

Consolidated Financial Results for the 1st quarter of FY2022

(April 1st 2022 ~ June 30th 2022)

< Aug 10th 2022 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

		Billions of yen		YOY
● Orders Received	...	25.2	+10.1	+66.9%
● Sales	...	11.0	-0.1	-0.9%
● Operating Income	...	0.3	+0.3	—
● Ordinary Income	...	0.4	+0.3	—
● Net Income	...	0.1	+0.1	—

FY2022 1Q Consolidated Financial Results



- Orders received: 29.3% increased in public sector, mainly for pumps used in flood control, 13.6% decreased in private sector due mainly to a slight down in high-tech pumps, although orders for maintenance services and the Eco-Pump were strong. 118.5% increased in overseas driven by large orders in North Africa and the Middle East, resulting in an overall orders received increased by 66.9% to 25.2 billion yen.
- Sales: 14.2% increased in public sector, 10.9% decreased in private sector, and 3.6% decreased in overseas sector, overall it decreased by 0.9% to 11.0 billion yen.
- Profit: In addition to an overall improvement in profit margins, SG&A expenses were kept at the same level as the previous year, resulting in a 0.3 billion yen increase in operating income.

Billions of yen

	FY2021 1Q	FY2022 1Q	YOY		FY2022 Full-year plan	Progress
			Amount	%		
Orders Received	15.1	25.2	+10.1	+66.9%	57.0	44.2%
Sales	11.1	11.0	-0.1	-0.9%	62.0	17.7%
Gross Operating Income (Gross profit margin)	2.5 (22.5%)	3.1 (28.2%)	+0.6 (+5.7pt)	+24.0% —	16.4 (26.5%)	18.9% —
SG&A expense	2.5	2.7	+0.2	+8.0%	11.4	23.7%
Operating income (Operating profit margin)	0.0 (0.0%)	0.3 (2.7%)	+0.3 (+2.7pt)	— —	5.0 (8.1%)	6.0%
Non-operating Profit or loss	0.1	0.1	±0.0	—	—	—
Ordinary income	0.1	0.4	+0.3	—	5.0	8.0%
Extraordinary profit or loss	0.0	-0.1	-0.1	—	—	—
Net income	0.0	0.1	+0.1	—	3.7	2.7%

*Foreign exchange rate (1USD)

¥110.58-30.06.2021

¥136.68-30.06.2022

assumptions:¥125

FY2022 1Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2021 1Q	FY2022 1Q	YOY	
			Amount	%
Sales	9.1	8.5	-0.6	-6.6%
Gross Operating Income (Gross profit margin)	1.4 (15.4%)	1.9 (22.4%)	+0.5 (+7.0pt)	+35.7%
SG&A expense	1.6	1.7	+0.1	+6.3%
Operating income (Operating profit margin)	-0.2 (-2.2%)	0.2 (2.4%)	+0.4 (+4.6pt)	—

- Despite lower sales, gross profit increased ¥0.5 billion due to improved overseas profit margins.
- SG&A expenses were kept almost flat, and operating income increased ¥0.4 billion.

■ Subsidiaries*

Billions of yen

	FY2021 1Q	FY2022 1Q	YOY	
			Amount	%
Sales	3.3	4.0	+0.7	+21.2%
Gross Operating Income (Gross profit margin)	1.2 (36.3%)	1.3 (32.5%)	+0.1 (-3.8pt)	+8.3%
SG&A expense	1.0	1.1	+0.1	+10.0%
Operating income (Operating profit margin)	0.1 (3.0%)	0.2 (5.0%)	+0.1 (+2.0pt)	+100.0%

- Sales increased by 0.7 billion yen as sales activities of service subsidiaries are almost back to pre-pandemic levels and sales of new service subsidiaries acquired in the last fiscal year have contributed to the increase.

*The results of subsidiaries up to fiscal 2021 included consolidation adjustments, but from fiscal 2022 they are the sum of the results of pure subsidiaries that do not include consolidation adjustments.

For comparison with the previous fiscal year, the results for the previous fiscal year also indicate pure subsidiary totals.

Non-consolidated + subsidiaries = not consolidated.

