

The CSL logo is a red square with the letters 'CSL' in white, bold, sans-serif font.

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CSL Limited

Capital Markets Day

16 October, 2023



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Agenda

9:00 – 9:15

Registration/Coffee

Welcome

Mark Dehring

Strategic Overview

Paul McKenzie

CSL Seqirus

Ken Lim

CSL Vifor

Hervé Gisserot

Q&A

10:40 – 11:00

Break

CSL Behring

Andy Schmeltz

Q&A

12:30 – 13:30

Lunch

Information & Digital

Mark Hill

Finance & Sustainability

Joy Linton

Research & Development

Bill Mezzanotte

Q&A

Concluding Remarks

Paul McKenzie

16:00 – 18:00

Refreshments – Marble Bar

CSL Team

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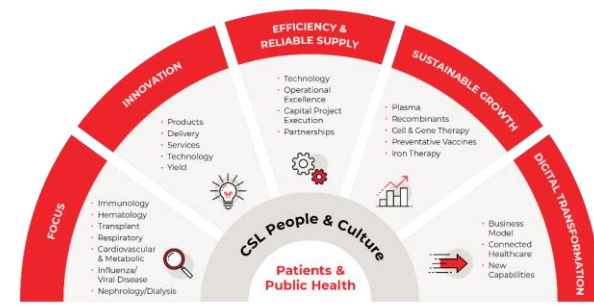
Strategic Overview



Paul McKenzie
CEO & Managing Director

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Leading Positions in Large, Growing Markets



Global #1

in plasma protein therapies
~\$38 billion industry



serving patients and people in
100+
countries



\$13.31B
in annual
revenue

Global #2

in influenza vaccines
~\$7 billion industry



32,000
employees
worldwide



\$5.1B
CSL R&D Investment
over the last 5 years

Global #1

in iron
~\$5 billion industry



340+
Plasma collection
centers



\$5.7B
capital expenditures
in the last 5 years

Positioned for Annual Double-Digit Earnings Growth

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Leading positions in high growth markets

- Significant unmet need
- Durable products driven by continued innovation and embedded know how



Robust R&D Portfolio

- Near-to-mid-term launches
- Longer-term opportunities across platforms and therapeutic areas



Yield & capacity expansion

- Yield enhancement across plasma and manufacturing platforms
- Investing in Ig and cell capacity

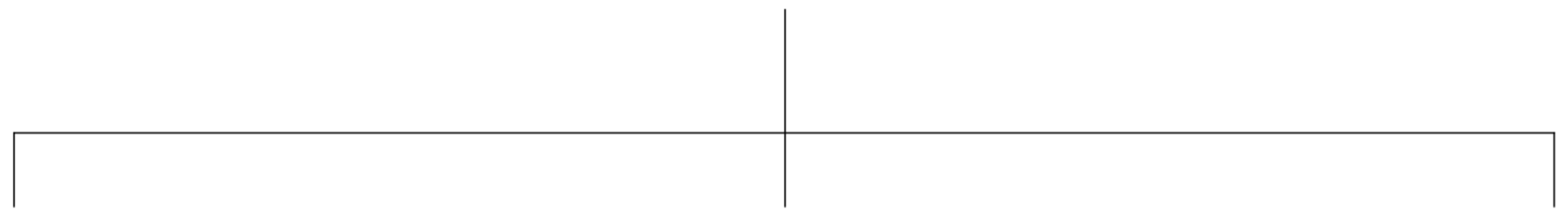


Disciplined capital allocation for growth

- R&D, CapEx and value-creating BD
- Partnerships across the value chain with leading companies

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CSL Behring

Biotherapies & Rare Disease

CSL Seqirus

Vaccines

CSL Vifor

Iron Deficiency & Nephrology

Strategic Focus Areas

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1

Drive **top-line growth** across our core franchises

2

Realise COGS efficiencies, driving CSL Behring **gross margin** to pre-pandemic levels and beyond

3

Deliver our **R&D pipeline** within our investment envelope

4

Invest in **new digital technologies** to drive business performance

5

Attract, engage, develop and retain **next generation leaders**

Management Team



Andy Schmeltz
EVP, CSL Behring
United States



Stephen Marlow
SVP and General
Manager CSL Seqirus
Australia



Hervé Gisserot
SVP and General
Manager CSL Vifor
Switzerland



Bill Mezzanotte
EVP, Head Research
& Development
United States



Ken Lim
EVP, Chief Strategy
Officer
Australia



Joy Linton
Chief Financial
Officer
Australia



Mark Hill
Chief Digital
Information Officer
United States



Elizabeth Walker
EVP, Chief Human
Resources Officer
United States



Kate Priestman
Chief Corporate &
External Affairs Officer
United Kingdom



Greg Boss
EVP Legal and
General Counsel
United States

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CSL Seqirus



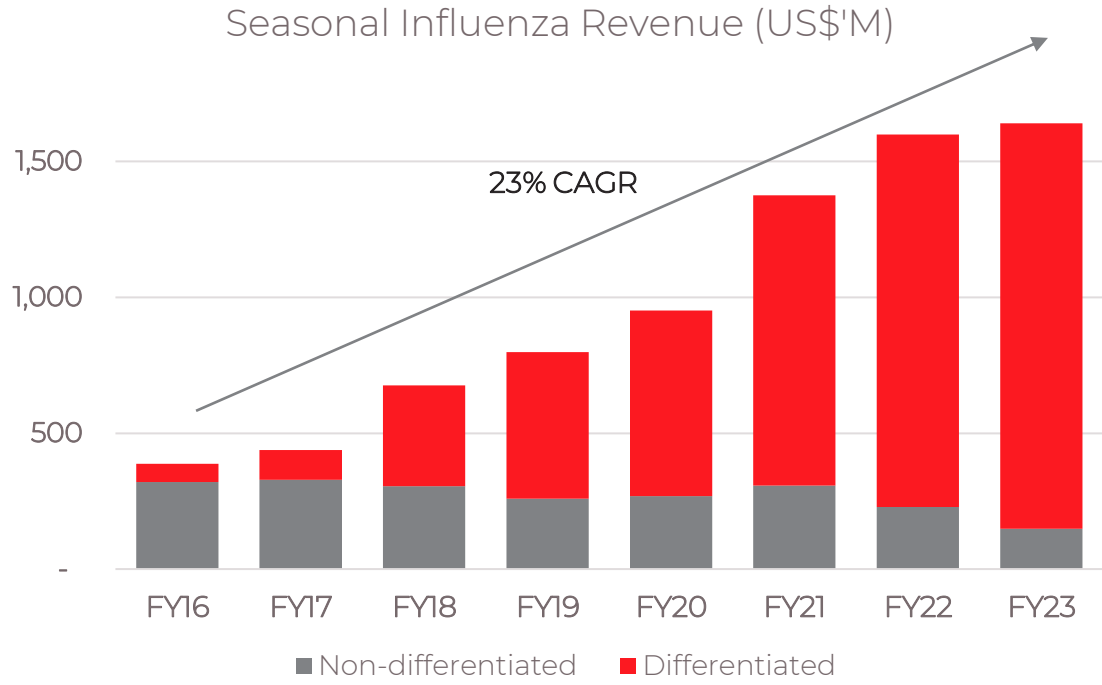
Ken Lim
Chief Strategy Officer, CSL

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CSL Seqirus growth linked directly to differentiation strategy and core capabilities

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CSL Seqirus historic growth



Cornerstones for Success



Real World Evidence Platform



Differentiation Strategy



Focus on Innovation

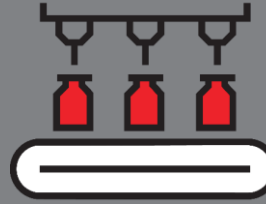


Scaled Manufacturing Platforms



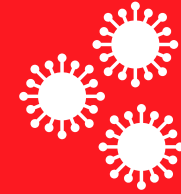
CSL Seqirus's focus within its 4 strategic pillars drives its near and long-term success

1. CONTINUED GROWTH IN INFLUENZA



Opportunities in both new and existing markets to increase our global footprint

2. BROADEN OUR PANDEMIC BUSINESS



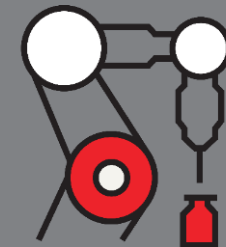
Multi-pathogen pandemic capability

3. GROW BEYOND INFLUENZA



Leverage core competence of respiratory vaccines

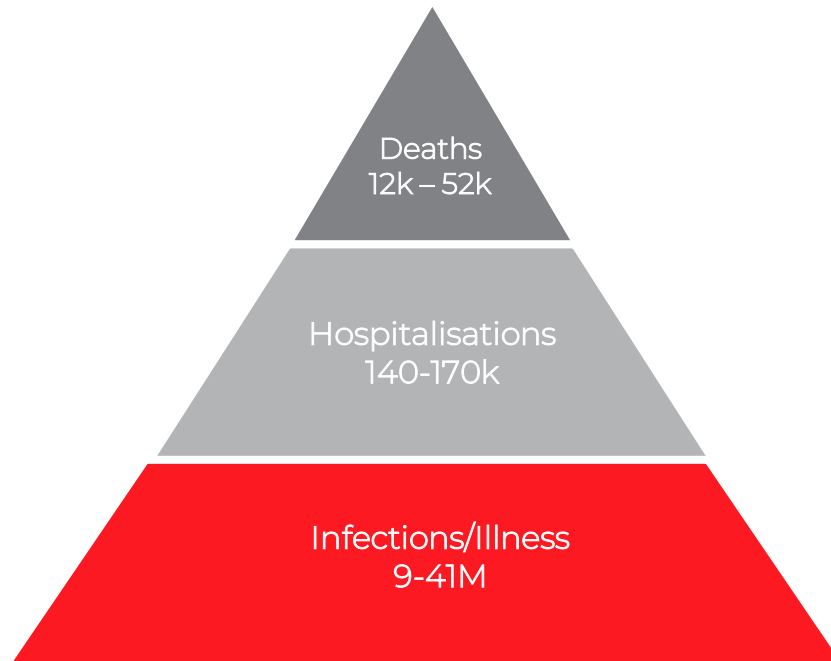
4. INVEST IN SCALABLE MANUFACTURING TECHNOLOGY



Common technologies and yield investments to underpin our growth

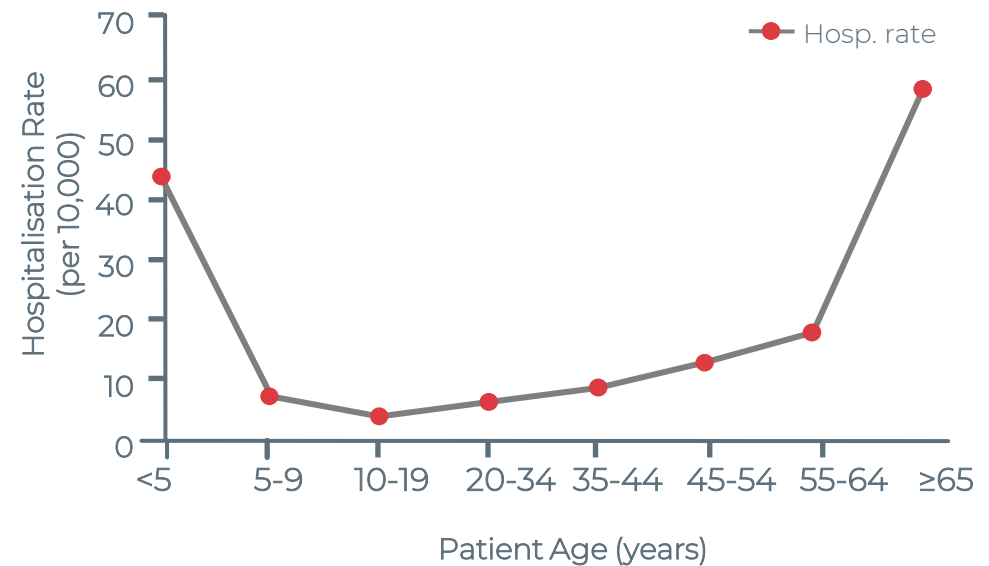
Influenza still has significant unmet need, particularly in paediatric and older adult populations

Seasonal Influenza Burden



US Data: 2010-2020

Hospitalisation Rate Across Ages



<https://www.cdc.gov/flu/about/burden/> Accessed 8/8/23
Glezen WP, et al. Am Rev Respir Dis. 1987;136(3):550-555.

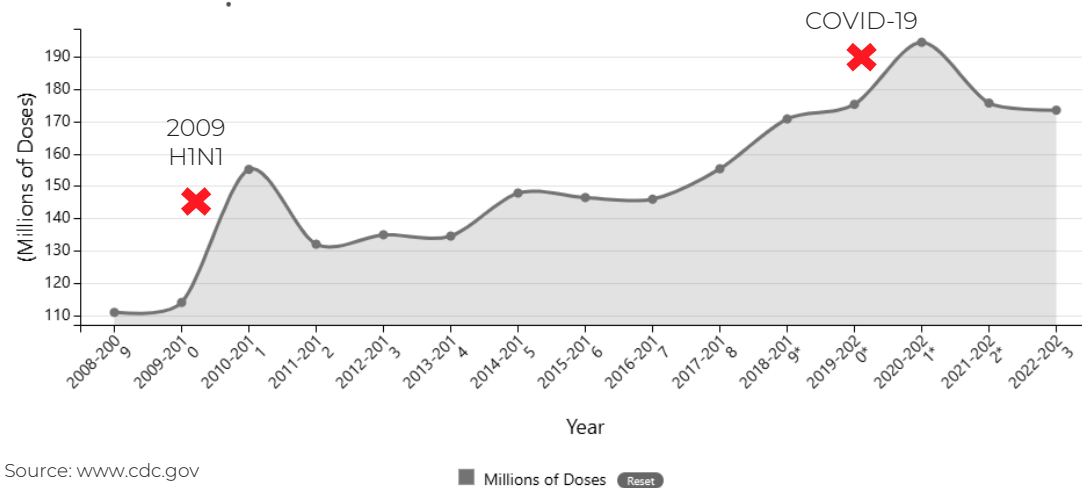
Putri, Wayan C.W.S. et al, Economic burden of seasonal influenza in the United States, Vaccine. 2018 Jun 22;36(27):3960-3966. Found at: <https://pubmed.ncbi.nlm.nih.gov/29801998/> (Accessed September 2020)



In influenza, Seqirus will grow the market through differentiation despite lower immunisation rates

Historic Trend (US)

Influenza Vaccine Doses Distributed in the United States, By Season



Source: www.cdc.gov

Millions of Doses

Expectations

- Immunisation rates will return over time
- Annualisation of COVID-19 boosters will reduce vaccine fatigue
- CSL Seqirus growth will outpace the market through differentiation and advocacy efforts

Current Northern Hemisphere 2023/24 season to date (early, in progress)

- On track to our pre-season commitments
- Flawless supply season
- Positioned to support in-season opportunities if they arise
- N.B. we're still early in the season

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CSL Seqirus focused on continuous innovation to reduce the burden of influenza

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Undifferentiated

TIVe



QIVe



Differentiated

QIVc



aTIV
aQIV



aH5N1



- Development Status:
- QIVc: 6-month+ age extension
 - aQIV: Advanced Real-World Evidence

Multiple Differentiators

aH5N1c



aQIVc

sa-mRNA

- Development Status:
- aQIVc: Phase III
 - sa-mRNA flu: Pre-clinical

sa-mRNA technology differentiates

CSL Seqirus COVID-19 vaccine candidate

Differentiators of sa-mRNA Technology

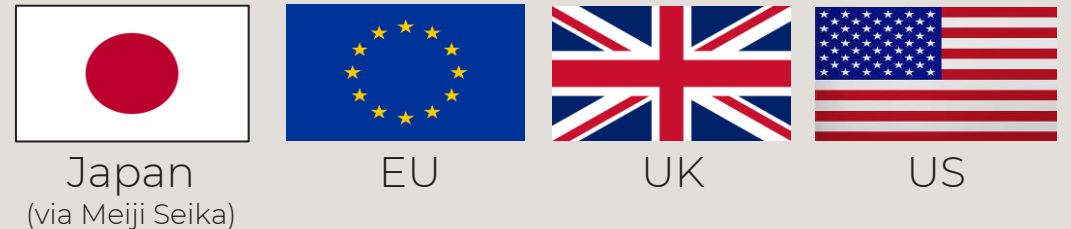
- 1 Superior response to Omicron strain as a booster in adults vs. approved booster (Phase III)[^]
- 2 Lower dose of mRNA
- 3 Duration of protection up to 12 months

[^] Links to online publications:
<https://www.medrxiv.org/content/10.1101/2023.07.13.23292597v1.full.pdf>
<https://ir.arcturusrx.com/news-releases/news-release-details/study-shows-novel-sa-mrna-vaccines-offer-robust-broad-enduring>

Accelerating to market

- Licensing and collaboration agreement with Arcturus Therapeutics Inc.
- Finalising clinical programs
- Studying emerging variants
- Regulatory submissions

Global Launches Anticipated in 2024 - 2026

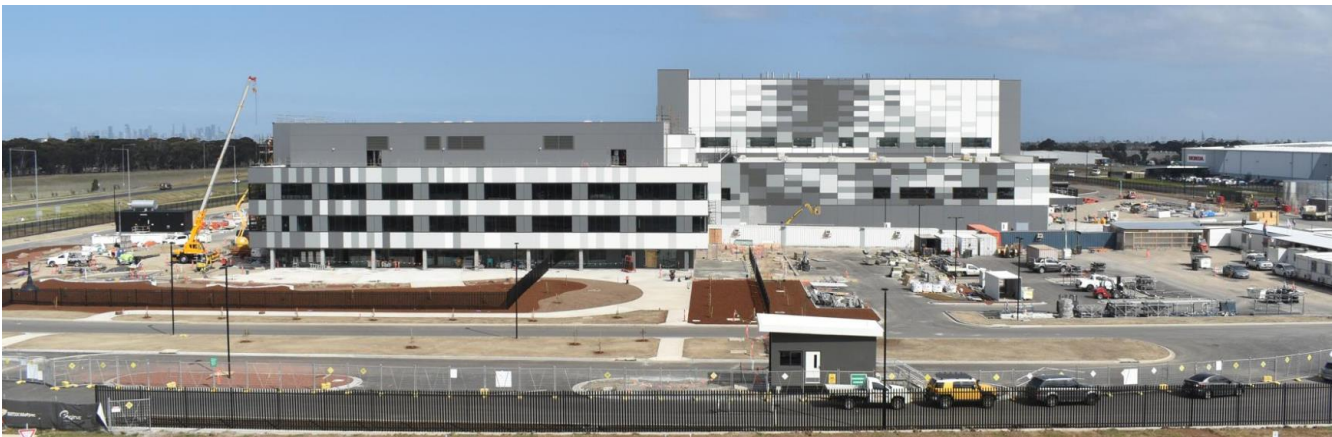



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New Flu Cell Culture facility in Australia to meet growing demand and pandemic protection


<p>1. CONTINUED GROWTH IN INFLUENZA</p>  <p>Opportunities in both new and existing markets to increase our global footprint</p>	<p>2. BROADEN OUR PANDEMIC BUSINESS</p>  <p>Multi-pathogen pandemic capability</p>	<p>4. INVEST IN SCALABLE MANUFACTURING TECHNOLOGY</p>  <p>Common technologies and yield investments to underpin our growth</p>
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Project is on target for schedule and budget, with first production in Q1 2026



Cell culture manufacturing



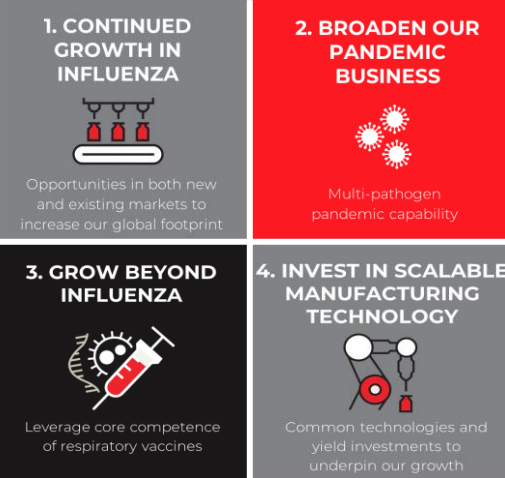
Anti-venom production



Fill/Finish facilities

Key Takeaways

- CSL Seqirus is well positioned to continue its success in influenza:
 - Capacity development well advanced to support aQIVc launch
- Continuous innovation will enable CSL Seqirus to outpace market growth:
 - aQIVc setting new standard of care
 - sa-mRNA
- sa-mRNA technology will differentiate CSL Seqirus vaccine in COVID-19



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CSL Vifor



Hervé Gisserot
General Manager, CSL Vifor

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FY23 – a solid result with 11 months contribution¹

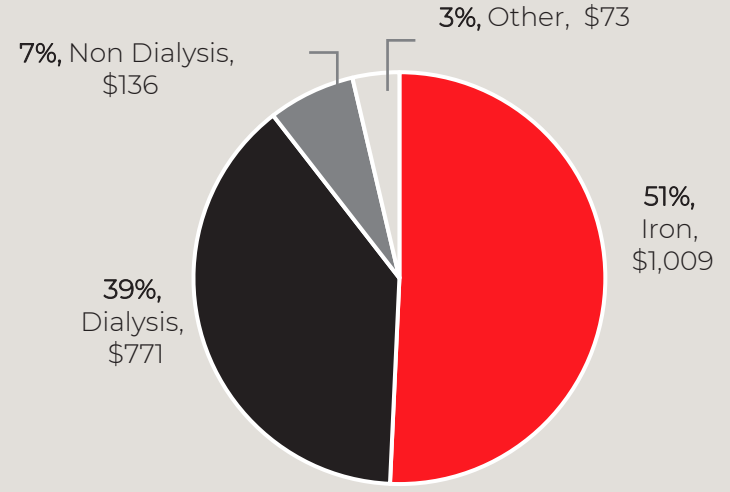
~14% revenue growth²
EPS accretive
Integration and cost synergies on track

Iron Therapy	Nephrology	
	Dialysis	Non-Dialysis
  	    	  

In Market products

FY23 Revenue By Therapy Group \$m¹

Total: \$1,989m



1. Acquired 9th August 2022 ~approximately 11 months contribution
 2. Eleven months FY22 pre CSL ownership and unaudited versus eleven months FY23 at constant currency
 3. Licensed from F. Hoffman-La Roche AG., 4. Licensed from Pfizer Inc., 5. Licensed from ChemoCentryx, Inc., 6. Licensed from OPKO Health, Inc., 7. Licensed from Cara Therapeutics, Inc.



