



1st Quarter Financial Results for FYE/Mar 2009

Terumo Corporation

30, July 2008

Growth trend steady in spite of NHI price down and impact of foreign exchange

(Unit: Billion yen)

	Q1 FYE/Mar. 2008	Q1 FYE/Mar. 2009	Rate of change
Net Sales	75.5	77.8	3%
Gross profit (%)	41.5 (55.0%)	42.2 (54.3%)	2%
S.G.A Expenses (%)	24.5 (32.5%)	26.0 (33.4%)	6%
Operating Income (%)	17.0 (22.5%)	16.2 (20.9%)	-4%
Ordinary Income (%)	18.6 (24.6%)	18.9 (24.2%)	1%
Net Income	13.1	14.0	7%

Average exchange rate

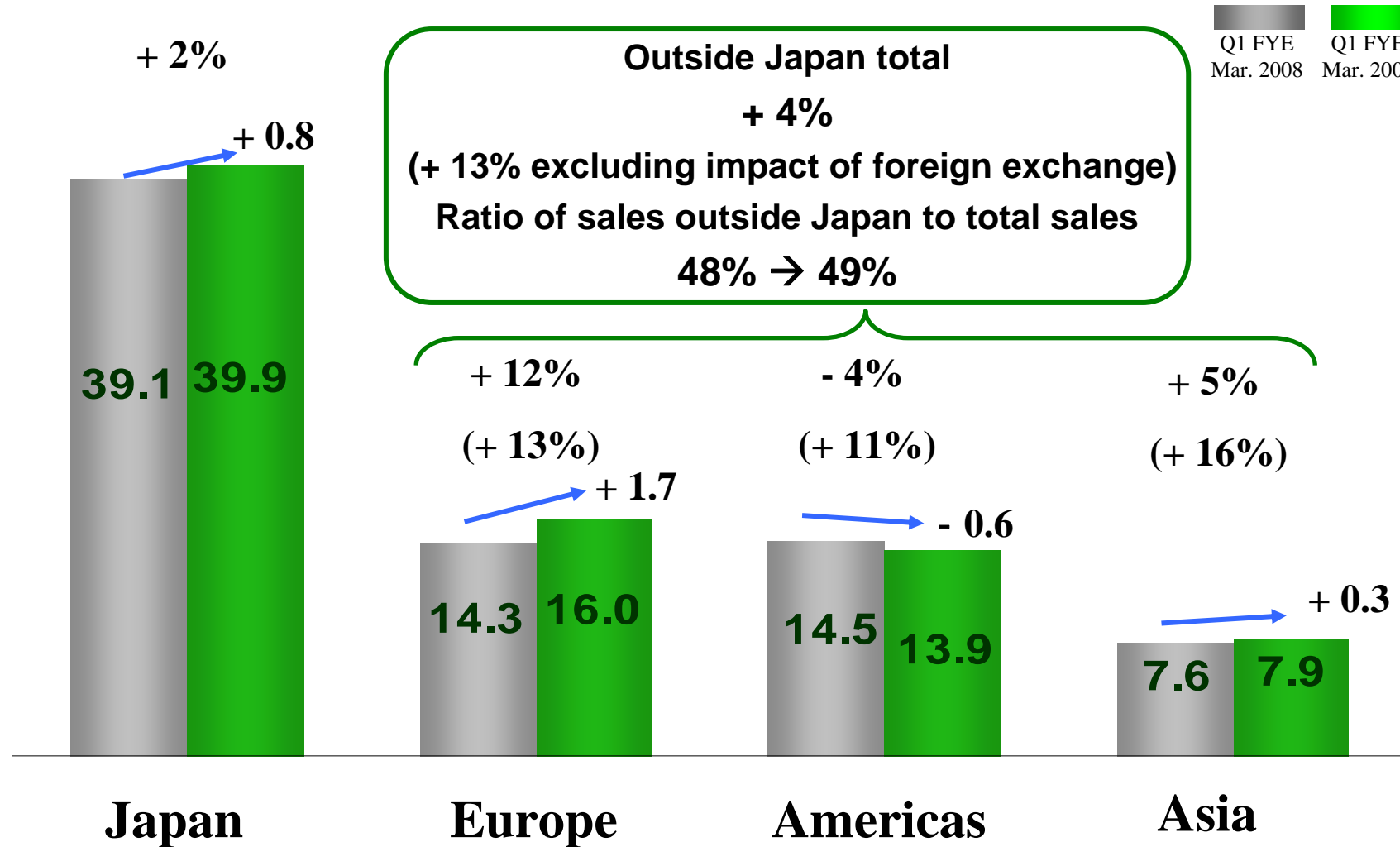
US\$ 121 yen
EUR 163 yen

105 yen
163 yen

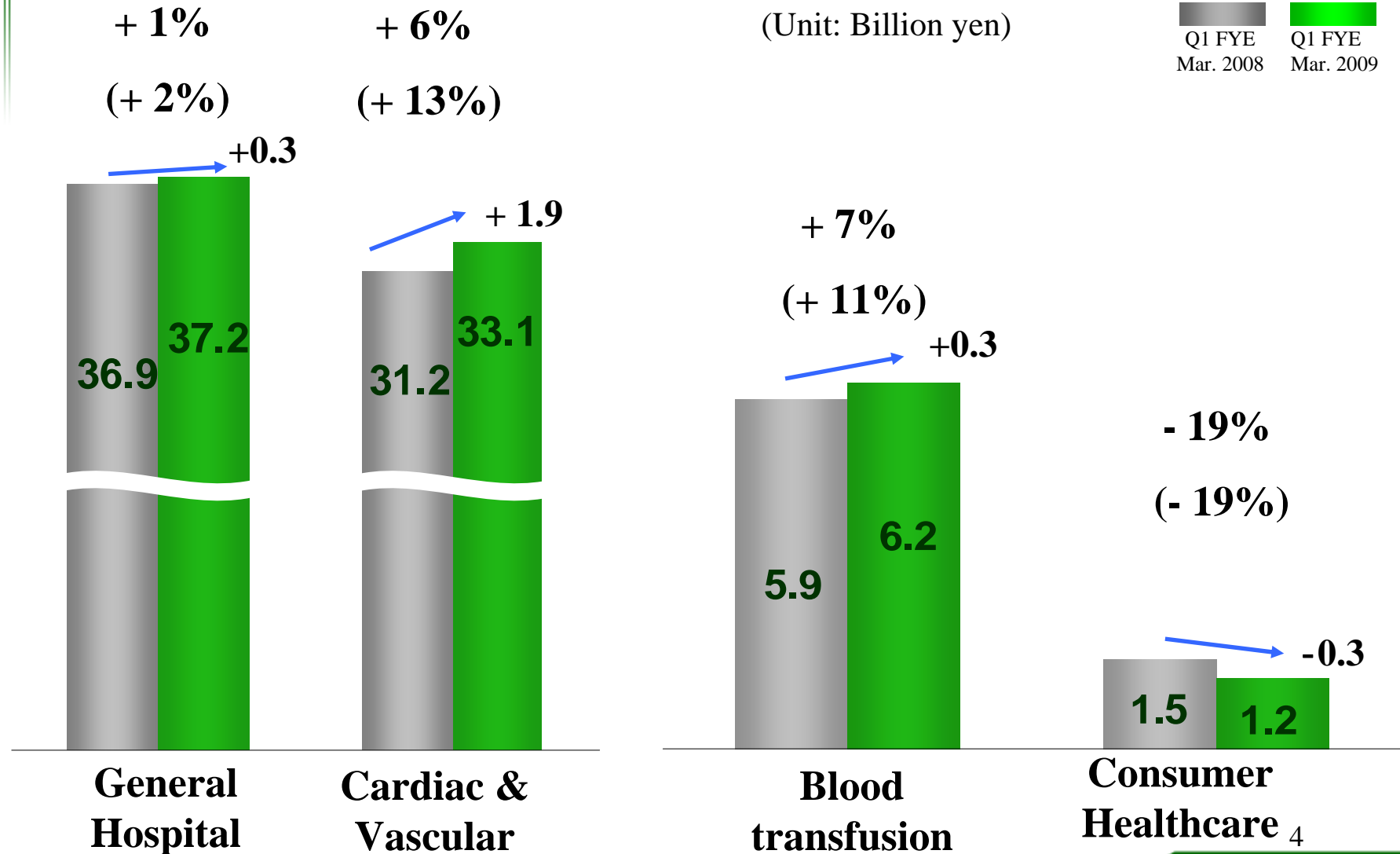
13.5% yen appreciation
0.4% yen depreciation

