

# CSL Limited Annual General Meeting

16 October 2013



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# Reported Financials

Sales US\$5.0 billion, up 7% (*up 10% CC<sup>1</sup>*)

EBIT US\$1,486 million, up 17% (*up 19% CC*)

EBIT margin grew from 26.6% to 29.1%

NPAT US\$1,216 million, up 19% (*up 21% CC<sup>1</sup>*)

EPS US\$2.44, up 24% (*up 26% CC<sup>1</sup>*)

R&D investment US\$427 million, up 16%

Cashflow from operations US\$1,312 million, up 9%

Strong balance sheet

Final dividend increased to US\$0.52 (unfranked)

**Fully Converted to US Dollar Reporting**

1. Constant Currency (CC) removes the impact of exchange rate movements to facilitate comparability.

# Company Reorganisation

## *CSL Behring*

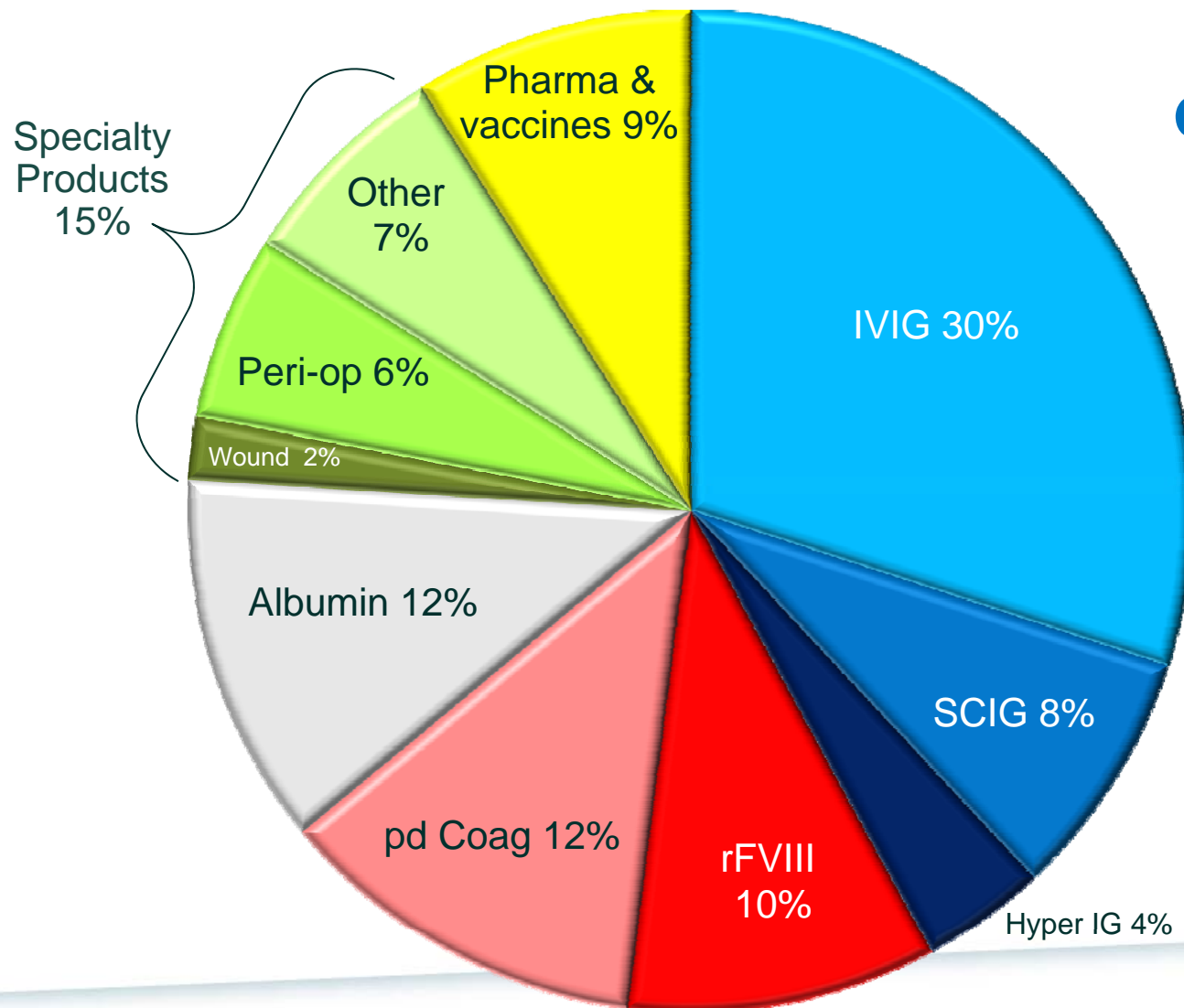
- Australian plasma operations (Broadmeadows) integrated into the operations of CSL Behring
- Creates a single plasma business within the CSL Group
- Builds on CSL Behring's scale and efficiencies achieved to-date
- Leverages new biotech and plasma manufacturing facilities currently under construction at Broadmeadows

