

CSL Limited ABN: 99 051 588 348 655 Elizabeth Street Melbourne Victoria 3000 Australia T +613 9389 1911 F +613 9389 1434 **CSL.com**

ASX Announcement

For immediate release

16 October 2023

CSL Capital Markets Day

CSL Limited (ASX:CSL; USOTC:CSLLY) will today hold its Capital Markets Day in Sydney, Australia.

Please find attached the presentation materials including a news release outlining the highlights of the day.

The briefing for investors and analysts will commence at 9:15am Australian Eastern Daylight Time.

The briefing will be webcast on the Company website at www.csl.com in the 'Investors' section under Presentations.

An archived copy of the webcast will be uploaded to the site later in the day.

Authorised for lodgement by:

Fiona Mead

Company Secretary

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CSL Limited

Capital Markets Day

16 October, 2023

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This presentation contains forward-looking statements in relation to CSL, including statements regarding CSL's intent, belief, goals, objectives, initiatives, commitments or current expectations with respect to CSL's business and operations, market conditions, results of operations and financial conditions, products in research, risk management practices, climate change and other environmental and energy transition scenarios. Forward-looking statements can generally be identified by the use of words such as "forecast", "estimate", "plan", "will", "anticipate", "may", "believe", "should", "expect", "project," "intend", "outlook", "target", "assume" and "guidance" and other similar expressions.

The forward-looking statements are based on CSL's good faith assumptions as to the financial, market, risk, regulatory and other relevant environments that will exist and affect CSL's business and operations in the future. CSL does not give any assurance that the assumptions will prove to be correct. The forward-looking statements involve known and unknown risks, uncertainties and assumptions and other important factors, many of which are beyond the control of CSL, that could cause the actual results, performances or achievements of CSL to be materially different to future results, performances or achievements expressed or implied by the statements . Factors that could cause actual results to differ materially include: the success of research and development activities, decisions by regulatory authorities regarding approval of our products as well as their decisions regarding label claims; competitive developments affecting our products; the ability to successfully market new and existing products; difficulties or delays in manufacturing; trade buying patterns and fluctuations in interest and currency exchange rates; legislation or regulations; litigation or government investigations, advances in environmental protection processes, uncertainty and disruption caused by the COVID-19 pandemic and CSL's ability to protect its patents and other intellectual property.

Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as at the date of the presentation. Except as required by applicable laws or regulations, CSL does not undertake any obligation to publicly update or revise any of the forward-looking statements or to advise of any change in assumptions on which any such statement is based.

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Legal Notice

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 |



Strategic Overview



Leading Positions in Large, Growing Markets



Global #1

in plasma protein therapies ~\$38 billion industry

Global #2 in influenza vaccines ~\$7 billion industry

Global #1 in iron ~\$5 billion industry



serving patients and people in 7 100+ countries



\$13.31B in annual revenue





S5.1B CSL R&D Investment over the last 5 years





\$5.7B capital expenditures in the last 5 years

Positioned for Annual Double-Digit Earnings Growth



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



CSL Behring

Biotherapies & Rare Disease

CSL Seqirus

Vaccines

CSL Vifor

Iron Deficiency & Nephrology

Strategic Focus Areas

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



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



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

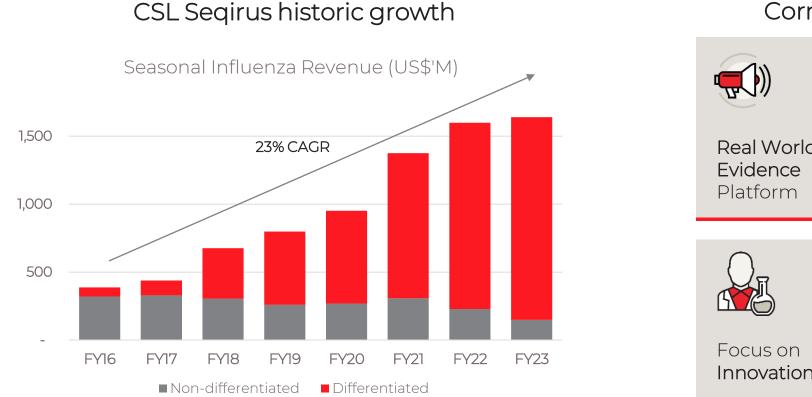


CSL Seqirus



Ken Lim Chief Strategy Officer, CSL

CSL Seqirus growth linked directly to differentiation strategy and core capabilities





CSL Seqirus

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

12 Driven by Our Promise

1. CONTINUED GROWTH IN INFLUENZA



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

3. GROW BEYOND INFLUENZA



Leverage core competence of respiratory vaccines

2. BROADEN OUR PANDEMIC BUSINESS



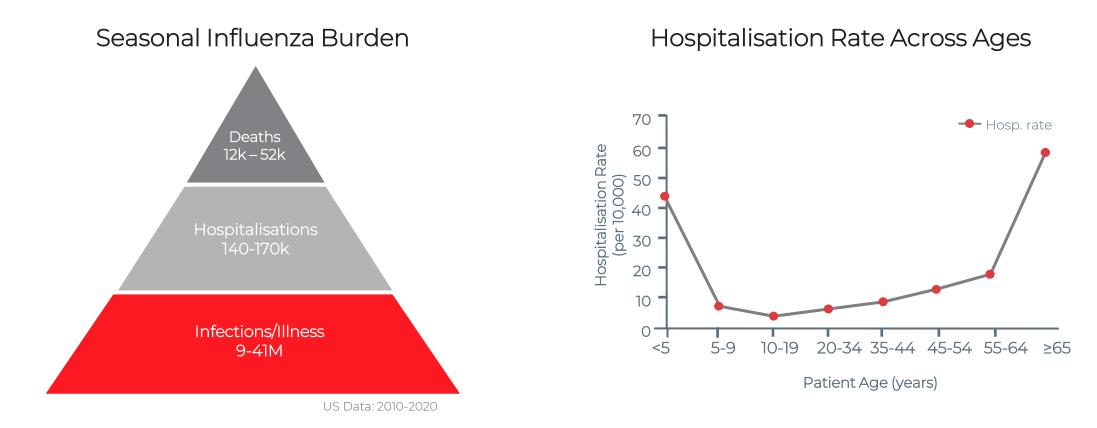
Multi-pathogen pandemic capability

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



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

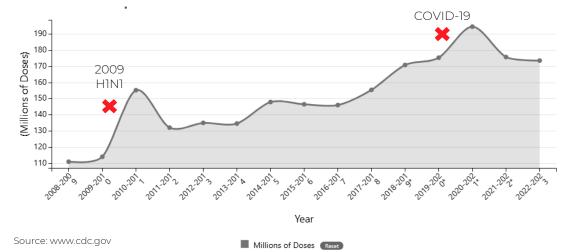
Putri, Wayan C.W.S. et al , Economic burden of seasonal influenza in the United States , Vaccine. 2018 Jun 22;36(27):3960-3966. Found at: https://pubmed.ncbi.nlm.nih.gov/29801998/ (Accessed September 2020

13 Driven by Our Promise



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

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



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



sa-mRNA technology differentiates

CSL Seqirus COVID-19 vaccine candidate

Differentiators of sa-mRNA Technology



2

3

Superior response to Omicron strain as a booster in adults vs. approved booster (Phase III)^

Lower dose of mRNA

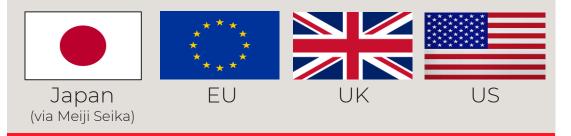


[^] Links to online publications: <u>https://www.medrxiv.org/content/10.1101/2023.07.13.23292597v1.full.pdf</u> <u>https://ir.arcturusrx.com/news-releases/news-release-details/study-shows-novel-sa-mrna-</u> vaccines-offer-robust-broad-enduring

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





2. BROADEN OUR

PANDEMIC

BUSINESS

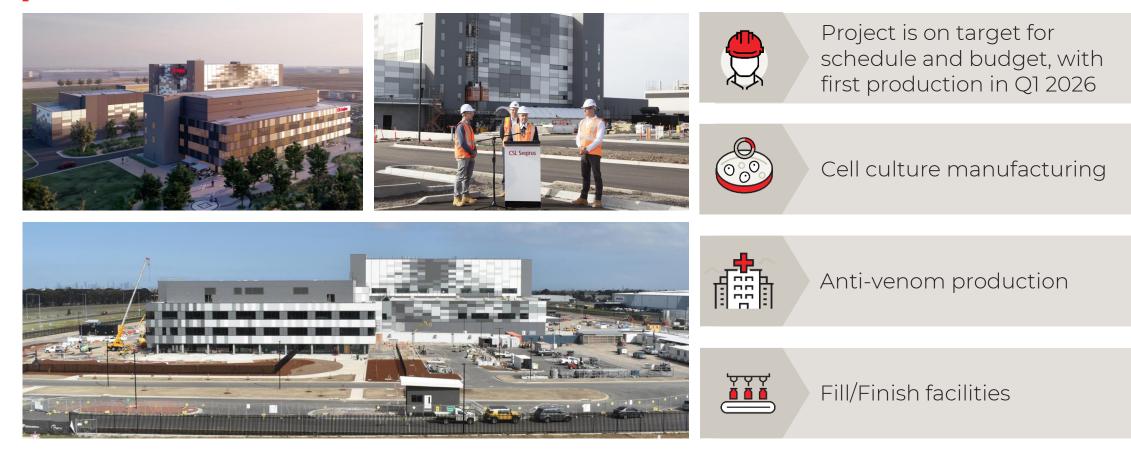
3. GROW BEYOND

INFLUENZA

Leverage core com



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



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





CSL Vifor



Hervé Gisserot General Manager, CSL Vifor

FY23 – a solid result with 11 months contribution¹

Fæ

Nephrology

Non-Dialysis

. Veltassa

TAVNEOS^{™ 5}

(Ex-US)

Rayaldee

calcifediol | 39784-8

(avacopan)

Dialysis

MIRCERA 53

Retacrit[®] 4

epoetin alfa-epbx

VELPHORO

KORSUVA[®] 7

(difelikefalin) Injection

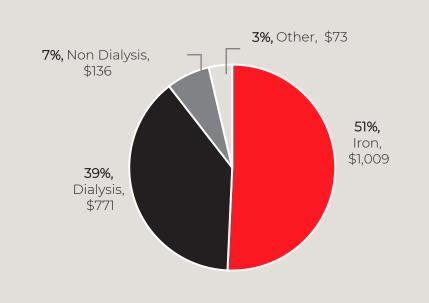
KAPRUVIA[™] (difelikefalin) Injection

Pfizer Oncology

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



Total: \$1,989m



1. Acquired 9th August 2022 ~approximately 11 months contribution

Maltofer®

2. Eleven months FY22 pre CSL ownership and unaudited versus eleven months FY23 at constant currency

venote

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.

