



# ***TERUMO CORPORATION***

***3<sup>rd</sup> Quarter Financial Results for FYE/Mar.2008***

# Sales and Profits Enjoyed Double-digit Growth

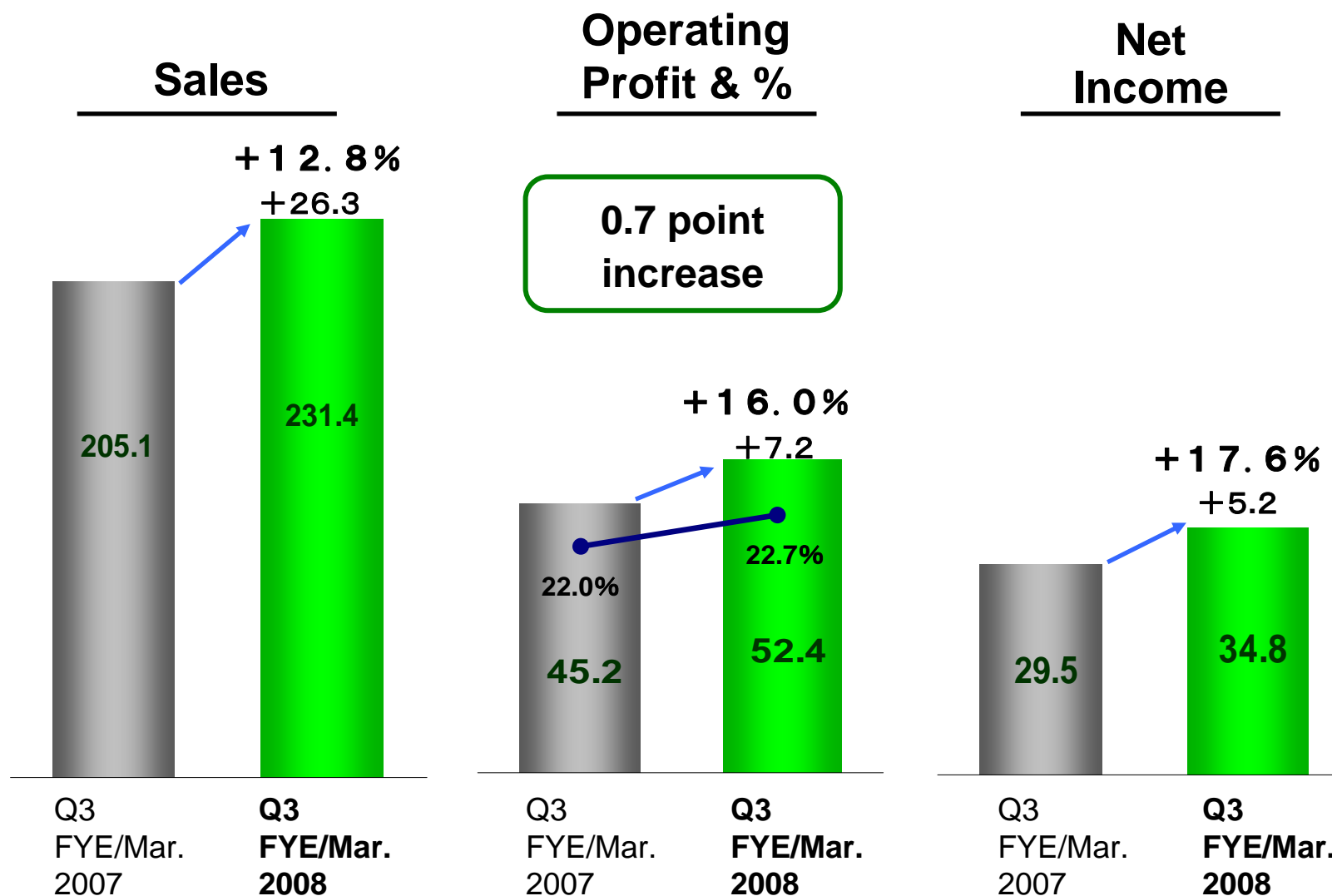
(Unit : Billion yen)

