

## OVERVIEW BY BUSINESS SEGMENT

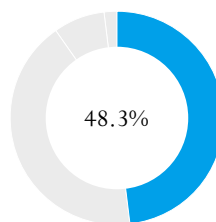
### GENERAL HOSPITAL PRODUCTS



#### REVIEW OF OPERATIONS

In Japan, sales continued to grow for Terumo's high-value-added infusion products, which help prevent medical errors and lower the risk of contamination. Sales of nutritious food products were up, due in part to continuous introduction of diabetes care products and other new products. Sales declined for prefilled syringes and high-calorie parenteral nutrition, however, as a result of factors such as the downward revision of pharmaceutical prices in the National Health Insurance System and loss of market share amid heightened competition.

#### RATIO OF GENERAL HOSPITAL PRODUCTS SALES TO NET SALES



Disposable medical devices  
Pharmaceuticals  
CAPD products  
Diabetes care products  
Home parenteral nutrition and oxygen

#### NET SALES

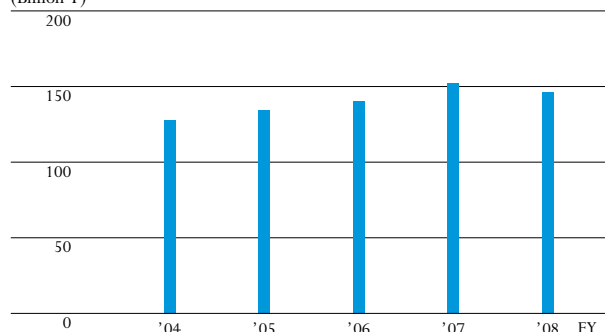
¥146.5 Billion

#### OPERATING INCOME

¥30.8 Billion

#### NET SALES

(Billion ¥)



Outside of Japan, the high value of the yen combined with a drop in business to European and U.S. pharmaceutical companies amid the financial crisis, as well as inventory adjustments by hospitals and wholesalers, leading to a drop in sales.

As a result, sales of general hospital products declined 3.6% year on year to ¥146.5 billion, and operating income amounted to ¥30.8 billion.

### BLOOD TRANSFUSION PRODUCTS



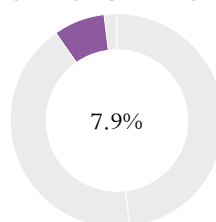
#### REVIEW OF OPERATIONS

In Japan, although sales of blood bags declined, apheresis system sales expanded significantly.

Outside of Japan, sales of sterile connecting device used at blood banks saw major growth.

As a result, sales of blood transfusion products rose 1.4% year on year to ¥23.9 billion, and operating income amounted to ¥3.3 billion.

#### RATIO OF BLOOD TRANSFUSION PRODUCTS SALES TO NET SALES



Blood bags  
Automated blood processing products, etc

#### NET SALES

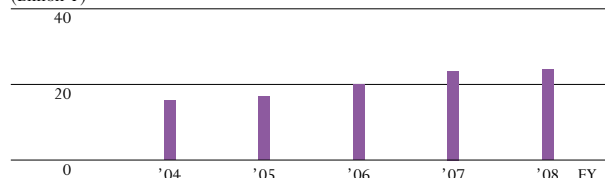
¥23.9 Billion

#### OPERATING INCOME

¥3.3 Billion

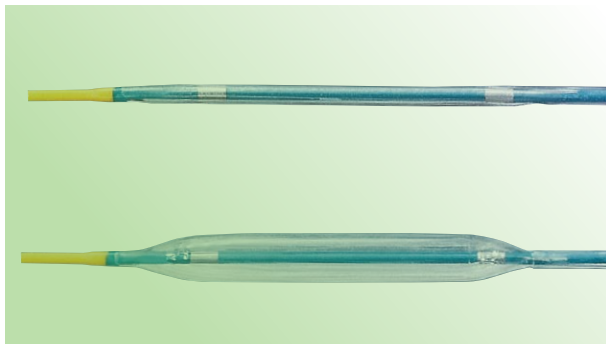
#### NET SALES

(Billion ¥)



Note: Here, and on the following pages, operating income by business segment excludes elimination or corporate expenses.

