# Paul Perreault
## CEO & Managing Director

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CELEBRATING 100 CSL
Just getting started

CSL

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# CSL Today

**CSL is a global specialty biotherapeutics company that develops and delivers innovative biotherapies that save lives, and help people with life-threatening medical conditions live full lives**

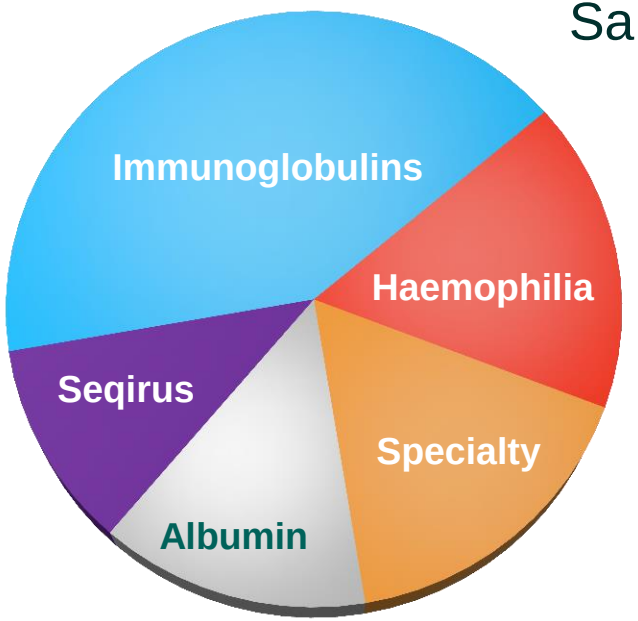

**Global #1 in plasma therapies, #2 in influenza vaccines**

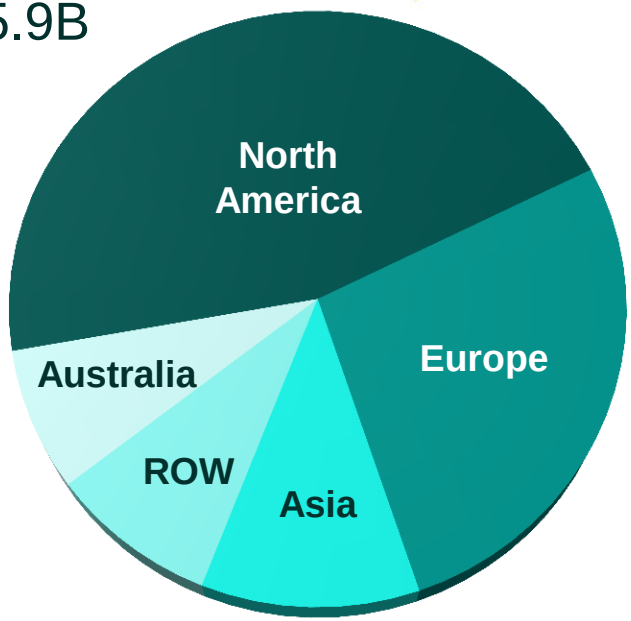
# CSL Behring Recent Highlights

- FY16 product sales up 10% @ constant currency
- IDELVION® (rFIX-FP) approved by US FDA, EMA, Japan PMDA and Health Canada
- AFSTYLA® (rFVIII-SC) approved by US FDA and EMA
- Respreeza® (AATD) approved by the EMA
- Filed CIDP indication for Privigen® in US
- Hizentra® CIDP trial on track
- Haegarda™ filed in US
- New Privigen® (IVIG) manufacturing facility approved by US FDA

# Group Sales

FY16
Sales US$5.9B

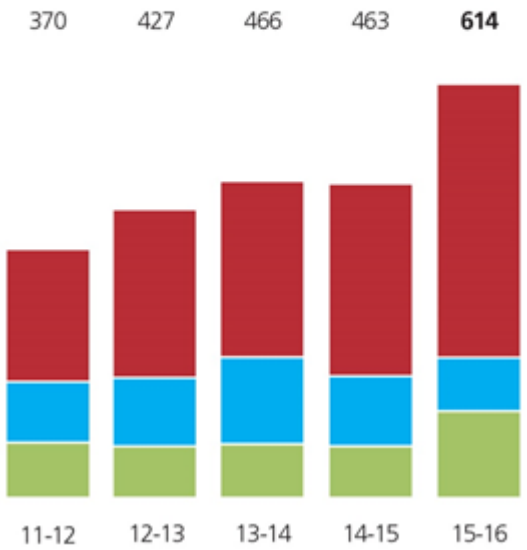



**Broad portfolio of products and geographic reach**

# Commitment to R&D

Research and Development Investment (US$ millions)



