

The CSL logo is a red square with the letters 'CSL' in white, bold, sans-serif font.A photograph of a medical laboratory. In the foreground, a man in a white lab coat and blue visor is smiling while holding a handheld device. He is standing next to a patient who is lying in a blue chair, smiling back. The patient has a blood pressure cuff on their arm and a small device attached to their arm. In the background, there are various pieces of medical equipment, including a large machine with 'TERUMO' and 'riKA' labels. Another person in a lab coat is visible in the background, also wearing a visor and gloves, working on a patient.

**Setting up the tender
process for contract
fractionation**
Views from a fractionator

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CSL: Therapeutic Areas and Portfolio

CSL is a global biopharmaceutical company committed to delivering lasting impact for patients and public health.

CSL continuously innovates across the value chain — from R&D to donor experience, manufacturing optimization, and expanding access through scalable and agile technologies.

THERAPEUTIC AREAS



Self-Sufficiency: Different Models

Achieving strategic independence in plasma and PDMPs is a public-health priority.

Toll / Contract Fractionation:

Using domestically collected plasma while outsourcing fractionation to an experienced partner — a model well-established in Europe and other traditional toll-fractionation regions.

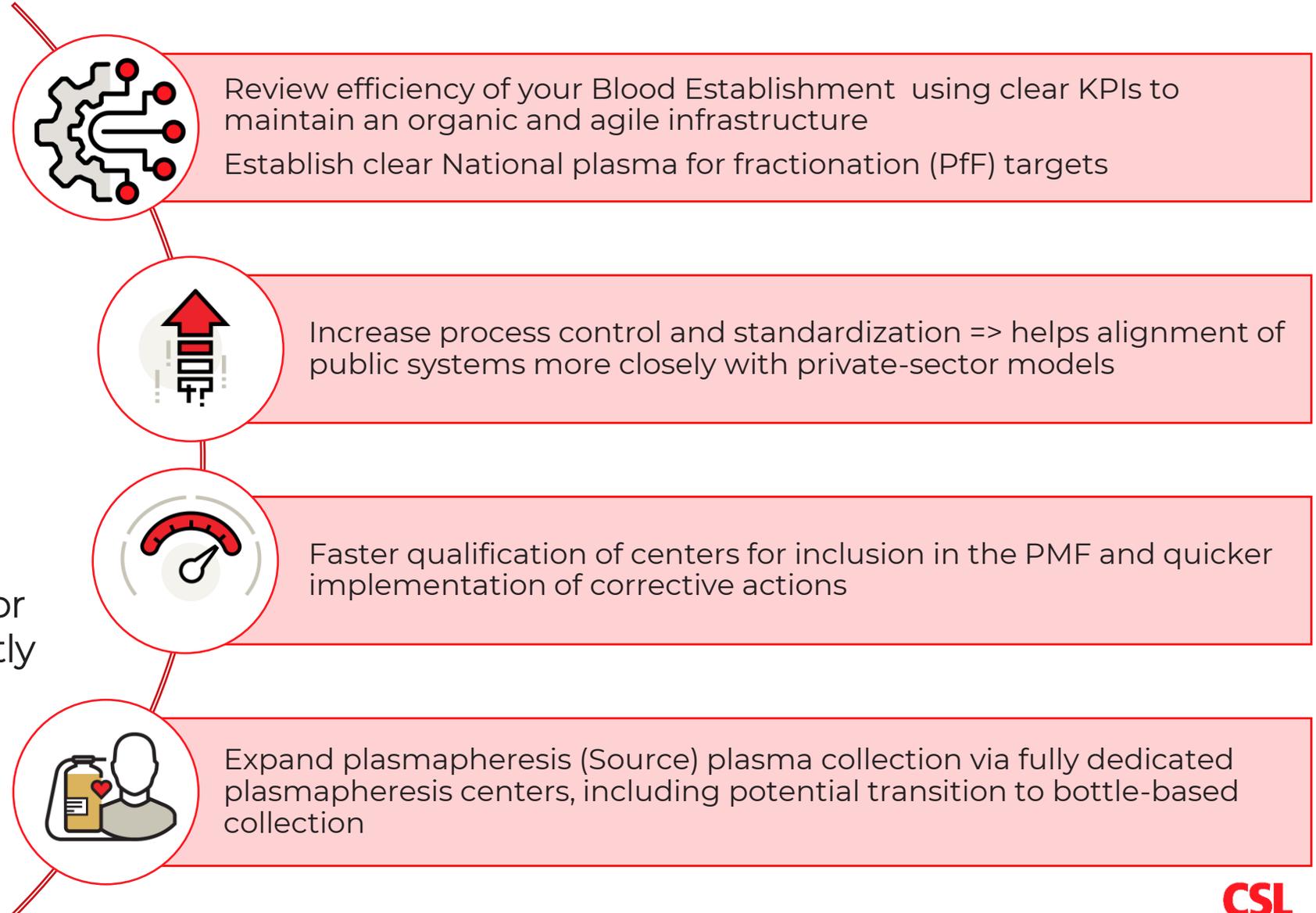
- ✓ Model already successfully proven
- ✓ Relatively fast implementation
- ✗ Not addressing low donation rates
- ✗ Not addressing potential public infrastructural inefficiency

Driven by **Our Promise**

Private–Public Partnerships: Relevant in countries with limited donation rate and fragmented blood-establishments infrastructure. PPPs may include **localization strategies** in plasma collection, cold-chain logistics, product release, and sometimes fractionation (ex: Egypt, Indonesia, Canada, Brazil, Turkey, ...).