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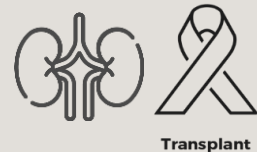
CSL Vifor's strategic framework will set the foundations to drive sustainable, profitable growth



Maximize
Ferinject® / Injectafer®
growth opportunities



Unlock revenue upside in
Patient Blood Management
across CSL




Deliver successful launches
and pipeline progress to
strengthen renal disease
position



Lean and efficient
operations to compete in the new environment

Iron market: Unique conditions enabling us to drive long-term value

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Market development	<ul style="list-style-type: none">Continued market growth due to untapped potential	
Follow-on Competition	<ul style="list-style-type: none">Limited number of follow-on products	
Innovation	<ul style="list-style-type: none">No breakthrough innovation	
Pricing dynamics	<ul style="list-style-type: none">Strong price competition	

1. Kassebaum NJ. The Global Burden of Anaemia. Hematol Oncol Clin North Am. 2016;30(2):247-308

Iron market: Unique conditions enabling us to drive long-term value

Venofer[®]
IRON SUCROSE

Market
Experience

Market development

- Continued market growth due to untapped potential

Follow-on Competition

- Limited number of follow on products

Innovation

- No breakthrough innovation

Pricing dynamics

- Strong price competition

1. Kassebaum NJ. The Global Burden of Anemia. Hematol Oncol Clin North Am. 2016;30(2):247-308

Relentless focus on Ferinject[®] / Injectafer[®] growth

GROWTH

NEW COMPETITIVE LANDSCAPE

- Tendering excellence
- Non-clinical differentiation
- Cost of goods improvement

GEOGRAPHIC & MARKET EXPANSION

- New launch markets
- New indications
- Maximizing value of partnerships

LCM & SCIENTIFIC EXCELLENCE

- Investment in RWE/RWD
- New presentations / formulation
- Non-Biologic Complex Drug characterisation

SIGNIFICANT UNTAPPED MARKET POTENTIAL

RWE = Real World Evidence; RWD = Real World Data

Patient Blood Management addresses a global health issue

Health Problem

Critical need to reduce whole blood transfusions

- Avoidable adverse outcomes
- Wastage of scarce blood supply
- Inefficient healthcare spend

Due to:

- Insufficient screening of iron deficiency
- Suboptimal intra-operative haemostasis



Patient Blood Management

Evidence-based approach to preserve patient's own blood

Three Pillars of PBM

01



Detect & manage anaemia/iron deficiency

02

Minimize blood loss

03



Optimize patient tolerance of post-op anaemia



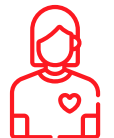
Benefits

For patients:

- **Improved** outcomes
- **Increased safety**
- **Reduced risk** of complications and infections

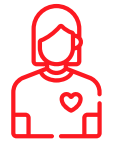
For Health Systems:

- **Preserve** blood for high-value usage
- **Decrease** overall cost of care
- **Improve** Quality Indicators & KPIs



Repeated Demonstrations of Patient & Health System Benefits when PBM is fully implemented

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Benefits for health systems

Benefits for patients

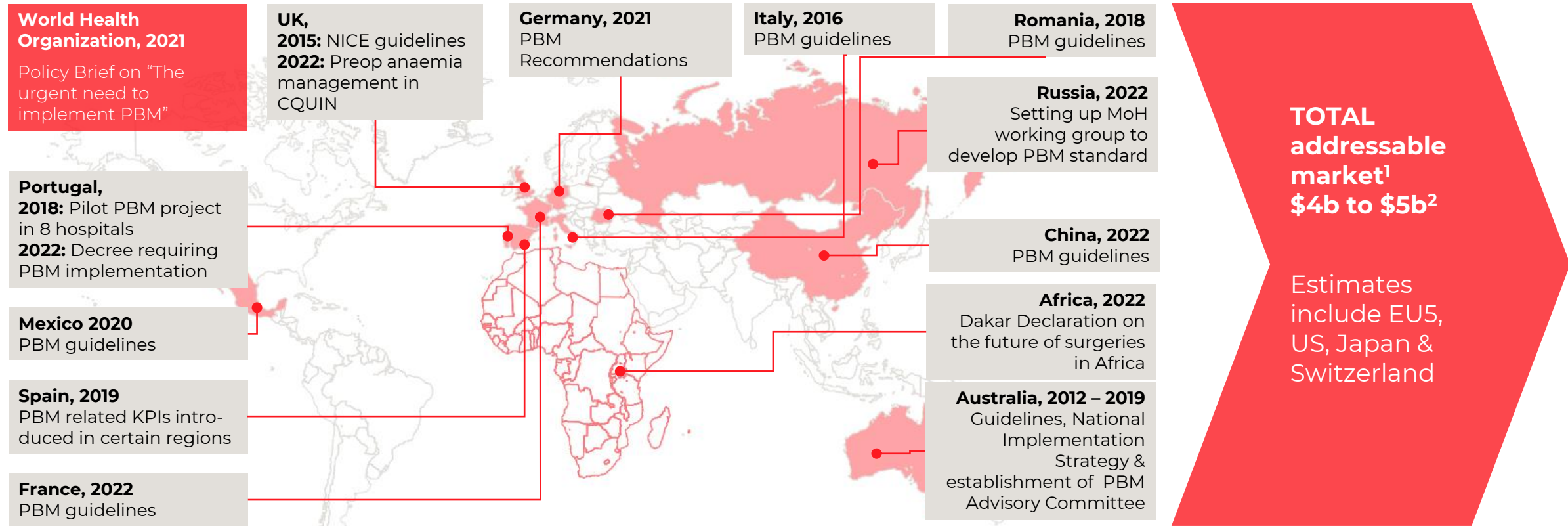
Decrease overall cost of care

Improved patient outcomes

			Mortality	Infection	AMI/stroke	Length of stay	
 <p>Western Australia Patient Blood Management Program¹</p>		<p>\$18.1 m blood product cost savings over the six-year study period</p>	<p>Activity based cost savings between ~\$80 m – \$100 m</p>	<p>28% ↓</p>	<p>21% ↓</p>	<p>31% ↓</p>	<p>15% ↓</p>
 <p>Mayo Clinics²</p> <p>N=400,998 admissions Jan 2010 through December 2017 at two integrated hospital campuses</p>		<p>22% reduction in allogenic transfusions</p>	<p>Savings of \$7 m in transfusion related costs</p>			<p>In-Hospital Adv. Events* 1.5% ↓ Absolute risk</p>	<p>Length of stay 15% ↓</p>
 <p>Across 5 John Hopkins Hospitals³</p>		<p>49% reduction in RBC transfusions orders</p>	<p>Savings of \$2.1 m in blood acquisition costs – ROI 400%</p>				
 <p>University Hospital of Zurich⁴</p> <p>N=213,882 patients discharged between 2012 and 2017 were included in this retrospective study</p>		<p>40% reduction in RBC transfusions</p>	<p>Savings of \$12.44 m in blood acquisition costs over 4 years</p>				

Countries calling on PBM implementation leading to addressable market of \$4-5B across range of specialties

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1. Consisting therapeutic areas where we can address PBM in Pillar 1, Pillar 2 and Pillar 3. Areas of potential significant growth include Cardiothoracic Surgery, Orthopaedic Surgery, Major Vascular Surgery, Oncologic Surgery, Gynecologic & Obstetric Surgery, Transplant Surgery and possibly Trauma
2. Internal calculation. Potential PBM market size estimate based on number of addressable patients. Market sizing estimate assumes price erosion across all classes

CSL is uniquely positioned in PBM to translate evidence-based medicine into evidence-based practice



Benefits of PBM

Diagnosing & treating iron-deficiency (anaemia)

Optimizing hemoglobin and erythropoiesis to avoid complication during and post surgery

Optimizing coagulation

Using factor concentrates to minimize need for allogenic blood products

Ensuring optimal & fast recovery

Managing anaemia & iron-deficiency and post-operative bleeding & clot stability

CSL Portfolio

The CSL Portfolio section displays the following products and their descriptions:

- ferinject** (ferric carboxymaltose)
- injectafer** (ferric carboxymaltose injection)
- Retacrit** (epoetin alfa-epbx) ¹
- KCENTRA** (Prothrombin Complex Concentrate (Human))
- Beriplex P/N** (Human Prothrombin Complex)
- RIASTAP** (Fibrinogen Concentrate)
- HAEMOCOMPLETAN P** (Fibrinogen Concentrate)
- Corifact** (Factor XIII Concentrate (Human))

1. Rights for PBM currently reside with Pfizer (licensor) – asset is part of VMCRP (distribution limited to US dialysis and non-hospital market)



Realising the market opportunity through integrated Go to Market operating model

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Strengthen renal disease position along the full spectrum of kidney disease

Prevent Kidney Damage

Preserving renal function

Chronic kidney disease treatment

Manage complications CKD

Dialysis Treatment

Manage complications Dialysis

Nephrology & Transplant TA

TAVNEOS™ (Ex-US)
(avacopan)

Sparsentan (EU, ANZ)

Multiple potential early-stage assets

Managing transplant patients (including complications)

CSL964
(GvHD prevention and treatment)

Clazakizumab
(Ab-mediated rejection and ESKD)

1. Currently in regulatory assessment by the U.S. FDA. Based on standard NDA resubmission review timelines, our partner Akebia Therapeutics expects a letter from the FDA acknowledging that the resubmission is complete, classifying the resubmission, and setting the PDUFA date at the end of October 2024.

CSL Vifor key value catalysts will drive growth into the medium - long term

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Near-term

- Ferinject® reimbursement in China
- Injectafer® Heart Failure US launch
- Launches Kapruvia® / Korsuva®, Tavneos® & Sparsentan
- Collaboration with Behring / Seqirus

Mid-term

- Maximize strategic partnerships
- PBM revenue upside
- CSL 300

Long-term

- Nephrology / Transplant pipeline
- BD opportunities

Cost Synergies

Indications / Geographic expansion

R&D Opportunities

1. CUA = Calcific Uremic Arteriopathy
2. PAD-ESKD = Peripheral Arterial Disease - End Stage Kidney Disease

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Thank You / Questions

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CSL Behring



Andy Schmeltz
EVP, CSL Behring

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CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient

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PLASMA COLLECTION



MANUFACTURING



COMMERCIALISATION



CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient

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PLASMA COLLECTION

MANUFACTURING

COMMERCIALISATION

Grow
Plasma
Volume



Reduce
Plasma
Acquisition
Cost



EMPLOYEE.



PATIENT.

CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient

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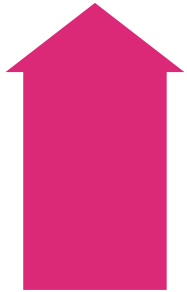


CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient



Grow Plasma Volume



Reduce Plasma Acquisition Cost

Improve Ig and Albumin Yield



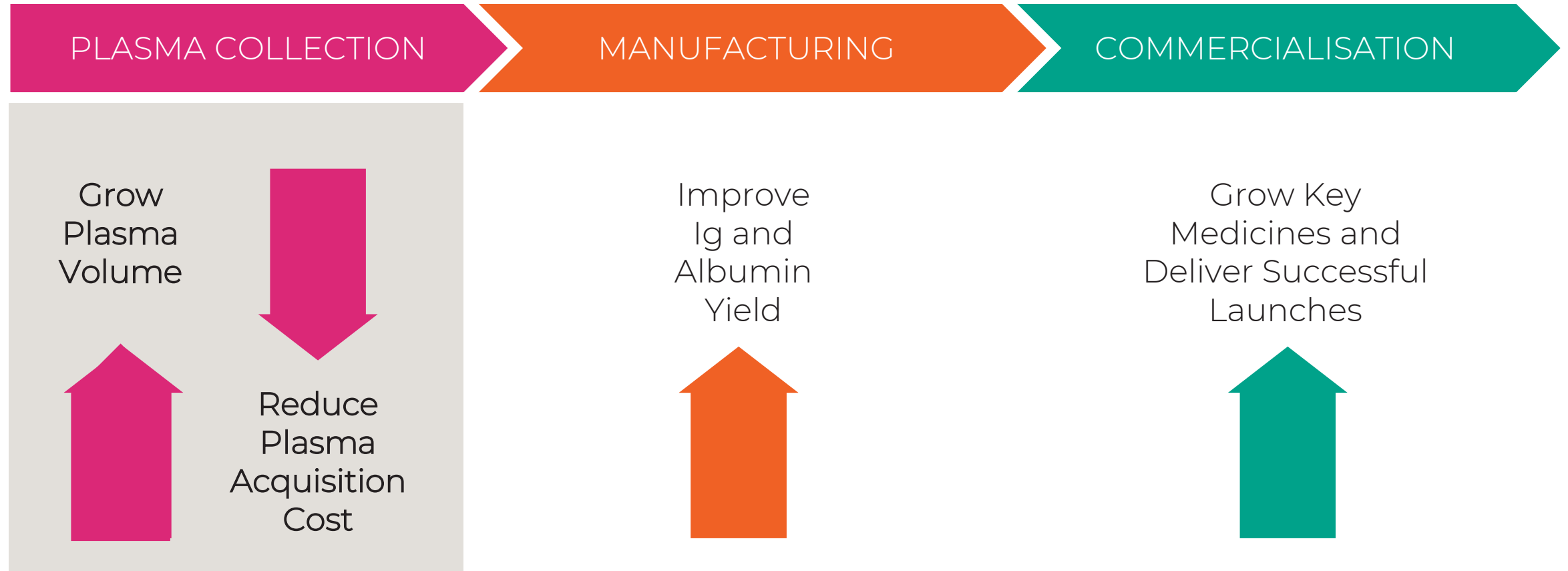
Grow Key Medicines and Deliver Successful Launches



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CSL Behring: Driving Sustainable, Profitable Growth

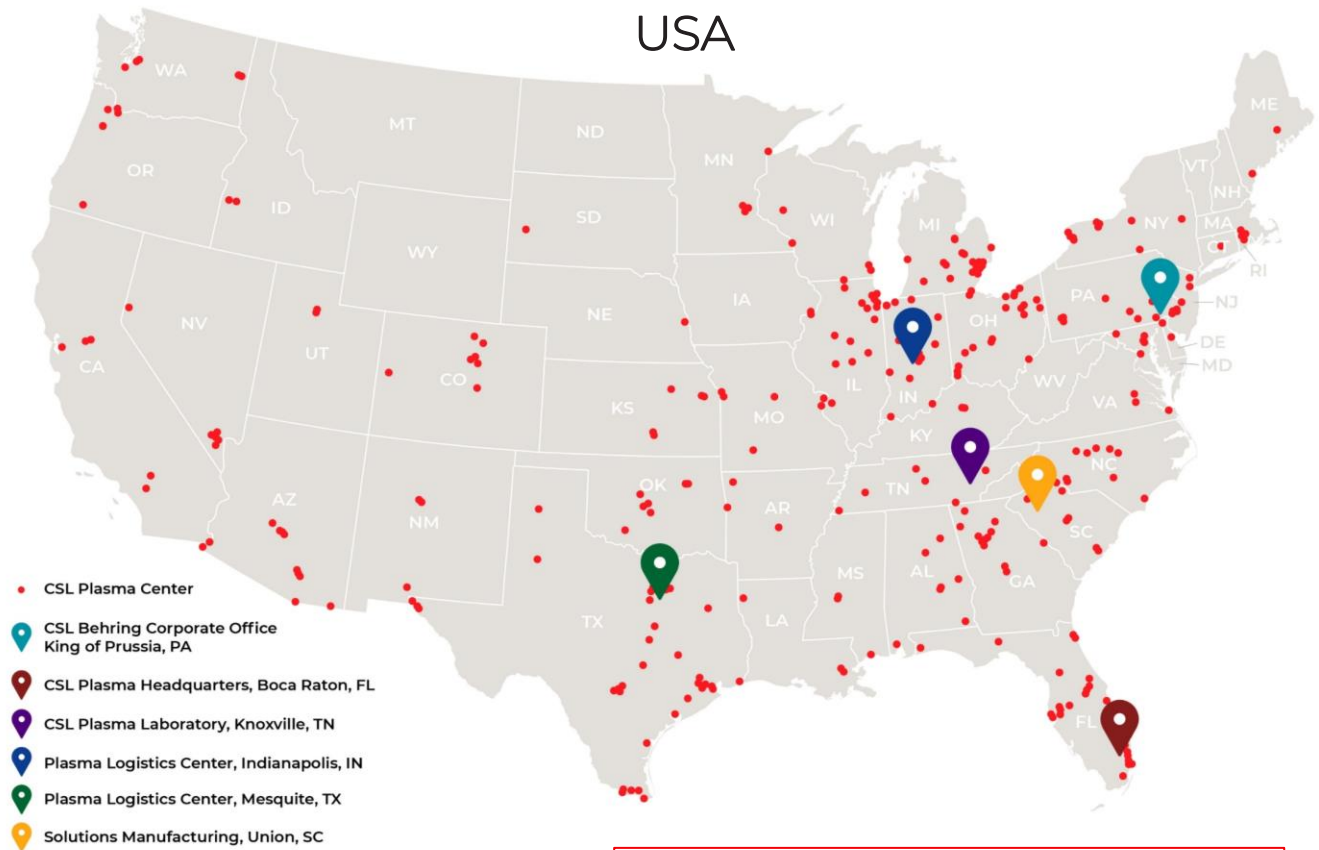
Working together from Donor to Patient



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Snapshot of CSL Plasma's Industry-Leading Collection Network

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- CSL Plasma Center
- CSL Behring Corporate Office
King of Prussia, PA
- CSL Plasma Headquarters, Boca Raton, FL
- CSL Plasma Laboratory, Knoxville, TN
- Plasma Logistics Center, Indianapolis, IN
- Plasma Logistics Center, Mesquite, TX
- Solutions Manufacturing, Union, SC



Key figures

- 322 centres U.S.
- 15 centres EU
- 12 centres opened in last year

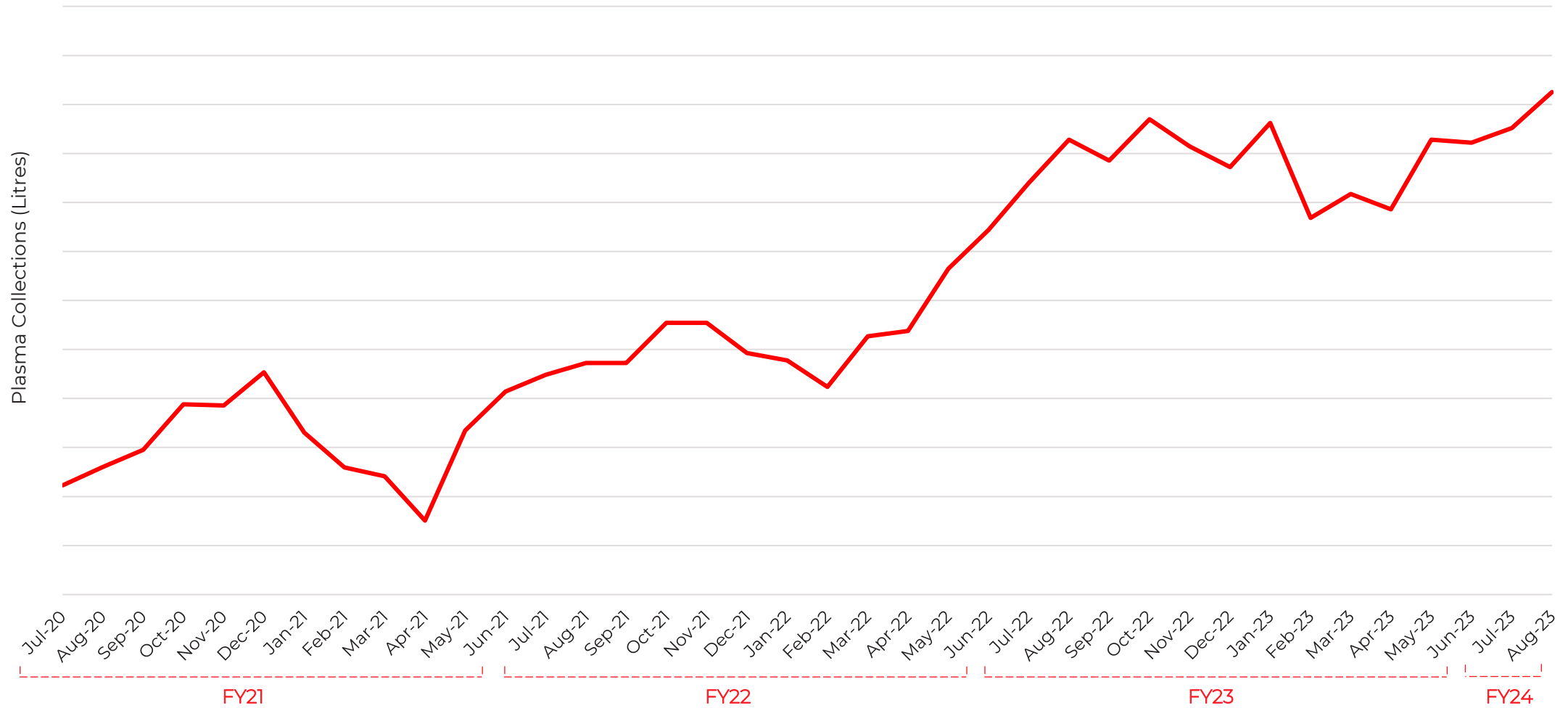
Note: CSL Plasma also operates five centres in China.



