

# Consolidated Financial Results for the 3<sup>rd</sup> quarter of FY2020

(April 1st 2020 ~ December 31th 2020)

< February 10 2021 >

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

**Securities Code : 6363**

**[www.torishima.co.jp/en](http://www.torishima.co.jp/en)**

# FY2020 3Q Financial Results Outline

(April 1st 2020 ~ December 31th 2020)



		Billions of yen	YOY (billions of yen)
● Orders Received	...	37.2	+3.7
● Sales	...	30.7	+3.4
● Operating Income	...	0.1	+2.1
● Ordinary Income	...	0.6	+2.4
● Net Income	...	0.3	+2.8

# FY2020 3Q Consolidated Financial Results



- Orders received:** 35.4% increased in domestic public sector, 4.1% increased in domestic private sector, 5.4% decreased in overseas sector, overall orders received increased by 11.0% to 37.2 billions yen
- Sales:** 24.9% increased in domestic public sector, 0.4% decreased in domestic private sector, 12.2% increased in overseas sector, overall sales increased by 12.5% to 30.7 billions yen
- Profit:** Improved by more than 2 billion yen due to reductions in SG & A expenses such as provision for doubtful accounts and travel expenses.

Billions of yen

	FY2019 3Q	FY2020 3Q	YOY		FY2020 Full-year	Vs. Plan
			Amount	%		
Orders Received	33.5	37.2	+3.7	+11.0%	46.0	80.9%
Sales	27.3	30.7	+3.4	+12.5%	47.0	65.3%
Gross Operating Income (Gross profit margin)	6.5 (23.8%)	7.2 (23.5%)	+0.7 (-0.3pt)	+10.8% —	12.2 (26.0%)	59.0%
SG&A expense	8.5	7.0	-1.5	-17.6%	10.5	66.6%
Operating income (Operating profit margin)	-2.0 (-7.3%)	0.1 (0.3%)	+2.1 (+7.6pt)	— —	1.7 (3.6%)	5.9%
Non-operating Profit or loss	0.1	0.5	+0.4	—	—	—
Ordinary income	-1.8	0.6	+2.4	—	1.6	37.5%
Extraordinary profit or loss	-0.2	0.0	+0.2	—	—	—
Net income	-2.5	0.3	+2.8	—	1.2	25.0%

\*Foreign exchange rate (1USD)

110.99-03.2019  
109.56-12.2019

108.83-03.2019  
103.50-12.2019

# FY2020 3Q Financial Results

## (Non-consolidated / Subsidiaries)



### ■ Non-consolidated

	FY2019 3Q	FY2020 3Q	Increase-Decrease	
			Amount	%
Sales	21.2	23.4	+2.2	+10.4%
Gross Operating Income (Gross profit margin)	3.6 (17.0%)	4.0 (17.1%)	+0.4 (+0.1pt)	+11.1% —
SG&A expense	5.7	4.8	-0.9	+15.8%
Operating income (Operating profit margin)	-2.1 (-9.9%)	-0.8 (-3.4%)	+1.3 (+6.5pt)	—

- Sales increased by 2.2 billion yen driven by a large increase in domestic public sector and overseas sales, although it was flat in private sector.
- Gross profit margin remained at the same level as the same period of previous year.
- Operating income improved significantly due to a decrease in SG & A expenses.

### ■ Subsidiaries

Billions of yen

	FY2019 3Q	FY2020 3Q	Increase-Decrease	
			Amount	%
Sales	6.1	7.3	+1.2	+19.7%
Gross Operating Income (Gross profit margin)	2.9 (47.5%)	3.2 (43.8%)	+0.3 (-3.7pt)	*10.3% —
SG&A expense	2.8	2.2	-0.6	-21.4%
Operating income (Operating profit margin)	0.1 (1.6%)	0.9 (12.3%)	+0.8 (+10.7pt)	+800% —

- Although orders activities have been slow in the Middle East and certain countries in Asia due to Covid-19, both of sales and income increased driven by contributions from a pump manufacturing factory in China and a service-business company in the UK.
- Operating income also increased by 800 million yen due to a decrease in SG & A expenses.

