

## **Consolidated Financial Results for the 1<sup>st</sup> quarter of FY2019**

(April 1st 2019 ~ June 30th 2019)

< Aug 8th 2019 >

TORISHIMA PUMP MFG.CO., LTD.

Securities Code : 6363 www.torishima.co.jp/en

Torishima Pump Mfg. Co., Ltd.

## FY2019 1Q Financial Results Outline

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	Bil	lions of yen	YOY	Full-year plan
<ul> <li>Orders Received</li> </ul>		12.2	-3.4	46.0
• Sales		8.6	+0.5	46.0
<ul> <li>Operating Income</li> </ul>		-0.3	-0.2	2.5
<ul> <li>Ordinary Income</li> </ul>		-0.4	-0.6	2.5
Net Income		-0.4	-0.6	1.8

## FY2019 1Q Consolidated Financial Results

-Orders received: Although both of domestic public sector and public sector increased more than 10%, overseas sector decreased 43.0%, overall orders received decreased 21.7% to 12.2 billion yen. The large decrease in overseas sector was mainly in reaction to the large orders received in the previous fiscal year such as an order of 2.0 billion yen in Hong Kong.

-Sales : Overseas sector slightly decreased, however, public sector and private sector Increased, overall increased 6.4% to 8.6 billion yen.

-Profit : Although operating income increased on a non-consolidated basis, overall it fell by 200 million yen due to the impact of a 300 million yen decrease in subsidiaries. Ordinary income decreased 0.6 billion yen due to a foreign exchange gain of 100 million yen in the same period of the previous year and a foreign exchange loss of 0.2 billion yen this year.

Billions of yen	FY2018 1Q	FY2019 1Q	YC	)Y	FY2019	
	FIZUIO IQ	F120191Q	Amount	%	Full-year Forecast	Vs. Plan
Orders Received	15.6	12.2	-3.4	-21.7%	46.0	26.5%
Sales	8.1	8.6	+0.5	+6.4%	46.0	18.7%
Gross Operating Income (Gross profit margin)	2.4 (29.4pt)	2.3 (26.5pt)	-0.1 (-2.9pt)	-3.9%	_	_
SG&A expense	2.4	2.6	+0.2	+5.4%		
Operating income (Operating profit margin)	-0.1 (-0.7pt)	-0.3 (-3.2pt)	-0.2 (-2.5pt)		2.5	—
Non-operating Profit or loss	0.3	-0.1	-0.4	—	_	—
Ordinary income	0.3	-0.4	-0.6		2.5	—
Extraordinary profit or loss	0.0	-0.0	-0.0		_	_
Net income	0.2	-0.4	-0.6		1.8	
*Foreign exchange rate(1USD)	¥106.24-31.03.2017 ¥110.54-30.06.2018	¥110.99-31.03.2019 ¥107.79-30.06.2019				

Torishima Pump Mfg. Co., Ltd.

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### FY2019 1Q Financial Results (Non-consolidated / Subsidiaries)



■ Non-consolidated					Subsid	iaries	Billions of yen	
	FY2018	FY2019	Increase-Decrease		FY2018	FY2019	Increase-Decrease	
	1Q	1Q	Amount	%	1Q	1Q	Amount	%
Sales	6.0	6.6	+0.6	+10.9%	2.1	2.0	-0.1	-6.6%
Gross Operating Income (Gross profit margin)	1.2 (19.4%)	1.3 (19.9%)	+0.2 (+0.5pt)	+14.0%	1.2 (58.1%)	1.0 (48.9%)	-0.2 (-9.2pt)	-20.9% —
SG&A expense	1.7	1.8	+0.1	+4.1%	0.8	0.8	+0	+8.7%
Operating income (Operating profit margin)	-0.6 (-9.1%)	-0.5 (-6.9%)	+0.1 (+2.2pt)	—	0.5 (21.9%)	0.2 (9.0%)	-0.3 (-12.9pt)	-64.3% —

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- Although SG&A increased due to temporarily cost such as relocation cost and 100<sup>th</sup> anniversary bonus, profit margins were up contributed by increased in sales in public sector.
- Subsidiaries declined due to a reactional fall from the previous year, however, it has maintained the same level compared to the FY2016.

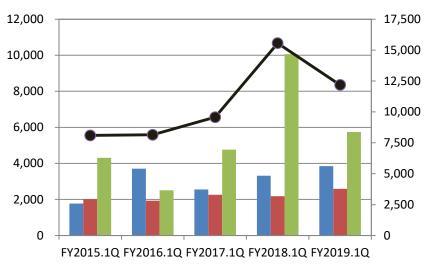
# Orders received, Sales and Orders backlog by sector

