# Financial Results for the Fiscal Year Ended March 31, 2012



May 10, 2012

Exchange where listed: TSE

Name of listed company : TERUMO CORPORATION (URL http://www.terumo.com/)

Company code number : 454

Representative: : Yutaro Shintaku, President and Representative Director
Please address all communications to : Tetsuya Kumei, General Manager, Corporate Communication Dept.

Phone : +81 / 3 -6742 -8550

Adoption of U.S. accounting standards [Yes/No]: No

# 1. Consolidated Financial Highlights for the Year Ended March 2012 (From April 1, 2011 to March 31, 2012)

(1) Consolidated financial results

(Notes: The amounts shown below ignore values of less than a million yen)

	Net sales		Operating income		Ordinary in	come	Net income	
	(Millions of yen)	%	(Millions of yen)	%	(Millions of yen)	%	(Millions of yen)	%
Year ended March, 2012	386,686	17.8	63,049	0.7	59,164	4.0	24,167	(25.3)
Year ended March, 2011	328,214	3.9	62,606	(1.1)	56,903	(10.5)	32,338	(20.6)

(Notes) Comprehensive income: March 2012: 23,737million yen (-2.9%) March 2011: 24,454million yen (-45.7%)

	Net income per share	Net income per share, fully diluted		Ordinary income per total assets	Operating income per Net sales
	(Yen)	(Yen)	%	%	%
Year ended March, 2012	127.28	-	7.0	10.6	16.3
Year ended March, 2011	170.30	-	9.9	13.5	19.1

(Notes) Equity in earnings of affiliates: March 2012: 57million yen March 2011: 81million yen

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	(Millions of yen)	(Millions of yen)	%	(Yen)
As at March 31, 2012	692,520	352,537	50.9	1,855.25
As at March 31, 2011	420,037	335,456	79.8	1,765.32

 $(Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \quad March\ 31,\ 2011:\ 335,202\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ 352,272\ million\ yen \\ (Notes)\ Shareholders'\ equity: \quad March\ 31,\ 2012:\ March\ 31,\ March\ 31,\$ 

(3) Consolidated statements of cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents, end of period	
	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	
Year ended March, 2012	56,200	(247,182)	182,982	73,793	
Year ended March, 2011	46,828	(18,989)	(26,416)	82,660	

#### 2. Dividends

		Cash dividends per share							
	at 1st half end	at fiscal year end	total						
	(Yen)	(Yen)	(Yen)						
Year ended March, 2011	16.00	18.00	34.00						
Year ended March, 2012	17.00	22.00	39.00						
Year ending March, 2013 (forecast)	22.00	22.00	44.00						

## 3. Consolidated Forecast for the Year Ending March 2013 (From April 1, 2012 to March 31, 2013)

	Net sales		Operating income		Ordinary income		Net income		Net income per share	
	(Millions of yen)	%	(Millions of yen)	%	(Millions of yen)	%	(Millions of yen)	%	(Yen)	
Half year ending September, 2012	195,000	2.2	28,500	(17.7)	27,500	(12.1)	16,000	(9.5)	84.26	
Year ending March, 2013	410,000	6.0	60,000	(4.8)	58,000	(2.0)	34,000	40.7	179.06	

(Notes) Assumed exchange rate in FY2012: 1US\$=80yen, 1Euro=105yen

Among the information that Terumo discloses, forecasts of financial performance on future projections contain potential risks and uncertainty since these are forecasts on projections made by Terumo based on limited information available at the moment of disclosure. Accordingly, it should be noted that actual results may differ from those forecasts on projections due to various factors. Factors affecting to actual results include, but are not limited to, changes in economic conditions surrounding Terumo, fluctuations of foreign exchange rates, and state of competition.

