

Capital Markets Day 2026

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Information booklet
12 May 2026



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Company information

- General facts
- Strategy
- Sustainability
- Management Team and Board of Directors
- Ownership structure

Health for life since 1907

Together with our customers, we are committed to building a healthier tomorrow by securing the safe, reliable distribution and use of pharmaceuticals and health and wellbeing products in society.

By combining operational excellence with deep knowledge of the Nordic market, we create value through the entire healthcare value chain.

Strong position in the health and wellbeing markets in Finland and Sweden

KEY FIGURES 2025

Invoicing
EUR 4.2 billion

Net sales
EUR 201.6 million

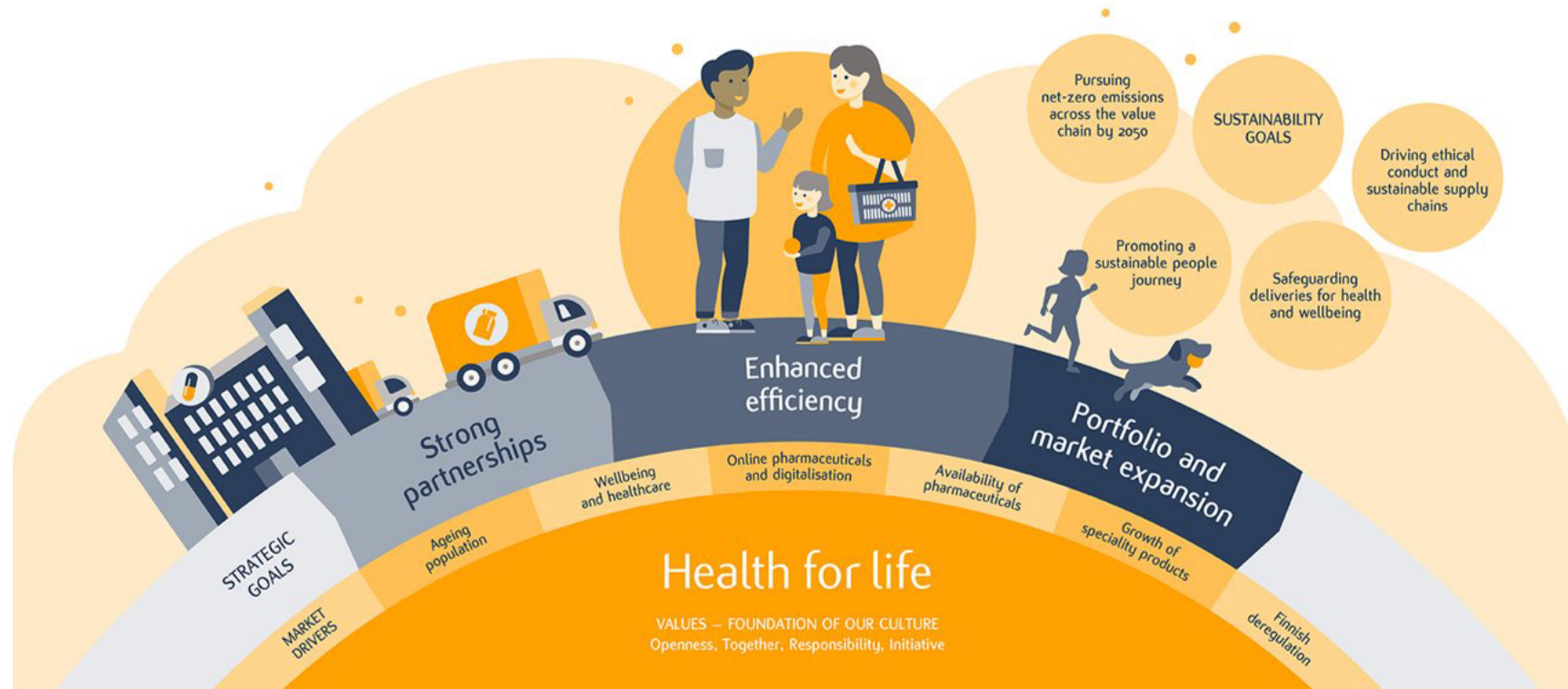
Adjusted EBITDA
EUR 35.1 million

904 employees

OUR LOCATIONS



The leading specialist in wholesale of pharmaceuticals and health products



Strong partnerships

Putting our customers at the centre, using data-driven insight and commercial focus to improve everyday service value

Enhanced efficiency

Investing in capacity, infrastructure and digital solutions to deliver stable operations and reliable execution at scale

Portfolio and market expansion

Expanding services, brands and segments to support our customers' growth across existing and new channels

Delivering customer value through integrated service offering

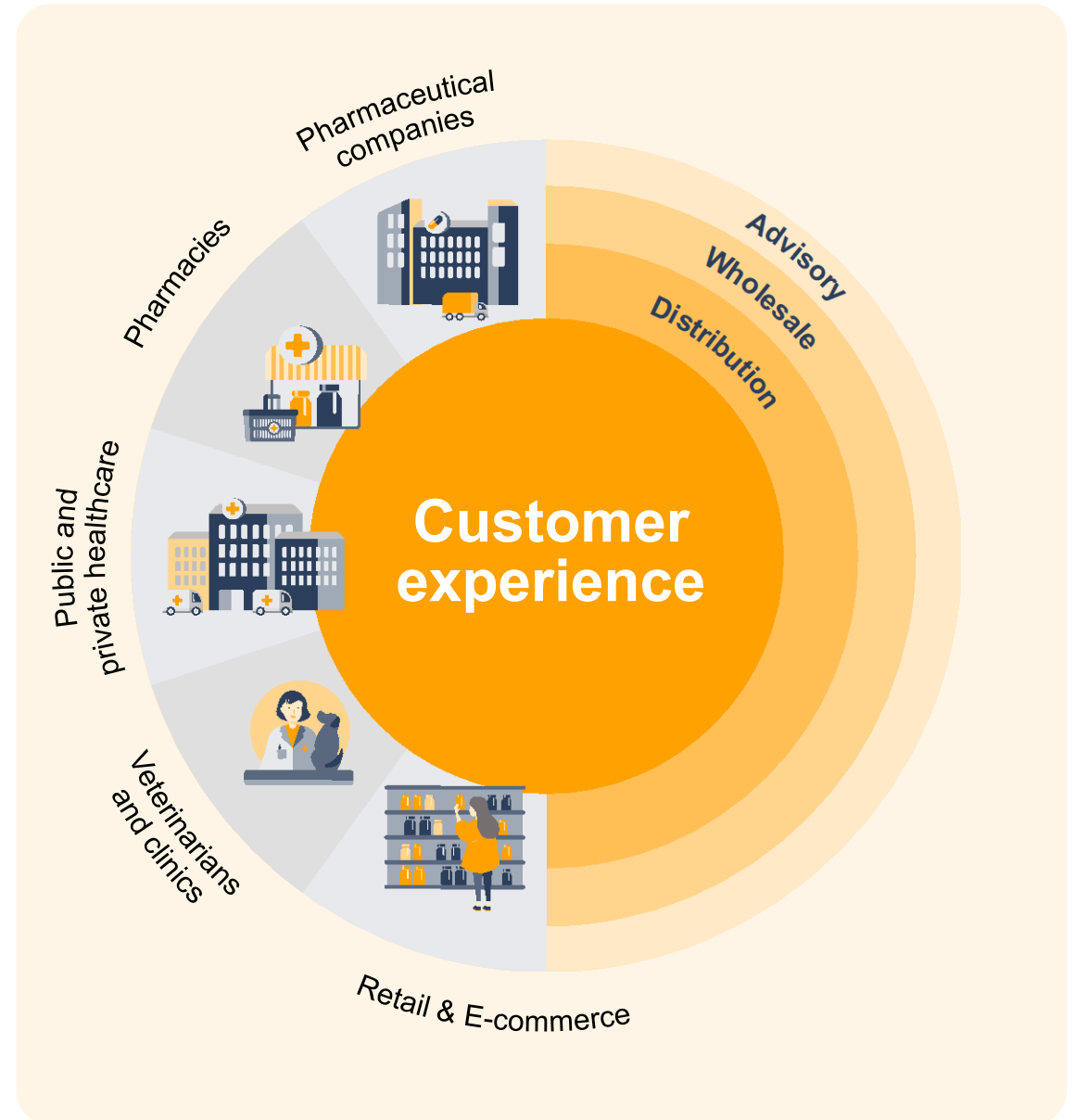
We manage end-to-end flows across markets, reducing complexity for our customers