## *bioCSL*

- Creates a stand alone business unit within CSL group
- Incorporates vaccines, pharmaceuticals and diagnostics

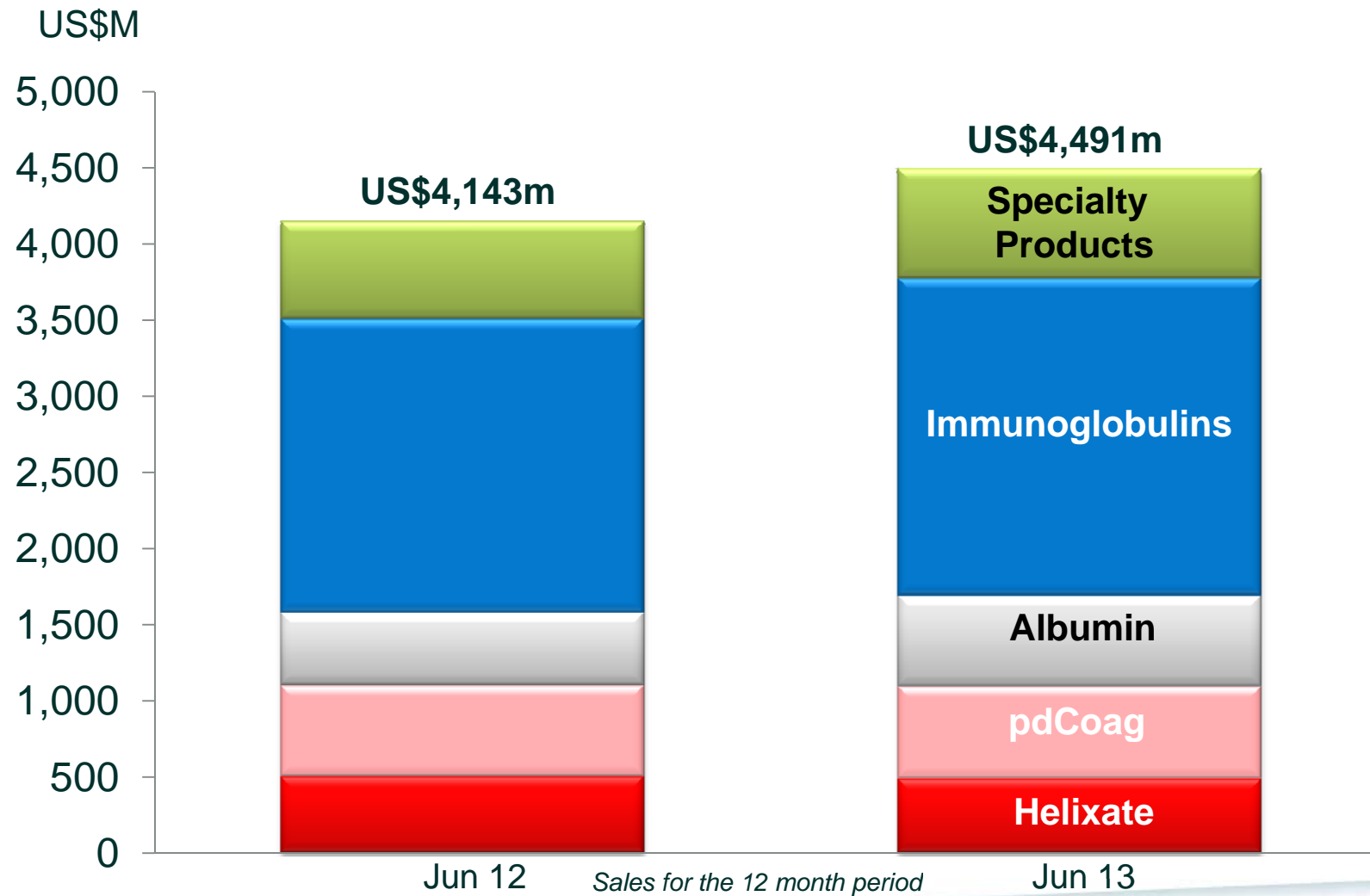
## Group Sales FY2013 US\$5.0b

### Product Groupings



# Business Unit Performance

# CSL Behring\* Product Sales up 11% @ CC



\* CSL Behring now includes sale of