



TERUMO CORPORATION

Financial Results for FYE/Mar.2008

April 30th, 2008



- I. Financial Results for FYE/Mar.2008**
- II. Review of STeP UP (FY05-07)**
- III. New mid-term business plan (FY08-10)**



Financial Results for FYE/Mar.2008

Sales and profits enjoyed double-digit growth

(Unit: billion yen)

	FYE/Mar.2007	FYE/Mar.2008	Rate of change
Net Sales	276.4	306.4	11%
Gross Profit (%)	153.3 (55.5%)	168.2 (54.9%)	10%
S.G.A Expenses (%)	94.9 (34.3%)	101.3 (33.1%)	7%
Operating Income (%)	58.5 (21.2%)	66.9 (21.8%)	15%
Ordinary Income (%)	58.0 (21.0%)	64.2 (21.0%)	11%
Net Income	37.2	43.4	17%

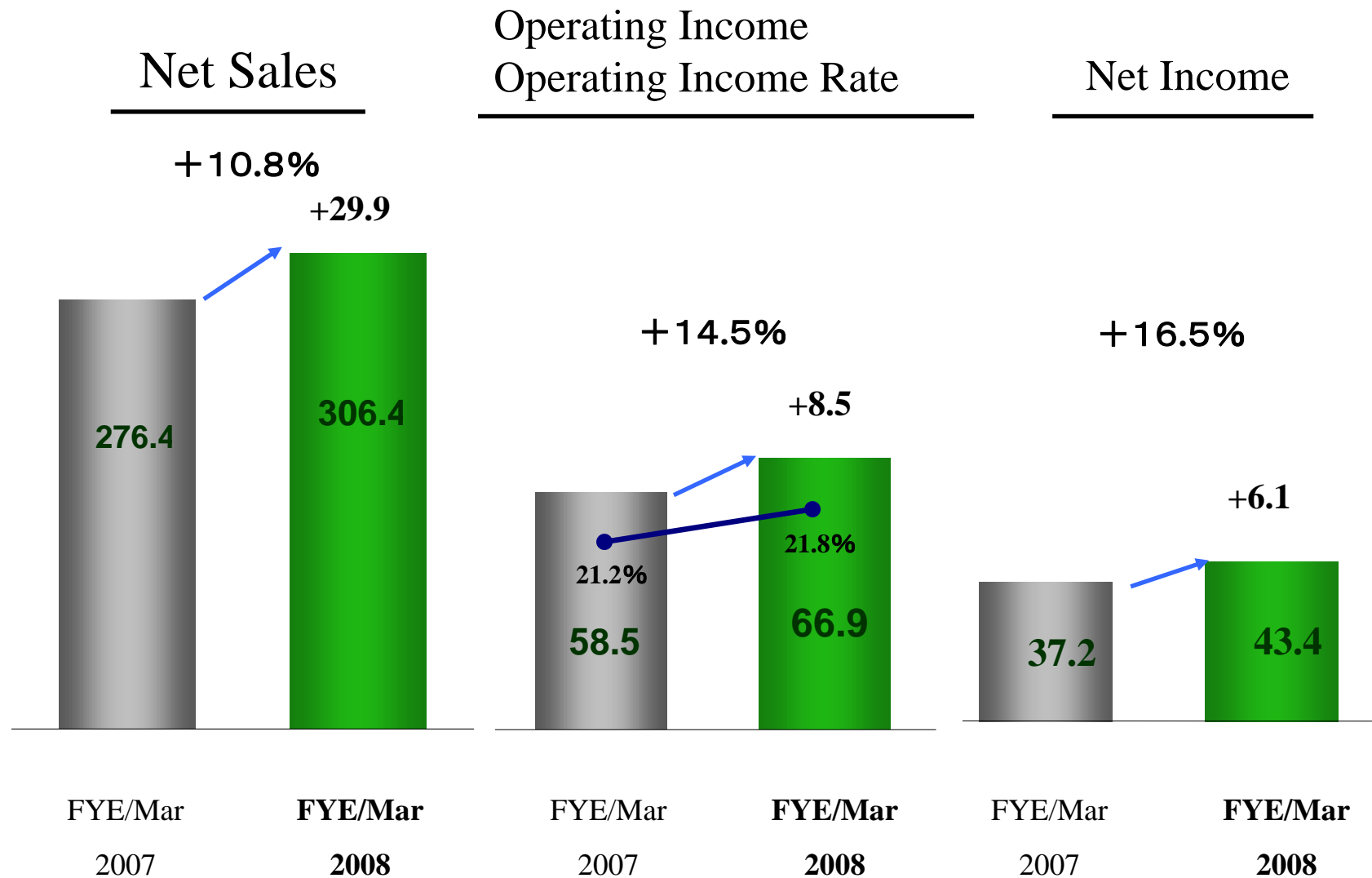
Average
exchange rate

\$ 117 yen
EUR 150 yen

114 yen 2. 2% yen appreciation
162 yen 7. 7% yen depreciation

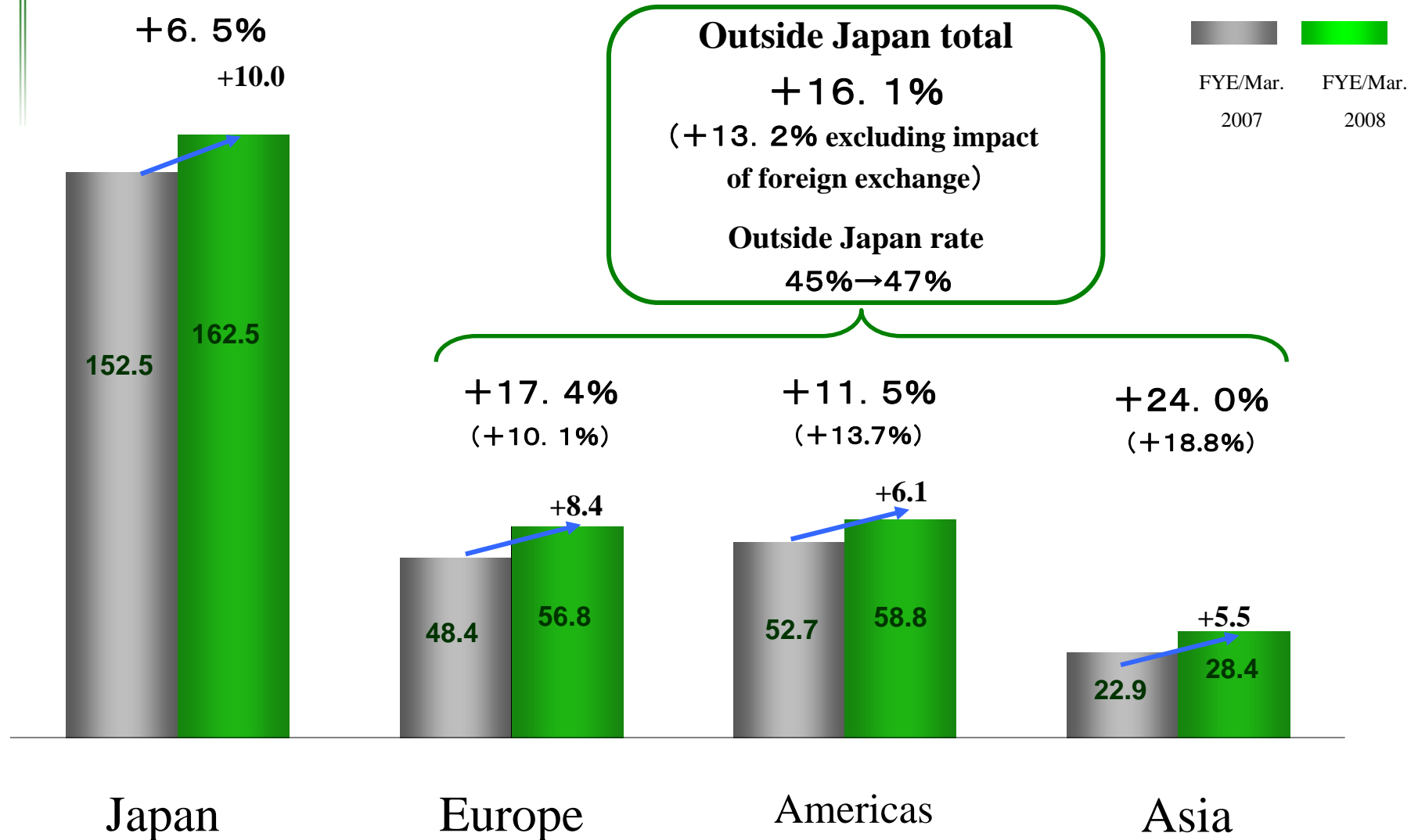
FYE/Mar.2008 Financial situation

(Unit: billion yen)



