

Consolidated Financial Results for the 1st quarter of FY2018

(April 1st 2018 ~ June 30th 2018)

< Aug 2 2018 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2018 1Q Financial Results Outline



		Billions of yen	YOY	Full-year plan
● Orders Received	...	15.6	+6.0	45.0
● Sales	...	8.1	+1.4	46.0
● Operating Income	...	-0.1	+0.1	2.0
● Ordinary Income	...	0.3	+0.4	2.0
● Net Income	...	0.2	+0.4	1.4

FY2018 1Q Consolidated Financial Results



- Orders received: Domestic public sector increased 30%, domestic private sector slightly decreased, overseas sector increased 111%, overall orders received increased 62.5% to 15.6 billions yen
- Sales : Increased 20.9% to 8.1 billion yen driven by growth in all sectors.
- Profit : Operating income increased 100 million yen. Ordinary income increased 400 million yen to 300 million yen, due mainly to foreign exchange gains (foreign exchange losses in the same period of the previous year) and an increase in equity in earnings of affiliates.

Billions of yen	FY201 1Q	FY2018 1Q	YOY		FY2018 Full-year forecast	Vs. Plan
			Amount	%		
Orders Received	9.6	15.6	+6.0	+62.5%	45.0	34.7%
Sales	6.7	8.1	+1.4	+2.3%	46.0	17.6%
Gross Operating Income (Gross profit margin)	2.0 (30.0pt)	2.4 (29.4pt)	+0.4 (-0.6pt)	+4.8% —	—	—
SG&A expense	2.2	2.4	+0.2	+6.6%	—	—
Operating income (Operating profit margin)	-0.2 (-3.4pt)	-0.1 (-1.1pt)	+0.1 (+2.3pt)	-13.3% —	2.0	—
Non-operating Profit or loss	0.1	0.3	+0.2	—	—	—
Ordinary income	-0.1	0.3	+0.4	-15.8%	2.0	10.0%
Extraordinary profit or loss	0	0	0	—	—	—
Net income	-0.2	0.2	+0.4	-40.0%	1.4	14.3%

*Foreign exchange rate (1USD)

¥112.19 - 31.03.2017
¥112.00 - 30.06.2017

¥106.24-31.03.2017
¥110.54-30.06.2018

FY2018 1Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2017 1Q	FY2018 1Q	Increase-Decrease	
			Amount	%
Sales	4.8	6.0	+1.2	+25%
Gross Operating Income (Gross profit margin)	1.1 (22.7%)	1.2 (19.4%)	+0.1 (-3.3pt)	+45% —
SG&A expense	1.6	1.7	+0.1	+6.3%
Operating income (Operating profit margin)	-0.5 (-9.5%)	-0.6 (-10.0%)	-0.1 (-0.5pt)	—

■ Subsidiaries

Billions of yen

	FY2017 1Q	FY2018 1Q	Increase-Decrease	
			Amount	%
Sales	1.9	2.1	+0.2	+10.5%
Gross Operating Income (Gross profit margin)	0.9 (48.8%)	1.2 (58.1%)	+0.3 (+9.3pt)	+33.3% —
SG&A expense	0.7	0.8	+0.1	+14.3%
Operating income (Operating profit margin)	0.2 (12.6%)	0.5 (10.7%)	+0.3 (+9.3pt)	+150.0% —

- The overall profit margin fell slightly due to increased overseas sales which is relatively low profitability under a severe competition compared to domestic.

- Both sales and profit have steadily increased contributed by aftermarket service business subsidiaries centering on the Middle East (Dubai) and Asia (Singapore and Thailand).
- SG & A expenses tends to increase slightly with expanding service businesses.

