

# Terumo Corporation

BJA MedTech Event – Cooperation in Digital MedTech

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## Sander Poelert

Terumo Europe – Therapeutic Interventional Oncology  
Global Director R&D



# Terumo Was Founded by Medical Scientists

## 1921

With the intention of manufacturing the most reliable clinical thermometer possible, Terumo Corporation was founded by several medical scientists led by Dr. Shibasaburo Kitasato.



### The origin of the company name

Terumo comes from the German word,  
**“Thermometer”**

Terumo's company charter and thermometer at the time of establishment



### Dr. Shibasaburo Kitasato (1853 -1931)

- Discovered the immune antibody against the tetanus toxin and established a serum therapy for tetanus.
- Identified a plague bacillus and paved the way for preventive medicine.
- Scheduled to be featured on the Japanese bank note (1,000-yen bill) in 2024.

# Delivering Our Products and Services Around the World

Fiscal year ended March 2023



Business in  
**over 160**  
countries and regions



Number of  
consolidated  
subsidiaries **99**



Number of associates  
Terumo Group **30,207**  
Terumo Corp. **5,457**



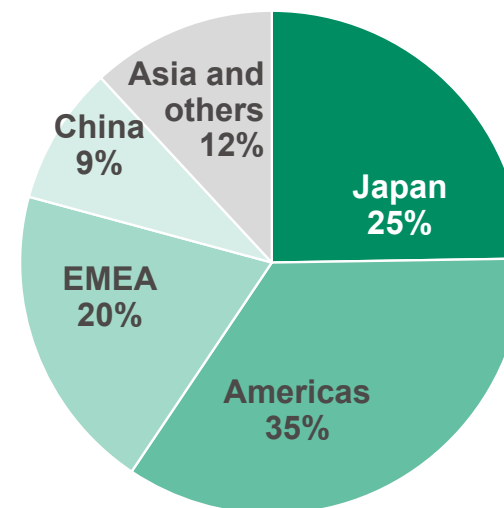
Number of products  
**More than**  
**50,000**



Number of R&D bases  
Japan **6**  
Outside of Japan **17**



Number of  
production bases  
Japan **8**  
Outside of Japan **26**



Revenue (consolidated)

