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# ASX Announcement

**For immediate release**

18 February 2021

## **RESULTS PRESENTATION FOR THE HALF YEAR ENDED 31 DECEMBER 2020**

Melbourne, Australia – CSL (ASX:CSL; USOTC:CSLLY)

Please find attached the slides for the presentation on the half year results that will be given by the Chief Executive Officer and the Interim Chief Financial Officer shortly.

The briefing will be webcast and can be accessed in the “Investor” section of CSL’s website ([www.CSL.com](http://www.CSL.com)).

Authorised for lodgment by:

A handwritten signature in blue ink that reads 'F Mead'.

Fiona Mead  
Company Secretary

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# CSL Limited

2021 Half Year  
Results

18<sup>th</sup> February, 2021



Paul Perreault  
CEO and MD

John Levy  
Interim CFO

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# Legal Notice

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# Highlights<sup>1</sup>

Revenue up 15% with net profit after tax up 44%

## CSL Behring

- EBIT +24%
- HIZENTRA® +19%
- ALBUMIN +93%
- HAEGARDA® +16%
- COVID-19 vaccine manufacturing

## Seqirus

- EBIT +112%
- Seasonal influenza vaccines +44%
- Gross margin up strongly
- Next generation influenza vaccine manufacturing facility to be constructed in Australia

“ **Critical operations maintained during COVID-19 pandemic** ”

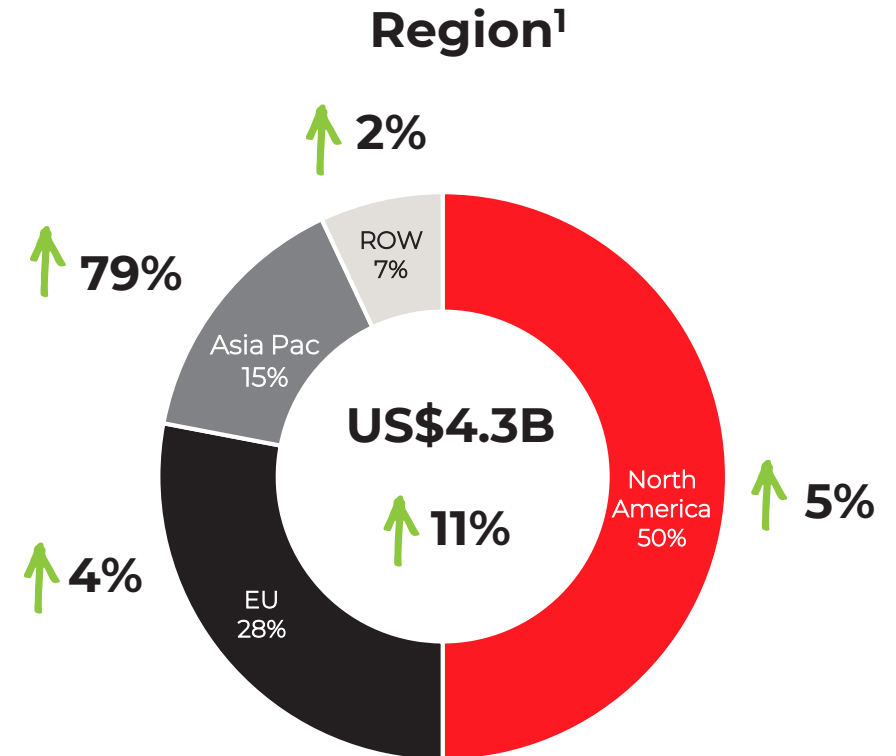
- The COVID-19 pandemic has tempered the performance of CSL Behring whilst boosting the performance of Seqirus
- Plasma collections continue to be challenging however multiple initiatives driving improvement
- CSL is well placed to emerge strongly when the COVID-19 crisis recedes

# CSL Behring

Sales up 11%<sup>1</sup>

Therapy	Sales \$m	Change <sup>1</sup> %
<b>Immunoglobulins</b>	<b>2,157</b>	<b>7%</b>
- IVIG	1,403	2%
- SCIG	754	19%
<b>Albumin</b>	<b>546</b>	<b>93%</b>
<b>Haemophilia</b>	<b>563</b>	<b>1%</b>
- Recombinants	336	5%
- Plasma	227	(5%)
<b>Specialty</b>	<b>899</b>	<b>3%</b>
- Peri-Operative Bleeding	431	3%
- Other Specialty	468	3%
<b>Other<sup>2</sup></b>	<b>91</b>	<b>(12%)</b>
<b>Total</b>	<b>4,256</b>	<b>11%</b>

4 Driven by **Our Promise™**



1. Growth percentages shown at constant currency to remove the impact of exchange rate movements, facilitating comparability of operational performance. See end note for further detail.