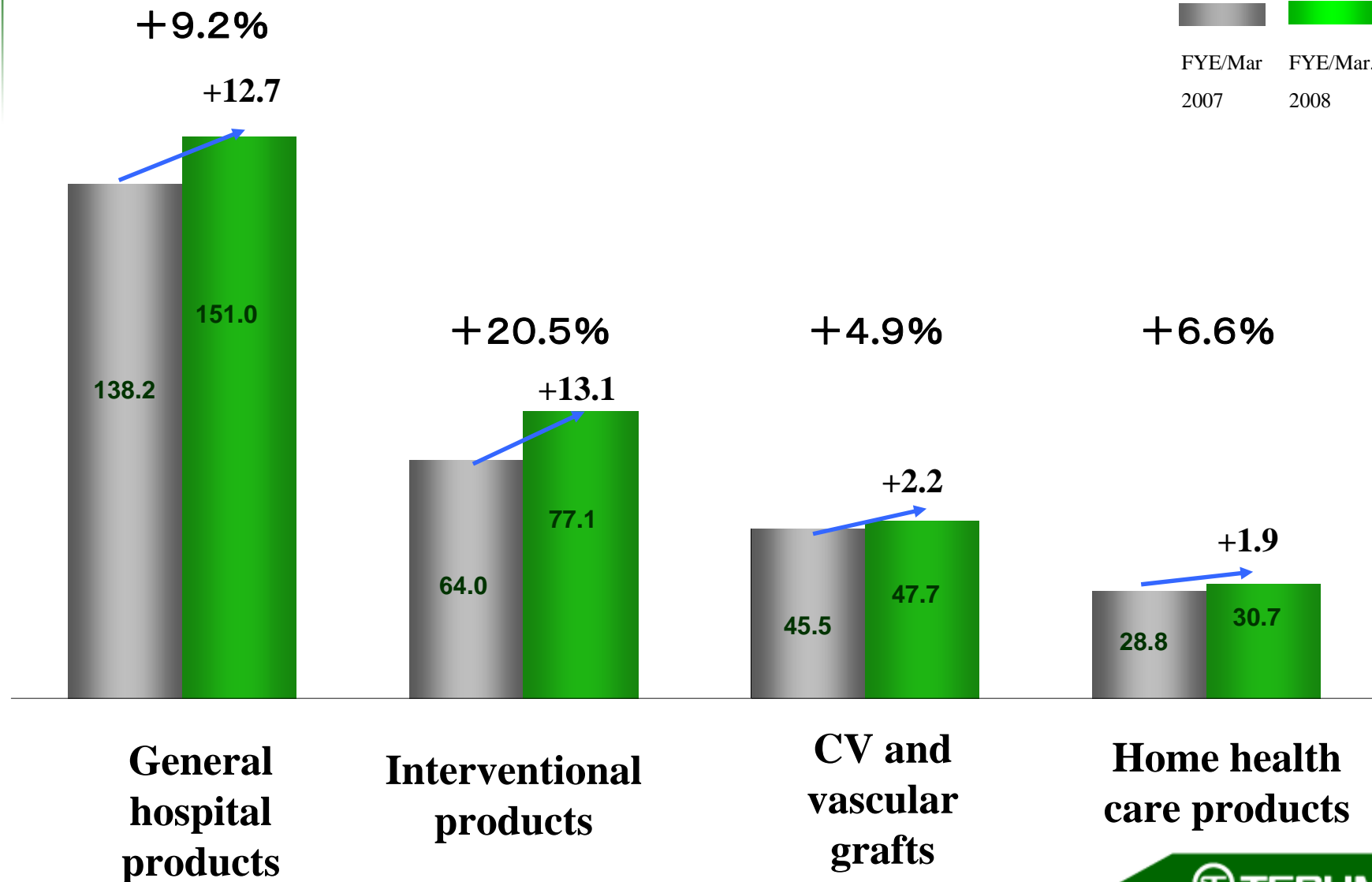
Net Sales (by Region)

(Unit: billion yen)

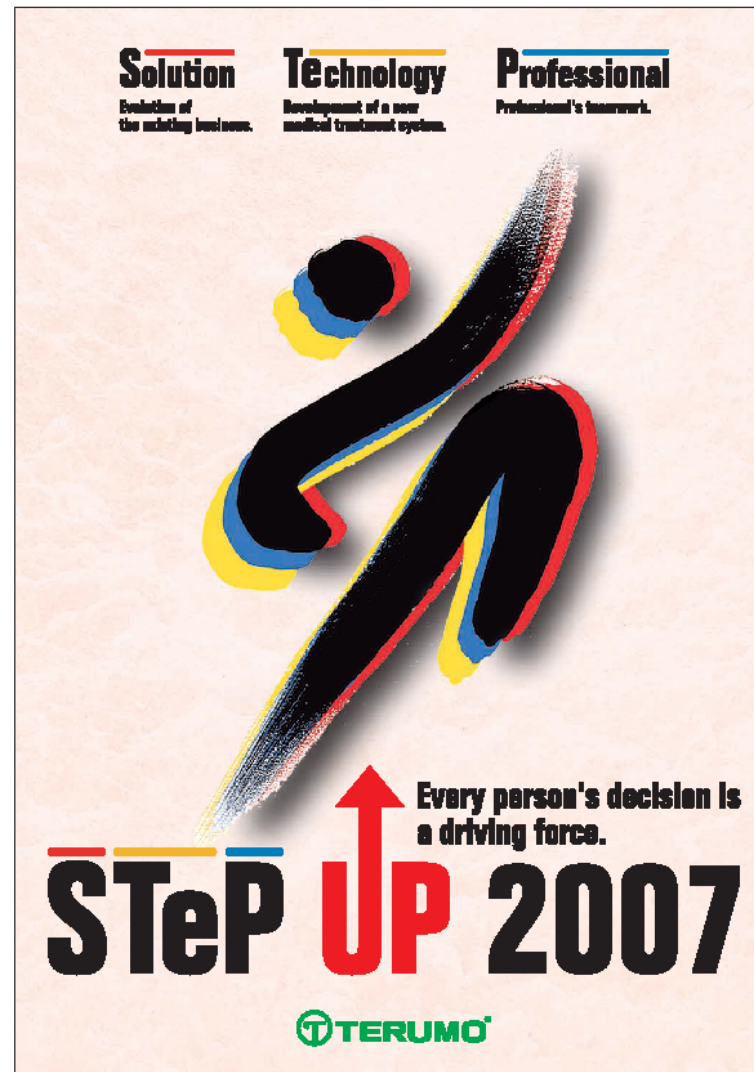


Net Sales (by Product group)

(Unit: billion yen)

