CSL Limited
JP Morgan Conference

Paul Perreault, CEO & MD
10th January 2018

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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

30+ Countries
Of operations around the world

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

8
Manufacturing sites

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

19,000+
Employees around the world

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

1,400+
R&D employees

170+
Plasma collection centres across Europe and North America

Global #1 in plasma therapies, #2 in influenza vaccines
~US$49bn market cap (Top #6 ASX-listing)
A3 / A- credit rating (stable / stable)

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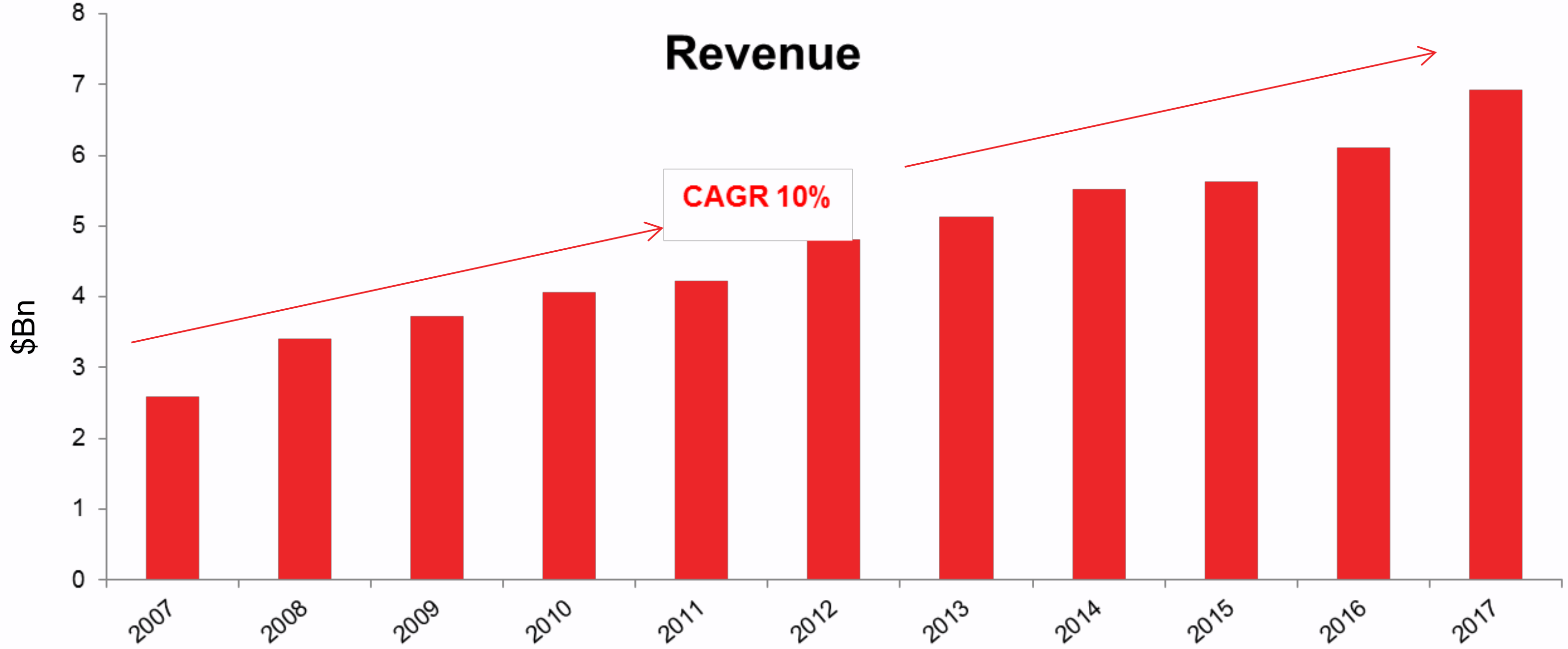
Strategic Objectives

