



**Financial Results for the Third Quarter
of the Fiscal Year Ending March 31, 2012**

**Terumo Corporation
January 30, 2012**

Consolidated Q3 Results

(billions of yen)

	Q3 YTD Mar. 2011	Q3 YTD Mar. 2012*	YoY%
Net Sales	244.2	288.9	+18%
Gross Profit	127.2 (52.1%)	154.0 (53.3%)	+21%
SG&A Expenses	79.1 (32.4%)	104.1 (36.0%)	+32%
Operating Income	48.1 (19.7%)	49.9 (17.3%)	+ 4%
(Excl. Amortization of goodwill)	49.3 (20.2%)	55.5 (19.2%)	+13%
Ordinary Income	42.9 (17.6%)	46.3 (16.0%)	+ 8%
Net Income	27.5 (11.3%)	22.0 (7.6%)	-20%

Average Exchange Rate
 US\$ 87 yen
 EUR 113 yen

79 yen
 111 yen

* Consolidated BCT Apr.-Dec. and Harvest May-Dec. results

Q3 Results of BCT Stand Alone

(billions of yen)

	Q3 YTD Mar. 2012	YoY% (Constant Currency)
Net Sales	34.2	+ 9%
Gross Profit	20.8 (60.8%)	+ 5%
SG&A Expenses	12.6 (36.9%)	+ 16%
Operating Income	8.2 (23.9%)	- 5%
Ordinary Income	7.9 (23.0%)	If excluding expenses for integration, operating income grew at +1% year on year
Net Income	4.9 (14.4%)	

Excluding newly accrued amortization of goodwill and intangible assets

Excluding
BCT & Harvest

Q3 Results of Existing Business

(billions of yen)

	Q3 YTD Mar. 2011	Q3 YTD Mar. 2012	YoY%	Constant Currency
Net Sales	244.2	253.5	+4%	+7%
Gross Profit	127.2 (52.1%)	132.3 (52.2%)	+4%	+8%
SG&A Expenses	79.1 (32.4%)	81.9 (32.3%)	+4%	+6%
Operating Income	48.1 (19.7%)	50.4 (19.9%)	+5%	+11%
Ordinary Income	42.9 (17.6%)	47.2 (18.6%)	+10%	
Net Income	27.5 (11.3%)	24.3 (9.6%)	-12%	

Excluding newly accrued amortization of goodwill and intangible assets

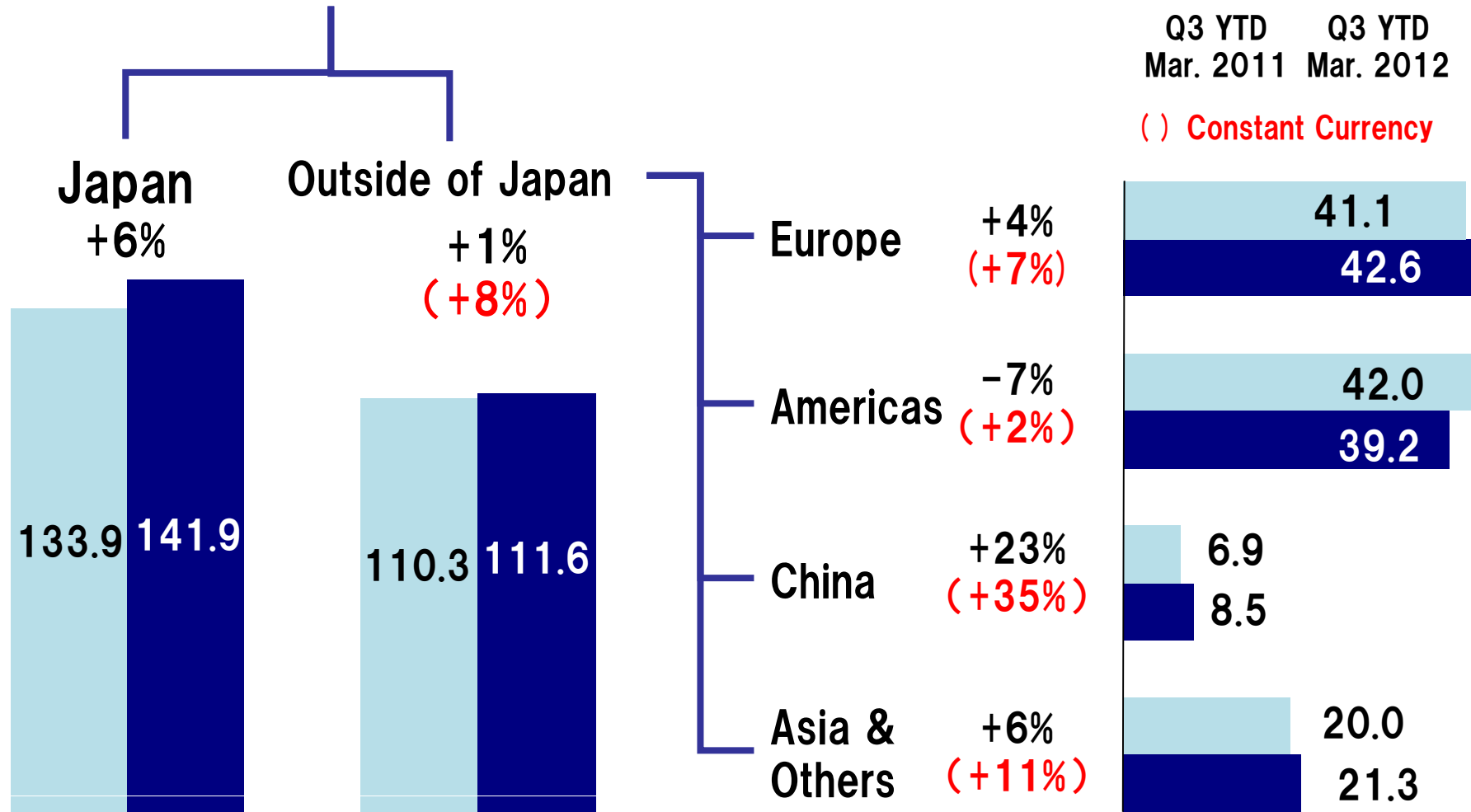
Net Sales (by Region)

