

# CSL Limited Annual General Meeting

19 October 2011

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# Financials

Total sales \$4.2 billion, underlying<sup>1</sup> sales up 9%

EBIT \$1,184 million, underlying<sup>1</sup> EBIT up 12.2%

NPAT \$941 million, underlying<sup>1</sup> NPAT up 13.6%

- Foreign currency headwind \$116m

R&D investment \$325 million, up 9% at constant currency<sup>2</sup>

Operating cashflow \$1,018 million

Strong Balance Sheet - cash \$479m, borrowings \$416m

On market share buyback completed June 2011

- New on market share buyback announced

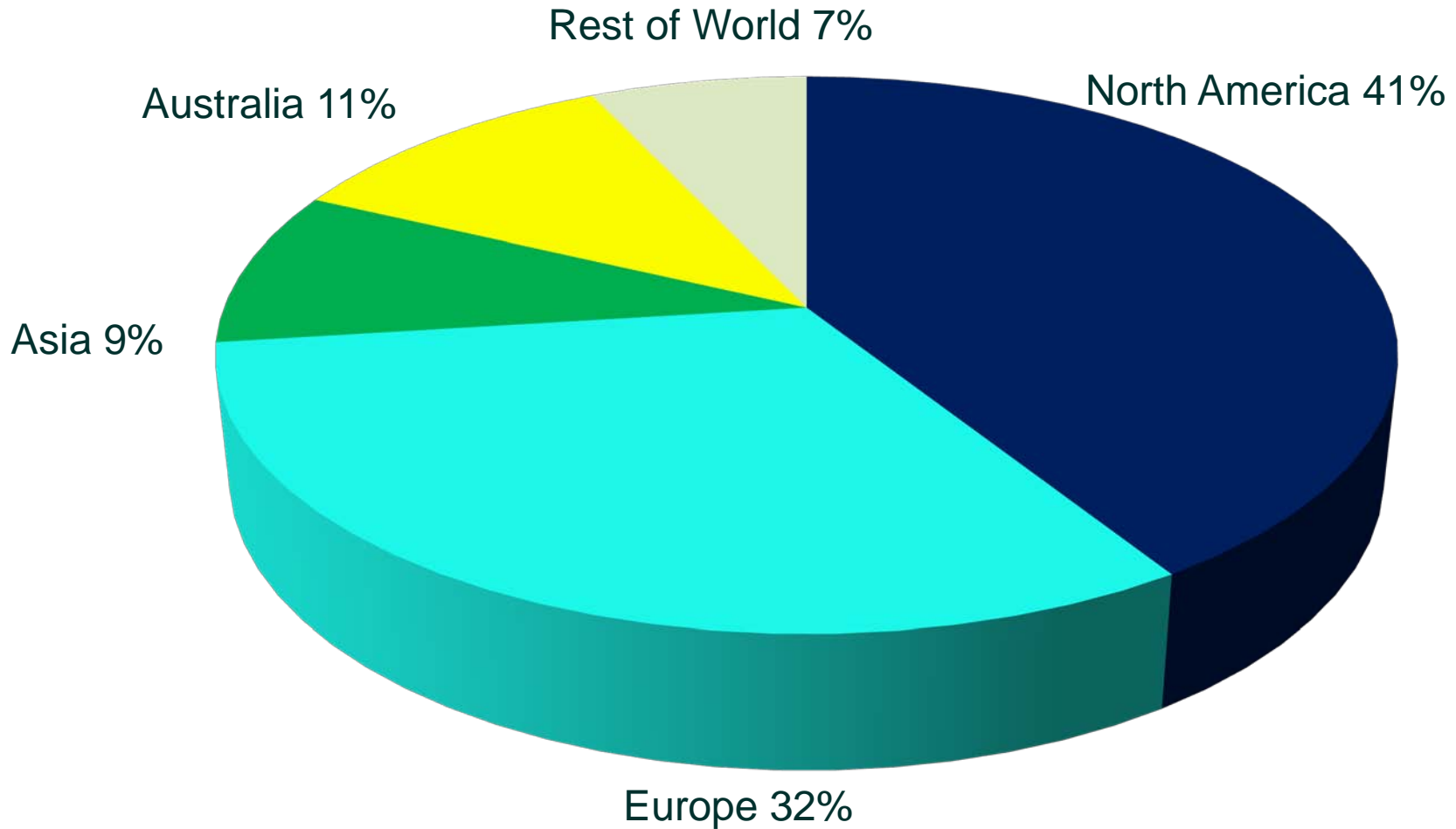
EPS 174 cents

Final dividend 45 cents (franked 4.4%)

Total dividend 80 cents, payout 46%

<sup>1</sup> Excludes the one-off contribution of H1N1 in the prior period and the impact of foreign exchange movements.