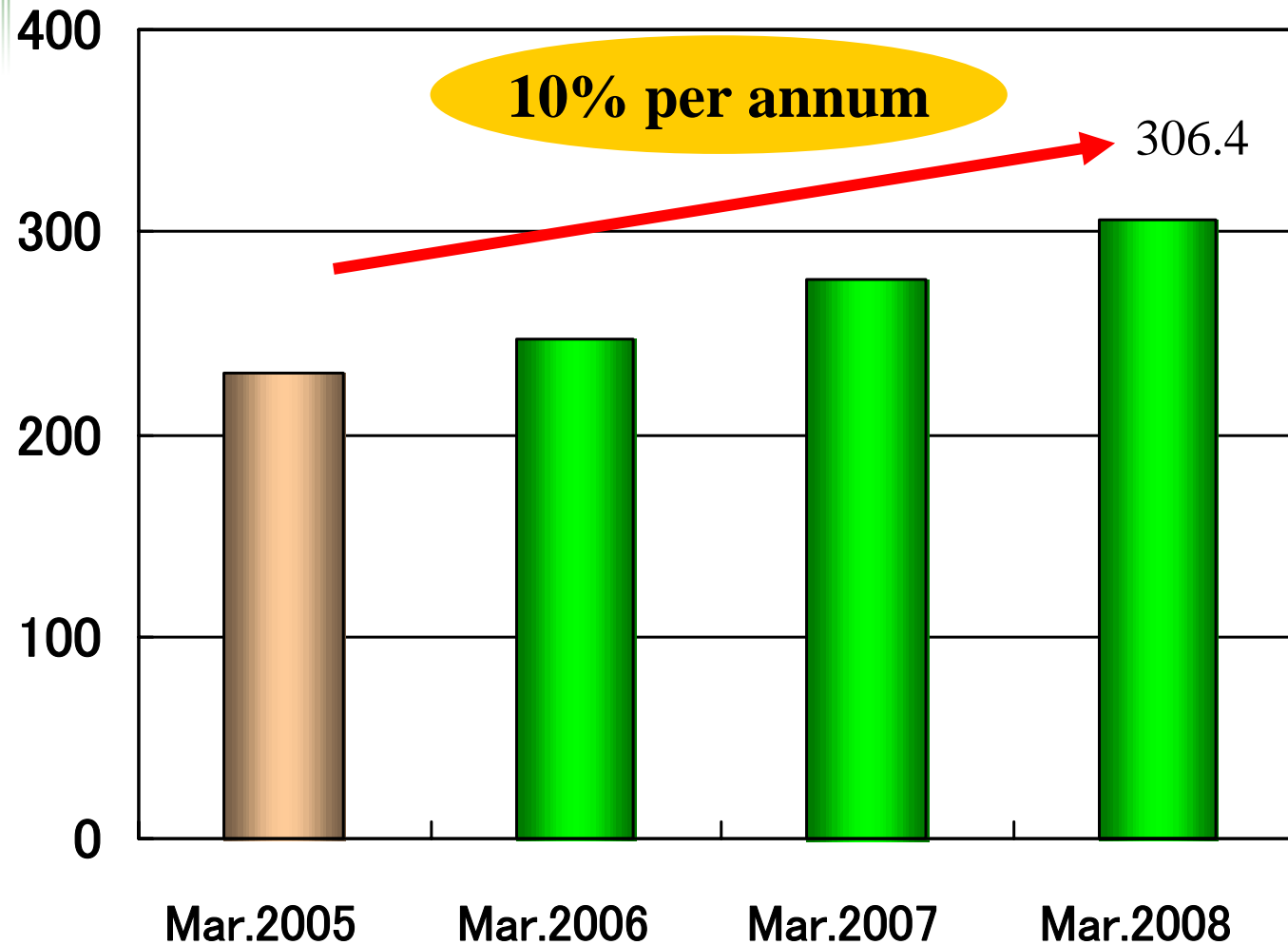


II. Review of STeP UP (FY05-07)



Achieved double-digit sales growth

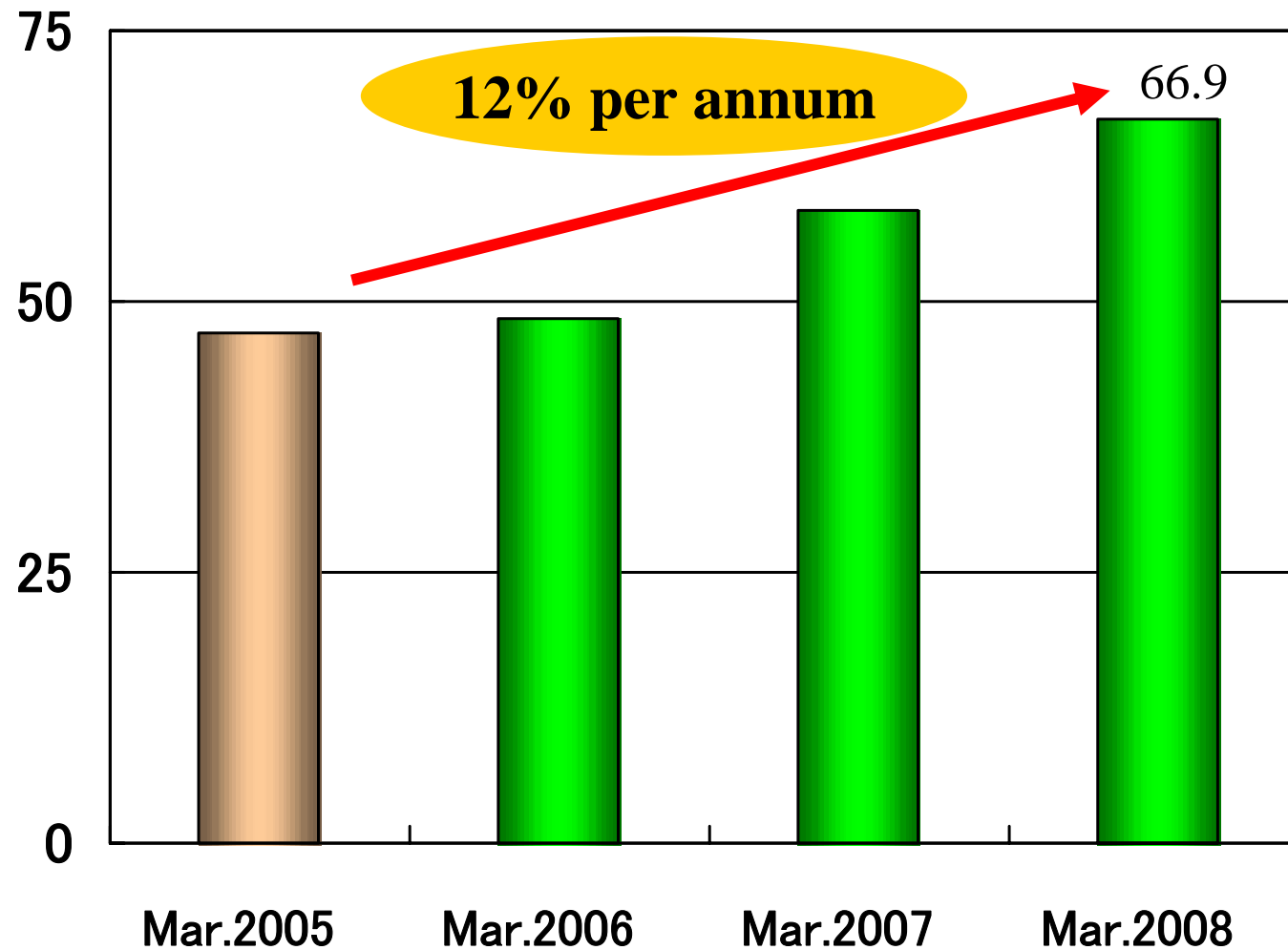
(Unit: billion yen)




CAGR
Consolidated 10%
Japan 4%
Outside Japan 18%


Operating Income also achieved double-digit growth

(Unit: billion yen)