Consolidated: +4% (+7%)

(billions of yen)

Q3 YTD Mar. 2011 Q3 YTD Mar. 2012

() Constant Currency



Asia & Others: Comparing the results for the same period, Apr.-Dec.

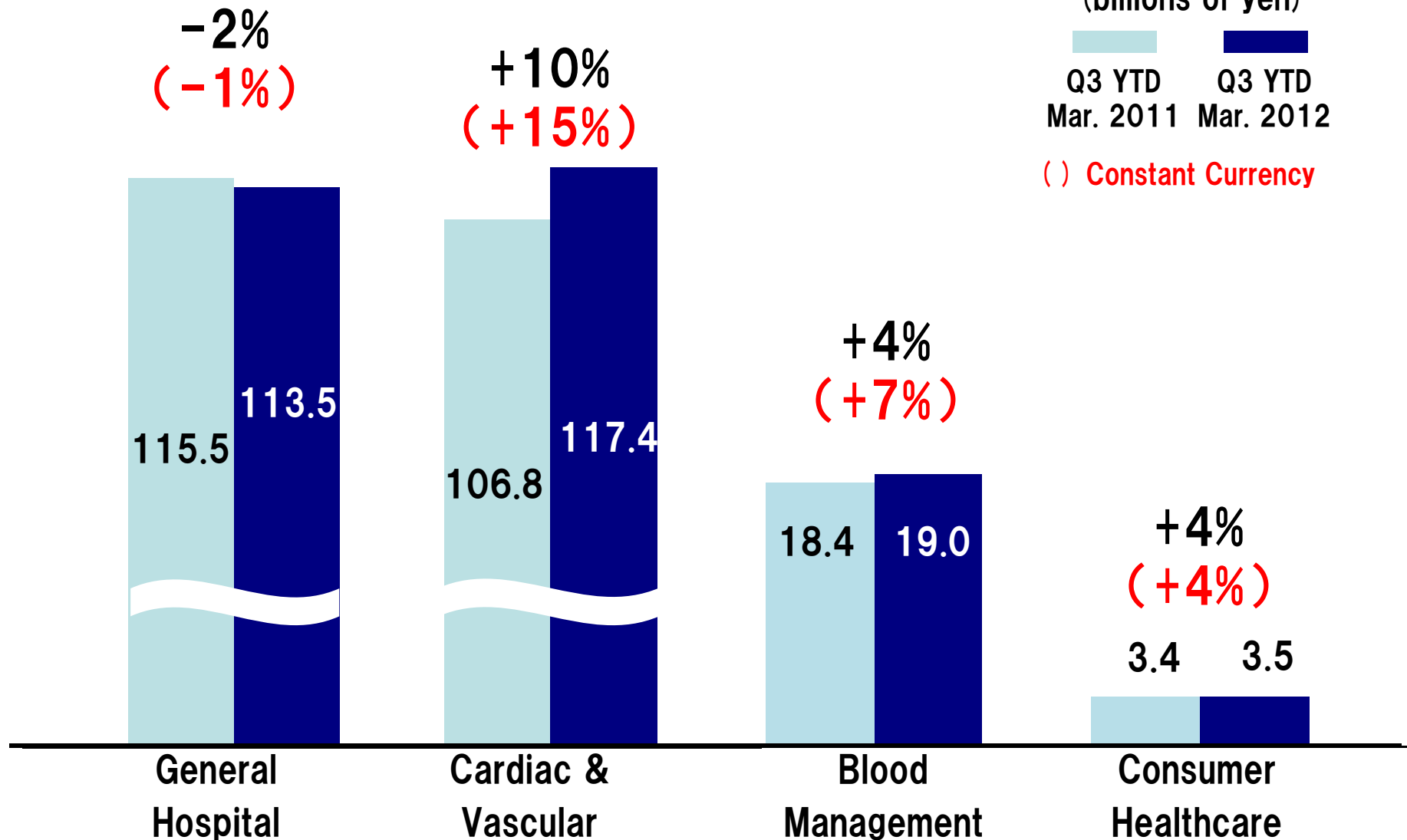
Excluding
BCT & Harvest

Net Sales (by Business Segment)

