

**CSL Limited**  
**2006/07 Half Year Result**  
21 February 2007

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# Highlights

## Financial

- Sales \$1,514m up 9%
- Total revenue \$1,564m, up 10%
  - Contribution from GARDASIL<sup>®</sup> royalty income of A\$21m
- EBIT \$391m up 50%
- NPAT \$257m up 46%
- Operating cashflow \$187m
- EPS 141 cents up 46%
- Interim dividend 49 cents (unfranked)

# Highlights

## Operational

- Strong trading performance by CSL Behring
- License and option agreement with Wyeth for ISCOMATRIX<sup>®</sup> adjuvant technology & expansion of existing Merck agreement
- Chromatographic liquid IVIG filed with FDA
- Commonwealth Government funding of GARDASIL<sup>®</sup> in Australia
- Acquisition of CytoGam<sup>®</sup>
- Acquisition of Zenyth Therapeutics Ltd completed
- Extension of Helixate<sup>®</sup> supply agreement to 2017

# Extension of Helixate to end of 2017

## Sanofi-Aventis

- License to MA888 patent revised
- Early payments
  - Contingent US\$250m
  - Deferred US\$65m
- Outstanding matters true up

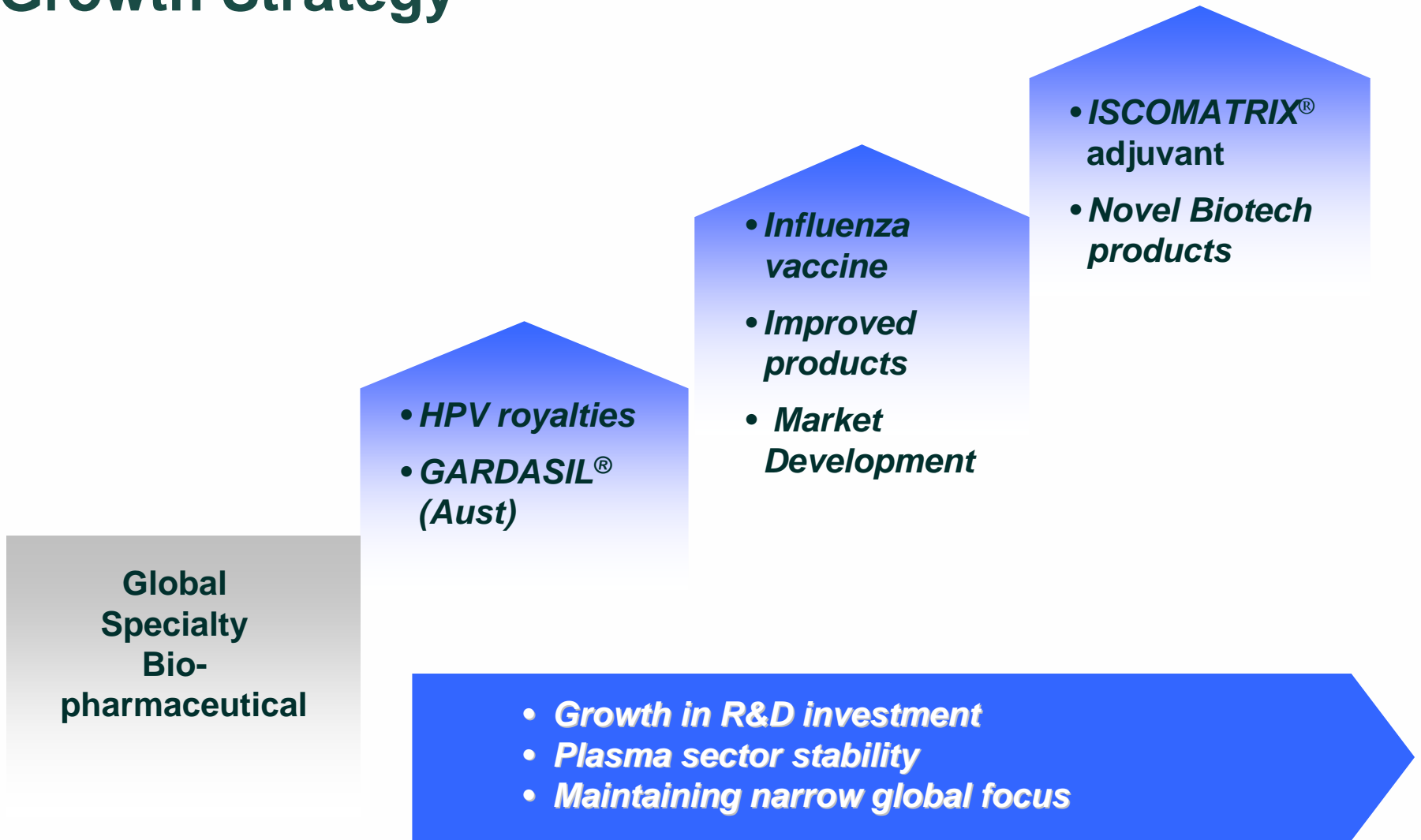
## Bayer

- MA888 patent license granted for Kogenate
- Short supply & patent litigation settled
- Securing long term supply

CSL

*HELIXATE SUPPLY TO 2017*

# Growth Strategy



# Human Health Business Unit Performance

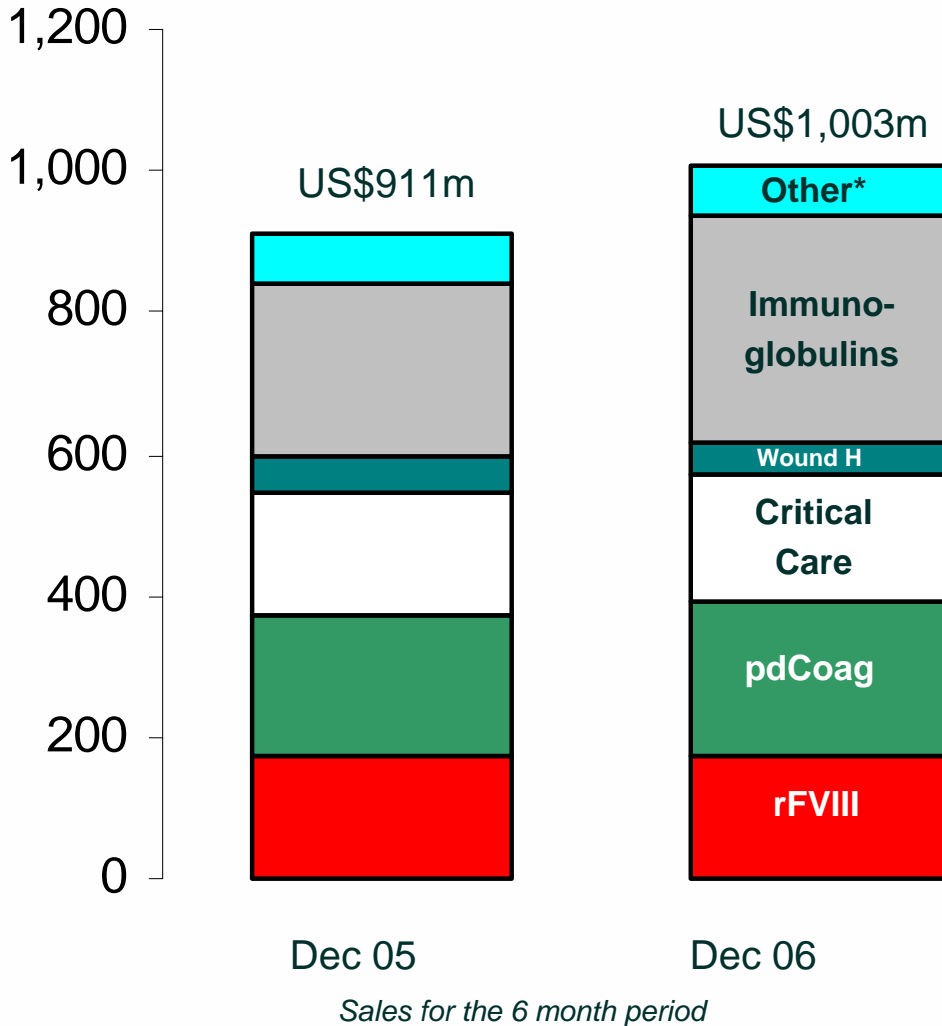
- CSL Behring
- Other Human Health
  - CSL Bioplasma
  - CSL Biotherapies
  - CSL research & development