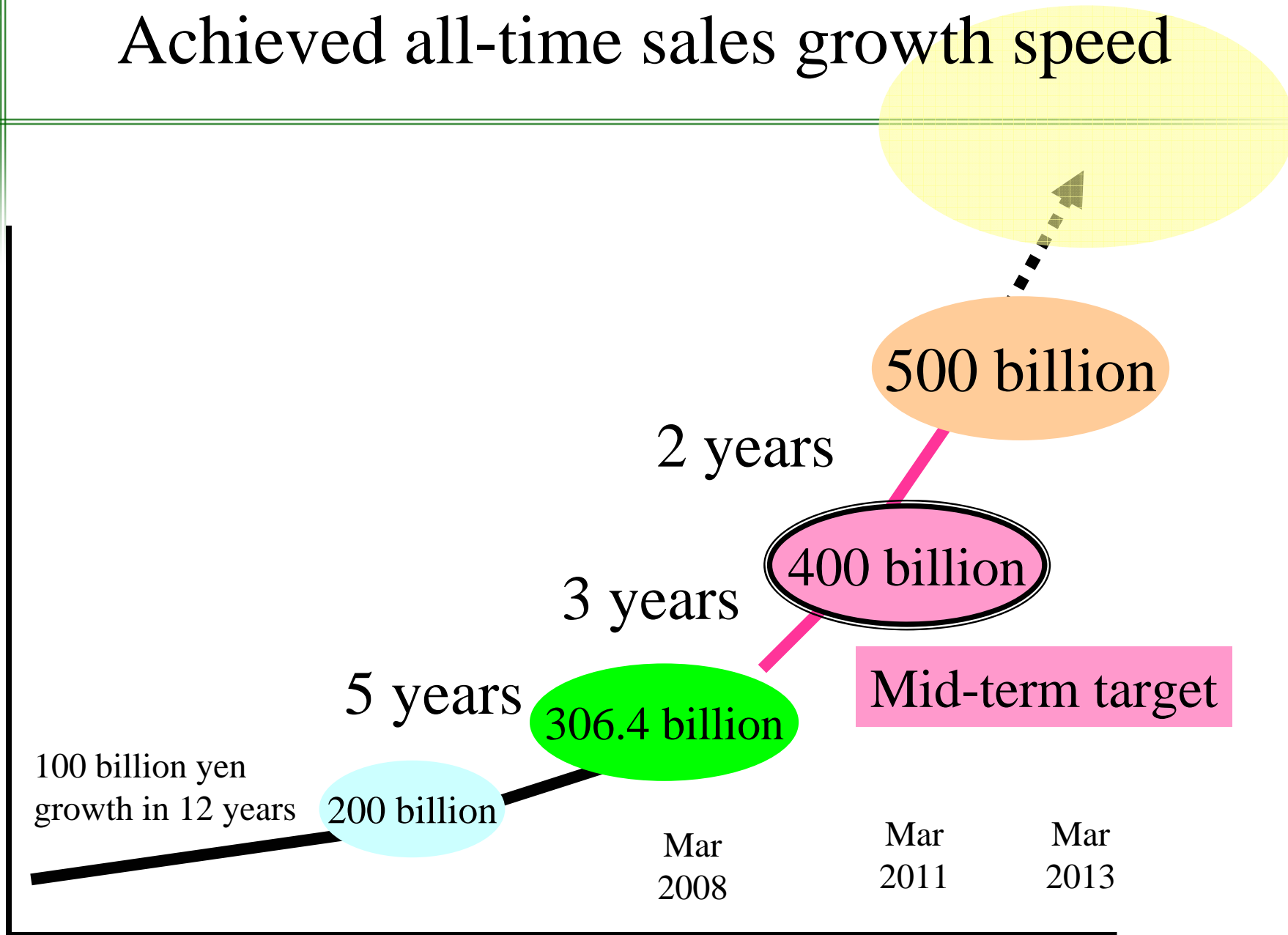




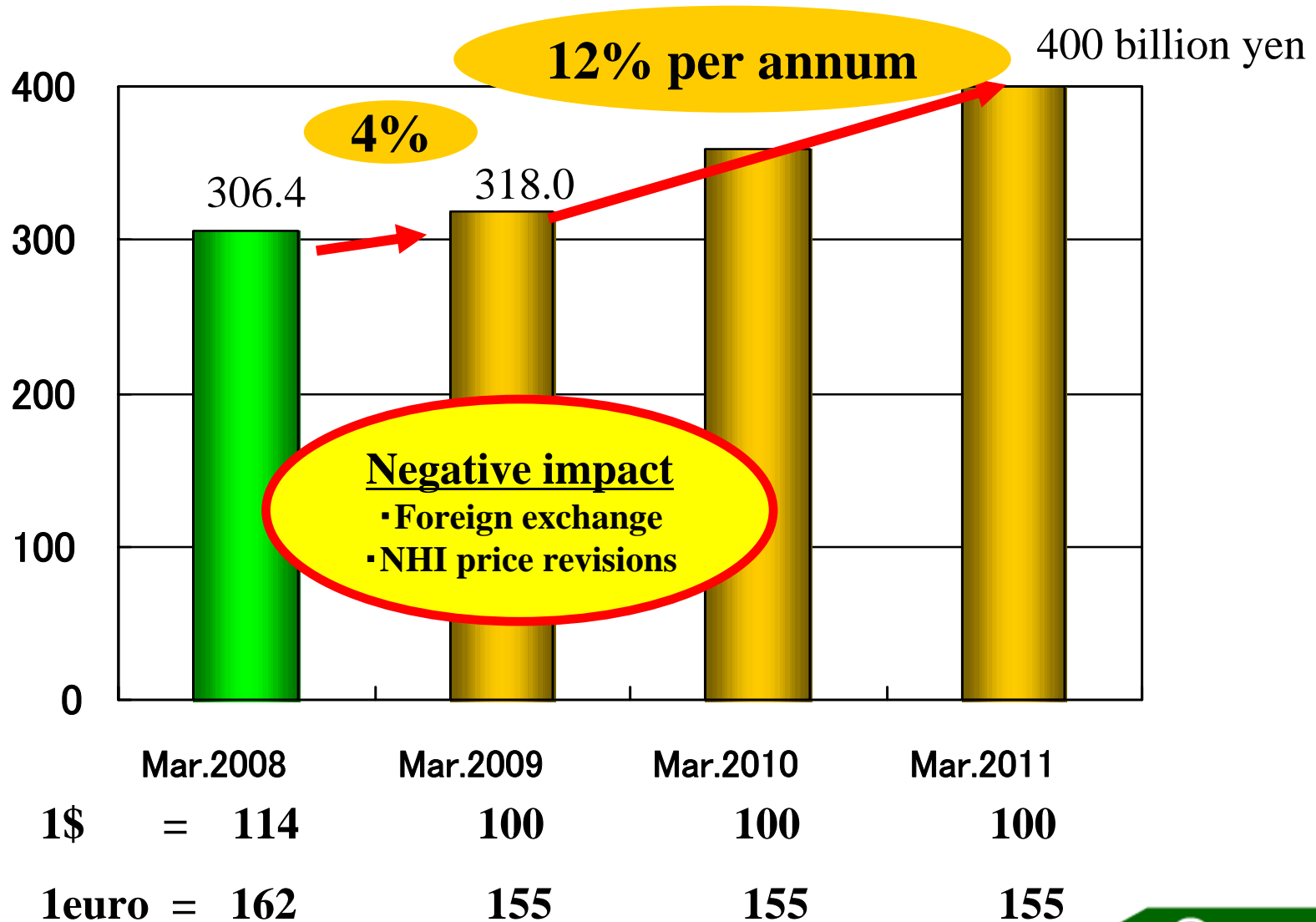
Phoenix 2010
'Challenge for Dramatic Leap'
Forget the past, create the new Terumo era.
Global-Innovation-Speed