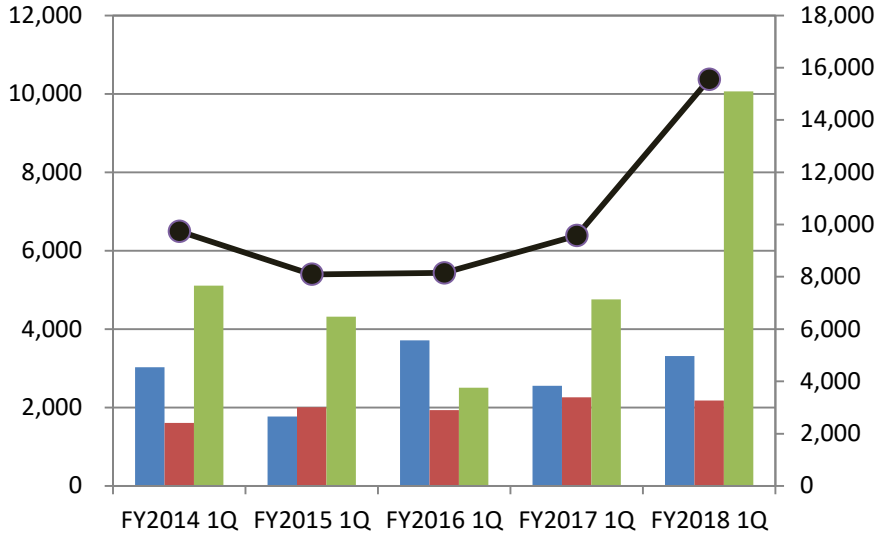
Orders received, Sales and Orders backlog by sector

Millions of yen

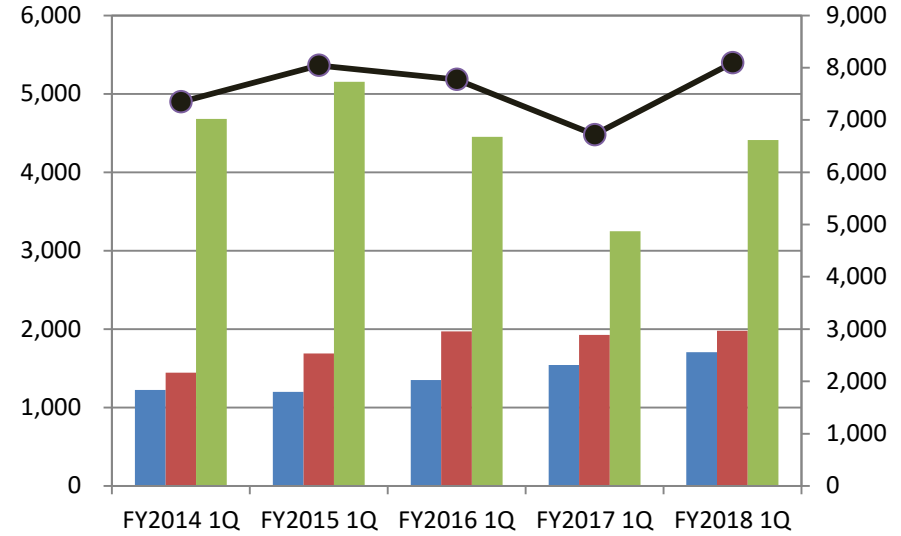
	FY2017 1Q			FY2018 1Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	2,552	1,544	15,797	3,315	1,705	13,692
YOY rate	-31.2%	14.3%	4.8%	29.9%	10.5%	-13.3%
Private sector	2,261	1,925	5,587	2,179	1,978	5,930
YOY rate	17.1%	-2.3%	0.5%	-3.6%	2.8%	6.1%
Overseas	4,759	3,249	29,945	10,057	4,408	33,165
YOY rate	89.8%	-27.0%	2.7%	111.3%	35.7%	10.8%
Total	9,572	6,718	51,331	15,552	8,093	52,788
YOY rate	17.5%	-13.6%	3.1%	62.5%	20.5%	2.8%

