



Financial Results for FYE/Mar 2009

Terumo Corporation

May 13, 2009

Financial Results

(Unit: Billion yen)


	FYE/Mar.2008	FYE/Mar.2009	Rate of change
Net Sales	306.4	302.7	-1%
Gross profit (%)	168.2 (54.9%)	158.2 (52.3%)	-6%
S.G.A Expenses (%)	101.3 (33.1%)	104.2 (34.5%)	3%
Operating Income (%)	66.9 (21.8%)	54.0 (17.8%)	-19%
Ordinary Income (%)	64.2 (21.0%)	52.6 (17.4%)	-18%
Net Income	43.4	36.9	-15%
Average exchange rate	1 US\$ 114 yen 1EUR 162 yen	101 yen 12.0% yen appreciation 144 yen 10.8% yen appreciation	

Net Sales (by Region)

(Unit: Billion yen)

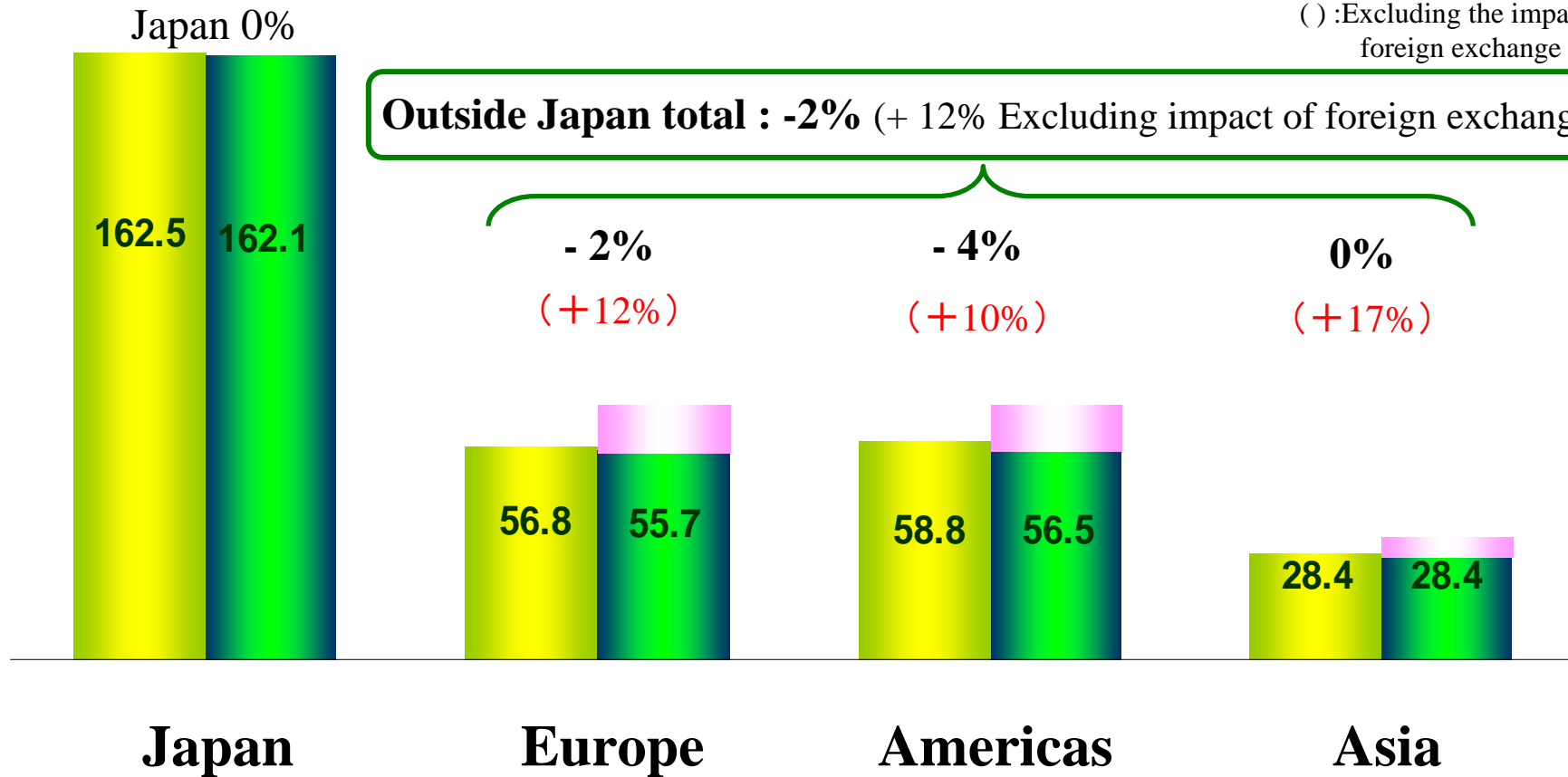
Japan • Outside Japan total : -1% (+ 5% Excluding impact of foreign exchange)