2 Driven by Our Promise

Iron Therapy

ferinject

In Market products

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

| Market development | Continued market growth due to untapped potential | \oslash |
|--------------------------|---|-----------|
| Follow-on Competition | Limited number of follow-on products | \oslash |
| Innovation | No breakthrough innovation | \oslash |
| Pricing dynamics | 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

| Market development | Continued market growth due to untapped potential | Market Experience |
|--------------------------|---|----------------------|
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| | | |

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

GEOGRAPHIC & MARKET

EXPANSION

NEW COMPETITIVE LANDSCAPE

• Tendering excellence

• Non-clinical differentiation

• Cost of goods improvement

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



Detect & manage anaemia/iron deficiency

Minimize blood loss



Optimize patient tolerance of post-op anaemia

Benefits

For patients:

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

For Health Systems:

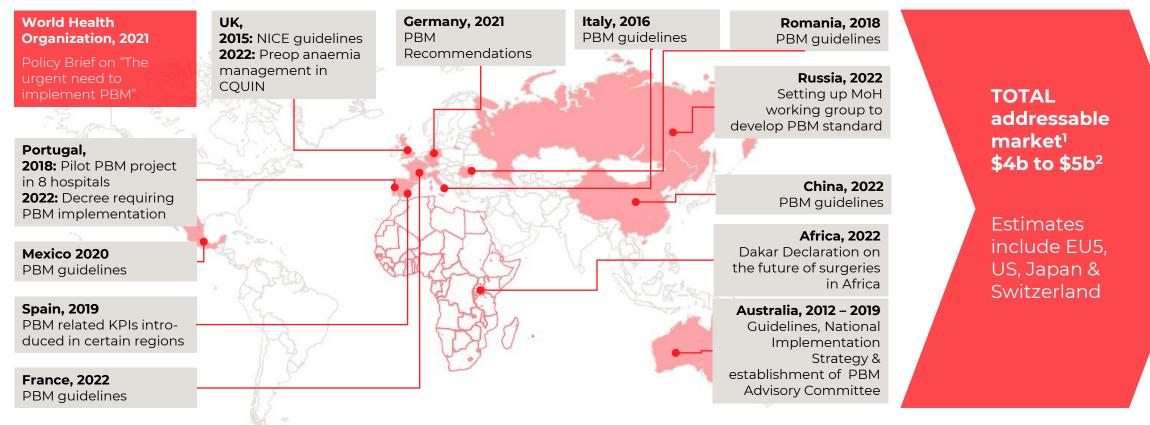
- **Preserve** blood for high-value usage
- Decrease overall cost of care
- Improve Quality Indicators & KPIs



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

| Benefits for healt | th systems | Benefits | for pati | ents | |
|---|---|---|---|--|---|
| Decrease overall cost of | Decrease overall cost of care | | Improved patient outcomes Mortality Infection AMI/stroke | | |
| \$18.1 m blood product cost savings over the six-year study period | Activity based cost savings between ~ \$80 m – \$100 m | 28% | 21% | 31% | 15% |
| | | | | In-Hospital | Length of stay |
| 22% reduction in | Savings of \$7 m in | | | | |
| allogenic transfusions | transfusion related costs | | | 1.5% | 15% |
| 49% reduction in RBC transfusions orders | Savings of \$2.1 m in blood acquisition costs – ROI 400% | | | | |
| 40% reduction in RBC transfusions | Savings of \$12.44 m in blood acquisition costs over 4 years | | | | |
| | Decrease overall cost of \$18.1 m blood product cost savings over the six-year study period 22% reduction in allogenic transfusions 49% reduction in RBC transfusions orders 40% reduction in | \$18.1 m blood product cost savings over the six-year study period Activity based cost savings between ~\$80 m - \$100 m 22% reduction in allogenic transfusions Savings of \$7 m in transfusion related costs 49% reduction in RBC transfusions orders Savings of \$2.1 m in blood acquisition costs - ROI 400% 40% reduction in RBC transfusions Savings of \$12.44 m in blood acquisition | Decrease overall cost of care Improved p. Mortality \$18.1 m blood product cost savings over the six-year study period Activity based cost savings between ~\$80 m - \$100 m 28% \$22% reduction in allogenic transfusions Savings of \$7 m in transfusion related costs 1 \$49% reduction in RBC transfusions orders Savings of \$2.1 m in blood acquisition costs - ROI 400% 1 \$40% reduction in RBC transfusions Savings of \$12.44 m in blood acquisition 1 | Decrease overall cost of care Improved patient outco \$18.1 m blood product cost savings over the six-year study period Activity based cost savings between ~\$80 m - \$100 m 28% ↓ 21% ↓ 22% reduction in allogenic transfusions Savings of \$7 m in transfusion related costs 1 28% ↓ 21% ↓ 49% reduction in RBC transfusions orders Savings of \$2.1 m in blood acquisition costs - ROI 400% Savings of \$12.44 m in blood acquisition | Decrease overall cost of care Improved patient outcomes \$\mathbf{Mission} \mathbf{S1} m blood product cost savings over the six-year study period Activity based cost savings between \$\star{\\tar{\\tar{\\tar{\\tar{\\tar{\\ttar{\\tar{\star{\st |

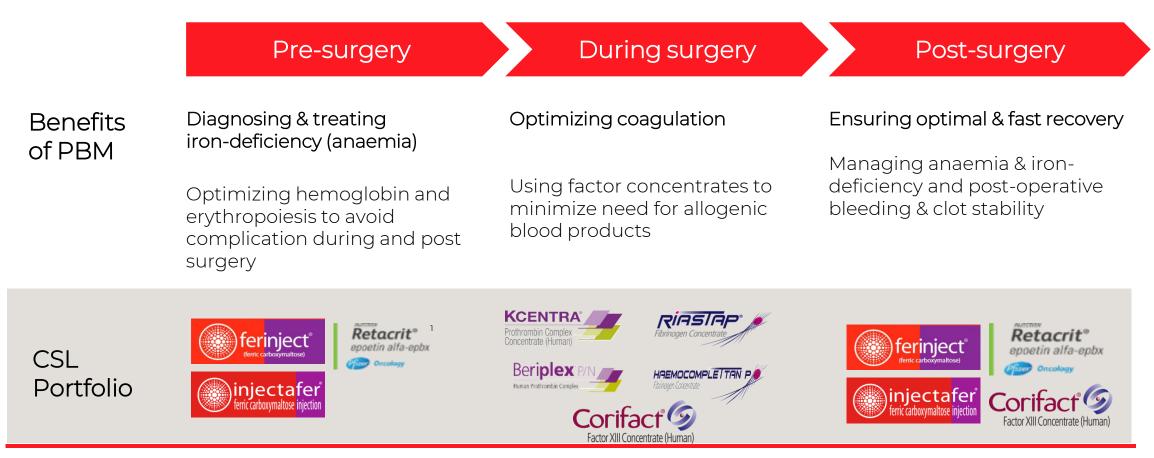
Countries calling on PBM implementation leading to addressable market of \$4-5B across range of specialties



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

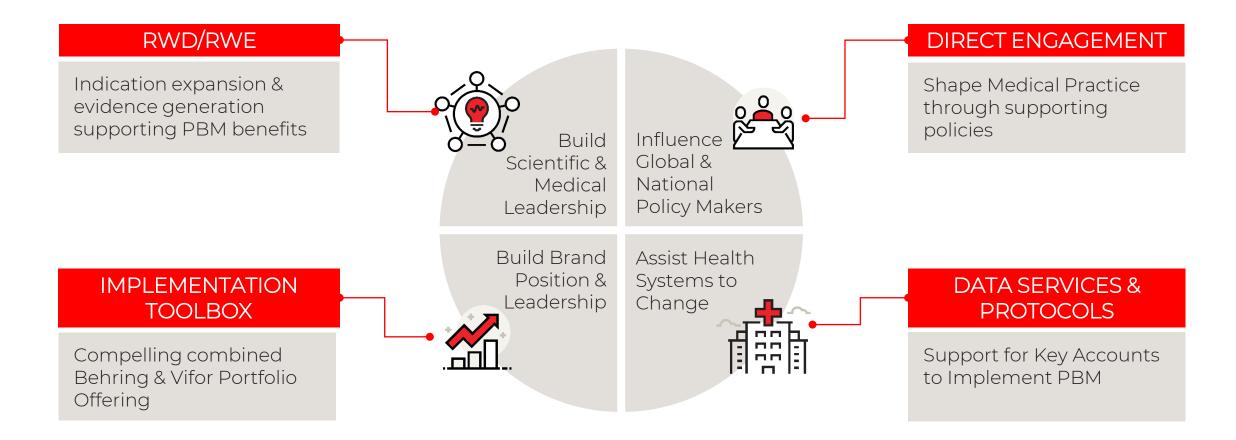
2. Internal calculation. Potential PBM market size estimate based on number of addressable patients. Market sizing estimate assumes price erosion across all classes

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

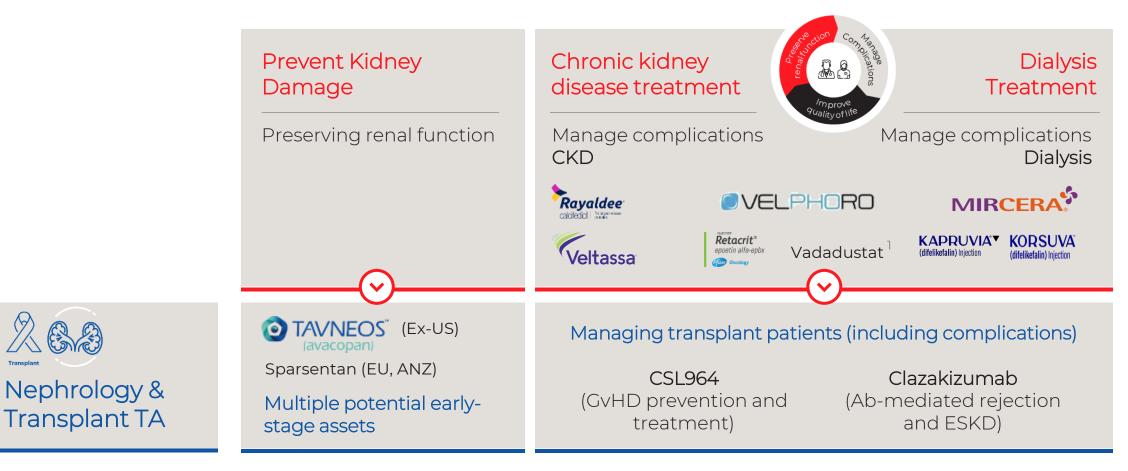


1. Rights for PBM currently reside with Pfizer (licensor) – asset is part of VFMCRP (distribution limited to US dialysis and non-hospital market)

