

Fact Sheets

FY 2008 – FY 2017

TORISHIMA PUMP MFG,CO.,LTD.

Fact sheets for consolidated financial results from FY 2008 to FY 2017

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| | | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | |
|--|-------------------------------------|--------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|--------|
| 【1】 Business Performance | Orders received | 46,988 | 58,624 | 32,974 | 39,579 | 40,975 | 52,847 | 42,878 | 51,304 | 43,483 | 42,233 | |
| | Net sales | 45,692 | 45,008 | 49,880 | 46,453 | 45,974 | 45,985 | 46,501 | 40,479 | 44,414 | 45,381 | |
| | Gross operating income | 8,596 | 9,548 | 9,257 | 8,959 | 8,015 | 8,320 | 9,162 | 9,191 | 10,538 | 10,954 | |
| | Operating income | 2,761 | 3,258 | 3,127 | 2,286 | 517 | ▲945 | 400 | 373 | 1,462 | 1,257 | |
| | Ordinary income | 3,410 | 3,833 | 3,673 | 2,929 | 1,389 | ▲632 | 793 | ▲1,663 | 1,871 | 1,549 | |
| | Net income | 1,990 | 2,609 | 1,892 | 1,497 | 943 | 442 | 405 | ▲2,422 | 1,532 | 854 | |
| | Gross profit margin (%) | 18.8 | 21.2 | 18.6 | 19.3 | 17.4 | 18.1 | 19.7 | 22.7 | 23.7 | 24.1 | |
| | Operating profit margin (%) | 6.0 | 7.2 | 6.3 | 4.9 | 1.1 | ▲2.1 | 0.9 | 0.9 | 3.3 | 2.8 | |
| | ROE(Return on Equity) (%) | 8.0 | 9.5 | 6.1 | 4.8 | 2.9 | 1.3 | 1.1 | ▲7.5 | 4.7 | 2.6 | |
| | ROA(Return on Asset) (%) | 3.2 | 4.0 | 3.1 | 2.5 | 1.4 | 0.6 | 0.6 | ▲3.7 | 2.3 | 1.2 | |
| 【2】 Financial Status | Total assets | 62,132 | 65,641 | 61,178 | 60,812 | 68,232 | 68,062 | 71,987 | 66,198 | 67,719 | 71,651 | |
| | Net assets | 24,006 | 31,083 | 30,968 | 31,775 | 33,602 | 34,524 | 36,532 | 32,794 | 33,713 | 34,017 | |
| | Equity ratio (%) | 38.6 | 47.2 | 50.3 | 51.3 | 48.2 | 49.9 | 50.0 | 48.7 | 48.9 | 47.0 | |
| 【3】 Breakdown of Orders received Net sales Order backlog | Net sales by region | Japan | 19,126 | 20,939 | 18,703 | 17,281 | 18,070 | 20,096 | 19,104 | 17,059 | 22,153 | 25,058 |
| | | Asia | 8,449 | 5,408 | 11,196 | 13,125 | 10,259 | 9,042 | 11,124 | 11,307 | 8,612 | 8,391 |
| | | Middle East | 13,347 | 16,248 | 14,369 | 11,430 | 11,887 | 9,753 | 11,115 | 8,225 | 10,940 | 10,064 |
| | | Others | 4,770 | 2,412 | 5,609 | 4,615 | 5,758 | 7,092 | 5,156 | 3,887 | 2,708 | 1,866 |
| | | Overseas ratio (%) | 58.1 | 53.5 | 62.5 | 62.8 | 60.7 | 56.3 | 58.9 | 57.9 | 50.1 | 44.8 |
| | Orders received by segment | Public sector | 14,835 | 14,575 | 9,973 | 11,600 | 10,971 | 15,923 | 12,001 | 16,013 | 15,913 | 13,914 |
| | | Private sector | 5,245 | 4,517 | 4,921 | 6,205 | 5,733 | 7,144 | 6,943 | 8,396 | 7,973 | 8,914 |
| | | Overseas | 26,907 | 39,532 | 18,079 | 21,772 | 24,270 | 29,779 | 23,933 | 26,895 | 19,595 | 19,403 |
| | Net sales by segment | Public sector | 14,099 | 15,469 | 13,760 | 11,317 | 12,277 | 13,797 | 12,957 | 9,980 | 13,832 | 16,621 |
| | | Private sector | 5,025 | 5,468 | 4,942 | 5,963 | 5,792 | 6,299 | 6,146 | 7,078 | 8,320 | 8,436 |
| | | Overseas | 26,566 | 24,069 | 31,176 | 29,172 | 27,904 | 25,888 | 27,397 | 23,419 | 22,261 | 20,322 |
| | Order backlog by segment | Public sector | 11,209 | 10,316 | 6,528 | 6,811 | 5,505 | 7,631 | 6,675 | 12,707 | 14,788 | 12,082 |
| | | Private sector | 3,428 | 2,477 | 2,455 | 2,698 | 2,639 | 3,484 | 4,281 | 5,598 | 5,251 | 5,729 |
| Overseas | | 35,867 | 51,329 | 38,231 | 30,832 | 27,198 | 31,089 | 27,625 | 31,101 | 28,436 | 27,516 | |
| 【4】 Major Expenditures | SG&A | 5,834 | 6,290 | 6,130 | 6,673 | 7,497 | 9,265 | 8,761 | 8,818 | 9,705 | 9,697 | |
| | SG&A-to-sales ratio (%) | 12.8 | 14.0 | 12.3 | 14.4 | 16.3 | 20.1 | 18.8 | 21.8 | 20.4 | 21.4 | |
| | Depreciation | 873 | 851 | 961 | 1,096 | 1,231 | 1,646 | 1,636 | 1,561 | 1,599 | 1,636 | |
| | Capital investment | 739 | 1,311 | 2,297 | 2,224 | 3,083 | 2,139 | 1,221 | 1,391 | 1,084 | 883 | |
| | R&D expense | 603 | 730 | 567 | 606 | 691 | 678 | 658 | 484 | 453 | 430 | |
| 【5】 Cash Flow | Cash flow from operations | 922 | 4,439 | 735 | 2,661 | 3,513 | ▲4,086 | ▲1,194 | 5,000 | 6,496 | 587 | |
| | Cash flow from investments | ▲1,259 | ▲3,084 | ▲75 | ▲1,269 | ▲3,966 | ▲4,498 | ▲345 | ▲415 | 1,376 | ▲1,105 | |
| | Cash flow from financial activities | ▲669 | 1,678 | 590 | ▲2,371 | 4,356 | ▲112 | 2,120 | ▲1,624 | ▲4,140 | 1,153 | |
| 【6】 Per share Info | Net income per share (yen) | 77.32 | 100.07 | 67.45 | 53.38 | 33.64 | 15.74 | 14.61 | ▲88.13 | 56.15 | 31.50 | |
| | Net assets per share (yen) | 931.13 | 1,105.50 | 1,097.71 | 1,112.29 | 1,172.56 | 1,209.10 | 1,308.22 | 1,179.57 | 1,221.94 | 1,240.33 | |
| 【7】 Stock Info | Dividends | 17 | 20** | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 | |
| | Payout ratio (%) | 22.0 | 20.0 | 26.7 | 33.7 | 53.5 | — | — | — | 32.1 | 57.5 | |
| 【8】 Employees | Number of employees | 816 | 850 | 1,059 | 1,406 | 1,536 | 1,472 | 1,516 | 1,547 | 1,580 | 1,625 | |

