



Develops improved pharmaceuticals and digital therapies addressing unmet needs within the growing space of substance use disorders and mental health



Future of Healthcare - Redeye, Nov. 12 2020

Nasdaq Stockholm: ORX, US OTC Market: ORXOY (ADR)

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Orexo in brief

- Developed **four commercial pharmaceutical products** with worldwide approval
- Addresses **unmet need** within the growing space of **substance use disorders (SUD)** and **mental health**
- Broad product portfolio and development pipeline of traditional **pharma products** and **digital therapies**
- Strategic focus on **portfolio expansion** through development and licensing/M&A
- **Strong financial position** enables investment in future growth
- Top two largest shareholders¹: **Novo Holdings** (27.8%) and **HealthCap** (10.2%)

¹ As of August 31, 2020

² Last Twelve Months



Corporate Headquarters
(Uppsala, Sweden)
Corporate functions and
Development



US Commercial platform

Since 2013 direct presence in the US with a fully-owned sales force covering nearly all states

Net revenues
LTM² Q320

SEK **742** m

EBITDA
LTM² Q320

SEK **104** m

Cash position
Q320

SEK **593** m

Ambitious route to build a broader and stronger Orexo

Profit and cash contributions from ZUBSOLV® enables continued investments

Broadening...

..the portfolio of commercial products to be promoted by our existing US organization in 2020

Establishing...

..a new revenue generating business area within Digital Therapeutics (DTx) and launch first new product in 2020

Maintaining...

..ZUBSOLV® profit contribution in 2020 and ensure it is sustainable and growing over time

Launching...

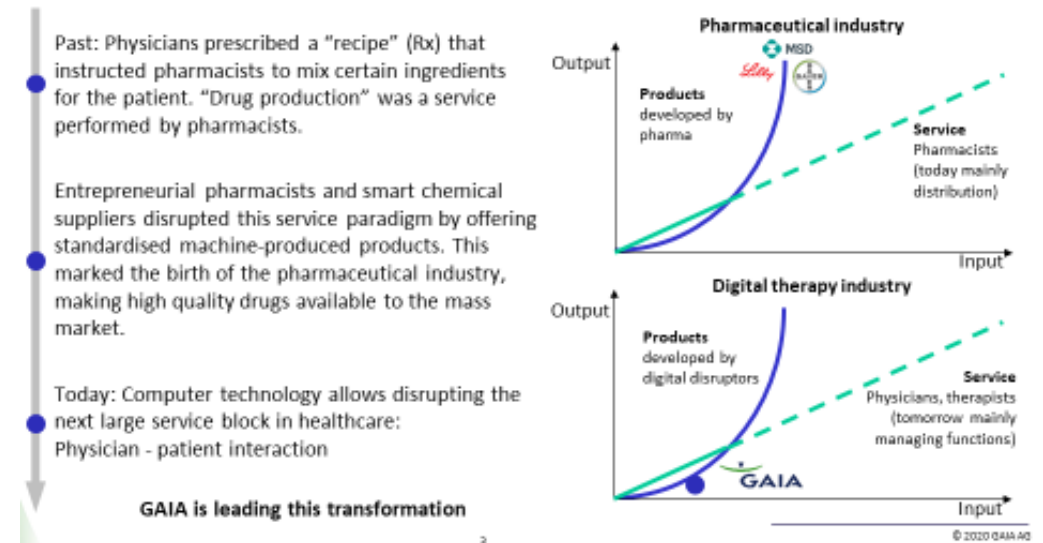
..a new pharmaceutical product from Orexo's development pipeline within the next two years



Digital therapeutics will become an integral part of the future healthcare landscape

- Almost all industries have been transformed or are under transformation by digitalization; healthcare is not an exception
- To meet increased demand from an aging population, healthcare delivery needs to be transformed to drive efficiency
- Digital therapeutics have the potential to significantly improve the efficiency and quality of multiple disease spaces and in particular within mental health
- Quality of digital therapeutics are improving and payors are starting to finance digital therapies along with traditional treatments

Physician consultation time is high in demand but limited in supply: Digital therapy is disrupting the service paradigm by providing 24/7 unlimited access to consultation.



