Q2 2020 highlights
"A lost quarter"

• Q1 product hoarding and Q2 lockdown impacted consumer demand significantly
• Elective healthcare scaled down due to the pandemic
• Market situation impacted sales and profitability negatively
• Focus on employee safety, securing operations and safeguarding availability of pharmaceuticals increased operations costs
• Commitment to cost control and strategic programmes remains
Key figures
continuing operations

Invoicing
EUR million

Q1 Q2

2016 3,364 874 820
2017 3,336 844 797
2018 3,518 897 848
2019 3,733 942 894
2020 3,792 965

Net sales
EUR million

Q1 Q2

2016 1,589 388 407
2017 1,528 367 387
2018 1,552 388 399
2019 1,721 397 448
2020 436

Adjusted EBIT¹
EUR million

2016 58.7
2017 39.0
2018 34.4
2019 20.5
2020 6.9

¹The figures in 2016–2019 have been restated due to an error related to previous periods

Q2/2020 adjusted EBIT at comparable EUR/SEK rate EUR -0.3 million
Adjusted EBIT

Adjusted EBIT\(^1\)
EUR million

2019 Q1: 3.7
2019 Q2: 5.6
2019 Q3: 9.1
2019 Q4: 2.1
2020 Q1: 6.9
2020 Q2: -0.3

Adjusted EBIT development\(^1\)
EUR million

2019 Q2: 5.6
Consumer: -2.6
Pharma: -2.6
Retail: -0.6
Group items: -0.2
2020 Q2: -0.3

\(^1\)The figures for Q1-Q3 2019 have been restated due to an error related to previous periods

\(^1\)Q2/2020 adjusted EBIT at comparable EUR/SEK rate EUR -0.3 million
Operating environment
Consumer markets

Online share of Swedish Pharmacy market

Market shares

Pharmacy market

Market shares are Q2 figures and market size rolling 12 month figure. Source: Apoteksföreningen
Pandemic boosts digitalisation in Q2

Market

- Pharmacy online market growth 69% in Sweden
- 82% start researching online before making a purchase via any channel and 44% start in online, and purchase in store
- Digital healthcare market growth ~70% in Sweden

Oriola

- Consumer pharmacy online sales growth 111%
- Fast changes in omnichannel to meet consumers needs, e.g. Click & Collect service
- Additional investment to Doktor.se
Pharmaceutical market growth in Q2: Finland -3.8% and Sweden +0.2%

**Finland Wholesale**
- **2.8 BEUR**
  - Oriola 43% (47%)
  - Others 57% (53%)

**Sweden Wholesale**
- **4.6 BEUR**
  - Oriola 47% (43%)
  - Others 53% (57%)

Source: LTK and Oriola estimate

Source: IQVIA and Oriola estimate

Market shares are Q2 figures and market size rolling 12 month figure.
Retail markets

Market share dose dispensing

- **Sweden**
  - Total: 225,000 patients
  - Oriola: 43% (43%)
  - Others: 57% (57%)

- **Finland**
  - Total: 55,000 patients
  - Oriola: 40% (41%)
  - Others: 60% (59%)

TG/OTC products supply for pharmacies in Sweden

- 25% from the total market of EUR 1.2 billion

Staffing services in Finland

- in **159 pharmacies** in Q2
- of a total of **819** pharmacies

Source: Oriola estimate
### Three customer-centric business areas

**Consumer business area**
Retail services and products for consumer health and wellbeing in Sweden in Kronans Apotek and in cooperation with Doktor.se.

**Pharma business area**
Tailored logistics, expert and advisory services for pharmaceutical companies, and a wide range of pharmaceutical products for pharmacies, hospital pharmacies and veterinarians.

**Retail business area**
A wide range of health and wellbeing products for pharmacies, veterinarians, private and public healthcare operators and retailers, as well as services for pharmacies, including dose services and staffing.

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**Operations group function**
Serving all business areas, focus on logistics operations, direct and indirect sourcing, dose manufacturing.

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1 External Net sales, 2019.
Consumer Q2 2020

- Net sales decreased by 1.9% to 185.2 M€ in constant currency
- Pharmacy volumes decreased significantly due to pandemic lockdown and restrictions
- Demand continued to move to online channel
- Kronans Apotek’s online sales continued to grow in Q2 (+111% vs the market +69%)
- Share of OTC and traded goods of net sales 25.7% in Q2 (25.5%)

Adjusted EBIT

EUR million

<table>
<thead>
<tr>
<th>Year</th>
<th>2019 Q1</th>
<th>2019 Q2</th>
<th>2019 Q3</th>
<th>2019 Q4</th>
<th>2020 Q1</th>
<th>2020 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adjusted EBIT</td>
<td>2.8</td>
<td>2.9</td>
<td>4.9</td>
<td>1.1</td>
<td>5.4</td>
<td>0.3</td>
</tr>
</tbody>
</table>

1 The figures for Q1-Q3 2019 have been restated due to an error related to previous periods as reported in December 2019.
Pharma Q2 2020

• Net Sales decreased by 4.9% to 232.9 M€, and by 4.8% in constant currency

• Sales decrease driven by pandemic lockdown, elective healthcare scale down and changes in customer agreements

• Profit negatively impacted by the increased costs related to securing pharmaceutical distribution and changes in customer agreements
Retail Q2 2020

