

A photograph of two female scientists in a laboratory setting, overlaid with a green gradient. They are both wearing white lab coats and safety glasses. The scientist on the right is holding a multi-well plate with a yellow pipette tip, and both are looking at it with interest and smiles. The background shows vertical blinds.

# CSL Limited

David Lamont,  
Chief Financial Officer  
May 2017

RANJEETA PRASAD and MAE WONG  
CSL Bio21 Research Scientists  
Australia

# CSL at a glance


- Global #1 in plasma therapies
- Global #2 in influenza vaccines
- Strong R&D capability

**60+**   
Countries  
Of operations around the world

**6.0+**   
US\$ Billion  
In annual revenue

**17,000+**   
Employees around the world



**2.3**   
US\$ Billion  
In R&D investments in last 5 years  
advances exciting pipeline

**1,100+**   
R&D employees

**160+**   
Plasma collection centres across  
Europe and North America

# CSL Purpose Statement and Values

## Our Purpose

The people and science of CSL save lives around the world. We develop and deliver innovative specialty biotherapies, helping people with life-threatening conditions live full lives. Our Values guide us in creating sustainable value for our stakeholders.

### **Customer Focus:**

We are passionate about meeting the needs of our customers

### **Innovation:**

We seek better ways of doing things

### **Integrity:**

We are ethical and honest at all times

### **Collaboration:**

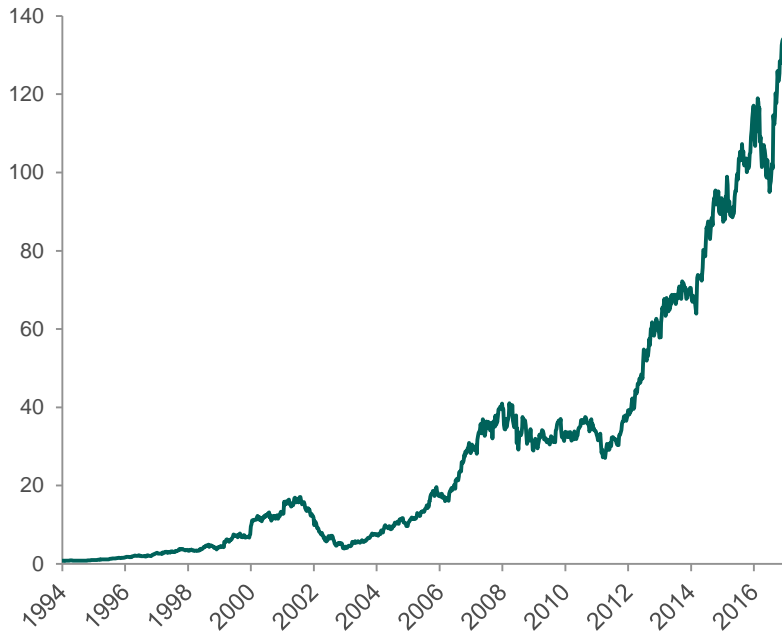
We work together to achieve better results

### **Superior Performance:**

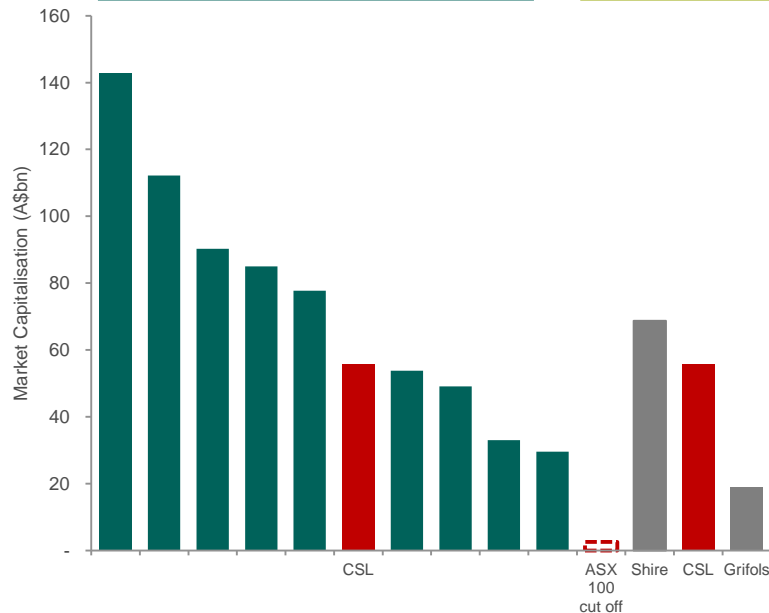
We strive to be the best at what we do

# Outstanding returns since IPO

Share price  
A\$p.s.