	Q3 FYE/Mar. 2007	Q3 FYE/Mar. 2008	Rate of change
Net Sales	205.1	231.4	13%
Gross Profit (%)	113.2 (55.2%)	127.5 (55.1%)	13%
S.G.A Expenses (%)	68.0 (33.2%)	75.1 (32.4%)	10%
Operating Income (%)	45.2 (22.0%)	52.4 (22.7%)	16%
Ordinary Income (%)	46.3 (22.5%)	52.9 (22.9%)	14%
Net Income (%)	29.5	34.8	18%

Average	US\$	116 yen	117 yen
Exchange rate	EUR	148 yen	163 yen

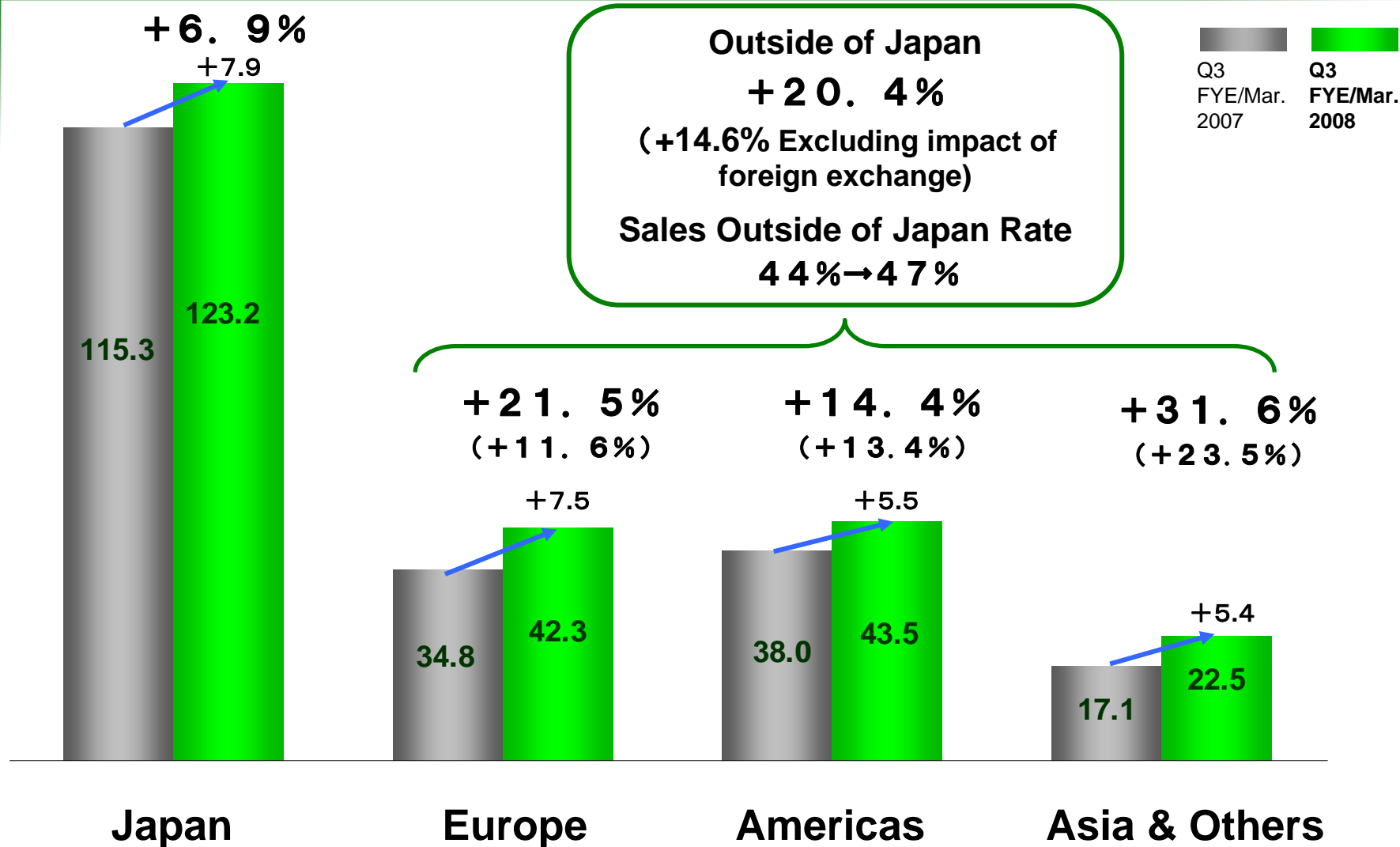
# Financial Summary

(Unit : Billion yen)



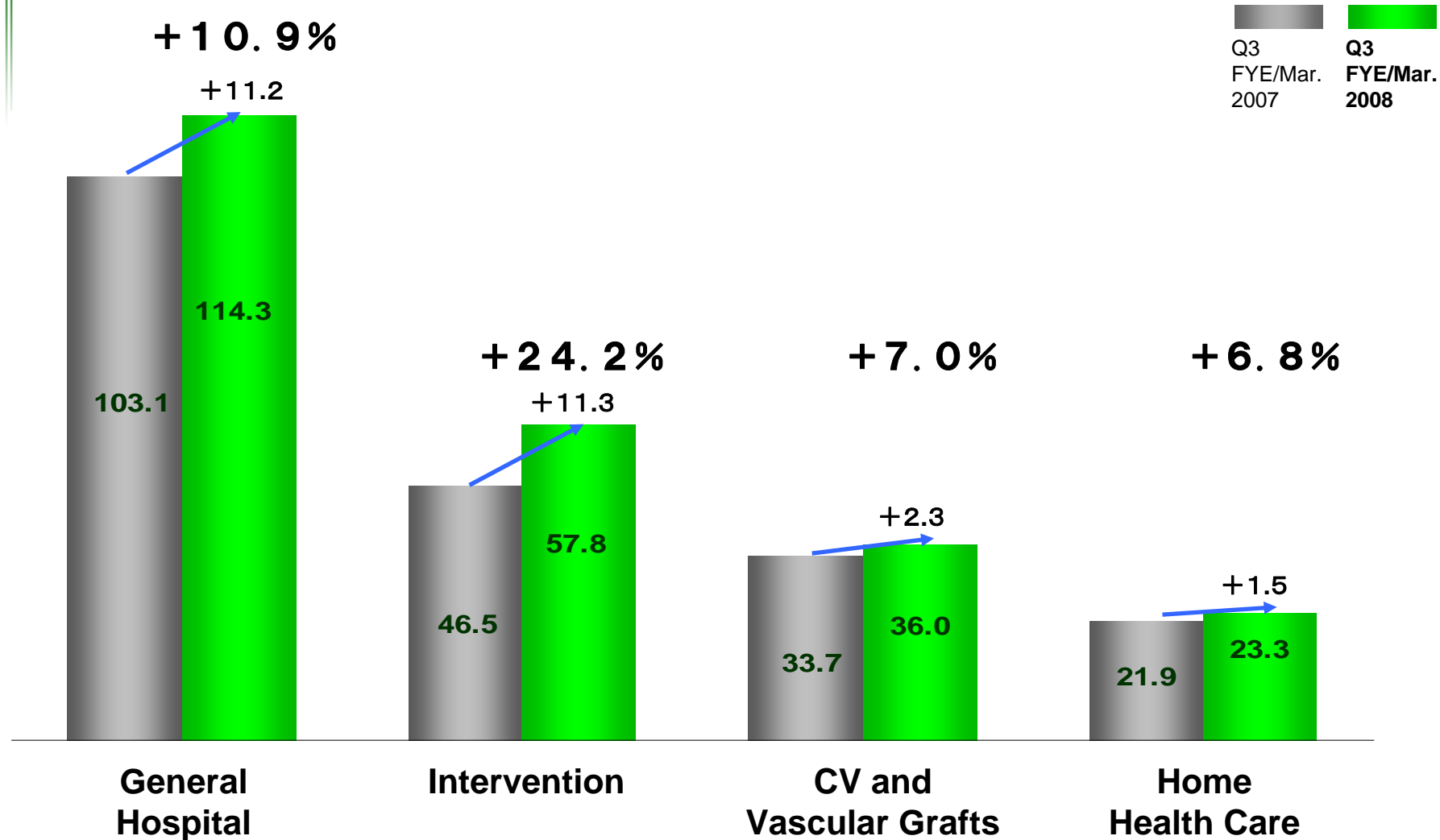
# Net Sales (by Region)

