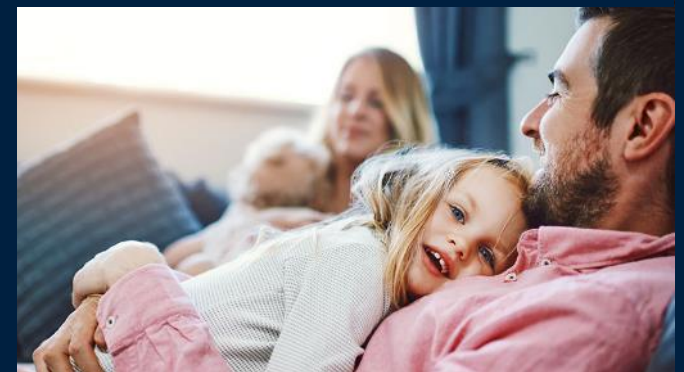




A profitable specialty pharmaceutical company – with the aim of becoming a leader within treatment of addiction



Jefferies Healthcare Conference, Nov. 20, 2019

Nikolaj Sørensen, President and CEO

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

Company Overview

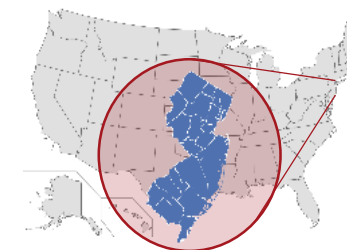


Orexo is a Swedish specialty pharmaceutical company

- Focuses on **treatment of addiction** in all phases, from prevention to treatment
- Broad pipeline with multiple assets based on innovative **drug delivery technologies** or **digital therapeutics**
- Developed **four commercial products** with worldwide approval
- Direct presence in the **US opioid dependence market**, one of the biggest health crises in US history, with lead asset **Zubsolv®**
- Strategic focus on **portfolio expansion** through development and licensing/M&A
- Growing **profitability** and **strong financial position** to support future growth
- Top two largest shareholders¹: **Novo Holdings** (27.2%) and **HealthCap** (10.2%)



Corporate Headquarters
(Uppsala, Sweden)
Corporate functions and Development



US Headquarters
(Morristown, New Jersey)
Commercial subsidiary incl. fully owned field force

Net Revenues LTM, USD, Q319	EBITDA LTM, USD,	Cash Position, USD, Sep. 30, 2019
87 _m	24 _m	85 _m

¹ As of September 30, 2019

Note: USD based on average exchange rate from Q2, 2019 SEK/USD 9.5

Our aim is to deliver growth by diversifying the commercial platform

Expand from areas of strength

Build solid foundation



Launch Zubsolv® in the US



Secure profitability



Ensure a sustainable business model

Objectives 2012 - 2018

1

Broaden the commercial platform to leverage scale and expand sales

2

Further accelerate Orexo US performance and EBIT contribution

3

Launch at least one new product from the internal R&D pipeline within 4 years

Objectives 2019 onwards

Products & Pipeline



Pipeline of multiple potential assets

The partnership with GAIA has extended Orexo's technology platform to also include Digital Therapies

			Exploratory	Preclinical	Phase			Registration	Approved/Launched		
					1	2	3		US	EU	RoW
Commercial products											
Zubsolv®		Opioid Dependence <i>Orexo US, Mundipharma Australia & NZ</i>									
Abstral®		Breakthrough Cancer Pain, <i>Kyowa Kirin ex US, Sentynt US</i>									
Edluar®		Insomnia <i>Mylan Worldwide</i>									
Development projects											
NEW FORMULATION TECHNOLOGIES	OX124	Naloxone - Opioid Overdose									
	OX125	Nalmefene - Opioid Overdose									
	OX338	Ketorolac - Acute moderate to severe pain									
	OX382	Buprenorphine - Opioid Dependence/Pain									
NCE	OX-MPI	BI1029539 – Microvascular Disease <i>Gesynta Pharma</i>									
DIGITAL THERAPIES				Preclinical	Phase			Registration	Approved/Launched		
					3				US	EU	RoW
	OXD01	Digital Therapy – Opioid Use Disorder									

OX124 and OX125 – the projects at a glance

Unmet medical need

- 70,200 people died from a drug overdose in the US in 2017
- Synthetic opioids, such as fentanyl, are now the leading cause of death, which are more potent and stay in the body for a longer time than heroin
- Narcan® Nasal Spray, the leading naloxone rescue drug, is effective, but has shortcomings:
 - ~34% of overdose patients require more than one dose of Narcan
 - Half life of 2 hours (vs. 8-10 for fentanyl) bears risk of 2nd overdoses

OX124 and OX125 concept

- Unique and improved nasal formulations of naloxone (OX124) and nalmefene (OX125) to specifically address the challenges arising from the fentanyl crisis
 - Ability to reverse effect of most powerful synthetic opioids
 - Longer duration than currently approved formulations to reduce need for 2nd doses