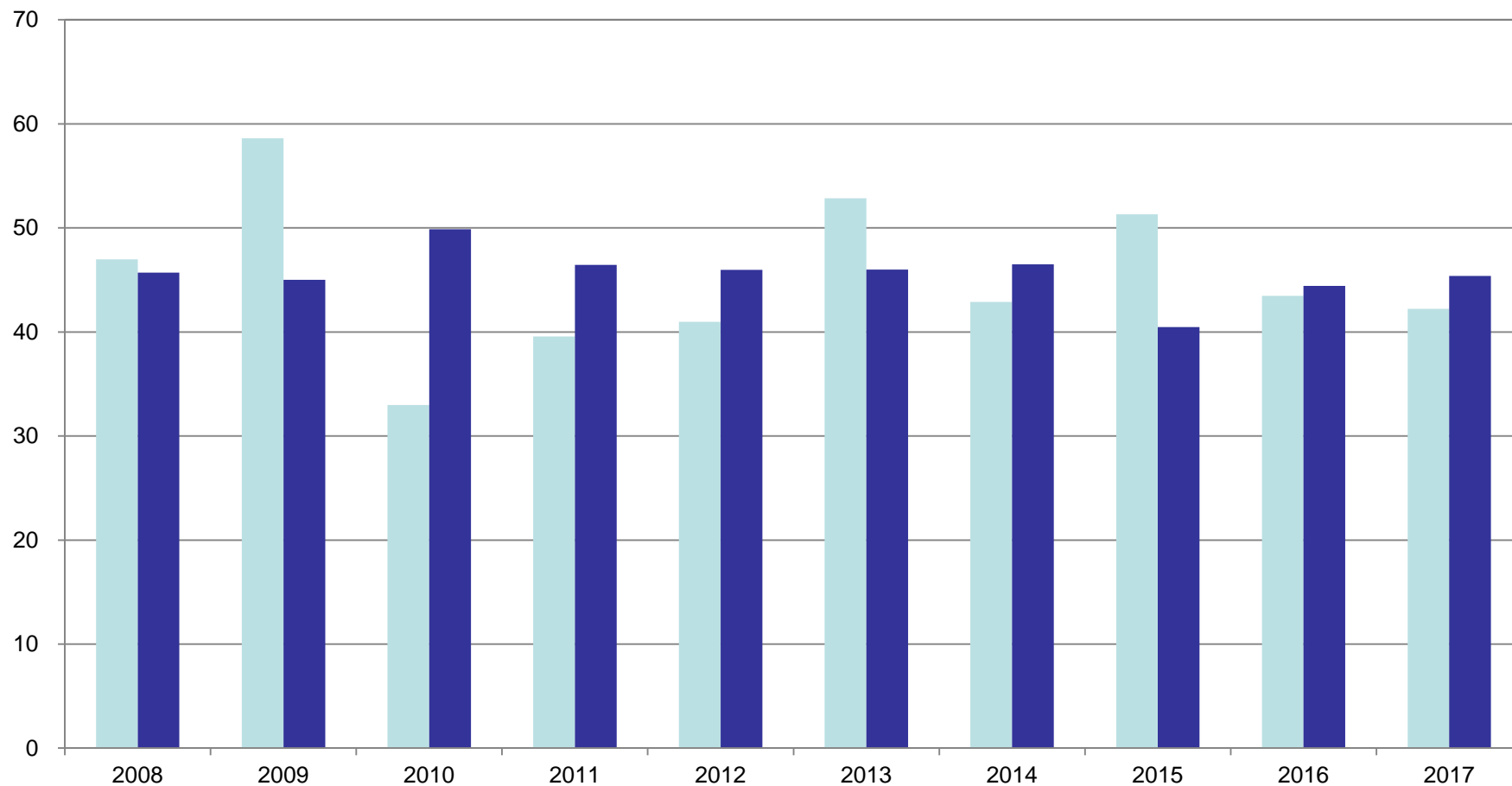
* includes additional 2-yen of commemorative dividend for our 90th year of business

