

Fact Sheets

FY 2009 – FY 2018

TORISHIMA PUMP MFG,CO.,LTD.

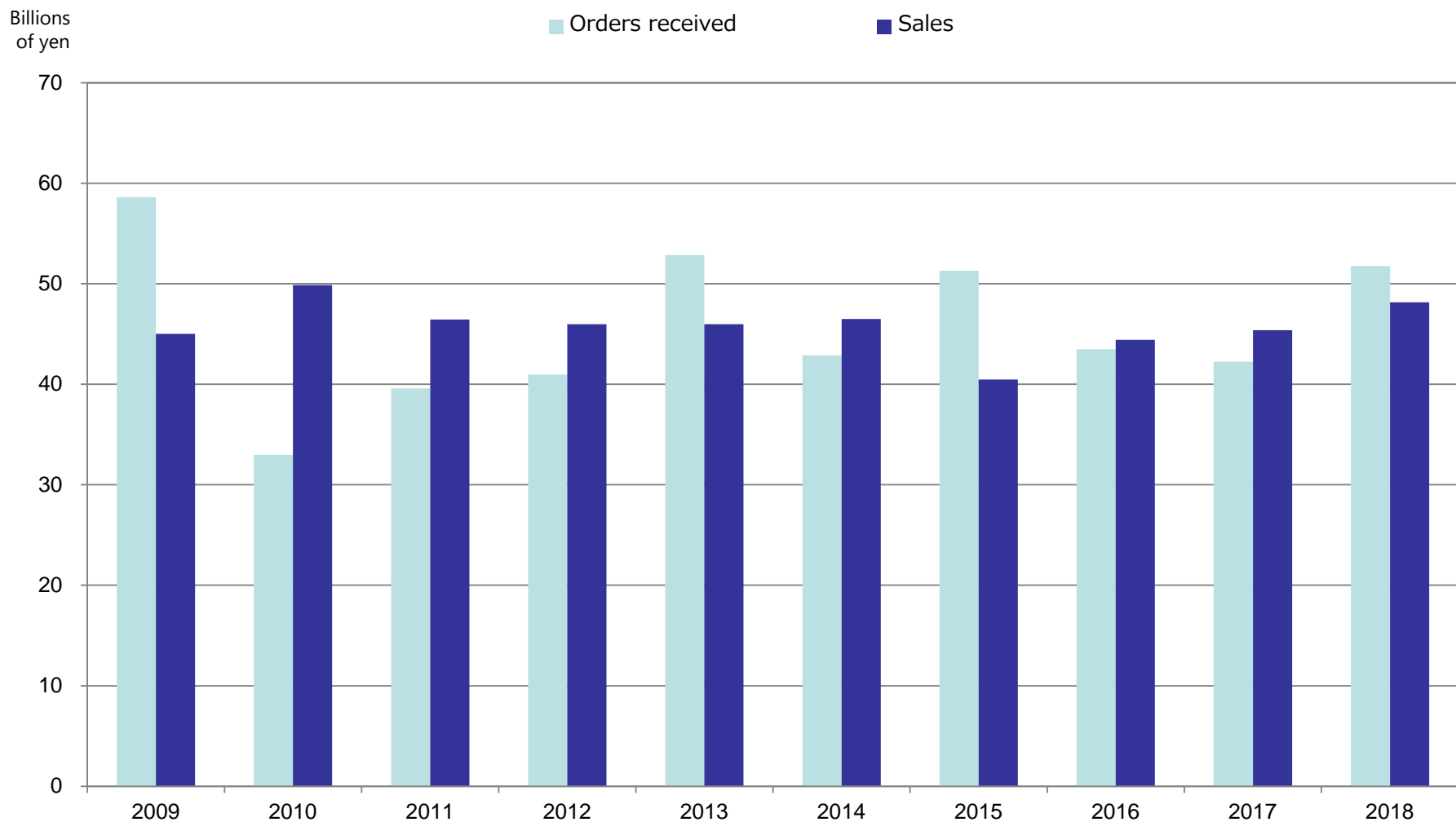
Fact sheets for consolidated financial results from FY 2009 to FY 2018

Overview	1
【1】 Business Performance	
Orders received, Net sales	2
Gross operating income, Gross profit margin	3
Operating income, Ordinary income	
Net income, Operating profit margin	4
ROE (Return on Equity) • ROA (Return on Asset)	5
【2】 Financial Status	
Total assets, Net assets, Equity ratio	6
【3】 Breakdown of Orders received • Net sales • Orders backlog	
Net sales breakdown : by region	7
Orders received breakdown : by segment	8
Net sales breakdown : by segment	9
Order backlog breakdown : by segment	10
【4】 Major expenditures	
SG&A, SG&A-to-sales ratio	11
Depreciation, Capital investment, R&D expense	12
【5】 Cash Flow	13
【6】 Per share information	
Net income per share • Net assets per share	14
【7】 Stock information	
Dividends, Payout ration	15
【8】 Employees	16

		FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	2018	
【1】 Business Performance	Orders received	58,624	32,974	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768	
	Net sales	45,008	49,880	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154	
	Gross operating income	9,548	9,257	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763	
	Operating income	3,258	3,127	2,286	517	▲945	400	373	1,462	1,257	1,731	
	Ordinary income	3,833	3,673	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275	
	Net income	2,609	1,892	1,497	943	442	405	▲2,422	1,532	854	2,183	
	Gross profit margin (%)	21.2	18.6	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4	
	Operating profit margin (%)	7.2	6.3	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6	
	ROE(Return on Equity) (%)	9.5	6.1	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4	
ROA(Return on Asset) (%)	4.0	3.1	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0		
【2】 Financial Status	Total assets	65,641	61,178	60,812	68,232	68,062	71,987	66,198	67,719	71,651	72,674	
	Net assets	31,083	30,968	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947	
	Equity ratio (%)	47.2	50.3	51.3	48.2	49.9	50.0	48.7	48.9	47.0	47.7	
【3】 Breakdown of Orders received Net sales Order backlog	Net sales by region	Japan	20,939	18,703	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471
		Asia	5,408	11,196	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168
		Middle East	16,248	14,369	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196
		Others	2,412	5,609	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318
		Overseas ratio (%)	53.5	62.5	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2
	Orders received by segment	Public sector	14,575	9,973	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434
		Private sector	4,517	4,921	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258
		Overseas	39,532	18,079	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075
	Net sales by segment	Public sector	15,469	13,760	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931
		Private sector	5,468	4,942	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540
		Overseas	24,069	31,176	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683
	Order backlog by segment	Public sector	10,316	6,528	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585
Private sector		2,477	2,455	2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447	
Overseas		51,329	38,231	30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908	
【4】 Major Expenditures	SG&A	6,290	6,130	6,673	7,497	9,265	8,761	8,818	9,705	9,697	10,032	
	SG&A-to-sales ratio (%)	14.0	12.3	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8	
	Depreciation	851	961	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825	
	Capital investment	1,311	2,297	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627	
	R&D expense	730	567	606	691	678	658	484	453	430	482	
【5】 Cash Flow	Cash flow from operations	4,439	735	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769	
	Cash flow from investments	▲3,084	▲75	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438	
	Cash flow from financial activities	1,678	590	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150	
【6】 Per share Info	Net income per share (yen)	100.07	67.45	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18	
	Net assets per share (yen)	1,105.50	1,097.71	1,112.29	1,172.56	1,209.10	1,308.22	1,179.57	1,221.94	1,240.33	1,270.43	
【7】 Stock Info	Dividends	20 ^{*1}	18	18	18	18	18	18	18	18	25 ^{*2}	
	Payout ratio (%)	20.0	26.7	33.7	53.5	—	—	—	32.1	57.5	31.3	
【8】 Employees	Number of employees	850	1,059	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588	

*¹ includes additional a 2-yen of commemorative dividend for our 90th year of business *² includes additional a 7-yen of commemorative dividend for our 100th year of business

