

CSL Limited
2010/11 Half Year Result

16 February 2011

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Highlights - Financial

Total sales \$2.1 billion (Underlying¹ growth 7%)

NPAT \$500 million

- Includes \$47 million FX headwind²

R&D expenditure \$143m

EBIT \$636 million

Cashflow from operations \$408 million

On market share buyback 33% complete

Cash on hand \$719 million

EPS 91.5 cents

Interim dividend 35 cents (unfranked)

¹ Excludes the one-off contribution from the sale of pandemic influenza vaccine (H₁N₁) in the prior comparable period and the impact of exchange rate movements in the period under review

² Calculated using 1H10 exchange rates

Highlights - Operational

New large scale biotech facility under construction in Australia

Beriner[®] - now licensed in 30 countries

Privigen[®]

- Solid demand - transition from Carimune[®] well advanced

Hizentra[®]

- US FDA approval to extend shelf life to 24 months
- Transition from Vivaglobin[®] well progressed

GARDASIL[®]

- Aust TGA approval for males up to age 26 for the prevention of external genital lesions
- US FDA approval for prevention of anal cancer and anal intraepithelial neoplasia in males and females 9 – 26 yrs

Outlook for FY2011

Affirming guidance at top of previous guidance range

At current exchange rates*

- Net profit after tax **\$900m - \$950m**

At FY 09/10 exchange rates

- Net profit after tax* **\$980m - \$1,030m**
(Growth ~10% on FY10 operational profit)

Outlook statements are subject to:

Material price and volume movements on core plasma products, competitor activity, changes in healthcare regulations and reimbursement policies, HPV royalties, 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.

* See slide 26 for FX guide

Human Health Business Unit Performance

- CSL Behring
- CSL Biotherapies
- Intellectual Property Licensing
- CSL Research & Development

CSL Behring

Sales US\$1,611m (A\$1,742m) up 8% at CC*

EBITDA margin ~36% in USD

Optimizing product mix

- Transition to Privigen[®] & Hizentra[®] advanced
- Privigen now ~60% of IG portfolio

US FDA approval to extend shelf life of Hizentra[®] from 18 to 24 months

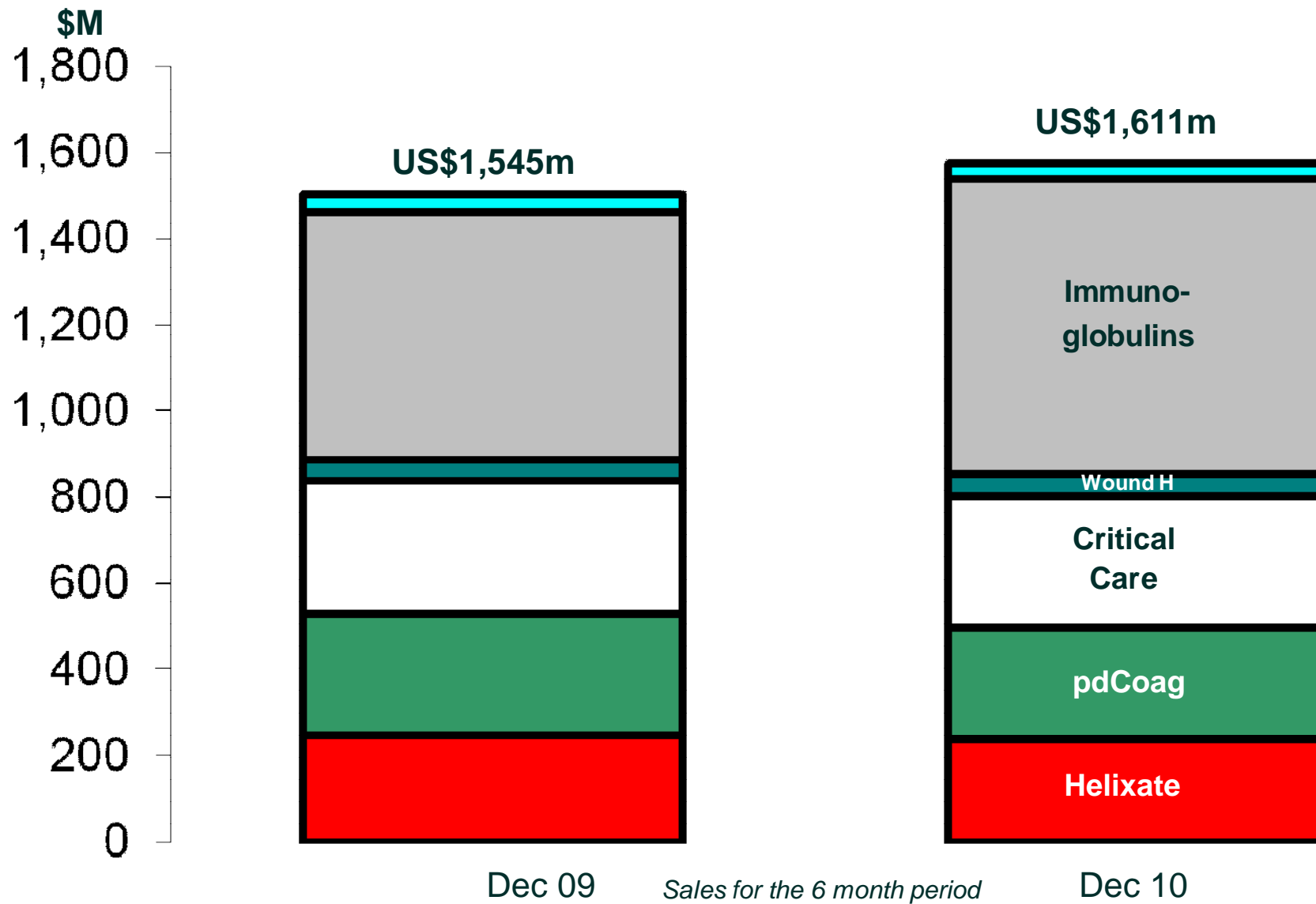
Capacity expansion for Hizentra[®] & Privigen[®] complete – application for approval submitted to US FDA

