

Consolidated Financial Results for the 3rd quarter of FY2022

(April 1st 2022 ~ December 31th 2022)

< February 10 2023 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2022 3Q Financial Results Outline

(April 1st 2022 ~ December 31th 2022)



		Billions of yen	YOY (Billions of yen)
● Orders Received	...	65.7	+11.5
● Sales	...	40.6	+6.1
● Operating Income	...	2.3	+0.6
● Ordinary Income	...	2.1	±0
● Net Income	...	1.4	±0

FY2022 3Q Consolidated Financial Results



- Orders received:** 7.3% decreased in domestic public sector, 6.8% increased in domestic private sector, 38.4% increased in overseas sector, overall orders received increased by 21.3% to 65.7 billions yen
- Sales:** 7.2% decreased in domestic public sector, 6.7% decreased in domestic private sector, 43.6% increased in overseas sector, overall sales increased by 17.6% to 40.6 billions yen
- Profit:** Operating income increased by 1.6 billion yen to 2.3 billion yen due to increased sales and continued improvement in profitability. Ordinary income was 2.1 billion yen, same as the previous year, due to foreign exchange loss of 0.6 billion yen.

Billions of yen

	FY2021 3Q	FY2022 3Q	YOY		FY2022 Full-year	Vs. Plan
			Amount	%		
Orders Received	54.2	65.7	+11.5	+21.2%	57.0	115.3%
Sales	34.5	40.6	+6.1	+17.7%	65.0	62.5%
Gross Operating Income (Gross profit margin)	9.3 (27.0%)	11.3 (27.8%)	+2.0 (+0.8pt)	+21.5% —	19.5 (30.0%)	58.0%
SG&A expense	7.7	9.0	+1.3	+16.9%	13.0	69.2%
Operating income (Operating profit margin)	1.7 (5.0%)	2.3 (5.7%)	+0.6 (+0.7pt)	+35.3% —	6.5 (10.0%)	35.4%
Non-operating Profit or loss	0.4	-0.2	-0.6	—		—
Ordinary income	2.1	2.1	±0	±0%	6.5	32.3%
Extraordinary profit or loss	0.0	-0.1	-0.1	—		—
Net income	1.4	1.4	±0	±0%	48	29.2%

*Foreign exchange rate (1USD)

31/3/2021 ¥110.71 31/3/2022 ¥122.39
31/12/2021 ¥115.02 31/12/2022 ¥132.70

Assumed rate ¥140

FY2022 3Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

Billions of yen

	FY2021 3Q	FY2022 3Q	YOY	
			Amount	%
Sales	28.0	30.6	+2.6	+9.3%
Gross Operating Income (Gross profit margin)	5.8 (20.7%)	6.6 (21.6%)	+0.8 (+0.9pt)	+13.8% —
SG&A expense	4.8	5.3	+0.5	+10.4%
Operating income (Operating profit margin)	1.0 (3.6%)	1.3 (4.2%)	+0.3 (+0.6pt)	+30.0%

■ Subsidiaries

Billions of yen

	FY2021 3Q	FY2022 3Q	YOY	
			Amount	%
Sales	10.8	15.3	+4.5	+41.7%
Gross Operating Income (Gross profit margin)	3.9 (36.1%)	5.0 (32.7%)	+1.1 (-3.4pt)	+28.2% —
SG&A expense	3.3	4.1	+0.8	+24.2%
Operating income (Operating profit margin)	0.6 (5.6%)	0.9 (5.9%)	+0.3 (+0.3pt)	+50.0% —

- ✓ Sales largely increased in overseas, resulted in an overall increase of by 2.6 billion yen to 30.6 billion yen.
- ✓ Operating income increased by 300 million yen to 1.3 billion yen due to continued improvement in profitability on overseas sector.
- ✓ The impact of increased sales due to the yen's depreciation is +1.4 billion yen

- ✓ Overall, sales were strong, increased by 4.5 billion yen to 15.3 billion yen.
- ✓ SG&A expenses increased by 0.8 billion yen due to the impact of foreign exchange rates and an increase in newly consolidated subsidiaries, operating income increased by 0.3 billion yen to 0.9 billion yen.
- ✓ The impact of increased sales due to the yen's depreciation is +2.0 billion yen.

*Subsidiary financial results are before consolidation adjustments.
Therefore, non-consolidated + subsidiary does not = consolidated results.

