



Improves lives for people suffering from mental illness and addiction disorders



Aktiespararna Stora Aktiedagen 2020 – Dec 2, 2020

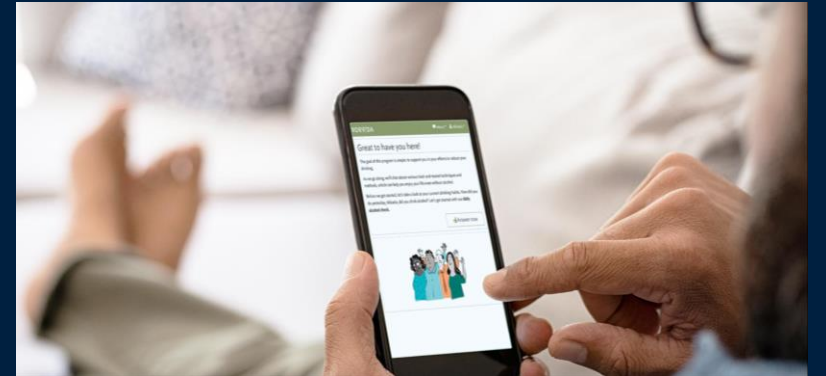
Nasdaq Stockholm: ORX, US OTC Market: ORXOY (ADR)

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Introduction & strategic agenda

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Orexo in brief

- Developed **four commercial pharmaceutical products** with worldwide approval
- Addresses **unmet needs** within the growing space of **mental illness** and **addiction disorders**
- 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 October 30, 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

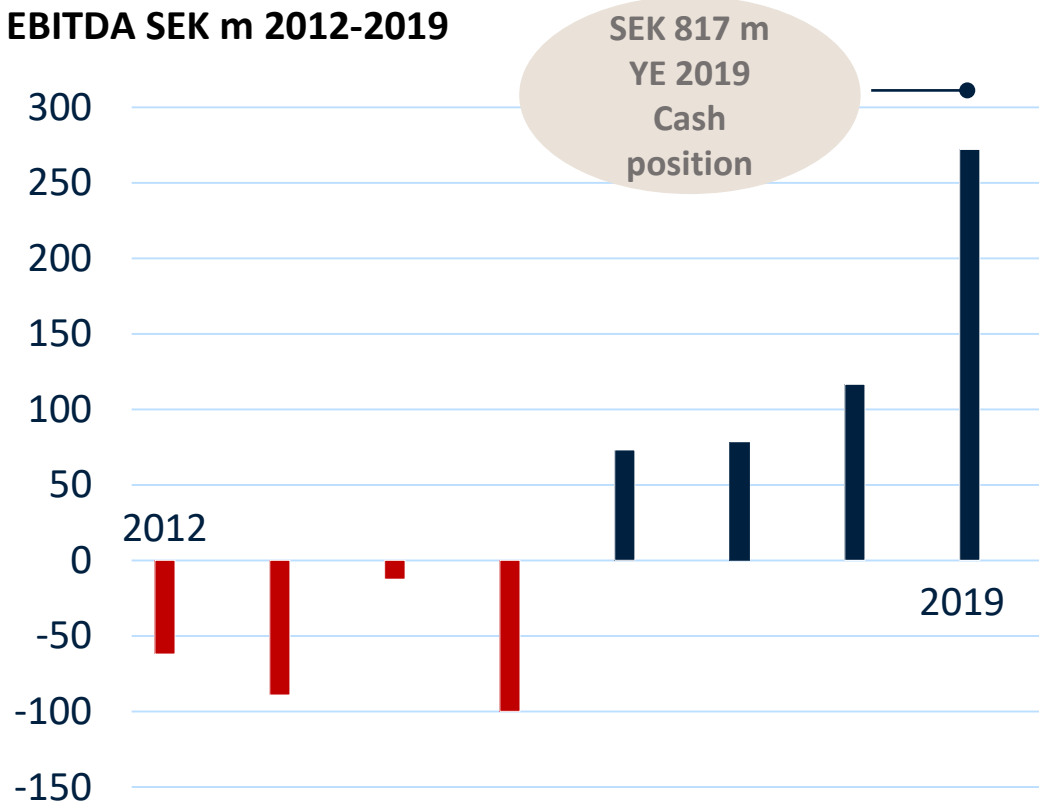
Cash position
Q320

SEK **593** m

2012 – 2019 successful strategic focus on building a solid foundation for investments in future growth drivers

Strong cash position and cash flow from ZUBSOLV®..

