

Fact Sheets

FY 2010 – FY 2019

TORISHIMA PUMP MFG,CO.,LTD.

Fact sheets for consolidated financial results from FY 2010 to FY 2019

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

		FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	2018	2019
【1】 Business Performance	Orders received	32,974	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768	48,824
	Net sales	49,880	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154	47,126
	Gross operating income	9,257	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763	12,310
	Operating income	3,127	2,286	517	▲945	400	373	1,462	1,257	1,731	1,220
	Ordinary income	3,673	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275	1,324
	Net income	1,892	1,497	943	442	405	▲2,422	1,532	854	2,183	543
	Gross profit margin (%)	18.6	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4	26.1
	Operating profit margin (%)	6.3	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6	2.6
	ROE(Return on Equity) (%)	6.1	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4	1.6
	ROA(Return on Asset) (%)	3.1	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0	0.7
【2】 Financial Status	Total assets	61,178	60,812	68,232	68,062	71,987	66,198	67,719	71,171	72,674	72,961
	Net assets	30,968	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947	33,470
	Equity ratio (%)	50.3	51.3	48.2	49.9	50.0	48.7	48.9	47.3	47.7	45.4
【3】 Breakdown of Orders received Net sales Order backlog	Net sales by region	Japan	18,703	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471
		Asia	11,196	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168
		Middle East	14,369	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196
		Others	5,609	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318
		Overseas ratio (%)	62.5	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2
	Orders received by segment	Public sector	9,973	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434
		Private sector	4,921	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258
		Overseas	18,079	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075
	Net sales by segment	Public sector	13,760	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931
		Private sector	4,942	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540
		Overseas	31,176	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683
	Order backlog by segment	Public sector	6,528	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585
		Private sector	2,455	2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447
		Overseas	38,231	30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908
【4】 Major Expenditures	SG&A	6,130	6,673	7,497	9,265	8,761	8,818	9,705	9,697	10,032	11,090
	SG&A-to-sales ratio (%)	12.3	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8	23.5
	Depreciation	961	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825	2,017
	Capital investment	2,297	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627	2,469
	R&D expense	567	606	691	678	658	484	453	430	482	353
【5】 Cash Flow	Cash flow from operations	735	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769	4,207
	Cash flow from investments	▲75	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438	▲1,976
	Cash flow from financial activities	590	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150	▲1,672
【6】 Per share Info	Net income per share (yen)	67.45	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18	20.07
	Net assets per share (yen)	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	1,226.56
【7】 Stock Info	Dividends	18	18	18	18	18	18	18	18	25*	18
	Payout ratio (%)	26.7	33.7	53.5	—	—	—	32.1	57.5	31.3	90.1
【8】 Employees	Number of employees	1,059	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588	1,642

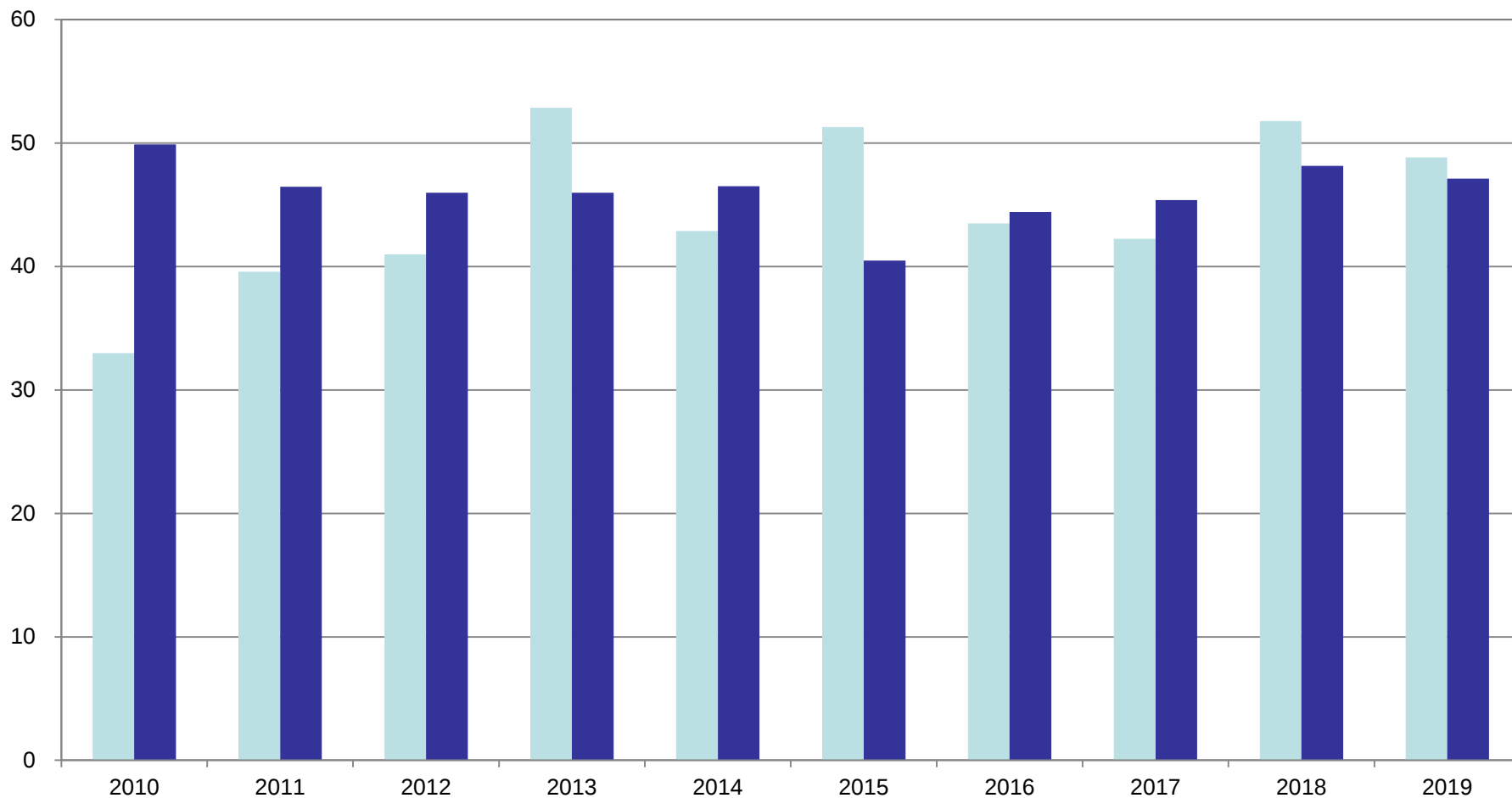
* includes additional a 7-yen of commemorative dividend for our 100th year of business