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

Growth



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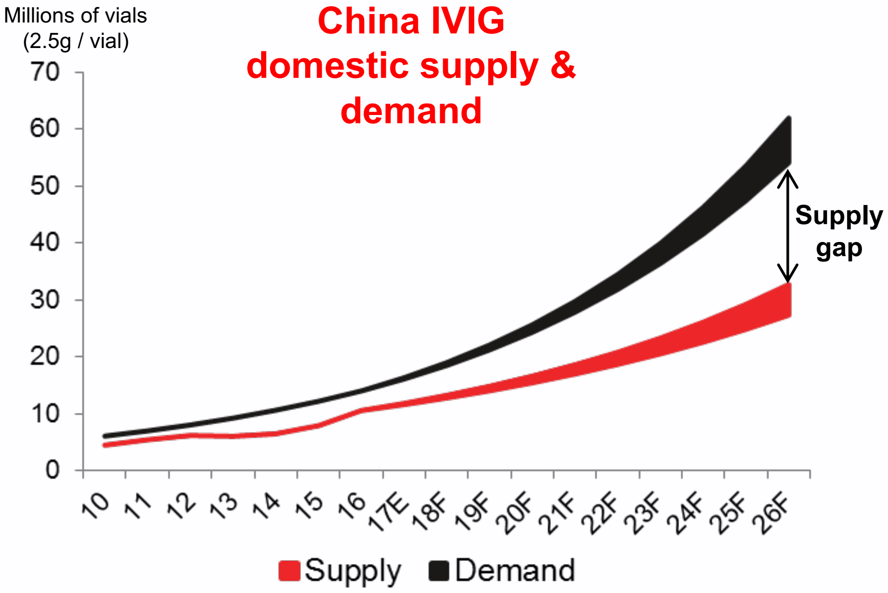
Presence in High Growth Market

Growth

"Ruide acquisition"



- Acquisition of a majority stake in Chinese plasma fractionator Ruide:
  - Modest entry point to key market
  - Deal closed 2 August 2017
  - 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

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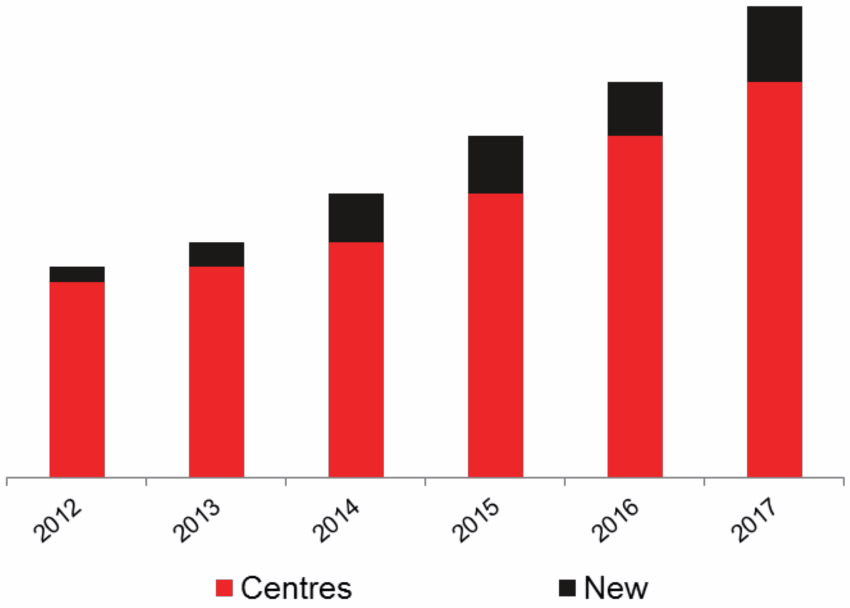
Efficient Plasma Collections Network

