

# General Hospital Company, Toward Sustainable Growth

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Terumo Corporation

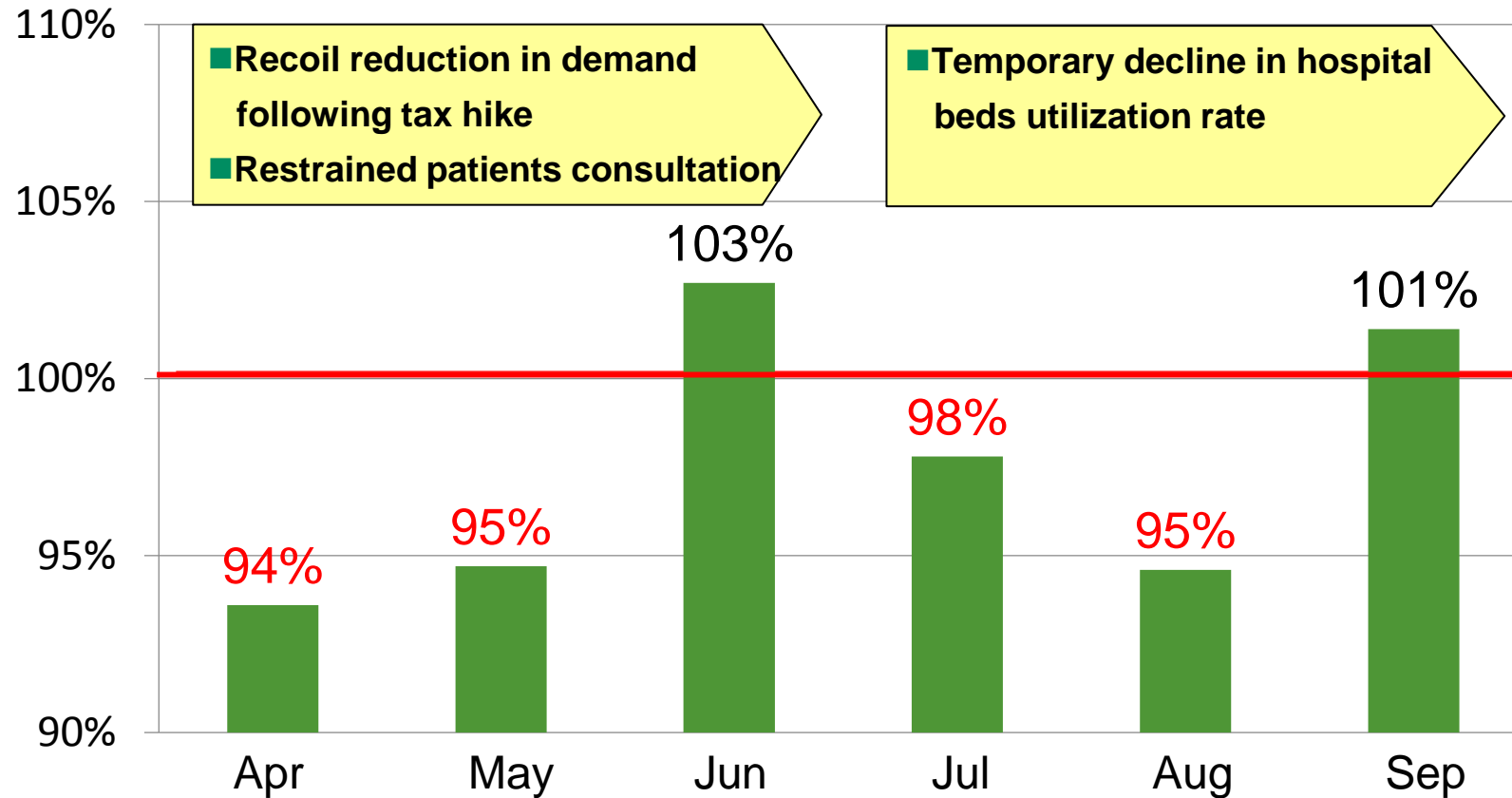
Director and Executive Vice President,  
President of General Hospital Company

