

## **Consolidated Financial Results for the 1<sup>st</sup> quarter of FY2021**

(April 1st 2021 ~ June 30th 2021)

< Aug 10th 2021 >

TORISHIMA PUMP MFG.CO., LTD.

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

Torishima Pump Mfg. Co., Ltd.

## FY2021 1Q Financial Results Outline



	Bil	lions of yen	Y0Y	Full-year plan
<ul> <li>Orders Received</li> </ul>	•••	15.1	+3.1	50.0
• Sales		11.1	+1.6	52.0
<ul> <li>Operating Income</li> </ul>		0.0	+0.0	3.6
<ul> <li>Ordinary Income</li> </ul>		0.1	+0.1	3.8
<ul> <li>Net Income</li> </ul>		0.0	+0.1	2.7

## FY2021 1Q Consolidated Financial Results

-Orders received: 17.5% decreased in public sector. This is because large orders are expected in the second quarter or later, while large orders were concentrated in the last first quarter.

2.4% decreased in private sector, 115.3% increased in overseas sector. Overall it increased by 25.8% to 15.1billion yen.

-Sales: 38.5% increased in public sector, 3.6% increased in private sector, and 14.0% increased in overseas sector, overall it increased by 16.9% to 11.1 billion yen.

-Profit: Although sales increased, profits were flat due to the booking of sales of unprofitable overseas projects and an increase in overseas SG&A expenses.

						Billions of yen
	FY2020 1Q	FY2021 1Q	YOY		FY2021 Full-year plan	Progress
			Amount	%		
Orders Received	12.0	15.1	+3.1	+25.8%	50.0	30.2%
Sales	9.5	11.1	+1.6	+16.8%	52.0	21.3%
Gross Operating Income (Gross profit margin)	2.3 (24.2%)	2.5 (22.5%)	+0.2 (-1.7pt)	+8.7%	13.8 (26.5%)	18.1% —
SG&A expense	2.3	2.5	+0.2	+8.7%	10.2	24.5%
Operating income (Operating profit margin)	-0.0 (-0.3%)	0.0 (0.0%)	0.0 (+0.3pt)		3.6 (6.9%)	0.3%
Non-operating Profit or loss	0.1	0.1	+0.0	—	—	—
Ordinary income	0.0	0.1	+0.1	—	3.8	2.6%
Extraordinary profit or loss	0.0	0.0	+0.0	_	_	
Net income	-0.0	0.0	+0.1		2.7	1.1%
*Foreign exchange rate(1USD)	¥108.83-31.03.2020 ¥107.74-30.06.2020	¥110.71-31.03.2021 ¥110.58-30.06.2021				

Torishima Pump Mfg. Co., Ltd.

Billions of yen

TORISHIMA

### **FY2021 1Q Financial Results** (Non-consolidated / Subsidiaries)



■ Non-consolidated					■ Subsid	iaries	Billions of yen	
	FY2020 1Q	FY2021 1Q	Increase-Decrease Amount %		FY2020 1Q	FY2021 1Q	Increase- Amount	Decrease %
Sales	7.1	9.1	+2.0	+28.2%	2.4	2.0	-0.4	-16.7%
Gross Operating Income (Gross profit margin)	1.4 (19.7%)	1.4 (15.4%)	±0 (-4.3pt)	—	0.9 (37.5%)	1.1 (55.0%)	+0.2 (-17.5pt)	+22.2%
SG&A expense	1.6	1.6	±0	—	0.7	0.9	+0.2	+28.6%
Operating income (Operating profit margin)	-0.2 (-2.8%)	-0.2 (-2.2%)	±0 (+0.6pt)	—	0.2 (8.3%)	0.2 (10.0%)	±0 (+1.7pt)	—

Sales increased by 2.0 billion yen due to a large increase in public and overseas sectors.

Sales include overseas projects with low profit margin, resulting in profits were flat. -

Gross operating income increased by ¥0.2 billion due to an overall improvement in profit margins despite a decrease in sales.

- The main reasons for the increase in SG&A expenses are
  - -Increase in expenses due to reactivated business operations in some countries compared to the same period last year, despite the continuing turmoil by the Covid-19. -Increase in depreciation along with capital investment for the future growth.

## Orders received, Sales and Orders backlog by sector

Millions of yen

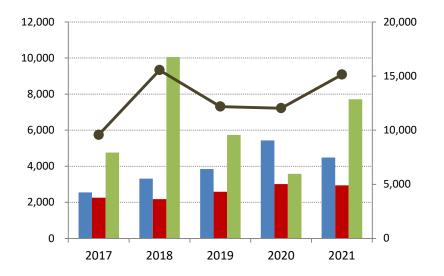
**TORISHIMA** 

			FY20201Q		FY2021 1Q			
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog	
P	ublic sector	5,436	2,080	18,342	4,482	2,882	16,770	
	YOY rate	41.2%	2.7%	27.3%	-17.5%	—	_	
Pr	ivate sector	3,016	2,256	7,159	2,942	2,339	7,327	
	YOY rate	16.4%	-4.9%	7.4%	-2.4%	—	—	
	Overseas	3,582	5,148	27,687	7,711	5,872	28,214	
	YOY rate	-37.6%	22.3%	-11.9%	115.3 %	—	—	
	Total	12,035	9,486	53,189	15,137	11,094	52,312	
	YOY rate	-1.2%	10.2%	1.3%	25.8%	_	_	

Effective from the beginning of the first quarter of the current fiscal year, the Company has adopted "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29), etc. As a result of this change, the orders backlog at the end of the previous fiscal year has been reduced by 638 million yen. The changes of amount and percentage for net sales and orders backlog from a comparable previous period are not stated.

