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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.

- 30+ Countries of operations around the world
- US$6.9+ Billion in annual revenue
- 8 Manufacturing sites
- 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)
## Strategic Objectives

<table>
<thead>
<tr>
<th>Objective</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Growth</td>
<td>Maximize portfolio value &amp; deliver new product launches</td>
</tr>
<tr>
<td>Efficiency</td>
<td>Be the most efficient, highest quality plasma player</td>
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<td>Influenza</td>
<td>Deliver on influenza strategy</td>
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<tr>
<td>Innovation</td>
<td>Pursue new opportunities to diversify portfolio and enhance growth</td>
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<tr>
<td>People &amp; Culture</td>
<td>Create a culture that attracts, retains and develops the best talent</td>
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</table>
Strong and Consistent Revenue Growth

Revenue

CAGR 10%

$Bn

Presence in High Growth Market

“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

![Graph](chart.png)

**China IVIG domestic supply & demand**

- Supply gap

**Driven by Our Promise™**

CST
Efficient Plasma Collections Network

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
Therapeutics Platform

- Breakthrough Medicines
- Transplant
- Immuno-globulins
- Specialty Products
- Haemophilia Products

- Plasma Fractionation
- Gene Therapy
- Recombinant Technology

Protein Science
Strong Demand for Ig Products

- SCIG in CIDP largely untapped
  - Hizentra® CIDP approval mid CY18
  - CIDP is largest Ig indication
- Developing new indications
  - Myositis
  - Scleroderma
- Fc mimetic technology in development
  - Momenta collaboration
  - Internal capabilities

CSL Global Ig Sales (USD$m)

<table>
<thead>
<tr>
<th>Year</th>
<th>IVIG - Lyo</th>
<th>IVIG - Liquid</th>
<th>SCIG</th>
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<tbody>
<tr>
<td>2012</td>
<td></td>
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<td></td>
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<tr>
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<tr>
<td>2016</td>
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<tr>
<td>2017</td>
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</table>

CAGR 9%
New Products in Haemophilia

- 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

**US IDELVION® PATIENT GROWTH**

- 27 weeks for 1st 100 patients
- 19 weeks for 2nd 100 patients
- 17 weeks 3rd 100 patients
Specialty Products – HAEGARDA®

- 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

Driven by Our Promise™
Transplant: Unmet Medical Need

Before Transplantation
- Organ Availability and Patient-Donor Matching
  - Donor-specific antibody reduction; increased access to transplantation
- Patient & Donor

During Transplantation
- Organ Viability and Donor Management
  - Improving organ utilisation and reducing ischemic injury prior to transplant
- Ischemia-Reperfusion Injury and Consequences
  - Reducing IR-related injury and its consequences – e.g. Primary Graft Dysfunction (PGD) & Delayed Graft Function (DGF)

After Transplantation
- Transplant Rejection
  - Improving Treatment & Prevention of Antibody Mediated Rejection

Patient & Donor

Donor Organs

More Viable Organs Available

Graft Survival

Driven by Our Promise™
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 intensity conditioning
- significantly reduced burden on patients
Cardiovascular Disease – CSL112

AEGIS-II Population - High Early Recurrent Event Rate

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

<table>
<thead>
<tr>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020-2023</th>
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<tr>
<td>PRIVIGEN® CIDP US</td>
<td>HIZENTRA® CIDP US/EU</td>
<td>PRIVIGEN® CIDP Japan</td>
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<td>CSL830 EU</td>
<td>PRIVIGEN® PID/SID Japan</td>
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<td>pdFVIII Ruide</td>
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<td>AFLURIA® QIV 5-17yr US</td>
<td>AFLURIA® QIV 6m-4yr US</td>
<td>AFLURIA® QIV 6m-5yr AUS</td>
<td>CSL112 ApoA-I</td>
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<tr>
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<td>FLUAD® QIV 6m-23m US</td>
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**Core Capabilities:** Immunoglobulins | Haemophilia | Specialty Products | Breakthrough Medicines | Vaccines & IP | Transplant

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"Driven by Our Promise™"
CSL Limited

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