Realising the market opportunity through integrated Go to Market operating model



Strengthen renal disease position along the full spectrum of kidney disease



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

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 Arteriolopathy

2. PAD-ESKD = Peripheral Arterial Disease - End Stage Kidney Disease



Thank You / Questions



CSL Behring



Andy Schmeltz EVP, CSL Behring

CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient

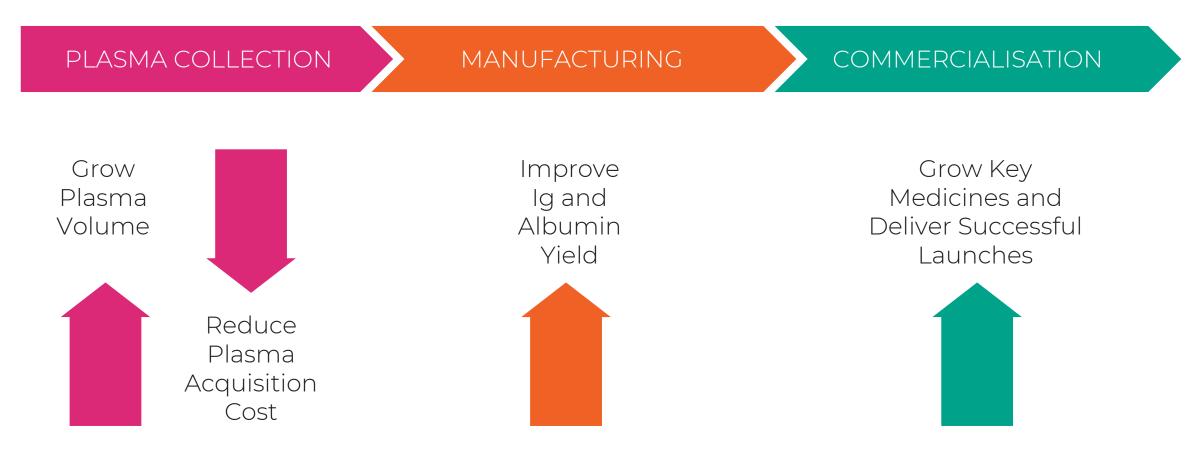


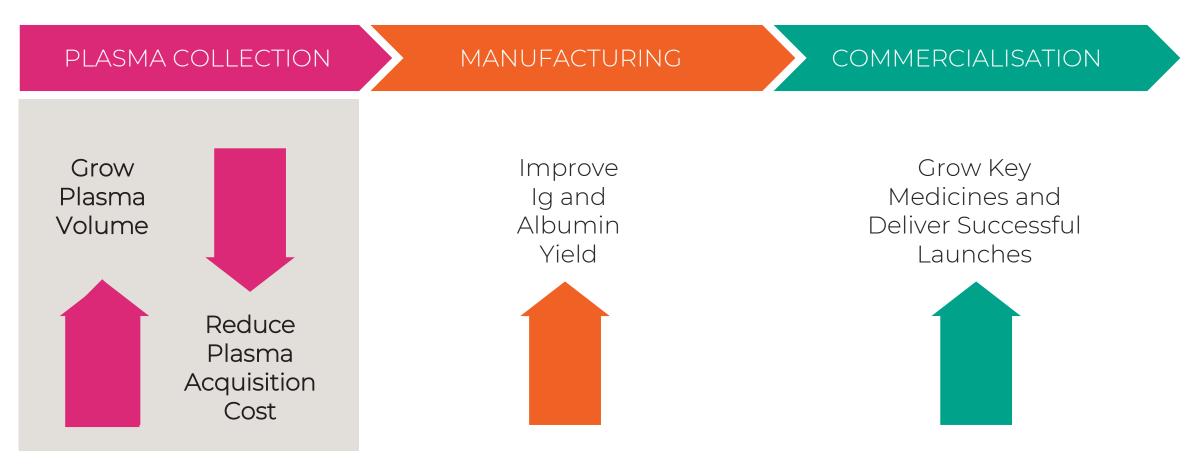
CSL Behring: Driving Sustainable, Profitable Growth

Working together from Donor to Patient

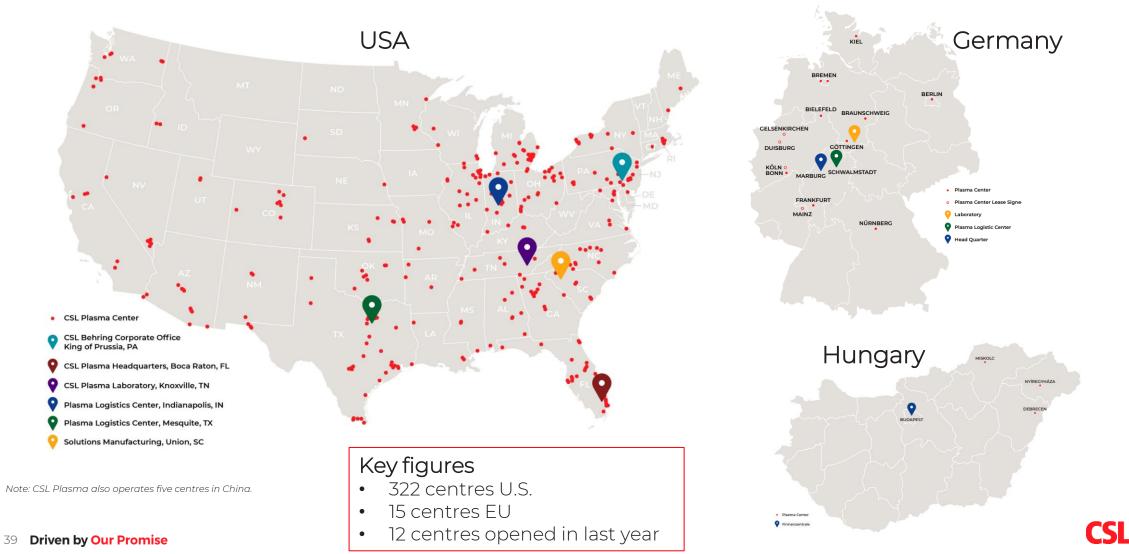






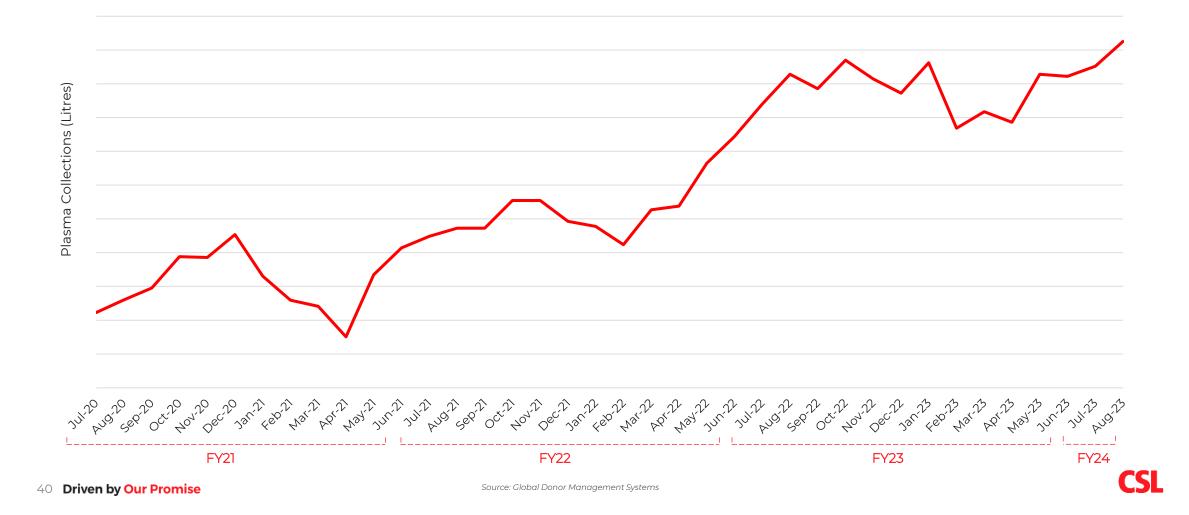


Snapshot of CSL Plasma's Industry-Leading Collection Network

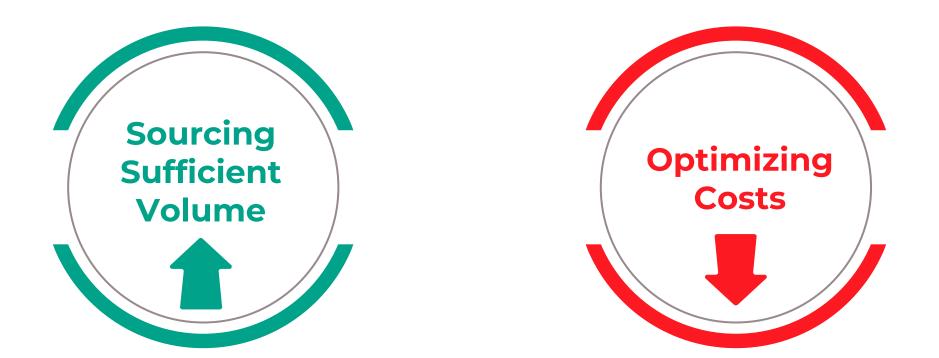


Global Plasma Collections Back on Track

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



Leading the Way in Plasma Growth & Efficiency



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

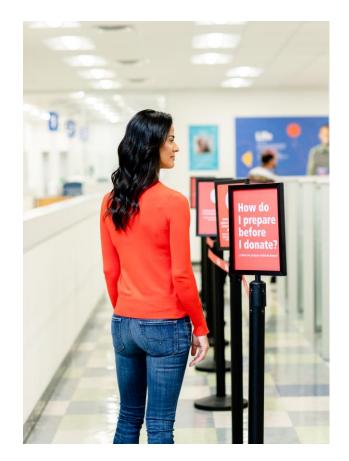


FREQUENCY

- 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

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

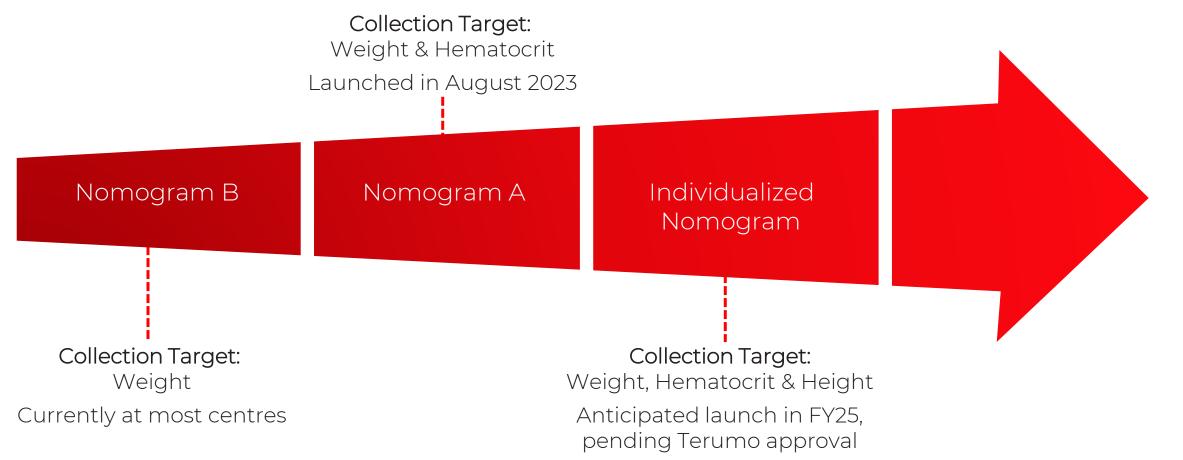
02 Focus on centre-level Labor Productivity

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



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%





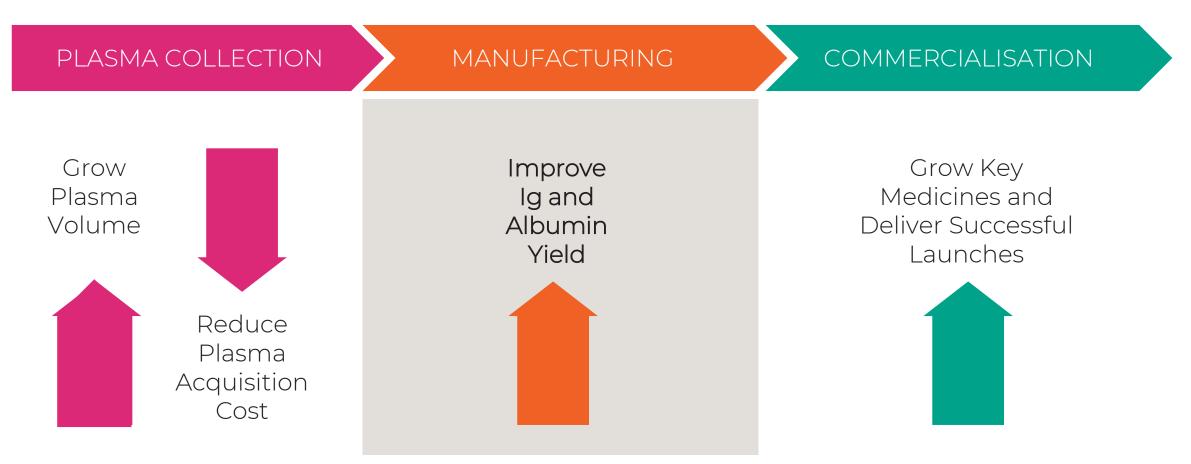
Leading the Way in Plasma Growth & Efficiency