【1】Business Performance: Orders received , Net sales

Billions
of yen

Orders received

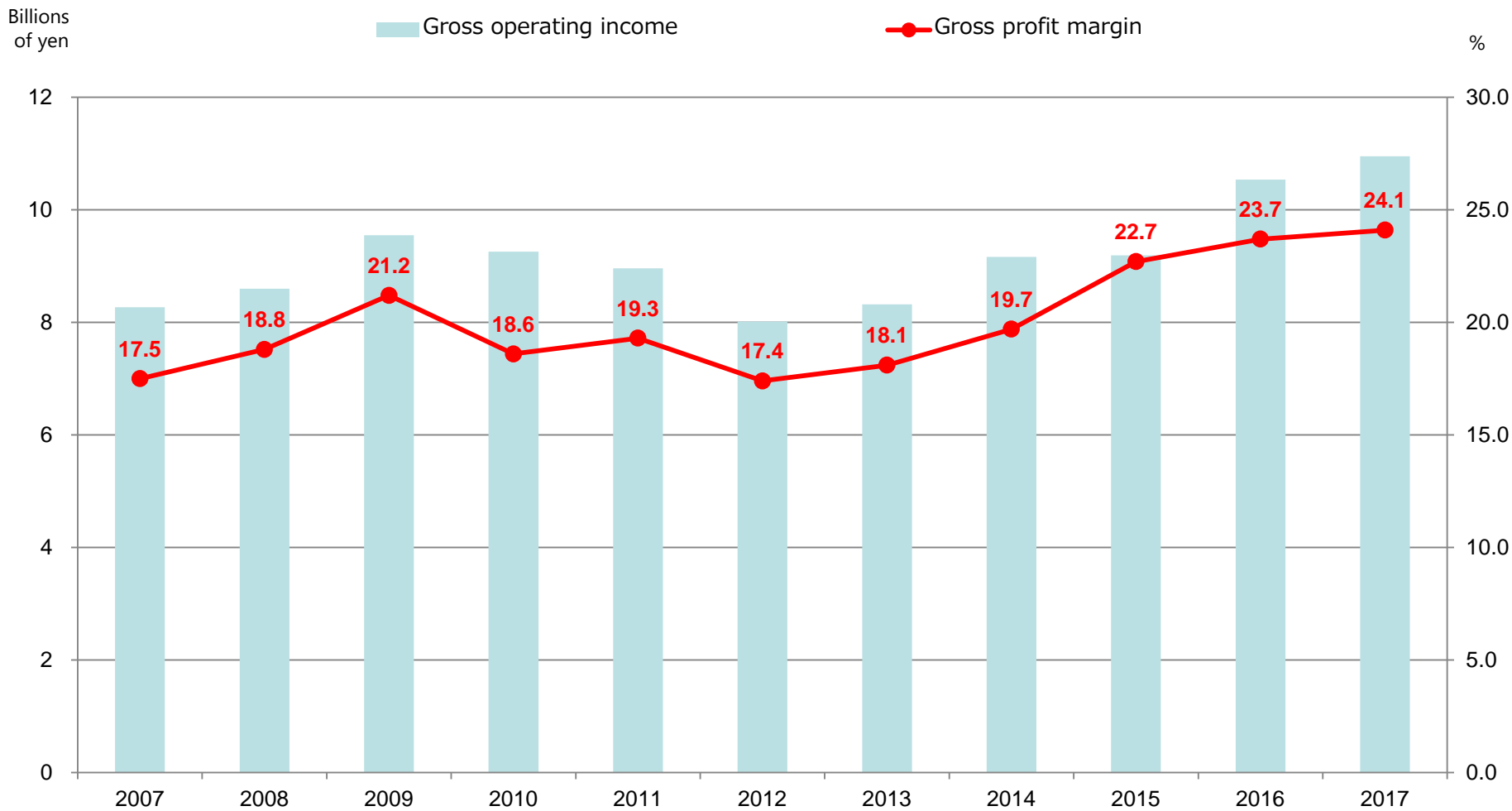
Sales



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Orders received | 46,988 | 58,624 | 32,974 | 39,579 | 40,975 | 52,847 | 42,878 | 51,304 | 43,483 | 42,233 |
| Sales | 45,692 | 45,008 | 49,880 | 46,453 | 45,974 | 45,985 | 46,501 | 40,479 | 44,414 | 45,381 |