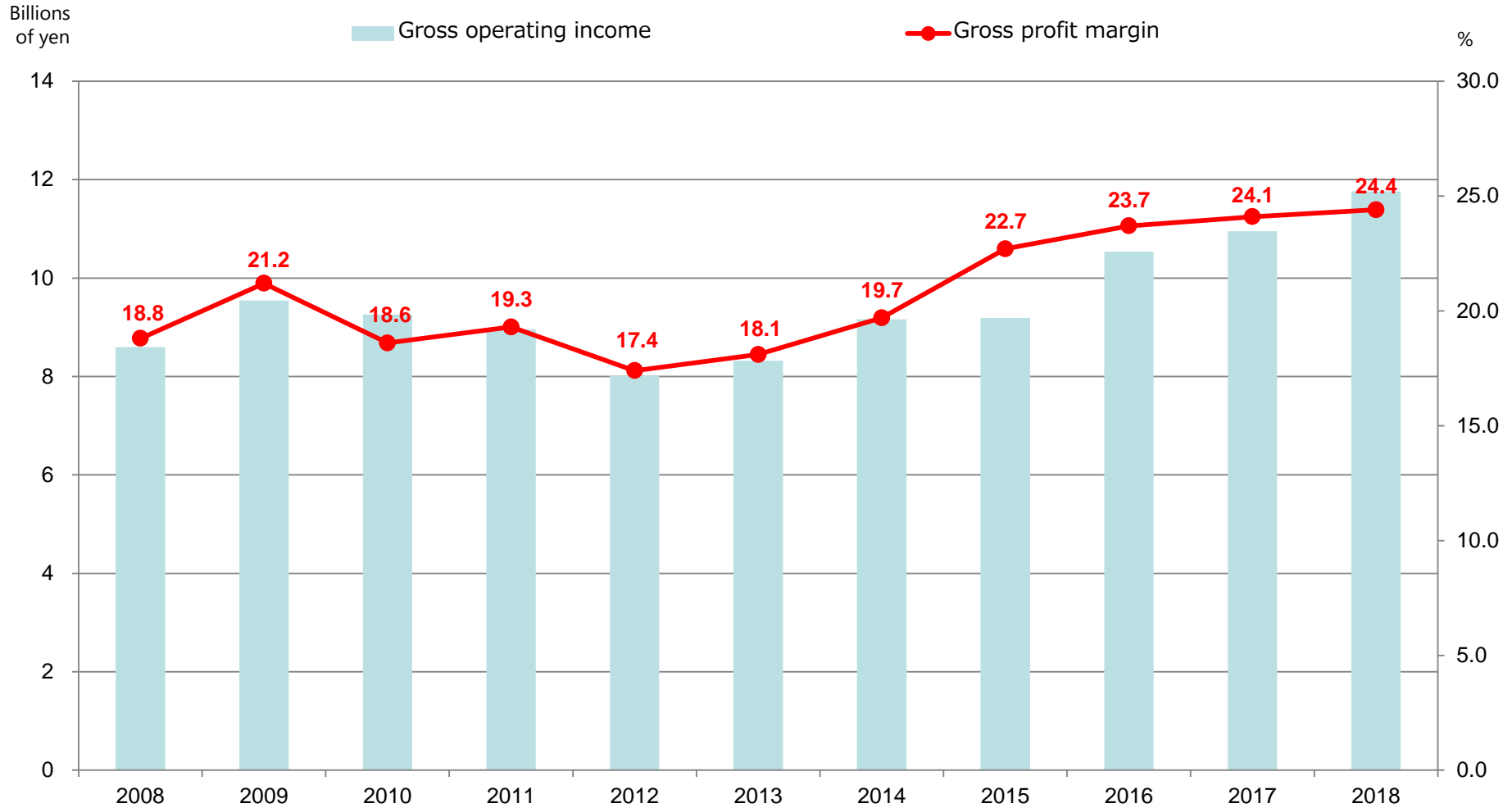
【1】 Business Performance: Orders received , Net sales



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Orders received	58,624	32,974	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768
Sales	45,008	49,880	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154

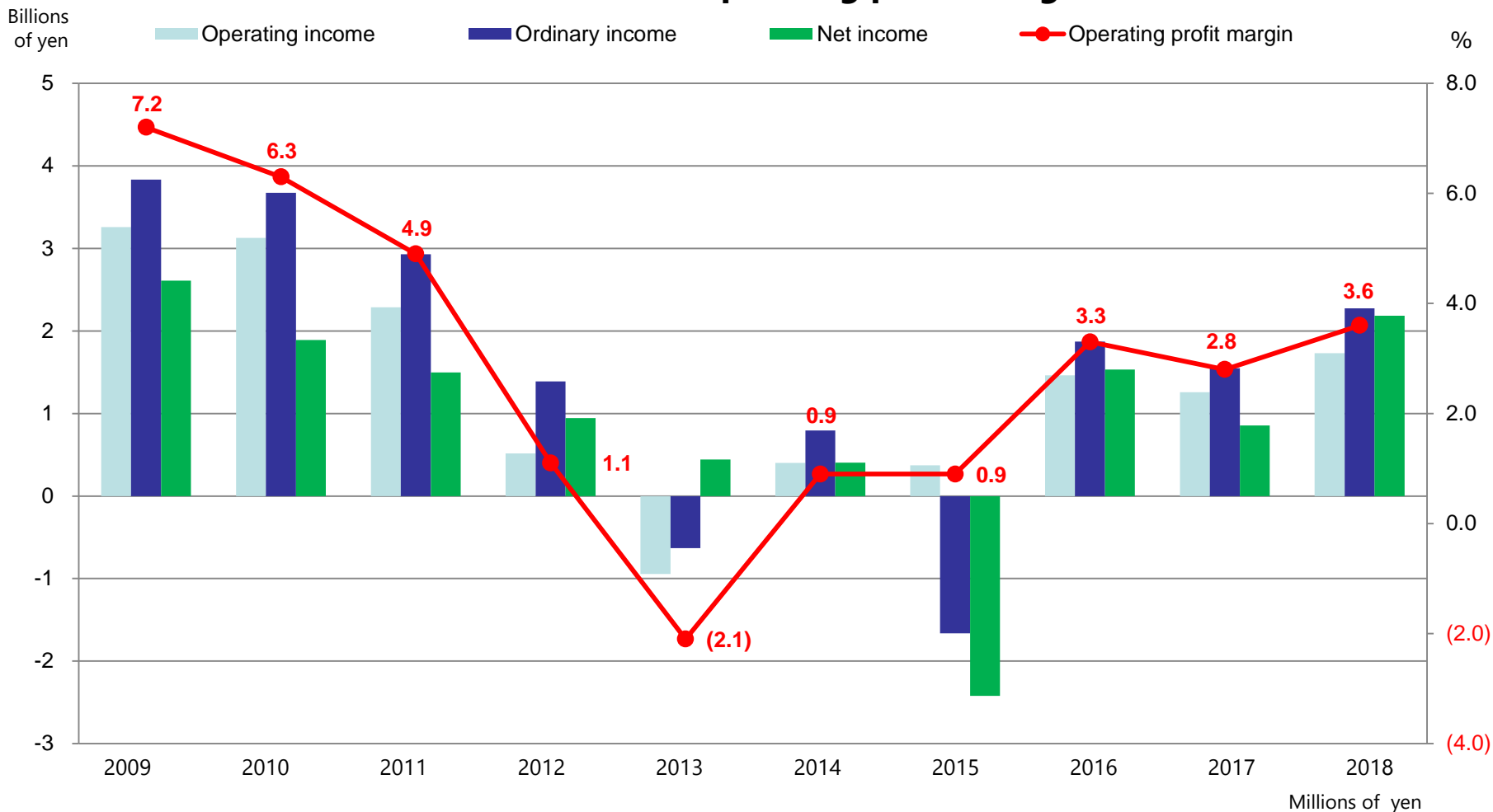
【1】 Business Performance: Gross operating income, Gross profit margin