OX338 – The project at a glance

Unmet medical need

- For many opioid dependent patients, their addiction started with the first exposure to opioids to treat short-term pain, e.g., after trauma, medical procedure or accident
- In face of the opioid epidemic, there is a desperate need to find non-opioid alternatives to effectively treat acute pain

OX338 concept

- Ketorolac is considered the most efficacious NSAID to treat pain for up to 5 days with proven morphine-like efficacy, but with no risk of addiction
- OX338 is an advanced sublingual formulation designed to be the best option for Ketorolac absorption
 - Gx oral tablets are available, but require the first dose to be given as an IV or IM injection
 - SPRIX Nasal Spray does not require an injection, but is inconvenient, caustic and expensive

Digital Therapy has the potential to be the next “big thing” in healthcare



Digital Therapies have elements of traditional pharma products...

- GAIA has demonstrated that digital therapies can have similar value proposition as an NCE with well documented effect on treatment results
- DTx are increasingly being reimbursed like a (specialty) pharmaceutical
- To reach optimal effect the use needs to be explained to the patient like any treatment and require involvement of the physician
- Value for payers is well documented with HEOR data

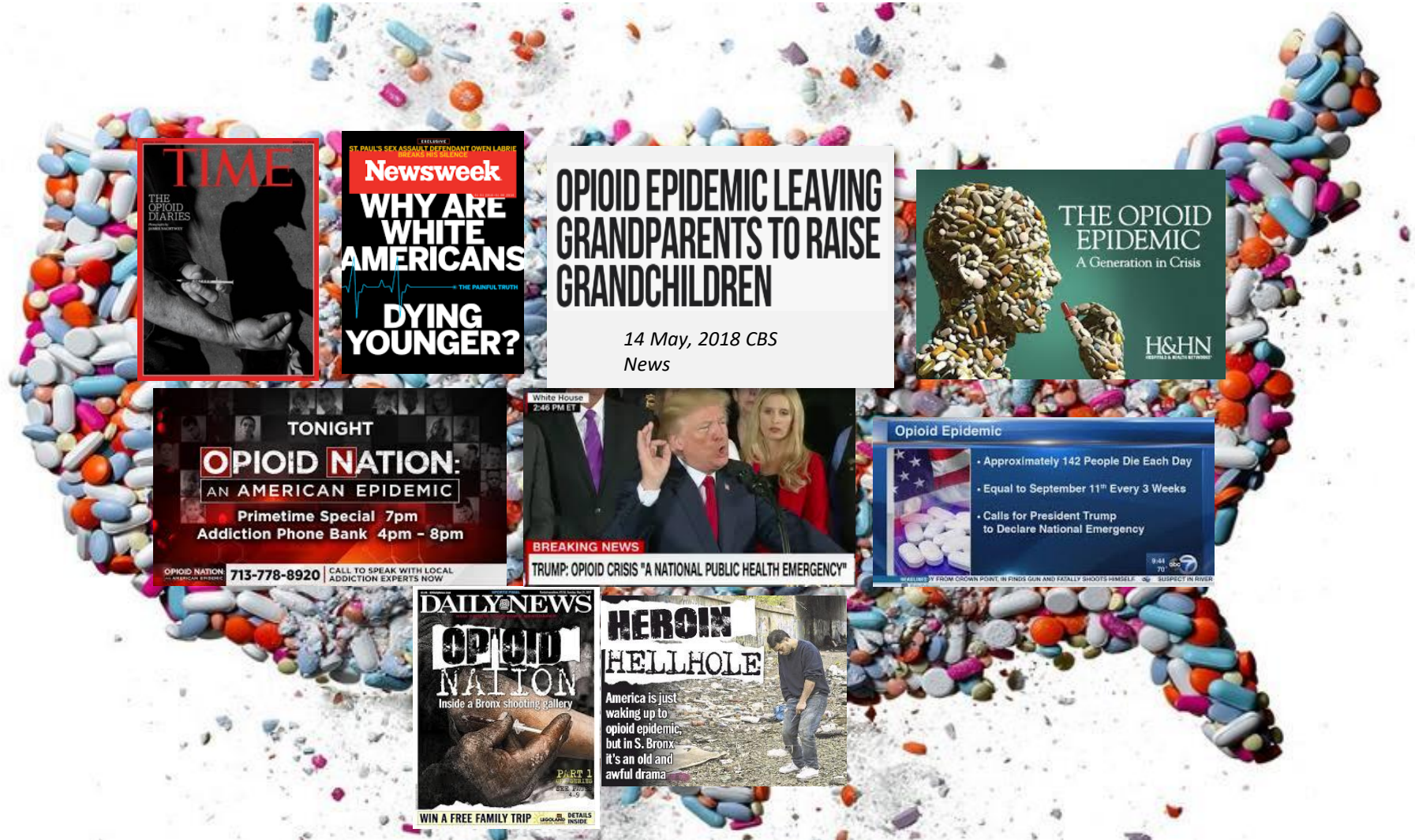
... but the value proposition goes well beyond a standard “pill”