Appendix

3Q Orders received, Sales and Orders backlog by sector



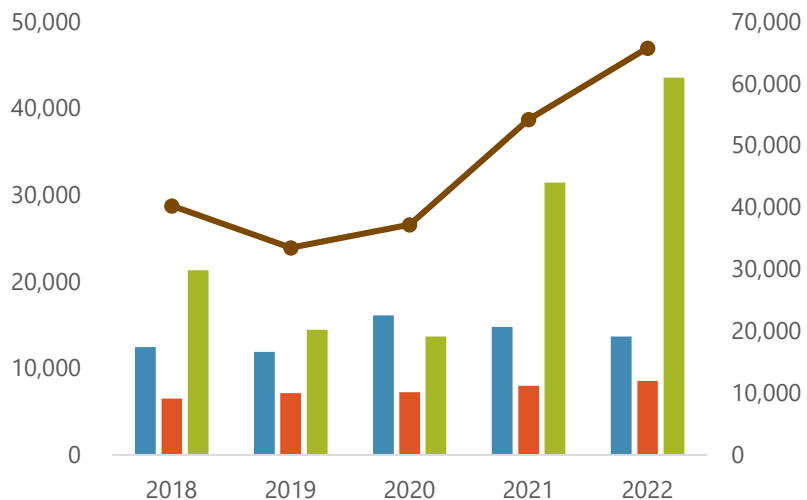
Millions of yen

	FY2021 3Q			FY2022 3Q		
	Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector	14,763	10,491	19,441	13,680	9,737	19,215
YOY rate	-8.3%	—	—	-7.3%	-7.2%	-1.2%
Private sector	7,988	7,250	7,463	8,530	6,763	9,964
YOY rate	7.7%	—	—	6.8%	-6.7%	33.5%
Overseas	31,441	16,791	41,024	43,524	24,113	59,857
YOY rate	129.8%	—	—	38.4%	43.6%	45.9%
Total	54,193	34,533	67,929	65,735	40,615	89,036
YOY rate	45.7%	—	—	21.3%	17.6%	31.1%

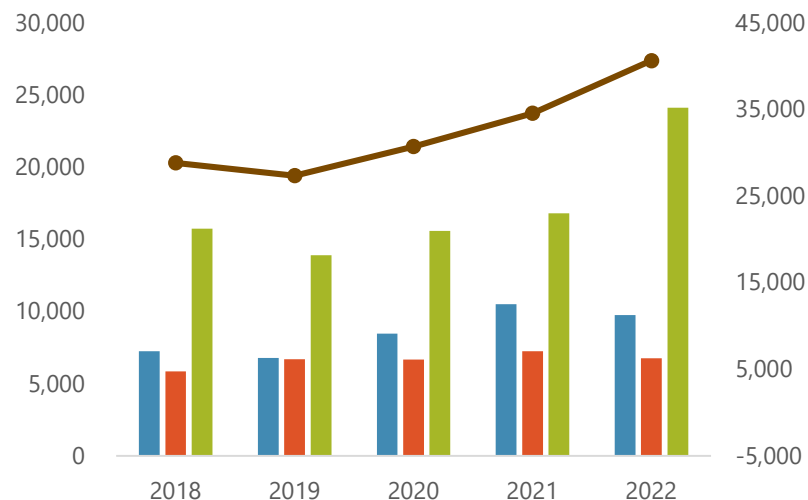
3Q Orders received, Sales and Orders backlog by sector



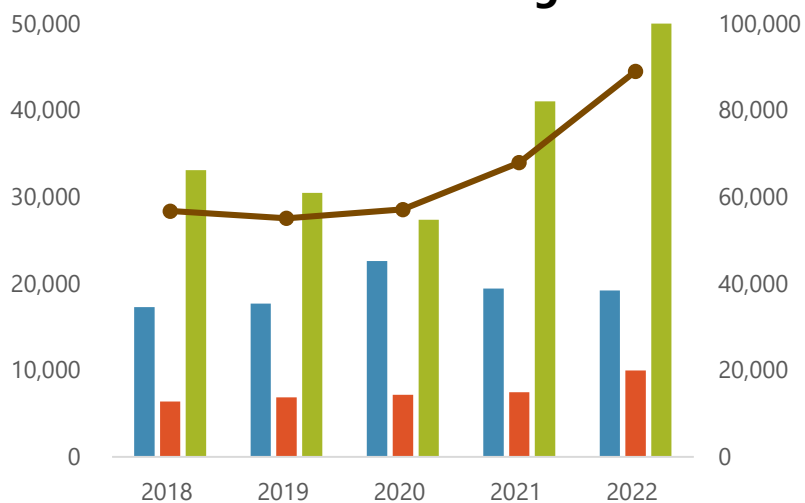
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

