

# CSL Limited Annual General Meeting

15 October 2014

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# Reported Financials

Revenue US\$5.5 billion, up 8% (*up 9% @CC<sup>1</sup>*)

EBIT US\$1,637 million, up 11% (*up 10% @CC*)

NPAT US\$1,307 million, up 8% (*up 8% @CC*)

- *Result includes one-off US antitrust class action settlement*

R&D investment US\$466 million, up 9% (*up 11% @CC*)

EPS US\$2.701, up 11% (*up 11% @CC*)

Final dividend increased to US\$0.60, unfranked (*up 15%*)

1. Constant Currency (CC) removes the impact of exchange rate movements to facilitate comparability. See end note for further detail.

# Facilities Expansion Investing for Growth

## Recombinant

- New biotech manufacturing facility opened in Melbourne
- New rCOAG manufacturing plant to be constructed in Lengnau, CH

## Plasma

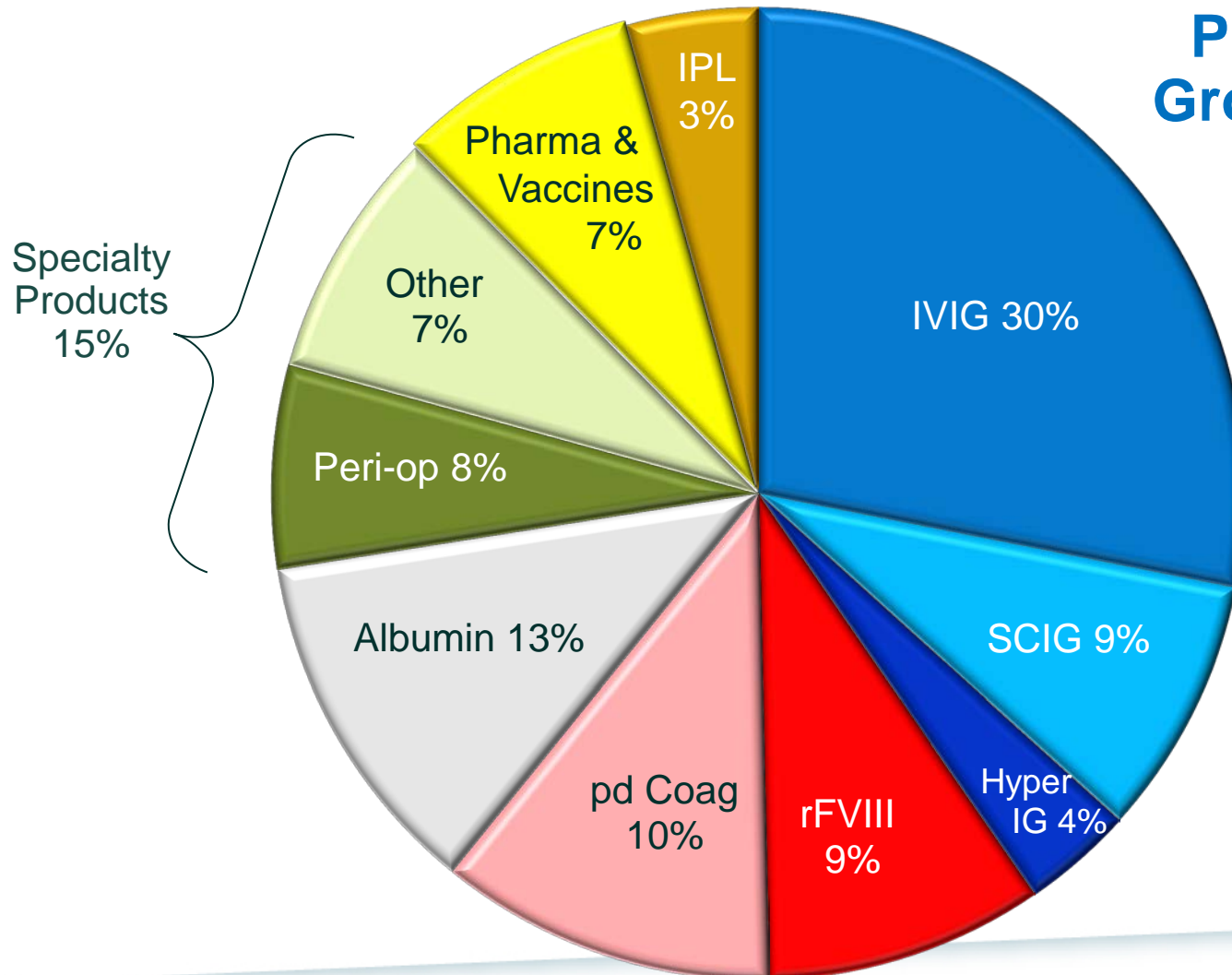
- Commercial start up of Broadmeadow's Privigen facility in 2016
- Multisite albumin & base fractionation capacity expansion

