

# Fact Sheets

**FY 2005 – FY 2014**

**TORISHIMA PUMP MFG,CO.,LTD.**

# Fact sheets for consolidated financial results from FY 2005 to FY 2014

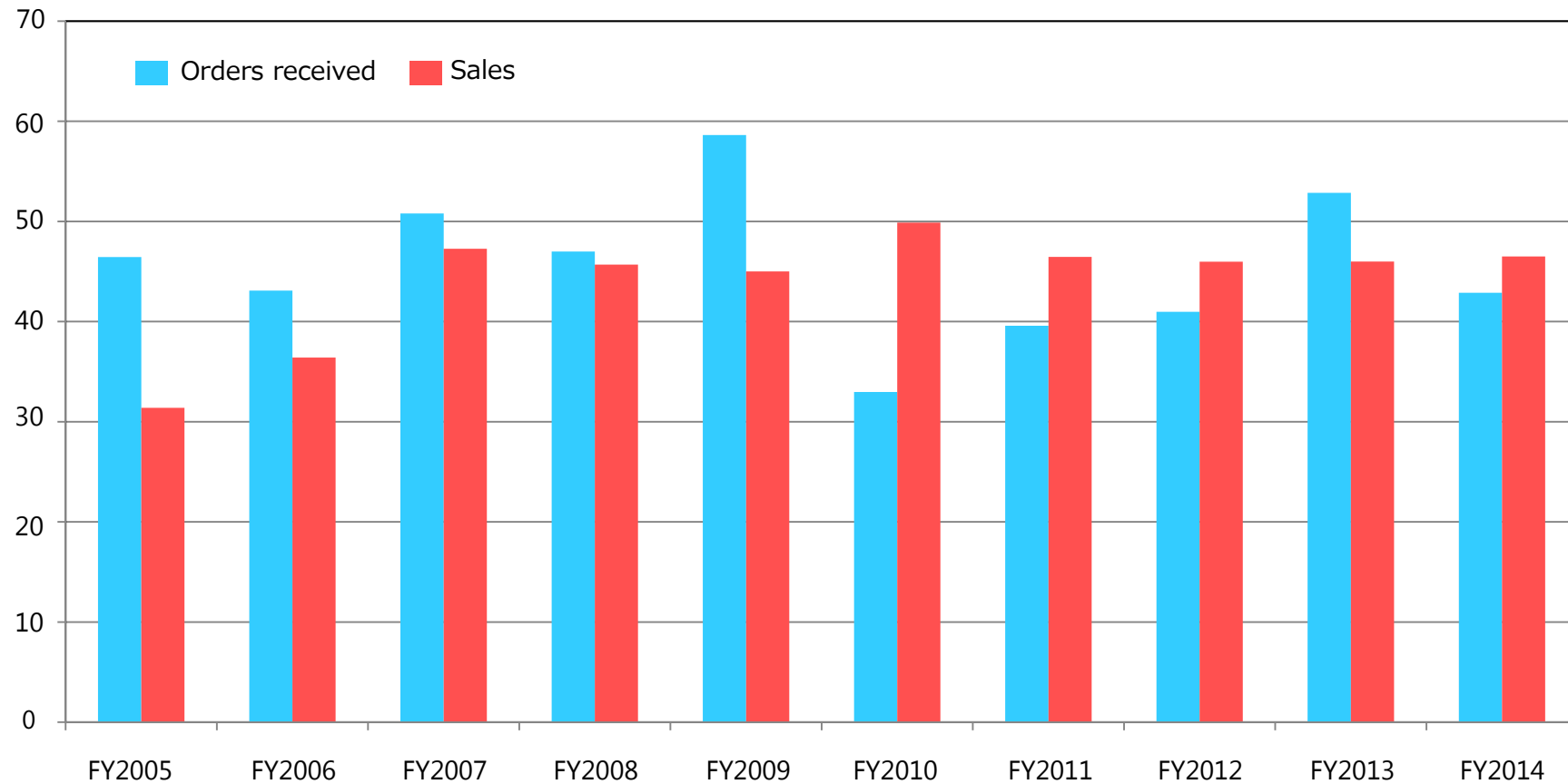
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		FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	
【1】 Business Performance	Orders received	46,443	43,088	50,794	46,988	58,624	32,974	39,579	40,975	52,847	42,878	
	Net sales	31,393	36,404	47,272	45,692	45,008	49,880	46,453	45,974	45,985	46,501	
	Gross operating income	4,703	5,940	8,269	8,596	9,548	9,257	8,959	8,015	8,320	9,162	
	Operating income or loss	107	852	2,643	2,761	3,258	3,127	2,286	517	▲945	400	
	Ordinary income or loss	747	1,245	2,566	3,410	3,833	3,673	2,929	1,389	▲632	793	
	Net income or loss	377	635	1,410	1,990	2,609	1,892	1,497	943	442	405	
	Gross profit margin (%)	15.0	16.3	17.5	18.8	21.2	18.6	19.3	17.4	18.1	19.7	
	Operating profit margin (%)	0.3	2.3	5.6	6.0	7.2	6.3	4.9	1.1	▲2.1	0.9	
	ROE(Return on Equity) (%)	1.4	2.3	5.2	8.0	9.5	6.1	4.8	2.9	1.3	1.2	
ROA(Return on Asset) (%)	1.3	2.0	4.0	5.5	6.0	5.8	4.8	2.2	▲0.9	1.1		
【2】 Financial Status	Total assets	60,416	65,581	62,076	62,132	65,641	61,178	60,812	68,232	68,062	71,987	
	Net assets	28,282	27,943	26,030	24,006	31,083	30,968	31,775	33,602	34,524	36,532	
	Equity ratio (%)	46.8	42.6	41.9	38.6	47.2	50.3	51.3	48.2	49.9	50.0	
【3】 Breakdown of Orders received Net sales Order backlog	Net sales by region	Japan	22,026	20,278	20,524	19,126	20,939	18,703	17,281	18,070	20,096	19,104
		Asia	4,121	4,089	8,733	8,449	5,408	11,196	13,125	10,259	9,042	11,124
		Middle East	4,320	10,798	14,682	13,347	16,248	14,369	11,430	11,887	9,753	11,115
		Others	926	1,239	3,331	4,770	2,412	5,609	4,615	5,758	7,092	5,156
		Overseas ratio (%)	29.8	44.3	56.6	58.1	53.5	62.5	62.8	60.7	56.3	58.9
	Orders received by segment	Public sector	13,507	17,643	16,525	14,835	14,575	9,973	11,600	10,971	15,923	12,001
		Private sector	7,177	6,924	5,578	5,245	4,517	4,921	6,205	5,733	7,144	6,943
		Overseas	25,758	18,520	28,690	26,907	39,532	18,079	21,772	24,270	29,779	23,933
	Net sales by segment	Public sector	15,201	14,236	14,445	14,099	15,469	13,760	11,317	12,277	13,797	12,957
		Private sector	6,824	6,040	6,079	5,025	5,468	4,942	5,963	5,792	6,299	6,146
		Overseas	9,367	16,127	26,748	26,566	24,069	31,176	29,172	27,904	25,888	27,397
	Order backlog by segment	Public sector	4,986	8,394	10,473	11,209	10,316	6,528	6,811	5,505	7,631	6,675
Private sector		2,825	3,709	3,208	3,428	2,477	2,455	2,698	2,639	3,484	4,281	
Overseas		31,191	33,584	35,526	35,867	51,329	38,231	30,832	27,198	31,089	27,625	
【4】 Major Expenditures	SG&A	4,596	5,088	5,625	5,834	6,290	6,130	6,673	7,497	9,265	8,761	
	SG&A-to-sales ratio (%)	14.7	14.0	11.9	12.8	14.0	12.3	14.4	16.3	20.1	18.8	
	Depreciation	968	866	910	873	851	961	1,096	1,231	1,646	1,636	
	Capital investment	332	731	654	739	1,311	2,297	2,224	3,083	2,139	1,221	
	R&D expense	561	534	638	603	730	567	606	691	678	658	
【5】 Cash Flow	Cash flow from operations	224	▲5,218	2,511	922	4,439	735	2,661	3,513	▲4,086	▲1,194	
	Cash flow from investments	3,560	▲599	578	▲1,259	▲3,084	▲75	▲1,269	▲3,966	▲4,498	▲345	
	Cash flow from financial activities	▲1,185	2,355	▲1,465	▲669	1,678	590	▲2,371	4,356	▲112	2,120	
【6】 Per share Info	Net income per share (yen)	14.62	24.65	54.77	77.32	100.07	67.45	53.38	33.64	15.74	14.61	
	Net assets per share (yen)	1,097.87	1,084.65	1,010.45	931.13	1,105.50	1,097.71	1,112.29	1,172.56	1,209.10	1,308.22	
【7】 Stock Info	Dividends	12	13	15	17	20 <sup>※</sup>	18	18	18	18	18	
	Payout ratio (%)	82.1	52.7	27.4	22.0	20.0	26.7	33.7	53.5	114.4	123.2	
【8】 Employees	Number of employees	846	756	771	816	850	1,059	1,406	1,536	1,472	1,516	

