



# Review on the 1H Performance, Growth Drivers for the 2H

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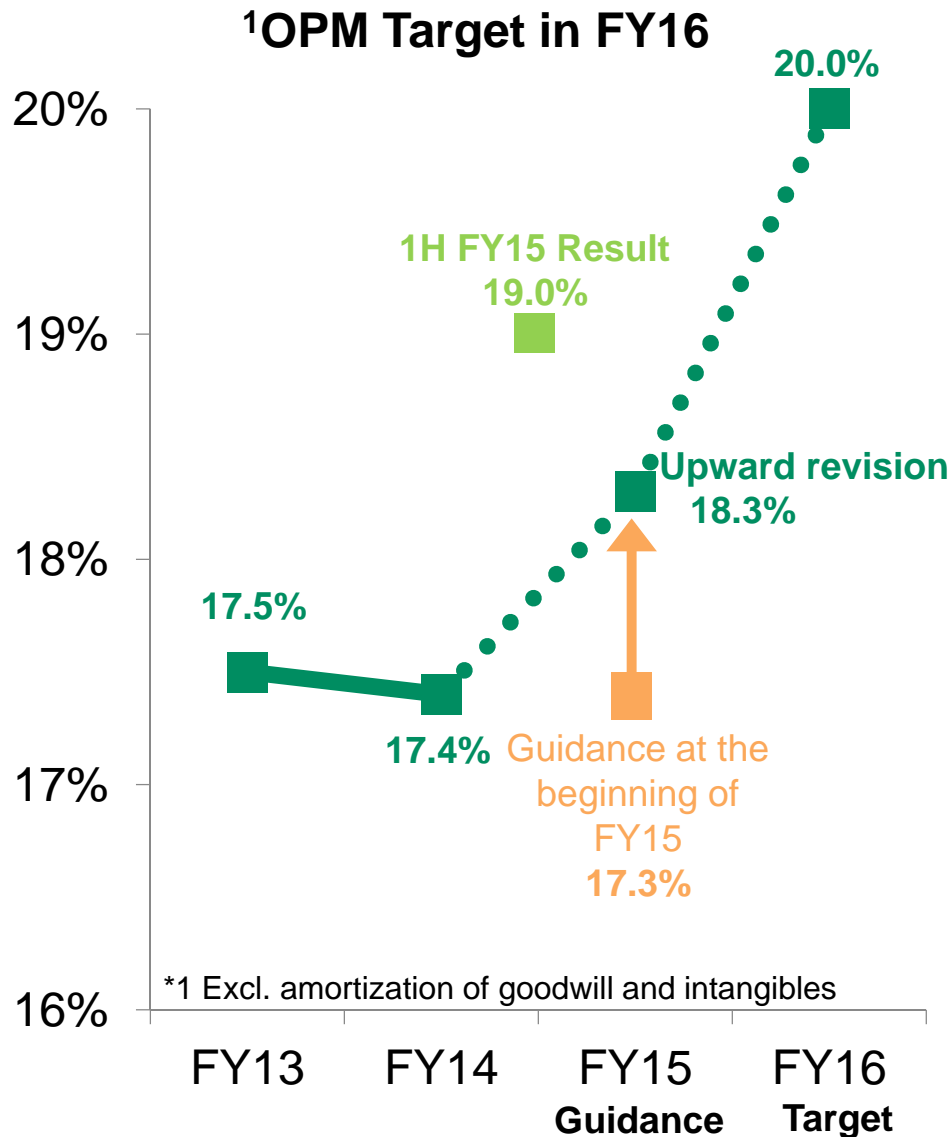
Terumo Corporation

President and Representative Director

Yutaro Shintaku

November 5, 2015

# Progress in 1H FY15



## Explanation at previous financial announcement

- “We are slightly off the track to the FY16 OPM target of 20%. We are supposed to have 18% or greater in FY15. Through FY15 with various initiatives, we would like to improve it as much as possible.”
- “We can’t tell that we come within the range of OPM target of 20% in FY16. Our first step is to make efforts to outperform FY15 guidance as much as possible”.



