Financial Results for the First Quarter of Fiscal Year Ending March 31, 2027 (FY2026)

Jin Hagimoto
Chief Financial Officer
Terumo Corporation

Aug. 7, 2026

Forward-Looking Statements and Use of Document

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. Information about products (including products currently in development) which is included in this material is not intended to constitute an advertisement or medical advice.

Highlights

Revenue

- Achieved highest ever results for the quarter
- Continued strong sales, driven by the Americas, with 9% growth excluding FX impact

Profit

- Operating profit, adjusted operating profit, and profit for the period all reached record highs for the quarter
- Significant profit growth achieved, supported by solid revenue growth as well as a US tariff refund and one-time income

Revision of FY26 Guidance

- Upward revision of operating profit, adjusted operating profit, and profit for the year reflecting Q1 performance

TERUMO

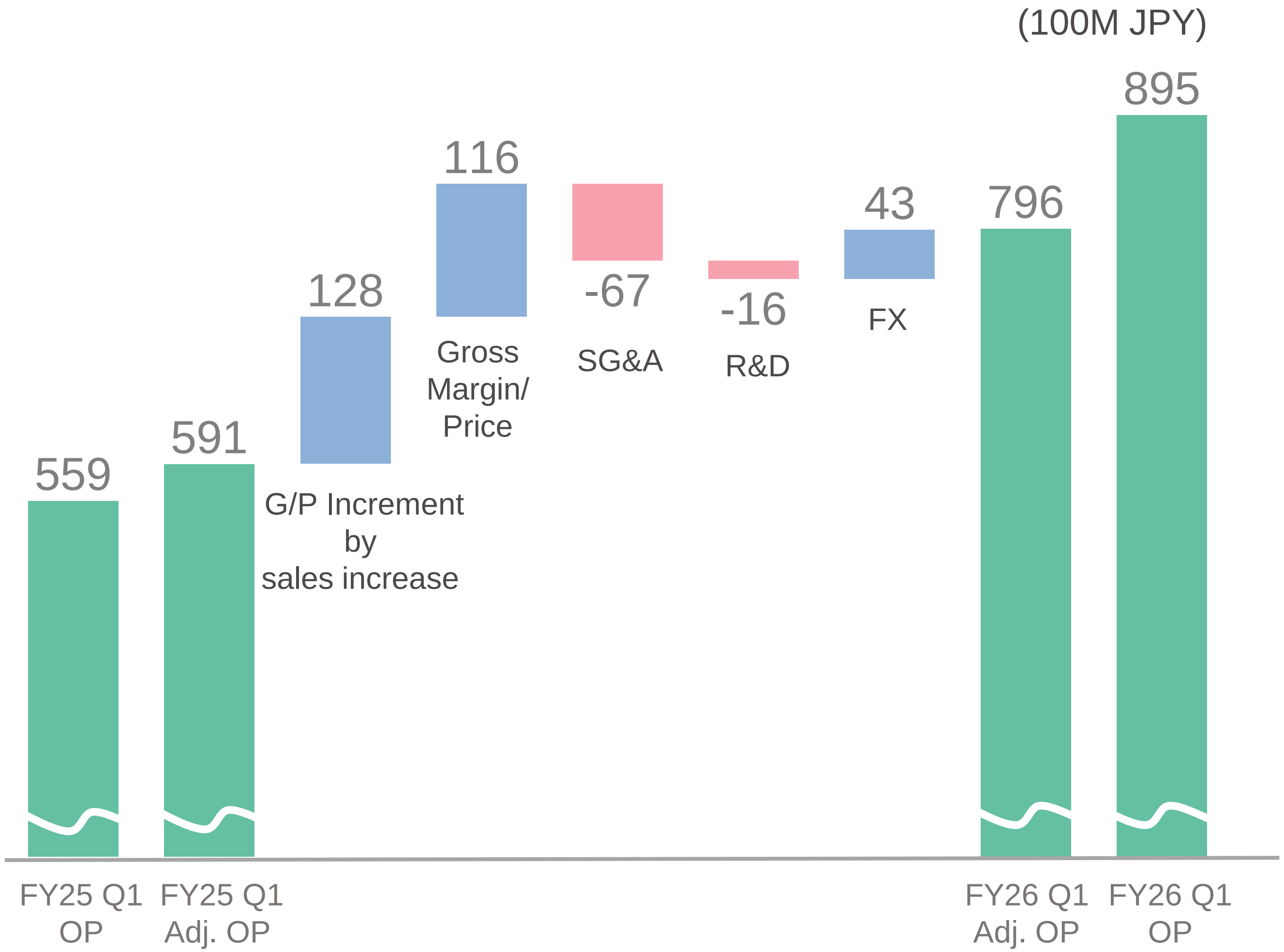
P&L, FCF

- Revenue: Continued strong demand for TIS and Global Blood Solutions, supported by favorable FX impact
- Operating profit: Increased significantly due to higher sales, a tariff refund, and one-time income

