

Consolidated Financial Results for the 1st quarter of FY2020

(April 1st 2020 ~ June 30th 2020)

< Aug 11th 2020 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2020 1Q Financial Results Outline

Amid the spread of COVID-19, it is difficult to make a rational calculation of the consolidated financial forecasts at this point. The new forecasts will be disclosed as soon as reasonable estimates are available.

		Billions of yen	YOY
● Orders Received	...	12.0	- 0.2
● Sales	...	9.5	+0.9
● Operating Income	...	-0.0	+0.3
● Ordinary Income	...	0.0	+0.4
● Net Income	...	-0.0	+0.4

FY2020 1Q Consolidated Financial Results



- Orders received: 41.2% increased in public sector mainly do to increased orders for drainage pumps for flood control, 16.4% increased in private sector, while 37.6% decreased in overseas sector due to the impact of COVID-19. Overall it decreased by 1.6% to 12.0 billion yen.
- Sales: 2.7% increased in public sector, 4.9% decreased in private sector, and 22.3% increased in overseas sector, overall it increased by 10.5% to 9.5 billion yen.
- Profit: Operating income increased 0.3 billion yen due to a increase in sales and a decrease in SG&A expenses.
Ordinary income increased 0.4 billion yen due to a decrease in foreign exchange loss.

Billions of yen	FY2019 1Q	FY2020 1Q	YOY	
			Amount	%
Orders Received	12.2	12.0	-0.2	-1.6%
Sales	8.6	9.5	+0.9	+10.5%
Gross Operating Income (Gross profit margin)	2.3 (26.5%)	2.3 (24.2%)	±0 (-2.3pt)	±0% —
SG&A expense	2.6	2.3	-0.3	-11.5%
Operating income (Operating profit margin)	-0.3 (-3.2%)	-0.0 (-0.3%)	0.3 (-2.9pt)	— —
Non-operating Profit or loss	-0.1	0.1	+0.2	—
Ordinary income	-0.4	0.0	+0.4	—
Extraordinary profit or loss	-0	0.0	+0.0	—
Net income	-0.4	-0.0	+0.4	—

*Foreign exchange rate (1USD)

¥110.99-31.03.2019
¥107.79-30.06.2019

¥108.83-31.03.2020
¥107.74-30.06.2020

FY2020 1Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2019 1Q	FY2020 1Q	Increase-Decrease	
			Amount	%
Sales	6.6	7.1	+0.5	+7.6%
Gross Operating Income (Gross profit margin)	1.3 (19.9%)	1.4 (19.7%)	+0.1 (-0.2pt)	+7.7% —
SG&A expense	1.8	1.6	-0.2	-11.1%
Operating income (Operating profit margin)	-0.5 (-7.6%)	-0.2 (-2.8%)	+0.3 (+4.8pt)	—

- Sales increased due to solid sales of overseas sector, and gross operating income also increased.
- Operating income increased 300 million yen due to a increase in sales and a decrease in SG&A expenses.

■ Subsidiaries

Billions of yen

	FY2019 1Q	FY2020 1Q	Increase-Decrease	
			Amount	%
Sales	2.0	2.4	+0.4	+20.0%
Gross Operating Income (Gross profit margin)	1.0 (50.0%)	0.9 (37.5%)	-0.1 (-12.5pt)	-10.0% —
SG&A expense	0.8	0.7	-0.1	-12.5%
Operating income (Operating profit margin)	0.2 (10.0%)	0.2 (8.3%)	±0 (-1.7pt)	—

- Despite the increase in sales, gross operating income decreased because that the sales of projects with relatively low profit margins increased.
- Operating income was flat due to a decrease in SG&A expenses.

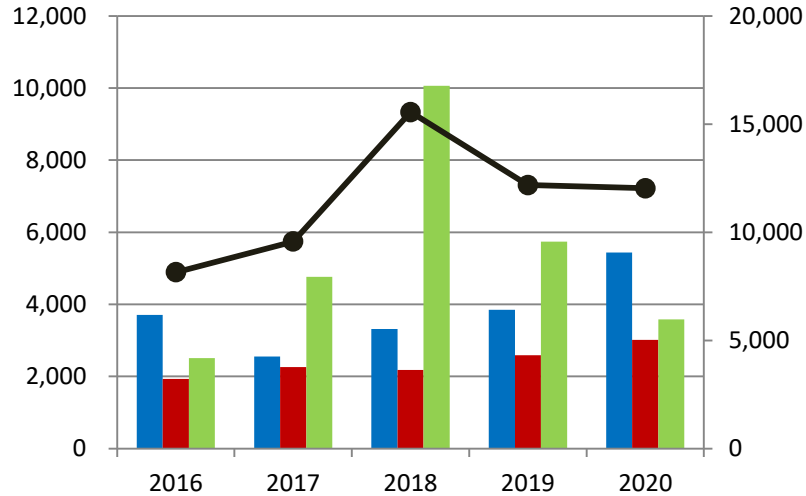
Orders received, Sales and Orders backlog by sector