Ratio of sales outside Japan to total sales : 47% → 46%



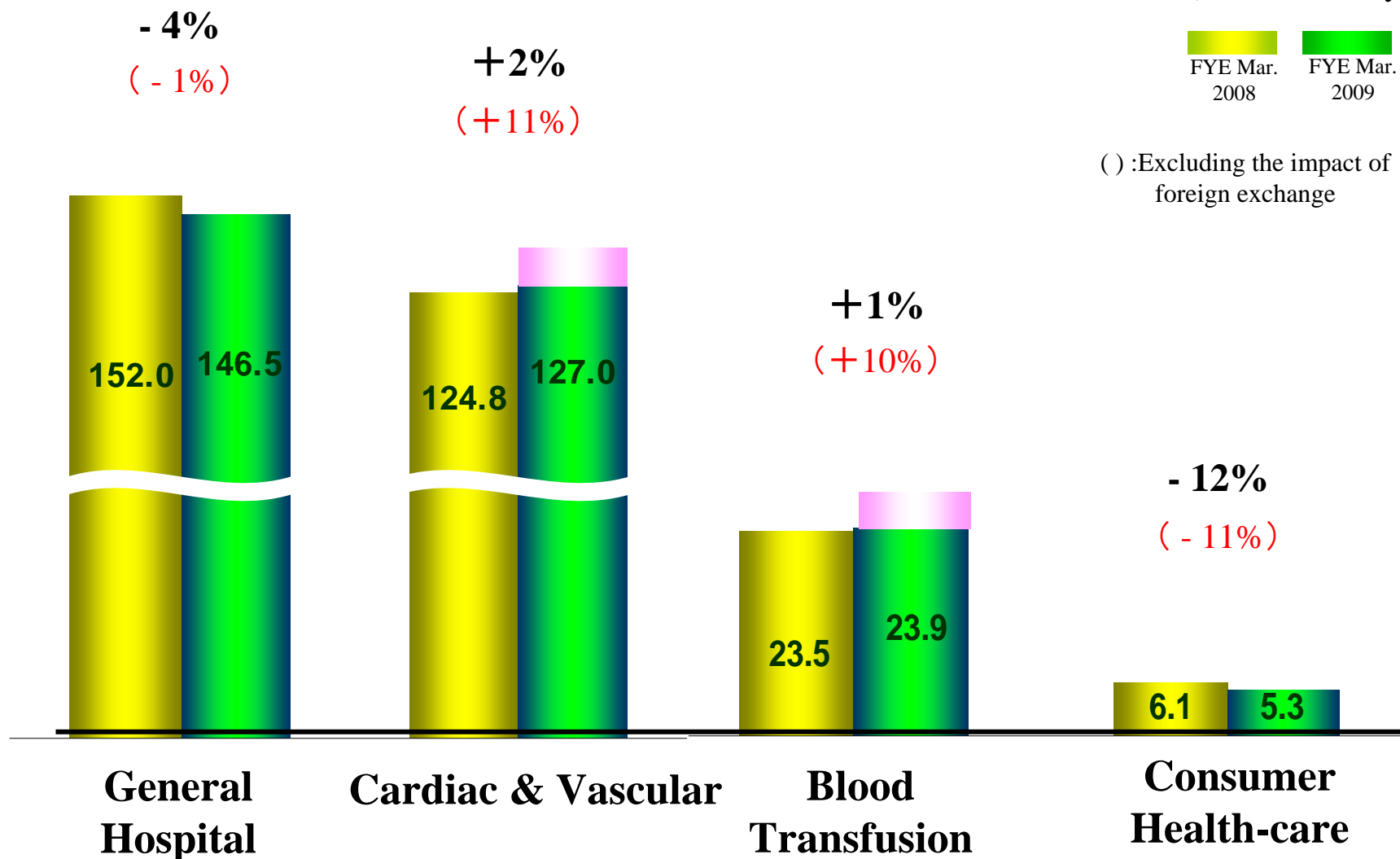
 FYE Mar. 2008 FYE Mar. 2009

() : Excluding the impact of foreign exchange



Net Sales (by Product Group)

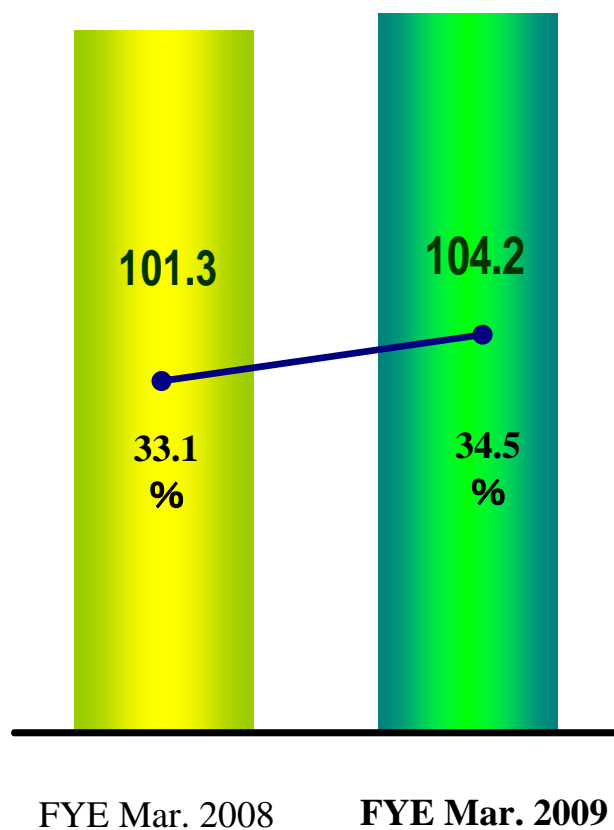
(Unit: Billion yen)



() : Excluding the impact of foreign exchange

S.G.A Expenses

(Unit: Billion yen)



