

Consolidated Financial Results for the 3rd quarter of FY2021

(April 1st 2021 ~ December 31th 2021)

< February 10 2022 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2021 3Q Financial Results Outline

(April 1st 2021 ~ December 31th 2021)



		Billions of yen	YOY (billions of yen)
● Orders Received	...	54.2	+17.0
● Sales	...	34.5	+3.8
● Operating Income	...	1.7	+1.6
● Ordinary Income	...	2.1	+1.5
● Net Income	...	1.4	+1.1

FY2021 3Q Consolidated Financial Results



- Orders received:** 8.3% decreased in domestic public sector, 7.6% increased in domestic private sector, 129.8% increased in overseas sector driven by large orders in Egypt, Saudi Arabia and Hong Kong, resulting in an overall orders received increased by 45.7% to 54.2 billions yen
- Sales:** 24.0% increased in domestic public sector, 8.8% increased in domestic private sector, 7.7% increased in overseas sector, overall sales increased by 12.4% to 34.5 billions yen
- Profit:** Operating income increased by 1.6 billion yen due to increased sales and higher gross profit margin..

Billions of yen

	FY2020 3Q	FY2021 3Q	YOY		FY2021 Full-year	Vs. Plan
			Amount	%		
Orders Received	37.2	54.2	+17.0	+45.7%	50.0	108.4%
Sales	30.7	34.5	+3.8	+12.4%	54.0	63.9%
Gross Operating Income (Gross profit margin)	7.2 (23.5%)	9.3 (27.0%)	+2.1 (+3.5pt)	+29.2% —	14.5 (26.9%)	64.2%
SG&A expense	7.0	7.7	+0.7	+10.0%	10.4	74.0%
Operating income (Operating profit margin)	0.1 (0.3%)	1.7 (5.0%)	+1.6 (+4.7pt)	+1,600.0% —	4.3 (8.0%)	39.5%
Non-operating Profit or loss	0.5	0.4	-0.1	-20.0%		
Ordinary income	0.6	2.1	+1.5	+250.0%	4.6	45.7%
Extraordinary profit or loss	0.0	0.0	±0.0	—		
Net income	0.3	1.4	+1.1	+366.7%	3.1	45.2%

*Foreign exchange rate (1USD)

JPY103.50
31/12/2020

JPY115.02
31/12/2021

FY2021 3Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

Billions of yen

	FY2020 3Q	FY2021 3Q	Increase-Decrease	
			Amount	%
Sales	23.4	28.0	+4.6	+19.7%
Gross Operating Income (Gross profit margin)	4.0 (17.1%)	5.8 (20.7%)	+1.8 (+3.6pt)	+45.0% —
SG&A expense	4.8	4.8	±0	±0
Operating income (Operating profit margin)	-0.8 (-3.4%)	1.0 (+3.6%)	+1.8 (+7.0pt)	—

- Gross profit income increased 1.8 billion yen due to increased sales in public-sector with higher margin in addition to increased sales overall.
- Operating income increased 1.8 billion yen as SG&A expenses kept flat due to progress in operational efficiency and cost reduction efforts through work style reforms.

■ Subsidiaries

Billions of yen

	FY2020 3Q	FY2021 3Q	Increase-Decrease	
			Amount	%
Sales	7.3	6.5	-0.8	-11.0%
Gross Operating Income (43.8%)	3.2 (43.8%)	3.5 (53.8%)	+0.3 (+10.0pt)	+9.4% —
SG&A expense	2.2	2.9	+0.7	+31.8%
Operating income (12.3%)	0.9 (12.3%)	0.7 (10.8%)	-0.2 (-1.5pt)	-22.2% —

- Sales decreased 0.8 billion yen, this is because a subsidiary in Indonesia was excluded from the scope of consolidation and a UK service subsidiary had particularly large sales in the previous fiscal year.
- Despite decreased sales, gross operating income increased 0.3 billion yen driven by a manufacturing factory in China with increased sales and profit.
- Operating income decreased due mainly to increased SG&A such as depreciation in a UK subsidiary, sales commissions as well as Covid 19 issues.

A newly consolidated company AHF (Australia Fluid Handling Pty Ltd)

As we announced on the [company's website](#) on 1st December 2021, we acquired all shares of a service company in Australia.