Services

The Services segment consists of distribution of pharmaceuticals, value-adding services and parallel import in the Nordics. The segment also includes advisory services and commercial data solutions.

Products

The Products segment consists of wholesale of traded goods and over-the-counter (OTC) products covering Oriola's own brands and special licensed medicines in Finland and Sweden. The segment also includes the dose dispensing business in Finland.





Distribution services

We manage a high-quality, GDP-compliant supply chain for safe and reliable deliveries of pharmaceuticals and health and wellbeing products in the Nordics.

We combine automated processes, expert handling, and a strong local presence to meet the strict regulatory demands of pharmaceutical logistics and ensure the availability of health products in society.



Advisory services

We help pharmaceutical companies succeed with tailored services across the entire product lifecycle – from market entry and regulatory compliance to commercial strategy and market insights.

Our advisory services combine deep knowledge of Nordic healthcare systems and regulatory requirements with a focus on operational efficiency and customer value.

Wholesale services

Our wholesale business connects suppliers and resellers of health and wellbeing products. We offer a broad selection of traded goods and over-the-counter (OTC) products, special licensed medicines, and parallel imports, supported by reliable logistics and local market expertise.

We offer a relevant and balanced mix of brands and products across categories and price points, including selected brands we fully manage and develop to grow resellers' business.



A sustainable future begins with health

As a distributor and wholesaler of pharmaceuticals and health and wellbeing products, we have a positive impact on society and people's lives.

Our commitment to sustainability also includes minimising our environmental footprint and operating responsibly.



Committed to the UN Sustainable Development Goals (SDGs)



SCIENCE
BASED
TARGETS

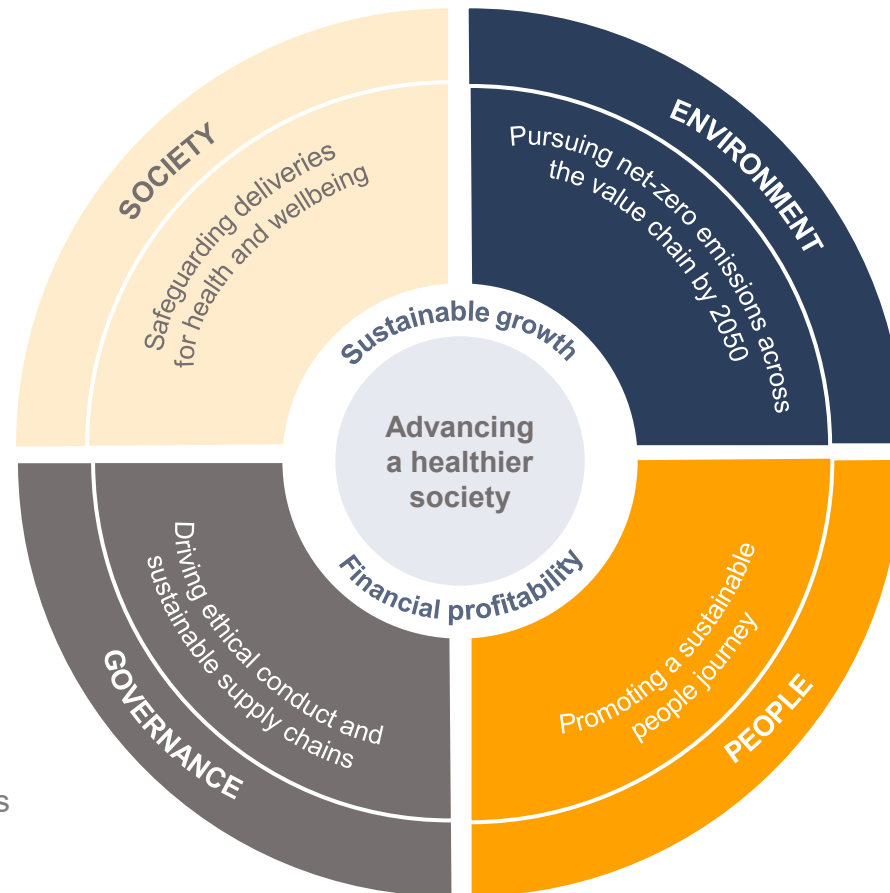
DRIVING AMBITIOUS CORPORATE CLIMATE ACTION



Advancing a healthier society

SOCIETY

- Ensure safe and accurate deliveries
- Maintain the highest quality and safety standards for health products



GOVERNANCE

- Ensure transparent and responsible operations and supply chain practices

ENVIRONMENT

Near-term targets

- Reduce absolute Scope 1 and 2 GHG emissions 67% by 2030 from a 2023 base year
- 69% of Oriola's suppliers by spend, covering purchased goods and services, will have science-based targets by 2028

Long-term target

- Reduce absolute Scope 1, 2 and 3 GHG emissions 90% by 2050 from a 2023 base year
- Increase recycling rate

PEOPLE

- Advance a culture that ensures fair treatment, develops capable individuals, and empowers leaders
- Zero accidents

Sustainability achievements 2025



SOCIETY

Ensure **safe and accurate** deliveries.

Picking accuracy 99.8% (target 99.0%).