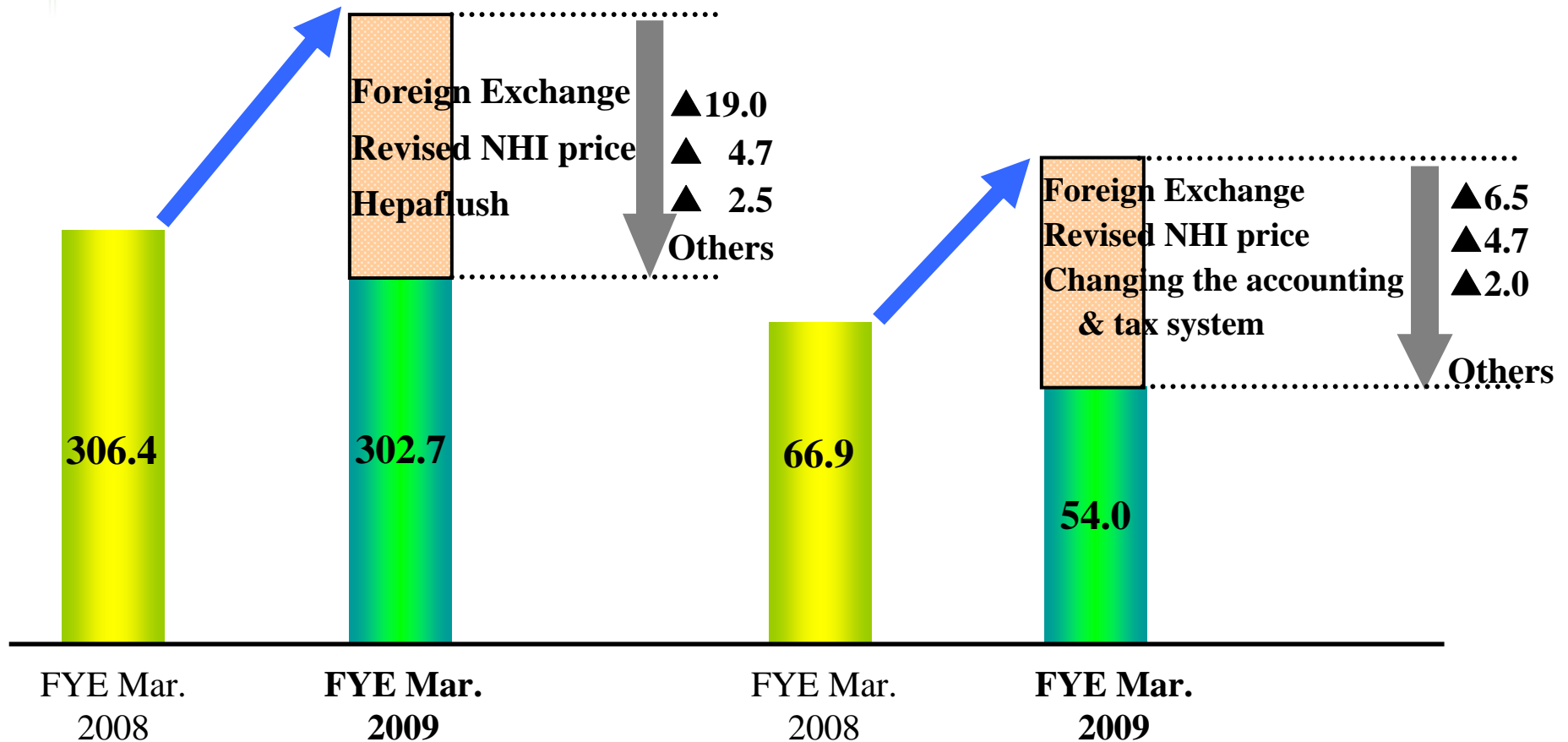
	FYE Mar. 2008	FYE Mar. 2009	Change	%
Personal	36.7	37.4	+0.7	2%
Logistics	9	9.1	+0.1	1%
Sales Promotion	10.5	10.9	+0.4	5%
R&D	15.8	17.2	+1.4	9%
Depreciation Goodwill	1.3	2.2	+0.9	68%
Others	28	27.4	-0.6	-2%

Net Sales & Operating Income Trends

(Unit: Billion yen)

[Net Sales]

[Operating Income]





Strategy

for This Fiscal Year

Projected Results
Substantial Double Digit Growth
in Rising Income and Profits Growth Rate (Same Rate)

(Unit: Billion yen)

	FYE/Mar 2009 Results	FYE/Mar. 2010 Forecast	%	
			(same rate)	
Net Sales	302.7	315.0	4%	10%
Operating Income (%)	54.0 (17.8%)	56.0 (17.8%)	4%	16%
Ordinary Income (%)	52.6 (17.4%)	56.0 (17.8%)	6%	19%
Net Income	36.9	37.5	2%	14%
Average exchange rate	1 US\$ 1EUR	101 yen 144 yen	95 yen 125 yen	101 yen 144 yen

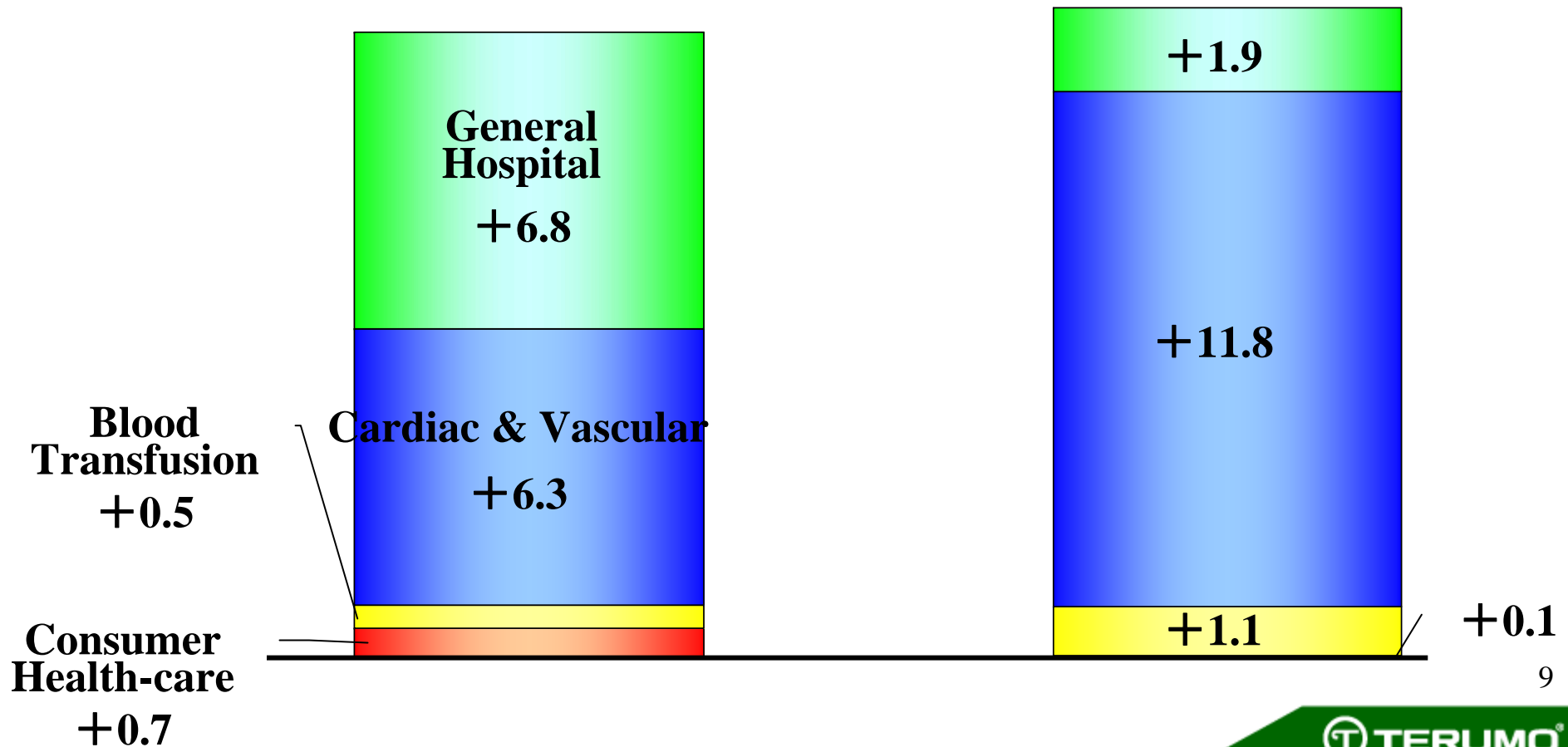
Growth in Both Japan and Outside of Japan