2. Includes Hyperimmunes



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# Immunoglobulins

Sales up 7%<sup>1</sup>

- Growth continues to be driven by chronic indications - PID, SID, CIDP
- Strong growth in HIZENTRA<sup>®</sup> +19%<sup>1</sup> driven by:
  - Preference for home treatment and innovation:
    - Flexible dosing
    - Pre-filled syringes
    - Expanded indications
  - Continued uptake for CIDP in US:
    - Orphan exclusivity
    - 60% of targeted physicians have now adopted HIZENTRA<sup>®</sup> to treat CIDP
- Modest growth in PRIVIGEN<sup>®</sup>

## Market

- Global Ig demand remains strong
- COVID-19 intensifying supply tightness
- Customer fulfilment process implemented to ensure equitable distribution

# Albumin

Sales up 93%<sup>1</sup>

- China:
  - Sales normalised following successful transition to GSP
  - Maintained market leadership
  - COVID-19 reduced hospital operations:
    - Now returned to ~90% of 'normal'
  - Increasingly competitive environment
  - Market volume demand outlook mid to high single digits
- Other major markets:
  - Strong growth in EU and emerging markets, US flat

## Potential growth drivers

- Preference for albumin over artificial colloids
- Increased utilization in liver cirrhosis

# Haemophilia

Sales up 1%<sup>1</sup>

- IDELVION<sup>®</sup> +6%<sup>1</sup>
  - Compelling clinical profile continuing to drive patient demand
- AFSTYLA<sup>®</sup> sales flat<sup>1</sup>
  - Competitive market
- HUMATE<sup>®</sup> +6%<sup>1</sup>
  - Market leader in the US for vWF
- Demand for BERIATE<sup>®</sup> & HAEMATE<sup>®</sup> continues to decline due to competitive pressure

Growth  
tempered by  
reduced doctor  
visits during  
**COVID-19**  
**pandemic**



# Specialty Products

Sales up 3%<sup>1</sup>

## HAE

- HAEGARDA<sup>®</sup> +16%<sup>1</sup>
  - New patients and patient switches
  - New launches in EU & Australia exceeding expectations
- BERINERT<sup>®</sup> flat

## Hospital Products

- KCENTRA<sup>®</sup> +6%<sup>1</sup>
- Wound healing -26%<sup>1</sup>
- RIASTAP<sup>®</sup> flat

## ALPHA-1 -7%

- ZEMAIRA<sup>®</sup>  
decline in US following supply interruption
- RESPREEZA<sup>®</sup>  
very strong growth in EU following successful launches. Self administration proving very attractive

Growth tempered  
by reduced elective  
procedures and  
trauma during  
**COVID-19  
pandemic**