- ✓ Leverage private sector for a customized offer
- ✓ Builds long-term national capabilities
- ✗ Long implementation
- ✗ Complex technology transfer and maintenance

Self-Sufficiency? Opportunities lie in organizational network



➤ Collection efficiency varies and depends on the organizational set-up of the network.

➤ Strengthening public systems through benchmarking private-sector best-practice can significantly accelerate progress

Competitive Tenders

Countries preparing a new toll-fractionation tender should benchmark international practices and engage with fractionators in early dialogue through market consultation.

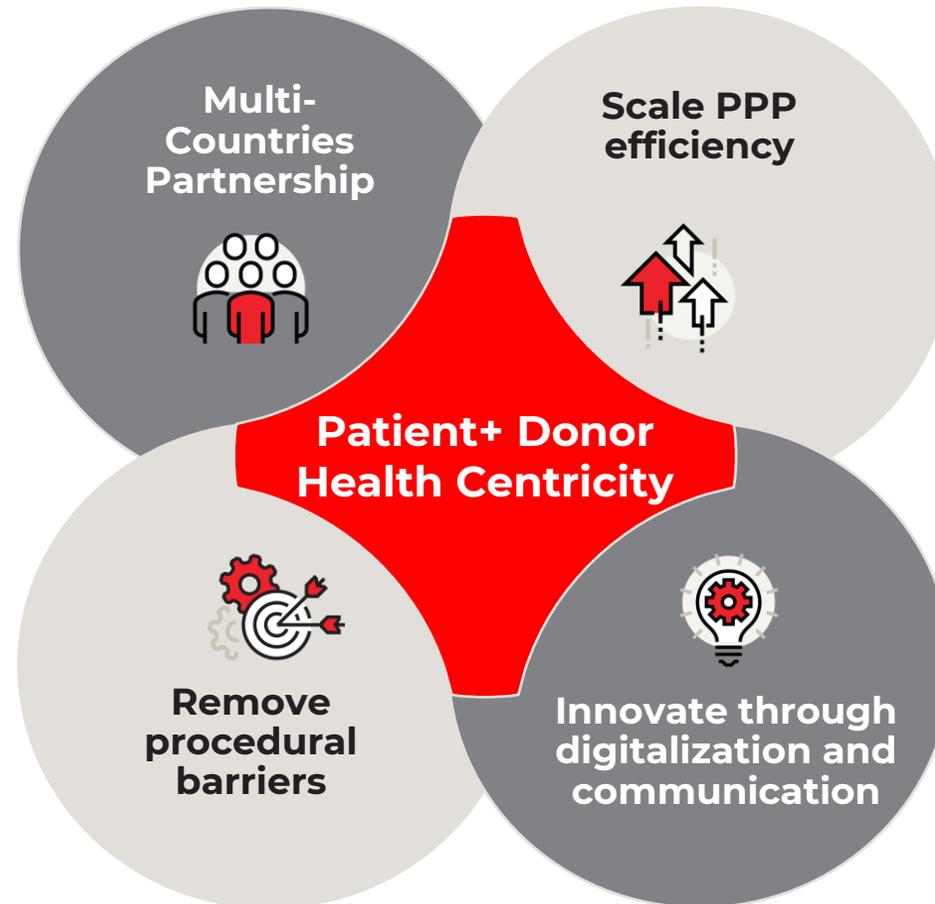
Fractionator's view

- 1 Reward performance and innovation by focusing on yield output rather than plasma volume fractionated.
- 2 Limit product lists to clinically needed PDMPs allowing for inclusion of recombinant products in toll Tender when clinically beneficial.
- 3 Reduce disproportional penalties that could discourage competitive participation.
- 4 Tailor Product Award criteria based on market demands .
- 5 Favor inclusion of quality workshop/training or scientific collaboration in Tender Award Criteria.



Future Evolution of Public Private Partnership

A Plasma “disruptive” strategy can significantly accelerate national self-sufficiency.



- Explore **multi-country toll tenders** under certain conditions
- EU Support for countries at early stages of self-sufficiency planning

- Reassess national **guidelines** for Plasma For Fractionation:
 - Redefine donor exclusion criteria not needed for PF
 - Simplify labeling and handling processes while maintaining full traceability

- Learn from the **private sector**:
 - Optimize apheresis technologies
 - Improve quality setup to fit for PFF
 - Define clear KPIs to measure collection efficiency

- Enhance **donor communication**:
 - Clearly articulate donation target (e.g. 5 donations per year significantly support national self-sufficiency)
 - Consider loyalty mechanisms to encourage ongoing donor engagement
 - Leverage new digital tools



Thanks for your
attention