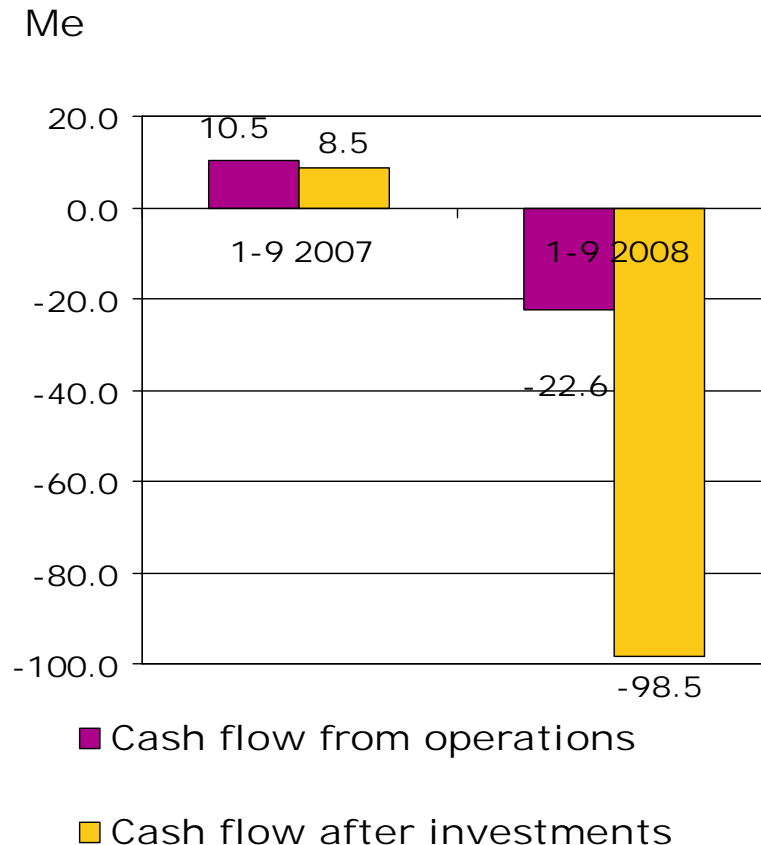
Third Quarter 2008



- The retail and wholesale businesses Vitim & Co and Moron Ltd acquired in Russia have been consolidated into Oriola-KD's accounts since 1 April 2008
- Expenditure relating to strategic growth ventures eroded EBIT for the third quarter by approximately 0.4 million Euro
- The Russian retail and wholesale companies' operating profit for July-September was EUR 0.2 million (operating loss EUR -1.0 million for April-June)

Cash Flow from Operations

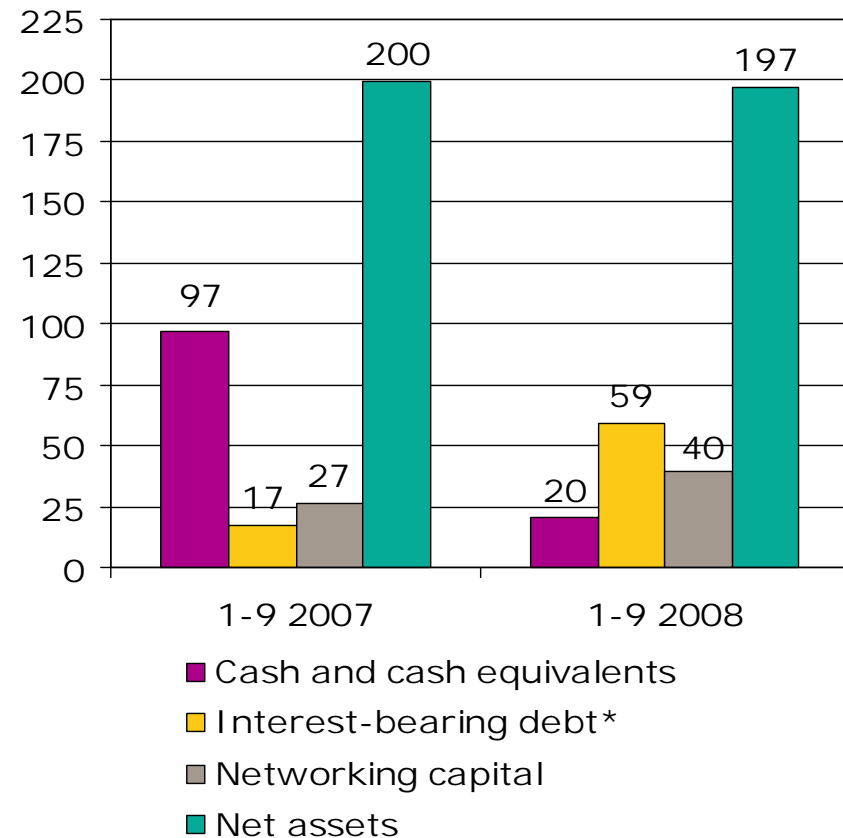
- Changes in working capital
-43.3 Me (-15.6 Me)
 - Working capital increased as a result of
 - Expansion of the Russian companies and changes in their terms of payment
 - Temporary increase in stocks and trade receivables in Sweden
 - Changes in the terms of payment will improve the competitiveness and performance of the businesses in Russia
- Cash flow from investments
-76.0 Me (-2.0 Me)
- Investments 112.3 Me (4.9 Me)
 - Acquisition in Russia
 - Acquisition of minority holding in KD
 - Operative maintenance and PPE investments



