

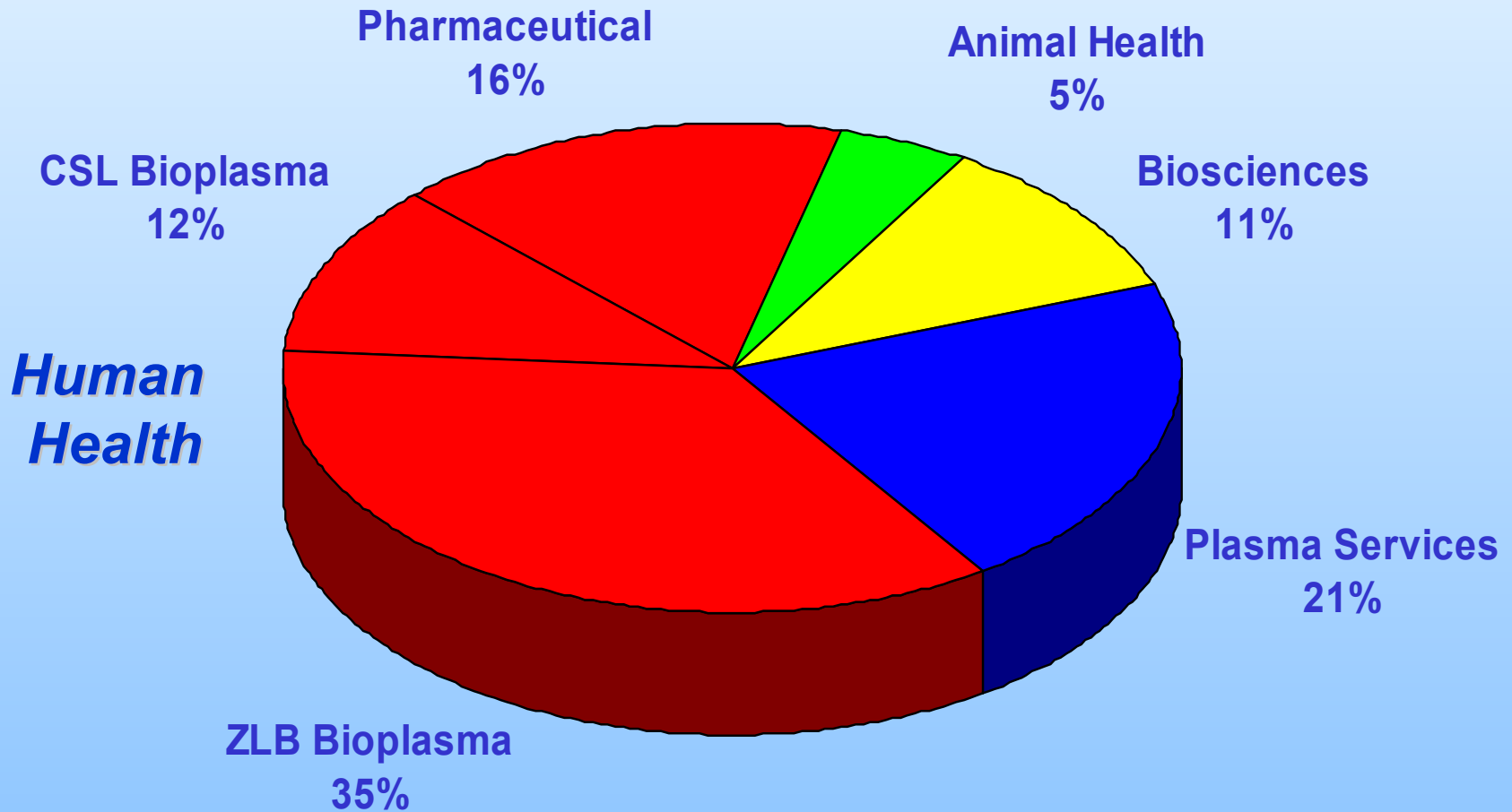
CSL GROUP

CSL's Record Year

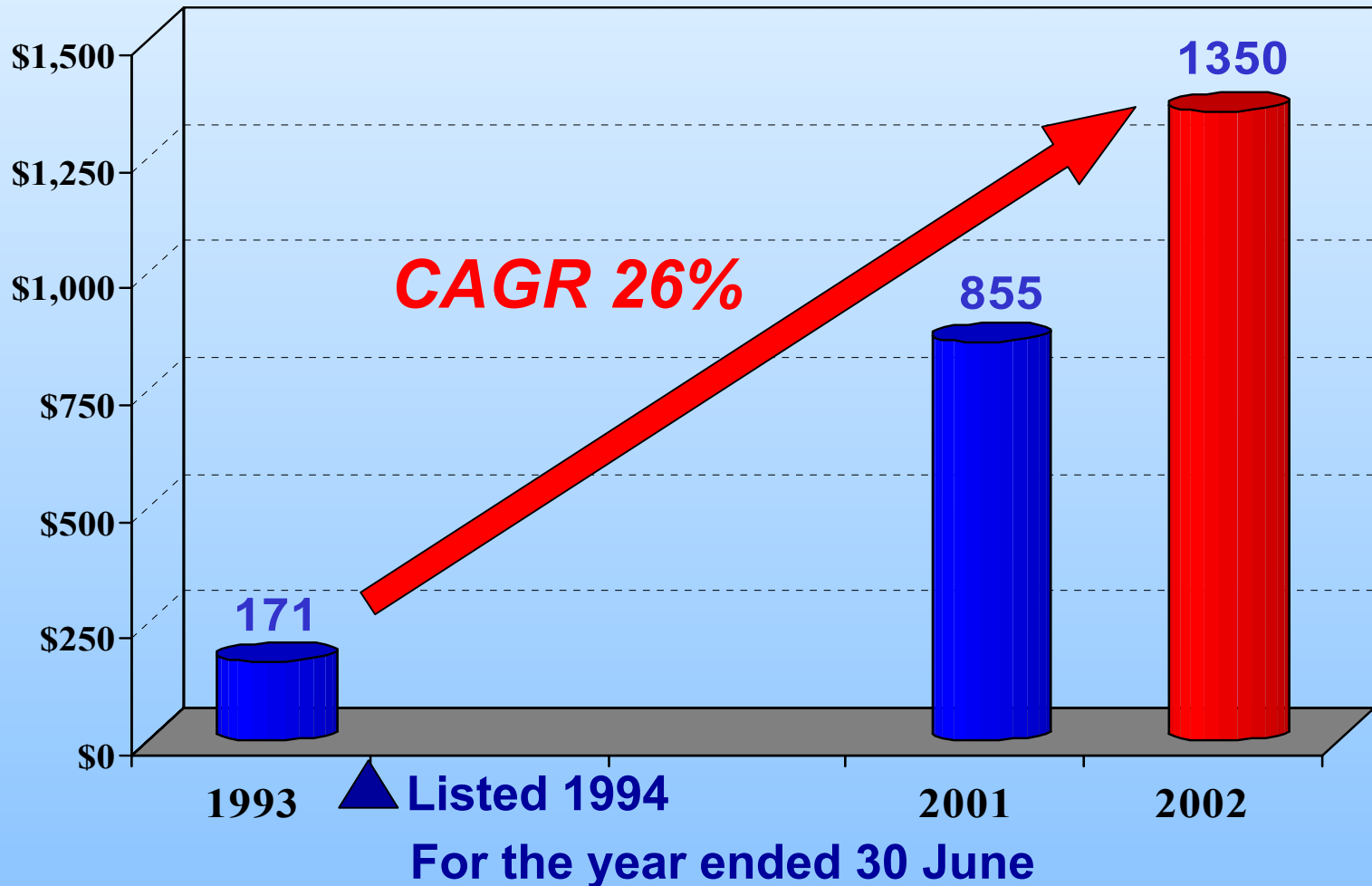
- **Strong Financial Performance**

- *Revenues increase by 58% to \$1,350m*
- *EBITDA increase by 44% to \$299m*
- *NPAT (before Amort) increase by 60% to \$164m*
- *NPAT increase by record 58% to \$124m*
- *R&D investment increase by 15% to \$93m*