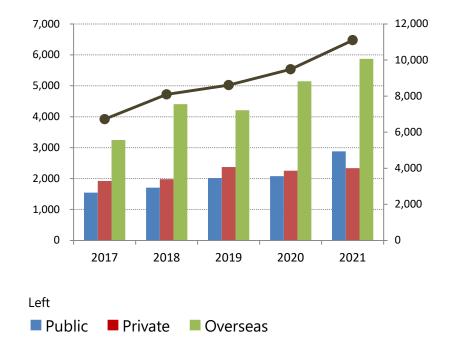
#### Torishima Pump Mfg. Co., Ltd.

## Orders received, Sales and Orders backlog by sector

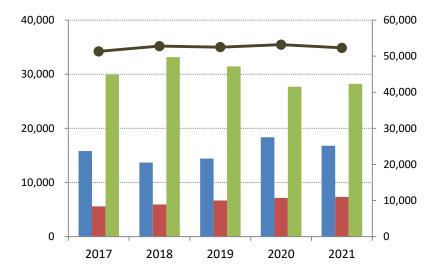


### **Orders Received**

Sales



**Order Backlog** 



Millions of yen

Total

Right

# Orders received, Sales and Orders backlog by segment

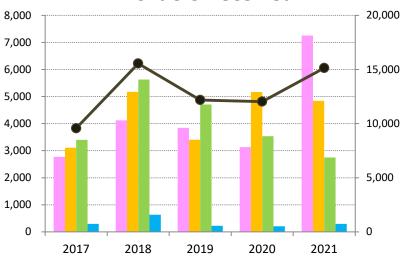
			FY2020 1Q		FY2021 1Q			
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog	
High-tech	n Pump	3,130	3,098	19,675	7,251	4,374	23,537	
	YoY rate	-18.5%	28.8%	0.9%	131.6%	—	—	
Proje	ect	5,166	2,950	23,814	4,843	3,245	22,189	
	YoY rate	51.7%	17.8%	0.5%	-6.3%	—	—	
Service Solutions		3,532	3,278	9,546	2,748	3,252	6,481	
	YoY rate	-24.9%	-3.2%	5.4%	-22.2%	—	—	
Environn Renewable		207	162	155	295	223	105	
Tota	al	-8.4%	-47.7%	-40.2	42.5%	—	—	
	YoY rate	12,035	9,486	53,189	15,137	11,094	53,312	

**TORISHIMA** 

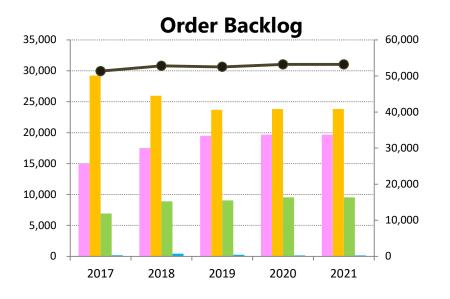
Effective from the beginning of the first quarter of the current fiscal year, the Company has adopted "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29), etc. As a result of this change, the orders backlog at the end of the previous fiscal year has been reduced by 638 million yen. The changes of amount and percentage for net sales and orders backlog from a comparable previous period are not stated.

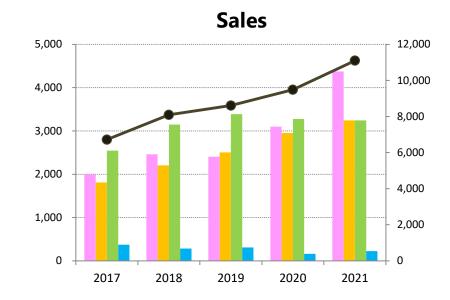
### 株式会社 酉島製作所

## Orders received, Sales and Orders backlog by segment



### Orders Received





Left



Millions of yen

## **Orders Received breakdown by region**



Billions of yen Breakdown Japan **Total Overseas** Middle East Other Asia 6.5 5.7 1.5 2.8 1.4 FY2019 1Q 12.2 (53.3%)(46.7%) (12.3%)(23.0%)(11.4%)8.5 3.5 1.2 1.8 0.5 FY2020 1Q 12.0 (70.2%) (29.8%) (15.1%)(10.3%) (4.4%) 7.4 7.7 2.3 1.4 4.0 FY2021 1Q 15.1 (49.0%) (51.0 %) (15.3%)(9.1%) (26.5%)Asia 📕 Middle East Japan Other FY2019 1Q FY2020 1Q FY2021 1Q 4.4% 11.4% 15.1% 26.5% 23.0% 49.0% 10.3% 53.3% 70.2% 9.1% 12.3% 15.4%

Torishima Pump Mfg. Co., Ltd.

## Sales breakdown by region



Billions of yen

	Japan	Overseas		Breakdown		Total			
	заран	Overseas	Asia	Middle East	Other	iotai			
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	4.4 (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			
	Japan Asia Middle East Other								
FY2019 10	FY2019 1Q FY2020 1Q FY2021					1 1Q			
9.3%	0.30/								
			12.7%		11.4%				
16.3%	51.1%	2	20.8% 45	.7%	27.5%	47.1%			
23.3%			20.8%						
					14.0%	6			

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]

Torishima Pump Mfg.Co.,Ltd. Investor & Public Relations Office Tel : +81(0)72-695-0551 Email : ir-torishima@torishima.co.jp