【1】 Business Performance: Orders received , Net sales

Billions
of yen

Orders received

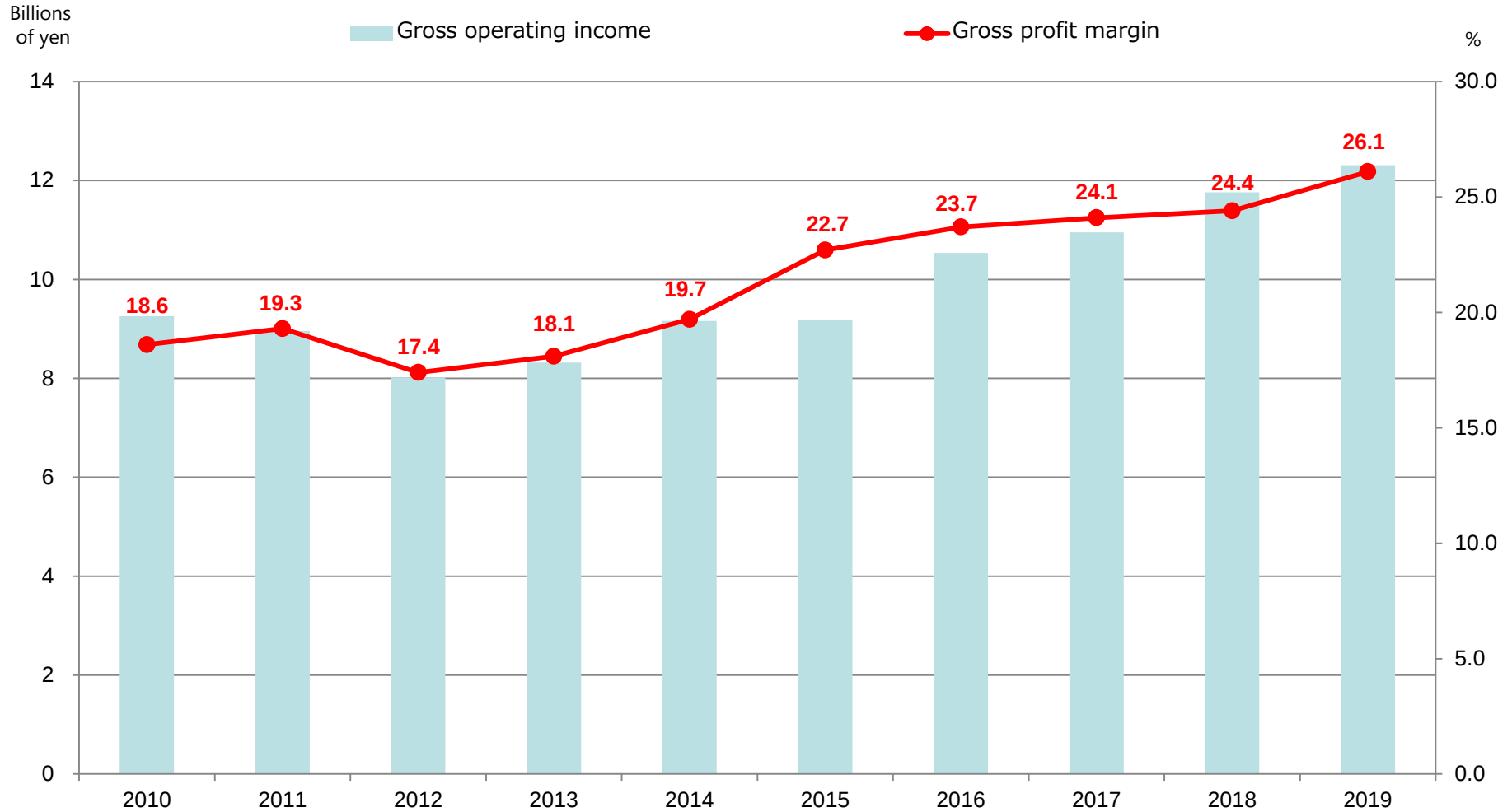
Sales



Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Orders received	32,974	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768	48,824
Sales	49,880	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154	47,126

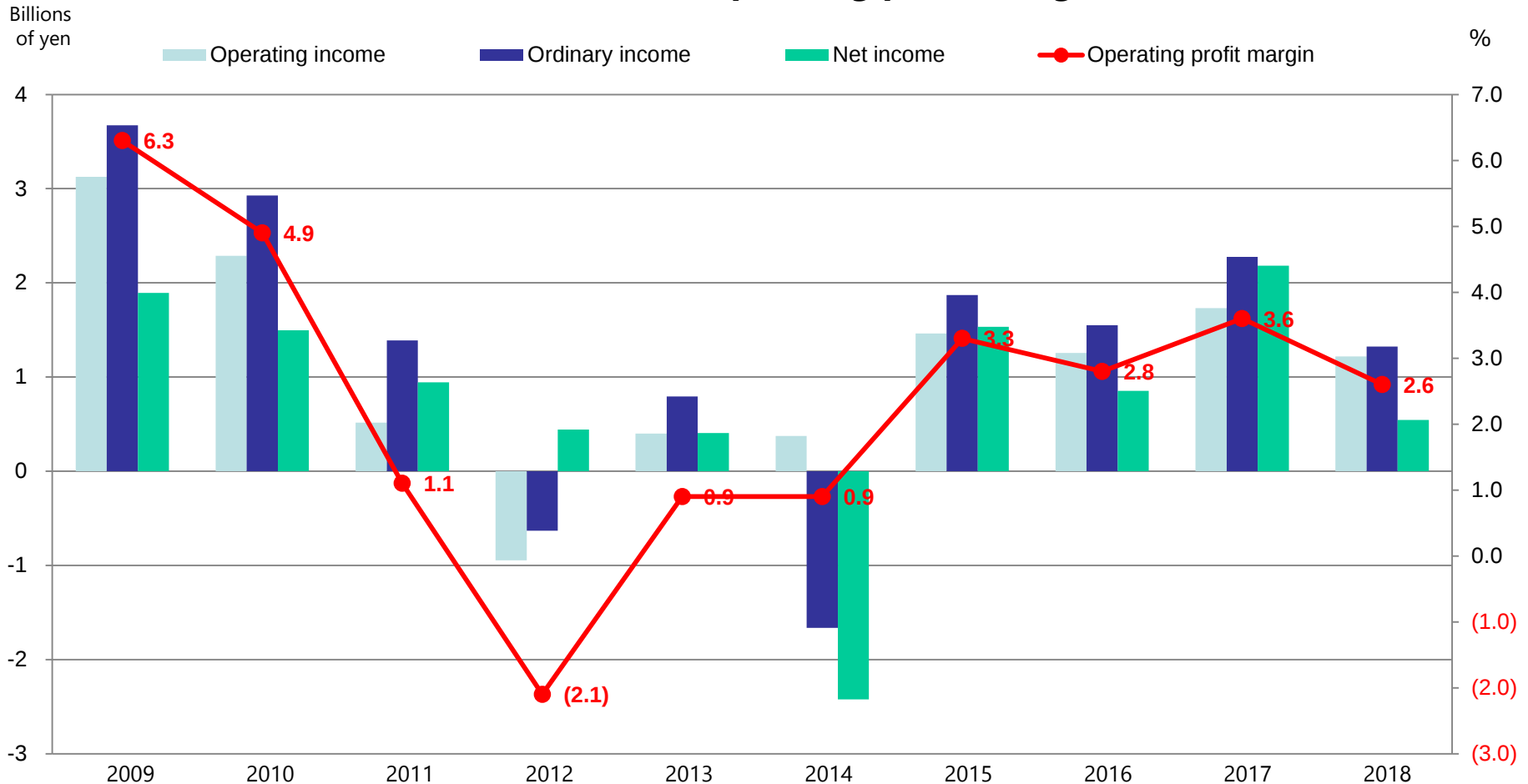
【1】 Business Performance: Gross operating income, Gross profit margin



Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Gross operating income	9,257	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763	12,310
Gross profit margin	18.6	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4	26.1