products manufactured at the Broadmeadows facility



# Immunoglobulins

## Sales up 9% @CC



### Highlights

Normal IG up 10% in CC terms

#### IVIG

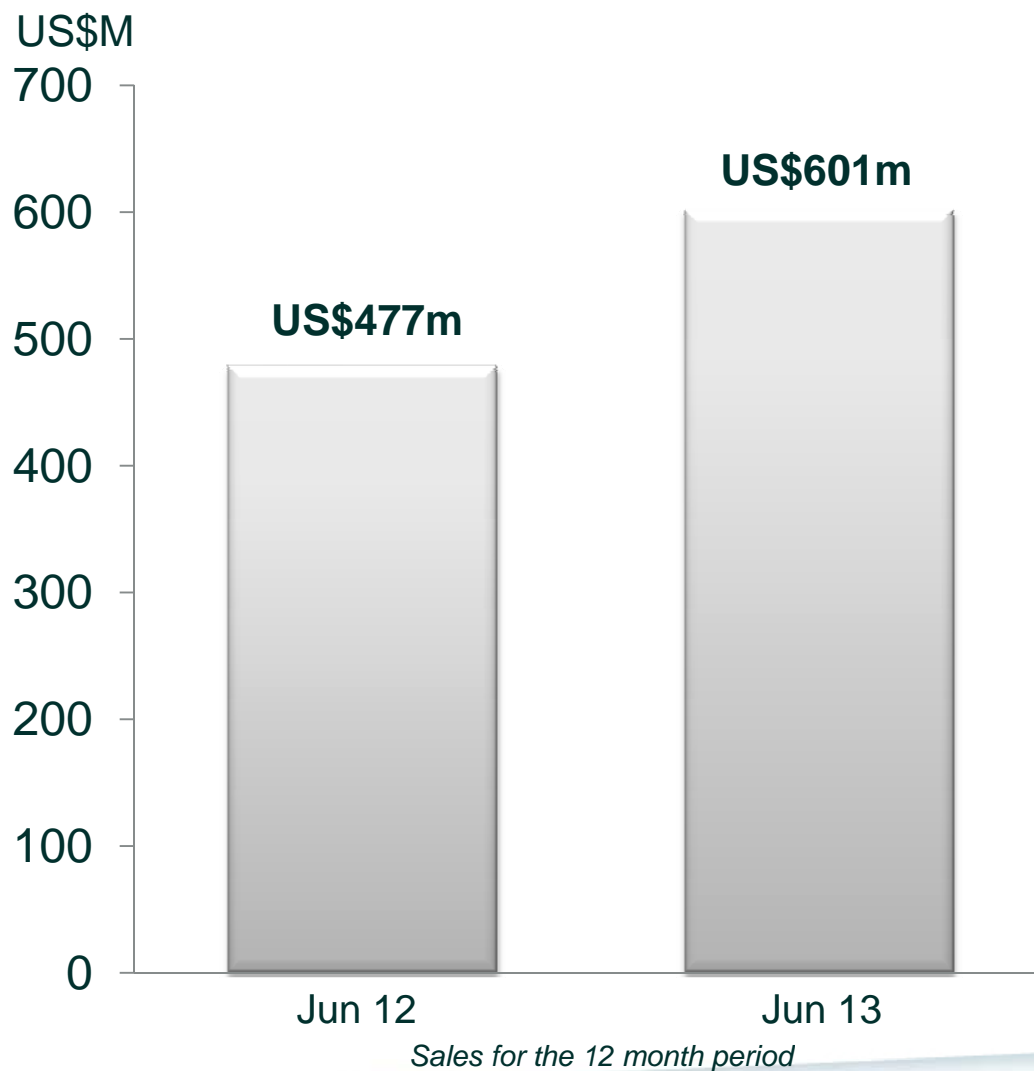
- US – strong demand for Privigen®
- Privigen® - continued new market launch activities
- Carimune® competitive pressure
- Intragam® flat

