

**Your Partner
of Choice**



fermion

ORION
Building well-being

Orion in Brief

Orion is an innovative European pharmaceutical and diagnostics company with a special emphasis on developing medicinal treatments and diagnostic tests for global markets. Orion develops, manufactures and markets human and veterinary pharmaceuticals, active pharmaceutical ingredients (Fermion) and diagnostic tests (Orion Diagnostica).



Building well-being since 1917

Orion's journey to become the leading pharmaceutical company in Finland started in 1917. For almost a century, Orion has been engaged a variety of businesses, from engineering to manufacturing confectionery. However, the main focus of the company has always been pharmaceuticals.

For the first few decades Orion's pharmaceutical operations focused on generic drugs, and in the late 1950s the company began to invest more in the development of new drugs. Orion's first own proprietary drugs were launched in the 1980s. Until now, Orion has developed and brought to market several own NCEs and continues to develop new proprietary drugs today with a strong pipeline. Orion's biggest breakthroughs so far have been the Parkinson's disease drugs Comtess®/Comtan® (launched in 1998) and Stalevo® (launched in 2003).

Mainly thanks to its own innovative products and capable sales operations, Orion has been able to increase its share of sales from outside Finland from the 25% of the 1980s to more than 70%. Today Orion's products are sold in more than 50 countries around the world. Outside Europe, Orion's products are marketed by various regional and global partners.

Orion has its own sales operations in over 20 European countries, and has a subsidiary in India. Most of Orion's R&D and all the company's manufacturing plants are located in Finland.

Exports have also been a major driver for Fermion, which started to develop and manufacture APIs in the 1970s. Today, with about 30 products registered via CEPs and DMFs worldwide, Fermion has evolved into a significant player in Global API markets. Fermion has been cGMP compliant since 1979.



*Fully Integrated
Pharmaceutical
Company*

Orion's Businesses

Human Health

Patented Prescription Drugs (Proprietary Products Business)

Core therapy areas:

- Central nervous system diseases
- Oncology and critical care
- Easyhaler® pulmonary drugs

Generics (Specialty Products Business)

- Generic prescription drugs
- OTC drugs and self-care products

Orion Diagnostica

- Diagnostic test systems for point-of-care and molecular testing
- Hygiene testing for healthcare and industry

Active Pharmaceutical Ingredients (Fermion)

- Generic APIs
- Contract manufacturing for APIs
- Facilities for highly potent APIs

Contract Manufacturing

- High-value services for global markets
- Various finished dosage forms with special expertise on hormonal semi-solids
- Compliance with EMA, FDA, JP and ANVISA