Global Plasma Collections Back on Track

-22% in FY21 | +24% in FY22 | +31% in FY23

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Leading the Way in Plasma Growth & Efficiency



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Multiple Levers to Support Collections Growth, Enabled by Digital Transformation

- Optimize mix of qualified and new donors
- Focus on donor and market segmentation
- Leverage personalized messaging and incentives

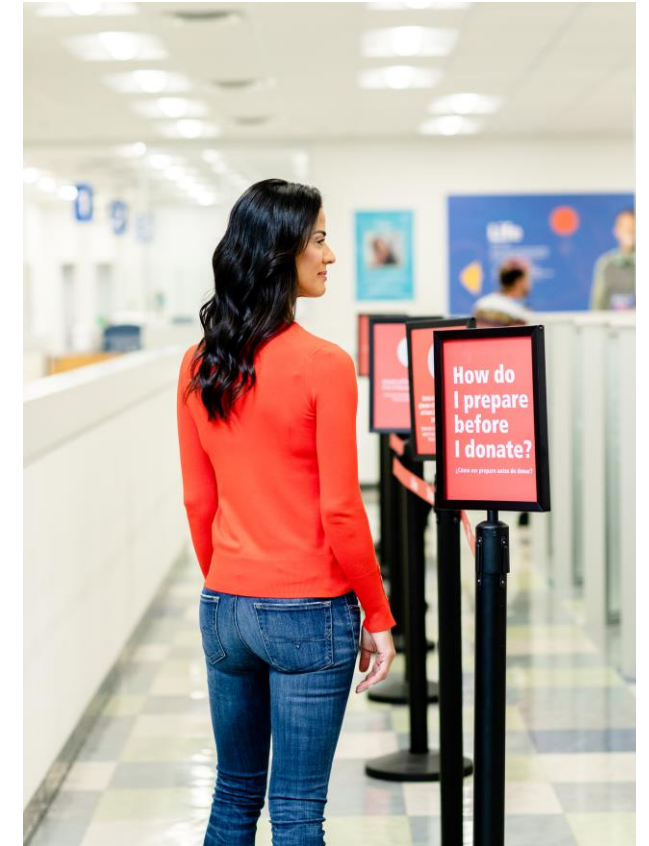
● RETENTION

● FREQUENCY

- Deliver **best-in-class** service
- Apply **technology** to guide fee setting
- **Personalize** experience via app

● NEW LAPSED DONORS

- Increase awareness across **different media**
- Drive first-time donation with **differentiated fees**
- **Digitize** pre-registration and appointments



Clear Path to Driving Cost Per Litre (CPL) Efficiencies

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COVID disruption led to

Higher donor fees to drive collections

Lower centre output and unfavourable cost absorption

Higher labor wage rates

However, we have turned the corner.
Further CPL reductions over coming 4 years

1 - 3 YEARS

01 Optimizing Fee Structures

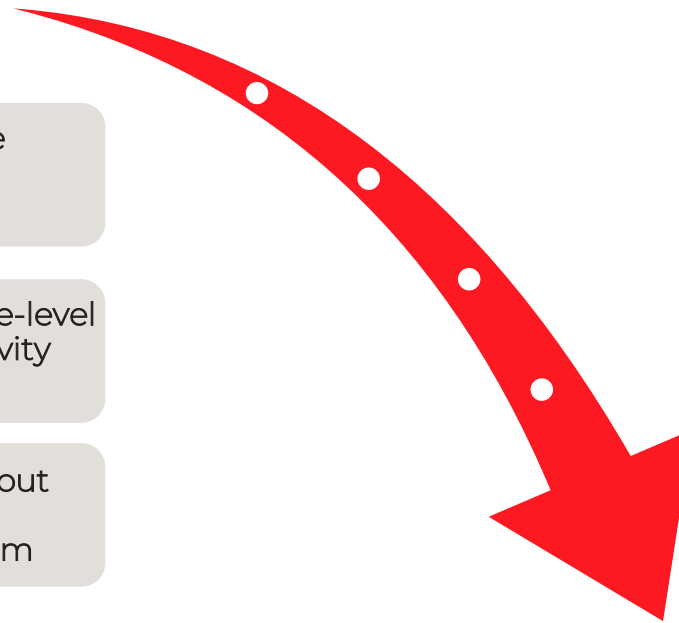
02 Focus on centre-level Labor Productivity

03 Continued Rollout of Rika Plasma Donation System

2 - 4 Years

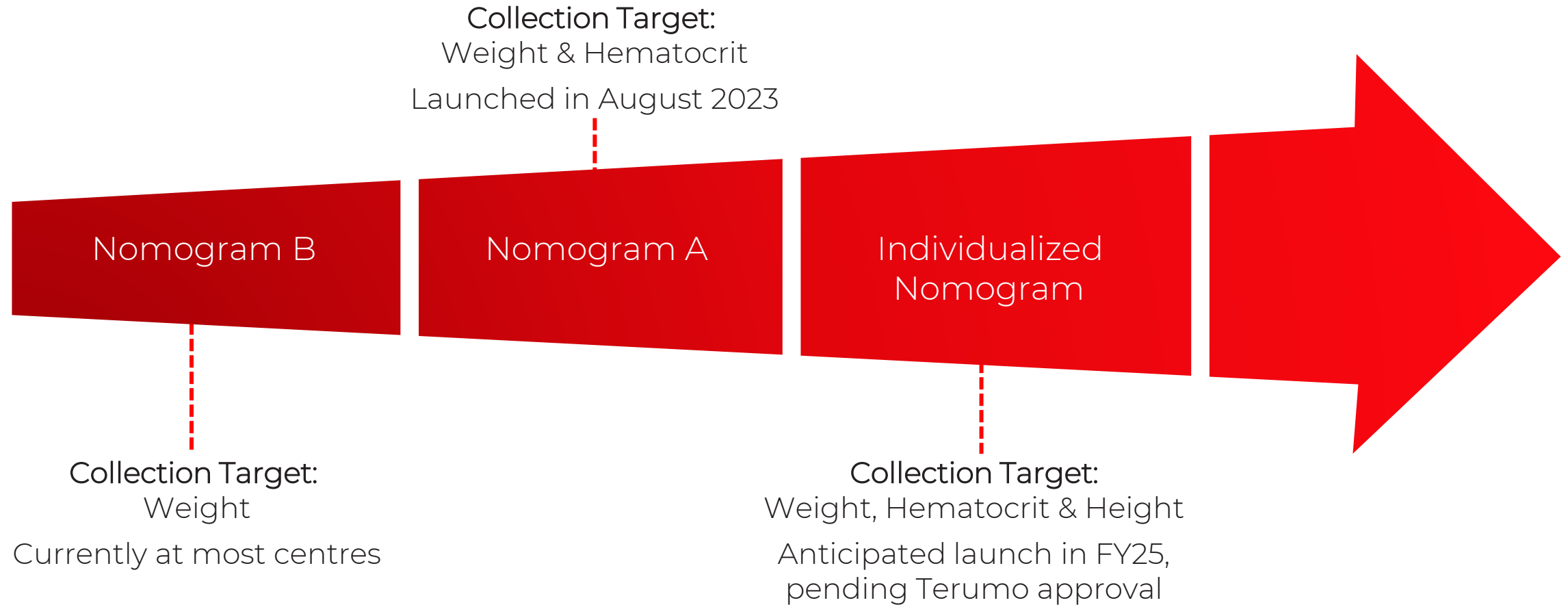
Individualized **04** Nomogram

Improved Centre **05** Productivity and Cost Absorption



U.S. FDA Nomogram: Important Lever to Optimize Donations and Drive Plasma Yield

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Benefits of Rika Plasma Donation System

Currently deployed in ~15 centres Roll-out schedule to be agreed with Terumo by December 2023

Donor Experience

Fewer donor deferrals; reduced donation time by ~30%



Donor Safety

Improper collection volume due to employee error reduced by 85%



Sustainable Growth

Individualized Nomogram will improve average donation yield by ~10%



Sustainability

Reduced biohazard disposable waste by 10-15%



Leading the Way in Plasma Growth & Efficiency



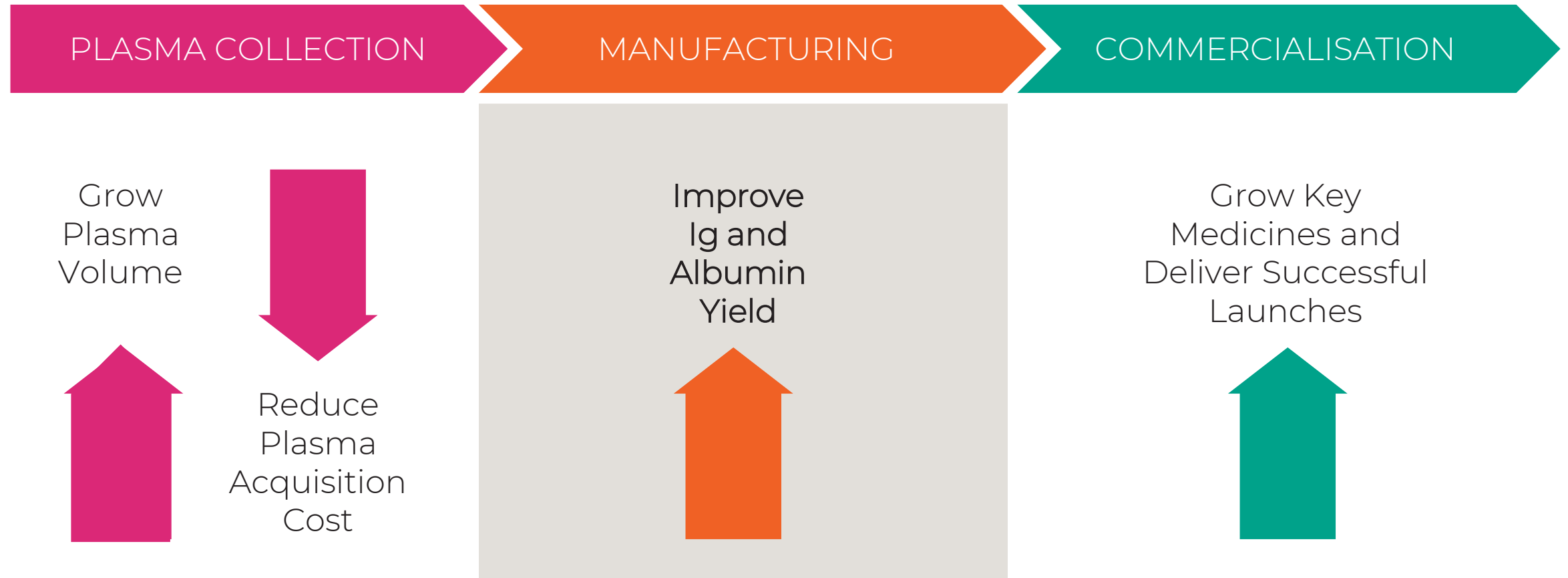
- Digital Transformation
- Rika Plasma Donation System
- Nomogram A & I



- Enhanced Scheduling
- Donor Fee Strategy
- Fleet Optimization

CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient



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Global Manufacturing Presence



Bern, Switzerland

- Core products:
immunoglobulins &
albumin
- Specialty products:
anti-D-hyperimmune



Broadmeadows, Australia

- Core products:
immunoglobulins &
albumin
- Specialty products:
coagulation factors,
critical care, CSL312
- Toll plasma services for
Australia, New Zealand,
Hong Kong, Malaysia &
Taiwan



Marburg, Germany

- Core products:
Human Albumin
Behring, coagulation
factors, critical care
- Specialty products:
hyperimmunes



Kankakee, Illinois, U.S.

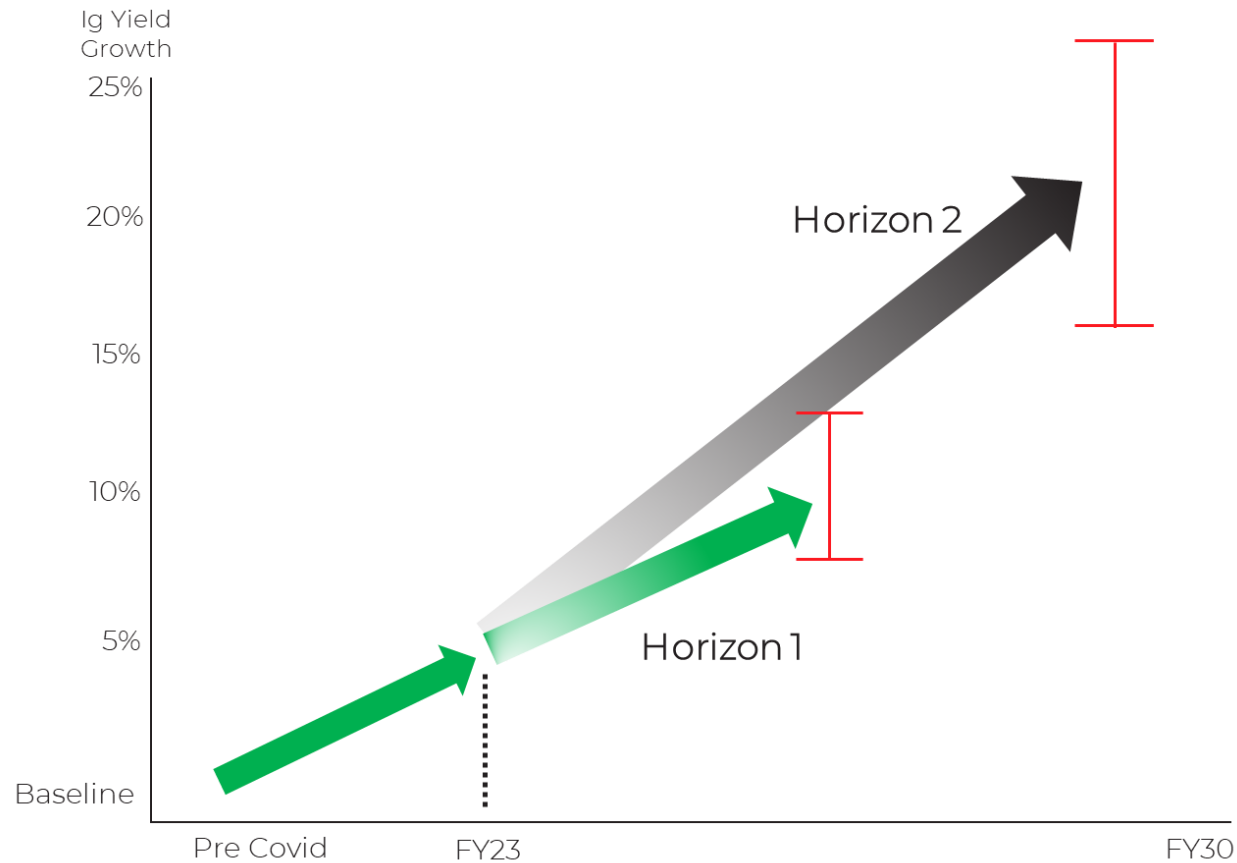
- Core products:
albumin,
fractionation for
intermediate pastes
- Specialty products:
alpha1-proteinase
inhibitor



Wuhan, China

- Core products:
albumin,
immunoglobulins

Ig Yield Maximisation Strategy¹



¹ Illustrative only
Subject to the success and timing of research and development activities
and the decisions of regulatory authorities



Yield Improvements

Horizon 1

- Process changes within regulatory filing
- Data analytics and plasma allocation
- Operational excellence

Horizon 2

- Proprietary process improvements with some manufacturing re-tooling
- Will require regulatory approval
- Targeted at litres producing Ig & Albumin only
- Pilot work underway

Operational Excellence

CSL Operating System Delivering Value Across Six Areas



Productivity

Example Value



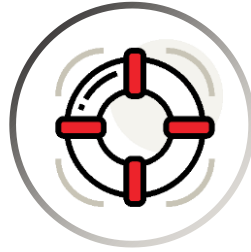
Reduction in cycle time and increased capacity



Service



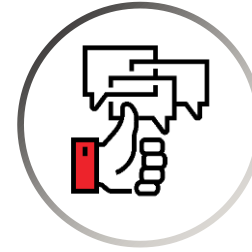
Increase level of On Time In Full Delivery to markets