Balance Sheet on 30 September 2008

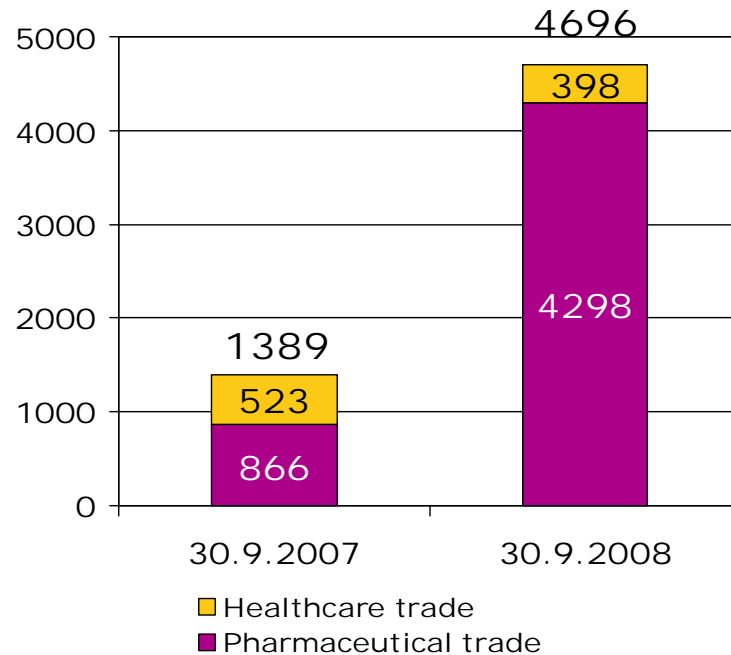
- Total assets 796.7 Me (613.3 Me)
- Equity ratio 25.3 % (33.5%)
- Net gearing 19.8 % (-39.8 %)

* Interest-bearing debt was made up of drawings on the commercial paper programme and pharmacies' advance payments in Finland

