

**CSL**



## **CSL Limited**

David Lamont  
Chief Financial Officer  
May 2018

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# CSL – a Global Biotechnology Company

**30+** Countries  
Of operations around the world



**6.9+** Billion  
US\$ In annual revenue

**8** Manufacturing sites

- Australia
- China
- Germany
- Switzerland
- United Kingdom
- United States

**20,000+** Employees around the world



**2.6** Billion  
US\$ In R&D investments in last 5 years  
advances exciting pipeline

**1,400+** R&D employees



**190+** Plasma collection centres across Europe and North America



# CSL Values

## **Patient Focus**

We deliver on  
our promise to  
patients

## **Innovation**

We turn  
innovative  
thinking into  
solutions

## **Integrity**

We walk the  
talk

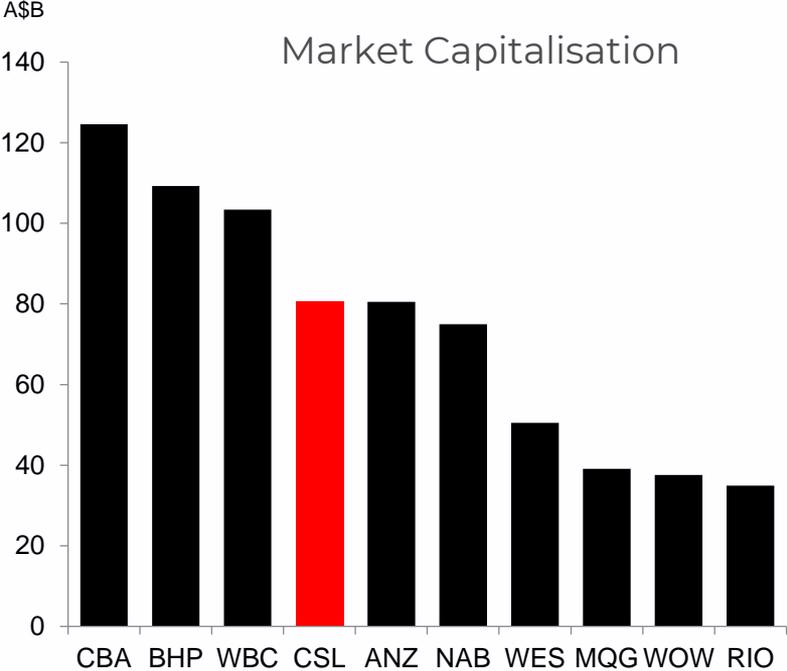
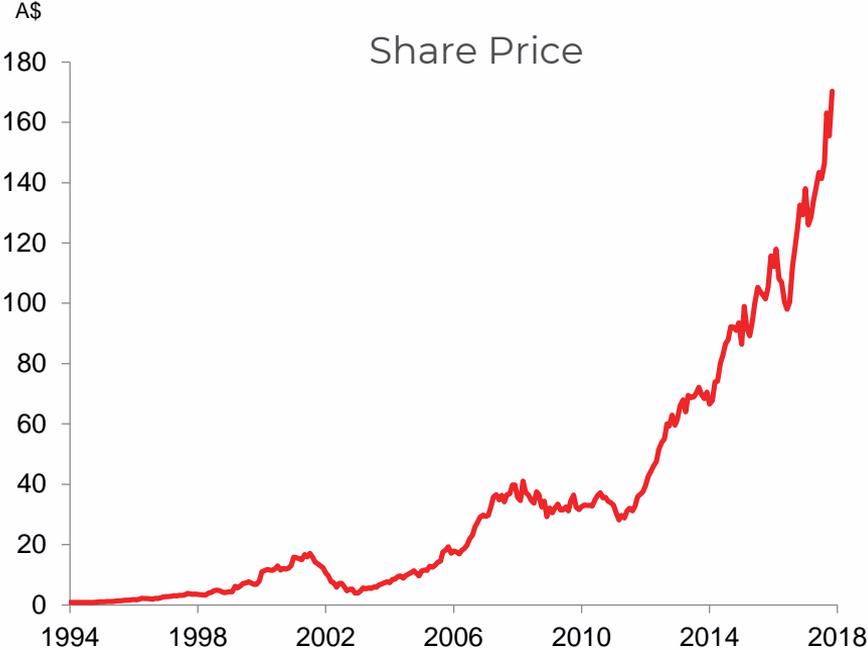
## **Collaboration**