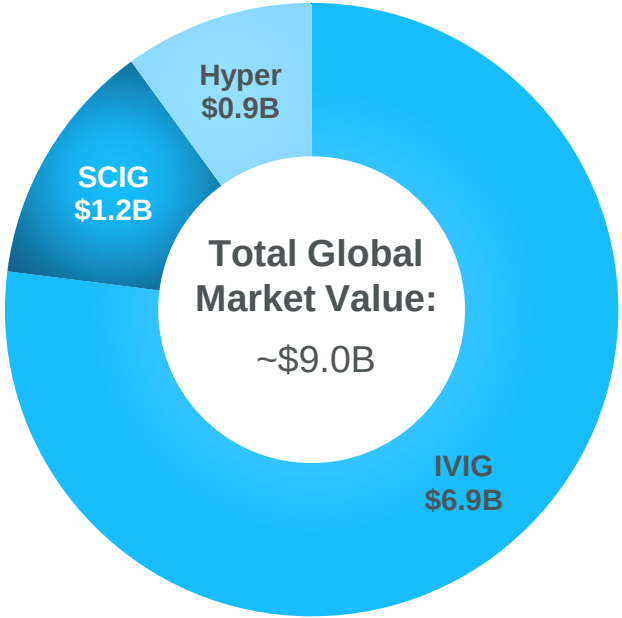

- **New Product Development** activities focus on innovative new therapies for life-threatening diseases.
- **Market Development** strategies seek to bring therapies to new markets and new indications.
- **Life Cycle Management** ensures continuous improvement of existing products.

**R&D investment growing to ~10-11% of sales**

- Accelerate CSL's exciting pipeline of assets

# Immunoglobulins Global Market

- Global market volume growth projected at 5-7% in 2017
- Demand driven by medical need
- Medical education and brand promotion drive PRIVIGEN® and HIZENTRA® growth
- Growing patient acceptance of subcutaneous delivery in developed and emerging markets
- Evidence-based opportunities for future indications




**Sources:** Company 3Q 2016 reports, Markets and Markets Plasma Fractionation Report 2016, based on 2015 data, CSL Actuals FY16

# Global IG Franchise: Strategic Objectives

**GROW** our Current Franchise by:

- Maximising current indications globally: continue geographic expansion; accelerate subcutaneous growth; launch 5 & 10 ml PFS in 2017

**BUILD** a Leading Neuro Franchise by:

- Focusing on CIDP: PRIVIGEN® today, HIZENTRA® in the near term; new neurology indications such as myositis in the future

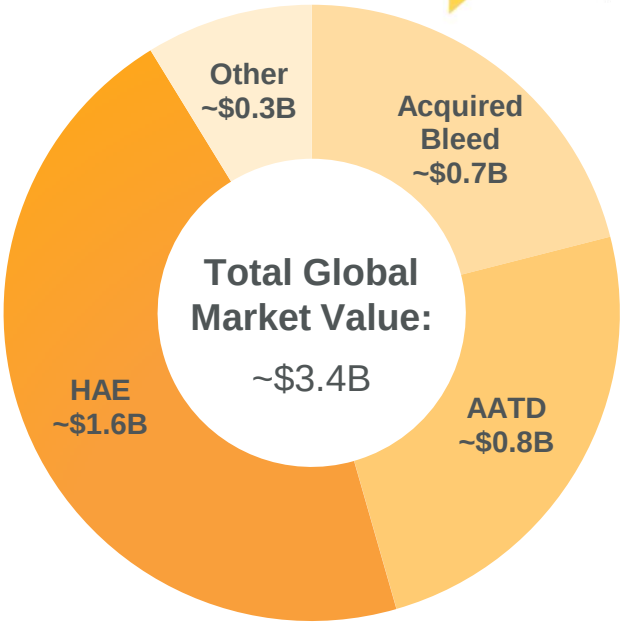
**EXPAND** the Global Franchise by:

- Continue to invest in a broad range of potential new indications, product innovations and disruptive technologies

**Category Leadership**

# Specialty Global Market

- Orphan/rare diseases
- Unmet medical need
- Often under or misdiagnosed
- Awareness and education
- Significant patient value




**Sources:** Company annual reports/financial schedules, based on 3Q 2016 data, MRB WW Plasma Fractionation Market 2016 interim report, CSL Actuals FY16