100M JPY	FY25 Q1	FY26 Q1	Change	Change excluding FX impact
Revenue	2,600	3,118	20%	9%
Gross Profit (%)	1,455 (56.0%)	1,785 (57.3%)	23%	13%
SG&A Expenses (%)	755 (29.1%)	907 (29.1%)	20%	10%
R&D Expenses (%)	164 (6.3%)	190 (6.1%)	15%	9%
Other Income and Expenses	24	206	760%	705%
Operating Profit (%)	559 (21.5%)	895 (28.7%)	60%	49%
Adjusted Operating Profit (%)	591 (22.7%)	796 (25.5%)	35%	25%
Profit before Tax (%)	553 (21.3%)	903 (29.0%)	63%	
Profit for the period (%)	418 (16.1%)	704 (22.6%)	68%	
FCF	107	462	331%	
Average exchange rate (USD/EUR)	145 JPY/164 JPY	160 JPY/185 JPY		

TERUMO

OP Variance Analysis: Growth due to strong sales and a tariff refund



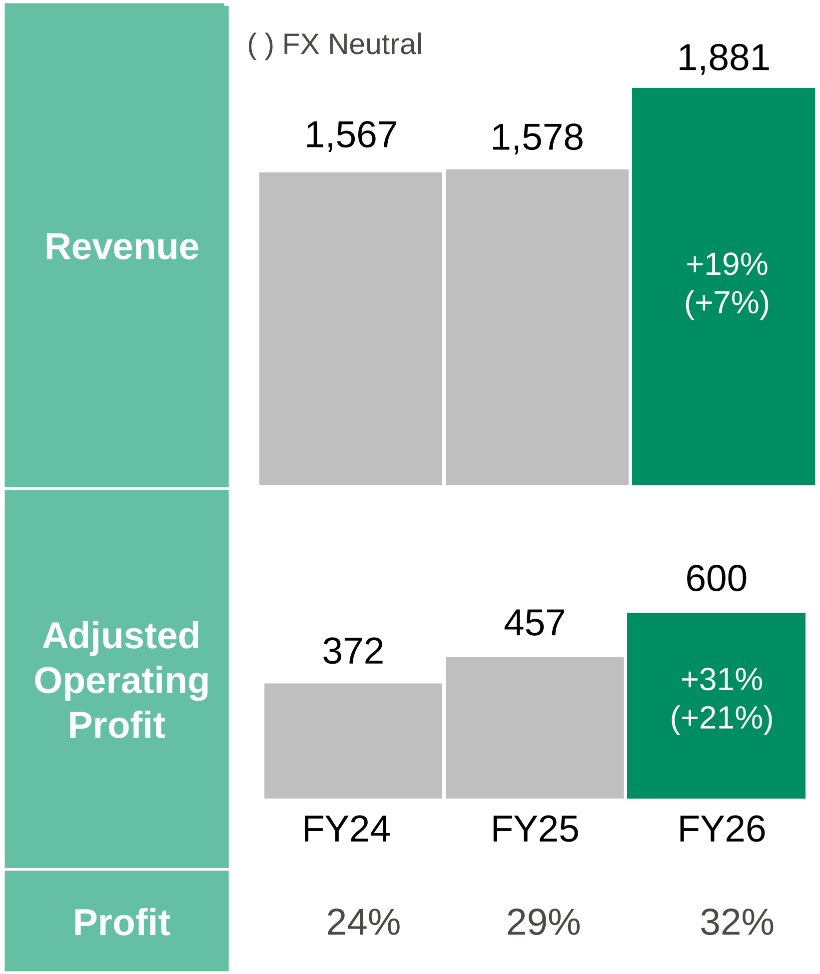
- G/P increment by sales increase:
  TIS and GBS led the overall growth, OT growth also contributed
- Gross margin/Price:
  Significant profit increase due to pricing measures and a tariff refund
  (Key components)
  - Tariff impact: -4.7 B JPY
  - Tariff refund: +13.0 B JPY
  - Pricing measures: +2.2 B JPY
- SG&A:
  Increased in line with business expansion
- R&D:
  Increased investments for future growth
- FX:
  Flow +7.2 B JPY, Stock -2.9 B JPY