# Global Sales \$4.2 Billion



# Facilities Development – Supporting Growth

Privigen<sup>®</sup> manufacturing capacity expansion

- New 15 million gram facility at Broadmeadows
- Capacity optimisation at Bern

Multi-site albumin capacity expansion

New biotech facilities

- Bulk recombinant protein production - Broadmeadows
- Protein purification and finishing - Marburg

New plasma collection centres

# Human Health Business Unit Performance

- CSL Behring
- Other Human Health (CSL Biotherapies)
- Intellectual Property Licensing
- CSL Research & Development

# CSL Behring

Product sales US\$3,314m up 11% at cc

## Immunoglobulins

### Privigen

- IgLab Module 2 approved in US and Europe

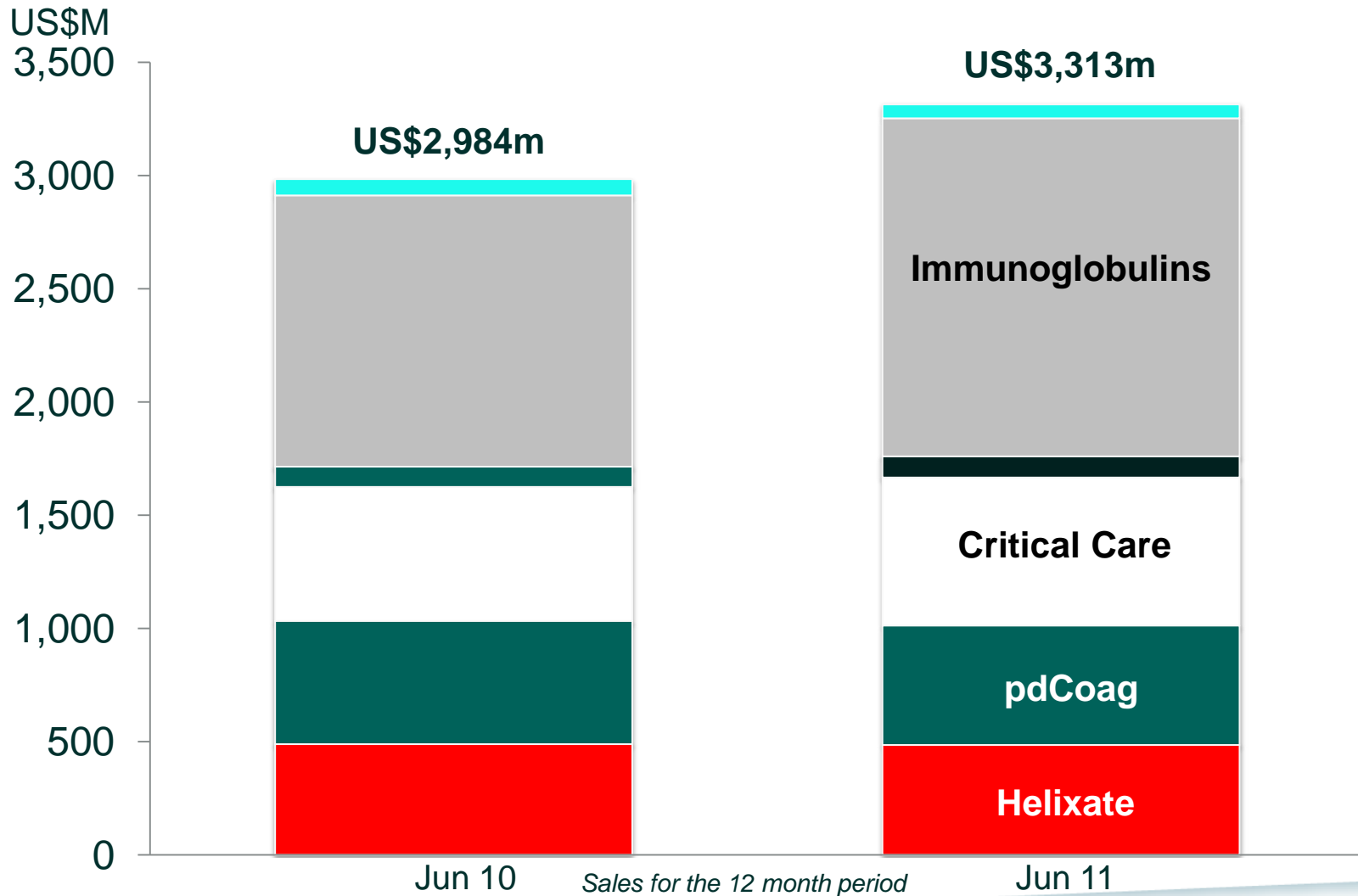
### Hizentra<sup>®</sup> (IgPro20 sc)