<Anticipated rising income this fiscal year>

Japan +14.3 Billion yen

Out of Japan +14.9 Billion yen

Excluding the impact of foreign exchange

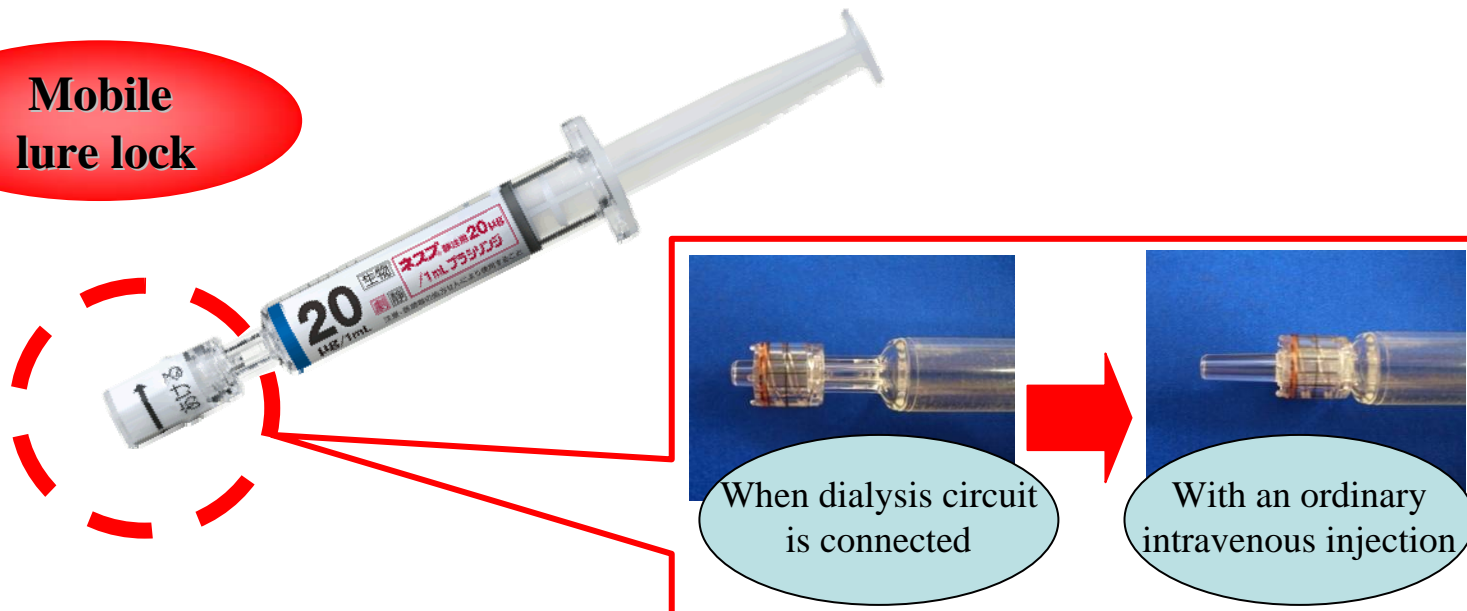


Japan

Jointly Developed with Kyowa Hakko Kirin New Prefilled Syringe, “NESP”, to be Launched May 14.