- Treatment is based on artificial intelligence and can thus be individualized and adapted to patients’ treatment progress and specific needs
- Unprecedented possibilities for the HCP to get real-time feedback on patient progress
- Possibility to monitor patient progress, treatment utilization and obtain direct feedback on outcome

Key Market & Sales

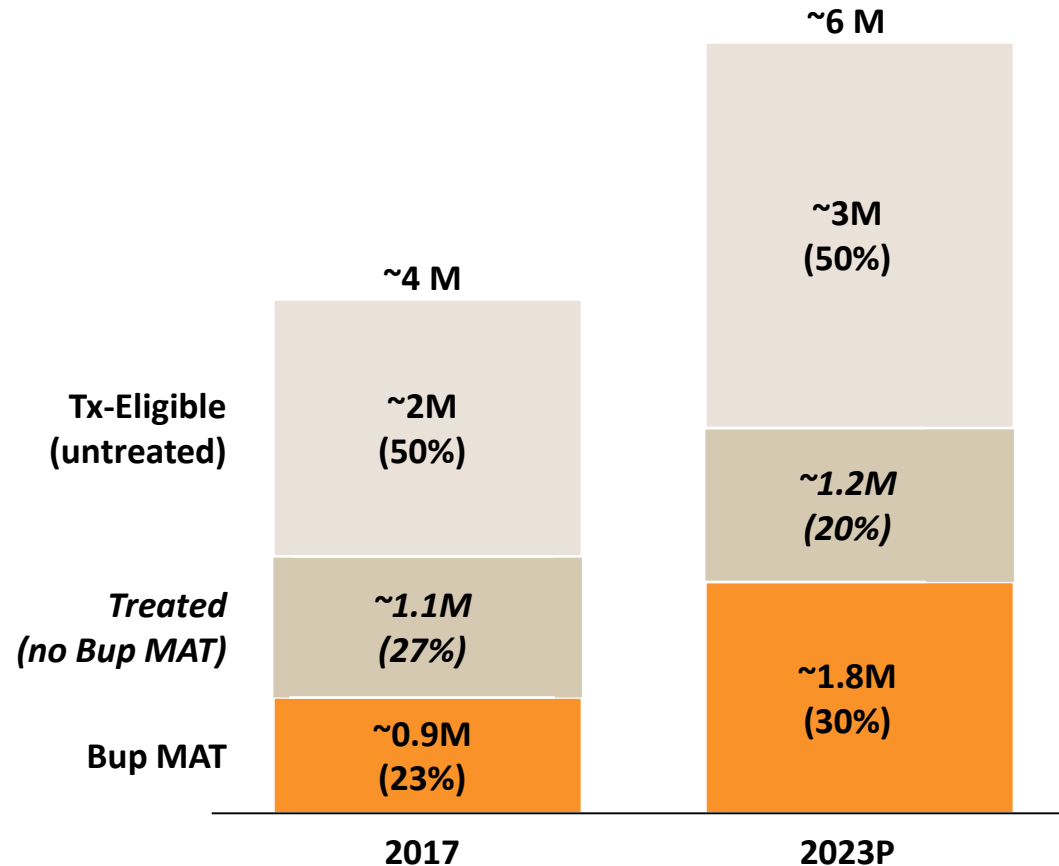


Orexo focuses on the number one health crisis in the US

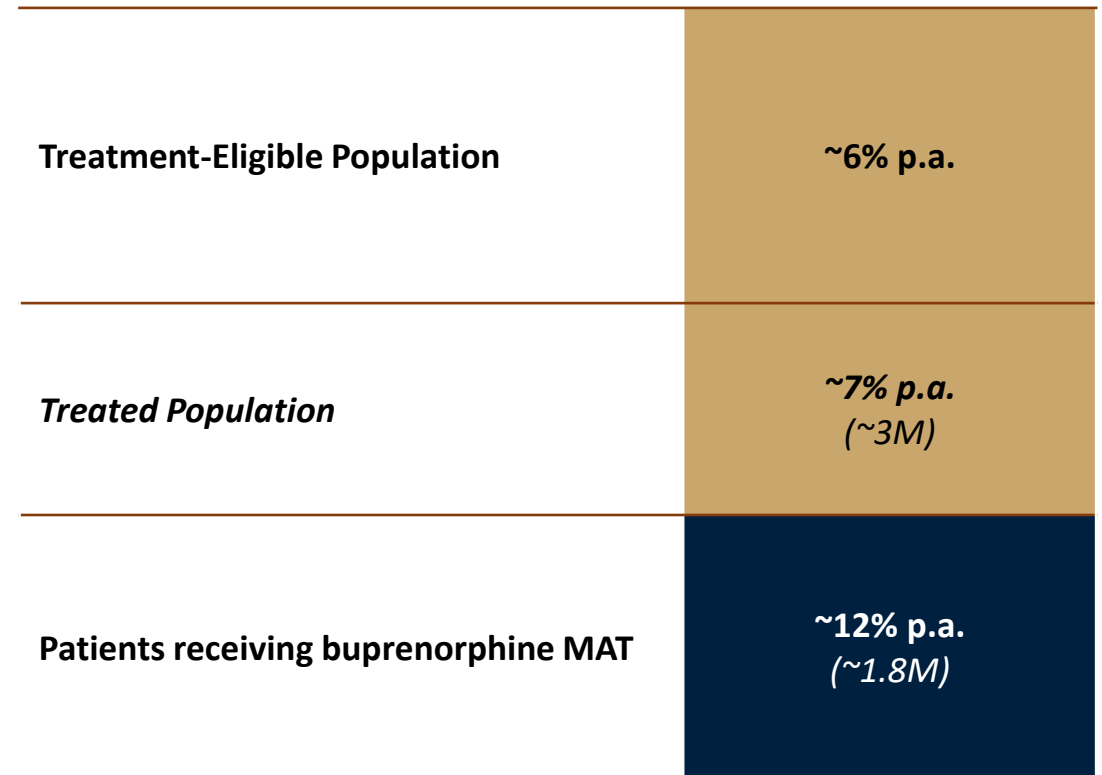