- European approval April 2011
- Facility expansion approved by US and EU regulators

## Specialty plasma products

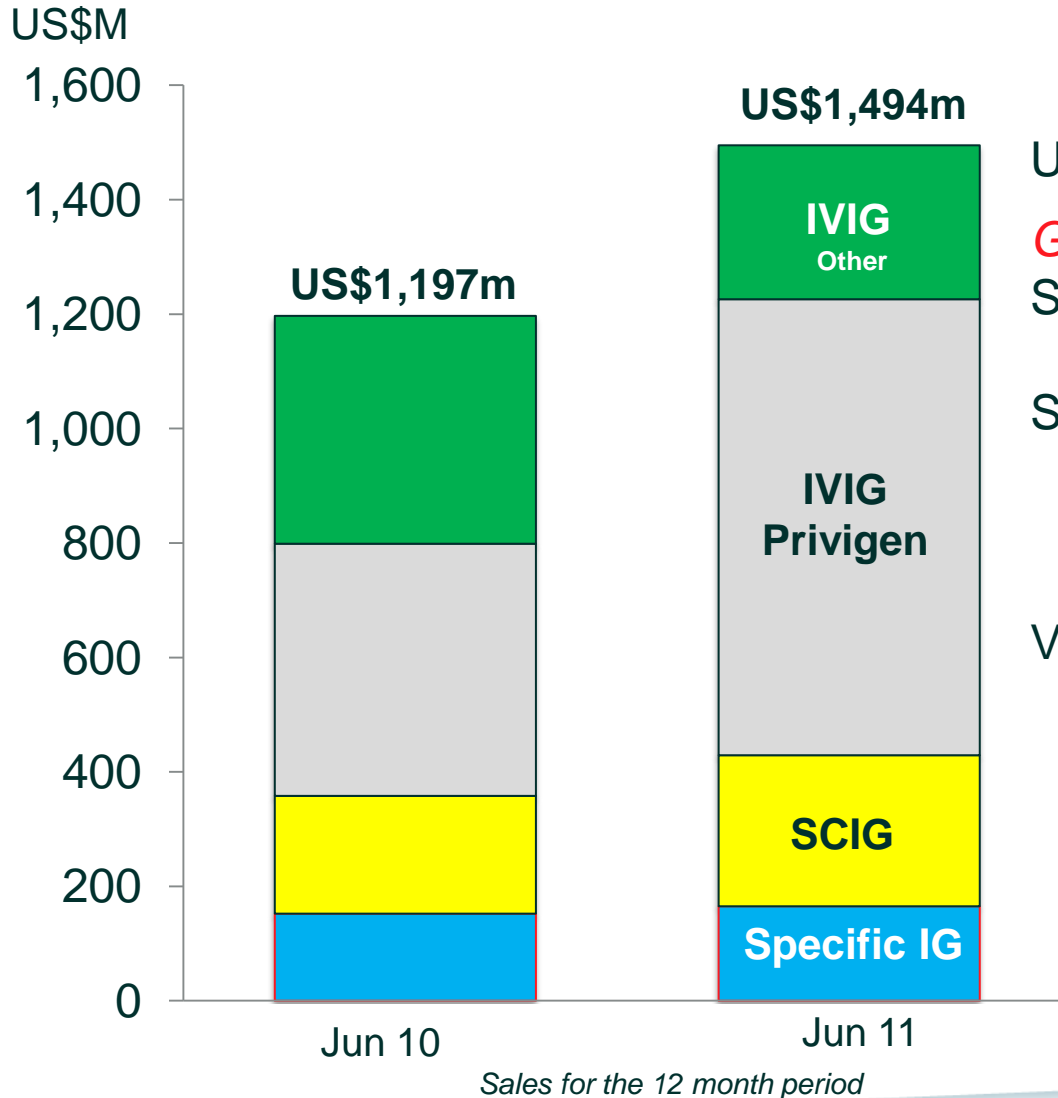
- Berinert<sup>®</sup> now licensed in 30 countries
- Beriplex<sup>®</sup> phase III clinical trials completed
- Corifact<sup>®</sup> approved by US FDA
- Cytogam<sup>®</sup> production process approved for transfer to Bern
- RiaSTAP<sup>™</sup> European approval