- Remedy for renal anemia to be administered at the time of artificial dialysis for renal failure patients
- Development of special syringes based on the needs of medical practice
- Improved safety and efficiency with unique shape of tip

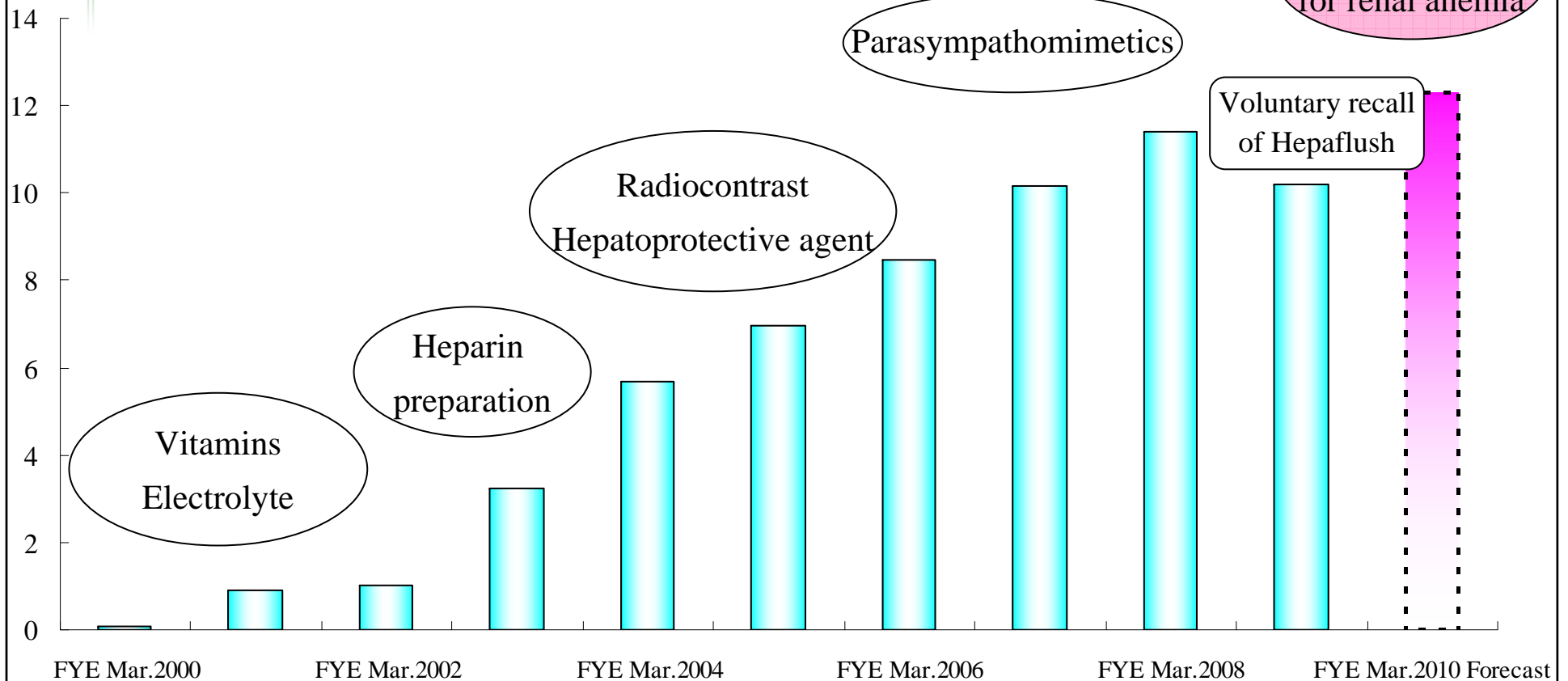
**Mobile
lure lock**



New Business of “Prefilled Syringes” is Expanding

<Sales>

(Unit: Billion yen)



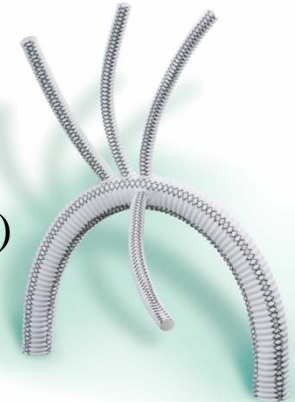
※Prefilled syringe: syringes prefilled with appropriate medicine

※Voluntary recall of Hepaflush : Preventive voluntary recall resulting from quality issues of overseas active pharmaceutical ingredients manufacturers

Cardiac & Vascular Products Showing Double Digit Growth

◆ Direct sales of vascular grafts began

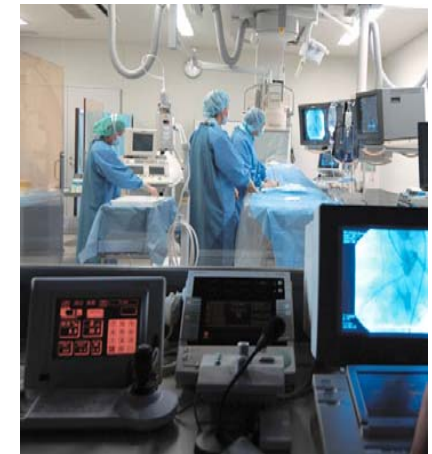
- Directly sell vascular grafts from Vascutek (Terumo's subsidiary in UK)
- Expanding sales of Triplex aortic conduit



Vascular Graft

◆ Preparing to be No.1 in interventional business in Japan

- To launch PTCA balloon catheter this fiscal year
- To expand the share of Intravascular ultrasound catheter



