

CSL Limited FY14 Full Year Result

13 August 2014

CSLTM

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Reported Financials

Revenue US\$5.5 billion, up 8% (*up 9% @CC¹*)

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.

Operational Highlights

Strong growth in Hizentra[®], Albumin & specialty products

- Hizentra[®] – U.S. flexible dosing approval
- Kcentra[®] – U.S. surgical use approval
- Facilities expansion to support growth

CSL 362 (AML) – license agreement

bioCSL – business turnaround progress

Capital Management

- A\$950m share buyback* 93% complete
- New ~€300m private placement foreshadowed
- Board to consider further share buyback* of up to A\$950m

US antitrust class action litigation settled

* CSL reserves the right to suspend or terminate buybacks at any time

Facilities Expansion Investing for Growth

Recombinant

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

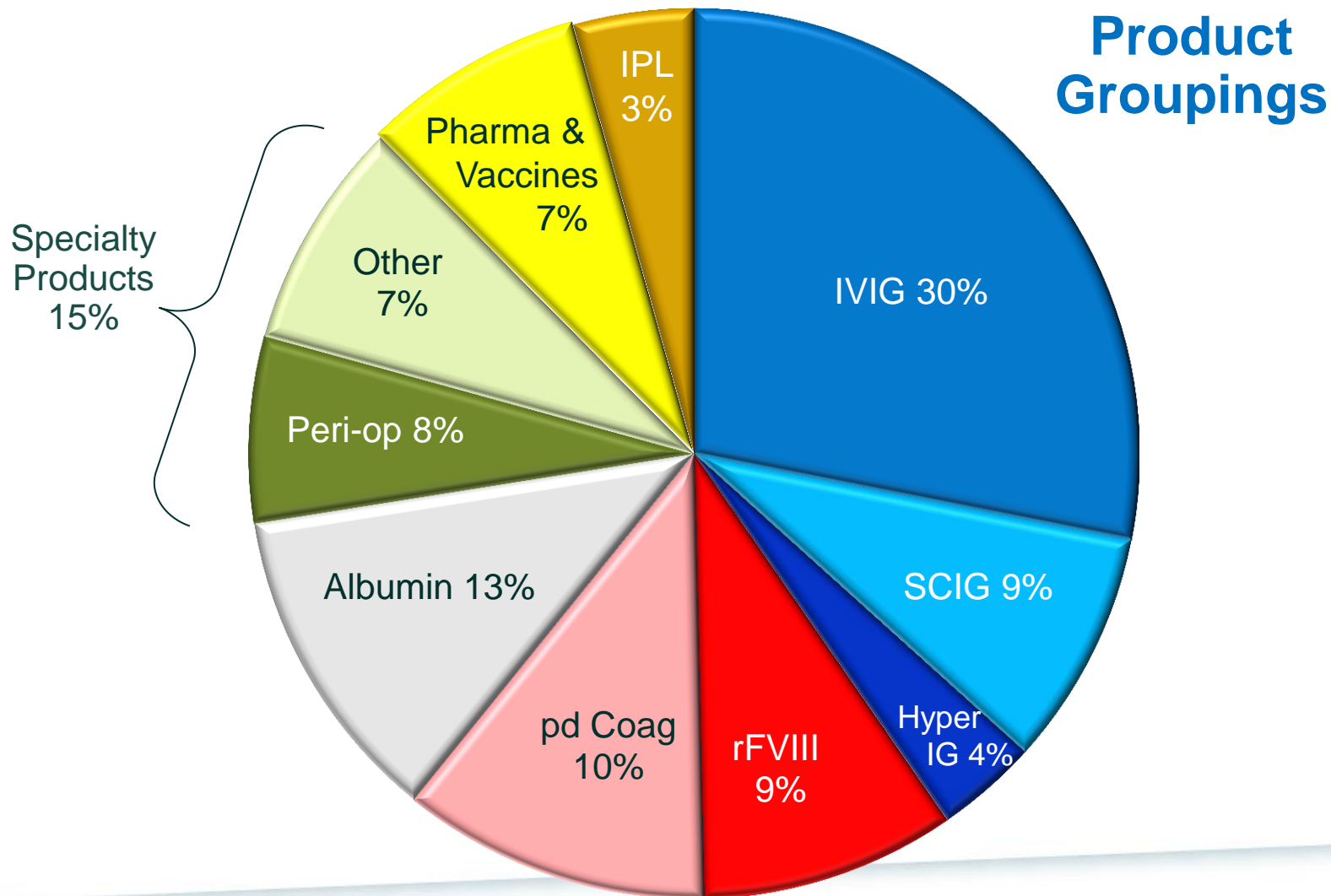
Plasma

- Commercial start up of Broadmeadow's Privigen facility in 2016
- Multisite albumin & base fractionation capacity expansion

