

Consolidated Financial Results for the 3rd quarter of FY2019

(April 1st 2019 ~ December 31th 2019)

< February 13 2020 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2019 3Q Financial Results Outline



		Billions of yen	YOY (billions of yen)
● Orders Received	...	33.5	-6.7
● Sales	...	27.3	-1.5
● Operating Income	...	-2.0	-2.1
● Ordinary Income	...	-1.8	-2.5
● Net Income	...	-2.5	-3.0

FY2019 3Q Consolidated Financial Results



-Orders received: 4.5% Down in domestic public sector, 9.9% Up in domestic private sector, 32.1% Down in overseas sector, overall orders received have decreased by 16.8% to 33.5 billions yen
-Sales: 6.6% Down in domestic public sector, 14.5% Up in domestic private sector, 11.7% Down in overseas sector, overall sales have decreased by 5.1% to 27.3 billions yen
-Profit: Decreased due mainly to; provision for losses on construction contracts / for doubtful accounts, Decrease in sales and profit of an overseas subsidiary, Increase in the sales cost, Decrease in sales and profit of wind power generators. (This was detailed and disclosed detail was with the 2nd half results announced on 13th Nov. 2019)

Billions of yen	FY2018 3Q	FY2019 3Q	YOY		FY2019 Full-year		Vs. Plan
			Amount	%	Initial plan	Revised plan	
Orders Received	40.2	33.5	-6.7	-16.7%	460	No change	72.8%
Sales	28.8	27.3	-1.5	-5.2%	460	No change	59.3%
Gross Operating Income (Gross profit margin)	7.4 (25.6%)	6.5 (23.8%)	-0.9 (-1.8pt)	-12.2% —	126 (27.4%)	116 (25.2%)	—
SG&A expense	7.3	8.5	+1.2	+16.4%	101	107	—
Operating income (Operating profit margin)	0.1 (0.3%)	-2.0 (-7.3%)	-2.1 (-7.6pt)	— —	25 (5.4%)	9 (2.0%)	—
Non-operating Profit or loss	0.6	0.1	-0.5	—	—	—	—
Ordinary income	0.7	-1.8	-2.5	—	25	8	—
Extraordinary profit or loss	0	-0.2	-0.2	—	—	—	—
Net income	0.5	-2.5	-3.0	—	18	1	—

*Foreign exchange rate (1USD)

¥106.24-31.03.2018 110.99-03.2019
 ¥111.00-31.12..2018 109.56-12.2019

FY2019 3Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2018 3Q	FY2019 3Q	Increase-Decrease	
			Amount	%
Sales	22.6	21.2	-1.4	-6.2%
Gross Operating Income (Gross profit margin)	4.3 (19.0%)	3.6 (17.0%)	-0.7 (-2.0pt)	-16.3% -
SG&A expense	4.8	5.7	+0.9	+18.8%
Operating income (Operating profit margin)	-0.5 (-2.2%)	-2.1 (-9.9%)	-1.6 (-7.7pt)	—

- Although sales have increased steadily in the private sector, slightly decreased in the public sector, coupled with significant losses overseas sales compared with the same period last year, overall sales decreased by 6.2%.
- SG&A is mainly as follows:
 - 100th anniversary bonus (100 million)
 - Advanced depreciation accompanying rebuilding of headquarters factories and buildings (90 million)
 - Increased provision for doubtful accounts (700 million)

■ Subsidiaries

Billions of yen

	FY2018 3Q	FY2019 3Q	Increase-Decrease	
			Amount	%
Sales	6.2	6.1	-0.1	-1.6%
Gross Operating Income (Gross profit margin)	3.1 (50.0%)	2.9 (47.5%)	-0.2 (-2.5pt)	-6.5% —
SG&A expense	2.5	2.8	+0.3	+12.0%
Operating income (Operating profit margin)	0.6 (9.7%)	0.1 (1.6%)	-0.5 (-8.1pt)	-83.3% —

- An after-sales company in the UAE, which accounts for a large percentage of the total sales in the subsidiaries, temporarily decreased sales and profit (expected to recover in the next FY).
- Subsidiaries in Southeast Asia such as Singapore, Malaysia, Thailand and Taiwan have been steadily growing, (Profitability of such have yet to be realized for new companies).
- SG&A expenses have been increasing with the expansion of the aftermarket service business, yet a substantial increases in sales and profit is expected.

