

Consolidated Financial Results for the 3rd quarter of FY2018

(April 1st 2018 ~ December 31th 2018)

< February 7 2019 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2018 3Q Financial Results Outline

		Billions of yen	YOY (billions of yen)
● Orders Received	...	40.2	+5.8
● Sales	...	28.8	+4.9
● Operating Income	...	0.1	+0.9
● Ordinary Income	...	0.7	+1.2
● Net Income	...	0.5	+1.2

FY2018 3Q Consolidated Financial Results



- Orders received: 1.1%Up in domestic public sector, 1.9%Up in domestic private sector, 35.6%Up in overseas sector, overall orders received increased by 17.0% to 40.2 billions yen
- Sales : 13.9%Up in domestic public sector, 2.0% Down in domestic private sector, 35.4% Up in overseas sector, overall sales increased by 20.4% to 28.8 billions yen
- Profit : Recorded a profit on a consolidated basis, in the third quarter.

Billions of yen	FY201 3Q	FY2018 3Q	YOY		FY2019 Full-year forecast	Vs. Plan
			Amount	%		
Orders Received	34.4	40.2	+5.8	+16.9%	45.0	89.3%
Sales	23.9	28.8	+4.9	+20.5%	46.0	62.6%
Gross Operating Income (Gross profit margin)	6.0 (25.3%)	7.4 (25.6%)	+1.4 (+0.3pt)	+23.3% —	—	—
SG&A expense	6.8	7.3	+0.5	+7.4%	—	—
Operating income (Operating profit margin)	-0.8 (-3.3%)	0.1 (0.3%)	+0.9 (+3.6pt)	— —	2.0	5.0%
Non-operating Profit or loss	3	0.6	+0.3	—	—	—
Ordinary income	-0.5	0.7	+1.2	—	2.0	35.0%
Extraordinary profit or loss	0	0	0	—	—	—
Net income	-0.7	0.5	+1.2	—	1.4	35.7%

*Foreign exchange rate (1USD)

¥112.19 - 31.03.2017
¥113.00 - 31.12.2017

¥106.24-31.03.2018
¥111.00-31.12..2018

FY2018 3Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2017 3Q	FY2018 3Q	Increase-Decrease	
			Amount	%
Sales	18.2	22.6	+4.4	+24.2%
Gross Operating Income (Gross profit margin)	3.5 (19.4%)	4.3 (19.0%)	+0.8 (-0.4pt)	+22.9% —
SG&A expense	4.6	4.8	+0.2	+4.3%
Operating income (Operating profit margin)	-1.0 (-5.7%)	-0.5 (-2.2%)	+0.5 (+3.5pt)	—

- Sales increased steadily in public sector, private sector and overseas sector, up 24.2% to 22.6 billion yen.
- Gross profit margin remained at the same level despite an increase in sales, as the ratio of overseas projects to sales increased by 6.1% over the same period last year.
- SG&A expenses increased by 200 million yen due to depreciation accompanying rebuilding of headquarters factories and buildings, etc.
- Although the profit margin slightly declined, operating income increased by 500 million yen due to the increase in sales.

■ Subsidiaries

Billions of yen

	FY2017 3Q	FY2018 3Q	Increase-Decrease	
			Amount	%
Sales	5.7	6.2	+0.5	+8.8%
Gross Operating Income (Gross profit margin)	2.5 (43.8%)	3.1 (50.0%)	+0.6 (+6.4pt)	+24.0% —
SG&A expense	2.2	2.5	+0.3	+13.6%
Operating income (Operating profit margin)	0.2 (4.2%)	0.6 (9.7%)	+0.3 (+5.5pt)	+200.0% —