US and EU Healthcare reform impact

Competitor withdrawal – length of time unknown

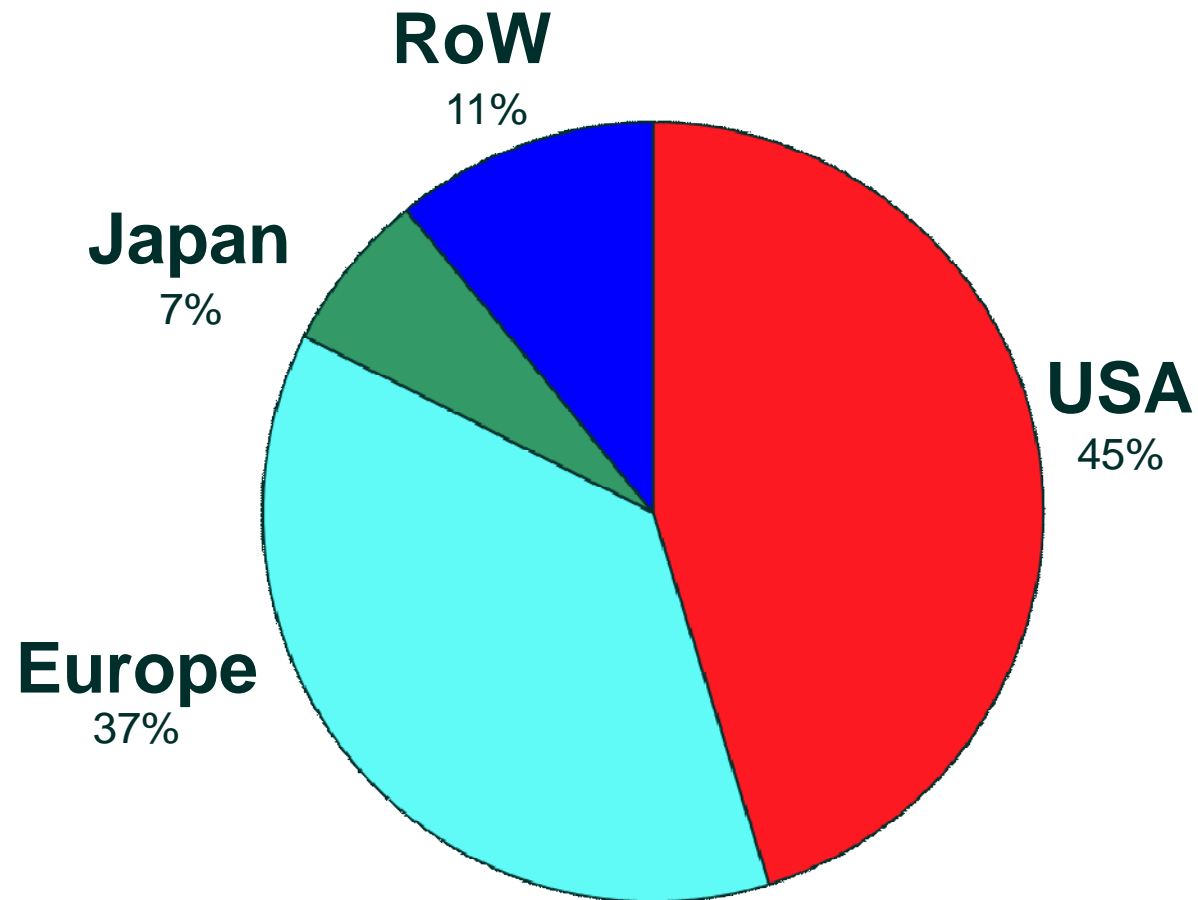
* Constant currency (cc) removes the impact of exchange rate movements to facilitate comparability

