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# ASX Announcement

## Seqirus Presentation at 2019 Macquarie Equities Conference

*Please find attached the Seqirus presentation at the 2019 Macquarie Equities Conference.*

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**SEQIRUS**

**MACQUARIE AUSTRALIA CONFERENCE**

**Gordon Naylor, President**

**April 2019**

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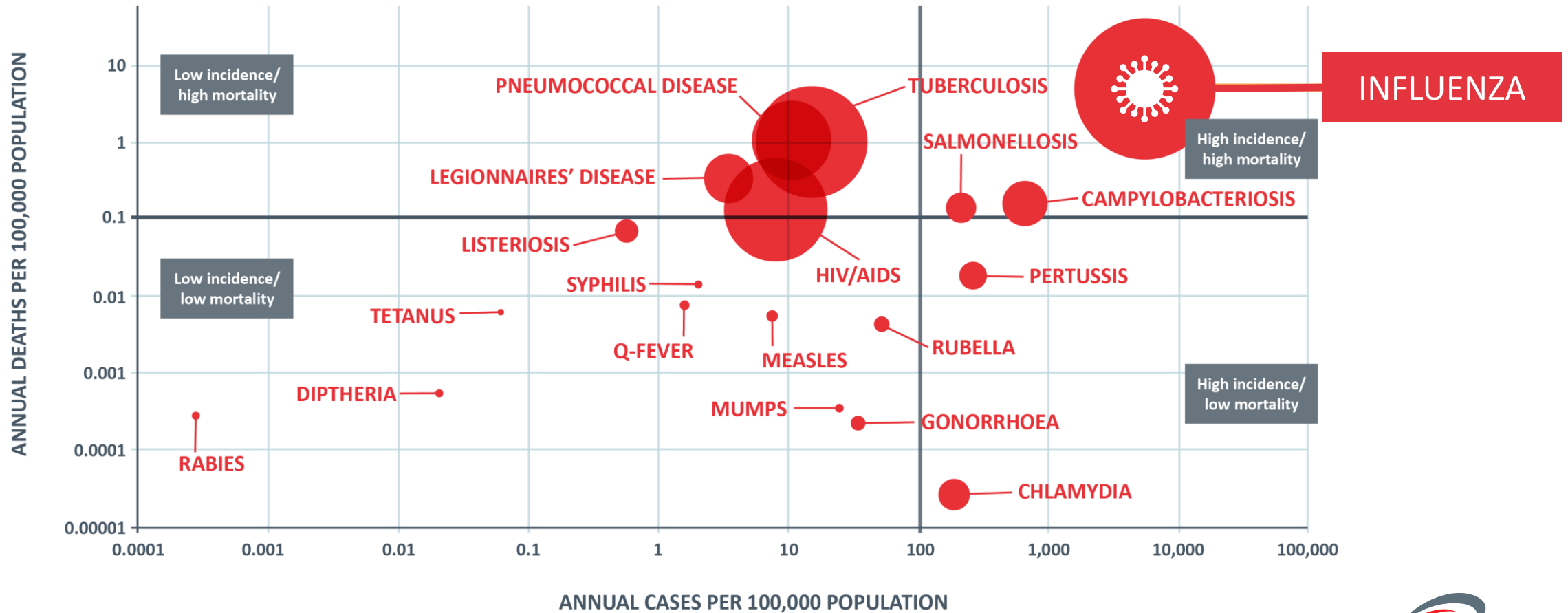
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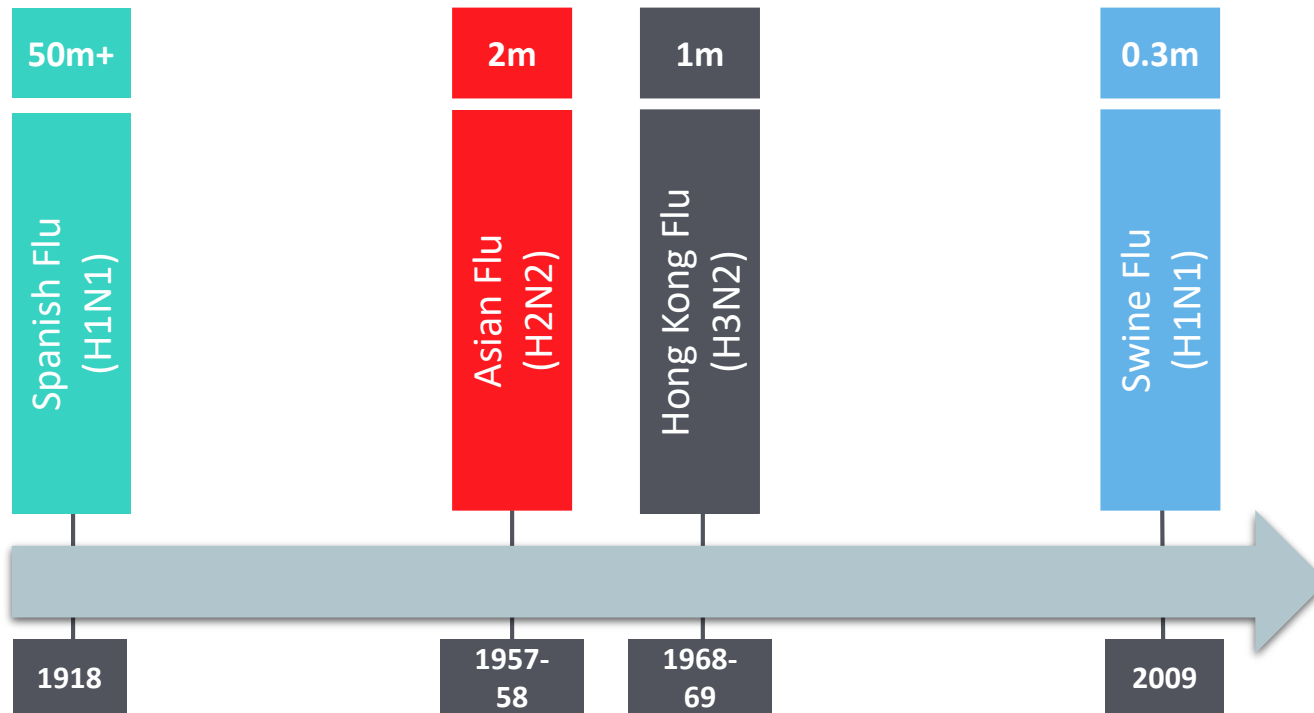
# BURDEN OF INFLUENZA IS SIGNIFICANTLY GREATER THAN ANY OTHER INFECTIOUS DISEASE



