

Press Release

BSN medical and Terumo strengthen their market position in Japan

- **Joint venture will provide significant growth potential for BSN's Wound Care & Vascular franchise**
- **Important step towards increased sales in highly attractive market**

Hamburg/Tokyo, 31 March 2015 – Today BSN medical and Terumo Corporation have announced a revised joint venture agreement that will further strengthen their joint position in the Japanese market. The Joint Venture will tap into the significant growth potential for BSN medical's Advanced Wound Care business, and will provide Terumo with long-term access to BSN medical's impressive product range. The joint venture will see a significant rise in revenue as the result of increased sales force activities alongside a new dedicated JV sales promotion team. These will leverage the strength of Terumo's existing sales force of 200 in the Japanese market.

The revised joint venture will operate as Terumo BSN K.K. (TBSN) and will be headed by a managerial board. Leading board members include Dr. Guido Oelkers, BSN medical Group's CEO, and Hiroshi Matsumura, Executive Vice President of Terumo Corporation. BSN will obtain control of the joint venture, as BSN's share has been increased to 51 percent, with Terumo holding the remaining 49 percent. Both companies agreed that the financial details of their investments will not be disclosed.

BSN medical is headquartered in Hamburg and is one of the world's leading medical device companies in the areas of Wound Care & Vascular Therapies as well as non-invasive Orthopaedic care. Tokyo-based Terumo Corporation is one of the world's leading medical device manufacturers founded in 1921. The company provides a broad array of products for hospital and physician office use and also supplies devices to pharmaceutical firms.

The origins of the successful partnership between BSN medical and Terumo date back to 1998. The newly agreed collaboration now extends beyond the sale of BSN's compression garments in Japan. It will unlock significant growth potential for BSN as Terumo introduces BSN's Advanced Wound Care product portfolio to the Japanese market. BSN plans to build on Terumo's strong presence in all major hospitals in Japan.

Terumo will continue to sell BSN medical's compression garments JOBST® in addition to the company's innovative Advanced Wound Care products. Moreover, TBSN intends to develop products specifically fitted to the Japanese market, taking into consideration the shifted focus on at-home treatments in the country. The partnership allows BSN to position its products in Terumo's strong sales network, an established and valued channel, thus further strengthening BSN's market presence in Japan.

"We are excited to take our long-standing cooperation with a company as renowned as Terumo to the next level and to offer our combined, enlarged portfolio in future", Dr. Guido Oelkers, CEO of BSN medical Group comments. "Terumo has been an excellent strategic partner for BSN, therefore we are confident to more than double sales within the next three to five years in Japan. The resulting growth will provide new perspectives and opportunities in the world's second largest healthcare market. This proves BSN's commitment to Japan. Once we gain a strong foothold, we will expand and further invest in the Asian markets."

Hiroshi Matsumura, Director and EVP of Terumo, adds: "We are very pleased to take our partnership with BSN to the next level. The Advanced Wound Care market is a growing business area – especially with Japan having one of the fastest aging populations in the world. We are thus excited to introduce BSN's innovative product pipeline of Advanced Wound Care to the Japanese market by the leveraged

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sales forces of Terumo and Terumo BSN. I am convinced this partnership will create another success story.”

About BSN medical

BSN medical is one of the world’s leading medical device companies in the areas of Wound Care & Vascular Therapies as well as non-invasive Orthopaedic care. The company is well-known for its brands such as Leukoplast®, Cutimed®, JOBST®, Delta-Cast® and Actimove® ranking among the most trusted in healthcare.

BSN has global reach through its 35 internationally operating companies and its network of trusted partners in many markets. The company with headquarters in Hamburg, Germany, has 5,600 employees worldwide and generated revenues of around €762 million in 2014.

About Terumo Corporation

Tokyo-based Terumo Corporation is one of the world's leading medical device manufacturers with \$4.6 billion in sales and operations in more than 160 nations. Founded in 1921, the company provides a broad array of products for hospital and physician office use and also supplies devices to pharmaceutical firms. In addition, Terumo produces cardiovascular and trans-fusion medicine products. Terumo Corporation's shares are listed on the first section of the Tokyo Stock Exchange.

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