CSL Behring – Product sales up 8% in CC terms



CSL Behring – Product sales, Geographic split*

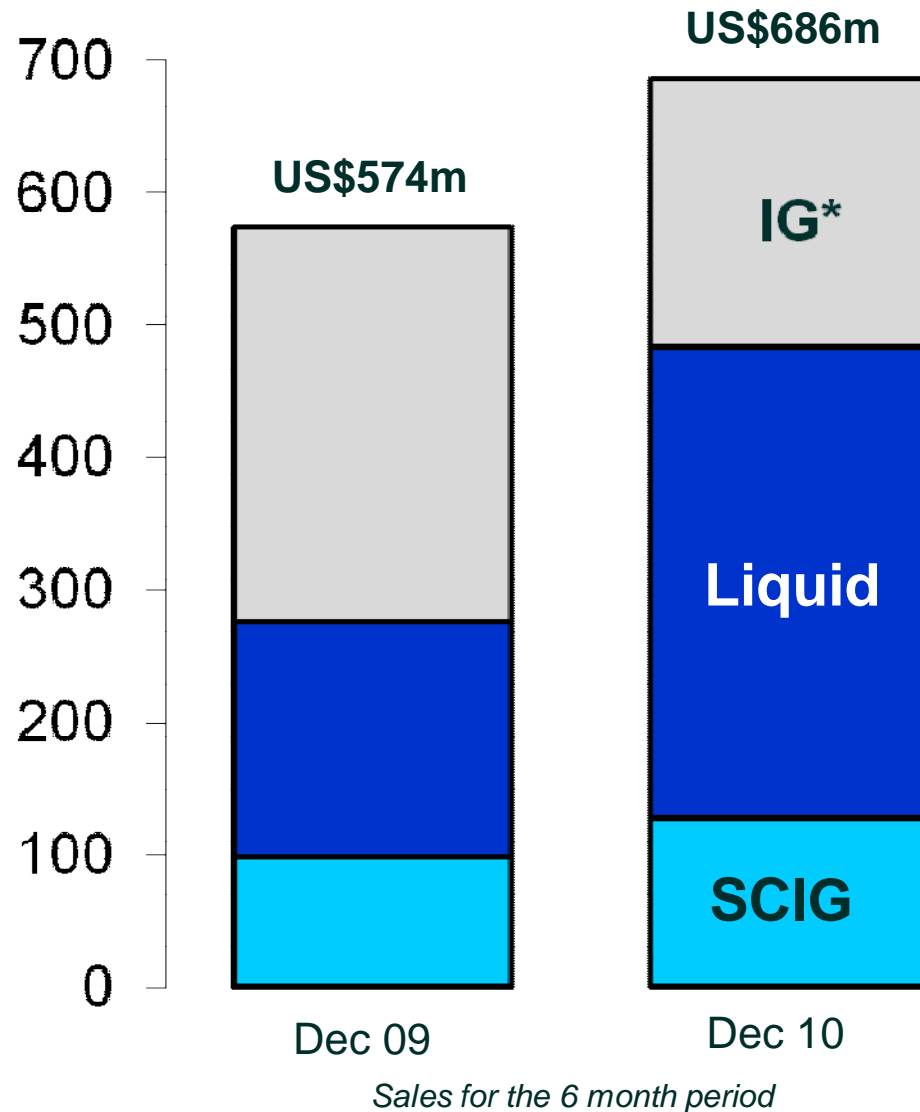
Sales for the 6 Month period ended Dec 10 – US\$1,611m