Net Sales (by Region)

(Unit: Billion yen)

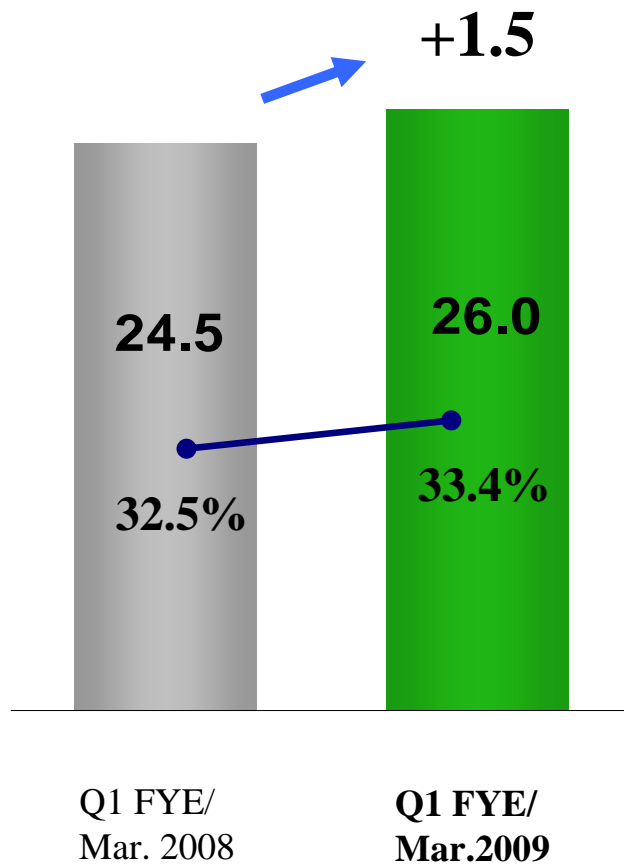


Net Sales (by Product Group)



S.G.A Expenses

(Unit: Billion yen)