※ includes additional 2-yen of commemorative dividend for our 90th year of business

# 【 1 】 Business Performance: Orders received , Net sales

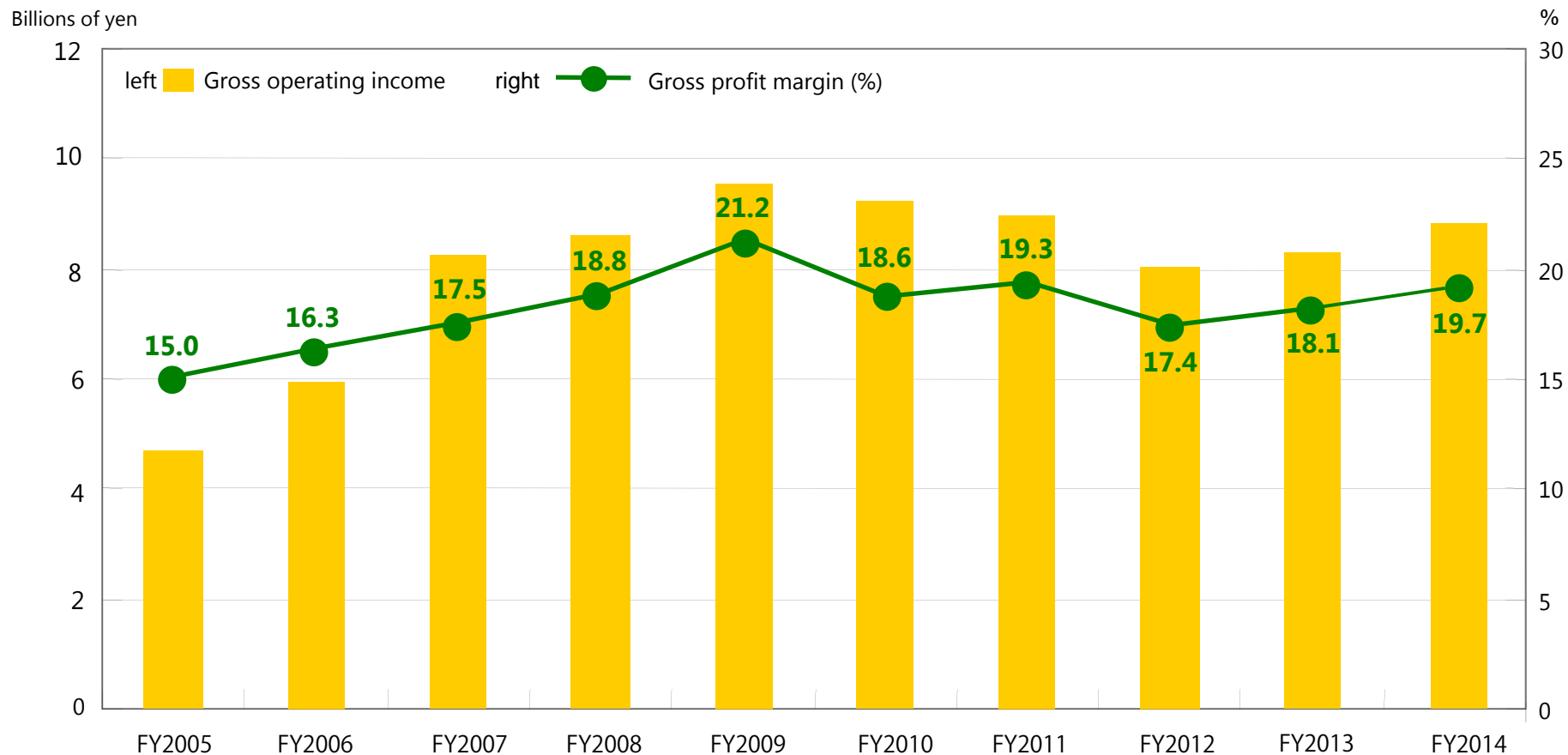
Billions of yen



Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Orders received	46,443	43,088	50,794	46,988	58,624	32,974	39,579	40,975	52,847	42,878
Net sales	31,393	36,404	47,272	45,692	45,008	49,880	46,453	45,974	45,985	46,501

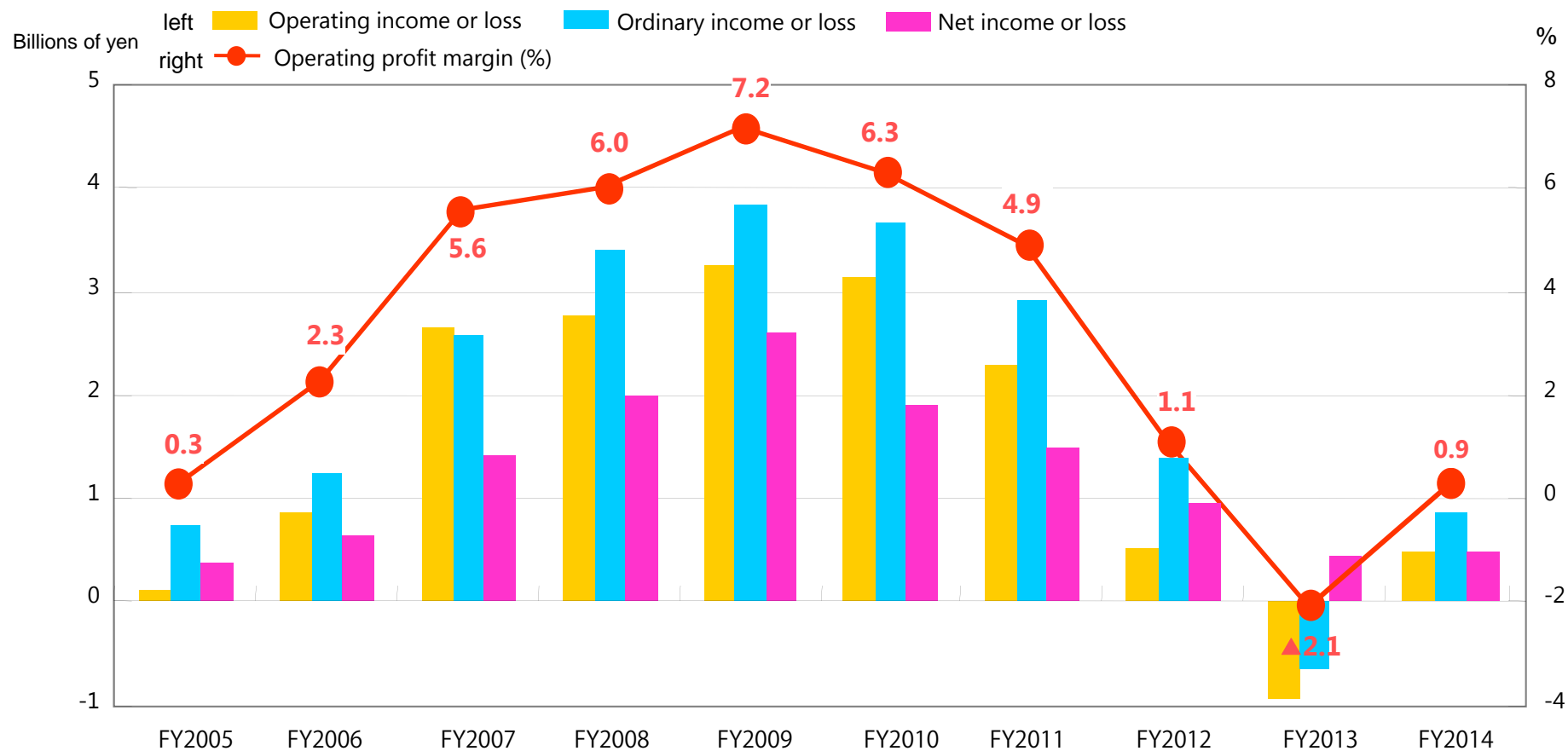
# 【1】 Business Performance: Gross operating income, Gross profit margin