Orders received, Sales and Orders backlog by sector

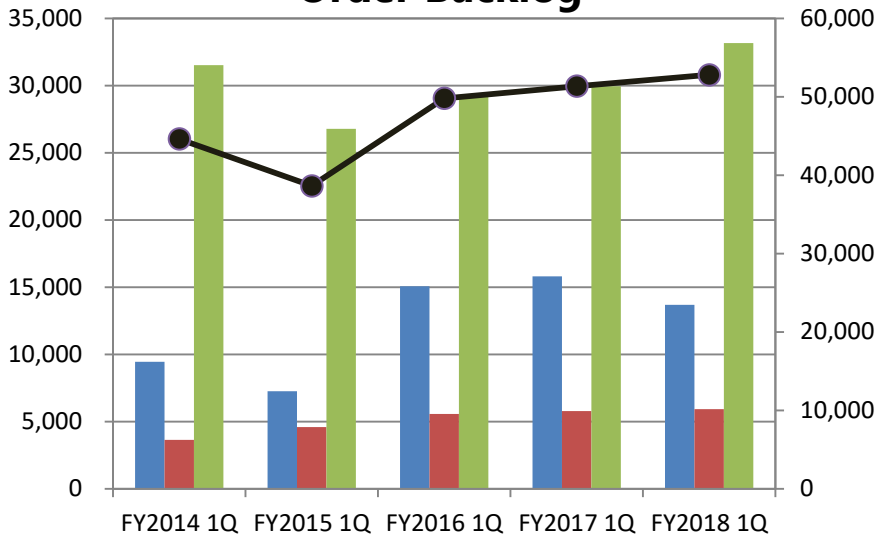
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

