

LIFE SCIENCES COMPANY OF THE YEAR

Platinum CSL BEHRING

While many of the region's life sciences companies have yet to reach their 20th or even their 10th anniversary, CSL Behring has already celebrated its 100th birthday.

The company, which develops and manufactures plasma-derived and recombinant therapies for people with rare and serious diseases, traces its roots back to Behringwerke — a company established in 1904 by Emil von Behring, who in 1901 became the first recipient of the Nobel Prize for Medicine and Physiology.

Its parent company, CSL Limited, was created by the Australian government in 1916 to supply vaccines, sera (a blood serum used in diagnostics) and other biologicals.

In 2004, CSL Limited bought Aventis Behring, the King of Prussia-based therapeutic proteins business of Aventis, for \$925 million. That led to the formation of CSL Behring, which today has more than 9,000 employees in 19 countries, including about 475 at the company's headquarters in King of Prussia.



**President
 Paul R.
 Perreault**

Paul R. Perreault, who took over as president of CSL Behring on July 1, said the company has carved out a niche developing treatments for rare disease — typically those that afflict 200,000 or fewer patients.

As a result, Perreault said, company employees often get to know their patients during product testing and by working with advocacy groups that support efforts to find treatments.

Perreault said they receive graduation and wedding photos of patients who were born with a disorder and saved by a company product.

“That’s something that separates us from other drug companies,” said Perreault, a 30-year pharmaceutical industry executive who served the past six years as CSL Behring’s executive vice president for commercial operations. “The Big Pharma companies that develop drugs for a mass market don’t get to know their patients.”

CSL Behring’s products target coagulation disorders — conditions that disrupt the body’s ability to control blood clotting — such as hemophilia and von Willebrand disease; primary immune deficiencies; hereditary angiodema; and inherited respiratory disease.

Its products include Hizentra, which earlier this year became the first 20 percent subcutaneous human immunoglobulin approved by the European commission for the treatment of primary immune deficiency. It was approved by the Food and Drug Administration last year.

One of its newest products in the U.S. market is Corifact, an intravenous infusion therapy, is made from the pooled plasma of healthy donors. The drug received FDA approval in February for use in preventing bleeding in people with the rare genetic defect congenital factor XIII deficiency.

Patients with congenital factor XIII deficiency don’t make enough factor XIII, a substance that circulates in the blood and is important for normal clotting. Without treatment, people with the condition are at risk for life-threatening bleeding.

Perreault said only about 150 patients need

Corifact, but without it those children could otherwise die. The launch of Corifact earned CSL Behring the 2011 corporate award from the National Organization of Rare Disorders.

Despite serving small patient populations, CSL Behring generated sales of nearly \$3.3 billion last year.

“The products are not inexpensive,” Perreault said. “We do make money; not every product makes the same amount. We are here to help patients. Yes, our shareholders expect us to [generate profits]. If you do it right, I think you can do both.”

At a time when many large pharmaceutical companies are cutting back on research and development spending, CSL Behring increased R&D spending last year by 9 percent. Perreault said he expects funding will increase again this year.

The company is getting ready to seek an expanded label for Beriplex, which is approved for congenital diseases, to include its use as a treatment for patients with acquired deficiency of coagulation factors.

Among the new drug candidates in its pipeline is CSL112, a reconstituted high-density lipoprotein being developed to reduce plaque build-up in patients with acute coronary syndrome.

The company is also developing other new recombinant proteins — which are derived from cell cultures and not from donated plasma — for hemophiliacs and others suffering from bleeding and blood-clotting disorders.

It is also continuing to expand into new markets, having added Russia two years ago and Poland, Hungary and Czechoslovakia over the past year. Its next target is Latin America, specifically Chile, Brazil and Argentina.

The company is also one of the world’s largest plasma collection organizations, operating collection centers across the United States and Germany.

“We focus on what we do best,” Perreault said. “That is making complex protein therapeutics. Not a lot of people can do that, and we do it well.” — **John George**

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