Purpose of the Acquisition

- ✓ Further expansion of the service business by utilizing the service network in the Oceania region.
- ✓ In addition, since Australia is becoming an established base for the production and transportation of hydrogen and ammonia, we will take advantage of this acquisition of AFH to make a stepping stone to enter new fields including hydrogen and ammonia. At the same time, we will contribute to a better environment by creating a new added value through leveraging our technology, wide product lineup and synergies

Company name	Australia Fluid Handling Pty Ltd
Foundation	Y2000
Line of Business	Pumps used in oil & gas including LNG, chemicals, mining, etc. and engineering of compressors, valves, fuel storage systems, etc.
Head Office	Melbourne, Australia
Capital Amount	AUD 625,000
Turnover	AUD11.4 Million (ended June 2021)
Employee No	33

Appendix

3Q Orders received, Sales and Orders backlog by sector



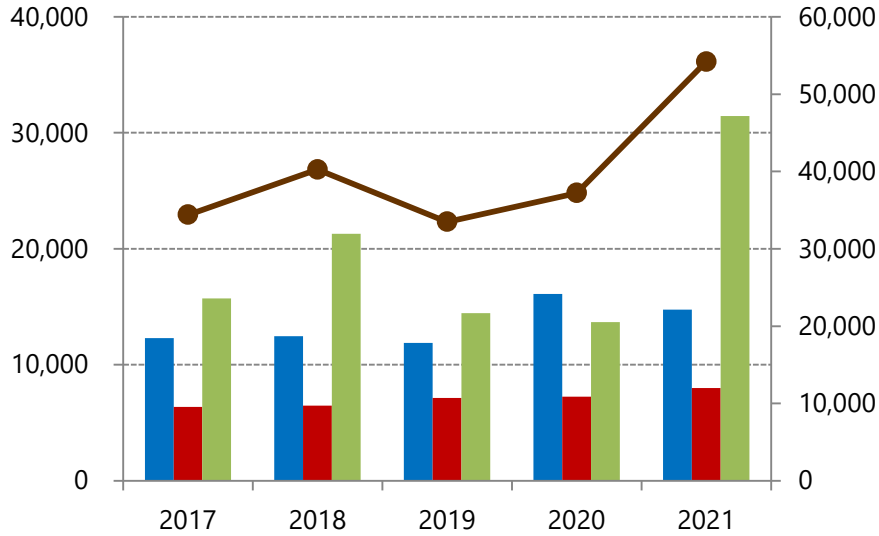
Millions of yen

	FY2020 3Q			FY2021 3Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	16,093	8,456	22,623	14,763	10,491	19,441
YOY rate	35.4%	24.9%	27.8%	-8.3%	—	—
Private sector	7,420	6,662	7,157	7,988	7,250	7,463
YOY rate	4.1%	-0.4%	3.9%	7.7%	—	—
Overseas	13,680	15,576	27,357	31,441	16,791	41,024
YOY rate	-5.4%	12.2%	-10.3%	129.8%	—	—
Total	37,194	30,696	57,138	54,193	34,533	67,929
YOY rate	11.1%	12.3%	3.7%	45.7%	—	—

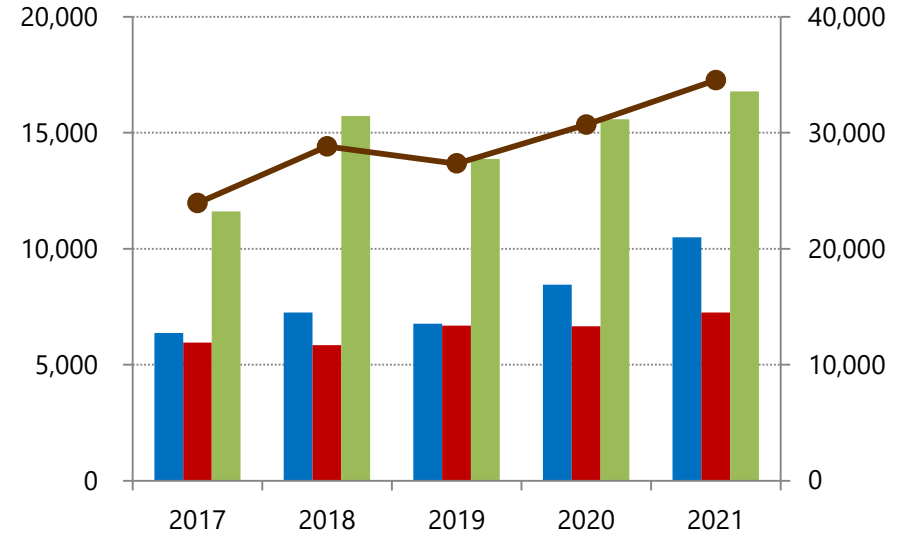
3Q Orders received, Sales and Orders backlog by sector