PEOPLE

Promoting a **sustainable people journey**.

Safety is a top priority in everything we do – our goal is zero accidents.

Lost time injury frequency rate improved to 2.96 (target 4.5 by 2027).



ENVIRONMENT

Oriola commits to reach **net-zero emissions** across the value chain by 2050.

Scope 1 and 2 emission declined by 40% compared with the base year 2023 (target 67% by 2030).



GOVERNANCE

Ensure **transparent and responsible operations** and supply chain practices.

Completion rate of Code of Conduct training 71% (target 100% annually).

Oriola Management Team



Katarina Gabrielson
CEO



Mats Danielsson
CFO



Katja Lundell
Executive Vice President,
Advisory Services



Maria Lundell
Chief People Officer



Mikael Nurmi
Chief Digital Officer



Satu Nylén
Executive Vice President,
Services and Products



Petter Sandström
General Counsel



Tuomas Tiilikainen
Chief Supply Chain Officer



Stig Tornell
Executive Vice President,
Sales

Katarina Gabrielson

M. Sc.

CEO

Swedish citizen

Shareholding: 182,949



Katarina Gabrielson was appointed as Oriola Corporation's CEO as of 10 May 2022.

Prior to her current role, she worked as Interim CEO as of 15 March 2022, and as Vice President of Oriola's B2B business in Sweden as of 1 January 2022. She has been member of the Oriola Management Team as of 1 January 2019. Gabrielson joined Oriola in 2012 as Director for the Business Unit Pharmacy in Sweden and served as Director for the Retail Business Unit during 2017-2018 and Vice President of Business Area Retail during 2019-2021. Before joining Oriola, she has worked in the retail sector in various roles within companies such as Axfood and Reitan.

Gabrielson is also the Chairman of the Board in Kronans Apotek and President of GIRP (the European Healthcare Distribution Association), and member of the Board of Directors and the Sustainability and Personnel Committee in Tokmanni Group.

Mats Danielsson

M. Sc. Econ.

CFO

Finnish citizen

Shareholding: 0



Mats Danielsson was appointed Oriola Corporation's Chief Financial Officer and member of the Oriola Management Team as of 16 September 2024.

Danielsson has extensive experience in leading and developing finance operations through strategic transformations, as well as driving profitability and managing cash flow. Before joining Oriola, he worked as CFO at ARE Oy during 2023-2024, was the founding partner at Nobsh 2020-2022 and worked as CFO at Paulig Group during 2010-2019 and Martela Oyj during 2007-2010. Danielsson has held various leadership positions within finance operations.

Danielsson is also a member of the Supervisory Board at A. Ahlström Oy.

Shareholding as at 30 April 2026.

Katja Lundell

M. Sc. (Economics)

Executive Vice President,
Advisory Services

Finnish and British citizen

Shareholding: 0



Katja Lundell was appointed as Executive Vice President, Advisory Services, and member of Oriola's Management Team as of 1 January 2025.

Lundell joined Oriola in September 2024 as Advisory Director. She has more than 20 years of sales and marketing experience in the pharmaceutical sector, with extensive knowledge of market access, regulatory, and sales operations in the Nordic, European, UK, and US markets. Before joining Oriola, she worked as a Senior Global Director, Head of Pricing, Access, and Communications at Theramex UK (2022-2024), and as Vice President, Country General Manager at Paion AG, UK (2021-2022). She was also the General Manager at Glenmark Pharmaceuticals, UK and Nordics (2015-2019). From 2008 to 2015, she held various leadership positions in business management, sales, and marketing at Abbott in the Nordics and UK & Ireland. In 2008, she worked for 7.4 Limited as a Marketing Strategy Consultant in the UK, and from 2001 to 2008, she held various roles in product management, sales, and marketing at Merck, Sharp & Dohme in Finland and the USA.

Maria Lundell

MA

Chief People Officer (CPO)

Finnish citizen

Shareholding: 901



Maria Lundell was appointed Chief People Officer and member of Oriola's Management Team as of 1 November 2025.

Lundell has extensive experience in strategic human resources leadership, organisational development, and change management across various industries. Before joining Oriola, she served as Executive Vice President, People & Culture at Blastr Green Steel (2023–2025) and Senior Vice President, Human Resources at Stora Enso Paper (2017–2023). Earlier in her career, Lundell held strategic advisory roles for Deloitte Finland and Enfo (2016), and served as Senior Vice President, Human Resources at Enfo Oyj (2009–2015). She also worked at Nasdaq OMX Nordic Exchange as Vice President, Human Resources and Managing Director for Finland, Sweden, Denmark, the Baltics, Iceland and the UK (2005–2008), and held HR leadership roles at L'Oréal Finland (2001–2005) and Starwood Hotels & Resorts, Hotel Kämp (1999–2001).

Shareholding as at 30 April 2026.

Mikael Nurmi

M.Sc (Industrial Economics)
Chief Digital Officer
Finnish citizen
Shareholding: 47,267



Mikael Nurmi was appointed Oriola Corporation's Chief Digital Officer (CDO) and member of the Oriola Management Team as of 23 January 2023.

Nurmi has a solid track record from leading successful digital transformations both in international and local environments. Before joining Oriola, he worked as Managing Director of Sofigate Aps. during 2019-2022, as Chief Information Officer at Ikano Bank AB during 2016-2018, as Chief Technology Officer at Sanoma Group during 2013-2016 and as Chief Information Officer at Tamro during 2008-2013. During 1996-2008 he held several positions in IT and business development at Nokia.

Nurmi is also a board member at Wiima Logistics.

Shareholding as at 30 April 2026.

Satu Nylén

M. Sc. (Economics)
Executive Vice President,
Services and Products
Finnish citizen
Shareholding: 17,509



Satu Nylén was appointed as Executive Vice President, Services and Products, and member of Oriola's Management Team as of 1 January 2025.

Nylén joined Oriola in 2019 and has since held various leadership roles in product sourcing, category management, and business development. She has extensive experience in retail, fast-moving consumer goods (FMCG), and change management. Before joining Oriola, she held various business development and management consulting roles for retail and consumer goods (2017-2018). From 2003 to 2016, she worked at Stockmann as a Merchandise Director, Retail, and held several executive roles building category portfolios and partnerships. From 1995 to 2000, she was the Managing Director for Nordic Cosmetics. Before that, she was a Marketing Manager at Hackmann Havi (1993-1994), and from 1990 to 1992, she worked at Tamro Finland as a Product Manager, Consumer Goods.

Petter Sandström

LL.M
General Counsel
Finnish citizen
Shareholding: 68,823



Petter Sandström was appointed Oriola's Legal Counsel in 2008, General Counsel in 2012 and member of the Oriola Management Team as of July 1, 2018. Before joining Oriola, he worked as an Attorney at Castrén & Snellman Attorneys.

