

Fact Sheets

FY 2011 – FY 2020

TORISHIMA PUMP MFG,CO.,LTD.

Fact sheets for consolidated financial results from FY 2011 to FY 2020

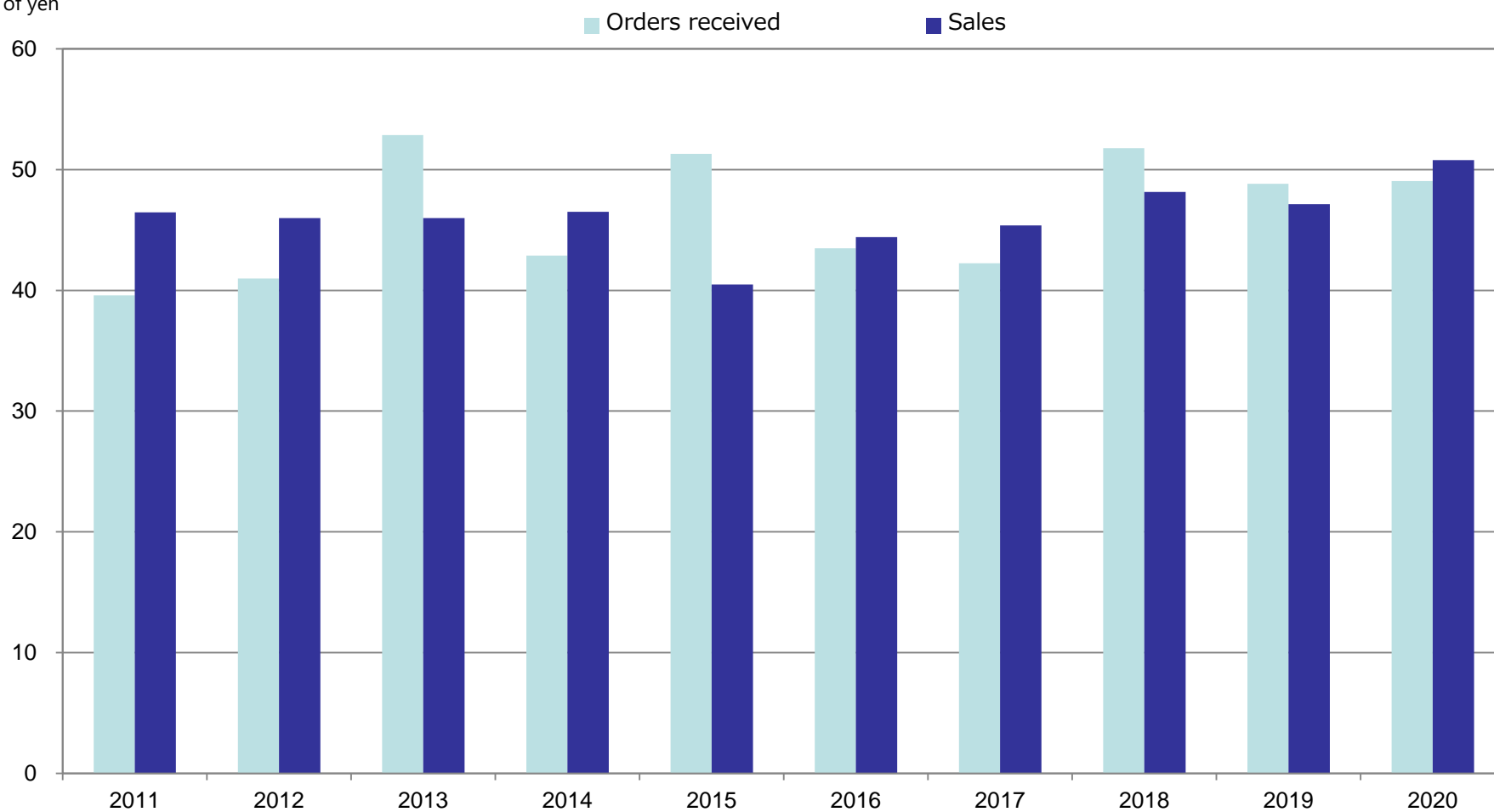
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		FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	
【1】 Business Performance	Orders received	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768	48,824	49,055	
	Net sales	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154	47,126	50,787	
	Gross operating income	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763	12,310	13,462	
	Operating income	2,286	517	▲945	400	373	1,462	1,257	1,731	1,220	3,591	
	Ordinary income	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275	1,324	4,612	
	Net income	1,497	943	442	405	▲2,422	1,532	854	2,183	543	3,353	
	Gross profit margin (%)	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4	26.1	26.5	
	Operating profit margin (%)	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6	2.6	7.1	
	ROE(Return on Equity) (%)	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4	1.6	9.5	
	ROA(Return on Asset) (%)	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0	0.7	4.2	
【2】 Financial Status	Total assets	60,812	68,232	68,062	71,987	66,198	67,719	71,171	72,674	72,961	79,185	
	Net assets	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947	33,470	37,609	
	Equity ratio (%)	51.3	48.2	49.9	50.0	48.7	48.9	47.3	47.7	45.4	47.0	
【3】 Breakdown of Orders received Net sales Order backlog	Net sales by region	Japan	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471	25,799	28,980
		Asia	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168	8,306	7,650
		Middle East	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196	8,929	9,421
		Others	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318	4,090	4,735
		Overseas ratio (%)	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2	45.3	42.9
	Orders received by segment	Public sector	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434	18,813	20,504
		Private sector	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258	9,339	9,623
		Overseas	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075	20,672	18,928
	Net sales by segment	Public sector	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931	16,421	19,682
		Private sector	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540	9,387	9,297
		Overseas	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683	21,326	21,807
	Order backlog by segment	Public sector	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585	14,987	15,808
Private sector		2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447	6,399	6,724	
Overseas		30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908	29,253	26,374	
【4】 Major Expenditures	SG&A	6,673	7,497	9,265	8,761	8,818	9,705	9,697	10,032	11,090	9,870	
	SG&A-to-sales ratio (%)	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8	23.5	19.4	
	Depreciation	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825	2,017	1,706	
	Capital investment	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627	2,469	2,450	
	R&D expense	606	691	678	658	484	453	430	482	353	381	
【5】 Cash Flow	Cash flow from operations	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769	4,207	4,366	
	Cash flow from investments	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438	▲1,976	▲1,645	
	Cash flow from financial activities	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150	▲1,672	▲2,070	
【6】 Per share Info	Net income per share (yen)	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18	20.07	126.47	
	Net assets per share (yen)	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	1,422.14	
【7】 Stock Info	Dividends	18	18	18	18	18	18	18	25**	18	21	
	Payout ratio (%)	33.7	53.5	—	—	—	32.1	57.5	31.3	90.1	16.6	
【8】 Employees	Number of employees	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588	1,642	1,608	