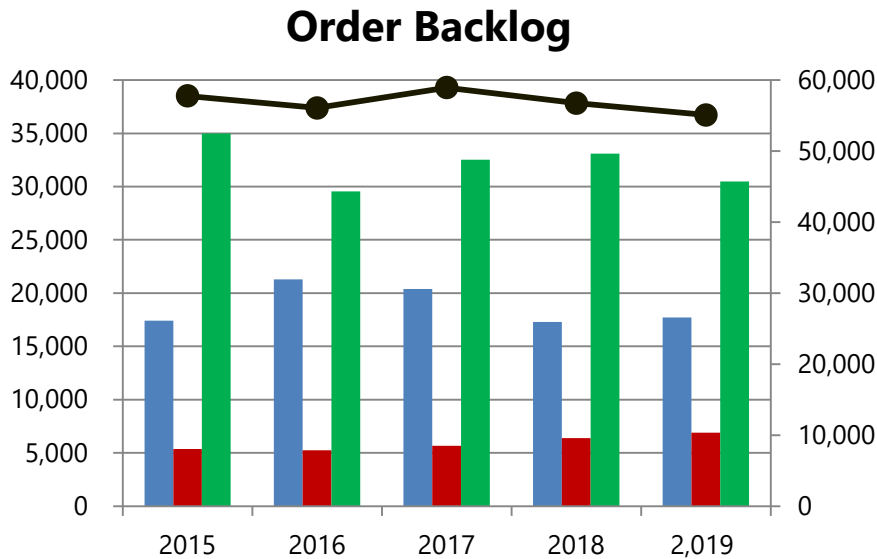
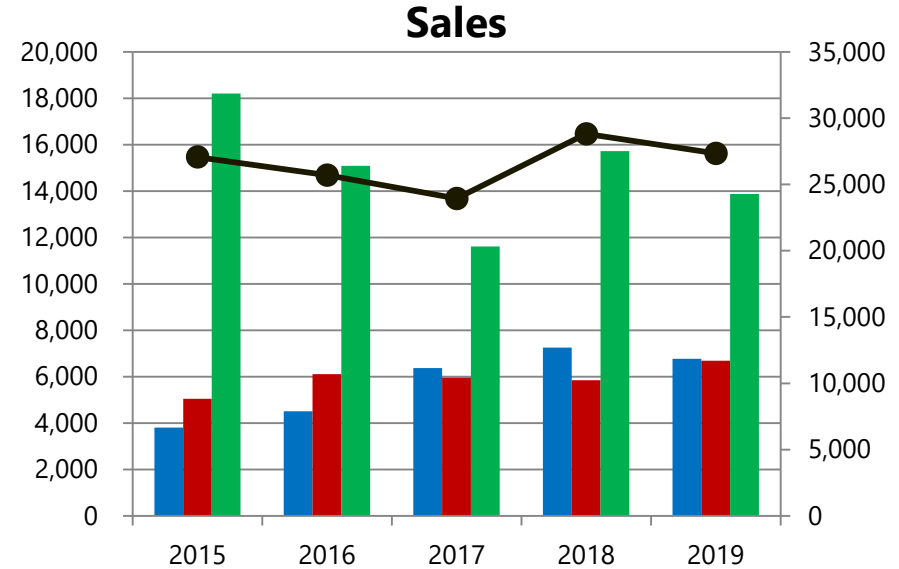
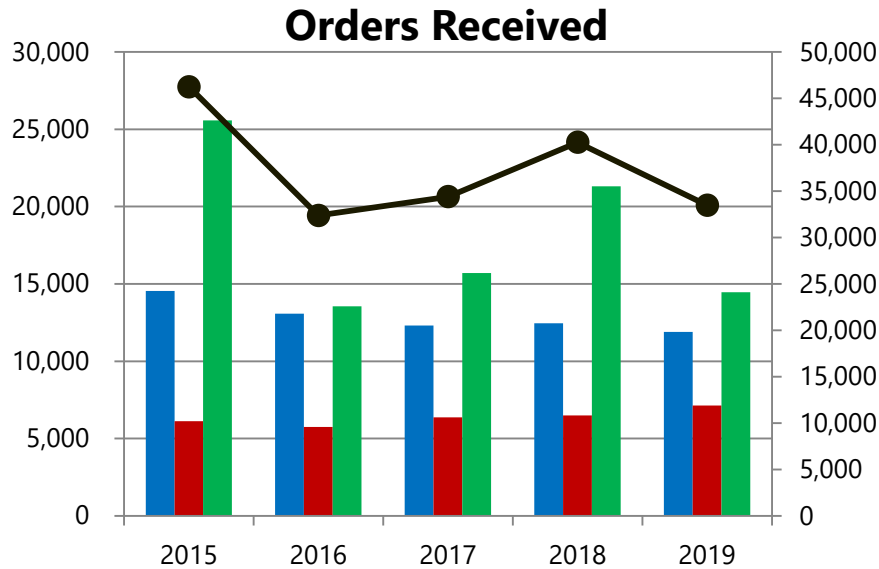
3Q Orders received, Sales and Orders backlog by sector