EBITDA SEK m 2012-2019



..has enabled investments in future growth



Acquired US rights to the digital therapies vorvida® and deprexis®



Developed a digital therapy for opioid use disorder



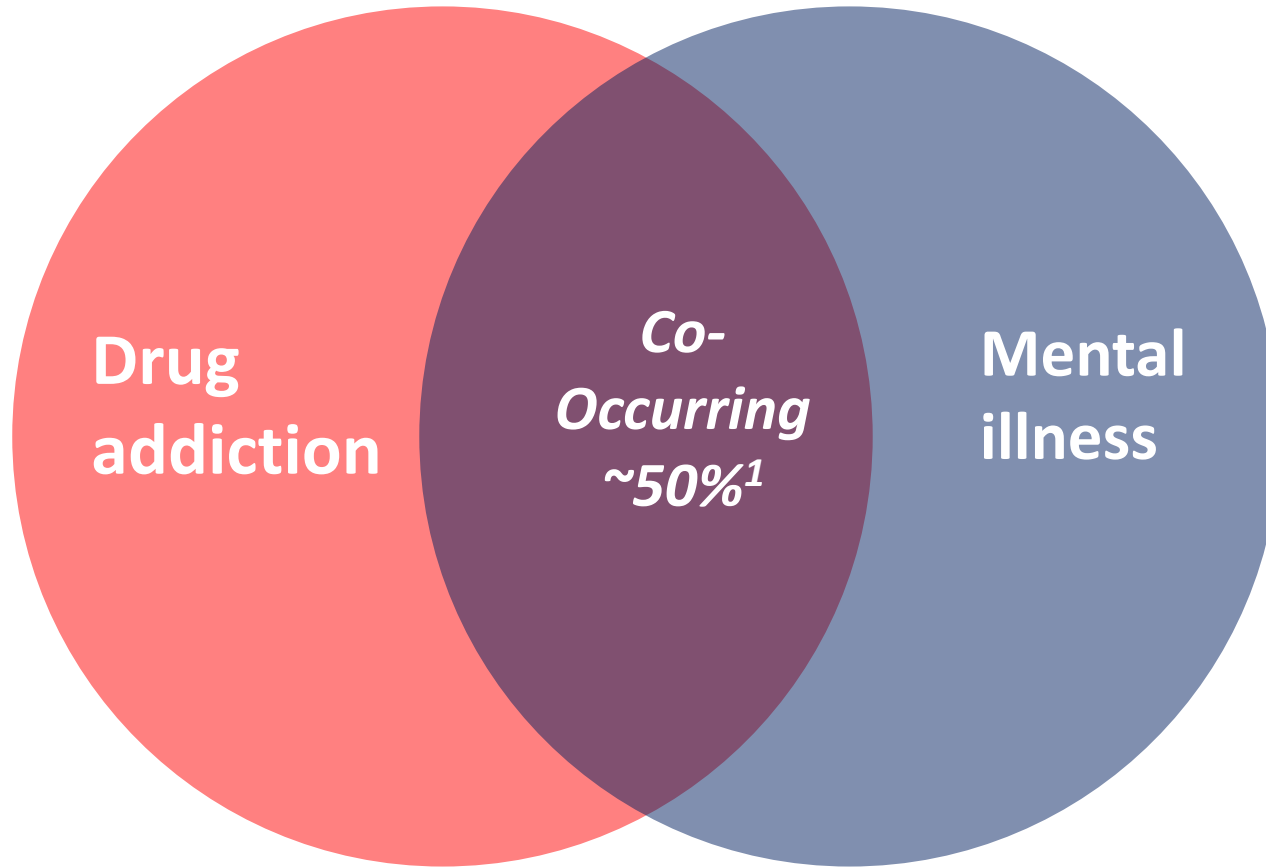
Developed a distribution and reimbursement platform for digital therapies



Advanced the pharma pipeline in opioid addiction and pain treatment

Entering closely related therapeutic areas with large unmet needs.....