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

【1】 Business Performance: Orders received , Net sales

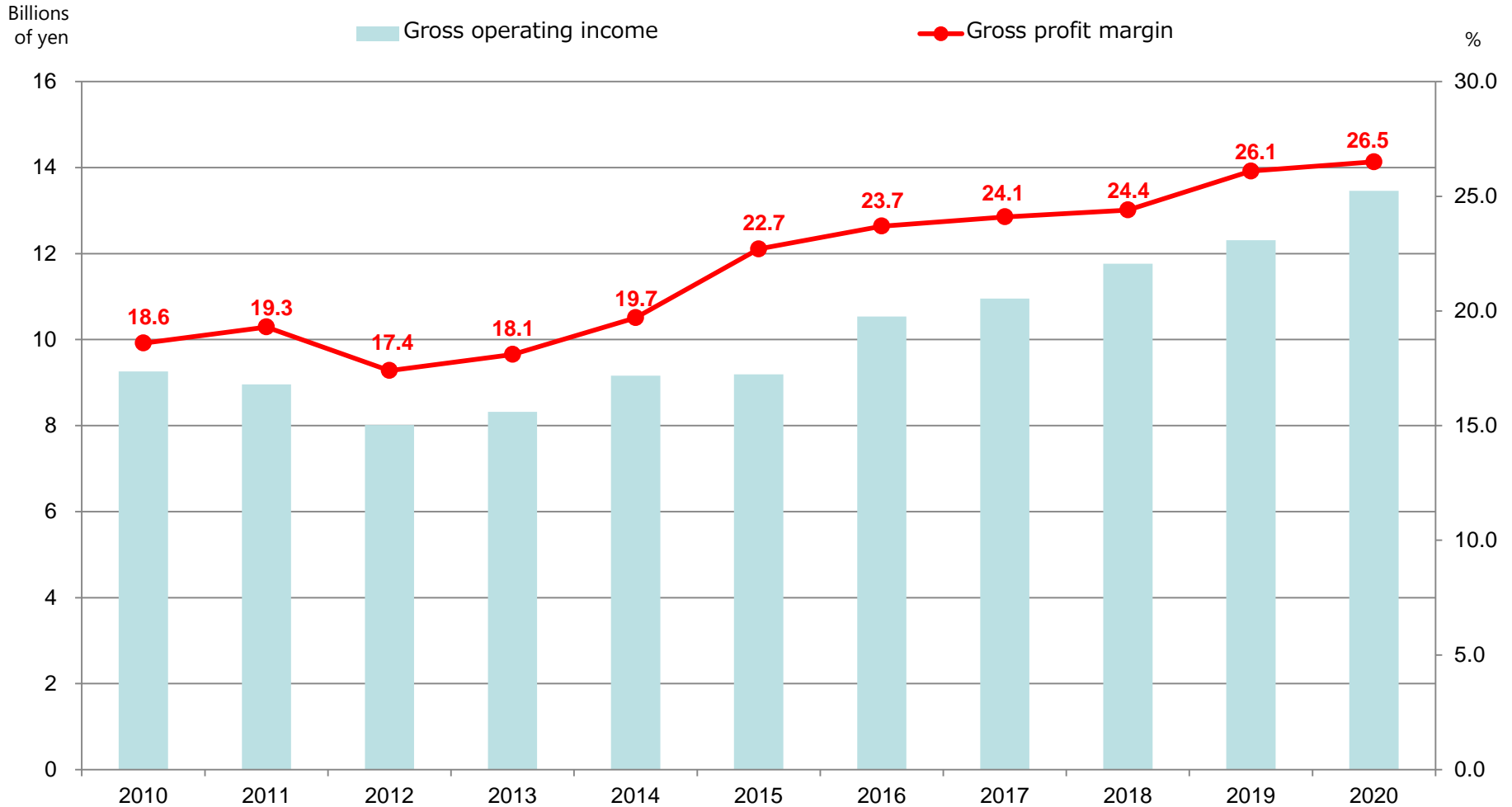
Billions
of yen



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Orders received	39,579	40,975	52,847	42,878	51,304	43,483	42,233	51,768	48,824	49,055
Sales	46,453	45,974	45,985	46,501	40,479	44,414	45,381	48,154	47,126	50,787

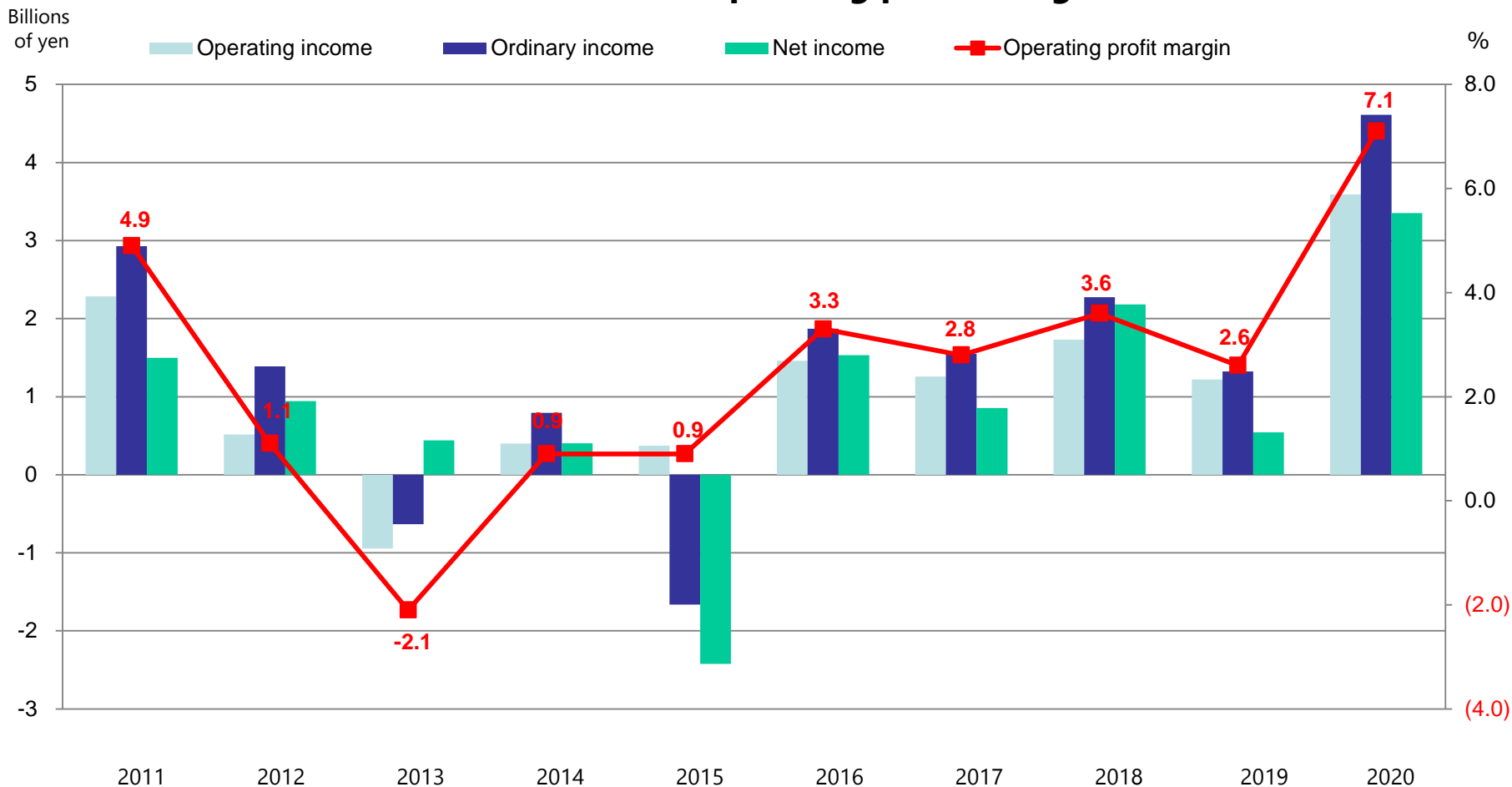
【1】 Business Performance: Gross operating income, Gross profit margin



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Gross operating income	8,959	8,015	8,320	9,162	9,191	10,538	10,954	11,763	12,310	13,462
Gross profit margin	19.3	17.4	18.1	19.7	22.7	23.7	24.1	24.4	26.1	26.5

