

目次

<連結>

連結決算概要
海外生産比率
為替情報
為替感応度
事業別（報告セグメント）売上収益・営業利益
2023年度 上期 セグメント別売上収益
株式情報

Contents

<Consolidated>

Consolidated Financial Highlights ...1
Production in Overseas (%) ...2
Exchange Rates ...2
Sensitivity to Foreign Exchange Rates ...2
Revenue and Operating Profit by Reportable Segment ...3
Revenue by Segment for the First Half of FY2023 ...4
Stock Information ...5

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Among the information that Terumo discloses, the forward-looking statements including financial projections are based upon our assumptions using information available to us at the time and are not intended to be guarantees of future events or performance. Accordingly, it should be noted that actual results may differ from those forecasts or 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. Information about products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.

連結決算概要

Consolidated Financial Highlights

(百万円/ millions of yen)

		FY2021	1st Half FY2022	FY2022	1st Half FY2023	FY2023 Guidance
1 売上収益	Revenue	703,303	403,316	820,209	443,874	854,000
	% YoY	14.6%	17.0%	16.6%	10.1%	4.1%
2 売上原価	Cost of Sales	333,962	196,323	402,839	215,619	
	% / Revenue	47.5%	48.7%	49.1%	48.6%	
3 売上総利益	Gross Profit	369,341	206,992	417,369	228,255	
	% / Revenue	52.5%	51.3%	50.9%	51.4%	
4 販売管理費	SG&A Expenses	250,891	146,770	299,861	163,254	
	% / Revenue	35.7%	36.4%	36.6%	36.8%	
5 その他の収益	Other Income	2,500	3,277	9,959	3,149	
	% / Revenue	0.4%	0.8%	1.2%	0.7%	
6 その他の費用	Other Expenses	4,990	7,522	10,134	1,657	
	% / Revenue	0.7%	1.9%	1.2%	0.4%	
7 営業利益	Operating Profit	115,960	55,977	117,332	66,492	132,500
	% / Revenue	16.5%	13.9%	14.3%	15.0%	15.5%
8 税引前利益	Profit before Tax	114,501	54,624	116,137	66,428	
	% / Revenue	16.3%	13.5%	14.2%	15.0%	
9 親会社株主に帰属する当期利益	Profit for the Year attributable to the owners of the parent	88,813	40,321	89,325	50,092	101,000
	% / Revenue	12.6%	10.0%	10.9%	11.3%	11.8%
10 包括利益	Comprehensive Income	178,394	186,667	176,415	165,402	
11 研究開発費	Research and Development Expenses	51,837	29,716	61,583	31,783	65,000
	% / Revenue	7.4%	7.4%	7.5%	7.2%	7.6%
12 設備投資額	Capital Expenditure	69,230	32,841	75,774	32,665	80,000
13 減価償却費及び償却費 *a	Depreciation and Amortization *a	53,155	31,009	63,512	33,491	67,500
14 営業キャッシュ・フロー	Net Cash Provided by (Used in) Operating Activities	141,467	60,346	117,536	53,579	
15 投資キャッシュ・フロー	Net Cash Provided by (Used in) Investing Activities	-78,454	-31,613	-59,121	-36,105	
16 フリーキャッシュ・フロー	Free Cash Flow	63,013	28,732	58,414	17,473	
17 財務キャッシュ・フロー	Net Cash Provided by (Used in) Financing Activities	-70,879	-37,942	-86,559	-29,992	
18 流動資産	Current Assets	558,713	623,370	611,396	684,236	
19 流動負債	Current Liabilities	177,721	202,261	218,001	359,606	
20 資産合計	Total Assets	1,473,693	1,658,931	1,602,225	1,748,396	
21 資本合計	Total Equity	1,012,313	1,171,105	1,111,063	1,260,996	
22 資本金	Share Capital	38,716	38,716	38,716	38,716	
23 1株当たり配当金(円)	Dividend per Share (yen)	34.0	19.0	40.0	22.0	
24 配当性向(%)	Dividend Payout Ratio (%)	28.9%	35.6%	33.6%	32.7%	
25 基本的1株当たり当期利益(円)	EPS (yen)	117.45	53.37	119.00	67.27	135.98
26 1株当たり親会社所有者帰属持分(円)	BPS (yen)	1,338.46	1,554.91	1,492.15	1,693.29	
27 親会社所有者帰属持分当期利益率(%)	ROE (%)	9.5%	7.4%	8.4%	8.4%	
28 資産合計当期利益率(%)	ROA (%)	6.3%	5.1%	5.8%	6.0%	
29 親会社所有者帰属持分比率(%)	Ratio of equity attributable to owners of the parent company to total assets (%)	68.7%	70.6%	69.3%	72.1%	
30 EBITDA	EBITDA	175,216	90,290	188,650	85,112	
31 期末発行済株式数(1000株)	Shares Issued and Outstanding (Thous.)	756,326	753,166	744,607	744,703	
32 期末社員数(人)	Number of Employees	28,294	29,882	30,207	30,351	