**Better-than-expected performance, upwardly revised 1H and FY15 guidance**

# Business-led Management Instills Profit Awareness

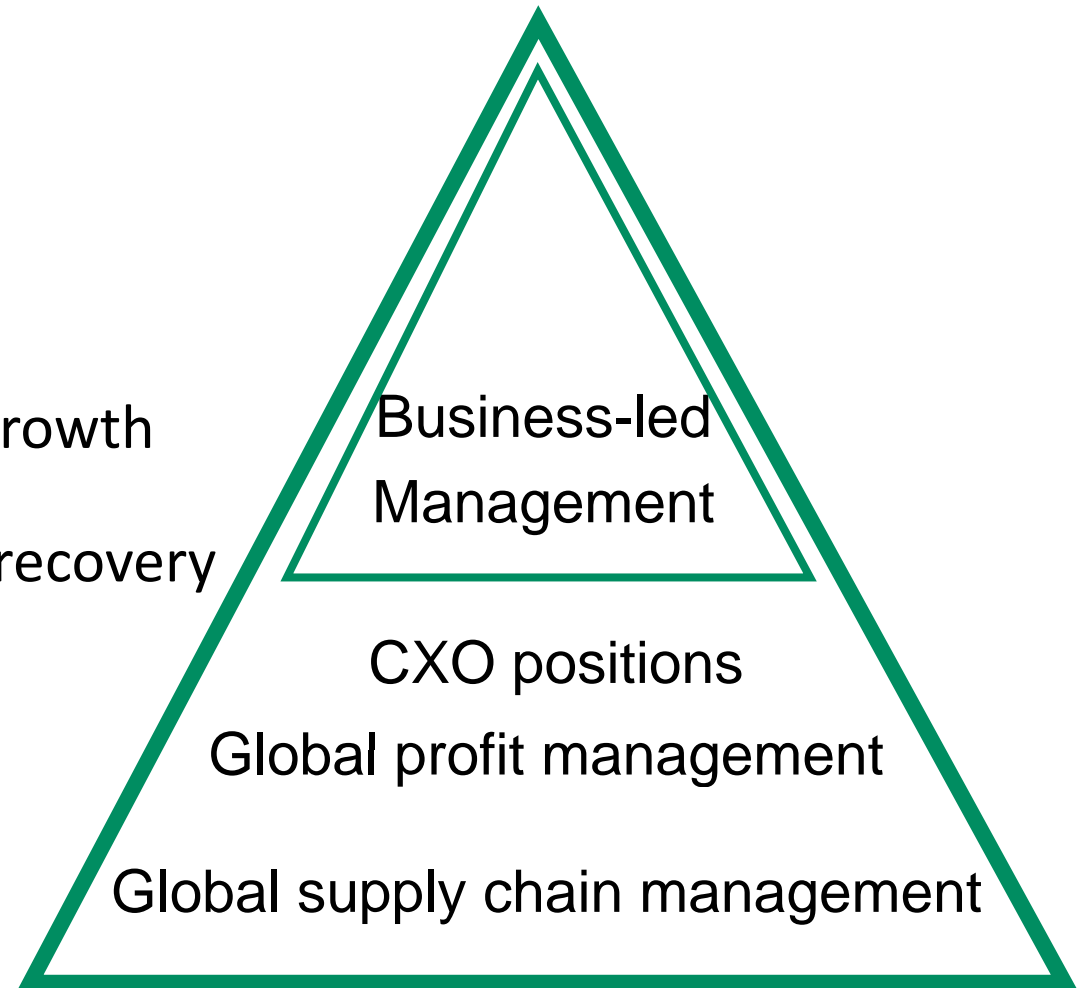
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## ■ Strengthened global management infrastructure



## ■ Instilled profit awareness

- ✓ Cardiac & Vascular: profitable growth
- ✓ General Hospital: stabilization, recovery
- ✓ Blood Management:  
delay in price decline,  
mitigation of its damage