#### SCIG

- Strong demand for Hizentra® in US & EU
- EU migration to Hizentra® from Vivaglobin® complete



# Albumin Sales up 28% @CC



## Highlights

### Asia

- Strong demand growth
- Improved distribution logistics in China

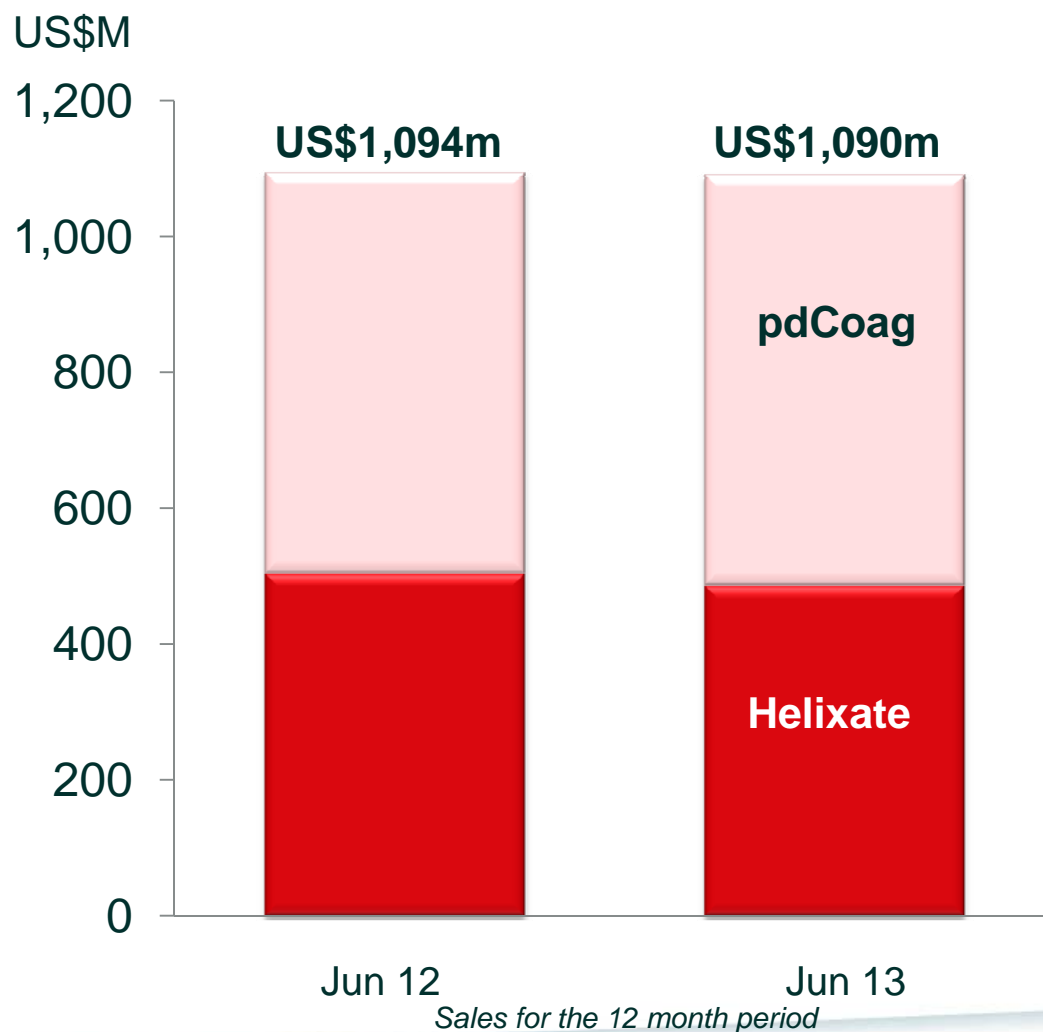
### Global Dynamics

- Favourable re-evaluation of albumin usage in intensive care units