## Collections

- 23 centers opened in the U.S., increasing the fleet in the U.S. to 103 centers, or 111 centers globally
- Second Plasma Logistics Center in the U.S.
- Laboratory expansion in Knoxville, TN
- Transitioned to in-house NAT testing in EU (U.S. occurred in FY13)

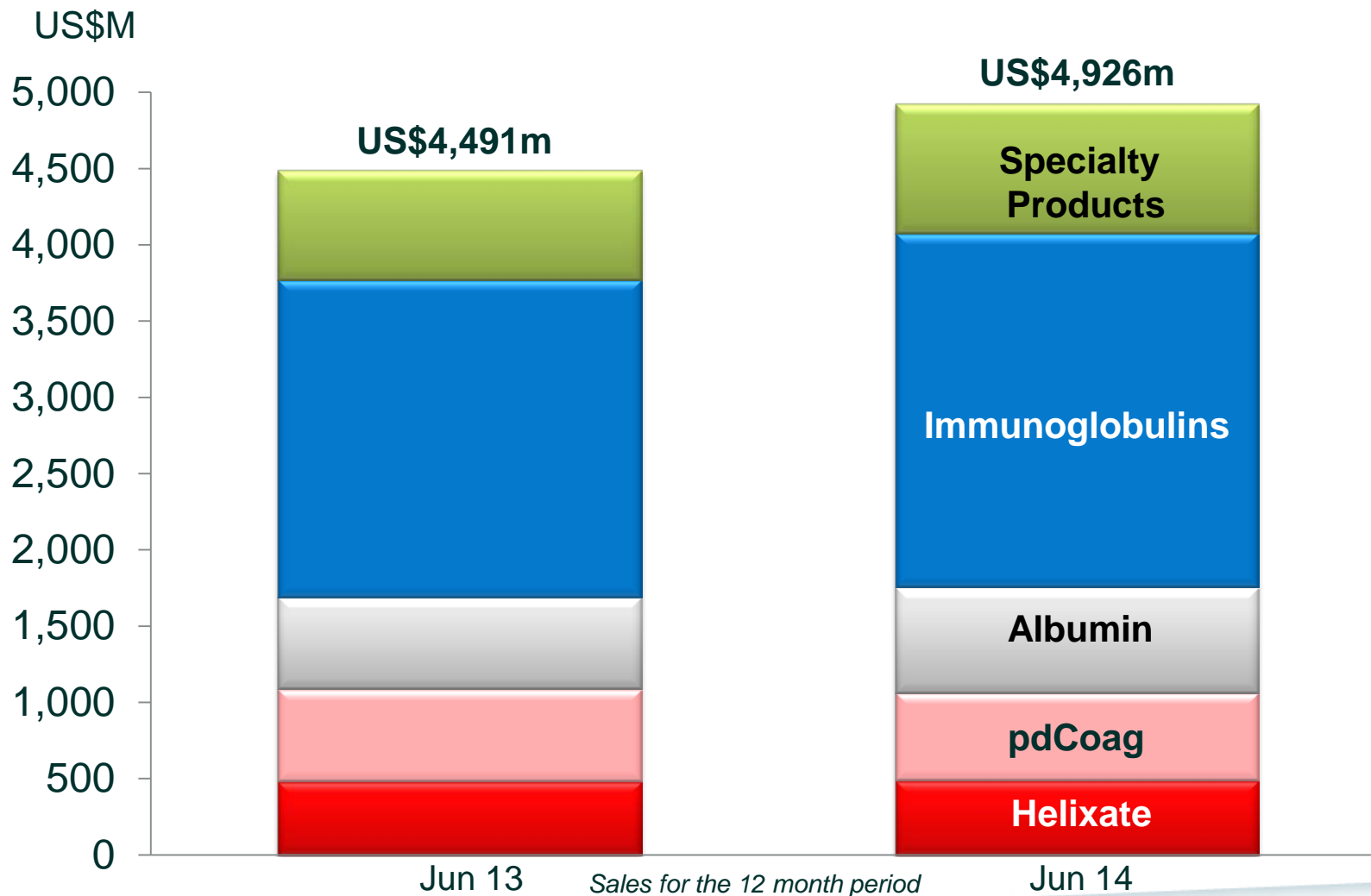