Millions of yen

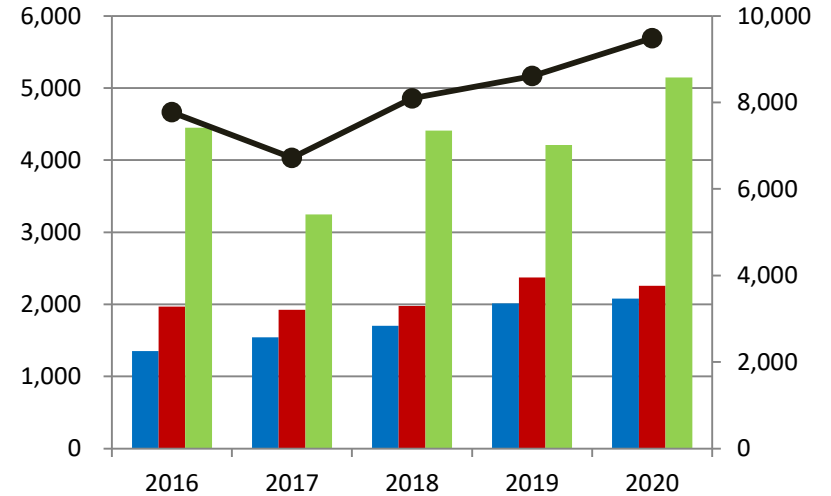
	FY2019 1Q			FY2020 1Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	3,850	2,025	14,410	5,436	2,080	18,342
YOY rate	16.1%	18.7%	5.2%	41.2%	2.7%	27.3%
Private sector	2,591	2,372	6,666	3,016	2,256	7,159
YOY rate	18.9%	19.9%	12.4%	16.4%	-4.9%	7.4%
Overseas	5,737	4,209	31,436	3,582	5,148	27,687
YOY rate	-43.0%	-4.5%	-5.2%	-37.6%	22.3%	-11.9%
Total	12,179	8,608	52,513	12,035	9,486	53,189
YOY rate	-21.7%	6.4%	-0.5%	-1.2%	10.2%	1.3%

Orders received, Sales and Orders backlog by sector

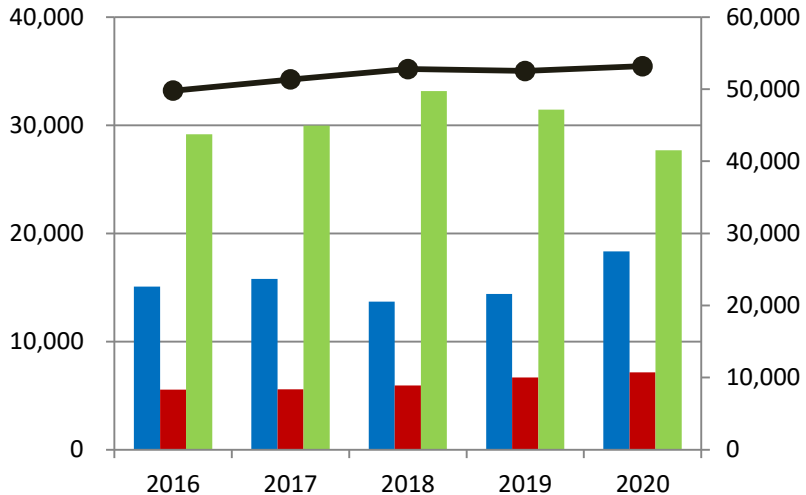
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

