



CSL Limited

AUSTRALIA'S BIO-PHARMACEUTICAL COMPANY



Highlights 2000/01

- **Strong Financial Performance**

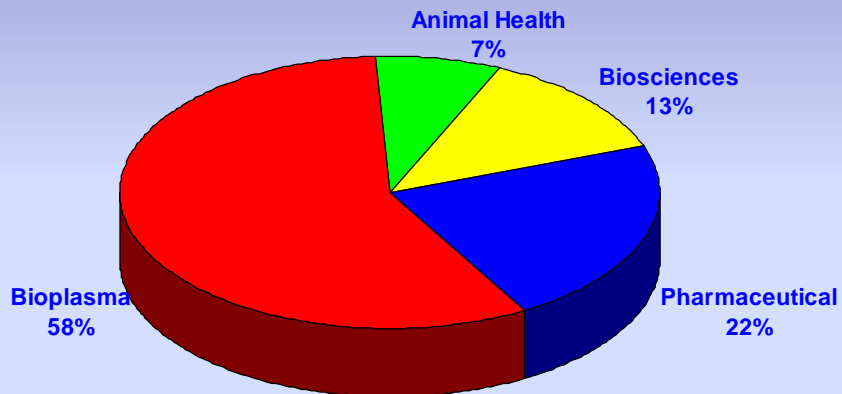
- Revenues increase to \$855m (70%)
- EBITDA increase to \$208m (88%)
- NPAT(before Amort) to \$102m (88%)
- NPAT increase to \$78.2m (44%)
- R&D investment increase to \$81.2m (86%)
- International sales 61% of total sales