# Group Revenue FY14 US\$5.5b

## Product Groupings

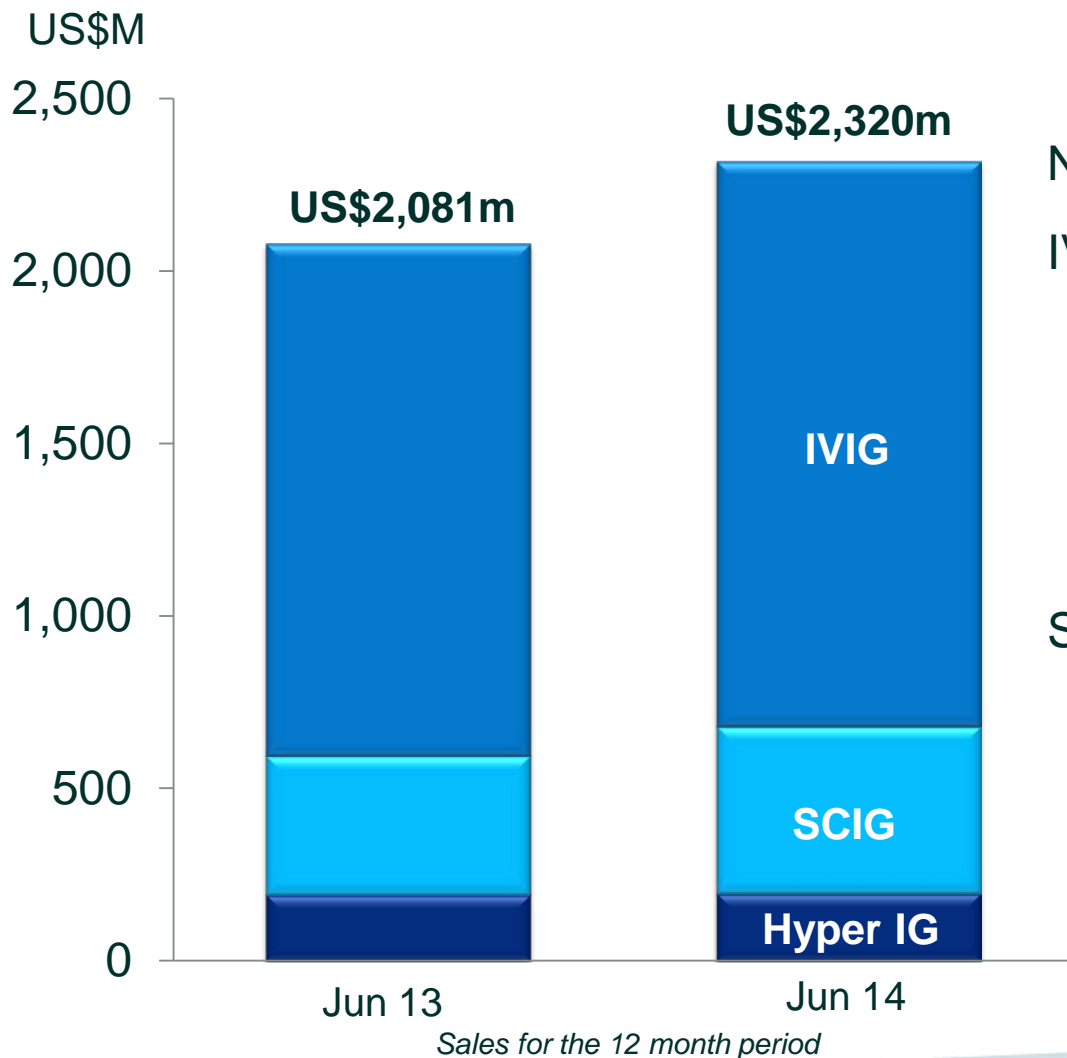


# Business Unit Performance

# CSL Behring Product Sales up 10% @ CC



# Immunoglobulins Sales up 12% @CC



## Highlights

Normal IG up 13% @ CC

### IVIG

- US
  - Competitive pressure
- Europe
  - New CIDP indication positive for demand