Collections

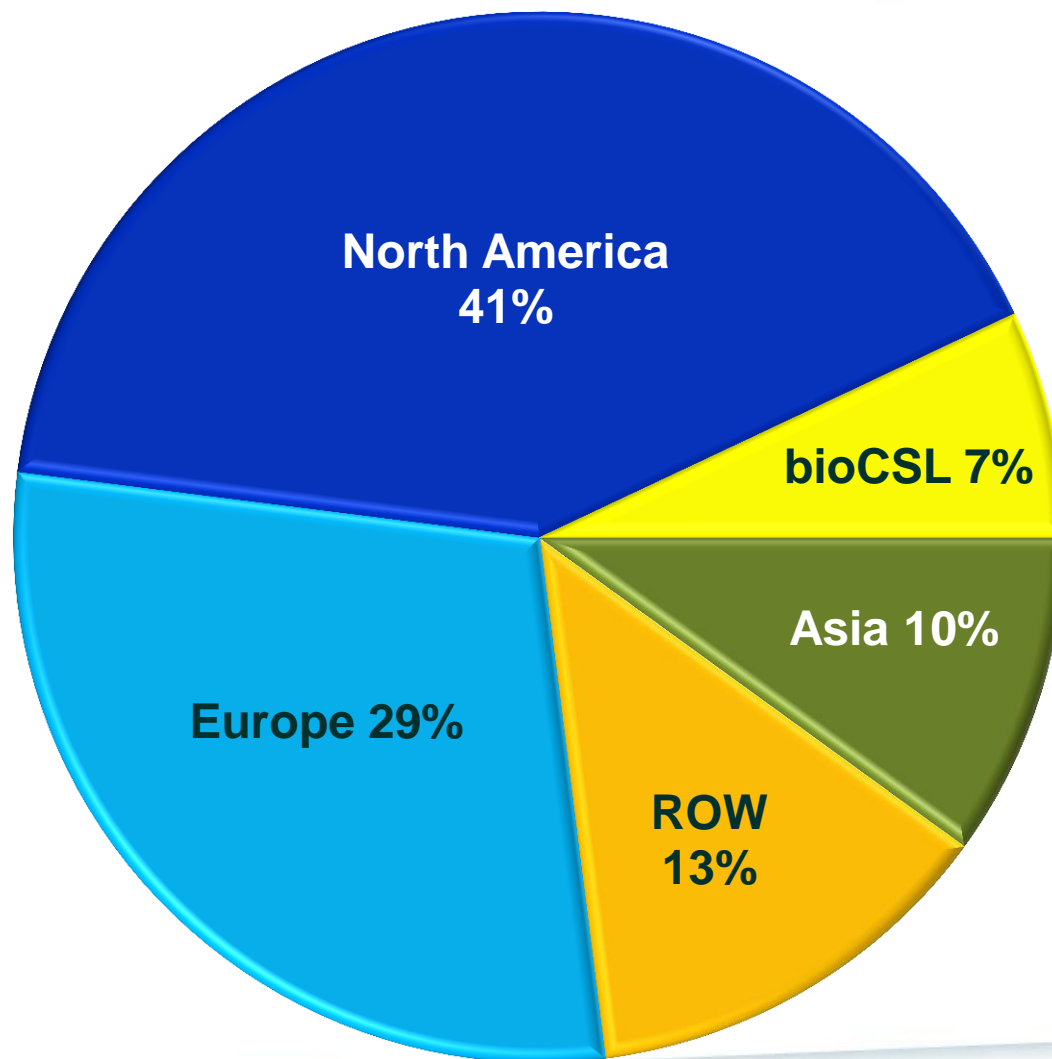
- 18 centers opened in the USA, increasing the fleet in the US to 98 centers, or 106 centers globally
- Second Plasma Logistics Center in the U.S.
- Laboratory expansion in Knoxville, TN
- Transitioned to in-house NAT testing in EU (US occurred in FY13)

Group Revenue FY14 US\$5.5b



Broad Sales Reach

FY14
US\$5.3b



Outlook for FY15

@ FY14 exchange rates

Financial outlook

- Revenue growth ~ 8% @CC
- Reported EBIT growth ~ 15% @CC
- Reported NPAT growth ~ 12% @CC
(FY14 profit includes US antitrust class action settlement)
- EPS growth will exceed NPAT growth driven by past and current capital management initiatives

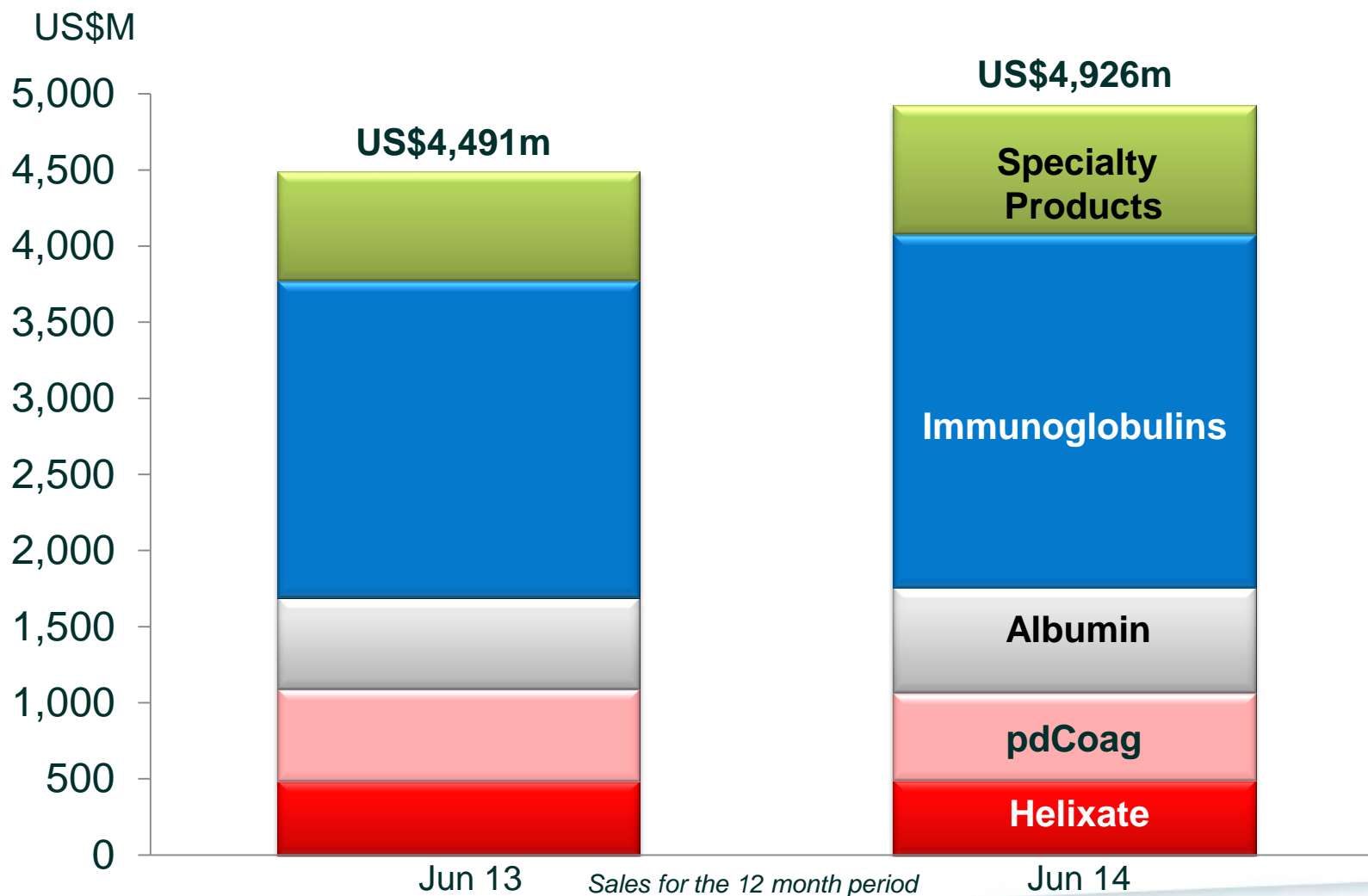
Board to consider a further on-market share buyback* of up to A\$950m.

Key variables that could cause actual results to differ materially include: the success of research and development activities, decisions by regulatory authorities regarding approval of our products as well as their decisions regarding label claims; competitive developments affecting our products; the ability to successfully market new and existing products; difficulties or delays in manufacturing; trade buying patterns and fluctuations in interest and currency exchange rates; legislation or regulations that affect product production, distribution, pricing, reimbursement, access or tax; litigation or government investigations, and CSL's ability to protect its patents and other intellectual property.

