

# Progress of 1H FY14 and Mid-term Outlook

Achieve Sustainable and Profitable Growth

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Terumo Corporation

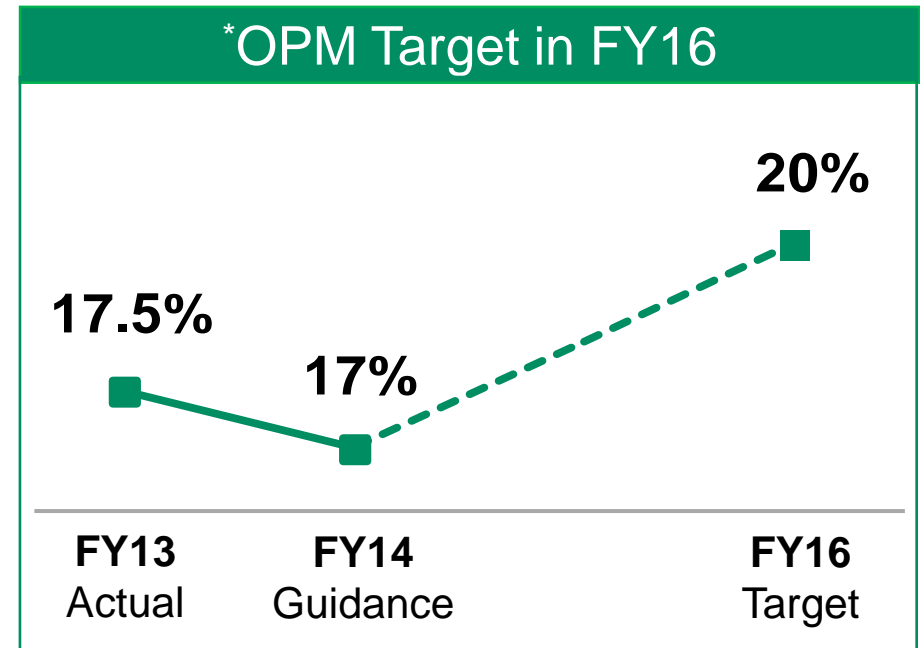
President and Representative Director

Yutaro Shintaku

November 5, 2014

# Roadmap to FY16

- Secure a foothold in FY13-14
  - Write off assets of certain businesses
- Achieve FY14 guidance
- Target OPM 20% by FY16



\*Excl. amortization of goodwill and intangibles with related to the acquisition of CaridianBCT