Millions of yen

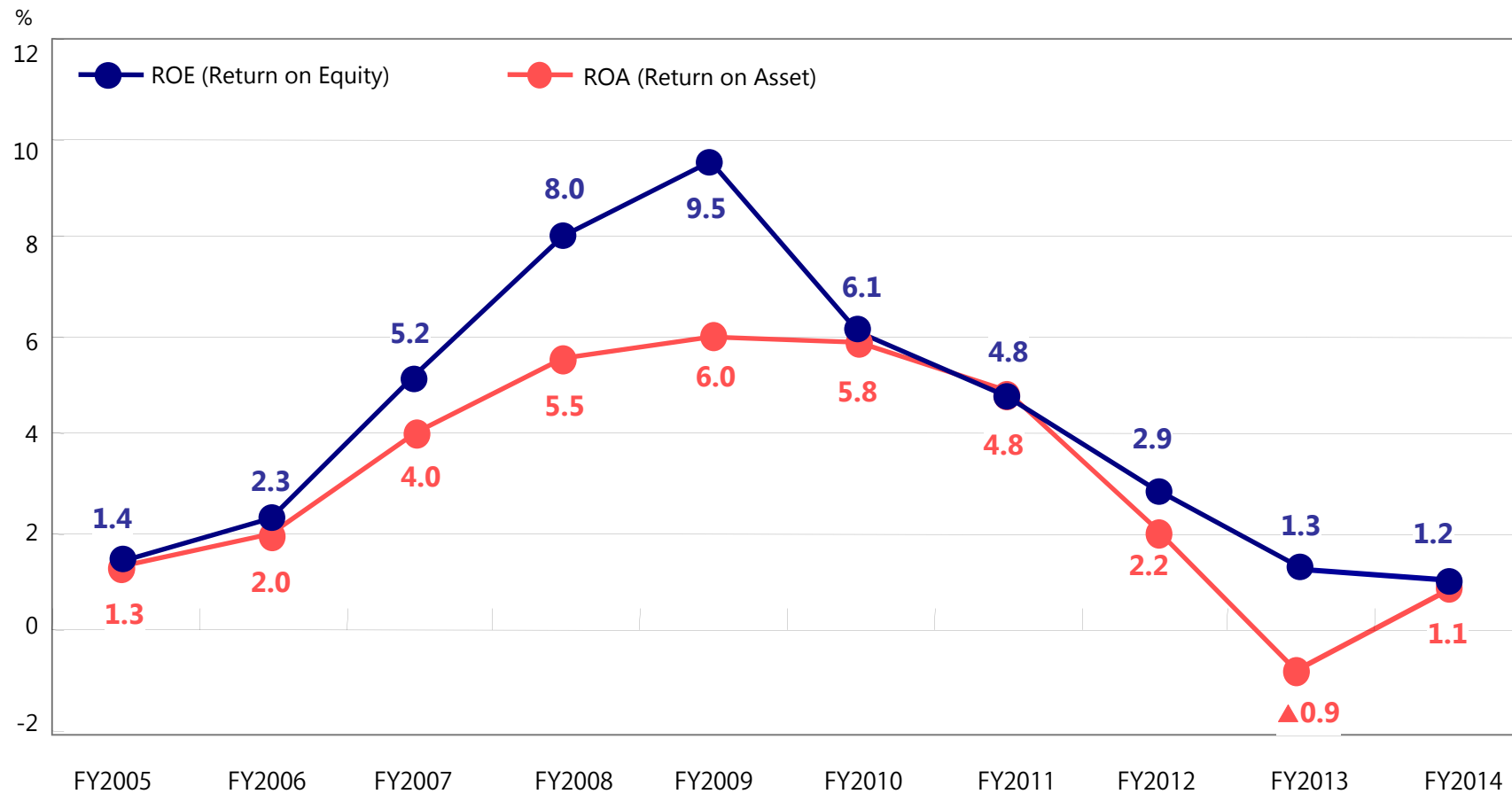
	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Gross operating income	4,703	5,940	8,269	8,596	9,548	9,257	8,959	8,015	8,320	9,162
Gross profit margin (%)	15.0	16.3	17.5	18.8	21.2	18.6	19.3	17.4	18.1	19.7

# 【 1 】 Business Performance: Operating income or loss, Ordinary income or loss, Net income or loss, Operating profit margin



	Millions of yen									
	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Operating income or loss	107	852	2,643	2,761	3,258	3,127	2,286	517	▲945	400
Ordinary income or loss	747	1,245	2,566	3,410	3,833	3,673	2,929	1,389	▲632	793
Net income or loss	377	635	1,410	1,990	2,609	1,892	1,497	943	442	405
Operating profit Margin (%)	0.3	2.3	5.6	6.0	7.2	6.3	4.9	1.1	▲ 2.1	0.9

# 【 1 】 Business Performance: ROE (Return on Equity) , ROA (Return on Asset)



%

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
ROE (Return on Equity)	1.4	2.3	5.2	8.0	9.5	6.1	4.8	2.9	1.3	1.2
ROA (Return on Asset)	1.3	2.0	4.0	5.5	6.0	5.8	4.8	2.2	▲0.9	1.1