* Excludes CSL Behring products sold in Asia by CSL Biotherapies

Immunoglobulins

Highlights

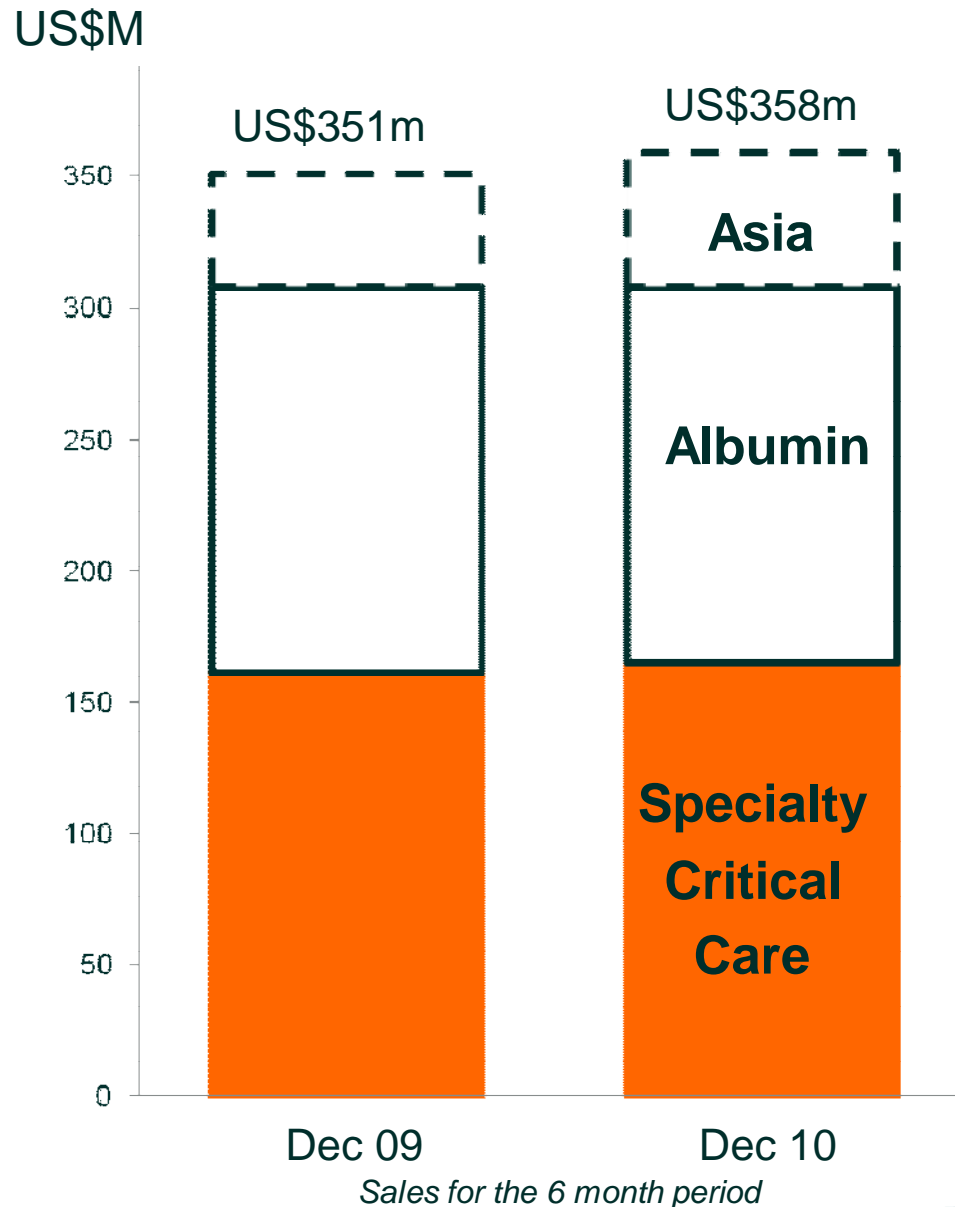


Immunoglobulin up 22% at CC
Growth arising from:

- Volume ~half
 - Privigen[®] demand
 - France
 - Competitor withdrawal
- Sales mix ~quarter
 - Transition to Privigen[®]
- SCIG ~quarter
 - Hizentra[®] demand