Millions of yen

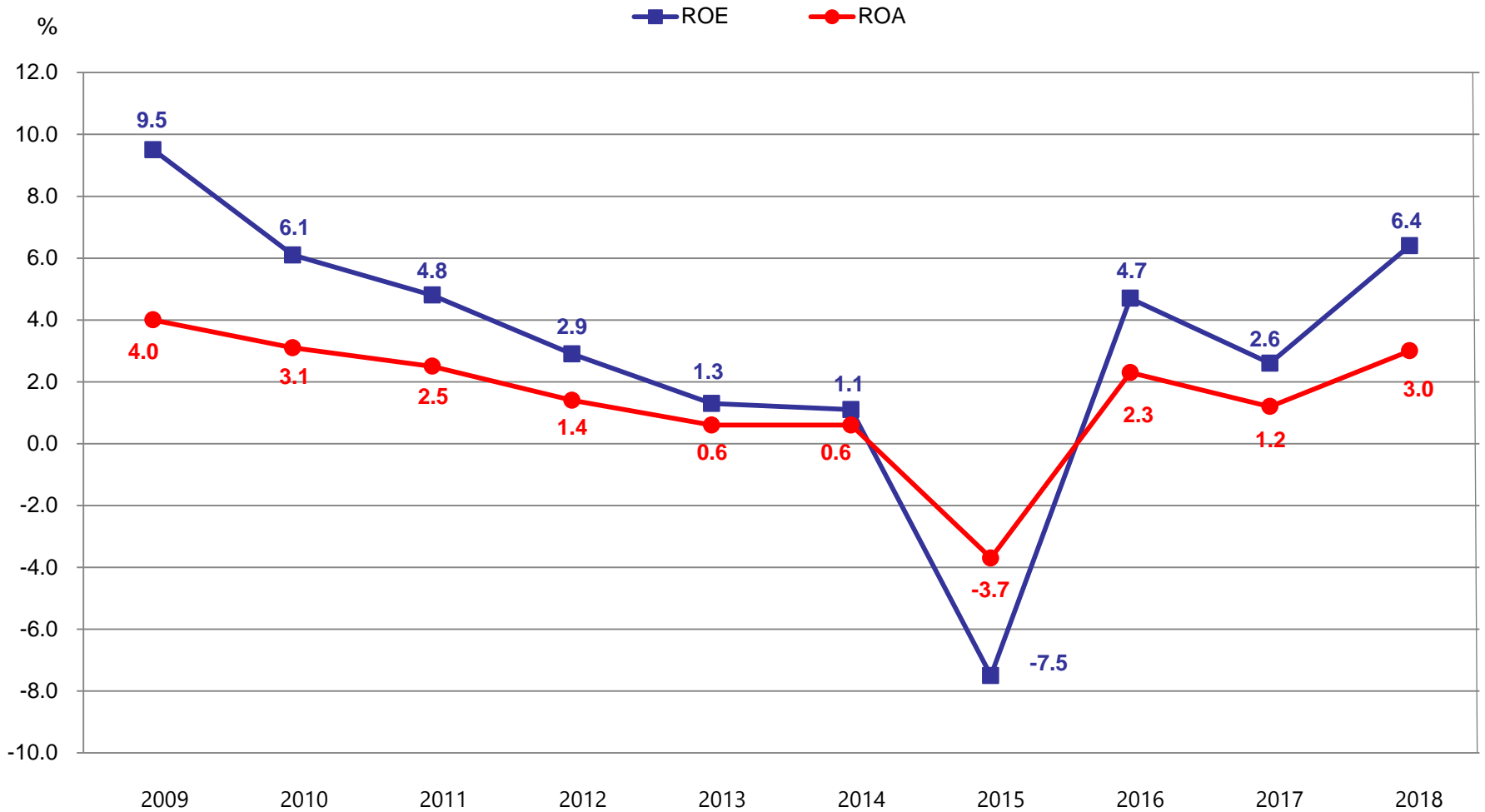
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Gross operating income	9,548	9,257	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763
Gross profit margin	21.2	18.6	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4

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



	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Operating income	3,258	3,127	2,286	517	▲945	400	373	1,462	1,257	1,731
Ordinary Income	3,833	3,673	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275
Net income	2,609	1,892	1,497	943	442	405	▲2,422	1,532	854	2,183
Operating profit Margin	7.2	6.3	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6

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



	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
ROE (Return on Equity)	9.5	6.1	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4
ROA (Return on Asset)	4.0	3.1	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0