US buprenorphine MAT population likely to double by 2023

2017 & 2023 US Treated Population



US Growth Rates

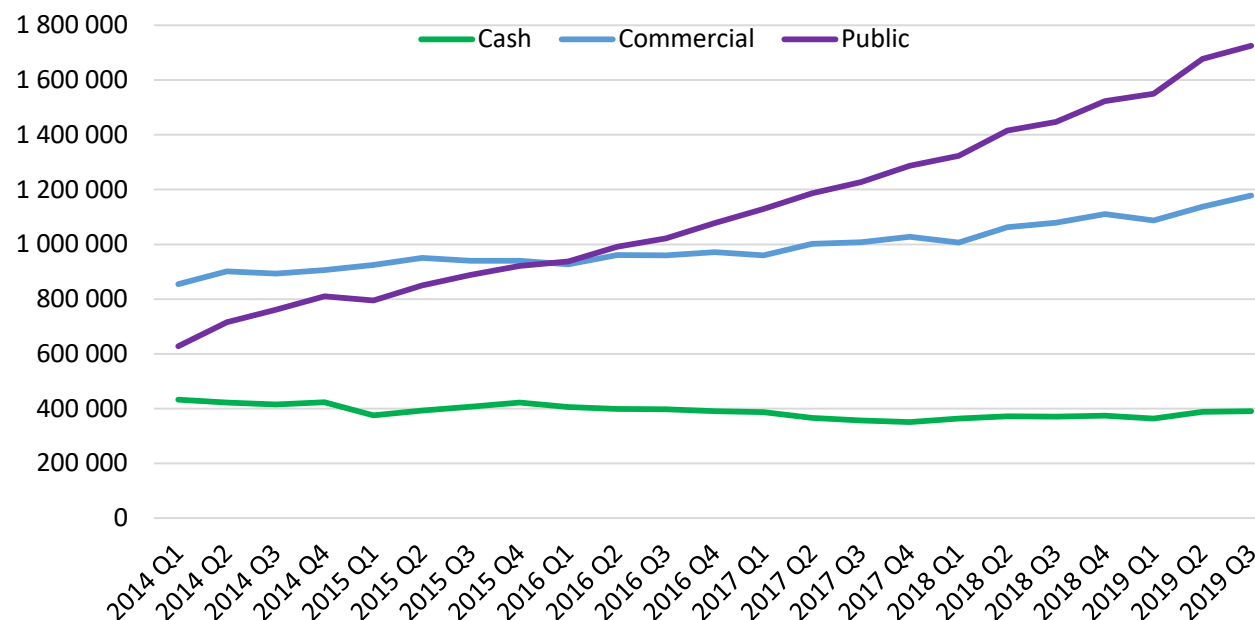


Sources: 1) SAMHSA NSDUH reports (2013, 2014, 2015, 2016); Clarion analysis

YTD Year-over-year market growth at 14 percent

New market highs in Public and Commercial NTRx in Q3 and Zubsolv grows 16 percent in open business

Quarterly NTRx



Market	Q3 YoY Growth	
	Zubsolv [®] total	Zubsolv [®] open*
	+19%	-5%
	+11%	+16%
	+4%	-33%