* Includes hyperimmunes

Critical Care



Highlights

Up 5% at CC, incl. Asian sales*

Albumin

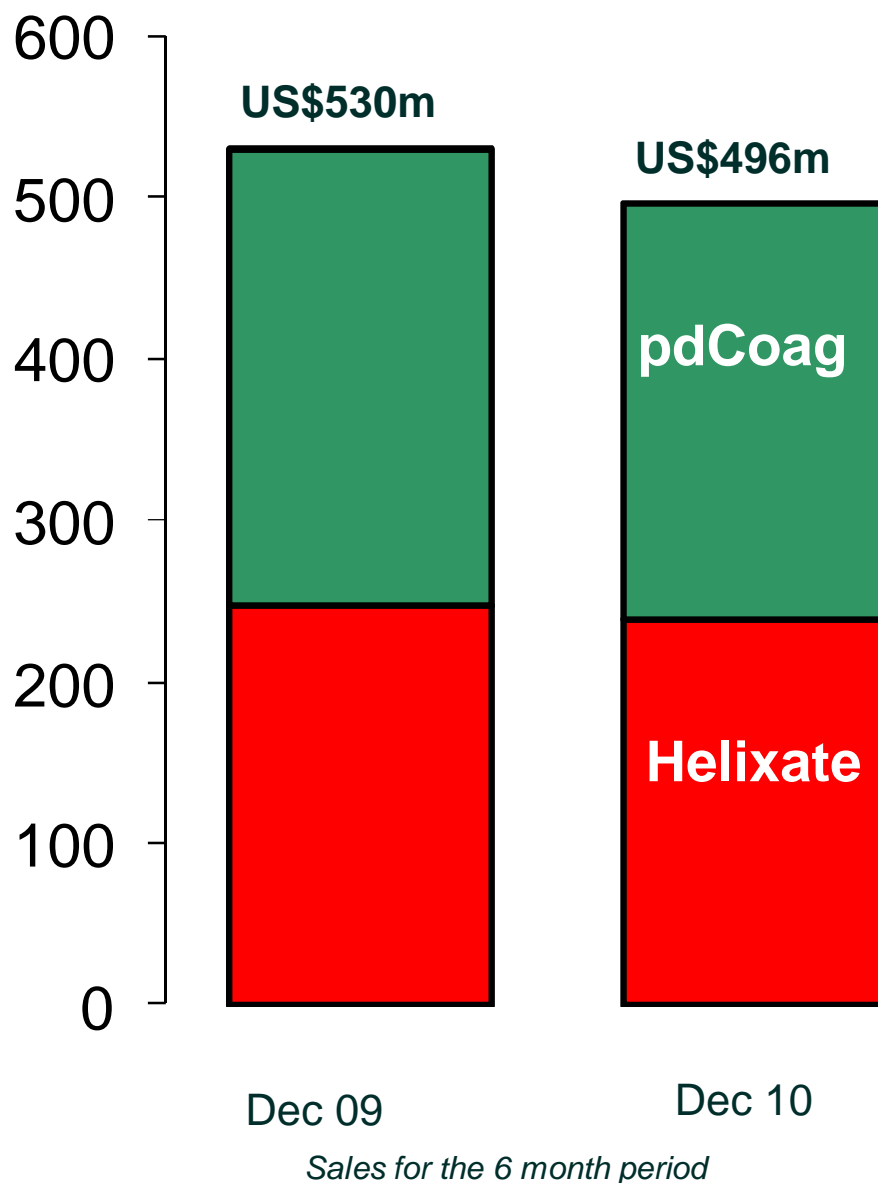
- US & Canada volume growth
- Southern European market dynamics

Specialty Critical Care

- US growth with Berinert[®] P launched Dec 09

* CSL Behring critical care products sold in Asia by CSL Biotherapies

Haemophilia



Highlights

Down 2% at CC

PdCoag

- Volume up 5%
- Inventory reduction in US
- Europe – end of several ITT patient programs
- Price pressure - Europe

Helixate®

- US & European growth
- Canada Safety Stock build included in PCP
- US Medicaid rebates up

CSL Biotherapies

Sales A\$375m

Prior period included \$160m H1N1 sales

GARDASIL®

- Aust. & NZ catch up programs drawn to a close
- Australian TGA approval for males up to age 26 for the prevention of external genital lesions

Influenza sales \$82m flat at CC

- US delays and non-participation in paediatric market

CSL Intellectual Property Licensing

Segment Revenue \$50m

HPV royalties \$45m

ISCOMATRIX[®] adjuvant

- Broad research license and option agreement finalised with Pfizer

CAM3001 (GM-CSFRa)

- Medimmune/AstraZeneca commenced Phase II study in Rheumatoid Arthritis Feb 2010

Periodontal disease vaccine

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

R&D Regulatory Update

Privigen®

- IgLab Module2 - submitted to US FDA Q4 2010
- European Phase III study in CIDP initiated

Hizentra® (IgPro20 sc)

- Review in progress: EMA, Switzerland, Canada

RiaSTAP™ (Fibrinogen)

