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CSL Today

5th Largest Global Biotech

Global #1 in plasma therapies
• $30 billion industry

Global #2 in influenza vaccines
• $6 billion industry

Strong Market Position
• Revenues ~$8.5bn into 100+ countries
• 8 major manufacturing sites in 6 countries
• Major capacity expansion underway
• Deep R&D pipeline fueling future growth

Solid Financial Position
• Net debt/EBITDA 1.4x
• A3 / A- credit rating (stable / stable)

Current Industry Themes

Plasma Supply Growth
Robust Ig demand
Influenza Vaccine Technology Shift
FY19 Highlights

- Strong Business Performance
- Balanced Regional Growth
- Executing to Plan on New Launches
- Ig Growth well Above Market
- Expanding Market Presence through New Affiliates
- Compelling real-world effectiveness influenza vaccine data
### CSL Behring Portfolio

#### Ig
- Strong underlying market growth
- Disciplined approach to market expansion
- Growth driven by volume and mix improvements

#### Coagulation
- Market leadership with IDELVION® in key markets
- Additional launch opportunities for AFSTYLA® / IDELVION®
- Life-cycle expansion (21-day dosing)

#### Specialty
- New launches with HAEGARDA®
- Continued growth of KCENTRA® in the US

#### Albumin
- Disciplined approach in China
- Volume growth in all regions

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*Driven by Our Promise™*
Immunoglobulin Market

Market Dynamics

- Increasing awareness and diagnosis
- Growth in PID and CIDP
- Expanding usage for SID
- Potential new indications
- Continued market supply tightness

Global IG Volume by Indication 8% Growth

Source: Data on file
HIZENTRA® indication for CIDP

Approved March ‘18 US & EU
Approved March ‘19 Japan

Interest & Awareness
Remains High

Market Share Growth With
Both Privigen & Hizentra

Orphan Exclusivity Granted
for Hizentra CIDP

Experience IV-related
systemic adverse
reactions

5x as many patients said
they felt fewer side effects
with HIZENTRA®

Seek the flexibility, freedom,
and control of self-infusing

8x as many patients said
HIZENTRA® offers more
freedom than IVIG

Have venous access issues

HIZENTRA®
does not require
venous access

Require more frequent
infusions to manage their
disease

HIZENTRA® provides
steady state Ig levels for
continuous control

Source: Data represents patients reporting a preference between IVIG in the pre-randomised phase and HIZENTRA® in the randomised phase of the phase III study of subcutaneous immunoglobulin for the treatment of chronic inflammatory demyelinating polyneuropathy (CIDP) – the PATH study.
CSL Behring on Track to Become Market Leader in CIDP

Source: Data on file
IDELVION® Prophylaxis Market Leadership

Based on 5 major markets (US, Japan, Germany, Italy and UK) where IDELVION® is reimbursed and commercially available.

Source: Data on File
KCENTRA® Growth in US

KCENTRA®

- KCENTRA® remains the first and only FDA approved 4F-PCC for reversing patients on warfarin
- KCENTRA® is supported by multiple clinical guidelines as the preferred reversal agent
- KCENTRA® growth driven by:
  - Penetration within existing large hospital systems
  - Expansion into new regional accounts

Source: Data on file
Innovation for Future Growth

- **Sickle Cell Anaemia** – CSL200 (lentiviral stem cell gene therapy), CSL889 (Hemopexin)
- **Contact-Mediated Thrombosis** – CSL312 Garadacimab (Anti-Factor XIIa)
- **Respiratory Disease** – CSL311 (Anti-Beta common)
- **Diabetic Nephropathy** – CSL346 (Anti-VEGF-B)
- **Neutrophilic Dermatoses** – CSL324 (Anti-GCSF)
- **Systemic Lupus Erythematosus** – CSL362 (Anti-IL-3Ra)
- **Scleroderma** – PRIVIGEN® and HIZENTRA®
- **Dermatomyositis** – HIZENTRA®
- **Hereditary Angioedema** – CSL312 Garadacimab (Anti-Factor XIIa)
Transplant Strategy

1. Reduce Complications (e.g. AMR)  
   - IVIG, C1-INH, anti-IL6

2. Improve Organ Function  
   - AAT, C1-INH

3. Organ Availability and Viability

Unmet Needs & Leadership Opportunities

- HSCT
- SOT

2018

2023

2028

2033

1. Reduce Complications (e.g. GVHD)  
   - AAT

2. Adjunct T-Cell Therapy
• Study enrolment is active in >45 countries and progressing well
  – PMDA approval for Japan to join trial
• Independent Data Monitoring Committee – no safety concerns
• First futility analysis in 2020

>17,000 AMI subjects
≥18yrs of age with Acute Coronary Syndrome

1* Endpoint : MACE
D90

MACE Follow Up
D180
D365

6g CSL112
Placebo
Seqirus Product Portfolio

- **Standard risk**
  - Seasonal TIV / QIV

- **High-risk populations**
  - Adjuvanted seasonal TIV / QIV

- **Pandemic**

- **Egg Based**
- **Cell Based**

Influenza Science
Influenza Vaccine Market Evolving

- Global influenza vaccine market volumes between 500-600 million doses
  - 150 million doses distributed in US* in 2018-2019 season
  - Slow future growth, largely due to ageing population

- Seasonal global market value ~US$4B

- Differentiation a key driver of growth, especially in US – doses shifting to
  - Cell-based vaccines
  - Enhanced vaccines in 65 years and older segment (currently US, UK, AUS, Sth EU)
    - Potential for benefit in infants (6 months - 6 years)
  - Variable pace in geographical uptake

* Source: https://www.cdc.gov/flu/prevent/vaccine-supply-historical.htm
Growth Catalysts

PLASMA PROTEINS
• Ongoing robust demand
• Commercialization of 5 global product launches
• Grow China business
• R&D pipeline
  • Cardiovascular disease, transplant, gene therapy

INFLUENZA
• Product differentiation – FLUCELVAX®
• Sales shifting towards FLUAD® and QIV

EFFICIENCY & FLEXIBILITY
• Harness benefits from new technology investments
• Significant manufacturing capacity expansion
• Opening 40 collection centres in FY20
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