(Unit : Billion yen)



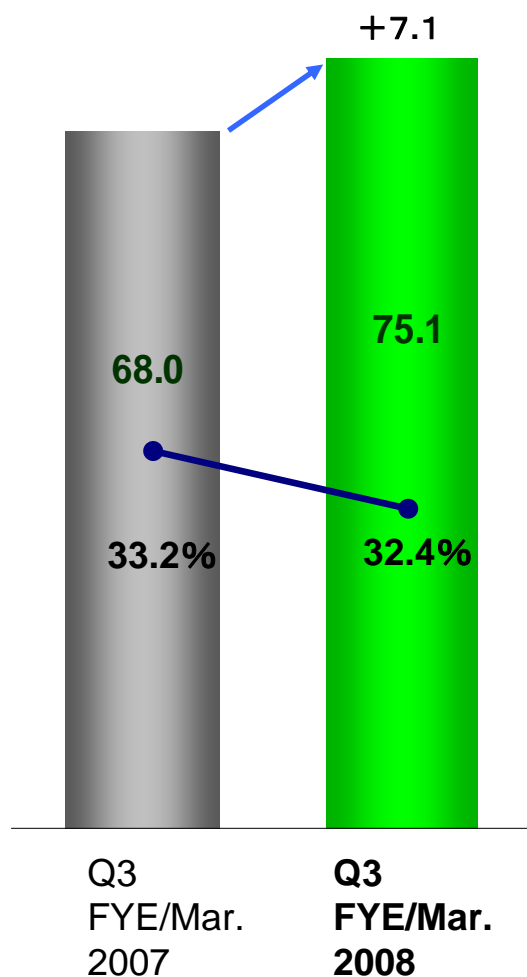
# Net Sales (by Product Group)

(Unit : Billion yen)



# S.G.A expenses

(Unit : Billion yen)



## S.G.A Expenses Rate

▲ 0.8 points

	Q3 FYE/Mar. 2007	Q3 FYE/Mar. 2008	Change	% in change
Personnel	23.6	26.6	+2.9	12.4%
Logistics	5.7	6.8	+1.1	18.7%
Sales promotion and advertising	6.9	7.6	+0.7	9.7%
R&D	11.6	11.8	+0.2	1.4%
Others	20.1	22.4	+2.3	11.2%
<b>Total</b>	<b>68.0</b>	<b>75.1</b>	<b>+7.1</b>	<b>10.4%</b>

# FYE / March 2008 Forecast

(Unit : Billion yen)

	FYE/Mar. 2007	FYE/Mar. 2008	Rate of change
Net Sales	276.4	<b>305.0</b>	<b>10%</b>
Operating Income (%)	58.5 (21.2%)	<b>65.0 (21.3%)</b>	<b>11%</b>
Ordinary Income (%)	58.0 (21.0%)	<b>65.0 (21.3%)</b>	<b>12%</b>
Net Income	37.2	<b>42.0</b>	<b>13%</b>