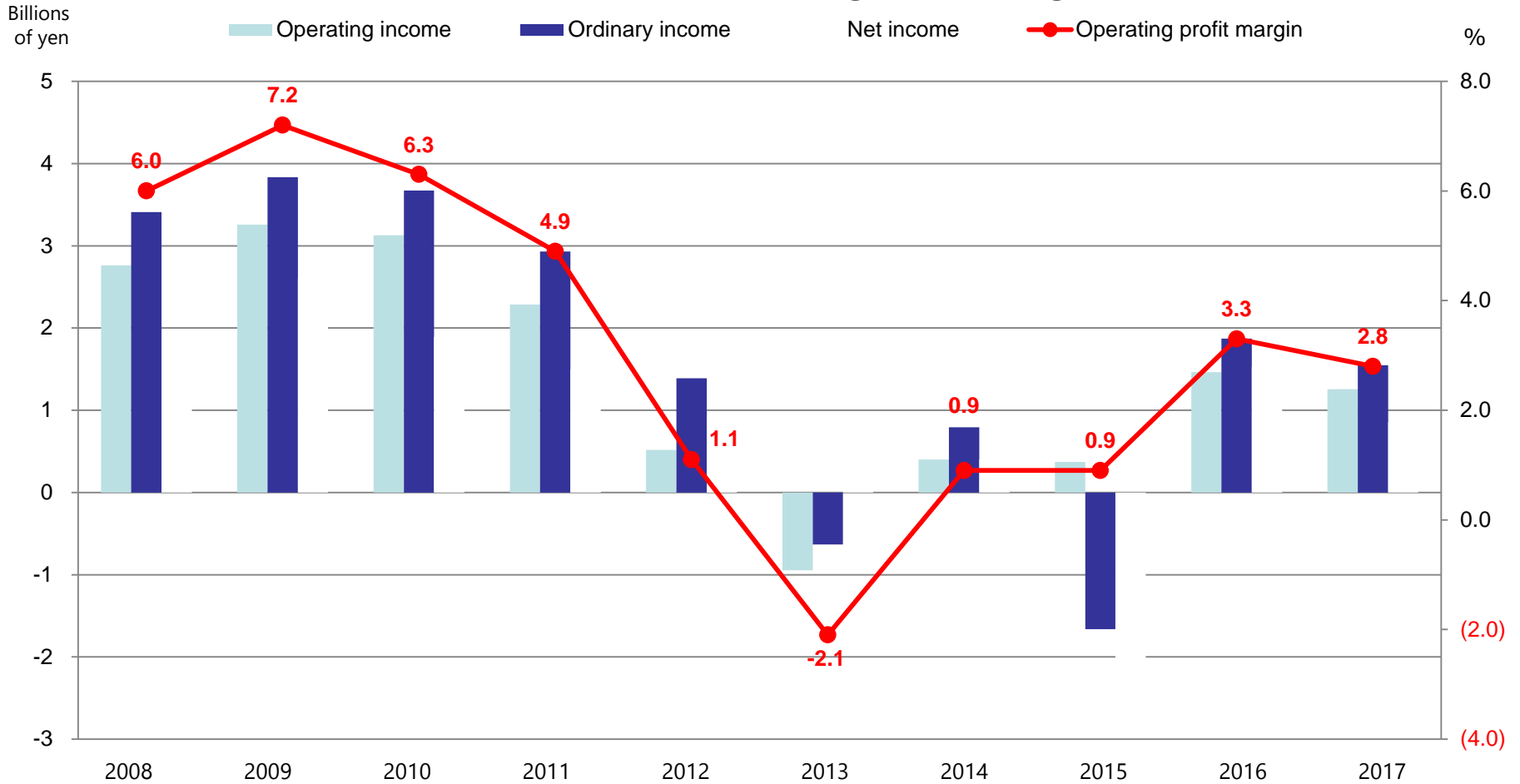
[1] Business Performance: Gross operating income, Gross profit margin



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross operating income | 8,596 | 9,548 | 9,257 | 8,959 | 8,015 | 8,320 | 9,162 | 9,191 | 10,538 | 10,954 |
| Gross profit margin (%) | 18.8 | 21.2 | 18.6 | 19.3 | 17.4 | 18.1 | 19.7 | 22.7 | 23.7 | 24.1 |

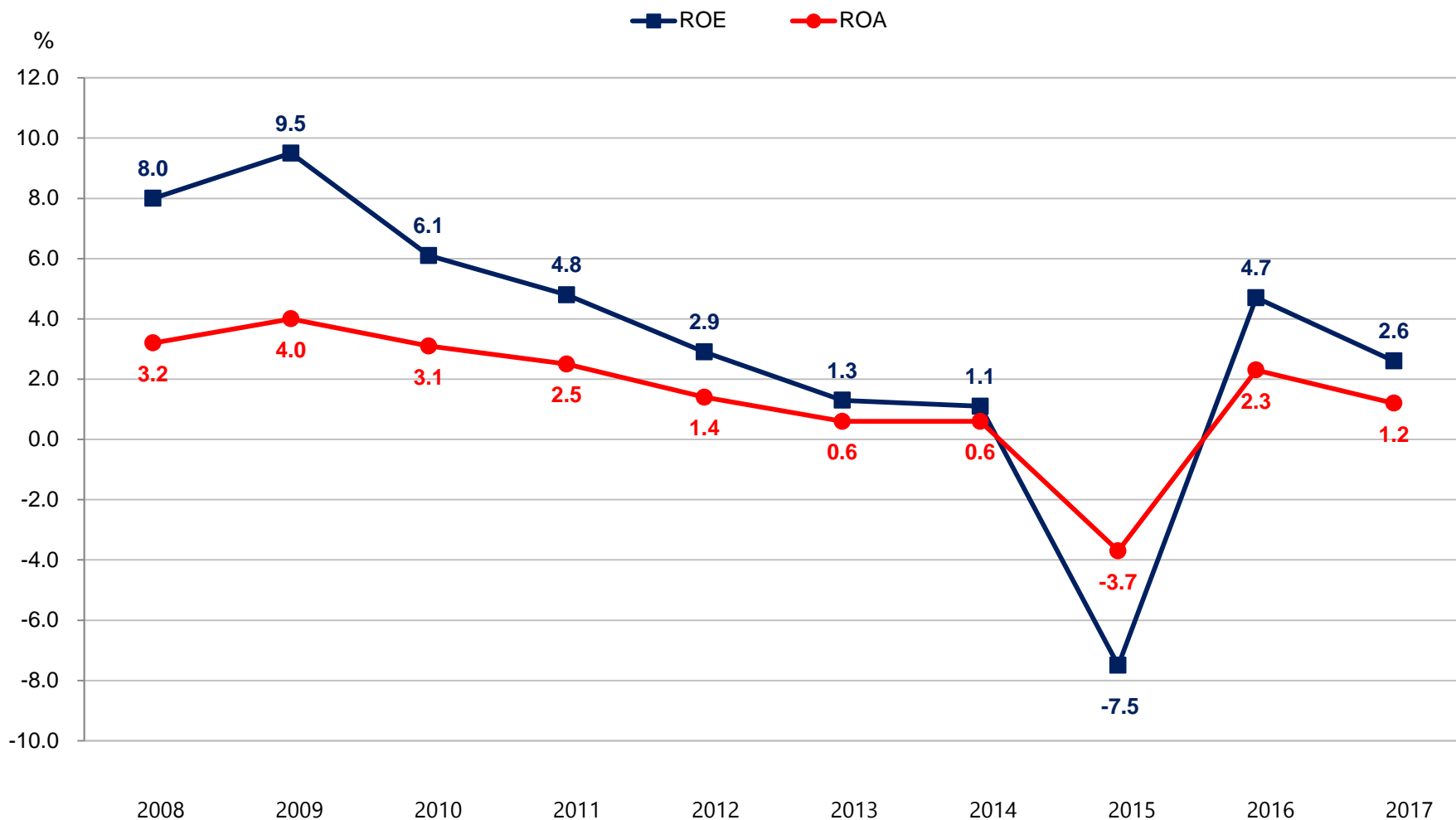
【1】Business Performance: Operating income, Ordinary income, Net income, Operating profit margin