We are stronger  
together

## **Superior Performance**

We take pride in  
our results

# Shareholder Value



# Strategic Objectives



## Growth

Maximize portfolio value & deliver new product launches



## Efficiency

Be the most efficient, highest quality plasma player



## Influenza

Deliver on influenza strategy



## Innovation

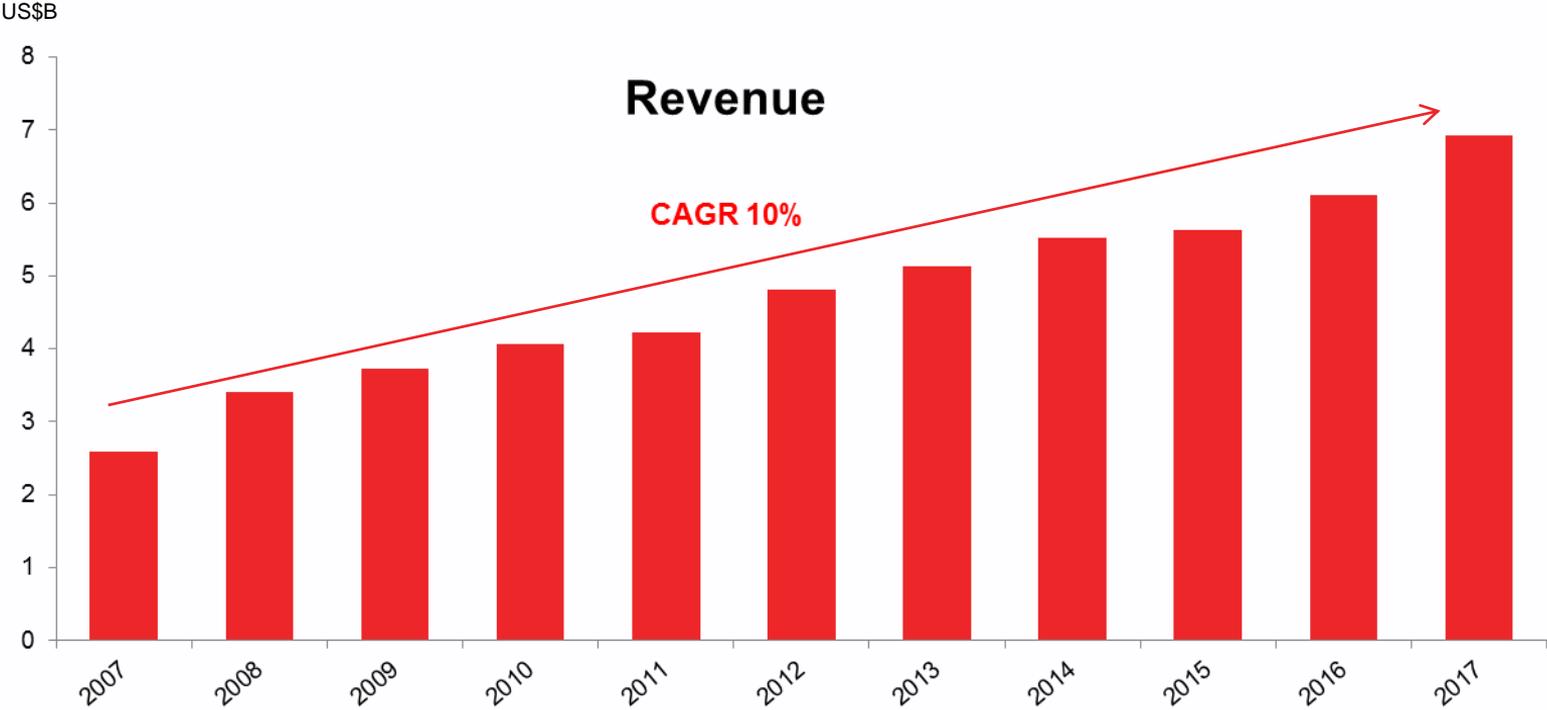
Pursue new opportunities to diversify portfolio and enhance growth



## People & Culture

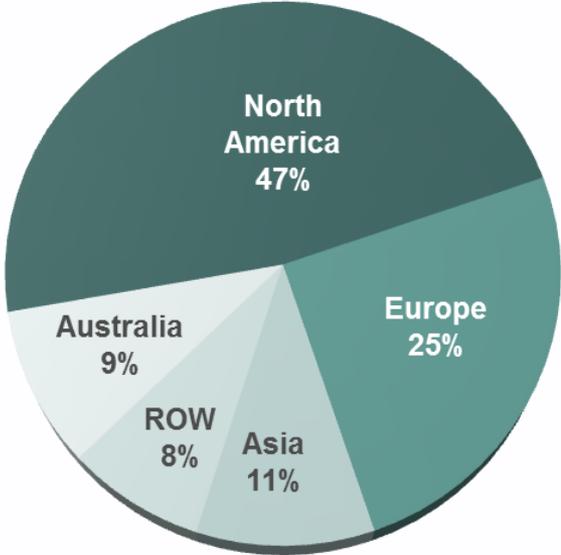
Create a culture that attracts, retains and develops the best talent