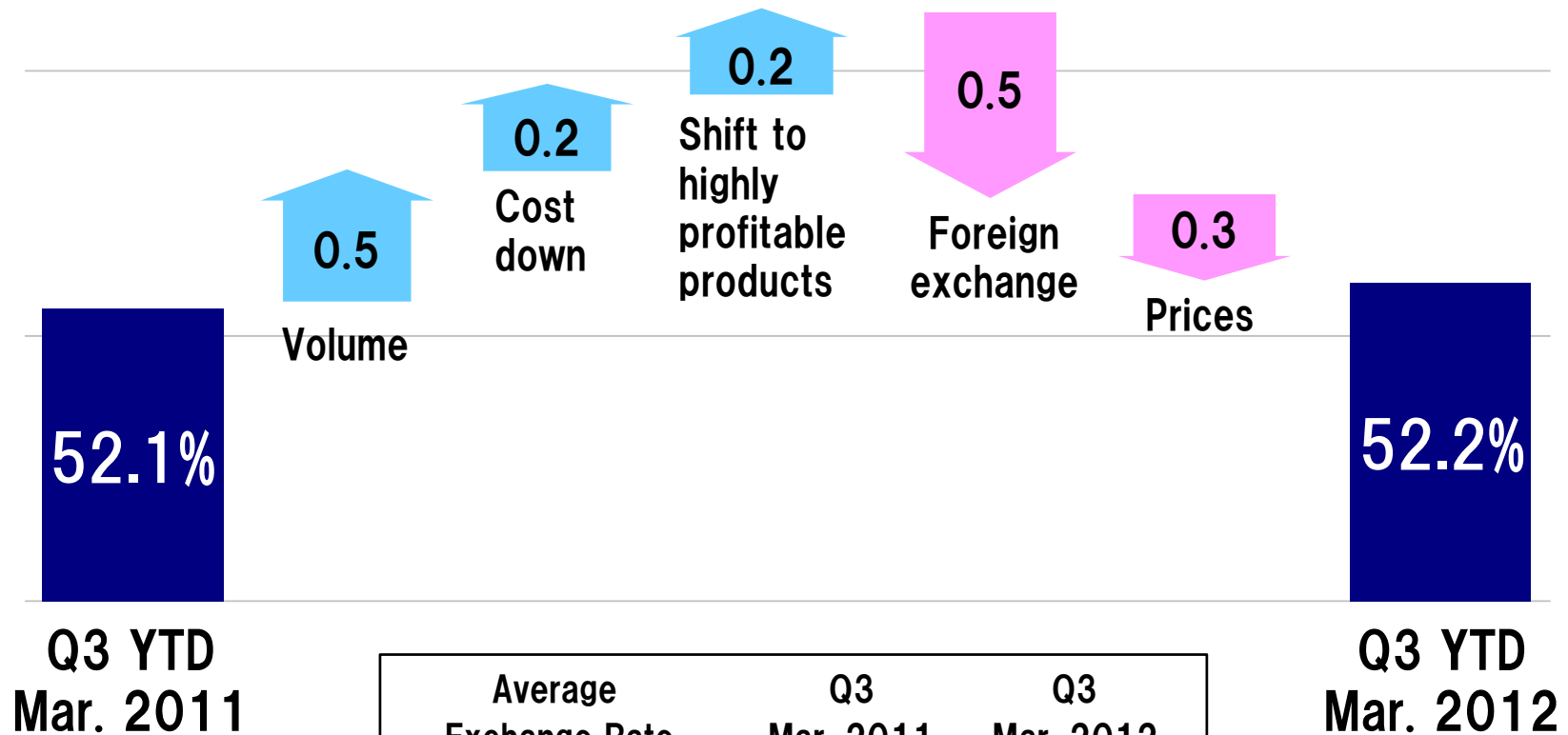
(billions of yen)

Q3 YTD Mar. 2011 Q3 YTD Mar. 2012

() Constant Currency



Gross Profit Variance Analysis



Average Exchange Rate	Q3 Mar. 2011	Q3 Mar. 2012
US\$:	87 yen	79 yen
EUR:	113 yen	111 yen

Excluding
BCT & Harvest

SG&A Expenses

(billions of yen)

	Q3 YTD Mar. 2011		Q3 YTD Mar. 2012		YoY	YoY%
Salaries & Wages	28.8		29.2		+ 0.4	+1%
Sales Promotion	7.7		8.0		+ 0.3	+5%
Logistical Costs	7.2		7.5		+ 0.3	+5%
Depreciation & Amortization	3.4		3.4		- 0.0	-2%
Others	17.5		18.5		+ 1.0	+5%
General Admin Total	64.6	(26.5%)	66.6	(26.3%)	+ 2.0	+3%
R&D Expenses	14.5	(5.9%)	15.3	(6.0%)	+ 0.8	+6%
SG&A Expenses Total	79.1	(32.4%)	81.9	(32.3%)	+ 2.8	+4%

() %: Against net sales

Other Impacts on Q3 Net Income

<Extraordinary loss>

(billions of yen)

Loss on sales of Olympus stocks

- 1.6

Loss on revaluation of Olympus stocks

- 6.6

- 8.2

<Corporate tax>

Revision of tax system

- 0.5

<Net Income variance analysis>

Q3 YTD
Mar. 2011



Increase in
Operating
Income

Decrease in
exchange
loss

8.2
↓
5.0

Loss on
sales /
revaluation
of stocks

Revision of
tax system

Q3 YTD
Mar. 2012



Forecast for Mar. 2012

(billions of yen)

	Original Forecast	Revised Forecast	Revision
Net Sales	383.0	383.0	-
Operating Income	62.6 (16.3%)	62.6 (16.3%)	-
Ordinary Income	58.0 (15.1%)	57.0 (14.9%)	-1.0
Net Income	32.5 (8.5%)	26.0 (6.8%)	-6.5
Excl. Amortization of Goodwill	Operating Income	70.0 (18.3%)	70.0 (18.3%)
	Net Income	39.9 (10.4%)	33.4 (8.7%)