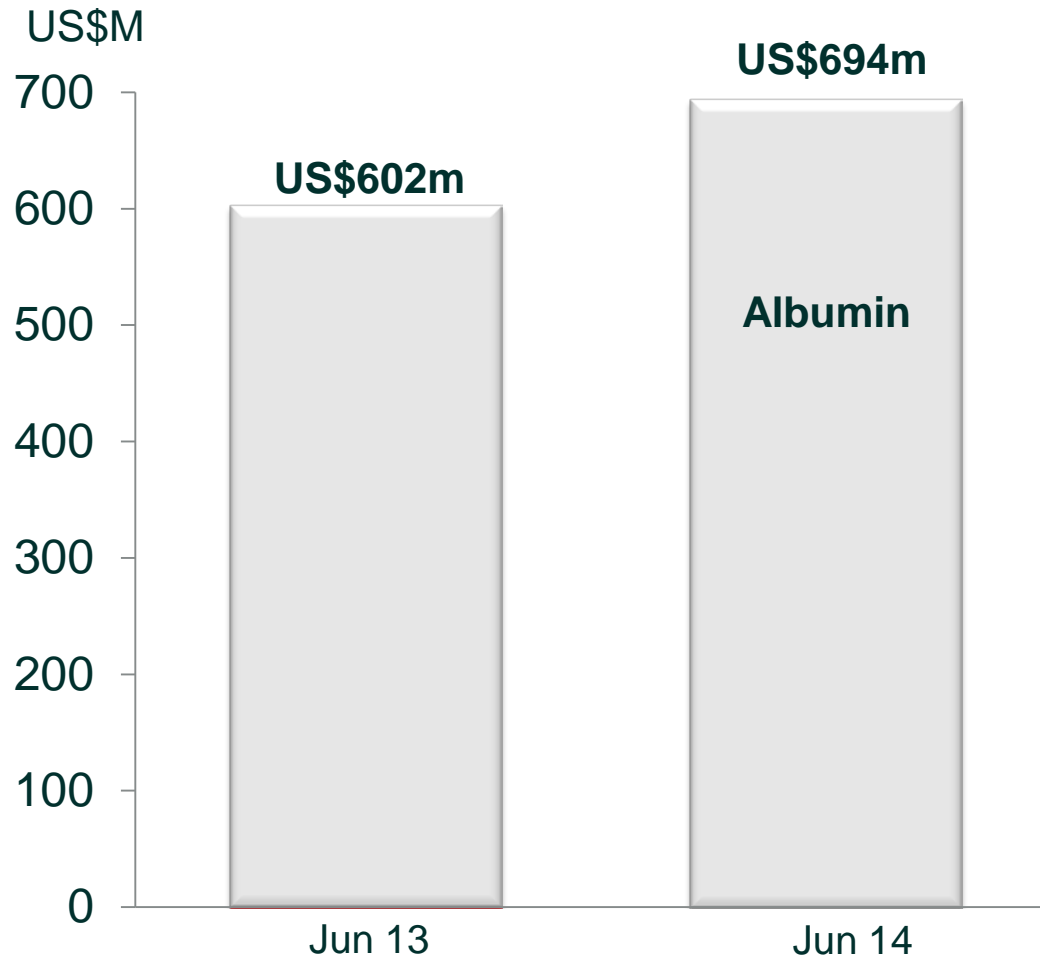
### SCIG

- Hizentra<sup>®</sup> differentiated
- Introduction of flexible dosing option in the US
- Ongoing strong demand for Hizentra<sup>®</sup> in US & EU