Training at Pranex

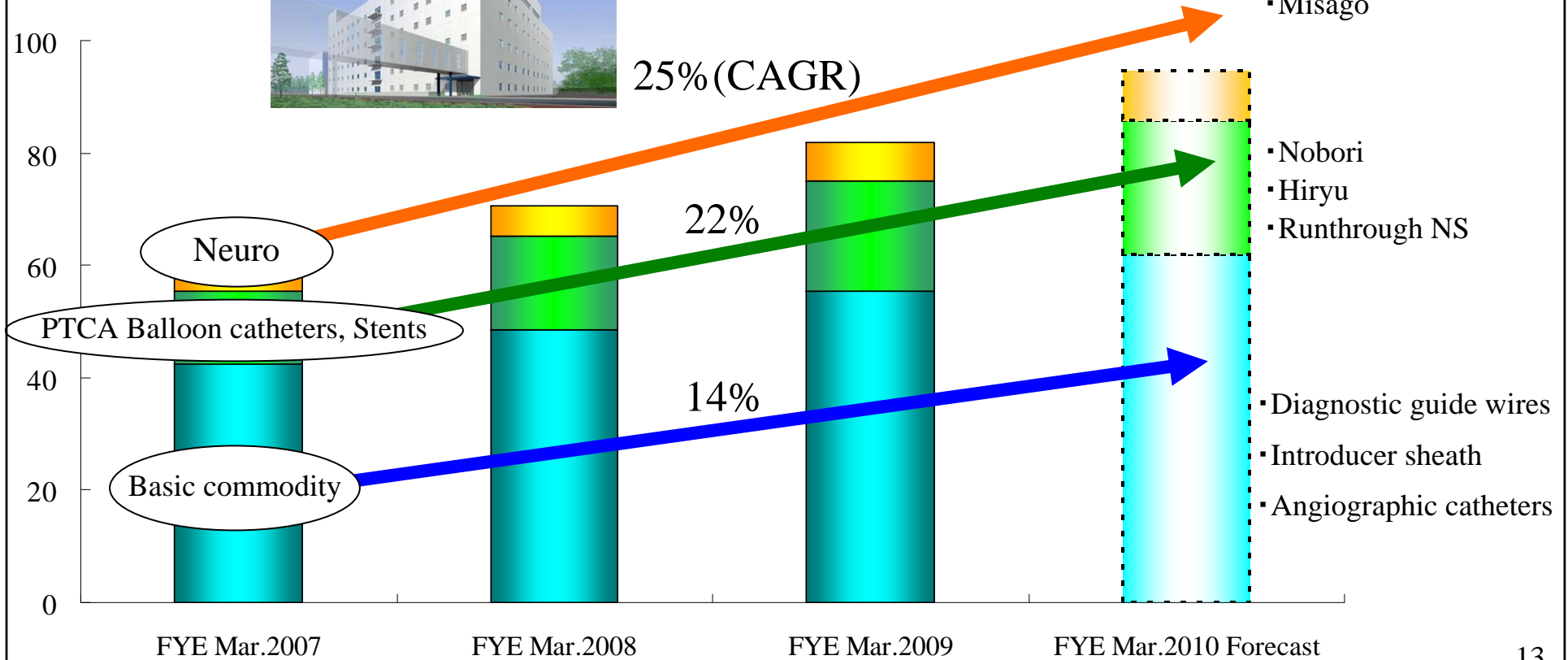
◆ Synergy with Terumo Clinical Supply

The Interventional Business is Enjoying High Growth for All Products

New factory at Ashitaka will support increasing production in 2009 (To be completed fall in 2009)



(Unit: Billion yen)



* Compared with the same rate as FY 2009

Development Strategies

Europe

- Clinical trials
- Launch initial sales

Japan

- Production technologies
- Upgrades and improvements

The United States

- New technologies

Misago

(Stent for femoral and popliteal artery disease)

Preparing for simultaneous clinical tests in Japan and US

- ◆ Mutually utilize clinical data in Japan and US
- ◆ Market growth of more than 15% per year
- ◆ Global market will be 100 billion yen in scale in five years time

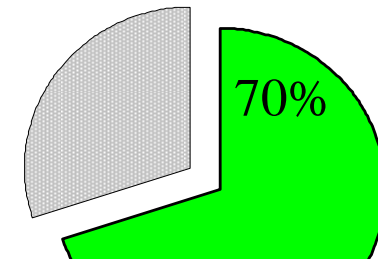


Big Focus on The Chinese Market

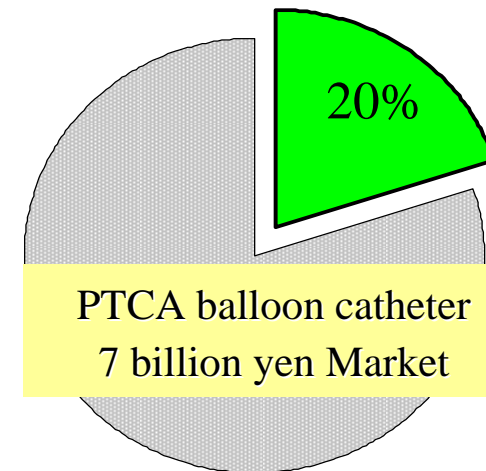
◆ China: Strengthen sales structure of interventional systems



<Terumo's Share>



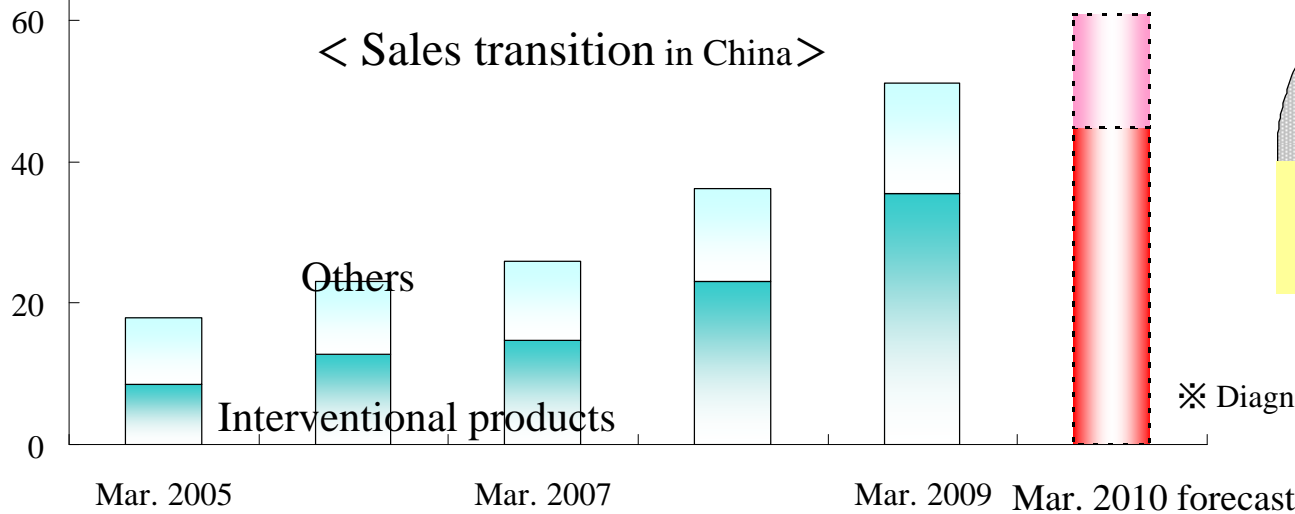
Diagnostic guide wire
3 billion yen Market