....and which are expected to be significantly impacted by the on-going Covid-19 pandemic



- Globally **opioids** continue to cause the most harm, accounting for two-thirds of the deaths attributed to drug addiction¹
- Only about half of individuals with co-occurring **mental health** and **drug addiction** received treatment in 2018²
- In the US approx. 16.6 m are heavy alcohol users and yearly, > 88,000 people die from **alcohol misuse** making it the third leading preventable cause of death in the country^{3 4}
- **Depression** is the leading cause of disability worldwide and in 2017, an estimated 17.3 million US adults (7.1% of all adults) in had at least one Major Depressive Episode (MDE)⁵

¹ Substance Abuse and Mental Health Services Administration ² World Drug Report ³ Substance Abuse and Mental Health Services Administration ⁴ Sacks, J.J.; Gonzales, K.R.; Bouchery, E.E.; Tomedi, L.E.; and Brewer, R.D. 2010 National and state costs of excessive alcohol consumption. American Journal of Preventive Medicine 49(5):e73–e79, 2015

⁵ National Institute of Mental Health. Major Depression. Retrieved from: <https://www.nimh.nih.gov/health/statistics/major-depression.shtml>

The profit and cash contributions from ZUBSOLV® enables continued investments in building a broader and stronger Orexo

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

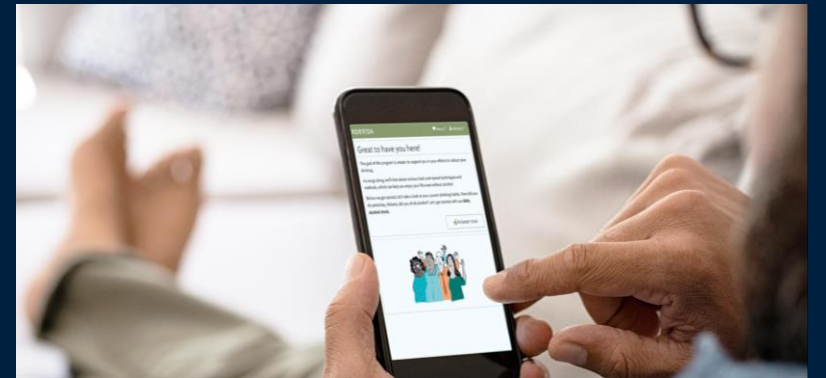
Launching...

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



Digital therapeutics branch out

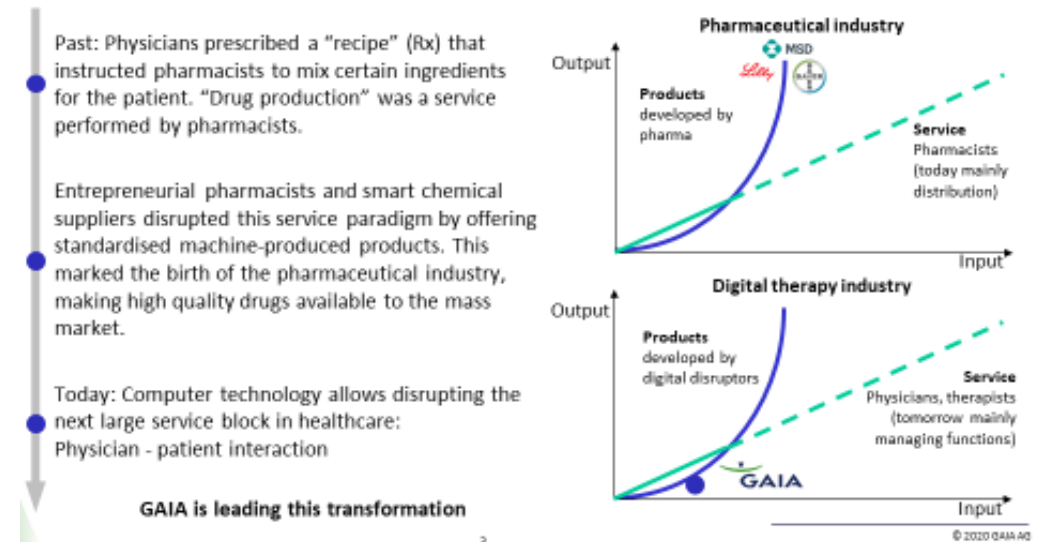
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Digital therapeutics will become an integral part of the future healthcare landscape