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

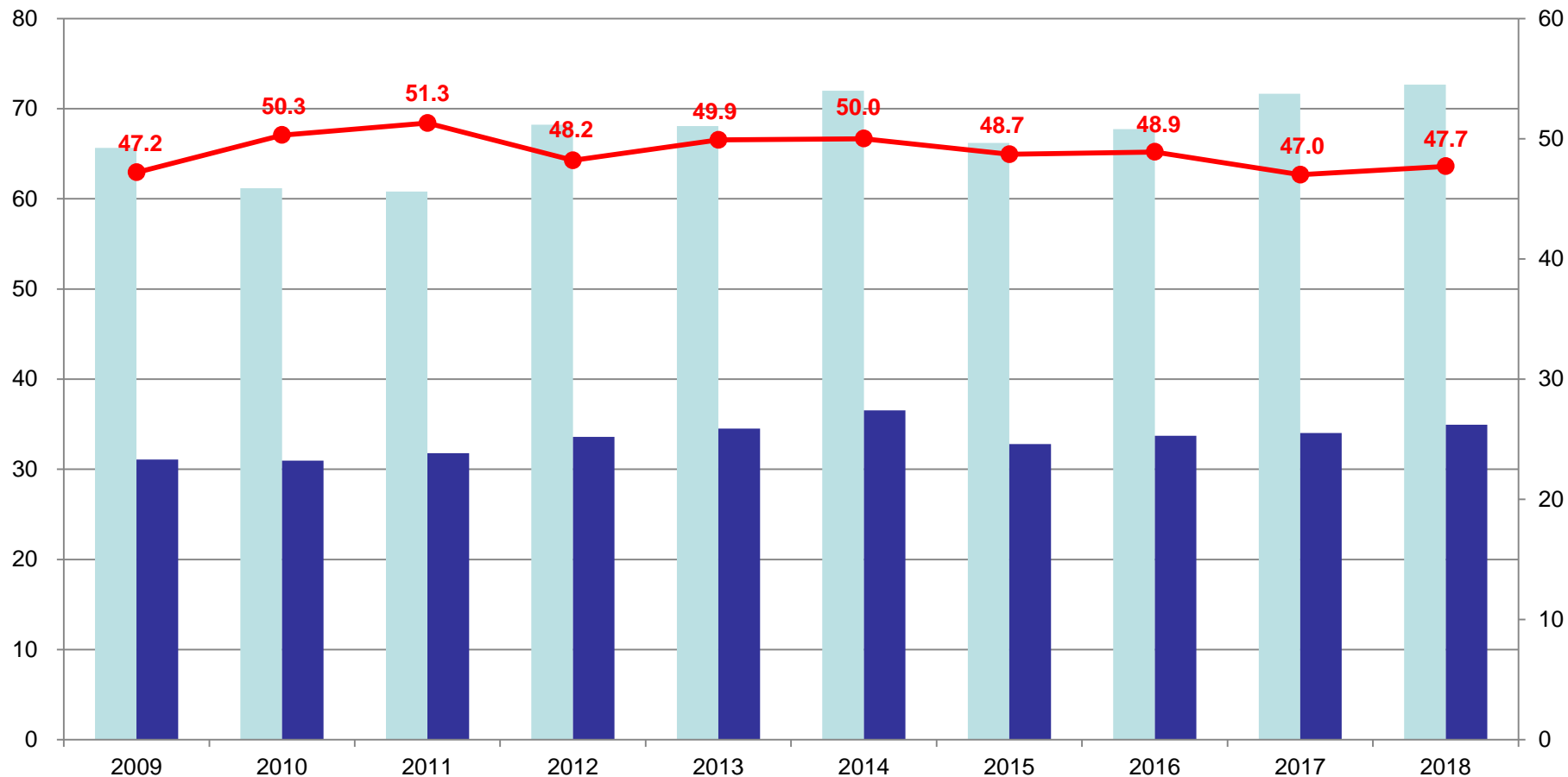
Billions of yen

Total assets

Net assets

Equity ratio

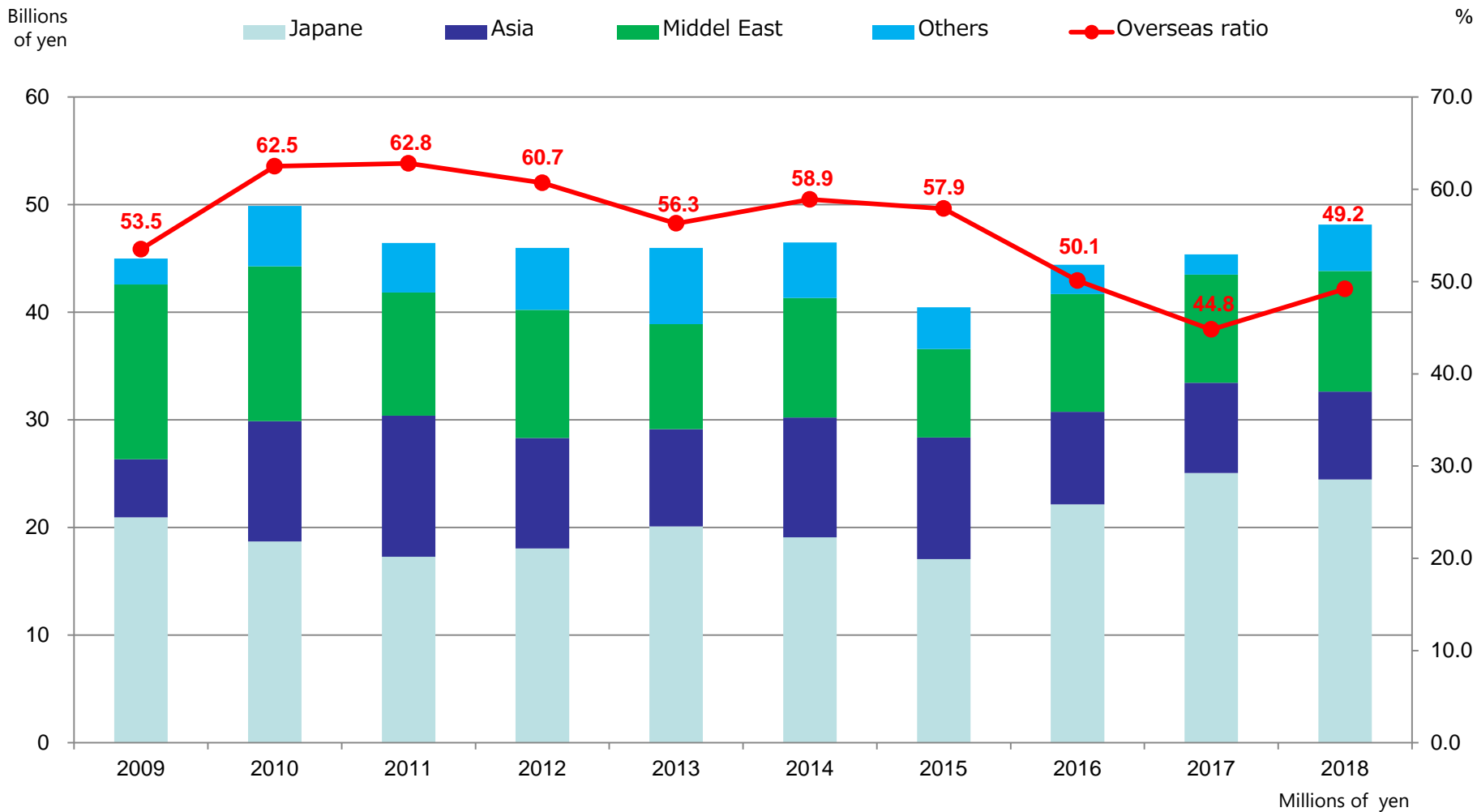
%



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Total assets	65,641	61,178	60,812	68,232	68,062	71,987	66,198	67,719	71,651	72,674
Net assets	31,083	30,968	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947
Equity ratio	47.2	50.3	51.3	48.2	49.9	50.0	48.7	48.9	47.0	47.7

【3】 Net sales breakdown: by region

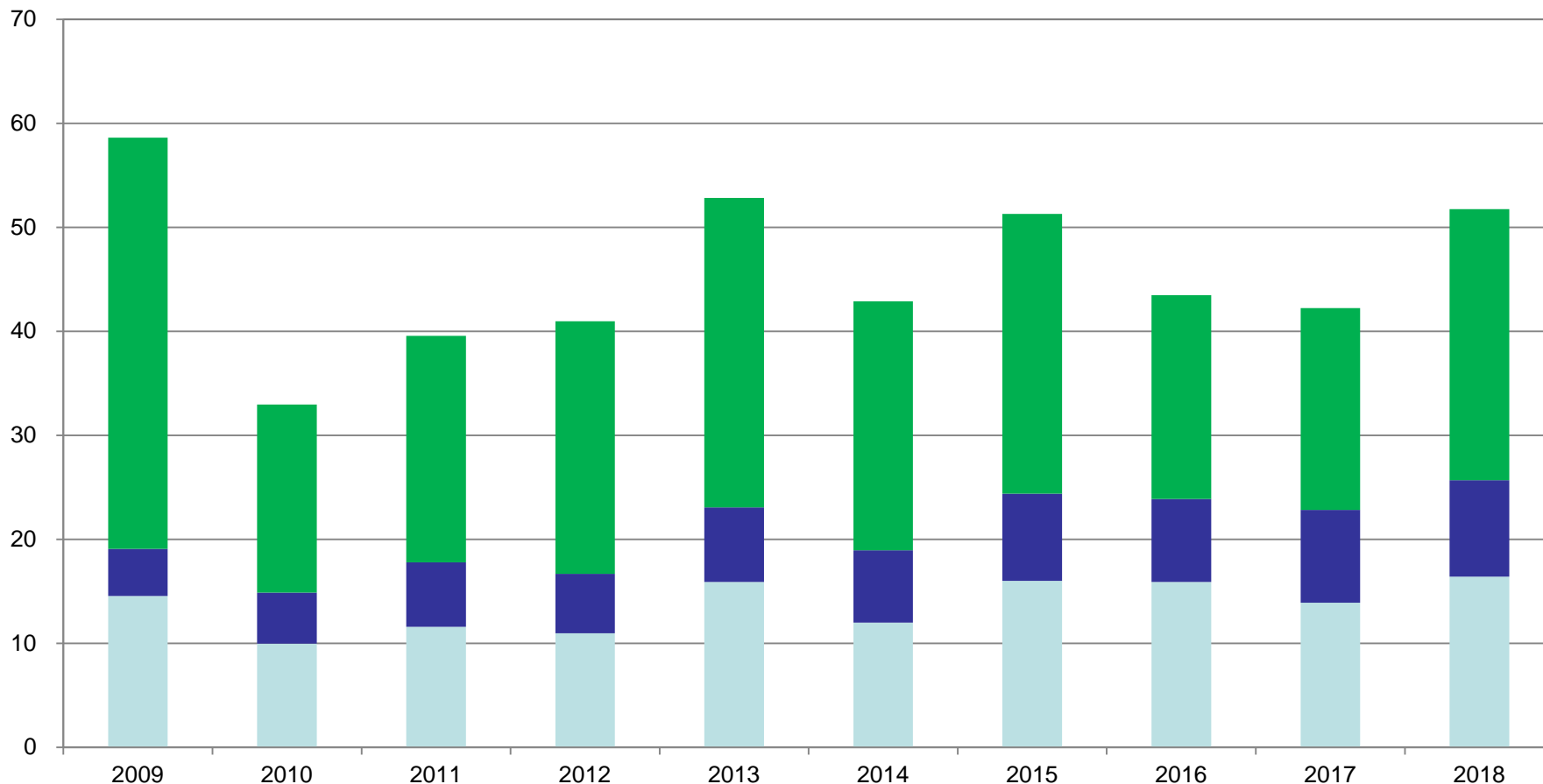


	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Japan	20,939	18,703	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471
Asia	5,408	11,196	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168
Middle East	16,248	14,369	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196
Others	2,412	5,609	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318
Overseas ratio	53.5	62.5	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2

【3】 Orders received breakdown: by segment

Billions of yen

Public sector Private sector Overseas



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Public sector	14,575	9,973	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434
Private sector	4,517	4,921	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258
Overseas	39,532	18,079	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075