ASX Top 10 Listed Companies  
(#6, ~A\$60bn market cap)



Comparable  
in scale to  
key plasma  
competitors

# CSL businesses

## CSL BEHRING

Global  
14,000+ employees

Develops, manufactures & markets biotherapies for:

- Coagulation disorders
- Immunological disorders
- Pulmonary therapies
- Wound healing therapies
- Critical care therapies

Operates one of the world's largest plasma collection networks.

## SEQIRUS

Global  
1,500+ employees

- Second-largest influenza vaccine provider in the world.
- Provides influenza vaccine to both the Northern and Southern hemispheres, protecting Australia, the UK and the US from the ever-present threat of an influenza pandemic.
- Our broad portfolio of influenza products are sold in more than 20 countries around the world.

## RESEARCH & DEVELOPMENT

Global - 1,100+ employees

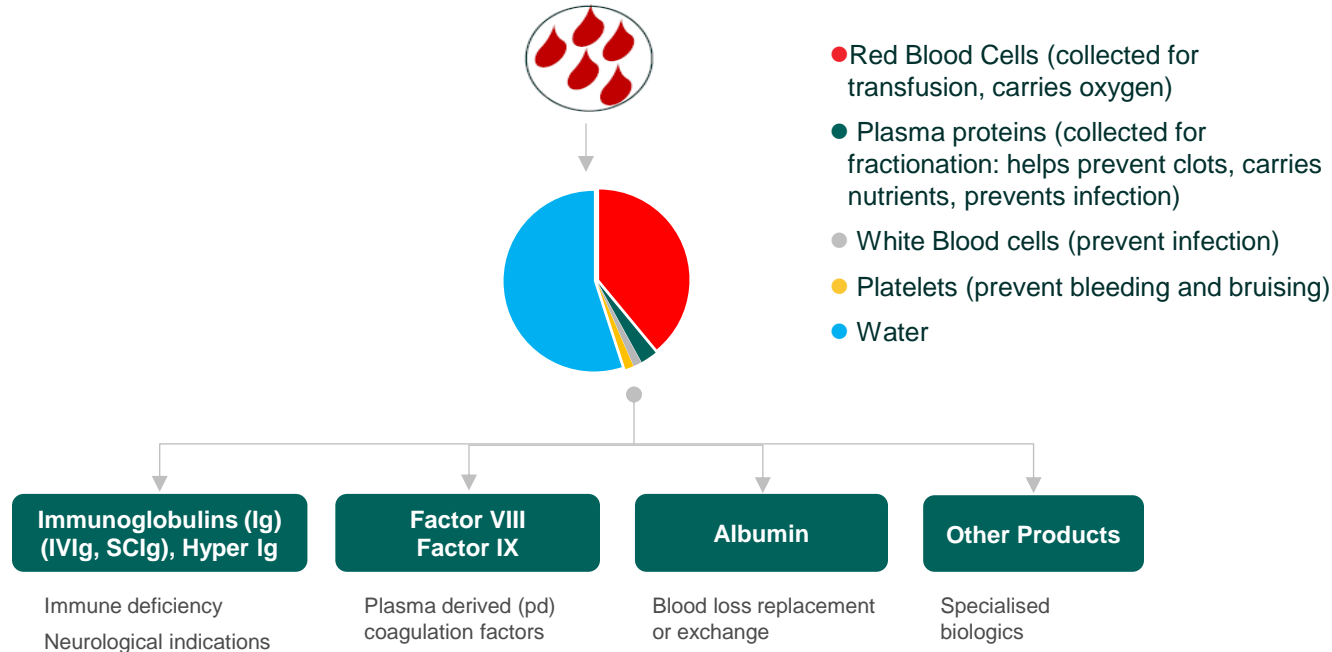
Develops new & improved protein-based therapies for treating serious illnesses.