 **TERUMO**

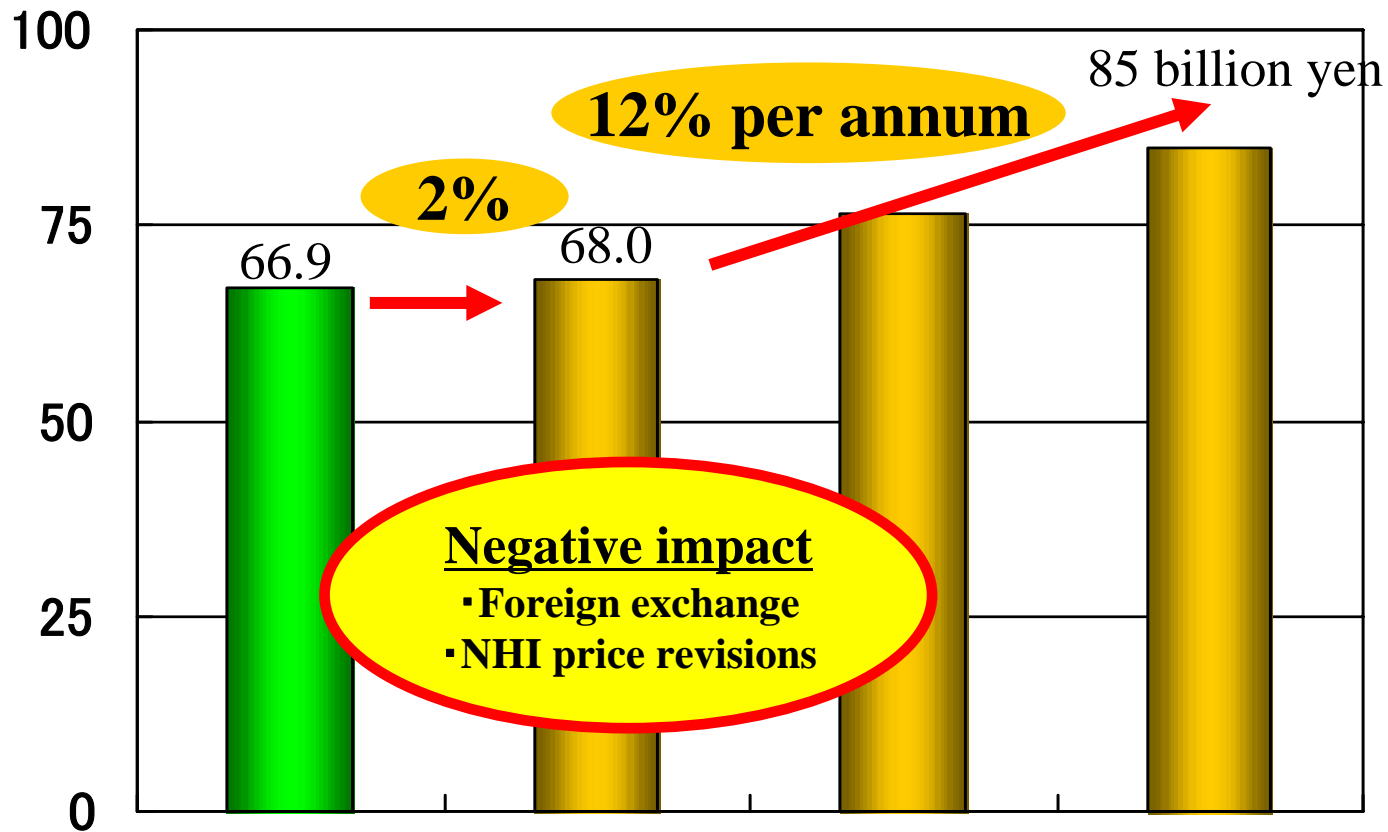
Achieved all-time sales growth speed




Sales to reach 400 billion yen in FYE/Mar.2011



Operating income to reach 85 billion yen in FYE/Mar.2011



	Mar.2008	Mar.2009	Mar.2010	Mar.2011
1\$ =	114	100	100	100
1euro =	162	155	155	155

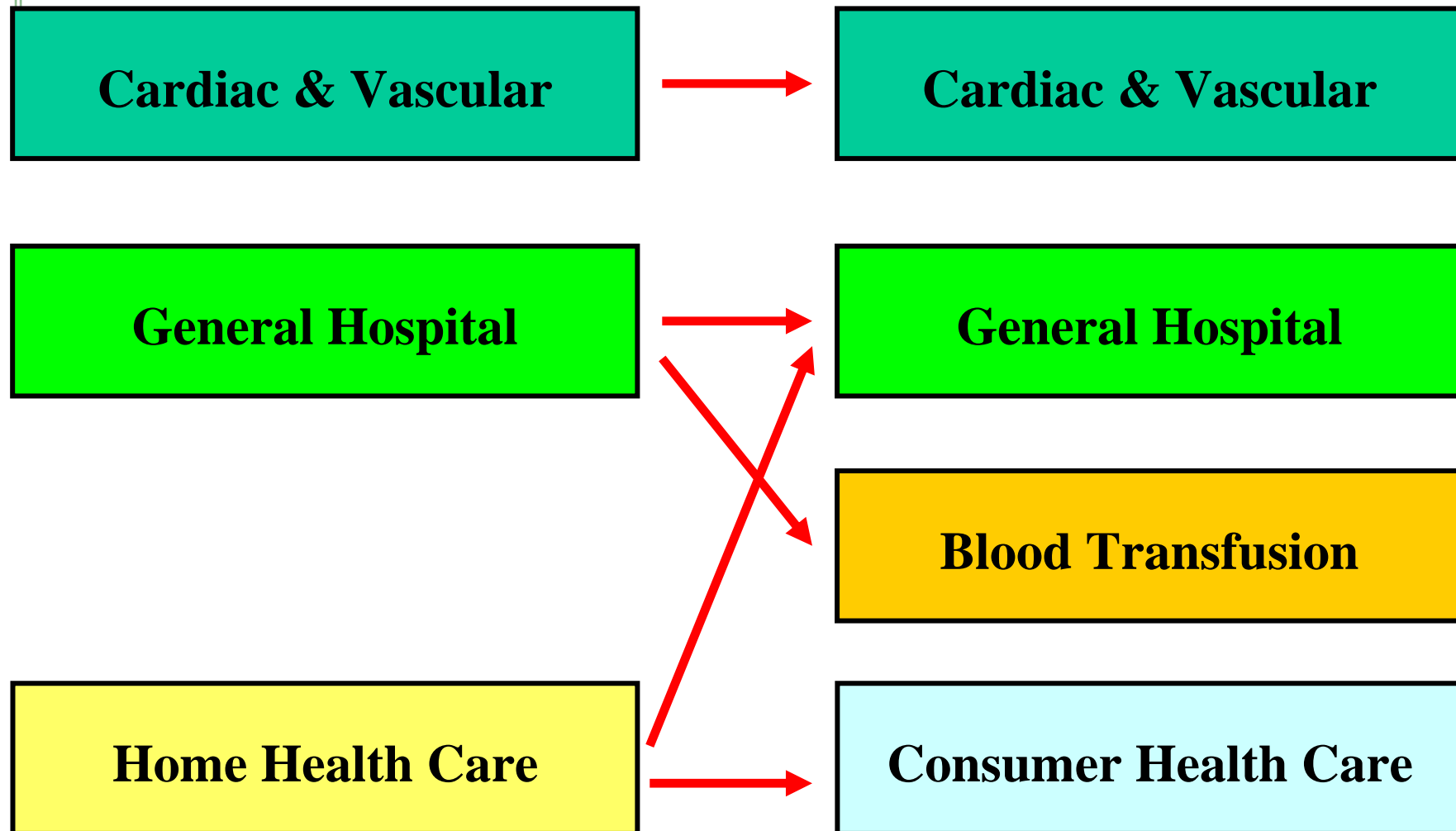


To become Terumo with a sense of presence in the world.