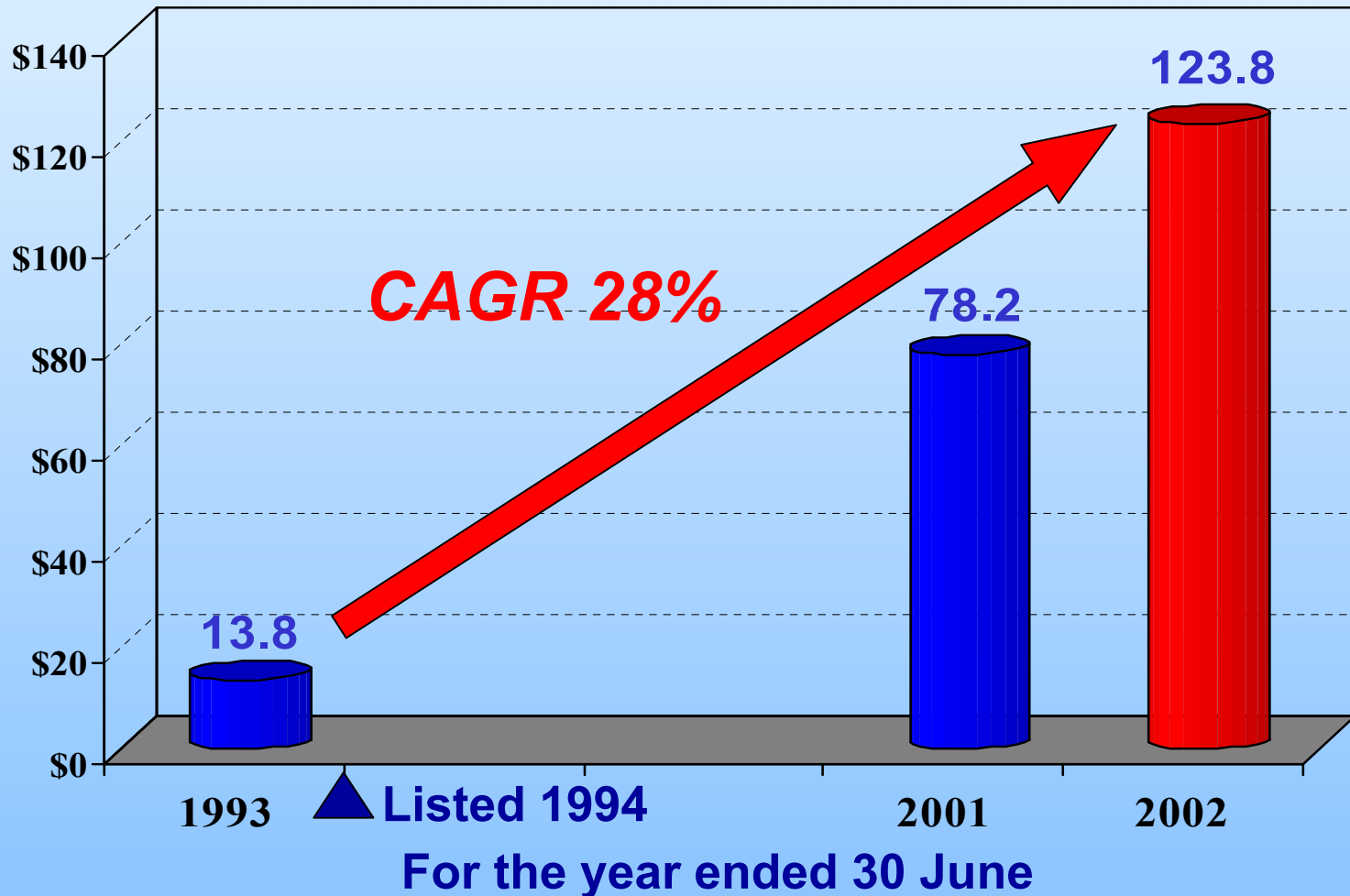
Sales by Business Unit - \$1,336m



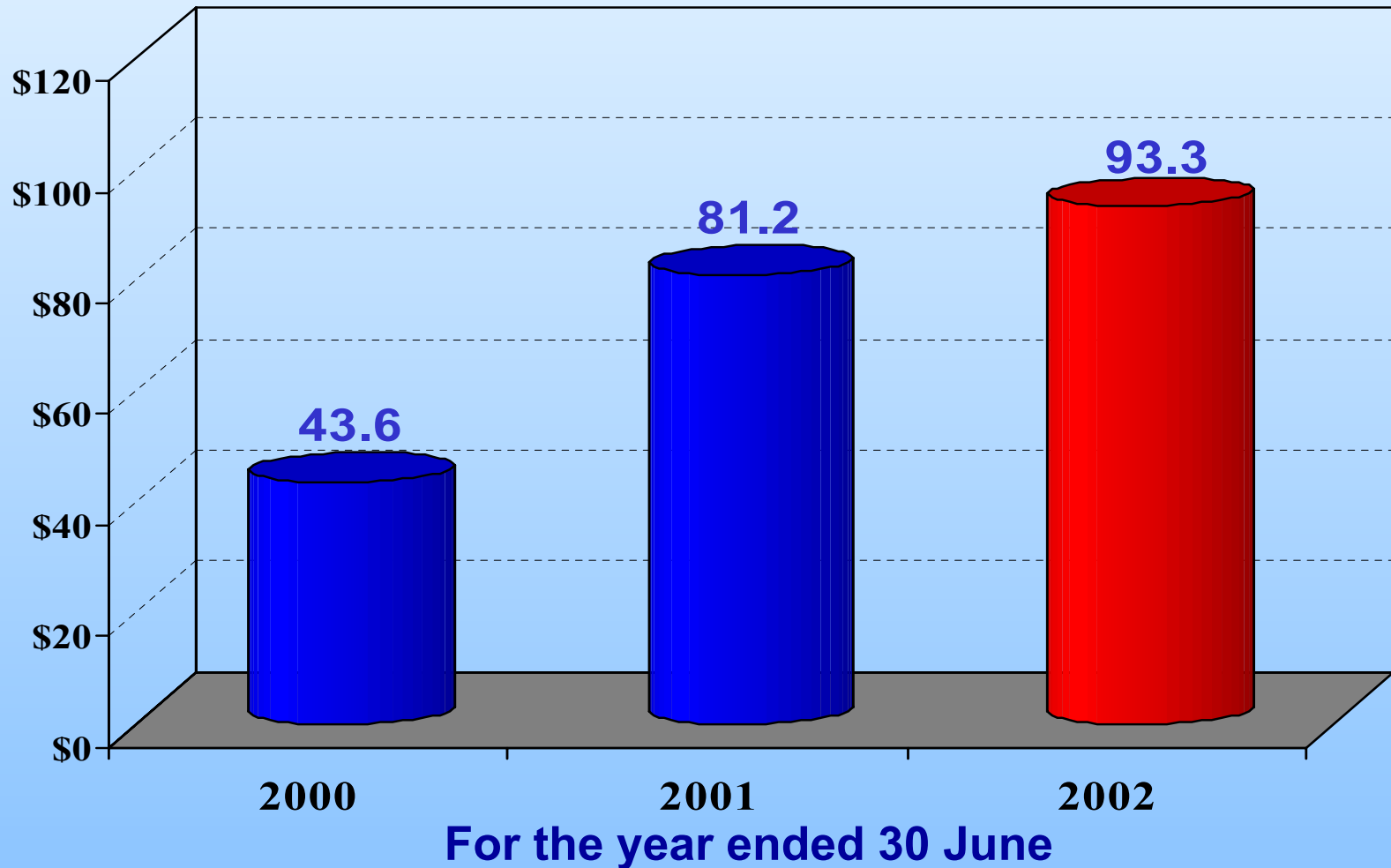
10 Year Total Revenues



10 Year Operating Profit after Tax



R&D Investment



Business Unit Performance

Human Health

- **ZLB Bioplasma**
 - *achieved sales of \$475m*
 - *growth of 37%*
 - *Berne facility expansion continues*

US IVIG/Albumin Market

- *IVIG and Albumin continues to grow*
 - *IVIG at between 12% - 13% p.a. (PPTA data)*
- *Supply/distribution ratio reflects market demand satisfied*
- *Monthly data difficult to interpret, 6 - 18 month rolling trends more relevant*

ZLB - US Market

- **IVIG Pricing**

- *average ZLB prices are forecast to reduce from US\$40 to US\$38/gram*

- **Development of Market**

- *Carimune Brand*
- *Entry to Homecare/Managed Care markets*
- *Initiation of investigator-led studies of IVIG*

