

Annual General Meeting
12 October 2016



Just getting started



CSL[™]

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Revenue US\$6.1 billion

- *Underlying¹ revenue up 8.2% @CC² Guidance ~7% @CC*

EBIT US\$1,438 million

- *Underlying EBIT up 7% @CC*

NPAT US\$1,242 million

- *Reported NPAT down 10%*
- *Underlying NPAT up 5.2% @CC Guidance ~5% @CC*
- *NVS-IV NPAT (\$116m) Guidance (~\$90-120m)*

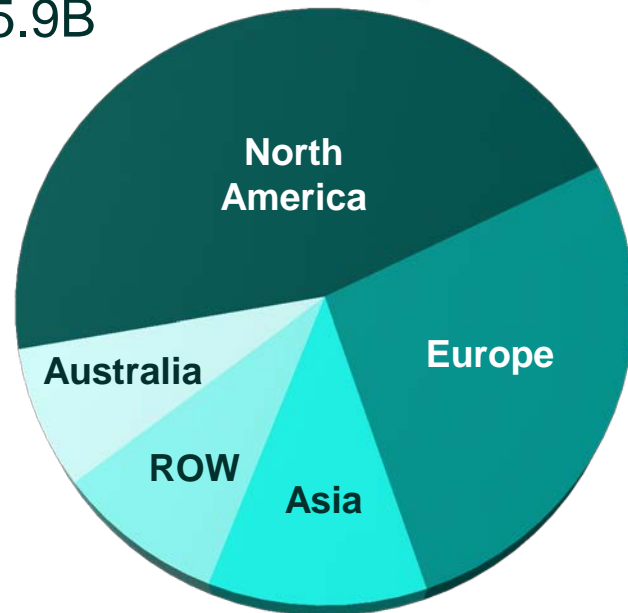
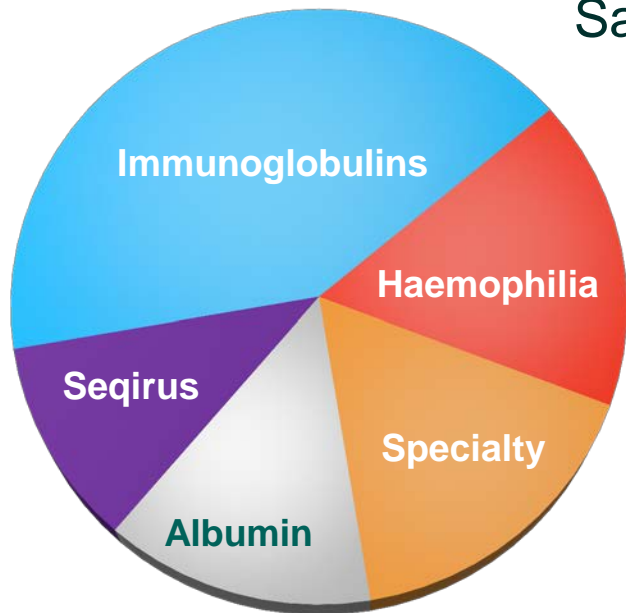
EPS US\$2.69