## 【2】 Financial Status: Total assets, Net assets, Equity ratio

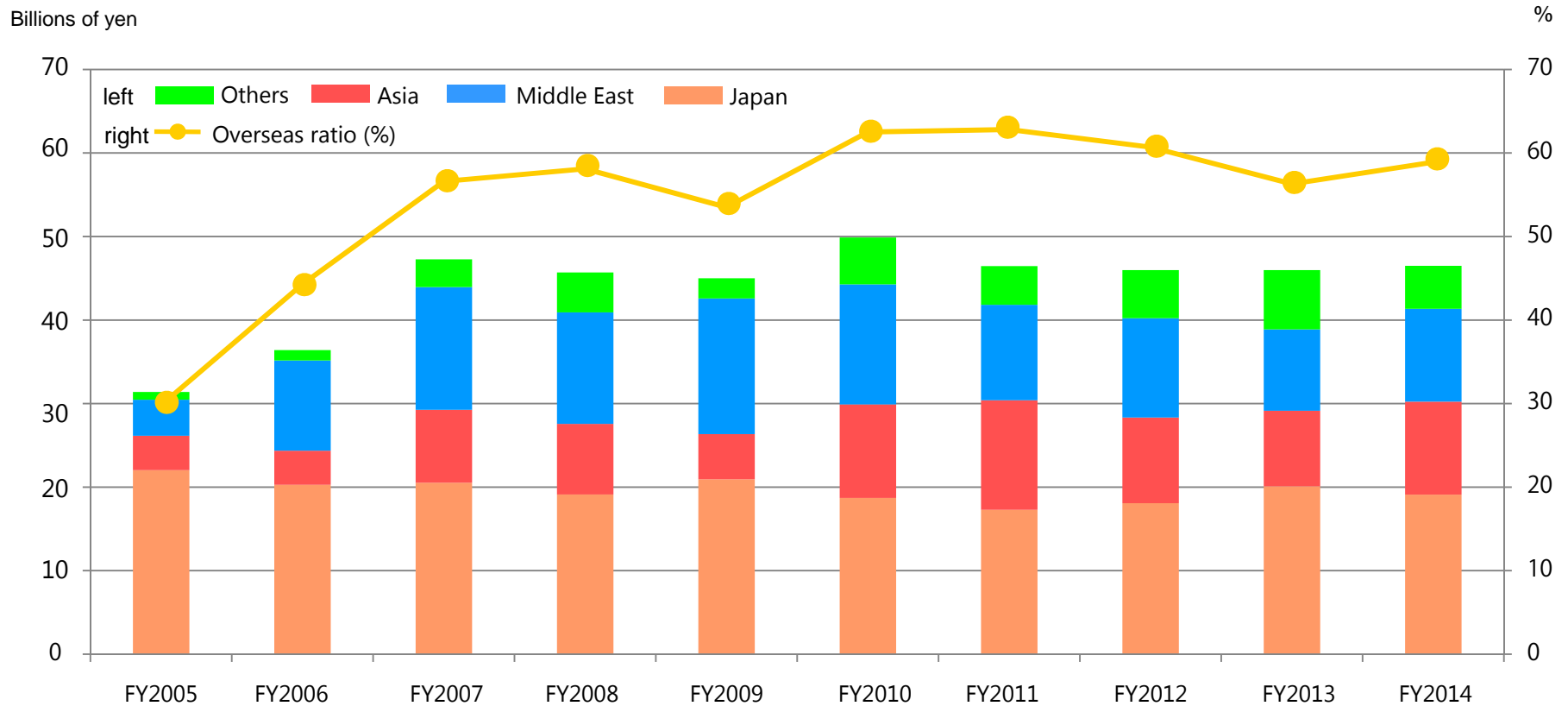


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Total assets	60,416	65,581	62,076	62,132	65,641	61,178	60,812	68,232	68,062	71,987
Net assets	28,282	27,943	26,030	24,006	31,083	30,968	31,775	33,602	34,524	36,532
Equity ratio (%)	46.8	42.6	41.9	38.6	47.2	50.3	51.3	48.2	49.9	50.0



### 【3】 Net sales breakdown: by region

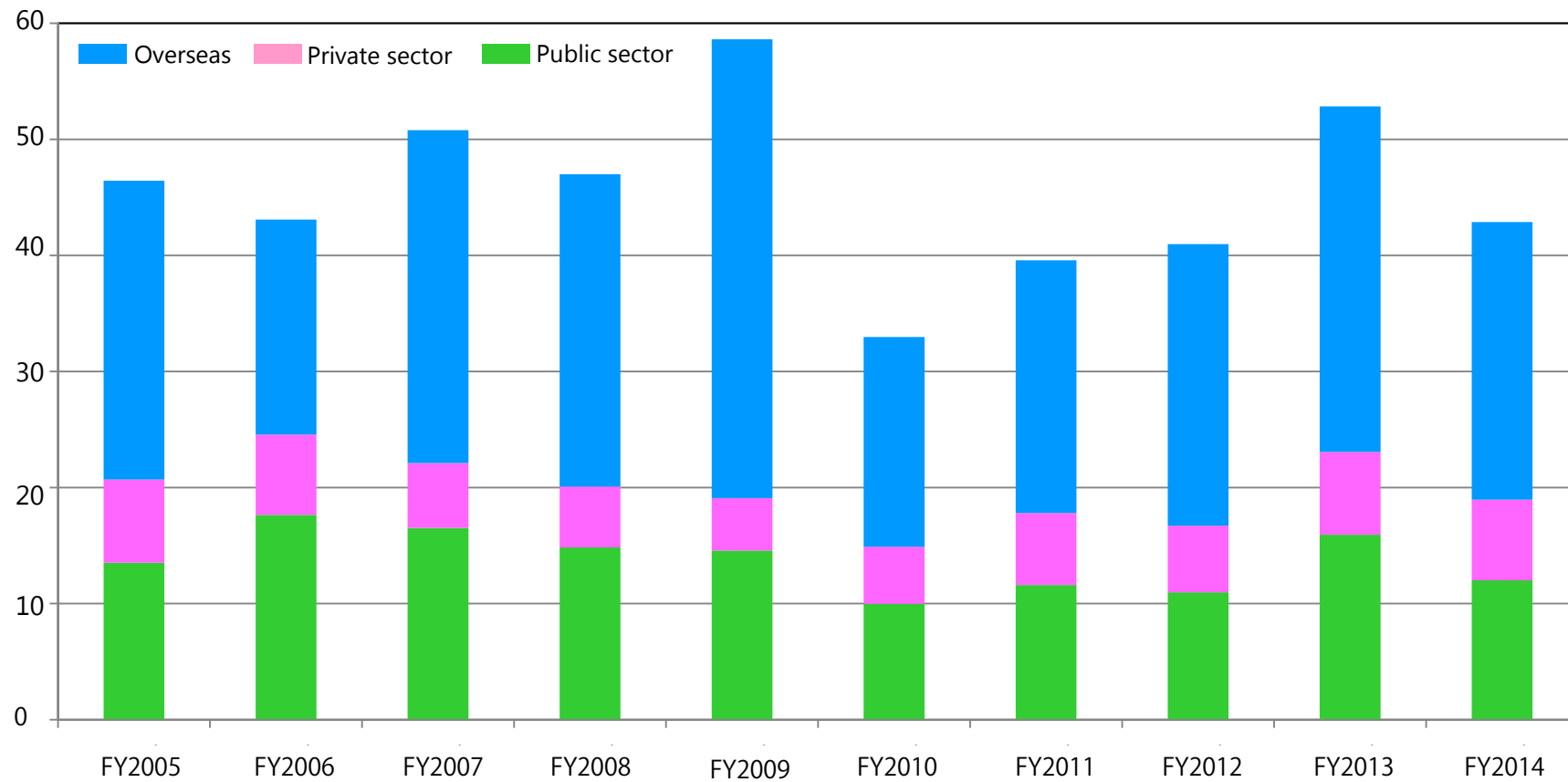


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Japan	22,026	20,278	20,524	19,126	20,939	18,703	17,281	18,070	20,096	19,104
Asia	4,121	4,089	8,733	8,449	5,408	11,196	13,125	10,259	9,042	11,124
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Overseas ratio (%)	29.8	44.3	56.6	58.1	53.5	62.5	62.8	60.7	56.3	58.9