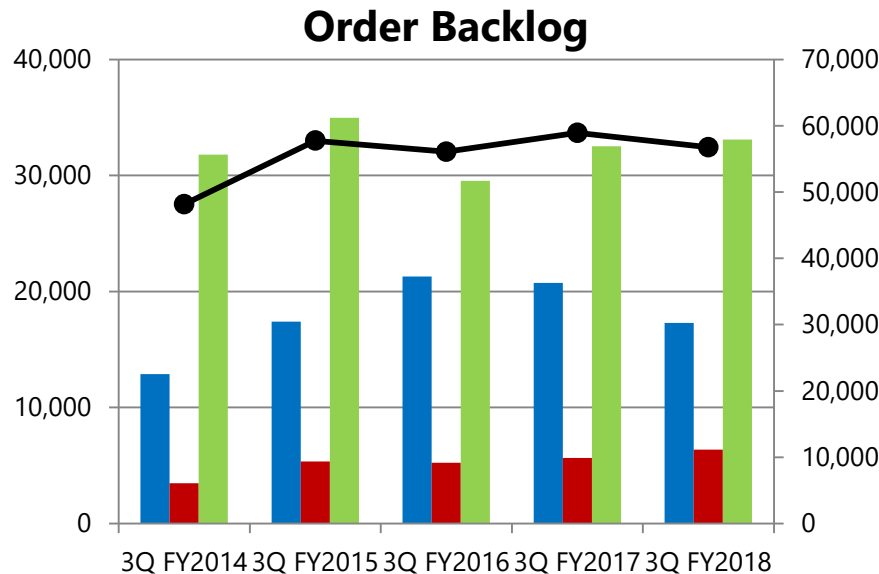
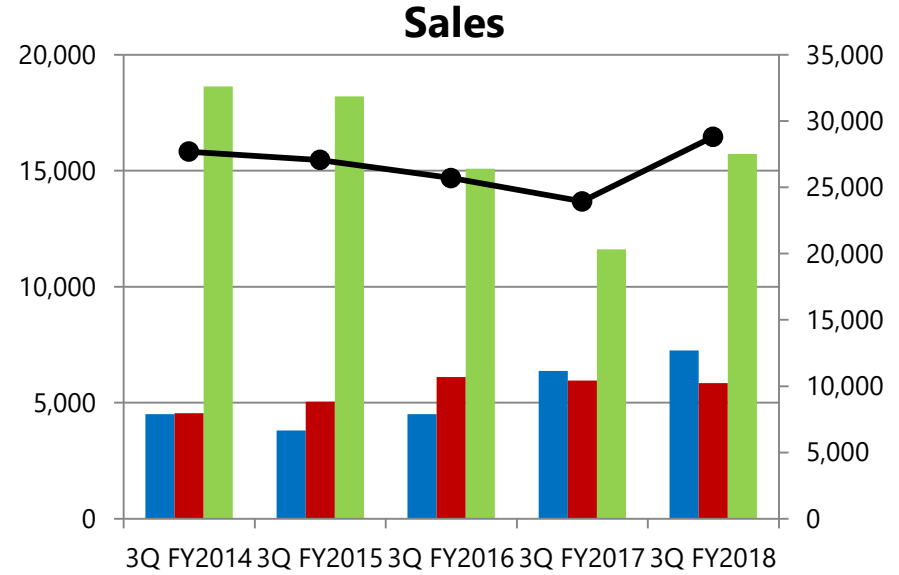
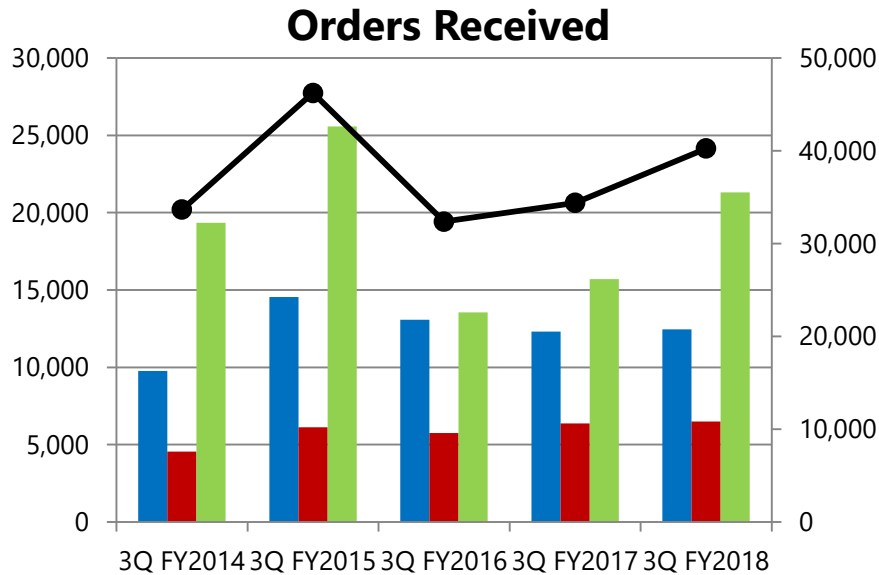
- Both sales and profit have steadily increased contributed by aftermarket service business subsidiaries centering on the Middle East (Dubai) and Asia (Singapore and Thailand).
- SG&A expenses also have been increasing due to the expansion of aftermarket service business, yet both sales and profits also have been steadily increasing.