Average

Exchange rate

US\$ 117 yen

EUR 150 yen

113 yen

159 yen

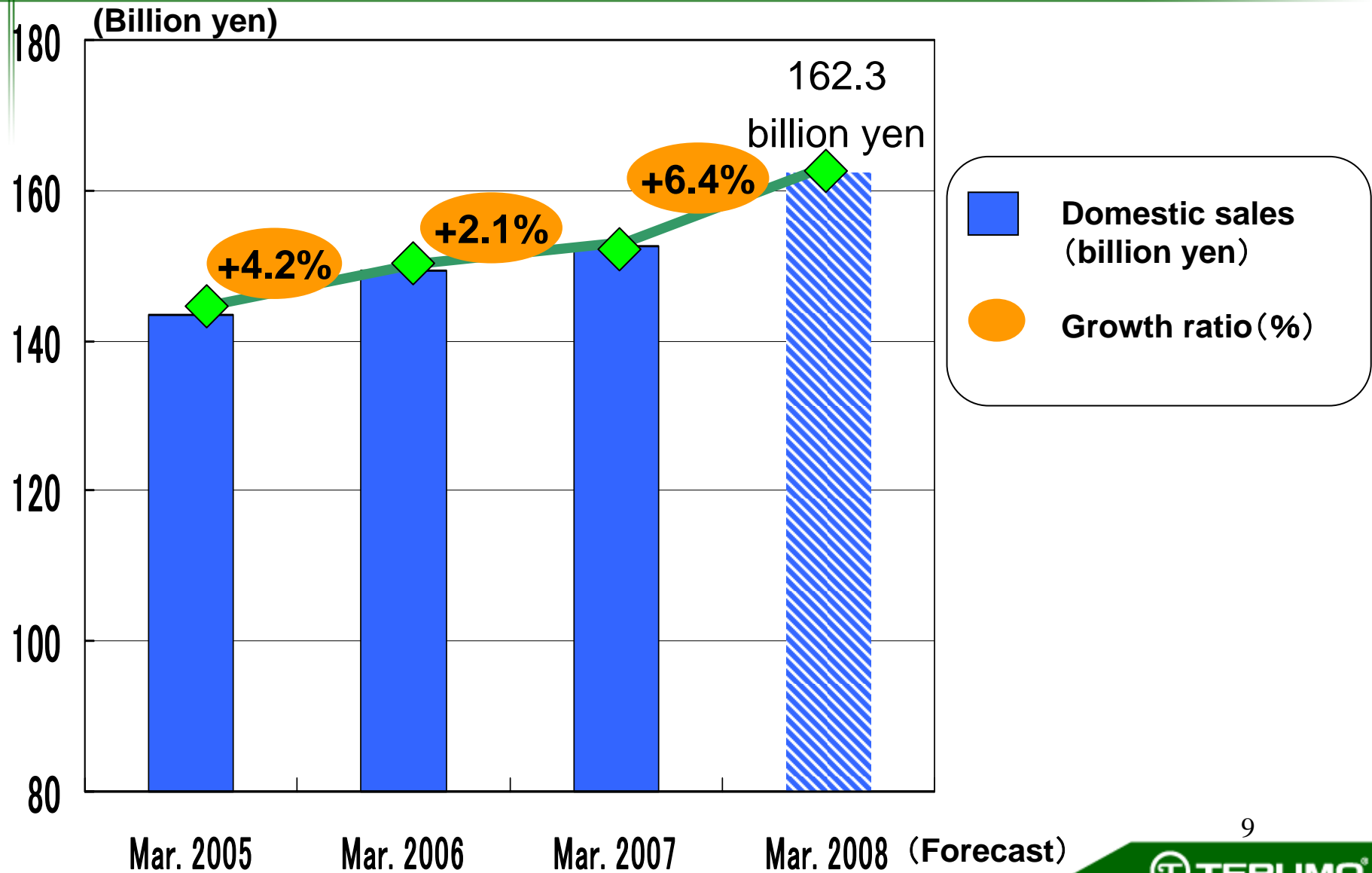