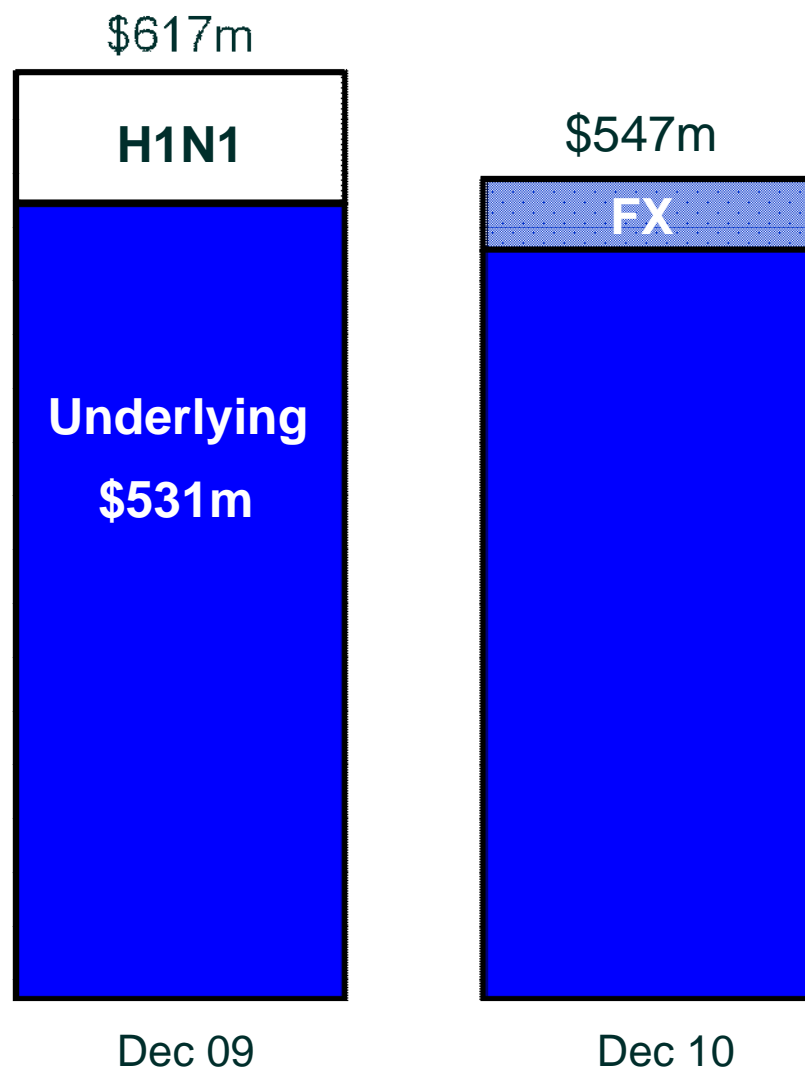
- Positive European MRP completion in July 2010

Beriner® P (C1 esterase inhibitor)

- Now licensed in 30 countries
- Canada: application under review

Financial Detail

1H 2011 Underlying Profit



NPAT for the 6 month period

FX impact

| | |
|---------------------------|---------------|
| Reported NPAT | \$500m |
| Foreign currency* | -ve \$47m |
| NPAT at constant currency | <u>\$547m</u> |

Notable items

- H₁N₁ sales*
- Gardasil®*
- Health care reform*
- Competitor withdrawal*

Strong Financial Fundamentals

| | 1H10 | 1H11 |
|------------------------------|----------|--------|
| Cashflow from operations | \$491m | \$408m |
| Net interest income | \$15m | \$11m |
| Capital expenditure | \$120m | \$84m |
| | Jun 10 | Dec 10 |
| Cash & Equivalents | \$1,001m | \$720m |
| Interest bearing liabilities | \$459m | \$384m |
| Inventory turns | 1.5 | 1.6 |
| Days debtors | 69 | 63 |

Capital Management

On Market Buyback

\$900m on-market share buyback*

Commenced 13 September 2010

- 12 month window to complete

As at 16 February 2011

- ~8.9 million shares repurchased for \$300 million
- ~33% complete

* CSL reserves the right to suspend, terminate or extend the buyback at any time

FX Impact on FY2011 Guidance*

Foreign Exchange (*post tax*)

| | FY10 Est. |
|-------------|------------------|
| Translation | ~ \$(60)m |
| Transaction | ~ <u>\$(20)m</u> |
| Total | ~ \$(80)m |

Net profit after tax outlook

NPAT FY2011 at constant currency

\$980m - **\$1,030m**

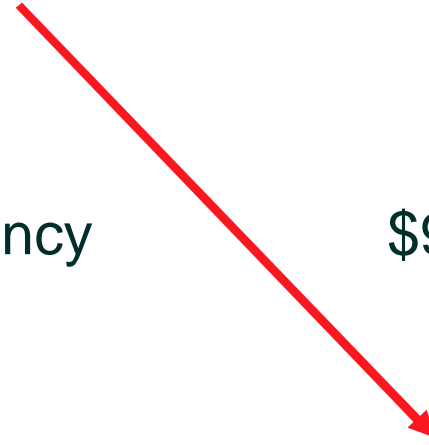
*Growth ~10% on FY10
underlying operational profit*