	2H	Mar. 2012	2H	Mar. 2012
Average exchange rate	US\$ 75 yen	77 yen	US\$ 75 yen	77 yen
	EUR 103 yen	108 yen	EUR 103 yen	108 yen

Topics

- 1. Acquisition of Large Diameter Sheath Technology**
- 2. Establishment of Yamaguchi Factory**

1. Acquisition of Large Diameter Sheath Technology

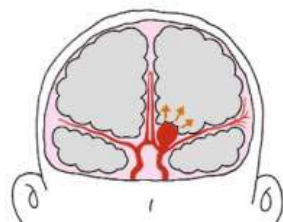
Sheath Provides Entry for Interventional Procedure

- The required diameter of sheath is varied by therapeutic interventional devices used
- Large diameter sheath creates large puncture hole, having heavy strain on patients

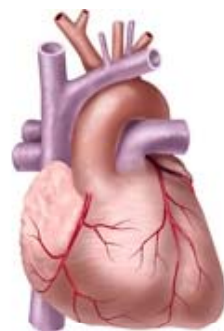


Diameter: 2–3 mm

- Coiling for cerebral aneurysm
- Stenting for coronary stenosis



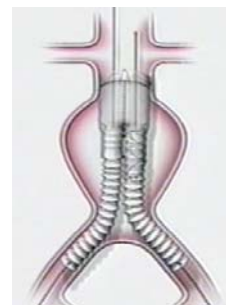
Cerebral



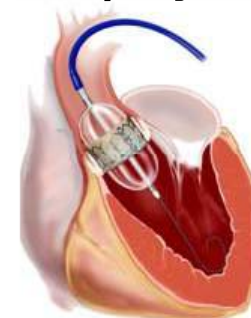
Coronary

Diameter: 6–9 mm

- Valve replacement
- Stent graft deployment



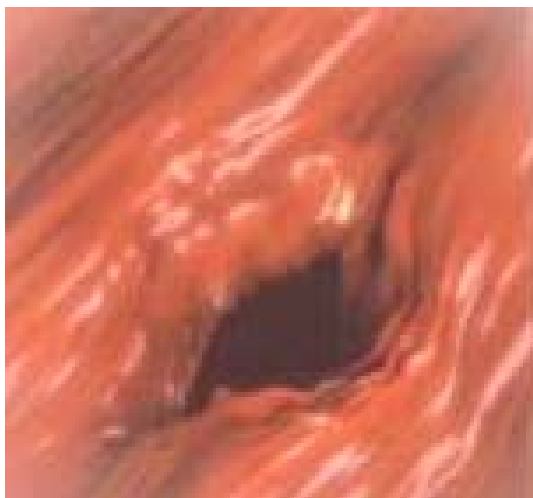
Aortic



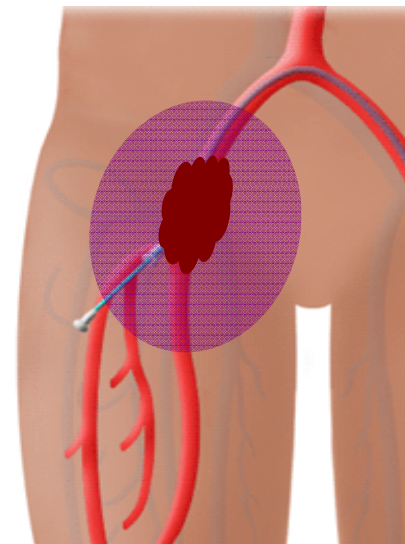
Heart valve

Overcome Challenges to Reduce Strain on Patients

Common challenges of large diameter sheath



Great damage on vessel potentially cause thrombosis and avulsion



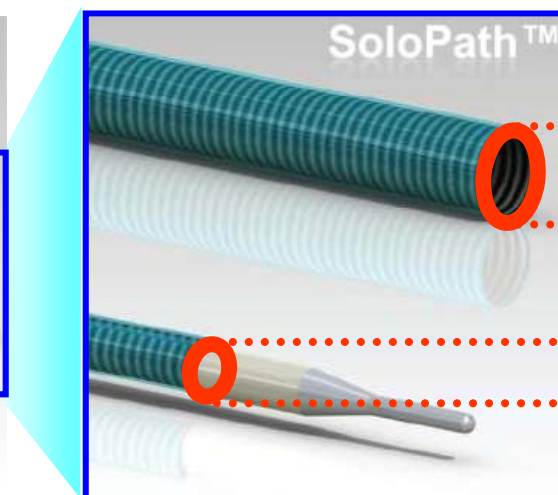
Large punctured hole increase the risk of bleeding and infection

To reduce such risks,

It needs to be inserted with smaller profile

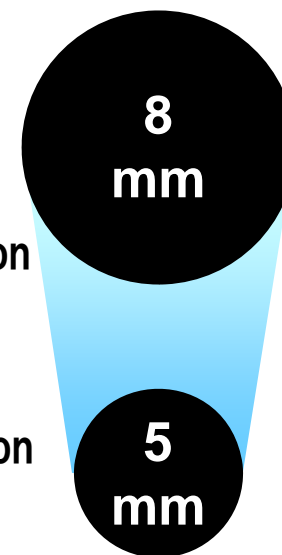
World Only Balloon Expandable Large Sheath

- Onset Medical Corporation (founded in 2003), CA U.S.A.
- Folded sheath is expanded by balloon after vessel insertion
 - Smaller sheath profile is expected to create smaller puncture hole
 - Due to blood vessel stretch property, the size of puncture hole created remains small even after pushed out by expanded sheath