# Albumin

## Sales up 16% @ CC



*Sales for the 12 month period*

## Highlights

### China

- Ongoing strong demand
- Improving penetration into Tier 1 & Tier 2 cities

### Europe

- Solid demand continues
- Boosted by cautionary HES statements by regulators

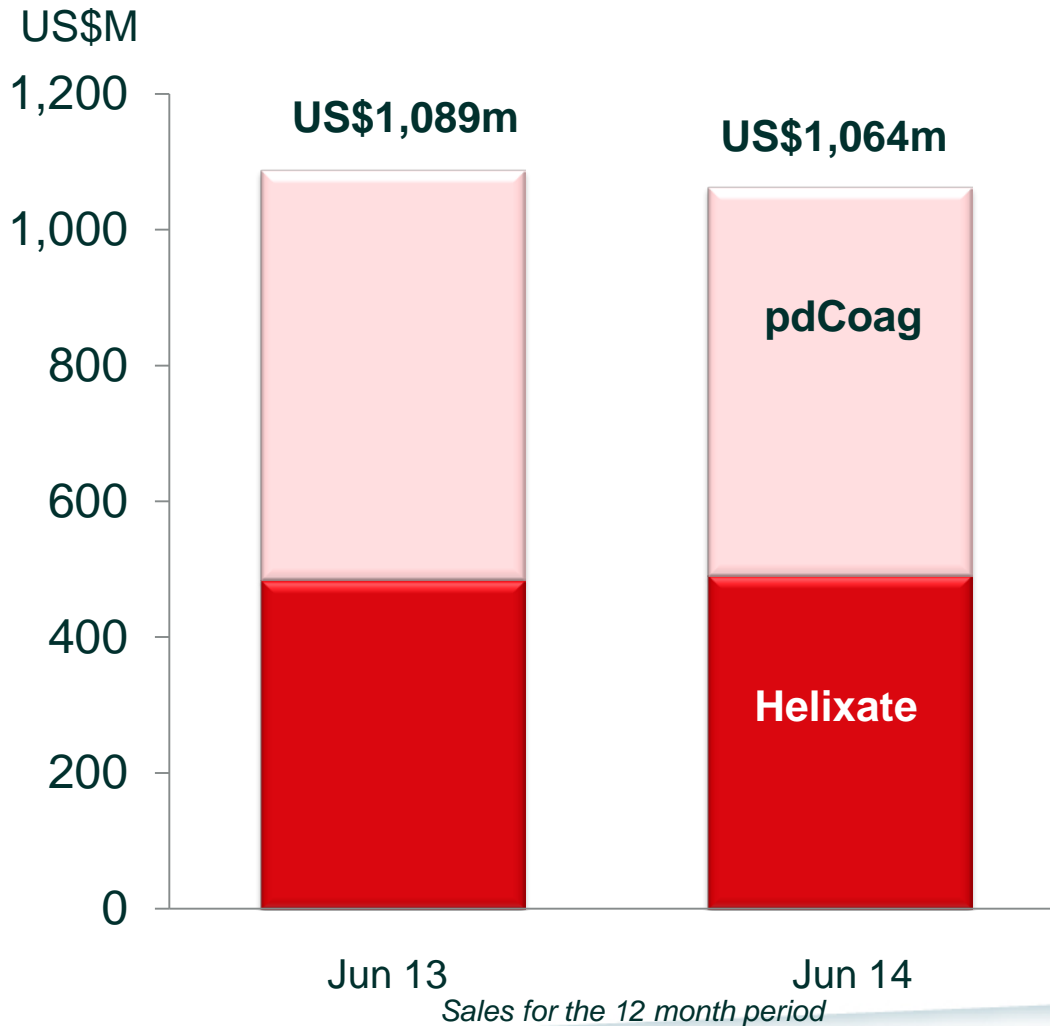
### RoW

- Broad strong demand
- Brazil