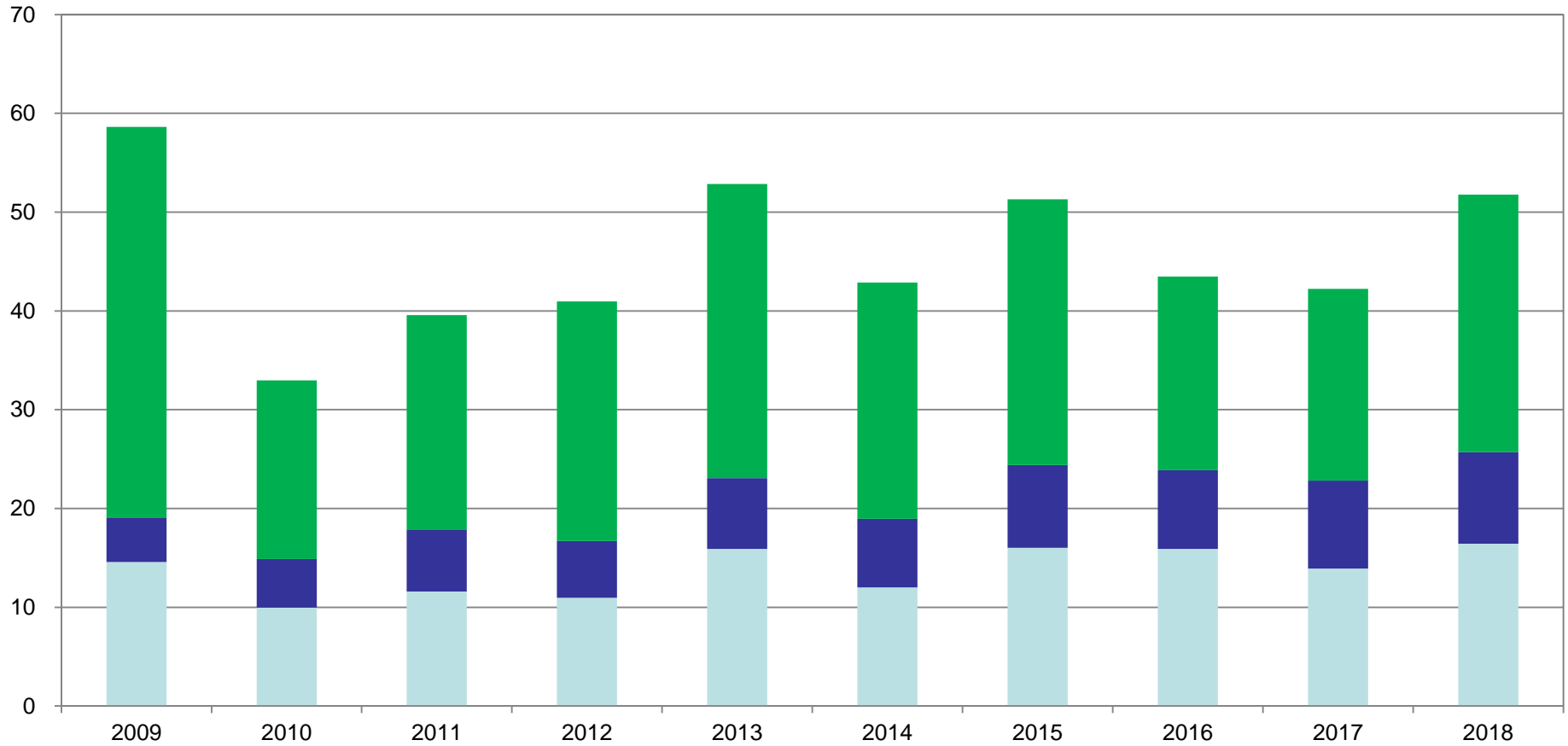
【3】 Net sales breakdown: by segment

Billions of yen

Public sector

Private sector

Overseas



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Public sector	15,469	13,760	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931
Private sector	5,468	4,942	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540
Overseas	24,069	31,176	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683

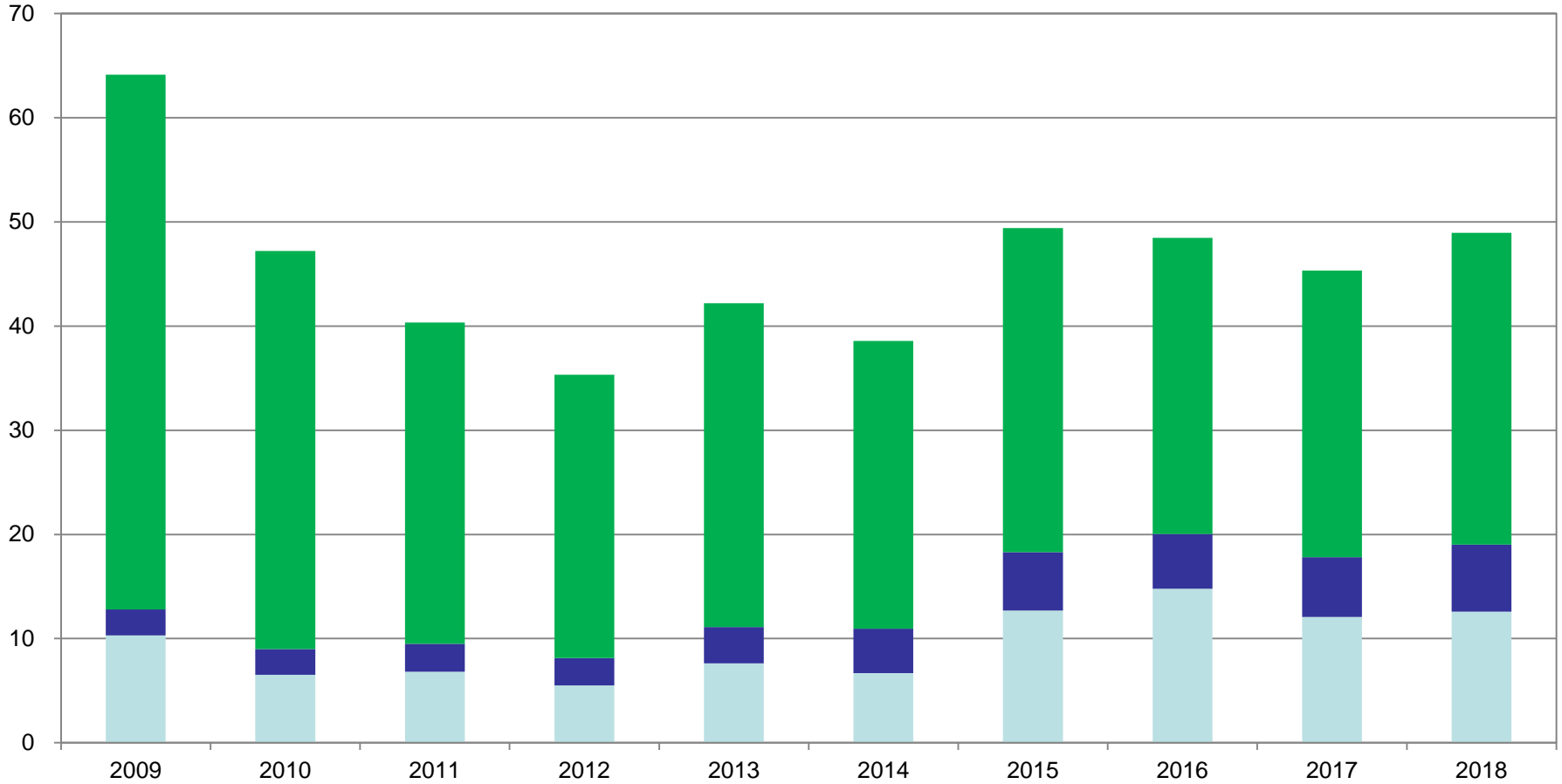
【3】 Order backlog breakdown: by segment

Billions of yen

Public sector

Private sector

Overseas



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Public sector	10,316	6,528	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585
Private sector	2,477	2,455	2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447
Overseas	51,329	38,231	30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908