Reliability



Reduction in inventory



Engagement



Increase in schedule adherence



Quality



Reduction in Repeat Deviations & write offs



Sustainability

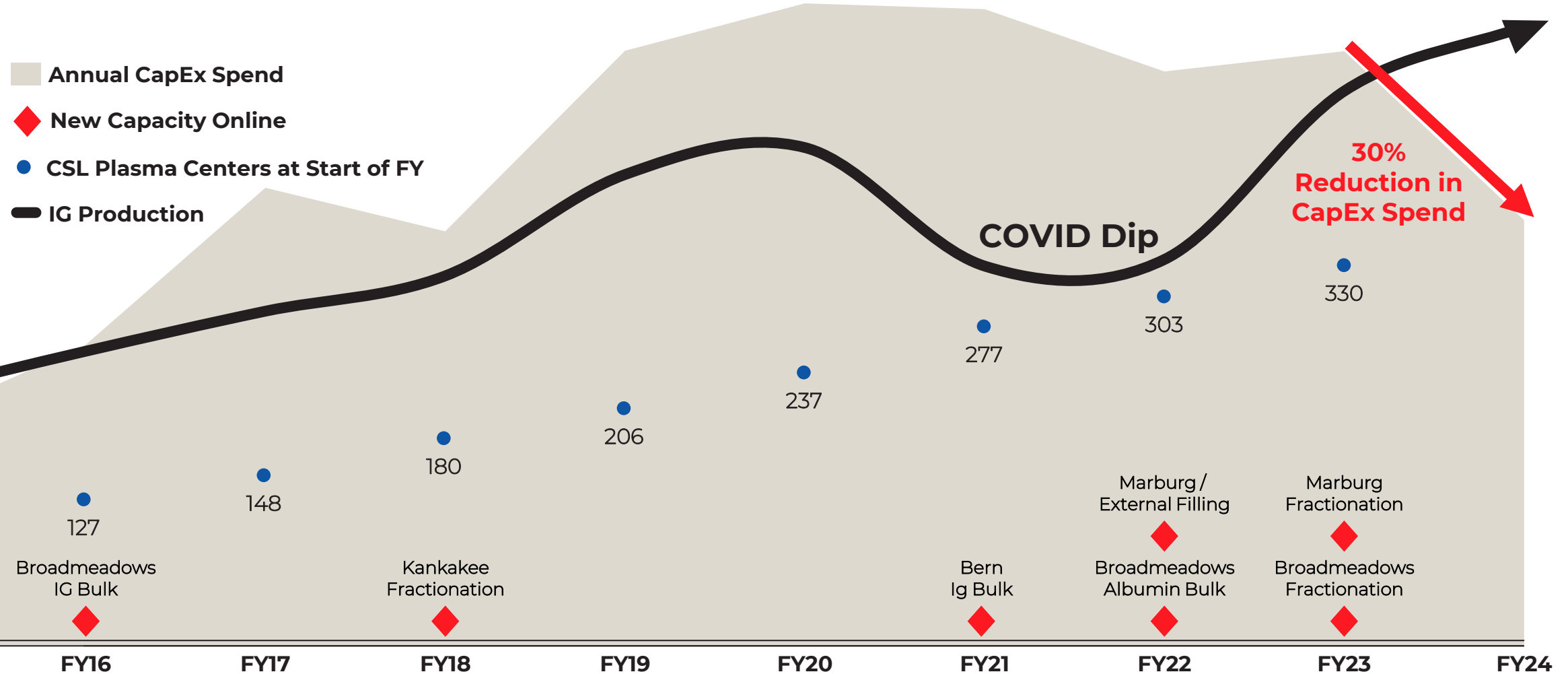


More efficient environmental footprint

CapEx Investments are Providing Capacity for Growth

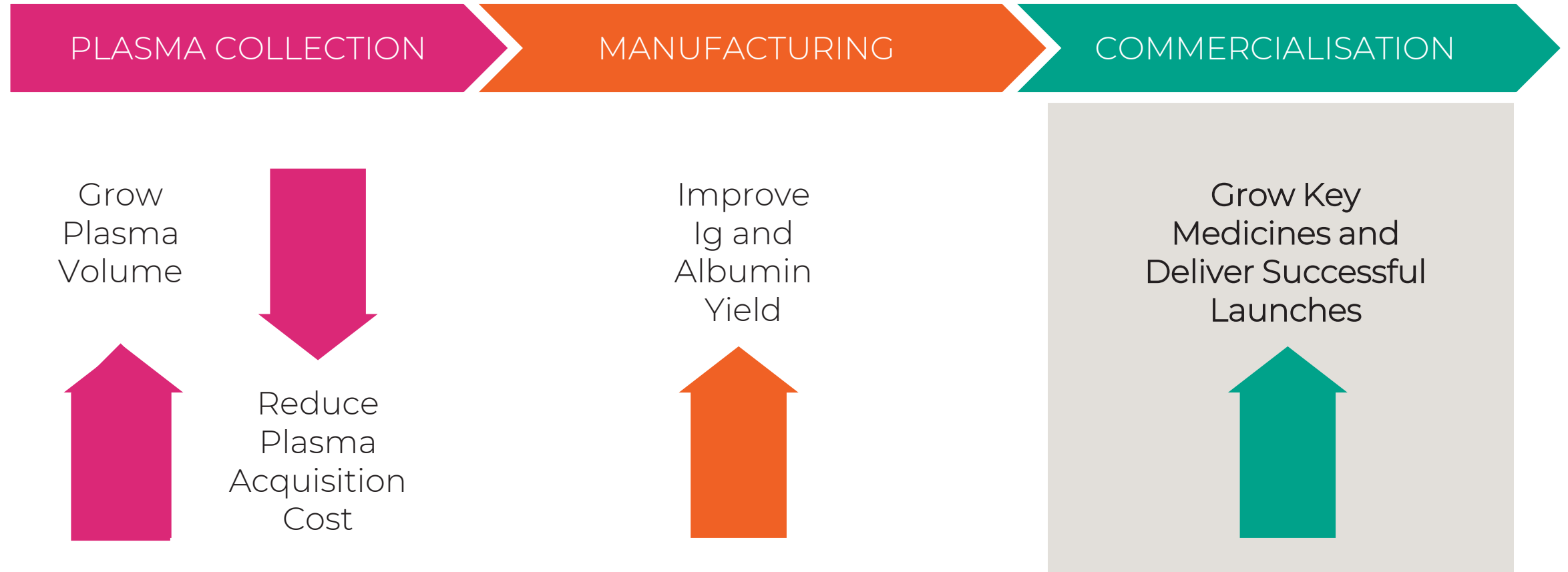
CSL expects CapEx investment needs to reduce as major projects are now coming online

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CSL Behring: Driving Sustainable, Profitable Growth

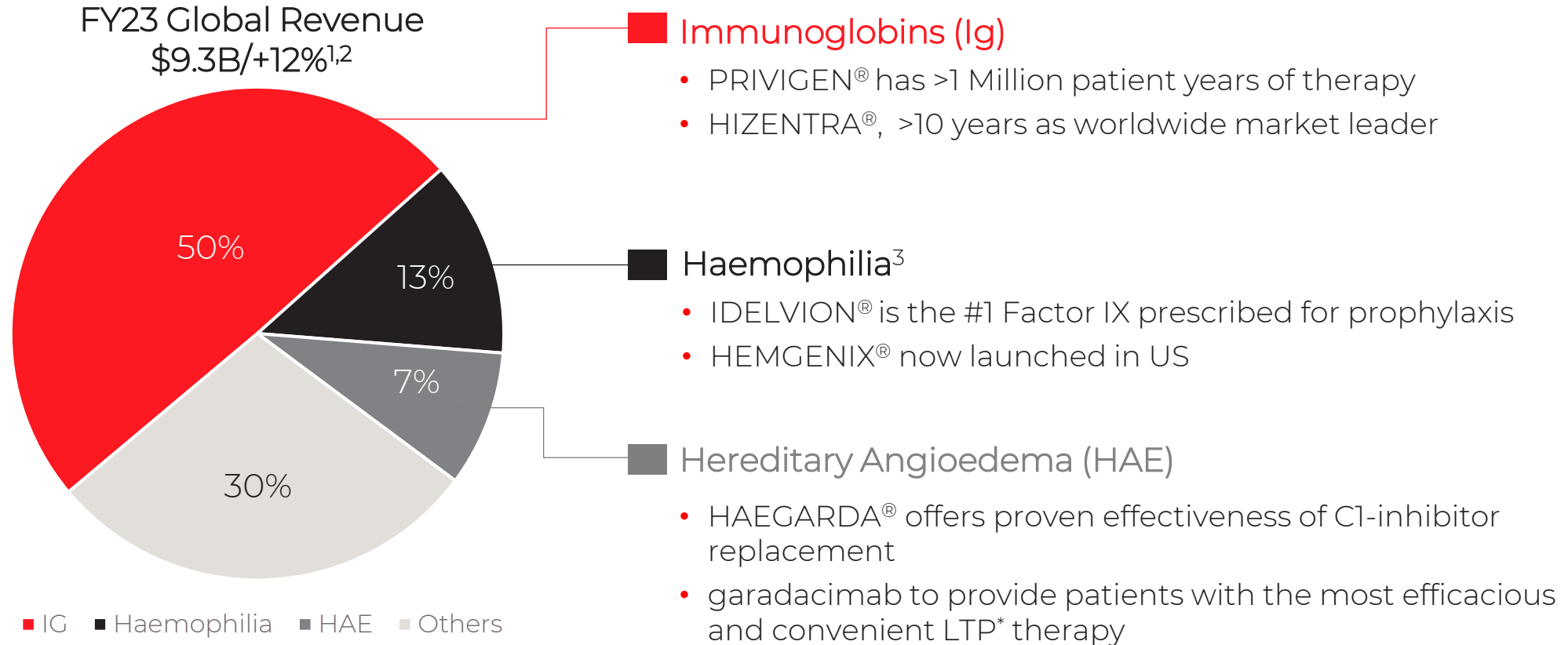
Working together from Donor to Patient



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Strong CSL Behring Portfolio with Compelling Growth Drivers

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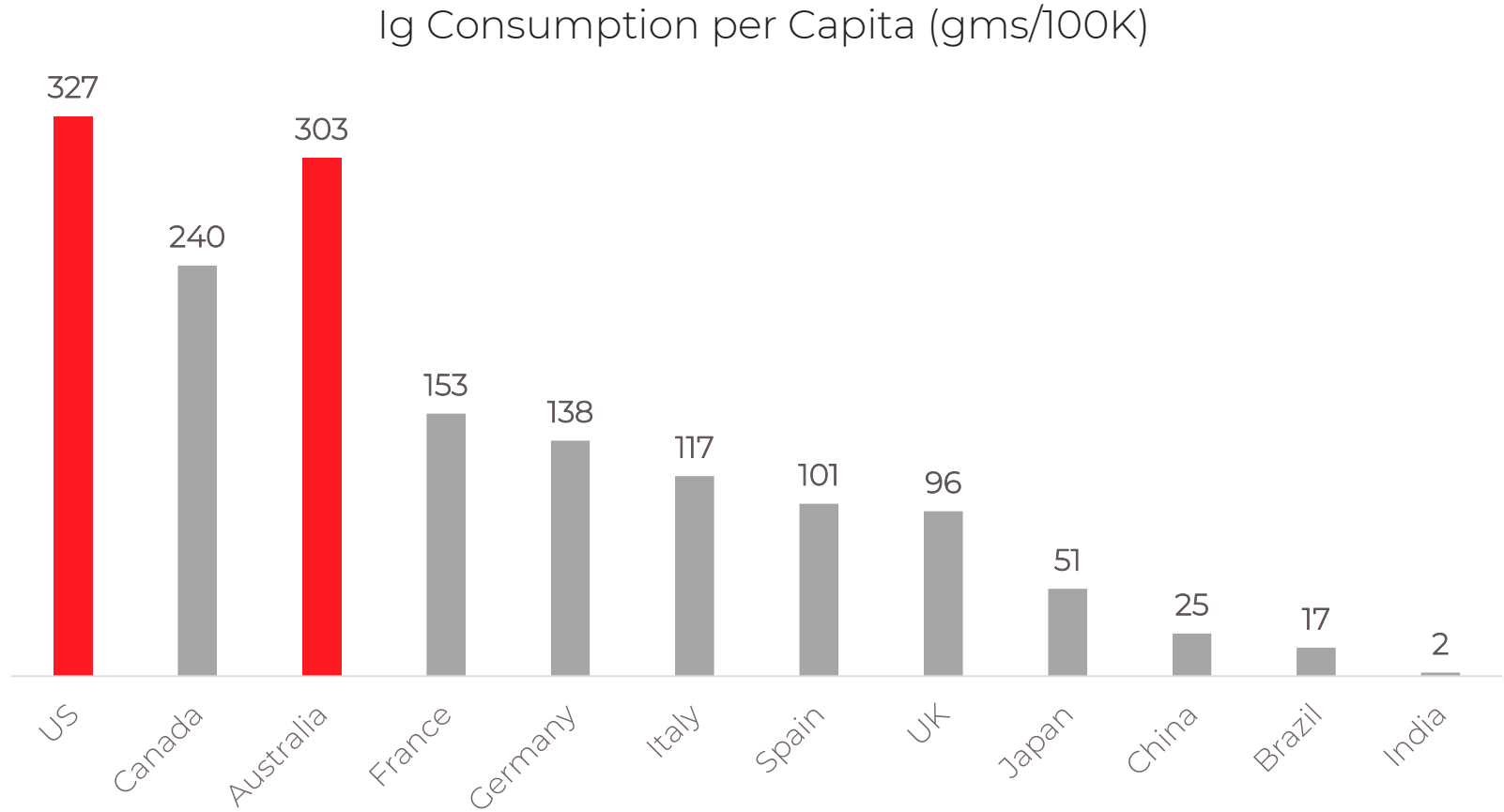
Source:
¹ FY23 Growth percentages shown at constant currency ² Includes HPV royalties & Ig Hyperimmunes
³ Haemophilia includes Afstylia (Hem-A), Idelvion (Hem-B), Hemgenix (Hem-B), and other coagulation products.

* Long term prophylaxis (LTP)



Ig Usage Trends by Country Shows Significant Opportunity, Particularly Beyond US and Australia

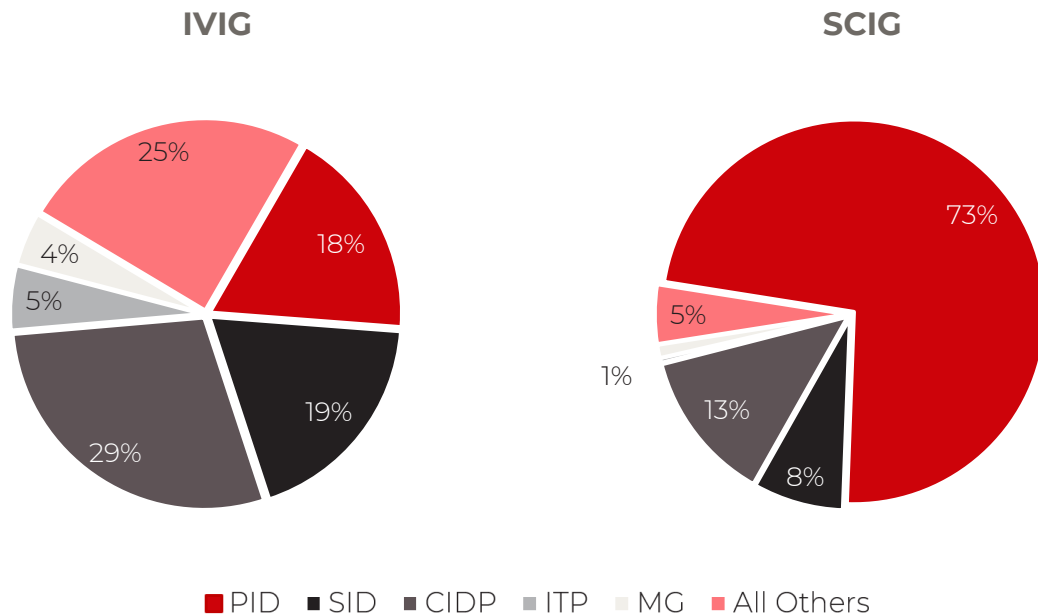
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- US, Australia and Canada are the leading countries for per capita Ig utilization
- Disease prevalence is consistent globally
- Clear opportunity to grow Ig subject to adequate supply

Behring Ig Growth Opportunities Span Current and New Indications

7 Major Markets: Ig Market Volume by Indication (FY23)



Abbreviations: primary immunodeficiency (PID), secondary immune deficiency (SID), chronic immune thrombocytopenic purpura (ITP), chronic inflammatory demyelinating polyneuropathy (CIDP), myasthenia gravis (MG)

- Ig demand across core indications continues to grow:
 - Ig replacement in PID, SID
 - Ig as an immunomodulator in MG, CIDP, ITP
- Multiple levers to sustain and expand leadership:
 - Real-world experience (RWE) and data generation
 - Launch of HIZENTRA pre-filled syringe offerings; 5ml, 10ml, 20ml, 50ml
 - Exploring multiple additional indications including dermatomyositis (DM)



PRIVIGEN® and HIZENTRA® : Compelling Offerings for Patients

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Privigen®



- Standard of care IVIg with proven protection through reliable Ig restoration
- 15+ years in PID and ITP;
10+ years in CIDP
- Demonstrated to improve motor function in CIDP:
 - Supported by PRIMA and PATH studies
- > 1.1M patient years' experience across indications

Abbreviations: primary immunodeficiency (PI), chronic immune thrombocytopenic purpura (ITP), chronic inflammatory demyelinating polyneuropathy (CIDP)

Hizentra®

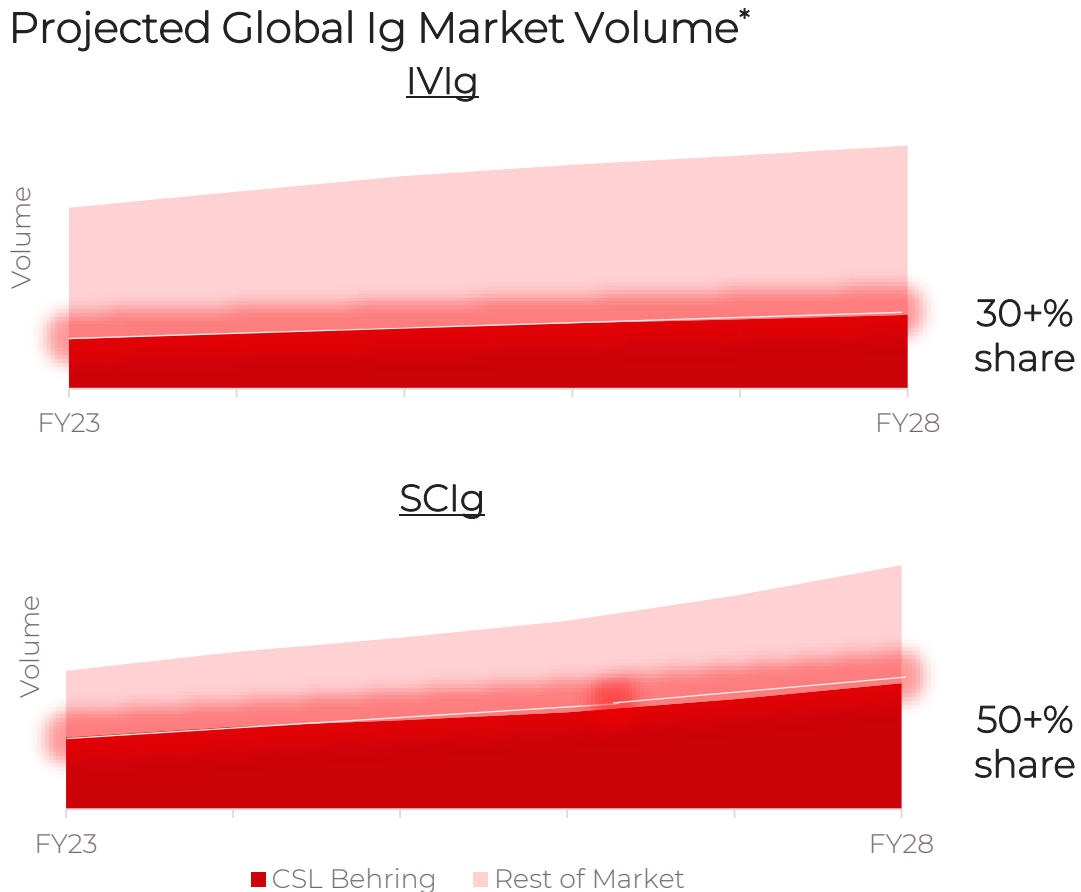


- Market leading SCIg offering personalized treatment options to patients
- Recommended for CIDP maintenance treatment in Peripheral Nerve Society (PNS) treatment guidelines¹
- Proven long-term protection with 5+ years of RWE in CIDP
- Expanding into dermatomyositis (DM) as the first-and-only SCIg

¹Van den Bergh PYK, van Doorn PA, Hadden RDM, et al. European Academy of Neurology/Peripheral Nerve Society guideline on diagnosis and treatment of chronic inflammatory demyelinating polyradiculoneuropathy: Report of a joint Task Force—Second revision. *Eur J Neurol.* 2021;1-28. <https://doi.org/10.1111/ene.14959>.