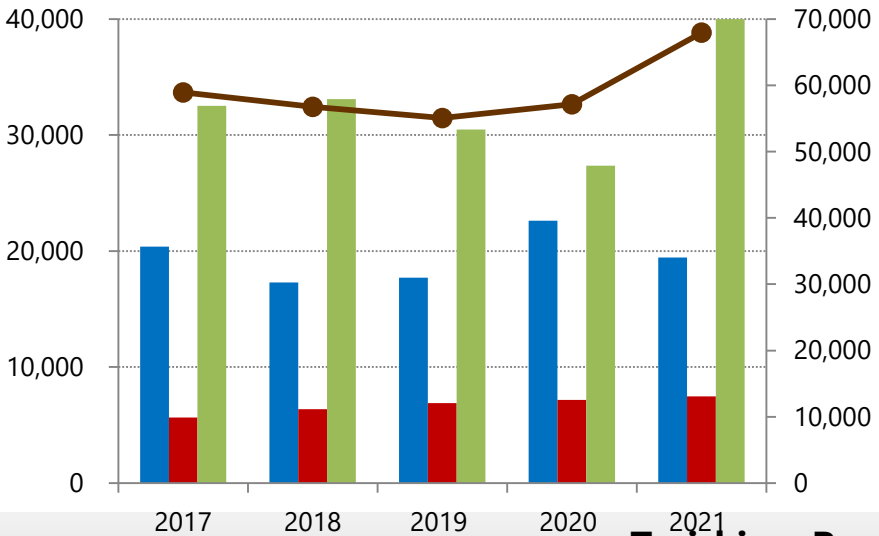
Orders Received



Sales



Order Backlog



Left
■ Public ■ Private ■ Overseas
 Right
● Total
 Millions of yen

3Q Orders received, Sales and Orders backlog by segment



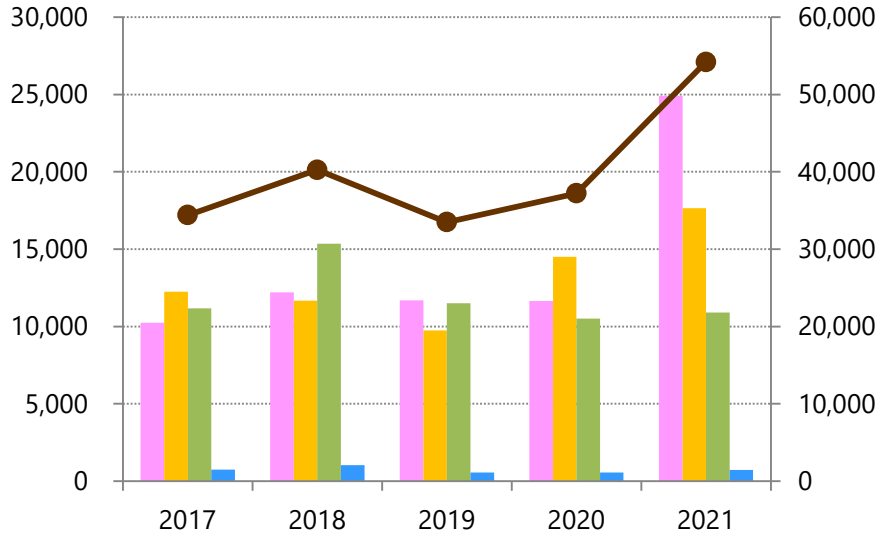
Millions of yen

		FY2020 3Q			FY2021 3Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		11,640	10,097	21,185	24,920	13,077	32,503
	YoY rate	-0.5%	24.7%	-2.2%	114.1%	—	—
Project		14,492	9,348	26,742	17,645	11,407	26,829
	YoY rate	48.9%	17.4%	8.9%	21.8%	—	—
Service Solutions		10,510	10,800	9,001	10,901	9,495	8,391
	YoY rate	-8.6%	1.5%	4.7%	3.7%	—	—
Environment & Renewable Energy		552	452	210	727	554	206
	YoY rate	+0.9%	-29.5%	-15.7%	31.7%	—	—
Total		37,194	30,696	57,138	54,193	34,533	67,929
	YoY rate	11.1%	12.3%	3.7%	45.7%	—	—