Strong synergies with the current US commercial platform with a focus on opioid use disorder and treatment with ZUBSOLV® (bup/nal) and R&D pipeline

Our ambition is become a leader in digital therapeutics, leveraging our existing commercial infrastructure and new technical platforms to scale up

Enter DTx

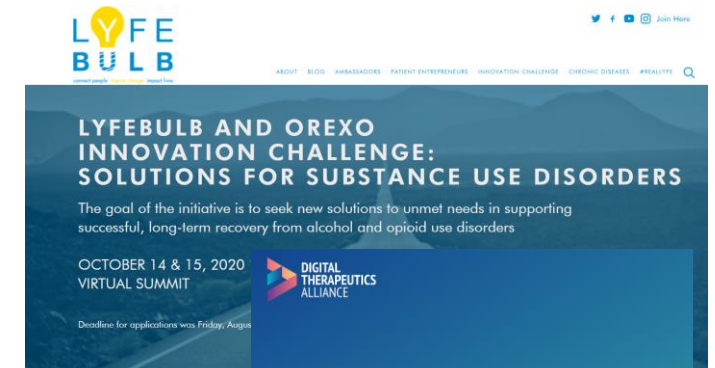
deprexis®
VORV!DA®
modia™

orexo

Establish the platform

The image displays two digital therapeutic platforms. The top platform is VORV!DA, which features a green header with the text 'Here to help you get the most out of vorvida®'. Below this, there are sections for 'Get access through your insurance' and 'Get access through your employer'. The bottom platform is orexo, which shows a 'Program User Information' form with fields for First Name, Middle Initial, Last Name, Date of Birth, Gender, Street Address, Other Address, City, State, Zip Code, Mobile Phone, Alternate Phone, and Email Address. The orexo platform also includes a 'Program User Health Insurance Information' section.

Expand presence and portfolio



Digital therapeutic quality, access, and appropriate utilization matter.

Patients, caregivers, and clinicians should have access to DTx products that directly address patient needs, and:

- ✓ Are safe, effective, and ensure patient privacy
- ✓ Demonstrate positive clinical and economic outcomes
- ✓ Influence the delivery of healthcare in a meaningful way

Digital therapeutics is in its infancy - while the potential is significant, several hurdles need to be addressed before the market takes off

Commercialization

- Optimal pathways to commercialize and scale DTx are still uncharted

Pricing

- Entry barriers are low for offerings without clinical evidence, and thus payors need to establish appropriate assessment criteria to enable price differentiation

Reimbursement

- Many payors still to establish payment and reimbursement processes

Disruptive technology

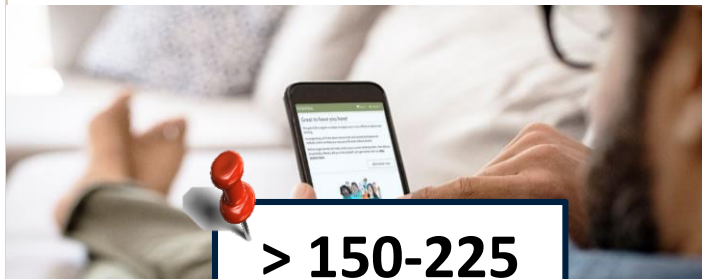
- While digital therapies have been proven clinically, speed of adoption is still unknown as for any new therapeutic approach

Orexo will continue to assess the business model, the potential and the investment levels required to capture new opportunities at the appropriate time

With 3 digital therapies, Orexo is well positioned to take a leading role addressing unmet needs within SUD and mental health issues

deprexis®

deprexis® is a fully automated digital therapy to help patients manage their symptoms of mild to severe depression with extensive clinical evidence

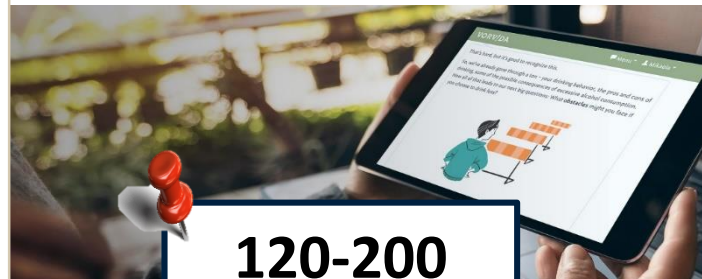


> 150-225

MUSD net sales potential in the US

vorvida®

A fully automated digital therapy scientifically proven to reduce troublesome drinking patterns in adults suffering from alcohol misuse incl. alcohol use disorder (AUD)



120-200

MUSD net sales potential in the US

OXD01/modia™

“Digitizing” counselling at scale to offer with ZUBSOLV®, a full medication assisted therapy (MAT) solution for opioid use disorder (OUD) patients in need