- Haemophilia
- Immunoglobulins
- Speciality plasma products
- Breakthrough medicines

# Blood Plasma fundamentals

Blood primarily consists of cells and plasma

Plasma proteins are extracted and used in a number of therapeutic treatments





# Manufacturing Network



## **Bern, Switzerland**

- 1,400 employees
- Core products: immunoglobulins
- Specialty products: albumin, anti-D-hyperimmune, cyto-megalievirus-hyperimmune



## **Broadmeadows, Melbourne, Australia**

- 800+ employees
- Toll plasma fractionation services for Australia, New Zealand, Hong Kong, Malaysia, Singapore and Taiwan
- Core products: coagulation factors, critical care and immunoglobulins



## **Marburg, Germany**

- 2,400 employees
- Core products: coagulation factors and critical care
- Specialty products: hyperimmunes



## **Kankakee, Illinois, United States**

- 1,200 employees
- Core products: albumin, intermediate pastes
- Specialty products: coagulation factors,  $\alpha_1$ -proteinase inhibitor



# Seqirus



# Global burden of influenza

Each year, influenza related illness:

- Attacks **5%–10%** of adults and 20-30% of children globally<sup>1</sup>
- Causes **3 million – 5 million** cases of severe illness<sup>1</sup>
- Causes up to **500,000** deaths annually<sup>1</sup>
- **All** countries are affected
- Significant economic costs: Medical care and lost labour in the US alone costs up to **USD \$17bn** annually