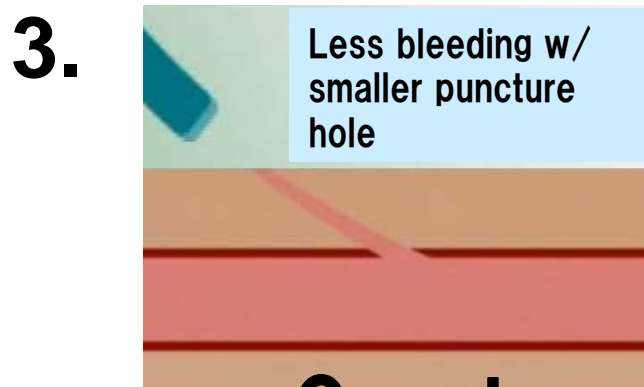
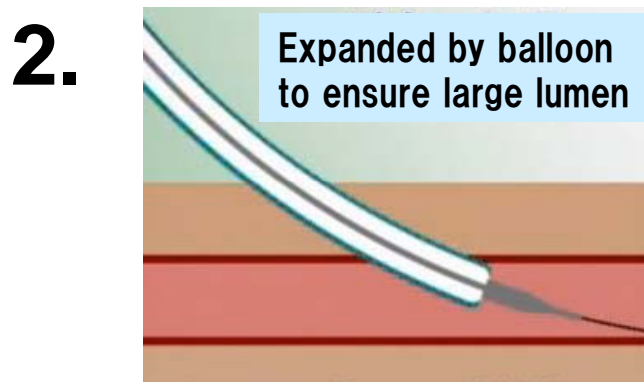
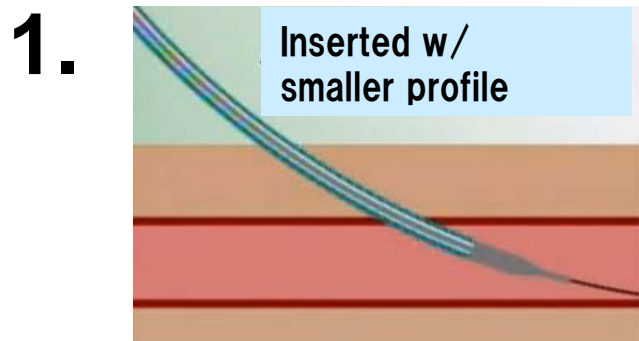
Post-expansion

Pre-expansion

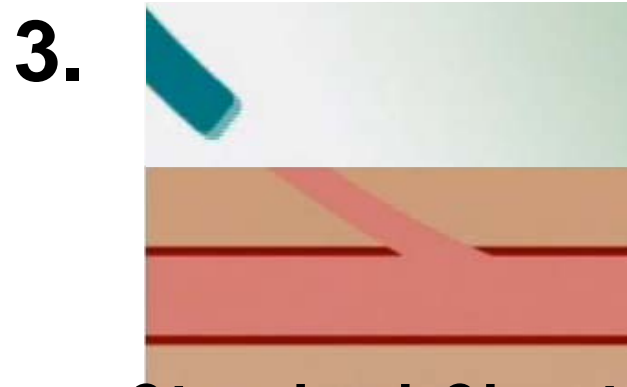
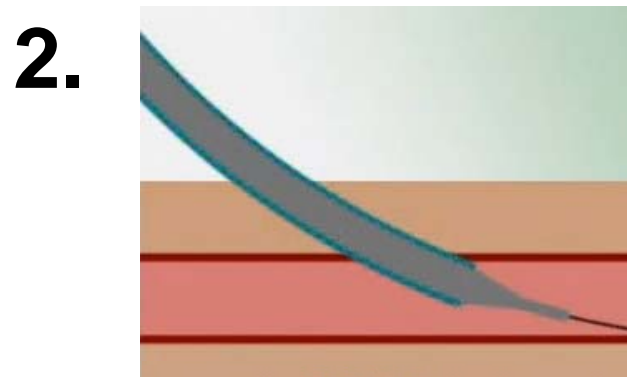
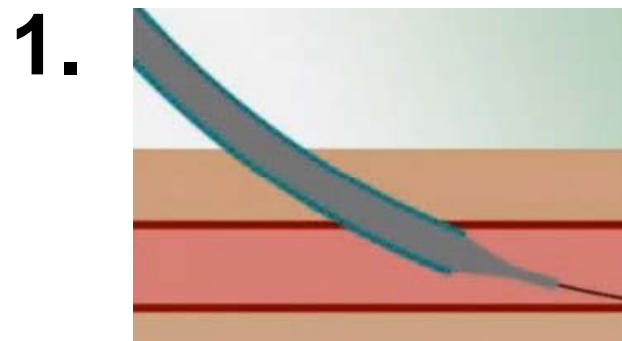