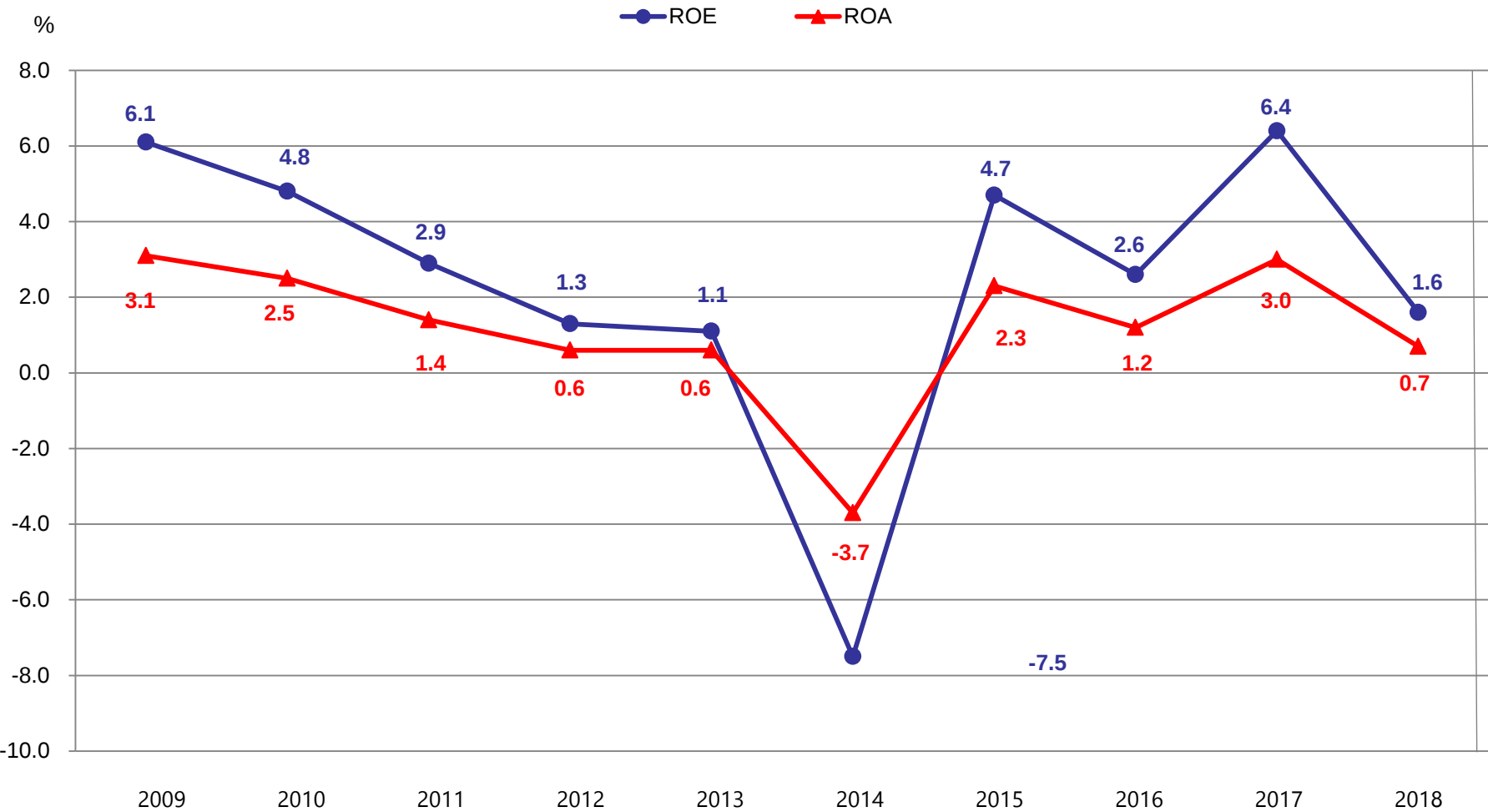
【1】 Business Performance: Operating income, Ordinary income, Net income, Operating profit margin



Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Operating income	3,127	2,286	517	▲945	400	373	1,462	1,257	1,731	1,220
Ordinary Income	3,673	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275	1,324
Net income	1,892	1,497	943	442	405	▲2,422	1,532	854	2,183	543
Operating profit Margin	6.3	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6	2.6

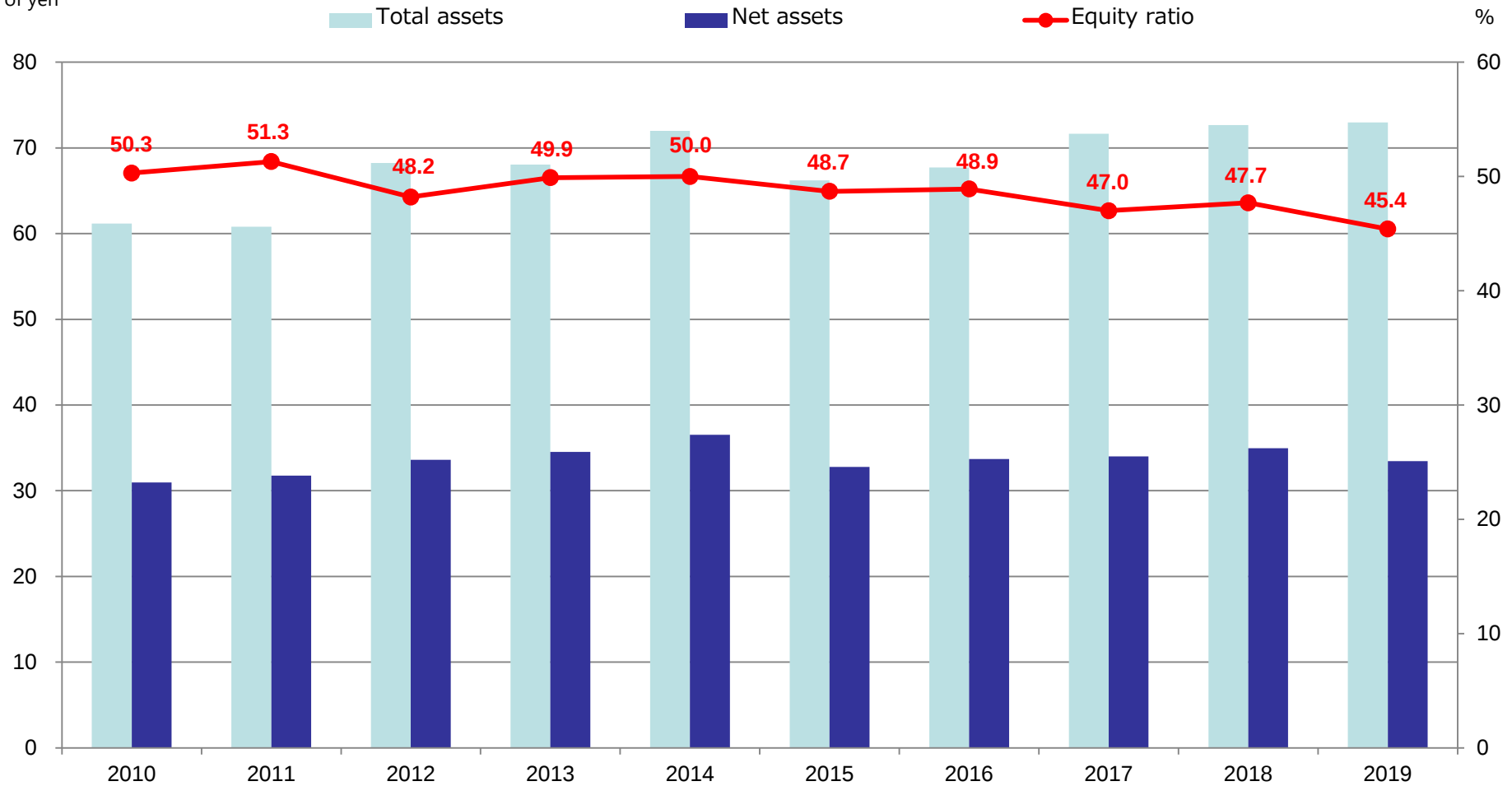
【1】 Business Performance: ROE (Return on Equity) , ROA (Return on Asset)



	%									
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
ROE (Return on Equity)	6.1	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4	1.6
ROA (Return on Asset)	3.1	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0	0.7