## CARDIAC AND VASCULAR PRODUCTS

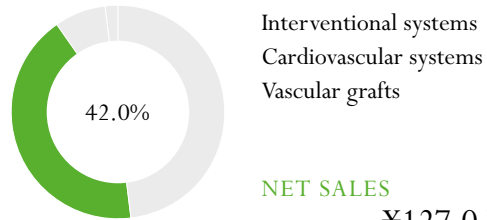


### REVIEW OF OPERATIONS

In Japan, Terumo was able to cover the impact of the downward revision in official reimbursement prices in April 2008, and achieved higher sales. Products that contribute to medical economic benefit, such as PTCA balloon catheter, the new intravascular ultrasound diagnostic catheters, and products from Terumo Clinical Supply Co., Ltd. saw a significant increase in sales.

Outside of Japan, in April 2008 the Company launched full-fledged development in Europe and Asia of its drug-eluting stent, the most

### RATIO OF CARDIAC AND VASCULAR PRODUCTS SALES TO NET SALES

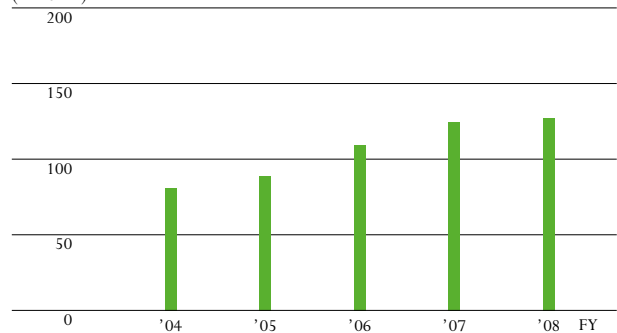


NET SALES  
¥127.0 Billion

OPERATING INCOME  
¥33.0 Billion

### NET SALES

(Billion ¥)



advanced product in the field of coronary patient care. This promotion resulted in increased customer recognition of Terumo as a full-line company, enhanced brand power, and contributed significantly to higher sales of related interventional systems overall.

As a result, sales of cardiac and vascular products climbed 1.8% year on year to ¥127.0 billion, and operating income amounted to ¥33.0 billion.

## CONSUMER HEALTH CARE PRODUCTS

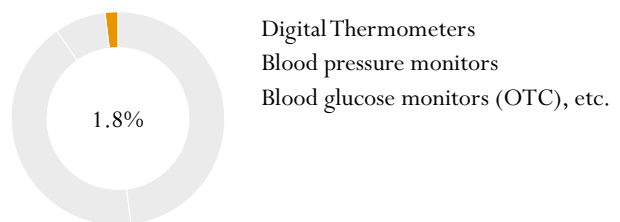


### REVIEW OF OPERATIONS

Sales dropped for digital Thermometers and blood pressure monitors alike as a result of economic conditions and an increasingly competitive landscape.

As a result, sales of health care products declined 11.9% year on year to ¥5.3 billion, and operating income amounted to ¥0.2 billion.

### RATIO OF HEALTH CARE PRODUCTS SALES TO NET SALES

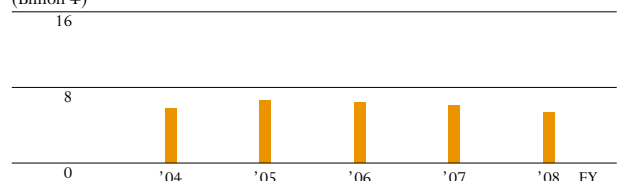


NET SALES  
¥5.3 Billion

OPERATING INCOME  
¥0.2 Billion

### NET SALES

(Billion ¥)



Note: Here, and on the following pages, operating income by business segment excludes elimination or corporate expenses.