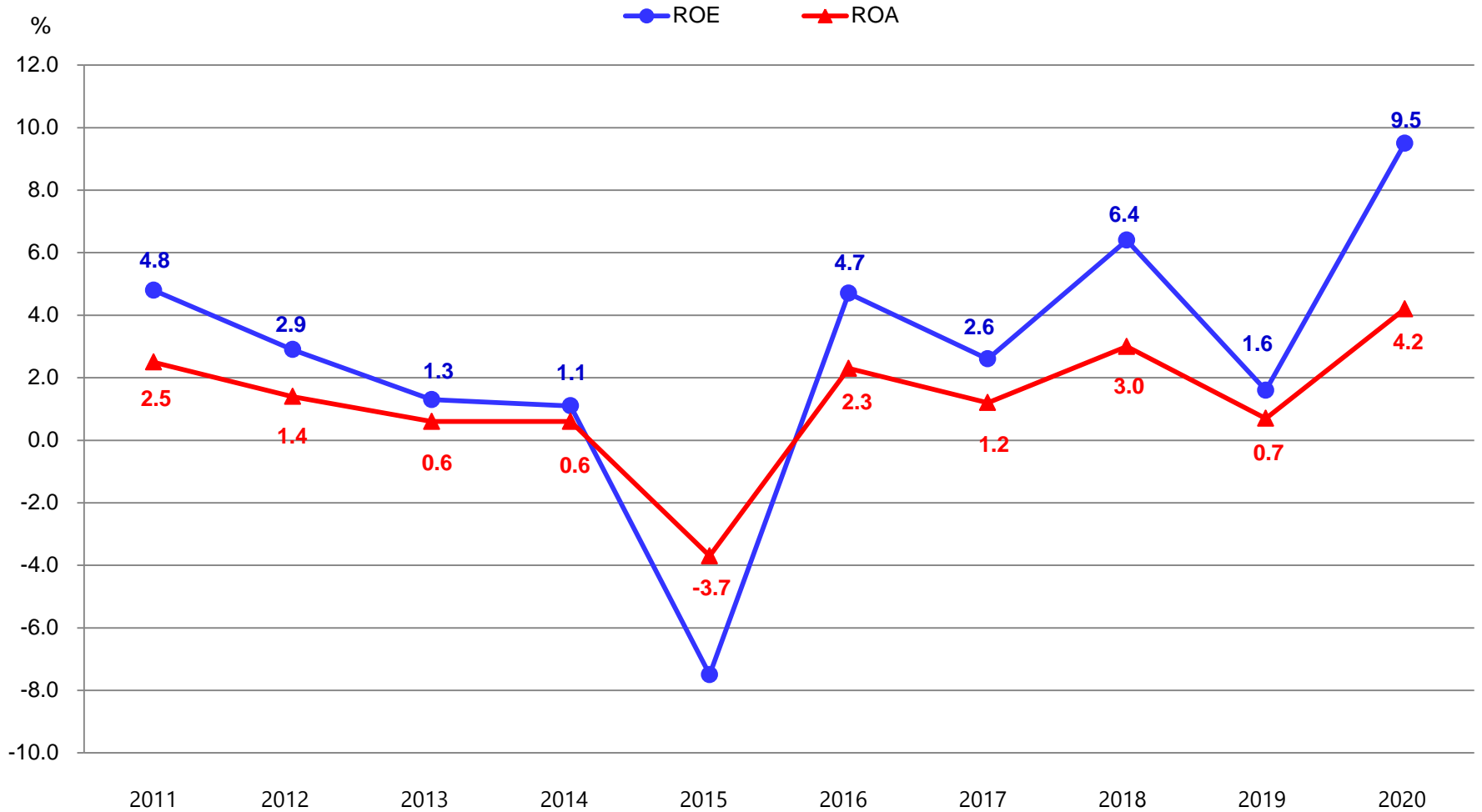
【1】 Business Performance: Operating income, Ordinary income, Net income, Operating profit margin



Millions of yen

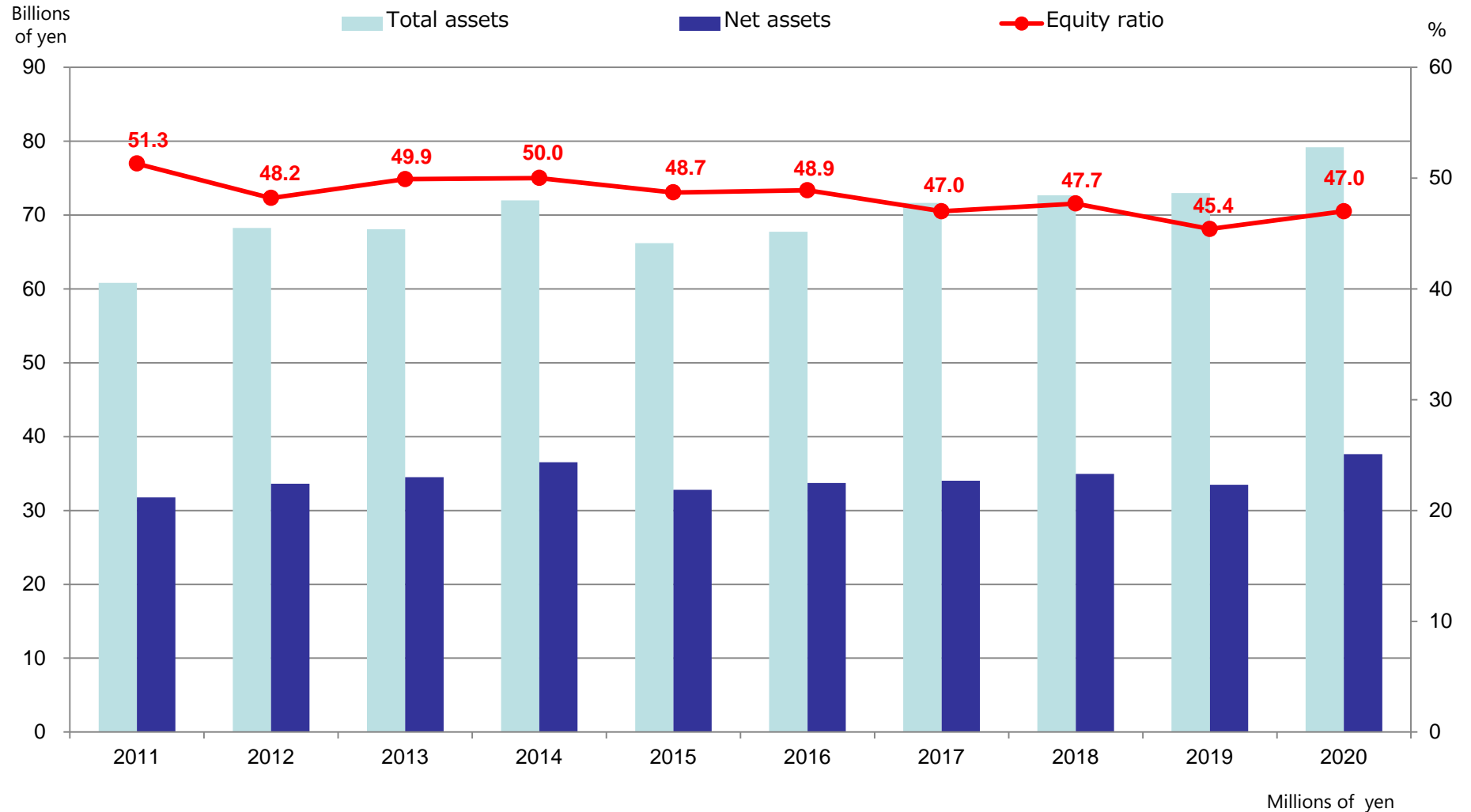
	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Operating income	2,286	517	▲945	400	373	1,462	1,257	1,731	1,220	3,591
Ordinary Income	2,929	1,389	▲632	793	▲1,663	1,871	1,549	2,275	1,324	4,612
Net income	1,497	943	442	405	▲2,422	1,532	854	2,183	543	3,353
Operating profit Margin	4.9	1.1	▲2.1	0.9	0.9	3.3	2.8	3.6	2.6	7.1