**CSL**<sup>™</sup>

# Haemophilia

## Sales down 4% @ CC



## Highlights

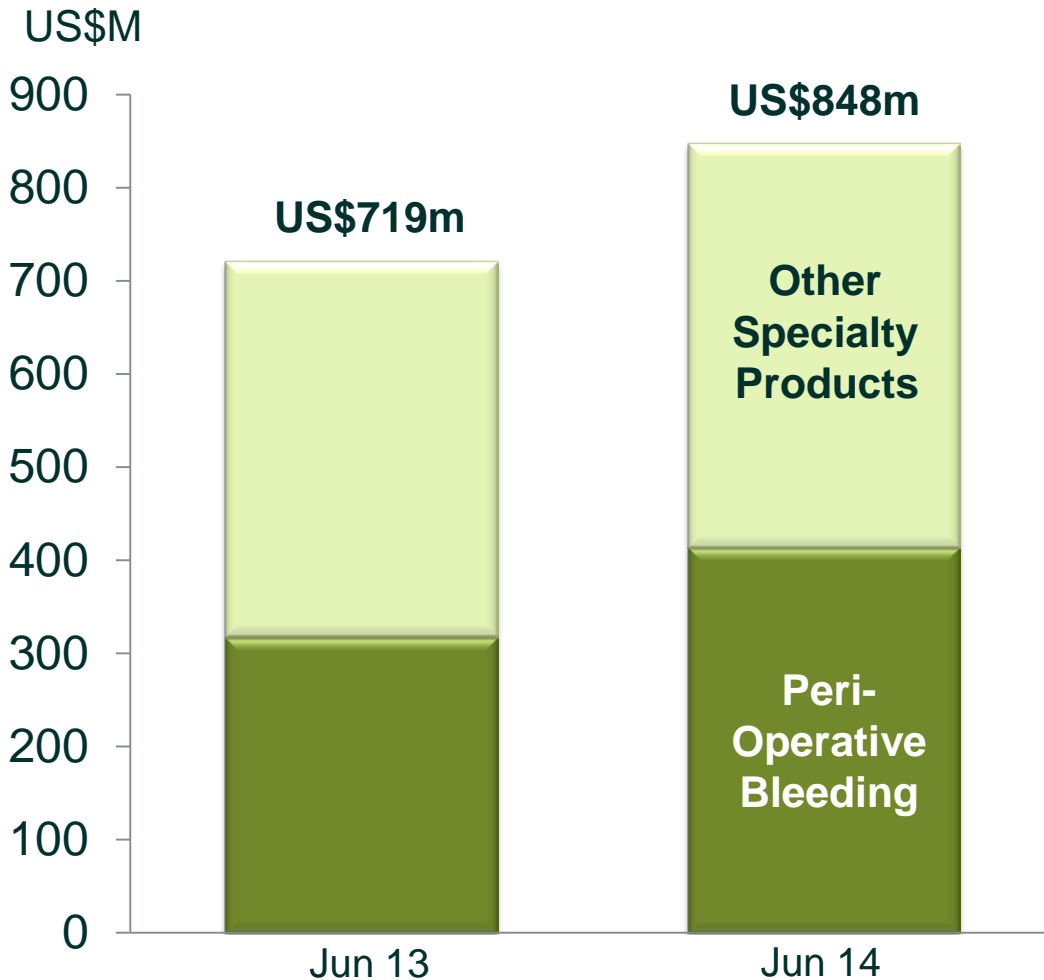
### PdFVIII

- Tender markets tend to be 'lumpy'
- Growth in EEMEA markets
- Conclusion of treatment of several EU ITT patients

### Helixate®

- Movement in sales mix
- Multiple clinical trials in new generation rFVIII absorbing product
- New entrants