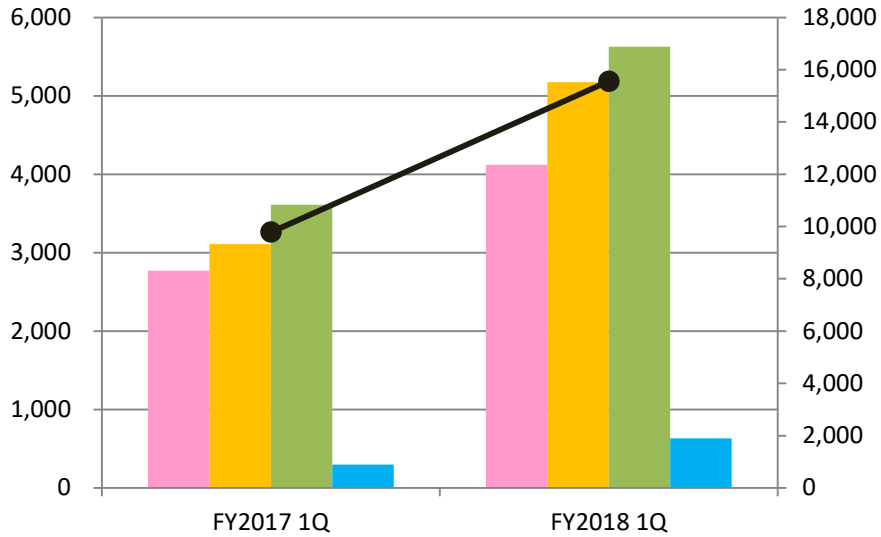
Millions of yen

Orders received, Sales and Orders backlog by segment

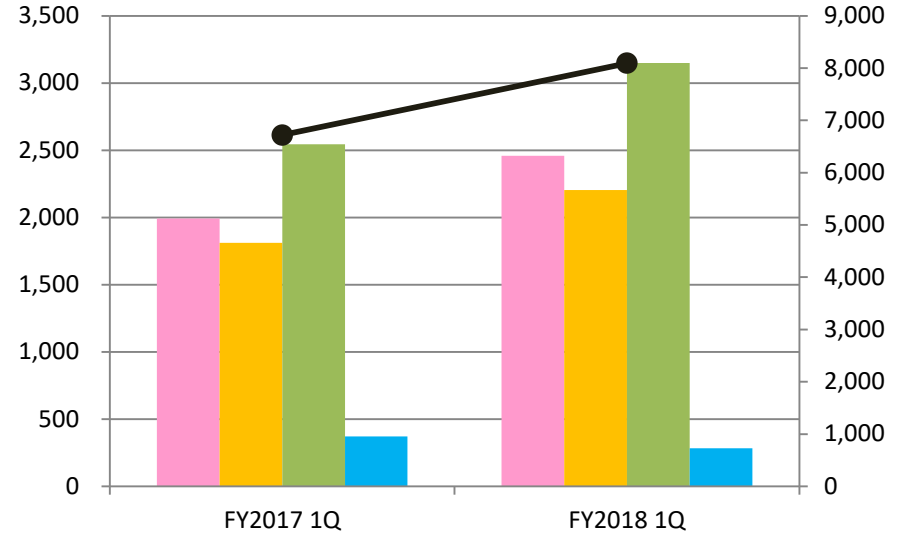
		FY2017 1Q			FY2018 1Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		2,772	1,993	14,987	4,120	2,459	17,493
	YoY rate	-10.7%	-32.4%	-18.0%	48.6%	23.3%	16.7%
Project		3,107	1,810	29,230	5,174	2,204	25,966
	YoY rate	22.9%	-9.4%	20.2%	66.5%	21.8%	-11.2%
Service Solutions		3,398	2,545	6,934	5,628	3,148	8,890
	YoY rate	44.9%	-5.5%	-2.5%	65.7%	23.7%	28.2%
Environment & Renewable Energy		296	371	180	631	282	440
Total		9,573	6,718	51,331	15,553	8,093	52,788
	YoY rate	17.5%	-13.6%	3.1%	62.5%	20.5%	2.8%