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# 4. Financial Statements

## (1) Consolidated balance sheet

(1) Consolidated balance sheet					(Millions of y	
	As at March 31,	2011	As at March 31,	2012	Changes	1
	Amount		Amount		Amount	
(Assets)		%		%		9/
I Current assets	236,510	56.3%	256,867	37.1%	20,357	8.6%
Cash and deposits	83,794		78,767		(5,027)	
Notes and accounts receivable-trade	76,480		91,800		15,319	
Marchandise and finished goods	36,152		44,044		7,891	
Work in process	5,869		6,629		759	
Raw material and supplies	15,651		18,606		2,955	
Deferred tax assets	7,797		9,707		1,910	
Derivatives	6,084		9		(6,074)	
Other	5,406		8,543		3,137	
Allowance for doubtful accounts	(726)		(1,240)		(514)	
II Noncurrent assets	183,527	43.7%	435,652	62.9%	252,124	137.4%
1. Property, plant and equipment	113,059	26.9%	131,754	19.0%	18,695	16.5%
Buildings and structures	45,052		47,108		2,055	
Machinery, equipment and vehicles	29,861		38,431		8,570	
Land	20,227		21,298		1,071	
Lease assets	950		1,447		496	
Construction in progress	10,442		15,243		4,800	
Other	6,524		8,225		1,700	
2. Intangible assets	26,728	6.4%	270,790	39.1%	244,062	913.1%
Goodwill	20,191		138,809		118,618	
Customer relationship	-		83,758		83,758	
Other	6,537		48,222		41,685	
3. Investments and other assets	43,739	10.4%	33,106	4.8%	(10,632)	(24.3%
Investment securities	28,895		20,387		(8,507)	
Deferred tax assets	8,136		6,996		(1,140)	
Other	6,706		5,722		(984)	
Total assets	420,037	100.0%	692,520	100.0%	272,482	64.99

_		T			1	(Mill	ions of yen)
		As at March 31,	2011	As at March 31,	2012	Changes	T
		Amount		Amount		Amount	
(Li	abilities)		%		%		9/
I	Current liabilities	78,846	18.8%	157,997	22.8%	79,151	100.4%
	Notes and accounts payable-trade	30,711		33,920		3,209	
	Short-term loans payable	-		60,000		60,000	
	Lease obligations	294		423		128	
	Income taxes payable	6,297		11,840		5,542	
	Deferred tax liabilities	123		23		(100)	
	Provision for bonuses	5,001		5,048		46	
	Provision for directors' bonuses	145		127		(17)	
	Provision for loss on disaster	351		-		(351)	
	Notes and accounts payable-facilities	5,749		7,027		1,277	
	Asset retirement obligations	560		840		280	
	Other	29,611		38,747		9,136	
II	Noncurrent liabilities	5,734	1.3%	181,984	26.3%	176,250	3,073.3%
	Bonds payable	-		80,000		80,000	
	Long-term loans payable	-		50,000		50,000	
	Lease obligations	636		999		363	
	Deferred tax liabilities	378		44,736		44,358	
	Provision for retirement benefits	1,082		1,538		455	
	Provision for directors' retirement benefits	586		202		(383)	
	Asset retirement obligations	991		153		(837)	
	Other	2,060		4,354		2,294	
To	tal liabilities	84,581	20.1%	339,982	49.1%	255,401	302.0%
Ι	Shareholders' equity	363,832	86.6%	381,345	55.1%	17,512	4.8%
	Capital stock	38,716		38,716		-	
	Capital surplus	59,030		52,103		(6,926)	
	Retained earnings	342,965		290,529		(52,436)	
	Treasury stock	(76,879)		(3)		76,875	
II	Accumulated other comprehensive income	(28,630)	(6.8%)	(29,073)	(4.2%)	(442)	1.5%
	Valuation difference on available-for-sale securities	(1,919)		(51)		1,868	
	Deferred gains or losses on hedges	3,611		1		(3,609)	
	Foreign currency translation adjustment	(30,322)		(29,023)		1,298	
Ш	Minority interests	254	0.1%	264	0.0%	10	4.1%
To	tal net assets	335,456	79.9%	352,537	50.9%	17,080	5.1%
To	tal liabilities, net assets	420,037	100.0%	692,520	100.0%	272,482	64.9%