- *Reported EPS down 8.0%*
- *Underlying EPS up 7.4% @CC*

Research & Development investment US\$614 million

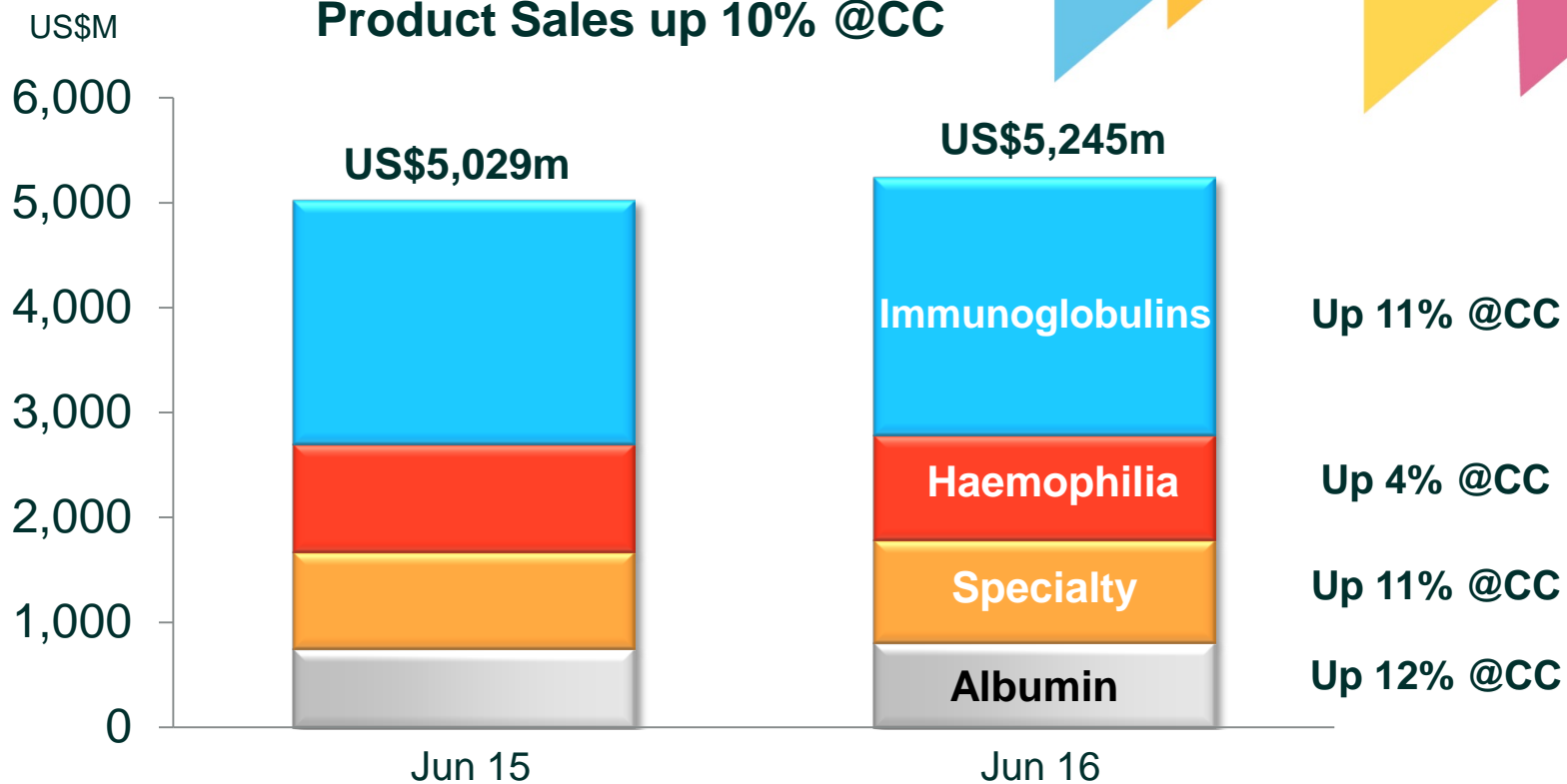
Final dividend increased to US\$0.68, up 3% on PCP, unfranked