C&V: TIS led growth, TN and TCV also performed well

(C&V: Cardiac & Vascular)

(100M JPY)

Q1



	Comments	Q1 YoY
TIS Terumo Interventional Systems	: Continued strong performance across all product areas, primarily in North America. Asia also achieved double-digit growth excluding FX impact	+210
TN Terumo Neuro	: Cerebral aneurysm treatment business, led by WEB, continued to drive growth in China, Japan, and Europe. Despite intensifying competition in ischemic stroke, growth initiatives progressed steadily	+43
TCV Terumo Cardiovascular	: Strong global performance supported by pricing measures. Hardware product sales increased in Asia	+38
TA Terumo Aortic	: Revenue impact from the voluntary recall of certain RelayPro products was offset by strong performance of other products	+12
Profit	: Significant profit growth driven by higher sales, pricing measures, and a tariff refund	

TMCS: HCS and PS drove revenue and profit growth

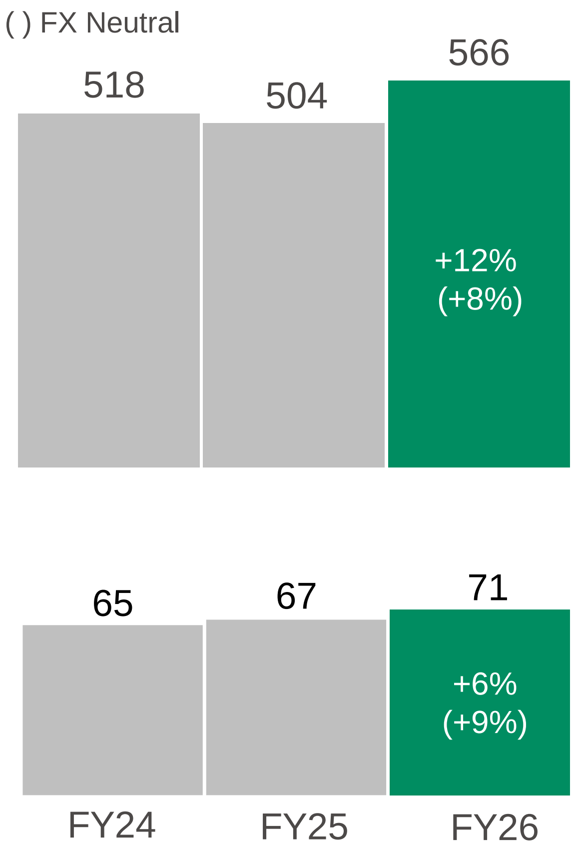
(TMCS: Medical Care Solutions)

(100M JPY)

Q1

Revenue

Adjusted Operating Profit



Profit	13%	13%	13%

	Comments		Q1 YoY
HCS Hospital Care Solutions	:	In Japan, revenue increased due to pricing revisions and strong sales of core product lines. Overseas revenue was also supported by pricing measures	+36
LCS Life Care Solutions	:	Revenue declined due to the shrinking SMBG (Self-Monitoring of Blood Glucose) market, primarily in Japan	-1
PS Pharmaceutical Solutions	:	The existing CDMO business in Japan continued to perform well and contributed to revenue growth. Overseas, PLAJEX delivered strong growth, mainly in Europe	+27
Profit	:	Profit increased due to higher sales, pricing measures, and a tariff refund	

*Adjusted OP <u>excluding</u> the impact of the Leverkusen Plant was as follows:
FY26 Q1: 8.9 B JPY, Profit margin: 16%
(Leverkusen Plant profit and loss: -1.8 B JPY)