Millions of yen

	FY2018 3Q			FY2019 3Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	12,452	7,249	17,285	11,885	6,773	17,698
YOY rate	1.1%	13.9%	-16.6%	-4.5%	-6.6%	2.4%
Private sector	6,490	5,842	6,377	7,130	6,687	6,890
YOY rate	2.0%	-1.9%	12.7%	9.9%	14.5%	8.0%
Overseas	21,302	15,726	33,092	14,458	13,880	30,486
YOY rate	35.6%	35.4%	1.7%	-32.1%	-11.7%	-7.9%
Total	40,245	28,818	56,755	33,475	27,341	55,076
YOY rate	17.0%	20.4%	-3.7%	-16.8%	-5.1%	-3.0%

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



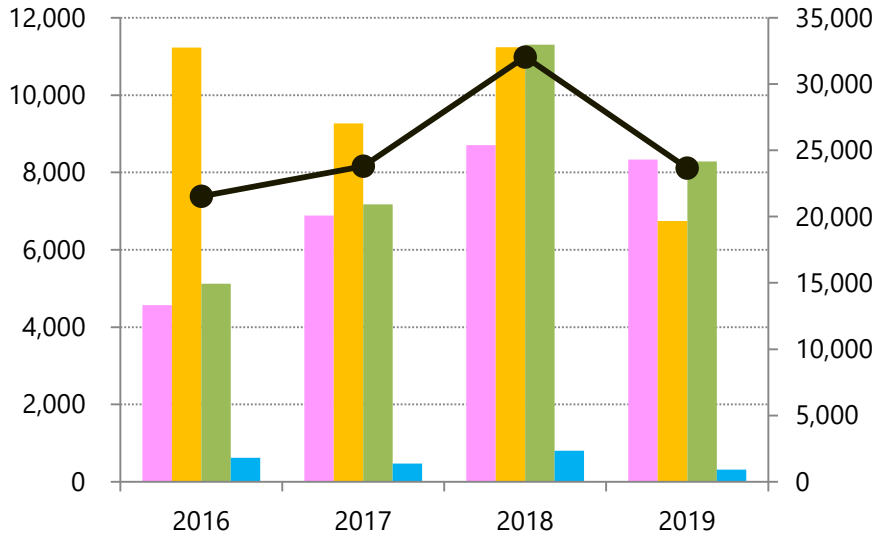
Millions of yen

		FY2018 3Q			FY2019 3Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		12,213	9,542	18,504	11,695	8,100	21,664
	YoY rate	19.2%	30.2%	8.0%	-4.2%	-15.1%	17.1%
Project		11,656	5,473	29,180	9,733	7,960	24,565
	YoY rate	-4.8%	-3.9%	-15.4%	-16.5%	45.4%	-15.8%
Service Solutions		15,342	13,189	8,561	11,501	10,641	8,598
	YoY rate	37.4%	30.1%	20.3%	-25.0%	-19.3%	0.4%
Environment & Renewable Energy		1,035	615	511	547	641	249
Total		41.2%	-20.8%	142.2%	-47.1%	4.2%	-51.3%
	YoY rate	40,245	28,818	56,755	33,475	27,341	55,076