# HAE Franchise

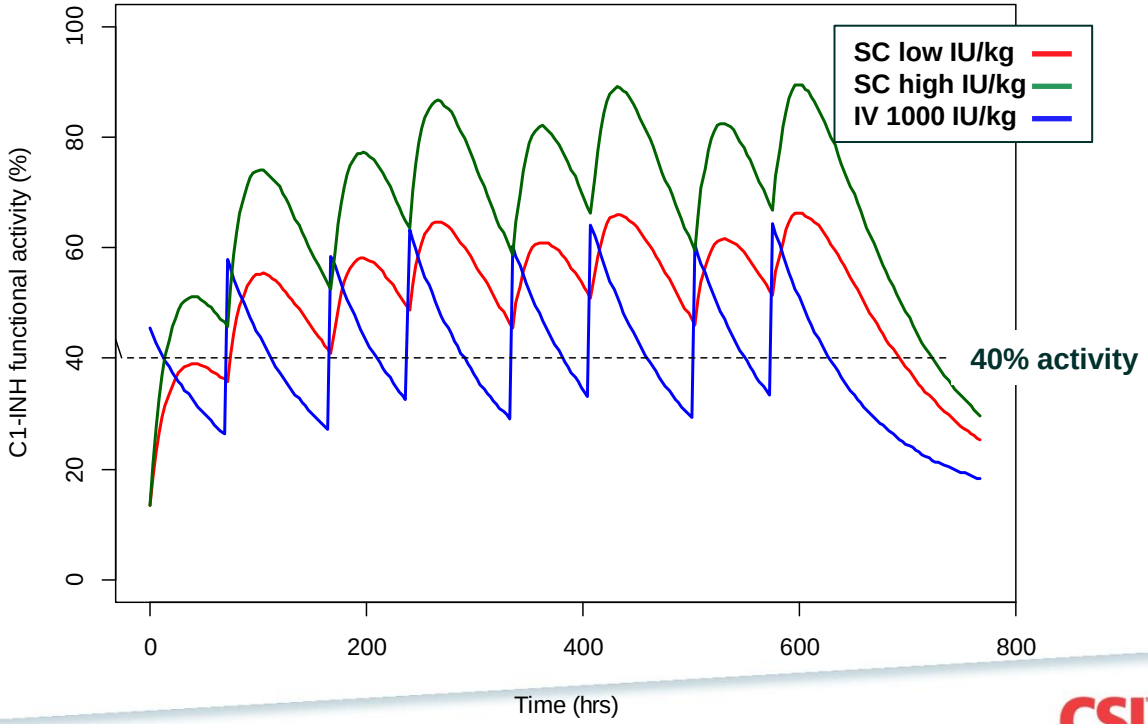
Revenue Potential of $0.75M – $1B p.a.

| HAEGARDA™ | BERINERT® |
| --- | --- |
| *Most effective in preventing HAE attacks* | *Most effective in stopping HAE attacks* |

PK data to reinforce consistent levels for Sub-Q

# Subcutaneous Dosing Maintains Trough above Protective C1-INH Level

- SC trough remains above predictive 40% threshold
- Reduced attack rate

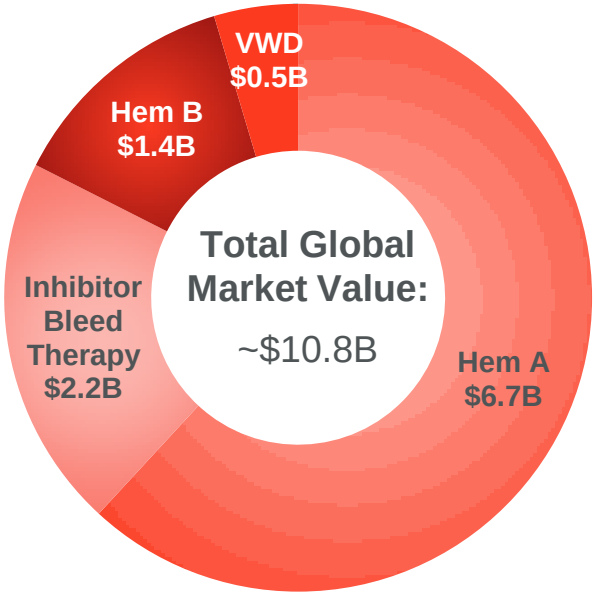





References: Zuraw et al. Allergy 2015; 70: 1319-1328

# Haemophilia Global Market

- Recombinants growing in developed markets
- 75% of patients with bleeding disorders are under/un-treated
- Launches of multiple longer-acting products in Hem-A space
- Payers contemplating active category management
- Rapid transition of Hem-B category