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

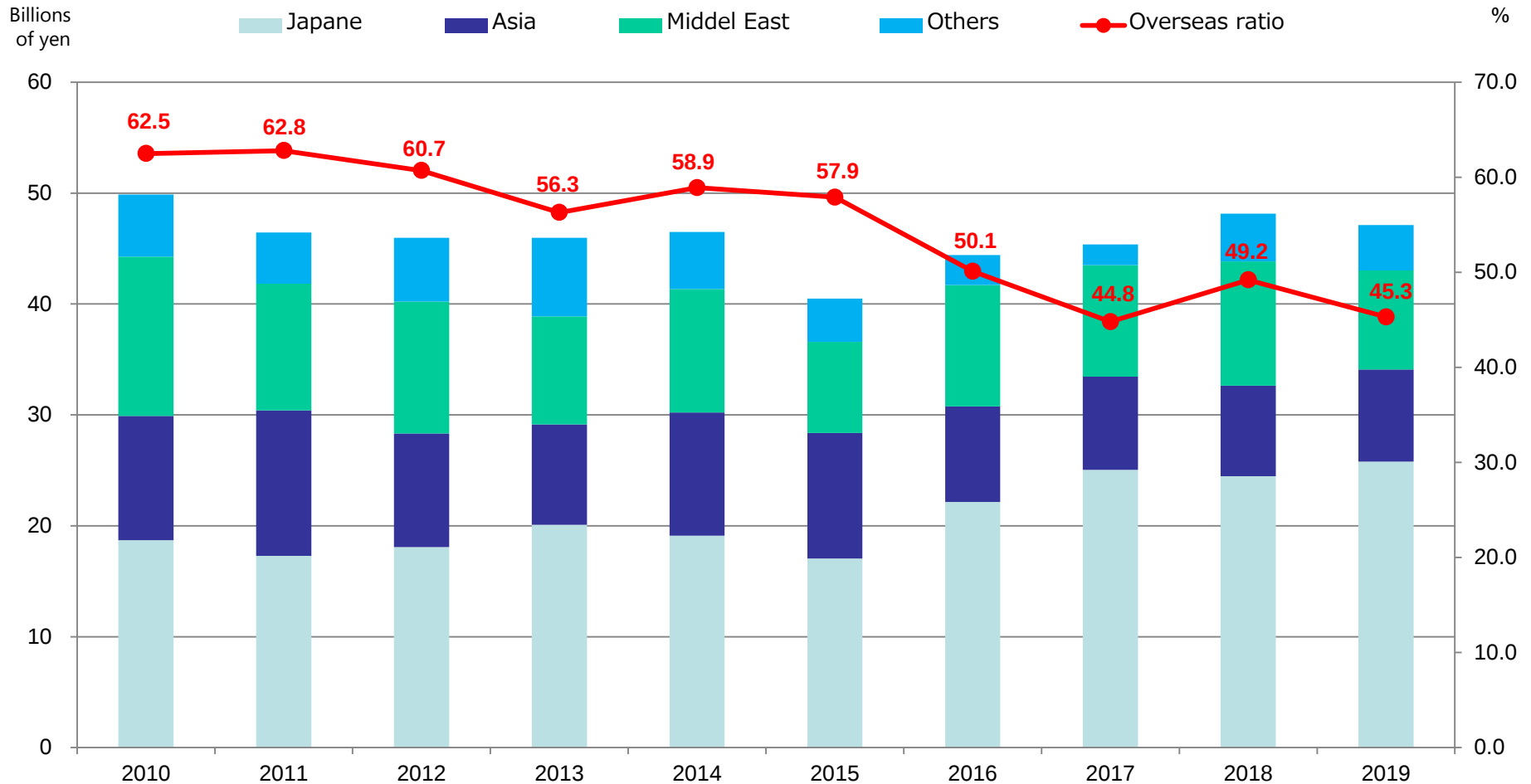
Billions
of yen



Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Total assets	61,178	60,812	68,232	68,062	71,987	66,198	67,719	71,171	72,674	72,961
Net assets	30,968	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947	33,470
Equity ratio	50.3	51.3	48.2	49.9	50.0	48.7	48.9	47.3	47.7	45.4

【3】 Net sales breakdown: by region



Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Japan	18,703	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471	25,799
Asia	11,196	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168	8,306
Middle East	14,369	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196	8,929
Others	5,609	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318	4,090
Overseas ratio	62.5	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2	45.3

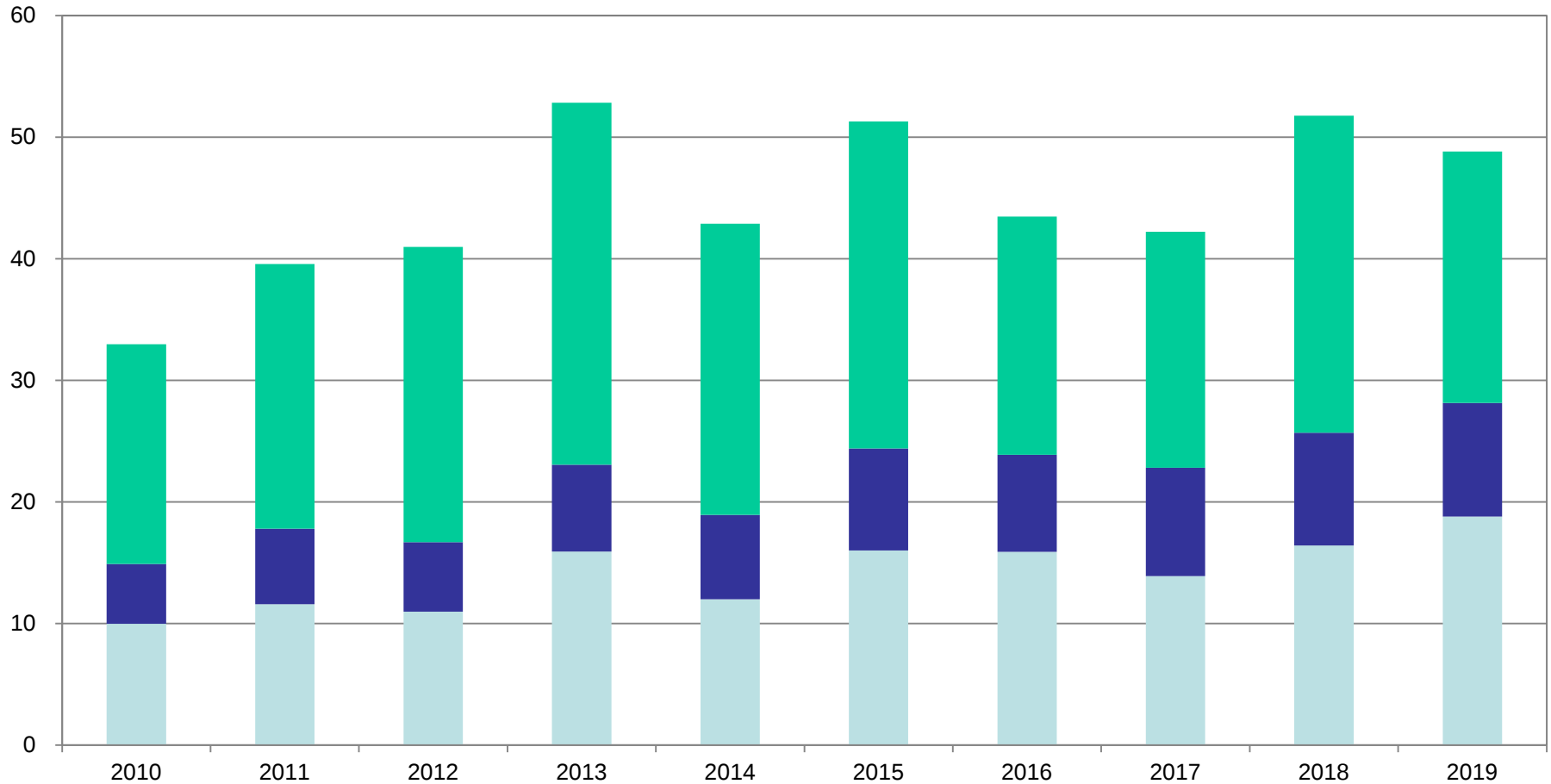
【3】 Orders received breakdown: by segment