Animal Health

- Veterinary medicines and care products for pets and production animals

Net sales

EUR ~1 billion

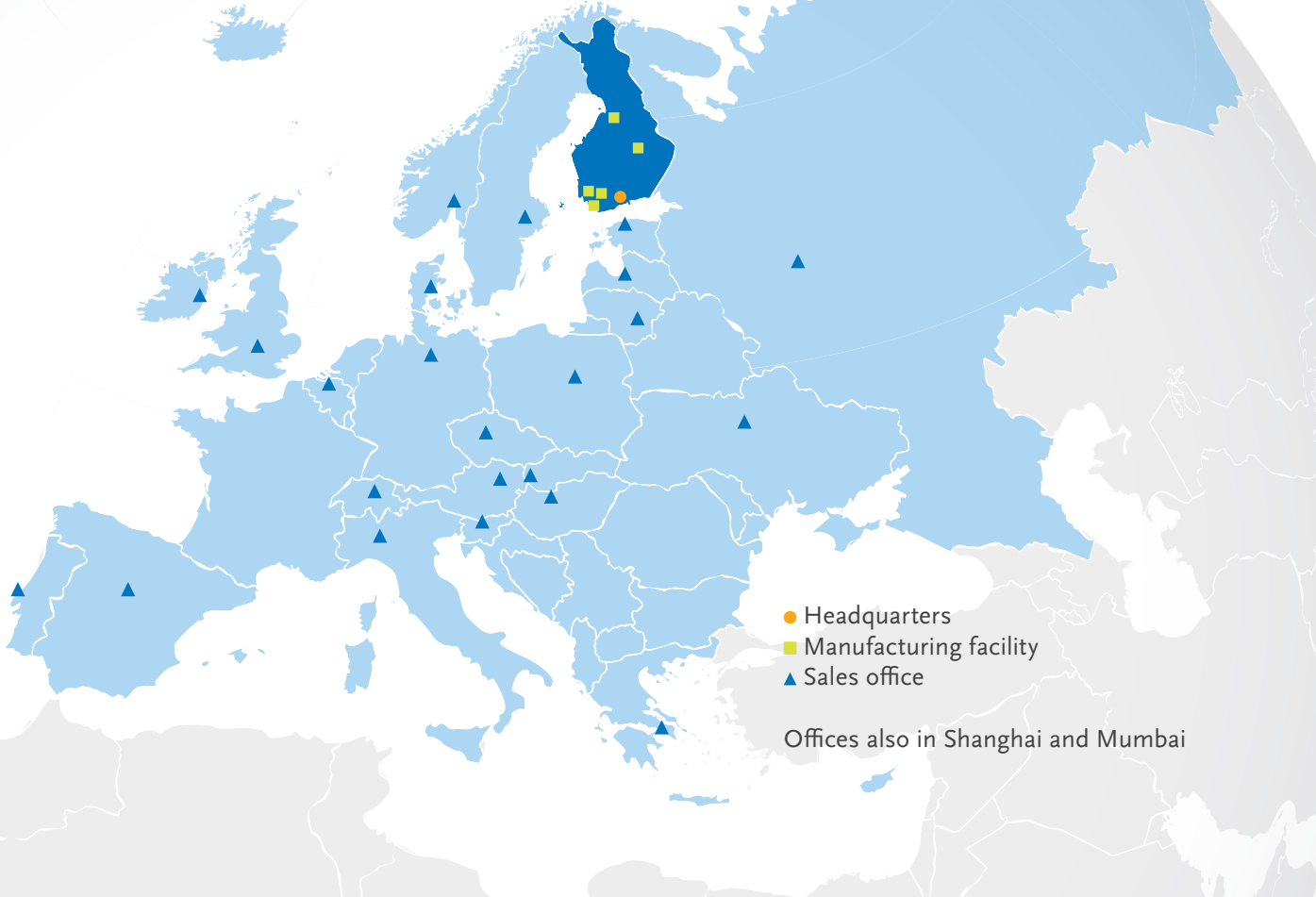
Operating profit

EUR ~260 million

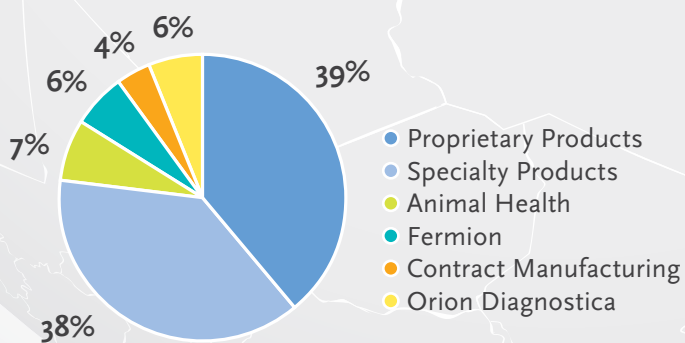
Employees

~3,500

Sales of innovative treatments and APIs worldwide through partners



Net sales by business division 2013



Human Health

In addition to the new proprietary products being developed in-house, Orion is very active in generic prescription drugs as well as OTC drugs and self-care products. Many of these products are gained through in-licensing, which plays an important role in Orion's strategy for its Specialty Products business.