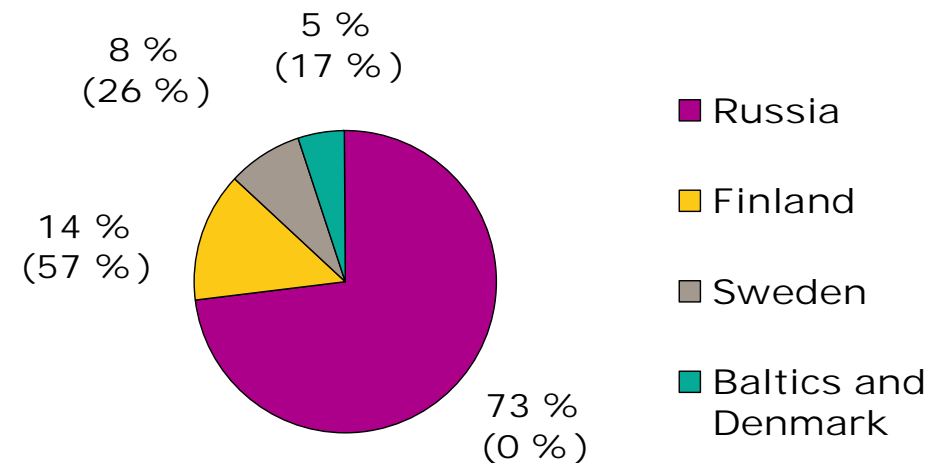


Personnel on 30 September 2008

Personnel by business segment



Personnel by country

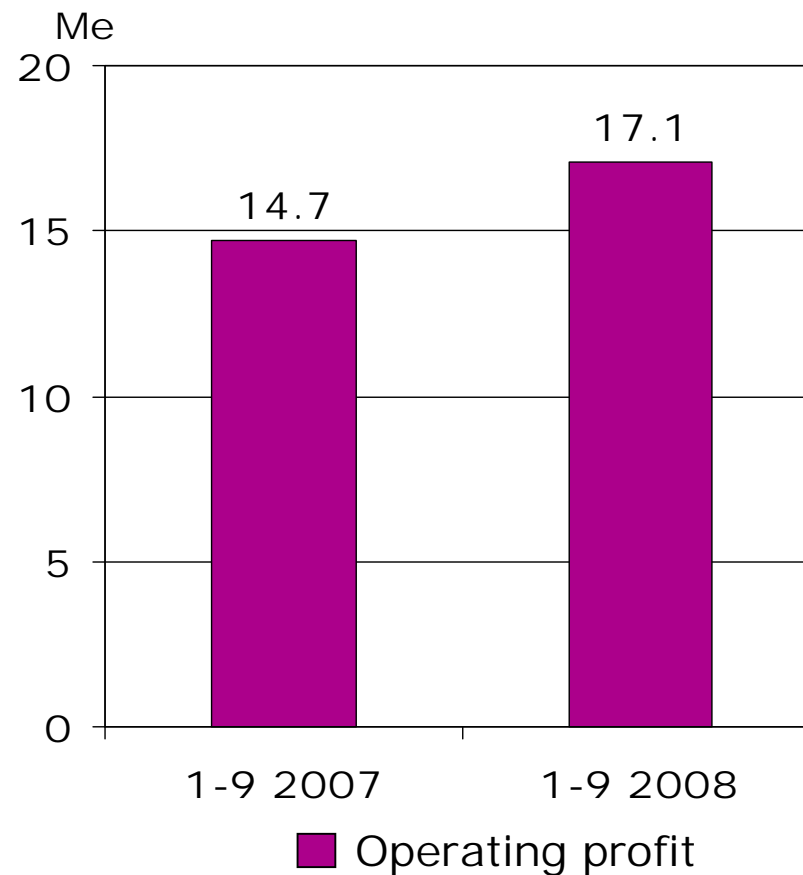
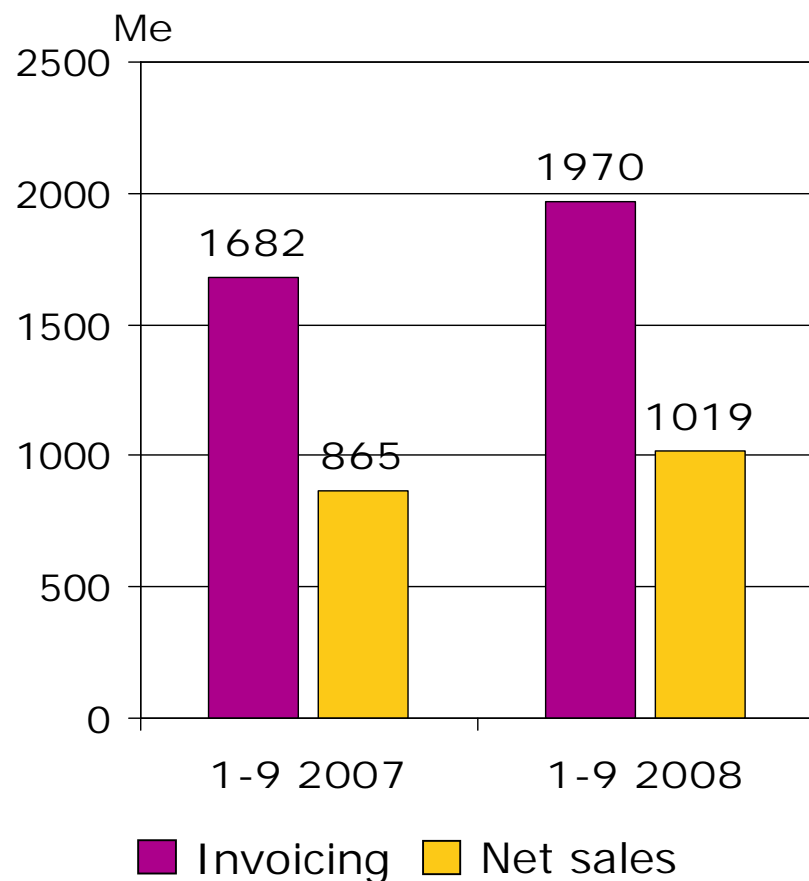