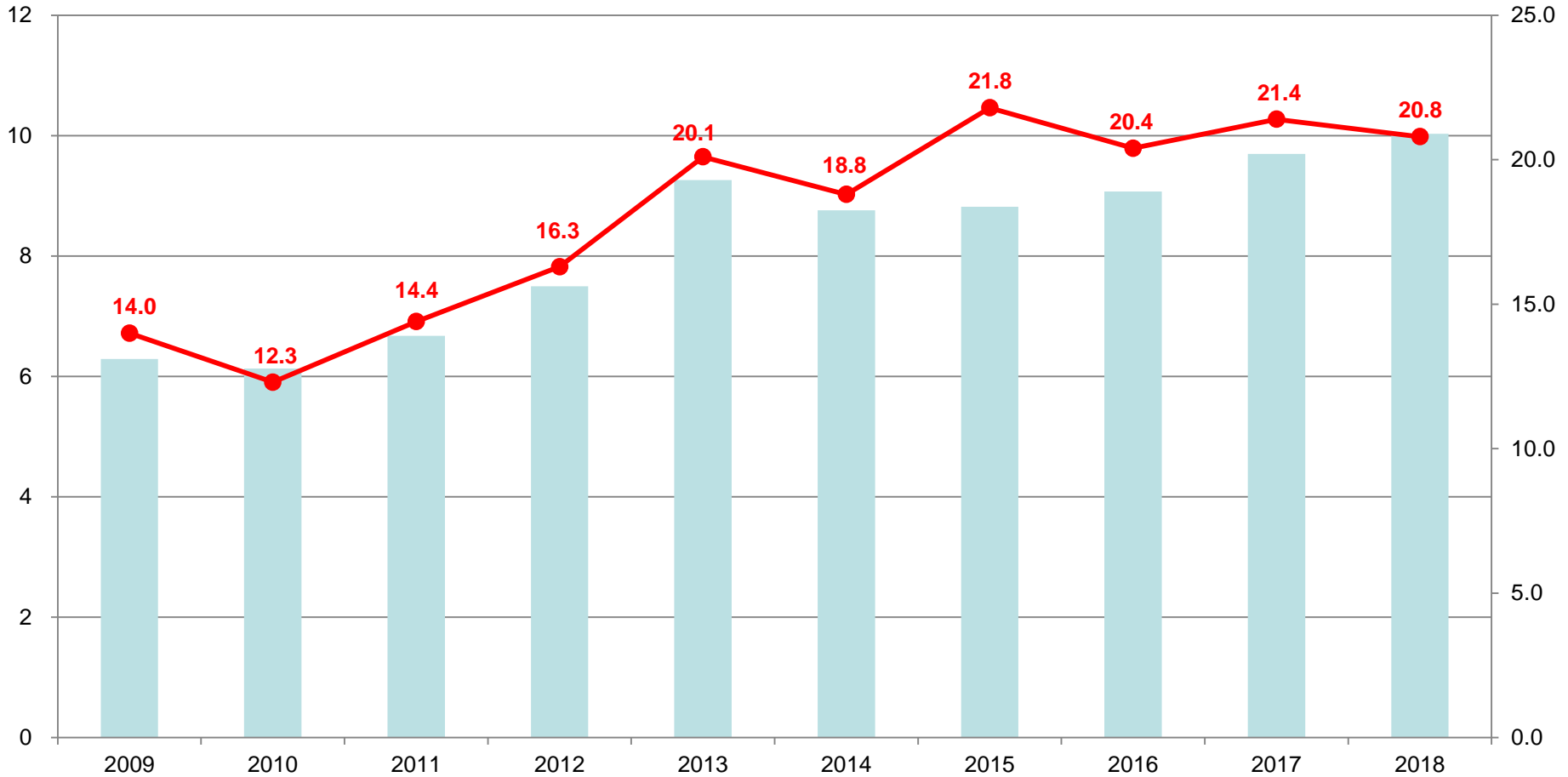
【4】 Major expenditure: SG&A, SG&A-to-sales ratio

Billions of yen

SG&A

SG&A ratio

%



Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
SG&A	6,290	6,130	6,673	7,497	9,265	8,761	8,818	9,075	9,697	10,032
SG&A-to-sales ratio	14.0	12.3	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8

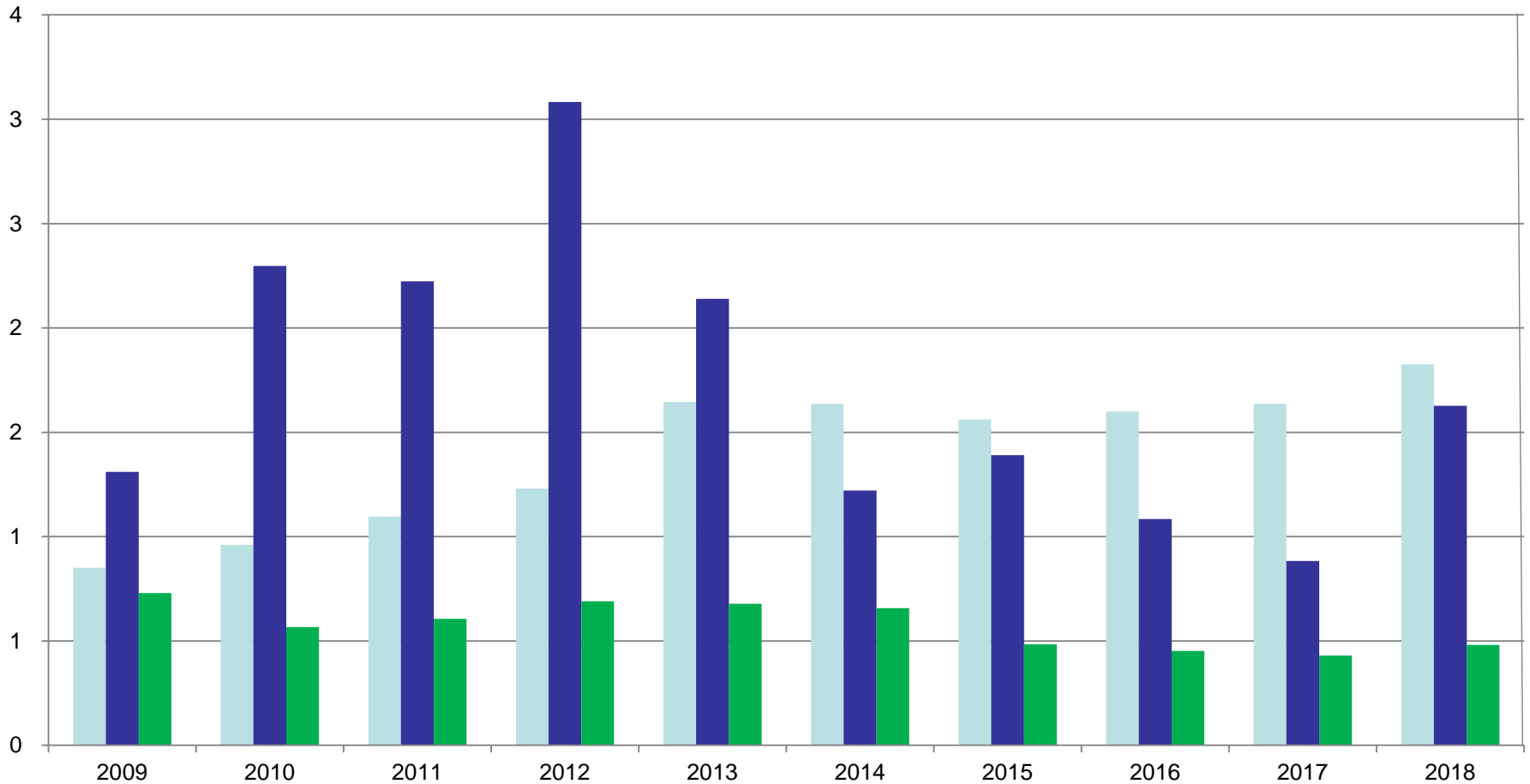
【4】 Major expenditures: Depreciation, Capital investment, R&D expense