Tuomas Tiilikainen

M. Sc. (Engineering)
Chief Supply Chain Officer
Finnish citizen
Shareholding: 0



Tuomas Tiilikainen was appointed Oriola's Chief Supply Chain Officer (CSCO), and member of the Oriola Management Team as of 3 February 2025. Mr Tiilikainen has extensive experience in successfully driving major changes, digitalising supply chains and implementing efficiency improvements. Before joining Oriola, he worked as Chief Supply Chain Officer at Stockmann division (Lindex Group) from 2022. He was Director of Logistics Europe & Australia at Fiskars from 2018 to 2022, Manager of Global Supply Chain Development at Fiskars from 2015 to 2018, and Global Process Owner for Warehousing and Distribution & Sourcing at Fiskars from 2013 to 2015. He also held various positions within logistics and warehousing from 2008 to 2013.

Shareholding as at 30 April 2026.

Stig Tornell

Sc. (Business Administration
and Economics)

Executive Vice President, Sales

Swedish citizen

Shareholding: 0



Stig Tornell was appointed Oriola Corporation's Executive Vice President, Sales and member of the Oriola Management Team as of 1 April 2025.

Tornell has extensive experience in sales and retail business, along with a proven track record of driving sales growth both in physical stores and e-commerce. Before joining Oriola, he worked as Head of Expansion at DOZ Apotek (Admenta Sweden AB) during 2025, and as CEO at DOZ Apotek during 2022-2024. He also held the position of Commercial Director at DOZ Apotek in 2021. Additionally, he served as Managing Director at Mekonomen Sverige during 2017-2020, and as Vice President, Consumer Business Area and Managing Director at Kronans Droghandel Apoteket AB during 2016-2017. He also worked as Director, Commercial & Marketing at Kronans Droghandel Apoteket AB from 2013-2016, and as Director, Commercial & Marketing at Medstop AB during 2011-2013. His career began with various sales and marketing positions within FMCG and retail during 1993-2006.

Shareholding as at 30 April 2026.

Board of Directors



Heikki Westerlund

Chairman of the Board
Shareholding: 267,501*



Petra Axdorff

Member of the Board
Shareholding: 41,057



Ann Carlsson Meyer

Member of the Board
Shareholding: 41,057



Yrjö Närhinen

Member of the Board
Shareholding: 54,604



Ellinor Persdotter Nilsson

Member of the Board
Shareholding: 49,436



Pekka Pajamo

Member of the Board
Shareholding: 14,318



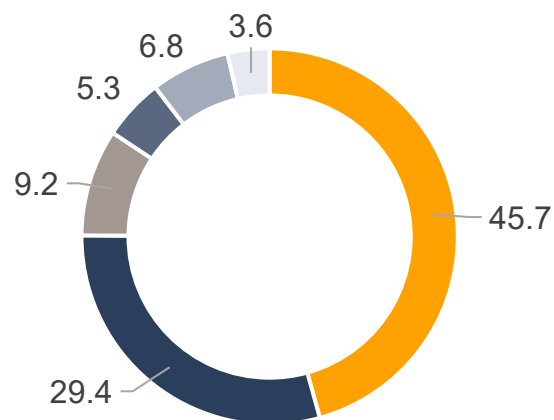
Harri Pärssinen

Member of the Board,
Chairman of the Audit
Committee
Shareholding: 148,642*

Shareholding as at 30 April 2026.
*Shares held by Board members and companies in which they have control.

Ownership structure

Ownership distribution, %



- Households
- Non-financial corporations and housing corporations
- General government
- Financial and insurance corporations
- Nominee registered and non-Finnish
- Non-profit institutions

10 largest shareholders

	% of shares
Mariatorp Oy	14.95
Wipunen Varainhallinta Oy	4.96
Varma Mutual Pension Insurance Company	4.26
Ilmarinen Mutual Pension Insurance Company	3.32
Maa- ja Vesitekniikan Tuki ry	2.33
Fennia Life Insurance Company Ltd	1.98
Greenzap Oy	1.77
The Social Insurance Institution of Finland, KELA	1.07
Ylppö Jukka Arvo	1.02
Herlin Olli	0.97

As at 30 April 2026

New reporting structure

Financial reporting changes to better reflect Oriola's value creation and improve transparency

Oriola is a service company offering value-adding logistics and advisory services and a wide portfolio of health products.

Oriola ensures the safe and efficient distribution of pharmaceuticals and health products.

Value is created by service excellence, reliability and efficiency.



1

Revenue recognition policy

- Oriola's management has made a **judgement of customer contracts** and is adopting a new revenue recognition policy.
- Reclassifies Oriola's role from principal to agent under IFRS15.



2

Segment reporting

- The change in segment reporting clarifies the reporting of **service- and product-driven businesses** and the value created by these two business models.

Key figures

EUR million	2025 Restated	2025	2024 Restated	2024
Invoicing	4,201.2	4,201.2	3,771.8	3,771.8
Net sales	201.6	1,906.2	200.0	1,679.7 ←
Adjusted EBITDA	35.1	35.1	33.4	33.4
EBITDA	20.3	20.3	27.2	27.2
Adjusted EBITDA %	17.4	1.8	16.7	2.0 ←
EBITDA %	10.1	1.1	13.6	1.6 ←
Profit for the period	-27.2	-27.2	-20.1	-20.1
Earnings per share, EUR	-0.15	-0.15	-0.11	-0.11
Net cash flow from operating activities	60.0	60.0	38.7	38.7
Free cash flow	58.4	58.4	43.4	43.4
Gearing, %	-81.4	-81.4	-28.0	-28.0
Equity ratio, %	13.1	10.8	18.7	15.4 ←
Return on capital employed (ROCE), %	1.3	1.3	5.4	5.4
Numbers above include dose dispensing Sweden				
Net sales	6.0	6.0	21.7	21.7
Adjusted EBITDA	0.2	0.2	0.1	0.1
EBITDA	-2.5	-2.5	1.6	1.6

Balance sheet

EUR million	2025 Restated	2025	2024 Restated	2024
Non-current assets total	289.3	289.3	314.0	314.0
Current assets				
→ <i>Inventories</i>	5.5	188.5	5.3	176.3
Trade receivables	311.7	311.7	247.1	247.1
Income tax receivable	1.1	1.1	-	-
→ <i>Other receivables</i>	18.6	3.4	27.9	11.7
Cash and cash equivalents	152.2	152.2	113.5	113.5
Assets held for sale	-	-	13.1	13.1
Current assets total	489.1	656.9	406.8	561.6
Assets total	778.4	946.1	720.8	875.6

EUR million	2025 Restated	2025	2024 Restated	2024
Equity attributable to the parent company stakeholders	100.8	100.8	133.4	133.4
Non-Current liabilities total	55.2	55.2	54.7	54.7
Current liabilities				
<i>Trade payables</i>	558.0	725.7	471.4	626.2 ←
Interest-bearing liabilities	31.7	31.7	36.4	36.4
Income tax payables	0	0	0.3	0.3
Other current liabilities	32.6	32.6	22.9	22.9
Liabilities related to assets held for sale	-	-	1.8	1.8
Current liabilities total	622.3	790.1	532.8	687.6
Equity and liabilities total	778.4	946.1	720.8	875.6

New reporting segments

New reporting segments

The change in segment reporting clarifies the reporting of service- and product-driven businesses and the value created by these two business models.