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Sales by Business Unit

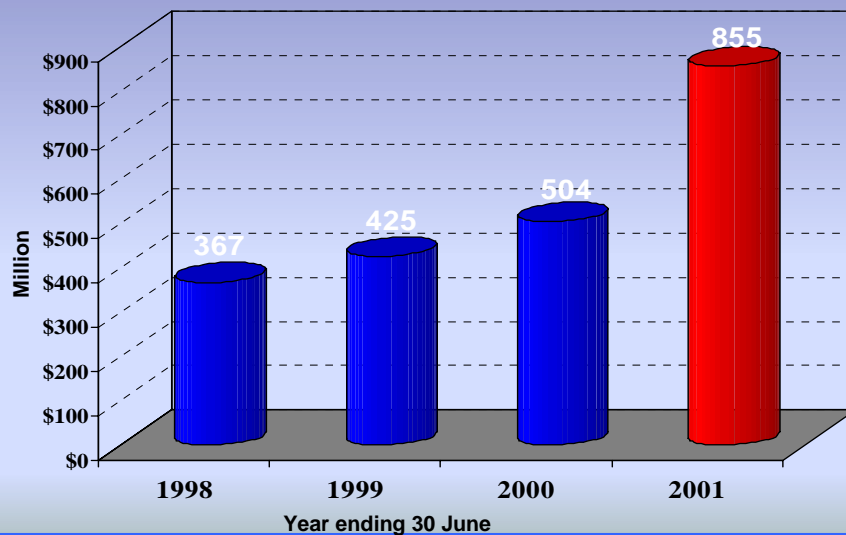
2000/01 \$843.3m



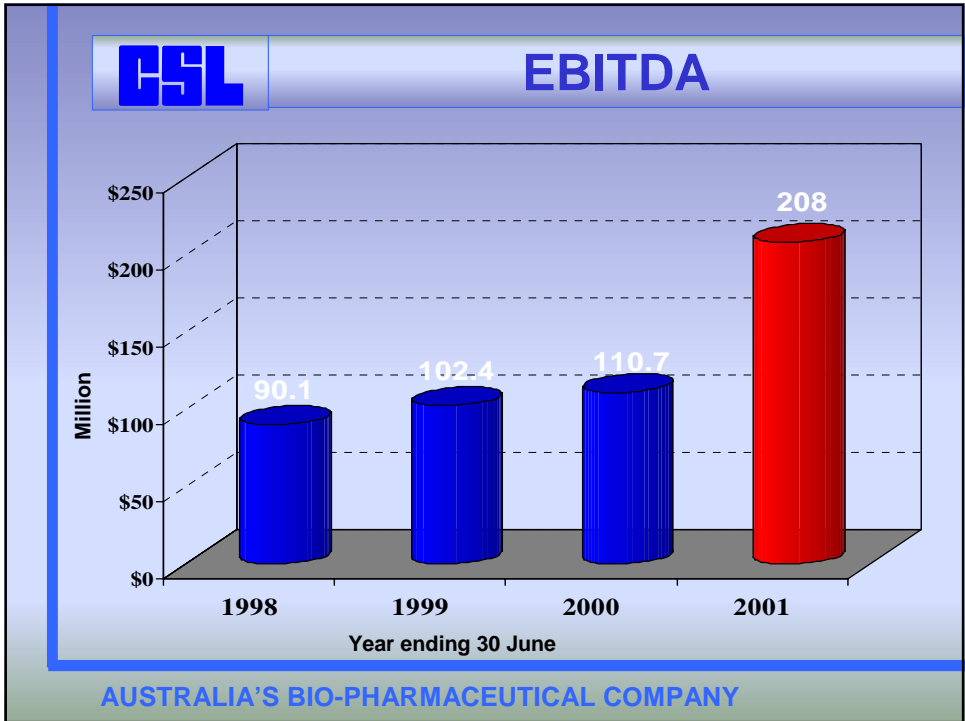
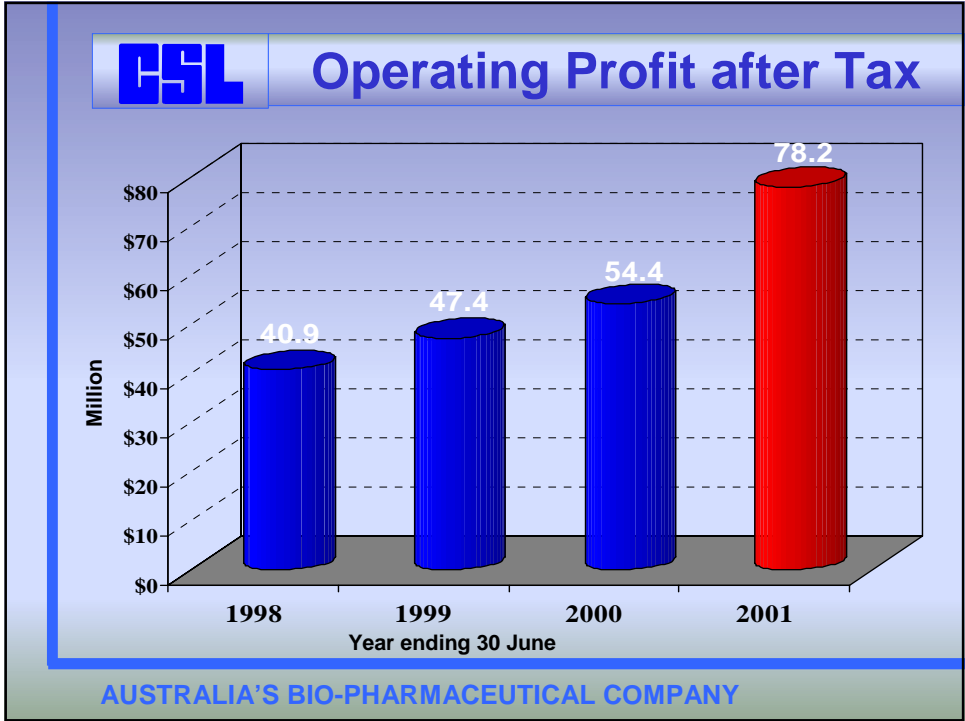
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Total Revenues

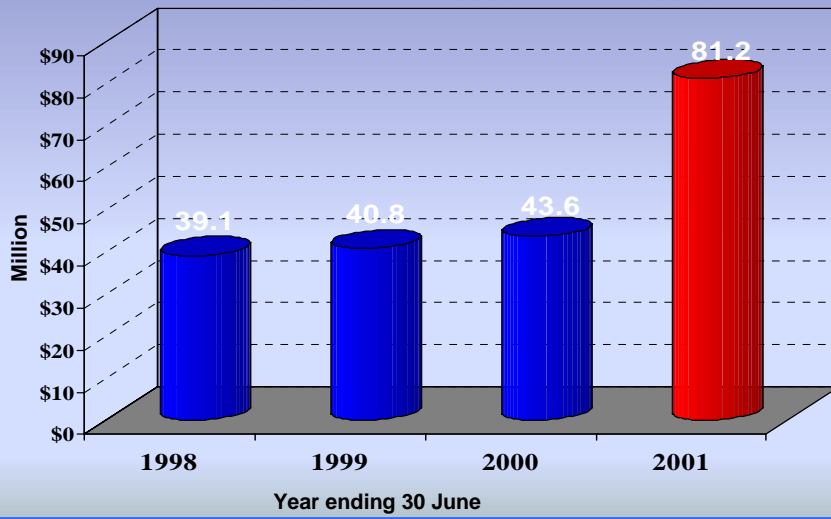


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R&D Investment



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Business Unit Performance

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Business Unit Performance

- **ZLB Bioplasma**
 - strong US sales AUD \$133m
 - IVIG product development
 - Product demand profile
 - IVIG
 - Albumin