## Northern hemisphere

Influenza peak:  
November–March

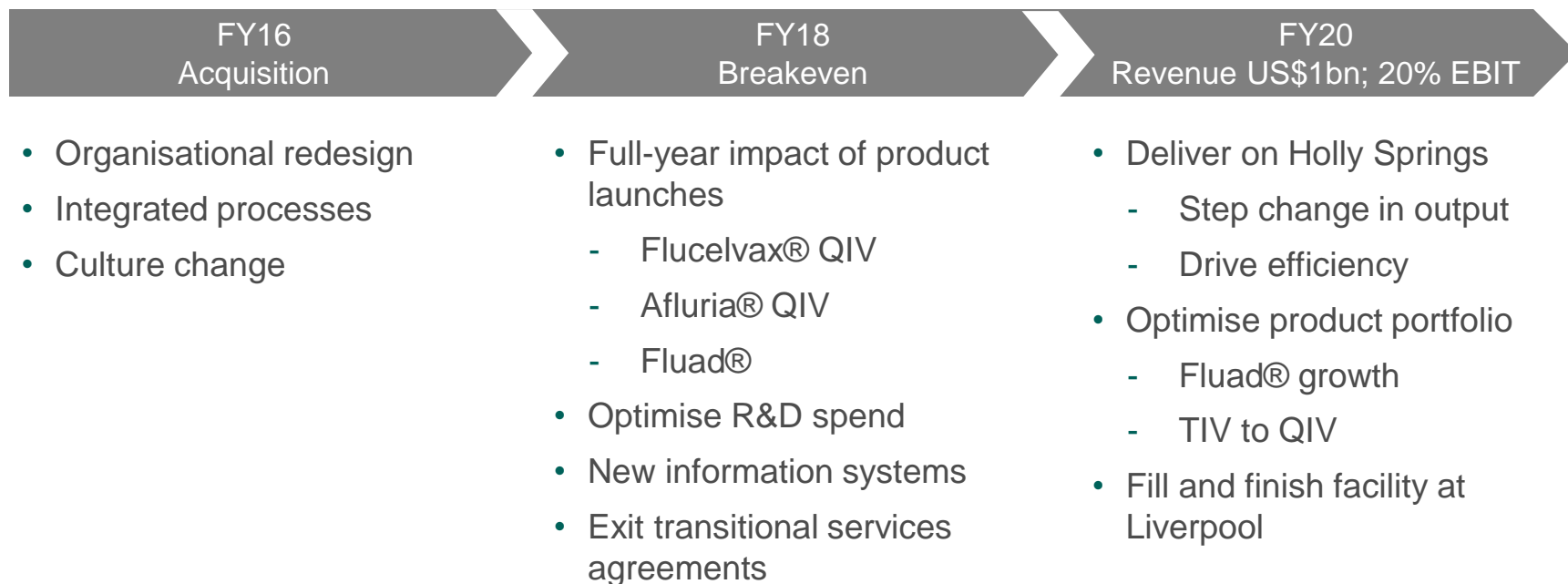
## Tropics

Year-round activity

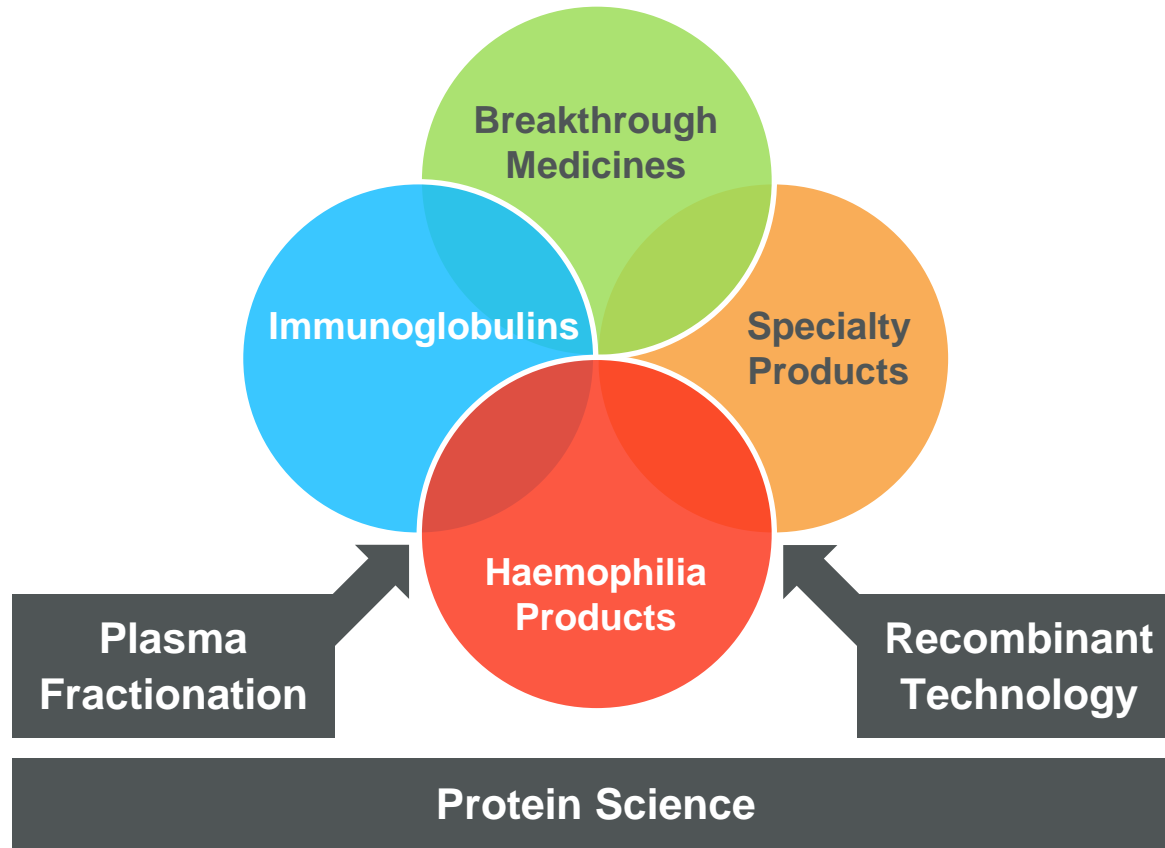
## Southern hemisphere

Influenza peak:  
April–September

# Seqirus turnaround on track



# Strong commitment to R&D



# Near Term Products

2016	2017	2018	2019	2020	2021
PRIVIGEN® IsoLo	PRIVIGEN® CIDP US	HIZENTRA® CIDP US/EU	HIZENTRA® CIDP Japan  PRIVIGEN® Japan PID/SID		
IDELVION® US IDELVION® EU IDELVION® Japan AFSTYLA® US	AFSTYLA® EU/Japan				CSL689 rVlla-FP Prophylaxis CSL689 rVlla-FP On Demand
	CSL830 HAEGARDA™ US  KCENTRA® Japan	CSL830 EU			
AFLURIA® QIV 18+ US & AUS FLUAD® TIV 65+ US FLUCELVAX® QIV 4+ US	AFLURIA® QIV 5-17yr US	AFLURIA® QIV 6m-5yr US FLUAD® QIV 6m-5yrs US AFLURIA® QIV 5-17yr AUS	AFLURIA® QIV 6m-5yr AUS  QIV EU		