Note: Quarterly NTRx levels =Total prescriptions adjusted to 30 tablet/film scripts

Note: Historical quarters restated due to IMS recategorization

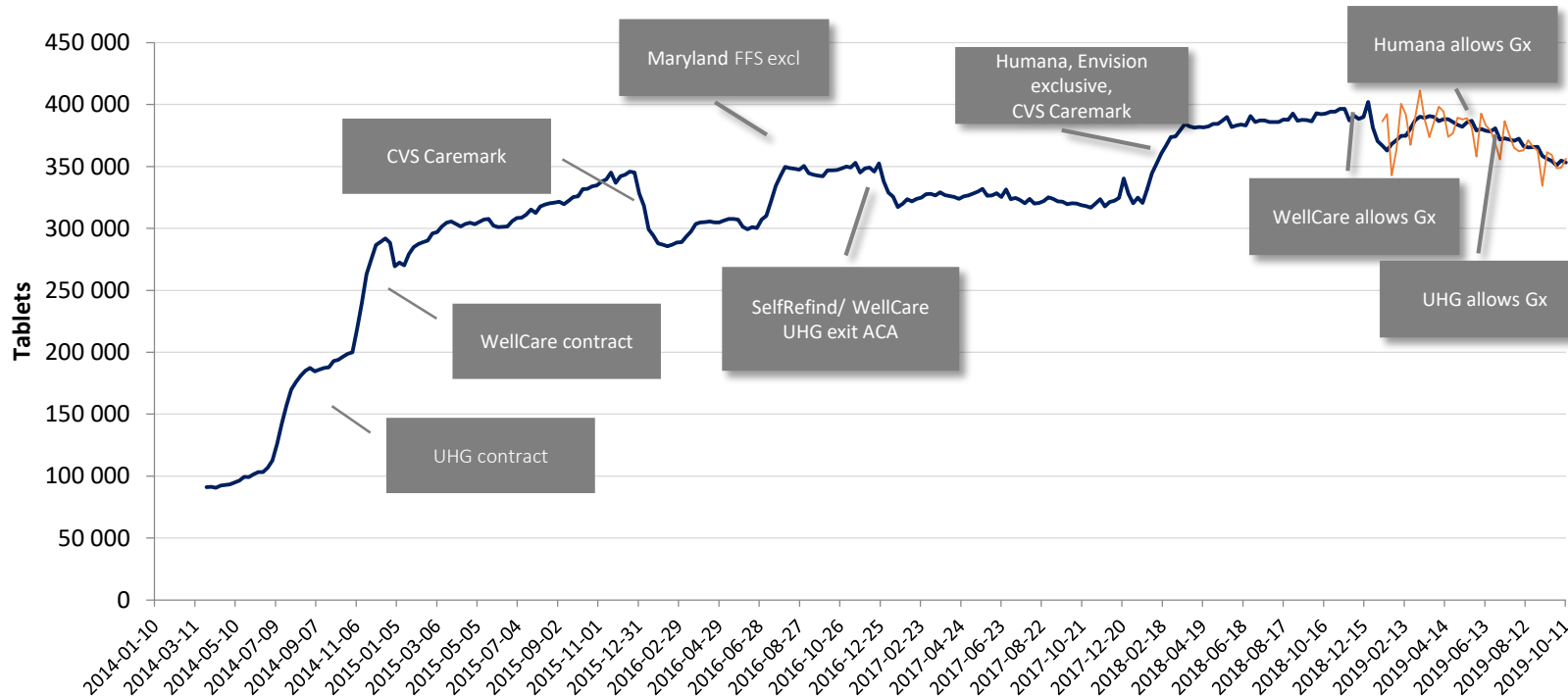
*Open Business segment includes all payers, excluding current & recently former exclusive payers

Source: Orexo analysis, IMS data

In Q3 2019 Zubsolv® sales grew in SEK by 10 percent despite declined volume due to formulary changes

Zubsolv Tablet Volume (rolling 4 week average)