- **Key Recruitments**

- *Director of Marketing (ex Quest Diagnostics, Baxter)*
- *Director of Medical Affairs (ex PPTA, ARC)*
- *National Managed Care Director (ex Bayer)*

ZLB - US IVIG Enhancements

	<u>Timing</u>
• Carimune Brand	2002
• <i>Additional Presentations:</i>	
–12 gram	2002
–3 gram	2002/03
• <i>Premium Presentations:</i>	
– Nanofiltered IVIG	2003
– ZLB Liquid IVIG	2004
– CSL/ZLB Liquid IVIG	2006

ZLB - European Market

- **IVIG Pricing**

- Average ZLB prices are US\$30 - US\$35 per gram and increasing towards US prices.

- **Sandoglobulin**

- Registrations, Trademark and Customer Lists
 - launch September 2002

- **European Subsidiaries**

- *United Kingdom*
 - *Germany*
 - *Belgium*
 - *Italy*

- **Key Recruitments - Country Managers**

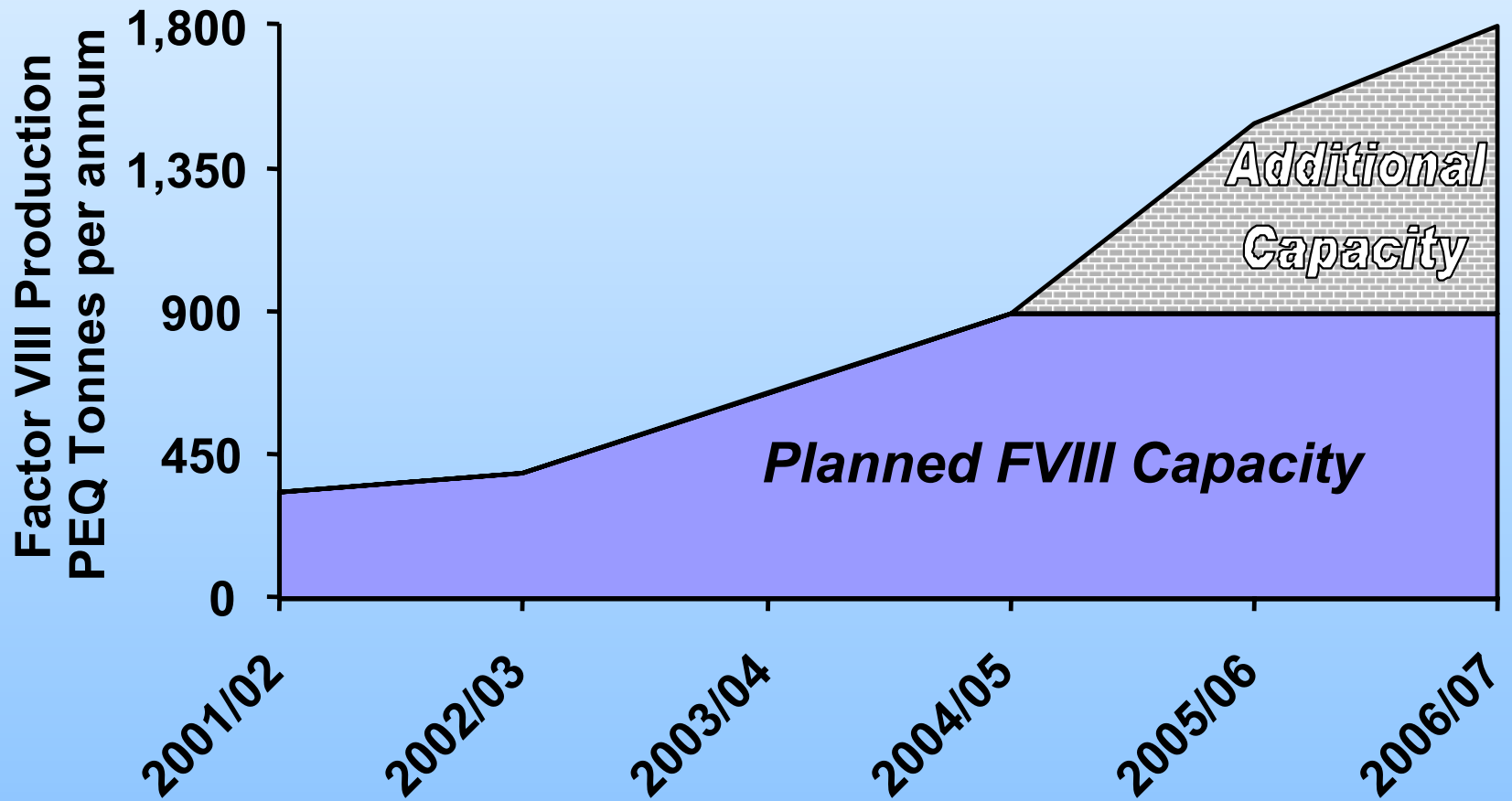
- *ex-Novartis (Germany)*
 - *ex-Behring (Belgium)*
 - *ex-Grifols (UK)*