Hiroshi Matsumura

November 5, 2014

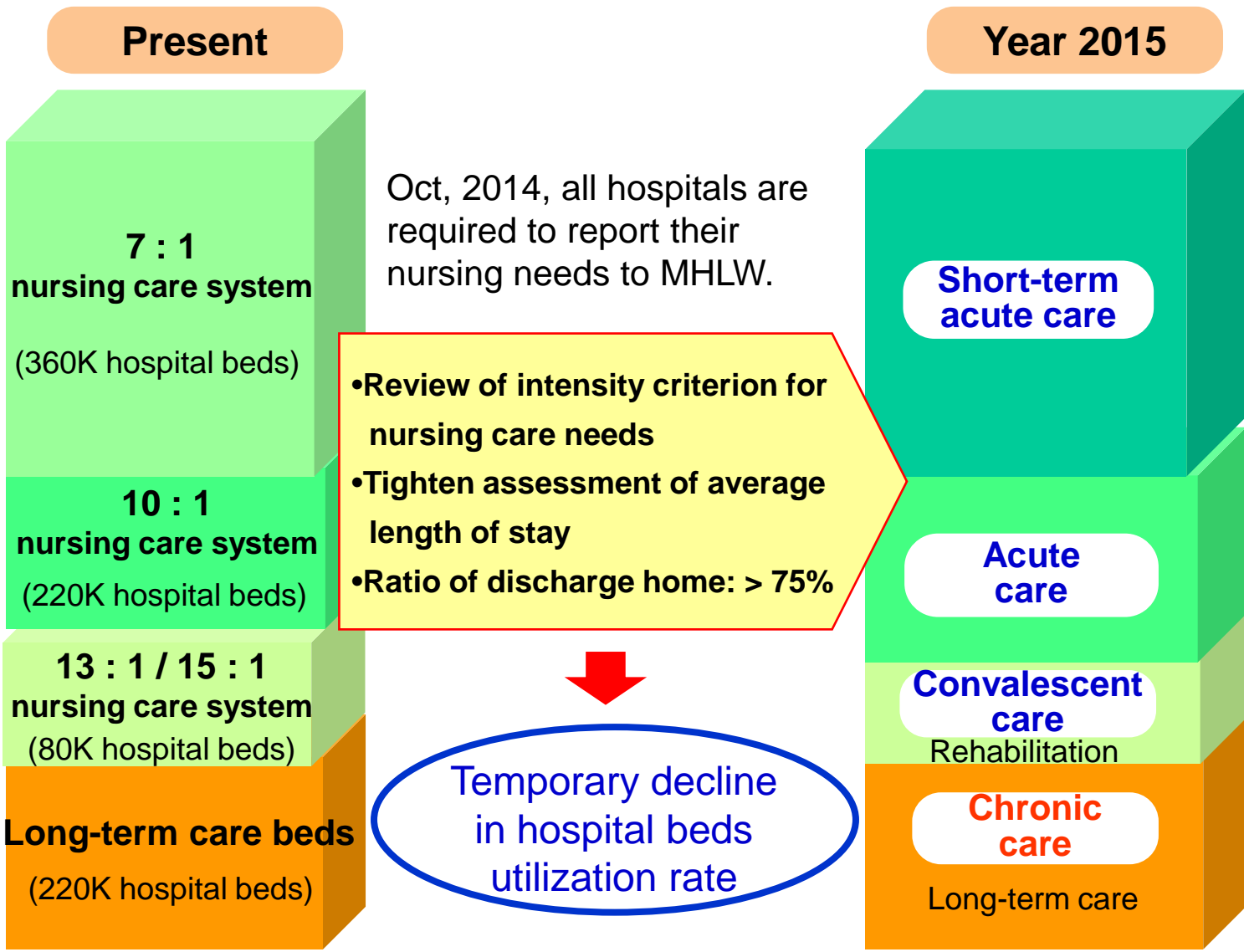
# 1H Domestic Sales in Negative Growth

General Hospital