Source: Cassini et al, Impact of infectious diseases on population health, European Union and European Economic Area countries, 2009 to 2013. Eurosurveillance, April 2018.

# INFLUENZA POSES A CONSTANT PANDEMIC THREAT

## PANDEMIC INCIDENCE AND MORTALITY



Sources: Centers for Disease Control and Prevention, Past Pandemics ([www.cdc.gov/flu/pandemic-resources/basics/past-pandemics.html](http://www.cdc.gov/flu/pandemic-resources/basics/past-pandemics.html)); Saunders-Hastings and Kreski, Pathogens, December 2016; Australian Department of Health, History of Pandemics ([www.health.gov.au/internet/main/publishing.nsf/Content/about-pandemic-history#1918](http://www.health.gov.au/internet/main/publishing.nsf/Content/about-pandemic-history#1918)).

4 influenza pandemics  
in last century

Next pandemic is a  
question of 'when' not 'if'

Current concerns around  
**H7N9**



# GLOBAL SCALE WITH INDUSTRY-LEADING INNOVATION



Seqirus is one of the **world's largest influenza vaccine manufacturers** with innovative technologies and products



**Major pandemic partner** to governments around the world



**Broadest portfolio** of influenza vaccine products



**Differentiated influenza vaccines** based on egg- and cell-based manufacturing and novel adjuvant technology



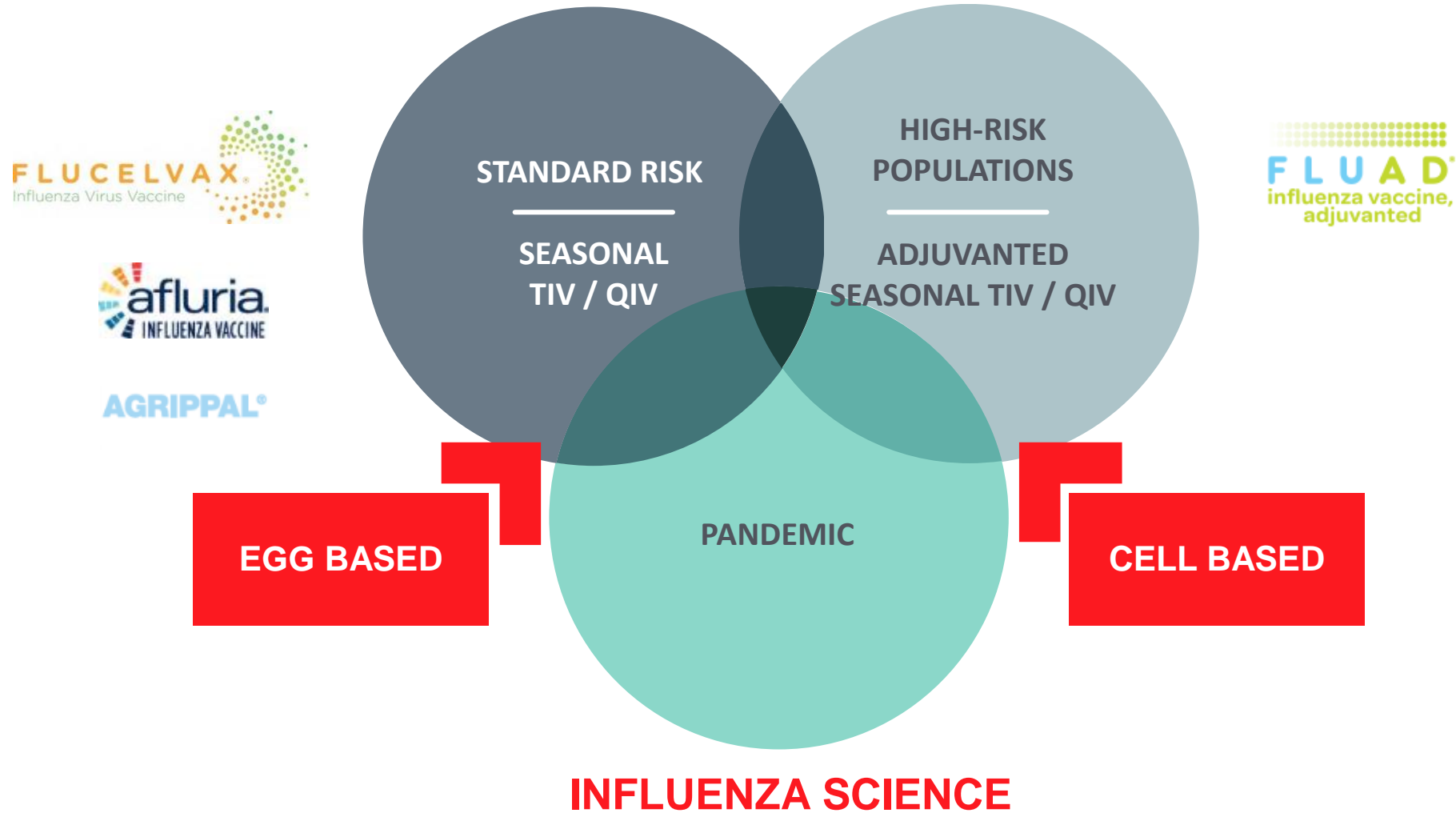
Manufacturing and R&D capabilities across **three continents**