(期中平均為替レート)

(Average Exchange Rates)
USD/1
EUR/1

(¥112.39)
(¥130.55)

(¥134.03)
(¥138.76)

(¥135.50)
(¥140.99)

(¥141.06)
(¥153.45)

(¥130)
(¥145)

*a 使用権資産償却費を含んでおりません。

*a Right-of-use asset amortization is not included.

海外生産比率

Production in Overseas

(%)

		FY2021	1st Half FY2022	FY2022	1st Half FY2023
米州	Americas	39.1%	41.1%	41.4%	41.8%
欧州	Europe	5.6%	5.1%	5.6%	5.9%
アジア他	Asia and others	13.6%	14.1%	13.6%	14.6%
海外生産比率(合計)	Overseas total	58.3%	60.3%	60.6%	62.3%

為替情報

Exchange Rates

(円/yen)

為替期中平均レート	Average Exchange Rates in the Periods	FY2021	1st Half FY2022	FY2022	1st Half FY2023	FY2023 Guidance
米ドル	USD	112.39	134.03	135.50	141.06	130
ユーロ	EUR	130.55	138.76	140.99	153.45	145

為替期末レート	Exchange Rates as of Year-end	FY2021	1st Half FY2022	FY2022	1st Half FY2023
米ドル	USD	122.39	144.81	133.53	149.58
ユーロ	EUR	136.70	142.32	145.72	158.00

為替感応度（年間概算）

Sensitivity to Foreign Exchange Rates

(百万円 / millions of yen)

1円の円安に対しての年間影響額/Annual impact of one-yen depreciation

		¥1/USD1	¥1/EUR1	¥1/CNY1
売上収益	Revenue	2,200	1,100	3,900
調整後営業利益	Adjusted Operating Profit	0	500	2,300

事業別（報告セグメント）売上収益・営業利益

Revenue and Operating Profit by Reportable Segment (百万円 / millions of yen)

			1st Half FY2022		1st Half FY2023		
				% / Revenue		% / Revenue	% YoY
心臓血管カンパニー Cardiac and Vascular Company	売上収益	Revenue	235,405	-	265,700	-	12.9%
	調整後営業利益	Adjusted Operating Profit	52,905	22.5%	57,641	21.7%	9.0%
メディカルケアソリューションズカンパニー Medical Care Solutions Company	売上収益	Revenue	93,805	-	93,956	-	0.2%
	調整後営業利益	Adjusted Operating Profit	8,147	8.7%	8,317	8.9%	2.1%
血液・細胞テクノロジーカンパニー Blood and Cell Technologies Company	売上収益	Revenue	73,980	-	84,097	-	13.7%
	調整後営業利益	Adjusted Operating Profit	9,102	12.3%	10,649	12.7%	17.0%
合計 Total	売上収益	Revenue	403,191	-	443,754	-	10.1%
	調整後営業利益	Adjusted Operating Profit	70,154	17.4%	76,608	17.3%	9.2%
調整額 Adjustments	売上収益 *a	Revenue *a	124	-	119	-	
	調整後営業利益 *b	Adjusted Operating Profit *b	275	-	-1,014	-	
連結 Consolidated	売上収益	Revenue	403,316	-	443,874	-	10.1%
	調整後営業利益	Adjusted Operating Profit	70,429	17.5%	75,594	17.0%	7.3%
	営業利益	Operating Profit	55,977	13.9%	66,492	15.0%	18.8%

(期中平均為替レート)

(Average Exchange Rates)

(USD1=¥134.03)
(EUR1=¥138.76)

(USD1=¥141.06)
(EUR1=¥153.45)

*a 外部顧客への売上収益の調整額は、報告セグメントに帰属しない外部向け人材派遣による収入等です。

*b 調整後営業利益の調整額には棚卸資産の調整額等が含まれております。

*a Adjustment to revenue to customer is proceeds from outward temporary staffing that is not attributable to reportable segments.

*b The adjustment to adjusted operating profit is for inventories and others.