- 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

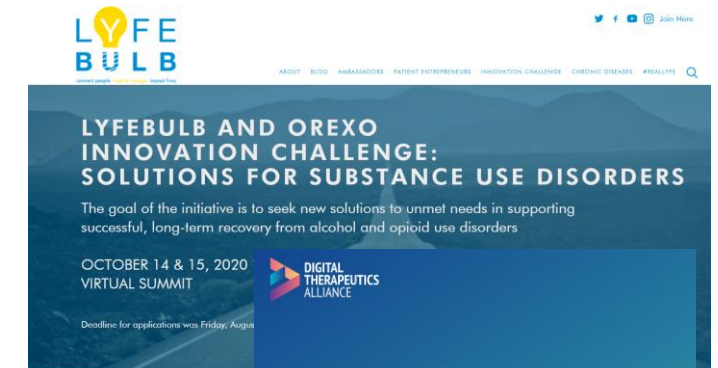
deprexis[®]
VORV!DA[®]
modia[™]

orexo

Establish the platform

The image displays two digital therapeutic platforms. The top platform is VORV!DA, featuring 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', each with a 'Get access now' button. A 'Here to help.' section is also present. The bottom platform is orexo, showing 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 form is titled 'Please sign: VOR-00033 vorvida Enrol...' and is powered by Adobe Sign.

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

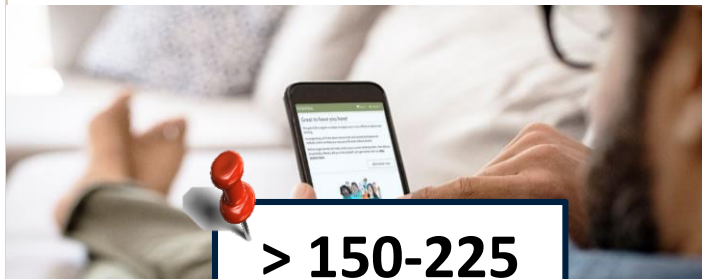
- While digital therapies have been proven clinically, speed of adoption is still unknown as for any new therapeutic approach

