CSL at a glance

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

<table>
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<tr>
<th>Customer Focus:</th>
<th>Innovation:</th>
<th>Integrity:</th>
<th>Collaboration:</th>
<th>Superior Performance:</th>
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<tbody>
<tr>
<td>We are passionate about meeting the needs of our customers</td>
<td>We seek better ways of doing things</td>
<td>We are ethical and honest at all times</td>
<td>We work together to achieve better results</td>
<td>We strive to be the best at what we do</td>
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Outstanding returns since IPO

Share price
A$p.s.

Market capitalisation (A$bn)

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

- Red Blood Cells (collected for transfusion, carries oxygen)
- Plasma proteins (collected for fractionation: helps prevent clots, carries nutrients, prevents infection)
- White Blood cells (prevent infection)
- Platelets (prevent bleeding and bruising)
- Water

- Immunoglobulins (Ig) (IVIg, SCIg), Hyper Ig
  - Immune deficiency
  - Neurological indications

- Factor VIII Factor IX
  - Plasma derived (pd) coagulation factors

- Albumin
  - Blood loss replacement or exchange

- Other Products
  - Specialised biologics

- White Blood Cells (collected for fractionation: helps prevent clots, carries nutrients, prevents infection)
- Platelets (prevent bleeding and bruising)
- Water
CSL’s plasma collection footprint

CSL Behring has an integrated network of over 160 plasma collection centres augmented by sufficient secured supply and rollout plans to meet CSL’s future plasma needs.

**US states with CSL Plasma Collection Centres**

US (151)

- WA
- OR
- NV
- UT
- CO
- NE
- IA
- WI
- MI
- IL
- IN
- OH
- KY
- TN
- NC
- SC
- LA
- MS
- AL
- GA
- FL
- TX
- OK
- KS
- MO
- IA
- ND
- SD
- MT
- WY
- CO
- AZ
- NM

**German cities with CSL Plasma Collection Centres**

- Germany (8)

- Kiel
- Bremen
- Braunschweig
- Berlin
- Frankfurt
- Nuremberg
- Goettingen
- Bielefeld

**Hungarian cities with CSL Plasma Collection Centres**

- Hungary (2)

- Budapest
- Miskolc
- Nyiregyháza

**US Headquarters**

- Boca Raton, Florida

**US Testing Laboratory**

- Knoxville, Tennessee

**US Logistics Centres**

- Indianapolis, Indiana, IN
- Mesquite, Texas, TX

**EU Headquarters**

- Marburg, Germany

**EU Testing Laboratory**

- Goettingen, Germany

**EU Logistics Centre**

- Schwalmstadt, Germany

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7
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, alpha₁-proteinase inhibitor
Liverpool
Cell-based manuf

Marburg
MF59 manuf

Holly Springs
Cell-based manuf

Parkville
Egg-based manuf

Seqirus
Global burden of influenza

Each year, influenza related illness:

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

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Seqirus turnaround on track

**FY16**
- Acquisition
  - Organisational redesign
  - Integrated processes
  - Culture change

**FY18**
- Breakeven
  - Full-year impact of product launches
    - Flucelvax® QIV
    - Afluria® QIV
    - Fluad®
  - Optimise R&D spend
  - New information systems
  - Exit transitional services agreements

**FY20**
- Revenue US$1bn; 20% EBIT
  - Deliver on Holly Springs
    - Step change in output
    - Drive efficiency
  - Optimise product portfolio
    - Fluad® growth
    - TIV to QIV
  - Fill and finish facility at Liverpool
Strong commitment to R&D
Near Term Products

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<td>HIZENTRA® CIDP US/EU</td>
<td>HIZENTRA® CIDP Japan</td>
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* Calendar Years

Core Capabilities:
- Haemophilia
- Immunoglobulins
- Specialty Products
- Vaccines & IP

Additional Information:
- CSL689 rVIIa-FP Prophylaxis
- CSL689 rVIIa-FP On Demand
Global Workforce
Group Sales

CSL H117
Sales US$3.6B

Immunoglobulins
$1,426m

Seqirus
$620m

Haemophilia
$514m

Albumin
$433m

Specialty
$590m

North America
50%

Australia
8%

ROW
8%

Europe
24%

Asia
10%
1H17 Highlights

Drivers

- IMMUNOGLOBULINS sales $1,426m +22%\(^1\)
- HAEMOPHILIA sales $514m +2%\(^1\)
- SPECIALTY sales $590m +25%\(^1\)
- ALBUMIN sales $433m +19%\(^1\)
- SEQIRUS revenue $620m +14%\(^1\)

Commentary

- Focussed sales & marketing efforts
- CIDP indication in Europe
- New patients, increasing home treatment
- Strong patient penetration of Idelvion\(^\circledR\) in US & EU
- Transition from Helixate\(^\circledR\)
- Restructured & fully established sales force
- Increasing awareness and diagnosis of HAE
- Enhanced sales & marketing efforts in China
- Solid growth in Turkey & Brazil
- More normal influenza season
- Zostavax* public launch in Australia

* Zostavax is a registered trademark of Merck & Co. Inc

\(^1\) Growth shown at constant currency to remove the impact of exchange rate movements, facilitating comparability of operational performance.
Outlook for FY17

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

**NPAT growth**\(^1\) ~ 18-20% @ CC\(^2\)

**EPS growth to exceed NPAT growth**

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\(^1\) Excludes one-off gains and costs (net $90m) relating to the acquisition of NVS-IV from FY16
\(^2\) Constant Currency (CC) removes the impact of exchange rates movements to facilitate comparability
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
Thank You

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