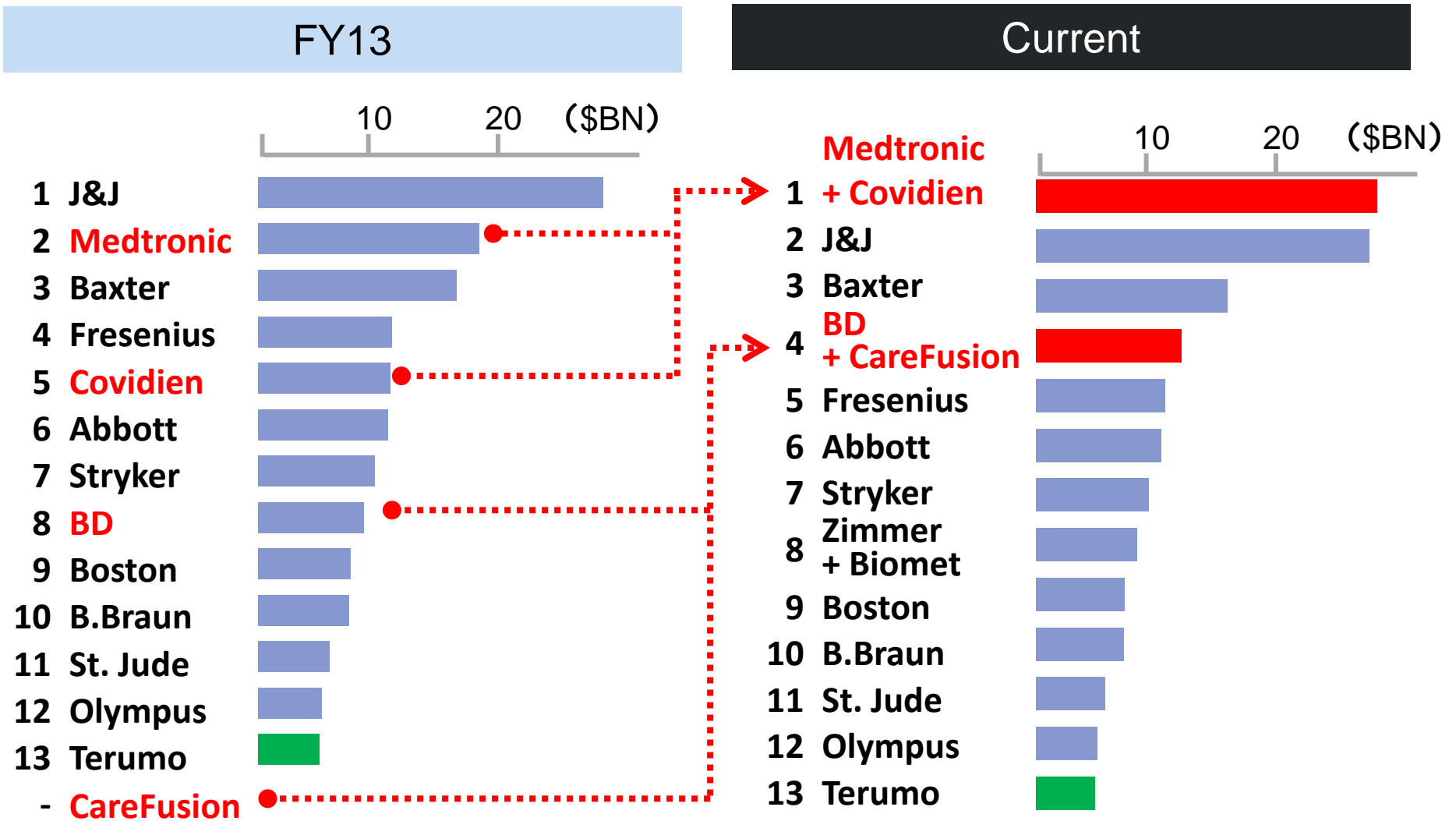
# Progress in 1H FY14

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- Continued to write off assets of certain businesses from FY13
  - Closed the factory for blood bags in Changchun, China (Sep.)
  - Transform product portfolio of Hospital and Laboratory Business in Europe (Oct.)
- Made a strong start to achieve FY14 guidance
- Aim to achieve OPM\* 20% by reinforcing profit management under “Business-led Management”

\*Excl. amortization of goodwill and intangibles with related to the acquisition of CaridianBCT

# Ongoing Global Industry Consolidation



# Terumo's Mid-term Outlook

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1. Continue to launch excellent usability products
2. Expand presence of overseas IS business
3. Launch “Ultimaster”
4. “Double pipeline” to achieve continuous growth
5. Strengthen IS new products R&D in California, U.S.
6. Enter into regenerative and cell therapy market

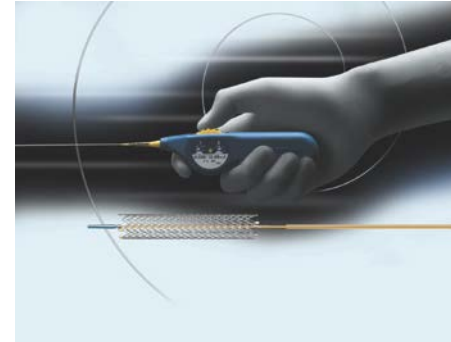
# 1. Continue to Launch Excellent Usability Products

Received FY2014 Good Design Award

## ■ Misago

<Evaluation>

- Conformable to vessels flexibly and increased treatment accuracy
- Easy to grip