TERUMO

TBCT: Strong global demand for blood collection products; Rika also contributed

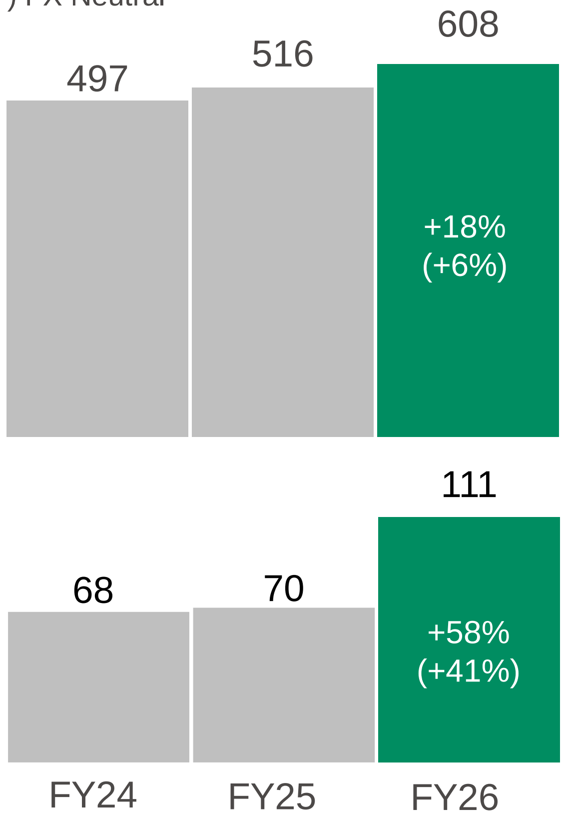
(TBCT: Blood and Cell Technologies)

(100M JPY)

Q1

( ) FX Neutral

Revenue / **Adjusted Operating Profit** / **Profit**



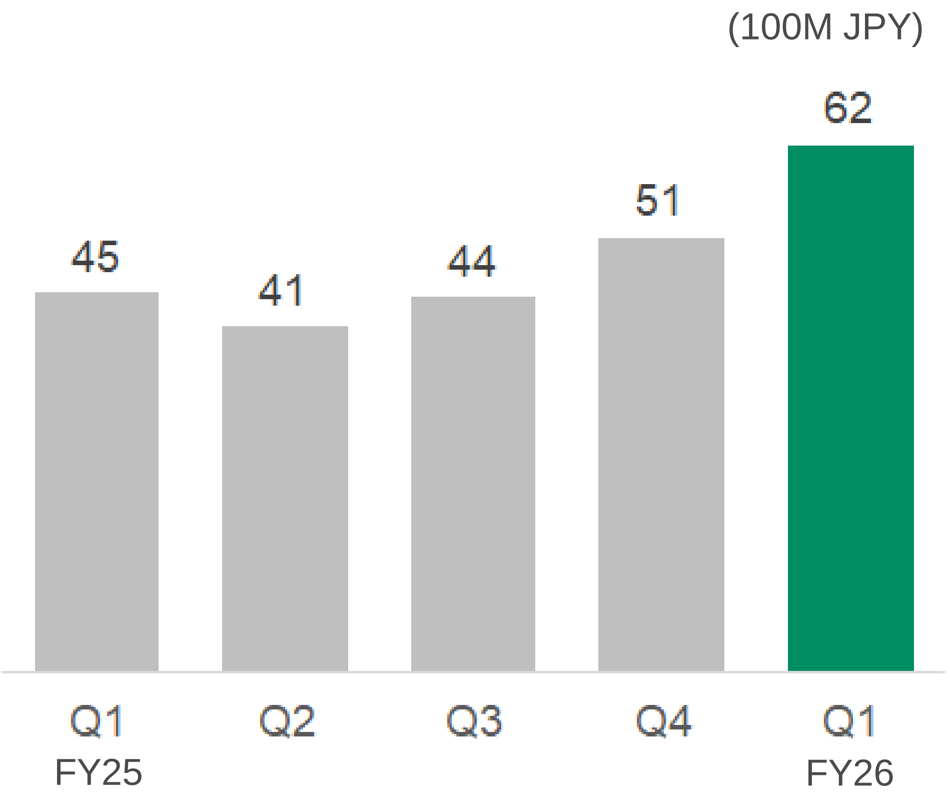
	FY24	FY25	FY26
Profit	14%	14%	18%

Comments		Q1 YoY
GBS Global Blood Solutions	: Strong sales of blood collection products in US and Europe; Rika (source plasma collection system) also contributed to growth in US	+69
GTI Global Therapy Innovations	: Global growth driven by expanding demand for cell collection in cell and gene therapies, and continued demand for equipment replacement	+22
Profit	: Profit growth driven by core product performance and a tariff refund	

OT: Rapid Revenue Growth Driven by Expanding Liver Transplant Market

(OT: Terumo Organ Technologies)

Quarterly Revenue Trend	Comments



*OrganOx was acquired on October 29, 2025, and its results have been consolidated from that date onward.