- **RoW Markets via distributor network**

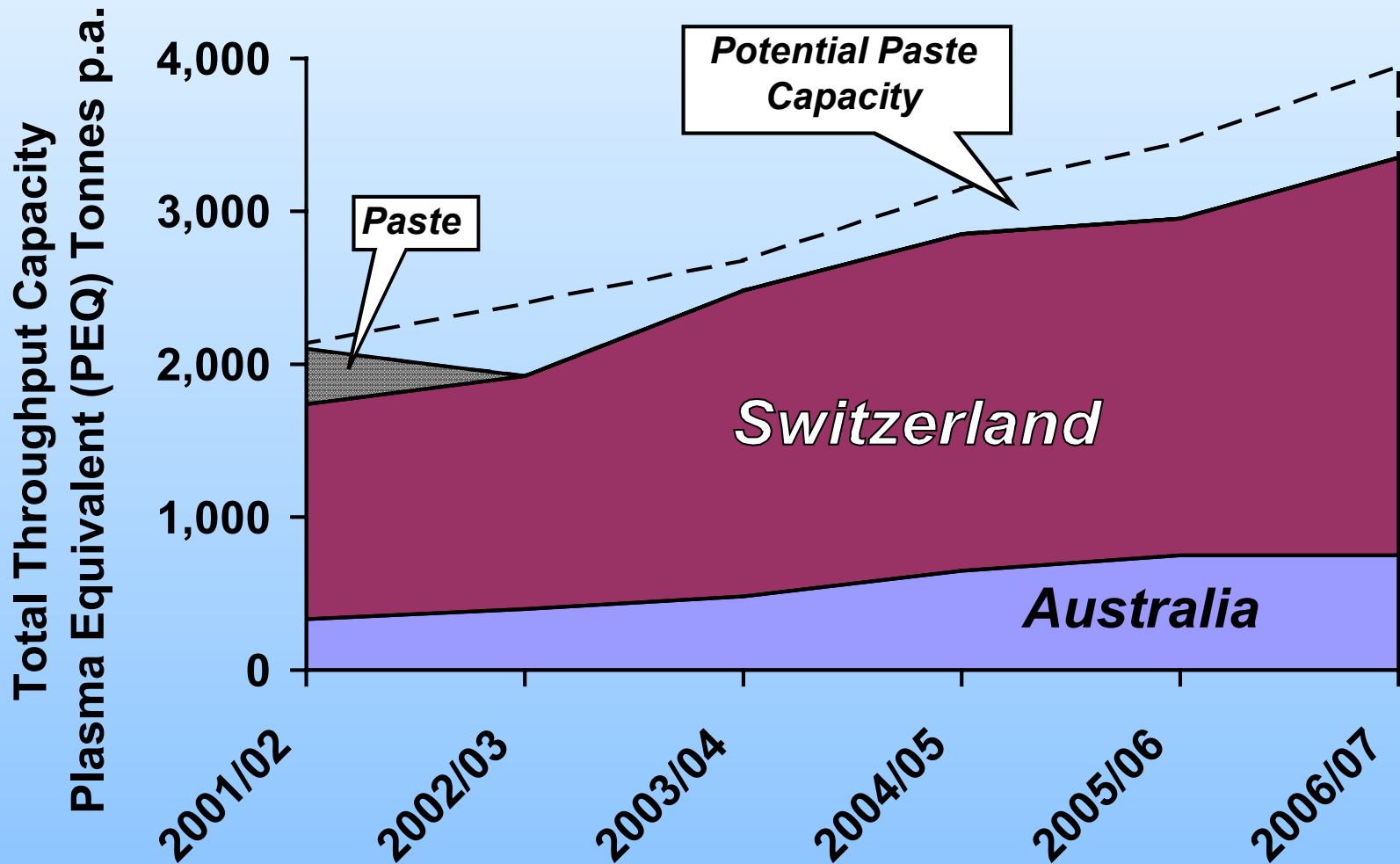
Human Health

- **CSL Bioplasma**
- *Revenue growth of 10% to reach \$154m*
- *Increased collections and yield enhancements*
- *Growth in Asia*
 - *established Hong Kong office*
- *Capacity Planning*
 - *capacity expansion from 500Tonnes → 750Tonnes*
 - *separate chromatographic columns for Australian plasma*
 - *Factor VIII **Biostate** expansion*