Business Segments

- Pharmaceutical Trade
 - Healthcare Trade
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Pharmaceutical Trade 1-9/2008: Invoicing, Net Sales and Operating Profit



Pharmaceutical Trade 1-9/2008

Finland

- Invoicing 772.8 Me (721.5 Me)
- Net sales 389.8 Me (347.9 Me)
- Pharmaceutical market growth* 6,7 % (4,7 %)
- Share of pharmaceutical distribution market in January-September* 47.8 % (46.3 %)
 - Distribution of Wyeth products at the beginning of 2008, share of market about 2 %
- Market share is estimated to be some 47 % in 2008

Sweden

- Invoicing 972.3 Me (933.1 Me)
- Net sales 410.1 Me (493.0 Me)
 - Decline in net sales in Sweden was the result of the increase of the relative share of pharmaceutical manufacturers' consignment agreements
- Pharmaceutical market growth* 4,9 % (6,7 %)
- Share of pharmaceutical distribution market in January-September* 44.0 % (42.3 %)
 - Distribution of McNeil products at the beginning of 2008, share of market about 2 %
- Market share is estimated to be some 43 % in 2008
- Oriola-KD increased its shareholding in the Swedish Kronans Droghandel AB in June from 85.62 % to 98.13 %
- The Swedish Government has proposed deregulation of the pharmacy monopoly in mid-2009
- Oriola-KD continued to prepare for eventual changes in the pharmacy market

*) Source: IMS Health

Pharmaceutical Trade 1-9/2008

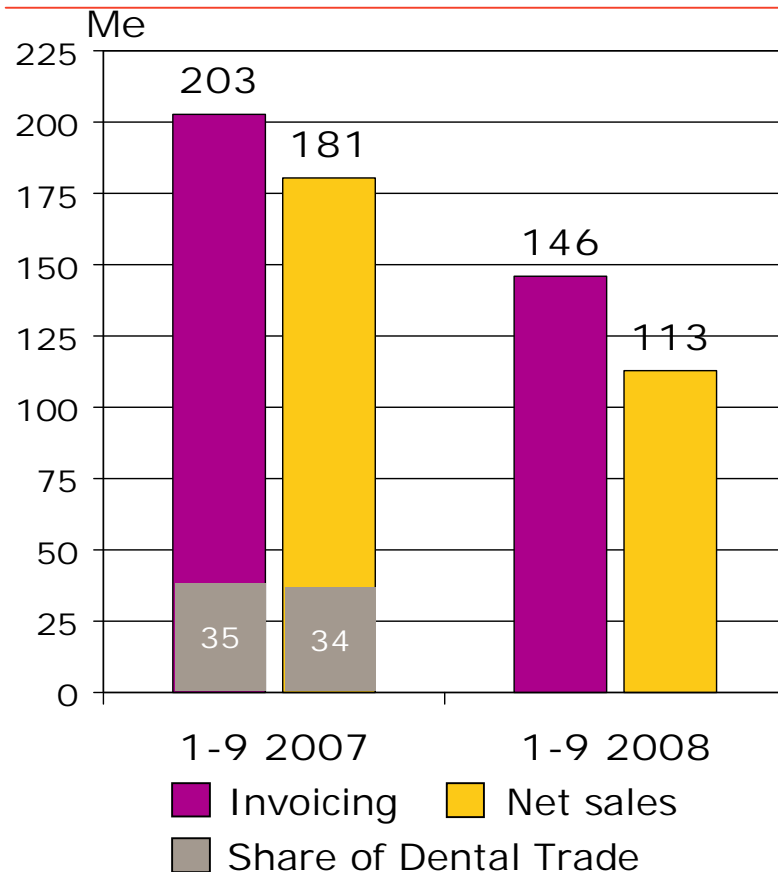
Russia (4-9/2008)