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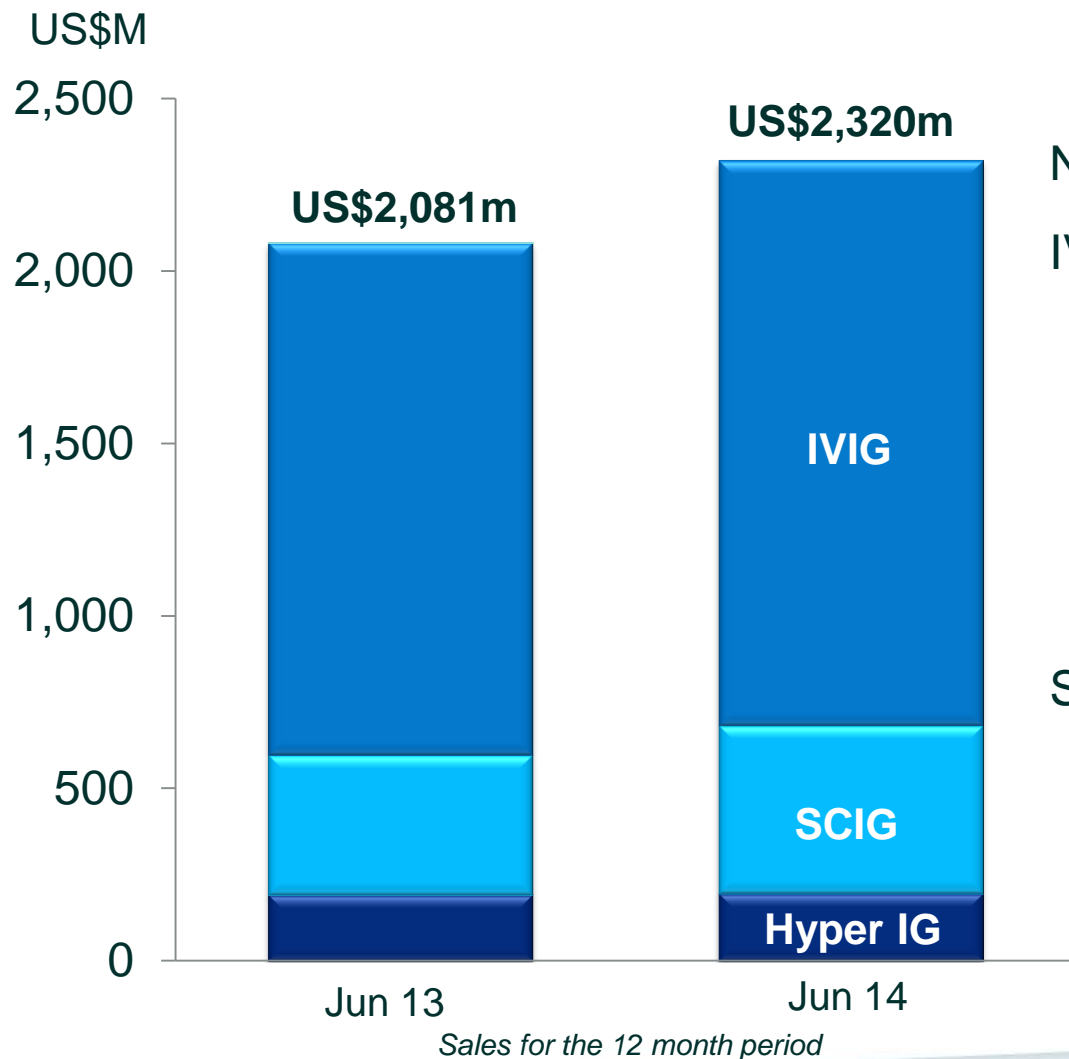


CSL Behring Product Sales up 10% @ CC



Immunoglobulins

Sales up 12% @CC



Highlights

Normal IG up 13% @ CC

IVIG

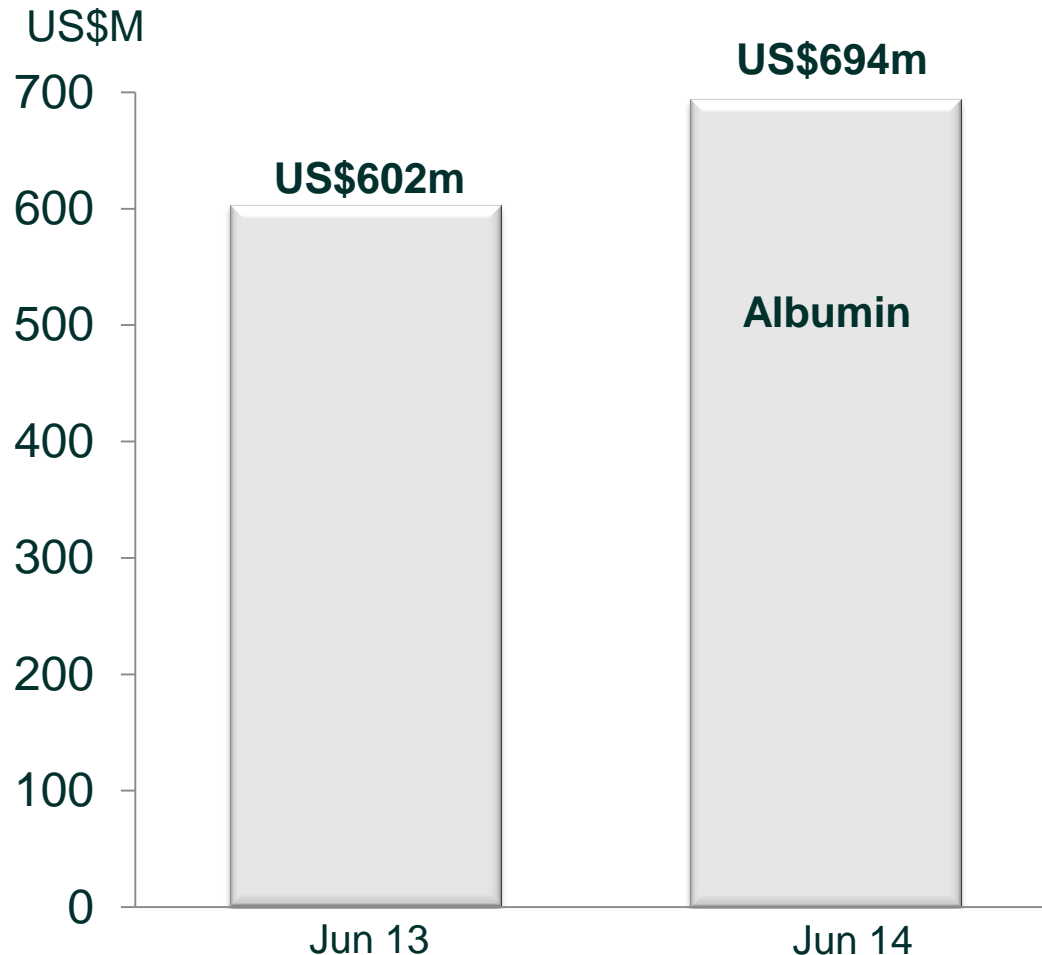
- US
 - Hizentra differentiated
 - Competitive pressure
- Europe
 - New CIDP indication positive for demand