### 【3】 Orders received breakdown: by segment

Billions of yen

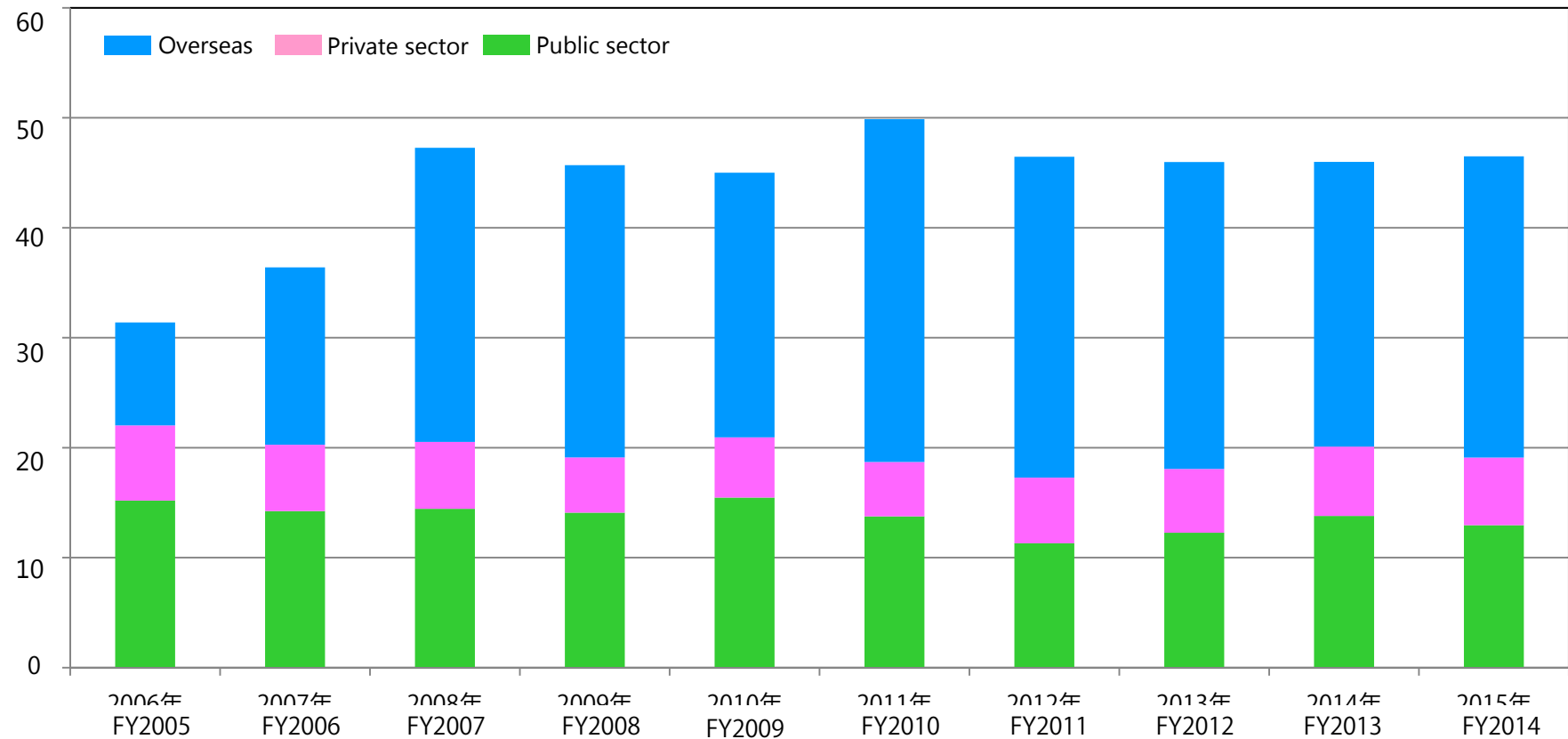


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Public sector	13,507	17,643	16,525	14,835	14,575	9,973	11,600	10,971	15,923	12,001
Private sector	7,177	6,924	5,578	5,245	4,517	4,921	6,205	5,733	7,144	6,943
Overseas	25,758	18,520	28,690	26,907	39,532	18,079	21,772	24,270	29,779	23,933

### 【3】 Net sales breakdown: by segment

Billions of yen

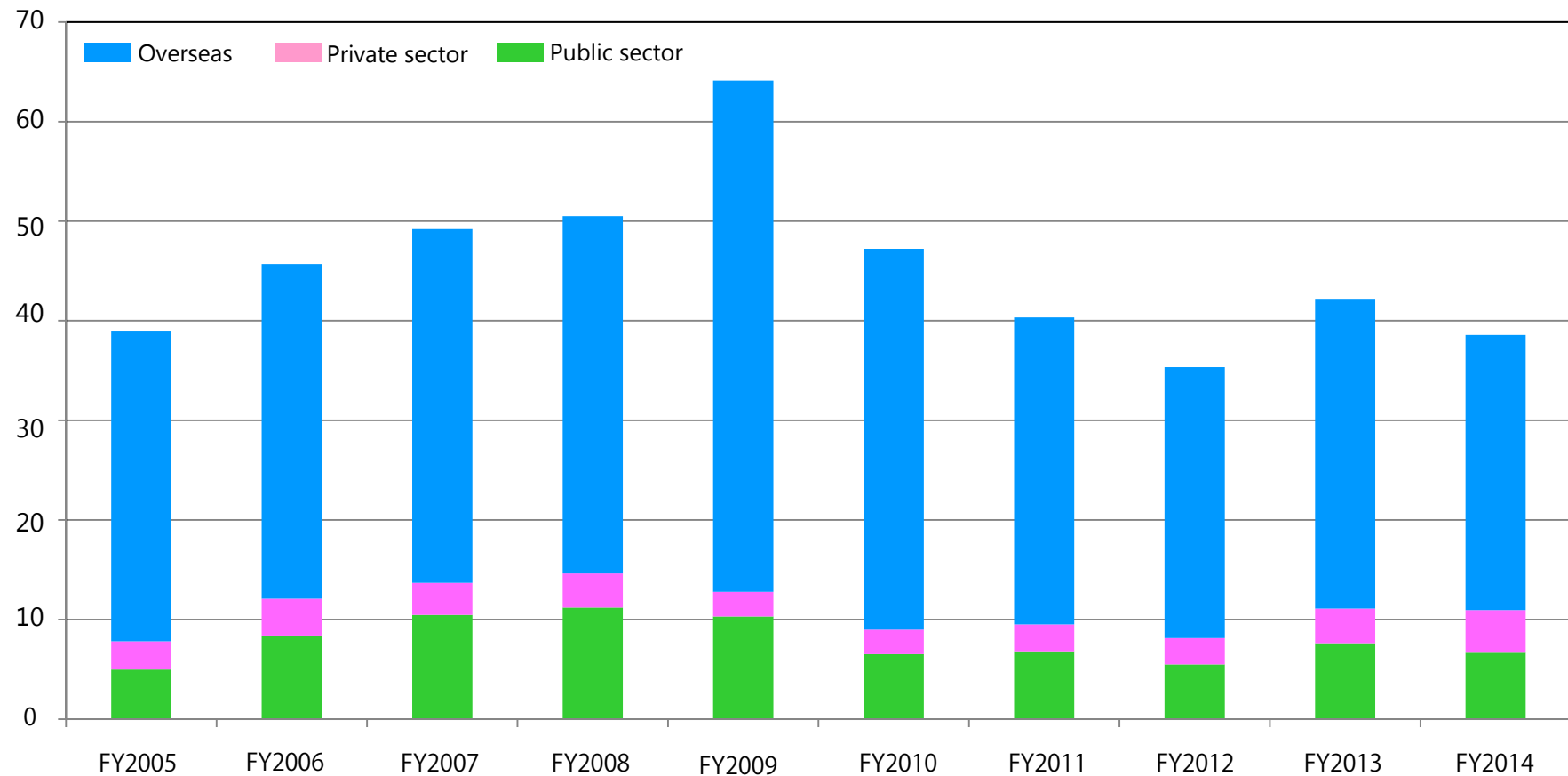


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Public sector	15,201	14,236	14,445	14,099	15,469	13,760	11,317	12,277	13,797	12,957
Private sector	6,824	6,040	6,079	5,025	5,468	4,942	5,963	5,792	6,299	6,146
Overseas	9,367	16,127	26,748	26,566	24,069	31,176	29,172	27,904	25,888	27,397