## ■ Medisafe Finetouch Dispo (Lancet for measuring blood glucose)

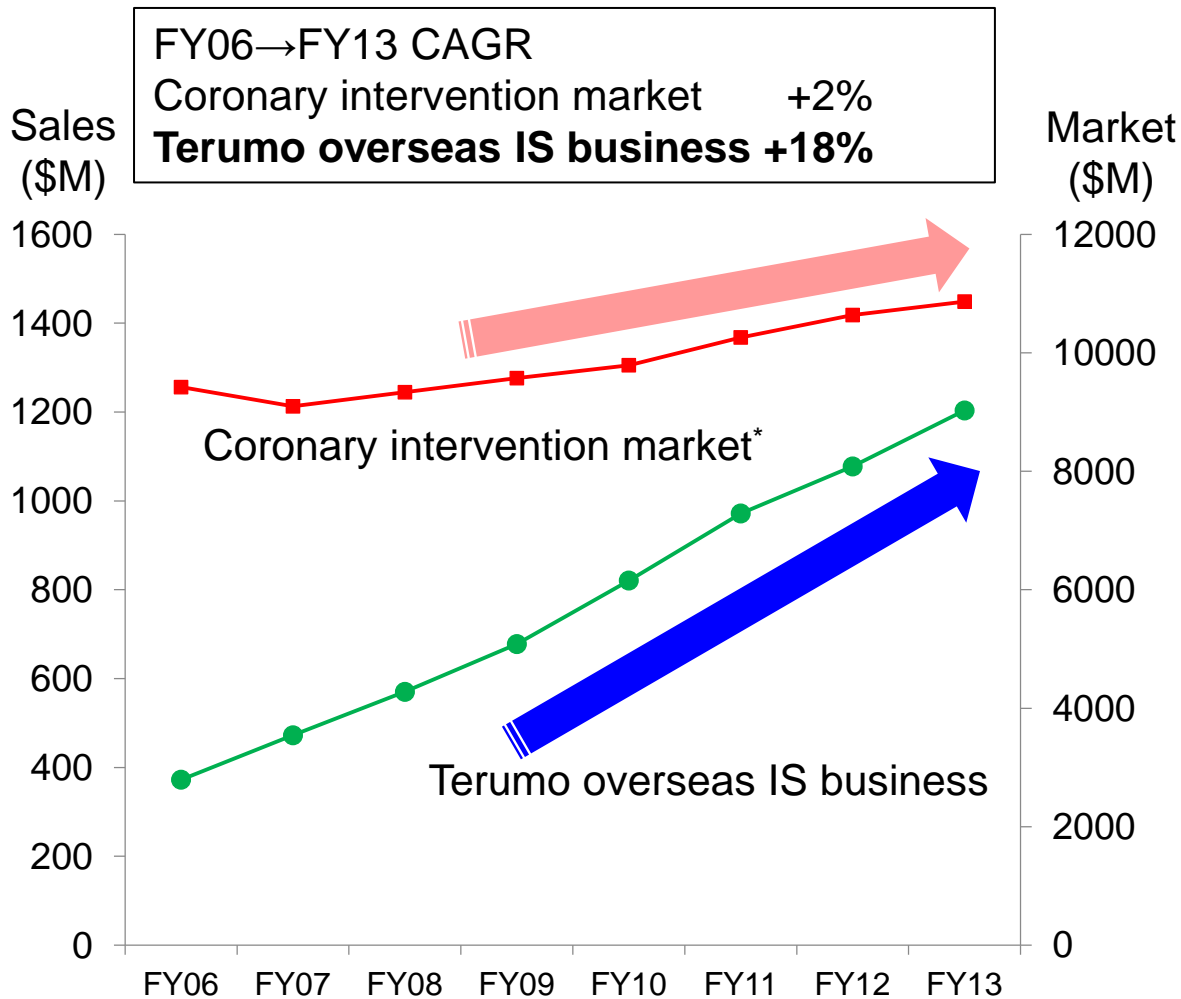
<Evaluation>

- Easy to hold and simple procedure
- Expected to lower risk of pricking fingers and less pain