Revenue: **6.2 B JPY**

+39% growth year-on-year

- Continued revenue growth driven by rising liver transplant volumes and customer base expansion

Adjusted Operating Profit: 0.9 B JPY
Adjusted OP%: 15%

- Q1 impacted by one-time costs associated with production optimization
- FY26 full-year margin target of 20% remains unchanged

Revenue by Region: Growth led by Americas, Europe, and Asia

Region	FY26 Q1 Regional breakdown	Revenue (100M JPY) FY24	FY25	**FY26**	FY26 Q1 YoY Change ( ) FX Neutral	Comments
Americas	40%	959	1,005	**1,261**	26% (12%)	Strong demand continued across all companies, led by TIS, TCV, and HCS. OT also contributed significantly
Europe	22%	541	543	**674**	24% (12%)	TN delivered stable growth in C&V, while PS achieved strong revenue growth in TMCS. GBS also performed well in TBCT
Japan	18%	528	528	**548**	4%	C&V declined due to lower TA sales following the RelayPro voluntary recall, while TN remained strong. In TMCS, HCS grew, supported by price revisions
China	9%	230	229	**280**	22% (3%)	C&V led growth, driven by strong demand for TIS and TN. Meanwhile, TMCS declined, reflecting the slowing market growth
Asia and Others	11%	323	294	**356**	21% (10%)	In C&V, TIS and TCV achieved strong growth, supported by expanding demand and pricing initiatives. In TMCS, PS delivered revenue growth, driven by strong demand for PLAJEX

Revision of FY26 Guidance

Revision of FY26 Guidance

Upward revision to adjusted operating profit, operating profit, and profit for the year (Revenue unchanged)

Assumptions

- US tariff refund: Reflects 13.0 billion JPY paid in the previous fiscal year
- Other Income: Reflects 20.0 billion JPY of settlement proceeds (classified as an adjustment item)

Amount (100M JPY)	FY25 Results (A)	FY26 Previous Guidance (B)	FY26 Revised Guidance (C)	Revision (C)-(B)	Change (C)/(A)
Revenue	11,319	12,390	**12,390**	**0**	+9%
Adjusted Operating Profit (Adj. OP%)	2,194 (19.4%)	2,615 (21.1%)	**2,745 (22.2%)**	**+130**	+25%
Operating Profit (OP%)	1,763 (15.6%)	2,245 (18.1%)	**2,575 (20.8%)**	**+330**	+46%
Profit for the Year	1,359	1,653	**1,931**	**+278**	+42%
Exchange rate (USD/EUR)	151JPY/175JPY	155JPY/180JPY	155JPY/180JPY		

Excluding M&A executed in FY25

Operating Profit (OP%)	1,847 (16.4%)	2,425 (20.0%)	**2,755 (22.7%)**

TERUMO

Revision of FY26 Guidance by Company

Amount (100M JPY)	Revenue					Adjusted Operating Profit					
	FY25 Results (A)	FY26 Previous Guidance (B)	FY26 Revised Guidance (C)	Revision (C)-(B)	Change (C)/(A)	FY25 Results (A)	FY26 Previous Guidance (B)	FY26 Revised Guidance (C)	Revision (C)-(B)	Change (C)/(A)	FY26 Revised Guidance AOP%
C&V	6,764	7,340	**7,340**	0	+8%	1,640	1,960	**2,070**	+110	+26%	28%
TMCS	2,161	2,343	**2,343**	0	+8%	216	244	**254**	+10	+18%	11%
Excluding M&A	2,160	2,340	**2,340**	0	+8%	252	330	**340**	+10	+33%	15%
TBCT	2,310	2,450	**2,450**	0	+6%	336	385	**395**	+10	+17%	16%
OT	80	255	**255**	0	-	17	51	**51**	+0	-	20%
Total	11,319	12,390	**12,390**	0	+9%	2,194	2,615	**2,745**	+130	+25%	22%