Orders received, Sales and Orders backlog by sector

Millions of yen

	FY2017 3Q			FY2018 3Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	12,312	6,364	20,737	12,452	7,249	17,285
YOY rate	-5.9%	41.3%	-2.6%	1.1%	13.9%	-16.6%
Private sector	6,363	5,955	5,660	6,490	5,842	6,377
YOY rate	10.6%	-2.5%	8.0%	2.0%	-1.9%	12.7%
Overseas	15,711	11,617	32,530	21,302	15,726	33,092
YOY rate	16.0%	-23.0%	10.1%	35.6%	35.4%	1.7%
Total	34,387	23,936	58,927	40,245	28,818	56,755
YOY rate	6.2%	-6.9%	5.1%	17.0%	20.4%	-3.7%

Orders received, Sales and Orders backlog by sector



Left
■ Public ■ Private ■ Overseas

Right
● Total

Millions of yen

Orders received, Sales and Orders backlog by segment

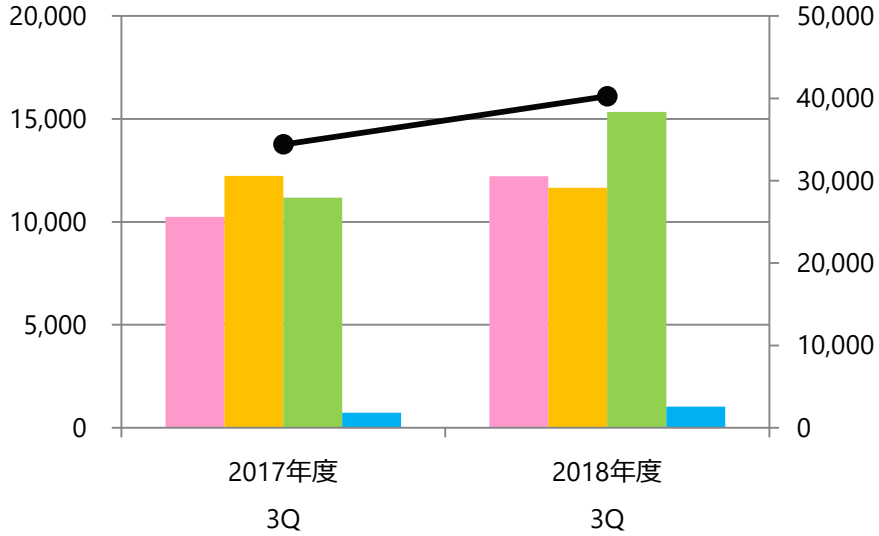
Millions of yen

		FY2017 3Q			FY2018 3Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		10,247	7,328	17,126	12,213	9,542	18,504
	YoY rate	36.3%	-30.7%	13.7%	19.2%	30.2%	8.0%
Project		12,238	5,695	34,476	11,656	5,473	29,180
	YoY rate	-21.9%	4.0%	1.4%	-4.8%	-3.9%	-15.4%
Service Solutions		11,169	10,136	7,115	15,342	13,189	8,561
	YoY rate	35.0%	12.6%	5.7%	37.4%	30.1%	20.3%
Environment & Renewable Energy		733	777	211	1,035	615	511
Total		-20.2%	18.3%	-27.7%	41.2%	-20.8%	142.2%
	YoY rate	34,387	23,936	58,927	40,245	28,818	56,755