FY16
Sales US\$5.9B

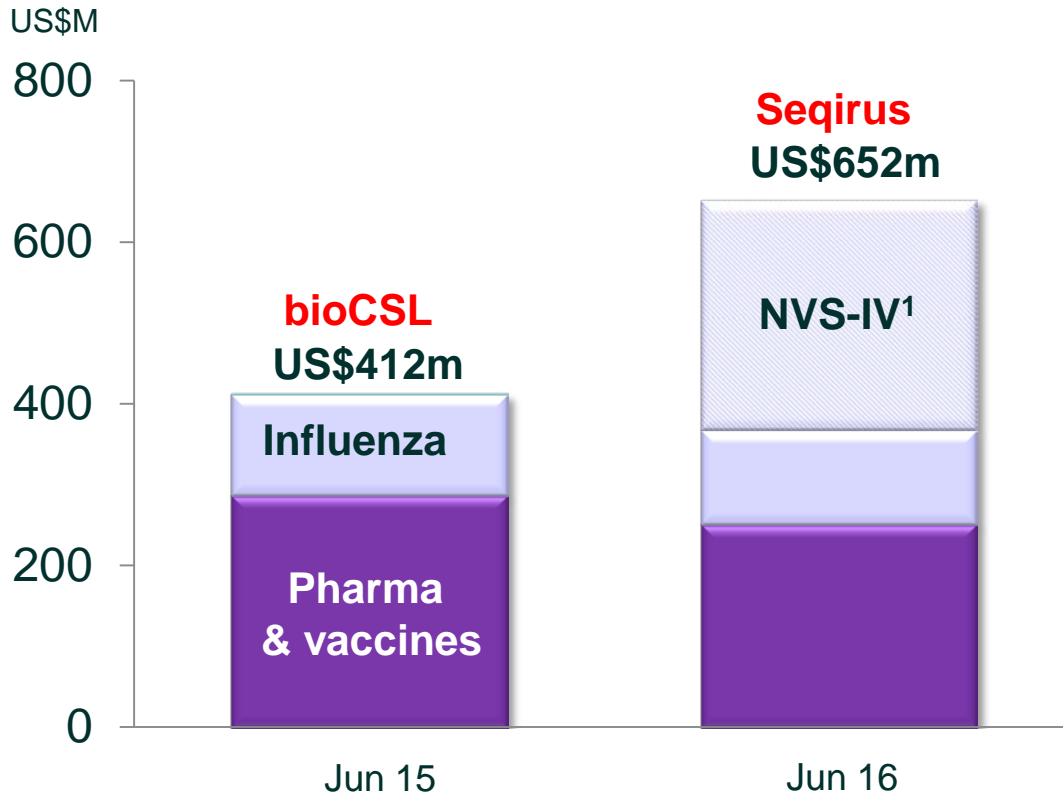


Broad portfolio of products and geographic reach

Product Sales up 10% @CC



Reported sales for the 12 month period



Reported sales for the 12 month period

Highlights

- FY16 includes 11 months from NVS-IV
- Mild 2015/16 northern hemisphere influenza season
- TIV portfolio in FY16
- In-license product fluctuation

Operations

- Integration complete
- Enhanced efficiency, sharing of best practices
- New formulation facility in Liverpool

Product launches

- Recent US launch of Flucelvax Quadrivalent™ and Fluad™
 - Full year impact from FY18
- Seqirus influenza vaccines 1st to market in the US

Clinical trials

- Fluad™: quadrivalent in elderly and paediatric
- Afluria Quad™: paediatric

Business turnaround on track

Idelvion® (rIX-FP)

- rIX-FP Phase III efficacy data supports 7-14 day dosing
- Extension study supports dosing interval of up to 21 days for prophylaxis in appropriate patients
- Adult and pediatric indications approved in Canada, US, EU, Switzerland, Australia and Japan

Afstyla® (rVIII-SingleChain)

- Phase I/III data supports twice weekly prophylaxis
- Prophylaxis treatment demonstrates long-lasting efficacy in paediatric patients
- Adult and paediatric indications approved in US in May 16
- Application submitted to the European authorities in Dec 15

Hizentra® (SCIG)

- Hizentra® flexible dosing registration in US
- Hizentra® CIDP pivotal study recruitment completed

Beriplex® (Prothrombin Complex Concentrate)

- Phase III study in Japan nearing completion
- Orphan Drug Designation received in Japan in March 16

Beriner®/CSL830 (C1 Esterase Inhibitor)

- CSL830 (subcut) pivotal Phase III study successfully completed
- Beriner® approved for use in paediatric patients in the US in July 16
- Anti-FXIIa mAb pre-clinical development in HAE completed

Zemaira®/Respreeza® (Alpha1-Proteinase Inhibitor)

- Respreeza® approved by EMA in August 15

CSL112 (Apolipoprotein A-I)

- AEGIS-I Phase IIb study completed
- Planning for Phase III continuing

NPAT growth² ~ 11% @ CC³

EBITDA growth² ~14% @ CC

EPS growth to exceed NPAT growth

Revenue expected to grow ~9% @ CC

- Continued strong demand for plasma therapy products
- Full year rCOAGs sales contribution
- Seqirus fully participating in a normal flu season

Investing for the future

- New capacity to support growth
- Enterprise Process Management initiative
- Planning for CSL112 (apoA-I) Phase III continuing

Capital management

- New ~A\$500m share buyback
- New ~US\$500m US private placement

¹ For forward looking statements, refer to Legal Notice on page 2

² Excludes one-off gains and costs (net US\$90m) relating to the acquisition of NVS-IV from FY2016 – see appendix for detail

³ Constant Currency (CC) removes the impact of exchange rates movements to facilitate comparability

CSL Strategy for Profitable Growth

Future Growth Pipeline

- CSL 112 – new treatment paradigm in ACS
- Hizentra® expansion into neurology
- CSL 830 – HAE
- Pipeline antibodies
- Targeted business development

Growth Drivers

Seqirus


CSL
Behring

- Drive Seqirus business to profitability
- Successfully launch pipeline vaccines
- Launch and grow Idelvion® & Afstylia®
- Maintain leadership in Ig and albumin
- Grow high-margin specialty products

Core Plasma

- Relentless commitment to lowest cost base
- Remain ahead of the demand curve
- Organic growth of core plasma products

**Sustained
Financial
Performance**

A young boy with dark hair, wearing a white lab coat over a dark patterned shirt, is smiling and holding up a colorful ball-and-stick molecular model. The background is light gray with colorful geometric shapes in the top left corner.

Annual General Meeting

Contact - Mark Dehring
Head of Investor Relations
Telephone: +613 9389 3407
Email: mark.dehring@CSL.com.au

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