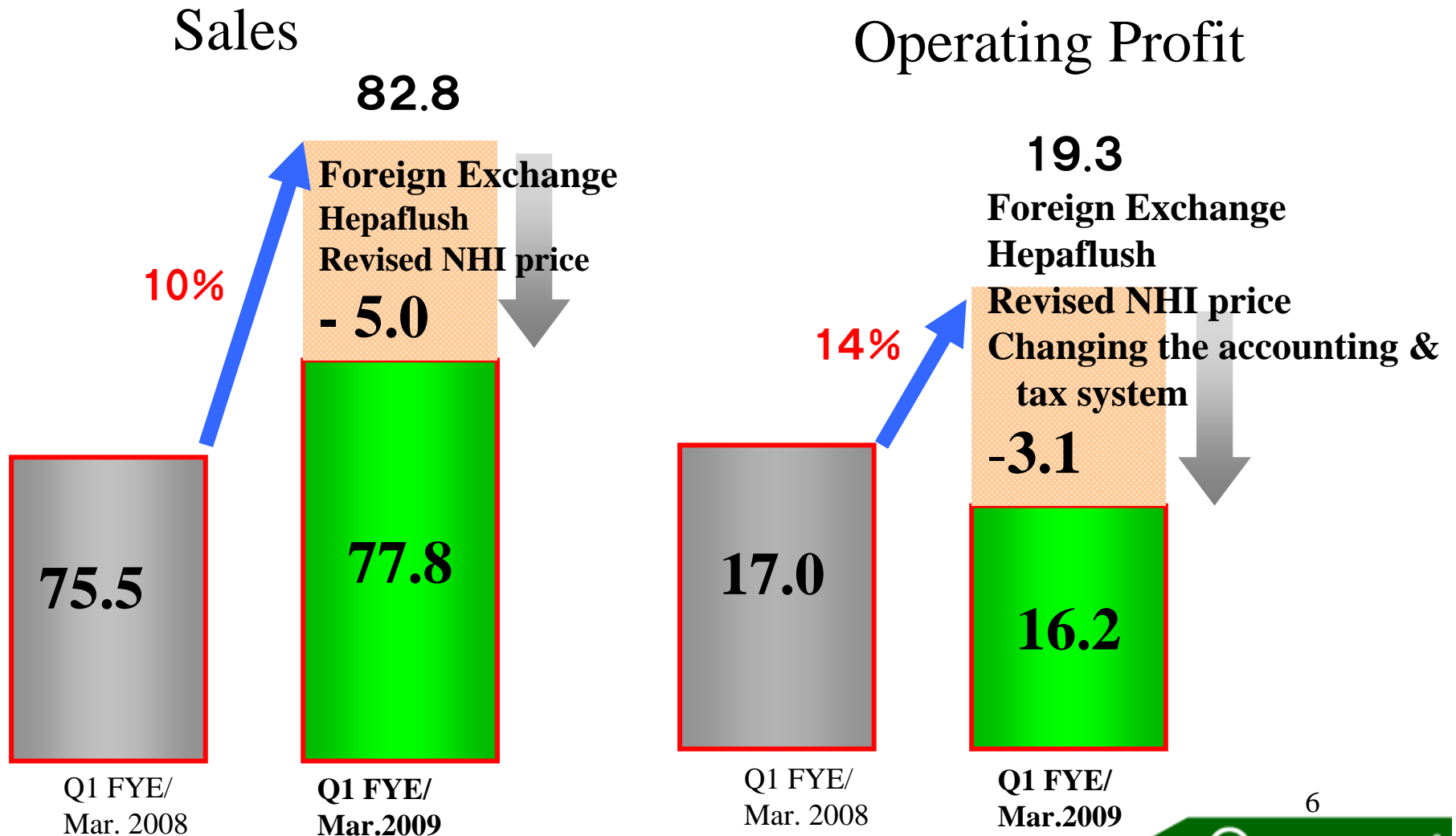


**S.G.A Expenses ratio
0.9 point increase**

	Q1 FYE/Mar. 2008	Q1 FYE/Mar. 2009	Change	% change
Personnel	9.3	9.6	0.3	4.1%
Logistics	2.1	2.3	0.2	7.5%
Sales promotion & advertising	2.3	2.5	0.2	7.1%
R&D	3.8	3.8	-	-1.9%
Others	7.0	7.8	0.8	12.3%
Total	24.5	26.0	1.5	6.1%

The impact of external factors

(Unit: Billion yen)



Growth steady on truck for annual forecast

(Unit: Billion yen)

	FYE/Mar 2009 Q1 Results	FYE/Mar. 2009 Annual Forecast
Net Sales	77.8	318.0
Operating Income (%)	16.2 (20.9%)	68.0 (21.4%)
Ordinary Income (%)	18.9 (24.2%)	68.0 (21.4%)
Net Income	14.0	45.0


Average exchange
rate

US\$ 105 yen
EUR 163 yen

100 yen
155 yen



Topics



Costs increasing due to soaring material prices, transportation charges and new regulations in Japan