Efficiency



As at June 2017

- Collection centres 176
- 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

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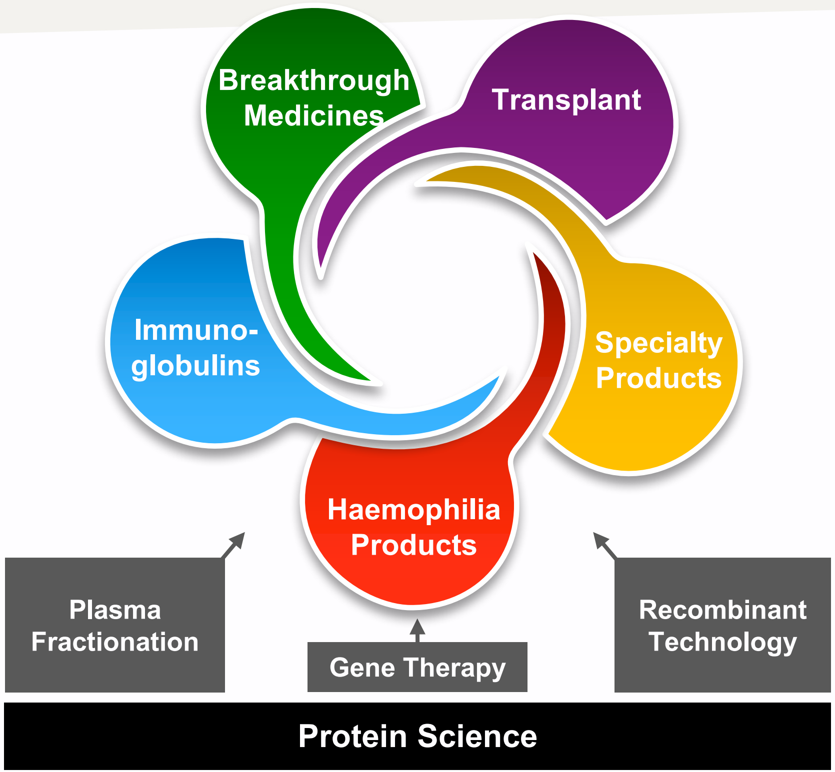
Therapeutics Platform

Innovation



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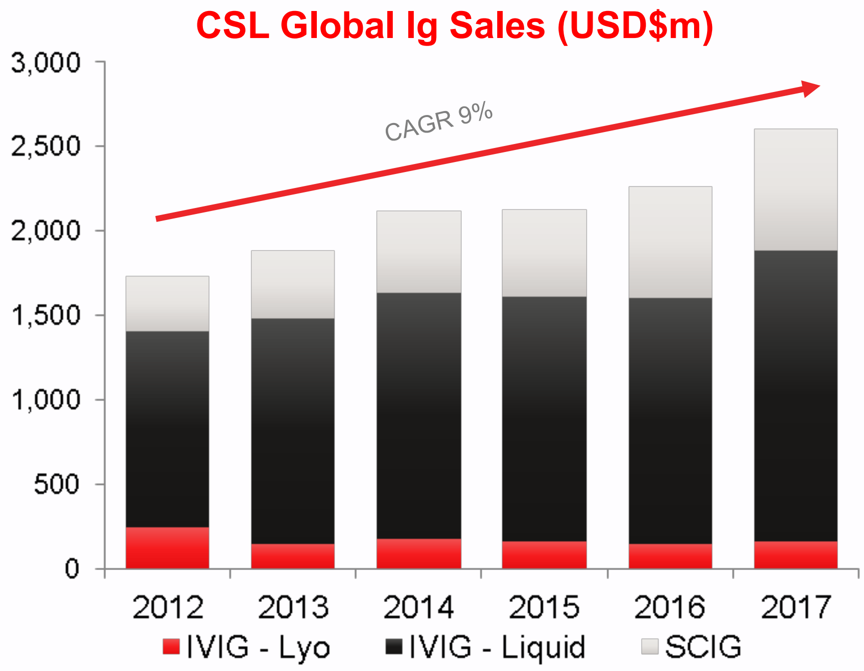
Strong Demand for Ig Products