- The retail and wholesale businesses acquired in Russia have been consolidated into Oriola-KD's accounts since 1 April 2008
- Net sales 191.6 Me (growth 31 %)
- Operating loss -0.8 Me
 - Includes EUR 0.4 million in depreciation relating to the fair value allocation of the acquisition
 - Operating profit for July-September was EUR 0.2 million
- The company focused on improving operating efficiency and profitability in the third quarter
 - Number of pharmacies did not increase
- The business in Russia is typically seasonal
 - First and fourth quarters of the year is usually strong
 - Historically speaking, performance in the fourth quarter of the year has been the strongest by a clear margin
 - Second and third quarters have been weaker than the other quarters
- Oriola-KD confirmed the Russian acquisition on 21 April 2008
 - Acquisition was paid with cash
 - Finnish Foreti Oy owns the Russian companies
 - Oriola-KD owns 75 % of Foreti Oy and the founders of the Russian companies owns 25 %
 - In addition, Oriola-KD has agreed to buy out the remaining 25-percent holding in 2010 for a consideration based on the companies' performance in 2009
 - Board of Directors of Foreti Oy, Vitim and Moron
 - Eero Hautaniemi (Chairman), Kimmo Virtanen, Christian Ramm-Schmidt, Igor Yankov and Oleg Yankov
- Oriola-KD has commenced streamlining measures in both the retail and wholesale operations as part of the takeover of the businesses

Other countries

- Invoicing 30.6 Me (27.4 Me)
- Net sales 27.6 Me (24.1 Me)

Healthcare Trade 1-9/2008: Invoicing, Net Sales and Operating Profit



Invoicing and net sales were reduced by the merger of the Dental Trade business with and into Lifco Dental, by the sale of the home distribution business in Sweden in 2007, and by changes in principals in Finland

Healthcare Trade 1-9/2008

Finland

- Invoicing 61.4 Me (61.5 Me)
- New sales 55.7 Me (57.6 Me)
- Changes in principals reduced invoicing and weakened profitability in Finland
 - Sysmex haematology products transferred from Oriola-KD at the beginning of 2008 and Zimmer orthopaedic products at the end of the review period
- The product range was augmented with Carl Zeiss Meditec's ophthalmic surgery products in early 2008

Sweden

- Invoicing 75.5 Me (97.3 Me)
- Net sales 47.6 Me (81.3 Me)
 - sale of the home distribution business in Sweden in 2007 reduced both invoicing and net sales
- Profitability has improved in 2008 and the transition from distribution to wholesaling business has proceeded according to plan

Other countries

- Invoicing 9.3 Me (8.6 Me)
- Net sales 9.2 Me (7.5 Me)
- Merger of the Dental Trade in the Baltic countries with and into Lifco Dental was finalised on 2 January 2008

Trade Volume of Shares

1 January – 30 September 2008

- Market capitalisation at 30 September was 284 Me (469 Me)
- The traded volume of all shares amounted to 22.5 % (48.7 %) *)
- At the end of the period
 - Number of A-shares 48,692,203 (51,344,958)
 - Number of B-shares 93,215,625 (89,912,870)
 - In the review period 2,553,202 A-shares were transferred to B-shares (4,949,682)
- The company held 493,952 B-shares on 30 September 2008