SCIG

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

Albumin

Sales up 16% @ CC



Sales for the 12 month period

Highlights

China

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

Europe

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

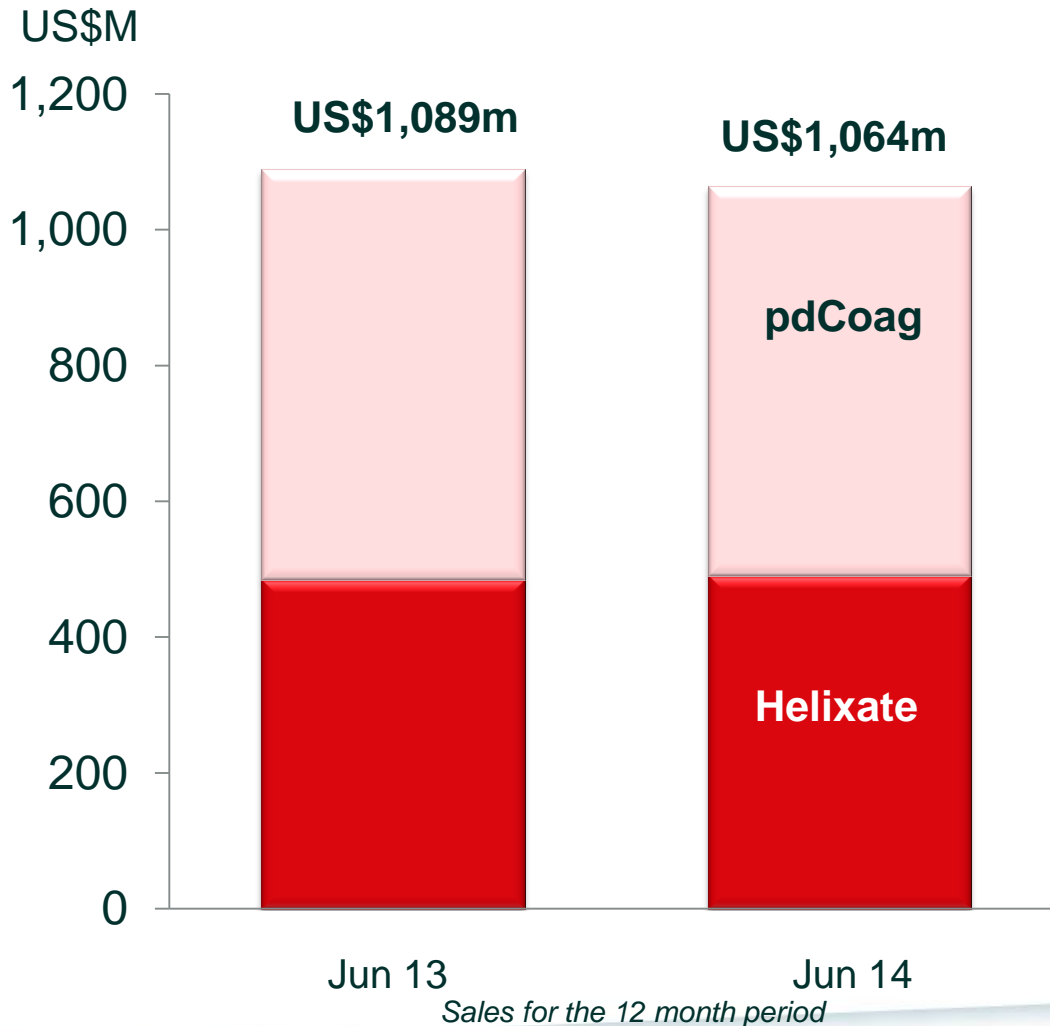
RoW

- Broad strong demand
- Brazil



Haemophilia

Sales down 4% @ CC



Highlights

PdFVIII

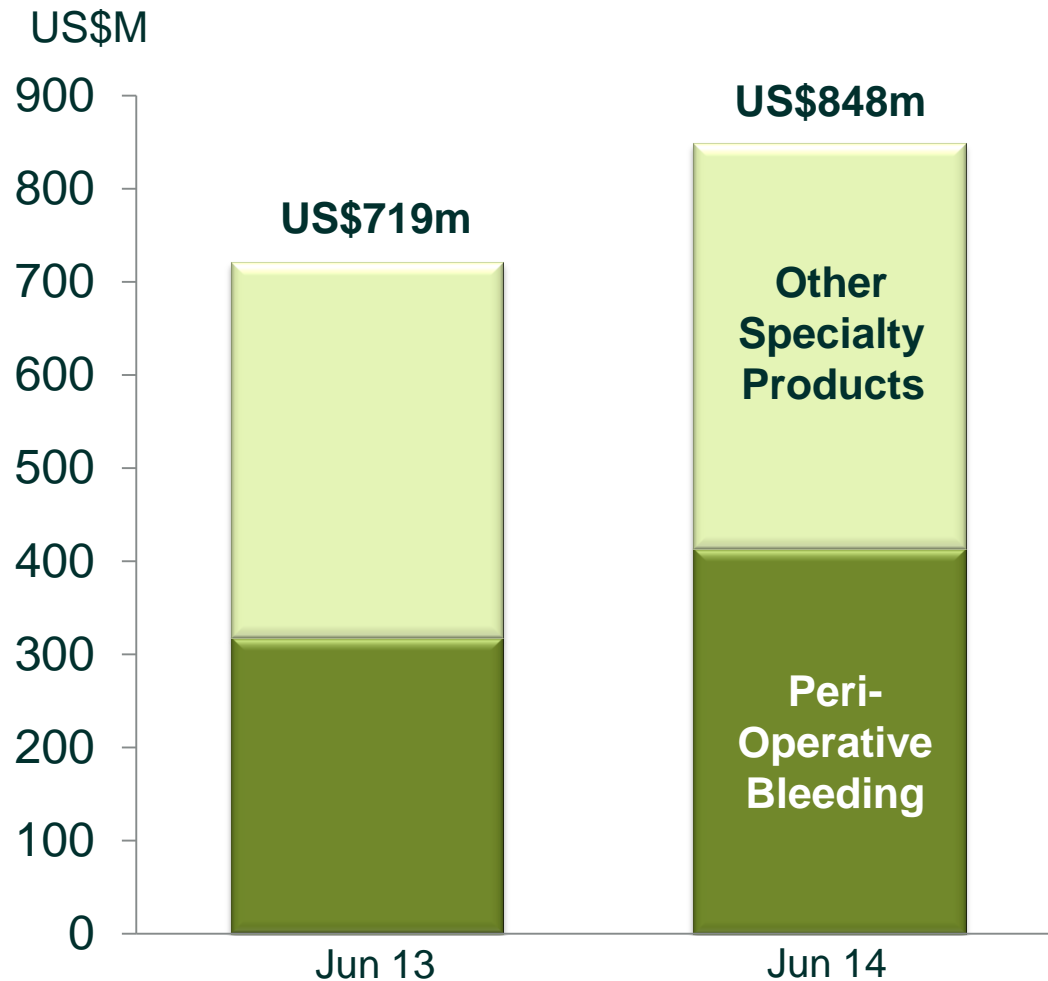
- Tender markets tend to be 'lumpy'
- Growth in EEMEA markets
- Conclusion of treatment of several EU ITT patients