Average weekly sales



Q3 2019 Zubsolv volume declined due to loss of exclusive contracts

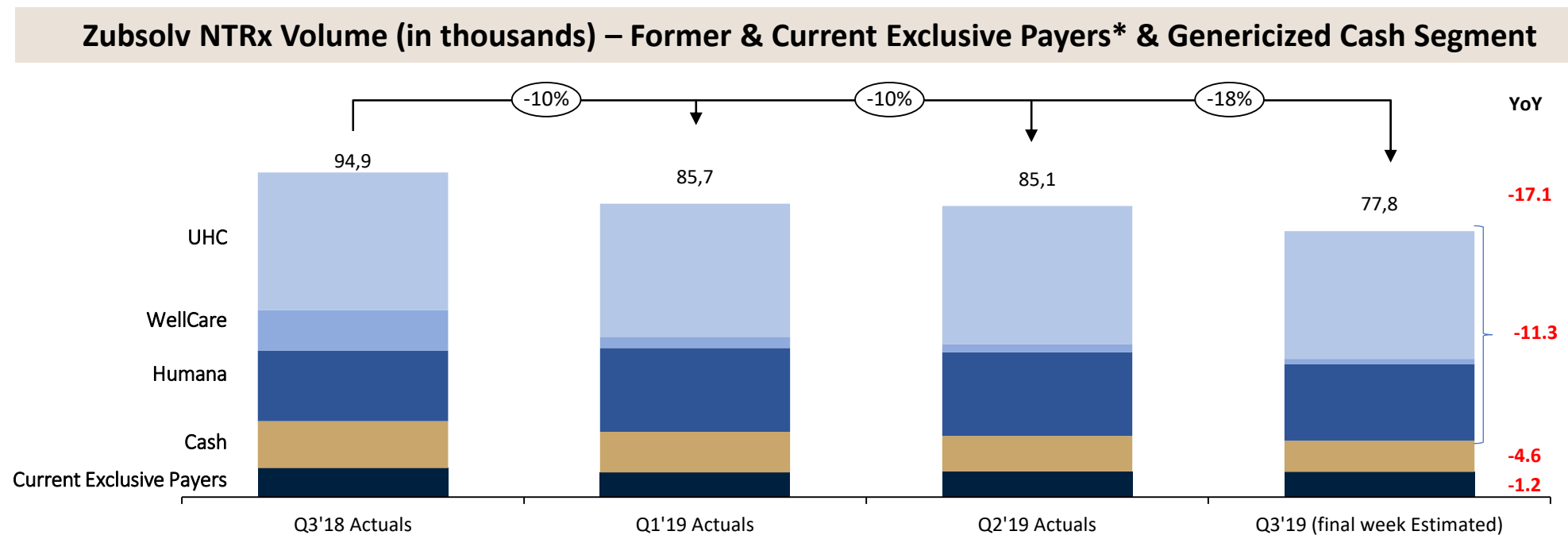
- Volume declined 4% since Q318 and 5% from Q219
- WellCare, Humana and UHG change from exclusivity and declining cash segment has a negative effect of ~18% on overall volume growth vs Q318 and 9% since Q2 19
- Decline from loss of three exclusive contracts continue but at a slowing pace
- “Open business*” grew 16 percent from Q318 and no change since Q219

*Open Business segment includes all payers, excluding current & recently former exclusive payers

Note: Weekly prescription data is based on extrapolation and is associated with uncertainties and may differ between sources

Source: Orexo analysis, IMS NPA weekly data

Zubsolv® declining volumes are due to changes in the less profitable exclusive agreements