(C&V: Cardiac and Vascular, TMCS: Medical Care Solutions, TBCT: Blood and Cell Technologies, OT: Terumo Organ Technologies)

*OT represents the business of OrganOx, which was acquired in October 2025; year-on-year growth rates are not shown as no prior-year comparison is available

TERUMO

Reference

P&L (QoQ)

(100M JPY)

	FY25 Q1 (Apr-Jun)		Q2 (Jun-Sep)		Q3 (Oct-Dec)		Q4 (Jan-Mar)		FY26 Q1 (Apr-Jun)	
Revenue	2,600		2,750		2,966		3,003		3,118	
Gross Profit	1,455	(56.0%)	1,470	(53.5%)	1,532	(51.6%)	1,490	(49.6%)	1,785	(57.3%)
SG&A Expenses	755	(29.1%)	808	(29.4%)	869	(29.3%)	898	(29.9%)	907	(29.1%)
R&D Expenses	164	(6.3%)	171	(6.2%)	183	(6.2%)	251	(8.3%)	190	(6.1%)
Other Income and Expenses	24		-40		-40		-28		206	
Operating Profit	559	(21.5%)	451	(16.4%)	439	(14.8%)	315	(10.5%)	895	(28.7%)
Adjusted Operating Profit	591	(22.7%)	553	(20.1%)	591	(19.9%)	459	(15.3%)	796	(25.5%)

Quarterly Average rate		FY25 Q1	Q2	Q3	Q4	FY26 Q1
	USD	145 JPY	147 JPY	154 JPY	157 JPY	160 JPY
	EUR	164 JPY	172 JPY	179 JPY	184 JPY	185 JPY

SG&A (QoQ)

(100M JPY)

	FY25 Q1 (Apr-Jun)	Q2 (Jul-Sep)	Q3 (Oct-Dec)	Q4 (Jan-Mar)	FY26 Q1 (Apr-Jun)
Salaries & Wages	406	421	447	468	502
Sales Promotion	55	53	61	62	61
Logistics Costs	57	59	58	58	62
Depreciation and Amortization	68	70	76	76	73
Others	169	205	228	233	210
SG&A Expenses Total (%)	755 (29.1%)	808 (29.4%)	869 (29.3%)	898 (29.9%)	907 (29.1%)
R&D Expenses (%)	164 (6.3%)	171 (6.2%)	183 (6.2%)	251 (8.3%)	190 (6.1%)
Total (%)	920 (35.4%)	979 (35.6%)	1,053 (35.5%)	1,148 (38.2%)	1,097 (35.2%)

Quarterly Average rate						
	USD	145 JPY	147JPY	154JPY	157JPY	160JPY
	EUR	164 JPY	172JPY	179JPY	184JPY	185JPY

TERUMO

SG&A (YoY)

(100M JPY)

	FY25 Q1	FY26 Q1	YoY%	YoY% Excluding FX impact
Salaries & Wages	406	502	24%	13%
Sales Promotion	55	61	11%	3%
Logistics Costs	57	62	8%	0%
Depreciation and Amortization	68	73	6%	-2%
Others	169	210	24%	15%
SG&A Expenses	755	907	20%	10%
(%)	(29.1%)	(29.1%)		
R&D Expenses	164	190	15%	9%
(%)	(6.3%)	(6.1%)		
Total	920	1,097	19%	10%
(%)	(35.4%)	(35.2%)		

TERUMO

Adjusted Operating Profit: Adjustments

(100M JPY)

	FY25 Q1	FY26 Q1
Adjusted Operating Profit	591	796
Adjustment 1. Amortization of acquired intangible assets	-51	-72
Adjustment 2. Non-recurring profit or loss	19	171
Operating Profit	559	895

Adjustment 2. Non-recurring profit or loss	**FY25 Q1**	**FY26 Q1**
Restructuring loss	-13	-1
Loss compensation from pharmaceutical companies	32	-
Settlement proceeds	-	201
OrganOx inventory step-up costs recorded as expenses	-	-26
Others	-0	-4
Total	19	171

<General examples of adjustment items>

- Acquisition related cost
- Lawsuit settlement
- Impairment loss
- Restructuring loss
- Nonlife insurance income
- Loss on disaster
- Other one-time profit & loss

TERUMO

CAPEX, Depreciation and Amortization, R&D Expenses

(100M JPY)

