



Welcome to TERUMO

A Global Presence Focused on Innovation in Healthcare

March 4, 2016

Foundation Story

1921

- Founded by a group of medical scientists led by Dr. Shibasaburo Kitasato, who developed serum therapy for tetanus
- Original mission: Manufacture the most reliable clinical thermometer possible.



Dr. Shibasaburo Kitasato

TERUMO

- Name inspired from the German word, “Thermometer,”



Mission

Contribute to Society through Healthcare

We contribute to society by providing valued products and services in the healthcare market and by responding to the needs of healthcare providers and the people they serve

Vision

Innovating at the speed of Life



Yume – Dream/Vision

Terumo Corporation



**Worldwide Sales:
\$5 Billion**

**Global
Headquarters:
Tokyo, Japan**

**Number of
Associates:
18,000 +**

Terumo's Three Business Pillars

Cardiac & Vascular Business

Intervention therapy
Cardiac surgery

*Maryland Plants
Products*



General Hospital Business

Disposable devices
Medical electronics



Blood Management Business

Blood collection system
Blood processing system
Therapeutic aphaeresis



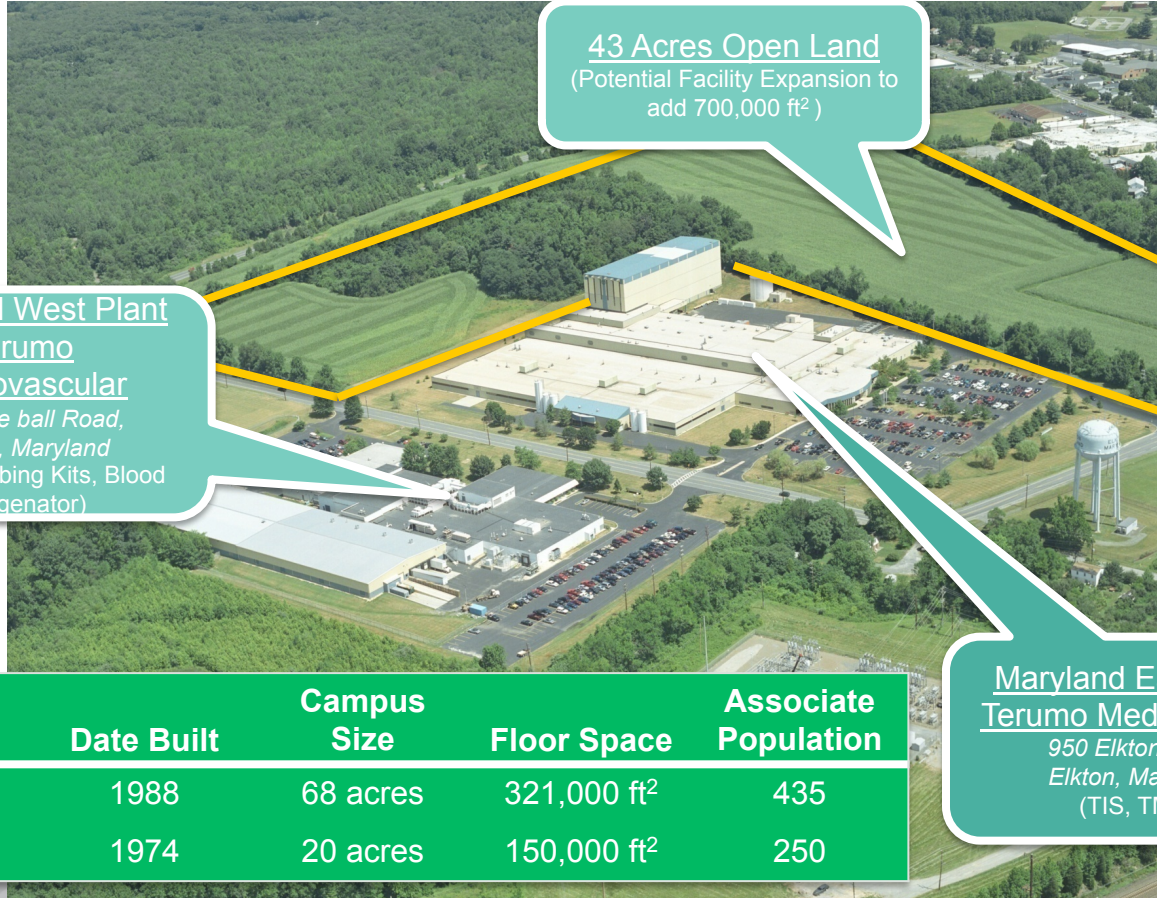
Production & R&D sites in U.S.A.