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



- Enhanced Scheduling
- Donor Fee Strategy
- Fleet Optimization



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

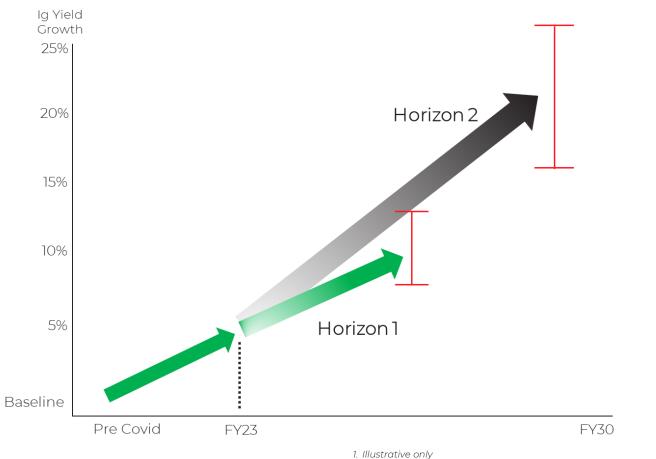
Specialty products: alphal-proteinase inhibitor



Wuhan, China

• Core products: albumin, immunoglobulins

Ig Yield Maximisation Strategy¹





Yield Improvements

Horizon 1

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

Horizon 2

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

49 Driven by Our Promise

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

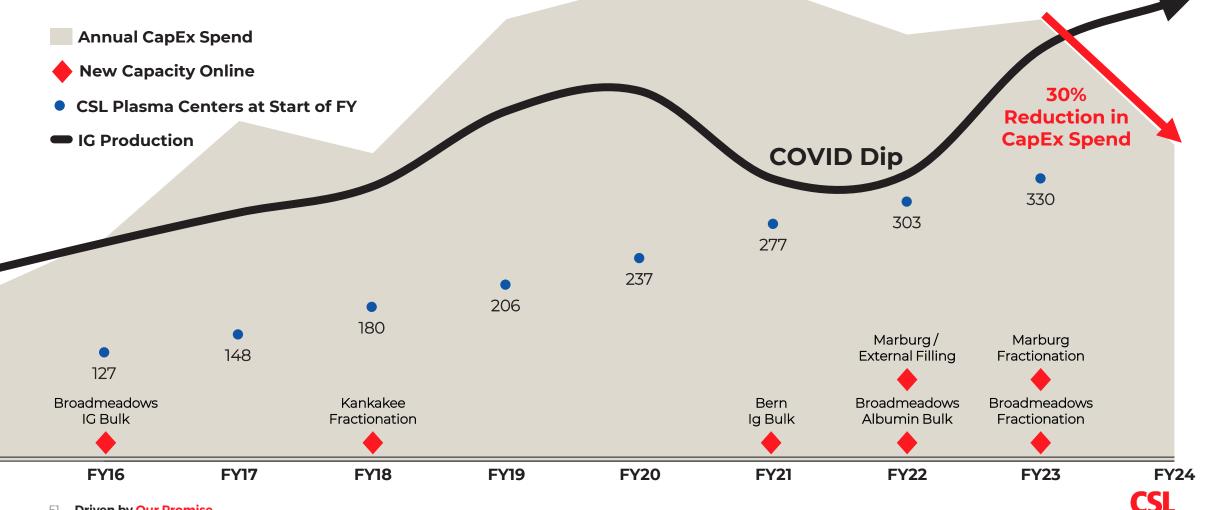
Operational Excellence

CSL Operating System Delivering Value Across Six Areas

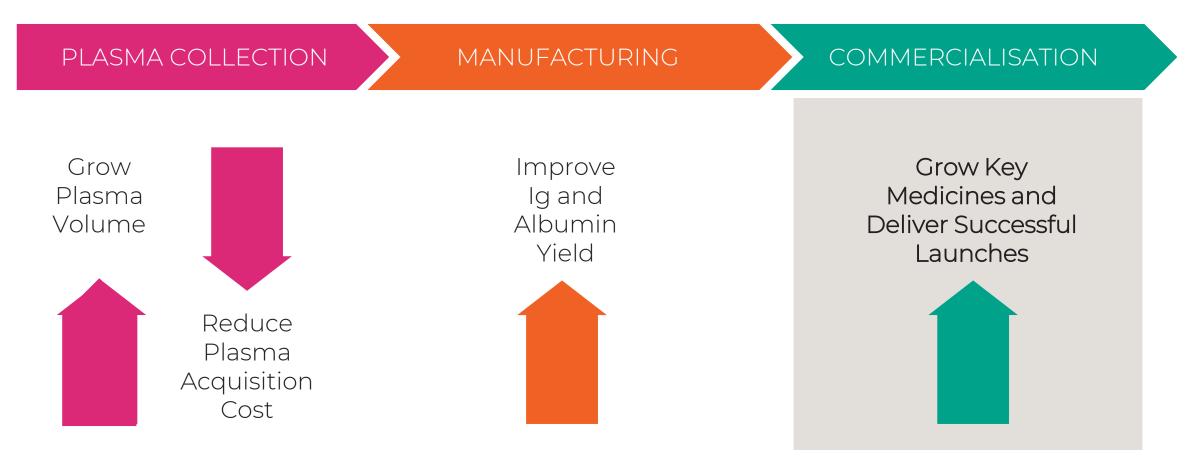


CapEx Investments are Providing Capacity for Growth

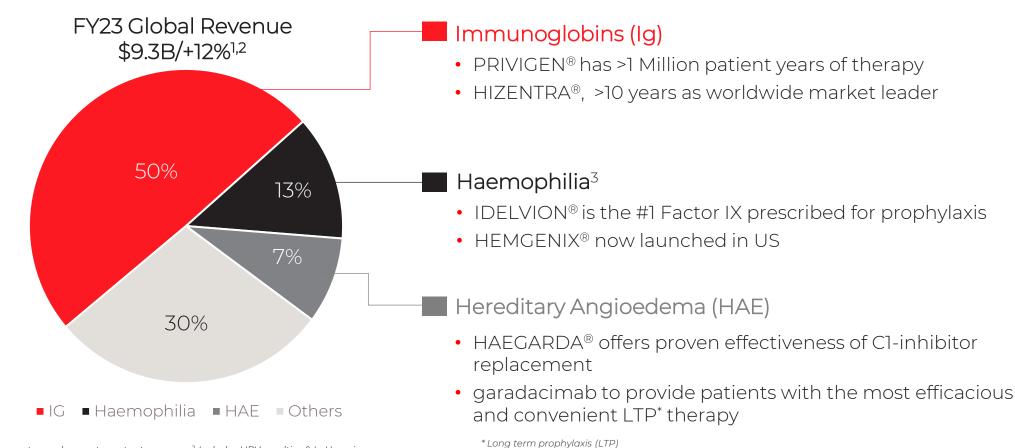
CSL expects CapEx investment needs to reduce as major projects are now coming online



Driven by Our Promise 51



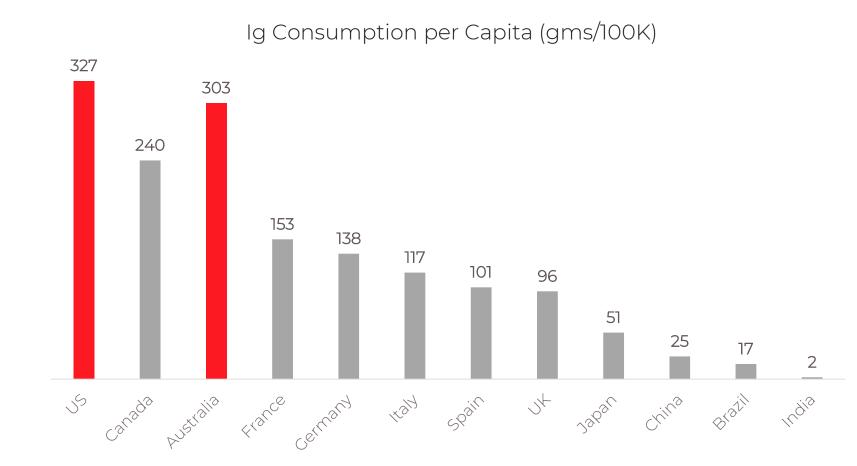
Strong CSL Behring Portfolio with Compelling Growth Drivers



Source:

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

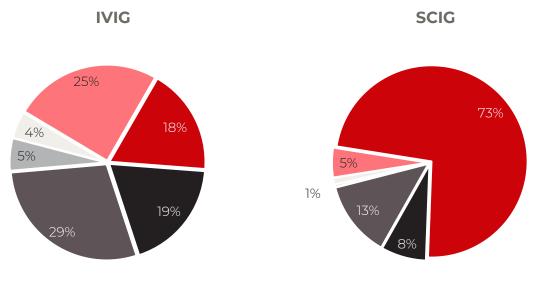
Ig Usage Trends by Country Shows Significant Opportunity, Particularly Beyond US and Australia



- 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)



■ PID ■ SID ■ CIDP ■ ITP ■ MG ■ All Others

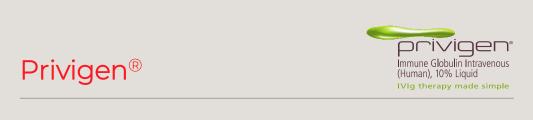
Abbreviations: primary immunodeficiency (PID), secondary immune deficiency (SID), chronic immune thrombocytopenic purpura (ITP), chronic inflammatory demyelinating polyneuropathy (CIDP), myasthenia gravis (MG)

- 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



- 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

Hizentra®

- Market leading SCIg offering personalized treatment options to patients
- Recommended for CIDP maintenance treatment in Peripheral Nerve Society (PNS) treatment guidelines¹

(Human)

20% Liquid

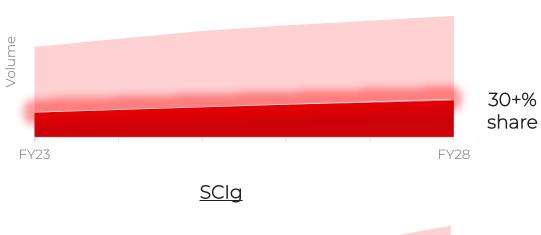
- Proven long-term protection with 5+ years of RWE in CIDP
- Expanding into dermatomyositis (DM) as the first-and-only SCIg

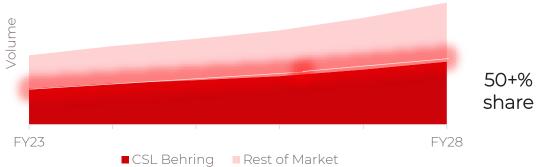
Abbreviations: primary immunodeficiency (PI), chronic immune thrombocytopenic purpura (ITP), chronic inflammatory demyelinating polyneuropathy (CIDP)