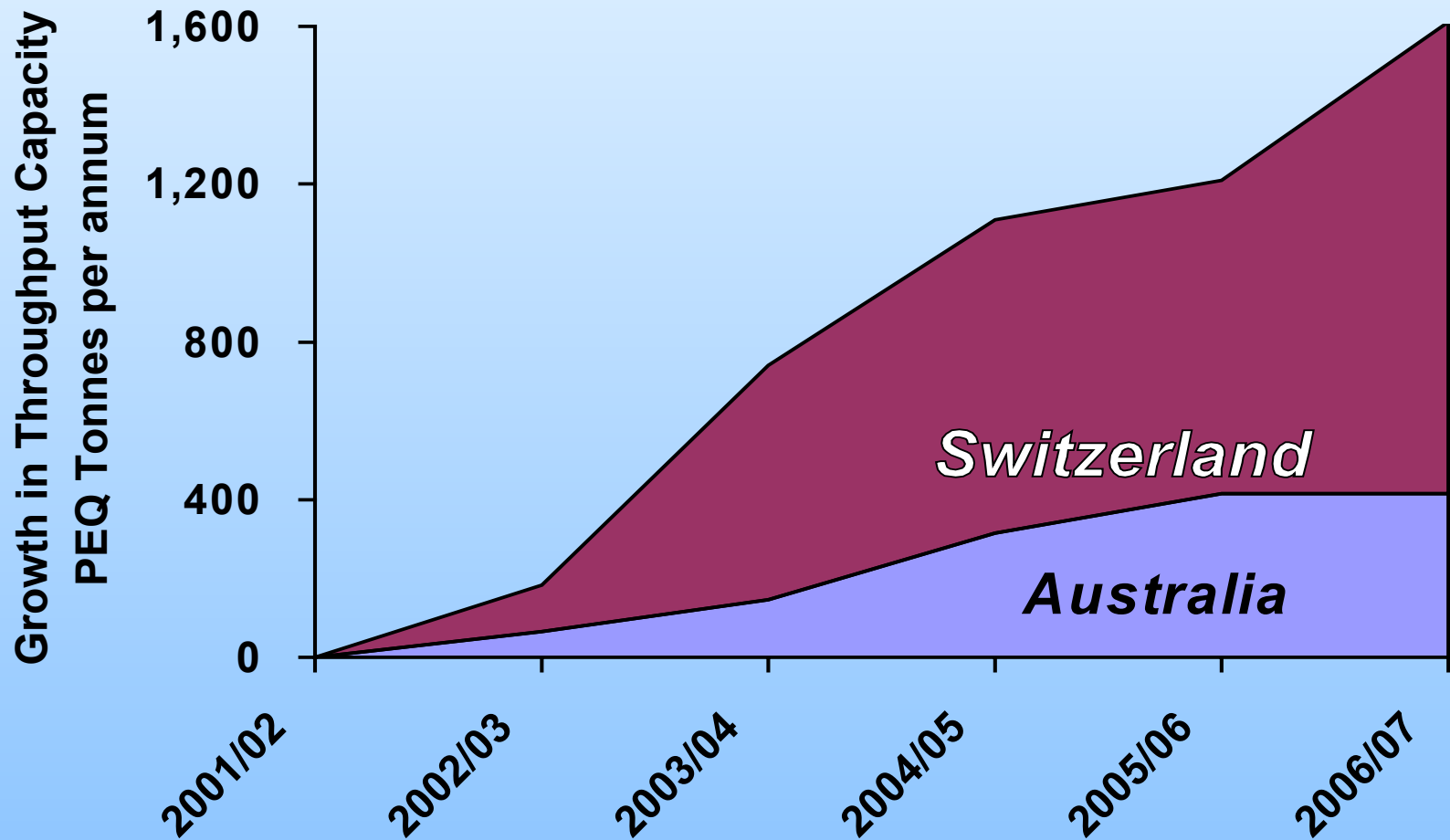
Factor VIII from Cryo-enriched Plasma



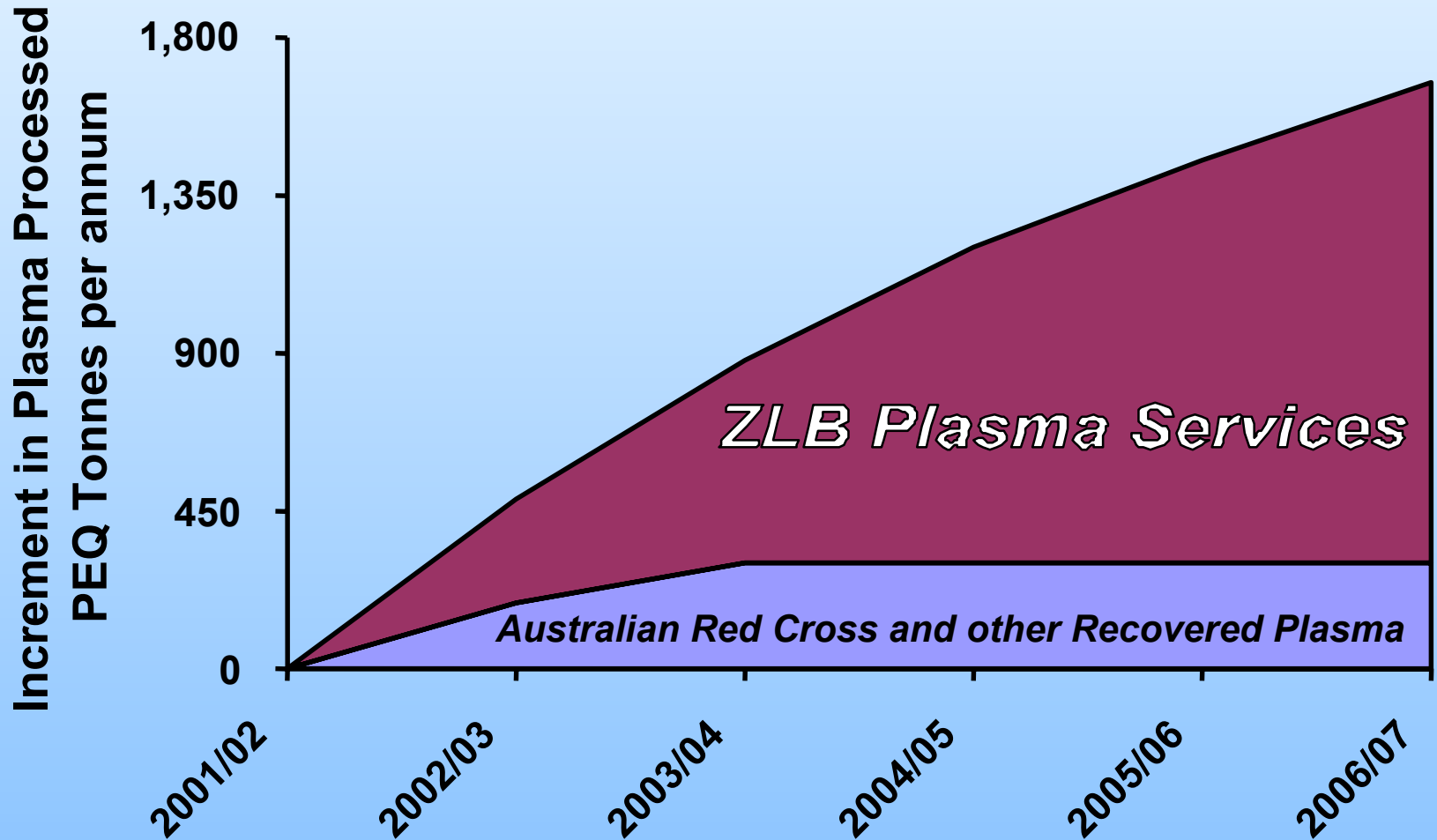
Total CSL/ZLB Forecast Throughput



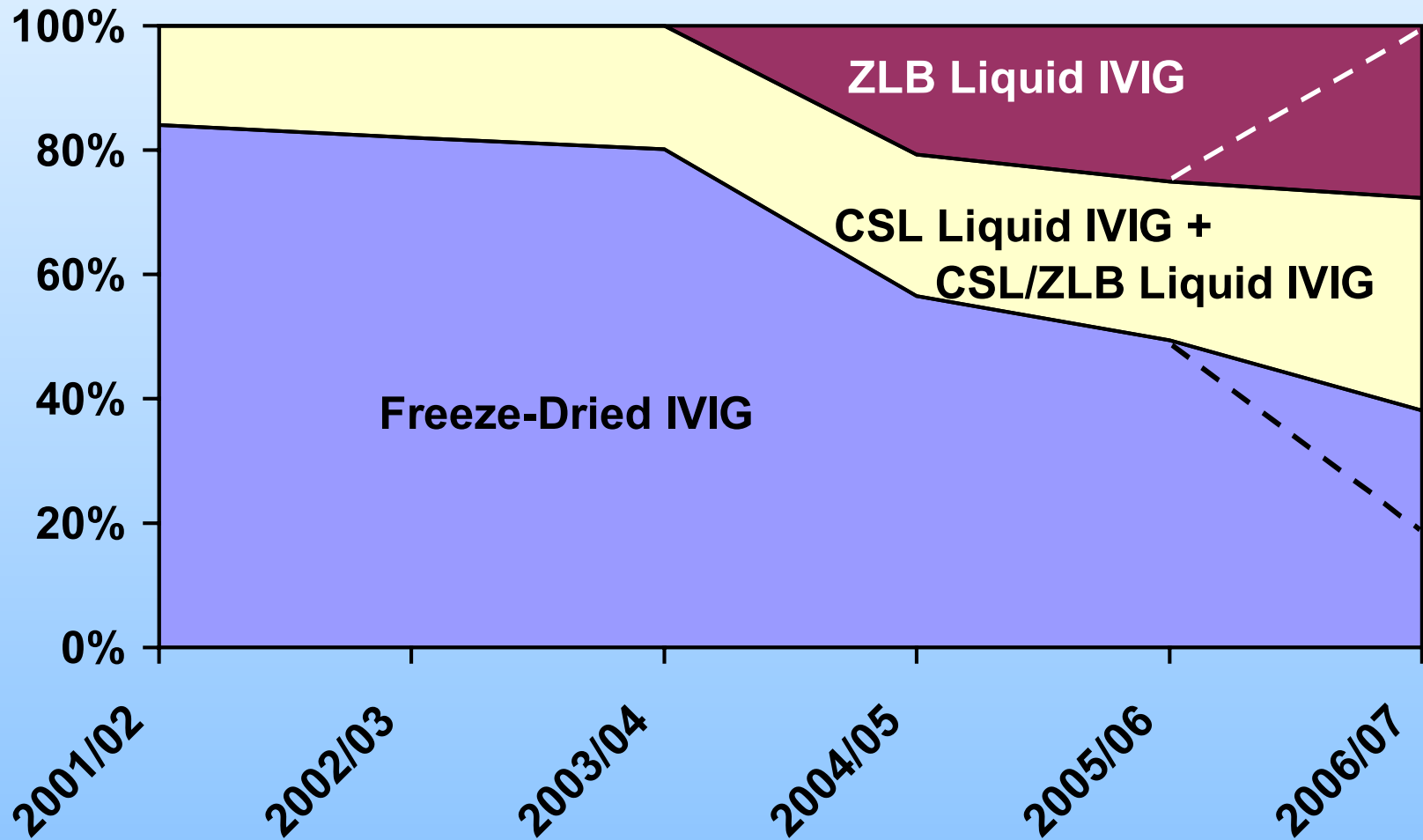
Forecast Growth in Throughput



Growth in Plasma Processed



IVIG Presentations



Plasma Services

- **Successfully integrated into Group**
 - *commenced operations Sept 2001*
 - *recorded sales of \$282m*
 - *collections higher than forecast due to US economy*

New Plasma Product Developments

- **Haemostatic Dressing Project with ARC**
 - *Pivotal marketplace research with ARC*
 - *High demand in trauma and emergency surgery*
 - *Manufacturing transfer CSL → ZLB* • 2003
 - *IND filing with US FDA* • 2003
 - *Clinical Trials USA* • 2003/04
- **Reconstituted HDL**
 - *Successful stroke animal studies*
 - *Clinical Strategy for Stroke*
 - Specialist Advisory Panel • Q4 2002

Anti-RhD Immune Globulin Developments

- **Rhophylac**

- *Haemolytic Disease of Newborn*

- Launched Germany
 - Registered UK, Holland Sweden.
 - Approval and launch USA •2003/04

- *Idiopathic Thrombocytopenic Purpura*

- Clinical Trials underway • 2002
 - Launch USA • 2004/05

- **MonoRho**

- *Pivotal market research completed in USA*