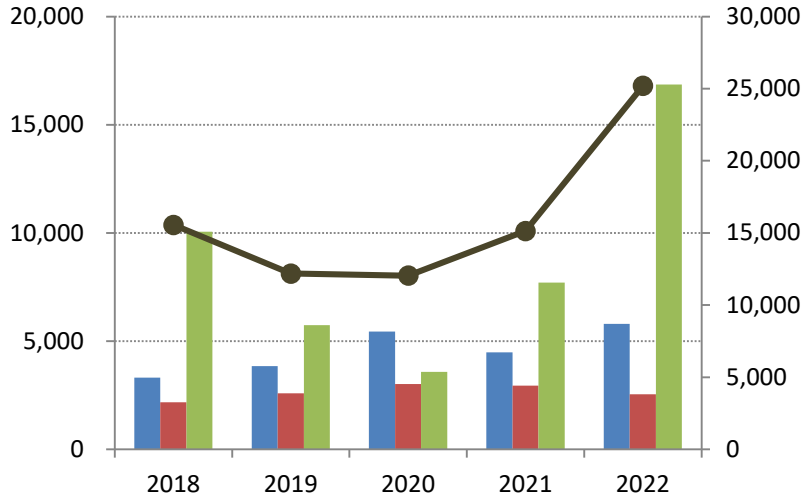
Orders received, Sales and Orders backlog by sector

Millions of yen

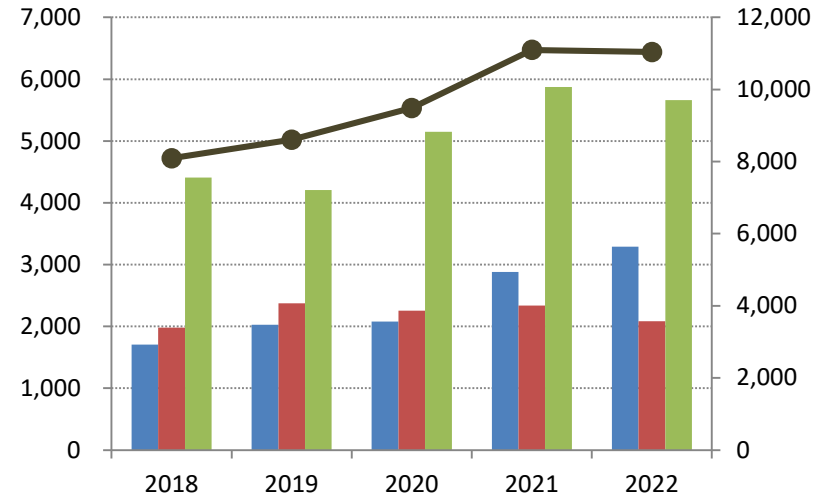
	FY2021.1Q			FY2022.1Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	4,482	2,882	16,770	5,796	3,290	17,778
YOY rate	-17.5%	—	—	29.3%	14.2%	6.0%
Private sector	2,942	2,339	7,327	2,543	2,083	8,656
YOY rate	-2.4%	—	—	-13.6%	-10.9%	18.1%
Overseas	7,711	5,872	28,214	16,852	5,661	51,637
YOY rate	115.3 %	—	—	118.5 %	-3.6%	83.0%
Total	15,137	11,094	52,312	25,192	11,036	78,072
YOY rate	25.8%	—	—	66.4%	-0.5%	49.2%

Orders received, Sales and Orders backlog by sector

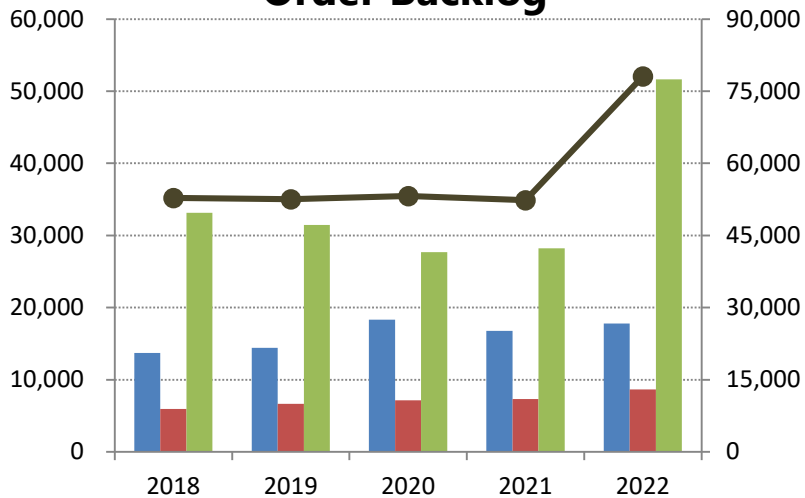
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