Billions
of yen

Public sector

Private sector

Overseas



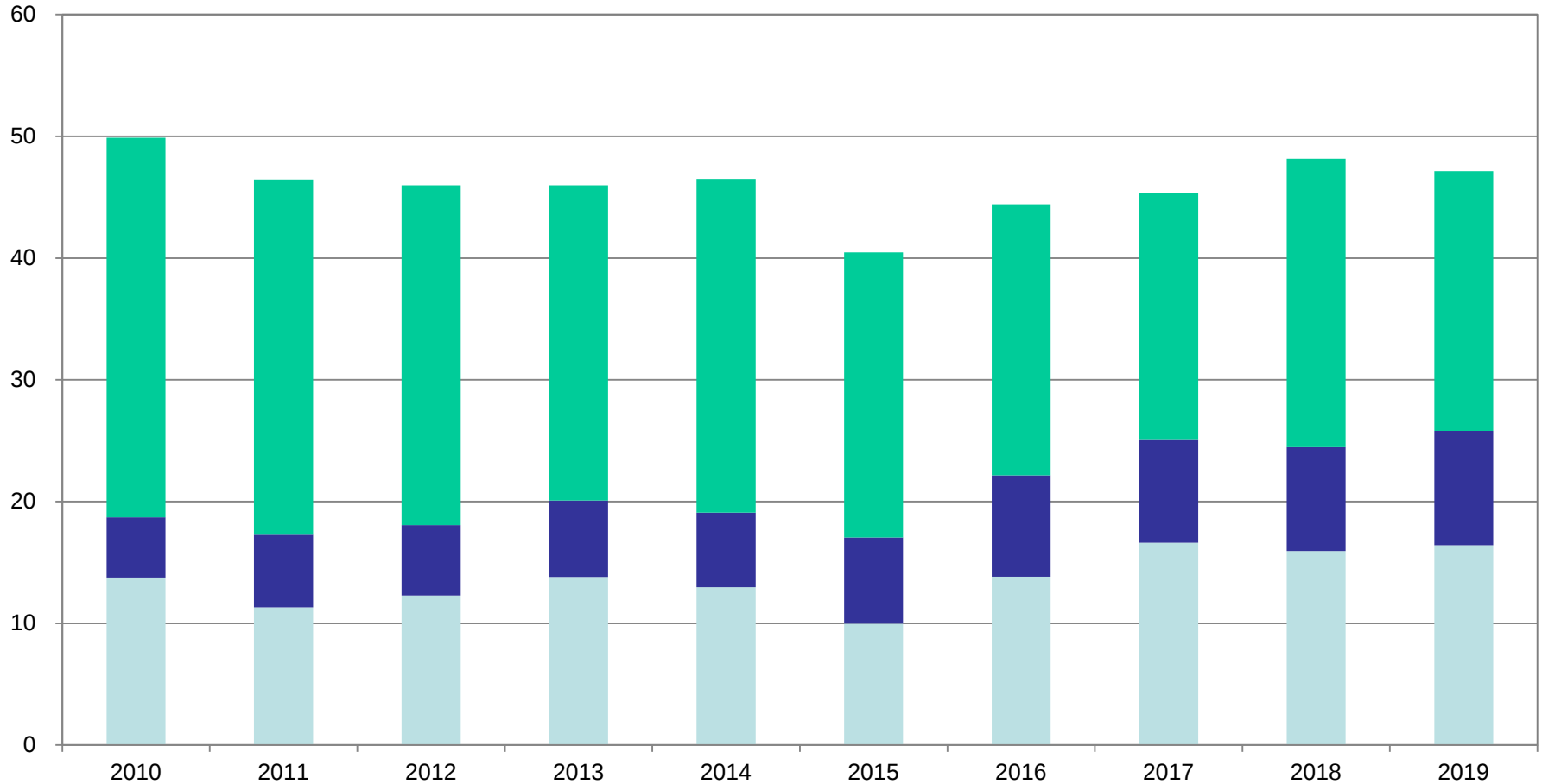
Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Public sector	9,973	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434	18,813
Private sector	4,921	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258	9,339
Overseas	18,079	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075	20,672

【3】 Net sales breakdown: by segment

Billions
of yen

Public sector Private sector Overseas



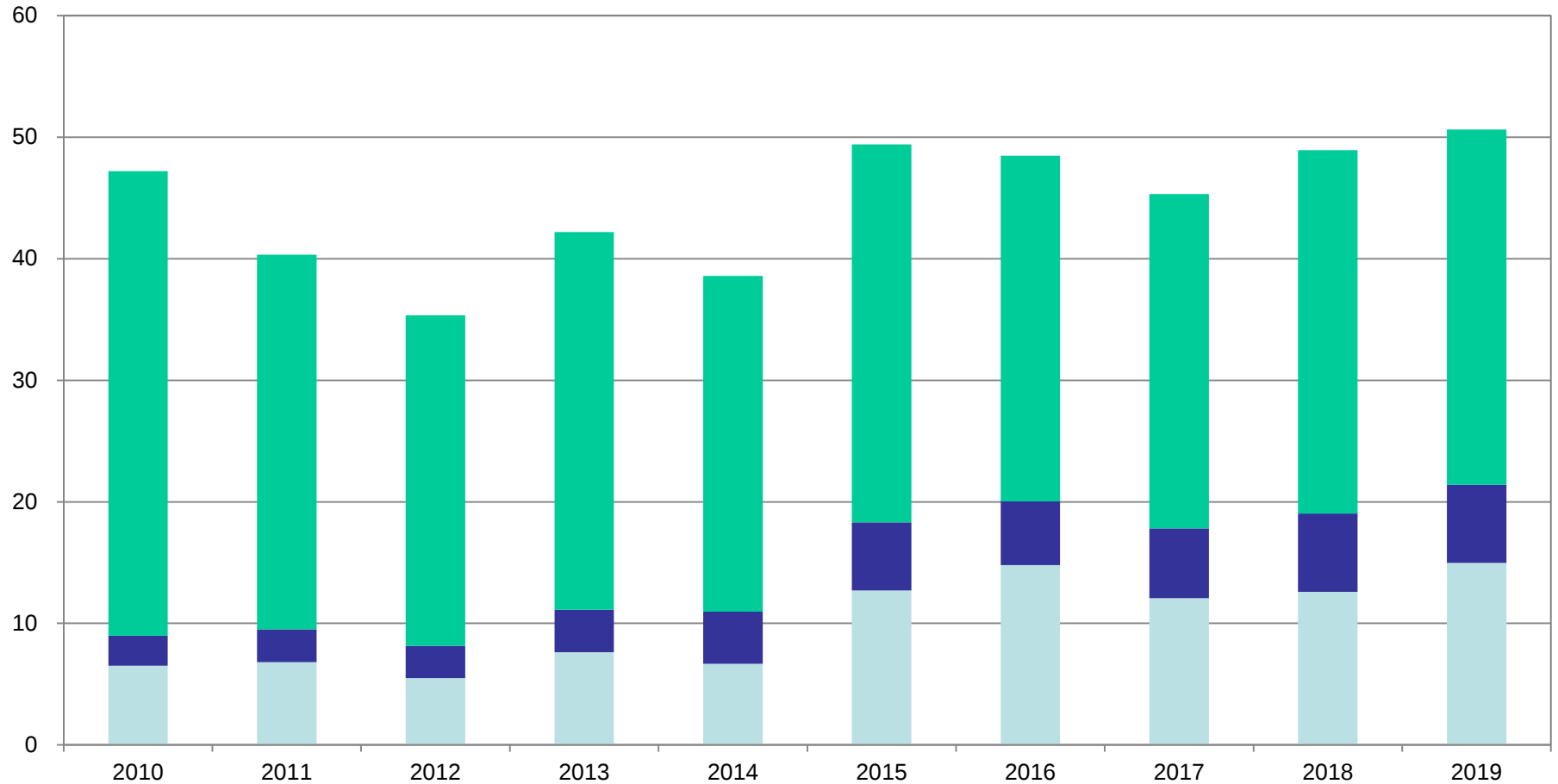
Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Public sector	13,760	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931	16,421
Private sector	4,942	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540	9,387
Overseas	31,176	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683	21,326