Behring Ig Portfolio to Outpace Market Growth

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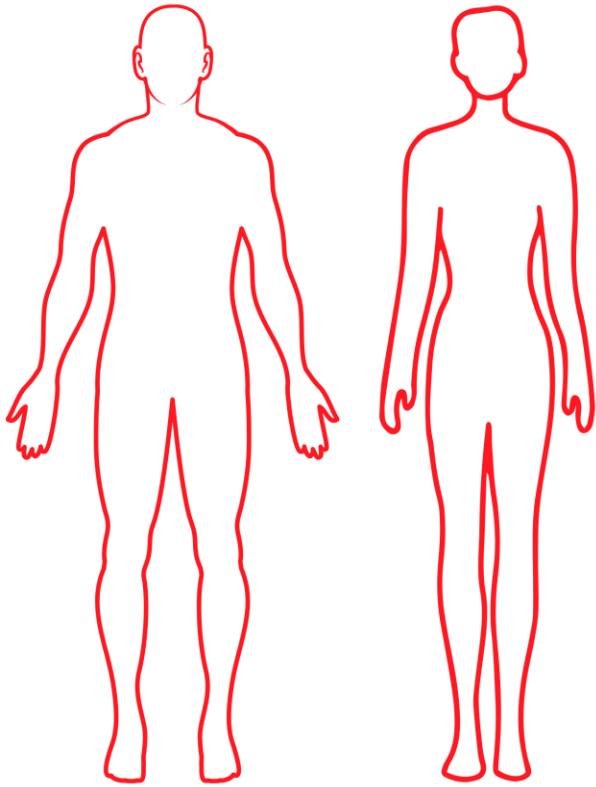


	Ig Market	
5-Yr Vol CAGR	6-8%	high single-digits

- Improving Ig market supply, strong underlying demand and improved diagnosis rates in PID
- PRIVIGEN® (IVIg) and HIZENTRA® (SCIG) leadership in core indications while expanding to new areas of unmet need

Haemophilia B

Disease Overview and Unmet Needs



Haemophilia B: A rare genetic bleeding disorder



It results from the absence or deficiency of **coagulation Factor IX (FIX)**^[1]



~38K people²
Diagnosed with Haemophilia B worldwide in 2021^[2]



~20K people
Treated with Factor IX therapies

Significant unmet need persists despite treatment advances

- Infusion Burden
- Durable Protection/ Stable FIX level
- Treatment options for patients with inhibitors
- Psychological and Social Impact

[1] National Bleeding Disorders Foundation [2] WFH Annual Survey 2021
PdFIX: Plasma-derived Factor IX; SArFIX: Short-acting recombinant Factor IX; LArFIX: Long-acting recombinant Factor IX

IDELVION® and HEMGENIX®: Leading Through Innovation

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Idelvion



- Well established standard of care
- Provides highest factor levels for the longest period of time of any FIX replacement therapy
- Offers personalized dosing options of up to 21-days*
- Safe and well tolerated with low incidence of adverse reactions

Hemgenix®



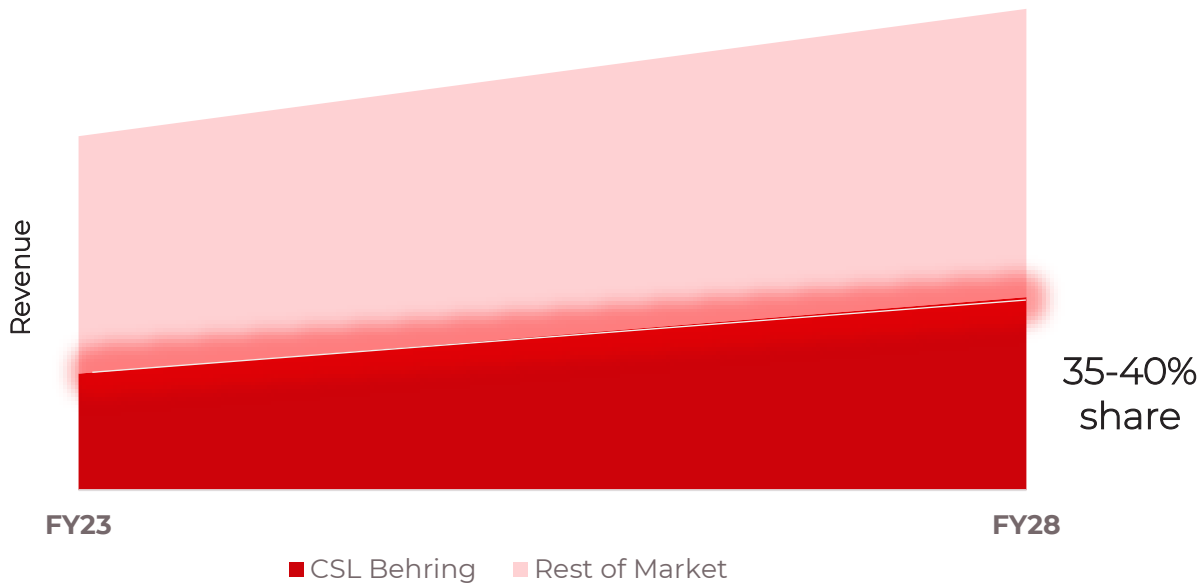
- Provides greater bleed protection vs prophylaxis
 - 63% patients reported zero bleeds in the 7 to 18-month period following infusion^[1]
- Eliminates routine prophylaxis
 - 96% of people discontinued Factor IX prophylaxis and remained prophylaxis-free^[1]
- Sustains FIX levels projected to last 15+ years for majority of patients^[2]
- Safe and well tolerated with no treatment related SAE's

*Where 21-day dosing is approved

[1] HOPE-B trial [2] Jinesh Shah, factor IX activity following etranacogene dezaparovec gene therapy in the treatment of haemophilia B Hongseok Kim, Krupa Sivamurthy, Paul E. Monahan & Michael Fries (2023) Comprehensive analysis and prediction of long-term durability of, Current Medical Research and Opinion, 39:2, 227-237, DOI: 10.1080/03007995.2022.2133492Add durability modelling publication reference

Behring Haemophilia B Portfolio to Outpace Market Growth

Projected Global Haemophilia B Market Revenue*



Haem B Market

5-Yr Rev CAGR

4-6%

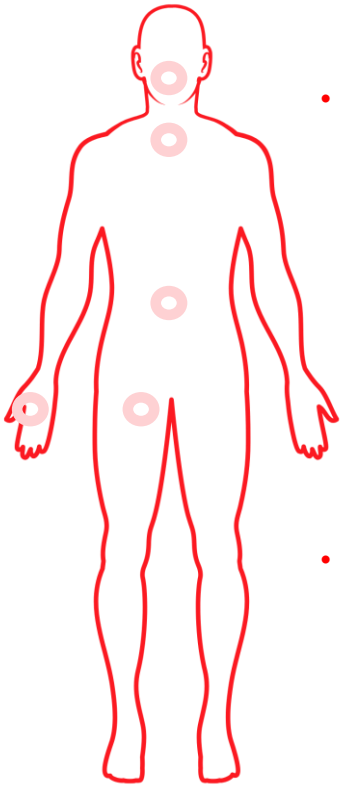
high single-digits



- Haemophilia B market expected to grow due the launch of advanced therapies including gene therapy (GT)
- Targeting the right patients for IDELVION® and HEMGENIX® will maximize success for CSL Haemophilia B portfolio

Hereditary Angioedema (HAE)

Disease Overview and Unmet Needs



- HAE results from missing or low levels of a protein called C1 esterase inhibitor (C1-INH) and can cause attacks of swelling, and often pain, in specific parts of the body.
- Laryngeal attacks that block the airway are potentially life threatening

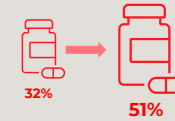
Hereditary Angioedema: A rare genetic disorder



1/40,000-50,000
~12K treated patients in major markets



50% Chance of passing it on to a child



>50% increase in patients getting prophylaxis treatment between 2016 and 2023

Significant unmet need persists despite treatment advances

- Delayed diagnosis
- Treatment burden
- Lack of immediate acting prophylaxis treatments
- Psychological and Social Impact

Prophy patient share

HAEGARDA[®] and Garadacimab

Best in Class Prophylactic Efficacy

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Haegarda[®]



- Addresses the root cause of HAE by replacing missing or dysfunctional C1-INH
- Reduces the median frequency of HAE attacks by 95%*
- Reduces the median frequency of rescue medication by >99%*
- 99% of US patient days were attack free for up to 2.7 yrs.+

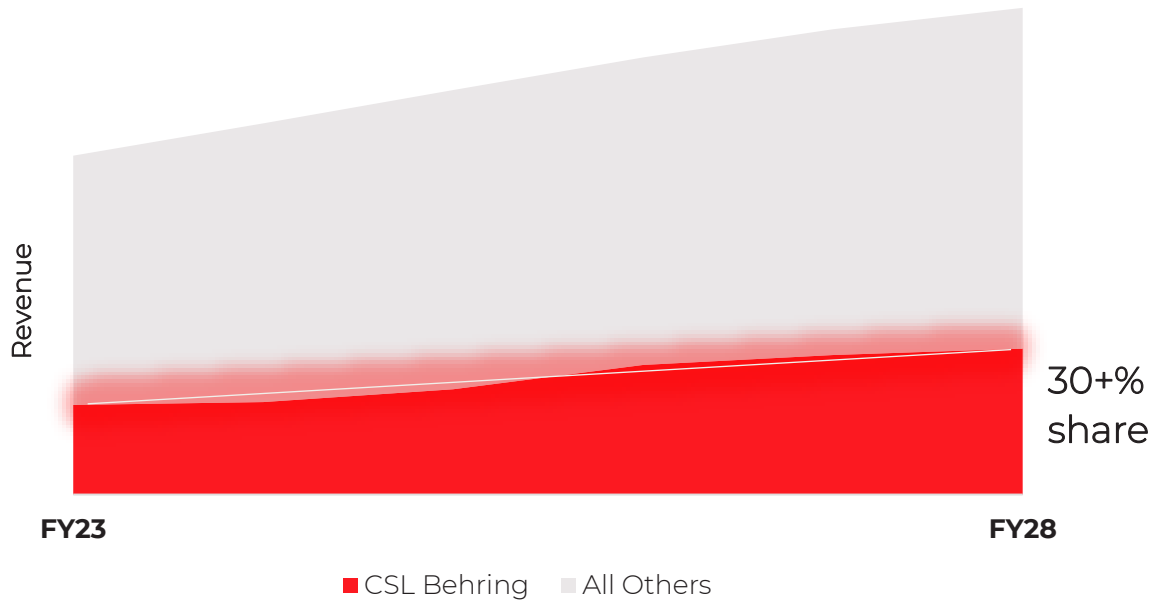
Garadacimab

- First Factor XIIa therapy for HAE prevention working at the top of the cascade
- One dose, once a month, in less than 15 seconds via prefilled pen
- >99% median reduction in attacks and rescue medication use per month vs placebo*
- >62% of patients (12 years of age +) were completely attack-free over 6-months*

*pivotal Phase 3 study results, + Longhurst H, Cicardi M, Craig T, Bork K, Grattan C, Baker J, COMPACT Investigators et al. Prevention of hereditary angioedema attacks with a subcutaneous C1 inhibitor. *N Engl J Med.* 2017;376:1131-1140. doi: 10.1056/NEJMoa1613627.

Behring HAE Portfolio to Outpace Market Growth

Projected Global HAE Market Revenue



garadacimab

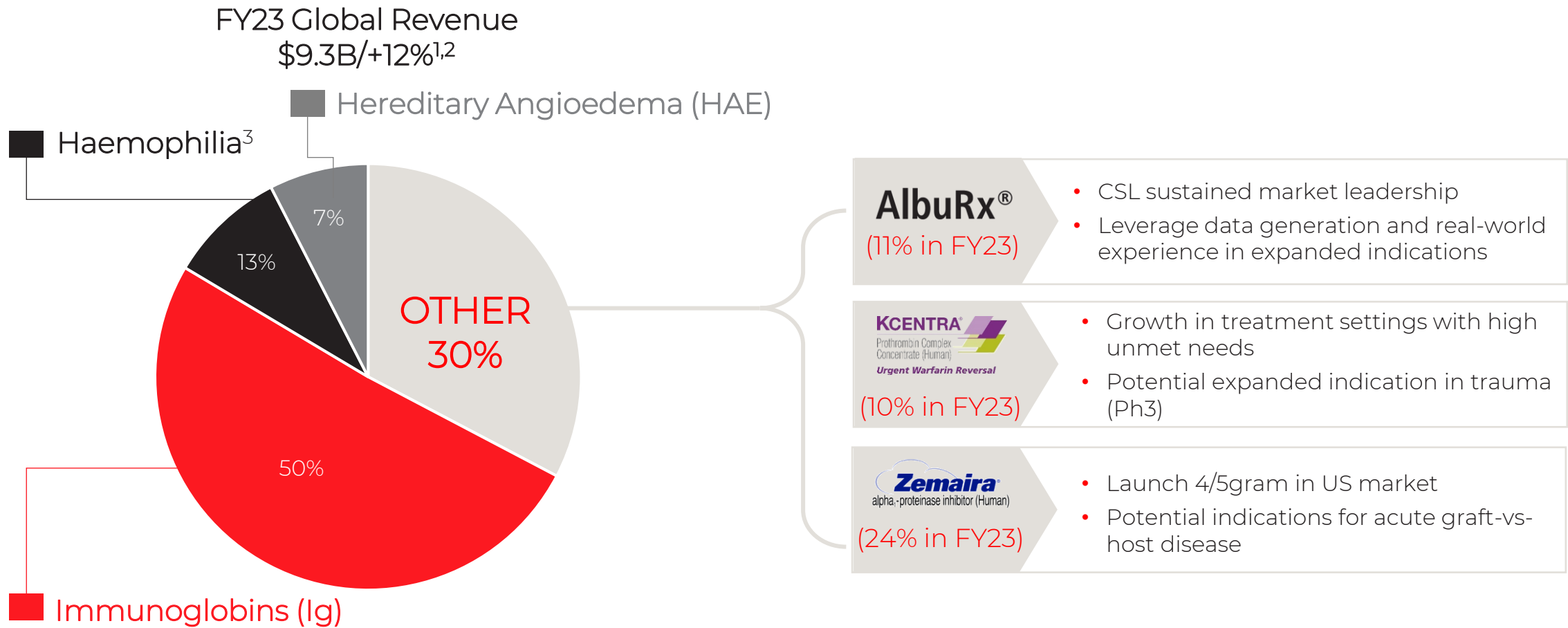
HAE Market

5-Yr Rev CAGR	4-6%	high single-digits
---------------	------	--------------------

- Improved diagnosis rates and new prophylaxis therapies will drive market growth
- CSL portfolio addresses the needs of patients with effective on-demand treatment (BERINERT®) and prophylaxis therapy (HAEGARDA®)
- HAEGARDA®/BERINERT® will continue to be preferred by patients who value natural C1 replacement for its strong efficacy, safety profile and track record
- *Garadacimab* – potential best-in-class therapy for HAE prophylaxis

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Portfolio Enabled by Additional In-line Growth Drivers



Source:

¹ FY23 Growth percentages shown at constant currency ² Includes HPV royalties & Ig Hyperimmunes

³ Haemophilia includes Afstylia (Hem-A), Idelvion (Hem-B), Hemgenix (Hem-B), and other coagulation products.

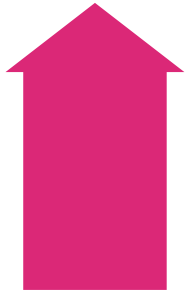
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CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient



Grow Plasma Volume



Reduce Plasma Acquisition Cost



Improve Ig and Albumin Yield



Grow Key Medicines and Deliver Successful Launches



CSL Behring: Driving Sustainable, Profitable Growth

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Working together from Donor to Patient

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Thank You / Questions

CSL

**Information
and Digital**



Mark Hill
CDIO

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We are selective in choosing digital opportunities with the greatest potential to differentiate our business

Our focus areas include:

1

- Interactions with donors
 - The acceleration of science in pursuit of new therapies
 - Scaling the enterprise
-

2

Under these focus areas lies a massive injection of **information and automation**

3

Anchored in a mission to keep our company and its data **safe and secure**

Value drivers for information and digital



Differentiation



Making donations easier, while ensuring uptime and resiliency of our plasma centers.

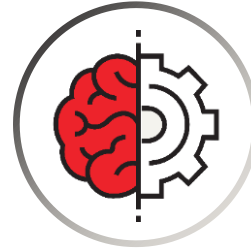
Merging biological and computer science for pipeline growth.



Integration



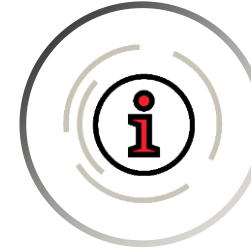
Unified and standard business process workflows that drive continuous productivity and operational leverage.



Automation



Self-healing processes that reduce cycle time and improve the employee experience.



Information



Making data the connective tissue of our enterprise ecosystem for real-time data flows.



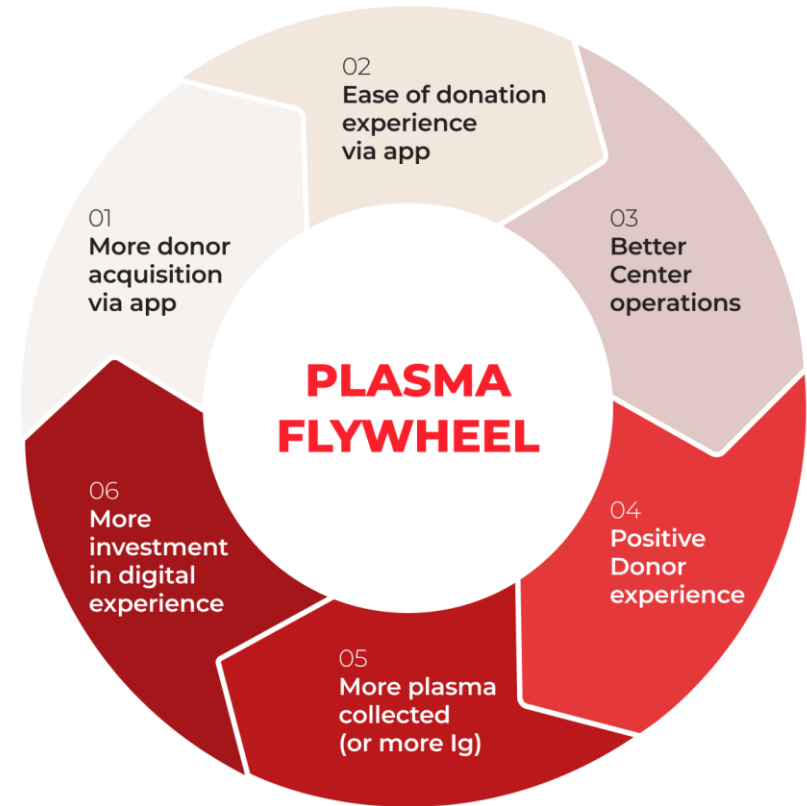
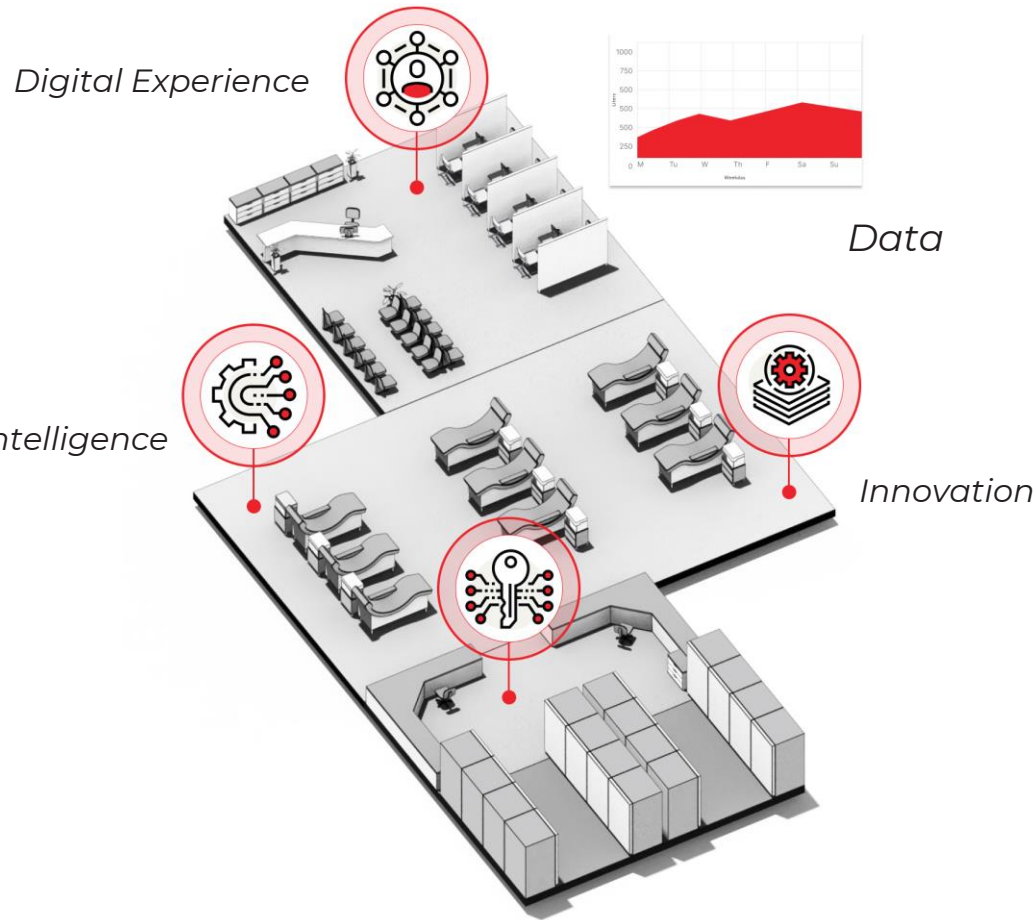
Cybersecurity



Maintaining acceptable levels of risk by keeping technology current, employing cybersecurity measures, establishing business continuity, and meeting regulatory requirements.

Plasma: Making donations easier, creating a more positive donor experience, and bring in more donors

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R&D: Merging biological and computer science for pipeline growth

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Operational Excellence
Integrating our R&D systems and processes across businesses.



Scientific Insights
Accelerating the pace of discovery.



