

# Consolidated Financial Results for the 1<sup>st</sup> quarter of FY2023

(April 1st 2023 ~ June 30th 2023)

< Aug 10th 2023 >

**TORISHIMA PUMP MFG.CO.,LTD.**

**Securities Code : 6363**

**[www.torishima.co.jp/en](http://www.torishima.co.jp/en)**

		Billions of yen		YOY
● Orders Received	...	20.5	-4.7	-18.7%
● Sales	...	17.3	+6.3	+57.3%
● Operating Income	...	1.2	+0.9	+300%
● Ordinary Income	...	1.0	+0.6	+150%
● Net Income	...	0.9	+0.8	+800%

# FY2023 1Q Consolidated Financial Results



- Orders received: 23.2% decreased in public sector, 5.3% increased in private sector, and the overseas sector saw a 20.8% decline (due to a large project in the previous fiscal year), Overall orders received progressed steadily against the annual plan.
- Sales: 22.6% decreased in public sector, 44.7% increased in private sector, and 107.8% increased largely in overseas sector due to the start of recording sales from large projects, and overall sales were up 57.3% to 17.3 billion yen.
- Profit: Despite an increase in SG&A expenses, including personnel costs increases and sales commissions, operating income rose sharply driven by higher sales. Despite a non-operating foreign exchange loss of approximately 400 million yen, net income increased substantially due to extraordinary gains, including a valuation gain resulting from the consolidation of a subsidiary.

Billions of yen

	FY2022 1Q	FY2023 1Q	YOY		FY2023 Full-year plan	Progress
			Amount	%		
Orders Received	25.2	20.5	-4.7	▲18.7%	70.0	29.3%
Sales	11.0	17.3	+6.3	+57.3%	75.0	23.1%
Gross Operating Income (Gross profit margin)	3.1 (28.2%)	4.8 (27.7%)	+1.7 (-0.5pt)	+54.8% —		
SG&A expense	2.7	3.7	+1.0	+37.0%		
Operating income (Operating profit margin)	0.3 (2.7%)	1.2 (6.9%)	+0.9 (+4.2pt)	+300% —	6.8 (9.1%)	17.6%
Non-operating Profit or loss	0.1	-0.2	-0.3	—	—	—
Ordinary income	0.4	1.0	+0.6	+150%	6.3	15.9%
Extraordinary profit or loss	-0.1	0.2	+0.3	—	—	—
Net income	0.1	0.9	+0.8	+800%	4.6	19.6%

\*Foreign exchange rate (1USD)

¥136.68-30.06.2022

¥144.99-30.06.2023

assumptions:¥135

# FY2023 1Q Financial Results

## (Non-consolidated / Subsidiaries)



### ■ Non-consolidated

	FY2022 1Q	FY2023 1Q	YOY	
			Amount	%
Sales	8.5	13.3	+4.8	+56.5%
Gross Operating Income (Gross profit margin)	1.9 (22.4%)	3.1 (23.3%)	+1.2 (+0.9pt)	+63.2%
SG&A expense	1.7	2.3	+0.6	+35.3%
Operating income (Operating profit margin)	0.2 (2.4%)	0.8 (6.0%)	+0.6 (+3.6pt)	+300%

### ■ Subsidiaries\*

Billions of yen

	FY2022 1Q	FY2023 1Q	YOY	
			Amount	%
Sales	4.0	5.7	+1.7	+42.5%
Gross Operating Income (Gross profit margin)	1.3 (32.5%)	2.0 (35.1%)	+0.7 (+2.6pt)	+53.8%
SG&A expense	1.1	1.5	+0.4	+36.4%
Operating income (Operating profit margin)	0.2 (5.0%)	0.5 (8.8%)	+0.3 (+3.3pt)	+150%

- In addition to the recording of sales from large overseas projects, the yen's depreciation led to a significant increase in sales.
- Despite an increase in SG&A expenses such as personnel costs and sales commissions, operating income rose sharply due to the increased revenue (especially a large increase in overseas sales) and stable profit margins.

- Overall, sales activity completely returned to pre-Covid levels, with a significant increase in sales.
- Significant increase in profits due to large increase in sales and profit margins of service companies with high profit margins.