PTCA balloon catheter
7 billion yen Market

(US \$ M)

< Sales transition in China >



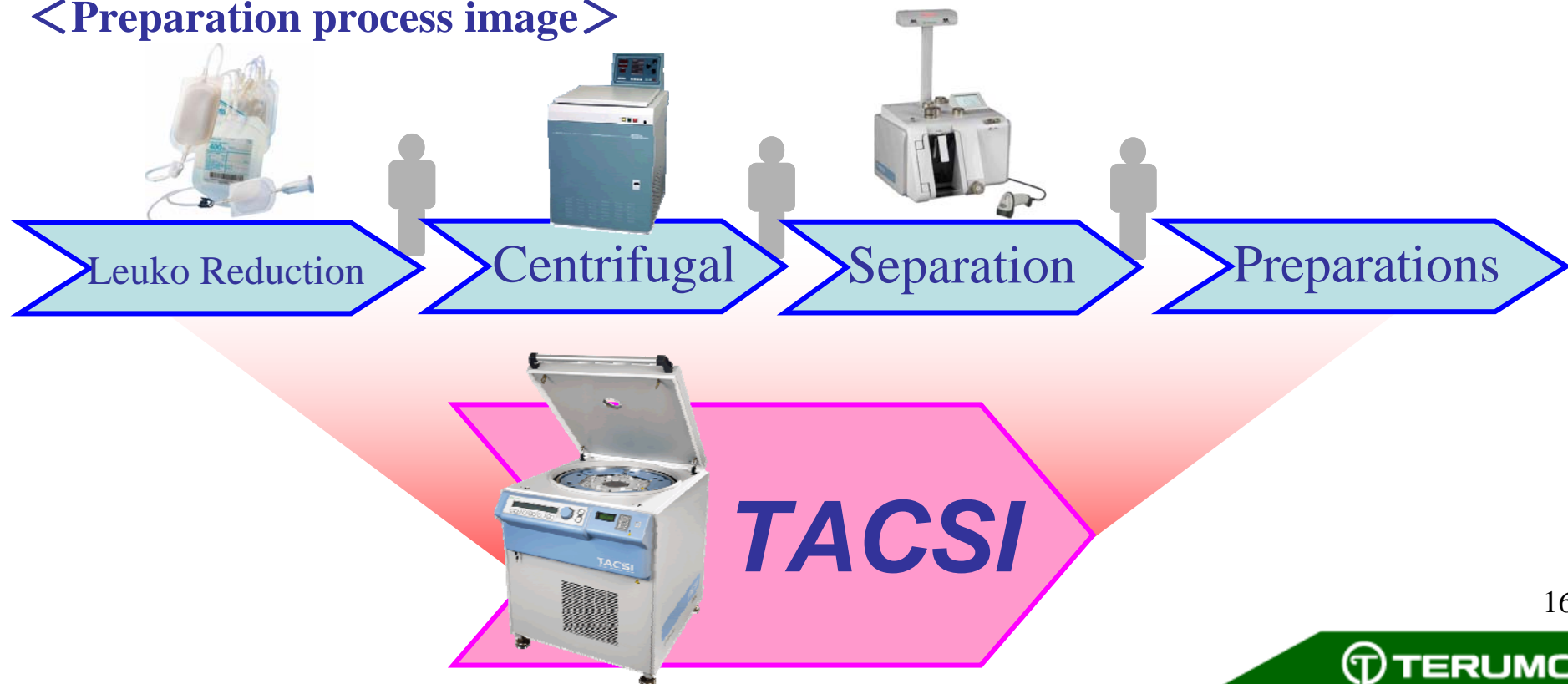
※ Diagnostic guide wire and PTCA balloon catheter (Terumo estimate) 15

Business Development of TACSI Accelerating in Europe

(TACSI: Automated blood centrifuge and separation system)

- ◆ Promote efficiency of preparation process
- ◆ Developing it into a major product with 20 billion yen sales