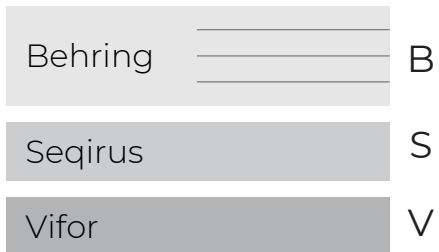
Data
The connective tissue across R&D, driving science at scale



Enterprise: Capabilities for business performance and operational leverage

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CSL Enterprise



Current State

Information

Real-time data flows that drive insights and seamless ecosystem connections.

Automation

Self-healing processes that reduce cycle time and drive productivity at scale.

Integration

Unified and standard workflows to drive efficiencies and employee experience.



Target State

Our Generative AI framework focuses on broad productivity, business outcomes and long-term value innovation

Focus Area 3: Breakthrough Innovation

Create game-changing outcomes and differentiated assets (IP)

Focus Area 2: Select Use Cases

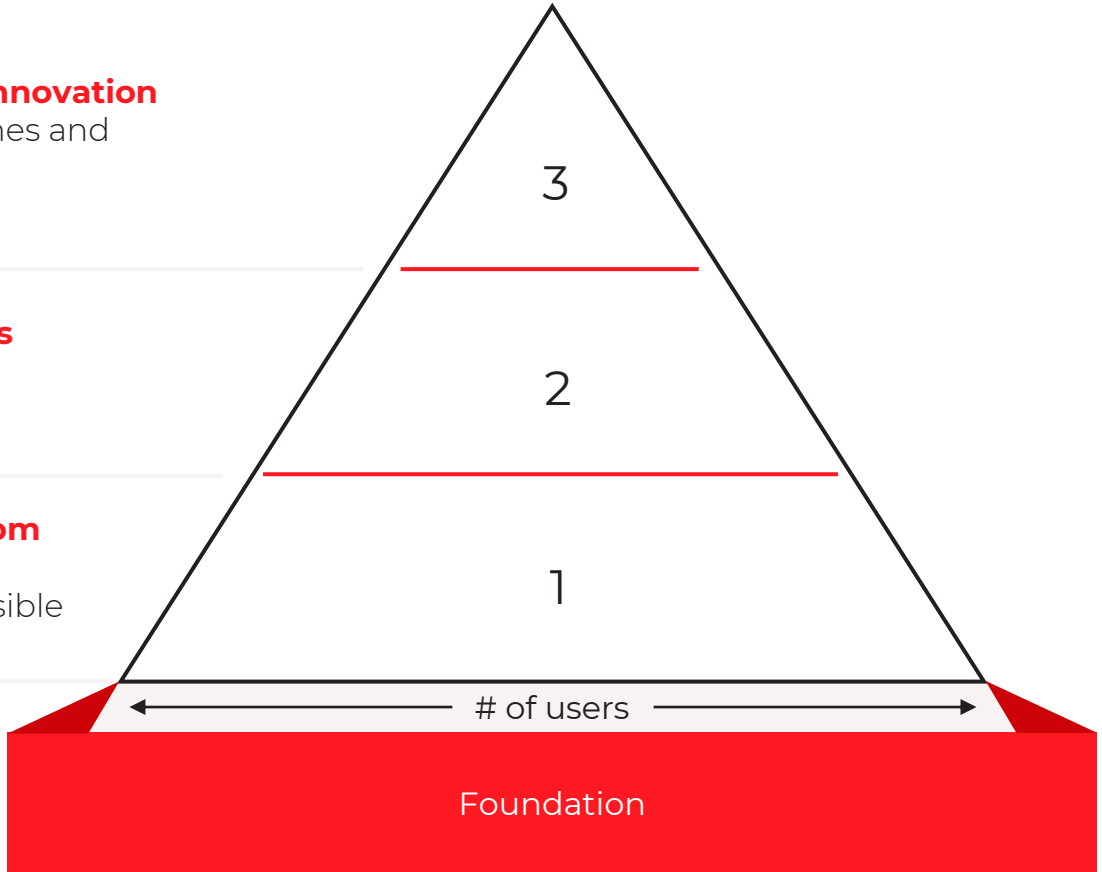
Prioritize a list of business cases where we can drive value

Focus Area 1: Productivity Boom

Make as many people as productive and effective as possible

Foundation

Policy, education, experimentation zone, catalyst partners, governance



Illustrative use cases

- 3 Accelerate time to trial
- 3 Improve pharmacovigilance reporting
- 2 Improve patient experience
- 2 Improve tenders
- 2 Optimize inventory management
- 2 Improve the donor experience
- 1 Improve enterprise search
- 1 CSL GPT

Cybersecurity remains the biggest risk in digital transformation

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Shifting regulatory requirements and geopolitical threats



Generative AI



Cyber risk due to use of new technology/solutions and partners



Generative AI risks:

- Data leakage
- Hallucination (generating inaccurate responses)
- Making cyber criminals more efficient and effective
- Future capacity shortages (future phases of AI will require 100x more capacity than today)

Maintain an acceptable level of risk by keeping technology current, employing cybersecurity measures, establishing business continuity management and meeting regulatory requirements

Takeaways

We see **digitalization** as a mechanism of **scale**, accelerating our business growth at less physical cost.

Fusion of business and technology are potential differentiators of our business in the donor experience, the speed of science, and enterprise leverage (extending our moat).

A **massive infusion of automation and information** are the new table stakes for keeping pace with industry and our ecosystem of partners.

Generative AI is a **potential leapfrog opportunity**, but also difficult to harness because the speed of innovation is faster than anything we have seen.

Never forget our commitment to **safety and security**.

It is the most exciting time to be at the **intersection of CSL and Digitalization**.

CSL

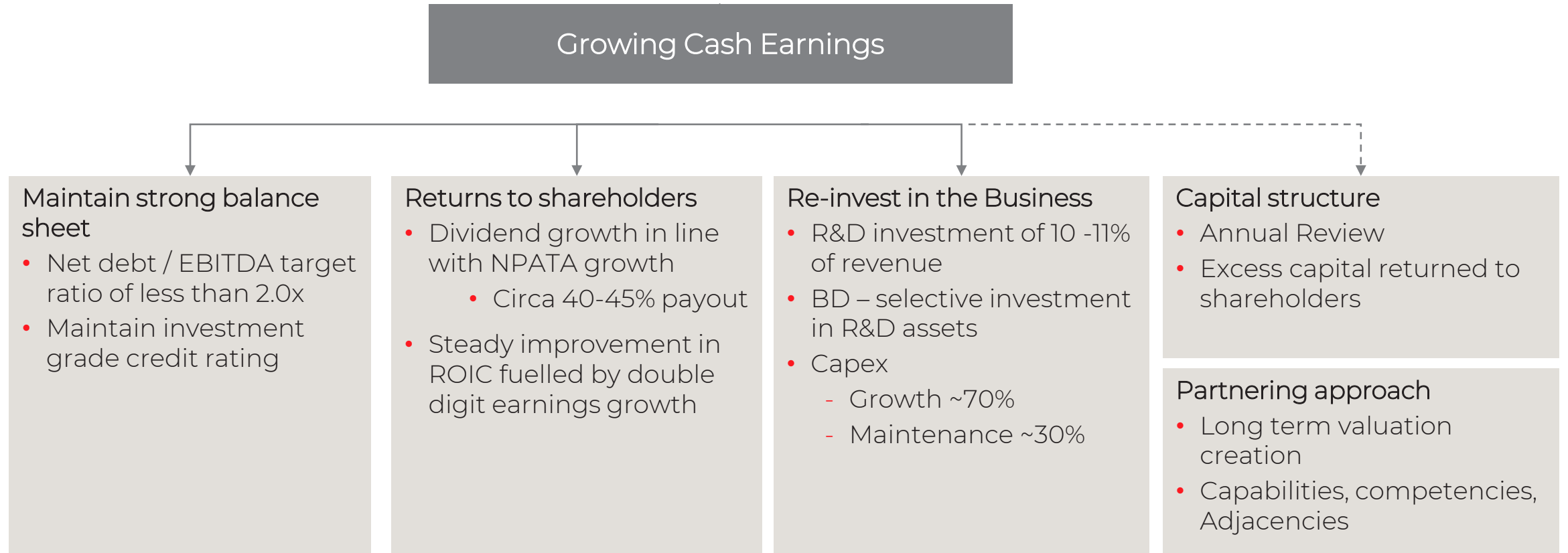
**Finance and
Sustainability**



Joy Linton
CFO

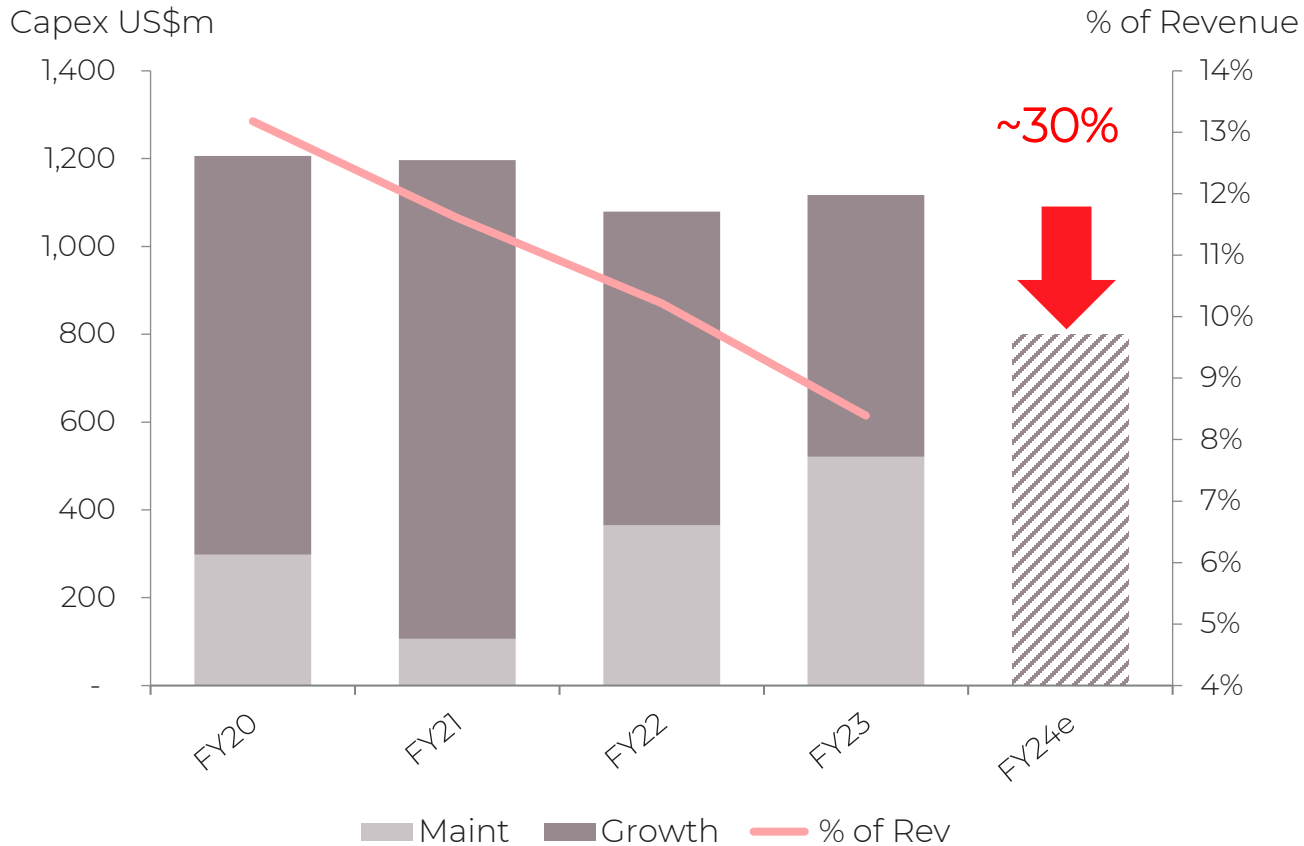
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Disciplined Management of Capital



Capital Expenditure¹

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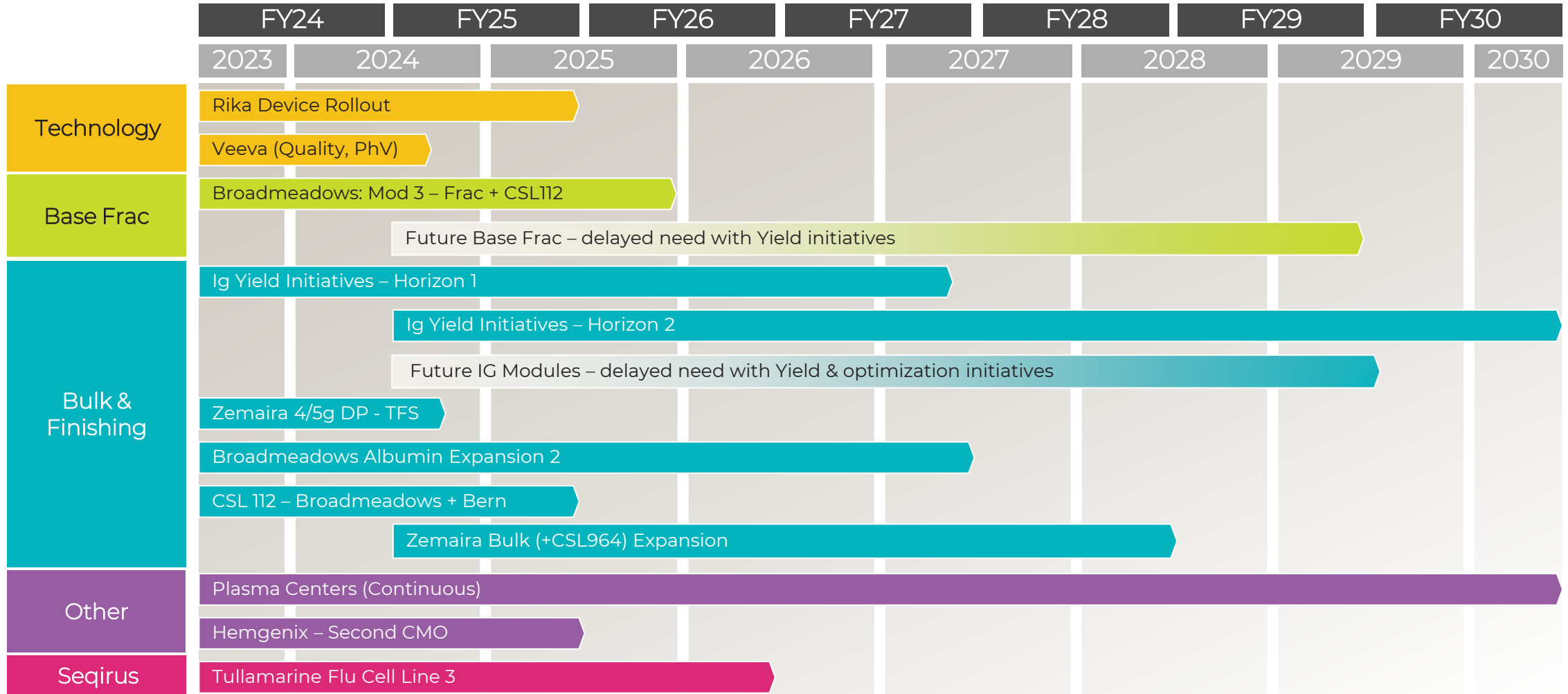


Key Points

- Significant investment continued during COVID years providing capacity to meet future demand
- Mid term capex needs reduced following natural run off of intensive program
- Capacity enhanced through yield initiatives and accessing CMO's for new capabilities - pushing out future capex needs

¹ Capital Expenditure for Property, Plant & Equipment - net of disposals

Key Capital Projects - Completion Timeline



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ROIC Outlook

Earnings expansion fuelled by:

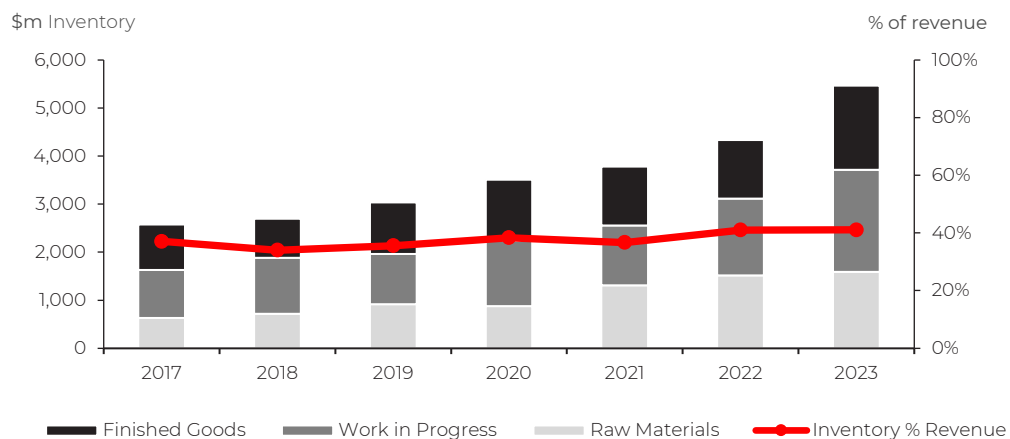
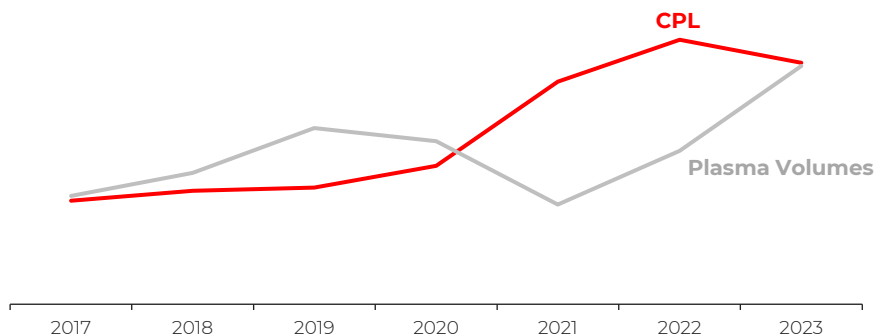
- Differentiated product portfolios
- Drive IG growth
- New product launches
- CSL Behring gross margin recovery
- Continued growth in CSL Seqirus
- CSL Vifor strategy realisation

Continues to exclude potential CSL112 upside

¹ROIC is expected to modestly soften in FY24, driven by the timing mismatch between the raising of funds to acquire Vifor Pharma and the payment of consideration

Steady improvement¹ in ROIC fuelled by double digit earnings growth

Continued active management of inventory



Increase in plasma volumes and CPL have accentuated the value of inventory

Key Challenges

- Balancing inventory build versus fulfilling patient demand
- IG on EMA short supply list until June 2024
- Most ex-US markets require increased levels of safety stock
- Plasma collection costs remain high, although downward trending
- Inventory driven by higher CPL

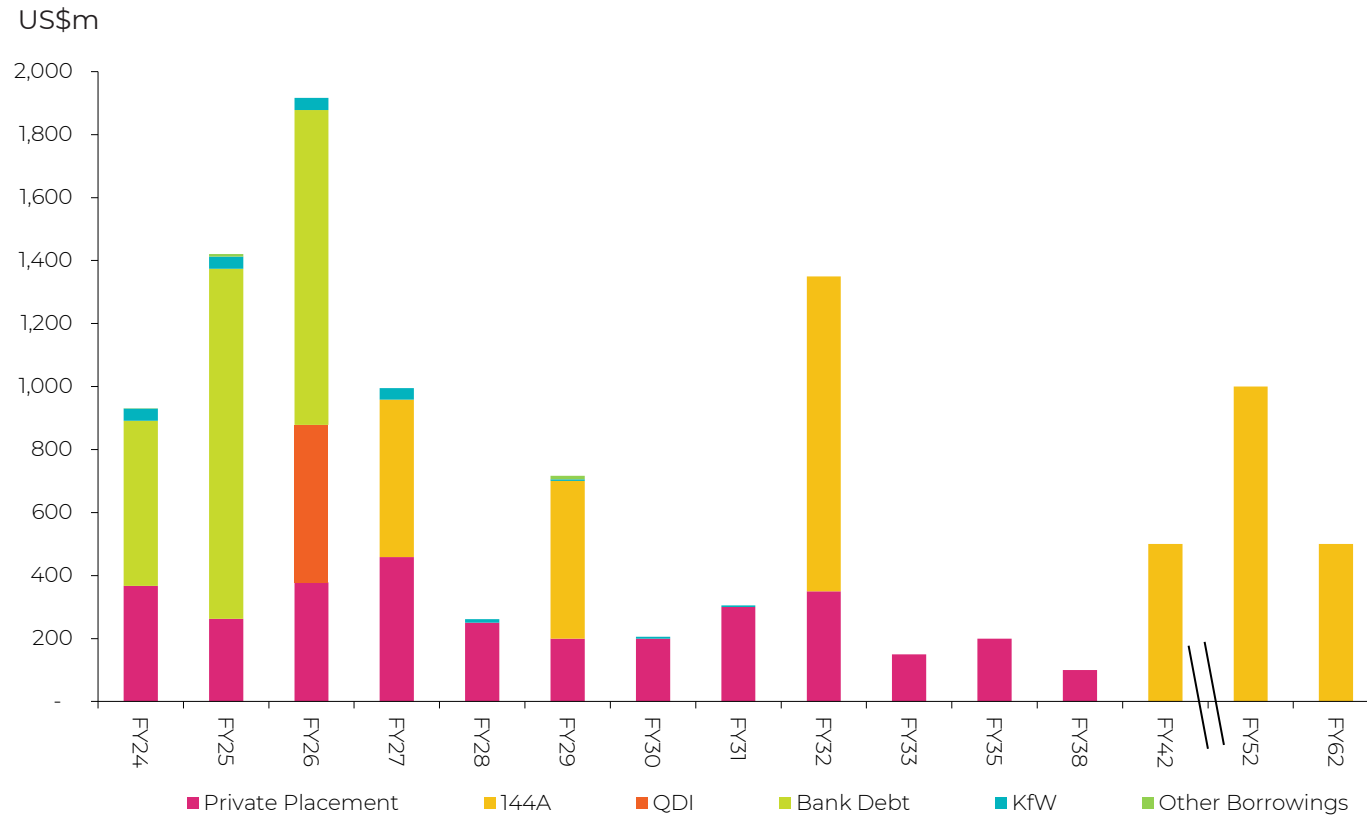
Outlook

- Balancing inventory build versus fulfilling patient demand remains
- Pre pandemic, months of cover ~2.5x – 3.0x
 - FY25 target ~2.0x

Strong Balance Sheet

Strong liquidity and competitive access to debt capital across multiple markets

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As at 30 June 2023

Debt is strongly weighted towards long tenors at fixed rates

- Net Debt / EBITDA 2.5x, expected to be ~2.0x by end FY24
- Business focus for further debt reduction to ensure credit ratings maintained
- 70% of debt fixed with average tenor of 8.9 years
- Weighted average cost of debt FY23 4.11% versus FY22 3.38%

Flexibility to continue access to deep and diverse capital pools

- Successful US 144 A program creates funding optionality in largest liquidity market (average tenor 18 years)

Stable investment grade credit rating

- S&P: A- (on negative watch)
- Moody's: A3

The CSL logo consists of the letters 'CSL' in a bold, white, sans-serif font, centered within a solid red square.