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

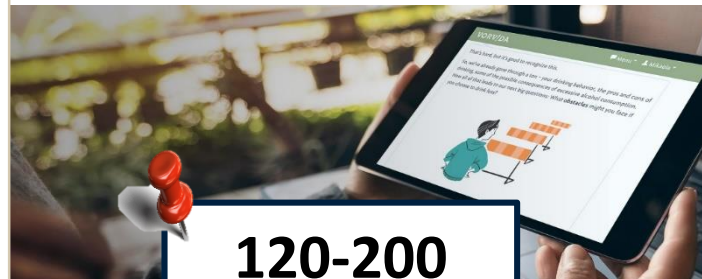


> 150-225

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

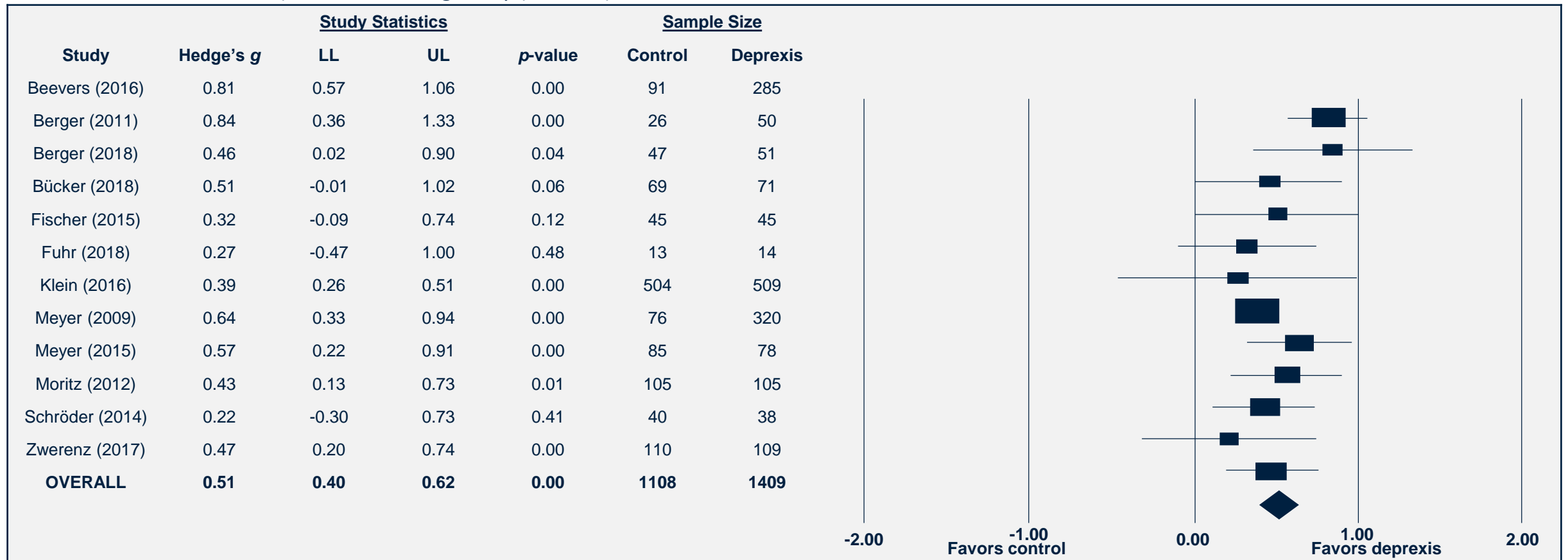


150-225

MUSD net sales potential in the US

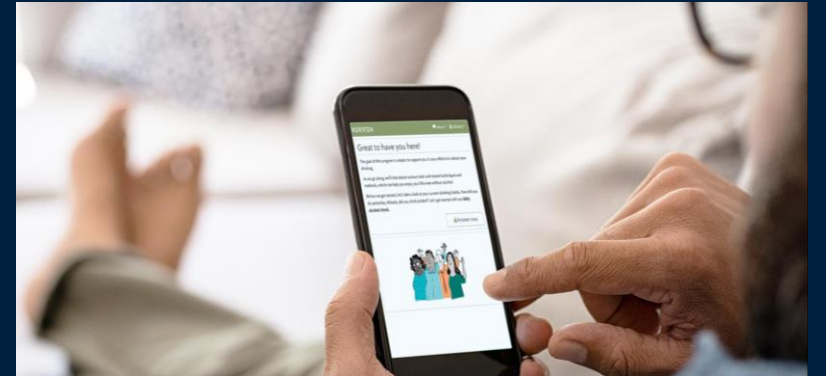
The scientific evidence for DTx is comprehensive e.g. **deprexis[®]** demonstrates consistent clinical effect across multiple settings

- 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 ($I^2 = 26\%$)



Pharma products and projects under development

orexo



ZUBSOLV® resilient and strong cash contributor in a challenging market environment

ZUBSOLV – treatment of opioid dependence

ZUBSOLV® is a product for the treatment of opioid dependence.

Product advantages include:

- Higher bioavailability
- Fast dissolve time
- Preferred menthol flavor
- Broadest range of dose strengths



Recent developments

- **Continued strong market growth of 13% year over year**
 - Covid-19 led to increased relapse of opioid dependent patients
 - Market growth is driven by Medicaid, while commercial segment has decreased during 2020 due to increased unemployment
- **ZUBSOLV® sales stable in “open segment” and profitability increase**
 - Overall sales declining due to increased competition in previously exclusive contracts with United Health Group and Humana
 - ZUBSOLV® sales in “open¹” segment is growing YoY and has been stable during Covid-19 pandemic
 - EBIT margin above 50% expected for 2020
- **Improved market access in 2021 will support ZUBSOLV® sales:**
 - Significant market access win in ESI & CIGNA, where is ZUBSOLV® now the only preferred branded product
 - ZUBSOLV® remains the only branded product on top three US Commercial PBMs

OX124 continues to be an attractive opportunity

OX124 – opioid overdose

A powerful rescue medication, designed to reverse opioid overdoses, including those from synthetic opioids like fentanyl