【3】 Order backlog breakdown: by segment

Billions
of yen

Public sector Private sector Overseas



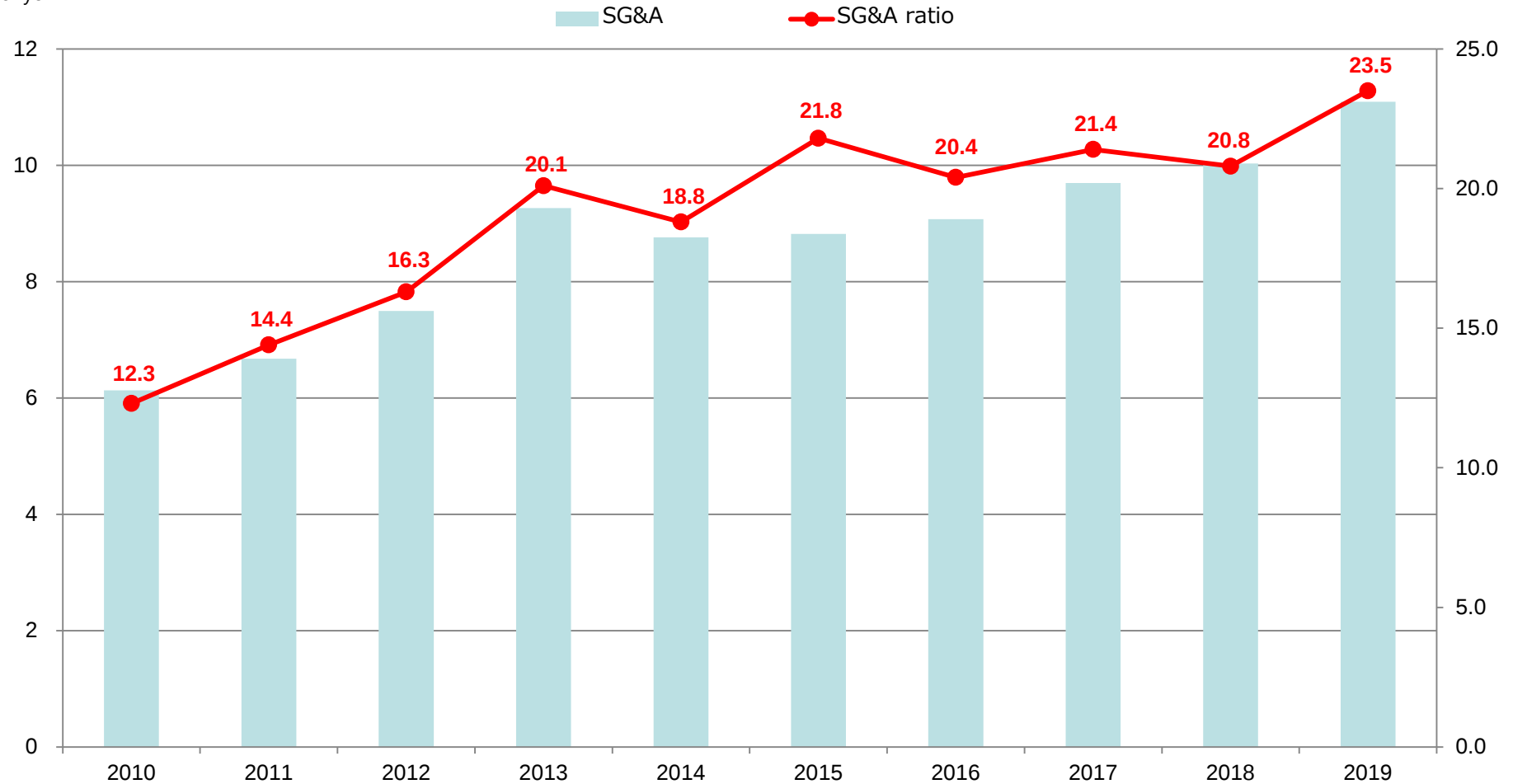
Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Public sector	6,528	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585	14,987
Private sector	2,455	2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447	6,399
Overseas	38,231	30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908	29,253

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

Billions
of yen

%



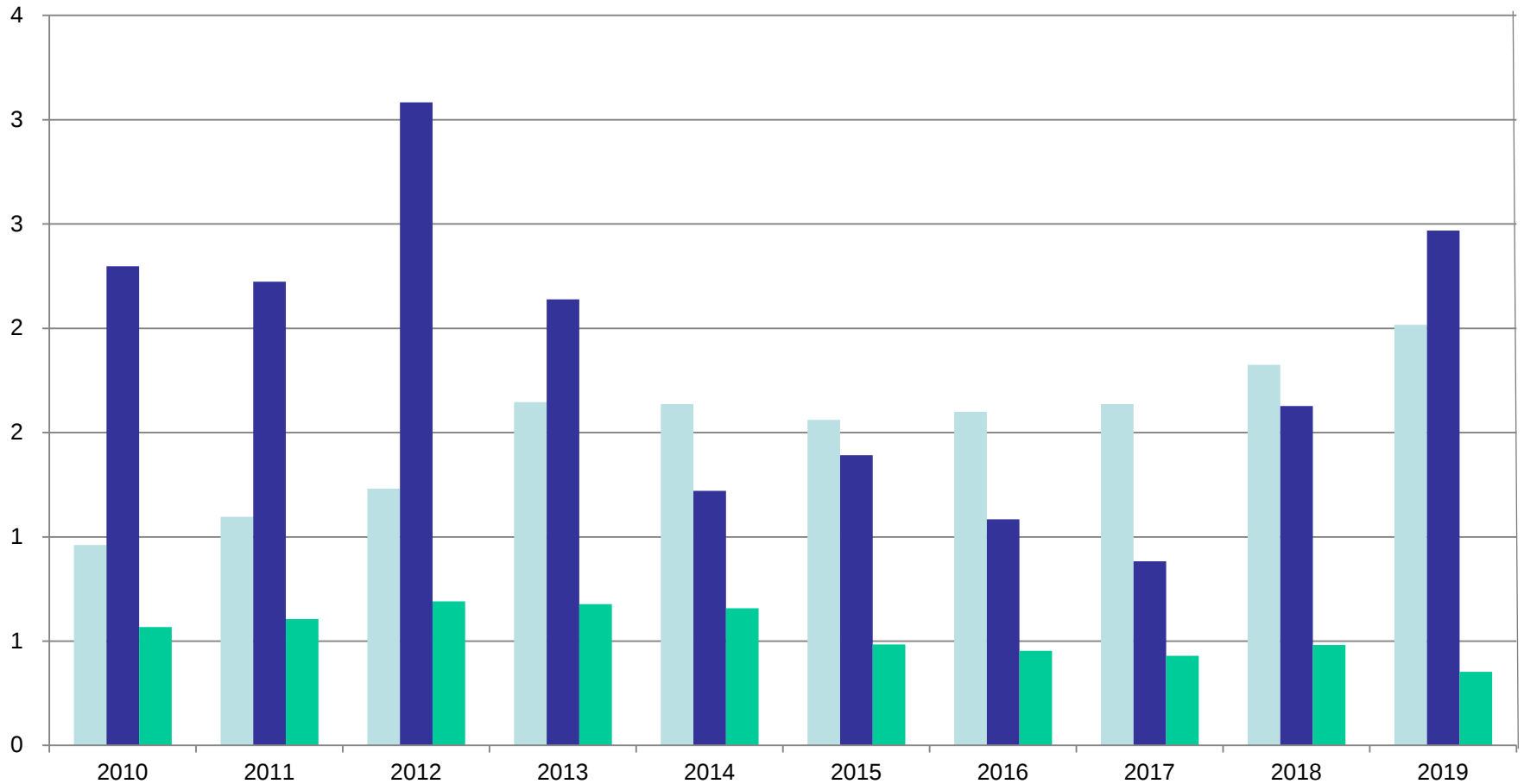
Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
SG&A	6,130	6,673	7,497	9,265	8,761	8,818	9,075	9,697	10,032	11,090
SG&A-to-sales ratio	12.3	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8	23.5