 - *Important manufacturing milestones being addressed*
 - *Dialog with FDA initiated to define clinical trial requirements*

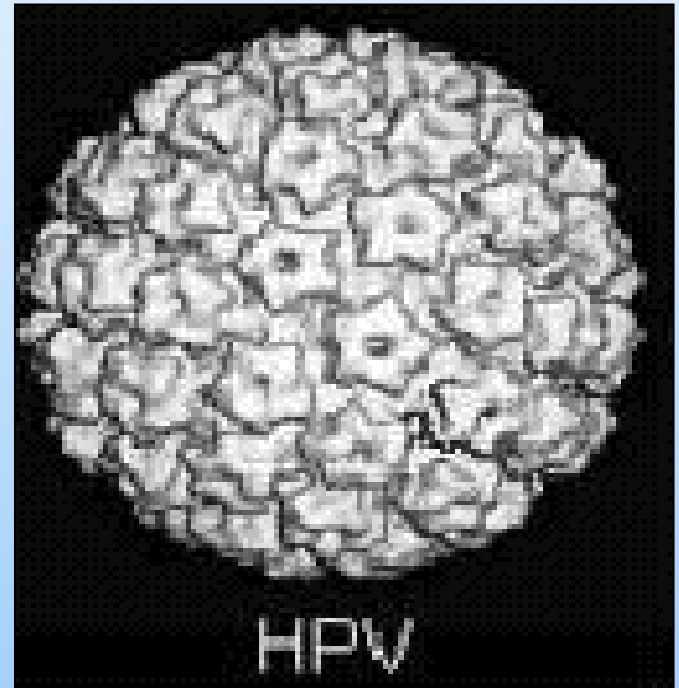
Human Health

- **Pharmaceutical**

- *Sales \$219.9m, 18% sales growth, strong performance in in-licensed products*
- *product line review to strengthen profitability results in lower margin distribution lines discontinued in 2002/03*

New Product Development

- **Merck HPV Vaccine**
 - *Phase IIb efficacy data to be published*
 - *Worldwide Phase III Program under way*
 - *Australian site opened August*



ISCOM Adjuvant Products

- **HCV immunotherapy with Chiron**
 - *3+ million infected with HCV in US*
 - *treatment market \$2b (5-10%) with grow over next 20 years*
 - *Proprietary Chiron antigens plus CSL ISCOM*
 - *Clear evidence of antibody and cellular immune responses in primates*
 - *First human study commenced*

R&D Assets

- **Clinical Product Candidates**
 - *HPV Therapy (University of Queensland)*
 - *ESO1 Cancers (Ludwig Institute for Cancer Research)*
- **Preclinical IP**
 - *Biotech Eye Therapy (Flinders University)*
 - *BION1 for asthma (Institute of Medical and Veterinary Science)*