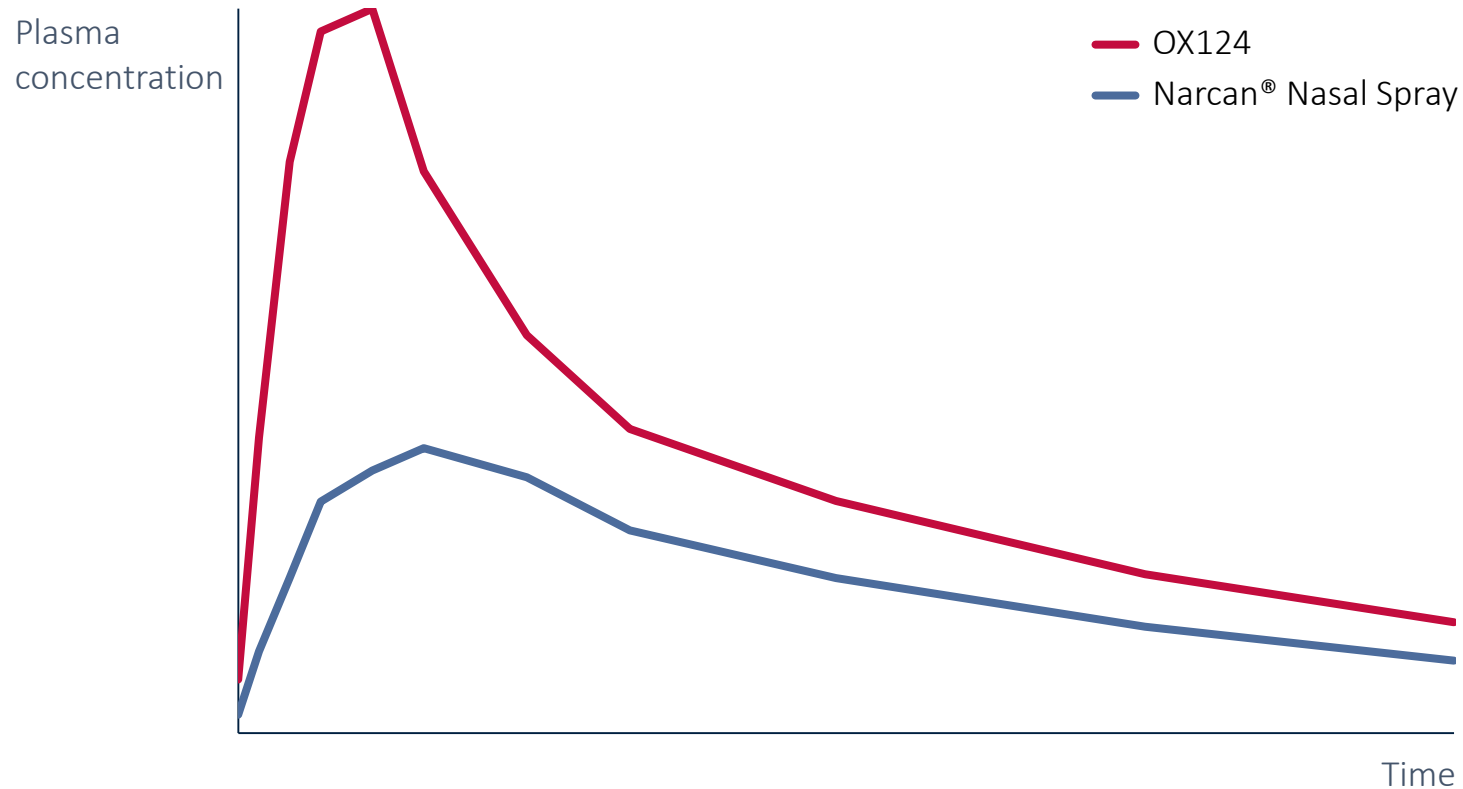
Recent market developments

- **Covid making the unmet need even more severe:**
 - Overdose deaths in the US will reach an all-time-high this year, with a projected increase of 13%¹, now trending to >76,000 deaths for 2020¹
 - Synthetic opioids are now representing 76%¹ of opioid related deaths
 - In July, Millennium Health analyzed 500,000 urine drug tests and found a 32% increase in the national usage of non-prescribed Fentanyl²
- **US market leader Narcan® sales at record level³:**
 - USD 89 m in Q3 '20 – highest reported quarter ever (up from USD 75 m in '19)
 - USD 234 m for first nine months '20 (up from USD 214 m in '19)
 - 2020 Guidance: USD 295-315 m (up from USD 280m in '19)
- **New FDA requirements increase hurdle for new entrants:**
 - Competitor with high dose auto-injector received complete response letter and other competitors appear to be delayed