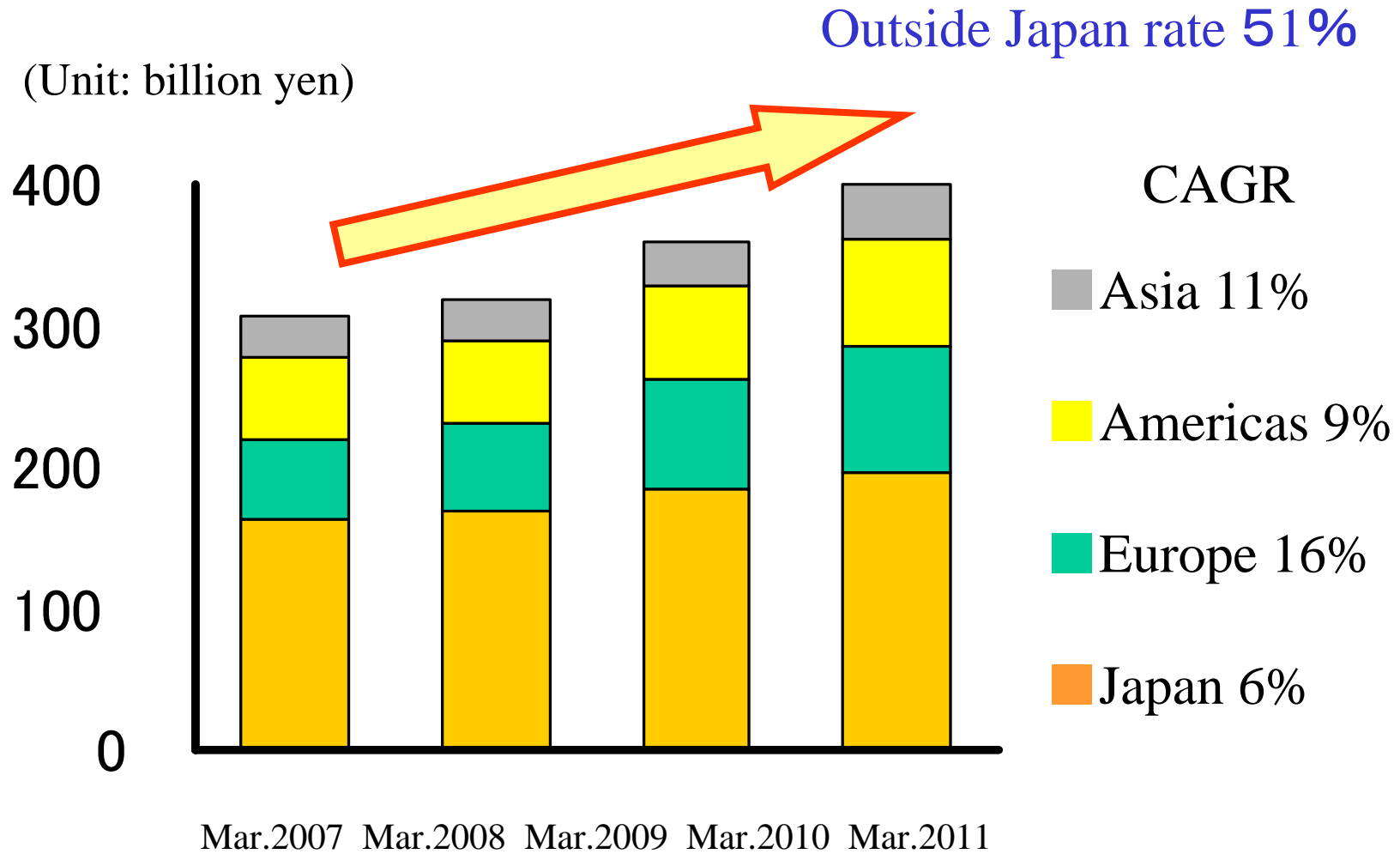
3 strategies

- Reorganization of internal companies
- Challenge toward innovation
- Promote globalization

Reorganization of internal companies



Toward sales outside Japan exceeding 50% of total sales



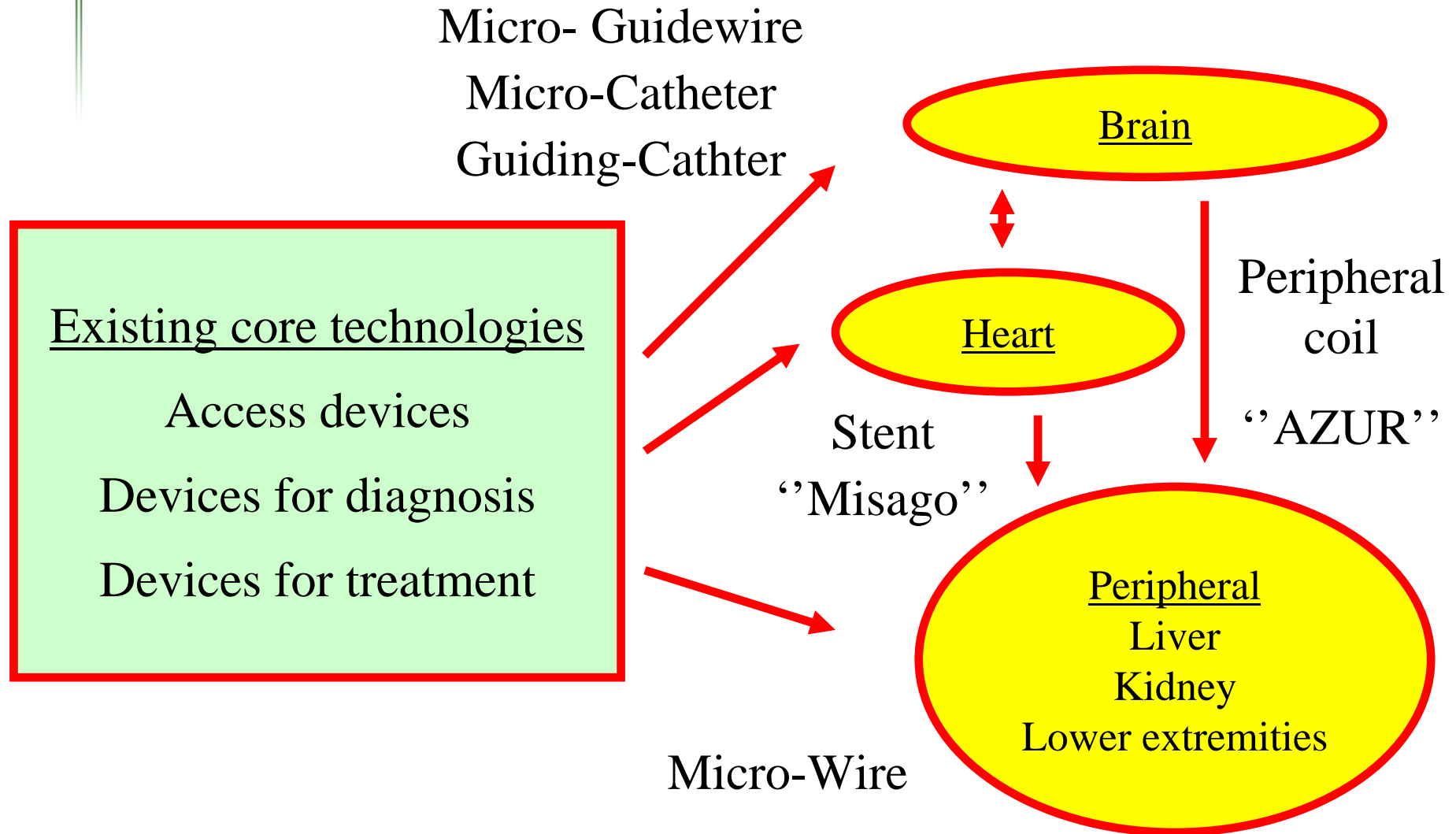


Strategies of Cardiac & Vascular company

- Apply existing core technologies to new domains
- Continuous introduction of new products
- Increase production capacity for growth
- Aggressive expansion of business in emerging countries

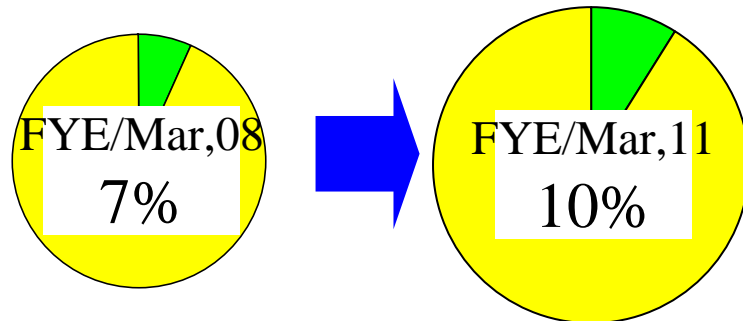
Aiming to be No.3 in the global market

Applying core technologies to new domains

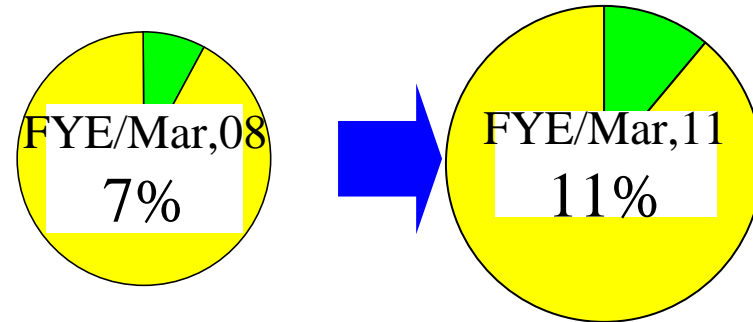


Target share : Double-digit in PCI market

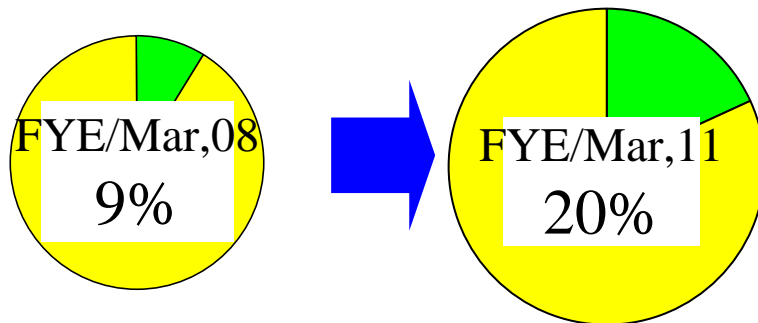
**Guiding Catheter
Market : 25 billion**