# 2. Expand Presence of Overseas IS Business

Exceeding coronary intervention market growth



EuroPCR 2014 main entrance



Terumo's booth

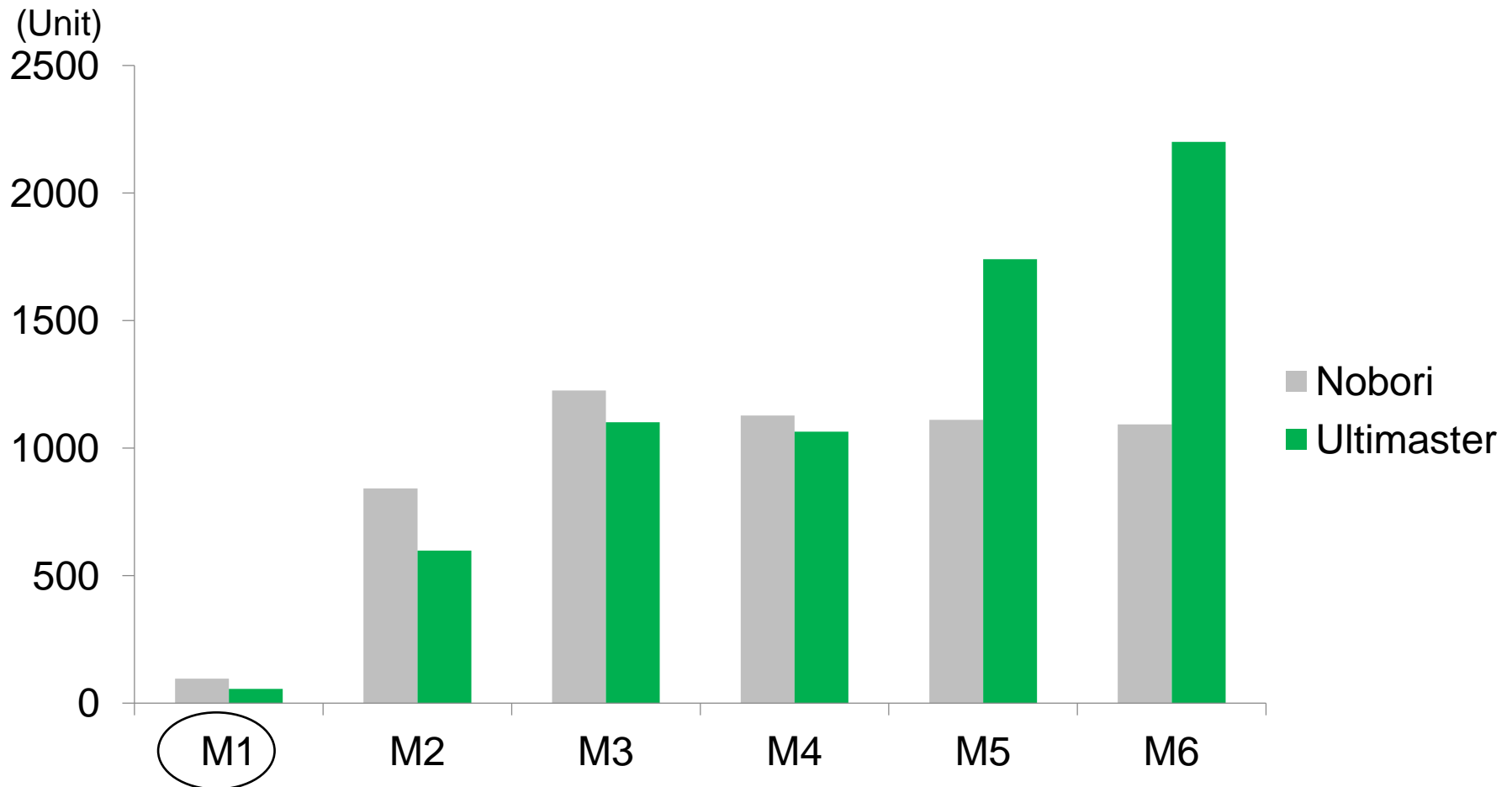


Ultimaster and OFDI live at main arena



### 3. Launch Ultimaster: Surpass Nobori's Initial Sales Record

Great contribution in sales and profits



Nobori: launched in Apr, 2008

Ultimaster: launched in May, 2014



# 4. “Double Pipeline” to Achieve Continuous Growth

Bioresorbable scaffold:  
Joint development  
with ART in France



2008  
Nobori



- Abluminal coating
- Bioresorbable polymer

2014  
Ultimaster

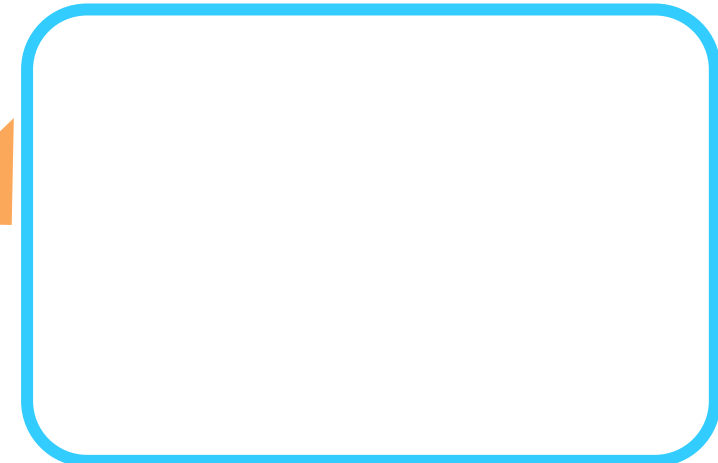


- Thin strut
- High conformability to blood vessel

**Bioresorbable scaffold**



**Hybrid type DES**



# 5. Strengthen IS new products R&D in California, U.S.

Early Stage

**Utilize resources of Silicon Valley**

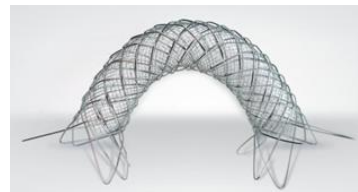
- Participate in incubation activities within Fogarty Institute for Innovation
- Invested in EMP II



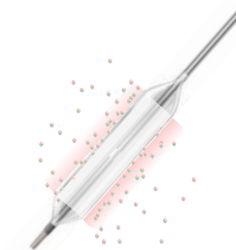
Full-scale Development

**Leverage R&D infrastructure of MicroVenton**

- Carotid stent (CASPER)
- Drug coated balloon (DCB)
- Next generation peripheral stent



Carotid stent (CASPER)