CSL

A photograph of a man and a woman standing on a balcony, leaning on a dark metal railing. They are both wearing dark, quilted jackets. The man is on the left, looking towards the woman on the right, who is smiling. The background shows a blurred building and trees, suggesting an outdoor setting.

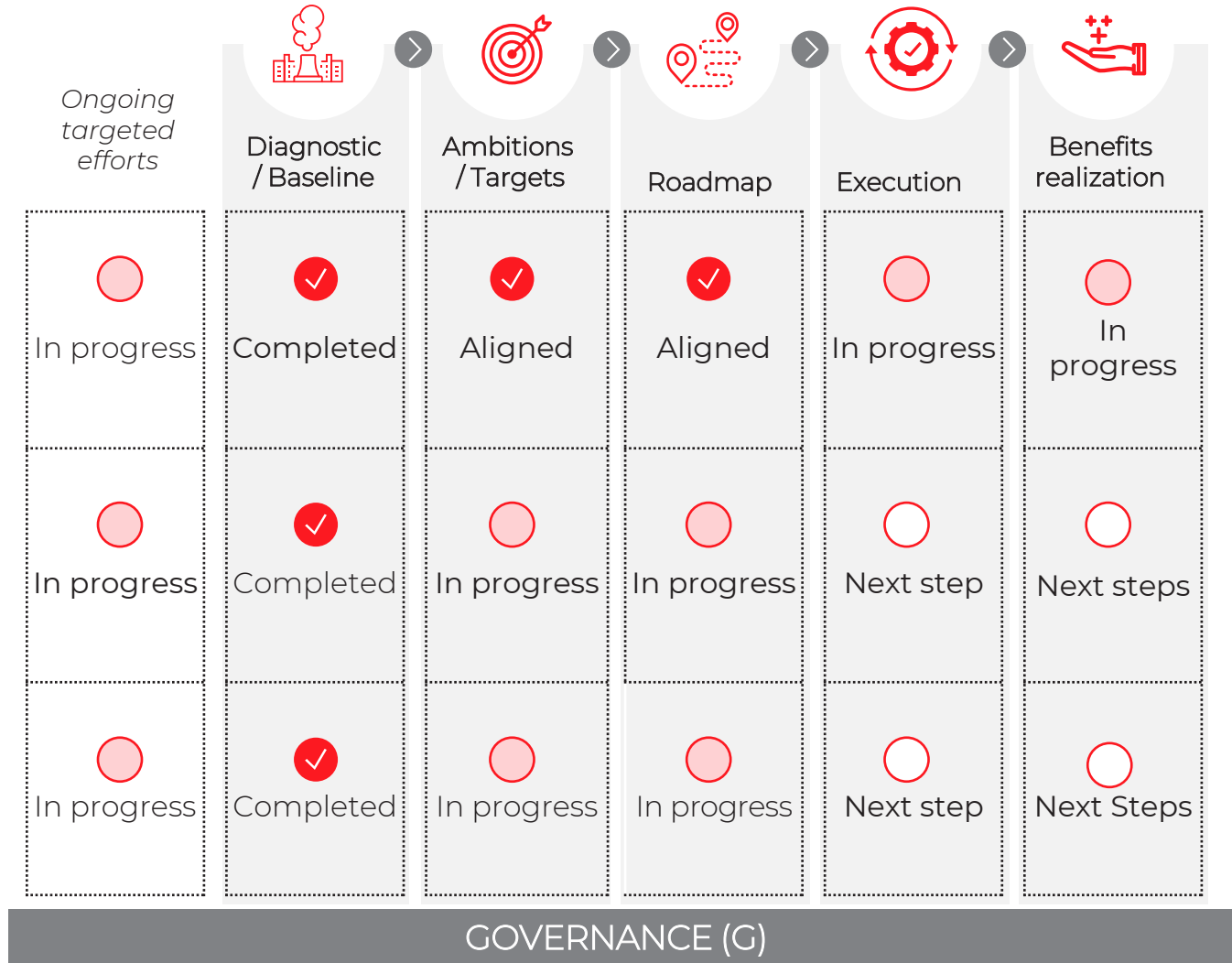
Sustainability

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Sustainability Pillars

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ENVIRONMENT (E) delivering on our promises to preserve a healthier plant	<ul style="list-style-type: none"> Reduce Carbon Emissions Reduce Waste & Emissions in the supply chain Environmental considerations embedded in strategy
SOCIAL (S) providing better care for brighter days ahead	<ul style="list-style-type: none"> Donor Experience Patient & Public Health Leader Access to Our Therapies
SUSTAINABLE WORKFORCE (W) it's the people behind our promise that makes us different	<ul style="list-style-type: none"> Employee Engagement Diversity, Equity & Inclusion Giving



Key Sustainability Indicators and Highlights

Environment

100%

Renewable Electricity (RE) across all our major European manufacturing sites, with Australia to follow in Jan 2025. Evaluating promising RE options for our US based manufacturing sites.

SBTi 1.5°C

Committed to be aligned with SBTi 1.5 °C Submitted to SBTi for validation in 2023

5-star Green Star

by Design rating given to new Melbourne, AUS Headquarter from the Green Building Council of Australia; representing excellence in sustainable building practices.

190+

Suppliers engaged setting their own SBTi aligned targets (Scope 3)

Social

94% 

of plasma donors are willing to donate again and 91% are willing to refer a friend to donate plasma at their CSL plasma center

475 

regulatory inspections of our manufacturing facilities and plasma collection centers with no impact to licenses

Approved Reflect RAP

CSL's Reflect Reconciliation Action Plan launched in September 2023

>US \$1B 

investment into research and development

US \$13.7M

supporting product access across the world

Data as at 30 June 2023

Workforce

59%

Female Employees



44%

Female representation at board level



45%

of people managers are women

Data as at 30 June 2023

The CSL logo consists of the letters 'CSL' in a bold, white, sans-serif font, centered within a solid red square.A professional headshot of Bill Mezzanotte, a middle-aged man with short, dark hair, smiling. He is wearing a dark navy blue suit jacket over a light-colored, button-down shirt. The background is a blurred indoor setting with warm lighting.

Research & Development

Bill Mezzanotte
Executive Vice President, Head of R&D

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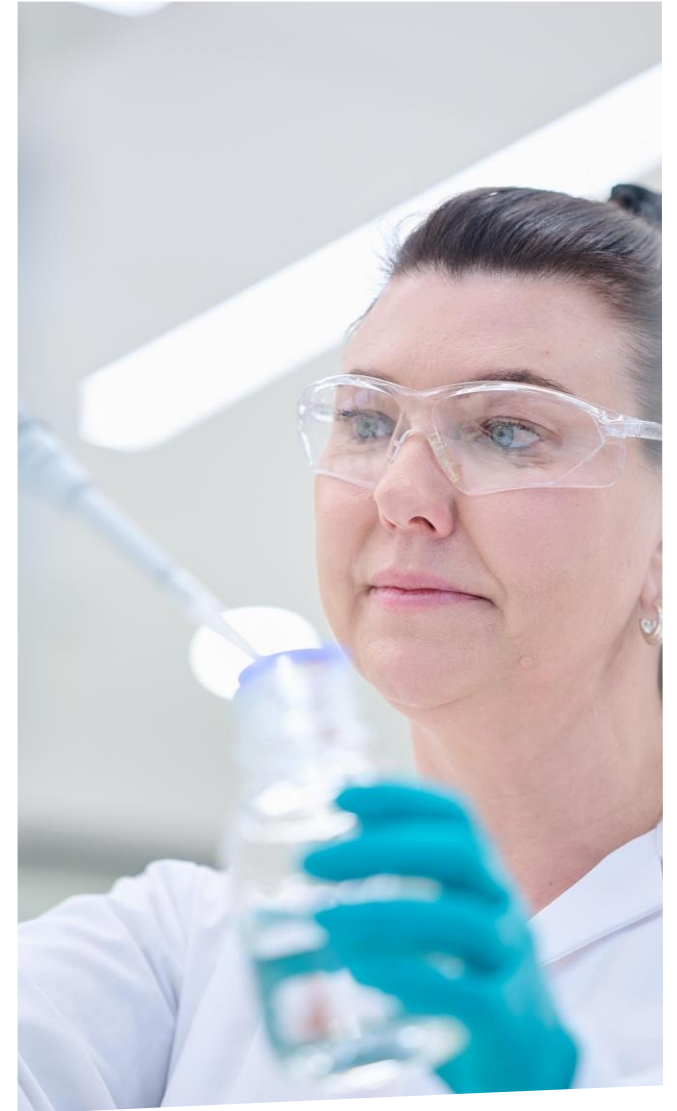
CSL Behring

CSL Seqirus

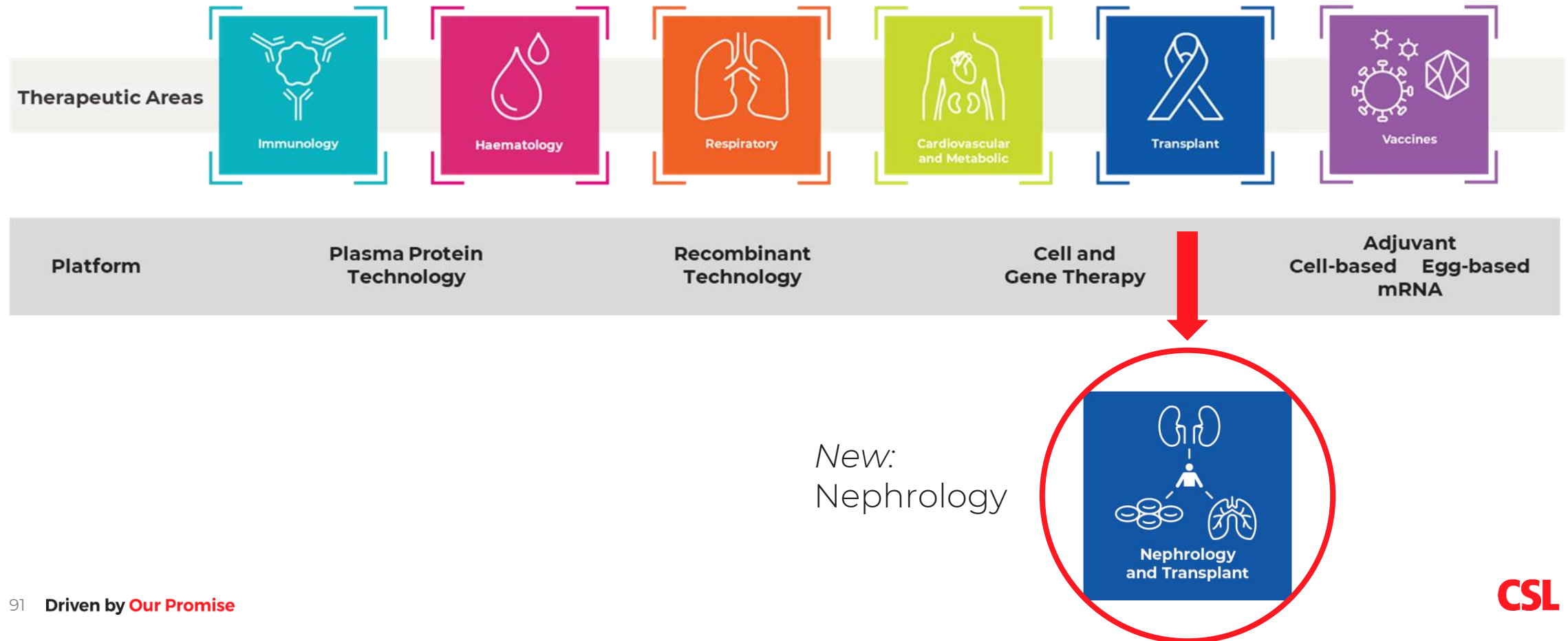
CSL Vifor

CSL Plasma

ONE CSL R&D



Focus Through Our Therapeutic Areas and Platforms



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Enhancing R&D's Global Capabilities

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Melbourne, Australia

- New Global Headquarters and Centre for R&D in Melbourne Biomedical Precinct
- ~40,000 m2 including:
 - 18 stories for >850 employees
 - 9 levels of world-class laboratories & facilities
- Australia's first-of-its-kind biotech incubator



Marburg, Germany

- New R&D Campus
- ~40,000 m2 for >500 R&D employees including:
 - 7,400m2 laboratory space
 - 10,300m2 working space
 - state-of-the-art vivarium
 - Collaborative laboratory space



Waltham, USA

- R&D centre supporting sa-mRNA technology for seasonal & pandemic influenza vaccines
- ~13,000 m2 including:
 - 5,000m2 laboratory space
 - Biosafety level 3 laboratory (BSL-3)
 - Collaborative laboratory space

CSL R&D Portfolio – FY23



Phase I



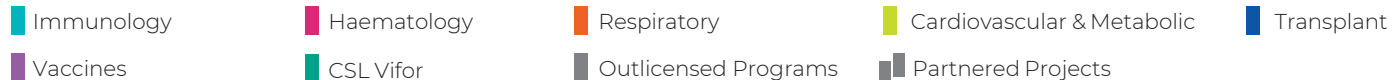
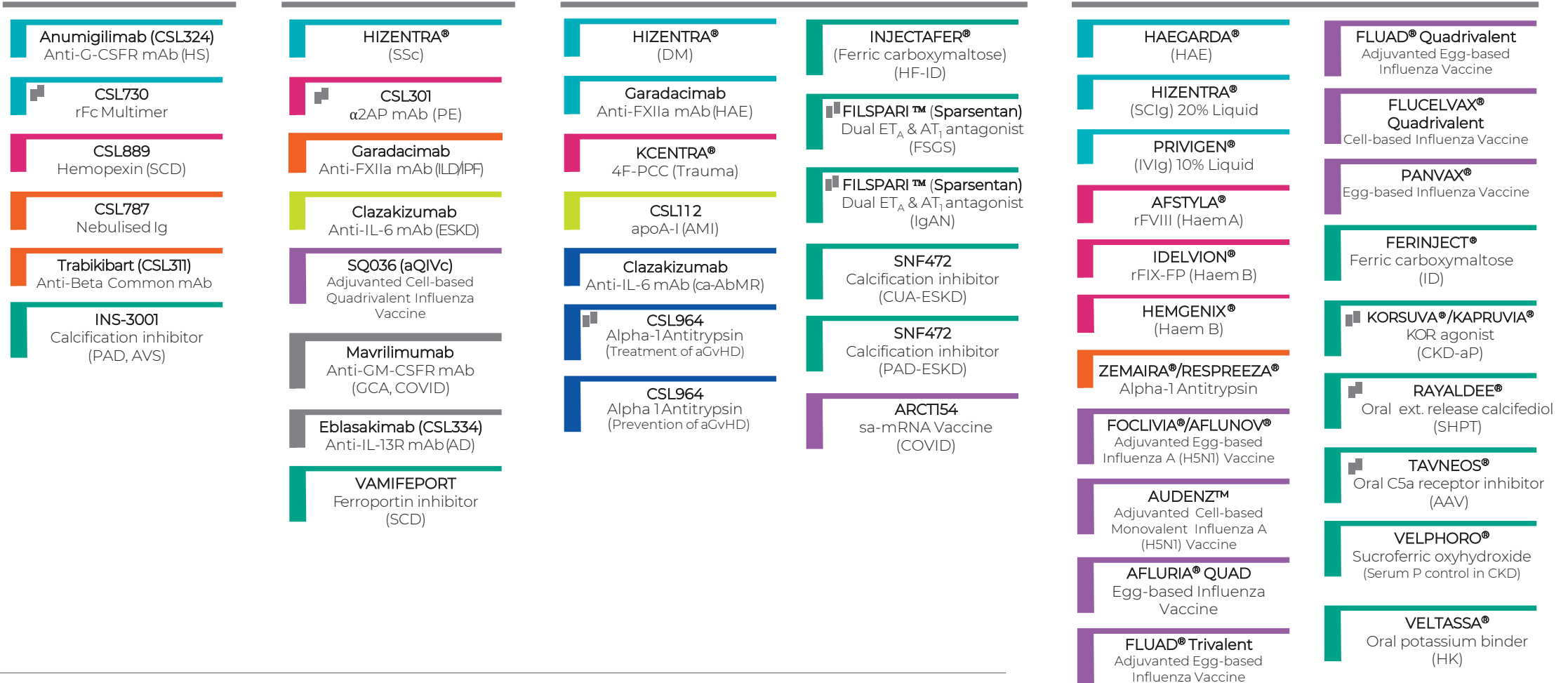
Phase II



Phase III



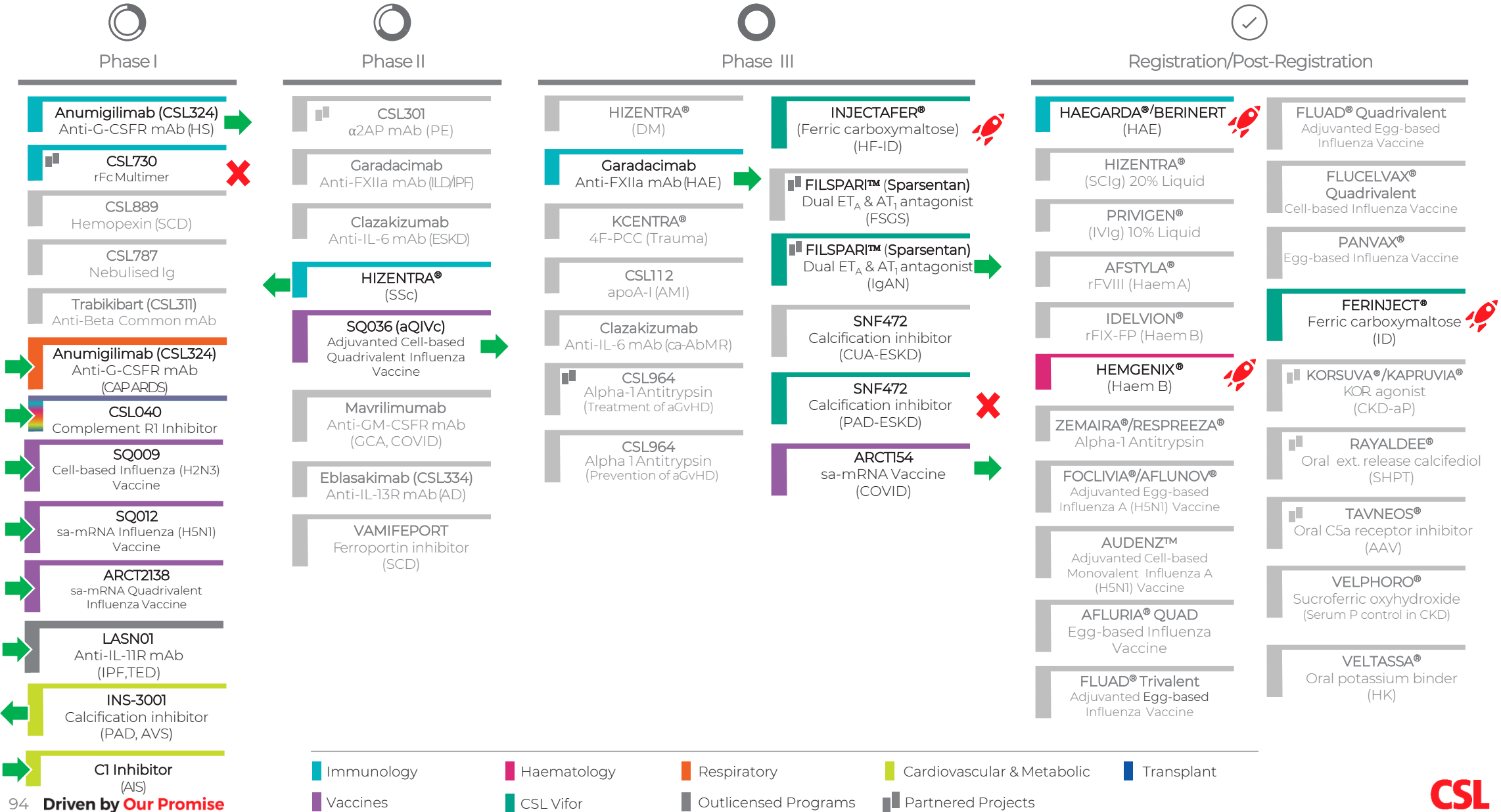
Registration/Post-Registration



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CSL R&D Portfolio – FY23 Transitions