Company: monthly performance in year-on-year comparison



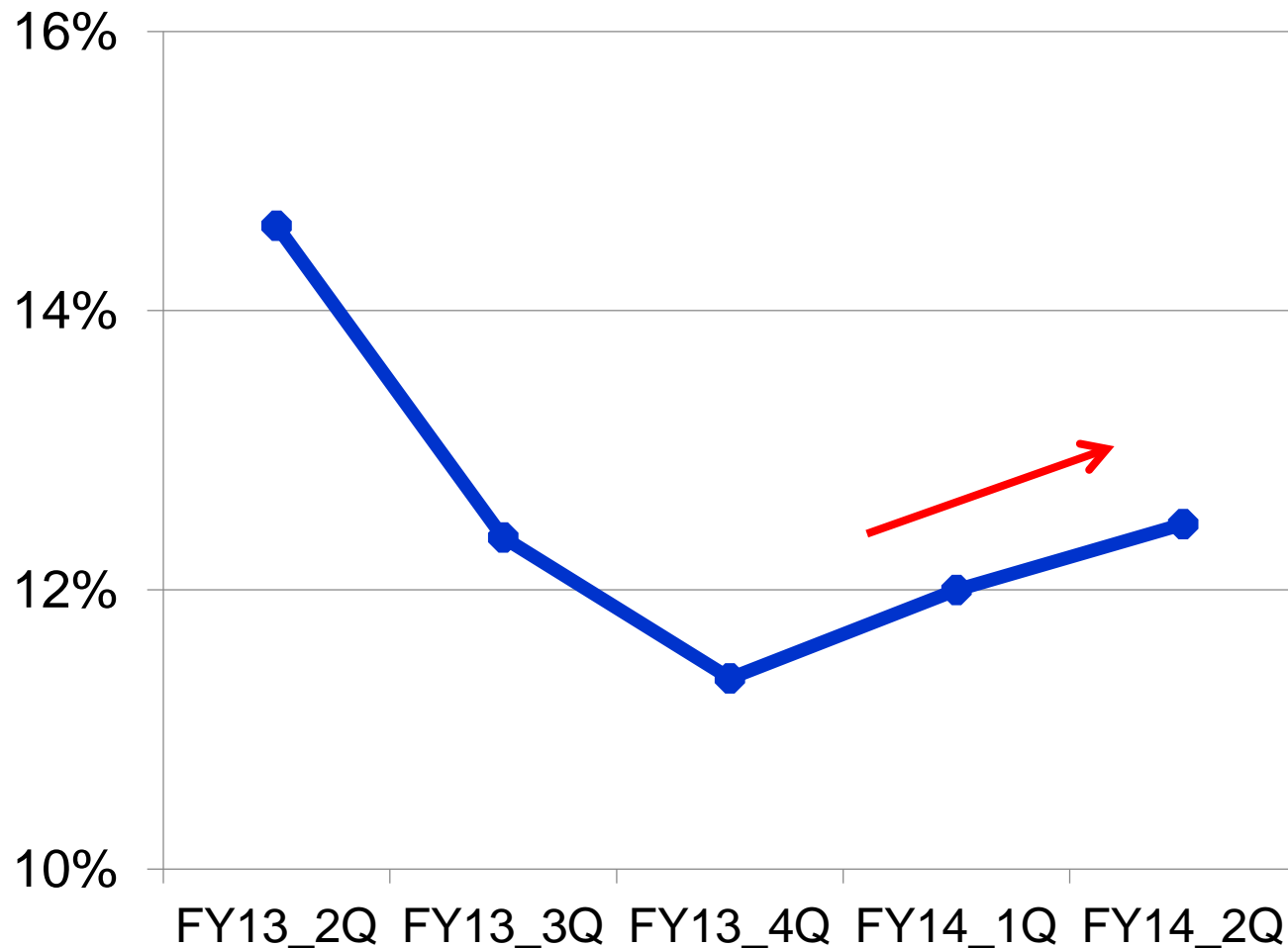
(Excluding infusion and syringe pumps)