JRH Biosciences

- **Sales** - \$145.9m, strong growth of 34%
- **Margins** - continue to improve
- **Demand** - expected to remain strong
- **Facility expansion**
 - Pennsylvania, US dry powdered media completion late 2002
 - Andover, UK liquid media completion early 2003

Animal Health

- **Sales** - \$60.9m, *underlying growth 10%*
- **US sales** - *growth of 12% with increased market share in bovine and canine vaccines*
- **Successful launch of Gudair in Australia**
- **New leptospiral vaccine facility**
 - *construction well advanced*
 - *commissioning scheduled for late 2002*

Forex Issues

- **Current Policy**
 - *cover known major exposures*
 - *create natural hedges where possible*
 - *do not cover anticipated future cash flows*
- **Main Exposure**
 - *CHF/USD - partially offset by AUD/CHF*
 - *exposure approximately USD100m*
- **Policy under constant review**
 - *danger of locking in at four year lows if USD recovers*

Outlook

- **Growth**

- *Level of growth and profitability is sensitive to prevailing IVIG market in the USA*
- *mid decade new products to accelerate growth*

- **R&D**

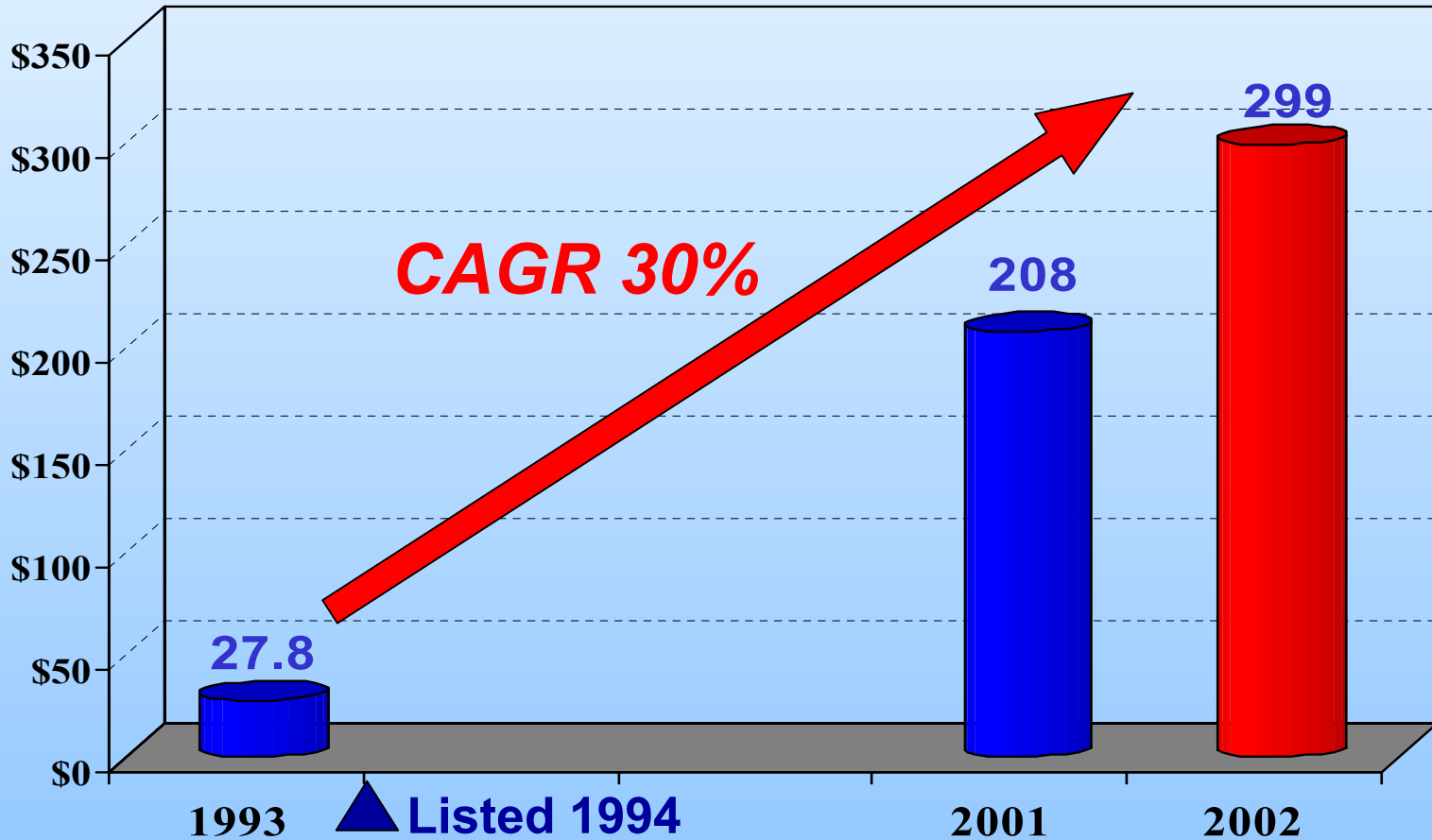
- *investment increase approx 10% per annum*