2023年度 上期 セグメント別売上収益

Revenue by Segment for the First Half of FY2023

(百万円/ millions of yen)

		1st Half FY2022							1st Half FY2023										構成比 % to total					
		米州 Americas	欧州 Europe	中国 China	アジア他 Asia and others	海外 Overseas	日本 JPN	合計 WW	米州 Americas	%YoY	欧州 Europe	%YoY	中国 China	%YoY	アジア他 Asia and others	%YoY	海外 Overseas	%YoY		日本 JPN	%YoY	合計 WW	%YoY	
心臓血管 カンパニー	TIS	TIS	65,672	34,533	23,967	18,323	142,497	15,416	157,914	73,227	11.5%	40,273	16.6%	26,502	10.6%	20,177	10.1%	160,182	12.4%	16,286	5.6%	176,468	11.7%	39.8%
	ニューロバスキュラー	Neurovascular	14,512	9,534	5,137	3,010	32,195	2,722	34,917	16,326	13.9%	11,444	20.0%	4,787	-6.8%	2,765	-8.1%	35,524	10.3%	2,811	3.3%	38,335	9.8%	8.6%
	カーディオバスキュラー	Cardiovascular	13,314	3,174	1,195	3,203	20,887	5,095	25,983	15,318	15.1%	3,882	22.3%	1,404	17.4%	4,492	40.2%	25,097	20.2%	4,903	-3.8%	30,000	15.5%	6.8%
	血管	Vascular Graft	5,799	7,651	797	657	14,906	1,683	16,590	7,783	34.2%	9,345	22.1%	743	-6.7%	1,044	58.8%	18,917	26.9%	1,978	17.5%	20,895	26.0%	4.7%
Cardiac and Vascular Company			99,299	54,894	31,098	25,196	210,487	24,917	235,405	112,855	13.7%	64,945	18.3%	33,439	7.5%	28,480	13.0%	239,721	13.9%	25,978	4.3%	265,700	12.9%	59.9%
メディカルケア ソリューションズ カンパニー	ホスピタルケアソリューション	Hospital Care Solutions	5,093	1,317	1,078	7,774	15,265	48,981	64,246	5,999	17.8%	1,305	-0.9%	948	-12.0%	8,768	12.8%	17,022	11.5%	49,281	0.6%	66,304	3.2%	14.9%
	ライフケアソリューション	Life Care Solutions	7	378	590	568	1,545	11,361	12,907	33	348.7%	372	-1.6%	605	2.6%	687	20.9%	1,699	9.9%	9,887	-13.0%	11,586	-10.2%	2.6%
	ファーマシューティカルソリューション	Pharmaceutical Solutions	1,330	3,899	204	811	6,245	10,406	16,651	731	-45.0%	3,890	-0.2%	334	64.1%	968	19.4%	5,925	-5.1%	10,139	-2.6%	16,065	-3.5%	3.6%
Medical Care Solutions Company			6,431	5,596	1,873	9,155	23,056	70,749	93,805	6,764	5.2%	5,568	-0.5%	1,890	0.9%	10,424	13.9%	24,647	6.9%	69,308	-2.0%	93,956	0.2%	21.2%
血液・細胞 テクノロジー カンパニー	血液センター	Blood Center Solutions	20,159	12,822	4,541	12,099	49,623	5,124	54,748	21,957	8.9%	14,636	14.2%	4,837	6.5%	16,800	38.9%	58,232	17.3%	5,347	4.4%	63,580	16.1%	14.3%
	アフレシス治療他	Therapeutic Solutions	8,072	3,312	715	1,715	13,816	268	14,084	9,214	14.1%	3,875	17.0%	831	16.2%	2,580	50.5%	16,502	19.4%	274	2.1%	16,776	19.1%	3.8%
	細胞処理	Cell Therapy Technologies	4,133	556	142	264	5,096	50	5,147	2,906	-29.7%	553	-0.6%	82	-42.4%	167	-36.6%	3,710	-27.2%	30	-39.2%	3,740	-27.3%	0.8%
Blood and Cell Technologies Company			32,365	16,691	5,399	14,079	68,536	5,444	73,980	34,079	5.3%	19,065	14.2%	5,750	6.5%	19,549	38.8%	78,445	14.5%	5,652	3.8%	84,097	13.7%	18.9%
その他	Others		-	-	-	-	-	124	124	-	-	-	-	-	-	-	-	-	119	-4.1%	119	-4.1%	0.0%	
合計	Total		138,096	77,181	38,371	48,430	302,080	101,235	403,316	153,699	11.3%	89,580	16.1%	41,080	7.1%	58,454	20.7%	342,814	13.5%	101,060	-0.2%	443,874	10.1%	100.0%
売上比率	% to Total		34.2%	19.1%	9.5%	12.0%	74.9%	25.1%	100.0%	34.6%		20.2%		9.3%		13.2%		77.2%		22.8%		100.0%		

(期中平均為替レート)

(Average Exchange Rates)

(USD1=¥134.03)
(EUR1=¥138.76)