Comparative segment information:

<https://www.oriola.com/investors/reports-and-presentations>

Services

The Services segment consists of distribution of pharmaceuticals, value-adding services and parallel import in the Nordics. The segment also includes advisory services and commercial data solutions.

Key figures 2025, MEUR

- Invoicing 4,146.0 (3,707.1)
- Net sales 146.5 (135.1)
- Adjusted EBITDA 37.3 (34.6)
- Personnel 591 (572)

Products

The Products segment consists of wholesale of traded goods and over-the-counter (OTC) products covering Oriola's own brands and special licensed medicines in Finland and Sweden. The segment also includes the dose dispensing business in Finland.

Key figures 2025, MEUR

- Net sales 66.3 (79.8)
- Adjusted EBITDA 5.7 (5.5)
- Personnel 134 (172)

Note: The Products segment includes the Swedish dose dispensing business until the sale of Svensk dos AB was completed on 1 April 2025. Personnel Group administration and others 76 (72)

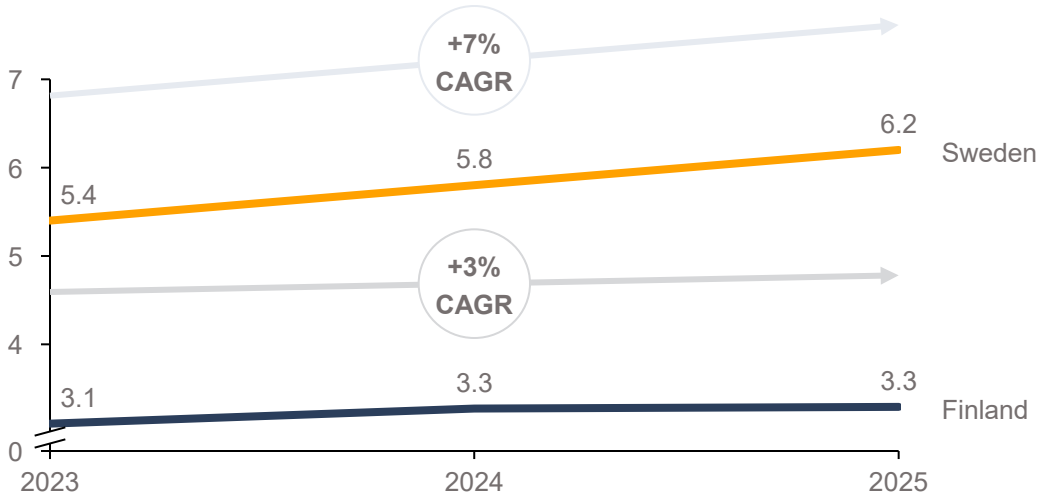
Services segment

The Services segment consists of distribution of pharmaceuticals, value-adding services and parallel import in the Nordics. The segment also includes advisory services and commercial data solutions.

Specialised products drive pharmaceutical market

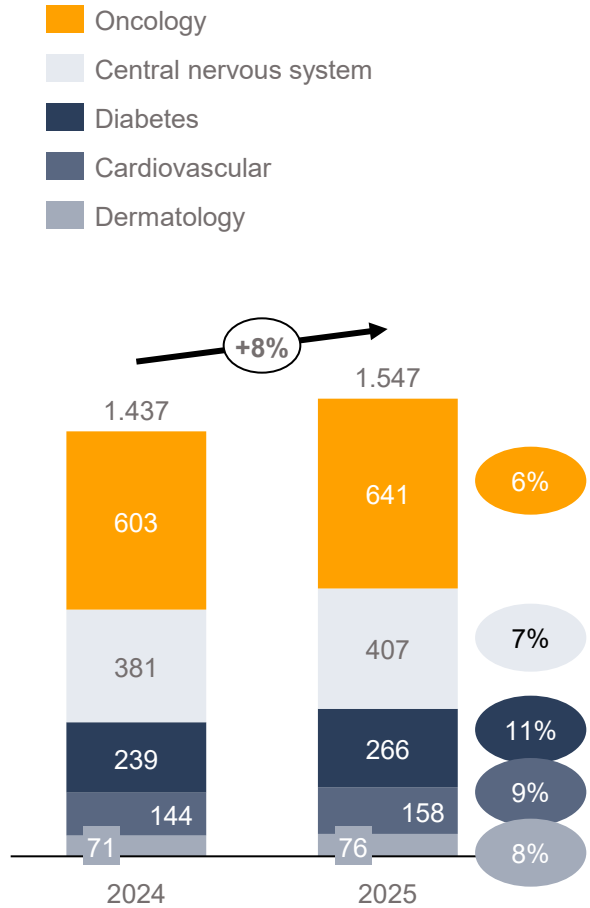
Top 5 fastest growing disease areas (EUR billion)

Pharmaceutical markets SWE & FI (EUR billion)

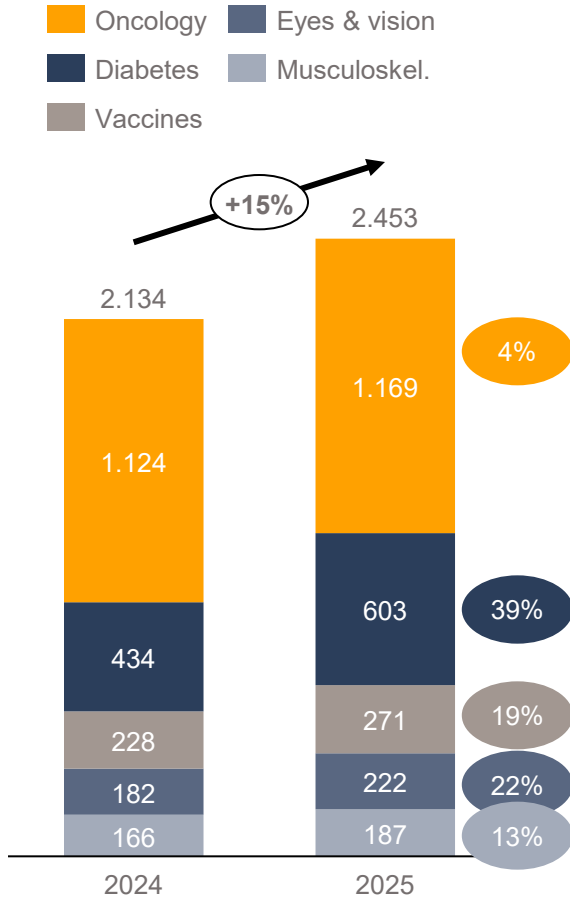


- Sweden's pharmaceutical market is bigger and grows faster than Finland's
- Growth mainly comes from a few areas, especially oncology and diabetes
- Rapidly expanding fields like vaccines, insulins, anti-obesity drugs, and gene therapy medicine usually need cold chain handling,
- Sweden market growth drivers 2023-2025: ecommerce channel (+0.3 MEUR, 32% CAGR), pharmacies and hospitals (+0.3 MEUR, +3% CAGR), vaccination points (+0.04 MEUR, +7% CAGR), Export (+0.1 MEUR, +9% CAGR)