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|-----------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Operating income | 2,761 | 3,258 | 3,127 | 2,286 | 517 | ▲945 | 400 | 373 | 1,462 | 1,257 |
| Ordinary Income | 3,410 | 3,833 | 3,673 | 2,929 | 1,389 | ▲632 | 793 | ▲1,663 | 1,871 | 1,549 |
| Net income | 1,990 | 2,609 | 1,892 | 1,497 | 943 | 442 | 405 | ▲2,422 | 1,532 | 854 |
| Operating profit Margin (%) | 6.0 | 7.2 | 6.3 | 4.9 | 1.1 | ▲2.1 | 0.9 | 0.9 | 3.3 | 2.8 |

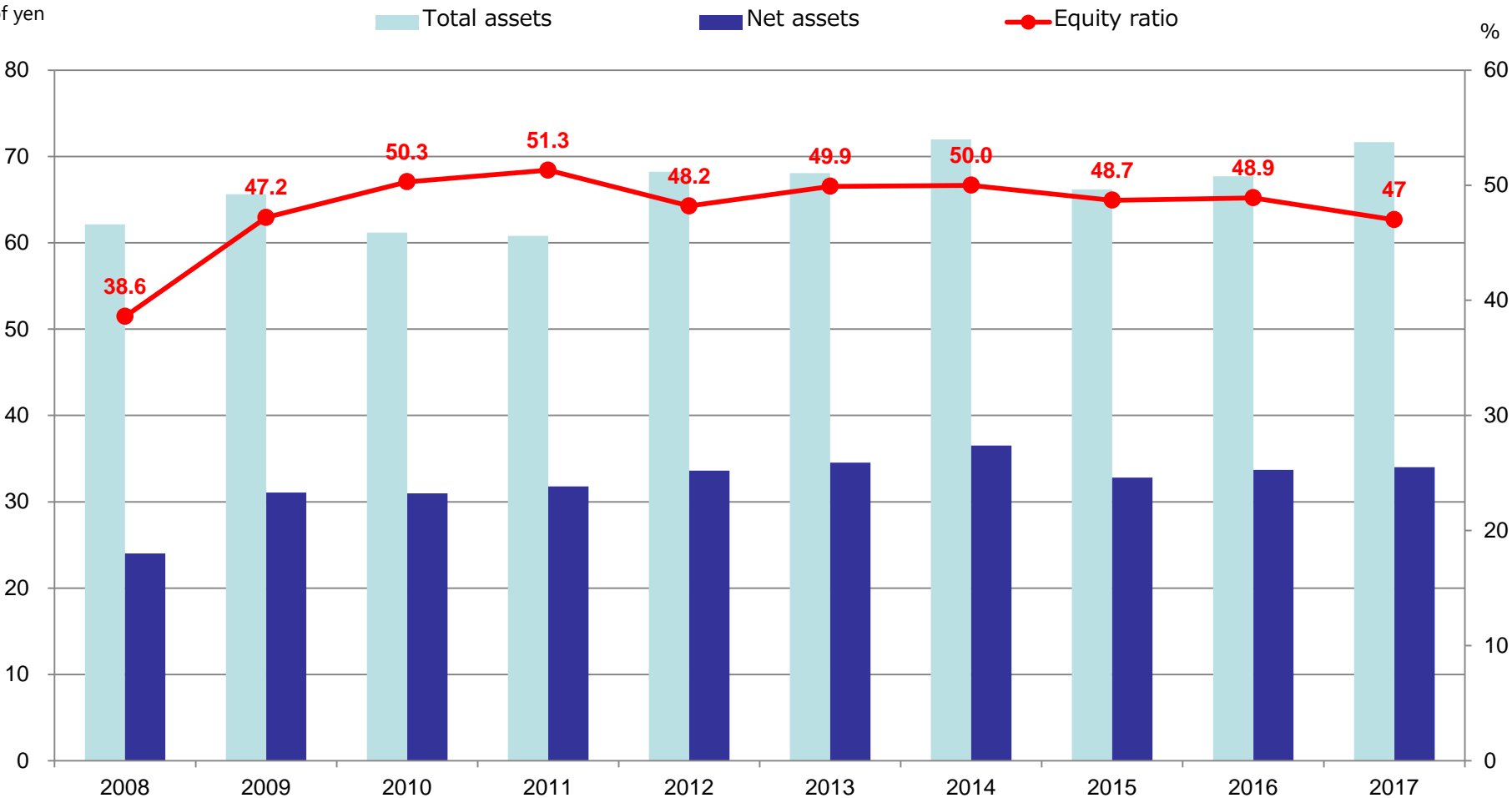
【1】Business Performance: ROE (Return on Equity) , ROA (Return on Asset)



| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| ROE (Return on Equity) | 8.0 | 9.5 | 6.1 | 4.8 | 2.9 | 1.3 | 1.1 | ▲7.5 | 4.7 | 2.6 |
| ROA (Return on Asset) | 3.2 | 4.0 | 3.1 | 2.5 | 1.4 | 0.6 | 0.6 | ▲3.7 | 2.3 | 1.2 |