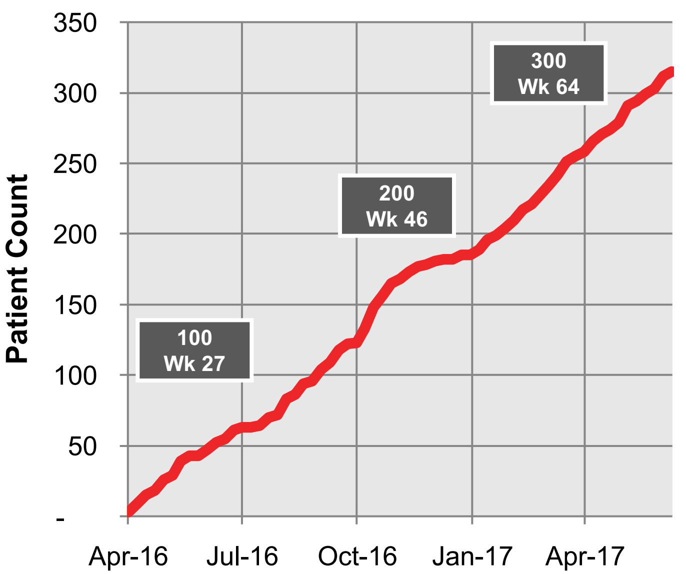
- SCIG in CIDP largely untapped
  - Hizentra® CIDP approval mid CY18
  - CIDP is largest Ig indication

Global Ig usage (volume)

- Developing new indications
  - Myositis
  - Scleroderma
- Fc mimetic technology in development
  - Momenta collaboration
  - Internal capabilities

New Products in Haemophilia

US IDELVION® PATIENT GROWTH



27 weeks for 1st 100 patients
19 weeks for 2nd 100 patients
17 weeks 3rd 100 patients

- IDELVION® demand exceptionally strong
  - Capturing >2/3 of patient switches
- AFSTYLA® switches largely being driven from Helixate®
- IDELVION® & AFSTYLA® delivers sales growth and margin expansion in the recombinant coagulation portfolio

Specialty Products – HAEGARDA®

Specialty Products

- Product launched July 2017
- 7 year orphan exclusivity
- First and only subcutaneous formulation
- 95% reduction in HAE attacks
- >99% reduction in the need for rescue medication
- Strong patient, physician and provider engagement

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Transplant: Unmet Medical Need

Transplant

Before Transplantation		During Transplantation	After Transplantation
Patient & Donor	Donor Organs	Patient	Patient
Organ Availability and Patient-Donor Matching	**Organ Viability and Donor Management**	**Ischemia-Reperfusion Injury and Consequences**	**Transplant Rejection**
Donor-specific antibody reduction; increased access to transplantation	Improving organ utilisation and reducing ischemic injury prior to transplant	Reducing IR-related injury and its consequences – e.g. Primary Graft Dysfunction (PGD) & Delayed Graft Function (DGF)	Improving Treatment & Prevention of Antibody Mediated Rejection

More Viable Organs Available

Graft Survival

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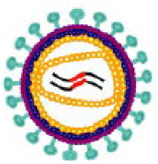
Breakthrough Medicines

Calimmune Technology

- Acquisition of California based biotechnology company:
  - Performance based milestones
- Gene / cell based therapy, rare genetic disorders:
  - ex vivo Lenti virus transduction of hematopoietic stem cells (HSC's)
- Calimmune differentiating technology:

Cytegrity Lentivirus Manufacturing
- stable & scalable GMP compliant system



Select⁺ In Vivo Selection Tool
- drives engraftment with lower intensit conditioning
- significantly reduced burden on patien