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



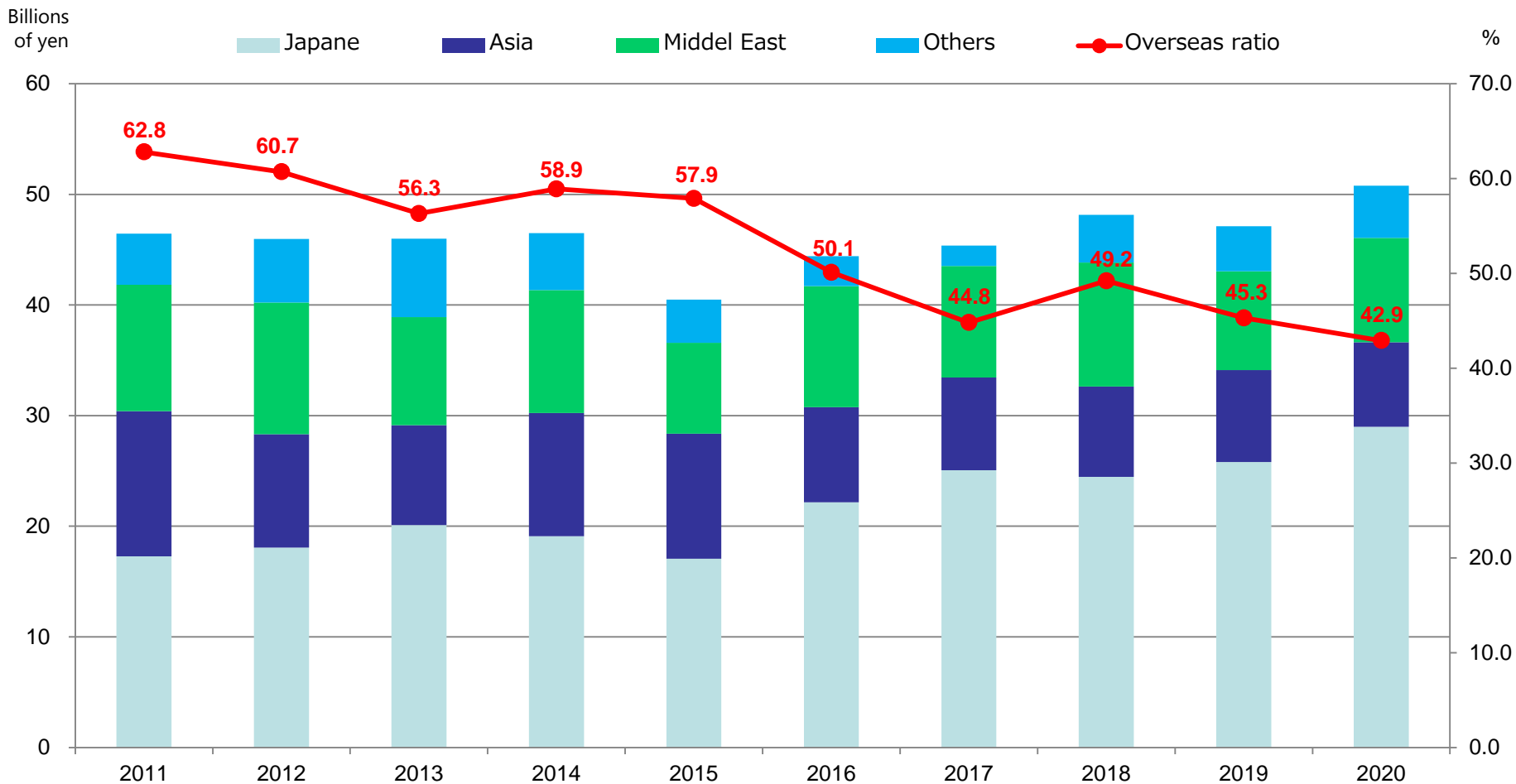
	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
ROE (Return on Equity)	4.8	2.9	1.3	1.1	▲7.5	4.7	2.6	6.4	1.6	9.5
ROA (Return on Asset)	2.5	1.4	0.6	0.6	▲3.7	2.3	1.2	3.0	0.7	4.2

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



	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Total assets	60,812	68,232	68,062	71,987	66,198	67,719	71,171	72,674	72,961	79,185
Net assets	31,775	33,602	34,524	36,532	32,794	33,713	34,017	34,947	33,470	37,609
Equity ratio	51.3	48.2	49.9	50.0	48.7	48.9	47.3	47.7	45.4	47.0

【3】 Net sales breakdown: by region



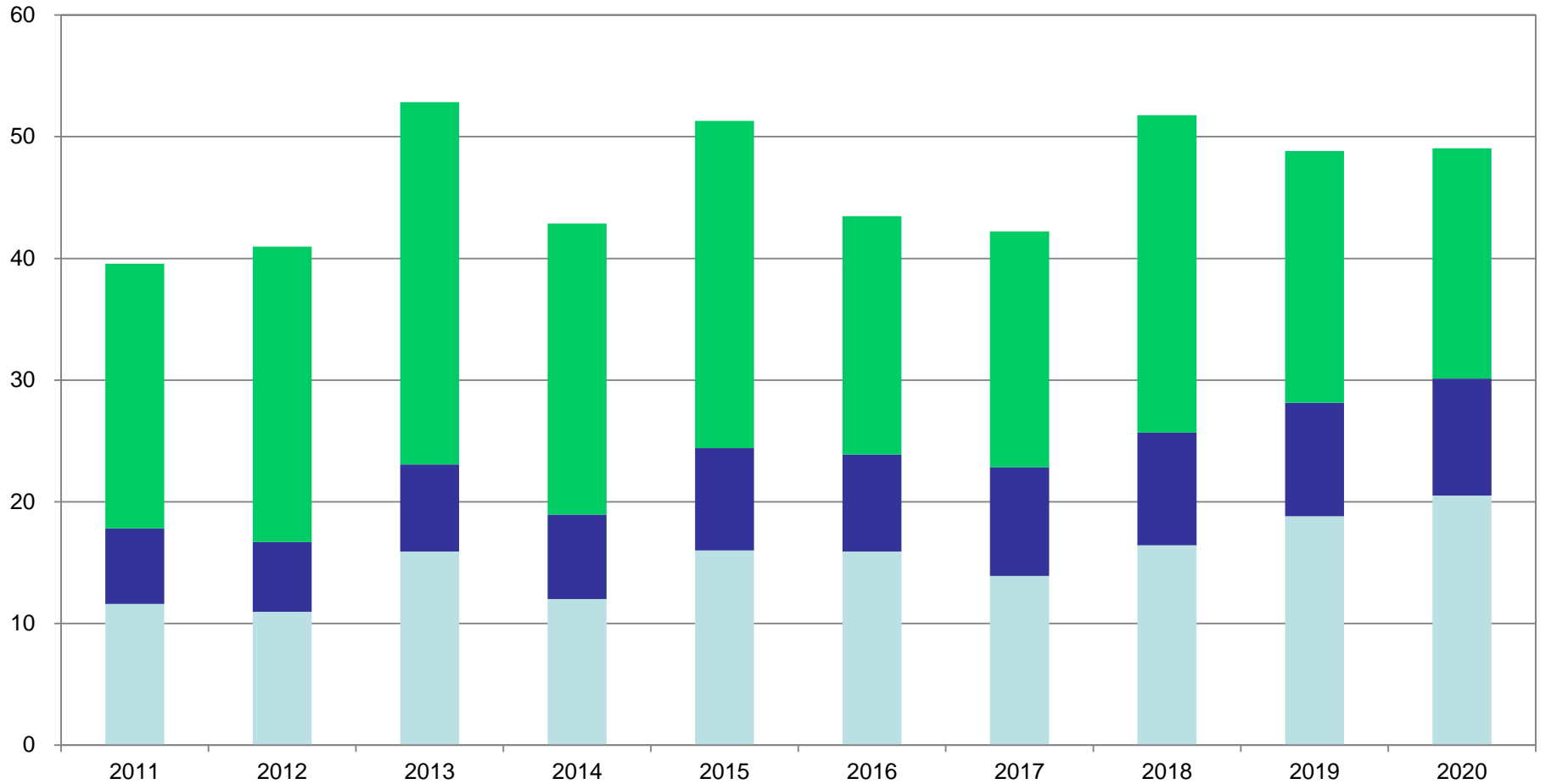
Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Japan	17,281	18,070	20,096	19,104	17,059	22,153	25,058	24,471	25,799	28,980
Asia	13,125	10,259	9,042	11,124	11,307	8,612	8,391	8,168	8,306	7,650
Middle East	11,430	11,887	9,753	11,115	8,225	10,940	10,064	11,196	8,929	9,421
Others	4,615	5,758	7,092	5,156	3,887	2,708	1,866	4,318	4,090	4,735
Overseas ratio	62.8	60.7	56.3	58.9	57.9	50.1	44.8	49.2	45.3	42.9

【3】 Orders received breakdown: by segment

Billions of yen

Public sector Private sector Overseas



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Public sector	11,600	10,971	15,923	12,001	16,013	15,913	13,914	16,434	18,813	20,504
Private sector	6,205	5,733	7,144	6,943	8,396	7,973	8,914	9,258	9,339	9,623
Overseas	21,772	24,270	29,779	23,933	26,895	19,595	19,403	26,075	20,672	18,928