Welcome to TMC Elkton Facility



The Terumo Elkton Campus



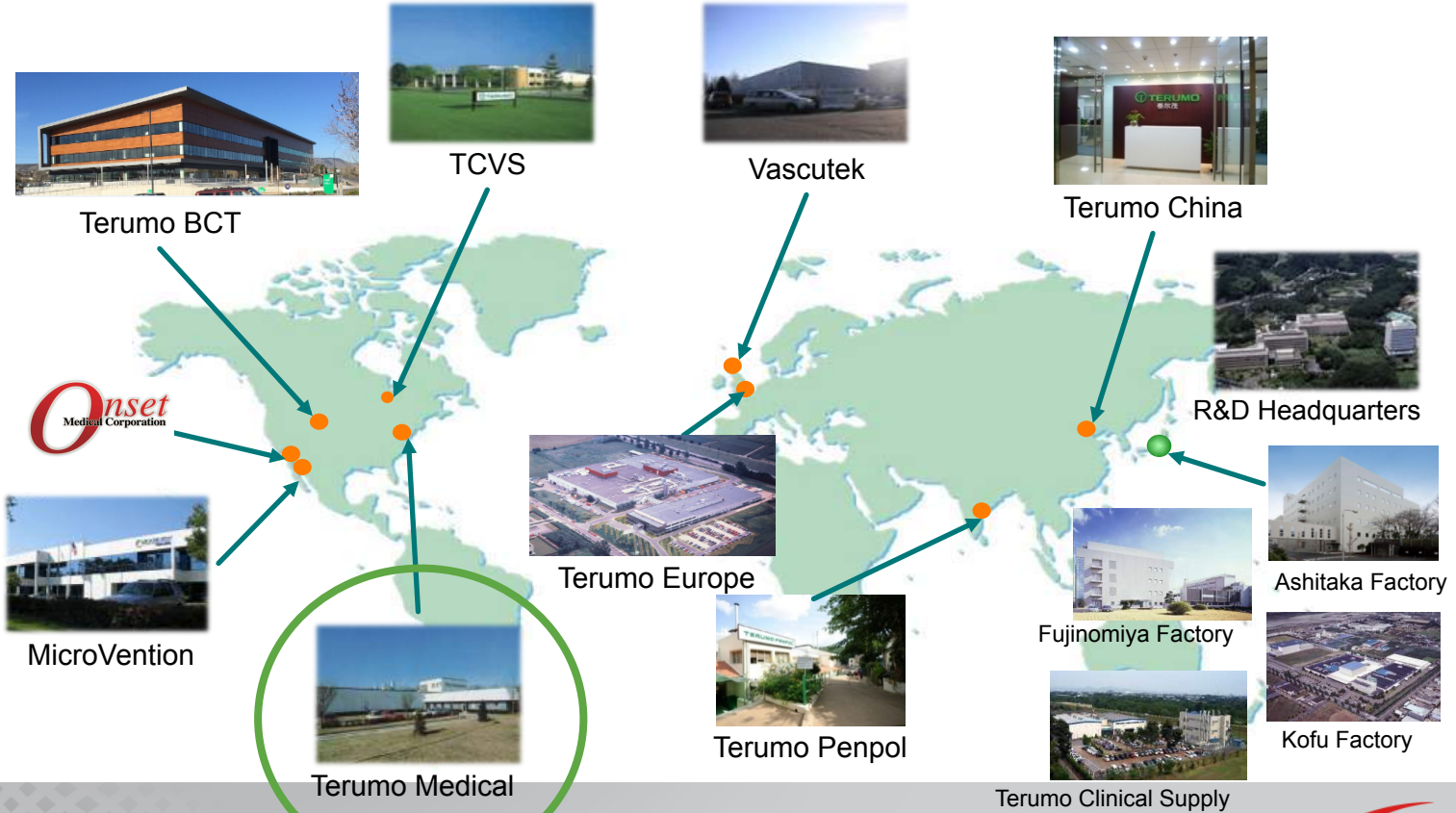
43 Acres Open Land
 (Potential Facility Expansion to add 700,000 ft²)

Maryland West Plant
Terumo
Cardiovascular
 125 Blue ball Road,
 Elkton, Maryland
 (Custom Tubing Kits, Blood
 Oxygenator)

Maryland East Plant
Terumo Medical Corp.
 950 Elkton Blvd.,
 Elkton, Maryland
 (TIS, TMP)