# Declined Beds Utilization Due to “Revision of Bed Classification”



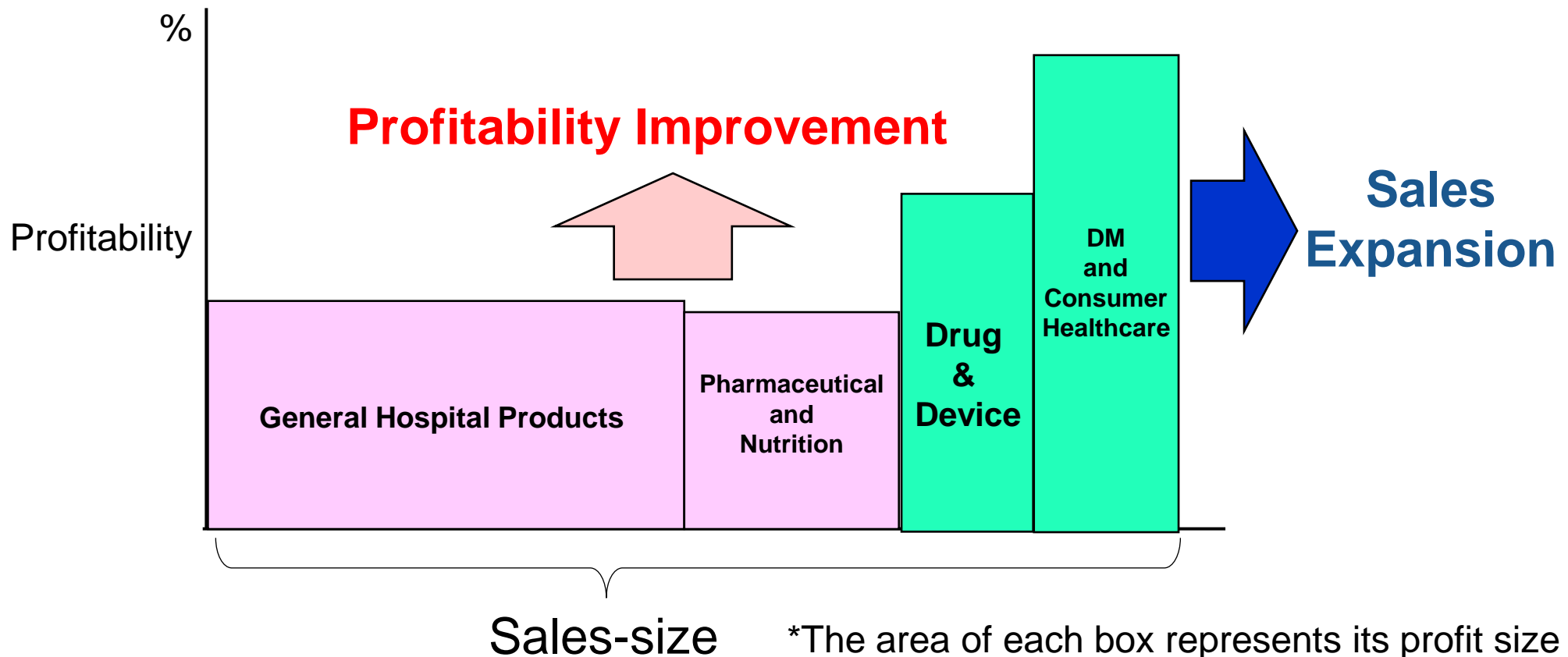
# Business Profit on the Road to Improvement

## Business Profit Margin of General Hospital Company



# For Profitable and Sustainable Growth

- Boost sales growth for “Drug & Device”, and “DM and Consumer Healthcare”
- Accelerate profitability improvement in “General Hospital Products” and “Pharmaceutical and Nutrition”