1. Acquisition of Large Diameter Sheath Technology

Reduce Bleeding w/ Creating Smaller Punctured Hole



Onset



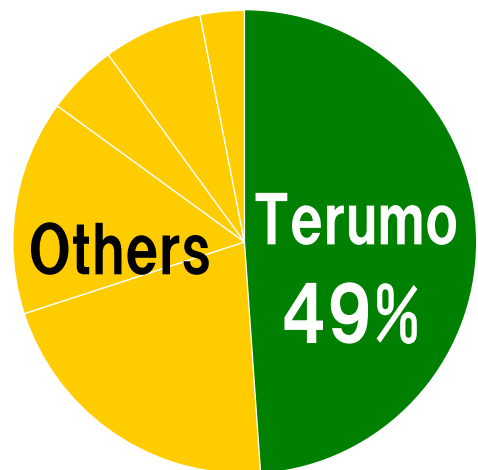
Standard Sheath

1. Acquisition of Large Diameter Sheath Technology

Aim To Be Strong No.1 Player in Sheath Market

■ Current Terumo's position in sheath market

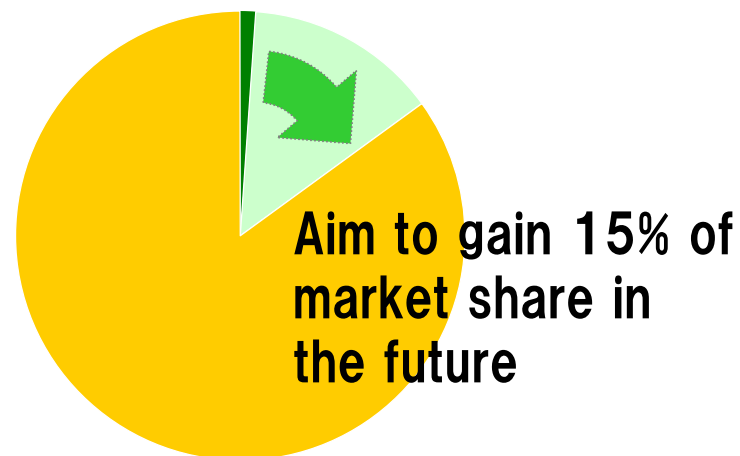
Small Diameter Sheath
No.1 Global Player



※ Based on Terumo research

■ Market: approx. 34 billion yen

Large Diameter Sheath
Newly enter w/ Onset



■ Market size: approx. 4.5 billion yen

■ Growing at CAGR 15%

Expand Domestic Base To Underpin Global Production

■ Yamaguchi factory to possess highly advanced technologies

- Processing technology for guide wire metal alloy
- Pain management drug: new technological challenge
- Drug & Device: its technology development to be promoted in conjunction with R&D center in JP

■ In BCP*, to decentralize the production bases

Currently, the factories in Japan are located closely together in Shizuoka and Yamanashi prefectures

*BCP: Business Continuity Planning

2. Establishment of Yamaguchi Factory

Production Globalization

**Japanese factories
as MOTHER FACTORIES**
(Focus on advanced technologies)

From 2015



Yamaguchi **Kofu**



Ashitaka **Fujinomiya**

U.K.



U.S.A.



**Technology
Transfer**

**Asian factories
as PRODUCTION CENTER**
(Focus on mass production)



Vietnam



Philippines

Reference

Consolidated Q3 Results (Pro-forma comparison)

(billions of yen)

	Corresponding period of last yr Pro-forma basis *1	Q3 YTD Mar. 2012	YoY%
Net Sales	280.4	288.9	+3%
Gross Profit	150.0 (53.5%)	154.0 (53.3%)	+3%
SG&A Expenses	101.8 (36.2%)	104.1 (36.0%)	+2%
Operating Income	48.2 (17.3%)	49.9 (17.3%)	+3%

Average Exchange Rate	US\$	87 yen	79 yen
	EUR	113 yen	111 yen

*1 Including BCT and Harvest

Q3 Results to Mar. 2012 Forecast

(billions of yen)