OX124 - We have shown better PK profile than Narcan® Nasal Spray

Faster, stronger and longer-acting vs Narcan® Nasal Spray

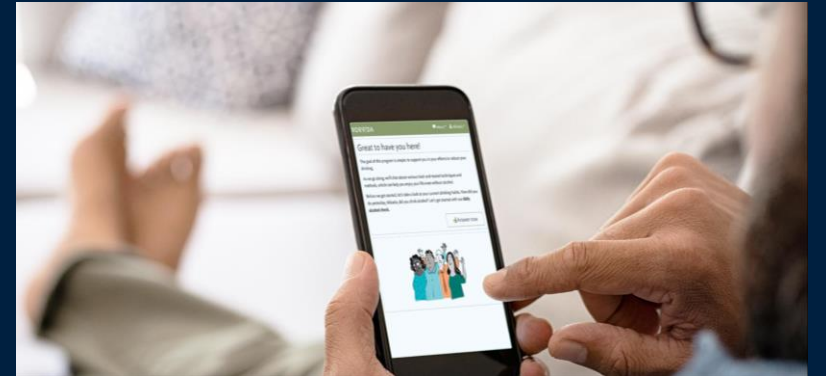
Results from exploratory PK study in healthy volunteers, 2019



Expected patient benefit

- Rescue more patients with the first dose (~34% of overdose patients require more than one dose of Narcan)
- Avoid "second overdoses" thanks to longer duration (Fentanyl has a half life of 8-10 hours vs. 2 hours for naloxone)

Financial & Legal



Strong financial position to drive future growth

Numbers reflect loss in Abstral® royalty due to patent expiration and investments in the build-up of DTx venture

Group net revenues LTM ^{1,2} SEK 742 m (USD 83 m)	Growth YoY -11%
Group EBITDA LTM ^{1,2} SEK 104 m (USD 12 m)	-55%
US Pharma EBIT (ZUBSOLV® US) LTM ¹ SEK 331 m (USD 37 m)	6%
Cash position Q3 2020 ² SEK 593 m (USD 67 m)	Positive net cash position ² SEK 369 m (USD 41 m)

Denomination currency is SEK

¹ Last Twelve Months ² 8.9 USD/SEK, Q3 average

Two legal processes emerged during July and August 2020

Subpoena

- On July 14, 2020 Orexo US received subpoenas to provide US Authorities with certain information with regards to ZUBSOLV® and other buprenorphine products. Orexo has no knowledge of the background to the requests.
- Orexo has engaged a US counsel to advise the company and prepare for any further requests or actions from the authorities

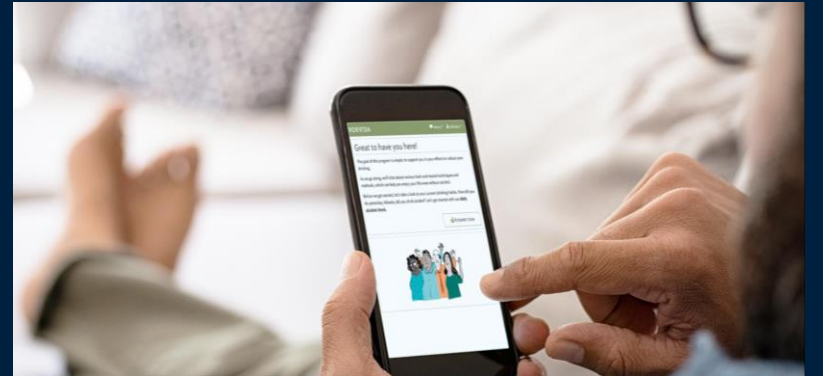
No further information or requests have been received from the authorities after July 14th 2020.

Paragraph IV notice from Sun Pharmaceutical Industries Ltd (“Sun”)

- Orexo on September 13 filed a patent infringement action in the US District Court for the District of New Jersey, against Sun Pharmaceuticals. The filing statutorily precludes FDA from approving Sun’s ANDA for 30 months, or until a district court decision finds Zubsolv’s patents to be invalid or not infringed, whichever occurs first
- Orexo currently has five patents listed in the Orange Book with expiration dates from Dec. 2027 to Sep. 2032

Orexo has previously successfully defended the ZUBSOLV® patents and is well prepared for a new process with Sun

Summary



Summary - Strong value drivers for long-term growth

Future value drivers	<ul style="list-style-type: none">➤ Product portfolio addressing large and growing markets	<ul style="list-style-type: none">➤ Strong cash conversion to support growth
<ul style="list-style-type: none">➤ Leveraging our US commercial excellence	<ul style="list-style-type: none">➤ Expanding pipeline targeting unmet medical needs	<ul style="list-style-type: none">➤ Entering digital therapeutics, a new evidence-based frontier in patient care

Thank You

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