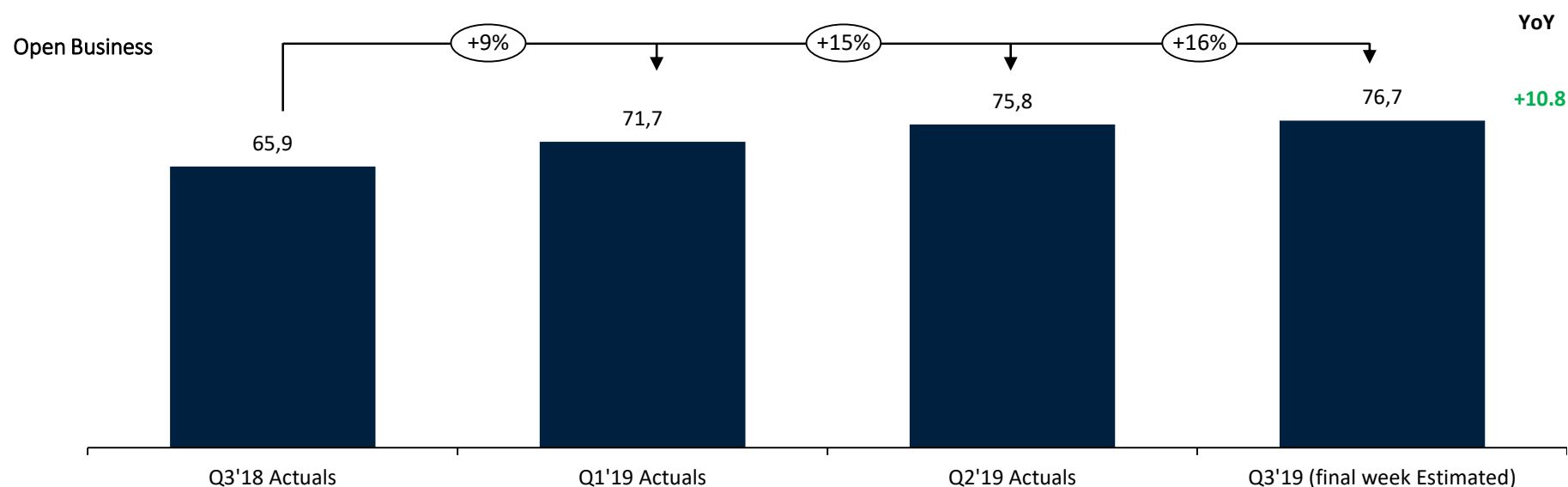
Source: IMS XPO

Historical data updated to actuals in place of prior reported estimates

*Former Exclusive Payers in chart, Current Exclusive Payers include Envision Commercial, IHA Commercial & Medicaid, Highmark Medicare D, (IHA Medicare D also included here although formerly EE)

Zubsolv® volume is growing in the competitive and more profitable Payer segment (Open Business)

Zubsolv NTRx Volume (in thousands) – Open Business* ex Genericized Cash Segment

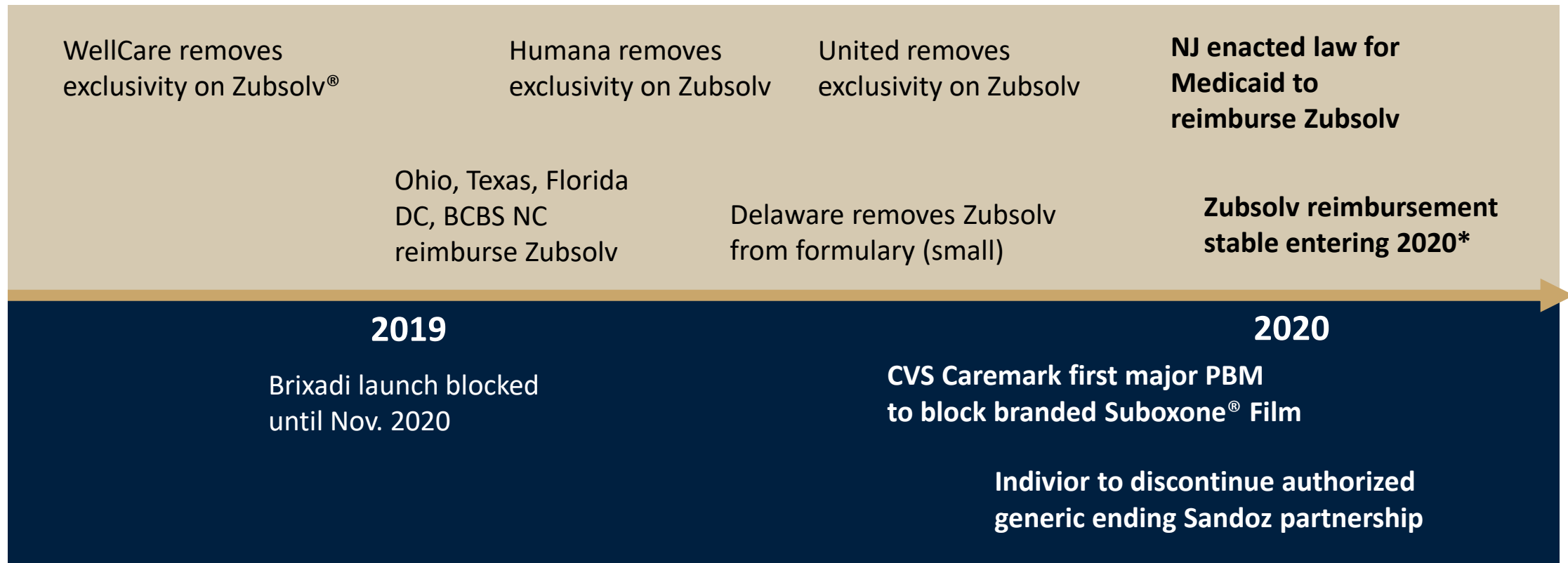


Source: IMS XPO

Historical data updated to actuals in place of prior reported estimates

*Open Business segment includes all payers, excluding current & recently former exclusive payers

The entry of generic film caused the loss of exclusive contracts, but recent market dynamic will offer opportunities