Billions of yen

■ Depreciation

■ Capital investments

■ R&D expense



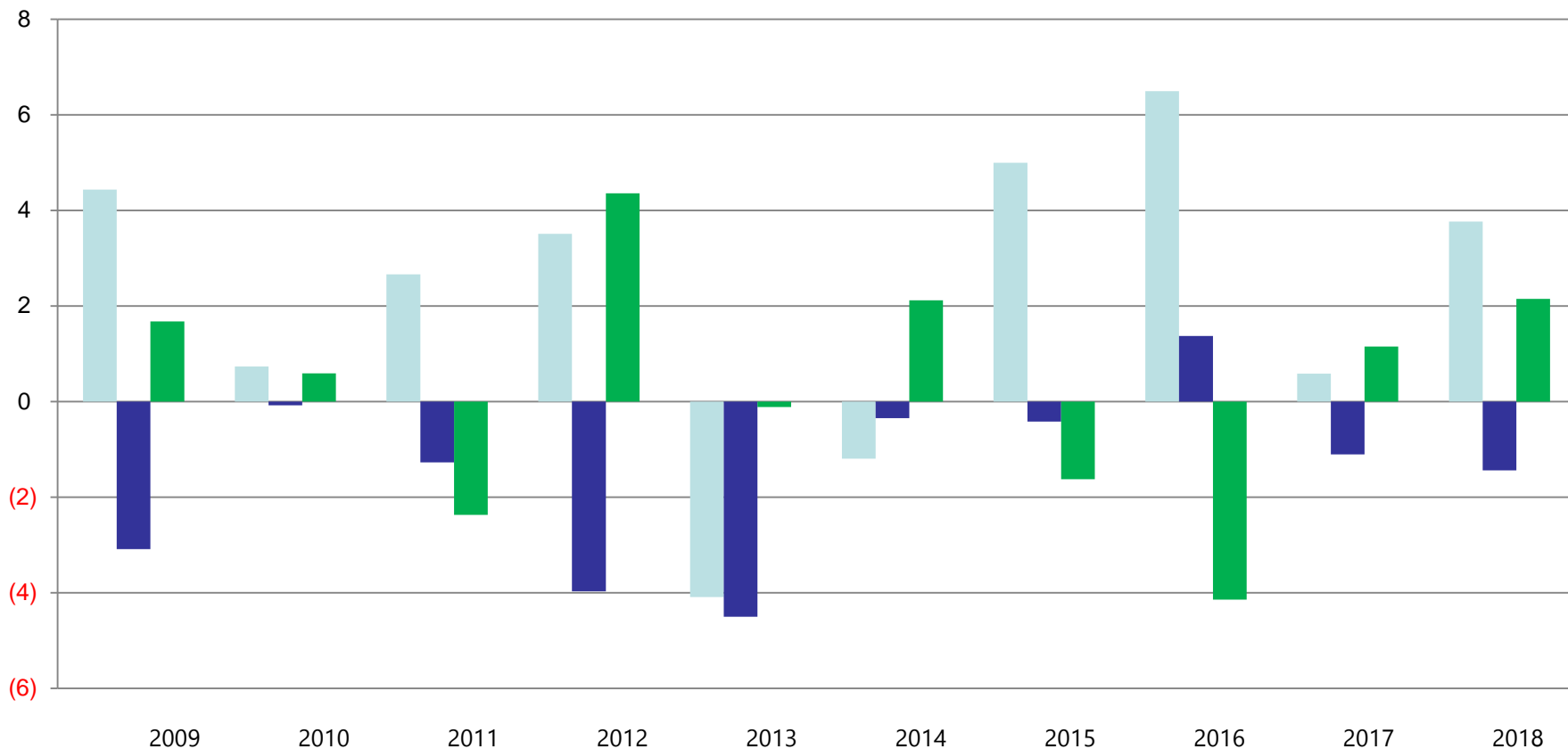
Millions of yen

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Depreciation	851	961	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825
Capital investments	1,311	2,297	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627
R&D expense	730	567	606	691	678	658	484	453	430	482

【5】 Cash Flow

Billions of yen

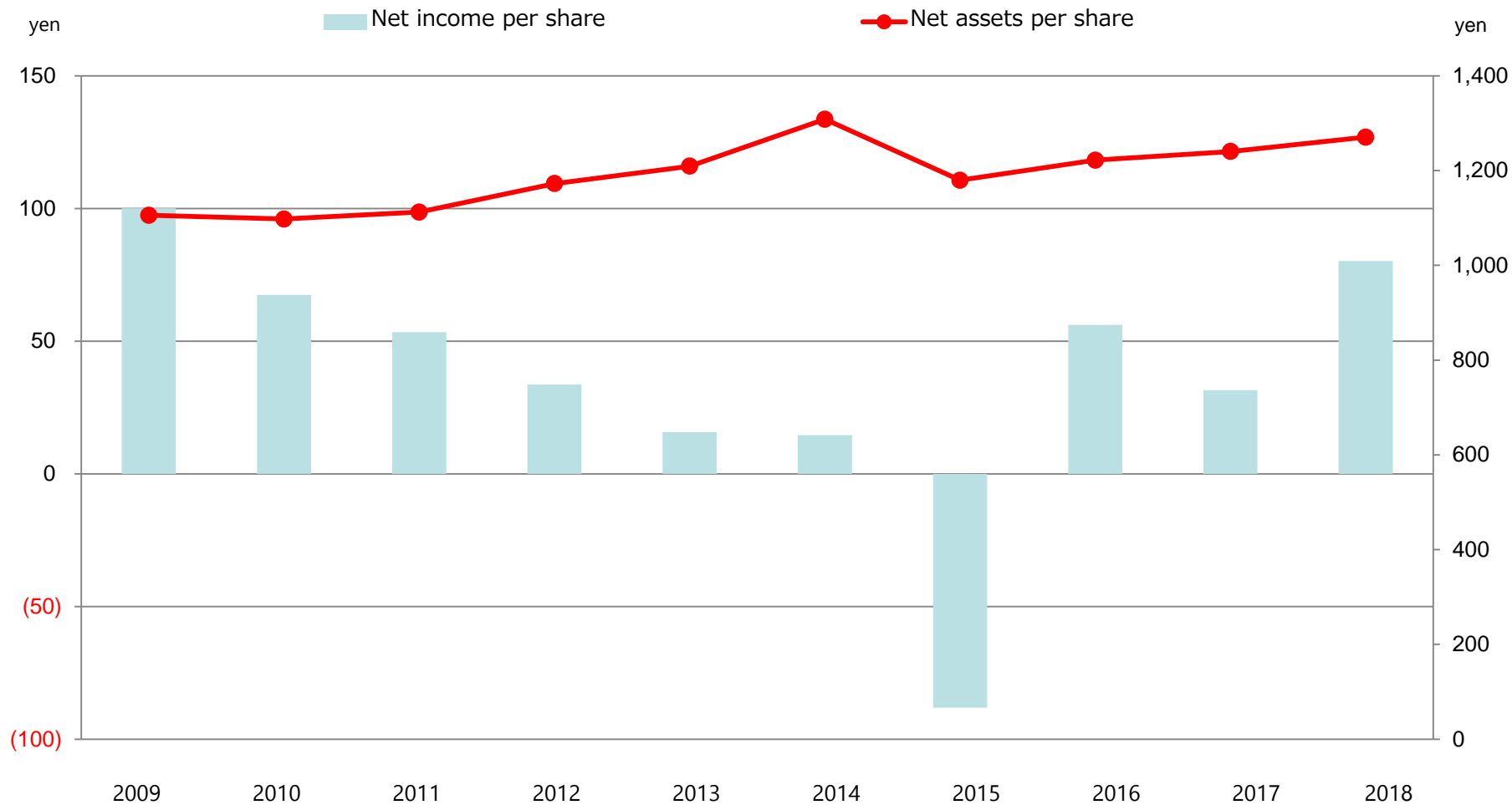
■ Cash flow from operations
 ■ Cash flow from investments
 ■ Cash flow from financial activities



