CSL Limited
Annual General Meeting
16 October 2013
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Reported Financials

Sales US$5.0 billion, up 7% (up 10% CC\(^1\))
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\(^1\))
EPS US$2.44, up 24% (up 26% CC\(^1\))
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

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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
Business Unit Performance
CSL Behring*
Product Sales up 11% @ CC

Sales for the 12 month period
Jun 12
Jun 13

US$M
5,000
4,500
4,000
3,500
3,000
2,500
2,000
1,500
1,000
500
0

US$4,143m
US$4,491m

Specialty Products
Immunoglobulins
Albumin
pdCoag
Helixate

* 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

Sales for the 12 month period

<table>
<thead>
<tr>
<th></th>
<th>Jun 12</th>
<th>Jun 13</th>
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<tbody>
<tr>
<td>US$M</td>
<td>US$1,931m</td>
<td>US$2,081m</td>
</tr>
<tr>
<td>IVIG</td>
<td></td>
<td></td>
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<tr>
<td>Specific IG</td>
<td></td>
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<tr>
<td>SCIG</td>
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Sales for the 12 month period
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

Sales for the 12 month period

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<th>Jun 12</th>
<th>Jun 13</th>
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<tbody>
<tr>
<td>US$M</td>
<td>US$477m</td>
<td>US$601m</td>
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Sales for the 12 month period
Haemophilia
Sales up 2% @CC

Highlights

PdFVIII
• Strong Beriate® volume growth in Latin American markets, particularly Brazil
• Geographic shift towards lower priced developing markets

Helixate®
• Multiple clinical trials in new generation rFVIII absorbing product

Sales for the 12 month period
Specialty Products
Sales up 17% @CC

Highlights

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

Sales for the 12 month period
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.
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
Kcentra® (4-Factor Prothrombin Complex Concentrate)
  • FDA approval for urgent Warfarin reversal in patients with acute major bleeding
Berinert®
  • 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-3Rα 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