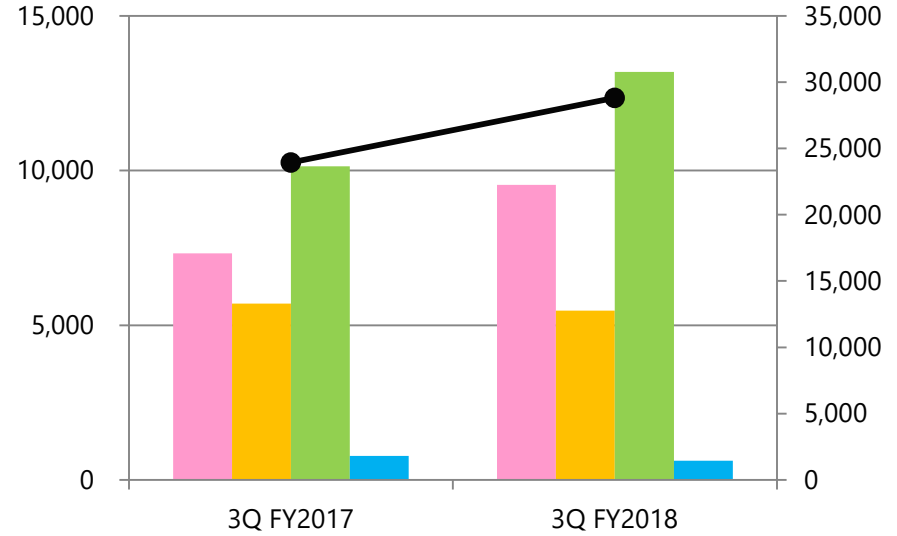
Orders received, Sales and Orders backlog by segment