Orion is the leading pharmaceutical company in Finland, and the strongest regional player in the Nordic countries, with a broad portfolio of products and the ability to serve several customer groups: from pharmacies to hospitals, and from health care specialists to consumers. In Eastern Europe, particularly in Russia and Poland, Orion is actively seeking growth opportunities.

When partnering with Orion you will access expertise on Nordic markets and scientific know-how gained across almost a century in pharmaceuticals. Orion's advantages are its flexibility, fast decision-making and well defined personal contacts, ensuring smooth communication and co-operation throughout each stage of the partnership.

ORION IN THE NORDICS

Strongest regional player with:

- More than 100 salespeople in the region
- Expertise in local requirements
- High service level through all distribution channels
- Constantly launching new products to develop the broad product portfolio



*Strongest regional
player in Nordic region*



*Sales through hospitals
and pharmacies*



*Leading
pharmaceutical
company in Finland*



*Actively seeking growth
opportunities in Russia
and Poland*



*Besides active in-licensing, Orion provides some
of its products for out-licensing, please ask for
a separate product list.*

Fermion – Your Partner of Choice

Fermion manufactures active pharmaceutical ingredients for the global generic market as well as proprietary products made under exclusive contracts (CMO). Fermion aims to be an integrated strategic supplier of value-added services and products to pharmaceutical companies.

We offer

Our product portfolio of over 30 APIs includes innovative and generic APIs, which are sold to customers located primarily in regulated markets. We have extensive experience in developing innovative APIs from Phase I all the way to commercialisation.

We offer CMO manufacturing services for APIs including highly potent compounds, and have a wide range of expertise in manufacturing anticancer products. The expertise and seamless cooperation of synthetic organic chemists, chemical engineers and regulatory experts produces high-quality DMFs that facilitate a smooth approval process for our customers' Marketing Authorisation Applications and product commercialisation.

People

The number of employees exceeds 300, of which more than 50 are employed in R&D functions. The life cycle management practices of an API are applied through a constant incremental optimisation of the process.

Facilities

Since the first FDA inspection in 1979, both of Fermion's plants have been inspected regularly by US and EU authorities. The Oulu plant was FDA inspected in December 2013 and Hanko in March 2014. The Hanko plant is intended for large volume APIs, whereas Oulu is dedicated to large and small-scale highly potent APIs (up to OEL class V compounds, 0.1–1.0 µg/m³).

QUICK FACTS

Facilities & capabilities

- Generic & innovative APIs
- Two highly automated multipurpose plants in Finland
- Long-term & profound experience in cytotoxic APIs
- Total reactor capacity 320m³

Quality & cGMP

- Full cGMP compliance since 1979
- Regular QA audits by authorities and customers
- EHS regulations fulfilled

Development & optimisation

- Experienced and highly educated personnel
- Schematic development process using e.g. DOE and parallel synthesis
- Laboratory with bench scale and pilot unit.



Product List – APIs

Product Name	Specification	US DMF	EU DMF/CEP
Alprazolam	USP, Ph.Eur.	✓	CEP
Azathioprine	USP, Ph.Eur.	✓	CEP
Benserazide			
Buspirone HCl	USP, Ph.Eur.	✓	DMF
Carbidopa	USP, Ph.Eur.	✓	CEP
Diltiazem HCl	USP, Ph.Eur.	✓	DMF
Fluoxetine HCl	USP, Ph.Eur.	✓	CEP
Flutamide	USP, Ph.Eur.	✓	CEP
Formoterol fumarate	Ph.Eur.		DMF
Glipizide	USP	✓	
Hydroxychloroquine sulfate	USP, BP		DMF
Irinotecan HCl	USP, Ph.Eur.	✓	DMF
6-Mercaptopurine	USP, Ph.Eur.	✓	CEP
Methotrexate	USP, Ph.Eur.	✓	CEP
Methotrexate disodium		✓	
Nadolol	USP, Ph.Eur.	✓	DMF
Prazosin HCl	USP		
Propafenone HCl	USP, Ph.Eur.	✓	CEP
Quetiapine fumarate	Ph. Eur.	✓	DMF
Salmeterol			
Sodium cromoglycate	USP, Ph.Eur.	✓	CEP
Tamsulosin HCl	USP, Ph.Eur.	✓	
Tolnaftate	USP, Ph.Eur.	✓	DMF
Trazodone HCl	USP, BP	✓	

