



CSL Limited

Peter Turner
Chief Operating Officer

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CSL™

Plasma Therapies Industry

CSL Strengths

- Broad product portfolio and continuing innovation
- Efficient, high yield manufacturing
- Balancing cashflow and market demands
- Optimising revenue per litre
- Global marketing reach

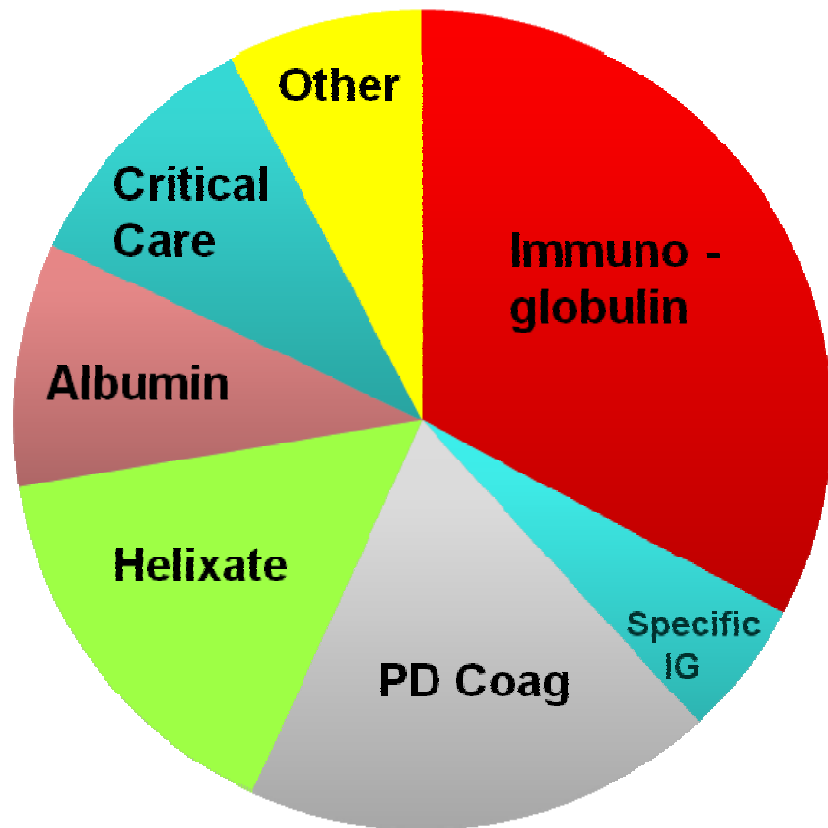
Plasma Therapies Industry

Market opportunities

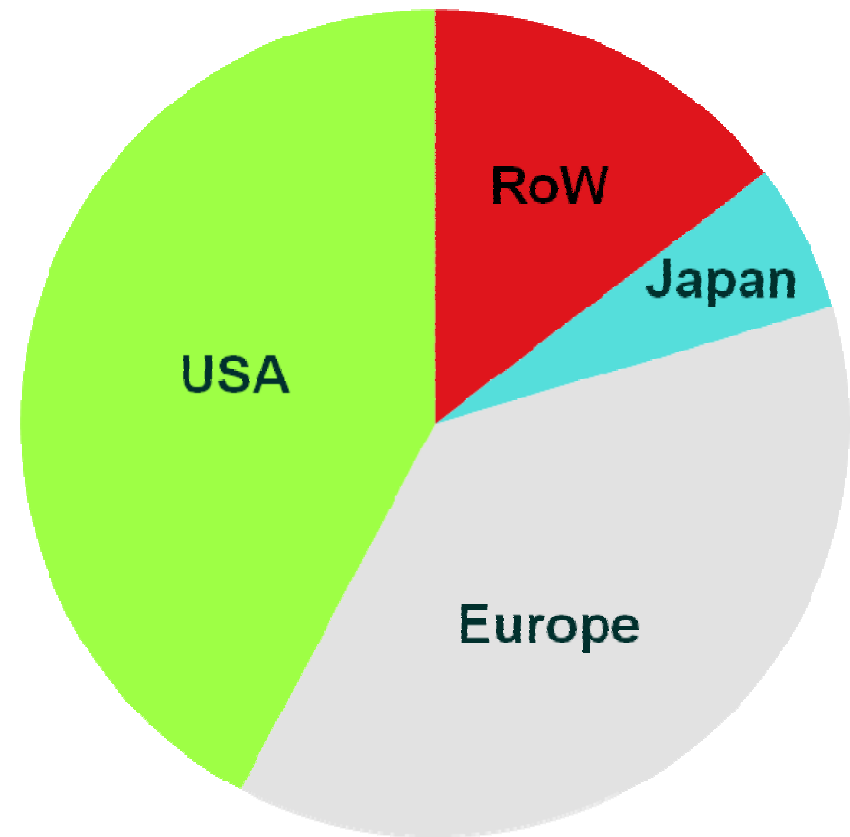
- Medically important products
- Many markets with significant under-treatment
- Incremental benefits from specialty products (eg A1PI, acquired bleeding, C1 esterase Inhibitor)
- New products (eg rHDL)