# Topics

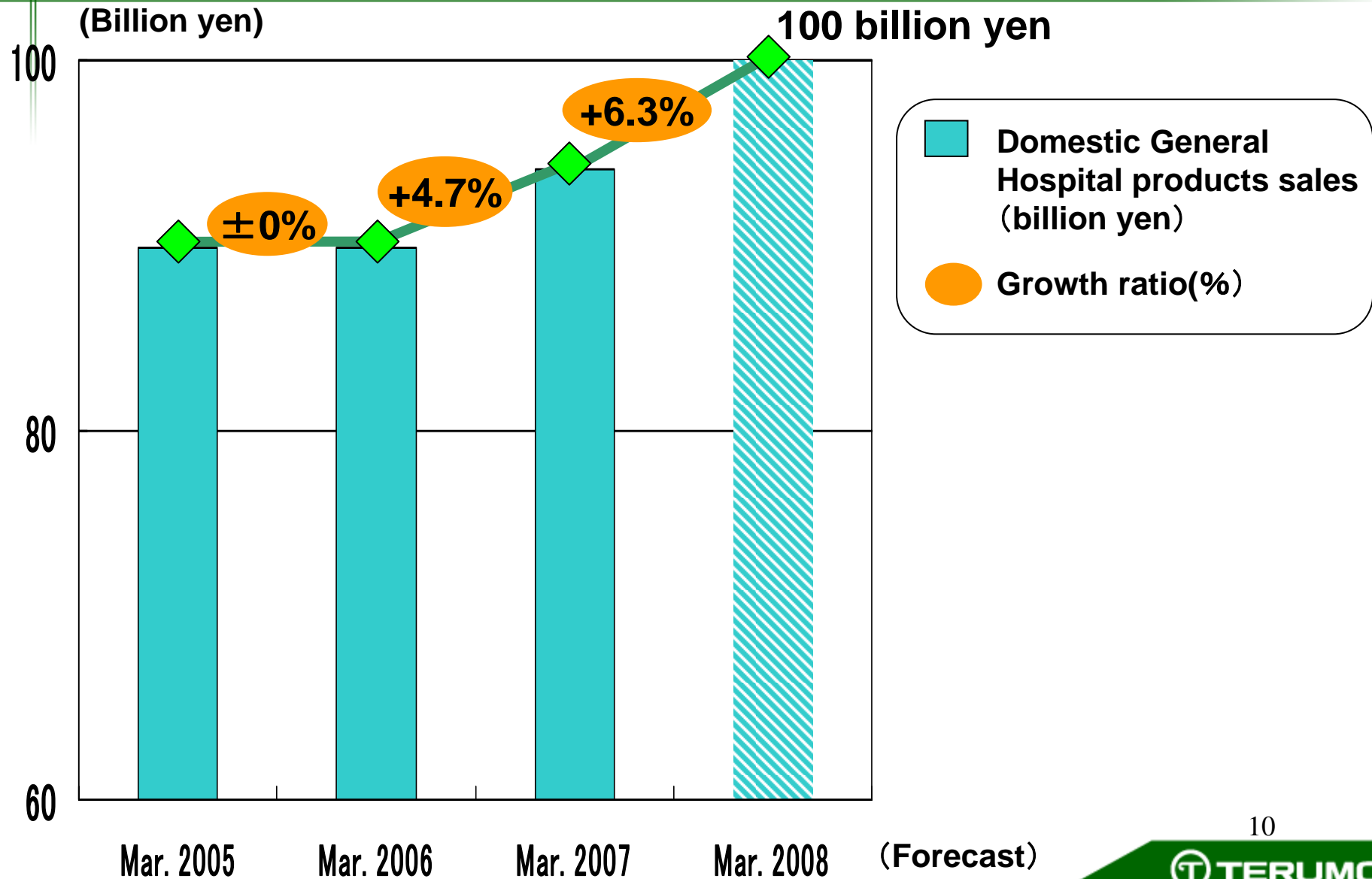
**Growth strategy for Domestic general  
hospital products**