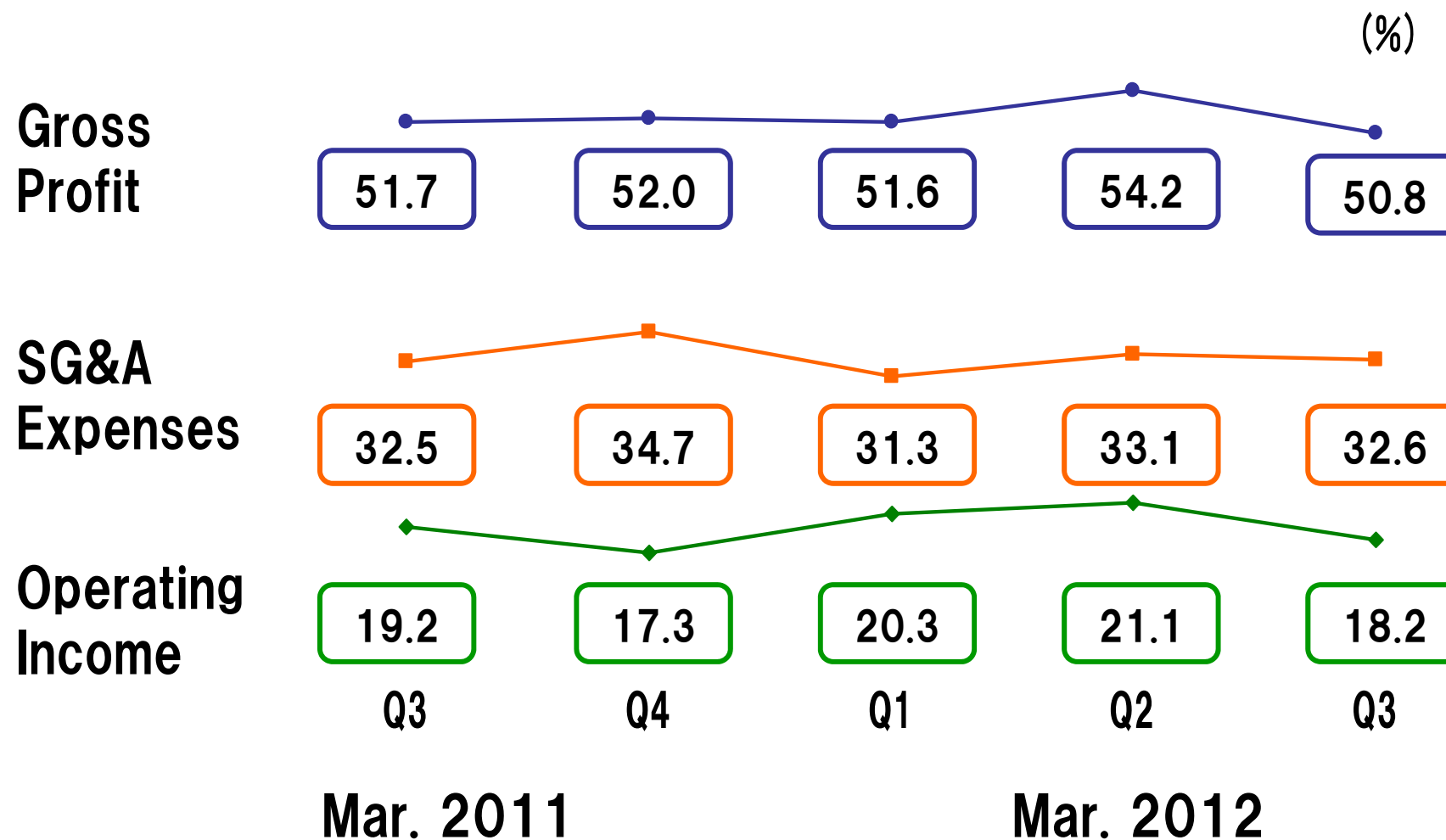
	<u>Mar. 2012 Forecast</u>	<u>Q3 YTD Results</u>	<u>Progress</u>
Net Sales	383.0	288.9	75%
Operating Income	62.6 (16.3%)	49.9 (17.3%)	80%
Ordinary Income	57.0 (14.9%)	46.3 (16.0%)	81%
Net Income	26.0 (8.7%)	22.0 (7.6%)	85%