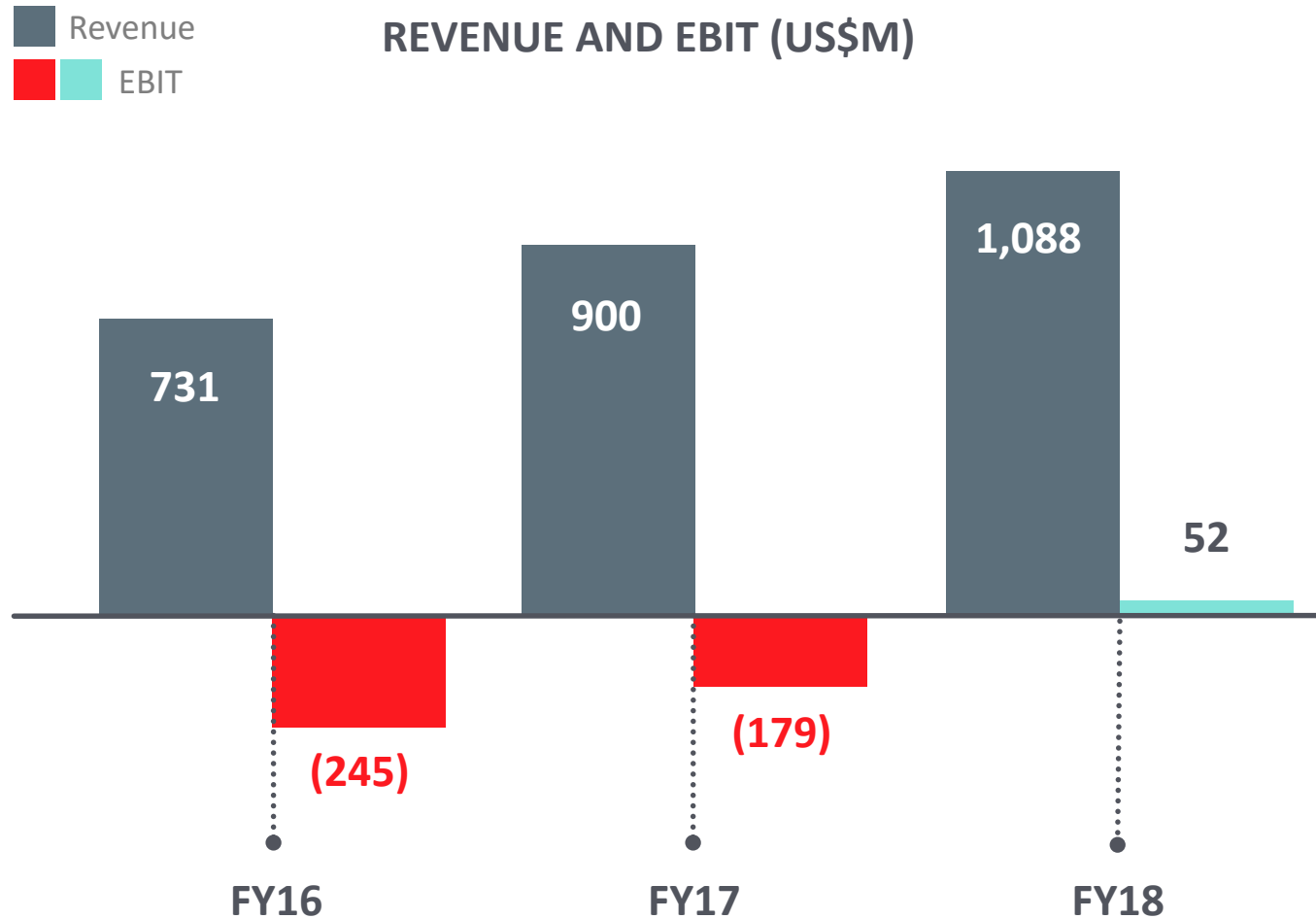
**Early projects** on novel formulations, delivery technologies and universal vaccination