- USFDA & EMA caution on use of hydroxyethyl starch solutions



# Haemophilia

## Sales up 2% @CC



### Highlights

#### PdFVIII

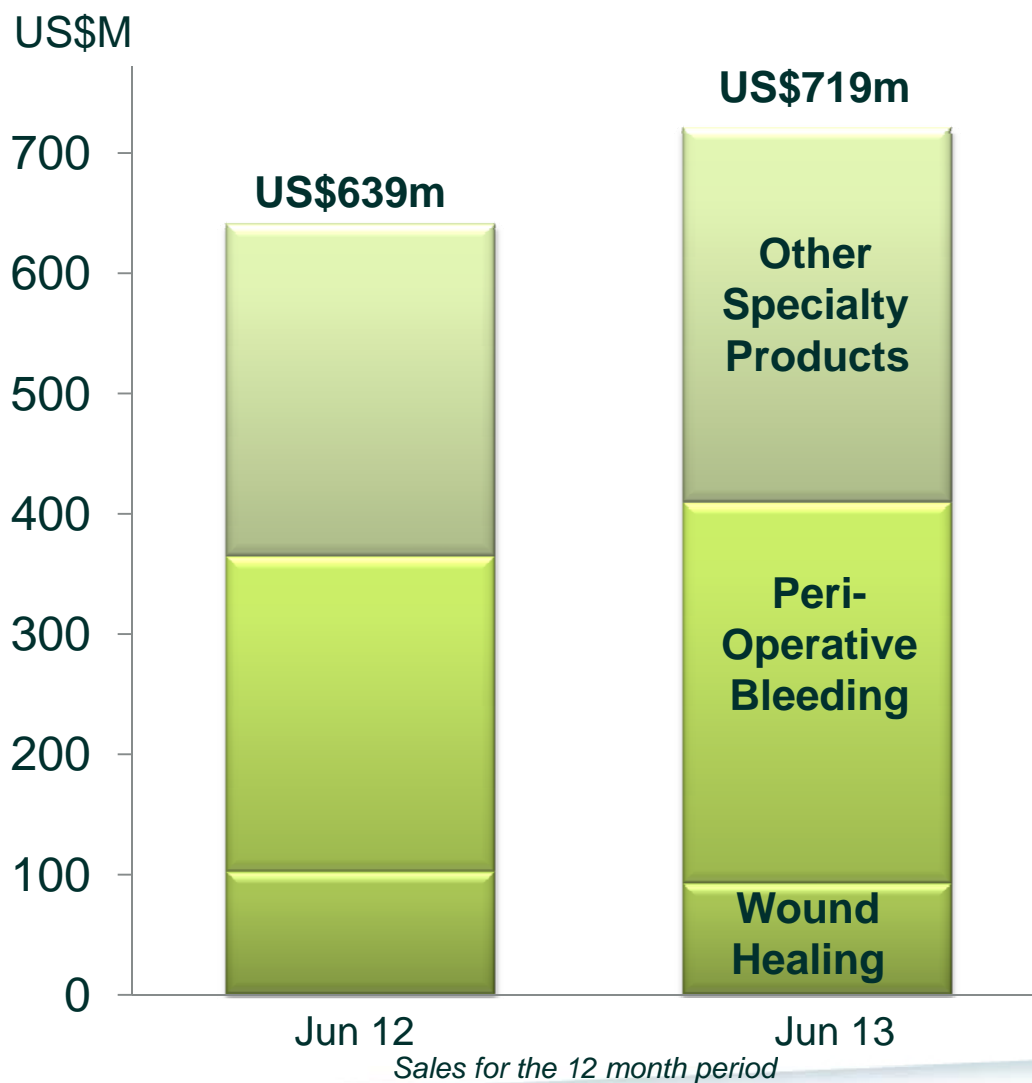
- Strong Beriate<sup>®</sup> volume growth in Latin American markets, particularly Brazil
- Geographic shift towards lower priced developing markets