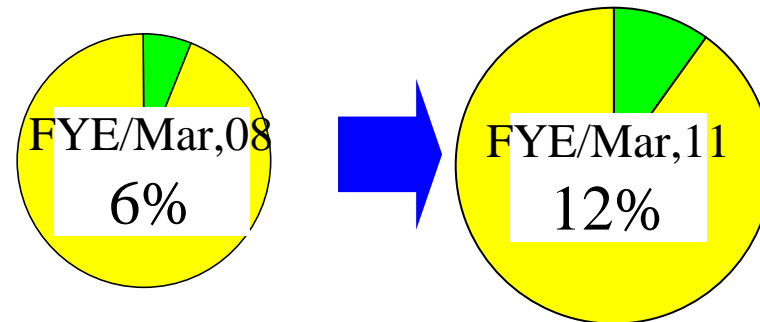
**PTCA Balloon
84 billion yen**



**PTCA-GuideWire
34 billion yen**



**IVUS
25 billion yen**





General Hospital company strategies

- Integration of Drugs and Devices
- Expansion of B2B business on a global level
- Enhancement and improvement of existing products for better safety

Aiming to be No.3 in the global market

Blood Transfusion company strategies

- Business expansion in the two segments.

Whole blood
collection

	<u>FY07</u>	<u>FY12</u>
Market size	100 billion yen	130
Terumo share	16%	27

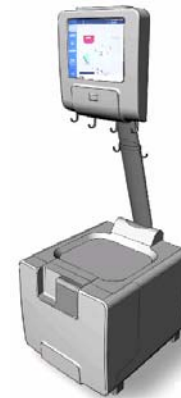
Aphaeresis
collection

Market size	90 billion yen	110
Terumo share	3%	10

(TACSI)
Automatic centrifugal
separation system



(TACURA)
New aphaeresis
system



Blood Transfusion company strategies

- Opportunities for further growth
 - Cell therapy and NRC (Neo Red Cell)



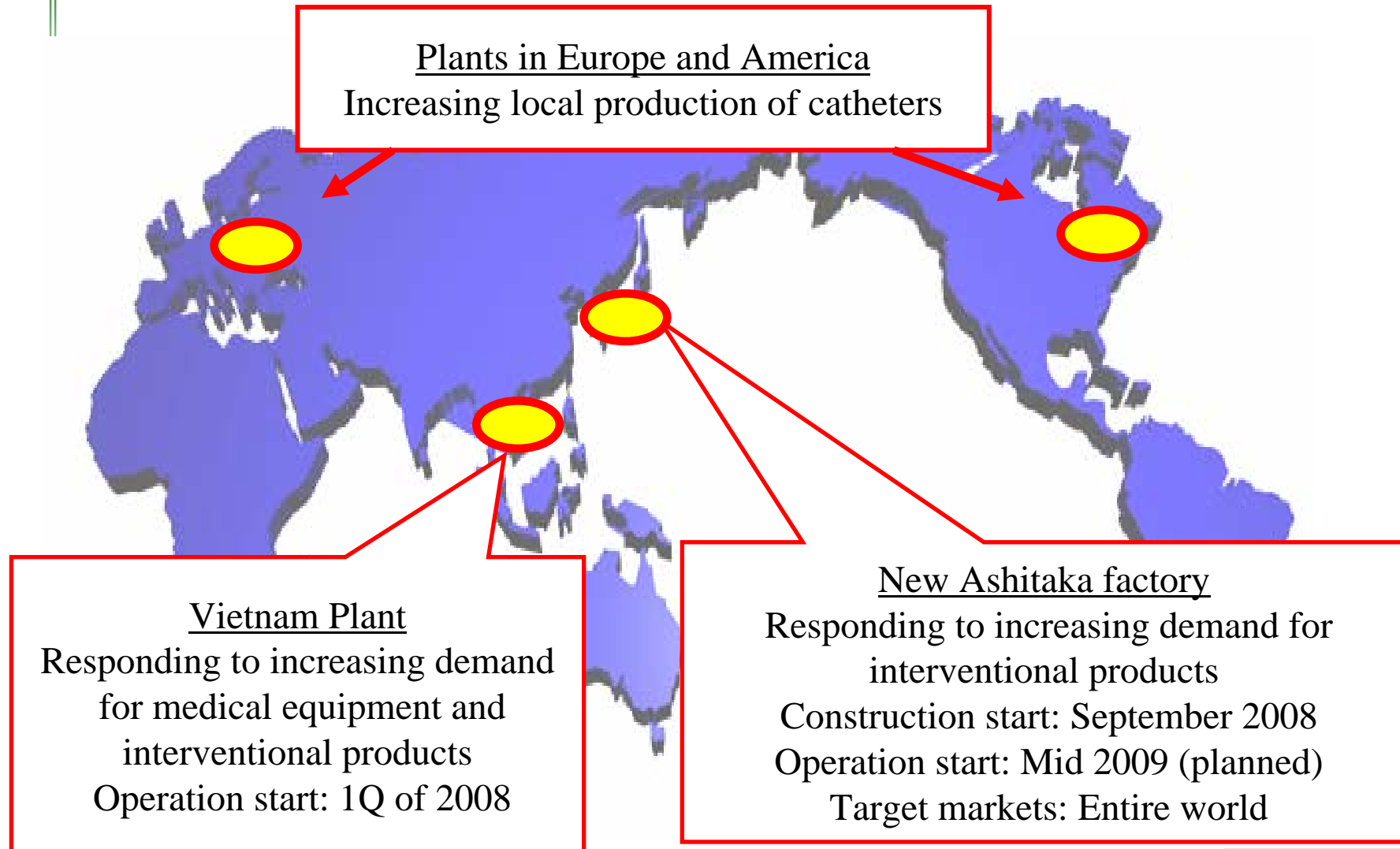
Aiming to be No.1
in the global market in the long-term



Consumer Healthcare company strategies

- Business with general consumers
- Brand image
- Preventive medical-care
- Marketing outside Japan

Capital investment of 70 billion yen (FY08-10) Expansion of production capacity centering on interventional products



R&D 57 billion yen (FY08-10)

Clinical trials of new products

- Nobori in Japan
- DuraHeart in Japan and the U.S.
- Anaconda in the U.S.