# Strong and Consistent Revenue Growth



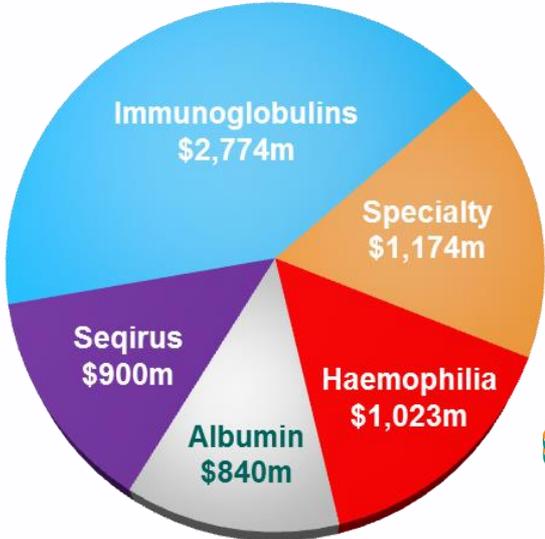
# Group Sales – Global Reach

CSL FY17  
Sales US\$6.7B

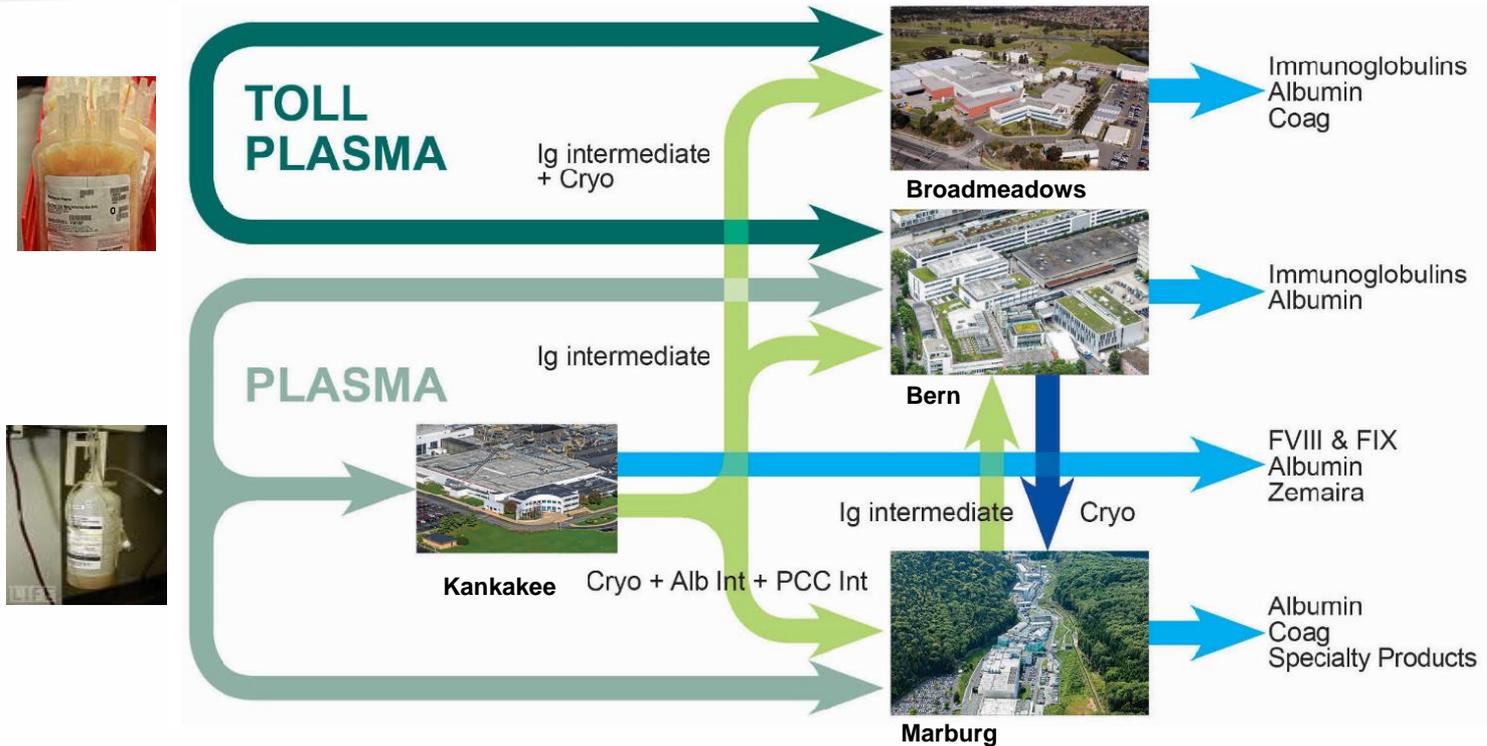


# Group Sales – Diverse Revenue Stream

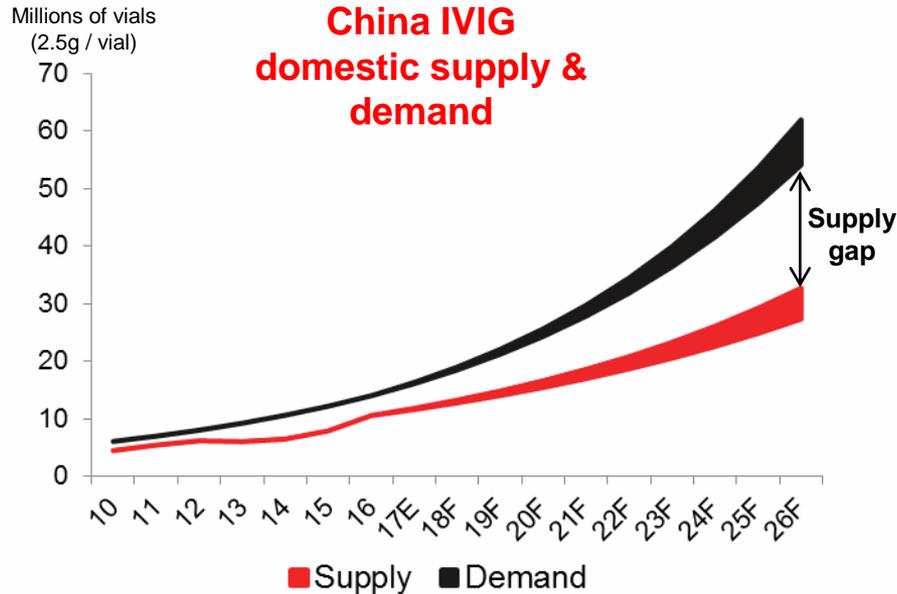
CSL FY17  
Sales US\$6.7B



# CSL Behring Global Manufacturing Network

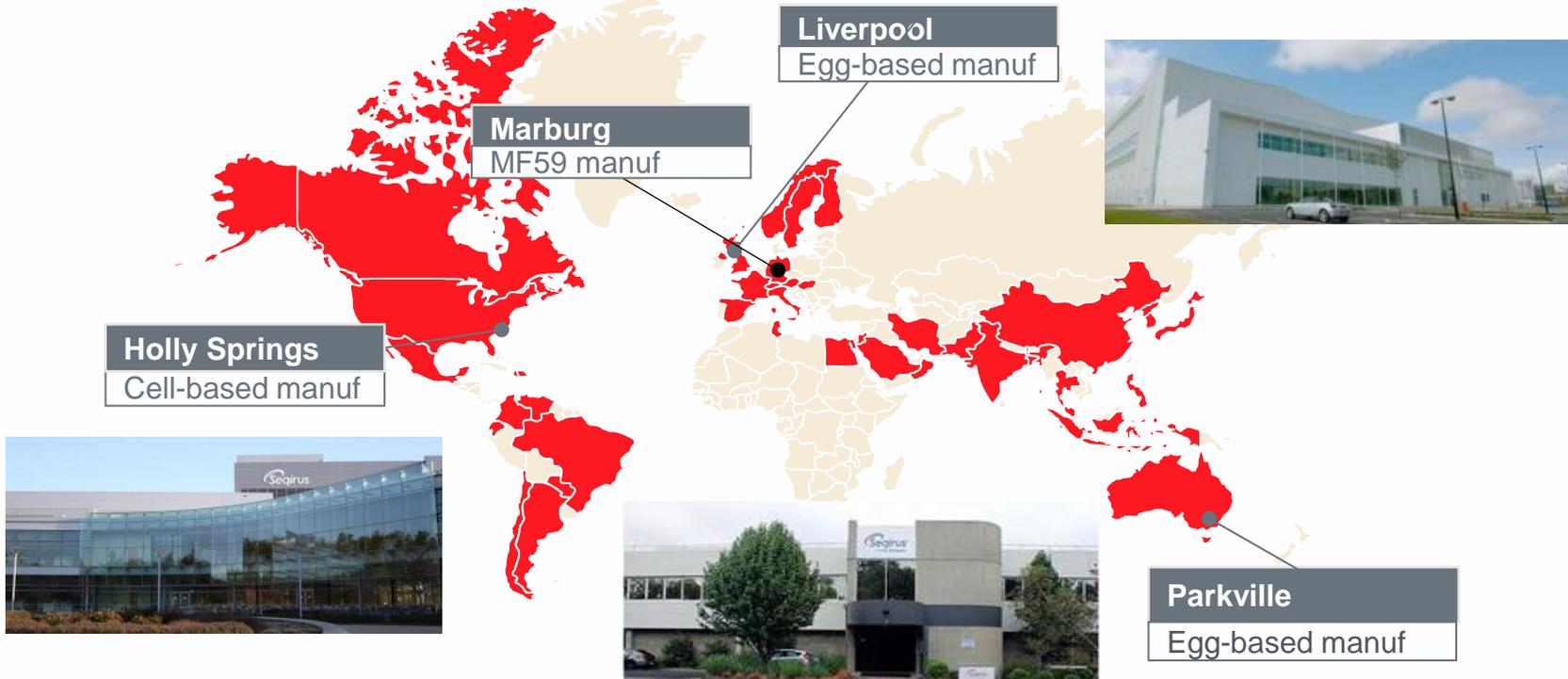


# Ruide JV - Presence in High Growth Market



- Acquisition of a majority stake in Chinese plasma fractionator Ruide in August 2017:
  - Modest entry point to key market
  - CSL Behring has operational control
- Plasma products market in China:
  - ~US\$3.3b in 2016
  - 5 year growth rate ~15%
- China is the fastest Ig growth market:
  - Second in volume to the US
  - Demand forecasted to outstrip supply
- Planning for plasma centre expansion

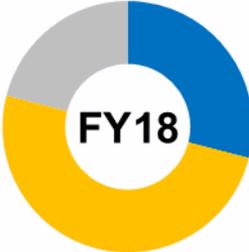
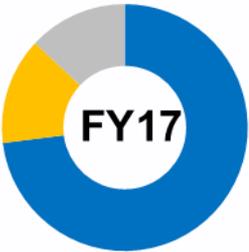
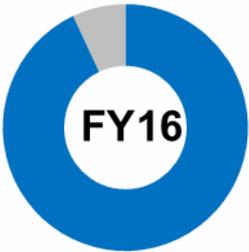
# Seqirus