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

Billions
of yen

Depreciation Capital investments R&D expense



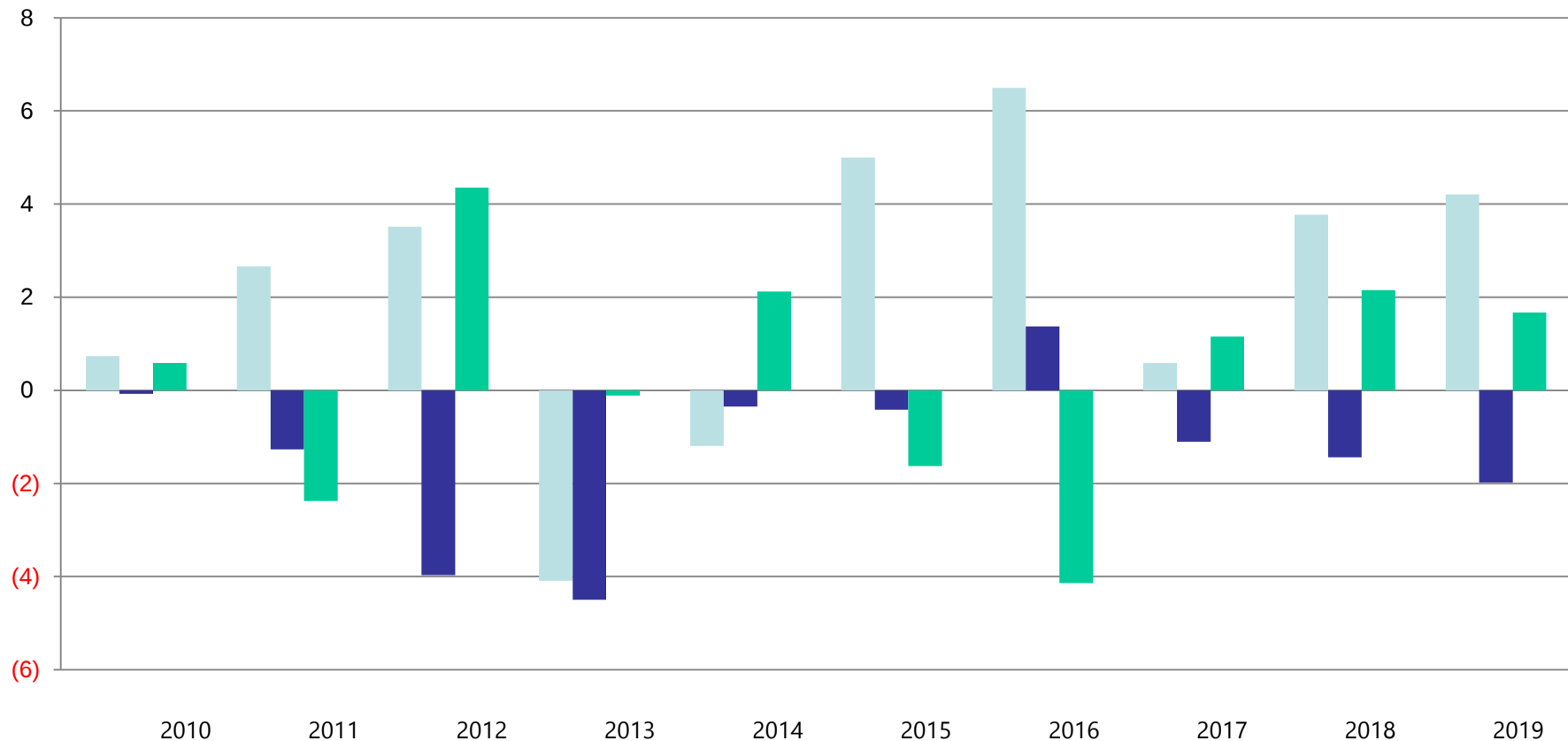
Millions of yen

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Depreciation	961	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825	2,017
Capital investments	2,297	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627	2,469
R&D expense	567	606	691	678	658	484	453	430	482	353

【5】 Cash Flow

Billions
of yen

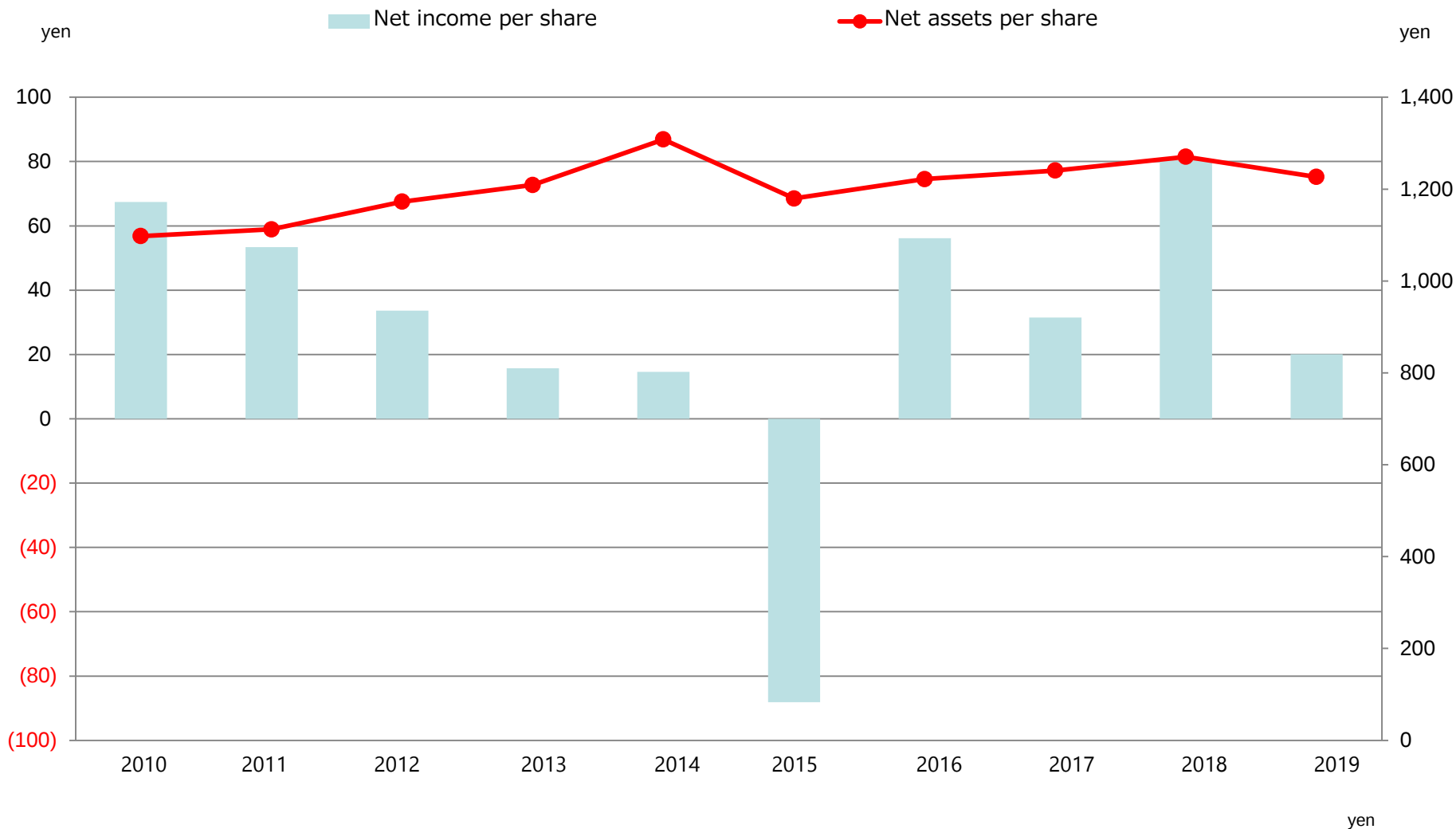
■ Cash flow from operations
 ■ Cash flow from investments
 ■ Cash flow from financial activities