(2) Consolidated statement of income			-					(Milli	ons of yen)
	For	r the year en	ided	For	the year e	nded			
	N	Iarch 31, 20	11	N	Iarch 31, 20	12		Changes	
	Am	ount		Am	ount		Amo	ount	
			%			%			%
I Net sales		328,214	100.0%		386,686	100.0%		58,471	17.8%
II Cost of sales		157,416	48.0%		182,046	47.1%		24,630	15.6%
Gross profit		170,798	52.0%		204,639	52.9%		33,841	19.8%
III Selling, general and administrative expenses		108,191	32.9%		141,590	36.6%		33,399	30.9%
Operating income		62,606	19.1%		63,049	16.3%		442	0.7%
IV Non-operating income									
Interest income	269			309			40		
Dividends income	458			373			(84)		
Royalty income	142			149			6		
Equity in earnings of affiliates	81			57			(23)		
Other	638	1,590	0.4%	914	1,804	0.5%	275	214	13.5%
V Non-operating expenses									
Interest expenses	54			738			684		
Sales discounts	573			586			13		
Foreign exchange losses	4,428			990			(3,437)		
Loss on disposal of inventories	654			1,728			1,074		
Other	1,583	7,293	2.2%	1,644	5,689	1.5%	61	(1,604)	(22.0%)
Ordinary income		56,903	17.3%		59,164	15.3%		2,260	4.0%
VI Extraordinary income									
Gain on sales of noncurrent assets	10			224			214		
Reversal of allowance for debtful accounts	0			-			(0)		
Reversal of loss on disaster	-			156			156		
Gain on contribution of securities to retirement benefit trust	494			-			(494)		
Subsidy income	-	505	0.2%	295	675	0.2%	295	170	33.7%
VII Extraordinary expenses									
Impairment loss	-			221			221		
Loss on disposal of noncurrent assets	2,257			239			(2,017)		
Loss on sales of investment securities	-			1,562			1,562		
Loss on valuation of investment securities	19			7,754			7,734		
Loss on sales of golf club memberships	-			5			5		
Loss on disaster	555			-			(555)		
Directors' retirement benefits	15			-			(15)		
Settlement package	3,000			-			(3,000)		
Environmental expenses	-	5,848	1.8%	407	10,189	2.6%	407	4,341	74.2%
Income before income taxes		51,560	15.7%		49,649	12.9%		(1,910)	(3.7%)
Income taxes-current	18,992			24,929			5,937		
Income taxes-deferred	164	19,156	5.8%	495	25,425	6.6%	330	6,268	32.79
Income before minority interests		32,403	9.9%		24,224	6.3%		(8,178)	(25.2%
Minority interests income		64	0.0%		57	0.0%		(7)	(11.3%
Net income		32,338	9.9%		24,167	6.2%		(8,171)	(25.3%

(3) Consolidated statement of comprehensive income

(Millions	of	yen)
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		March 3	For the year ended         For the ye           March 31, 2011         March 3           Amount         Amo		
	ne before minority interests	32,403		24,224	
Valu Defe	r comprehensive income uation difference on available-for-sale securities erred gains or losses on hedges eign currency translation adjustments	(4,255) 3,611 (7,303)		1,868 (3,609) 1,251	
	re of other comprehensive income of associates ounted for using equity method	(1)	(7,949)	2	(487)
Comp	prehensive income		24,454		23,737
Sh	ributable to: nareholders of Terumo Corporation inority interests		24,418 36		23,726 10

(4) Statement of changes in net assets (Millions of yen) Shareholders' equity Shareholders' Year ended March 2011
Beginning of period
Changes during this fiscal year
Dividends from surplus
Net income
Purchase of treasury stock
Changes of items other than shareholders' equity (net)
Total changes during this fiscal year
Ending of period Capital stock Capital surplus Retained earnings Treasury stock equity total
337,633 (76,817) 38,716 59,030 316,703 (6,076) 32,338 (62) (6,076) 32,338 (62)26,199 26,262 (62)38,716 59,030 (76,879) 342,965 363,832