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

Projected Global Ig Market Volume*



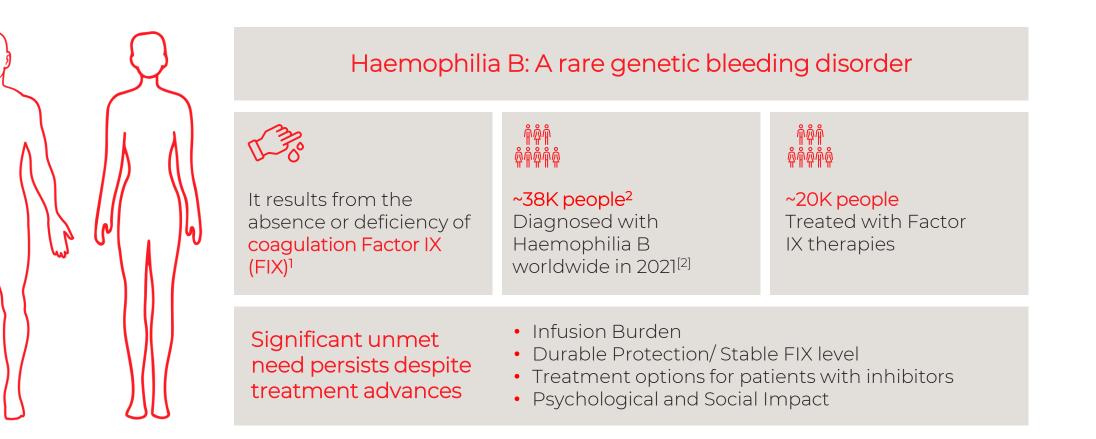




- Improving Ig market supply, strong underlying demand and improved diagnosis rates in PID
- PRIVIGEN® (IVIg) and HIZENTRA® (SCIG) leadership in core indications while expanding to new areas of unmet need

Haemophilia B

Disease Overview and Unmet Needs



[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

Idelvion

Coaquiation Factor IX (Recombinant), Albumin Fusion Protein

- 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 21days*
- Safe and well tolerated with low incidence of adverse reactions

Hemgenix®

Provides greater bleed protection vs prophy

 63% patients reported zero bleeds in the 7 to 18-month period following infusion^[1]

etranacogene dezaparvovec-drlb

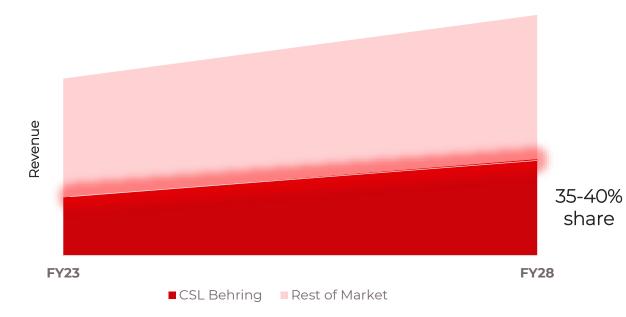
- Eliminates routine prophylaxis
 - 96% of people discontinued Factor IX prophylaxis and remained prophy-free ^[1]
- Sustains FIX levels projected to last 15+ years for majority of patients^[2]
- Safe and well tolerated with no treatment related SAE's

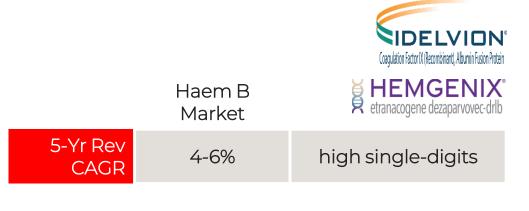
[1] HOPE-B trial [2] Jinesh Shah, factor IX activity following etranacogene dezaparvovec gene therapy in the treatment of haemophilia B Hongseok Kim, Krupa Sivamurthy, Paul E. Monahan & Michael Fries (2023) Comprehensive analysis and prediction of long-term durability of, Current Medical Research and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

59 Driven by Our Promise

Behring Haemophilia B Portfolio to Outpace Market Growth

Projected Global Haemophilia B Market Revenue*

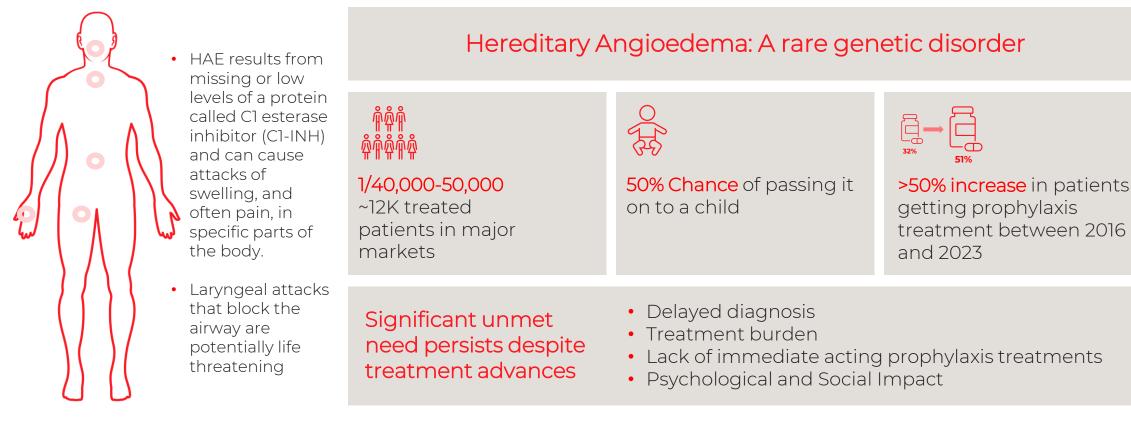




- Haemophilia B market expected to grow due the launch of advanced therapies including gene therapy (GT)
- Targeting the right patients for IDELVION® and HEMGENIX® will maximize success for CSL Haemophilia B portfolio

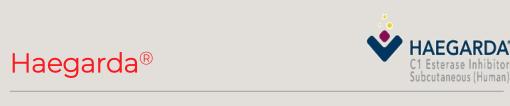
Hereditary Angioedema (HAE)

Disease Overview and Unmet Needs



HAEGARDA[®] and Garadacimab

Best in Class Prophylactic Efficacy



- 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

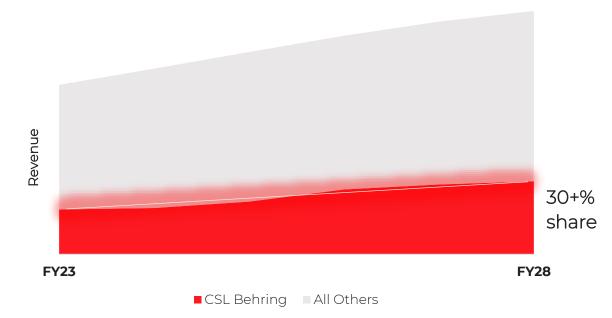
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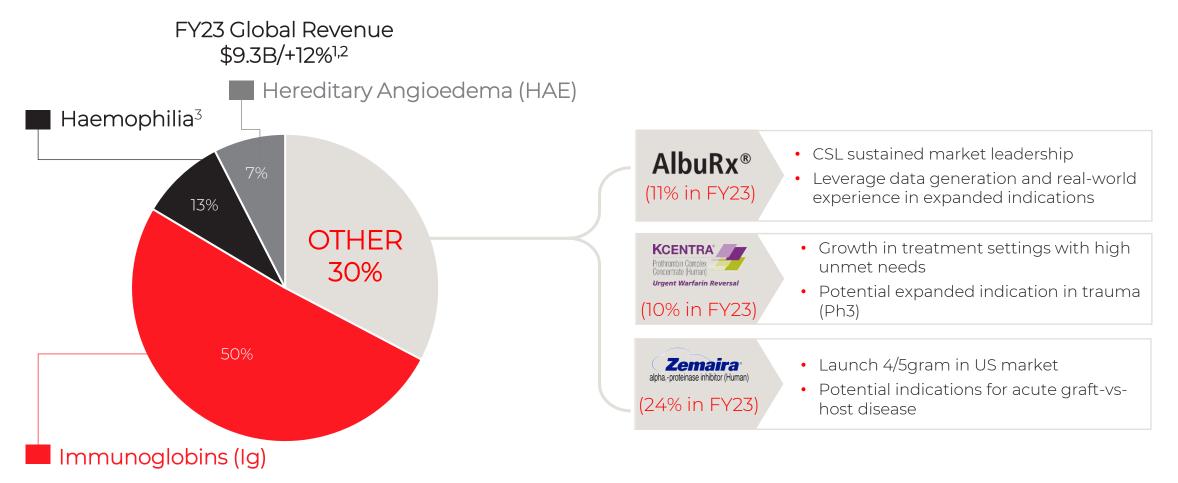
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Projected Global HAE Market Revenue



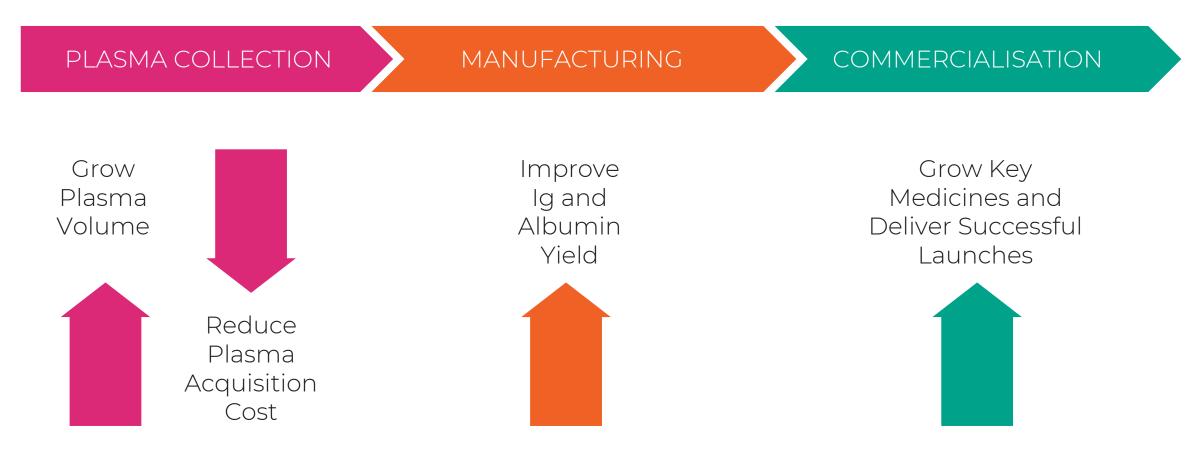


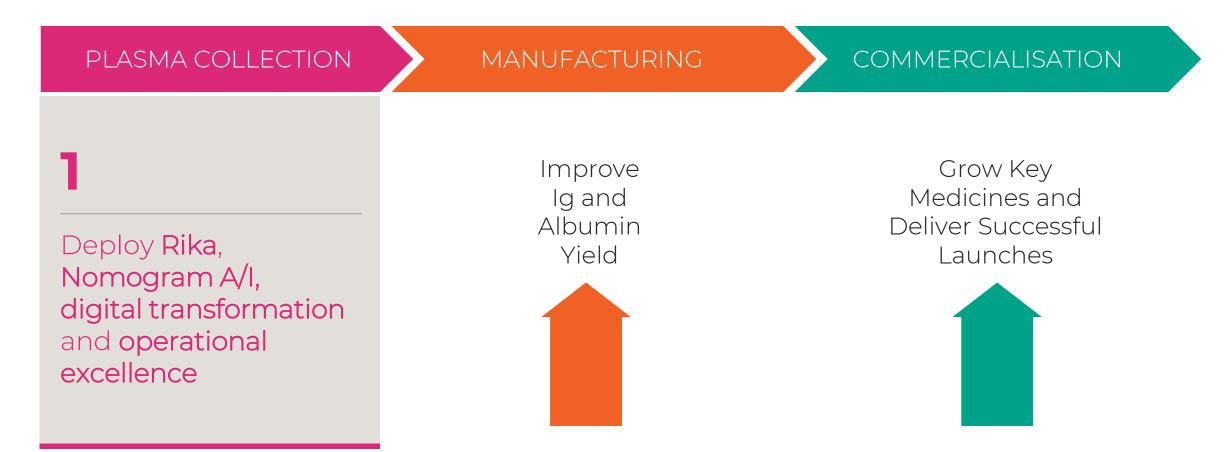
Portfolio Enabled by Additional In-line Growth Drivers