**820.2** BJPY (5.2 B EUR)

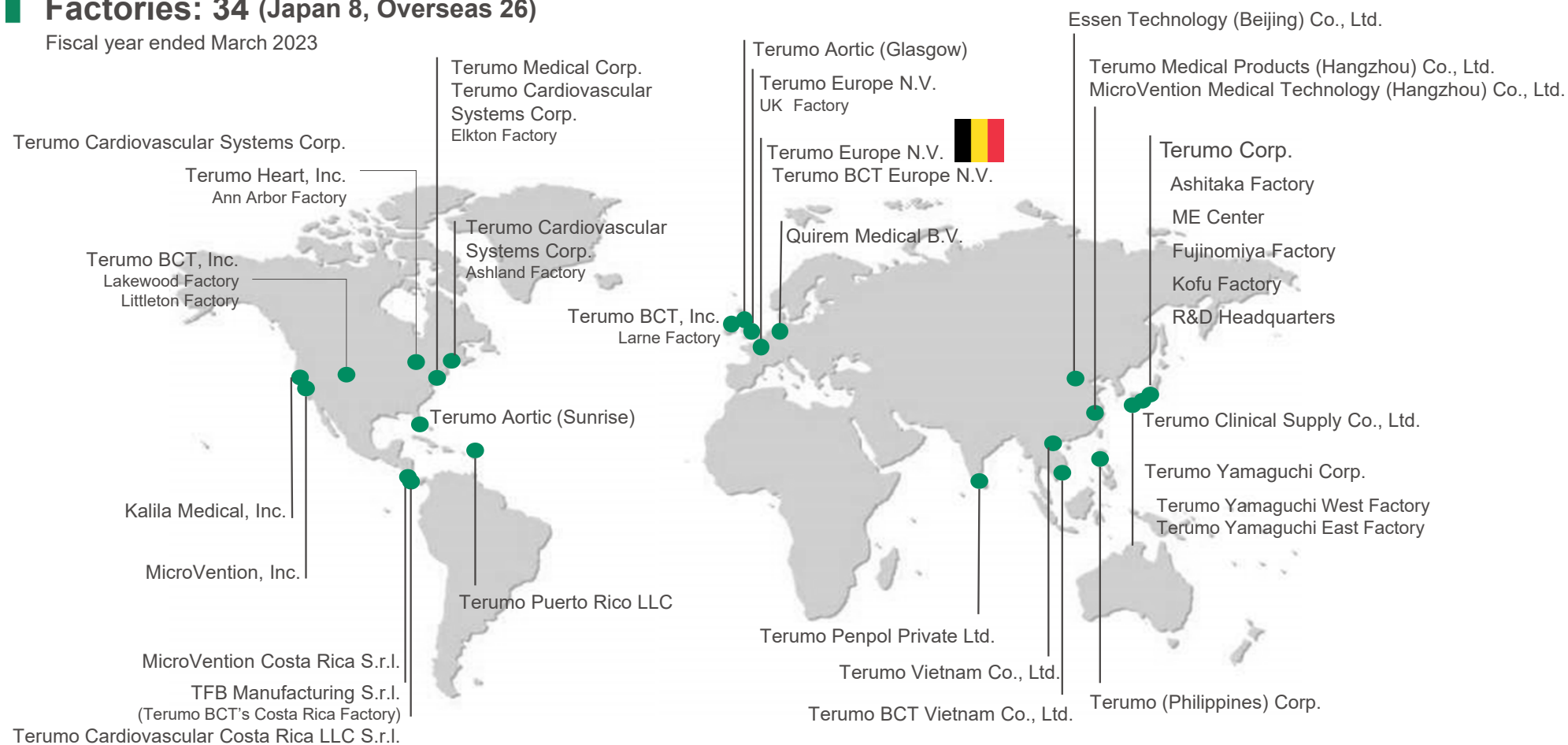
Overseas Revenue Ratio: **75%**

The percentage of revenue composition is rounded to the nearest whole number, and the total may not equal 100%.

# Globalized Production System

## Factories: 34 (Japan 8, Overseas 26)

Fiscal year ended March 2023



# Global R&D Network

**R&D bases: 23**  
**Japan 6**  
**Overseas 17**

Fiscal year ended March 2023



Terumo BCT, Inc.



Terumo Cardiovascular  
Systems Corp.  
Ann Arbor Factory  
Terumo Heart, Inc



Terumo Aortic (Glasgow)

Terumo BCT, Ltd.  
Larne Factory

Quirem Medical B.V.



Shonan Center



Ashitaka Factory



ME Center



Fujinomiya Factory



Kofu Factory

**Terumo Corp.**

Terumo Bay Area Innovation Lab.



MicroVent, Inc.

Terumo Aortic (Sunrise).



Terumo Medical Corp.  
Terumo Cardiovascular  
Systems Corp.  
Elkton Factory



Terumo Europe N.V.



Terumo Penpol Pvt. Ltd.

Terumo BCT Vietnam Co., Ltd.

Terumo Medical Products  
(Hangzhou) Co., Ltd.

Terumo (Philippines) Corp.



Terumo Clinical  
Supply Co., Ltd.



Essen Technology (Beijing) Co., Ltd.

## Group Mission

# Contributing to Society through Healthcare

We contribute by supplying solutions for e.g.

- Cardiovascular, neurovascular, oncology procedures
- Blood dialysis products, infusion pumps
- Pharmaceutical industry (syringes, needles)
- And much more.

We contribute to society by providing valued products and services in the healthcare market and by responding to the needs of **healthcare professionals** and ultimately serve **the patients**.



# Toward the Next Century

## Anticipating society's needs and contributing to evolving healthcare

### 100 year life



Moving toward patient-selected care as we live our daily lives in coexistence with disease

### Personalized healthcare



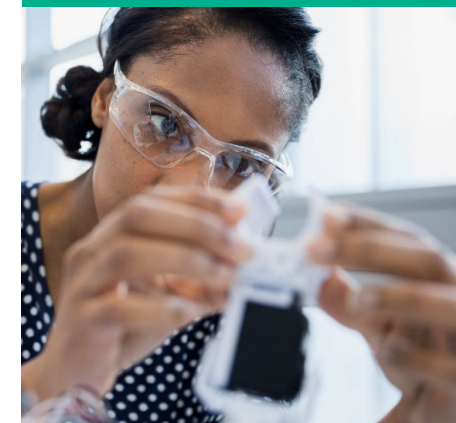
Providing optimal treatment during the patient journey unique to each individual

### Lean healthcare



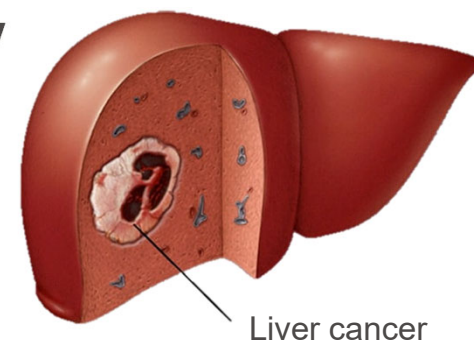
Providing high value-added medical services using limited financial resources

### Innovation



Contributing to new forms of healthcare by fusing pharmaceutical and medical equipment technology