# CSL Behring – Product sales up 11% in cc terms





# Immunoglobulins



## Highlights

Up 25% in cc terms

### *Growth*

Sales mix

- Migration to Privigen<sup>®</sup>

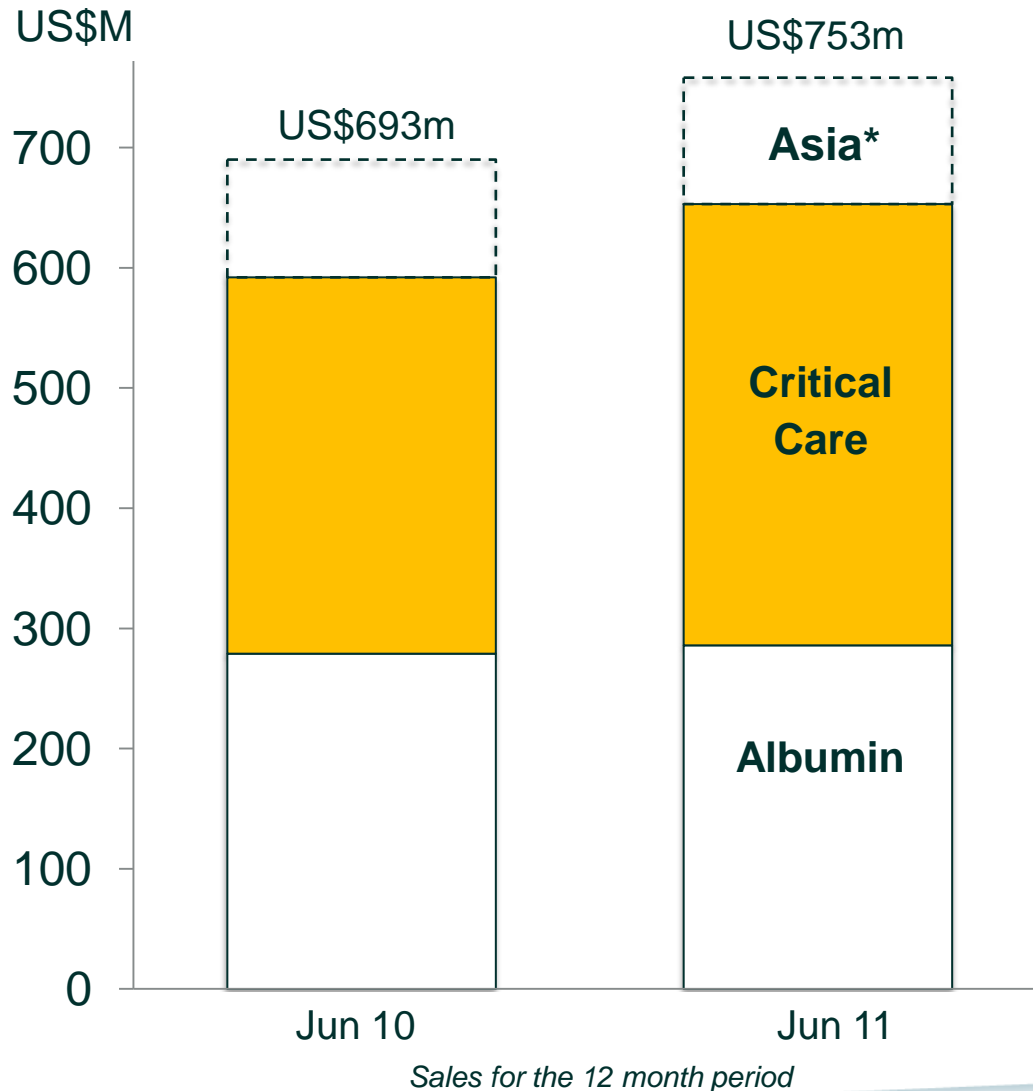
SCIG demand

- New patients
- Transition to Hizentra<sup>®</sup>
- Rolling EU launches of Hizentra<sup>®</sup>

Volume

- US Privigen promise
- Canada expansion
- European demand strong