Source:

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





| PLASMA COLLECTION | MANUFACTURING | COMMERCIALISATION |
|--|--|---|
| Deploy Rika, Nomogram A/I, digital transformation and operational excellence | 2 Deliver Horizon I yield improvements; advance Horizon 2 | Grow Key Medicines and Deliver Successful Launches |

| PLASMA COLLECTION | MANUFACTURING | COMMERCIALISATION |
|--|--|---|
| Deploy Rika, Nomogram A/I, digital transformation and operational excellence | 2 Deliver Horizon I yield improvements; advance Horizon 2 | 3 Outpace market growth in Ig, Haemophilia B and HAE |



Thank You / Questions



Information and Digital

Mark Hill CDIO

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

Our focus areas include:

- 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



Integration



Automation



Information





Cybersecurity

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

Merging biological and computer science for pipeline growth. Unified and standard business process workflows that drive continuous productivity and operational leverage.

Self-healing processes that reduce cycle time and improve the employee experience. Making data the connective tissue of our enterprise ecosystem for real-time data flows. Maintaining acceptable levels of risk by keeping technology current, employing cybersecurity measures, establishing business continuity, and meeting regulatory requirements.

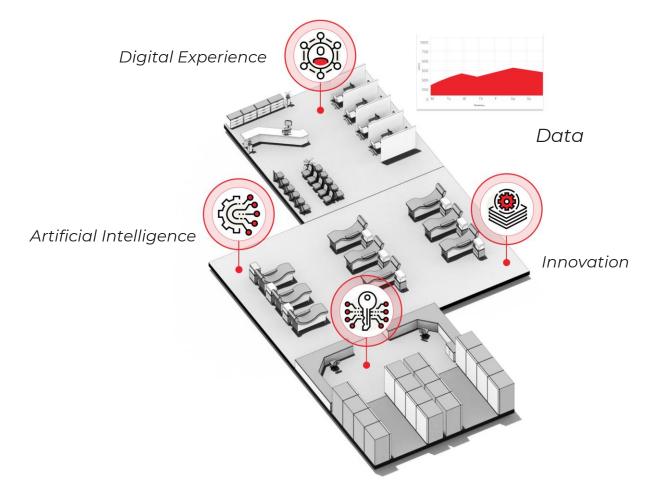
Fusion of business and technology

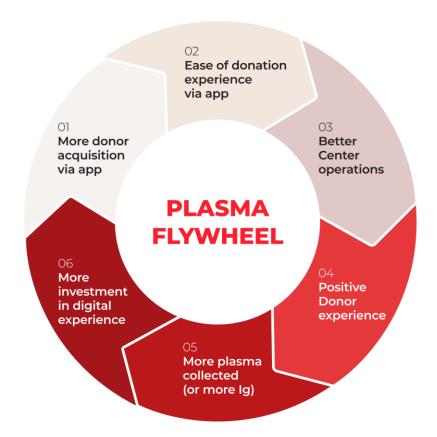
PLASMA

Enterprise

R&D

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





Fusion of business and technology

Plasma

Enterprise

R&D

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



Integrating our R&D systems and processes across businesses.

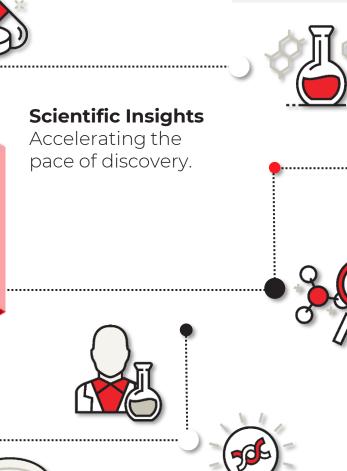


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Data

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





74 Driven by Our Promise

Enterprise: Capabilities for business performance and operational leverage

CSL Enterprise

| Behring | В |
|---------|-------|
| Seqirus | S |
| Vifor | V |

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.



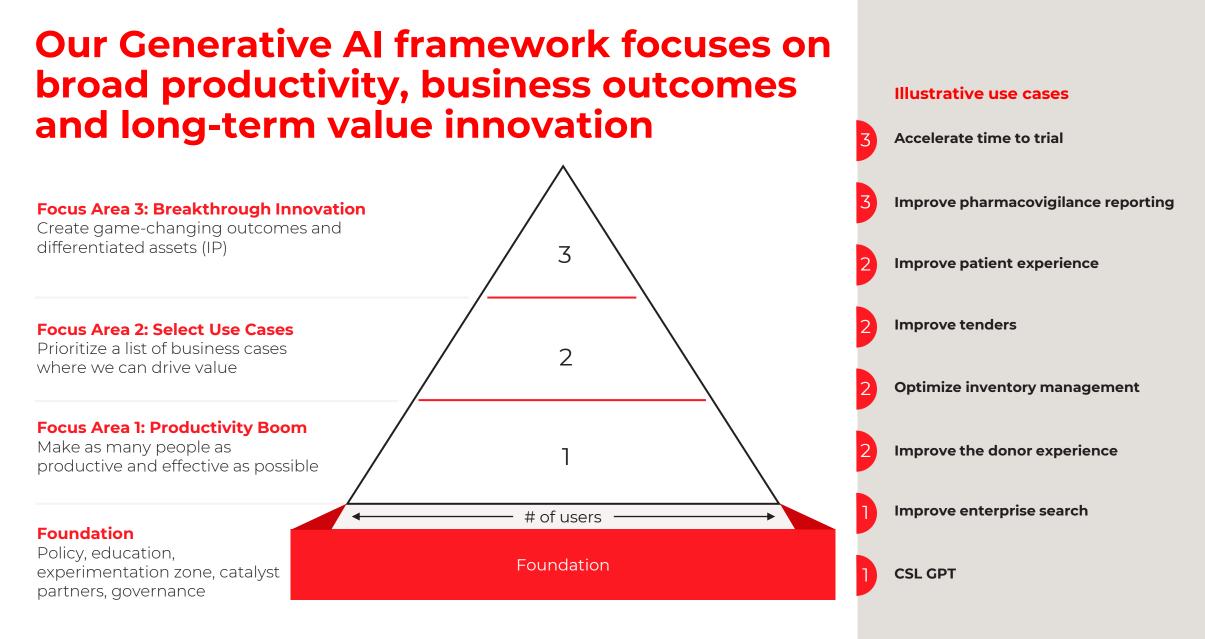
Target State

Fusion of business and technology

Plasma

ENTERPRISE

R&D



Cybersecurity remains the biggest risk in digital transformation



Shifting regulatory requirements and geopolitical threats



Generative Al





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



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.



Finance and Sustainability



Joy Linton CFO

Disciplined Management of Capital

Growing Cash Earnings

Maintain strong balance sheet

- Net debt / EBITDA target ratio of less than 2.0x
- Maintain investment grade credit rating

Returns to shareholders

- Dividend growth in line with NPATA growth
 - Circa 40-45% payout
- Steady improvement in ROIC fuelled by double digit earnings growth

Re-invest in the Business

- R&D investment of 10 -11% of revenue
- BD selective investment in R&D assets
- Capex
 - Growth ~70%
 - Maintenance ~30%

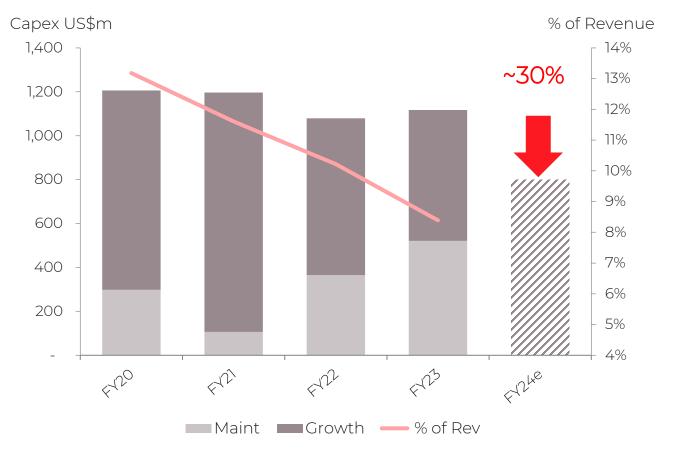
Capital structure

- Annual Review
- Excess capital returned to shareholders

Partnering approach

- Long term valuation creation
- Capabilities, competencies, Adjacencies

Capital Expenditure¹

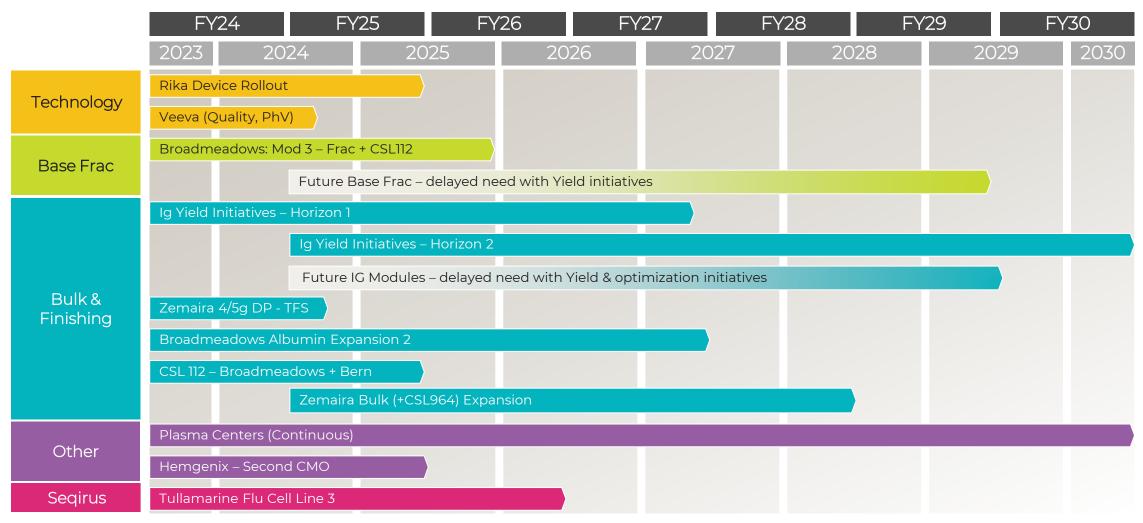


Key Points

- 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



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

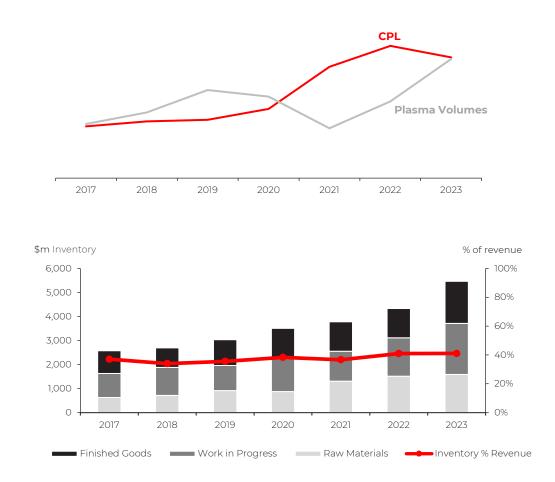
Continues to exclude potential CSL112 upside