	Date Built	Campus Size	Floor Space	Associate Population
East Plant	1988	68 acres	321,000 ft ²	435
West Plant	1974	20 acres	150,000 ft ²	250

Global R&D Network



Maryland East Plant

Product Development Lab

Opened February 2011, \$1.2M Investment



Maryland East Plant – Global Investment

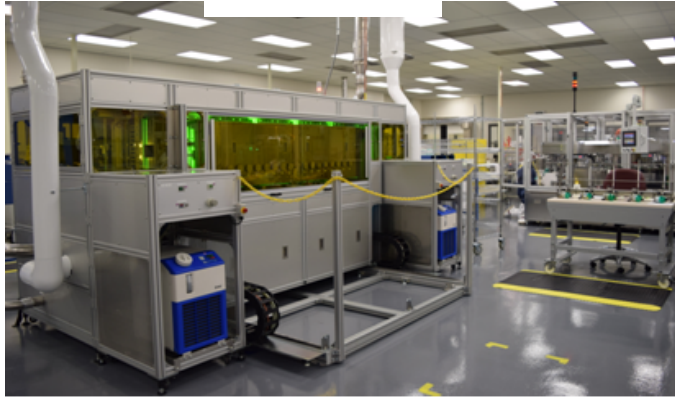
Pinnacle
Introducer Sheaths

Pinnacle Destination
Guiding Sheath



Opened January 2009, \$750K Investment

Glidesheath
Hydrophilic Coated Introducer Sheath



December 2015, \$4.98M Investment

TR Band
Radial Compression Device



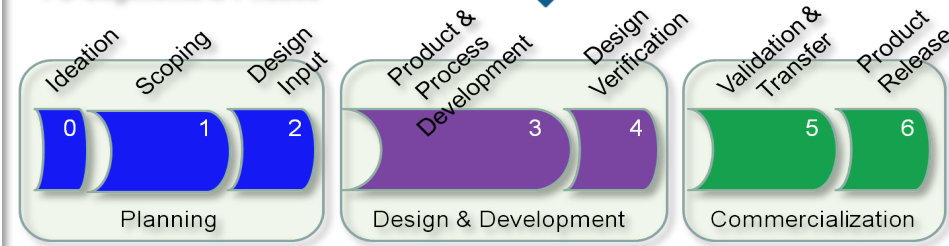
February 2016, \$7.2M Investment

R&D – Integrated Stage Gate Development & Program Management

INTEGRATED PROJECT MANAGEMENT



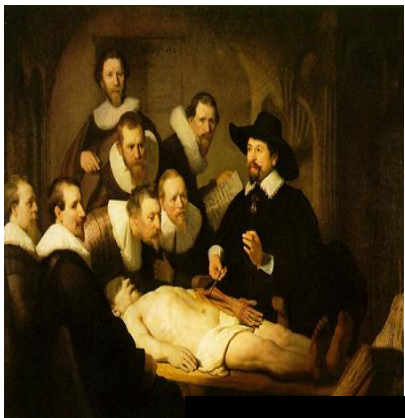
PD Segments & Phases



PD Gates



CoWhat Really Be A High Diff Anlys?



Pinnacle[®]
Introducer Sheaths

Pinnacle[®] R/O II HiFlo
Radiopaque Marker Introducer Sheaths

Pinnacle Destination[®]
GUIDING SHEATHS

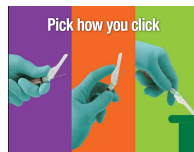
Glidesheath[®]
Hydrophilic Coated Introducer Sheaths