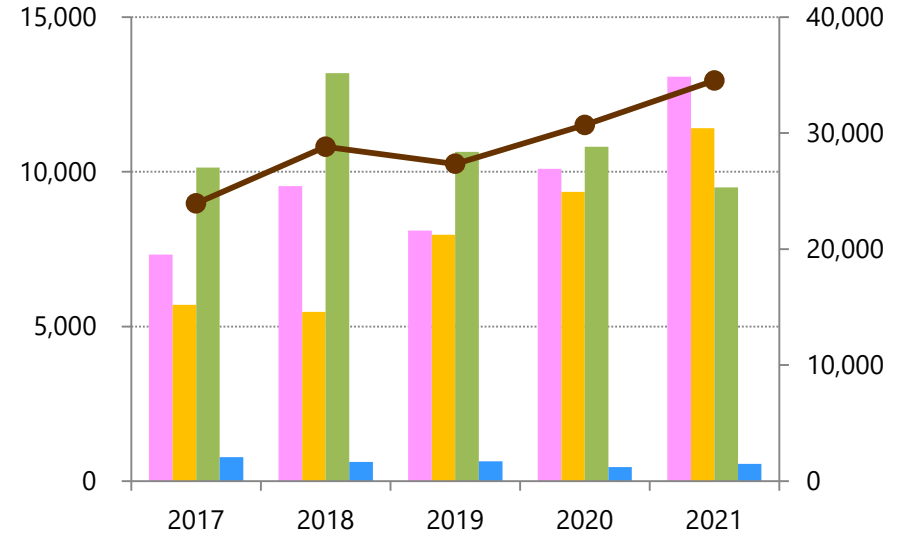
3Q Orders received, Sales and Orders backlog by segment



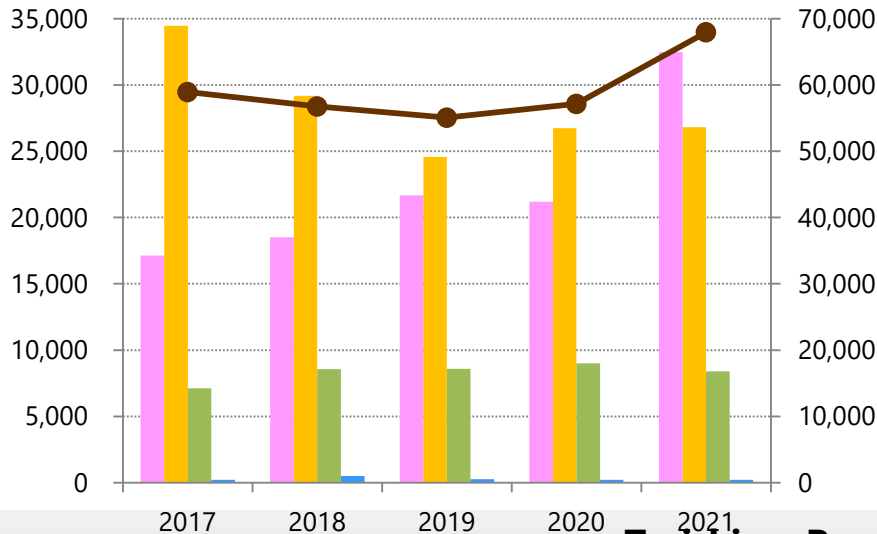
Orders Received



Sales



Order Backlog



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

Right
 Total

Millions of yen

3Q Orders Received breakdown by region

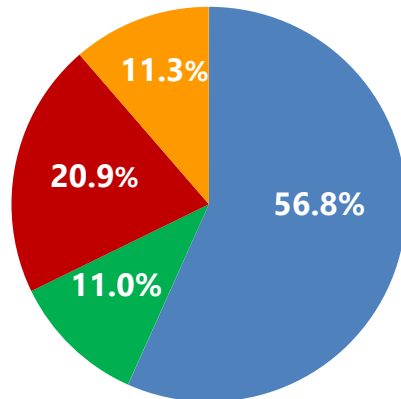
Billions of yen

	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2019 3Q	19.0 (56.8%)	14.5 (43.2%)	3.7 (11.0%)	7.0 (20.9%)	3.8 (11.3%)	33.5
FY2020 3Q	23.5 (63.2%)	13.7 (36.8%)	5.5 (14.7%)	6.5 (17.5%)	1.7 (4.6%)	37.2
FY2021 3Q	22.8 (42.0%)	31.4 (58.0%)	7.3 (13.4%)	8.3 (15.2%)	15.9 (29.4%)	54.2