	1-9 2008		1-9 2007	
	Class A	Class B	Class A	Class B
Trading volume, million	3.2	28.7	10.2	58.7
Trading volume, Me	8.5	79.1	33.8	190.4
High, EUR	3.03	3.10	3.70	3.68
Low, EUR	2.00	1.94	2.64	2.57
Close at 30 Sept., EUR	2.00	2.00	3.35	3.30
Traded volume, % *)	6.3	31.4	19.0	66.8

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

Risk Factors

- Oriola-KD's risks are classified as strategic, operative and financial
- Risk management is a key element of the strategic process, operative planning and daily decision-making at Oriola-KD
- Oriola-KD has identified the following most significant strategic and operative risks in its business
 - Changes in bargaining position vis-à-vis suppliers and customers
 - Impact of the possible shift in the structure of the Swedish market to business concepts
 - 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 business areas
 - Commitment of key employees
- The major financial risks for Oriola-KD involve currency exchange rates, interest rates, liquidity and credit
 - The estimated USD-denominated additional purchase price on the Russian business acquisition and the USD-denominated purchase price of the remaining 25-percent holding were hedged in July 2008 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 increased in the second quarter as the Company expanded to the Russian pharmaceutical retail and wholesale market
 - Currency exchange rate risks are the main financial risks related to Russia: possible changes of ruble's value has impact on Oriola-KD's financial result
 - Goodwill and intangible rights are subject to annual impairment testing which may affect Oriola-KD's financial result
- Near-term risks and uncertainty factors
 - Factors with a material impact on Oriola-KD's near-term outlook are the success of the takeover of the Russian acquisition, the realization of the growth potential of the Russia-based businesses, and general market trends in Russia
 - The uncertainty of the global financial market may have an effect on Oriola-KD's short term business

Events after the Period under Review

- Cecilia Marlow, M.Sc. (Econ.) (b. 1960) has been appointed Managing Director of Kronans Droghandel AB (KD) and a member of the Oriola-KD Group Management Team as of 1 November 2008
- Birgitta Gunneflo, KD's current Managing Director and member of the Group Management Team, will resign from her post on 1 November 2008
- Cecilia Marlow started as Vice President of Oriola KD's retail business in Sweden on 4 August 2008. In addition her principal duty is to prepare Oriola-KD's Swedish businesses for the possible post-deregulated Swedish pharmacy market

Future Outlook 2008: Market Development

- Oriola-KD's outlook for 2008 is based on external market forecasts, agreements with principals, cumulative orders and management's estimates
- Long term fundamentals and growth prospects are deemed to remain favourable in the healthcare market
- Oriola-KD estimates that the pharmaceutical market in Finland and Sweden will grow by about 3–5 percent annually over the next few years, which is in line with the longer-term average growth rate of these markets
- The Russian pharmaceutical market is estimated to see growth of nearly 20 percent annually in the next few years
- Growth in the market for healthcare equipment and supplies in Finland and Sweden is estimated to outpace that of the pharmaceutical market

Future Outlook 2008: Invoicing

- Invoicing in the Pharmaceutical Trade business segment in 2008 is estimated to rise due to market growth and expansion to Russia
- Invoicing in the Healthcare and Dental Trade business segment is projected as lower than in the previous year due to the merger with and into Lifco Dental, the sale of the home distribution business in Sweden in 2007 and changes in principals in Finland
- Oriola-KD's invoicing in 2008 is projected as clearly higher than in the previous year

Future Outlook 2008: Operating Profit

- Operating profit in the Pharmaceutical Trade business segment is anticipated to see positive development in 2008
 - Oriola-KD is investing in strategic growth ventures, the takeover of the Russian acquisition and the business opportunities offered by the potential deregulation of the Swedish pharmacy market, which are projected to give rise to additional expenditure not exceeding three million Euro in 2008
 - Operating profit in the Pharmaceutical Trade business segment in 2008 is estimated to improve owing to the Russian business acquisition
- Operating profit for 2008 in the Healthcare Trade business is expected to fall from the previous year due to the reported changes in principals in Finland
- The merger in the Dental Trade business is estimated to improve comparable operating profit for 2008
- Oriola-KD's operating profit for 2008 inclusive of the additional expenditure arising from strategic ventures and the acquisition in Russia is anticipated to exceed that for the previous year



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.