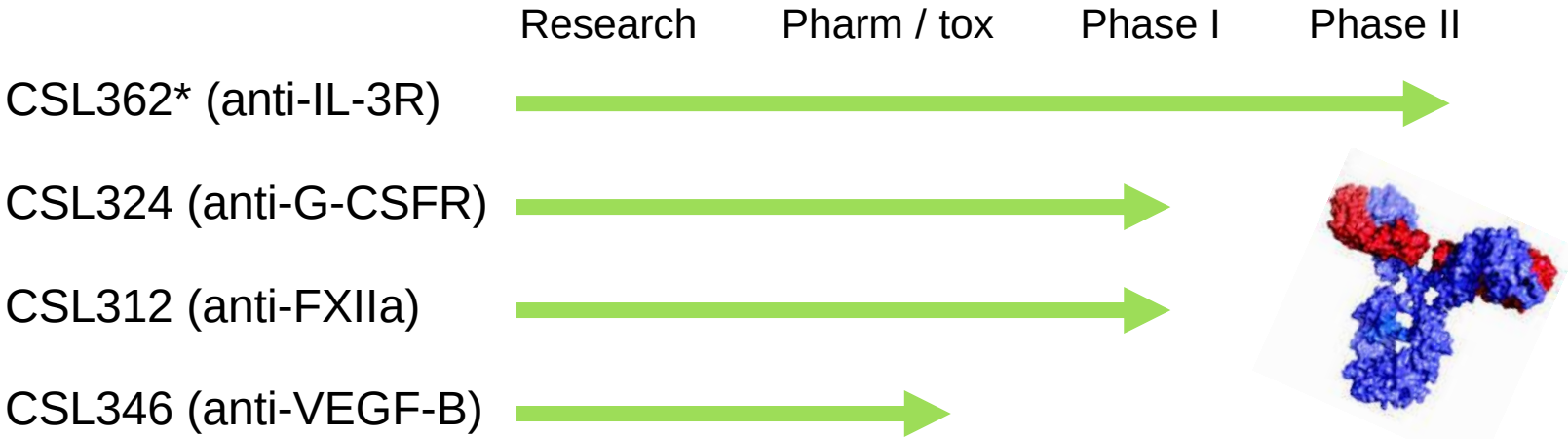

**Sources:** Company 3Q 2016 reports/financial schedules, based on 2016 data, MRB global Coagulation Factors Concentrate Market 2015 & 2016, Hemophilia World, December 2013, Vol 20. No 3, CSL Actuals FY16

# Recombinant Coagulation Launches

| | | US | EU | Japan |
|---|---|---|---|---|
| IDELVION® Coagulation Factor IX (Recombinant), Albumin Fusion Protein | • Unique albumin fusion protein<br>• New SOC for haemophilia B<br>• Increased protection and convenience | Launched | Launched | Launched |
| AFSTYLA® Antihemophilic Factor (Recombinant), Single Chain | • Unique single chain design<br>• Longer acting (2-3x weekly dosing)<br>• Increased vWF affinity | Launched | Q1’17 | Q1’18 |

# Breakthrough Medicines

- Portfolio of preclinical and early-mid stage clinical opportunities consistent with CSL commercial objectives
- Delivery of high quality candidates for clinical development




*Partnered with Janssen Biotech

# Breakthrough Medicines – CSL112

**Unmet Medical Need:**

- Approximately 20% of patients that survive a heart attack will experience a recurrent CV event within one year
- About half of these will occur in the first month post index event