# Plasma Collections

## CHALLENGES

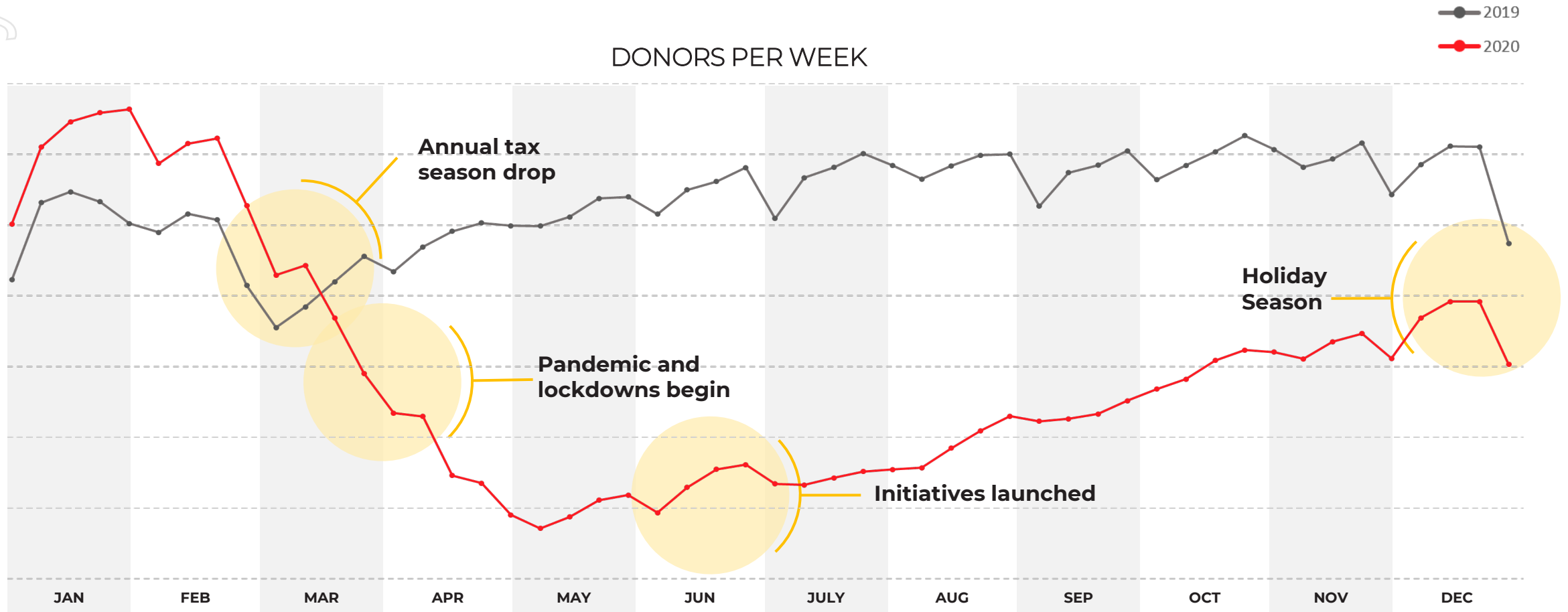
- Plasma collections adversely impacted by COVID-19
- Stimulus packages in the US
- Collection volumes:
  - Dec 20 ~80% v Dec 19
- Additional collection costs incurred

## INITIATIVES

- Enhanced targeted marketing initiatives to increase collections
- Adoption of new technology
- Satisfy donors with a positive experience
- Roll out of COVID-19 vaccine to increase mobility
- Plasma hold period reduced from 60 to 45 days
- Utilisation of available finished goods inventory
- Industry leader in new collection centres:
  - 17 new centres opened in 1H21
  - 12 new centres to be opened in 2H21
  - The largest and most efficient centres in industry
- As volumes recover, cost per litre of plasma reduces

# Plasma Collections

Initiatives driving donor growth



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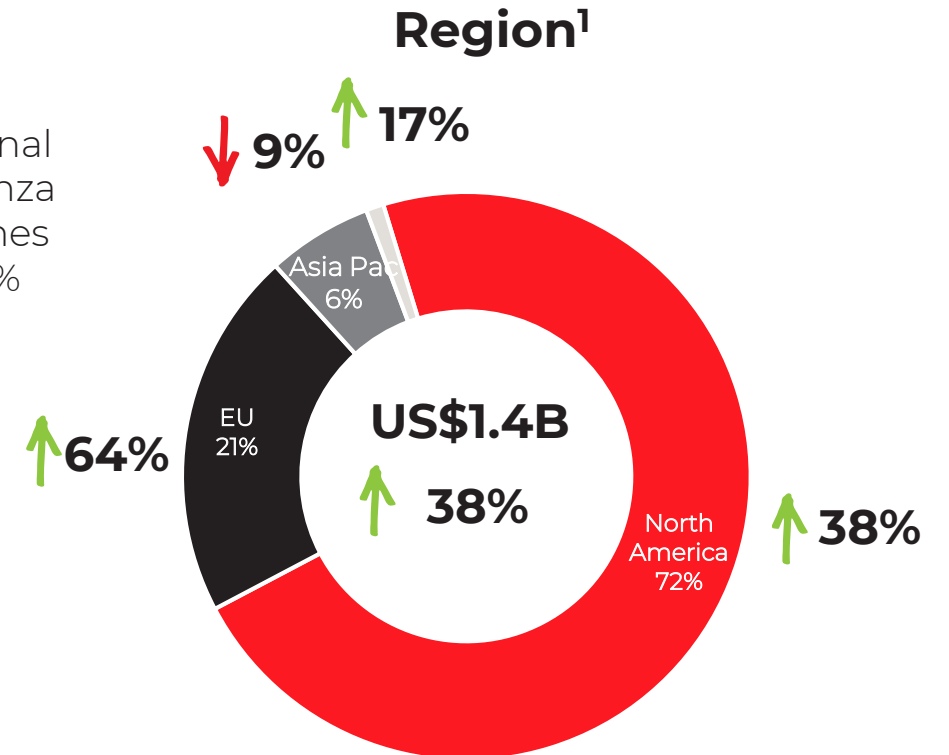
# Seqirus Revenue