	FY23	FY24	FY25	FY26Q1	FY26 Guidance
CAPEX	784	825	971	168	920
Depreciation	702	781	867	251	990
Amortization of acquired intangible assets	200	210	242	72	290
Others	502	571	625	179	700

CAPEX = Construction in progress record basis, lease depreciation (IFRS16) is not included in Depreciation

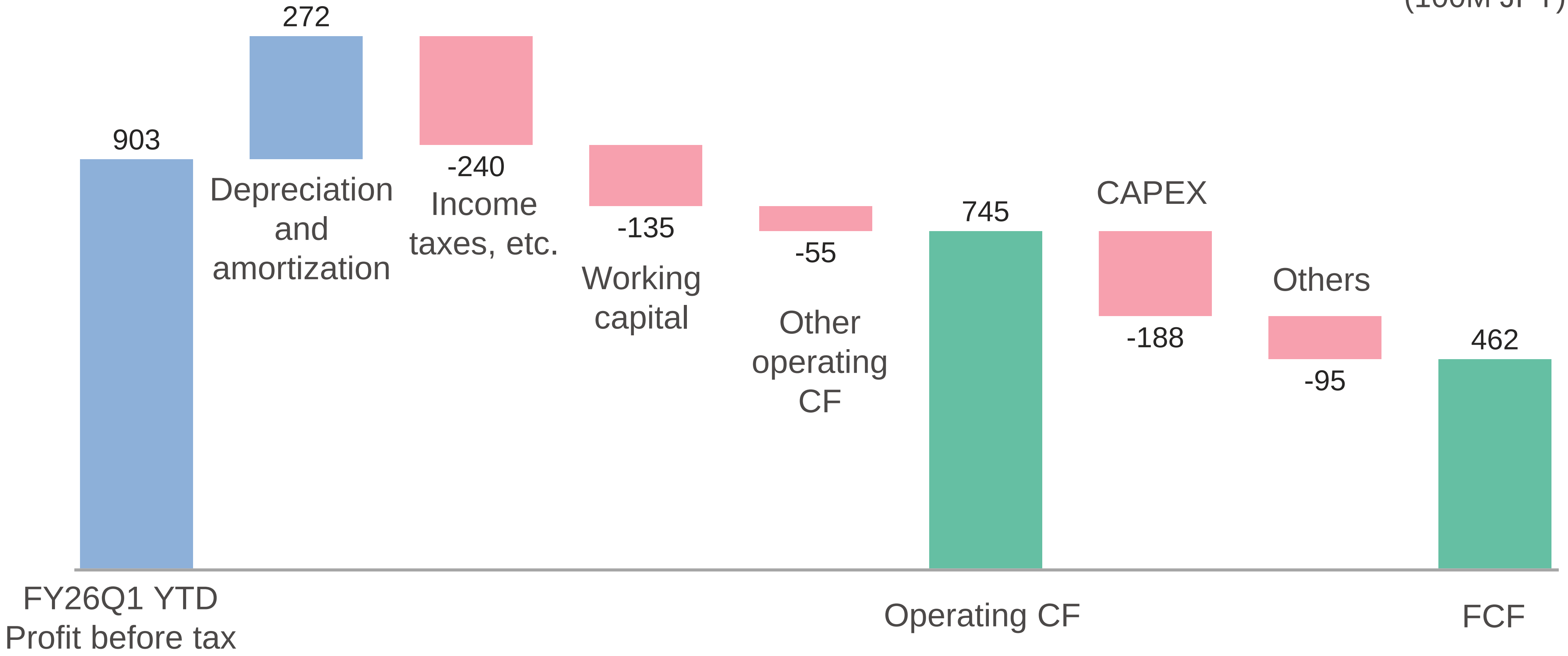
FY26Q1 CAPEX (16.8 B JPY)

Construction of a new building at the Kofu Plant to enhance manufacturing capabilities for CDMO (Contract Development and Manufacturing Organization) and other operations, as well as investments in R&D, and core IT platforms (SAP)