# Terumo is a key player in Interventional Oncology

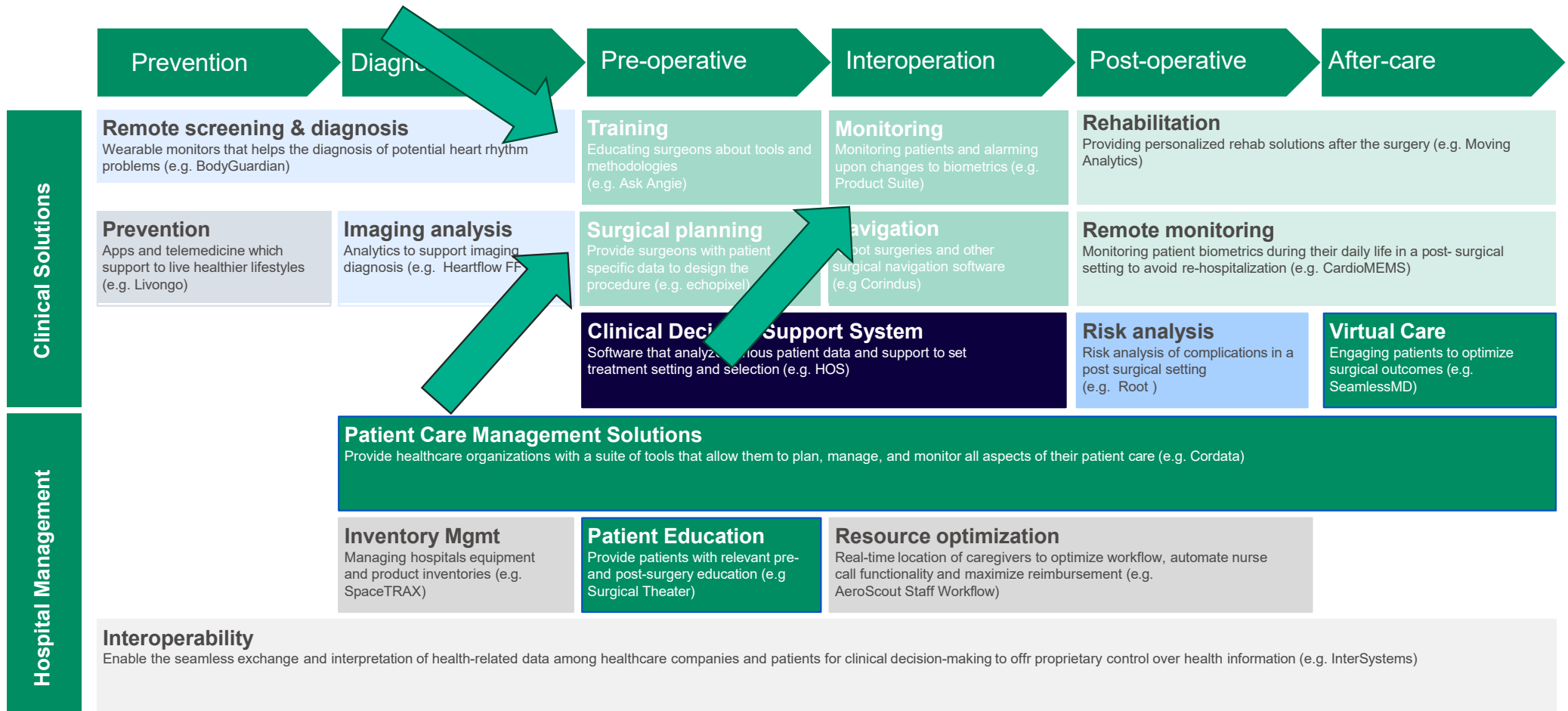


- Increasing global burden of **primary liver cancer**
  - **905,700** people were diagnosed with cancer in 2020
  - **830,200** people died in cancer in 2020
  - Liver cancer ranked among the **top 3** causes of cancer death in **46 countries** in 2020
  - The number people diagnosed with or dying from liver cancer globally could **increase by more than 55% between 2020 and 2040** if current rates do not change
- Terumo is committed to making high quality care accessible to as many patients globally
- For that, digital transformation across the entire healthcare continuum will be needed

[Source: Liver cancer cases and deaths projected to rise by more than 55% by 2040 - EASL-The Home of Hepatology.](#)




# Digital technologies in the patient journey



Source: ADL Analysis

# Digital transformation is a means, not a goal in itself

## ■ Meaningful application and value should be guiding, not the hype

■ Blockchain, NFT, Metaverse etc.? 

## ■ Let's create value by *simplifying* more than we *complicate*

■ Increasing hospital or clinical workflow efficiency

■ Less tedious work for physicians

■ Less patient visits to the hospital

■ Early screening and detection of diseases

## ■ Double-check if we are creating value by asking:

■ Who are we serving with this digital technology?

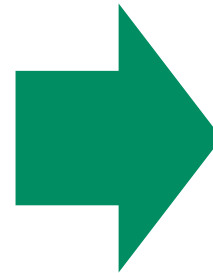
■ How are we improving this person's life?

■ Is this is a cost-effectiveness technology, i.e. can we justify the price?

■ Can we assure a excellent user experience that enables smooth adoption?

# We need to embrace digital technologies to meet future healthcare challenges

- Caution: digital technologies can create more problems than they solve
- We should ignore the hype, but embrace the opportunity
- Let's simplify, (a patient's) life is already complicated enough





[sander.poelert@terumo-europe.com](mailto:sander.poelert@terumo-europe.com)