Finland



Sweden



Finland cold chain medicine market. Four cold-chain medicine innovation waves

- Oriola is one of the leading players within cold chain and has a strong opportunity to develop it further. Oriola already distributes for the manufacturers behind every major biologics wave of the next 5 years. (**)
- Long term growth trajectory 5%-15% (*)

Top drivers in medicine innovation pipeline coming 5 years

WAVE 1 · 2026-2028	WAVE 2 · 2026-2028	WAVE 3 · Continuous	WAVE 4 · Continuous
GLP-1 obesity <hr/> Several injectable next-gen launches.	Alzheimer's monoclonal antibodies <hr/> EMA-approved medicine starting during 2025. A category that didn't exist before.	Immunology <hr/> Largest single cold-chain category. New indications and biosimilar-resistant brands keep compounding.	Oncology monoclonal antibodies <hr/> Continuing new indication expansion in oncology medicine is adding patient populations.

(** Oriola own Analytics study based on Pharmaca Finland & European Medical Agency data sources & clinicaltrials.gov and publicly available sources

(* Iqvia strategy assessment private study)

Expert on two regulated markets

	Sweden	Finland
Channel distribution	Single channel / DTP* distribution	Single channel / DTP* distribution
Pharmacy establishment	Free establishment, permission required	Regulated establishment and ownership, permission required
Pharmacy chain operations	Allowed	Not allowed
# of pharmacies	1,400	800
Pharmacy online sales	Allowed for prescription and (OTC**) pharmaceuticals	Allowed for prescription and (OTC**) pharmaceuticals
Sales of OTC**	Sales outside of pharmacies partially allowed	Sales outside of pharmacies not allowed (except smoke cessation)

*DTP = Direct to pharmacy

**OTC = Over-the-counter

Finnish pharmacy legislation reform – overview

Finland is implementing a phased reform of its pharmacy legislation to modernise the pharmacy market while safeguarding medicine availability, patient safety and a nationwide pharmacy network.

The reform originally addressed:

- How pharmacies are regulated and taxed
- Where certain over the counter (OTC) medicines may be sold
- How pharmacies may be organised and operate, including digital services

The Finnish Government's stated objectives:

- Improve cost efficiency in the medicines distribution system
- Enhance availability and convenience for consumers
- Increase competition in carefully defined areas
- Maintain high standards of medication safety and professional oversight
- Ensure the long-term sustainability of the Finnish pharmacy system

First legislative package

OTC medicines outside pharmacies (in force)

- A strictly limited selection of low-risk OTC medicines may be sold outside pharmacies (e.g. in grocery stores).
- The selection excludes painkillers and other higher risk products.
- Non pharmacy retailers require specific licences and are subject to regulatory supervision.
- In force 1 January 2026. Licensed non pharmacy retailers may begin selling approved OTC products 1 January 2027.

Second legislative package

The second package was expected to contain reforms regarding pharmacy ownership and regulatory framework for online only e-commerce etc. However, when presented on 21 April 2026, the proposal focused primarily on pharmacy service improvements connected to healthcare and digital modernization, rather than market structure changes.

The second legislative proposal is planned to take effect by 1 January 2027.

Summary

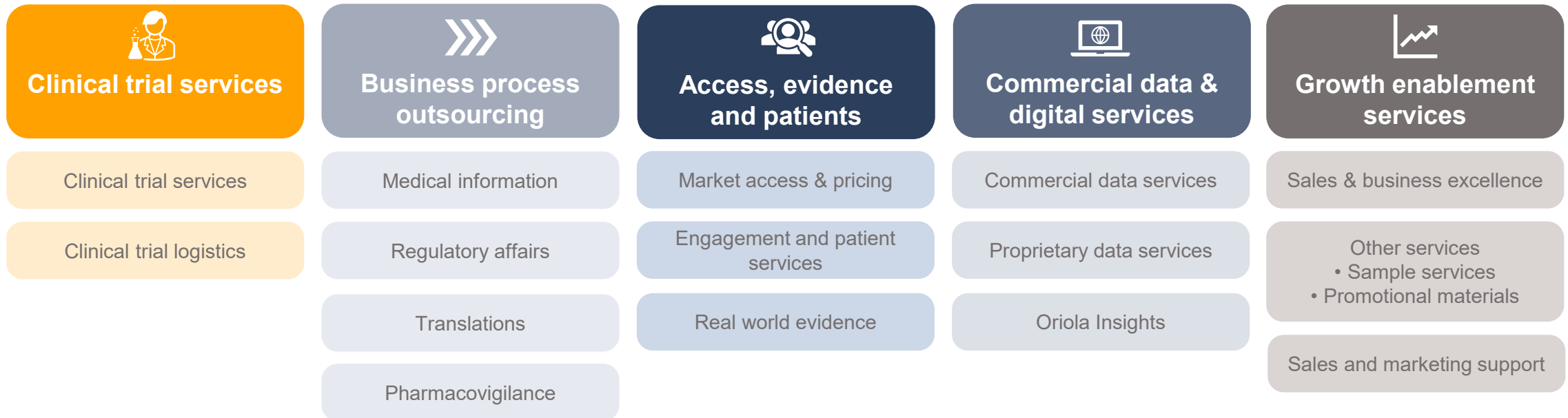
The overall direction of the pharmacy legislation reform remains cautious and incremental, opening limited new business opportunities (in OTC retail and digital services) without fundamentally changing the pharmacy ownership landscape.

Further structural changes, such as pharmacy incorporation or chain permitting, are not part of the current package and would require separate future decisions if they are pursued at all.

This approach reflects the Finnish government's intent to modernize pharmacy services and improve efficiency step by step, while preserving the pharmacist-led foundation of Finland's pharmacy system.

Advisory Services

Advisory Services serves entire pharmaceutical product life-cycle and consists of five major service categories including a range of services with similar business models and synergistic capabilities.