# CSL Behring

- Sales A\$1,317m (US\$1,003m)
- EBIT A\$380m, EBITDA A\$421m
- Operations
  - Robust sales growth
  - Strong margin expansion – EBITDA margin 32%
    - Operational efficiency
    - Optimizing product mix
    - Improved market conditions
  - CytoGam<sup>®</sup> integration proceeding well
  - Chromatographic liquid BLA lodged with US FDA, EMEA and Health Canada
    - Work commenced on large-scale plant in Bern



# CSL Behring – Sales up 10% in USD



## Highlights

- Broad based performance in plasma therapies
- IVIG product mix, price and volume strength
- Albumin price recovery
- Strong growth in vWF volumes
- Strong contribution and growth in specialty products such as Rhophylac, Beriplex and Berinert

\* Non therapy sales such as plasma, testing services etc

# CSL Bioplasma

Sales A\$103m (up 12%)

## Australian Business

- Increased demand for specialty immunoglobulins
- Successful renewal of New Zealand Toll contract
- Australian Plasma Fractionation Review
  - Flood Committee report complete
  - Currently with Federal and State Governments

## Asian Business

- Strong Albumin demand and improved pricing

# CSL Biotherapies

Sales A\$94m (+5%)

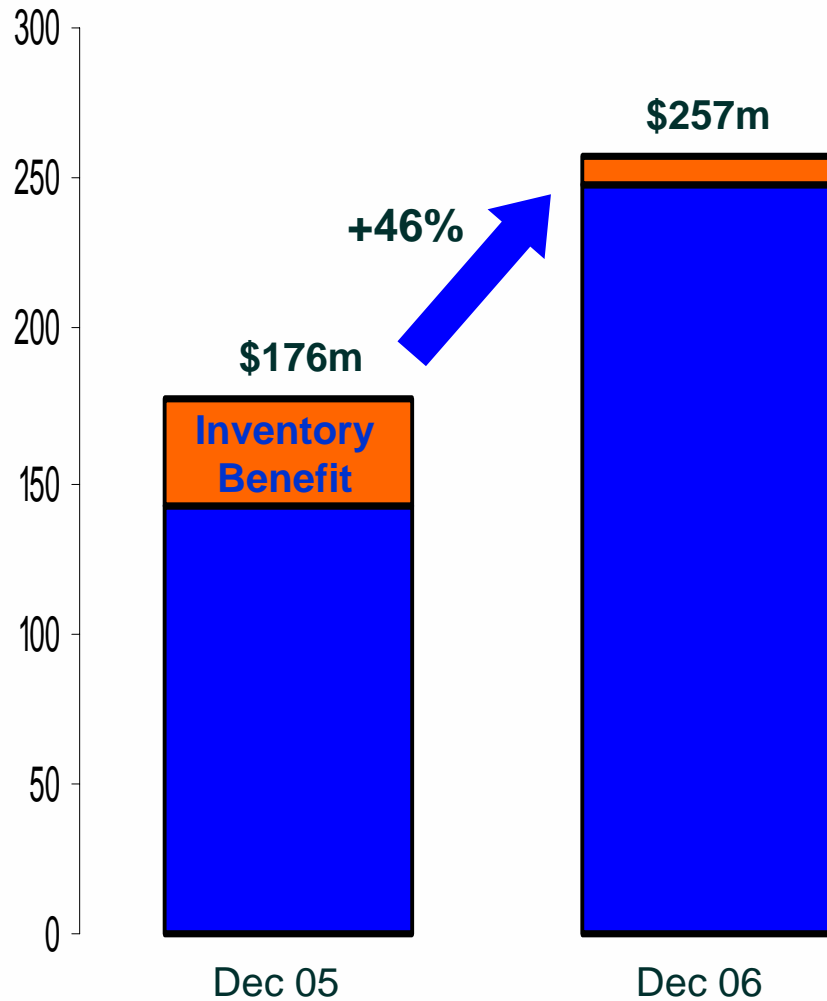
- Increased Influenza international sales
- GARDASIL®
  - Commonwealth Government funding approved in Australia
  - Anticipate school based program to commence April 2007
  - Anticipate 18 to 26 year old GP based catch-up program to commence at the beginning of July 2007
- Pandemic Influenza
  - Trial results show strong immune response against H5N1 bird flu virus
  - TGA filing anticipated shortly