# Specialty Products Sales up 18% @CC



*Sales for the 12 month period*

## Highlights

### Kcentra<sup>®</sup>

- Strong demand in US following approval & launch
- Orphan drug status

### Beriner<sup>®</sup> P

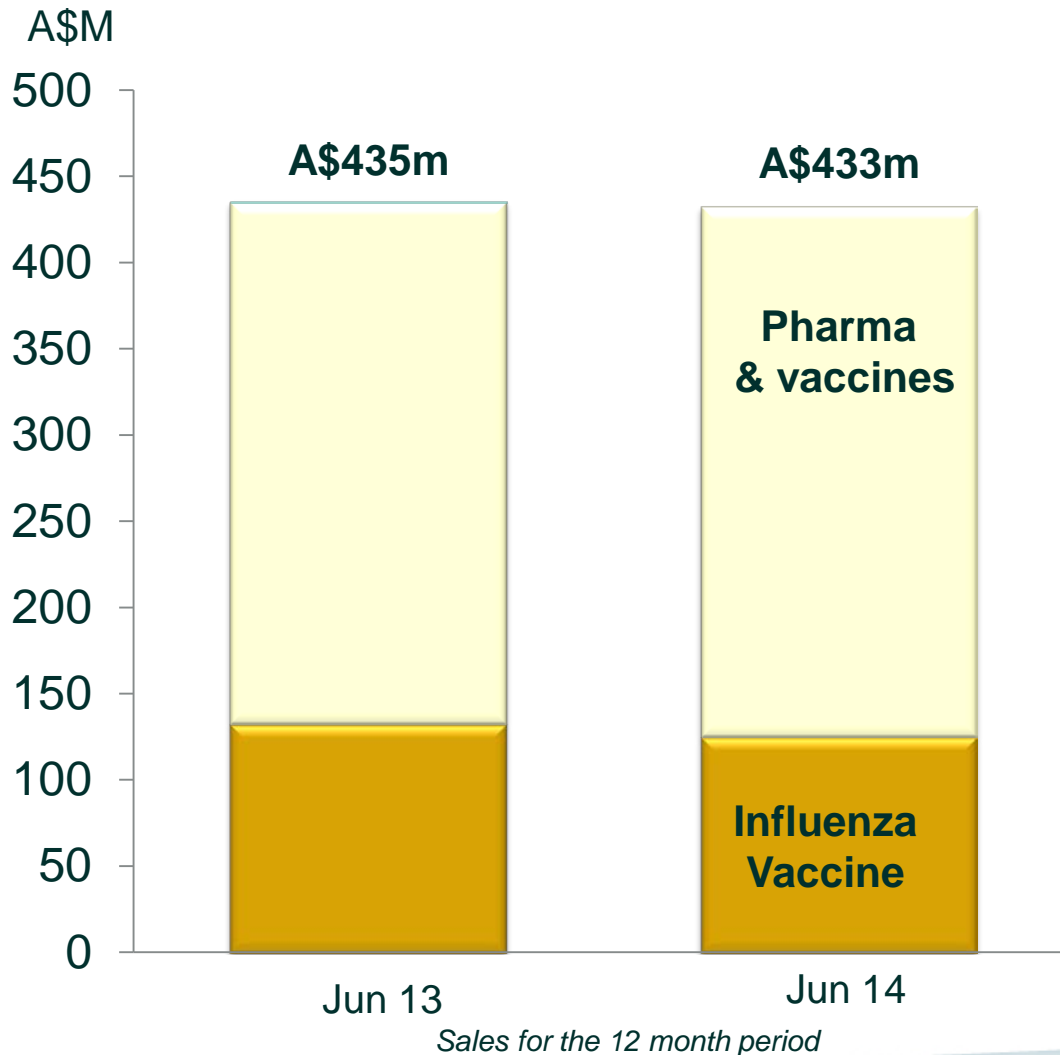
- Self administration label driving new patient take-up.

### Zemaira<sup>®</sup>

- New patient acquisition
- Launch of diagnostic testing program

# bioCSL

## Sales down 4% @CC



### Highlights

Business turnaround underway

Influenza sales A\$125m

- Increased US demand
  - Growing US commercial operations
- EU antigen sales down after partner exits market

MMR vaccine – successful Australian NIP tender

## rIX-FP (rec fusion protein linking factor IX with albumin)

- Pivotal Phase III study enrolment complete
- Pharmacokinetic data supports 14 day treatment interval

## rVIII-SingleChain

- Phase I/III study supports twice weekly dosing
- First patient enrolled in pivotal Phase III paediatric study

## rVIIa-FP (rec fusion protein linking factor VIIa with albumin)

- Phase II/III trial to commence in 2014

## Hizentra®

- Administration options in US and EU expanded to include flexible dosing
- Approval in Japan for PID and SID

# Business Growth

**Biotech**  
*mAbs in core  
therapeutic segments*

**CSL112**  
*New treatment paradigm in ACS  
High margin contributor*

**Recombinant Coagulation Factors**  
*rIX-FP, rVIII-SC, rVIIa-FP, rVWF*

**Specialty Products**  
*Multiple high margin contributors: RiaSTAP<sup>®</sup>, Kcentra<sup>™</sup>,  
CytoGam<sup>®</sup>, Berinert<sup>®</sup>, Zemaira<sup>®</sup>*

**Core Products**  
*Relentless Commitment to lowest cost base;  
Operational and Financial Strength and Efficiency.  
Continued Ig and Albumin growth through innovation and market expansion*



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