- Rhophylac<sup>®</sup> growth
- Competitor withdrawal

# Critical Care



## Highlights

Up 9% in cc terms

Albumin growth

- Updated clinical guidelines
- Supply chain changes

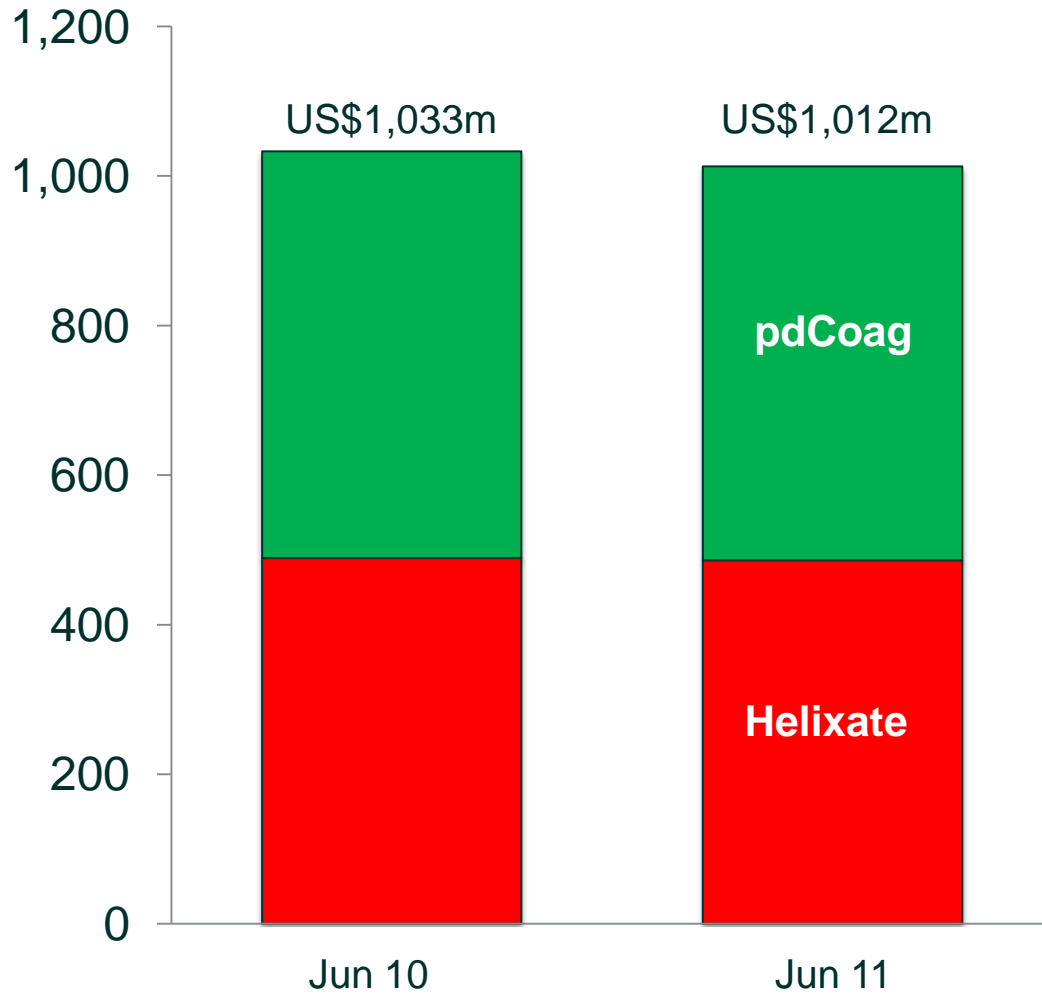
Critical Care products growth

- Haemocomplettan® / RiaSTAP® ongoing peri-operative bleeding management demand
- Berinert® P - US patient growth
- Beriplex® - Warfarin reversal