		Accumulated other comprehensive income						
	Valuation difference on	Deferred gains or losses	Foreign currency	Accumulated				
	available-for-sale securities	on hedges	translation	other comprehensive	Minority	Net assets		
Year ended March 2011			adjustments	income total	interests	total		
Beginning of period	2,335	i	(23,046)	(20,711)	218	317,139		
Changes during this fiscal year								
Dividends from surplus						(6,076)		
Net income						32,338		
Purchase of treasury stock						(62)		
Changes of items other than shareholders' equity (net)	(4,255)	3,611	(7,275)	(7,919)	36	(7,882)		
Total changes during this fiscal year	(4,255)	3,611	(7,275)	(7,919)	36	18,316		
Ending of period	(1,919)	3,611	(30,322)	(28,630)	254	335,456		
			(Millions of	yen)				

	Shareholders' equity				
Year ended March 2012	Capital stock	Capital surplus	Retained earnings	Treasury stock	Shareholders' equity total
Beginning of period	38,716	59,030	342,965	(76,879)	363,832
Changes during this fiscal year					
Dividends from surplus			(6,645)		(6,645)
Net income			24,167		24,167
Retirement of treasury stock		(6,926)	(69,957)	76,884	
Purchase of treasury stock				(8)	(8)
Changes of items other than shareholders' equity (net)					
Total changes during this fiscal year	-	(6,926)	(52,436)	76,875	17,512
Ending of period	38,716	52,103	290,529	(3)	381,345

	Accumulated other comprehensive income					
	Valuation difference on	Deferred gains or losses	Foreign currency	Accumulated		
	available-for-sale securities	on hedges	translation	other comprehensive	Minority	Net assets
Year ended March 2012		_	adjustments	income total	interests	total
Beginning of period	(1,919)	3,611	(30,322)	(28,630)	254	335,456
Changes during this fiscal year						
Dividends from surplus						(6,645)
Net income						24,167
Retirement of treasury stock						-
Purchase of treasury stock						(8)
Changes of items other than shareholders' equity (net)	1,868	(3,609)	1,298	(442)	10	(431)
Total changes during this fiscal year	1,868	(3,609)	1,298	(442)	10	17,080
Ending of period	(51)	1	(29,023)	(29,073)	264	352,537

ash and cash equivalents ash equivalents ing of period	(2,217) 84,877	(8,866) 82,660
ash equivalents	(2,217)	
and cash equivalents	(0,000)	
seh and cash controlants	(3,639)	(867)
ng activities	(26,416)	182,982
	(6,076)	(6,645)
tions	(277)	(363)
	(62)	(8)
n loans payable	(20,000)	60,000
	-	80,000
ole	-	50,000
ng activities		
ment activities	(18,989)	(247,182)
	(482)	(51)
equity	-	(220,078)
ecurities	-	1,146
	(12)	(3)
tirement obligations	-	(560)
	(672)	(3,133)
nt and equipment	44	296
pment	(21,561)	(21,132)
eposits	6,420	2,597
	(2,723)	(6,262)
ment activities		
	20,020	002,00
ting activities	46,828	295 <b>56,200</b>
	(1,500)	(1,383)
	(26,061)	(20,213)
	(60)	(675)
⁄ed	916	909
	73,534	77,268
	2,986	4,337
	3,213	288
	(4,800)	(7,369)
ounts receivable-trade	(6,530)	(8,961)
	-	407
penefit trust	3,200	-
	(494)	-
ies to employees' retirement	(494)	_
berships	-	5
nt securities	19	7,754
curities	-	1,562
sets	(10)	(224)
t assets	2,257	239
	-	(295)
	-	(156)
	555	-
	3,000	-
	2,535	712
	54	738
	(727)	(683)
lirectors' bonuses	(16)	(17)
loubtful accounts	48	522
irectors' retirement benefits	(72)	(383)
etirement benefits	(81) (3,555)	(57) 144
es	1,580	7,576
	1.500	221
	18,812	21,259
	51,560	49,649
ting activities	<b>74 700</b>	40.040
	Amount	Amount
		March 31, 2012
	*	For the year ended
_	0WS	For the year ended  March 31, 2011  Amount

Significant accounting policies in preparing the consolidated financial statements

## Changes in accumulated depreciation of tangible fixed assets

Depreciation of tangible fixed assets of the Company and its domestic consolidated subsidiaries had been computed by declining-balance method (straight-line method had been applied to buildings, excluding accessory equipment, acquired after April 1, 1998), but effective from this consolidated fiscal year, the straight-line method has been applied to all tangible fixed assets.