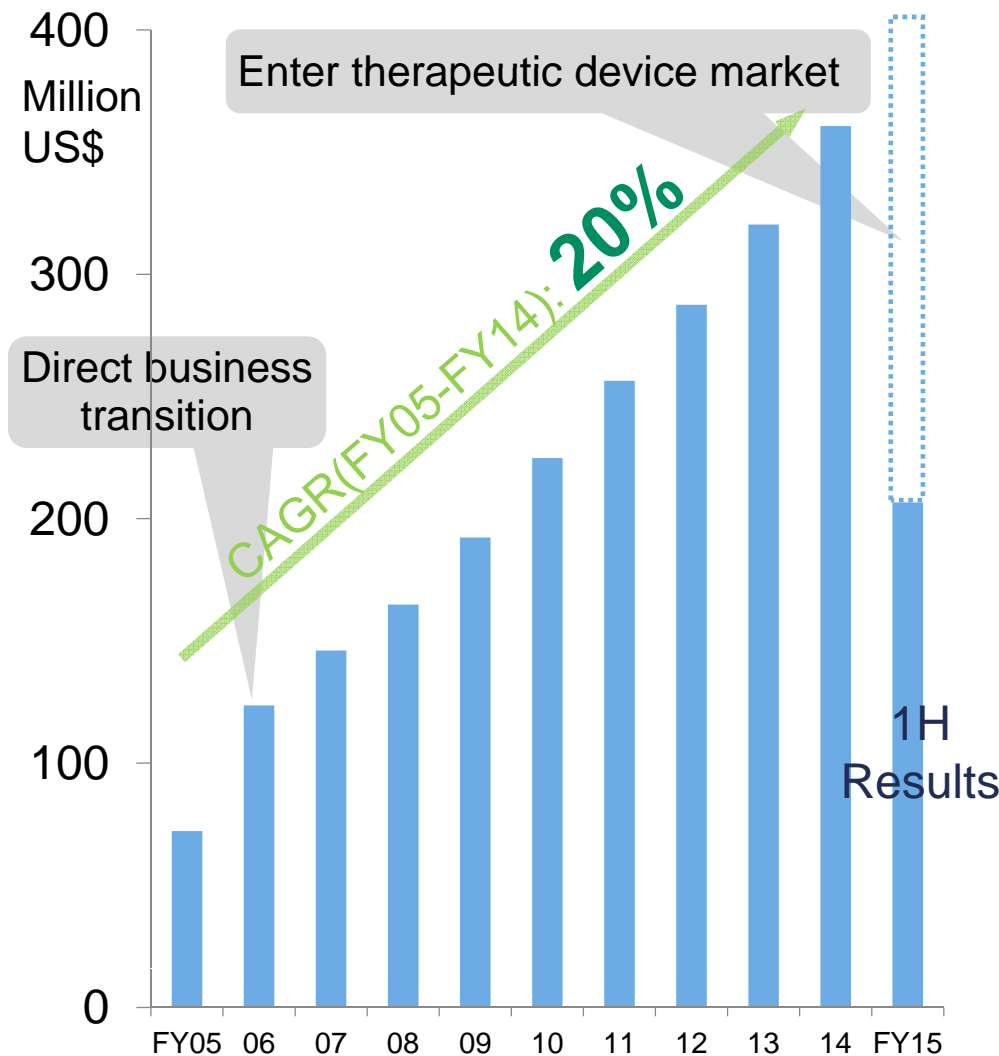
# Strategy for 2H and Next Fiscal Year

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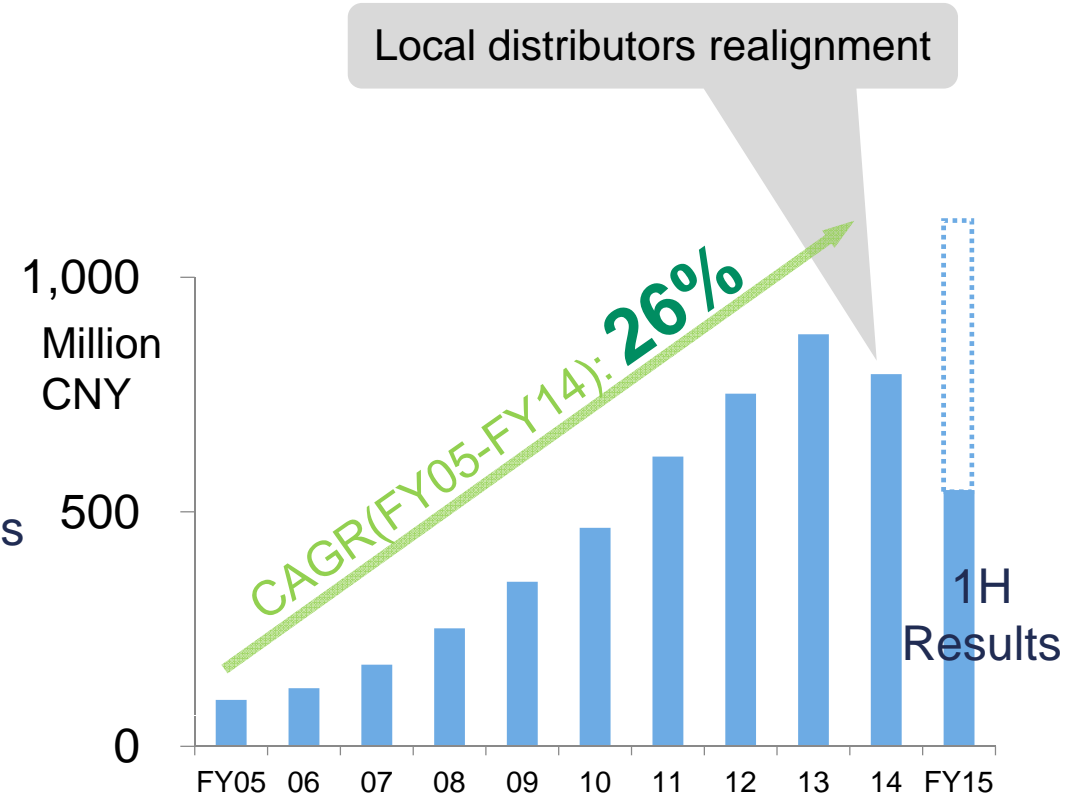
- Continue the group's profit management initiatives with a view to growth acceleration
- Maintain General Hospital and Blood Management stabilized
  - ✓ Have General Hospital stay in recovery momentum
  - ✓ Manage soft landing for Blood Management business
- Cardiac & Vascular as a major growth driver
  - ✓ Maintain strong IS business performance in US and China
  - ✓ Have Ultimaster for Japanese market and other new products contribute to the growth

# IS Business in US and China Drives Sustainable Growth

## U.S.



## China



# *IR Contact*

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The market share information in this presentation is partly derived from our own independent research.