Drug coated balloon (DCB)

Clinical Trial

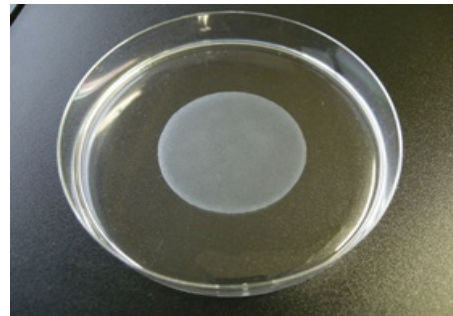
**Reinforce organization of clinical affairs in U.S.**

- Speedy launch
- Strategic regulatory filing for therapeutic devices

# 6. Enter into Regenerative and Cell Therapy Market

## ■ Cardiac regenerative therapy using cell sheets

- Filed an application for the manufacture and sales approval of autologous skeletal myoblast sheets
- The first step towards clinical use of the world's first product to be used as a cardiac regenerative therapy from Japan



October 31, 2014  
The Nikkei (1)

## ■ Terumo BCT: Expand business for cell therapy

- Provide devices for collection, expansion of stem cells

# Terumo BCT Initiatives for Infection Disease

## ■ Convalescent Plasma

(Trima and Mirasol)

- Collect plasma and improve safety of blood transfusion

Component collection

Pathogen reduction technology

## ■ Study feasibility to use pathogen reduction technology (Mirasol) to inactivate virus for vaccine production

- Ebola virus

## ■ Prevent expansion of Dengue fever, etc. (Mirasol)

- Prevent expansion of infection from blood transfusion

October 22, 2014  
The Nikkei (6)

# *IR Contact*

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