(USD1=¥141.06)
(EUR1=¥153.45)

2023年度見通し

Guidance for FY2023

		FY2023		構成比 % to total
		合計 WW	%YoY	
心臓血管カンパニー	Cardiac and Vascular Company	503,800	4.8%	59.0%
メディカルケアソリューションズカンパニー	Medical Care Solutions Company	200,000	4.3%	23.4%
血液・細胞テクノロジーカンパニー	Blood and Cell Technologies Company	150,000	1.6%	17.6%
その他	Others	200	-18.0%	0.0%
合計	Total	854,000	4.1%	100.0%

(期中平均為替レート)

(Average Exchange Rates)

(USD1=¥130)
(EUR1=¥145)

■株式		Shares	Mar. 2020	Mar. 2021	Mar. 2022	Mar. 2023	Sep. 2023
・発行可能株式総数	Total Authorized Shares		3,038,000,000	3,038,000,000	3,038,000,000	3,038,000,000	3,038,000,000
・発行済株式の総数	Total Shares Issued and Shares Outstanding		759,521,040	759,521,040	759,521,040	747,682,540	747,682,540
うち単元株以上	Subtotal: Unit Shares or Above		759,396,700	759,377,200	759,372,700	747,518,400	747,523,500
うち自己株式数	Subtotal: Treasury Shares		7,236,929	3,508,047	3,194,976	3,074,907	2,979,370
・株主総数	Total Number of Shareholders		37,389	59,313	53,755	59,004	50,364
うち単元株以上	Subtotal: Unit Shares or Above		33,969	52,591	46,004	49,616	40,796

■上位株主		Major Shareholders	株式数	持株比率(%)
		氏名又は名称	Number of Shares	Breakdown
		Name	(単位:千株/Thousands of shares)	
1.	日本マスタートラスト信託銀行株式会社(信託口)	The Master Trust Bank of Japan, Ltd. (Trust Account)	157,818	21.19%
2.	株式会社日本カストディ銀行(信託口)	Custody Bank of Japan, Ltd. (Trust Account)	72,874	9.79%
3.	第一生命保険株式会社	The Dai-ichi Life Insurance Company, Limited	31,384	4.21%
4.	明治安田生命保険相互会社	Meiji Yasuda Life Insurance Company	24,422	3.28%
5.	公益財団法人テルモ生命科学振興財団	TERUMO LIFE SCIENCE FOUNDATION	14,720	1.98%
6.	株式会社みずほ銀行	Mizuho Bank, Ltd.	12,859	1.73%
7.	STATE STREET BANK AND TRUST COMPANY 505223	STATE STREET BANK AND TRUST COMPANY 505223	12,640	1.70%
8.	STATE STREET BANK WEST CLIENT - TREATY 505234	STATE STREET BANK WEST CLIENT - TREATY 505234	12,461	1.67%
9.	SSBTC CLIENT OMNIBUS ACCOUNT	SSBTC CLIENT OMNIBUS ACCOUNT	11,228	1.51%
10.	全国共済農業協同組合連合会	National Mutual Insurance Federation of Agricultural Cooperatives	10,653	1.43%

*持株比率は、自己株式を除いて算出しております。

*第一生命の保有株式には、同社が退職給付信託に係る株式として拠出している株式6,000千株が含まれております。

*みずほ銀行の保有株式には、同社が退職給付信託に係る株式として拠出している株式13,036千株が含まれております。

The percentage is calculated by deducting the treasury stocks.

Shares held by The Dai-ichi Life Insurance Company, Limited include 6,000 thousand shares contributed by that company to a retirement benefit trust.

Shares held by Mizuho Bank, Ltd. include 13,036 thousand shares contributed by that company to a retirement benefit trust.

■所有者別状況の推移		Change of Shareholders Segment	Mar. 2020	Mar. 2021	Mar. 2022	Mar. 2023	Sep. 2023
信託銀行	Trust and Banking Companies		39.13%	39.68%	40.22%	35.67%	37.15%
その他金融機関	Other Financial Institutions		13.72%	12.98%	11.85%	13.75%	11.29%
金融商品取引業者	Securities Companies		1.25%	1.51%	1.85%	1.90%	2.00%
その他の法人	Other Companies		6.12%	6.73%	6.41%	7.38%	5.92%
外国法人等	Foreign Companies		31.77%	31.10%	32.42%	33.78%	36.71%
個人・その他	Individuals and Others		7.06%	7.53%	6.83%	7.11%	6.54%
自己株式	Treasury Shares		0.95%	0.46%	0.42%	0.41%	0.40%
合計	Total		100.00%	100.00%	100.00%	100.00%	100.00%