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

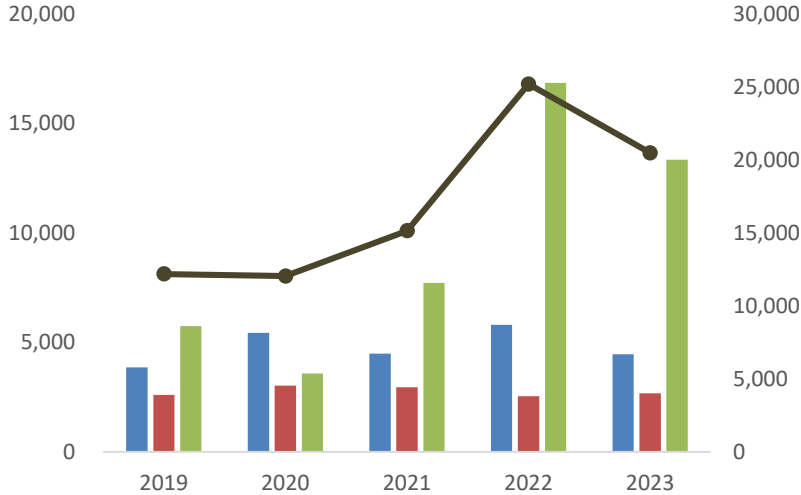
# Orders received, Sales and Orders backlog by sector

Millions of yen

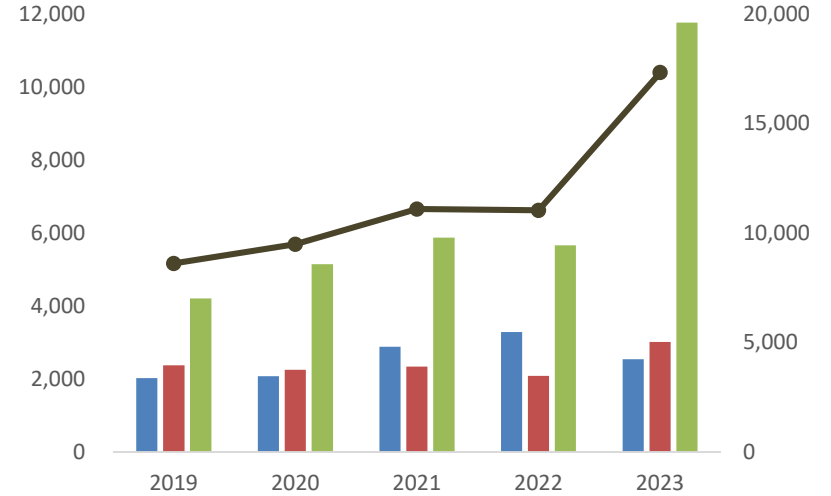
	FY2022.1Q			FY2023.1Q		
	Orders Received	Sales	Orders Backlog	Orders Received	Sales	Orders Backlog
Public sector	5,796	3,290	17,778	4,448	2,546	22,882
YOY rate	29.3%	14.2%	6.0%	-23.2%	-22.6%	28.7%
Private sector	2,543	2,083	8,656	2,677	3,016	10,160
YOY rate	-13.6%	-10.9%	18.1%	5.3%	44.7%	17.3%
Overseas	16,852	5,661	51,637	13,344	11,767	58,382
YOY rate	118.5 %	-3.6%	83.0%	-20.8 %	107.8%	13.0%
Total	25,192	11,036	78,072	20,471	17,331	91,426
YOY rate	66.4%	-0.5%	49.2%	-18.7%	57.0%	17.1%