\* CSL Behring albumin sold in Asia by CSL Biotherapies

# Haemophilia

US\$M



Sales for the 12 month period

## Highlights

Down 1% in cc terms

PdFVIII

- 8% volume growth in lower priced markets
- Beriate<sup>®</sup> demand growth in Russia, Poland & Brazil

Helixate<sup>®</sup>

- UK tender reduction

# Other Human Health (CSL Biotherapies)



## Highlights

Up 4% in cc terms

Plasma therapies sales growth

- ARCBS collections growth
- Biostate<sup>®</sup> sales into Asia and South America
- RiaSTAP<sup>®</sup> approved by TGA

GARDASIL<sup>®</sup> Australia & NZ \$24.8m (FY10 \$47m)

- Successful conclusion of catch-up programs in Australia.

Influenza sales \$125m up 5% at CC

# CSL Intellectual Property Licensing

Revenue \$96m, down 6% on CC terms

HPV royalties \$83m

- TGA approval for use in males 9 to 26 yrs for prevention of external genital lesions
- Submission to PBAC to extend current program

Mavrimumab (GM-CSFR $\alpha$ )

- Medimmune/AstraZeneca Phase II study in RA
- Recruitment completed
- Results expected Q4 11

Periodontal disease

- Research agreement with Sanofi pasteur
- Option to an exclusive worldwide license

# R&D Highlights

## Coagulation/Haemophilia

### Recombinant Factor IX-FP

- Phase I study patient recruitment completed

### Recombinant Factor VIII

- Unique single chain rFVIII phase I study Q4 11

### Recombinant Factor VIIa-FP

- Pharm/tox studies commenced

## Immunoglobulins

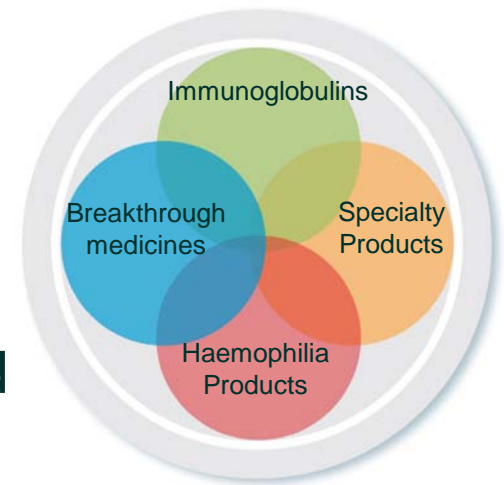
### Privigen<sup>®</sup>

- European Phase III study in CIDP initiated

## Breakthrough Medicines

### Reconstituted HDL

- Phase I dosing study completed



# Capital Management

## On-Market Buyback

Completed June 2011

- 26m shares ~5% of issued capital
- \$900m returned to shareholders

## Capital management initiatives

- Modestly leverage balance sheet
  - Net debt/EBITDA target zone 0.7 to 1.2x
  - Private placement US\$750m
  - New bank facilities ~A\$750m (partial drawdown)
  - Pay down facilities maturing calendar 2012 of \$385m
- New share buyback\* of up to \$900m

<b>Placement</b>	<b>7yr</b>	<b>10yr</b>	<b>12yr</b>	<b>15yr</b>
\$US	\$200m	\$250m	\$200m	\$100m
Coupon	3.34%	3.86%	4.01%	4.26%