【2】Financial Status: Total assets, Net assets, Equity ratio

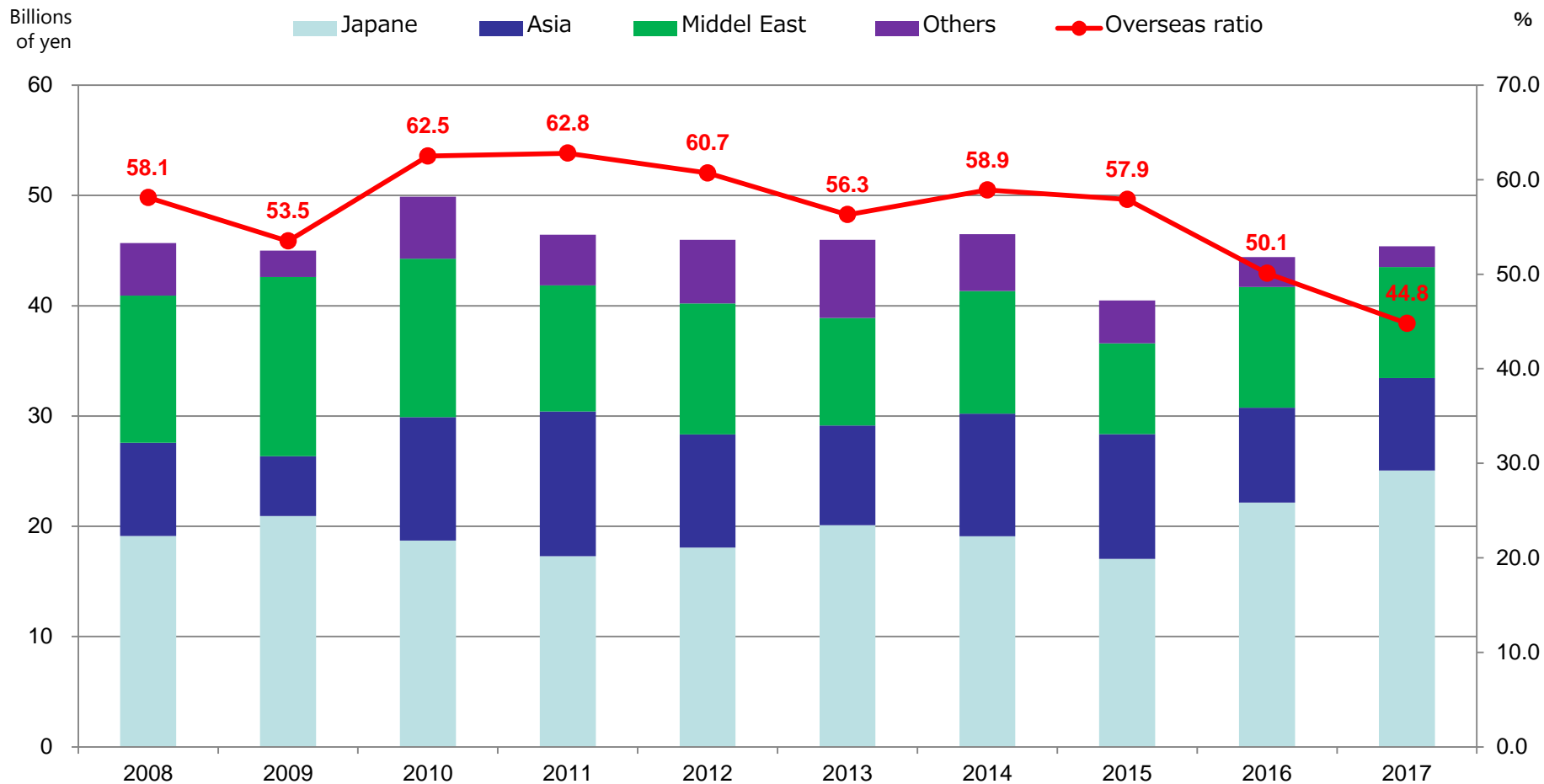
Billions of yen



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total assets | 62,132 | 65,641 | 61,178 | 60,812 | 68,232 | 68,062 | 71,987 | 66,198 | 67,719 | 71,651 |
| Net assets | 24,006 | 31,083 | 30,968 | 31,775 | 33,602 | 34,524 | 36,532 | 32,794 | 33,713 | 34,017 |
| Equity ratio (%) | 38.6 | 47.2 | 50.3 | 51.3 | 48.2 | 49.9 | 50.0 | 48.7 | 48.9 | 47.0 |