Products under development

- NRC, Nanocapsules
- Next-generation DES



FY08: Increasing sales and profits by reducing such negative impact of foreign exchange and NHI price revisions

(Unit: billion yen)

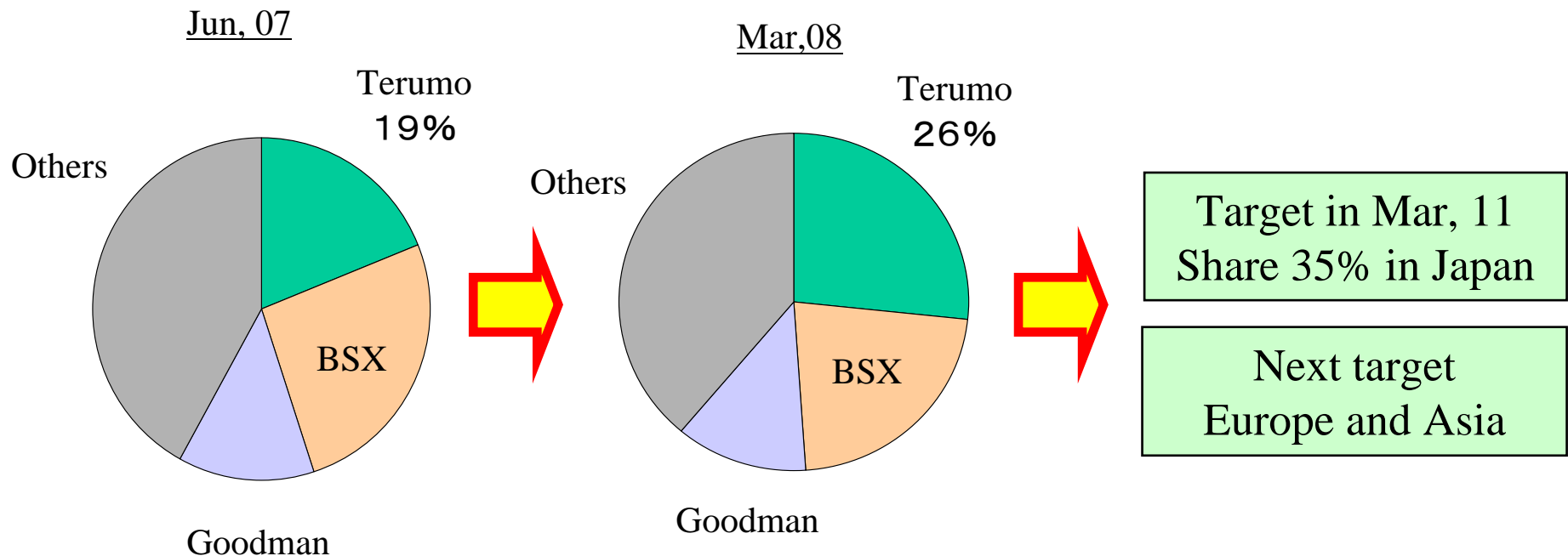
	FYE/Mar.08	FYE/Mar.09	Growth
Sales	306.4	318.0	4%
Operating Profit	66.9	68.0	2%
R&D expenses	15.8	18.0	14%
Capital Investment	15.7	24.0	53%



Reference

PTCA Balloon “Hiryu” is No.1 Share in Japan

- ◆ Contributing to medical economic improvement
 - Supports a variety of needs with a single unit, completing treatment with a small number of catheters



Ultrasound diagnostic system in Japan

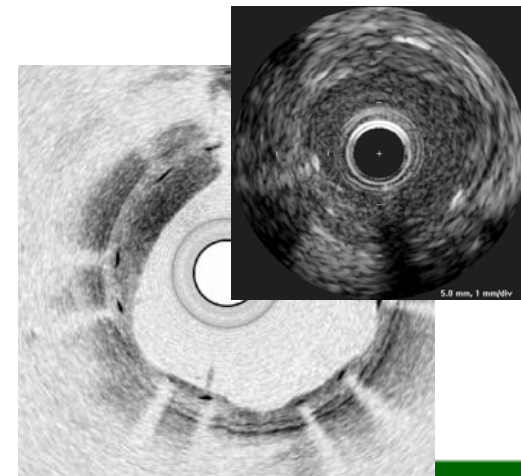
- High-resolution ultrasound diagnostic system with superior trackability toward the target lesion.
- Expanding market due to DES problem.
FYE/Mar. 11 Global 40 billion yen
- Sales target
FYE/Mar.09 : 3 billion yen ⇒ FYE/Mar.11 : 5
- Developing product OFDI



Catheter
"ViewIT"

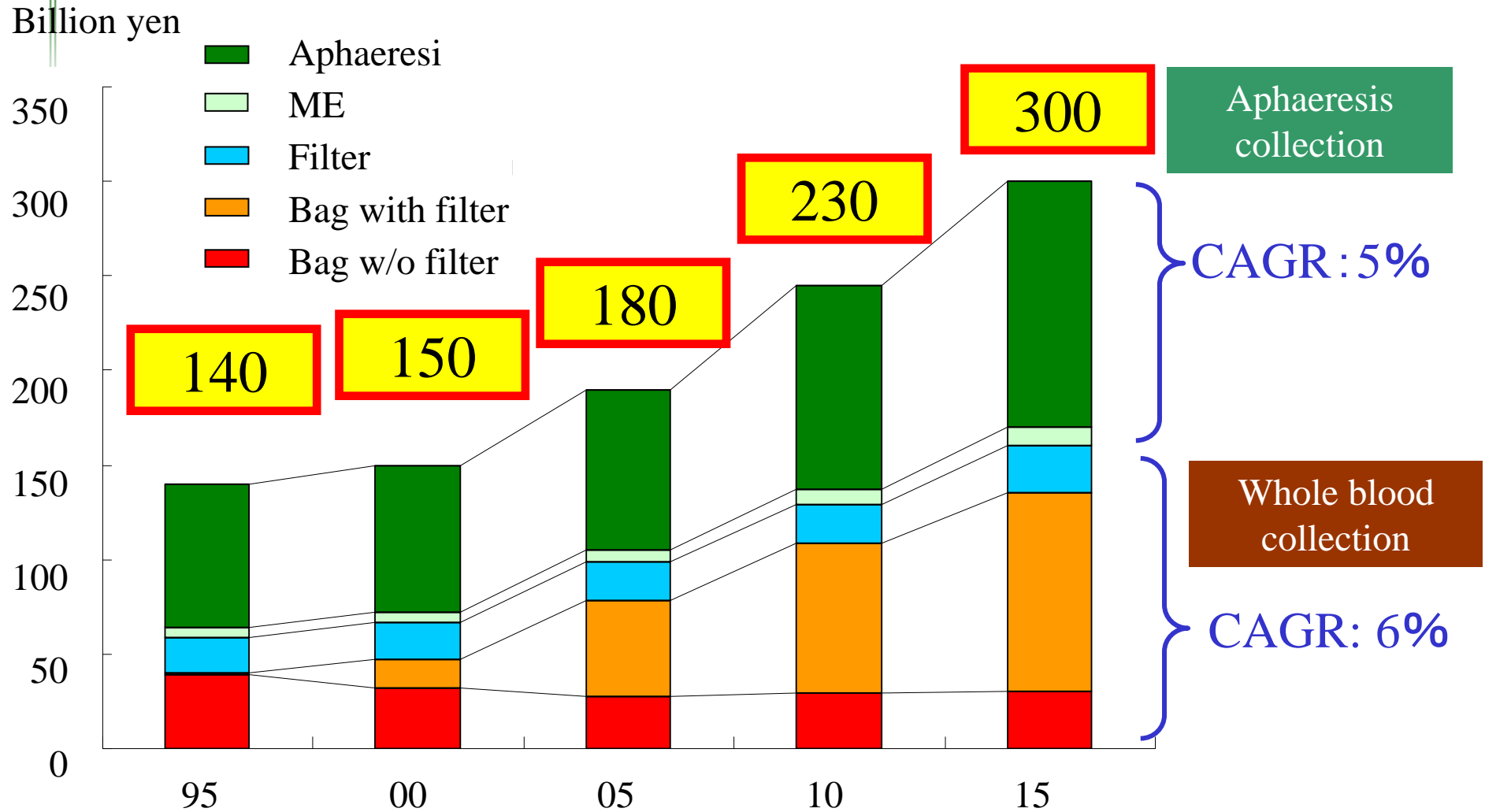


Monitor
"VISIWAVE"



Blood Transfusion products

Growing Market : 300 billion



※Market size in Mar, 08 (Terumo data)

TACSI : Terumo Automated Centrifuge & Separator Integration

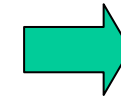
TACSI



Current procedures

New

Centrifuge + Separation

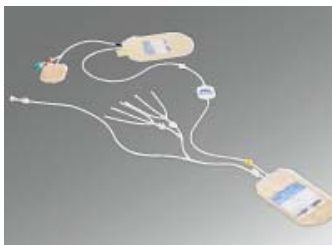


TACSI

Collaboration with Andreas Hettich.

The automation of the blood component production eliminates the most sensitive manual steps in the blood component process. Often these steps affect the quality of the components produced and lead to possible product losses. Furthermore the automation not only reduces the manual operations, but considerably simplifies the processes and limit the equipments required for this process. It shall prove itself to be very cost-effective.

Machine



Bag



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