Helixate®

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



Specialty Products Sales up 18% @CC



Sales for the 12 month period

Highlights

Kcentra®

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

Beriner® P

- Self administration label driving new patient take-up.

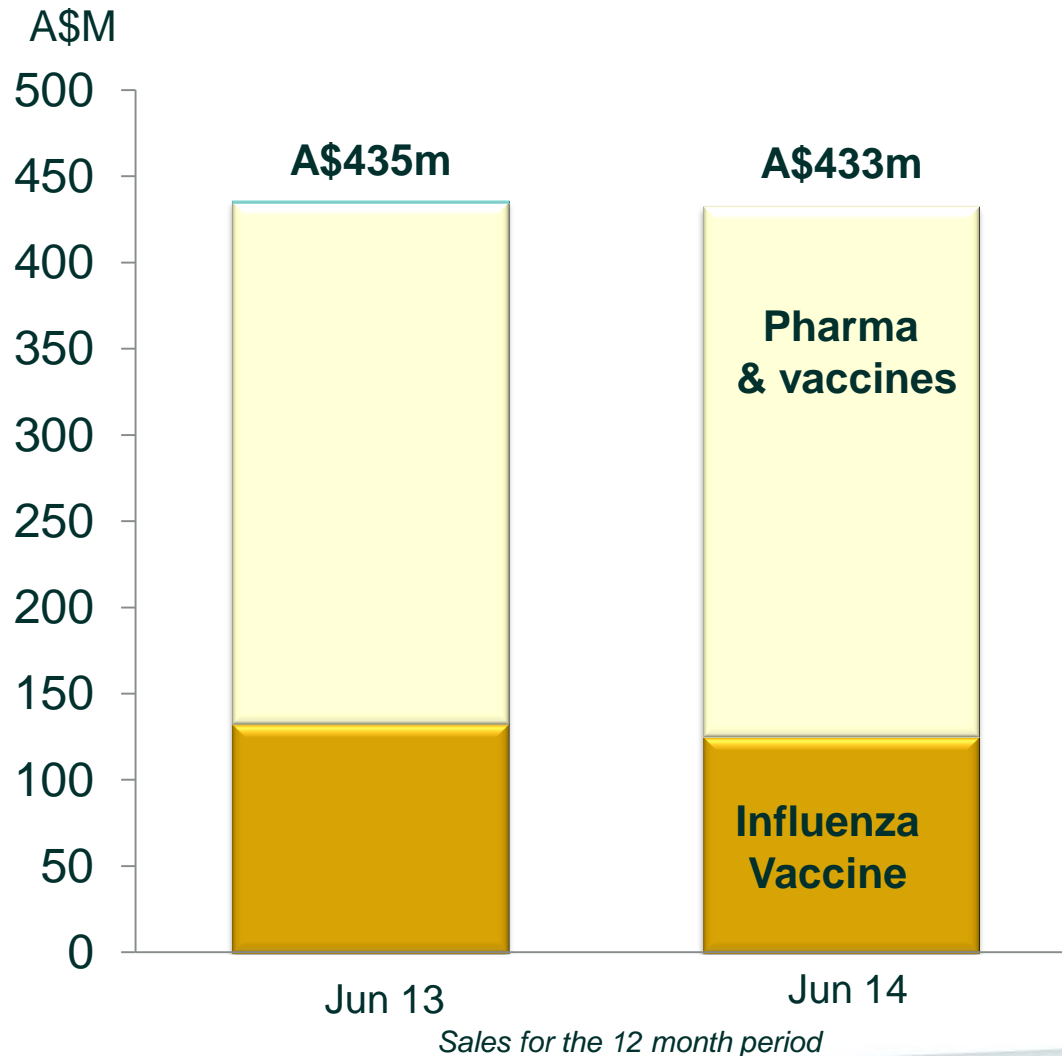
Zemaira®

- New patient acquisition
- Launch of diagnostic testing program



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

CSL Intellectual Property Licensing

Segment Revenue US\$145m

HPV royalties US\$119m

V503, 9-valent vaccine, BLA submitted by Merck & Co.

CSL362 (anti-IL-3R α mAb)

- Phase I trial in AML in progress
- Exclusive worldwide license with Janssen Biotech Inc to develop and commercialise CSL362
- Collaborative research program to support use in other indications

CAM3001 (GM-CSFR α)

- AstraZeneca continue multiple Phase IIb studies in RA
- Mavrilimumab met primary endpoints in first completed study

ISCOMATRIX[®] adjuvant

- Merck Research Labs Phase I Dengue Study fully enrolled



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

Kcentra® (4-Factor Prothrombin Complex Concentrate)

- FDA approval for expanded indication to include urgent Warfarin reversal in patients undergoing surgery (in addition to major bleeding)

Zemaira®

- Efficacy data from Phase III/IV study submitted in EU and US

Berinert®

- Pivotal Phase III subcutaneous prophylaxis study commenced

CSL112 (reconstituted High Density Lipoprotein)

- Phase IIa data supports mechanism of action and further development
- Global Phase IIb program to initiate in 2014