#### **Additional Information**

## Adoption of accounting standards for accounting changes and error corrections

The Company and its consolidated domestic subsidiaries adopted the ASBJ Statement No.24, the Accounting Standard for Accounting Changes and Error Corrections and the ASBJ Guidance No.24, the Guidance on Accounting Standard for Accounting Changes and Error Corrections, issued by ASBJ on December 4, 2009, and apply the Accounting Standard and the Guidance to accounting changes and corrections of prior period errors which are made after the beginning of the fiscal year beginning on or after April 1, 2011.

#### Relating to consolidated balance sheet

#### I Ending balance of accumulated depreciation of tangible assets

(Millions of yen)

	March 31, 2011	March 31, 2012
Accumulated depreciation of tangible assets	228,584	252,837

## $II \ \ Ending \ balance \ of investment \ in securities \ to \ nonconsolidated \ subsidiaries \ and \ related \ companies$

	March 31, 2011	March 31, 2012
Investment in securities	2,405	2,234

# III The last day of last accounting period was a holiday of banking institutions, and the bills reaching maturity on Mar 31 2012, mentioned below, are included in the ending balance of this accounting period.

	March 31, 2011	March 31,2012
Notes receivable-trade	-	70

## Relating to consolidated statement of income

## I Main items among selling, general and administrative expenses

(Millions of yen)

	Year ended March 31, 2011	Year ended March 31, 2012
Promotion and advertisement fee	10,463	12,030
Transportation and packaging cost	9,632	10,038
Salaries	25,357	32,168
Bonuses	3,409	4,780
Provision for bonuses	2,345	2,357
Retirement benefit expenses	2,517	2,393
R&D expenditures	20,355	24,322
Depreciation and amortization	3,143	9,867
Provision for directors' bonuses	145	127

# II R&D expenditures

Year ended	Year ended
March 31, 2011	March 31, 2012
20,355	24,322

## III Itemized statement of gain on sales of noncurrent assets

(Millions of yen)

	Year ended March 31, 2011	Year ended March 31, 2012
Machinery and transportation equipment	8	7
Land	-	207
Other tangible noncurrent assets	1	8
Total gains on sales of noncurrent assets	10	224

## IV Itemized statement of loss on disposal of noncurrent assets

	Year ended	Year ended
	March 31, 2011	March 31, 2012
Buildings and structures	1,878	35
Machinery and transportation equipment	313	157
Other tangible noncurrent assets	65	47
Total loss on disposal of noncurrent assets	2,257	239

## V Impairment loss

		Year ended March 31, 2011	Year end March 31,	
Location			USA	
Application		1	Alliance Agr	eement
Assortment	Impairment amount	-	Customer relationship	221
Amount			221	

## Relating to consolidated statement of comprehensive income

 $Itemized\ statement\ of\ comprehensive\ income\ and\ other\ comprehensive\ income\ for\ the\ fiscal\ year\ ended\ March,\ 2012$ 

	(Millions of yen)
Valuation difference on available-for-sale securities:	
Amount during this fiscal year	(7,302)
Adjustment	9,316
Before tax effect	2,013
Tax effect	(145)
Valuation difference on available-for-sale securities	1,868
Deferred gains or losses on hedges:	
Amount during this fiscal year	2,238
Adjustment	45
Adjustment for purchasing cost of assets	(8,350)
Before tax effect	(6,066)
Tax effect	2,457
Deferred gains or losses on hedges	(3,609)
Foreign currency translation adjustment:	1,251
Share of other comprehensive income of associates accounted for using equity method:	2
Other comprehensive income total	(487)

Relating to consolidated statement of changes in net assets

## I Year ended March, 2011

 $\underline{i} \;\; \text{Category and total number of issued stock and treasury stock}$ 

(Thousands of shares)

	Beginning balance	Increase during this fiscal period	Decrease during this fiscal period	Ending balance
Issued stock : common stock	210,876	-	-	210,876
Treasury stock : common stock	20,981	13	-	20,994

(Notes) The increase of treasury stock is from taking up odd stock.

