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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.

- **30+ Countries**: Of operations around the world
- **6.0+ Billion**: In annual revenue
- **17,000+ Employees**: Around the world
- **2.3 Billion**: In R&D investments in last 5 years advances exciting pipeline
- **1,100+ R&D employees**
- **150+ Plasma collection centres**: Across Europe and North America

Global #1 in plasma therapies, #2 in influenza vaccines
• 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
FY16 Sales US$5.9B

Broad portfolio of products and geographic reach
Commitment to R&D

R&D investment growing to ~10-11% of sales
- Accelerate CSL’s exciting pipeline of assets

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.
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

**Total Global Market Value:** ~$9.0B

- IVIG $6.9B
- SCIG $1.2B
- Hyper $0.9B
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
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™**  
Most effective in preventing HAE attacks

**BERINERT®**  
Most effective in stopping HAE attacks
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

## Recombinant Coagulation Launches

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<tr>
<td><strong>Idelvion</strong></td>
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<td>Coagulation Factor IX</td>
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<td>(Recombinant), Albumin</td>
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<td>Fusion Protein</td>
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<td>• New SOC for haemophilia B</td>
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<td>• Increased protection</td>
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<td>and convenience</td>
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| **Afstyla**             |             |             |             |
| Antihemophilic Factor    |             |             |             |
| (Recombinant), Single    |             |             |             |
| Chain                   |             |             |             |
| • Unique single chain    |             |             |             |
| design                  |             |             |             |
| • Longer acting (2-3x    |             |             |             |
| weekly dosing)          |             |             |             |
| • Increased vWF affinity |             |             |             |
| Launched                | Q1’17       | Q1’18       |             |
• Portfolio of preclinical and early-mid stage clinical opportunities consistent with CSL commercial objectives
• Delivery of high quality candidates for clinical development

CSL362* (anti-IL-3R)
CSL324 (anti-G-CSFR)
CSL312 (anti-FXIIa)
CSL346 (anti-VEGF-B)

*Partnered with Janssen Biotech
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

**PLATO STUDY**

- Vascular death, MI, or stroke (%)
- Days: 0, 30, 60, 90, 180, 360
- Phases: Sub-acute, Chronic
- Treatments: Statins, PCSK9i, CETPi

**SWEDISH REGISTRY STUDY**

- Vascular death, MI, or stroke (%)
- Days: 0, 30, 60, 90, 180, 360
- Phases: Sub-acute, Chronic
- Treatments: Statins, PCSK9i, CETPi

**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
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
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
- CSL Behring

- Drive Seqirus business to profitability
- Successfully launch pipeline vaccines
- 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

11 January 2017
35th Annual J.P. Morgan Healthcare Conference