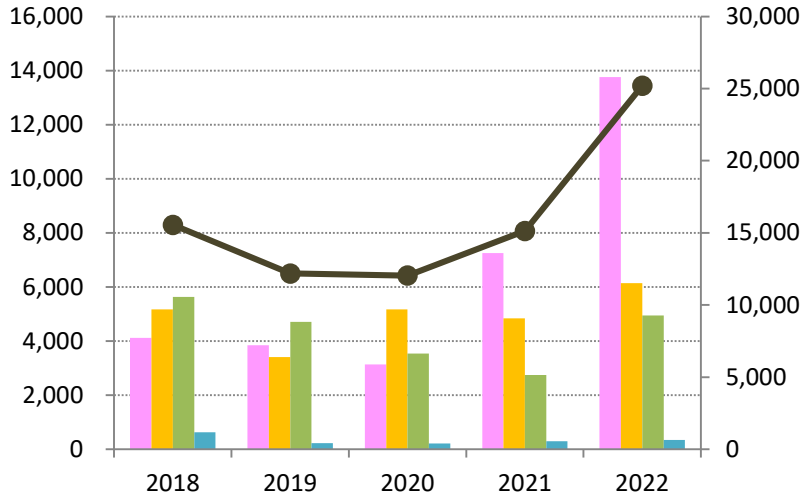
Orders received, Sales and Orders backlog by segment

Millions of yen

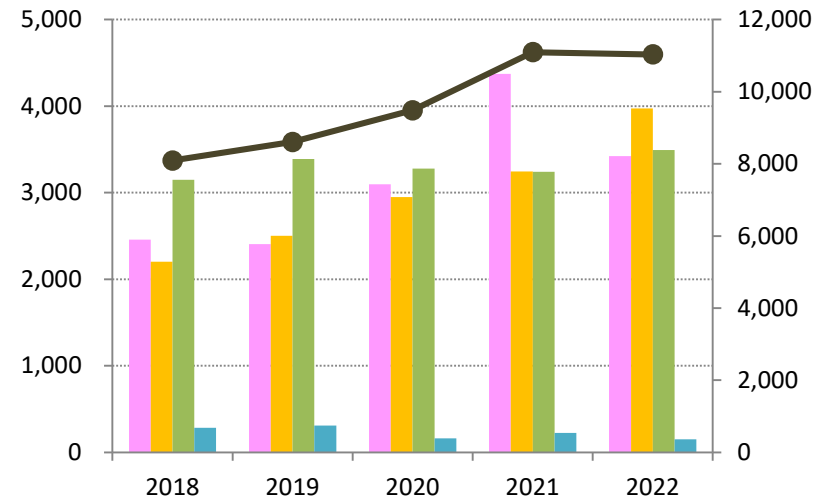
	FY2021 1Q			FY2022 1Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump	7,251	4,374	23,537	13,753	3,422	42,408
YoY rate	131.6%	—	—	89.7%	-21.8	80.2%
Project	4,843	3,245	22,189	6,145	3,973	26,156
YoY rate	-6.3%	—	—	26.9%	22.4%	17.9%
Service Solutions	2,748	3,252	6,481	4,949	3,492	9,135
YoY rate	-22.2%	—	—	80.1%	7.4%	41.0%
Renewable Energy & Environment	295	223	105	345	150	373
Total	15,137	11,094	53,312	25,192	11,036	78,072
YoY rate	42.5%	—	—	16.9%	-32.7%	255.2%