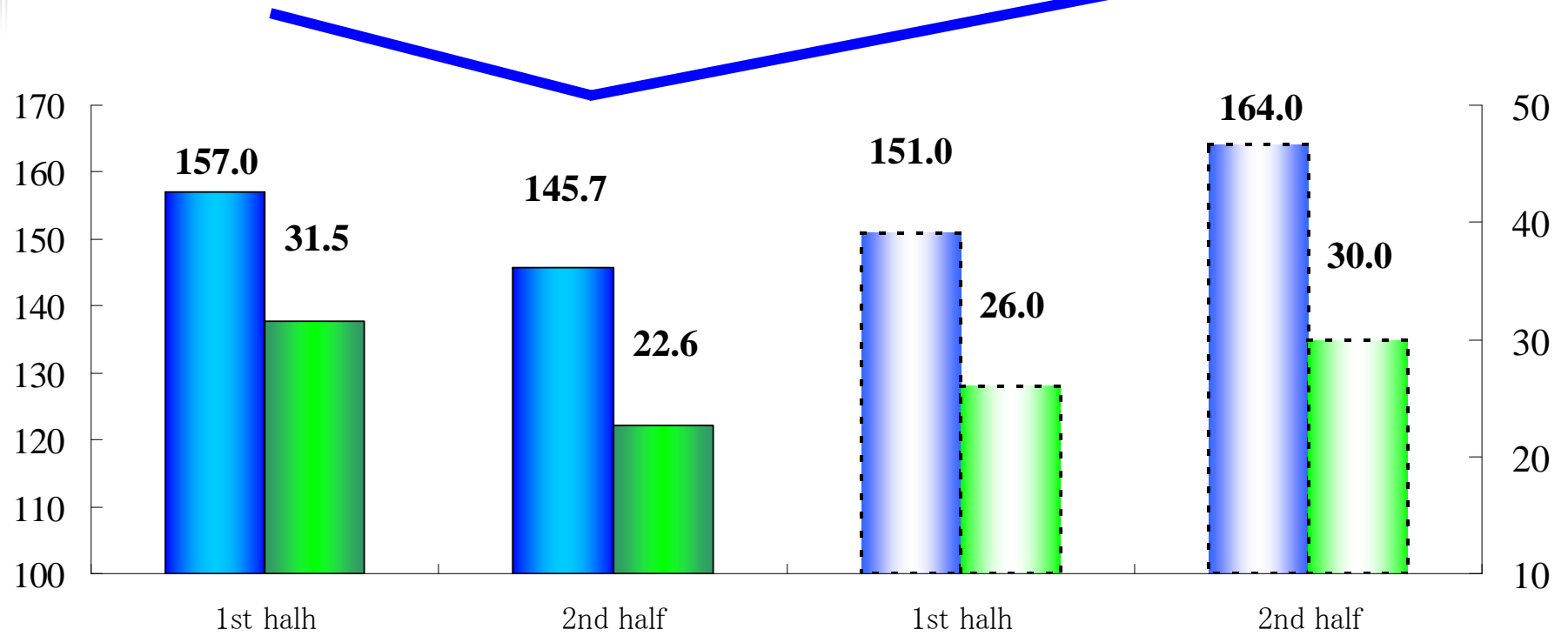
<Preparation process image>



Recovering Trend

Net Sales
(Unit: Billion yen)

Operating Income

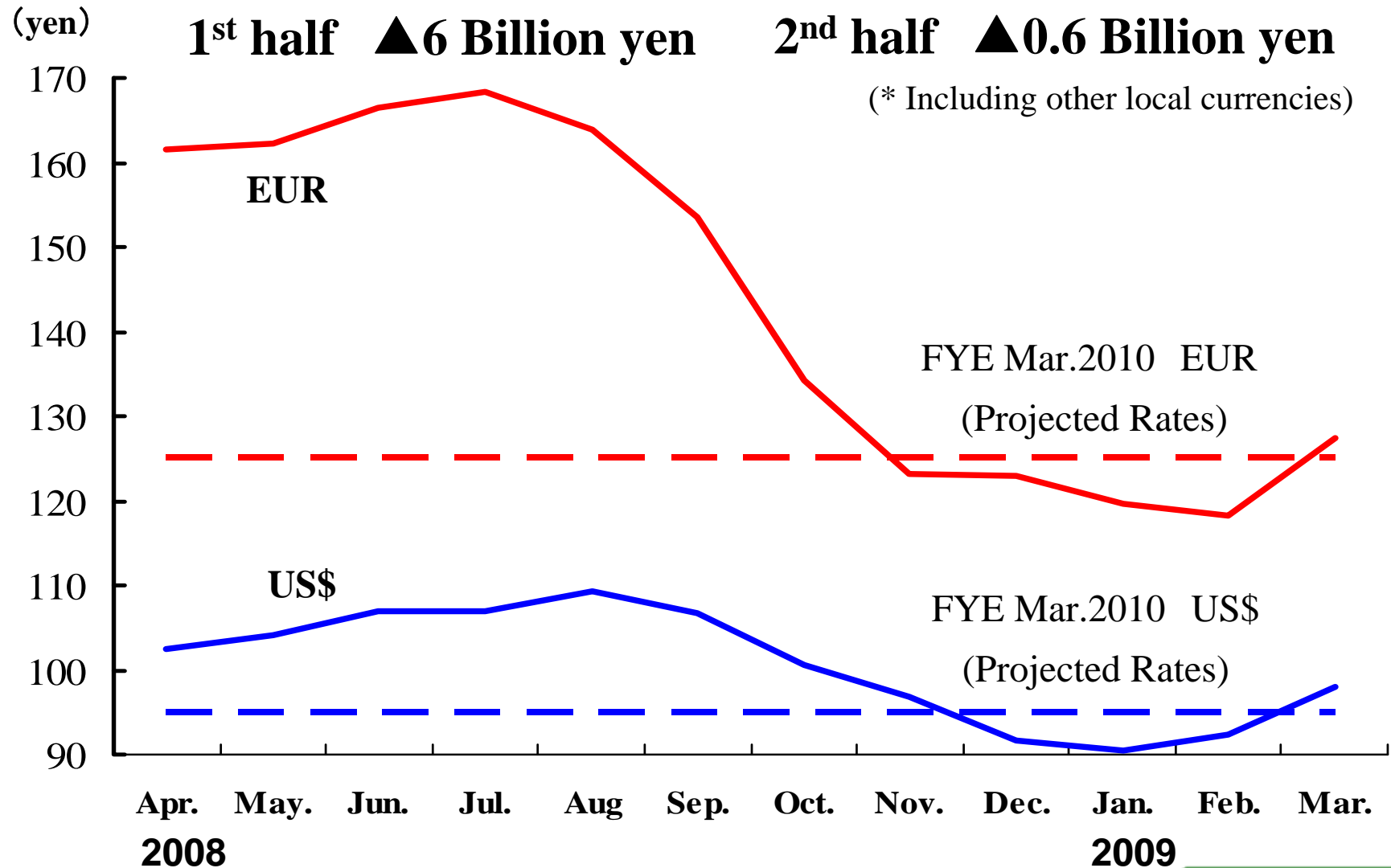


FYE Mar. 2009

FYE Mar. 2010 Fcst.

US\$1=95yen , Euro1=125yen

Impact of Foreign Exchange



Summary

- ◆ Anticipate to rise income and profits
- ◆ New pillars for growth
- ◆ Improving global clinical development



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