# Seqirus

## Seasonal Influenza Sales Mix

Seqirus tracking to plan



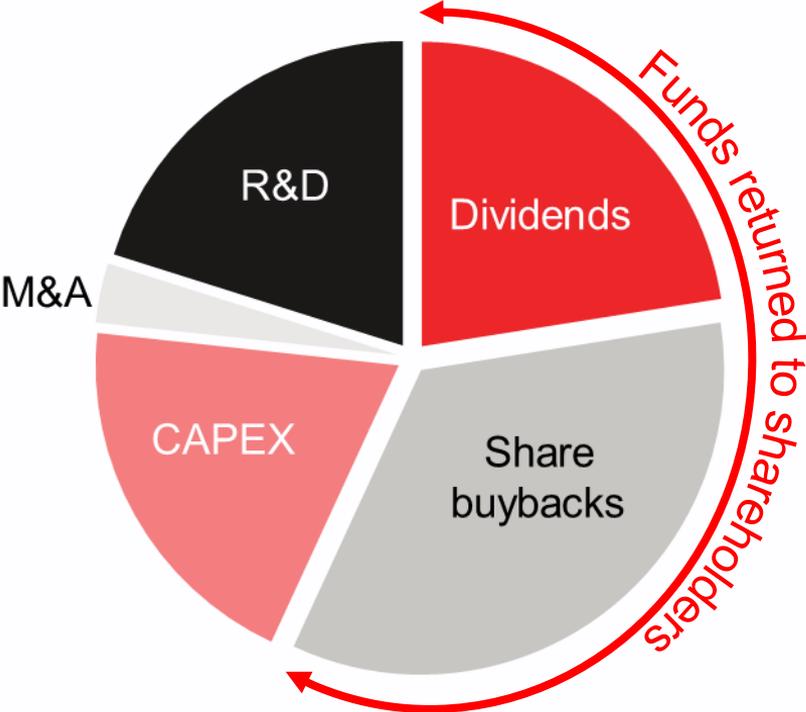
■ TIV

■ QIV

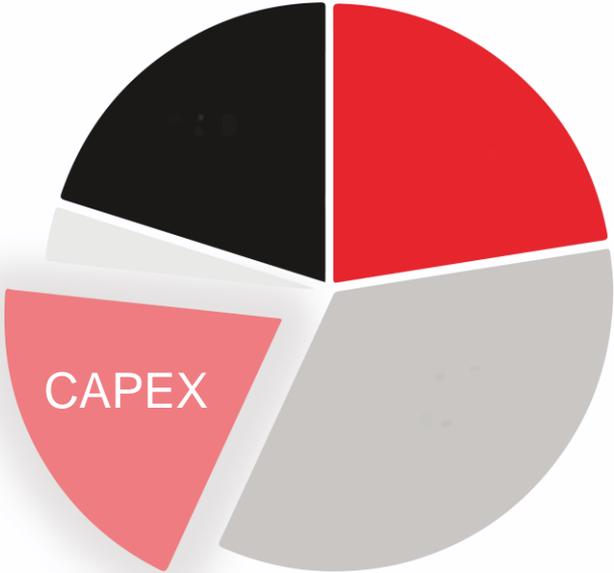
■ Flud®



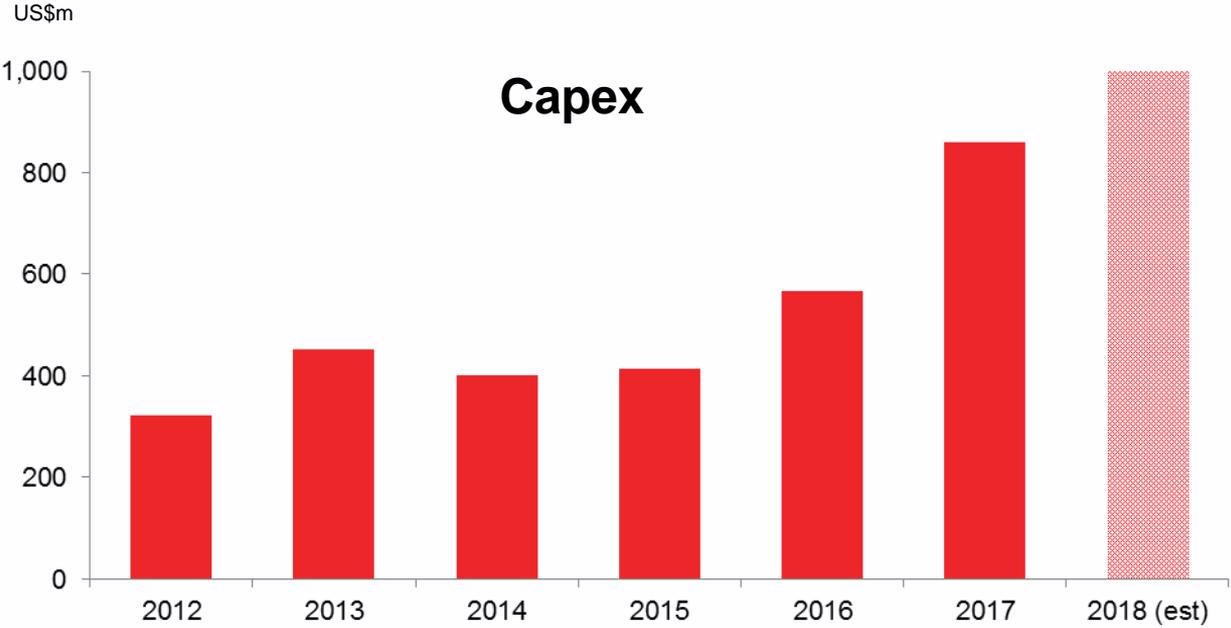
# Capital Allocation – Last 10 Years



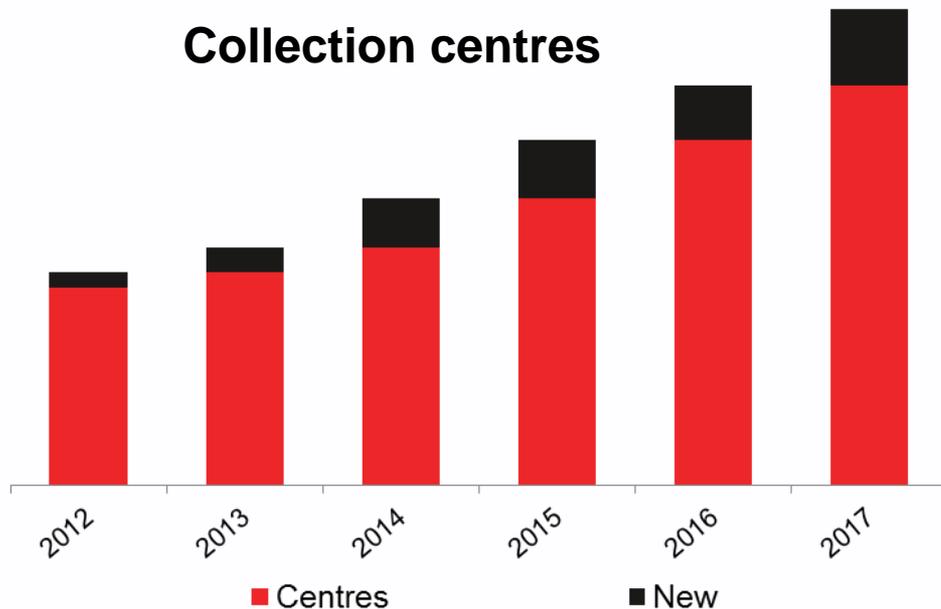
# Capital Expenditure



# Capital Expenditure



# Plasma Collection Network Expansion



## As of April 2018

- Collection centres 194
- Unmatched rate of centre openings
  - 2-3 per month

## Outlook

- ~25 to 30 centre openings in FY18
- CPL improves as more centres at peak efficiency
  - ~3 years from opening
- Replicating efficiencies in China over time