#### Helixate<sup>®</sup>

- Multiple clinical trials in new generation rFVIII absorbing product



# Specialty Products Sales up 17% @CC



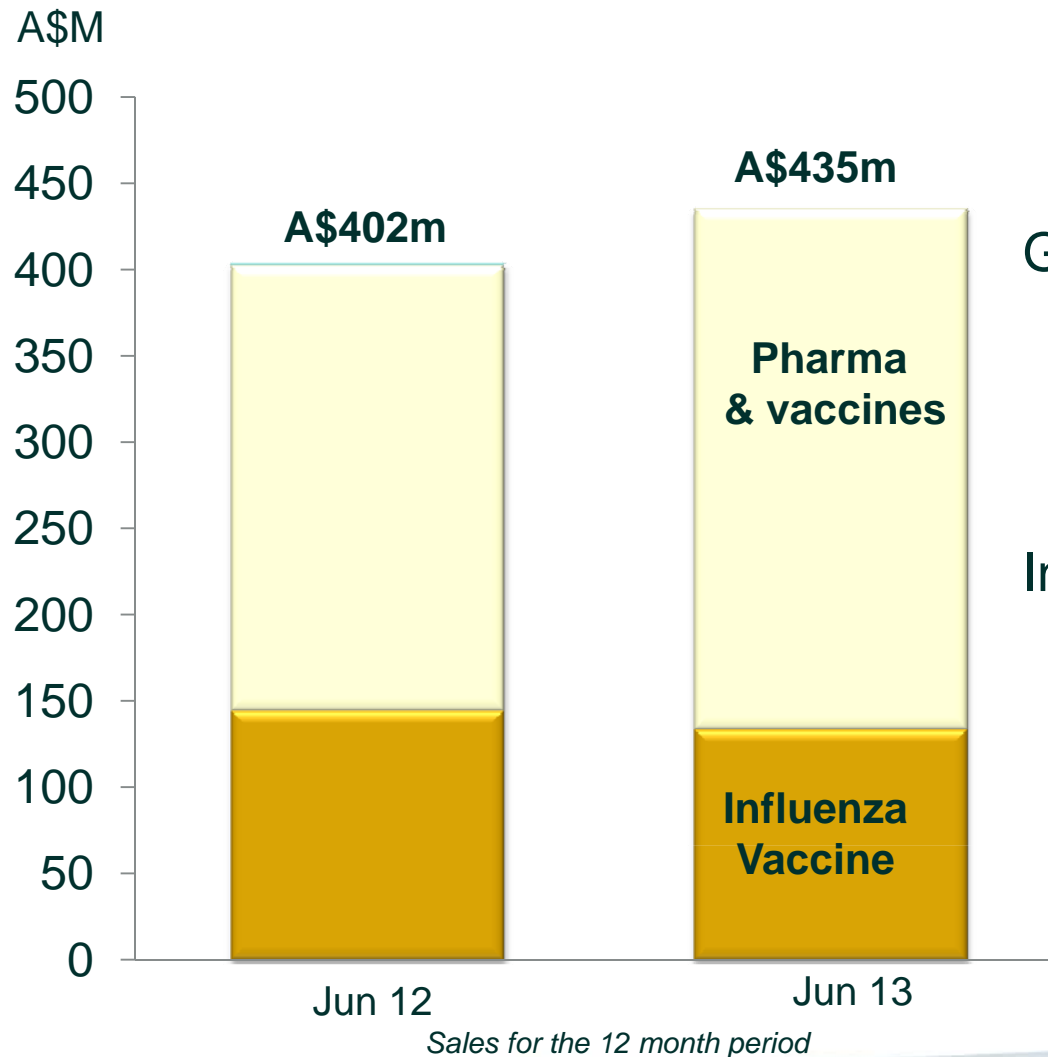
## Highlights

- Berinert<sup>®</sup> P – strong demand
- Label expansions for Berinert<sup>®</sup> P
- Changing treatment paradigm driving strong demand for Haemocomplettan<sup>®</sup>
- Beriplex<sup>®</sup> - strong demand in Europe
- Kcentra<sup>™</sup> approved by USFDA for warfarin reversal



# bioCSL

## Sales up 8% @CC



### Highlights

Gardasil\* sales A\$55m

- Strong growth following commencement of program to vaccinate Australian boys

Influenza sales A\$133m

- Global influenza dynamic
- Australian operating environment has given rise to difficult trading conditions

\* Gardasil is a trademark of Merck & Co.

# R&D Update

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

- Phase I/II study shows clinical efficacy for once weekly prophylaxis
- Enrolment of first patient in paediatric Phase II/III pivotal study

rVIII-SingleChain

- Phase I of Phase I/III study supports improved half-life
- Phase III study commenced

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