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Nabi Acquisition

- Consideration US\$152m (A\$292m)
- 47 Plasma collection centres in 22 US states
 - 1.3ML of plasma collection in 2001
- A quantity of normal plasma from 9 Nabi Supply Centres (0.1ML)
- Laboratory facilities in Florida



Nabi Acquisition

- **Secure plasma supply**
 - Drives increased volumes and earnings from ZLB
- **Ensures long-term, reliable supply of source plasma**
 - Consolidating source plasma market
- **Opportunity to increase sales in US and selected key markets**



Extraction Value - Plasma

- **Volume/yield growth**
- **Improved IVIG**
- **New products**
- **Cryo conversion**
- **Continued commitment to American Red Cross**

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Business Unit Performance

- **Bioplasma** (Australasia)
 - sales constant
 - self sufficiency endorsed
 - donor deferral
- **Pharmaceutical**
 - sales growth 6%
 - low yielding influenza strain

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Business Unit Performance

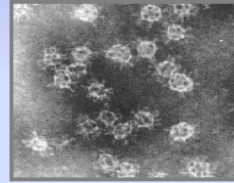
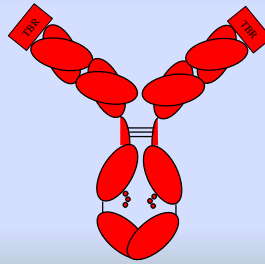
- **Animal Health**
 - record sales providing an increase 32%
 - US base continues to grow
 - Spirovac facility under construction
- **Biosciences**
 - sales growth 23%
 - margins continue to improve
 - *QuantiFERON*® licensed out

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Protein Therapeutic Technologies

- Plasma fractionation innovation
- ISCOM[®] adjuvant
- Recombinant antigens & antibodies



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Novel Protein Products in the Clinic

- HPV -- Merck
- Plasma products
 - rHDL for acute coronary syndromes
 - (Fibrin Bandage)
- ISCOM[®]-based cancer immunotherapeutics
 - CerVax16
 - NYESO-1
- Recombinant antibodies
 - rAntiD

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Current Initiatives

- Plasma segregation
- ZLB capacity expansion
- US market commitment
- Nabi integration
- Influenza capacity expansion

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Financial Strength

- Strong cash flows
- Conservative gearing
- Quality margins in quality markets
- Strong Balance Sheet

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Shareholder Value

- Key financial focus remains creation of shareholder value
- Growth and international market access
- Innovation
- Leverage technological advantage

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Group Results 2000/01

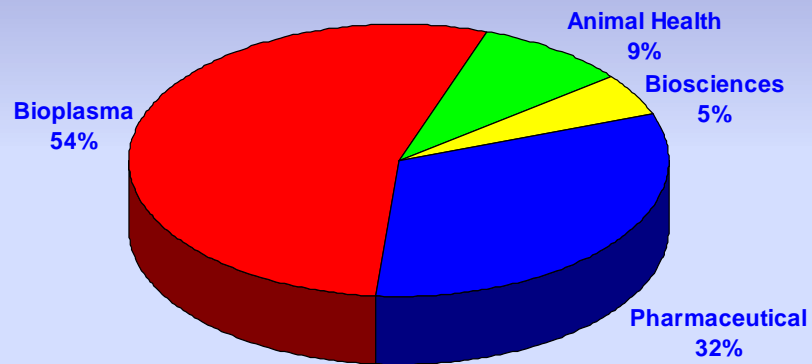
	2001 \$m	2000 \$m
Sales	843.3	450.6
Other Revenue	11.5	53.7
Total Revenue	854.8	504.3
Depreciation/Amortisation	50.1	33.7
Net Interest Expense/(Income)	22.5	(3.3)
Tax Expense	27.9	26.2
Profit after tax before Goodwill Amortisation	102.4	54.4
Amortisation of Goodwill after tax	24.2	0
Net Profit from Ordinary Activities	78.2	54.4
Final Dividend (cents)	17.0	15.0
EPS (cents)	52.3	40.8
EPS after tax before Goodwill Amortisation (diluted)	66.7	40.0

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R&D Investment

2000/01 \$81.2m



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