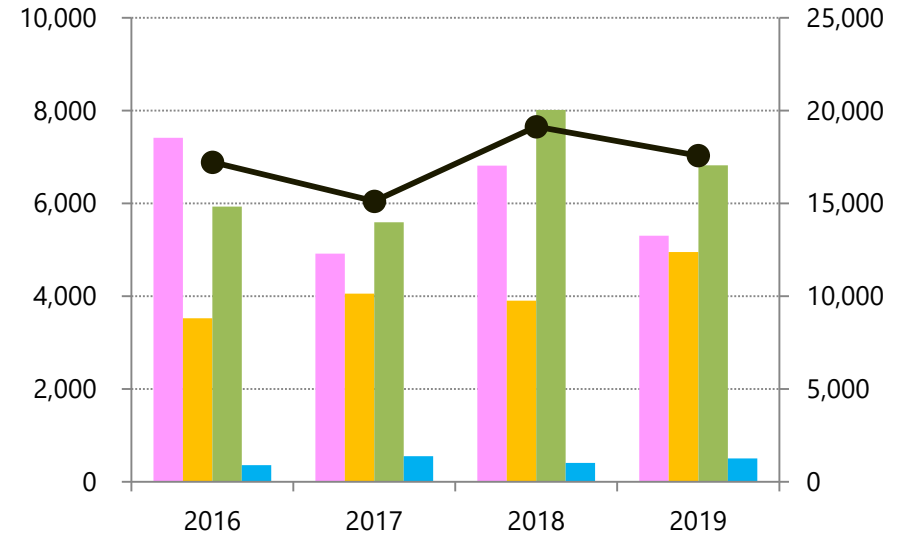
3Q Orders received, Sales and Orders backlog by segment