- **Prudent management**

- *capital expenditure and working capital*

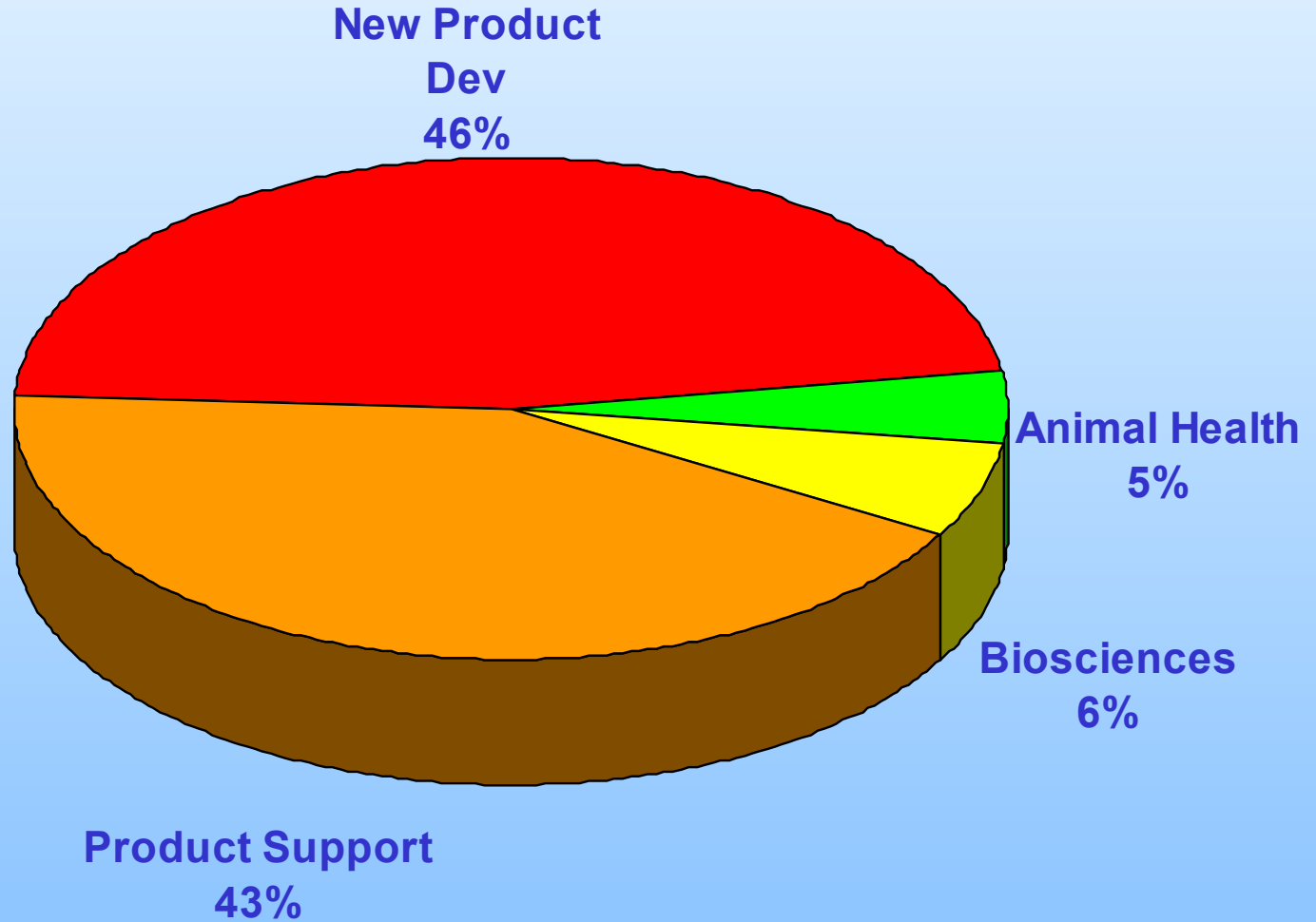
Attachments

10 Year EBITDA

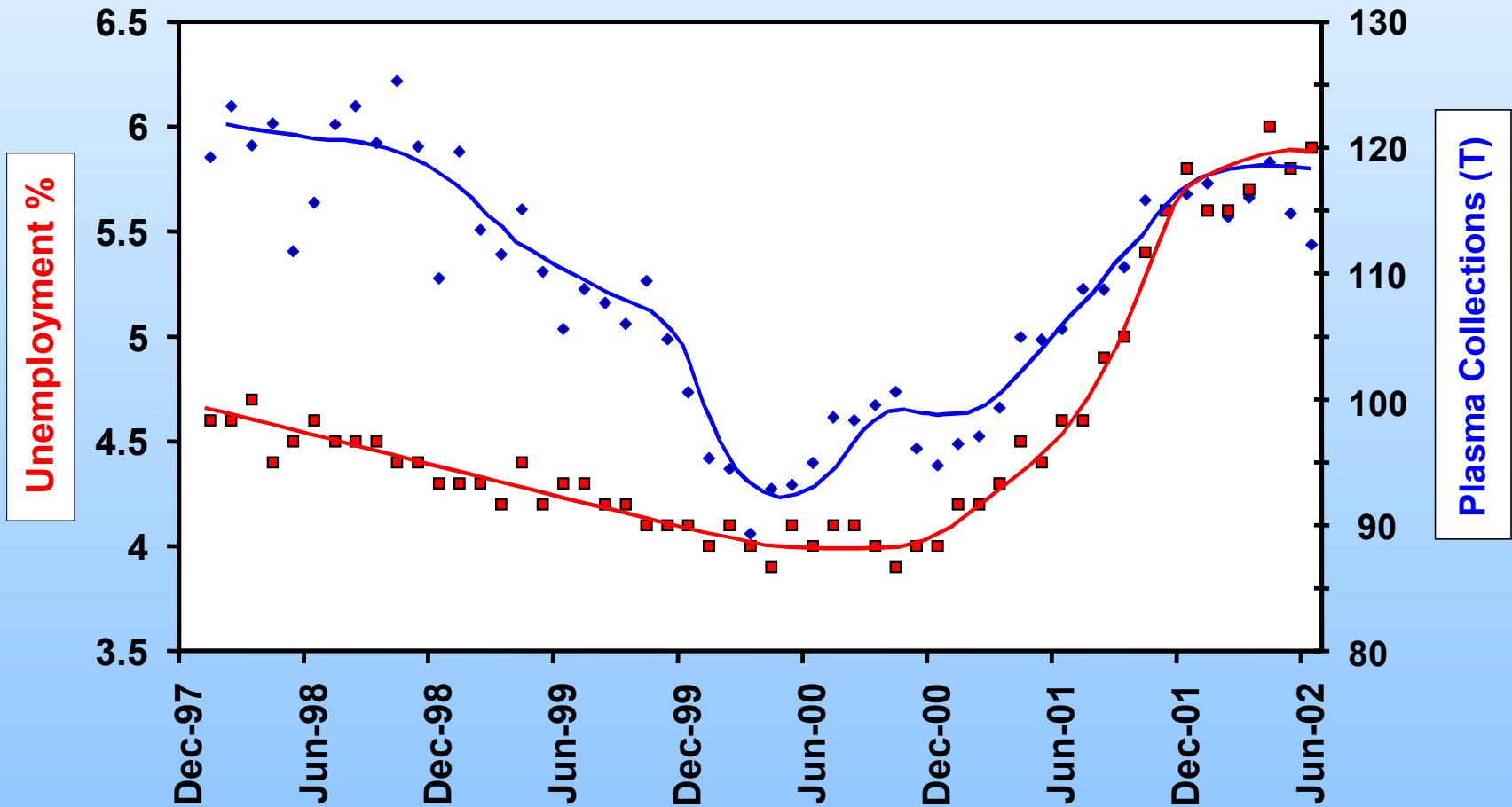


For the year ended 30 June

R&D Investment - \$93.3m



ZLB Plasma Services Plasma Collections vs. US Unemployment Rate



Group Results 2001/02

	2002	2001
	\$m	\$m
<i>Sales</i>	1,336.4	843.3
<i>Other Revenue</i>	13.8	11.5
Total Revenue	1,350.2	854.8
<i>Depreciation/Amortisation</i>	113.1	79.6
<i>Net Interest Expense/(Income)</i>	29.6	22.5
<i>Tax Expense</i>	32.6	27.9
Profit after tax before Goodwill Amortisation	163.6	102.4
<i>Amortisation of Goodwill after tax</i>	39.8	24.2
Net Profit from Ordinary Activities	123.8	78.2
<i>Final Dividend (cents)</i>	22.0	17.0
<i>EPS diluted (cents)</i>	77.5	51.6
<i>EPS after tax before Goodwill Amortisation diluted (cents)</i>	102.4	67.6