- Net sales increased by 4.0% to 120.9 M€, and by 4.2% in constant currency
- Growth driven by increased demand for COVID-19 related products and increased number of dose dispensing patients in Sweden
- High operations costs in Sweden and decreased demand for non-COVID-19 related products lead to lower profitability
Q2/2020 Invoicing at comparable EUR/SEK rate EUR 899 million

Q2/2020 Net Sales at comparable EUR/SEK rate EUR 437 million
Adjusted EBIT

Adjusted EBIT\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>2019 Q1</th>
<th>2019 Q2</th>
<th>2019 Q3</th>
<th>2019 Q4</th>
<th>2020 Q1</th>
<th>2020 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR million</td>
<td>3.7</td>
<td>5.6</td>
<td>9.1</td>
<td>2.1</td>
<td>6.9</td>
<td>-0.3</td>
</tr>
</tbody>
</table>

Adjusted EBIT development\(^1\)

<table>
<thead>
<tr>
<th></th>
<th>2019 Q2</th>
<th>Consumer</th>
<th>Pharma</th>
<th>Retail</th>
<th>Group items</th>
<th>2020 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>EUR million</td>
<td>5.6</td>
<td>-2.6</td>
<td>-2.6</td>
<td>-0.6</td>
<td>-0.2</td>
<td>-0.3</td>
</tr>
</tbody>
</table>

\(^1\)The figures for Q1-Q3 2019 have been restated due to an error related to previous periods.

\(^1\)Q2/2020 adjusted EBIT at comparable EUR/SEK rate EUR -0.3 million
Profit for the period and earnings per share

Profit for the period\(^1\)
EUR million

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1.7</td>
<td>4.5</td>
<td>2.0</td>
<td>-0.2</td>
<td>5.1</td>
<td>-1.6</td>
</tr>
</tbody>
</table>

(EUR million)

Earnings per share\(^1\)
EUR

<table>
<thead>
<tr>
<th>Year</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>0.01</td>
<td>0.02</td>
<td>0.01</td>
<td>0.00</td>
<td>0.03</td>
<td>-0.01</td>
</tr>
</tbody>
</table>

\(^1\)The figures for Q1-Q3 2019 have been restated due to an error related to previous periods
Cash flow

Quarterly net cash flow from operating activities
EUR million

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash Q4 2019</th>
<th>Operating activities</th>
<th>Investing activities</th>
<th>Financing activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018 Q3</td>
<td>48</td>
<td>3</td>
<td>-25</td>
<td>13</td>
</tr>
<tr>
<td>2018 Q4</td>
<td>-16.8</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019 Q1</td>
<td>-25</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019 Q2</td>
<td>70</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019 Q3</td>
<td>13</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2019 Q4</td>
<td>27</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020 Q1</td>
<td>-1</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2020 Q2</td>
<td>9</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

H1 2020 change in cash
EUR million

<table>
<thead>
<tr>
<th></th>
<th>Cash Q4 2019</th>
<th>Operating activities</th>
<th>Investing activities</th>
<th>Financing activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>-1</td>
<td>8.3</td>
<td>-16.8</td>
<td>111.2</td>
</tr>
<tr>
<td>Q2</td>
<td>173.5</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Net Interest-Bearing Debt

<table>
<thead>
<tr>
<th>EUR million</th>
<th>30 Jun 2020</th>
<th>30 Jun 2019</th>
<th>31 Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank loans (syndicated Bank &amp; term)</td>
<td>127.7</td>
<td>58.0</td>
<td>57.8</td>
</tr>
<tr>
<td>Commercial papers</td>
<td>96.7</td>
<td>35.0</td>
<td>35.0</td>
</tr>
<tr>
<td>Advance payment from pharmacies</td>
<td>18.7</td>
<td>20.9</td>
<td>13.2</td>
</tr>
<tr>
<td>Lease liabilities</td>
<td>81.5</td>
<td>94.7</td>
<td>84.3</td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>173.5</td>
<td>58.5</td>
<td>70.8</td>
</tr>
<tr>
<td>Net interest-bearing debt¹</td>
<td>151.1</td>
<td>150.1</td>
<td>119.6</td>
</tr>
<tr>
<td>Sold trade receivables</td>
<td>160.1</td>
<td>154.9</td>
<td>166.5</td>
</tr>
<tr>
<td>Gearing %²</td>
<td>99.8</td>
<td>97.1</td>
<td>76.1</td>
</tr>
</tbody>
</table>

¹ Figure in Q2 2020 includes EUR 81.3 (94.0) million lease liabilities recognised due to application of IFRS 16
² Excluding the impact of IFRS 16 gearing would have been 44.6% (35.0%)
Q2 2020 Key take-aways “A lost quarter”

- Pandemic impacted consumer behavior and elective healthcare significantly
- Market situation impacted sales and profitability negatively
- Pandemic boosting digital development
- High costs due to focus on employee safety, securing operations and safeguarding availability of pharmaceuticals
- Delivering our purpose “Health for life”
Oriola’s business outlook for 2020 is based on external market forecasts, agreements with pharmaceutical companies and pharmacies, and management assessments.

Adjusted EBIT on a constant currency basis is estimated to increase from the 2019 level.
Thank you!

Our next events:

23/10/2020
Interim report 1-9/2020

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