### 【3】 Order backlog breakdown: by segment

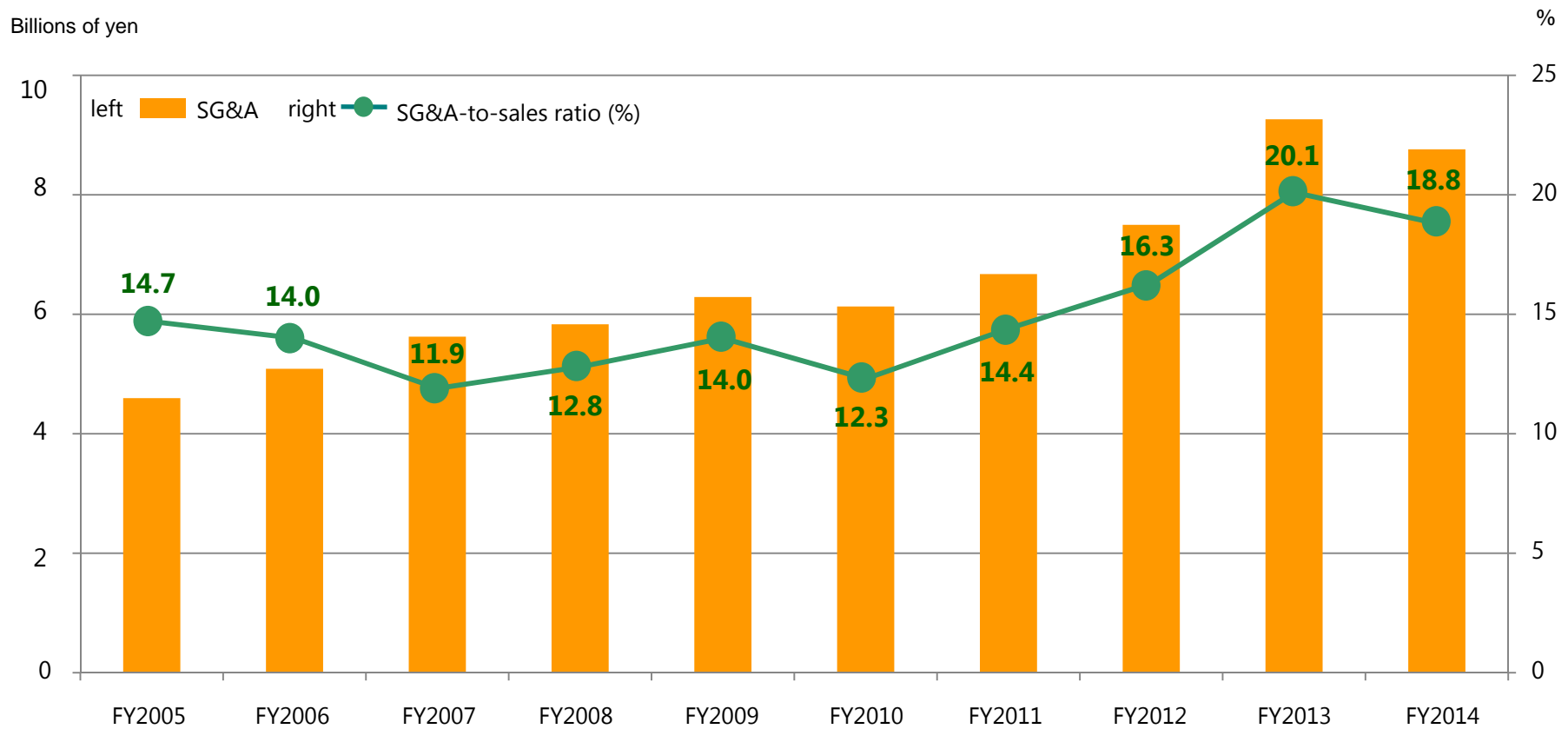
Billions of yen



Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Public sector	4,986	8,394	10,473	11,209	10,316	6,528	6,811	5,505	7,631	6,675
Private sector	2,825	3,709	3,208	3,428	2,477	2,455	2,698	2,639	3,484	4,281
Overseas	31,191	33,584	35,526	35,867	51,329	38,231	30,832	27,198	31,089	27,625

## 【4】 Major expenditure: SG&A, SG&A-to-sales ratio

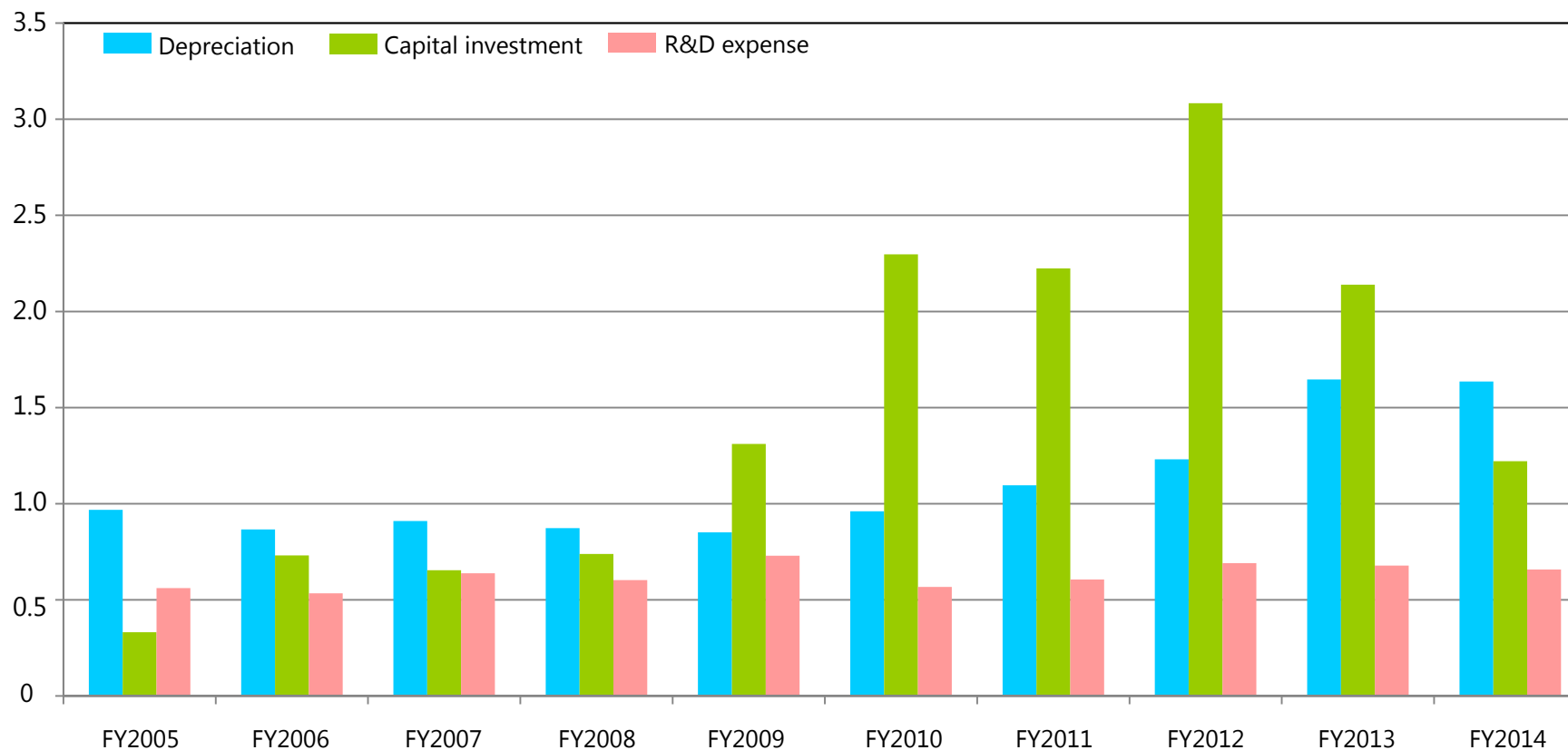


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
SG&A	4,596	5,088	5,625	5,834	6,290	6,130	6,673	7,497	9,265	8,761
SG&A-to-sales ratio	14.7	14.0	11.9	12.8	14.0	12.3	14.4	16.3	20.1	18.8