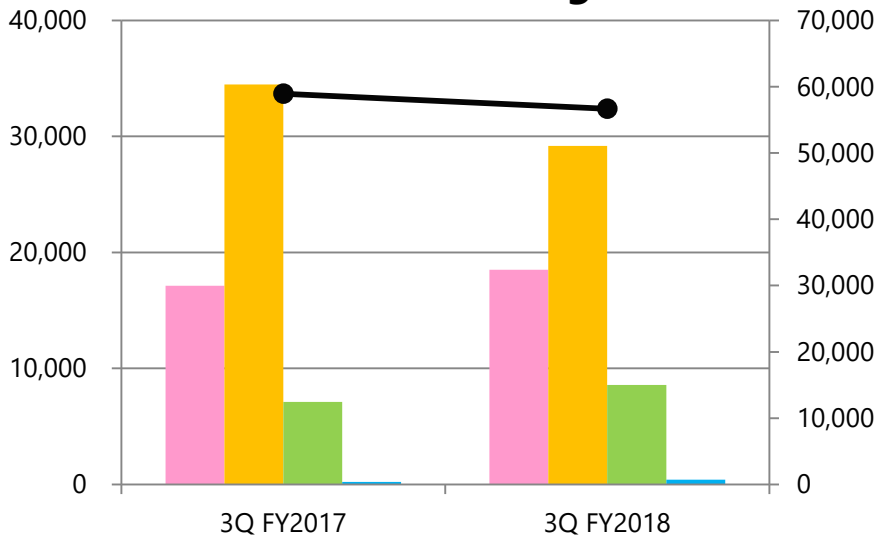
Orders Received



Sales



Order Backlog



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

Right
 Total

Millions of yen

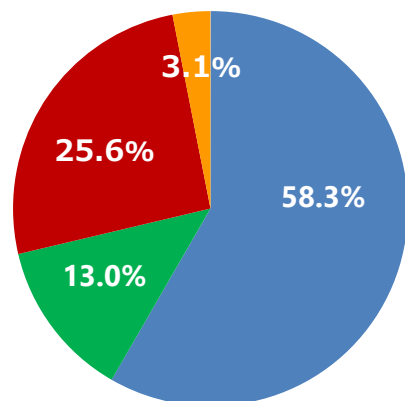
Orders Received breakdown by region

Billions of yen

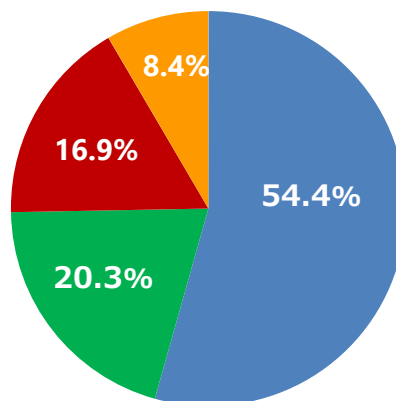
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2016 3Q	18.9 (58.3%)	13.5 (41.7%)	4.2 (13.0%)	8.3 (25.6%)	1.0 (3.1%)	32.4
FY2017 3Q	18.7 (54.4%)	15.7 (45.6%)	7.0 (20.3%)	5.8 (16.9%)	2.9 (8.4%)	34.4
FY2018 3Q	18.9 (47.0%)	21.3 (53.0%)	11.0 (27.4%)	7.2 (17.9%)	3.1 (7.7%)	40.2

■ Japan ■ Asia ■ Middle East ■ Other

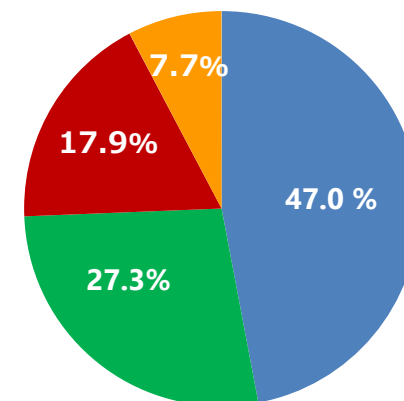
FY2016 3Q



FY2017 3Q



FY2018 3Q



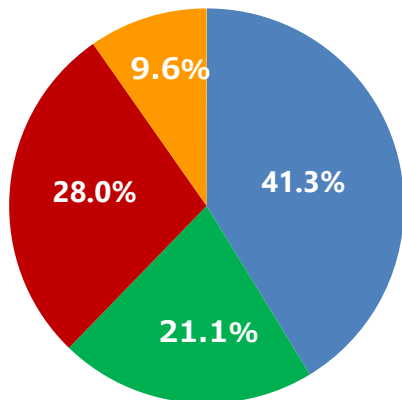
Sales breakdown by region

Billions of yen

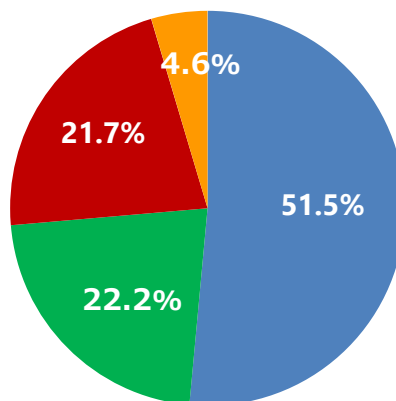
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2016 3Q	10.6 (41.3%)	15.1 (58.7%)	5.4 (21.1%)	7.2 (28.0%)	2.5 (9.6%)	25.7
FY2017 3Q	12.3 (51.5%)	11.6 (48.5%)	5.3 (22.2%)	5.2 (21.7%)	1.1 (4.6%)	23.9
FY2018 3Q	13.1 (45.5%)	15.7 (54.5%)	6.0 (20.8%)	6.2 (21.5%)	3.5 (12.2%)	28.8

■ Japan ■ Asia ■ Middle East ■ Other

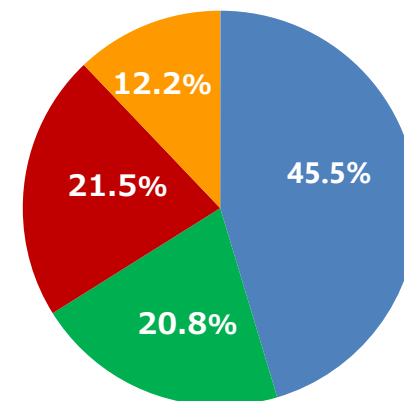
FY2016 3Q



FY2017 3Q



FY2018 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.

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