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CSL R&D Portfolio – FY24



Phase I

CSL889 Hemopexin (SCD)
Anumigilimab (CSL324) Anti-G-CSFR mAb (CAPARDS)
Trabikibart (CSL311) Anti-Beta Common mAb
CSL787 Nebulised Ig
C1 Inhibitor (AIS)
CSL040 Complement R1 Inhibitor
SQ009 Cell-based Influenza (H2N3) Vaccine
SQ012 sa-mRNA Influenza (H5N1) Vaccine
ARCT2138 sa-mRNA Quadrivalent Influenza Vaccine
LASN01 Anti-IL-11R mAb (IPF, TED)



Phase II

Anumigilimab (CSL324) Anti-G-CSFR mAb (HS)
VAMIFEPORT Ferroportin inhibitor (SCD)
CSL301 α2AP mAb (PE)
Garadacimab Anti-FXIIa mAb (ILD/IPF)
Clazakizumab Anti-IL-6 mAb (ESKD)
Mavrilimumab Anti-GM-CSFR mAb (GCA, COVID)
Eblasakimab (CSL334) Anti-IL-13R mAb (AD)



Phase III

HIZENTRA® (DM)
KCENTRA® 4F-PCC (Trauma)
CSL112 apoA-I (AMI)
SNF472 Calcification inhibitor (CUA-ESKD)
FILSPARI™ (Sparsentan) Dual ET _A & AT ₁ antagonist (FSGS)
Clazakizumab Anti-IL-6 mAb (ca-AbMR)
CSL964 Alpha 1 Antitrypsin (Treatment of aGvHD)
CSL964 Alpha 1 Antitrypsin (Prevention of aGvHD)
SQ036 (aQIVc) Adjuvanted Cell-based Quadrivalent Influenza Vaccine



Registration/Post-Registration

HAEGARDA® (HAE)	FILSPARI™ (Sparsentan) Dual ET _A & AT ₁ antagonist (IgAN)	AUDENZ™ Adjuvanted Cell-based Monovalent Influenza A (H5N1) Vaccine
HIZENTRA® (SCIG) 20% Liquid	KORSUVA®/KAPRUVIA® KOR agonist (CKD-aP)	FOCLIVIA®/AFLUNOV® Adjuvanted Egg-based Influenza A (H5N1) Vaccine
PRIVIGEN® (IVIg) 10% Liquid	RAYALDEE® Oral ext. release calcifediol (SHPT)	FLUAD® Trivalent Adjuvanted Egg-based Influenza Vaccine
Garadacimab Anti-FXIIa mAb (HAE)	TAVNEOS® Oral C5a receptor inhibitor (AAV)	FLUAD® Quadrivalent Adjuvanted Egg-based Influenza Vaccine
AFSTYLA® rFVIII (Haem A)	VELPHORO® Sucroferric oxyhydroxide (Serum P control in CKD)	FLUCELVAX® Cell-based Influenza Vaccine
IDELVION® rFIX-FP (Haem B)	VELTASSA® Oral potassium binder (HK)	ARCT154 sa-mRNA Vaccine (COVID)
HEMGENIX® (Haem B)		INJECTAFER® (Ferric carboxymaltose) (HF-ID)
ZEMAIRA®/RESPREEZA® Alpha 1 Antitrypsin		

■ Immunology
 ■ Haematology
 ■ Respiratory
 ■ Cardiovascular & Metabolic
 ■ Nephrology & Transplant
■ Vaccines
 ■ CSL Vifor
 ■ Outlicensed Programs
 ■ Partnered Projects

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R&D Focus

Investments Coming to Fruition



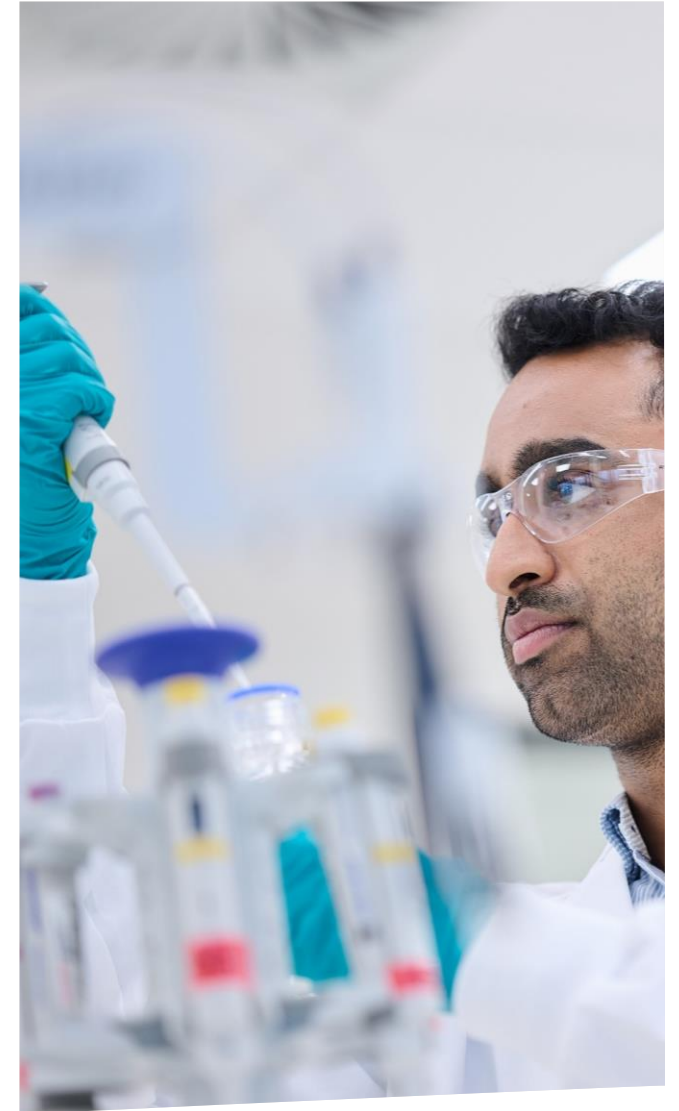
Deliver a Promising Portfolio

- CSL112
- Garadacimab HAE
- Clazakizumab ca-AbMR
- KCENTRA® Trauma
- CSL964 aGvHD
- Sparsentan
- sa-mRNA for COVID (near term) & Influenza (medium term)
- aQIVc



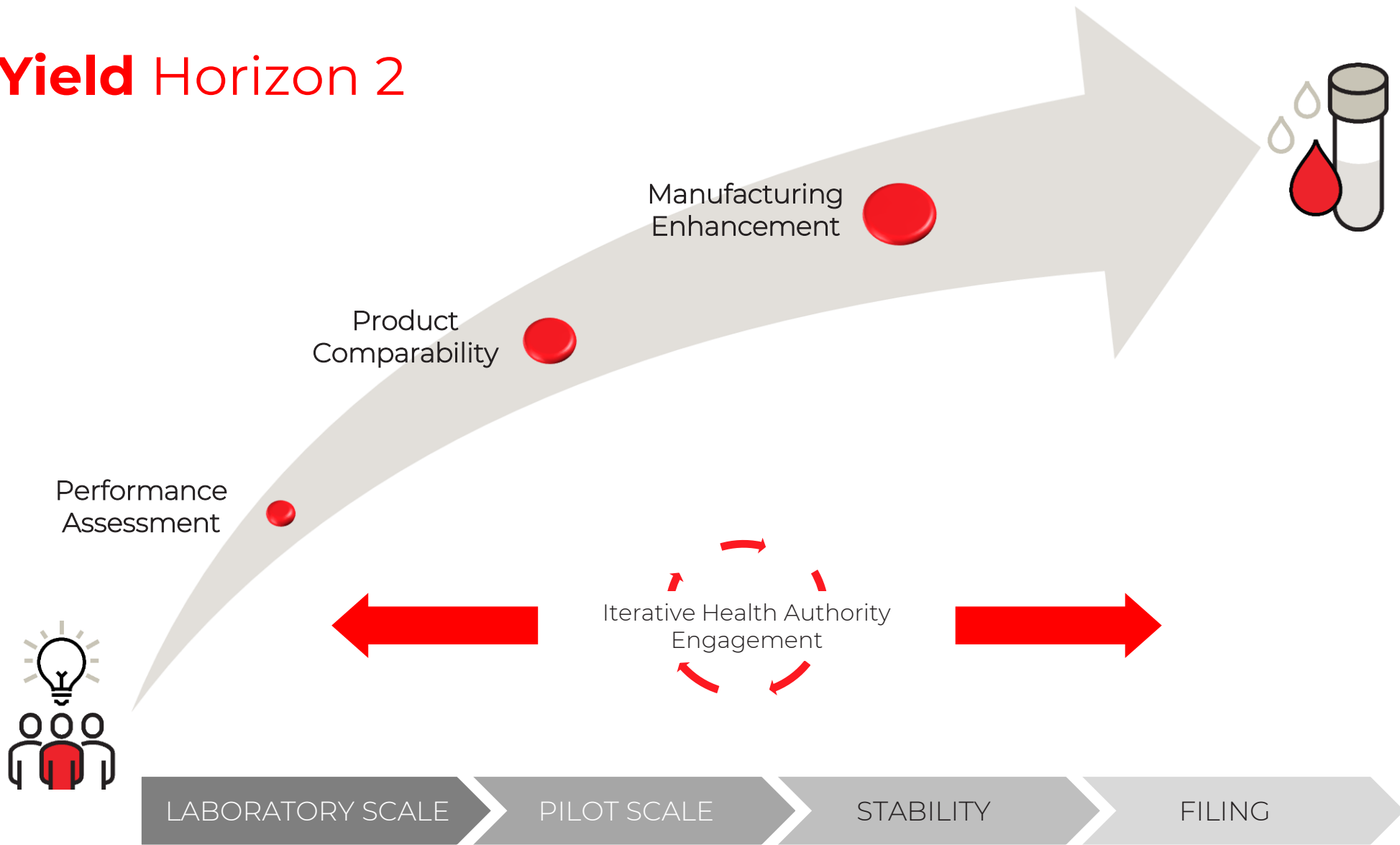
Strengthen our Core Platforms

- Flu Cell Culture yield
- Iron evidence & optimisation
- Patient Blood Management
- Ig yield



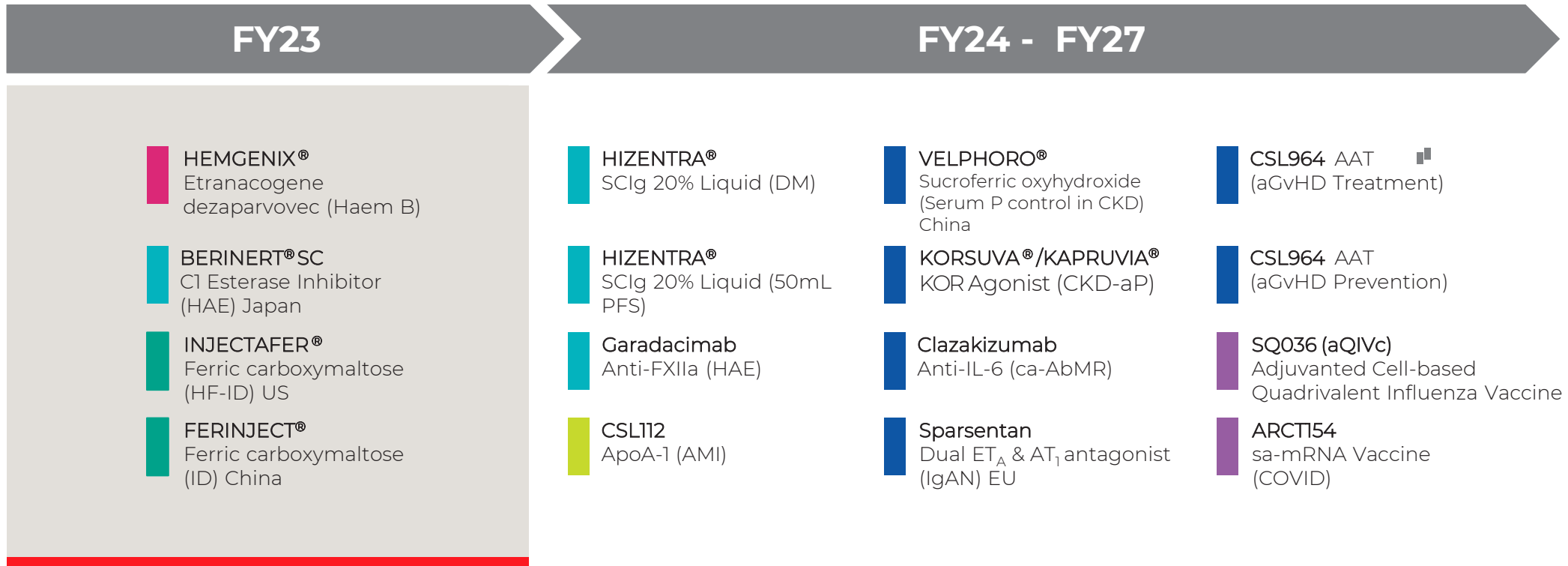
Ig Yield Horizon 2

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Significant Target Launch Dates

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■ Vaccines ■ CSL Vifor ■ Outlicensed Programs ■ Partnered Project

Forward-Looking Portfolio Highlights – FY24



Cardiovascular & Metabolic

- CSL112 (ApoA-1) AMI Phase III top line results
- Clazakizumab (ESKD)
 - Phase IIb complete
 - Phase III first patient in



Immunology

- Garadacimab (Anti-FXIIa) HAE
 - EU, US & JP submissions
- HIZENTRA® DM Phase III enrolment complete
- HIZENTRA® PFS 50mL
 - US Launch
 - EU submission
- Anumigilimab (Anti-G-CSFR) HS Phase II study first patient in

CSL Behring Horizon 2

- Ongoing pre-clinical studies with pilot plant materials
- Ongoing HA engagement



Haematology

- IDELVION® China Phase III first patient in
- Vamifeport (SCD) last patient out
- CSL889 (Hemopexin) SCD Phase I top line results



Nephrology & Transplant

- Clazakizumab (Anti-IL-6) ca-AbMR Phase III study 200 patients enrolled
- CSL964 (Treatment of aGvHD) Phase III top line results
- FILSPARI™ (sparsentan) (IgAN) EU approval
- VELPHORO® China launch
- VELTASSA®
 - AU Launch
 - US & EU paediatric approval



Respiratory

- Trabikibart (Anti-Beta Common) ASTH Phase I study complete
- Garadacimab (Anti-FXIIa) IPF/ILD Phase IIa study complete
- CSL787 (Neb Ig) Phase I study complete



Vaccines

- aQIVc (Adjuvanted Cell-based Quadrivalent Influenza Vaccine) Phase III study 50yr+ first patient in
- ARCT154 sa-mRNA (COVID)
 - JP approval
 - US & EU submissions
- SQ012 sa-mRNA (H5N1) Flu Phase I first patient in
- ARCT2138 sa-mRNA Quad Flu Phase I first patient in

Abbreviations: ca-AbMR - Chronic Active Antibody-Mediated Rejection; ESKD – End Stage Kidney Disease; EU – Europe; HA – Health Authority; HAE – Hereditary Angioedema; IgAN - IgA Nephropathy; ILD – Interstitial Lung Disease; IPF - Idiopathic Pulmonary Fibrosis; JP – Japan; Neb Ig - Nebulised Ig; PFS – Pre-Filled Syringe; sa-mRNA – Self-Amplifying messenger RNA; RNA – Ribonucleic Acid; SCD – Sickle Cell Disease; US – United States

The CSL logo consists of the letters 'CSL' in a bold, white, sans-serif font, centered within a solid red square.

CSL

Thank You / Questions

The CSL logo consists of the letters 'CSL' in a bold, white, sans-serif font, centered within a red square.

Concluding Remarks



Paul McKenzie
CEO & Managing Director

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Financial Outlook

FY24 Guidance

Revenue	Growth of 9-11% @CC	<i>RE-AFFIRMED</i>
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NPATA	Growth of 13-17% @CC	
	\$2.9 - \$3.0 billion @CC	<i>RE-AFFIRMED</i>

Capex	Down 30%	
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Operating efficiency	G&A ~5% of revenue	
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Balance sheet	Circa 2x net debt / EBITDA	
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Outlook

CSL Behring gross margin	Recovering to pre-covid margin in 3-5 years
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ROIC	Steady improvement ¹ in ROIC fuelled by double digit earnings growth
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Strategic Positioning

- Growing global markets with significant unmet patient need
- Best in class, durable products driven by continued innovation
- Scaled manufacturing platforms underpinned by embedded know how

	Near Term / Recent Activity	Market Opportunities
Immunoglobulins	<p>Outpacing industry growth</p> <p>Ig yield initiatives underway (Horizon 1 & 2)</p> <p>Hizentra for dermatomyositis</p>	<p>Industry volume growth 6-8% p.a.</p> <p>US/Canada/Aust Ig consumption 2-3x that of EU</p> <p>Disease prevalence consistent globally</p>
Vaccines	<p>New technologies aQIVc and sa-mRNA</p> <p>COVID vaccine – preparation for global licensure</p> <p>Flu cell culture yield improvement</p>	<p>Recovery in vaccination rates</p> <p>Ongoing portfolio differentiation</p>
Iron	<p>Heart Failure label expansion for Injectafer in US</p> <p>Approval of Ferinject in China</p> <p>Patient Blood Management strategy</p>	<p>30% of population has iron deficiency; of which 50% have iron deficiency anaemia</p>

R&D Programs – Near Term Milestones

	Opportunity	FY24
Garadacimab (HAE)	Potentially best in class treatment option for HAE patients	EU, US & JP submissions
Clazakizumab (ca-AbMR)	AbMR is leading cause of transplant failure	Phase III study - 200 pts enrolled
KCENTRA® (Trauma)	Trauma is leading cause of morbidity & mortality in US	Phase III study tracking towards 2000 patients enrolled for interim analysis
CSL112 ApoA-1 (AMI)	Potentially transform treatment of AMI patients at high-risk of recurrent cardiovascular events	Phase III top line results
Sparsentan (IgAN)	IgAN is major cause of kidney failure	EU approval
aQIVc	Potential to set standard of care for patients 50yr+	Phase III study 50yr+ first patient in
sa-mRNA	Efficacy, tolerability, durability & flexibility for flu and beyond	Japan approval (COVID) Phase I study first patient in (Flu)
Ig Yield initiatives	Horizon 1 Horizon 2	Implementation of first improvements Ongoing pilot plant activities

Positioned for Annual Double-Digit Earnings Growth

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Leading positions in high growth markets

- Significant unmet need
- Durable products driven by continued innovation and embedded know how



Robust R&D Portfolio

- Near-to-mid-term launches
- Longer-term opportunities across platforms and therapeutic areas



Yield & capacity expansion

- Yield enhancement across plasma and manufacturing platforms
- Investing in Ig and cell capacity



Disciplined capital allocation for growth

- R&D, CapEx and value-creating BD
- Partnerships across the value chain with leading companies



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