# Kankakee Facility

## Base Fractionation expansion



# Broadmeadows Facility

## Albumin & Immunoglobulins expansion



# Lengnau Facility

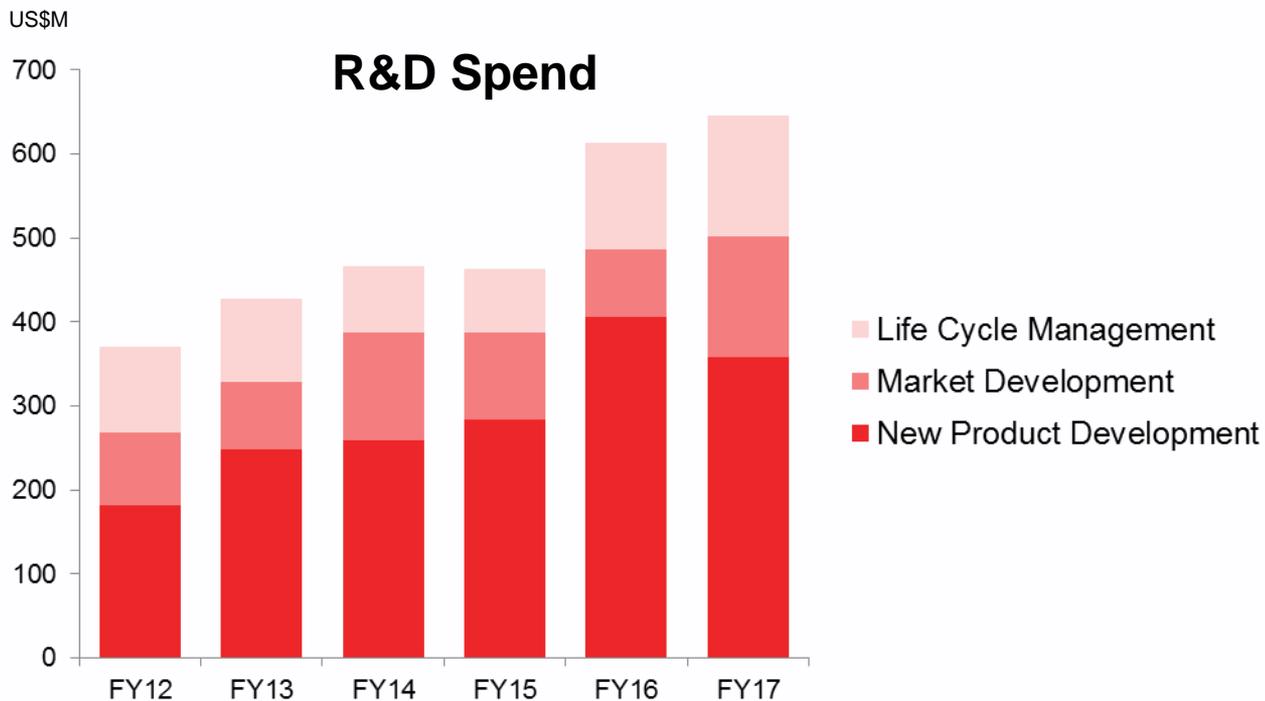
## Recombinant therapies - greenfields



# Research & Development



# Research & Development



# Research & Development

## TRANSPLANT

- Emerging franchise
- High unmet need
- Leverages existing products
- Vitaeris collaboration