# R&D HIGHLIGHTS

- Merck GARDASIL<sup>®</sup> registrations and rollout
  - Approval in 40 countries, under review in a further 50 countries
  - Australian Government funding
- ISCOMATRIX<sup>®</sup> adjuvant commercialization
  - Agreements with Merck and Wyeth
  - Potential for 20 development programs
  - First two product candidates into clinical trials
- Influenza
  - Positive pandemic trial data
  - US BLA submission for inter-pandemic at the end of Q1 2007
- Zenyth integration
- 3 rMAbs going into the clinic

# Financial Detail

# NPAT - 1H07



NPAT for the 6 month period

## Notable items

- Sanofi-Aventis Settlement \$18m
- Interest income – cash held for Zenyth, Sanofi & CytoGam<sup>®</sup> payments \$17m
- Final inventory discount release \$12m
- R&D Growth \$14m

# Liquidity

A\$M

Cash Flow from Operations

187

Post balance day expenditure:

*Contingent payment - Sanofi*

324

*Deferred payment - Sanofi*

84

*Dividends*

89

Strong Balance Sheet

*Net debt to net debt plus equity*

24%

*Net debt*

683

# Investing for Growth

## *Acquisitions:*

- *Zenyth Therapeutics Limited* \$106m
- *CytoGam<sup>®</sup>* \$153m

## *Capital programs:*

- *Chromatographic 10% liquid IVIG – Bulk*
- *Influenza manufacturing*
- *Filling & Lyophilisation – Marburg*
- *ISCOMATRIX<sup>®</sup>*
- *IT upgrades*
- *R&D Capital*

\$89m



# Group Outlook for FY2007\*

- CSL continue to invest in future growth through R&D and capital projects
  - Capex approx. \$165m
  - R&D approx. \$190m
- NPAT guidance upgraded to \$500 – \$520m arising from:
  - Sanofi-Aventis settlement approx. \$18m
  - Commencement of Australian GARDASIL<sup>®</sup> program this financial year
  - Strong launch of GARDASIL<sup>®</sup> in the US
  - Favourable pricing conditions in plasma therapies



\* Subject to currency fluctuation, material price movements in core plasma products, GARDASIL royalty and effective tax rate

# Appendix

# Group Results

Half year ended December	1H07	1H06	Change
	A\$m	A\$m	%
<b>Sales</b>	<b>1,514.4</b>	<b>1,393.1</b>	
Other Revenue	49.4	24.6	
<b>Total Revenue</b>	<b>1,563.8</b>	<b>1,417.7</b>	<b>10%</b>
<b>Earnings before Interest, Tax, Depreciation &amp; Amortisation</b>	<b>448.3</b>	<b>311.2</b>	<b>44%</b>
Depreciation/Amortisation	57.6	50.3	
<b>Earnings before Interest and Tax</b>	<b>390.7</b>	<b>260.9</b>	<b>50%</b>
Net Interest Expense	3.8	9.0	
Tax Expense	129.6	75.5	
<b>Net Profit</b>	<b>257.3</b>	<b>176.4</b>	<b>46%</b>
Interim Dividend (cents)	49	28	
Basic EPS (cents)	141.2	96.7	