Orders received, Sales and Orders backlog by segment

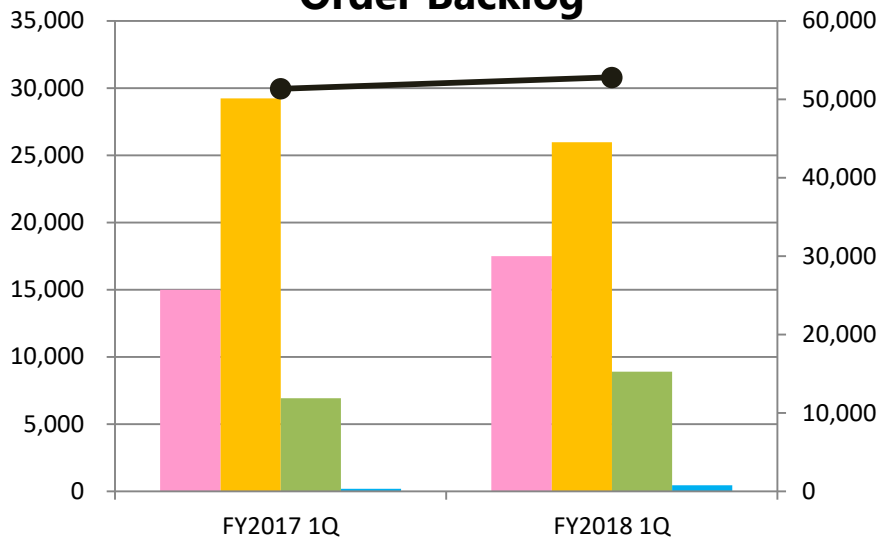
Orders Received



Sales



Order Backlog



Left

High-tech pump

Project

Service Solutions

Renewable Energy & Environment

Right

Total

Millions of yen

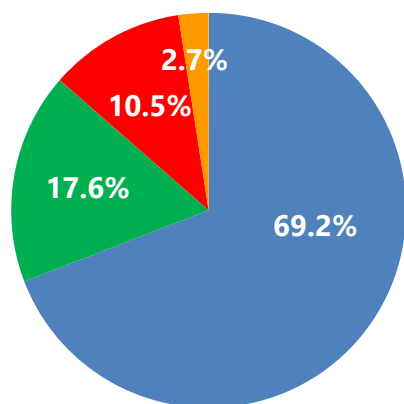
Orders Received breakdown by region

Billions of yen

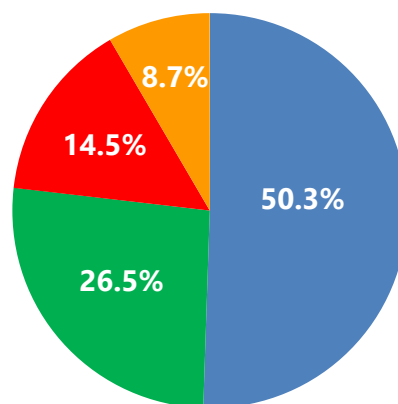
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2016 1Q	5.6 (69.2%)	2.5 (30.8%)	1.4 (17.6%)	0.9 (10.5%)	0.2 (2.7%)	8.1
FY2017 1Q	4.8 (50.3%)	4.8 (49.7%)	2.5 (26.5%)	1.4 (14.5%)	0.8 (8.7%)	9.6
FY2018 1Q	5.5 (35.3%)	10.1 (64.7%)	5.8 (37.5%)	2.8 (17.8%)	1.5 (9.4%)	15.6

■ Japan ■ Asia ■ Middle East ■ Other

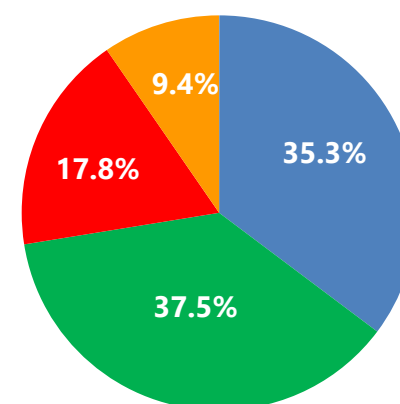
FY2016 1Q



FY2017 1Q



FY2018 1Q



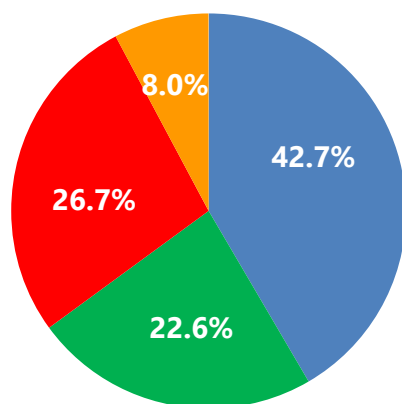
Sales breakdown by region

Billions of yen

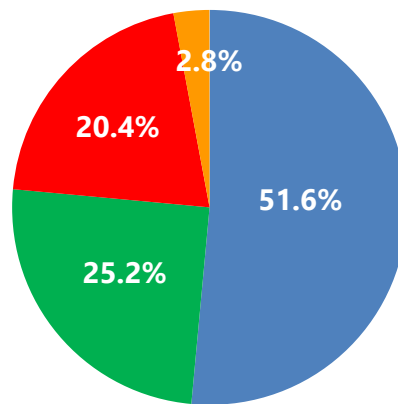
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2016 1Q	3.2 (42.7%)	4.5 (57.3%)	1.8 (22.6%)	2.1 (26.7%)	0.6 (8.0%)	7.7
FY2017 1Q	3.5 (51.6%)	3.2 (48.4%)	1.7 (25.2%)	1.4 (20.4%)	0.2 (2.8%)	6.7
FY2018 1Q	3.7 (45.5%)	4.4 (54.5%)	1.8 (22.0%)	1.6 (19.3%)	1.1 (13.2%)	8.1

■ Japan ■ Asia ■ Middle East ■ Other

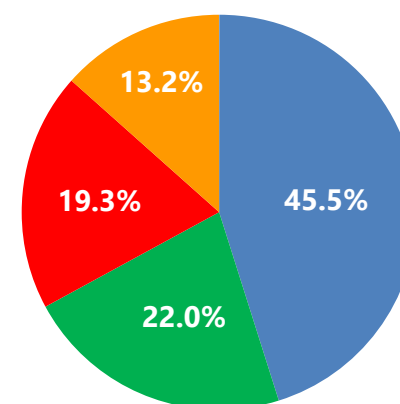
FY2016 1Q



FY2017 1Q



FY2018 1Q



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.

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