Revenue up 38%<sup>1</sup>

Therapy	Sales \$m	Change <sup>1</sup> %
QIV	669	31%
TIV	22	(28%)
Adjuvanted	563	70%
Other / In-licence	86	5%
<b>Total Product Sales</b>	<b>1,340</b>	<b>40%</b>
Pandemic	77	4%
Other Income	8	83%
<b>Total Revenue</b>	<b>1,425</b>	<b>38%</b>



Seasonal  
Influenza  
vaccines  
+44%



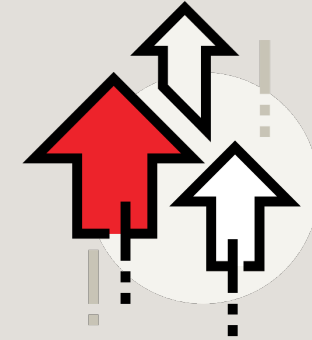
1. Growth percentages shown at constant currency to remove the impact of exchange rate movements, facilitating comparability of operational performance. See end note for further detail.

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# Seqirus

## Operating Highlights

- Significant growth in seasonal influenza vaccines
- Record number of doses NH 20/21 >100m
- Ongoing portfolio shift to differentiated products
  - FLUCELVAX® & FLUAD®
- Re-launch of business in Germany
- FLUAD® QIV launched in the US
- Provided support for COVID-19 vaccines and supply of MF59



**COVID-19  
pandemic**  
Driving high  
demand for  
influenza  
vaccines



# R&D Highlights



## Immunology

- HIZENTRA® 5-, 10- & 20-mL pre-filled syringes launched in US
- **PRIVIGEN®** for CIDP launched in Japan
- PRIVIGEN® label update approved in EU
- HAEGARDA® US FDA approval for HAE in patients 6+years
- HAEGARDA® received ODD in Japan
- Garadacimab Phase I study in Japan initiated
- CSL324 (anti-G-CSFR) Phase 1 in Japan initiated



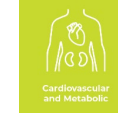
## Hematology

- uniQure announced data from Phase III trial of **EtranaDez**
- CSL889 Hemopexin ODD approved in EU and US
- CSL889 Hemopexin (SCD) fast track designation approved by US FDA
- **IDELVION®** 21 day extended dosing option approved in Japan
- Recombinant FIX approved in Mexico as IDELVIAN



## Respiratory

- Nebulised Ig Phase 1 study initiated



## Cardiovascular & Metabolic

- **CSL112** (ApoA-1) Phase III study (AEGIS-II) >11,500 patients enrolled, successful completion of first fertility analysis
- CSL346 (Anti-VEG-B) diabetic kidney disease Phase II study initiated



## Transplant

- Last patient dosed in Part 1 of CSL964 for prevention of GvHD study



## Influenza Vaccines

- Commencement of **aQIVc** Phase 2 study
- Pre-clinical assessment of **mRNA** technology for influenza

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# R&D: COVID-19 Response

- Re-prioritisation of R&D projects:
  - Redeployment and recruitment of personnel
  - Paused and recommenced clinical trials
- Pivot mabs and plasma products into ARDS
- CoVlg-19 Plasma Alliance - hyperimmune
- COVID-19 vaccine collaborations:
  - University of Queensland UQ 451 – significant scale up to support Australian and international populations
  - Oxford University / AstraZeneca AZD 1222
- Extensive re-tooling of facilities