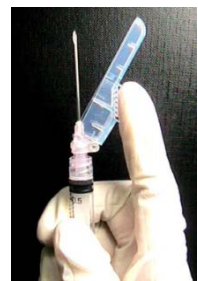


## Become a solution provider for Medical Professionals and Patients

**Prevent accidental needle-stick and malpractice, Promote safe practice**



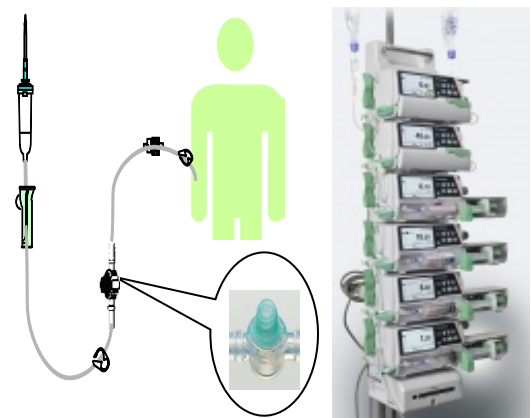
IV catheter, SURFLO V3



Safety syringe



Closed anticancer drug infusion system



Safe Infusion System

**Enhance operation efficiency**



**Realize less pain treatment and early hospital discharge**



Nanopass 34G



Pain control

- Benefit from high-growth pharmaceutical market
  - Vaccine, biotechnology-based medicine (antibody, protein)
- Provide pharmaceutical companies with high-value added functions
  - High quality, easy-to-use, and drug Safety
  - Tailor device design to specific drug package