Orders received, Sales and Orders backlog by segment

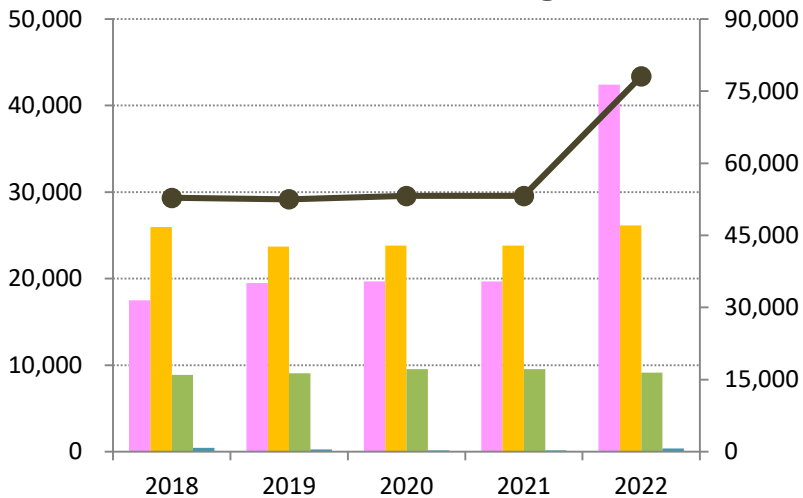
Orders Received



Sales



Order Backlog



Left

High-tech pump

Project

Service Solutions

Renewable Energy & Environment

Right

Total

Millions of yen

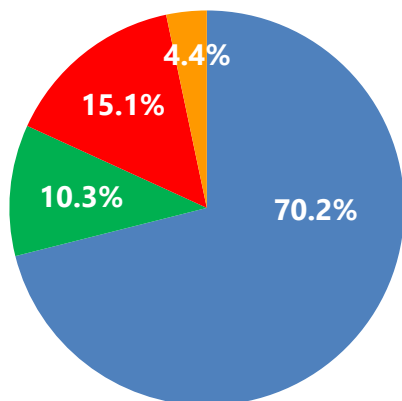
Orders Received breakdown by region

Billions of yen

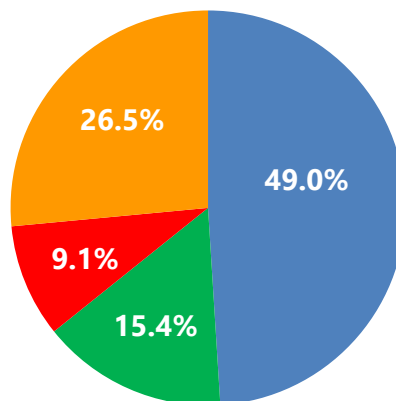
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2020 1Q	8.5 (70.2%)	3.5 (29.8%)	1.2 (10.3%)	1.8 (15.1%)	0.5 (4.4%)	12.0
FY2021 1Q	7.4 (49.0%)	7.7 (51.0%)	2.3 (15.3%)	1.4 (9.1%)	4.0 (26.5%)	15.1
FY2022 1Q	8.3 (33.1%)	16.9 (66.9%)	2.4 (9.4%)	3.0 (11.9%)	11.5 (45.6%)	25.2

■ Japan ■ Asia ■ Middle East ■ Other

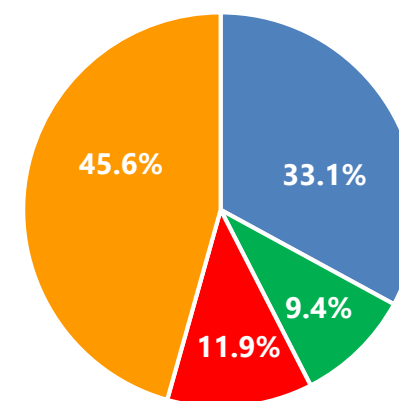
FY2020.1Q



FY2021.1Q



FY2022.1Q



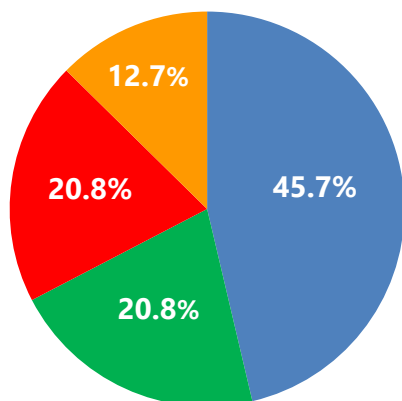
Sales breakdown by region

Billions of yen

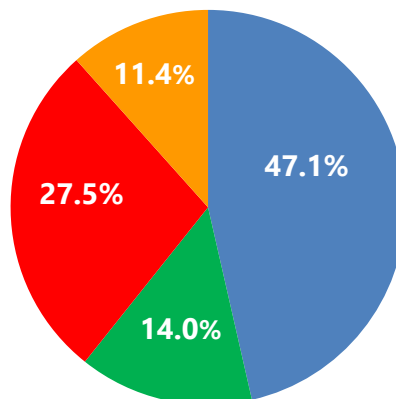
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2020 1Q	4.4 (45.7%)	5.1 (54.3%)	2.0 (20.8%)	1.9 (20.8%)	1.2 (12.7%)	9.5
FY2021 1Q	5.2 (47.1%)	5.9 (52.9%)	1.5 (14.0%)	3.1 (27.5%)	1.3 (11.4%)	11.1
FY2022 1Q	5.4 (48.7%)	5.6 (51.3%)	1.9 (17.4%)	2.1 (19.4%)	1.6 (14.5%)	11.0

■ Japan ■ Asia ■ Middle East ■ Other

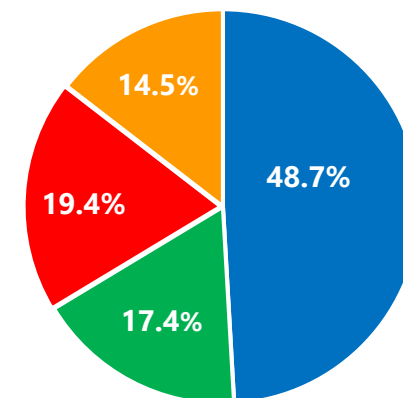
FY2020.1Q



FY2021.1Q



FY2022.1Q



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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