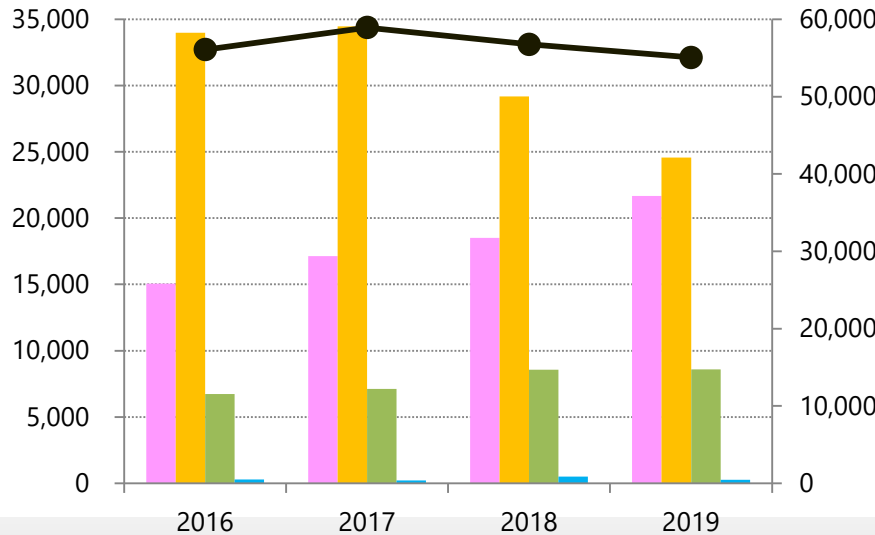
Orders Received



Sales



Order Backlog



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

Right
 Total

Millions of yen

3Q Orders Received breakdown by region

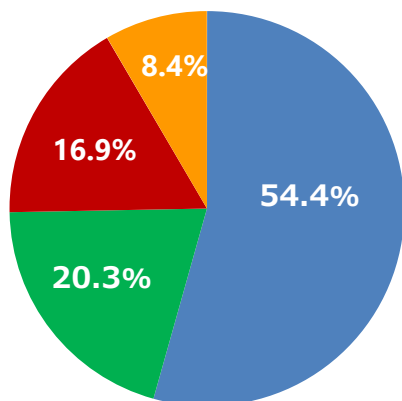


Billions of yen

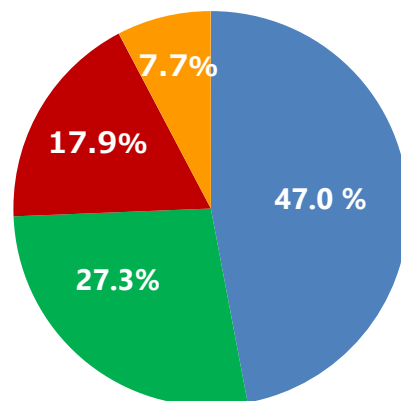
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2017 3Q	18.7 (54.4%)	15.7 (45.6%)	7.0 (20.3%)	5.8 (16.9%)	2.9 (8.4%)	34.4
FY2018 3Q	18.9 (47.0%)	21.3 (53.0%)	11.0 (27.4%)	7.2 (17.9%)	3.1 (7.7%)	40.2
FY2019 3Q	19.0 (56.8%)	14.5 (43.2%)	3.7 (11.0%)	7.0 (20.9%)	3.8 (11.3%)	33.5

■ Japan ■ Asia ■ Middle East ■ Other

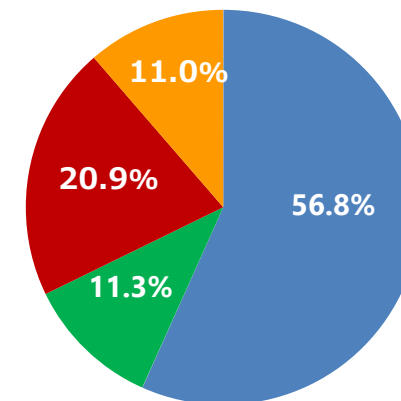
FY2017 3Q



FY2018 3Q



FY2019 3Q



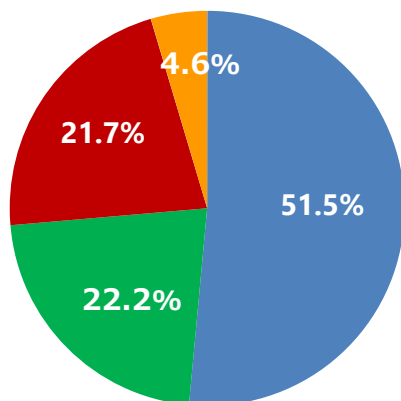
Sales breakdown by region

Billions of yen

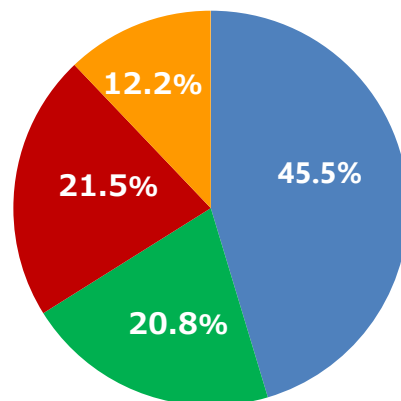
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2017 3Q	12.3 (51.5%)	11.6 (48.5%)	5.3 (22.2%)	5.2 (21.7%)	1.1 (4.6%)	23.9
FY2018 3Q	13.1 (45.5%)	15.7 (54.5%)	6.0 (20.8%)	6.2 (21.5%)	3.5 (12.2%)	28.8
FY2019 3Q	13.4 (49.1%)	13.9 (50.9%)	5.9 (21.6%)	5.9 (21.6%)	2.1 (7.7%)	27.3

■ Japan ■ Asia ■ Middle East ■ Other

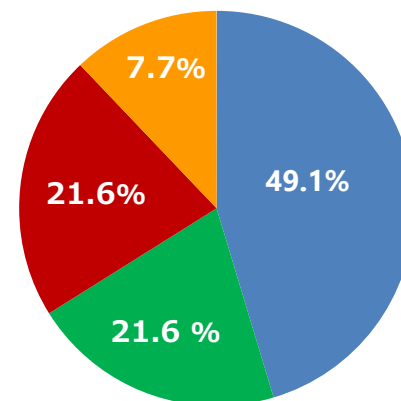
FY2017 3Q



FY2018 3Q



FY2019 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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