Millions of yen

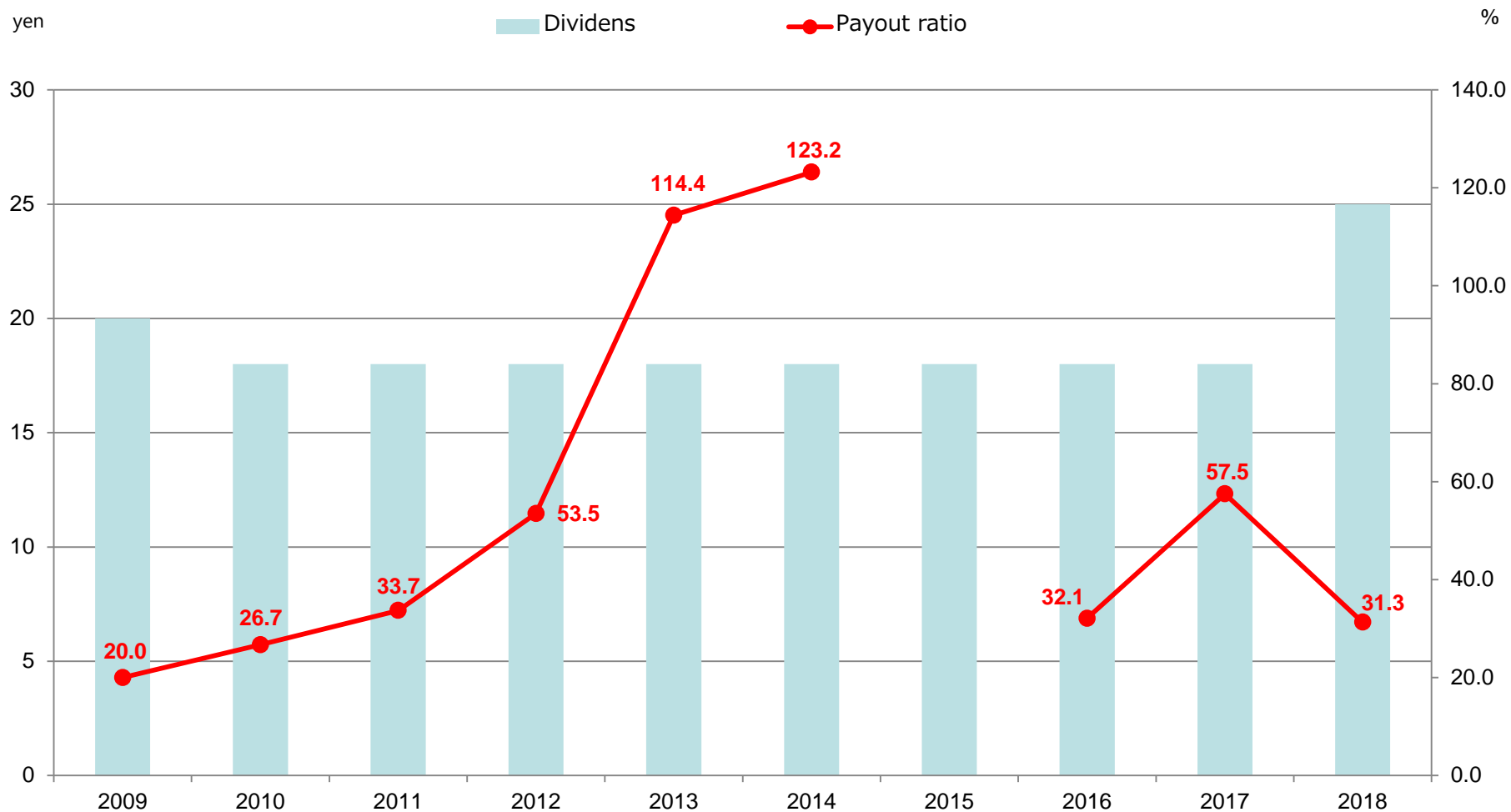
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Cash flow from operations	4,439	735	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769
Cash flow from investments	▲3,084	▲75	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438
Cash flow from financial activities	1,678	590	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150

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



	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Net income per share	100.07	67.45	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18
Net assets per share	1,105.50	1,097.71	1,112.29	1,172.56	1,209.10	1,308.22	1,179.57	1,221.94	1,240.33	1,270.43

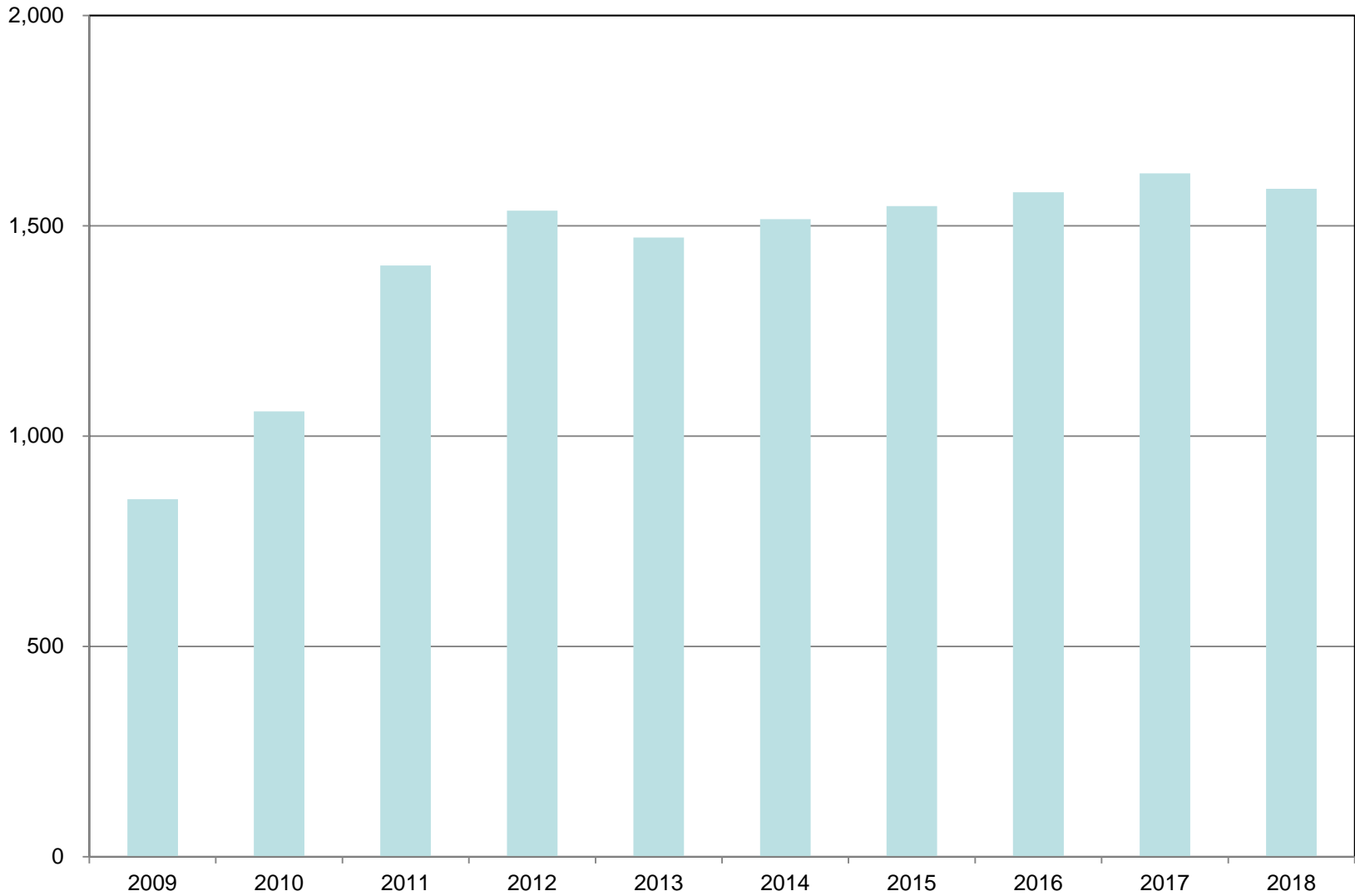
【7】 Stock information: Dividends, Payout ratio



	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Dividends	20 ^{※1}	18	18	18	18	18	18	18	18	25 ^{※2}
Payout ratio	20.0	26.7	33.7	53.5	114.4	123.2	-	32.1	57.5	31.3

※1 includes additional dividends of a 2 yen as a 90-year anniversary of foundation ※2 includes additional dividends of a 7-yen as a 100-year anniversary of foundation

【8】 Employees



	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018
Employees	850	1,059	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588