\* CSL reserves the right to suspend or terminate buybacks at any time



# Outlook for FY2012

## @ 10/11 exchange rates

Revenue	~\$4.7 bn
R&D	~360m
Net profit after tax*	~\$1,040m

**Growth ~10%**

NPAT FY2012 at current rates **~A\$955m**

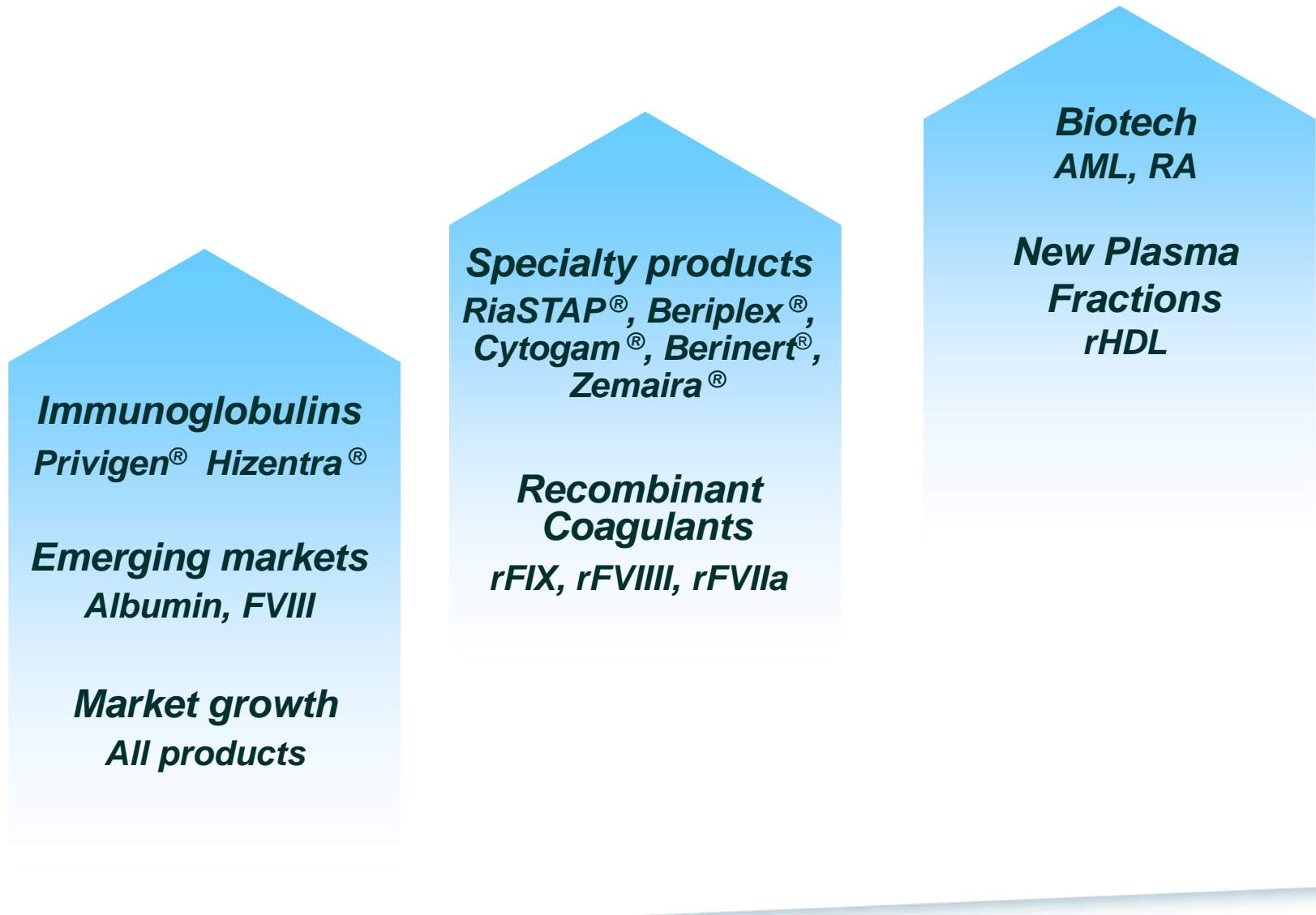
Outlook statements are subject to:

Material price and volume movements on core plasma products, competitor activity, changes in healthcare regulations and reimbursement policies, royalties arising from the sale of Human Papillomavirus vaccine, implementation of the Company's influenza strategy and plasma therapy life cycle management strategies, enforcement of key intellectual property, regulatory risk, litigation, the effective tax rate and foreign exchange movements.





# CSL Growth Strategy



***R&D capabilities - Financial strength***