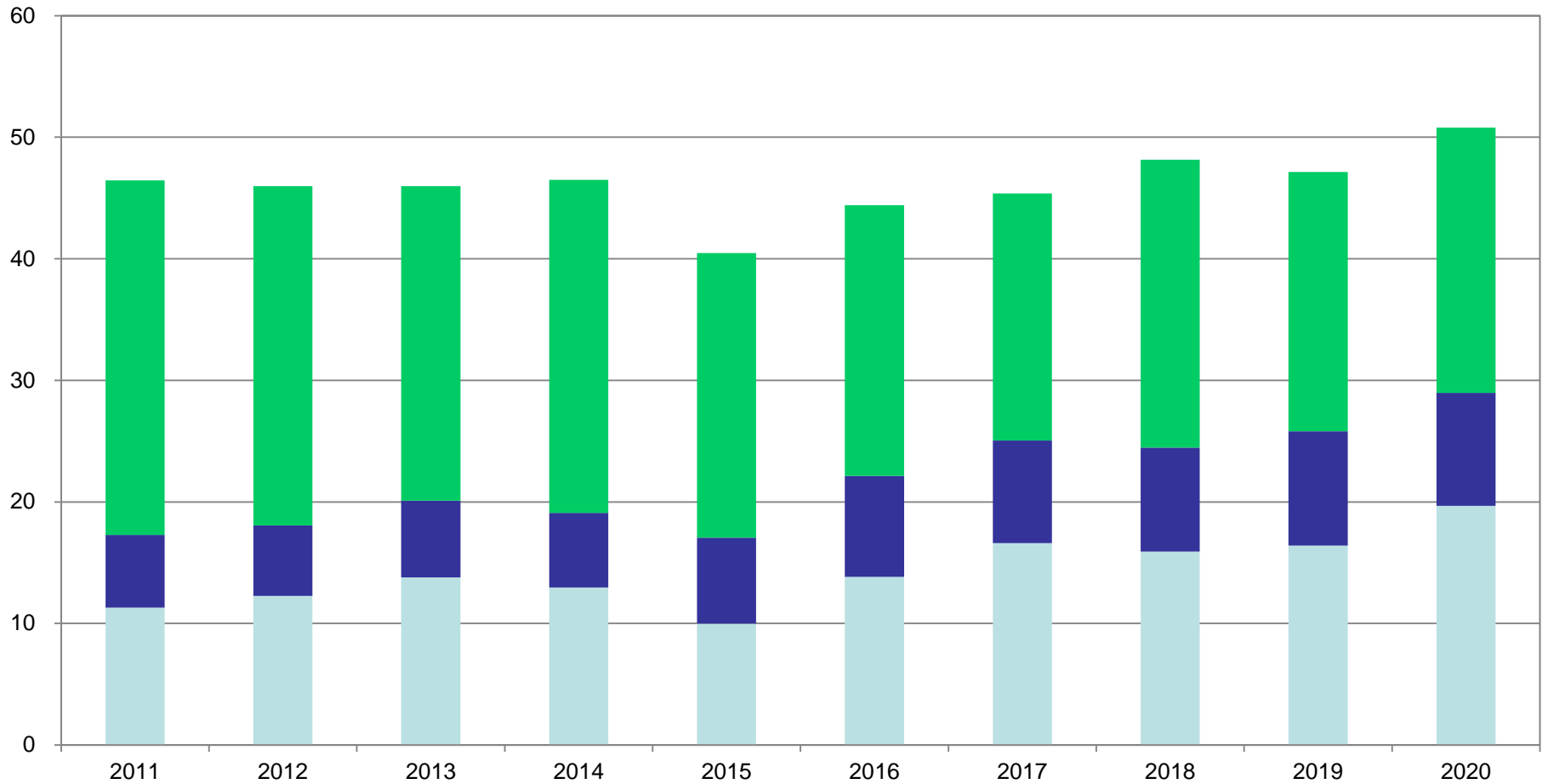
【3】 Net sales breakdown: by segment

Billions of yen

Public sector

Private sector

Overseas



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Public sector	11,317	12,277	13,797	12,957	9,980	13,832	16,621	15,931	16,421	19,682
Private sector	5,963	5,792	6,299	6,146	7,078	8,320	8,436	8,540	9,387	9,297
Overseas	29,172	27,904	25,888	27,397	23,419	22,261	20,322	23,683	21,326	21,807