◆ Steep price rise of plastic materials & I.V. substances

- PP, PE Packaging material & amino acids

◆ Increase in transportation charges

- Ocean freight (for exports)
- Storage in Japan

◆ New regulation in Japan

(amended Pharmaceutical Affairs Law)

- Indication of specification, material and packing material changes

Strengthen the growth of the interventional business

PTCA balloon catheter

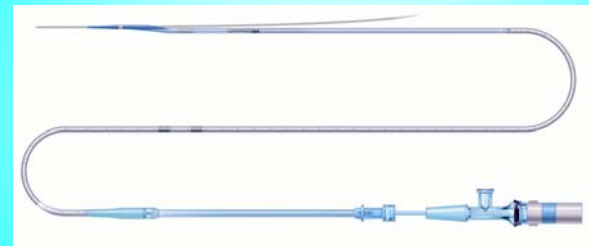
Hiryu (Oct. 2007 launched)



19% (Sep. 2007) → **28%** (Jun. 2008)

Ultrasound diagnostic catheter

ViewIT (Apr. 2008 launched)




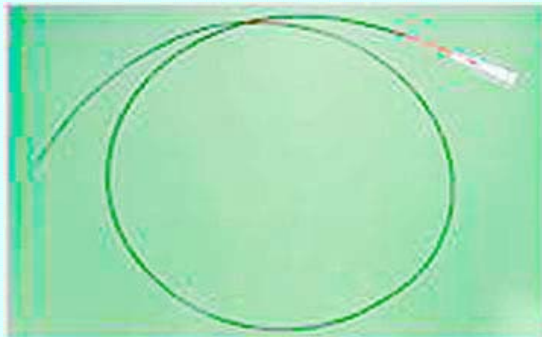
12% (Mar. 2008) → **20%** (Mar. 2009 forecast)

※ Transition in Japanese share of PTCA balloon and ultrasound diagnostic catheters (Terumo estimate)

Acquired all shares of Clinical Supply Co., Ltd.

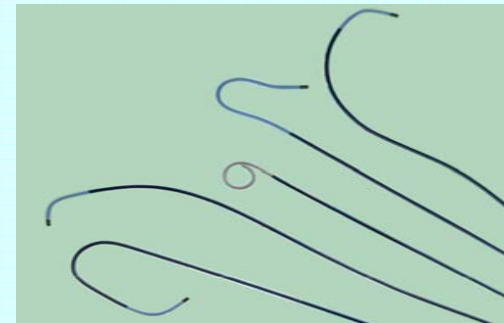
- Strengthen radiology business in Japan
- Globally deploy Clinical Supply products
- New product development taking advantage of the strengths of Terumo and Clinical Supply

 株式会社 クリニカル・サプライ



Micro catheter

(Treatment of liver cancer, etc.)