# ii Items on dividends

a) Delivery of dividends

a) Delivery of dividends					
(Resolution)	Category of stock	Dividends (millions yen)	Dividends per share (yen)	Dividends record date	Effective date
Annual meeting of shareholders					
held on June 29, 2010	Common stock	3,038	16	March 31, 2010	June 30, 2010
A board of directors held on October 28, 2010	Common stock	3,038	16	September 30, 2010	December 7, 2010

b) Dividends recorded in this fiscal period but effective in the next period

b) Bividends recorded in this listen period but effect	tive in the next perio	ru .				
(Resolution)	Category of stock	Dividends (millions yen)	The original capital of dividends	Dividends per share (yen)	Dividends record date	Effective date
Annual meeting of shareholders			Earned			
held on June 29, 2011	Common stock	3.417	surplus	18	March 31, 2011	June 30, 2011

# II Year ended March, 2012

 $i \ \ Category \ and \ total \ number \ of \ issued \ stock \ and \ tr\underline{easury} \ stock$ 

(Thousands of shares)

	Beginning balance	Increase during this fiscal period	Decrease during this fiscal period	Ending balance
Issued stock : common stock	210,876	-	20,996	189,880
Treasury stock : common stock	20,994	2	20,996	1

(Notes) The increase of treasury stock is from taking up odd stock, and the decrease is from retirement of treasury stock.

## ii Items on dividends

a) Delivery of dividends

a) Derivery of dividends							
(Resolution)	Category of stock	Dividends (millions yen)	Dividends per share (yen)	Dividends record date	Effective date		
Annual meeting of shareholders							
held on June 29, 2011	Common stock	3,417	18	March 31, 2011	June 30, 2011		
A board of directors held on October 27, 2011	Common stock	3,227	17	September 30, 2011	December 7, 2011		

b) Dividends recorded in this fiscal period but effective in the next  $\;$  period

(Resolution)	Category of stock	Dividends (millions yen)	The original capital of dividends	Dividends per share (yen)	Dividends record date	Effective date
Annual meeting of shareholders			Earned			
scheduled for June 28, 2012	Common stock	4,177	surplus	22	March 31, 2012	June 29, 2012

## Relating to consolidated statement of cash flows

Reconciliation of cash and cash equivalents on the annual consolidated balance sheet

1		(
	Year ended March 31, 2011	Year ended March 31, 2012
Cash on hand and in banks	83,794	78,767
Time deposits, bonds and other with original maturity exceeding a three-month period	(1,133)	(4,973)
Cash and cash equivalents	82,660	73,793

## 5. Segment Information

#### [Reportable Segments]

(1) Fiscal year ended March 31, 2011

(Millions of yen)

	For the year ended								
		March 31, 2011							
	General	Cardiac &	Blood	Consumer					
	Hospital	Vascular	Transfusion	Healthcare					
	business	business	business	business	Subtotal	Adjustment	Total		
Sales:									
Sales to customer	152,786	144,598	24,549	4,337	326,272	1,942	328,214		
Internal sales	-	-	-	-	-	-	-		
Sales total	152,786	144,598	24,549	4,337	326,272	1,942	328,214		
Segment income (loss)	26,368	33,929	2,956	(1,565)	61,688	918	62,606		
Segment assets	142,557	146,159	27,864	4,238	320,819	99,218	420,037		
Others:									
Depreciation and amortization	10,330	7,487	1,970	198	19,988	404	20,392		
Equity in earnings of affiliates	-	-	-	-	-	81	81		
Net increase of tangible and intangible noncurrent assets	9,736	7,156	2,413	294	19,601	642	20,243		

Notes:

- 1. Segment income is adjusted to be consistent with operating income shown on the consolidated income statement.
- 2. Adjustment to segment income (loss), which amounted to 918 million yen, is the sum of (820) million yen for Inventories, 970 million yen for the change of accounting period of Terumo's subsidiaries and 767 million yen for others.
- 3. Adjustment to segment assets, which amounted to 99,218 million yen, mainly includes investments in "Cash and deposit", "Investments securities", "Deferred tax assets" and assets of the Administrative Department.