Products covered by valid patents in any country are not offered or supplied to those countries. Fermion does not issue patent warranties but supports its customers' patent counsels with information about its process under confidentiality agreement.

Products under development, please see www.fermion.fi

Fermion received the highest scores on the latest customer survey for:

- Supply reliability
- Quality assurance and quality control
- Registration and documentation
- Customer response time

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Orion – Your Partner of Choice

Contract Manufacturing for Finished Dosage Forms

Experienced manufacturer of several dosage forms

Orion has four modern pharmaceutical plants, all located in Finland. We manufacture tablets, capsules, hormonal gels and solutions, small volume parenterals, dry powder inhalers, creams, ointments and liquids for global markets.

Wide range of services

As a full-scale pharma company, Orion has broad experience in providing its contract manufacturing customers with extensive services from R&D support to regulatory know-how and comprehensive supply chain operations.

Excellent customer service

Our contract manufacturing customers range from small/virtual to big pharma companies. Our services are tailored to meet each customer's specific expectations. The high quality of our operations, excellent service level and our flexible, service-oriented way of working make us your partner of choice.



Quality as a core value

The quality and reliability of our operations are acknowledged globally by both authorities and customers across all continents. Our facilities are EMA/FDA/JPP/ANVISA approved.

Technology transfer and project management

Orion has vast experience in technology transfer projects with various customers. We utilise modern project management tools that have proven themselves in practice.

Financial stability

Orion is a well-established company dedicated to long-term business relations with our partners. The continuous growth of our business brings stability and security to our customers.



Contract Manufacturing – Dosage Forms

Hormonal gels and solutions		
DOSAGE FORMS Gels Solutions	PROCESSING Dry mixing Mixing and homogenisation	PACKAGING Pump bottles Sachets (alu-laminate)
Small volume parenterals		
DOSAGE FORMS Injectable solutions • Water, oil and ethanol-based solutions	PROCESSING Aseptically manufactured Aseptically filled Terminally sterilised	PACKAGING Glass vials and ampoules • vials 2–100 ml • ampoules 1–20 ml Blisters
Solid oral dosages		
DOSAGE FORMS Tablets • film-coated • uncoated • modified and immediate release Capsules • hard gelatine capsules	PROCESSING Fluid bed granulation High shear granulation Fluid bed drying Roller compaction Dry mixing	PACKAGING Blisters Glass bottles Plastic bottles
Semi solid forms		
DOSAGE FORMS Creams Ointments Gels	PROCESSING Mixing and homogenisation	PACKAGING Plastic tubes Aluminium tubes Laminated tubes Syringes
Liquids		
DOSAGE FORMS Solutions Suspensions Drops Nasal drops Nasal sprays	PROCESSING Mixing and homogenisation Filtering	PACKAGING Glass bottles Plastic bottles Dose spray bottles
Cytostatics		
DOSAGE FORMS Tablets • uncoated • film-coated Capsules • hard gelatine capsules	PROCESSING Dry mixing	PACKAGING Glass bottles Plastic Bottles



Our mission is to offer high-value pharmaceutical contract manufacturing services for global markets

Fermion's competitive advantage lies in its dynamic capabilities to satisfy customer needs by providing competitive services while adhering to current industry regulations.



Net sales
EUR ~1 billion



Fully integrated
pharmaceutical and
diagnostics company



Orion is an innovative European R&D-based pharmaceutical and diagnostics company with a special emphasis on developing medicinal treatments and diagnostic tests for global markets.



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since 1917

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