# SEQIRUS INFLUENZA VACCINES



# DELIVERING THE TURNAROUND

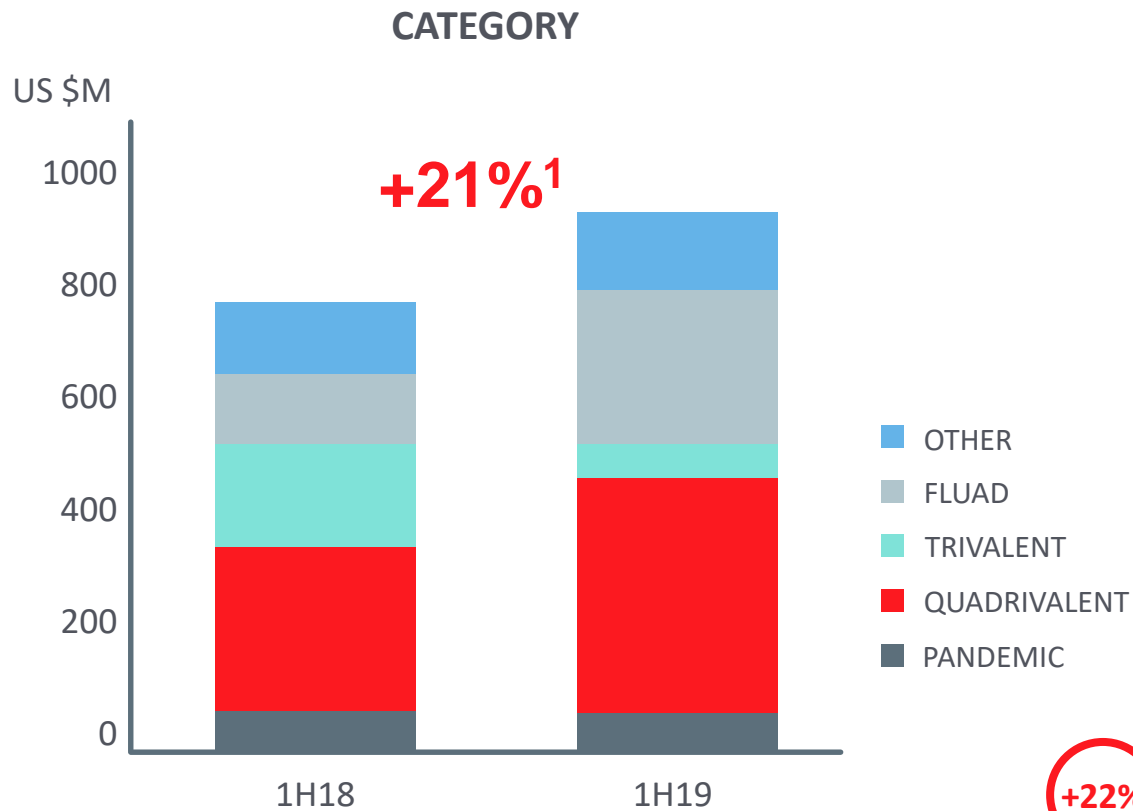


## KEY MILESTONES

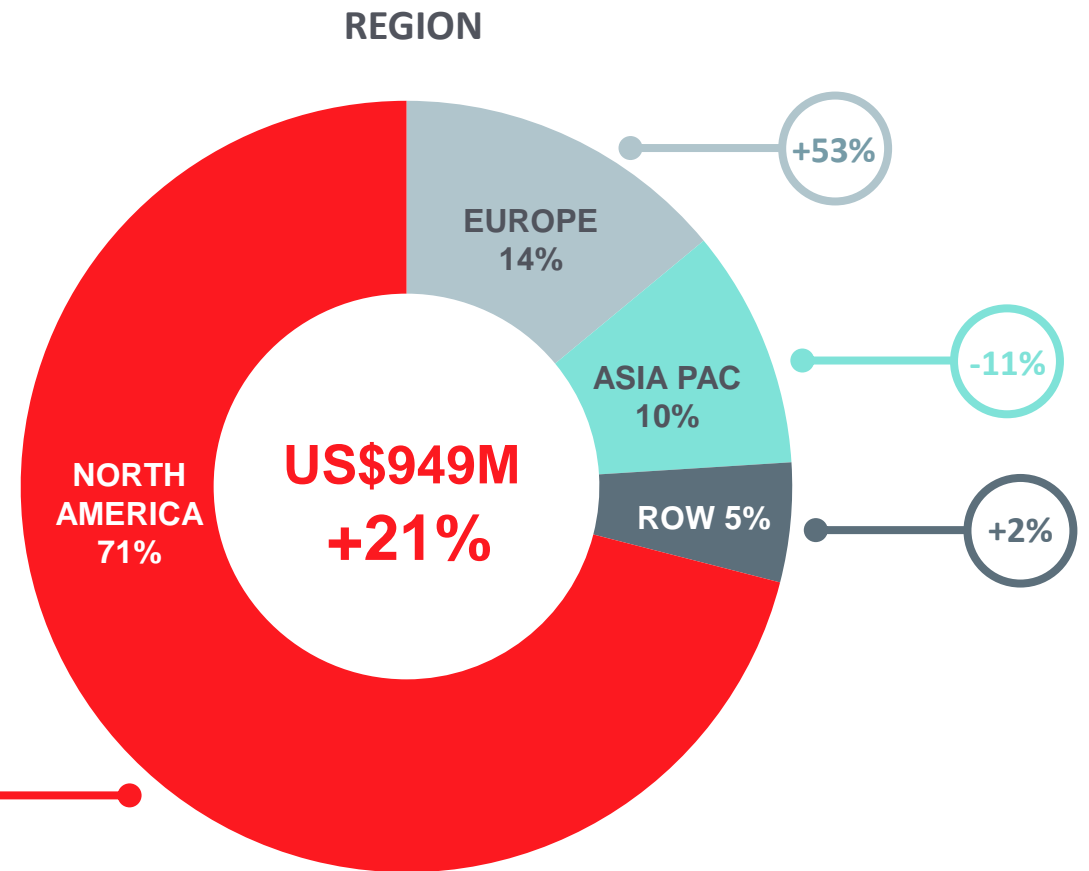
- FY16**
  - Transaction close: 31 July 2015
  - Management team and Global HQ
  - Commenced integration
  - TIV portfolio
- FY17**
  - Launch of QIV and FLUAD<sup>®</sup> in US
  - Growth in pandemic reservation fees
  - Operational efficiencies
  - 4x increase in output from Holly Springs
- FY18**
  - Exceeded breakeven financial target
  - FLUCELVAX<sup>®</sup> - first use of cell-seed
  - FLUAD<sup>®</sup> approved in Australia and UK
  - Integration complete