(2) Fiscal year ended March 31, 2012

(Millions of yen)

		For the year ended					
		March 31, 2012					
	General Hospital business	Cardiac & Vascular business	Blood Management business	Consumer Healthcare business	Subtotal	Adjustment	Total
Sales and operating income:							
Sales to customer	149,518	160,605	71,800	4,761	386,686	-	386,686
Internal sales	-	-	-	-	-	-	-
Sales total	149,518	160,605	71,800	4,761	386,686	•	386,686
Segment income	27,189	30,796	3,515	78	61,579	1,469	63,049
Segment assets	151,667	198,664	258,109	4,683	613,124	79,395	692,520
Others:							
Depreciation and amortization	6,524	5,101	9,232	134	20,994	264	21,259
Amortization of goodwill	-	1,683	5,893	-	7,576	-	7,576
Net increase of tangible and intangible noncurrent assets	11,717	9,253	4,508	385	25,865	755	26,620

Notes:

- Segment income is adjusted to be consistent with operating income shown on the consolidated income statement.
- 2. Adjustment to segment income (loss), which amounted to 1,469 million yen, is the sum of (2,268) million yen for Inventories and 3,738 million yen for others.
- 3. Adjustment to segment assets, which amounted to 79,395 million yen, mainly includes investments in "Cash and deposit", "Investments securities", "Deferred tax assets" and assets of the Administrative Department.
- 4. Depreciation of tangible fixed assets of the Company and its domestic consolidated subsidiaries had been computed by declining-balance method, but effective from this fiscal year, straight-line method has been applied to all tangible fixed assets. Consequently, segment income increased 2,316 million yen in the General Hospital business, 1,417 million yen in the Cardiac & Vascular business, 387 million yen in the Blood Management business, and 125 million yen in the Consumer Healthcare business from the amounts that would have been posted under the previous accounting method.

(Note) Main products belonging to each business segment

Business segments	Main products
General Hospital business	
Disposable medical devices and medical electronics	Syringes, Needles, Blood collection tubes, Home parenteral nutrition system, Solution sets, I.V.catheters, Infusion pumps, Syringe pumps, Home oxygen therapy system, etc.
Pharmaceuticals	I.V.solutions, Nutritious food, Prefilled syringes, CAPD systems, etc.
Diabetes care products	Blood glucose monitoring systems
Cardiac and Vascular business	
Interventional systems	Angiographic catheters, PTCA balloon catheters, Coronary stents, Neuro interventional coils, etc.
Cardiovascular systems	Oxygenerators, Cardio-pulmonary bypass system, LVA system, etc.
Vascular grafts	Artificial vascular grafts, Stent grafts
Blood Management business	Blood bags, Automated blood processing, Therapeutic aphaeresis, Cell therapy, etc.
Consumer Healthcare business	Digital Thermometers, Blood pressure monitors, Blood glucose monitors (OTC), etc.

# (Supplementary Information)

# [Geographic Segments]

(1) Fiscal year ended March 31, 2011 (Millions of yen)

	For the year ended March 31, 2011							
	Japan	Europe	Americas	Asia and others	Total			
Sales	177,132	56,630	56,977	37,474	328,214			
Tangible noncurrent assets	88,713	5,888	6,892	11,565	113,059			

Notes:

Sales figure of Asia and others includes adjustment for the change of accounting period of Terumo's subsidiaries, which amounted to 1,923 million yen.

(2) Fiscal year ended March 3	1, 2012			(M	illions of yen)
		led 2			
	Japan	Europe	Americas	Asia and others	Total
Sales	190,469	71,765	79,070	45,381	386,686
Tangible noncurrent assets	96 951	7 201	15 150	12 451	131 754