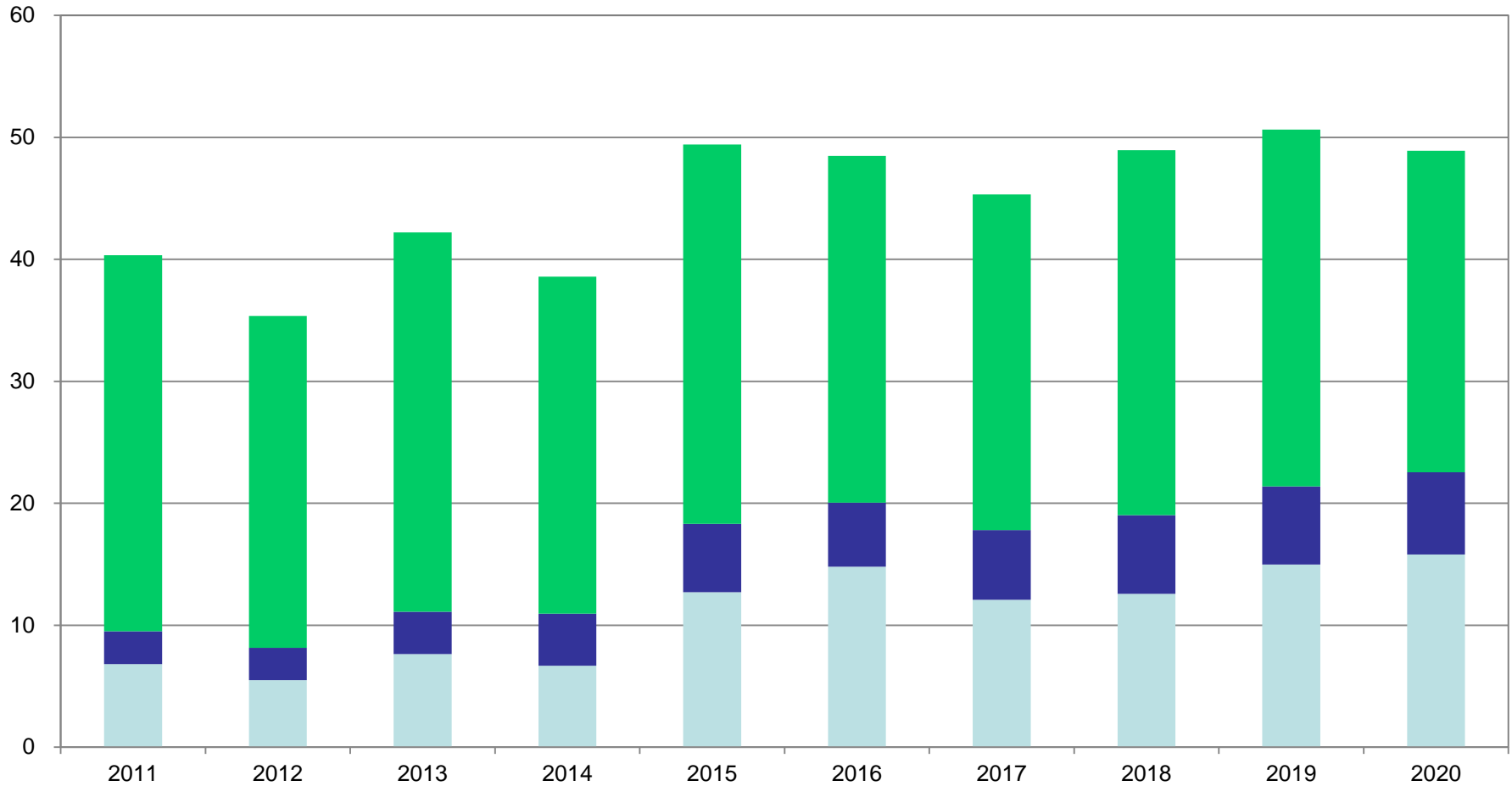
【3】 Order backlog breakdown: by segment

Billions of yen

Public sector

Private sector

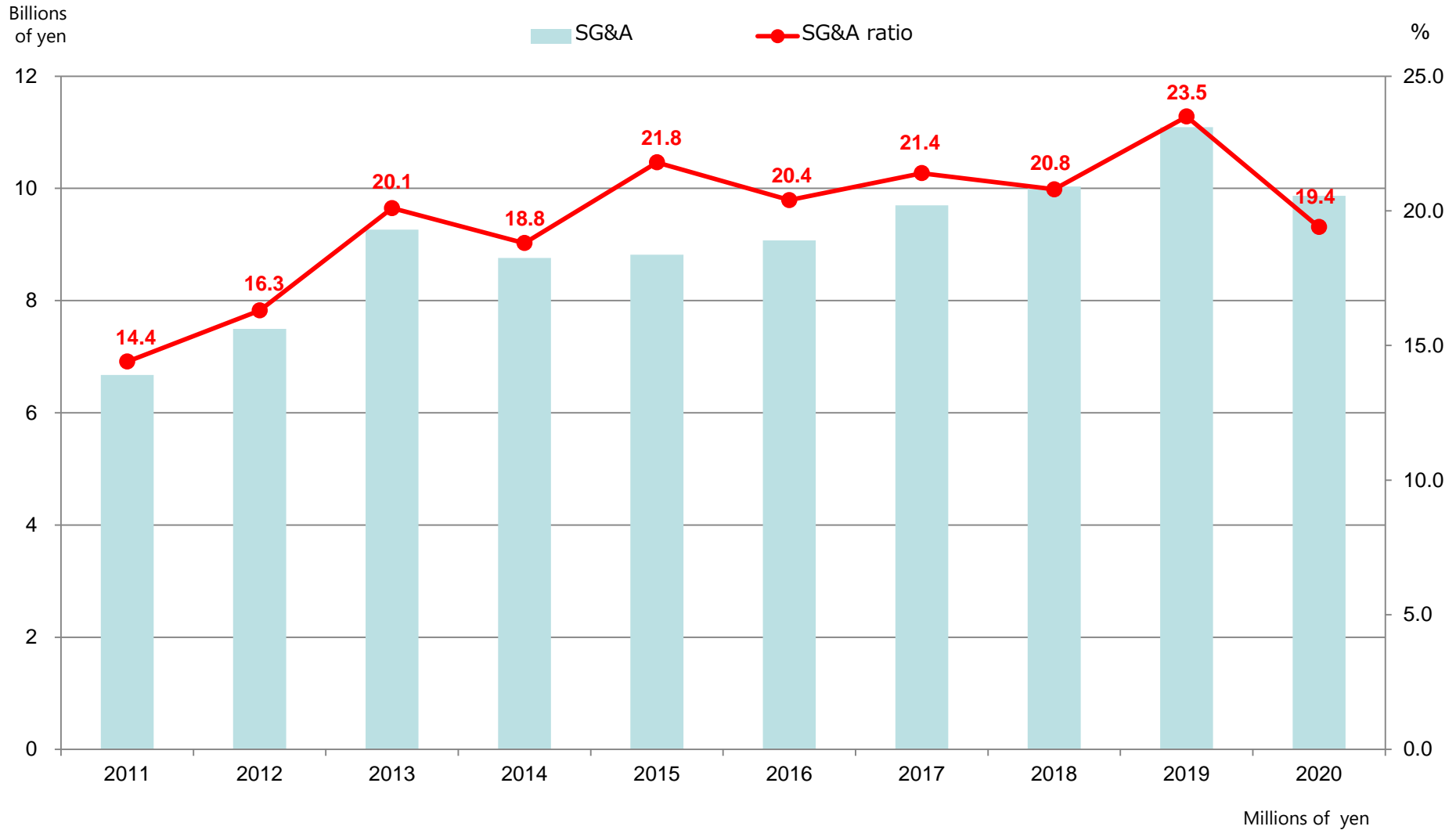
Overseas



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Public sector	6,811	5,505	7,631	6,675	12,707	14,788	12,082	12,585	14,987	15,808
Private sector	2,698	2,639	3,484	4,281	5,598	5,251	5,729	6,447	6,399	6,724
Overseas	30,832	27,198	31,089	27,625	31,101	28,436	27,516	29,908	29,253	26,374

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

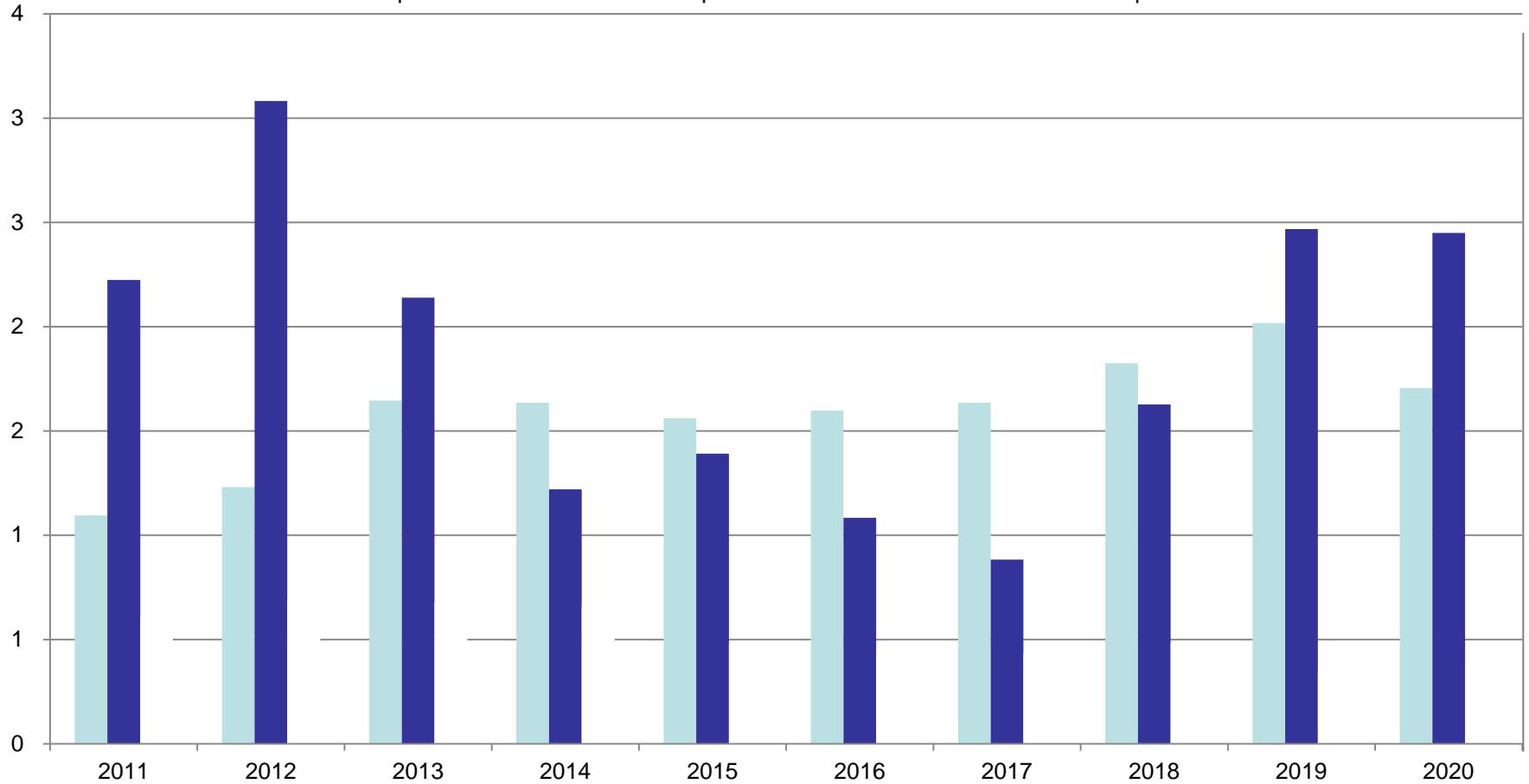


	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
SG&A	6,673	7,497	9,265	8,761	8,818	9,075	9,697	10,032	11,090	9,870
SG&A-to-sales ratio	14.4	16.3	20.1	18.8	21.8	20.4	21.4	20.8	23.5	19.4