## 【4】 Major expenditures: Depreciation, Capital investment, R&D expense

Billions of yen

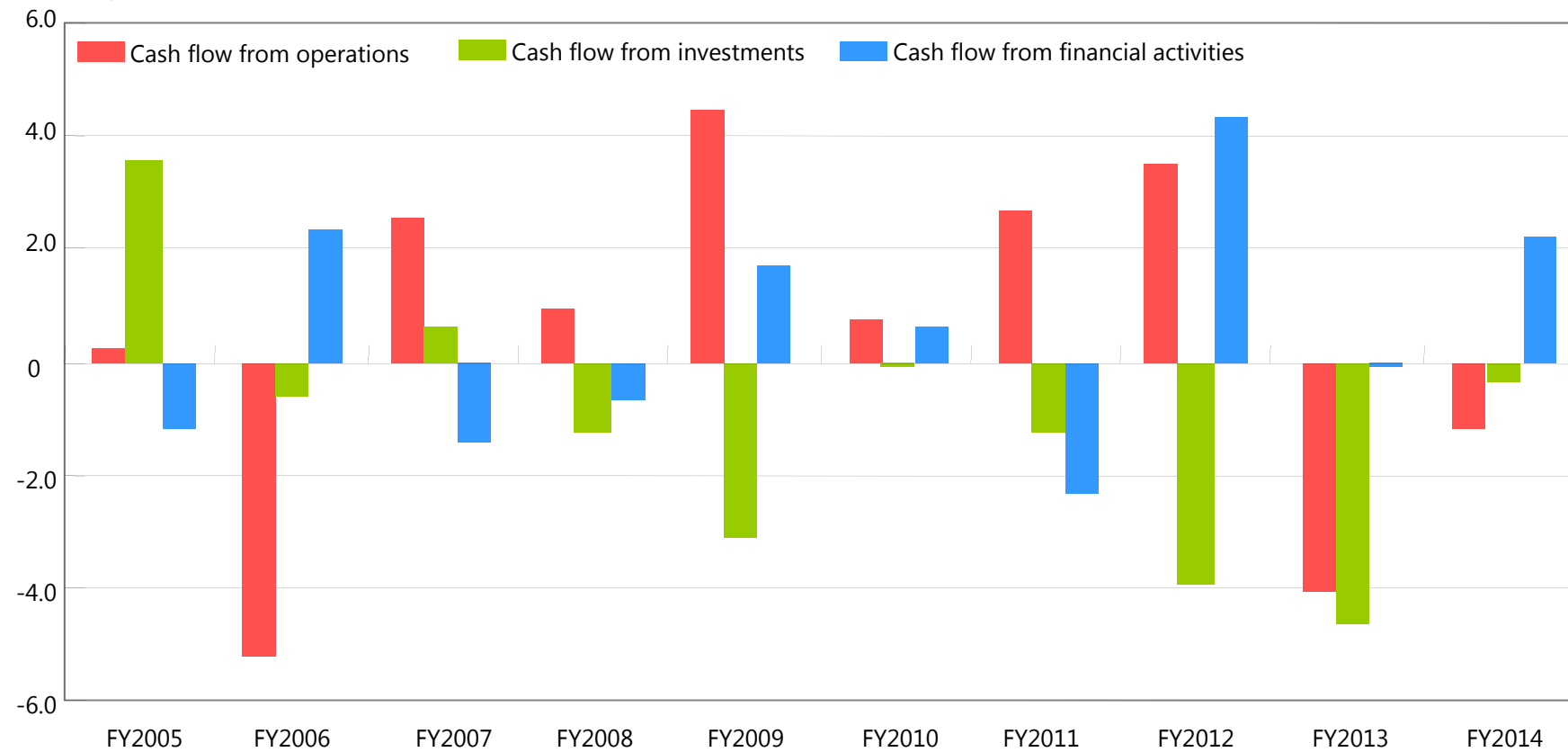


Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Depreciation	968	866	910	873	851	961	1,096	1,231	1,646	1,636
Capital investments	332	731	654	739	1,311	2,297	2,224	3,083	2,139	1,221
R&D expense	561	534	638	603	730	567	606	691	678	658

## 【5】 Cash Flow

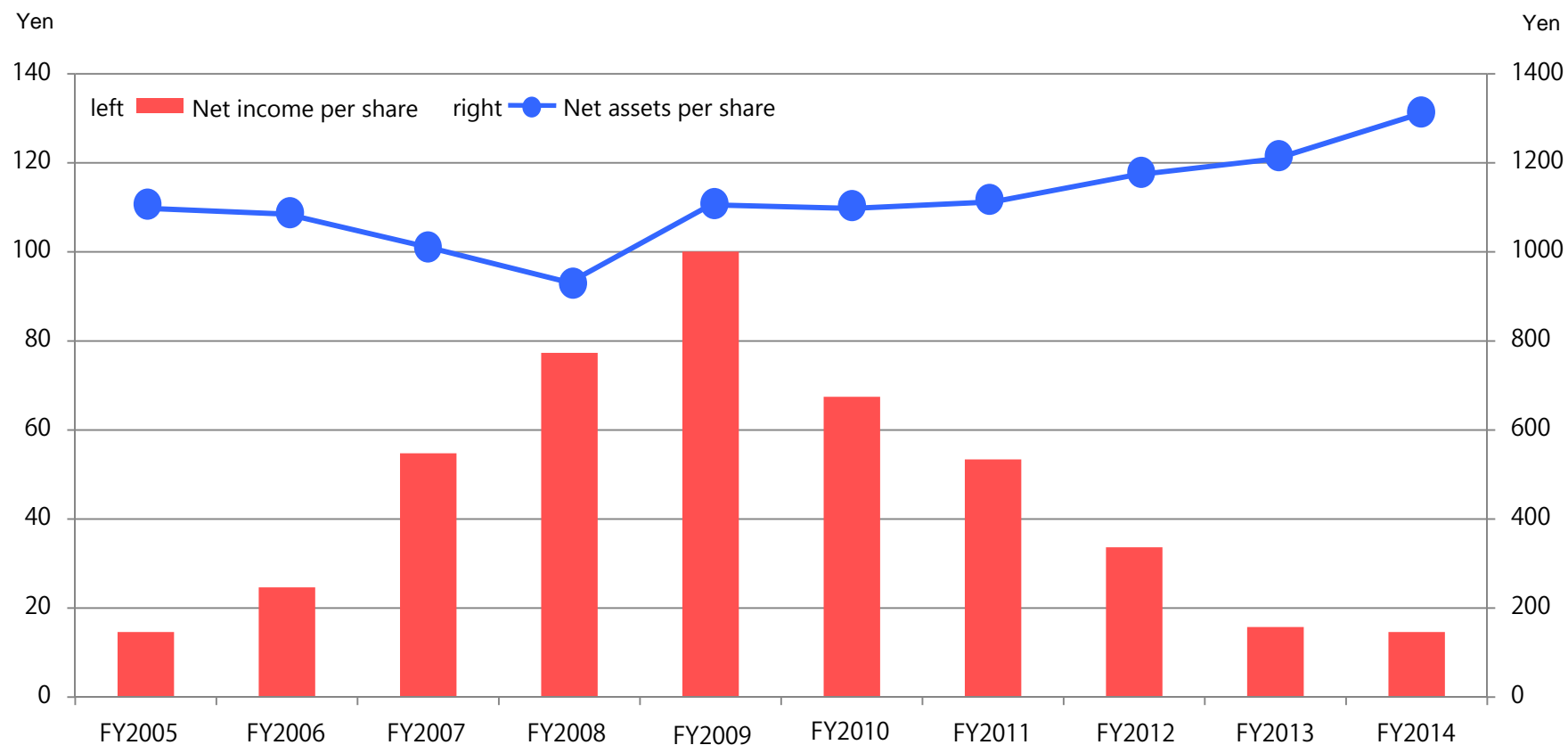
Billions of yen



Millions of yen

	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Cash flow from operations	224	▲5,218	2,511	922	4,439	735	2,661	3,513	▲4,086	▲1,194
Cash flow from investments	3,560	▲599	578	▲1,259	▲3,084	▲75	▲1,269	▲3,966	▲4,498	▲345
Cash flow from financial activities	▲1,185	2,355	▲1,465	▲669	1,678	590	▲2,371	4,356	▲112	2,120