Business Performance FY14

Financial Detail

Notable Items

US antitrust class action settlement

- *US\$64m or US\$39m after tax*

ETR 18.5% up from 17.1%

- *Further IP transfer anticipated in FY15*

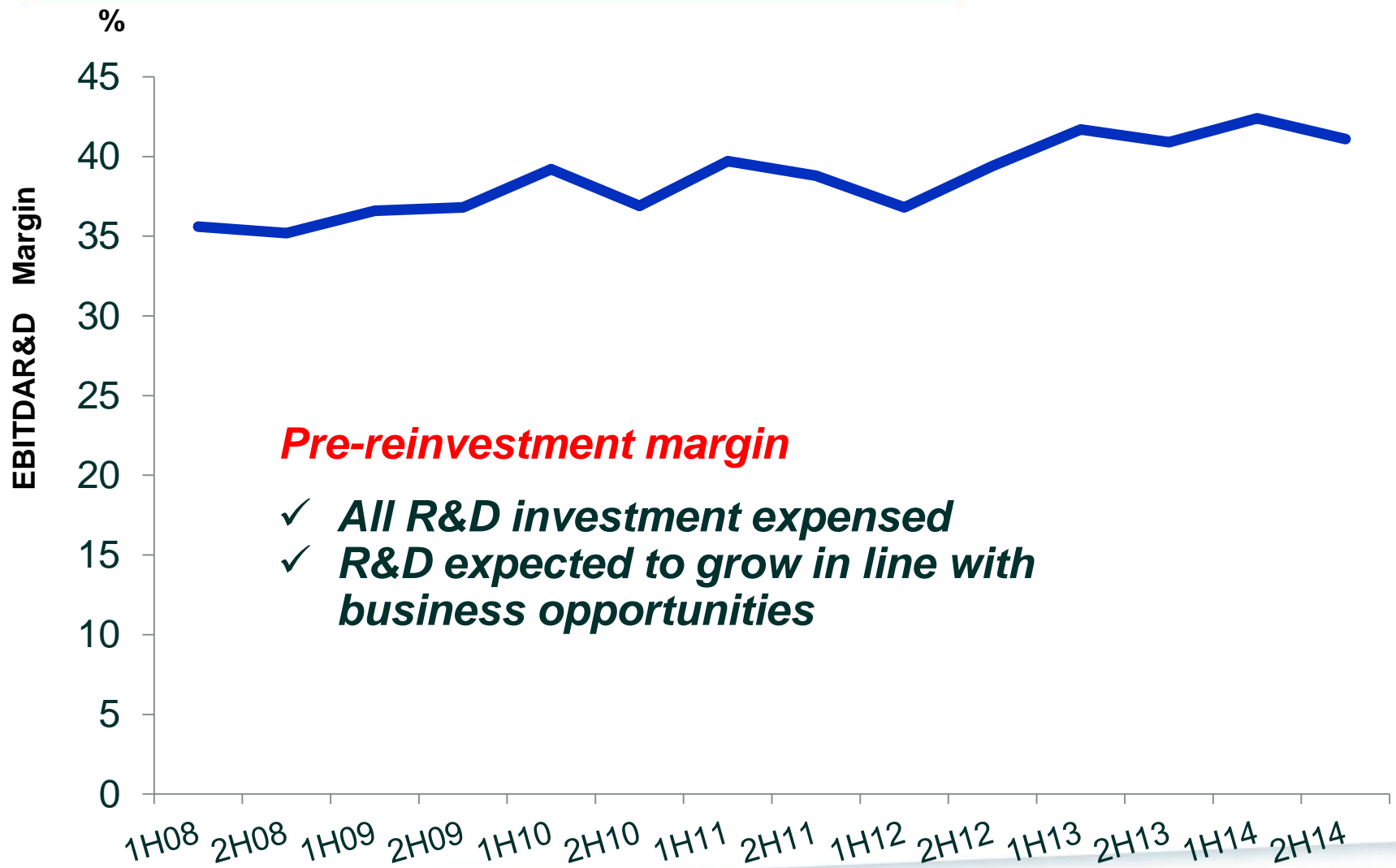
Natural currency hedges minimise FX related volatility