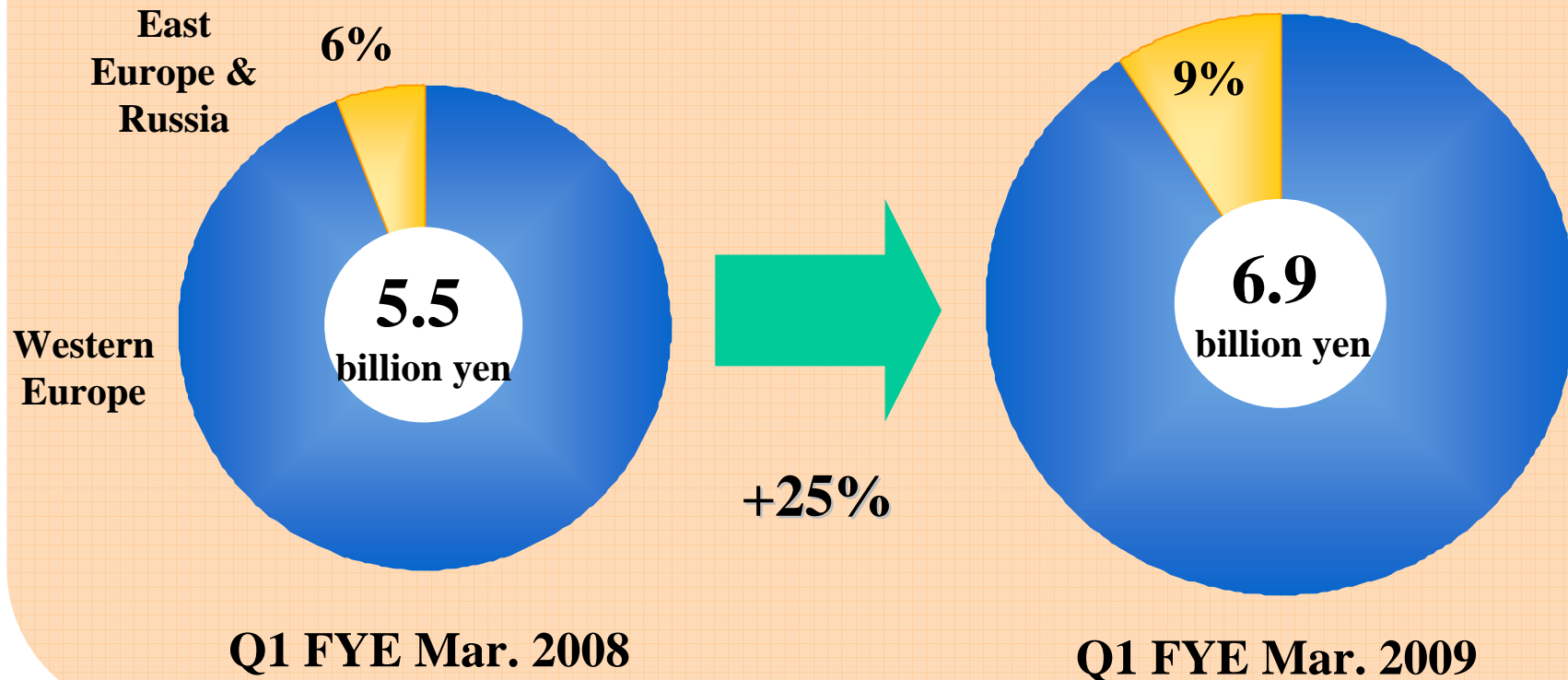


Angiographic catheter

Europe driving growth

- ◆ Interventional products in particular seeing large sales growth

Sales of Interventional products in Europe



Further enhancement of the product line-up in Europe

◆ Peripheral stent “Misago”

- Released in January 2008
- Expanding applications of stents to domains other than the heart



Treatment for femoral artery and other obtrusions

◆ Automatic centrifugal separation system, “TACSI”

- Launch to go into full effect from October 2008
- High value added blood transfusion systems



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Sales of blood transfusion systems steadily expanding

- ◆ Japanese apheresis equipment, “TERUSYS” enjoying favorable sales
- ◆ Sales of sterile tube connecting devices (TSCD) increasing
- ◆ Increasing demand for blood bags in Asia, showing high growth rates in India and the Middle East



Booth at the general assembly of International Society Blood Transfusion (ISBT): Macao, June 2008

Global development making steady progress

◆ 「Nobori」

- Europe: 3,000 post-marketing clinical trials started
Announced at academic conference (Euro PCR)
- Japan: Clinical tests still in progress



Nobori, Drug eluting stent

◆ 「DuraHeart」

- The U.S.: University of Michigan in preparation for implant
- Japan: Clinical tests will start in this fiscal year



The patient of
DuraHeart, LVAS
(the right) 15

◆ 「Anaconda」

- The U.S. : FDA approved the shift to phase II of clinical tests



The mid-term management plan started as planned



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