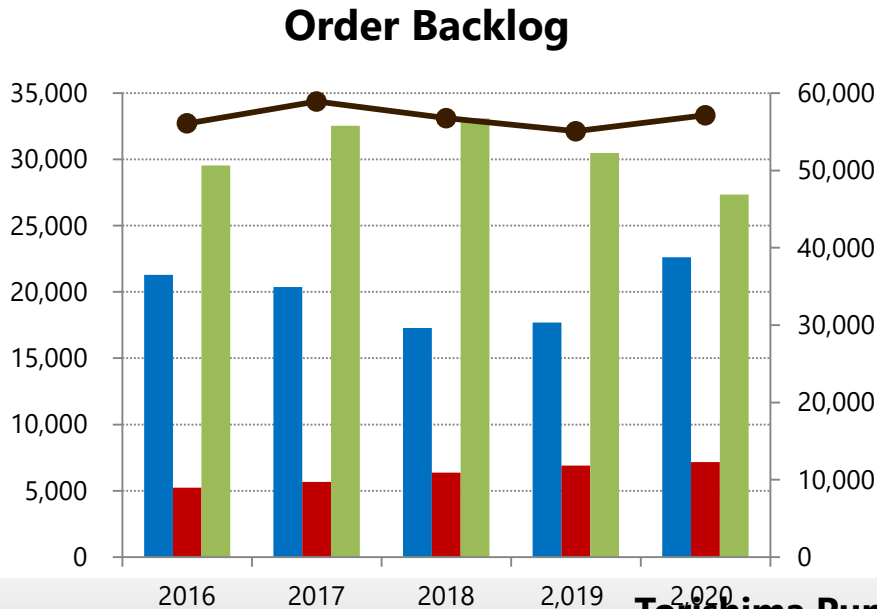
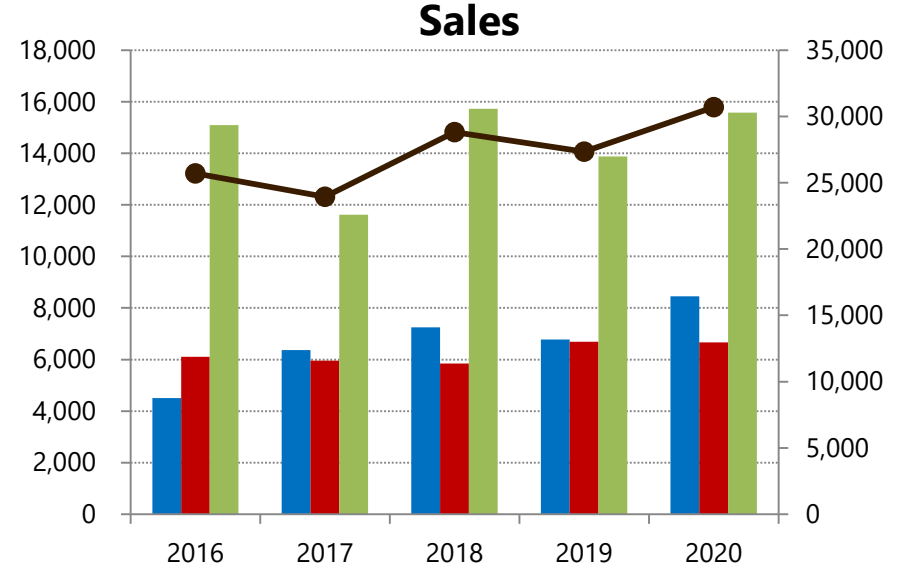
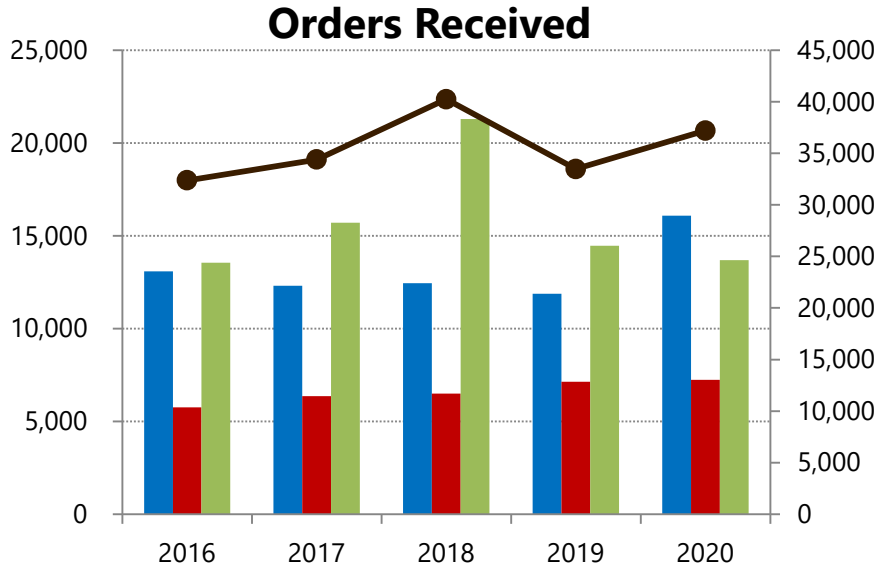
# 3Q Orders received, Sales and Orders backlog by sector