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

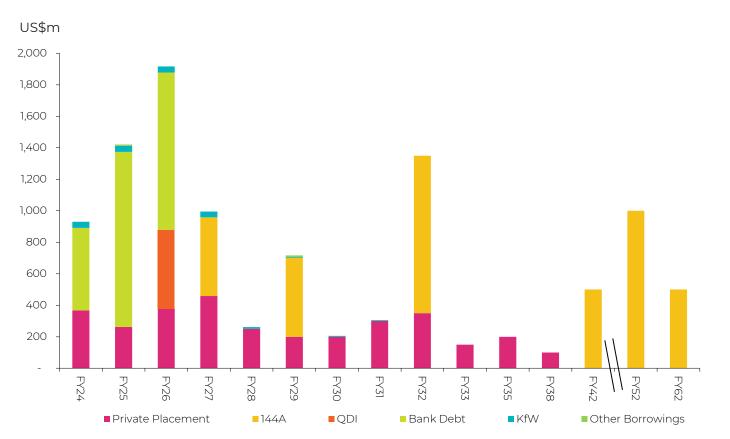
- Balancing inventory build versus fulfilling patient demand
- IG on EMA short supply list until June 2024
- Most ex-US markets require increased levels of safety stock
- Plasma collection costs remain high, although downward trending
- Inventory driven by higher CPL

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



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

CSL

Sustainability

Sustainability Pillars

| Sustainat | Sinty Pillars | Ongoing | | | | | ÷ |
|---|--|---------------------|--------------------------|-----------------------|---------------------|------------------|-------------------------|
| | | targeted efforts | Diagnostic / Baseline | Ambitions /Targets | Roadmap | Execution | Benefits realization |
| ENVIRONMENT (E) delivering on our promises to preserve a healthier plant | Reduce Carbon Emissions Reduce Waste & Emissions in the supply chain Environmental considerations embedded in strategy | In progress | C ompleted | V Aligned | ⊘ Aligned | O In progress | In progress |
| SOCIAL (S) providing better care for brighter days ahead | Donor Experience Patient & Public Health Leader Access to Our Therapies | O In progress | C ompleted | O In progress | O In progress | O Next step | O Next steps |
| SUSTAINABLE WORKFORCE (W) it's the people behind our promise that makes us different | Employee Engagement Diversity, Equity & Inclusion Giving | In progress | C ompleted | O In progress | O In progress | O Next step | Next Steps |
| | | GOVERNANCE (G) | | | | | |

Key Sustainability Indicators and Highlights

Environment

Social

| 100% Renewable Electricity (RE) across all our major European manufacturing sites, with Australia to follow in Jan 2025. | SBTi 1.5 °C Committed to be aligned with SBTi 1.5 °C Submitted to SBTi for validation in 2023 | of plasma donors are willing to donate again and with SBTi 1.5 °C Submitted to SBTi for | 475 選 regulatory inspections of our manufacturing facilities and plasma collection centers with no impact to licenses | 59% Female Employees |
|---|--|--|--|-------------------------------------|
| Evaluating promising RE options for our US based manufacturing sites. | | Approved Reflect RAP | >US \$1B 👗 | 44% Female representation |
| 5-star Green Star | 190+ | CSL's Reflect Reconciliation Action Plan launched in September 2023 | investment into research and development | at board level |
| by Design rating given to new Melbourne, AUS Headquarter from the Green Building Council of Australia; representing excellence in sustainable building practices. | Suppliers engaged setting their own SBTi aligned targets (Scope 3) | | US \$13.7M supporting product access across the world | |
| building plactices. | | Data as at 30 June 2023 | | Data as at 30 June 2023 |

Workforce



Research & Development



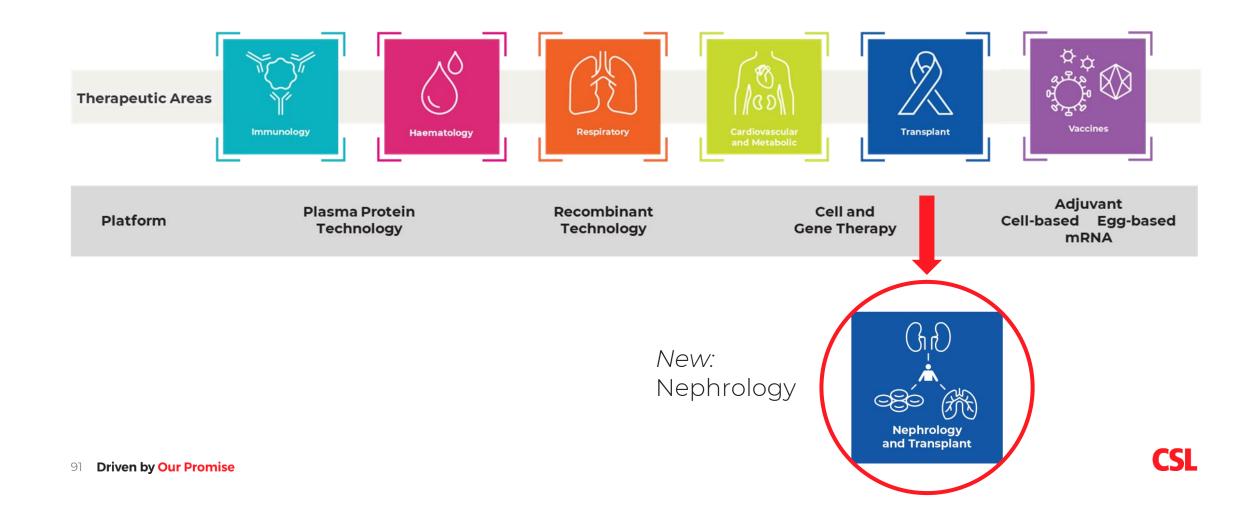
CSL Behring CSL Seqirus CSL Vifor

CSL Plasma

ONE CSL R&D



Focus Through Our Therapeutic Areas and Platforms



Enhancing R&D's Global Capabilities



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

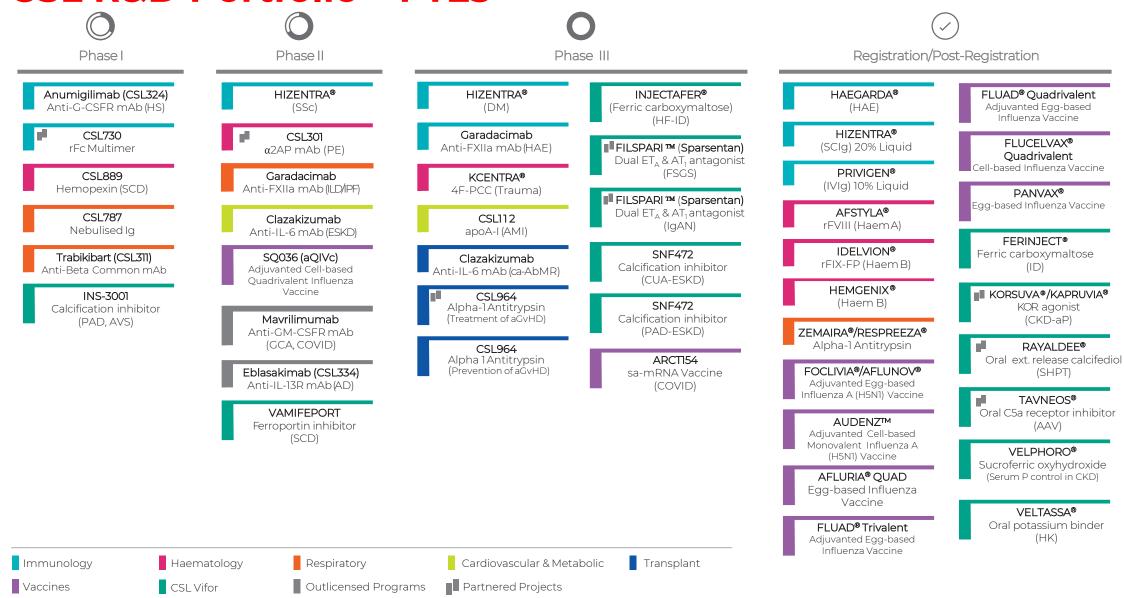
- New R&D Campus
- ~40,000 m2 for >500 R&D employees including:
 - 7,400m2 laboratory space
 - 10,300m2 working space
 - state-of-the-art vivarium
 - Collaborative laboratory space