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

Billions of yen

■ Depreciation ■ Capital investments ■ R&D expense



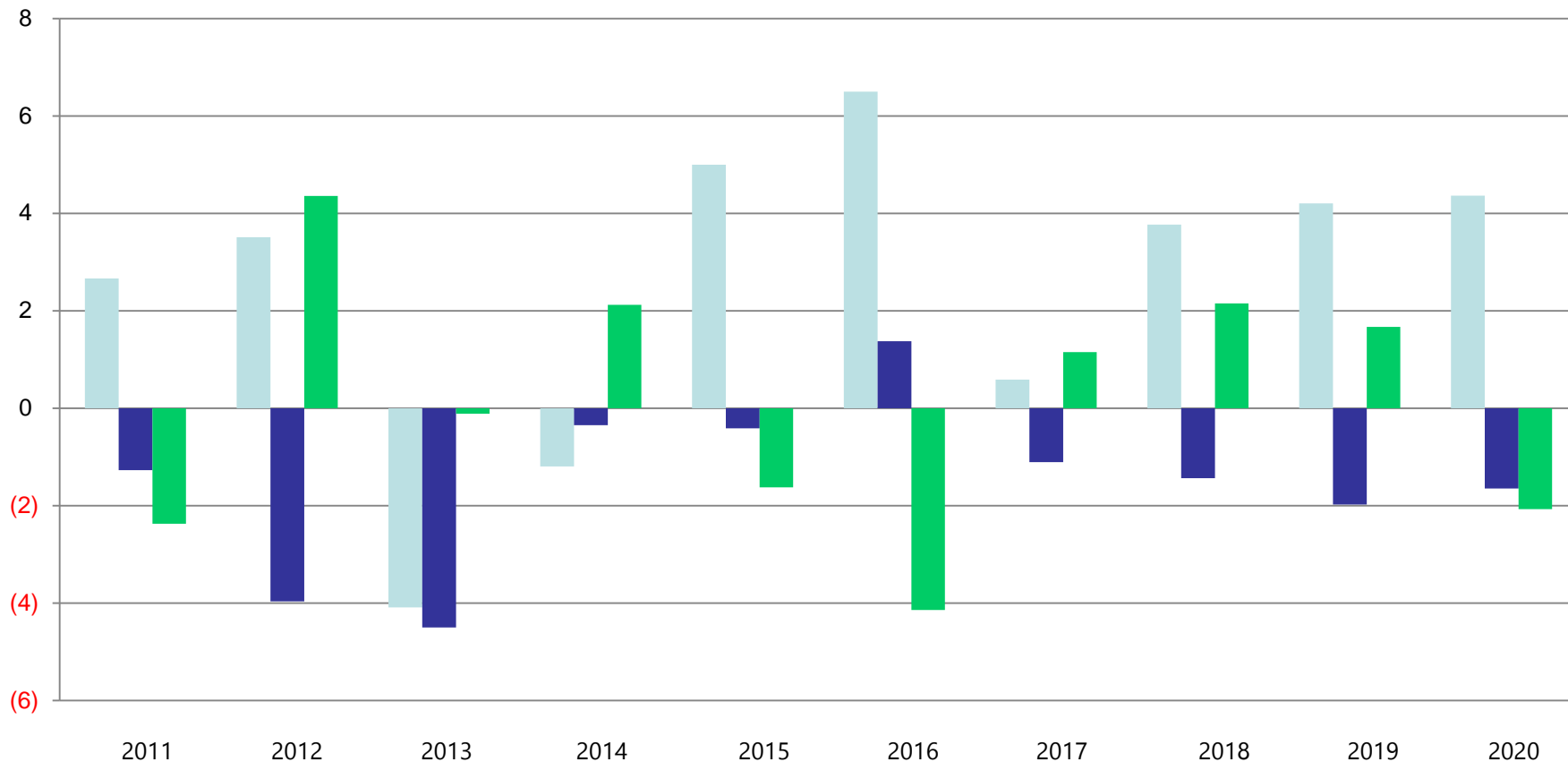
Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Depreciation	1,096	1,231	1,646	1,636	1,561	1,599	1,636	1,825	2,017	1,706
Capital investments	2,224	3,083	2,139	1,221	1,391	1,084	883	1,627	2,469	2,450
R&D expense	606	691	678	658	484	453	430	482	353	381

【5】 Cash Flow

Billions of yen

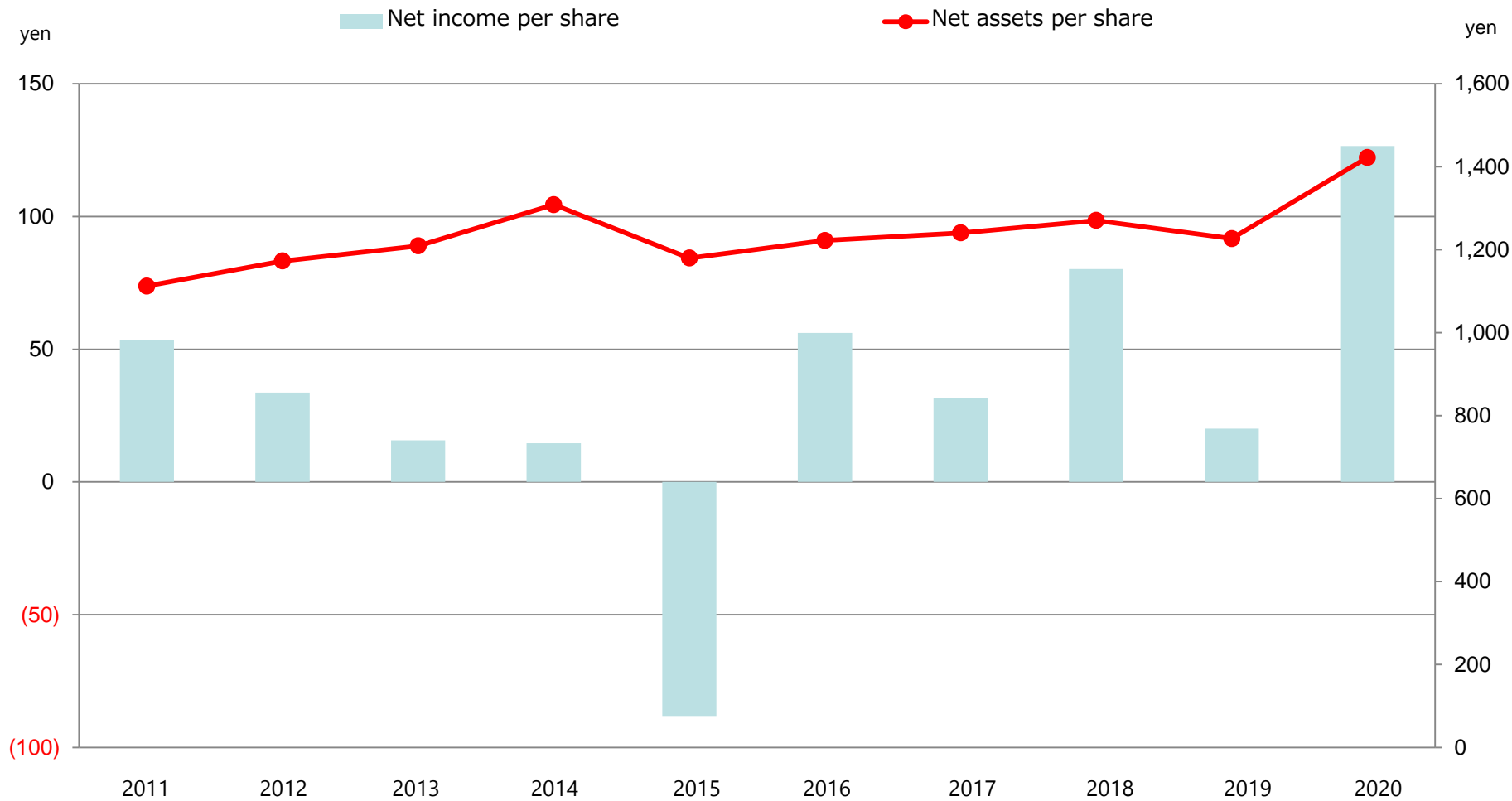
■ Cash flow from operations
 ■ Cash flow from investments
 ■ Cash flow from financial activities



Millions of yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Cash flow from operations	2,661	3,513	▲4,086	▲1,194	5,000	6,496	587	3,769	4,207	4,366
Cash flow from investments	▲1,269	▲3,966	▲4,498	▲345	▲415	1,376	▲1,105	▲1,438	▲1,976	▲1,645
Cash flow from financial activities	▲2,371	4,356	▲112	2,120	▲1,624	▲4,140	1,153	2,150	▲1,672	▲2,070