# Orders received, Sales and Orders backlog by sector

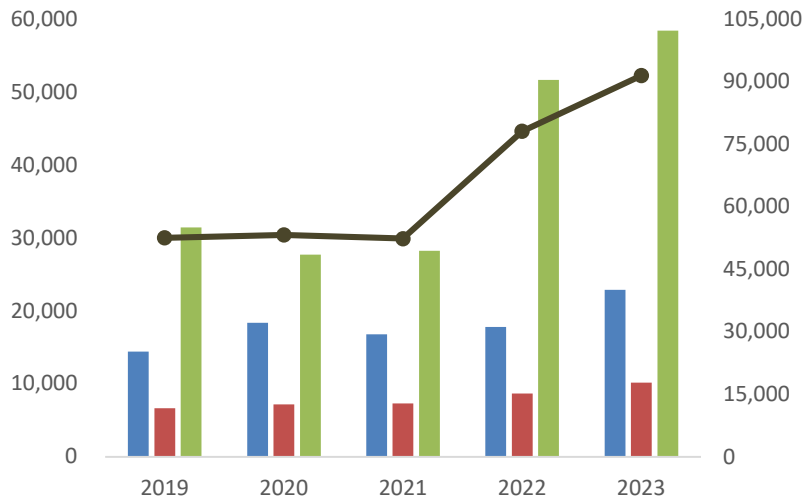
## Orders Received



## Sales



## Orders Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

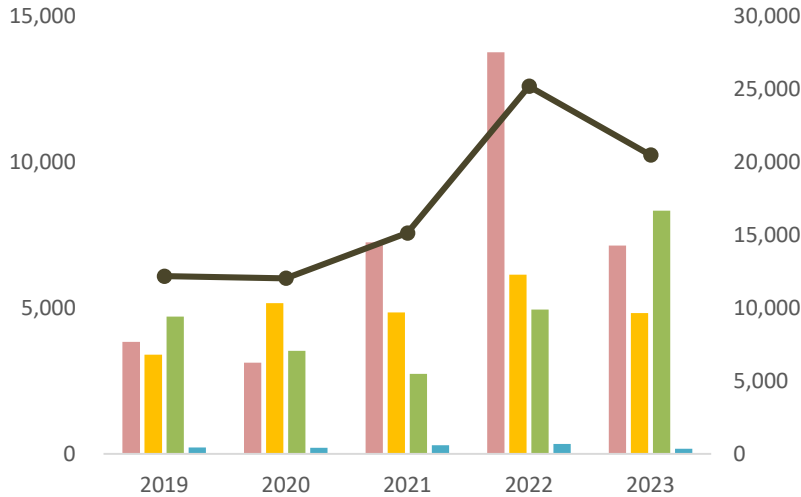
# Orders received, Sales and Orders backlog by segment

Millions of yen

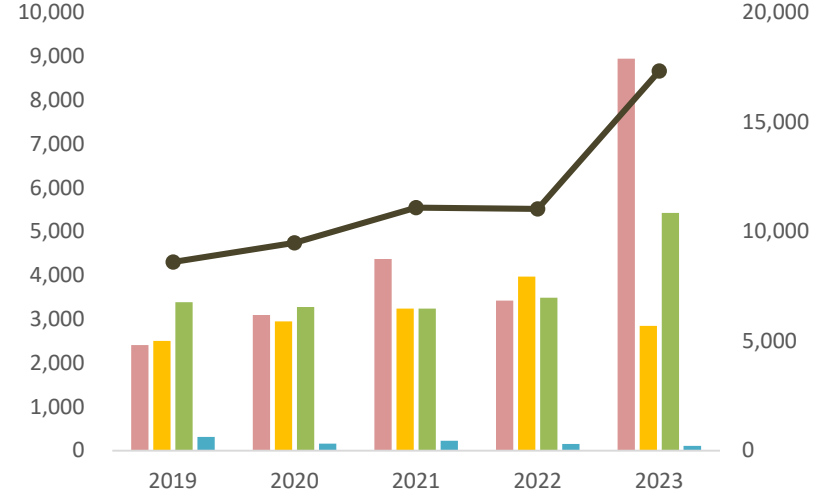
		FY2022 1Q			FY20231Q		
		Orders Received	Sales	Orders Backlog	Orders Received	Sales	Orders Backlog
High-tech Pump		13,753	3,422	42,408	7,137	8,950	44,726
	YoY rate	89.7%	-21.8	80.2%	-48.1%	161.5%	5.5%
Project		6,145	3,973	26,156	4,828	2,845	32,328
	YoY rate	26.9%	22.4%	17.9%	-21.4%	-28.4%	23.6%
Service Solutions		4,949	3,492	9,135	8,329	5,429	14,143
	YoY rate	80.1%	7.4%	41.0%	68.3%	55.5%	54.8%
Renewable Energy & Environment		345	150	373	177	108	229
Total		25,192	11,036	78,072	20,471	17,331	91,426
	YoY rate	66.4%	-0.5%	49.2%	-18.7%	57.0%	17.1%