	FY23	FY24	FY25	FY26Q1	FY26 Guidance
R&D Expenses	691	742	769	190	825

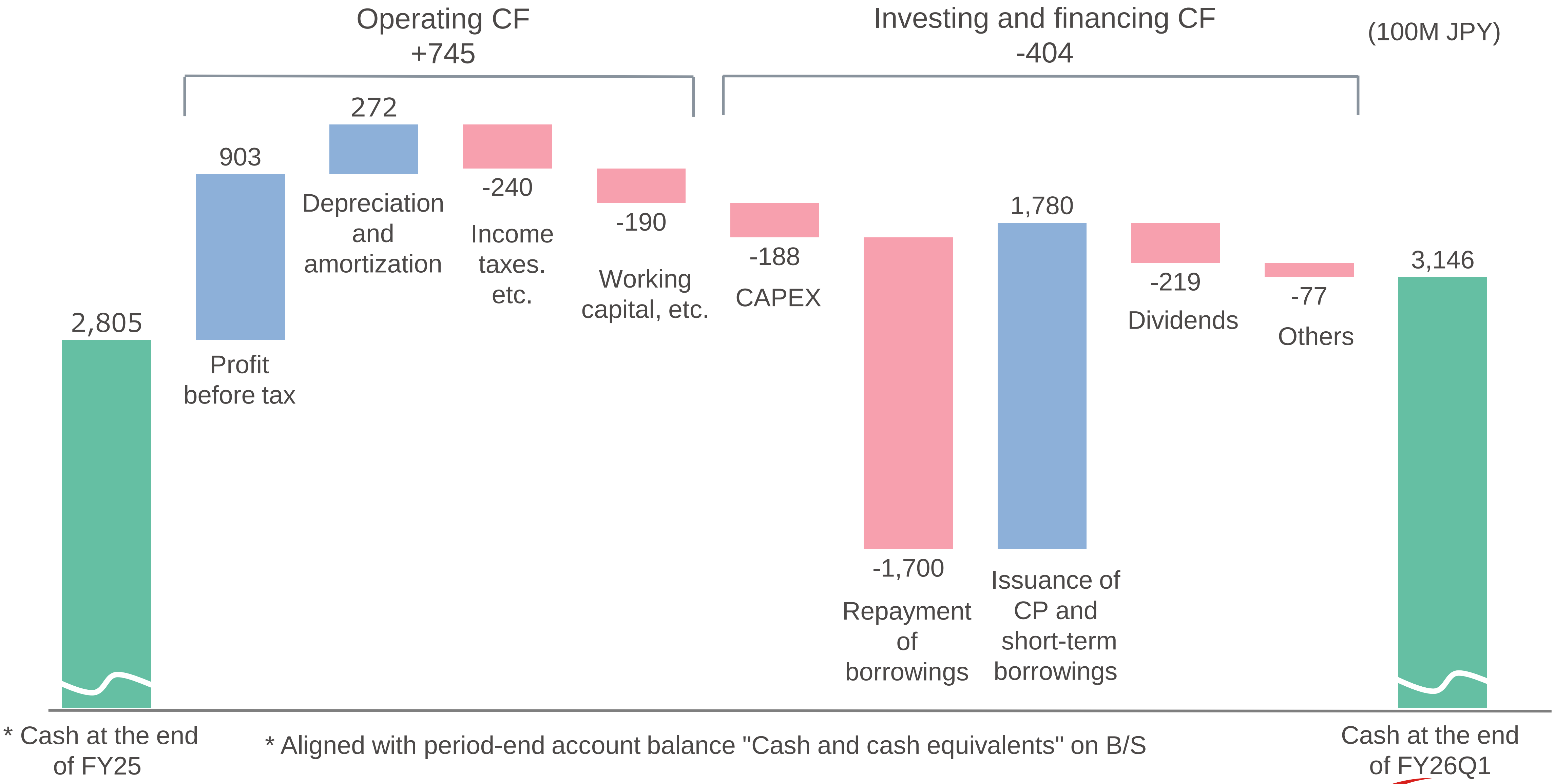
Free Cash Flow

(100M JPY)



YoY	**+351**	**+60**	**-88**	**+54**	**+42**	**+418**	**+15**	**-78**	**+355**

Cash Flow



* Aligned with period-end account balance "Cash and cash equivalents" on B/S

Foreign Exchange Sensitivity

Annual impact of 1 JPY depreciation (Flow) (100M JPY)

	USD	EUR	CNY
Revenue	33	13	46
Adjusted Operating Profit	5	7	24

Impact of 1 JPY depreciation (Stock) (100M JPY)

	USD	EUR	CNY
Adjusted Operating Profit	-3.0	-1.0	-2.5

TERUMO