3Q Orders received, Sales and Orders backlog by segment



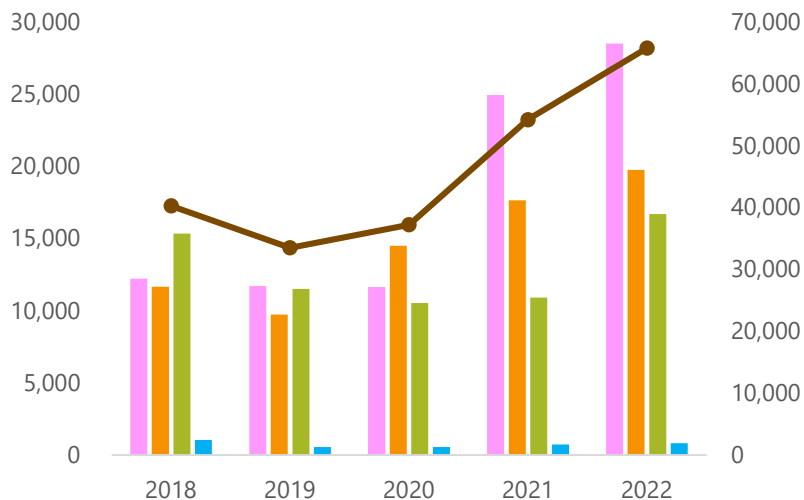
Millions of yen

		FY2021 3Q			FY2022 3Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		24,920	13,077	32,503	28,493	15,068	45,502
	YoY rate	114.1%	—	—	14.3%	15.2%	40.0%
Project		17,645	11,407	26,829	19,740	13,014	30,711
	YoY rate	21.8%	—	—	11.9%	14.1%	14.5%
Service Solutions		10,901	9,495	8,391	16,692	11,944	12,426
	YoY rate	3.7%	—	—	53.1%	25.8%	48.1%
Environment & Renewable Energy		727	554	206	810	590	398
	YoY rate	31.7%	—	—	11.4%	6.5%	93.2%
Total		54,193	34,533	67,929	65,735	40,615	89,037
	YoY rate	45.7%	—	—	21.3%	17.6%	31.1%

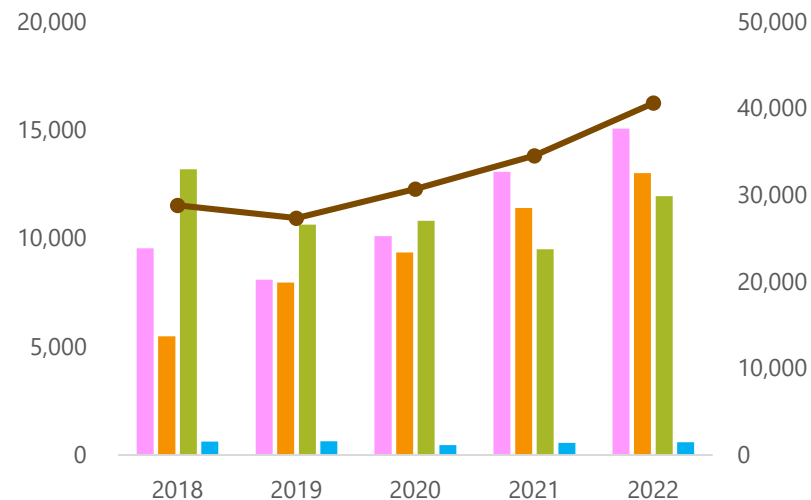
3Q Orders received, Sales and Orders backlog by segment