# Orders received, Sales and Orders backlog by segment

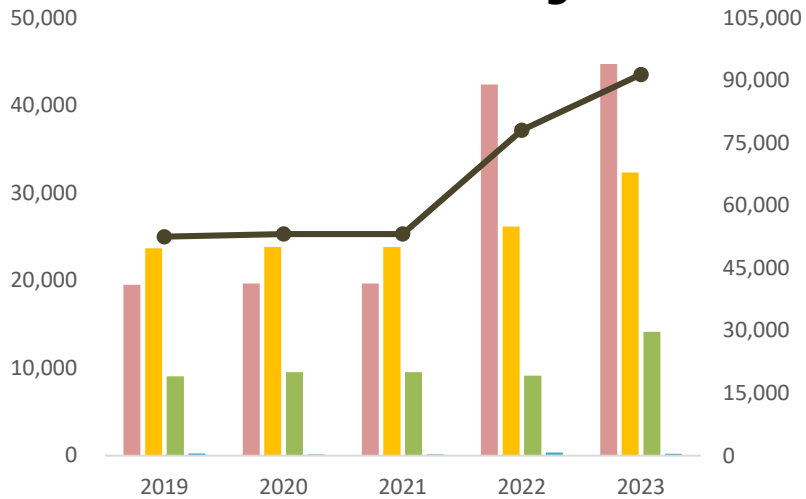
## Orders Received



## Sales



## Orders Backlog



Left

High-tech pump

Project

Service Solutions

Renewable Energy & Environment

Right

Total

Millions of yen



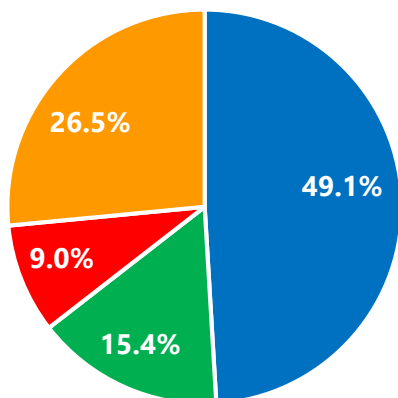
# Orders Received breakdown by region

Millions of yen

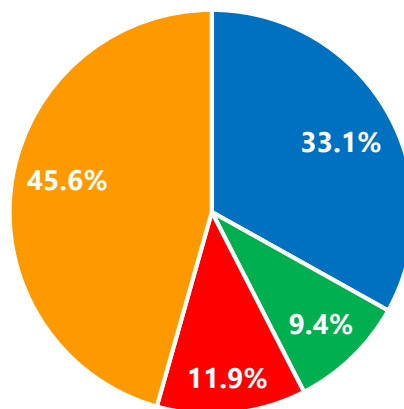
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2021 1Q	7,425 (49.1%)	7,711 (50.9%)	2,336 (15.4%)	1,361 (9.0%)	4,014 (26.5%)	15,137
FY2022 1Q	8,340 (33.1%)	16,852 (66.9%)	2,357 (9.4%)	3,004 (11.9%)	11,491 (45.6%)	25,192
FY2023 1Q	7,126 (34.8%)	13,345 (65.2%)	4,422 (21.6%)	3,617 (17.7%)	5,306 (25.9%)	20,471

■ Japan ■ Asia ■ Middle East ■ Other

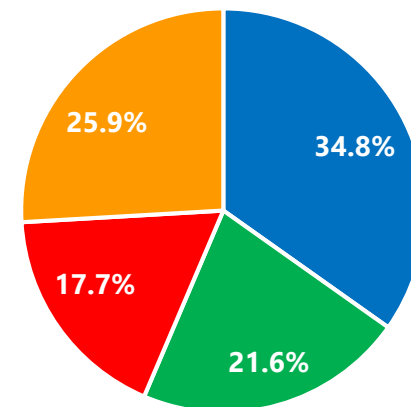
FY2021.1Q



FY2022.1Q



FY2023.1Q



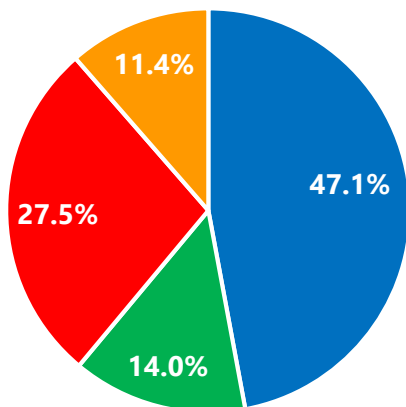
# Sales breakdown by region

Millions of yen

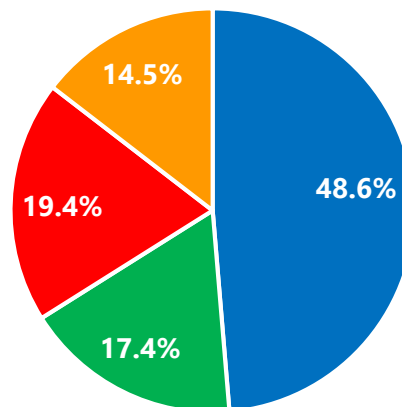
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2021 1Q	5,222 (47.1%)	5,872 (52.9%)	1,552 (14.0%)	3,053 (27.5%)	1,267 (11.4%)	11,094
FY2022 1Q	5,367 (48.6%)	5,660 (51.4%)	1,918 (17.4%)	2,137 (19.4%)	1,605 (14.5%)	11,036
FY2023 1Q	5,564 (32.1%)	11,767 (67.9%)	2,096 (12.1%)	2,517 (14.5%)	7,154 (41.3%)	17,331

■ Japan ■ Asia ■ Middle East ■ Other

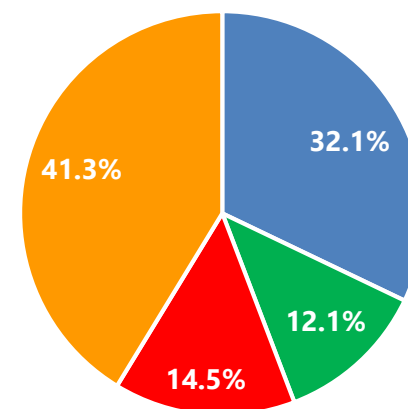
FY2021.1Q



FY2022.1Q



FY2023.1Q



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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