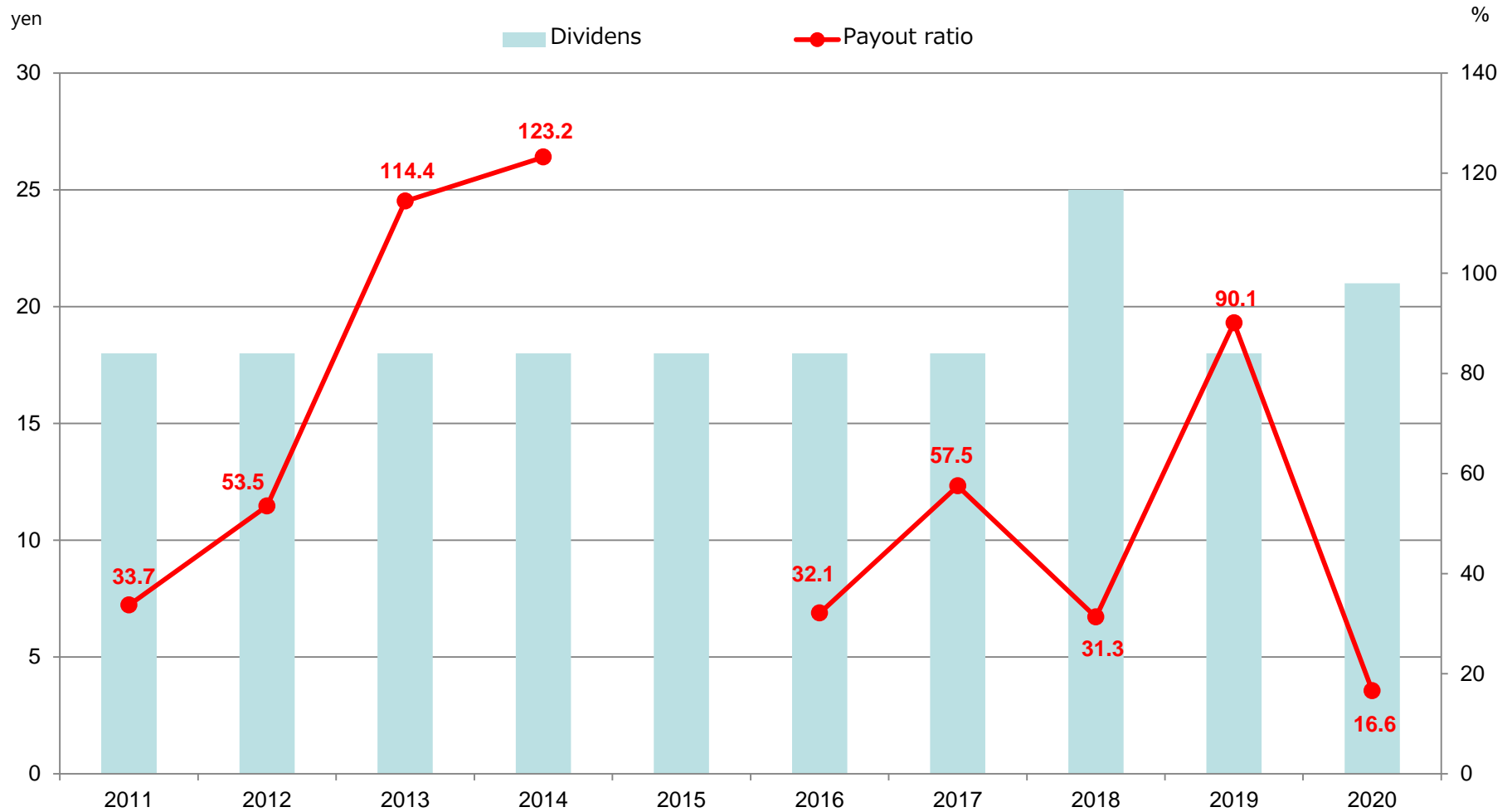
【6】- Per share information: Net income per share, Net assets per share



yen

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Net income per share	53.38	33.64	15.74	14.61	▲88.13	56.15	31.50	80.18	20.07	126.47
Net assets per share	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	1,422.14

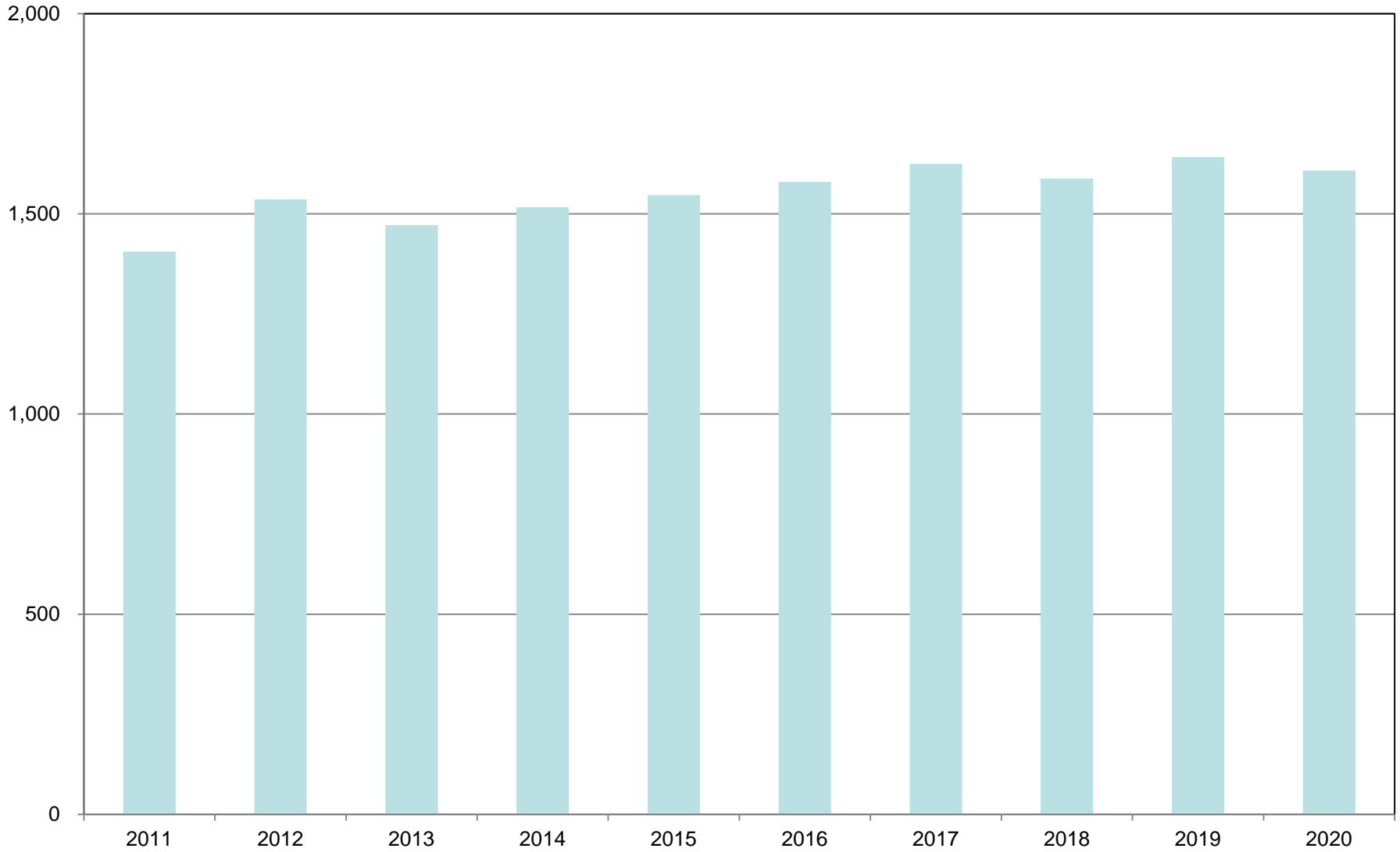
【7】 Stock information: Dividends, Payout ratio



	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Dividends	18	18	18	18	18	18	18	25*	18	21
Payout ratio	33.7	53.5	114.4	123.2	—	32.1	57.5	31.3	90.1	16.6

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

【8】 Employees



	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020
Employees	1,406	1,536	1,472	1,516	1,547	1,580	1,625	1,588	1,642	1,608