Millions of yen

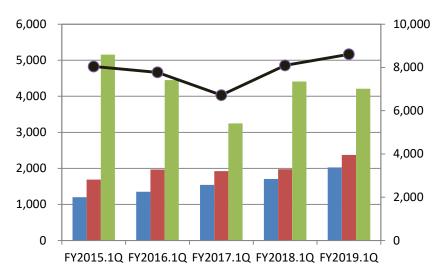
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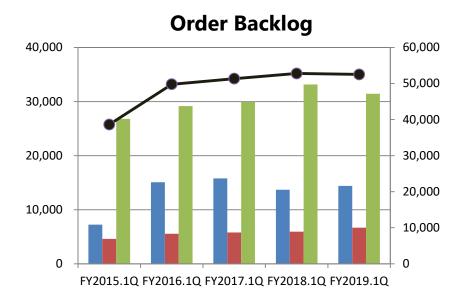
			FY2018 1Q		FY2019 1Q			
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog	
P	ublic sector	3,315	1,705	13,692	3,850	2,025	14,410	
	YOY rate	29.9%	10.5%	-13.3%	16.1%	16.1%	5.2%	
Pr	ivate sector	2,179	1,978	5,930	2,591	2,372	6,666	
	YOY rate	-3.6%	2.8%	6.1%	18.9%	19.9%	12.4%	
	Overseas	10,057	4,408	33,165	5,737	4,209	31,436	
	YOY rate	111.3%	35.7%	10.8%	-43.0%	-4.5%	-5.2%	
	Total	15,552	8,093	52,788	12,179	8,608	52,513	
	YOY rate	62.5%	20.5%	2.8%	-21.7%	6.4%	-0.5%	

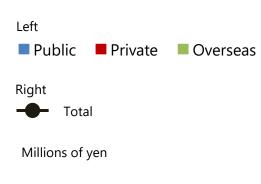
### Orders received, Sales and Orders backlog by sector



#### **Orders Received**







**Sales** 

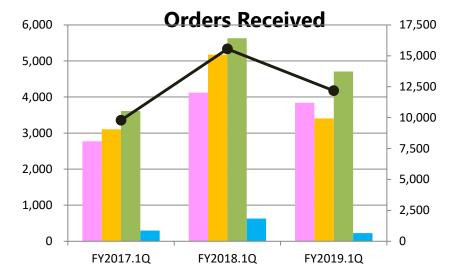
# Orders received, Sales and Orders backlog by segment

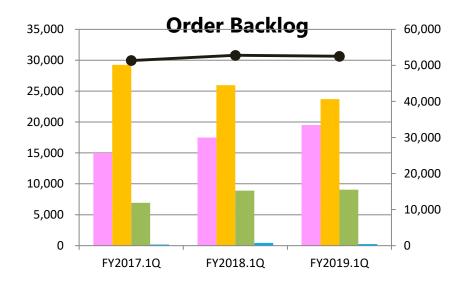
			FY2018 1Q		FY2019 1Q			
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog	
High-tecl	n Pump	4,120	2,459	17,493	3,840	2,406	19,503	
	YoY rate	48.6%	23.3%	16.7%	-6.8%	-2.2%	11.5%	
Proje	ect	5,174	2,204	25,966	3,406	2,504	23,694	
	YoY rate	66.5%	21.8%	-11.2%	-34.2%	13.6%	-8.7%	
Service So	olutions	5,628	3,148	8,890	4,705	3,388	9.056	
	YoY rate	65.7%	23.7%	28.2%	-16.4%	7.6%	1.9%	
Environn Renewable		631	282	440	226	310	259	
Tot	al	15,553	8,093	52,788	12,179	8,608	52.513	
	YoY rate	62.5%	20.5%	2.8%	-21.7%	6.4%	-0.5%	

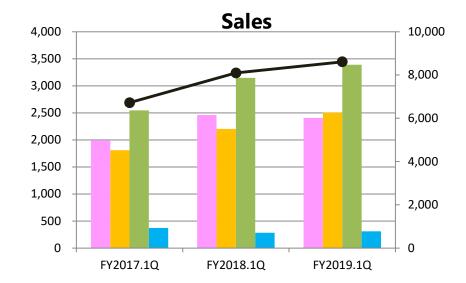
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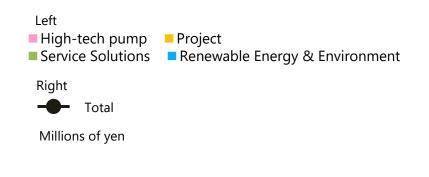
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### Orders received, Sales and Orders backlog by segment









### **Orders Received breakdown by region**



Billions of yen Breakdown Japan **Total Overseas** Middle East Asia Other 4.8 4.8 2.5 1.4 0.8 FY2017 1Q 9.6 (50.3%) (49.7%) (26.5%) (14.5%) (8.7%) 5.5 10.1 5.8 2.8 1.5 FY2018 1Q 15.6 (35.3%) (64.7%) (37.5%) (17.8%) (9.4%) 2.8 6.5 5.7 1.5 1.4 FY2019 1Q 12.2 (53.3%)(23.0%) (11.4%)(46.7%) (12.3%)Japan Asia Middle East Other FY2017 1Q FY2018 1Q FY2019 1Q 11.4% 8.7% 9.4% 14.5% <u>3</u>5.3% 17.8% 23.0% 50.3% 53.3% 26.5% 37.5% 12.3%

#### Torishima Pump Mfg. Co., Ltd.

### Sales breakdown by region



Billions of yen

	Japan Overseas			Total		
			Asia	Middle East	Other	IOtai
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
FY2019 1Q	4.4 (51.1%)	4.2 (48.9%)	2.0 (23.3%)	1.4 (16.3%)	0.8 (9.3%)	8.6

Japan Asia Middle East Other

13.2%

22.0%

19.3%

FY2017 1Q

2.8%

20.4%

25.2%

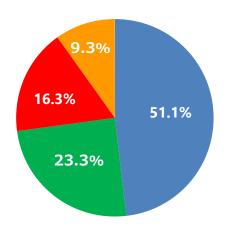


51.6%

FY2018 1Q

45.5%

FY2019 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.

### [Inquiries]

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