【3】Net sales breakdown: by region



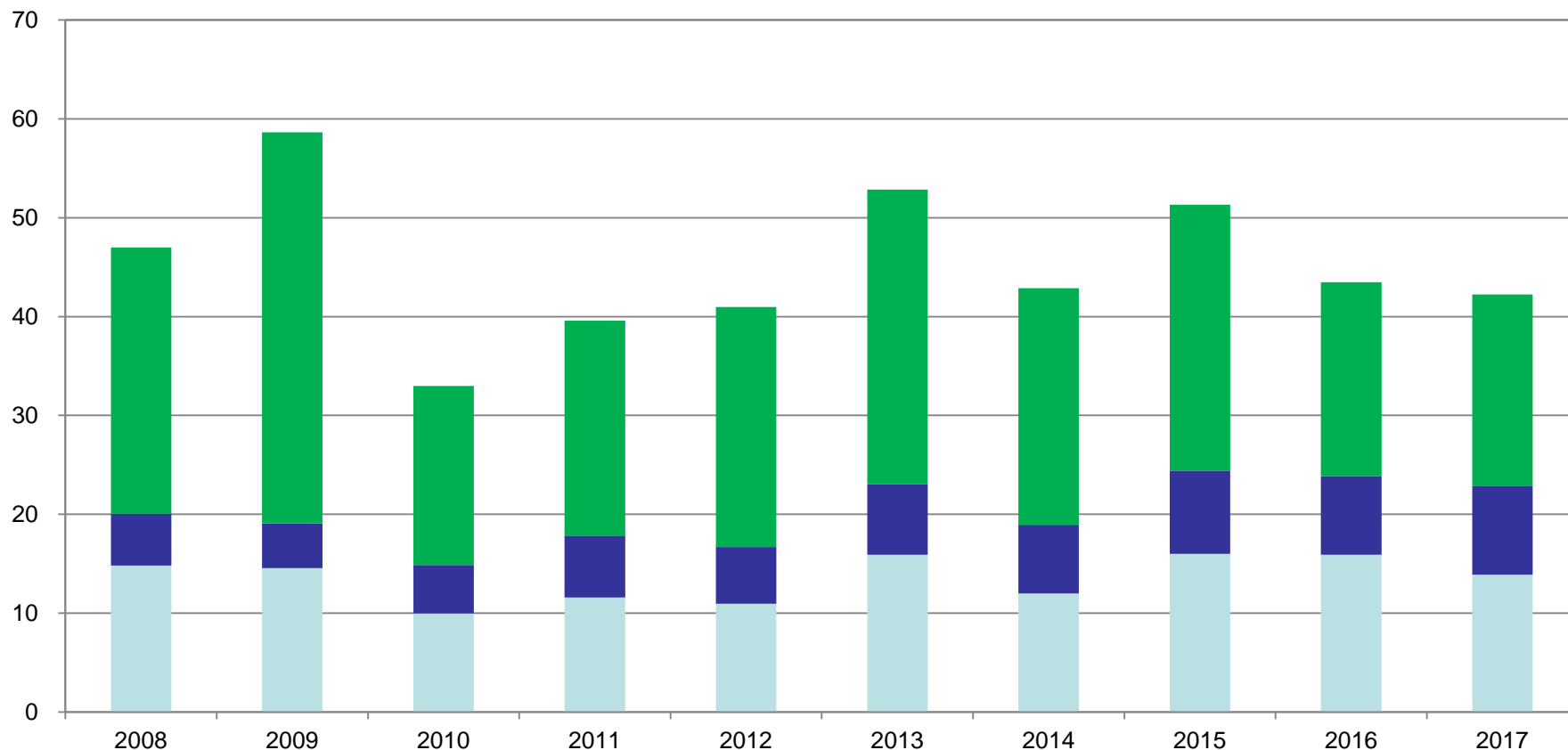
Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Japan | 19,126 | 20,939 | 18,703 | 17,281 | 18,070 | 20,096 | 19,104 | 17,059 | 22,153 | 25,058 |
| Asia | 8,449 | 5,408 | 11,196 | 13,125 | 10,259 | 9,042 | 11,124 | 11,307 | 8,612 | 8,391 |
| Middle East | 13,347 | 16,248 | 14,369 | 11,430 | 11,887 | 9,753 | 11,115 | 8,225 | 10,940 | 10,064 |
| Others | 4,770 | 2,412 | 5,609 | 4,615 | 5,758 | 7,092 | 5,156 | 3,887 | 2,708 | 1,866 |
| Overseas ratio (%) | 58.1 | 53.5 | 62.5 | 62.8 | 60.7 | 56.3 | 58.9 | 57.9 | 50.1 | 44.8 |

【3】Orders received breakdown: by segment

Billions of yen

Public sector Private sector Overseas



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Public sector | 14,835 | 14,575 | 9,973 | 11,600 | 10,971 | 15,923 | 12,001 | 16,013 | 15,913 | 13,914 |
| Private sector | 5,245 | 4,517 | 4,921 | 6,205 | 5,733 | 7,144 | 6,943 | 8,396 | 7,973 | 8,914 |
| Overseas | 26,907 | 39,532 | 18,079 | 21,772 | 24,270 | 29,779 | 23,933 | 26,895 | 19,595 | 19,403 |