K-pack needle

Safety needle

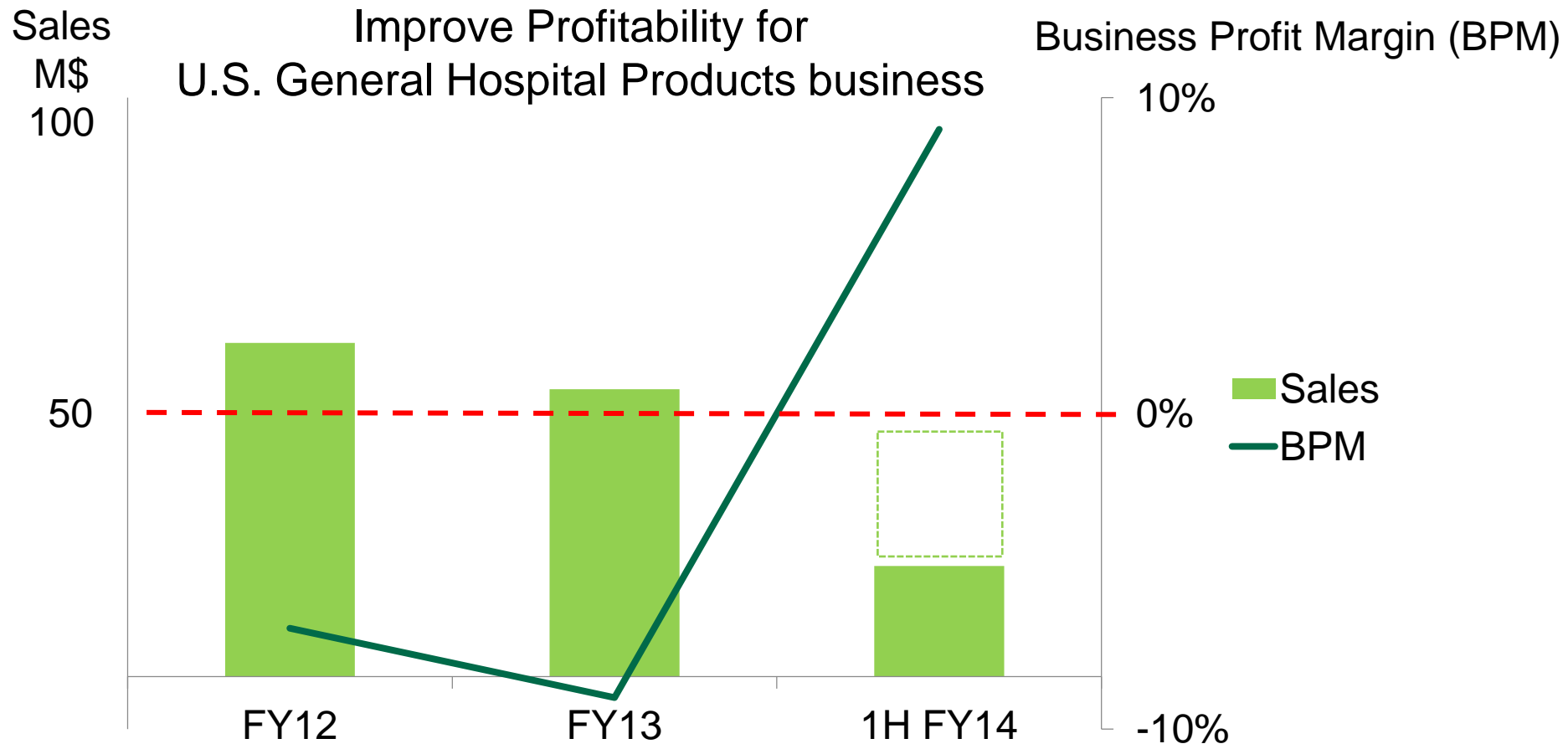


Silicon oil free

PLAJEX / Nanopass

# Global Strategy

- Expand Sales by direct marketing in JP and Asia
- Expand high-value added products through B2B business in EU and U.S.

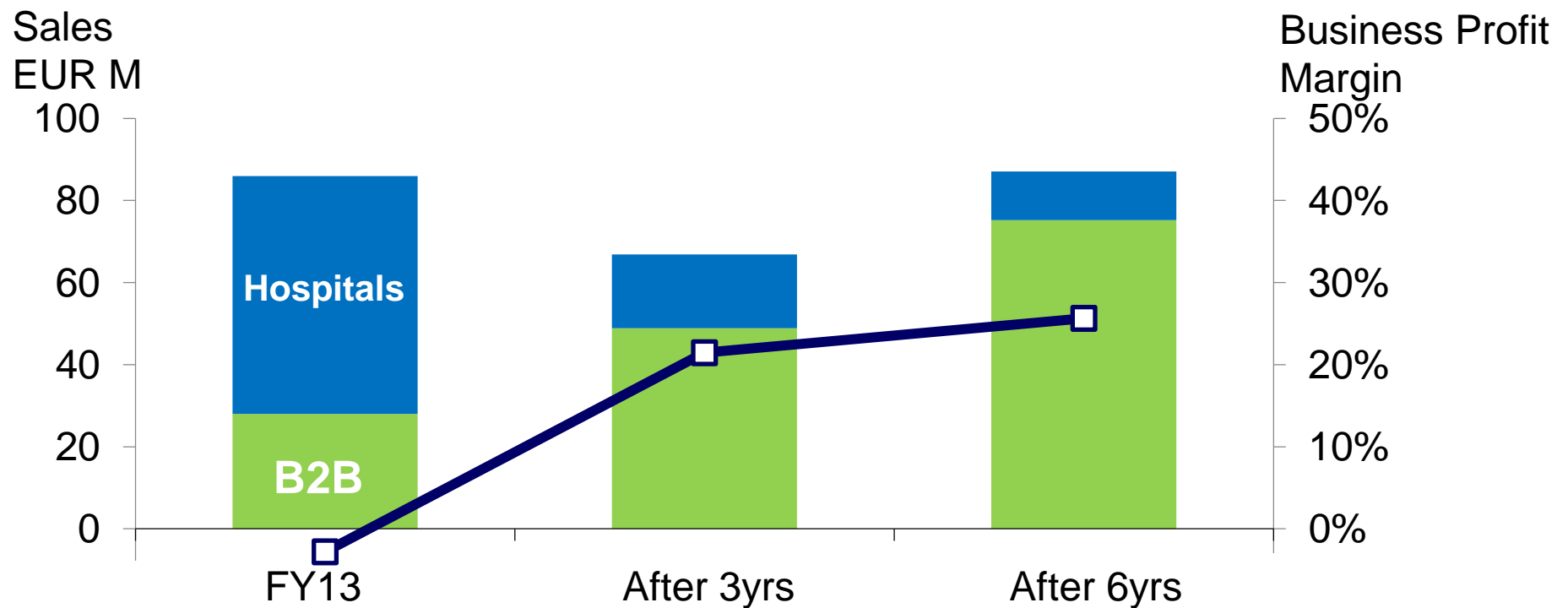




# Transform Product Portfolio of Overseas Business

## 【Europe】

- Low profitability business for hospitals: transition its activities of production and sales
- Expand high-value added, high-growth B2B business for pharmaceutical companies



# *IR Contact*

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