CSL Behring Sales FY2009 ~ US\$2.8 billion

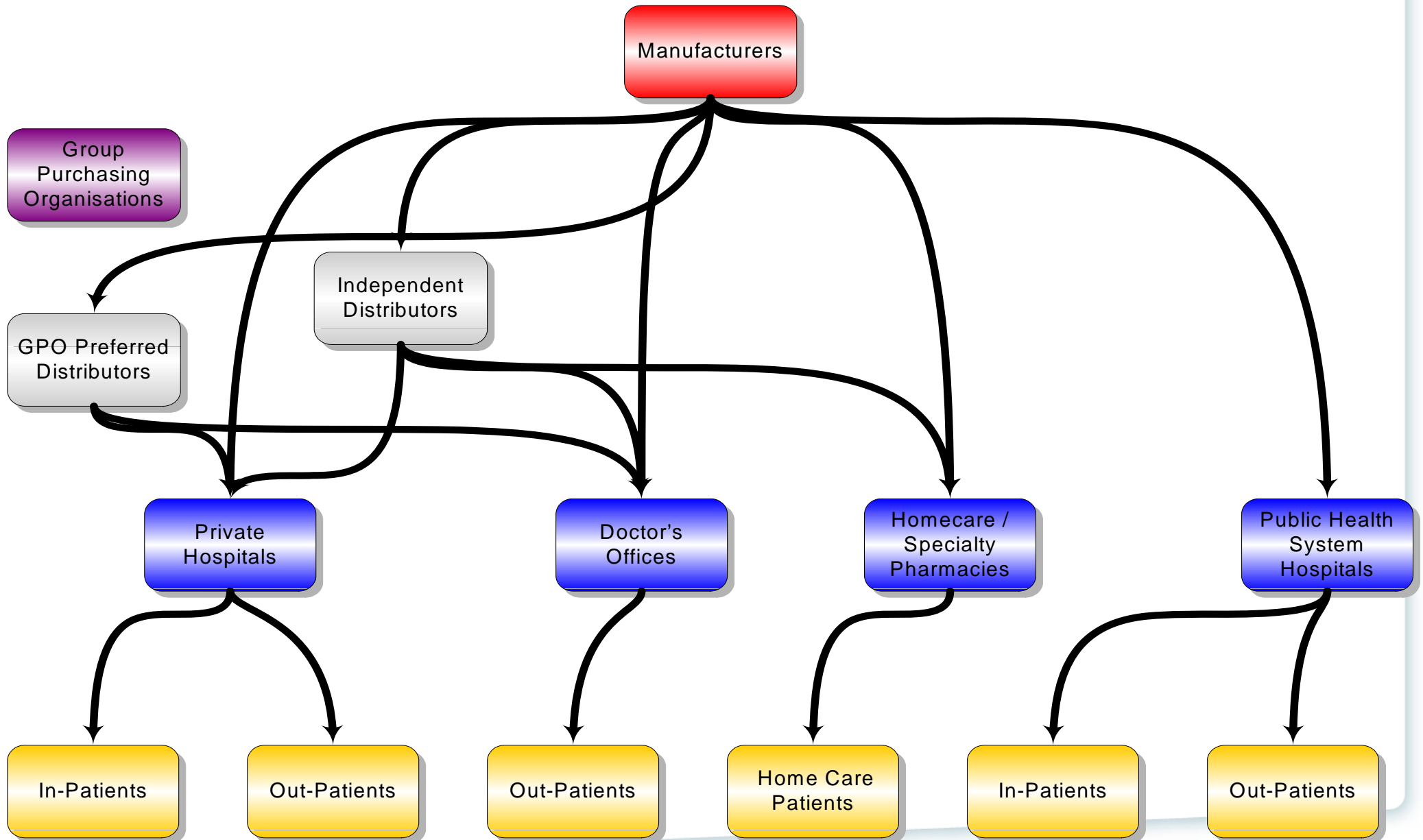
Broad portfolio of products



Geographically balanced



US IG Product Flow



Plasma Therapies Industry

Contemporary topics

- Current state of US market
- US Healthcare reform
- European sovereign debt crisis
- New and emerging markets
- New indications

CSL Growth Strategy

Market Development

*Influenza H₁N₁
Privigen[®] Pro20
Specialty products
RiaSTAP[™] Zemaira[®]
Cytogam[®] vWF
Beriplex[®] etc
Expanded geographies*

Royalties & Licensing

*HPV
ISCOMATRIX[®]
adjuvant
Technology
partnering*

Novel Products

*Biotech
rCoag
CSL 362
Plasma
rHDL*

Global Specialty Bio-pharmaceutical Company

*Plasma sector growth
Global focus
Growth in R&D investment
New products – unmet medical needs*

Financial Strength

Identify Complementary Assets