Average exchange rate

(US\$)	77 yen	79 yen
(EUR)	108 yen	111 yen

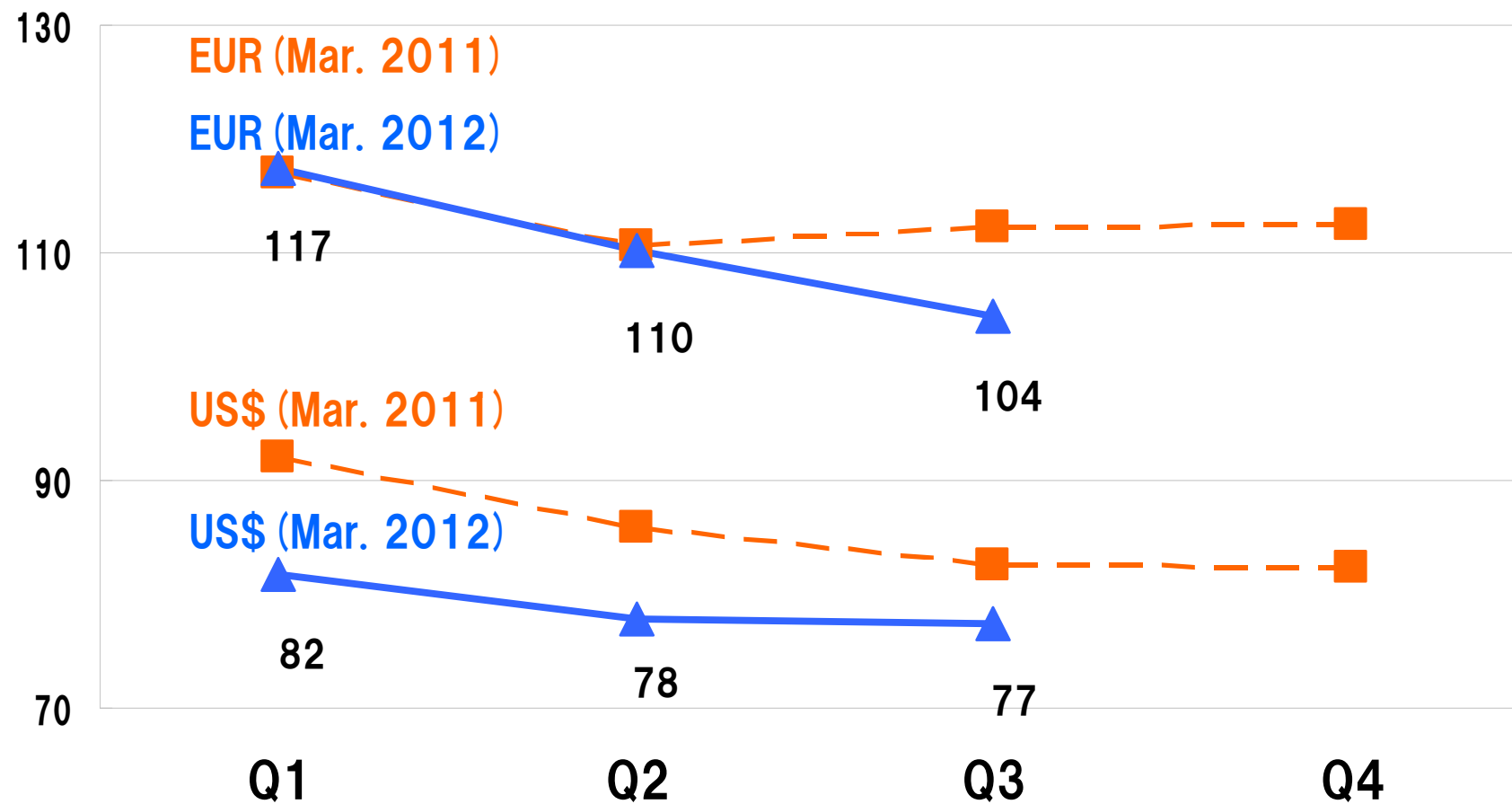
Excluding
BCT & Harvest

Gross Profit, SG&A Expenses, Operating Income



(Quarterly: 3 months)

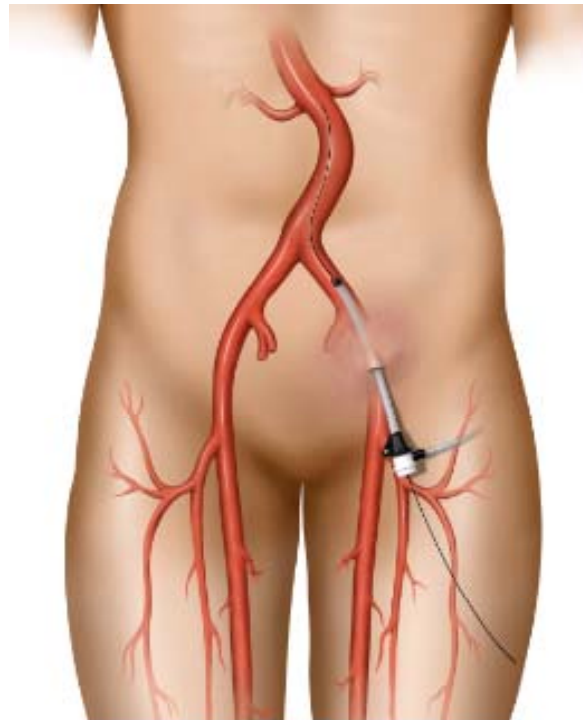
Changes of Quarterly Average Exchange Rates



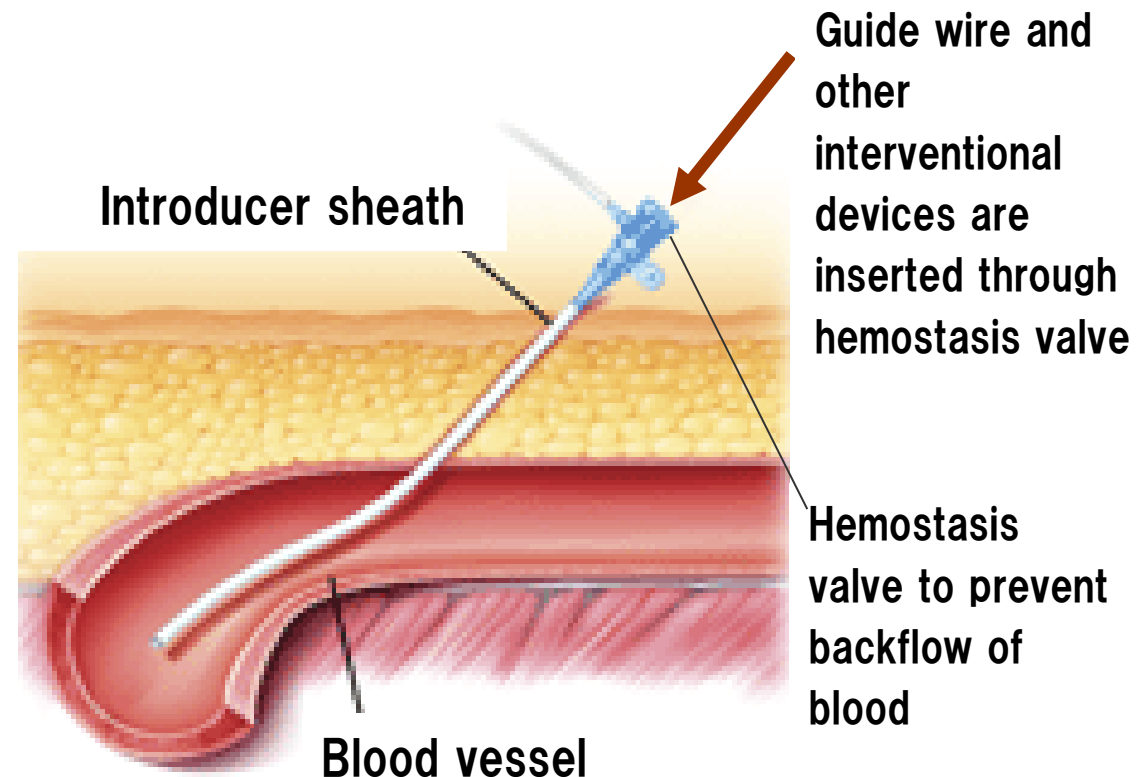
(Quarterly: 3 months)

<Reference> What's Introducer Sheath?

A short catheter that is inserted into blood vessel to provide an access point and allow the insertion of interventional devices such as guide wire and other catheters.



It is inserted into blood vessel at groin or wrist



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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.

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