Est. foreign currency NPAT impact

~ \$(80)m

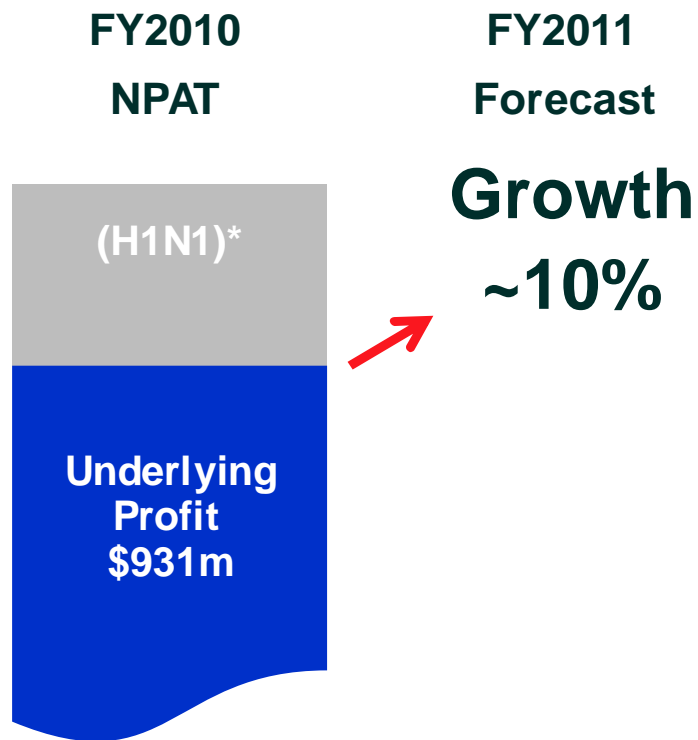
NPAT FY2011 at current rates

\$900m – **\$950m**



FY2011 Outlook in Constant Currency

Underlying Profit Growth ~10%

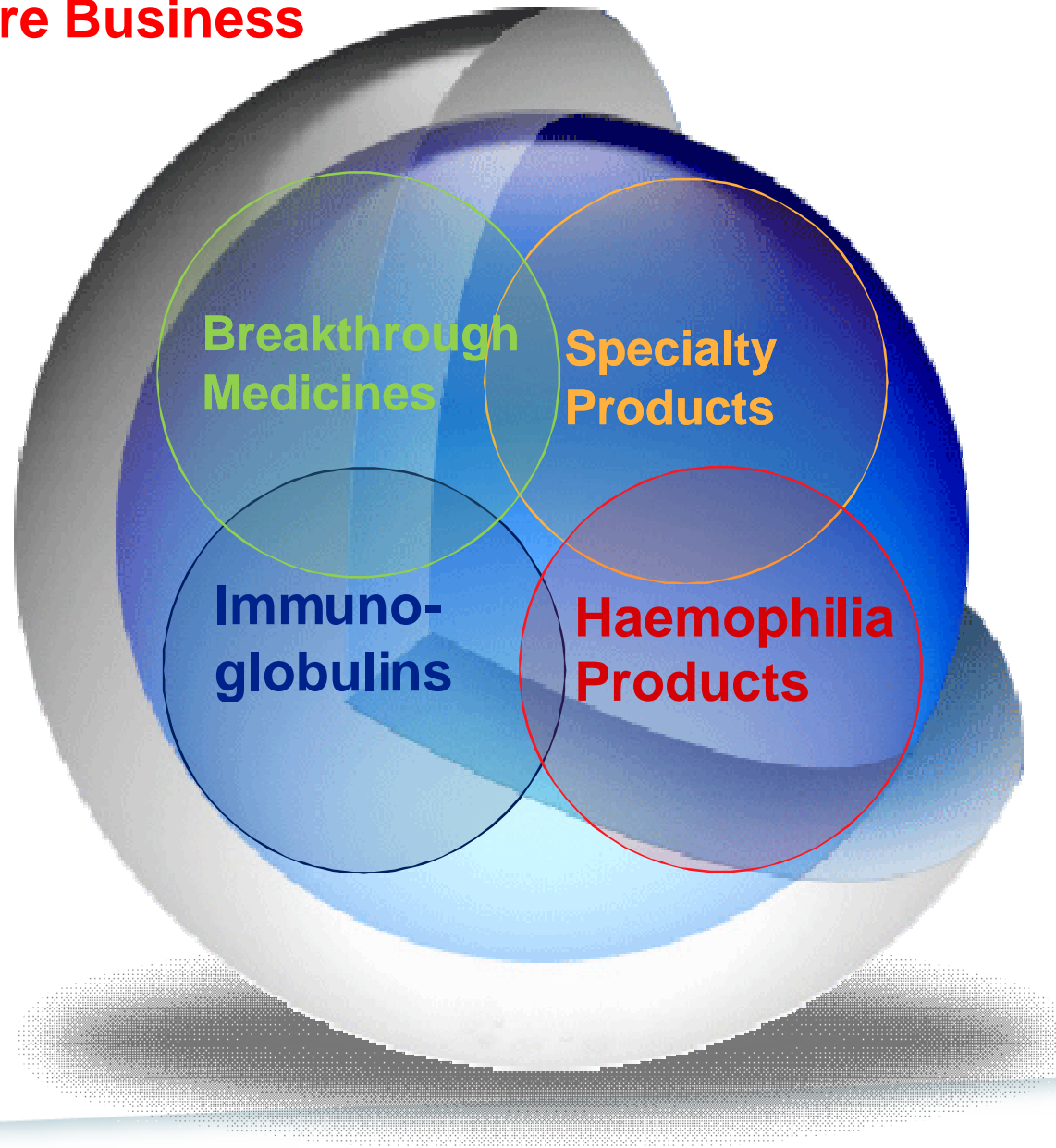


FY2011 considerations

- Growth in immunoglobulin and albumin
- Continued transition to Privigen® & Hizentra®
- Continued growth in specialty products
- US & EU healthcare reform
- Gardasil® - new indications
- Influenza vaccine

CSL Overview

Core Business



Other Value-Creating Businesses

Vaccine technologies

Influenza vaccine

Appendix

Group Results

| Half year ended December \$ Millions | Dec 2009 Reported | Dec 2009 Underlying* | Dec 2010 Reported | Dec 2010 CC** | Change % |
|---|-------------------------|----------------------------|-------------------------|---------------------|-------------|
| Sales | 2,317.4 | 2,157.3 | 2,116.3 | 2,300.4 | 7.0% |
| Other Revenue / Income | 97.6 | 97.6 | 74.6 | 78.2 | |
| Total Revenue / Income | 2,415.0 | 2,254.9 | 2,190.9 | 2,378.6 | |
| Earnings before Interest, Tax, Depreciation & Amortisation | 874.5 | 751.1 | 718.7 | 784.5 | 4.4% |
| Depreciation/Amortisation | 78.4 | 78.3 | 82.6 | 88.2 | |
| Earnings before Interest and Tax | 796.1 | 672.8 | 636.1 | 696.2 | 3.5% |
| Net Interest Expense / (Income) | (15.2) | (15.2) | (10.9) | (10.9) | |