Millions of yen

	FY2019 3Q			FY2020 3Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	11,885	6,773	17,698	16,093	8,456	22,623
YOY rate	-4.5%	-6.6%	2.4%	35.4%	24.9%	27.8%
Private sector	7,130	6,687	6,890	7,420	6,662	7,157
YOY rate	9.9%	14.5%	8.0%	4.1%	-0.4%	3.9%
Overseas	14,458	13,880	30,486	13,680	15,576	27,357
YOY rate	-32.1%	-11.7%	-7.9%	-5.4%	12.2%	-10.3%
Total	33,475	27,341	55,076	37,194	30,696	57,138
YOY rate	-16.8%	-5.1%	-3.0%	11.1%	12.3%	3.7%

# 3Q Orders received, Sales and Orders backlog by sector



Left  
■ Public ■ Private ■ Overseas  
 Right  
● Total  
 Millions of yen

# 3Q Orders received, Sales and Orders backlog by segment



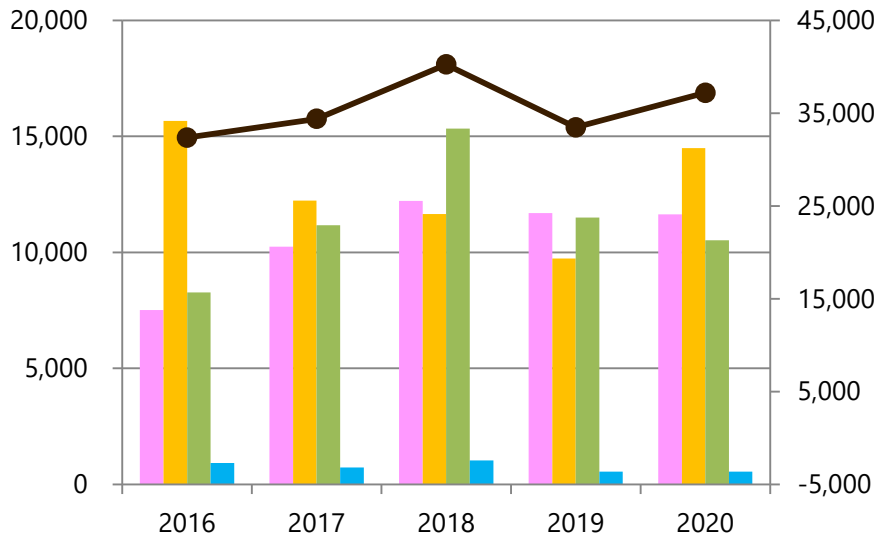
Millions of yen

		FY2019 3Q			FY2020 3Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		11,695	8,100	21,664	11,640	10,097	21,185
	YoY rate	-4.2%	-15.1%	17.1%	-0.5%	24.7%	-2.2%
Project		9,733	7,960	24,565	14,492	9,348	26,742
	YoY rate	-16.5%	45.4%	-15.8%	48.9%	17.4%	8.9%
Service Solutions		11,501	10,641	8,598	10,510	10,800	9,001
	YoY rate	-25.0%	-19.3%	0.4%	-8.6%	1.5%	4.7%
Environment & Renewable Energy		547	641	249	552	452	210
Total		-47.1%	4.2%	-51.3%	+0.9%	-29.5%	-15.7%
	YoY rate	33,475	27,341	55,076	37,194	30,696	57,138