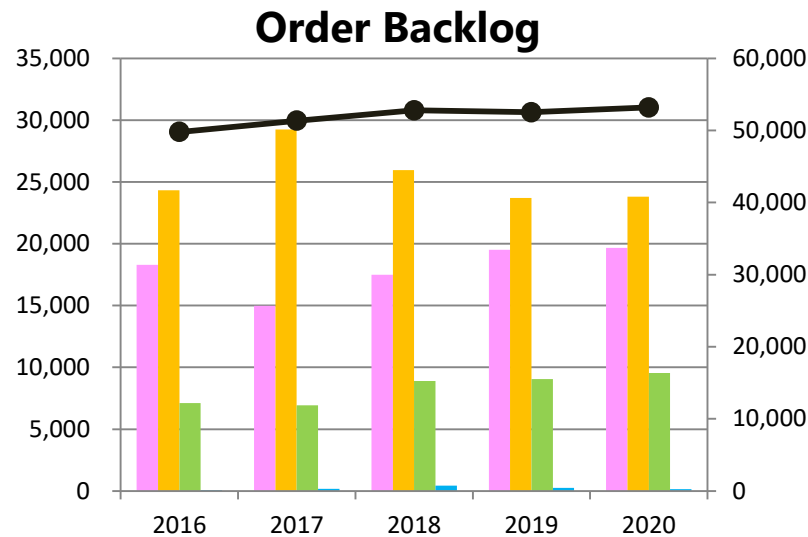
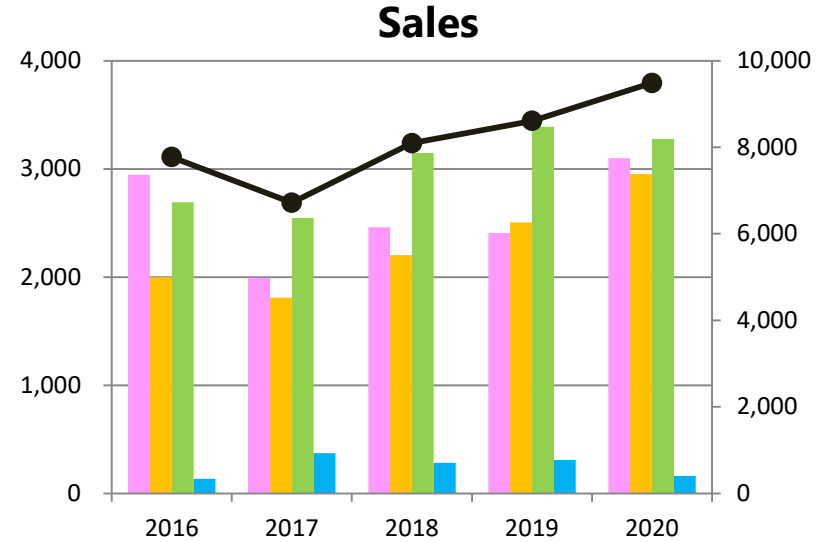
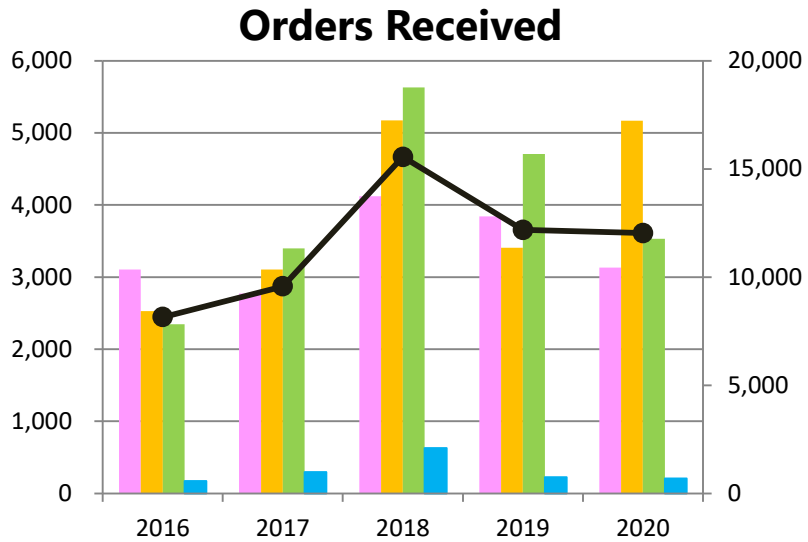
Millions of yen

Orders received, Sales and Orders backlog by segment



		FY2019 1Q			FY2020 1Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		3,840	2,406	19,503	3,130	3,098	19,675
	YoY rate	-6.8%	-2.2%	11.5%	-18.5%	28.8%	0.9%
Project		3,406	2,504	23,694	5,166	2,950	23,814
	YoY rate	-34.2%	13.6%	-8.7%	51.7%	17.8%	0.5%
Service Solutions		4,705	3,388	9,056	3,532	3,278	9,546
	YoY rate	-16.4%	7.6%	1.9%	-24.9%	-3.2%	5.4%
Environment & Renewable Energy		226	310	259	207	162	155
Total		-64.2%	9.9%	-41.1	-8.4%	-47.7%	-40.2
	YoY rate	12,179	8,608	52,513	12,035	9,486	53,189