# 1H FY19 REVENUE



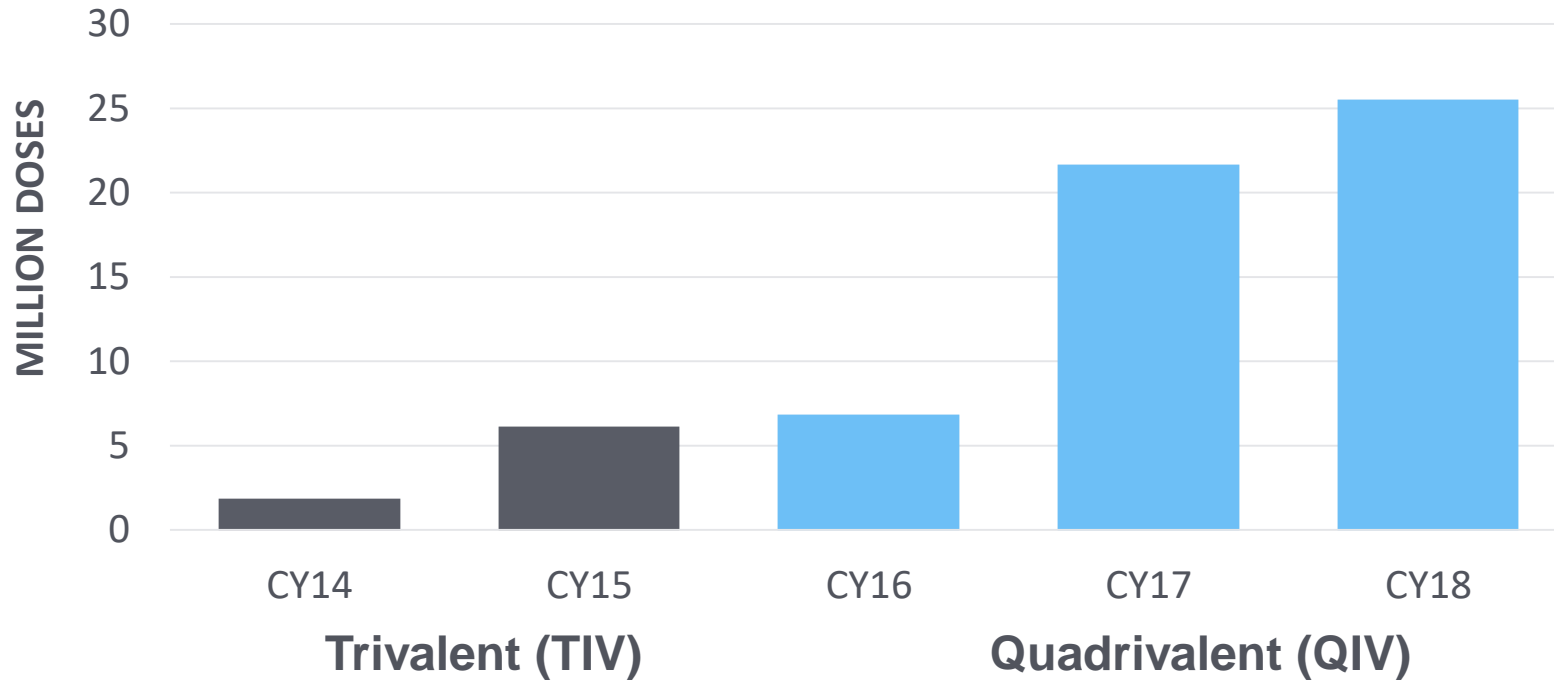
## GROWTH IN QIV & FLUAD



1. Growth percentages shown at constant currency to remove the impact of exchange rate movements, facilitating comparability of operational performance.

# INDUSTRIALISATION OF CELL-BASED MANUFACTURING

VOLUMES OF FLUCELVAX® MANUFACTURED BY CALENDAR YEAR



Process improvements

Cell-specific seeds

FCC 3.0 (new process) approved in 2018

Expansion of warehouse and fill & finish

# REAL WORLD EFFECTIVENESS OF CELL-BASED INFLUENZA VACCINES

- Relative vaccine effectiveness of **cell** vs **egg-based** vaccines in 2017/18 US Season
- 2017/18 was the first season a cell-based seed (H3N2) was included in FLUCELVAX®
- Analysis from large database of electronic medical records showed **36% reduction** in “influenza-like illness”<sup>(1)</sup> in a season where H3N2 was the dominant strain

1. Boikos et al, Effectiveness of the Cell Culture- and Egg-Derived, Seasonal Influenza Vaccine during the 2017-2018 Northern Hemisphere Influenza Season, US National Foundation for Infectious Disease 2018 Clinical Vaccinology Course, November 2018, (Poster), Bethesda MD

## A NOTE ON TERMINOLOGY

Randomised clinical trials provide an estimate of **efficacy** in a controlled setting in a well-defined population

Real world vaccine **effectiveness** evaluates the health impact of a vaccine in the general population

**Relative** = versus another vaccine

**Absolute** = versus no vaccine

# RECENT DEVELOPMENTS

## SEASONAL INFLUENZA



- FLUCELVAX® - all strains manufactured using cell-specific seed for 2019/20 season
- Preferential recommendation for FLUAD® and FLUCELVAX® in the UK 65yr+ cohort
- Preferential recommendation for FLUAD® in Australian National Immunisation Program
- Preparing for EU launch of FLUCELVAX TETRA® and global launch of aQIV
- Restoration of AFLURIA® 6m+ indication, AFLURIA® 5yr+ WHO pre-qualification

## PANDEMIC INFLUENZA



- Reservation agreements with the EU and Canada
- FDA acceptance of aH5N1c submission - world's first adjuvanted, cell-culture influenza vaccine

## AUST/NZ COMMERCIAL



- Strong performance from Gardasil and pain franchise
- Launches of XADAGO® (Parkinson's disease) and TEGLUTIK® (ALS)

## SUPPLY CHAIN



- Optimising fill & finish network, including expansion of capacity at Holly Springs

# LOOKING AHEAD – KEY GROWTH DRIVERS OVER THE NEXT DECADE

## COMMERCIAL

- Seasonal growth driven by FLUCELVAX® and FLUAD®, supported by effectiveness data
- Continued strong contribution from Pandemic and In-licensing businesses

## PRODUCT DEVELOPMENT

- Optimise our portfolio and leverage our leadership in new technologies
- Earlier stage opportunities in patches and universal vaccination