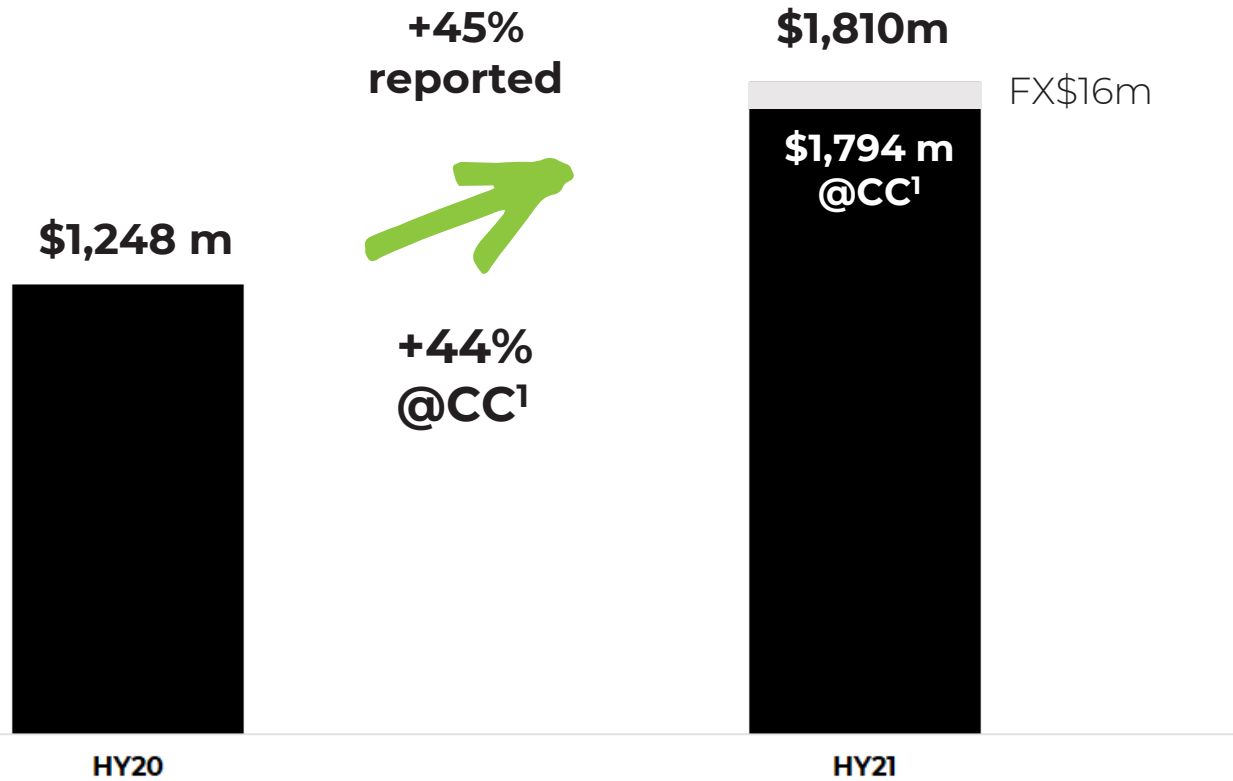
At CSL's facility in Broadmeadows, bulk concentrated vaccine is frozen and stored in CryoVaults.

## Financials

John Levy  
Interim CFO

# Financial Highlights

Net Profit After Tax



## GSP China License

- Transition complete - sales of albumin normalised

## Seqirus

- COVID -19 driving strong demand
- Growth of differentiated products
- Manufacturing efficiencies

## COVID-19

- Vaccine response
- Opex savings



# Financial Highlights

CSL Group

US\$ Millions	1H20 Reported	1H21 Reported	1H21 at CC <sup>1</sup>	Change %
Total Revenue	4,911	5,739	5,653	15% <sup>1</sup>
Gross Profit	2,842	3,472	3,423	20% <sup>1</sup>
<i>GP margin</i>	57.9%	60.5%	60.6%	
EBIT	1,632	2,358	2,321	42% <sup>1</sup>
<i>EBIT margin</i>	33.2%	41.1%	41.1%	
NPAT	1,248	1,810	1,794	44% <sup>1</sup>
Cashflow from Operations	1,238	2,321		87%
Capex	704	609		(13%)
EPS (\$)	2.75	3.98	3.95	44% <sup>1</sup>
DPS (\$)	0.95	1.04		9%