Immunoglobulins

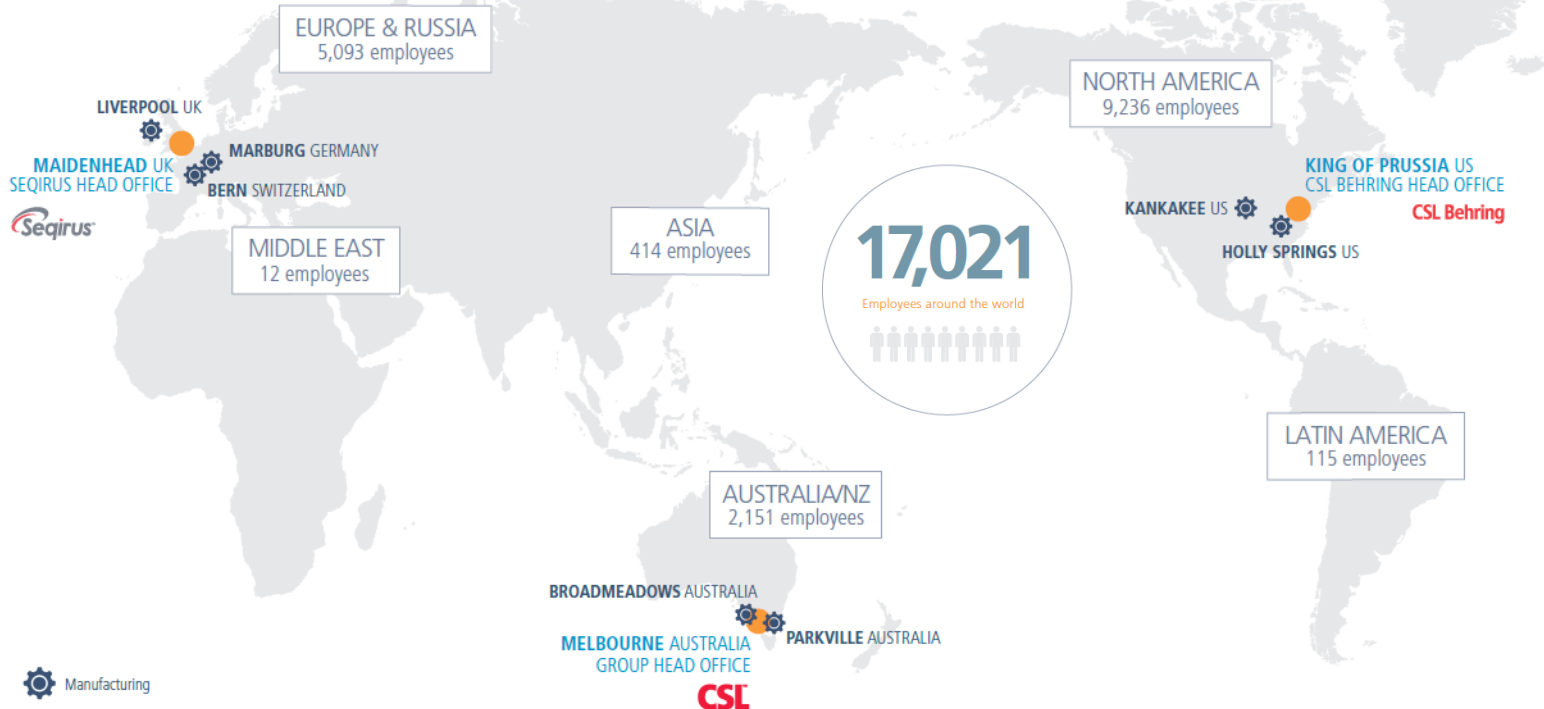
Haemophilia

Specialty Products

Vaccines & IP

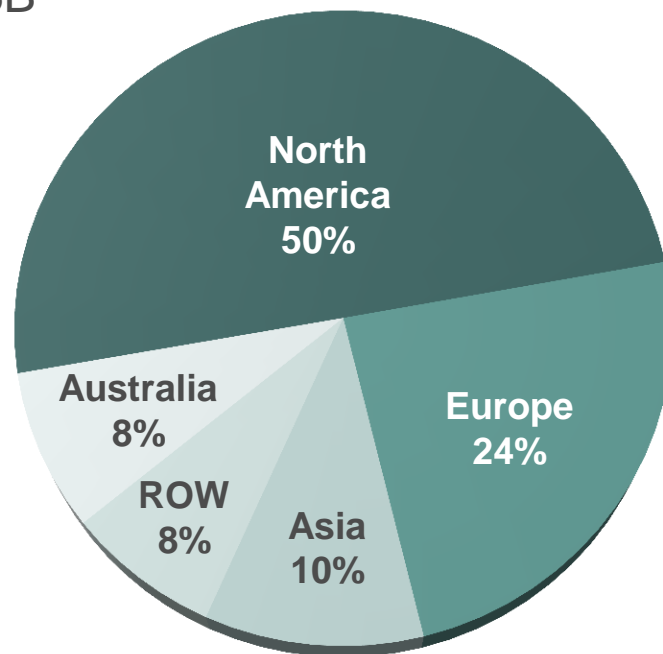
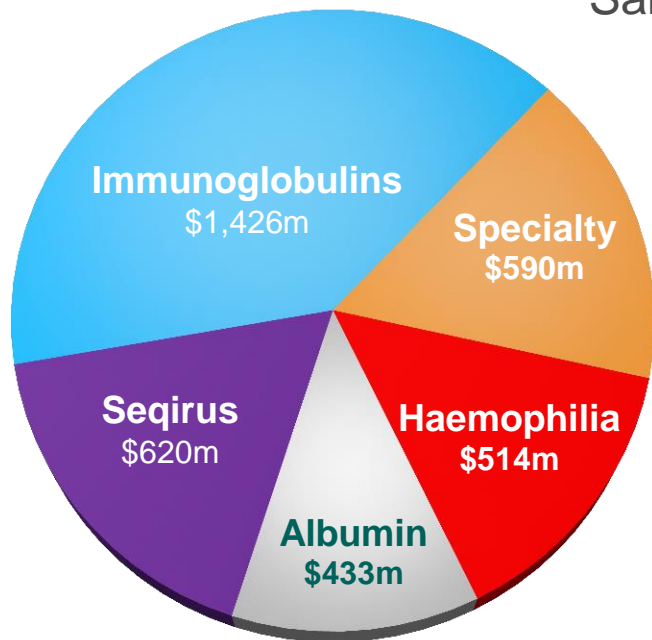
# Global Workforce

## Our Organisation



# Group Sales

CSL H117  
Sales US\$3.6B



# 1H17 Highlights

	Drivers	Commentary
<b>IMMUNOGLOBULINS</b> sales \$1,426m +22% <sup>1</sup>	 	<ul style="list-style-type: none"> <li>Focussed sales &amp; marketing efforts</li> <li>CIDP indication in Europe</li> <li>New patients, increasing home treatment</li> </ul>
<b>HAEMOPHILIA</b> sales \$514m +2% <sup>1</sup>	 	<ul style="list-style-type: none"> <li>Strong patient penetration of Idelvion® in US &amp; EU</li> <li>Transition from Helixate®</li> </ul>
<b>SPECIALTY</b> sales \$590m +25% <sup>1</sup>	 	<ul style="list-style-type: none"> <li>Restructured &amp; fully established sales force</li> <li>Increasing awareness and diagnosis of HAE</li> </ul>
<b>ALBUMIN</b> sales \$433m +19% <sup>1</sup>		<ul style="list-style-type: none"> <li>Enhanced sales &amp; marketing efforts in China</li> <li>Solid growth in Turkey &amp; Brazil</li> </ul>
<b>SEQIRUS</b> revenue \$620m +14% <sup>1</sup>	 	<ul style="list-style-type: none"> <li>More normal influenza season</li> <li>Zostavax* public launch in Australia</li> </ul> <p><small>* Zostavax is a registered trademark of Merck &amp; Co. Inc</small></p>



# Outlook for FY17

- Continued strong demand for plasma therapy products
- Ongoing growth in rCOAGs sales contribution
- Continued progress of Seqirus turnaround

***NPAT growth<sup>1</sup> ~ 18-20% @ CC<sup>2</sup>***  
***EPS growth to exceed NPAT growth***

<sup>1</sup> Excludes one-off gains and costs (net \$90m) relating to the acquisition of NVS-IV from FY16

<sup>2</sup> Constant Currency (CC) removes the impact of exchange rates movements to facilitate comparability

# Strategic Objectives



# Thank You

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