## KEY MARKETS

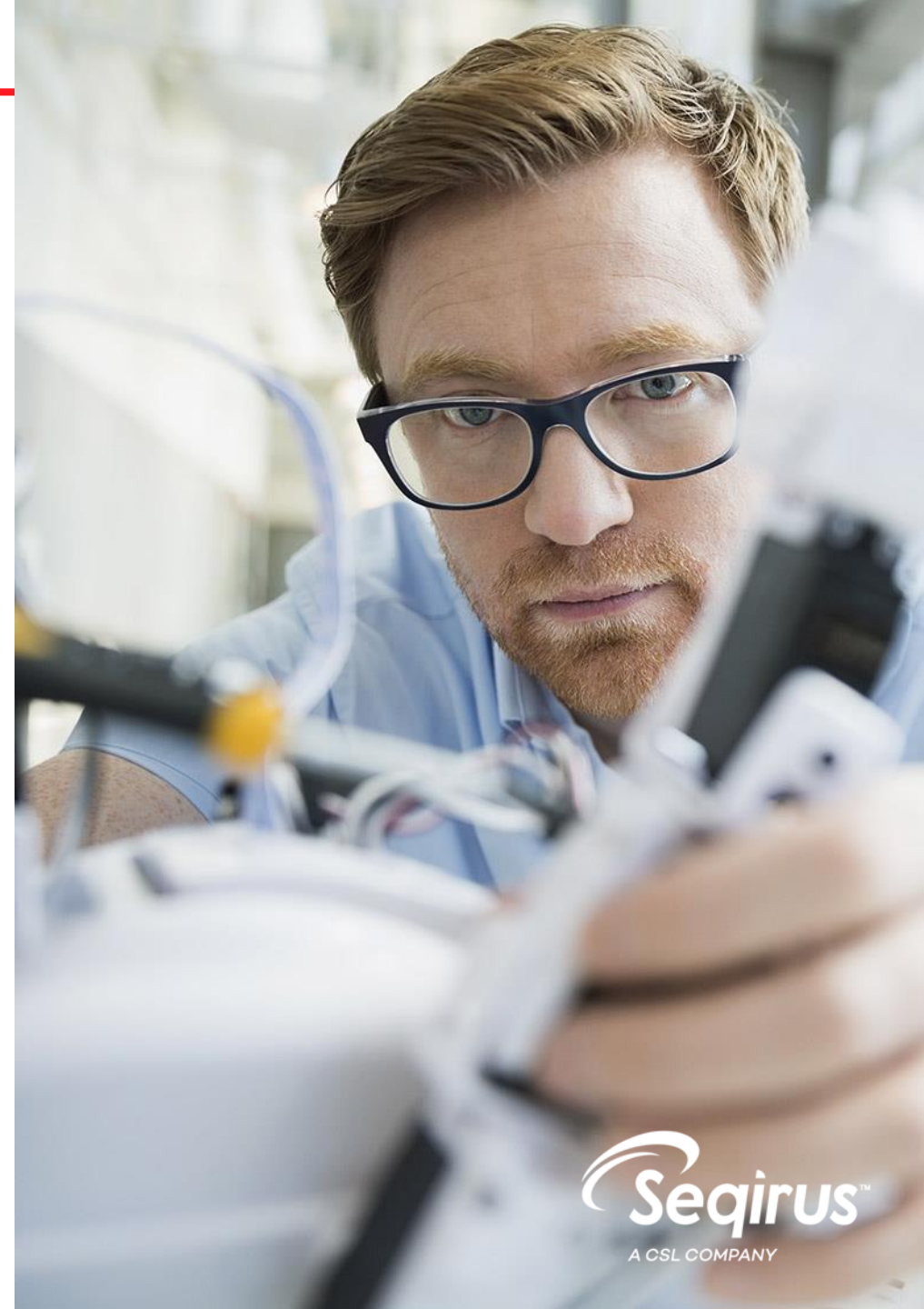
- Continued focus on existing geographic markets, particularly the US
- Incremental growth through selective expansion into new countries

## SUPPLY CHAIN OPTIMISATION

- Invest to optimise efficiency across the supply chain
- Transition toward cell-only antigen production in the longer term

## CONCLUDING COMMENTS

- Following our successful turnaround, Seqirus is well-placed to **deliver further growth**
- We are **leading the industry** in the transition to next-generation, differentiated products offering enhanced effectiveness
- In the near / medium term, differentiation will be driven by our **proprietary, marketed technologies – cell-culture and MF59®**
- In the longer term, we are committed to **ongoing innovation** to deliver **sustainable growth**





A close-up photograph of a young child with dark hair and eyes, wearing a white t-shirt. A white adhesive bandage is visible on the child's left upper arm. The background is softly blurred, showing what appears to be a bookshelf. A red rectangular box is overlaid on the left side of the image, containing white text. A thin red horizontal line runs across the middle of the image, passing behind the child's arm.

**THANK YOU  
AND QUESTIONS**

**Seqirus™**  
A CSL COMPANY

# KEY PRODUCT TECHNOLOGIES: CELL-CULTURE & MF59<sup>®</sup> ADJUVANT