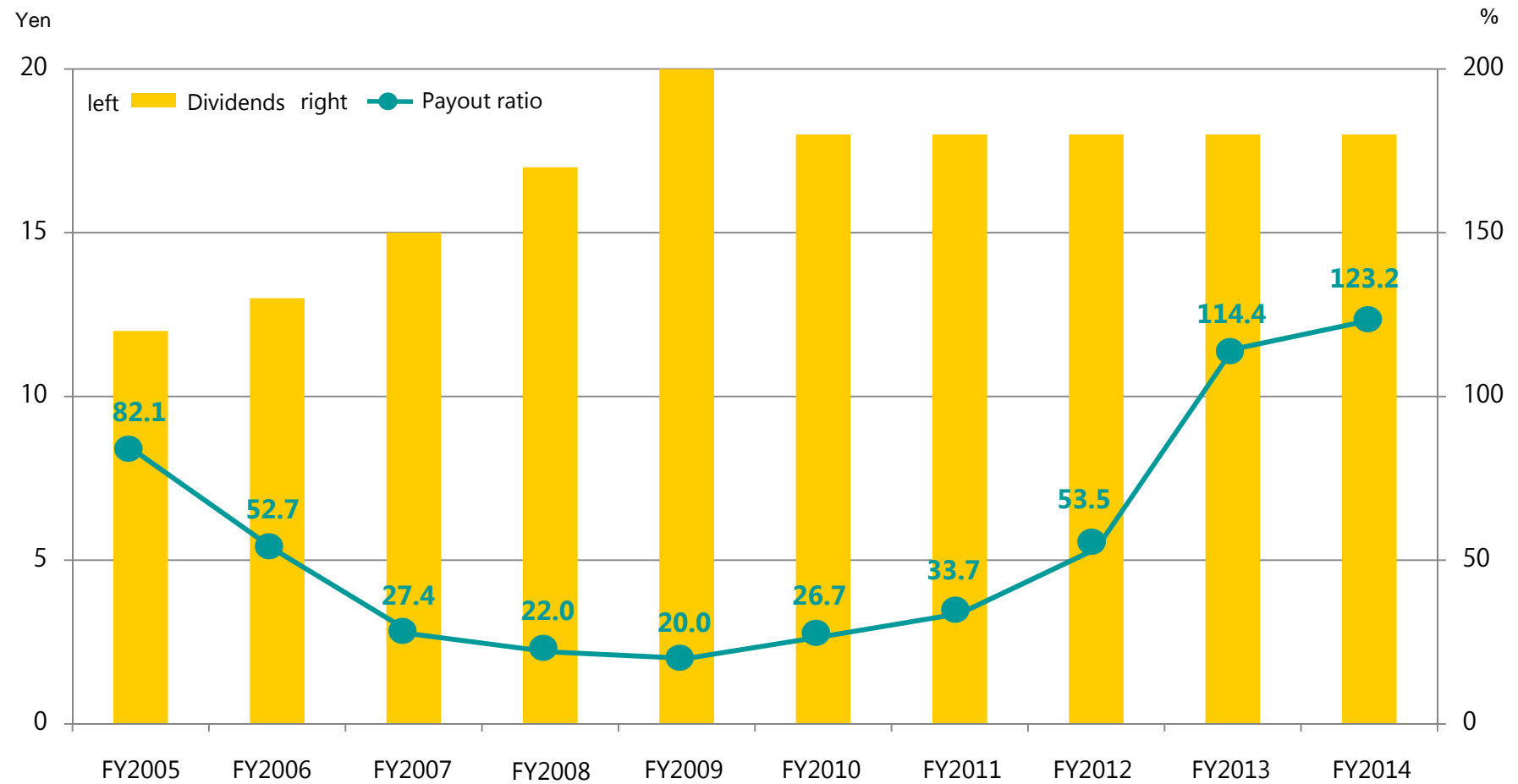
## 【6】 Per share information: Net income per share, Net assets per share



	Yen									
	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Net income per share	14.62	24.65	54.77	77.32	100.07	67.45	53.38	33.64	15.74	14.61
Net assets per share	1,097.87	1,084.65	1,010.45	931.13	1,105.50	1,097.71	1,112.29	1,172.56	1,209.10	1,308.22



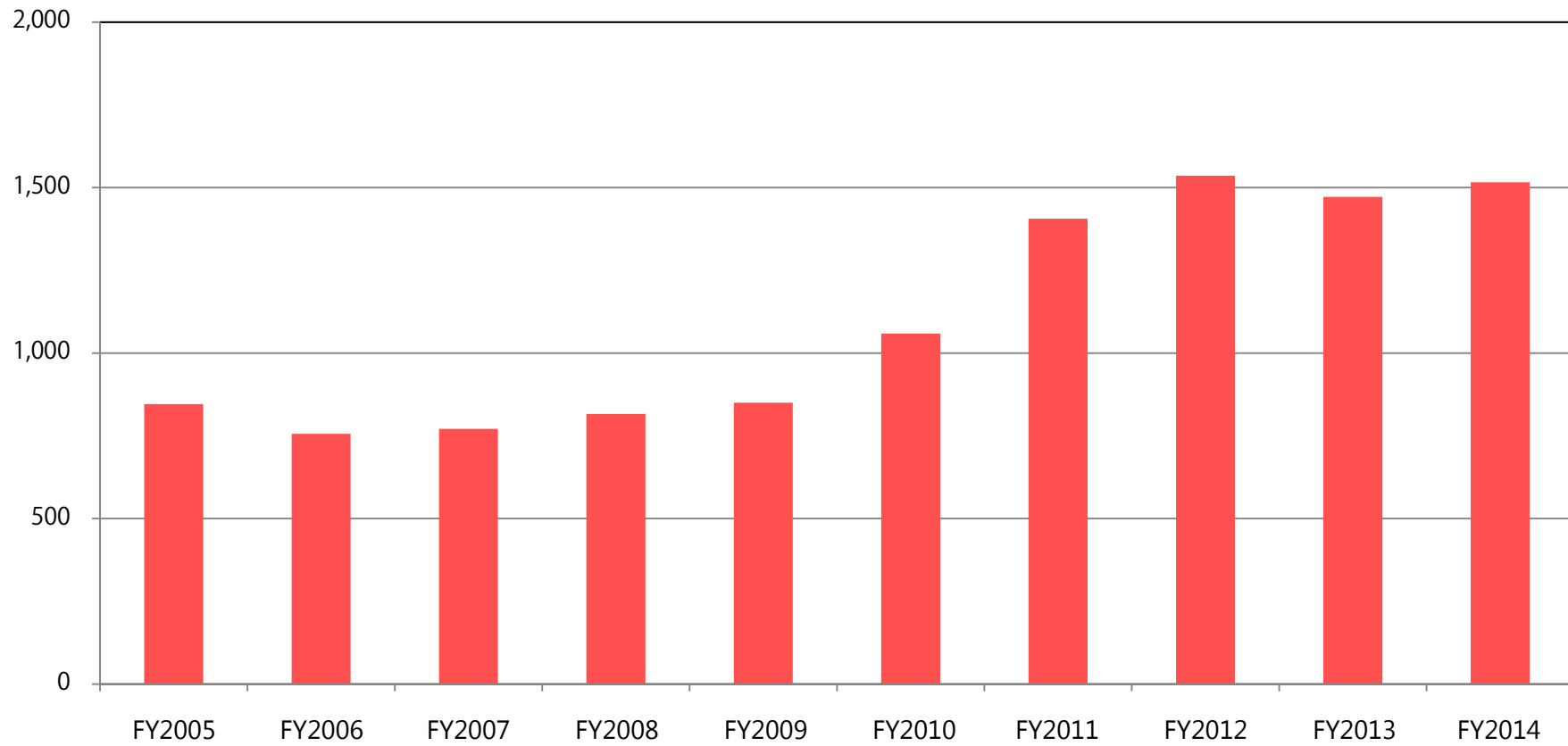
## 【7】 Stock information: Dividends, Payout ratio



	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Dividends	12	13	15	17	20*	18	18	18	18	18
Payout ratio	82.1	52.7	27.4	22.0	20.0	26.7	33.7	53.5	114.4	123.2

※ Delivered additional dividends of 2 yen as a 90-year anniversary of foundation

## 【8】 Employees



	FY2005	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014
Employees	846	756	771	816	850	1,059	1,406	1,536	1,472	1,516