SoloPath[®] RE-COLLAPSIBLE
Re-collapsible Balloon Access System

Glidewire Advantage[™]
Peripheral Guidewires

Glidewire GT
Super-Selective Hydrophilic Coated Guidewires

Glidewire[®] Gold
Hydrophilic Coated Guidewires

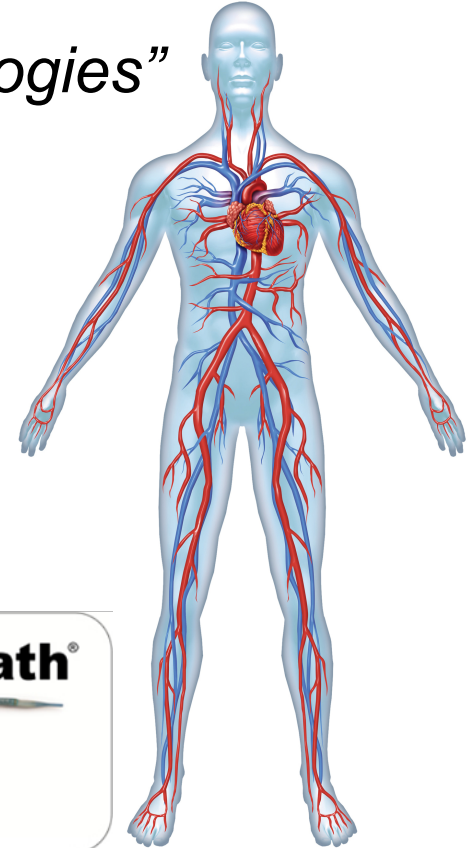
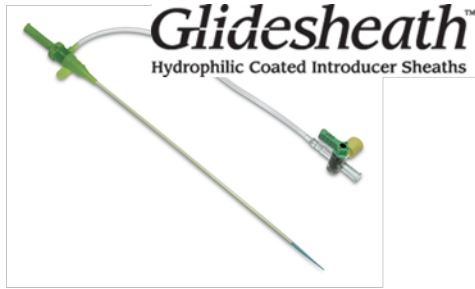


Our Customers



Terumo Elkton Vision

“Global Center for Advanced Access Technologies”



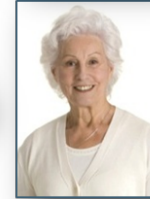
Don't Talk About Products

MACE, mortality, and major bleeding reduced¹
Major bleed occurrence reduced by ~60%²



For the
physician

Overall discomfort reduced by 35%³
Average length of stay 2.2 days shorter⁴



For the
patient

Nursing time outside the cath lab reduced by ~54%⁵
A time saving of ~5.5 hours per case⁵



For the
nurse

Much improved patient flow in cath lab
Hemostasis time reduced by ~13 minutes⁶



For the
hospital

Transradial (TR) Band Closure

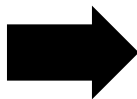




Testing – Simulated Wrists

Description

Radial Artery Patency and Compressive Repeatability:
Testing of pressure of inflation versus artery compression



Radial arteries of subjects measured and compared with
model arteries: TR Band and competitors tested

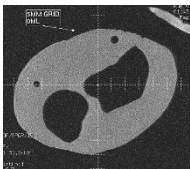
Technologies

- MRI and CT to produce 3D data of subjects
- MRI used to measure artery while compressing with TR band
- 3D Printing for cast molds

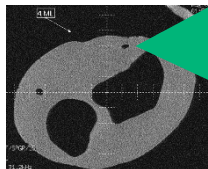
Value

- Data shows that TR Band produces more consistent arterial compression than competitors

No air in band



10 cc's air



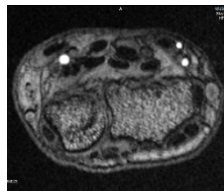
Artery compressed

Quality and Product Development

- Simulated wrists provide data in support of product change requirements



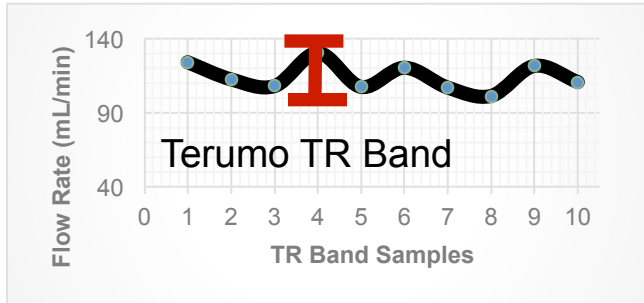
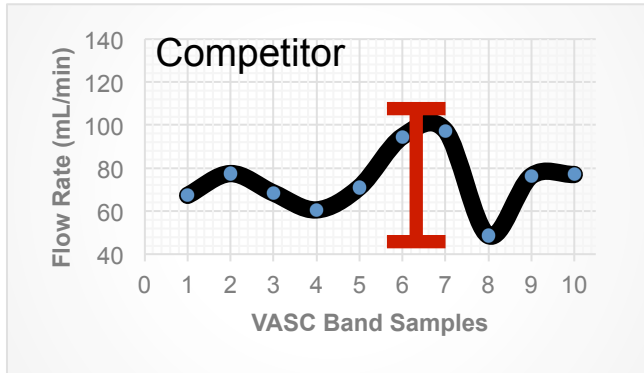
Artery compressed





Testing – Simulated Wrists

Data shows that TR Band produces more consistent arterial compression than competitors – flow rate variation in 10 different bands shown below



Thank you!