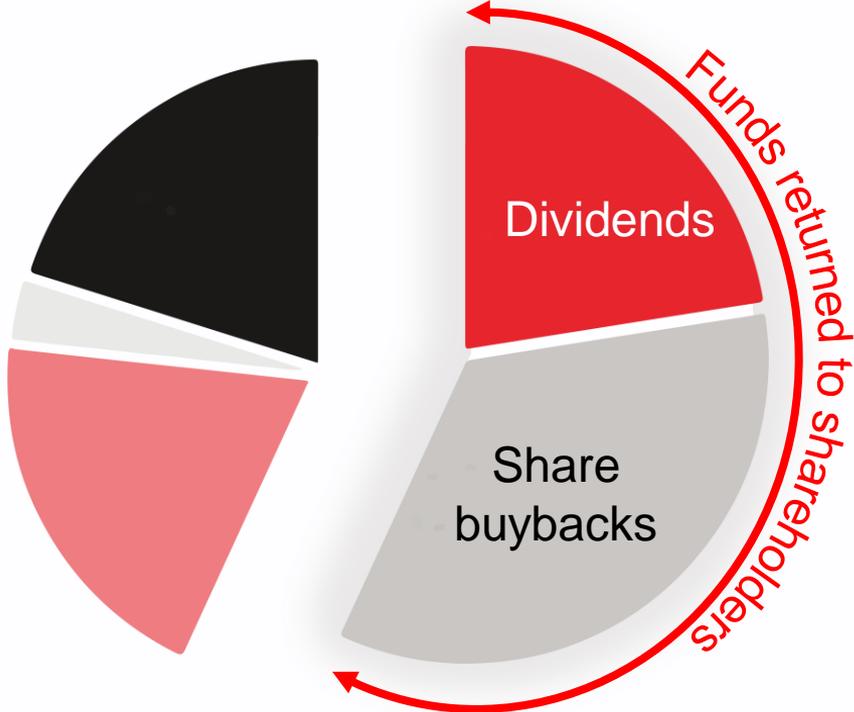
## CIDP

- Privigen® approved in US
- Hizentra® approved in US and EU

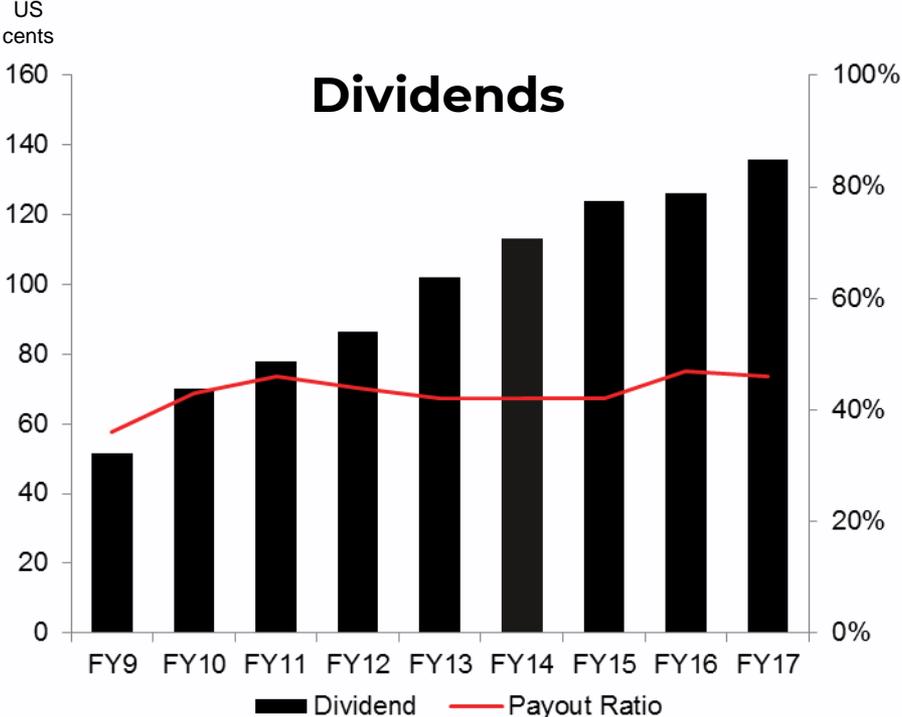
## OTHER DEVELOPMENTS

- Proprietary stem cell gene therapy platform - Calimmune acquisition
- CSL112 - Phase 3 study commencing 1H CY18
- CSL730 (Fc Multimer) – Phase 1 trial commenced

# Shareholder Returns

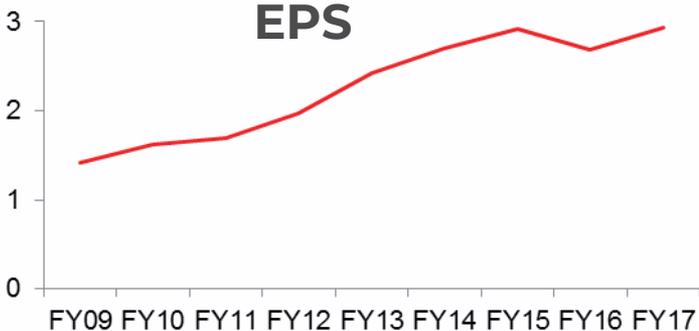


# Shareholder Returns



## Share Buybacks

- 24% earnings per share accretion
- WACC reduction



# Strong Platform to Deliver Sustainable Growth

- Market leader in US\$29b plasma protein industry
- Most efficient plasma collection network
- Broad portfolio of innovative products and global sales reach
- World class R&D capabilities
- 2<sup>nd</sup> largest manufacturer of influenza vaccines in US\$6b industry
- Strong balance sheet and cashflow

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## CSL Limited

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