# Financial Highlights

## Segments

### CSL Behring

US\$ Millions	1H20 Reported	1H21 Reported	Change % at CC <sup>1</sup>
Sales	3,768	4,256	11%
Other Revenue	125	59	(54%)
Total Revenue	3,893	4,315	9%
Gross Profit	2,278	2,539	10%
GP margin	58.5%	58.8%	
EBIT	1,289	1,665	24%

### Seqirus

US\$ Millions	1H20 Reported	1H21 Reported	Change % at CC <sup>1</sup>
Sales	941	1,340	40%
Other Revenue	77	85	7%
Total Revenue	1,018	1,425	38%
Gross Profit	564	933	64%
GP margin	55.4%	65.5%	
EBIT	343	693	112%

# Financial Highlights

## Reported Expenses

US\$ Millions	1H20 Reported	1H21 Reported	Change @ CC <sup>1</sup>	
			\$m	%
Research & Development	446	427	(24)	(5%)
Sales & Marketing	435	415	(25)	(6%)
General & Admin	329	273	(58)	(18%)
Finance (Net)	71	107	7	9%
Tax	313	441	136	43%
ETR %	20%	20%		

### R&D

- COVID-19 vaccine cost recovery
- Portfolio prioritisation
- FY21 R&D ~10-11% of revenue

### Sales & Marketing

- COVID-19 related cost savings

### General & Admin

- Cost control initiatives

# Outlook 2H21<sup>1</sup>

*FY21 result will be heavily skewed to the first half*

## 2H21 CONSIDERATIONS

### Seqirus

- ~80% of sales in 1H, with COGS falling more evenly over the year giving rise to a loss in 2H, consistent with seasonality

### Behring

- Albumin sales now more normalised after the transition to the new business model in China
- Reduced plasma collections in COVID-19 environment leading to constrained sales and elevated COGS

### Expenses

- R&D investment uplift following portfolio re-prioritization in the first half. FY21 R&D expense ~10-11% of revenue, in line with guidance
- SG&A expected to grow as COVID-19 recedes & social mobility improves



**FY21<sup>1</sup> Outlook  
Guidance  
Reaffirmed**

NPAT  
~\$2,170 - \$2,265m @CC<sup>2</sup>

<sup>1</sup> For forward looking statements, refer to Legal Notice on page 2

# Outlook<sup>1</sup>

## **FUTURE / MID TERM CONSIDERATIONS**

- Underlying IG demand expected to remain strong
- FY22 IG & albumin sales reliant on current plasma collections and cycle times
- Collections expected to improve with CSL plasma initiatives and COVID-19 vaccine rollout
- As the COVID 19 pandemic recedes and social mobility increases, growth in doctor visits, elective and emergency procedures are expected – leading to growth in product demand
- Multiple large, late stage R&D programs are underway providing potential new growth opportunities

***“CSL is well placed to emerge strongly when the COVID-19 crisis recedes”***

<sup>1</sup> For forward looking statements, refer to Legal Notice on page 2



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# Notes

(#) Constant currency removes the impact of exchange rate movements to facilitate comparability of operational performance for the Group. This is done in three 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 comparable period (translation currency effect); 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 comparable period (transaction currency effect); and c) by adjusting for current year foreign currency gains and losses. The sum of translation currency effect, transaction currency effect and foreign currency gains and losses is the amount by which reported net profit is adjusted to calculate the operational result.

## Summary NPAT

Reported net profit after tax	\$1,810.0m
Translation currency effect (a)	\$ (15.8m)
Transaction currency effect (b)	\$ (4.1m)
Foreign Currency (gains) & losses (c)	\$ 4.3m
Constant currency net profit after tax *	\$1,794.4m

## a) Translation Currency Effect \$(15.8m)

Average Exchange rates used for calculation in major currencies (6 months to Dec 20/Dec 19) were as follows:  
USD/EUR (0.85/0.90); USD/AUD (1.40/1.46); USD/CHF (0.92/0.99); USD/CNY (6.83/7.02).

## b) Transaction Currency Effect \$(4.1m)

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.

## c) Foreign Currency Loss \$4.3m

Foreign currency gains recorded during the period.

## Summary Sales

Reported sales	\$5,596.1m
Currency effect	\$ (84.0m)
Constant currency sales*	\$5,512.1m

\* Constant currency net profit after tax and constant currency sales have not been audited or reviewed in accordance with Australian Auditing Standards.

