CSL Limited
Annual General Meeting
15 October 2014
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Reported Financials

Revenue US$5.5 billion, up 8% \((up \ 9\% \ @CC^1)\)

EBIT US$1,637 million, up 11% \((up \ 10\% \ @CC)\)

NPAT US$1,307 million, up 8% \((up \ 8\% \ @CC)\)

- Result includes one-off US antitrust class action settlement

R&D investment US$466 million, up 9% \((up \ 11\% \ @CC)\)

EPS US$2.701, up 11% \((up \ 11\% \ @CC)\)

Final dividend increased to US$0.60, unfranked \((up \ 15\%)\)

\(1. \) Constant Currency (CC) removes the impact of exchange rate movements to facilitate comparability. See end note for further detail.
Facilities Expansion
Investing for Growth

Recombinant
• New biotech manufacturing facility opened in Melbourne
• New rCOAG manufacturing plant to be constructed in Lengnau, CH

Plasma
• Commercial start up of Broadmeadow’s Privigen facility in 2016
• Multisite albumin & base fractionation capacity expansion

Collections
• 23 centers opened in the U.S., increasing the fleet in the U.S. to 103 centers, or 111 centers globally
• Second Plasma Logistics Center in the U.S.
• Laboratory expansion in Knoxville, TN
• Transitioned to in-house NAT testing in EU (U.S. occurred in FY13)
Group Revenue FY14 US$5.5b

Product Groupings

- IVIG 30%
- Hyper Ig 4%
- rFVIII 9%
- SCIG 9%
- pd Coag 10%
- Albumin 13%
- Peri-op 8%
- Other 7%
- Pharma & Vaccines 7%
- IPL 3%

Specialty Products 15%
Business Unit Performance
CSL Behring
Product Sales up 10% @ CC

US$4,491m

US$4,926m

Specialty Products

Immunoglobulins

Albumin

pdCoag

Helixate

Sales for the 12 month period
Immunoglobulins
Sales up 12% @CC

Highlights

Normal IG up 13% @ CC

IVIG
- US
  - Competitive pressure
- Europe
  - New CIDP indication positive for demand

SCIG
- Hizentra® differentiated
- Introduction of flexible dosing option in the US
- Ongoing strong demand for Hizentra® in US & EU

Sales for the 12 month period

US$M
2,500
2,000
1,500
1,000
500
0

US$2,081m
US$2,320m
US$M

Jun 13
Jun 14
Albumin
Sales up 16% @ CC

US$M

<table>
<thead>
<tr>
<th>Jun 13</th>
<th>Jun 14</th>
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<td>US$602m</td>
<td>US$694m</td>
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**Highlights**

**China**
- Ongoing strong demand
- Improving penetration into Tier 1 & Tier 2 cities

**Europe**
- Solid demand continues
- Boosted by cautionary HES statements by regulators

**RoW**
- Broad strong demand
- Brazil

Sales for the 12 month period
Haemophilia
Sales down 4% @ CC

Highlights

PdFVIII
- Tender markets tend to be ‘lumpy’
- Growth in EEMEA markets
- Conclusion of treatment of several EU ITT patients

Helixate®
- Movement in sales mix
- Multiple clinical trials in new generation rFVIII absorbing product
- New entrants

Sales for the 12 month period

Jun 13

US$1,089m

Jun 14

US$1,064m

pdCoag

Helixate
Specialty Products
Sales up 18% @CC

Highlights

Kcentra®
- Strong demand in US following approval & launch
- Orphan drug status

Berinert® P
- Self administration label driving new patient take-up.

Zemaira®
- New patient acquisition
- Launch of diagnostic testing program

Sales for the 12 month period
bioCSL
Sales down 4% @CC

Highlights

Business turnaround underway
Influenza sales A$125m
  • Increased US demand
  • Growing US commercial operations
  • EU antigen sales down after partner exits market

MMR vaccine – successful Australian NIP tender

Sales for the 12 month period

Jun 13
A$435m
Pharma & vaccines
Influenza Vaccine

Jun 14
A$433m
rIX-FP (rec fusion protein linking factor IX with albumin)
  • Pivotal Phase III study enrolment complete
  • Pharmacokinetic data supports 14 day treatment interval

rVIII-SingleChain
  • Phase I/III study supports twice weekly dosing
  • First patient enrolled in pivotal Phase III paediatric study

rVIIa-FP (rec fusion protein linking factor VIIa with albumin)
  • Phase II/III trial to commence in 2014

Hizentra®
  • Administration options in US and EU expanded to include flexible dosing
  • Approval in Japan for PID and SID
Core Products
- Recombinant Coagulation Factors
  - rIX-FP, rVIII-SC, rVIIa-FP, rVWF
- CSL112
  - New treatment paradigm in ACS
  - High margin contributor

Biotech
- mAbs in core therapeutic segments

Specialty Products
- Multiple high margin contributors:
  - RiaSTAP®, Kcentra™,
  - CytoGam®, Berinert®, Zemaira®

Core Products
- Relentless Commitment to lowest cost base;
- Operational and Financial Strength and Efficiency.
- Continued Ig and Albumin growth through innovation and market expansion