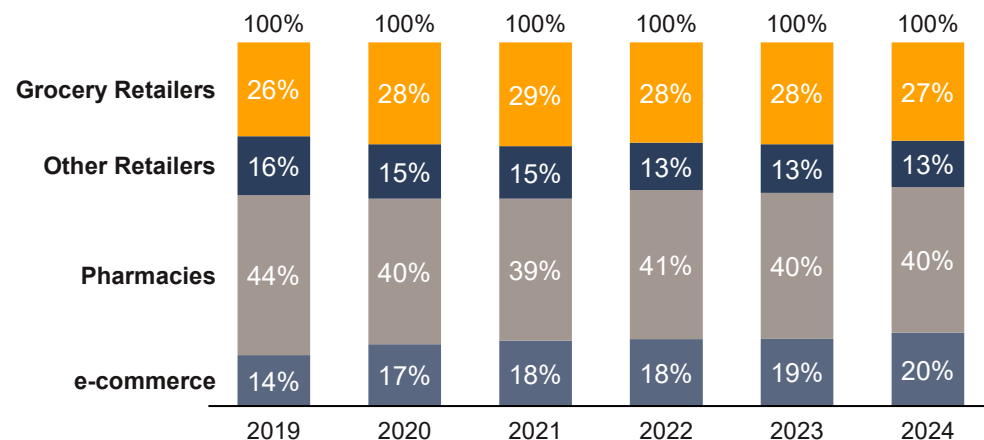
Products segment

The Products segment consists of wholesale of traded goods and over-the-counter (OTC) products covering Oriola's own brands and special licensed medicines in Finland and Sweden. The segments also include the dose dispensing business in Finland. Note: The Products segment includes the Swedish dose dispensing business until the sale of Svensk dos AB was completed on 1 April 2025.

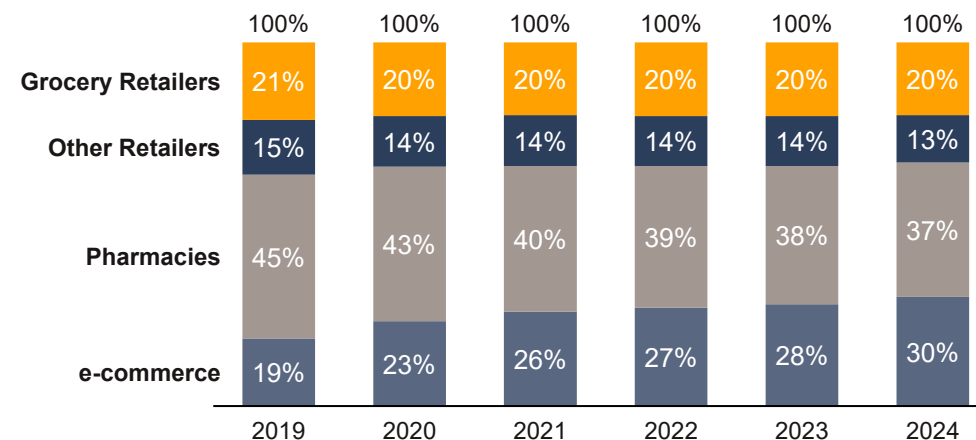
Consumer health market insights – channel shift

Share of Over-the-Counter (OTC) and traded goods' products by channel in Finland and Sweden

Finland



Sweden



Comments and considerations

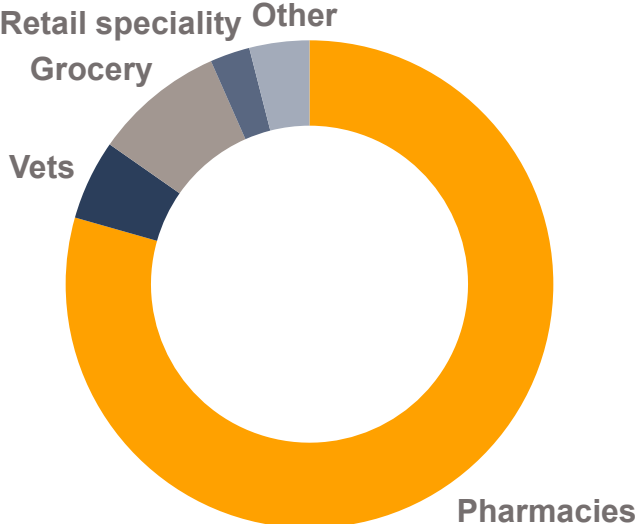
- Physical pharmacy channel declining in share of total market. Development is currently faster in Sweden.
- Grocery B&M channel holding steady 27% in Finland and 20% in Sweden. Increased interest in Health product categories in Finland due to market deregulation preparations.
- One of the pure e-com market players has reached 10% market share of the total Swedish pharmacy business

Source: Euromonitor, Oriola analysis

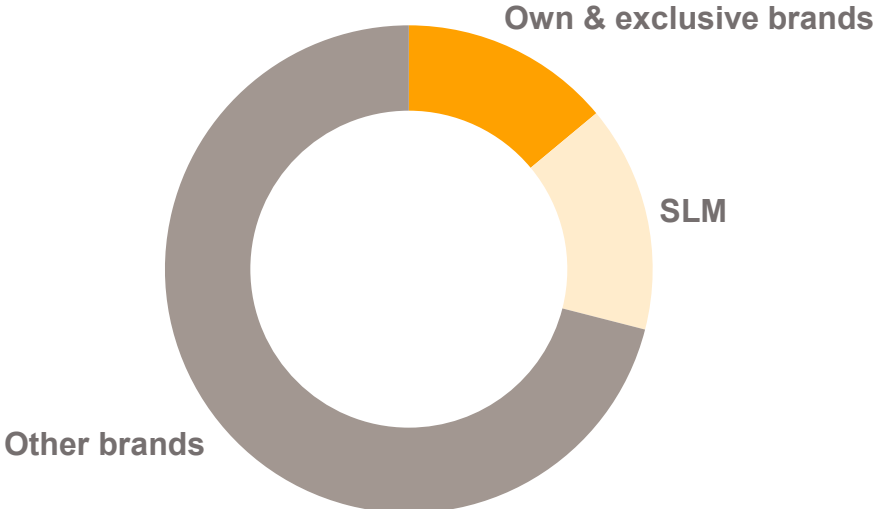
Resilience to market changes

Multichannel coverage, balanced mix of categories

Product segment: net sales by channel



Product segment: net sales by category



- Established customer network via Distribution services
- Cost-efficiency via combined deliveries
- Less complexity for customers

SLM = Special licensed medicines, sourced by Oriola team

Extensive offering of health and wellbeing products

- Wide assortment of well-known global brands, market specific hero brands, innovative novelties and price fighters for each channel
- Oriola owned private label brands e.g. Dexal sports nutrition, Reformi food seasoning and Moomin vitamins for children
- Exclusive collaboration with well-known brands e.g. TePe dental products, Mölnlycke healthcare and Lysi Omega-3

PRESENCE IN ALL RELEVANT PRODUCT CATEGORIES

SKIN & HAIR CARE

Global and local assortment for both daily and specialised skincare for **face and body**, as well as fast growing **hair care brands**.