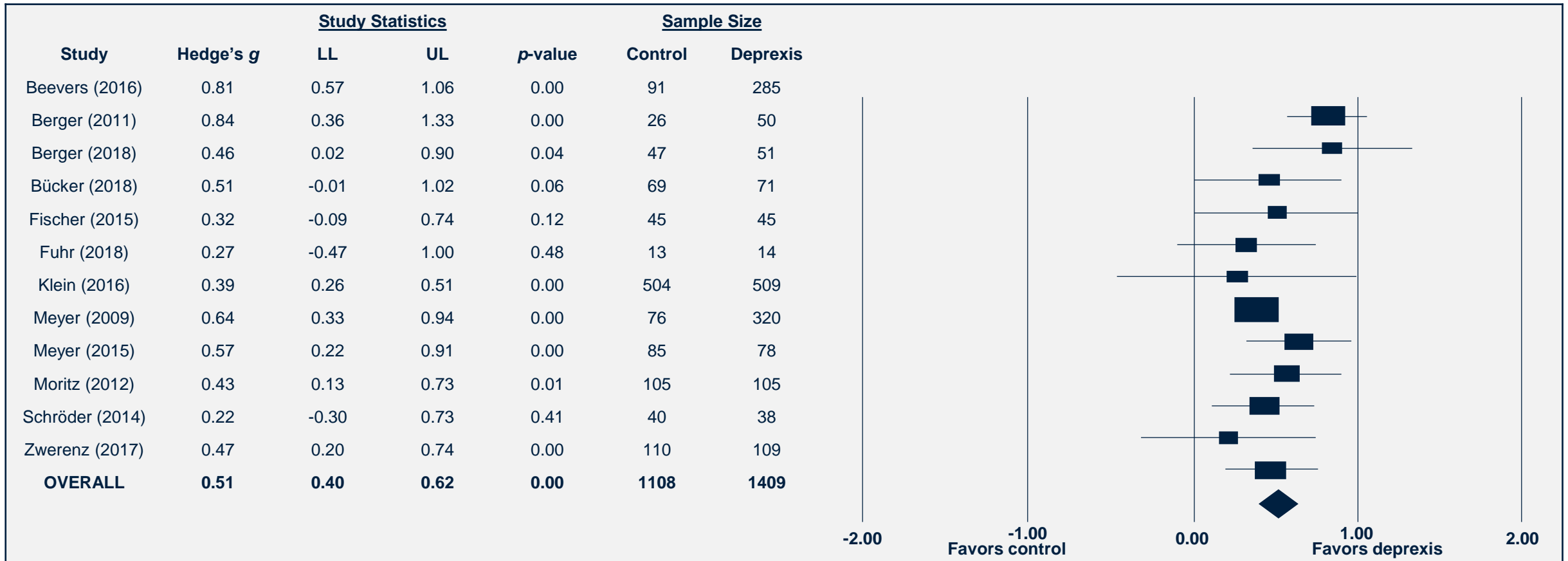


150-225

MUSD net sales potential in the US

The scientific evidence for DTx is comprehensive e.g. **deprexis[®]** demonstrates consistent clinical effect across multiple settings

- Meta-analysis of 12 RCTs demonstrated the effectiveness of deprexis for reducing depressive symptoms with a moderate effect size ($g = 0.51$, 95% CI: 0.40–0.62) and low heterogeneity ($I^2 = 26\%$)



Patients suffering from mental illness are vulnerable – Orexo offers a range of services to ensure patient engagement and support

deprexis®

Depression is different for everyone. Deprexis understands that.

Designed with individual needs in mind, Deprexis uses proven techniques to treat mild-to-severe depression with digital therapy.

What makes Deprexis unique?

- Can help you overcome your specific challenges
- Employs cognitive behavioral therapy (CBT) to help change negative thought and behavior patterns
- Every interaction is completely confidential, and private information will never be shared

Deprexis can work both as a standalone treatment or as an addition to existing care plans. To better understand your needs, let us know what your main interest in Deprexis is so we can get you the information that's most relevant to you.

[Tell Us More](#)

Interested in learning more? We are here to answer your questions. Contact us at deprexis.support@orexo.com.

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VORV!DA

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When it comes to having a healthier relationship with alcohol, there's no better time to start than now.


See all the support options available to help you access vorvida®—the self-guided, online alcohol management platform.

You deserve a better way to help yourself control your drinking. Check your coverage today and start rethinking how you drink.

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Email Address

Invitation Key

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[SUBMIT](#)

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deprexis®

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Remember that if you have registered your code, you can access your Deprexis therapy at any time following the link below:

[Access Deprexis](#)

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vorvida® patient services, available from September include specialty hub services for insurance reimbursement, customer service, e-commerce storefronts, and on-going customer relationship management tools. deprexis® equivalents will start going live in Q4

vorvida[®]
video

Thank You

IR Contact: Lena Wange, IR & Communications Director, ir@orexo.com. For more information please visit www.orexo.com.

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