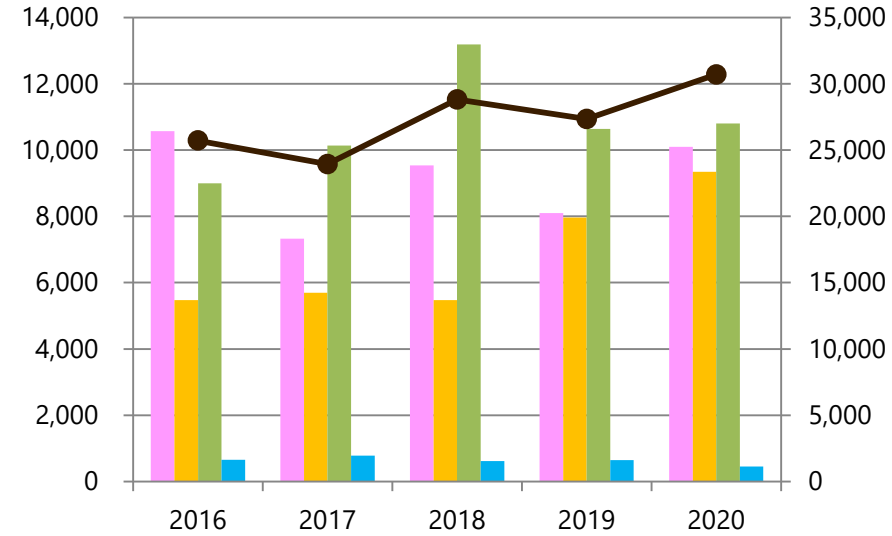
# 3Q Orders received, Sales and Orders backlog by segment



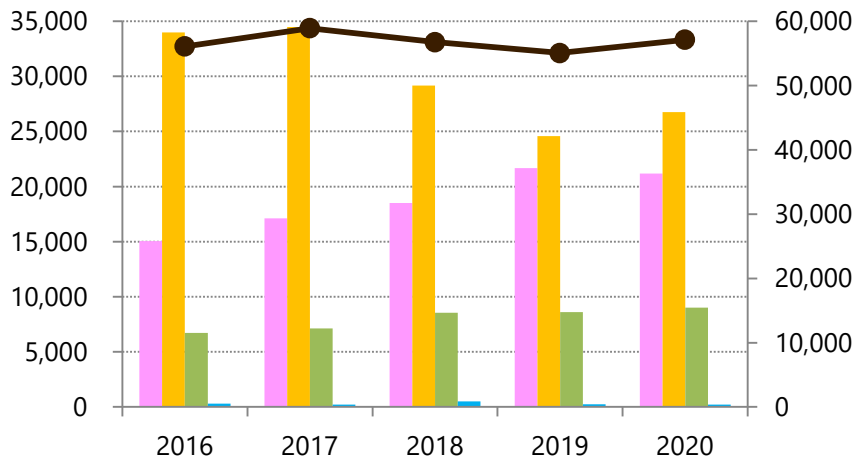
## Orders Received



## Sales



## Order Backlog



Left  
 High-tech pump    Project  
 Service Solutions    Renewable Energy & Environment

Right  
 Total

Millions of yen



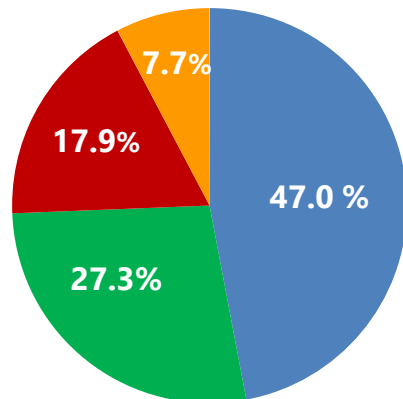
# 3Q Orders Received breakdown by region