# Growth trend seen in a harsh domestic market



# General hospital products contribute the current growth



# Products to lead in the domestic general hospital business

## < IV solution products group >

+2.2 billion yen

(+6.9%)



Infusion  
administration  
sets



Infusion  
pumps



IV  
solution

## < Prefilled syringes >

+1.0 billion yen

(+13.7%)

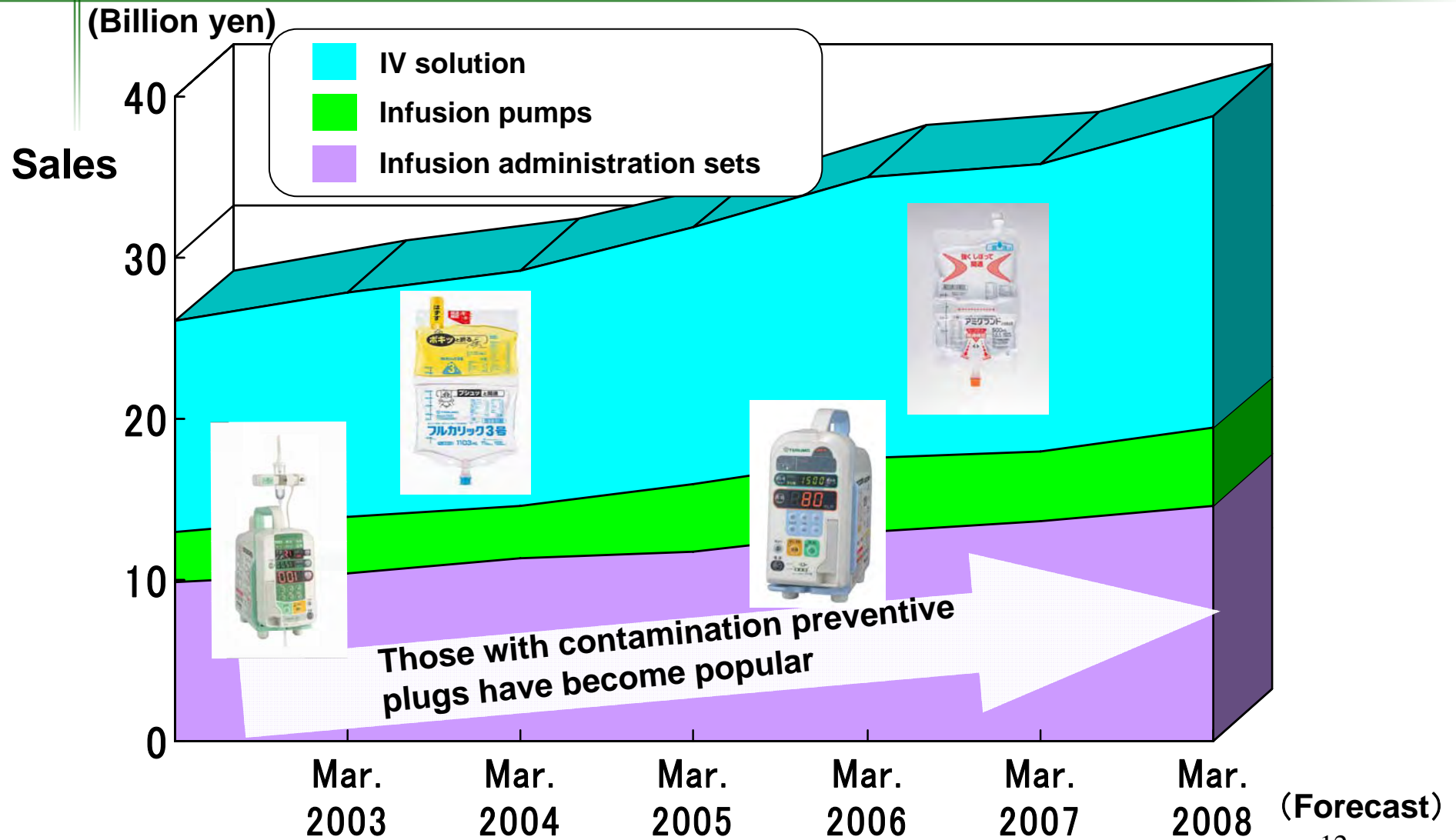


## < Blood bags >

+2.4 billion yen (+68.8%)