Orders received, Sales and Orders backlog by segment



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

Right
 Total

Millions of yen

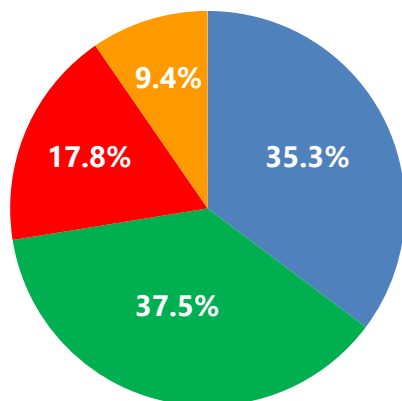
Orders Received breakdown by region

Billions of yen

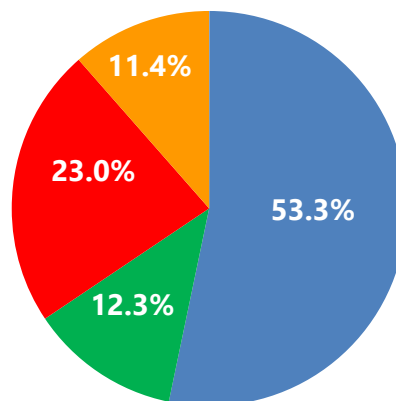
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2018 1Q	5.5 (35.3%)	10.1 (64.7%)	5.8 (37.5%)	2.8 (17.8%)	1.5 (9.4%)	15.6
FY2019 1Q	6.5 (53.3%)	5.7 (46.7%)	1.5 (12.3%)	2.8 (23.0%)	1.4 (11.4%)	12.2
FY2020 1Q	8.5 (70.2%)	3.5 (29.8%)	1.2 (10.3%)	1.8 (15.1%)	0.5 (4.4%)	12.0

■ Japan ■ Asia ■ Middle East ■ Other

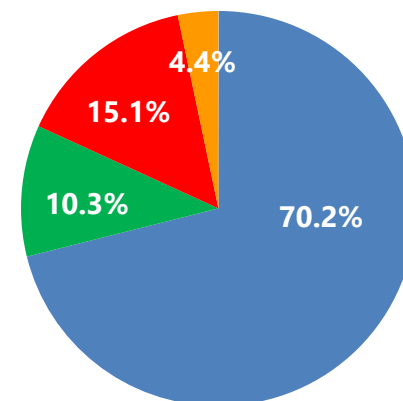
FY2018 1Q



FY2019 1Q



FY2020 1Q



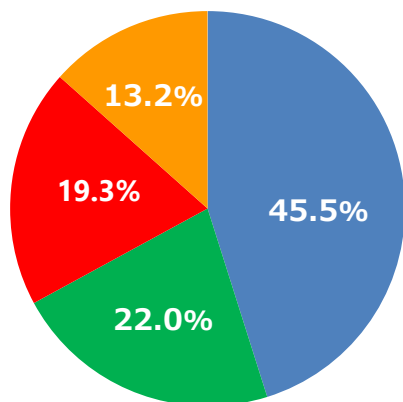
Sales breakdown by region

Billions of yen

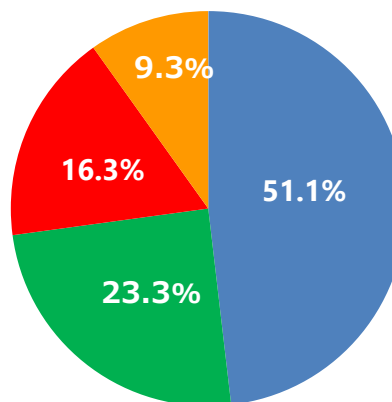
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2018 1Q	3.7 (45.5%)	4.4 (54.5%)	1.8 (22.0%)	1.6 (19.3%)	1.1 (13.2%)	8.1
FY2019 1Q	4.4 (51.1%)	4.2 (48.9%)	2.0 (23.3%)	1.4 (16.3%)	0.8 (9.3%)	8.6
FY2020 1Q	4.5 (45.7%)	5.1 (54.3%)	2.0 (20.8%)	1.9 (20.8%)	1.2 (12.7%)	9.5

■ Japan ■ Asia ■ Middle East ■ Other

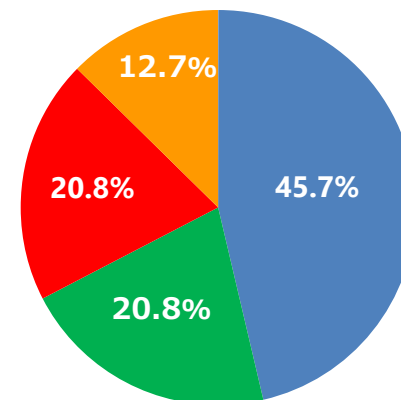
FY2018 1Q



FY2019 1Q



FY2020 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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