E.g. ACO, Vichy, La Roche Posay, Eucerin, Ida Warg, Daxxin

PERSONAL CARE

Everyday **hygiene** and **wellbeing** products e.g. dental care, intimate health, self testing, baby- and elderly care.

TePe, RFSU, Natusan ClearBlue, GUM, ORAL-B, EKULF

CARE & SUPPORT

High end solutions for **wound care**, **assistive needs**, support and everyday selfcare.

Mölnlycke healthcare, Futuro, 3M, Salvequick, Hansaplast

SELF HEALTH CARE & OTC

Products for managing common health concerns such as **allergies**, fever and pain, flu and cough, **digestive** and stomach disorders.

Otrivin, Ipren, Alvedon, Strepsils, Probi, Livostin

VITAMINS, SUPPLEMENTS & HEALTHY NUTRITION

Health and wellbeing supporting vitamins, supplements, sport nutrition and healthy food

Dexal, Moomin, Lysi, Gefilus, MittVal, ACO

ANIMAL HEALTH

Products for the wellbeing and care of pets and animals, including professional-grade solutions.

Nutrolin, Kruse and B.Braun.

ORIOLA'S OWN & LICENSED BRANDS

DEXAL



Apteekkarin



MOOMIN
Vitamins

gefilus

Siripiri

Dose market (FI)

- The Finnish dose dispensing market currently includes approximately 122,000 patients, representing a 5% increase compared to 2024. Oriola holds a market share of approx. 30%.
- In Finland, approximately 633,000 individuals are aged over 75 years, representing the core demographic for dose dispensing services. This age group is expected to grow by approximately 3% annually.
- In addition, a continuing structural trend toward longer independent living at home is expected to support sustained demand for dose dispensing services.

Source: KELA, Tilastokeskus, Helsingin kauppakamari Tilastollinen raportti kotitalousvähennyksen alaisten palvelujen ostajista ja tuottajista sekä verovähennysjärjestelmän uudistamisesta, 2022

Supply chain

Efficient and high-quality supply chain

KEY FACTS

of packs per year
~300 million

of logistics customers
per day
~2,500

Supply chain FTE
374

GDP compliant

SUPPLY CHAIN LOCATIONS

Commitment to deliver pharmaceuticals
within 24 hours of ordering



Supply network located close to major market volumes

Strong focus quality, safety and accuracy of pharmaceutical delivery – picking accuracy was 99.8% in 2025

SWEDEN

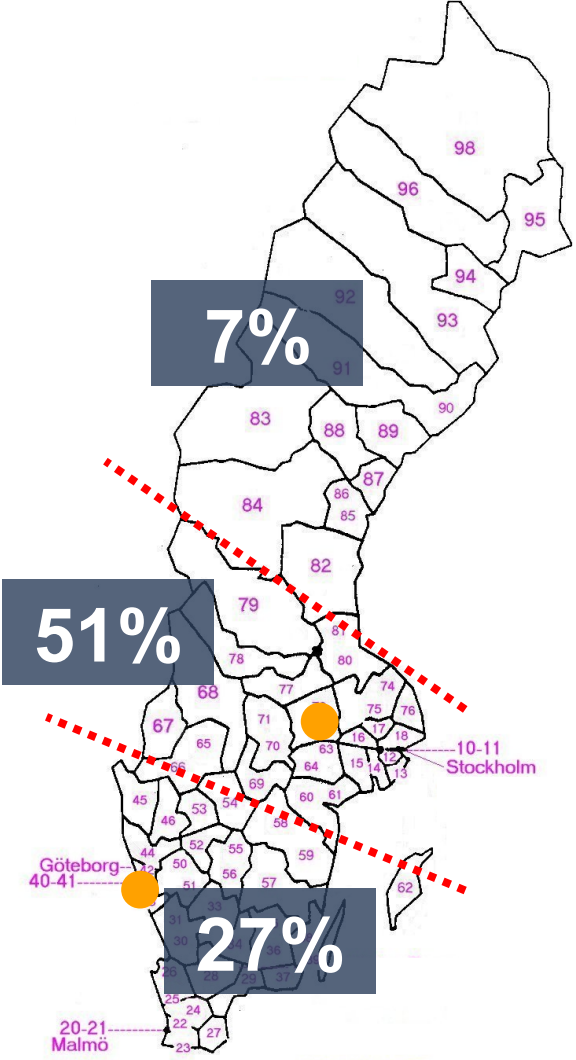
FTEs 202

Mölnlycke

- Central warehouse
- Vaccine distribution

Enköping

- Distribution centre



FINLAND

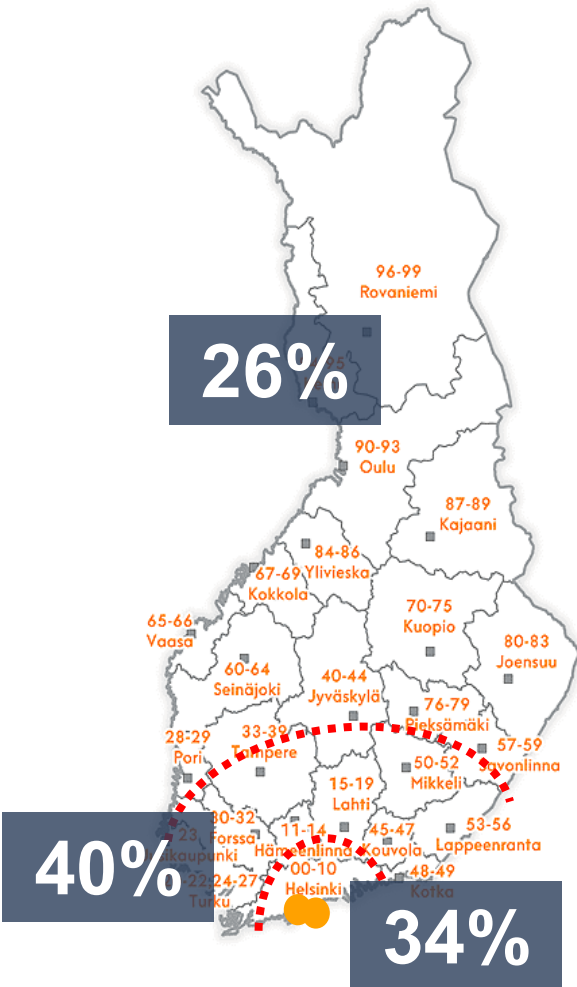
FTEs 146

Espoo

- Central warehouse and distribution centre

Helsinki

- Dose dispensing



New central warehouse and distribution centre under construction in Järvenpää

Note: % show distribution of market volumes

Health for life