Q3 FYE/ Mar. 2007 vs Q3 FYE /Mar. 2008

# Sales expanding with safe and efficient products



# Terumo Medical Pranex

## Training for medical professionals

About 8,000 medical professionals have visited the site since the renewal open of April 2007



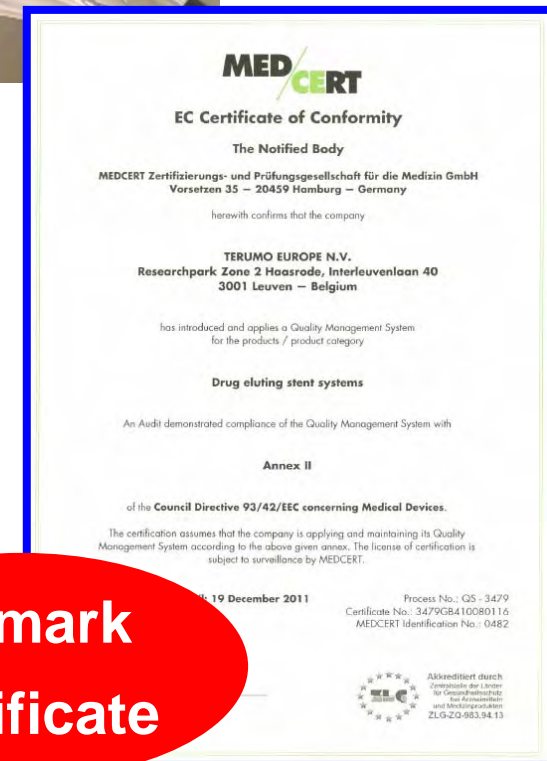
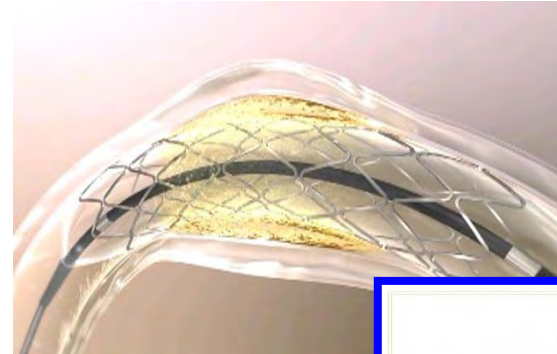
Practical training in the hospital studio



# Other topics

# DES, "Nobori" acquired CE mark

- **Europe**
  - Sales will start in 4Q
  - Clinical tests planned after commercialization
- **Japan**
  - Clinical tests in progress
- **Asia**
  - Sales have already started



**CE mark  
certificate**



# Hiryu

enjoying good sales

## Winning No.1 share in the domestic market!

- ◆ Contributing to medical economic improvement
  - Supports a variety of needs with a single unit, completing treatment with a small number of catheters

Highly pressure-resistant

Expands hard, calcificated blood-vessels with high pressure

Maintains high passage capability

Reaches thinner blood-vessels after expansion





**The next mid-term plan  
will be announced on April 30**



# ***IR Contact***

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**This document contains forward-looking statements that reflect management's current views with respect to certain future events and financial performance. Actual results may differ materially from those projected or implied in the forward-looking statements and from historical trends. Furthermore, certain forward-looking statements are based upon assumptions of future events that may not prove to be accurate. Factors that could cause actual results to differ materially from those projected or implied in any forward-looking statements include, but are not limited to, changes in overall economic conditions, fluctuations of foreign exchange rates, and intensifying price competition in the markets for our products.**