- *Net FX impact on FY14 NPAT \$3.3m*

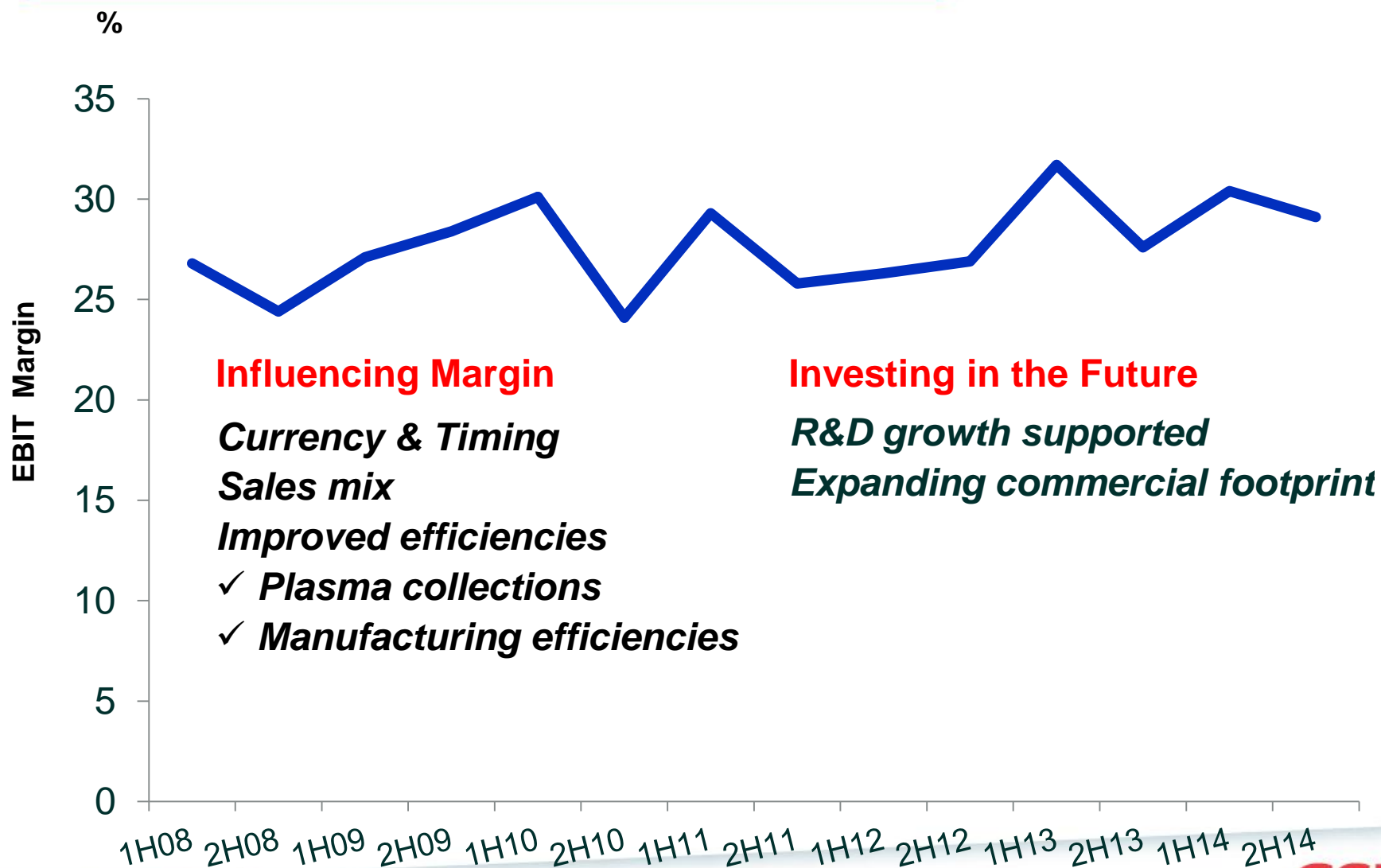
AASB 119 – accounting standard change

- *Defined pension benefit expense*
- *FY13 reduced NPAT \$4.9m after tax*

EBITDAR&D* Margin



Reported EBIT Margin



Financial Discipline

Cashflow from operations \$1.36 billion

Capital expenditure \$402m

Working Capital

FY13

FY14

- | | | |
|----------------------|--------|--------|
| • Cash cycle (days) | 285 | 281 |
| • Inventory turnover | 1.46x | 1.58x |
| • Free cashflow | \$767m | \$961m |

Financial Efficiency

FY13

FY14

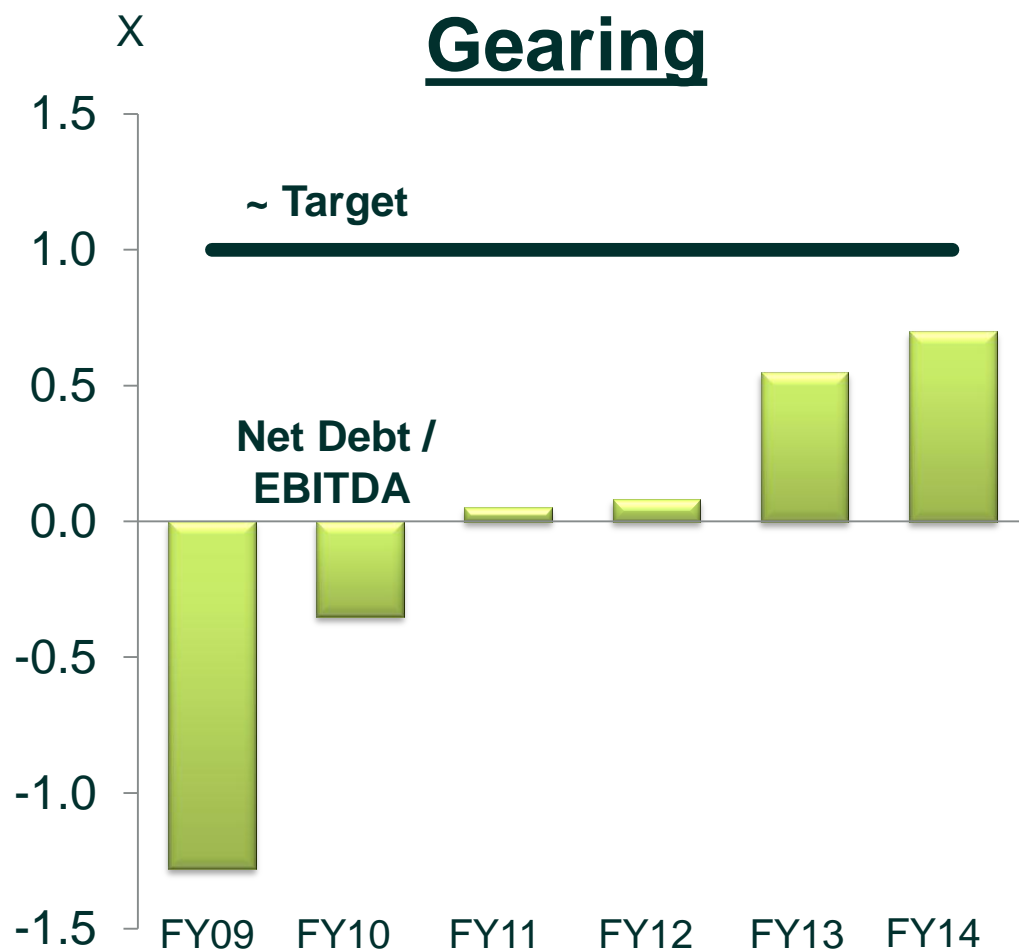
- | | | |
|----------------|--------|----------|
| • Cash on hand | \$762m | \$609m |
| • Net debt | \$917m | \$1,282m |
| • Undrawn debt | \$392m | \$192m |

- Balance Sheet Strength -



Balance Sheet Management

Gearing



- Buyback 93% Complete
- Accumulated effect of buybacks since 2005 on current period EPS ~19%
- Gearing @FY14 0.7x
- Gearing target range ~1x Net debt/EBITDA

Influenza

- U.S. distribution of Afluria® back to bioCSL®
- New registrations in Europe
- Pharmajet registration

In-licensing

- Immucor distribution agreement
- Palexia¹ (pain drug) license agreement
- Zostavax² – pursuing NIP listing