Millions of yen

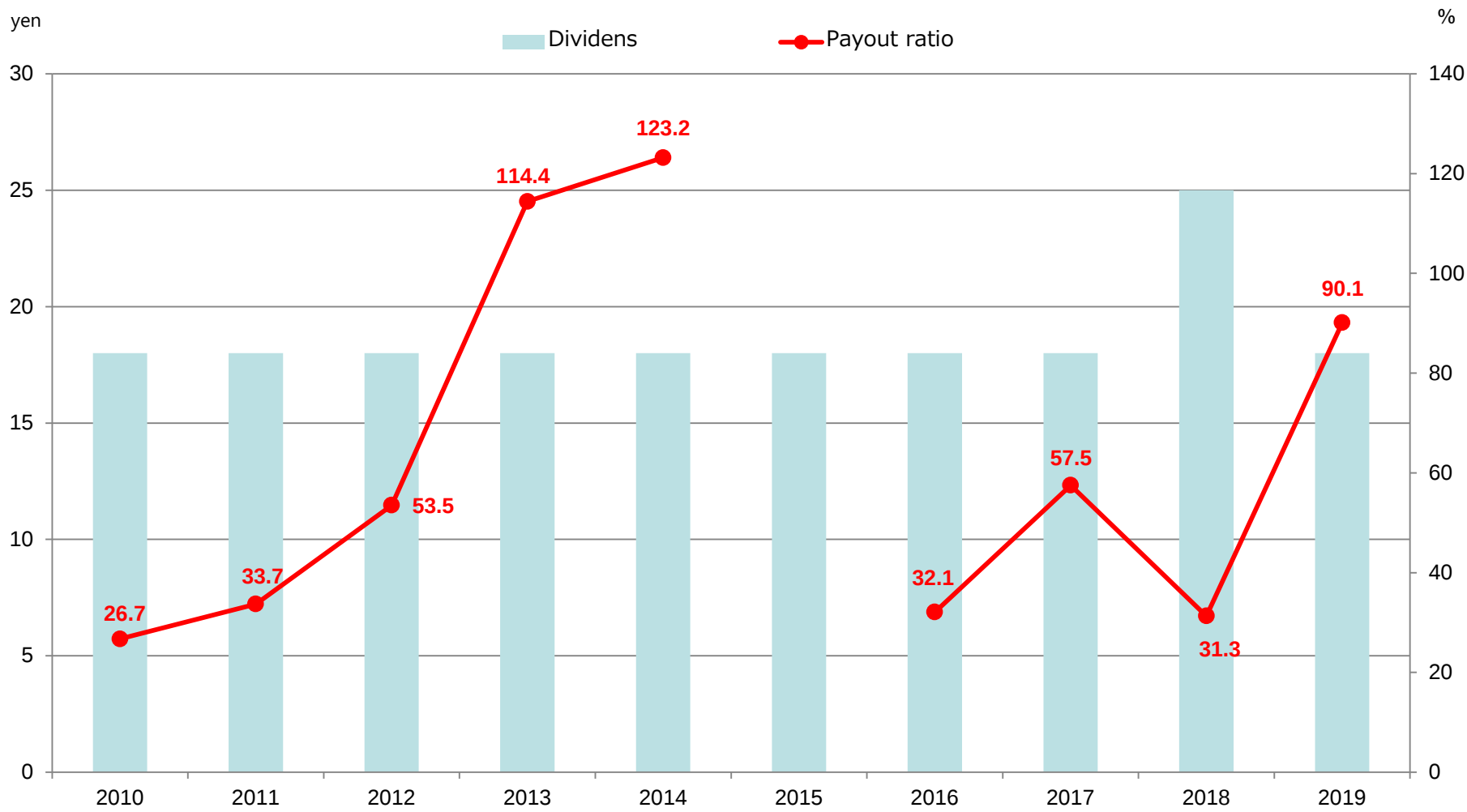
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Cash flow from operations	735	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769	4,207
Cash flow from investments	▲75	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438	▲1,976
Cash flow from financial activities	590	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150	▲1,672

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



	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Net income per share	67.45	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18	20.07
Net assets per share	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	1,226.56

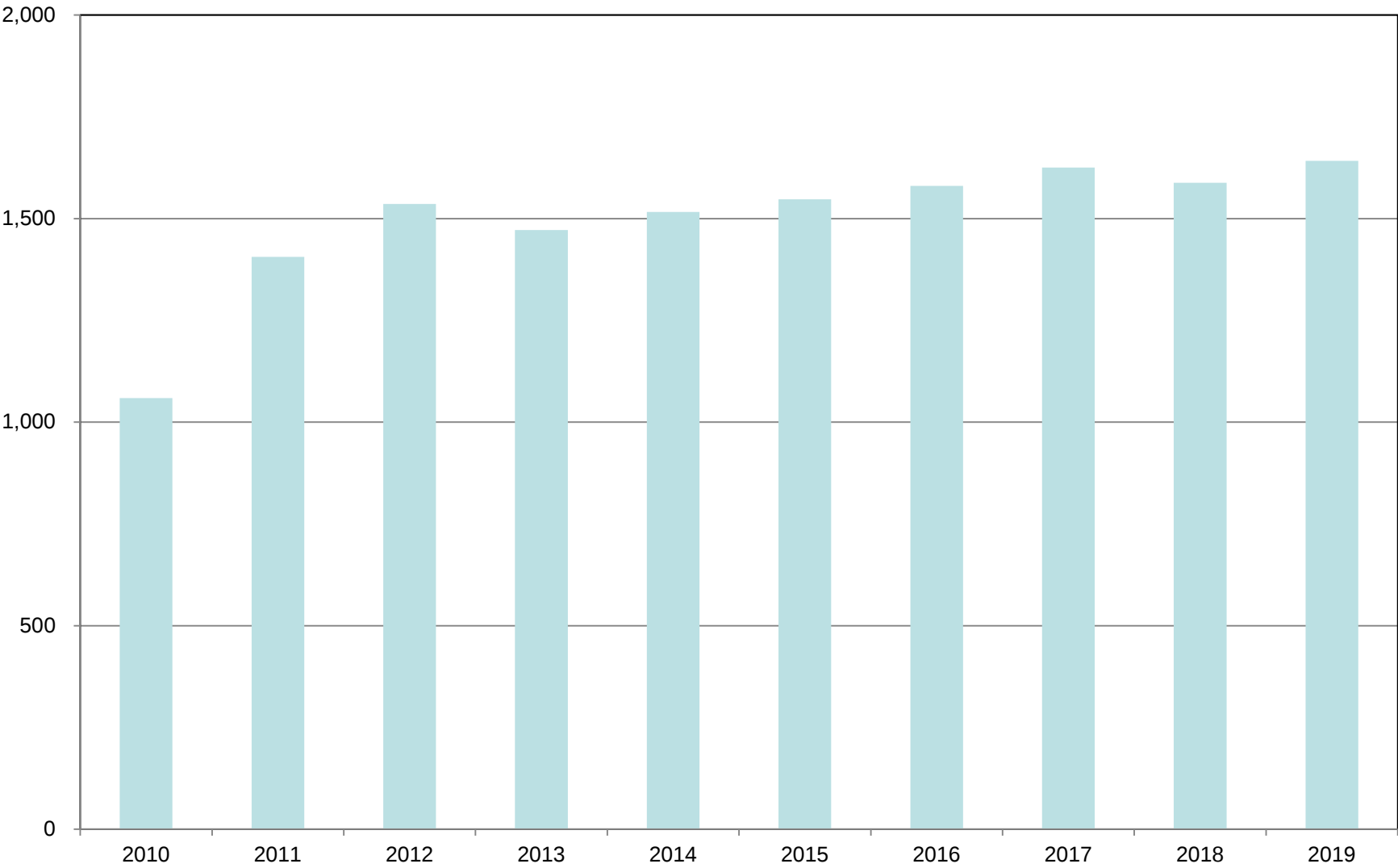
【7】 Stock information: Dividends, Payout ratio



	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Dividends	18	18	18	18	18	18	18	18	25※	18
Payout ratio	26.7	33.7	53.5	114.4	123.2	—	32.1	57.5	31.3	90.1

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

【8】 Employees



	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
Employees	1,059	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588	1,642