**Potential Clinical Benefit:**

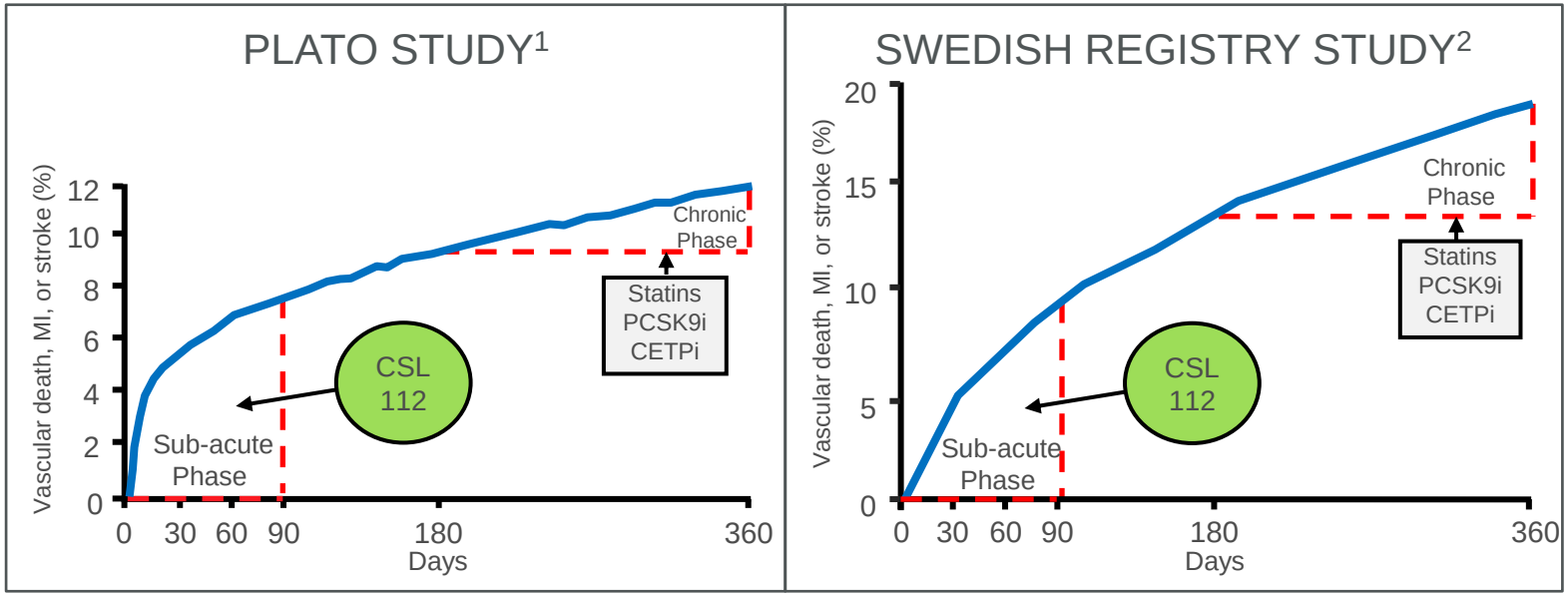
Significant reduction in early, recurrent CV events (CV death, Recurrent MI, stroke) in high-risk ACS patients

**MOA:**

Rapidly removes cholesterol from atherosclerotic lesions/plaque via significantly enhanced cholesterol efflux

**Source:** WHO 2013 Update; CDC Heart Disease Fact Sheet August 2014

# Uncontested sub-acute market space




**Sources:**
**1.** Figure adapted from Wallentin L, et al. *N Engl J Med.* 2009;361:1045-1057
**2.** Figure adapted from Jernberg T, et al. *Eur Heart J*. 2015;36:1163-1170

# Seqirus

No. 2 global influenza vaccine manufacturer

## Operations

- Enhanced efficiency, sharing of best practices
- New formulation facility in Liverpool

## Product launches

- Recent US launch of Flucelvax Quadrivalent™ and Fluad™
  - Full year impact from FY18
- Afluria Quad™ approved by Australian TGA
- Seqirus influenza vaccines 1st to market in the US

## Clinical trials

- Fluad™: quadrivalent in elderly and paediatric
- Afluria Quad™: paediatric

***Business turnaround on track***

# Exciting Recent Developments

## Collaboration and License Agreement with Momenta for recombinant Fc mimetic molecule

- Neurological indications treated by Ig are mediated by the Fc portion of Ig molecule
- M230 is a trimeric Fc construct and a selective immunomodulator of Fc receptors
- Plan to start Phase 1 clinical trial this year
- Research collaboration for additional Fc multimer proteins

## Investment in the newly established AU$230M Biomedical Translation Fund

- Largest life sciences fund in Australia, managed by Brandon Capital Partners

## Launch of AU$25 million CSL Centenary Fellowships

# CSL Strategy for Profitable Growth

**Future Growth Pipeline**

- CSL 112 – new treatment paradigm in ACS
- Hizentra® expansion into neurology
- CSL 830 (Haegarda) – HAE
- Pipeline antibodies
- Targeted business development

**Growth Drivers**

**Seqirus**

- Drive Seqirus business to profitability
- Successfully launch pipeline vaccines

**CSL Behring**

- Launch and grow Idelvion® & Afstyla®
- Maintain leadership in Ig and albumin
- Grow high-margin specialty products

**Core Plasma**

- Relentless commitment to lowest cost base
- Remain ahead of the demand curve
- Organic growth of core plasma products

**Sustained Financial Performance**

**Paul Perreault**
**CEO & Managing Director**

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