- Successful completion of Phase I study in healthy volunteers

Hizentra®

- NDA for PID indication submitted to Japan PMDA – now approved

Privigen®

- EMA approval for treatment of patients with CIDP

# R&D Update

## Kcentra® (4-Factor Prothrombin Complex Concentrate )

- FDA approval for urgent Warfarin reversal in patients with acute major bleeding

## Beriner®

- EMA approval for short-term prophylaxis in adults and children
- Phase I/II subcutaneous prophylaxis study completed

## Corifact®

- FDA approval for expanded indication
- Prophylactic and surgical indications for FXIII deficiency

## CSL112 (reconstituted High Density Lipoprotein)

- Enhances cholesterol efflux
- Phase IIa study completed

## CSL362 (anti-IL-3R $\alpha$ mAb)

- Commencement of phase I study in AML

# CSL Growth Strategy

**Immunoglobulins**  
*Privigen® Hizentra®*

**Developing markets**  
*Albumin, FVIII*

**Market growth**  
*All products*

**Specialty products**  
*RiaSTAP®, Beriplex®,  
Cytogam®, Berinert®,  
Zemaira®*

**Recombinant  
Coagulation  
Factors**  
*rIX-FP, rVIIa-FP,  
rVIII-SingleChain*

**Biotech**  
*AML, RA*

**New Plasma  
Fractions**  
*rHDL*

**R&D capabilities - Financial strength**