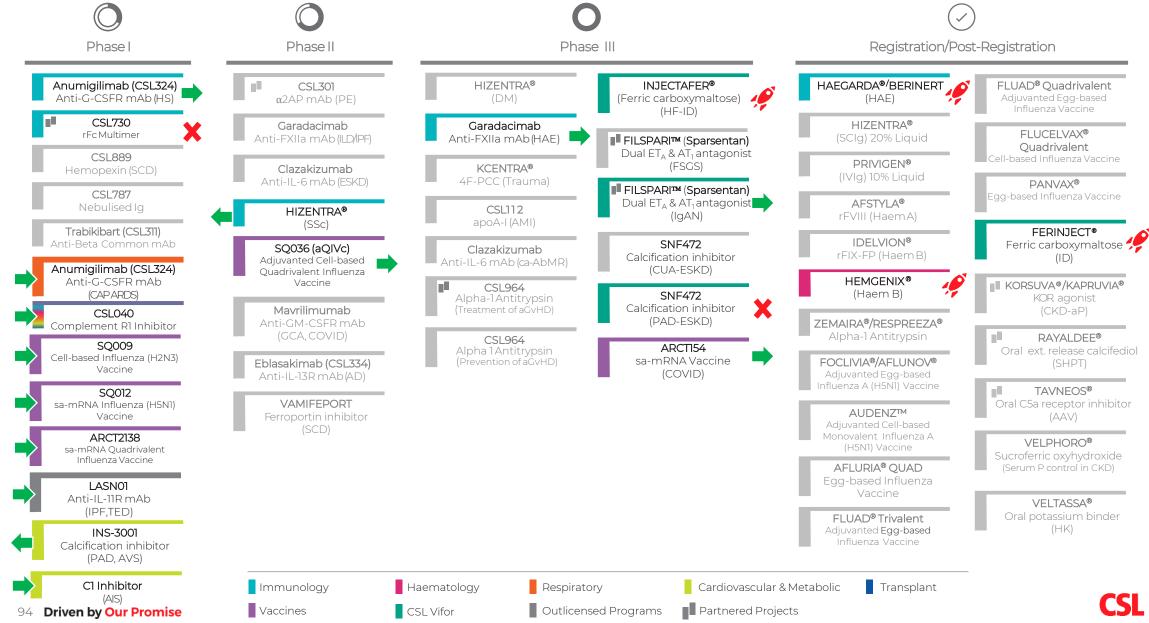
Waltham, USA

- 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

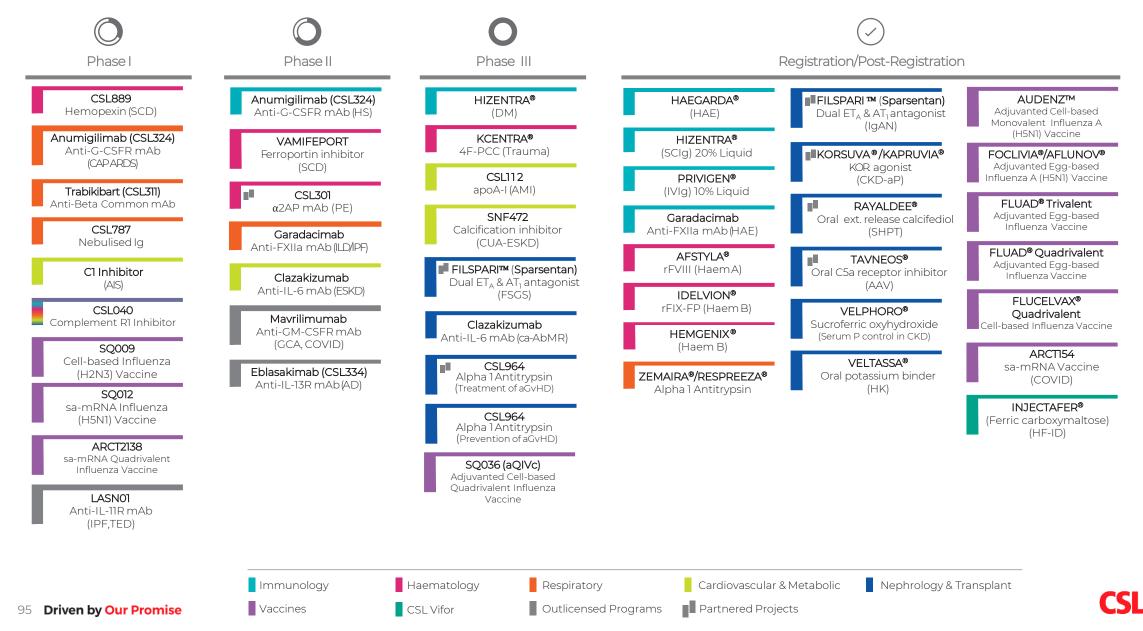
CSL R&D Portfolio – FY23



CSL R&D Portfolio – FY23 Transitions



CSL R&D Portfolio – FY24



R&D Focus

Investments Coming to Fruition



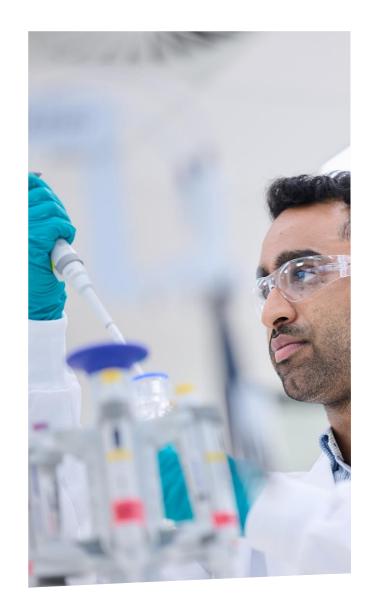
Deliver a Promising Portfolio

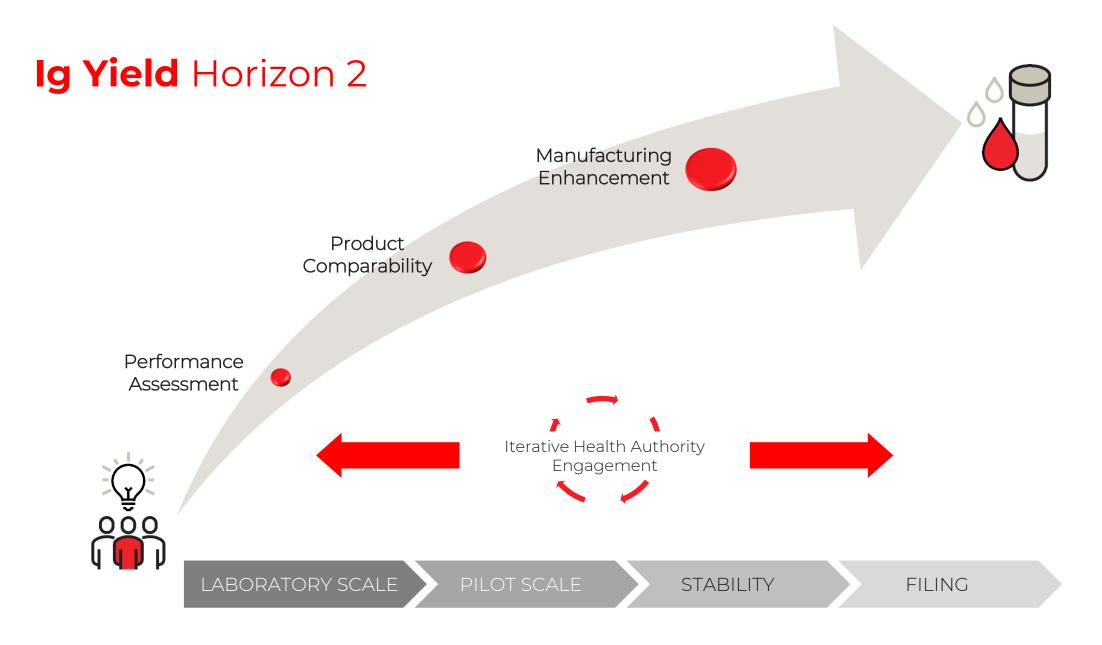
- CSL112
- Garadacimab HAE
- Clazakizumab ca-AbMR
- KCENTRA® Trauma
- CSL964 aGvHD
- Sparsentan
- sa-mRNA for COVID (near term) & Influenza (medium term)
- aQIVc



Strengthen our Core Platforms

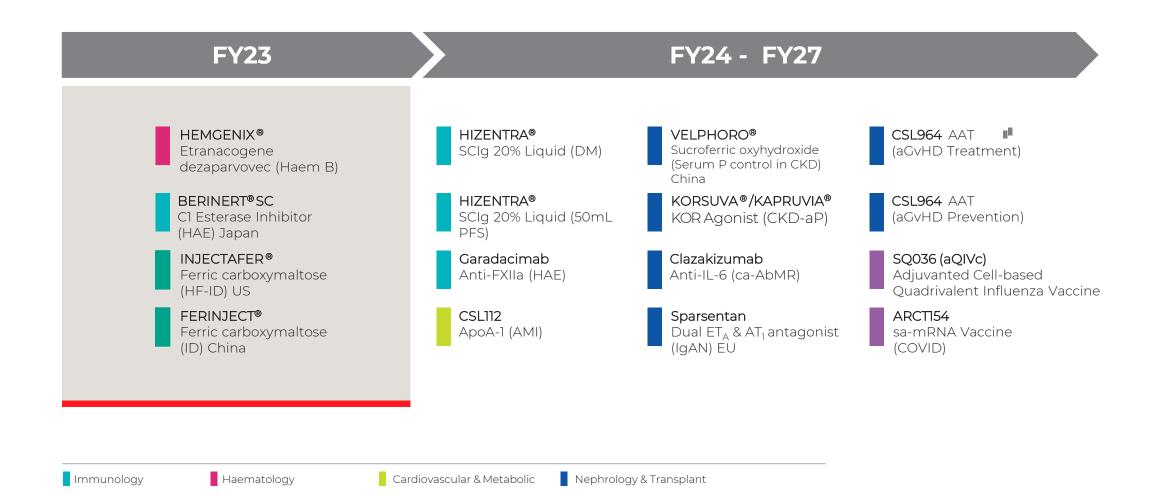
- Flu Cell Culture yield
- Iron evidence & optimisation
- Patient Blood Management
- Ig yield





Significant Target Launch Dates

Outlicensed Programs



Partnered Project

Vaccines

CSL Vifor

Forward-Looking Portfolio Highlights – FY24



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



- 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



- 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



- 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



- aQIVc (Adjuvanted Cell-based Quadrivalent Influenza Vaccine) Phase III study 50yr+ first patient in
- ARCTI54 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

CSI

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; samRNA – Self-Amplifying messenger RNA; RNA – Ribonucleic Acid; SCD – Sickle Cell Disease; US – United States



Thank You / Questions



Concluding Remarks



Financial Outlook

FY24 Guidance

| Revenue | Growth of 9-11% @CC | RE-AFFIRMED | |
|----------------------|---|-------------|--|
| ΝΡΑΤΑ | Growth of 13-17% @CC \$2.9 - \$3.0 billion @CC | RE-AFFIRMED | |
| Сарех | Down 30% | | |
| Operating efficiency | G&A ~5% of revenue | | |
| Balance sheet | Circa 2x net debt / EBITDA | | |

Outlook

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

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

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 | Implementation of first improvements |
| | Horizon 2 | Ongoing pilot plant activities |

Positioned for Annual Double-Digit Earnings Growth



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



CSL Contacts

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IN HALF M HELLE ME

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CSL well-positioned to deliver sustainable, profitable growth

SYDNEY, Australia – **16 October 2023** – CSL Limited will today hold its inaugural Capital Markets Day to brief investors on its strategies to deliver annual double-digit earnings growth underpinning a steady improvement in return on invested capital (ROIC)¹.

"CSL has leading positions in growing global markets with significant unmet need. Our three business units – CSL Behring, CSL Seqirus and CSL Vifor – are supported by best-in-class products and an innovative pipeline focused on new therapies and new indications. Our embedded know-how in scaled manufacturing platforms is driving efficiencies, yield improvements and productivity. By serving significant unmet patient needs and adding value to healthcare systems, we can deliver sustainable and profitable growth to support more innovation and research, and generate returns for our shareholders," said Dr Paul McKenzie, CSL's Chief Executive Officer and Managing Director.

Strategic highlights:

- CSL's market-leading plasma-based therapies, influenza vaccines and iron provide opportunities in growing global markets with significant unmet patient need, driven by innovation.
- Demand for immunoglobulin (Ig) remains strong, presenting substantial growth prospects.
- CSL Behring has a clear pathway to pre-COVID gross margins by optimising its donor payments, introducing new plasma collections technology and maximising Ig yield manufacturing.
- CSL Seqirus is well positioned to outpace broader market growth through its differentiated innovation portfolio and continued investment in scalable manufacturing technologies.
- CSL Vifor will continue to grow its leading iron franchise through market expansion and life cycle management.
- By combining the expertise and product offering from CSL Behring and CSL Vifor, CSL is well-positioned to translate the World Health Organisation guidelines for Patient Blood Management to improve patient outcomes and minimise healthcare costs.
- CSL has a range of R&D programmes nearing trial conclusion, which if successful and approved, will deliver additional growth.
- CSL's advances in digital and artificial intelligence technologies help reduce the time to collect plasma, discover new compounds, and conduct clinical trials.

CSL reaffirms guidance for FY24 with revenue growth of 9-11 per cent at constant currency and NPATA growth of 13-17 per cent at constant currency.

FURTHER INFORMATION

Additional details about CSL's Capital Markets Day can be found on CSL's website <u>www.csl.com</u> A glossary of medical terms can also be found on the website.



For further information, please contact:

Jimmy Baker Communications CSL Limited P: +61 450 909 211 E: jimmy.baker@csl.com.au

¹ ROIC 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.