| Tax Expense | 193.9 | 157.0 | 146.8 | 160.2 | |
| Net Profit | 617.4 | 531.1 | 500.2 | 546.9 | 3.0% |
| Final Dividend (cents) | 35.00 | | 35.00 | | |
| Basic EPS (cents) | 106.34 | | 91.45 | | |

* Excludes impact arising from the one-off contribution of H1N1

24 ** Constant currency removes the impact of exchange rate movements to facilitate comparability



CSL Behring Sales

Half year ended December

1H10
USD\$M

1H11
USD\$M

1H11
USD\$M
CC

| | | | |
|------------------------------------|--------------|--------------|--------------|
| rFVIII | 247 | 238 | 250 |
| pdCoag | 283 | 258 | 271 |
| Specialty Critical Care | 161 | 165 | 174 |
| Albumin | 147 | 143 | 144 |
| Wound Healing | 50 | 50 | 47 |
| Immunoglobulins | 574 | 686 | 699 |
| Other Product Sales | 42 | 34 | 34 |
| Total Product Sales | 1,504 | 1,574 | 1,622 |
| <i>Other sales (mainly plasma)</i> | <i>43</i> | <i>37</i> | |
| <i>Total Sales</i> | <i>1,546</i> | <i>1,611</i> | |



Foreign Exchange Translation Sensitivity 2H11

NPAT FY2011 at current FX rates ~\$950m

- 1% movement in key currency pairs impacts guidance as follows -

| | Current | 1% chg |
|----------|---------|------------|
| AUD/USD* | 1.00 | +/- \$0.7m |
| AUD/EUR | 0.74 | +/- \$1.6m |
| AUD/CHF | 0.97 | +/- \$2.5m |

- Table shows full 6 month impact

* Includes HPV Royalties