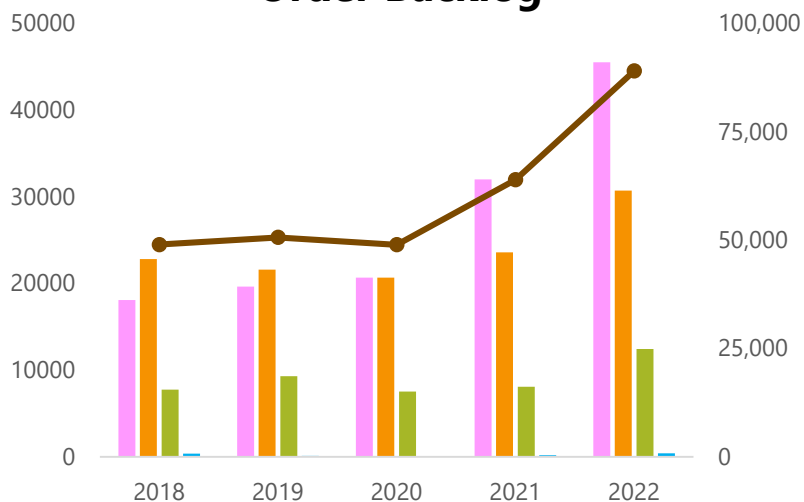
Orders Received



Sales



Order Backlog



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

Right
 Total

Millions of yen

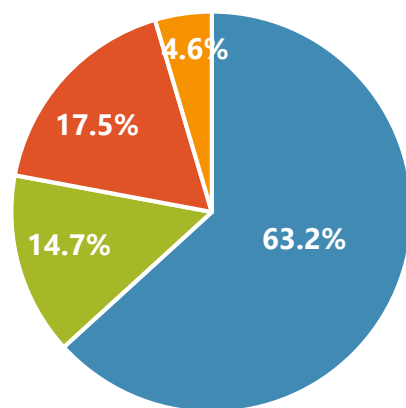
3Q Orders Received breakdown by region

Billions of yen

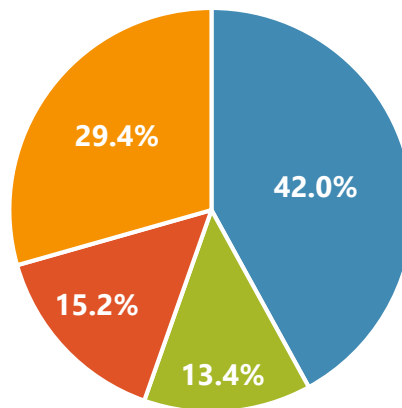
	Japan	Overseas Total	Breakdown			Total
			Asia	Middle East	Other	
FY2020 3Q	23.5 (63.2%)	13.7 (36.8%)	5.5 (14.7%)	6.5 (17.5%)	1.7 (4.6%)	37.2
FY2021 3Q	22.8 (42.0%)	31.4 (58.0%)	7.3 (13.4%)	8.3 (15.2%)	15.9 (29.4%)	54.2
FY2022 3Q	22.2 (33.8%)	43.6 (66.2%)	13.2 (20.0%)	12.1 (18.4%)	18.3 (27.8%)	65.7

■ Japan ■ Asia ■ Middle East ■ Other

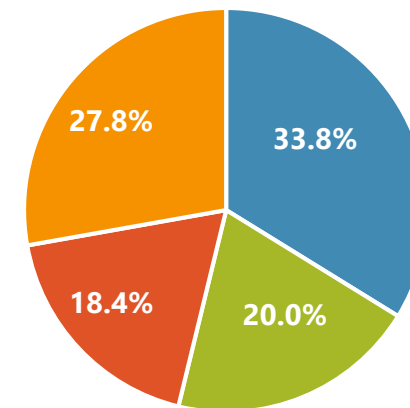
FY2020 3Q



FY2021 3Q



FY2022 3Q



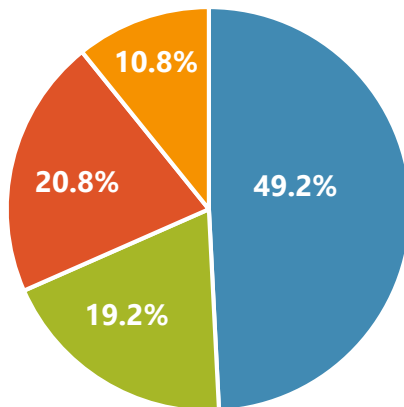
3Q Sales breakdown by region

Billions of yen

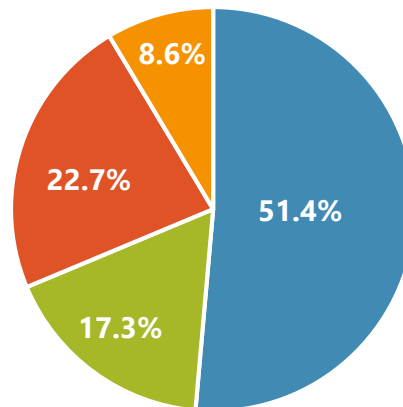
	Japan	Overseas Total	Breakdown			Total
			Asia	Middle East	Other	
FY2020 3Q	15.1 (49.2%)	15.6 (50.8%)	5.9 (19.2%)	6.4 (20.8%)	3.3 (10.8%)	30.7
FY2021 3Q	17.7 (51.4%)	16.8 (48.6%)	6.0 (17.3%)	7.8 (22.7%)	3.0 (8.6%)	34.5
FY2022 3Q	16.5 (40.6%)	24.1 (59.4%)	8.6 (21.3%)	7.7 (19.0%)	7.8 (19.1%)	40.6

■ Japan ■ Asia ■ Middle East ■ Other

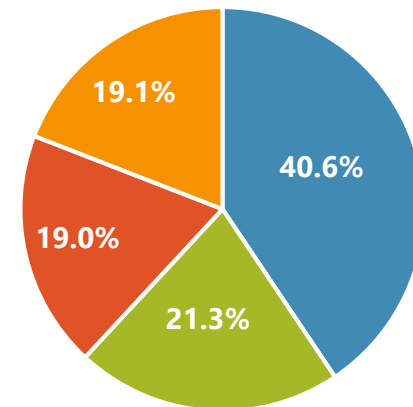
FY2020 3Q



FY2021 3Q



FY2022 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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