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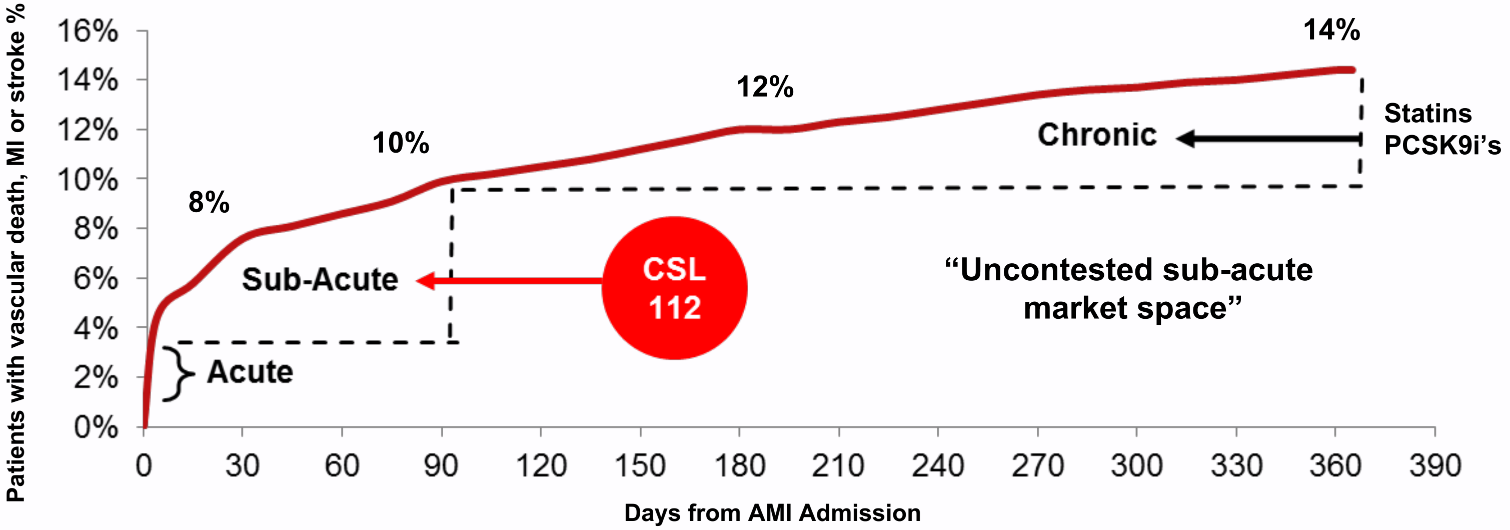
Cardiovascular Disease – CSL112

Breakthrough Medicines

AEGIS-II Population - High Early Recurrent Event Rate



US AMI Registry/Symphony Health Claims Database
N=75,758 (AEGIS-II eligible);2012-2015

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Breakthrough Medicines

Significant Opportunity – CSL112

Sub Acute Space

1.2M	• Acute MI Discharges per year (US & EU5)
380-520K	• High Risk Patients and other exclusion (AEGIS II population)
230-320k	• Hospital coverage & utilisation
200-270k	• CSL112 patient population

Significant Launch Dates

2017	2018	2019	2020-2023
PRIVIGEN® CIDP US	HIZENTRA® CIDP US/EU	PRIVIGEN® CIDP Japan	Hizentra® IIM
		PRIVIGEN® PID/SID Japan	
		HIZENTRA® CIDP Japan	
AFSTYLA® EU/Japan		pdFVIII Ruide	
CSL830 HAEGARDA® US	CSL830 EU		
KCENTRA® Japan			
			CSL112 ApoA-I
AFLURIA® QIV 5-17yr US	AFLURIA® QIV 6m-4yr US	AFLURIA® QIV 6m-5yr AUS	
	AFLURIA® QIV 5-17yr AUS	QIV EU	
	FLUAD® QIV 6m-23m US		
			CSL842 C1-INH AMR
			clazakizumab* Transplant

Core Capabilities: Immunoglobulins | Haemophilia | Specialty Products | Breakthrough Medicines | Vaccines & IP | Transplant

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