Billions of yen

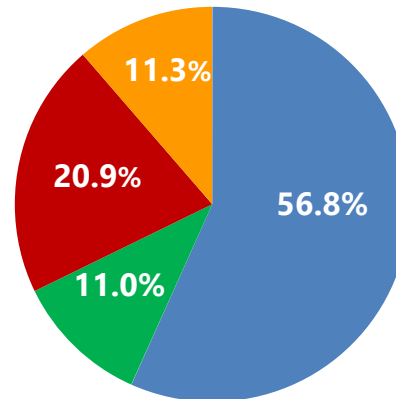
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2018 3Q	18.9 (47.0%)	21.3 (53.0%)	11.0 (27.4%)	7.2 (17.9%)	3.1 (7.7%)	40.2
FY2019 3Q	19.0 (56.8%)	14.5 (43.2%)	3.7 (11.0%)	7.0 (20.9%)	3.8 (11.3%)	33.5
FY2020 3Q	23.5 (63.2%)	13.7 (36.8%)	5.5 (14.7%)	6.5 (17.5%)	1.7 (4.6%)	37.2

■ Japan ■ Asia ■ Middle East ■ Other

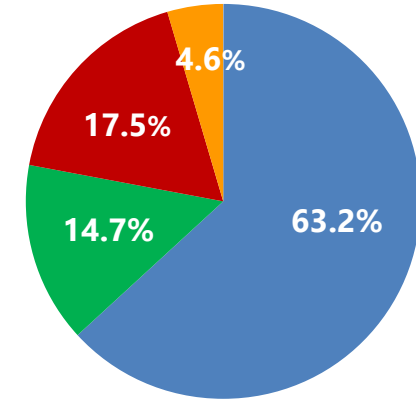
FY2018 3Q



FY2019 3Q



FY2020 3Q



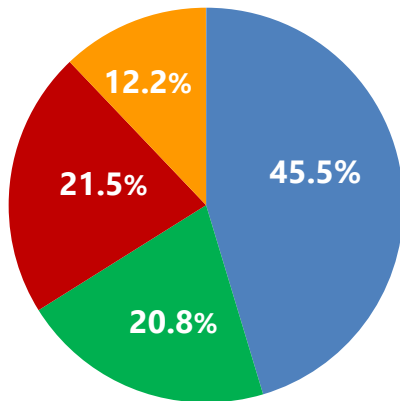
# Sales breakdown by region

Billions of yen

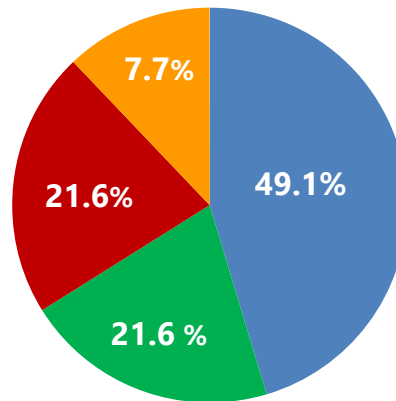
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2018 3Q	13.1 (45.5%)	15.7 (54.5%)	6.0 (20.8%)	6.2 (21.5%)	3.5 (12.2%)	28.8
FY2019 3Q	13.4 (49.1%)	13.9 (50.9%)	5.9 (21.6%)	5.9 (21.6%)	2.1 (7.7%)	27.3
FY2020 3Q	15.1 (49.2%)	15.6 (50.8%)	5.9 (19.2%)	6.4 (20.8%)	3.3 (10.8%)	30.7

■ Japan ■ Asia ■ Middle East ■ Other

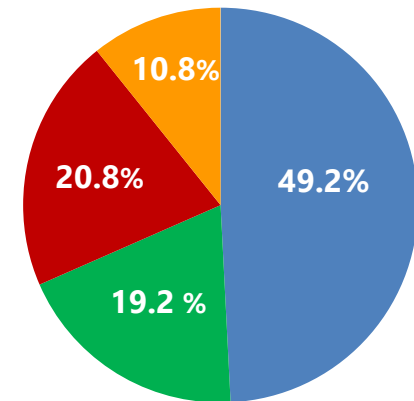
FY2018 3Q



FY2019 3Q



FY2020 3Q



Forecasts regarding future performance in these materials are based on judgment made in accordance with information available at the time this presentation was prepared. Therefore, please notice that there is a risk or uncertainty that the actual results may be different from these predicted results, depending on various factors.

## 【Inquiries】

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