Logistics business

- Two new customers signed

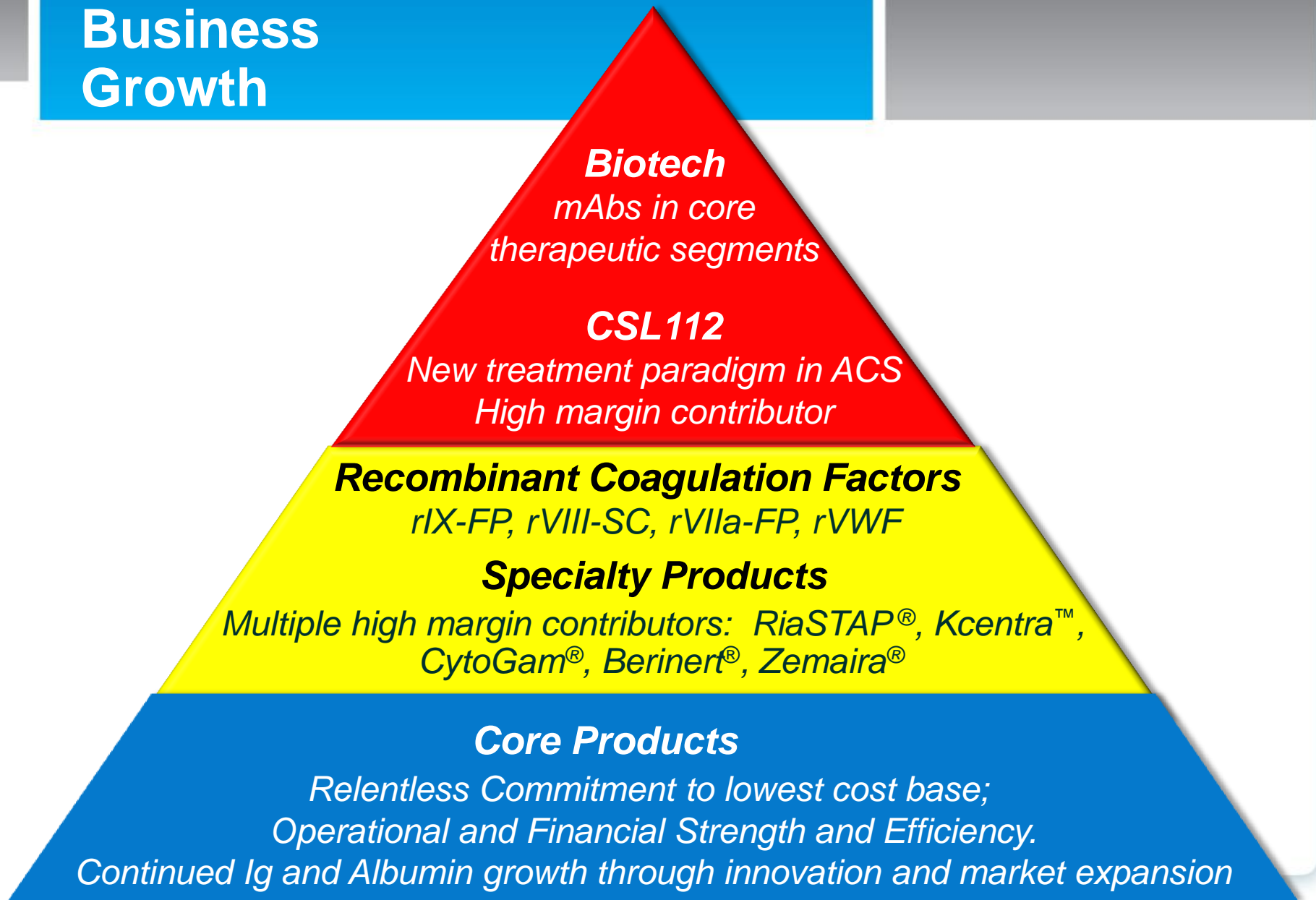
Efficiency initiatives


- Targeted headcount reduction
- Outsourcing non-core functions
- Process improvement
- Procurement savings

¹ Palexia is a trademark of Grunenthal.

² Zostavax is a trademark of Merck & Co. Inc

Business Growth





CSL Limited FY14 Full Year Result

13 August 2014

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Group Results

US Dollars

Full year ended June US\$ Millions	Jun 2013 Reported	Jun 2014 Reported	Jun 2014 at CC ¹	Change %
Sales	4,950	5,335	5,375	8.6%
Other Revenue / Income	150	169	170	
Total Revenue / Income	5,100	5,504	5,546	8.7%
Earnings before Interest, Tax, Depreciation & Amortisation	1,681	1,832	1,823	8.4%
Depreciation/Amortisation	202	195	199	
Earnings before Interest and Tax	1,480	1,637	1,624	9.8%
Net Interest Expense / (Income)	18	33	31	
Tax Expense	250	297	290	
Net Profit after Tax	1,211	1,307	1,304	7.6%
Total Ordinary Dividend	1.02	1.13		11%
Final Dividend (US\$)	0.52	0.60		15%
Basic EPS (US\$)	2.43	2.70	2.69	11%

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

CSL Behring Sales

US Dollars

Full year ended June

	FY13 USD\$M	FY14 USD\$M	FY14 USD\$M CC ¹	Change %
rFVIII	485	491	480	-1%
pdCoag	604	573	566	-6%
Albumin	602	694	699	16%
Immunoglobulins	2,081	2,320	2,324	12%
Specialty Products	719	848	856	18%
- <i>Peri-operative bleeding</i>	317	414	407	28%
- <i>Other specialty products</i>	402	434	449	12%
Total Product Sales	4,491	4,926	4,925	10%
<i>Other sales (mainly plasma)</i>	10	15		
<i>Total Sales</i>	4,501	4,941		

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

Notes

(#) **Constant currency** removes the impact of exchange rate movements to facilitate comparability by restating the current year's results at the prior year's rates. This is done in two parts: (a) by converting the current year net profit of entities in the group that have reporting currencies other than US Dollars at the rates that were applicable to the prior year ("translation currency effect"); and (b) by restating material transactions booked by the group that are impacted by exchange rate movements at the rate that would have applied to the transaction if it had occurred in the prior year ("transaction currency effect"). The sum of translation currency effect and transaction currency effect is the amount by which reported net profit is adjusted to calculate the result at constant currency.

Summary NPAT

Reported Net Profit after Tax	\$1,307.0m
Translation Currency Effect (a)	\$ (31.9m)
Transaction Currency Effect (b)	\$ 28.6m
Constant Currency Net Profit after Tax *	\$1,303.7m

(a) Translation Currency Effect (\$31.9m)

Average Exchange rates used for calculation in major currencies (twelve months to June 14/June 13) were as follows: USD/EUR (0.7383/0.7741); USD/CHF(0.9054/0.9403)

(b) Transaction Currency Effect \$28.6m

Transaction currency effect is calculated by reference to the applicable prior year exchange rates. The calculation takes into account the timing of sales both internally within the CSL Group (ie from a manufacturer to a distributor) and externally (ie to the final customer) and the relevant exchange rates applicable to each transaction.

Summary Sales

Reported Sales	\$5,334.8m
Currency Effect (c)	\$40.4 m
Constant Currency Sales *	\$5,375.2m

c) Constant Currency Effect \$40.4m

Constant currency effect is presented as a single amount due to the complex and interrelated nature of currency impacts on sales.

* Constant Currency Net Profit after Tax and Sales have not been audited or reviewed in accordance with Australian Auditing Standards.