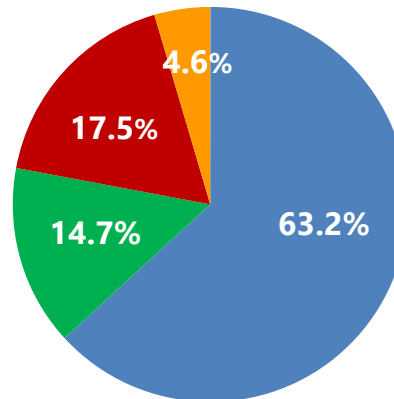
Large projects in Egypt

■ Japan ■ Asia ■ Middle East ■ Other

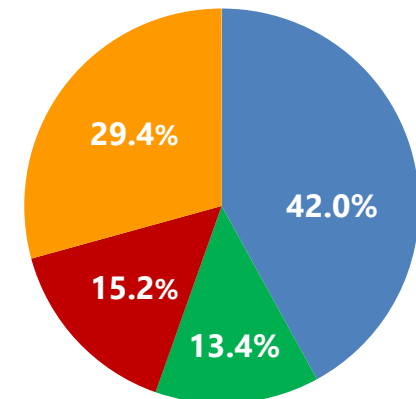
FY2019 3Q



FY2020 3Q



FY2021 3Q



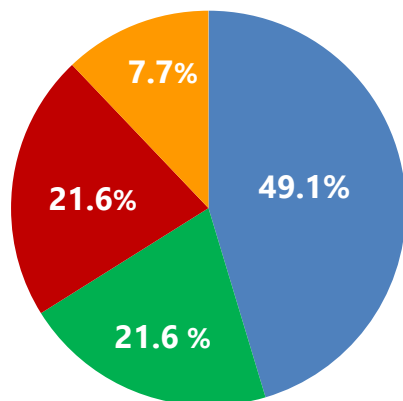
Sales breakdown by region

Billions of yen

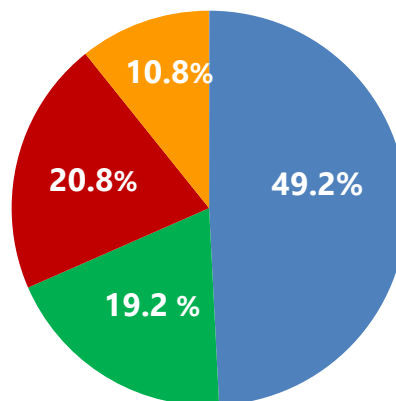
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2019 3Q	13.4 (49.1%)	13.9 (50.9%)	5.9 (21.6%)	5.9 (21.6%)	2.1 (7.7%)	27.3
FY2020 3Q	15.1 (49.2%)	15.6 (50.8%)	5.9 (19.2%)	6.4 (20.8%)	3.3 (10.8%)	30.7
FY2021 3Q	17.7 (51.4%)	16.8 (48.6%)	6.0 (17.3%)	7.8 (22.7%)	3.0 (8.6%)	34.5

■ Japan ■ Asia ■ Middle East ■ Other

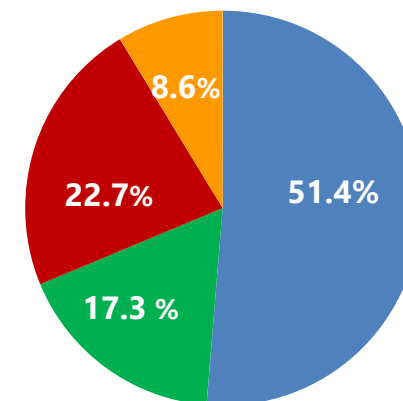
FY2019 3Q



FY2020 3Q



FY2021 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.

【Inquiries】

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