* As per October 24th 2019

Financials



Continued strong performance in Q3 2019

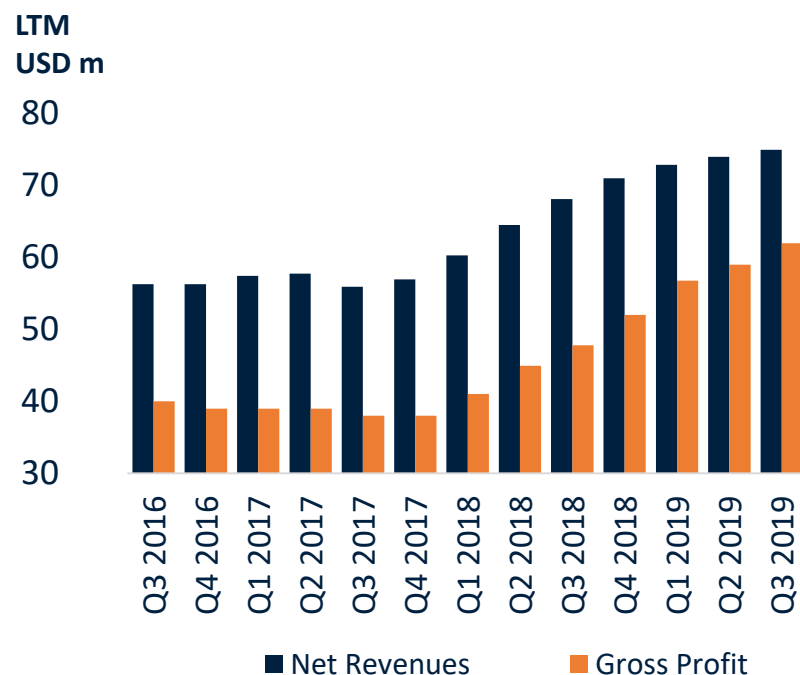
Group Net Revenues LTM ¹ USD 87 m <i>83.4% from Zubsolv®</i>	Growth 12% <i>(Zubsolv 20%)</i>
Group EBITDA LTM ¹ USD 24 m	Growth 110%
US EBIT LTM ¹ USD 33 m	Growth 101%
Cash position Q3 2019 USD 85 m	Net Cash position Q3 2019 USD 55 m

¹ LTM, Last Twelve Months

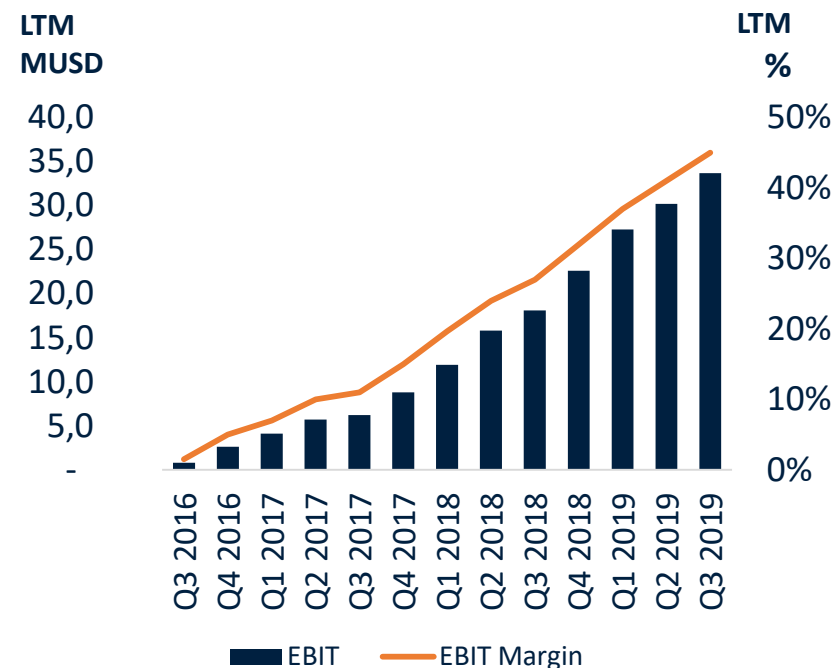
Note: USD based on average exchange rate from Q3, 2019 SEK/USD 9.6

Orexo US Operating Margin (LTM) grew to 45.2%

Sales and gross profit



Operating Profit



- Net Sales grew to USD 74.6 m from USD 68.1 m in Q318
- Strong growth in EBIT contribution to USD 33.7 m increasing from USD 18.1 m in Q318 driven by organizational efficiencies and by lower COGS
- US EBIT margin of 45.2% LTM in Q319 increasing from 26.6% in Q318, EBIT margin in Q3 reached 51.1%

Note: COGS converted from SEK to USD using monthly average exchange rates for the period.

Outlook



Strong value drivers for long-term growth

Future value drivers

1. Growing key market

14 percent growth YTD in 2019 in a market addressing one of the largest health crises ever in America and a growing global concern

2. Strong financial position and profitability

Fueled by the US commercial organization which is an important cash and profitability contributor on a Group level

3. Strong track record of developing products

Orexo has developed four products with worldwide approval

4. M&A and business development

Add commercial stage products in the US to leverage the commercial infrastructure and expand sales

5. Expanding pipeline

Growing pipeline including several interesting projects to embrace all aspects of opioid addiction

Thank You

Q&A

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