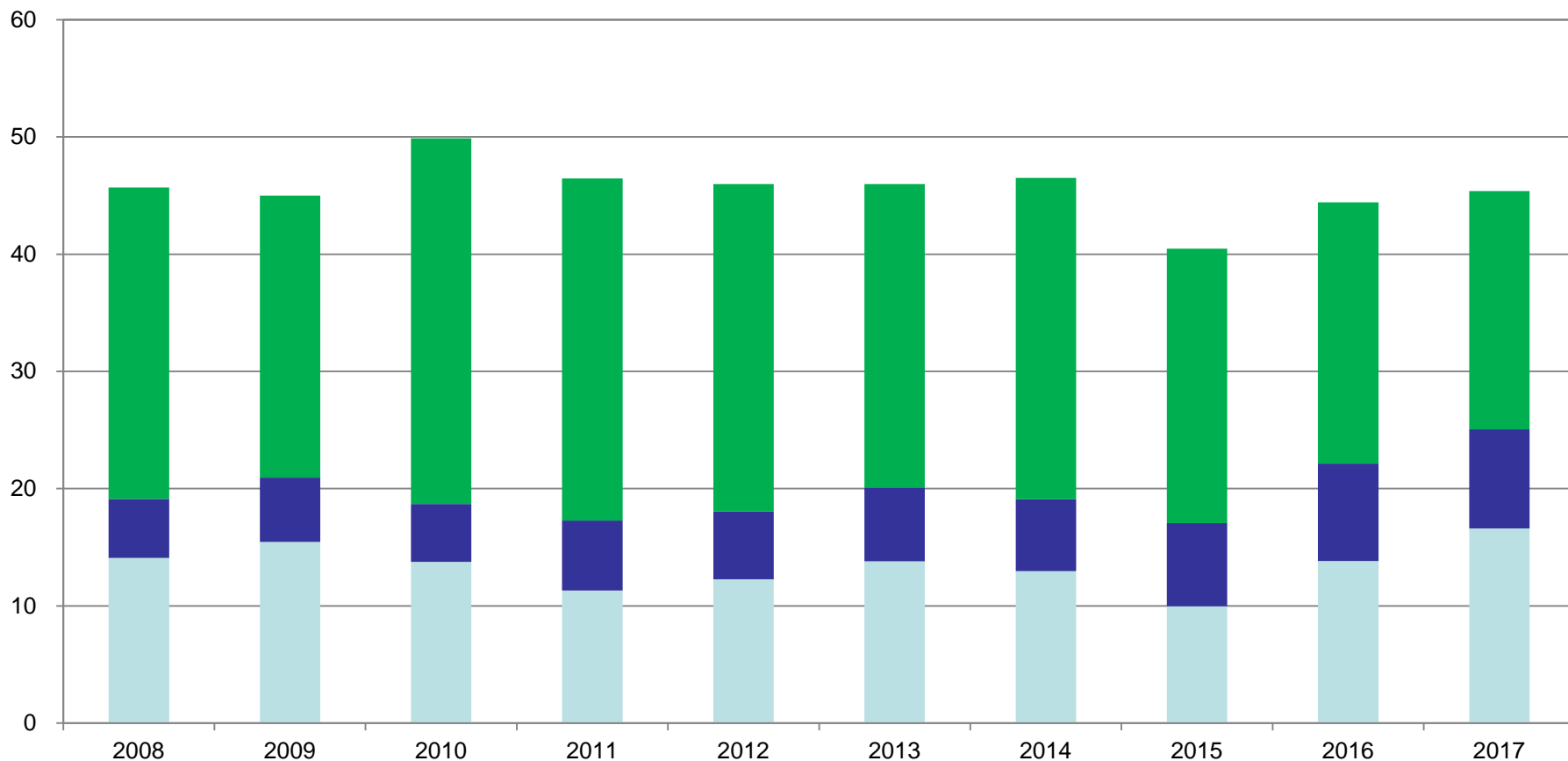
【3】Net sales breakdown: by segment

Billions of yen

Public sector

Private sector

Overseas



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Public sector | 14,099 | 15,469 | 13,760 | 11,317 | 12,277 | 13,797 | 12,957 | 9,980 | 13,832 | 16,621 |
| Private sector | 5,025 | 5,468 | 4,942 | 5,963 | 5,792 | 6,299 | 6,146 | 7,078 | 8,320 | 8,436 |
| Overseas | 26,566 | 24,069 | 31,176 | 29,172 | 27,904 | 25,888 | 27,397 | 23,419 | 22,261 | 20,322 |

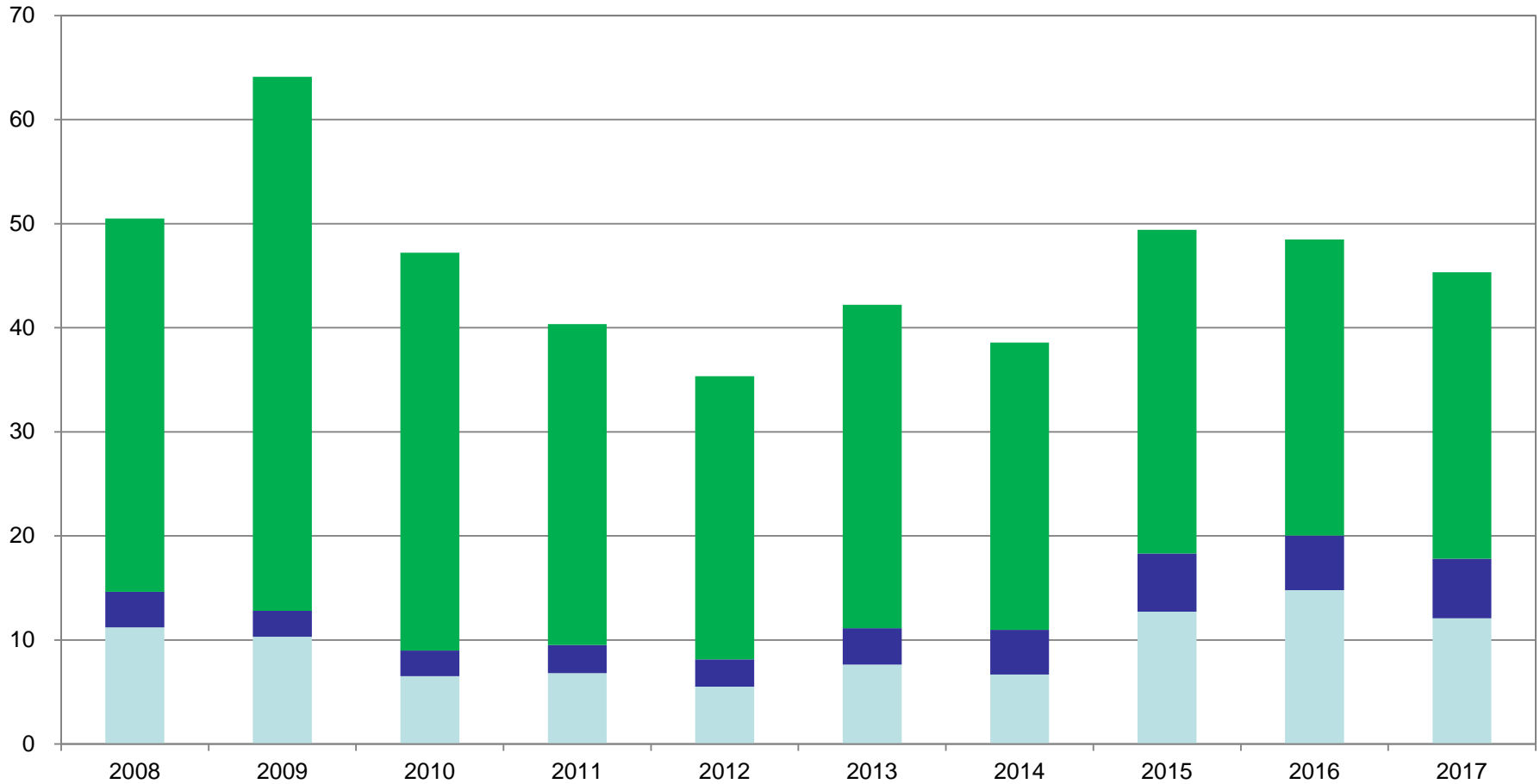
【3】Order backlog breakdown: by segment

Billions of yen

Public sector

Private sector

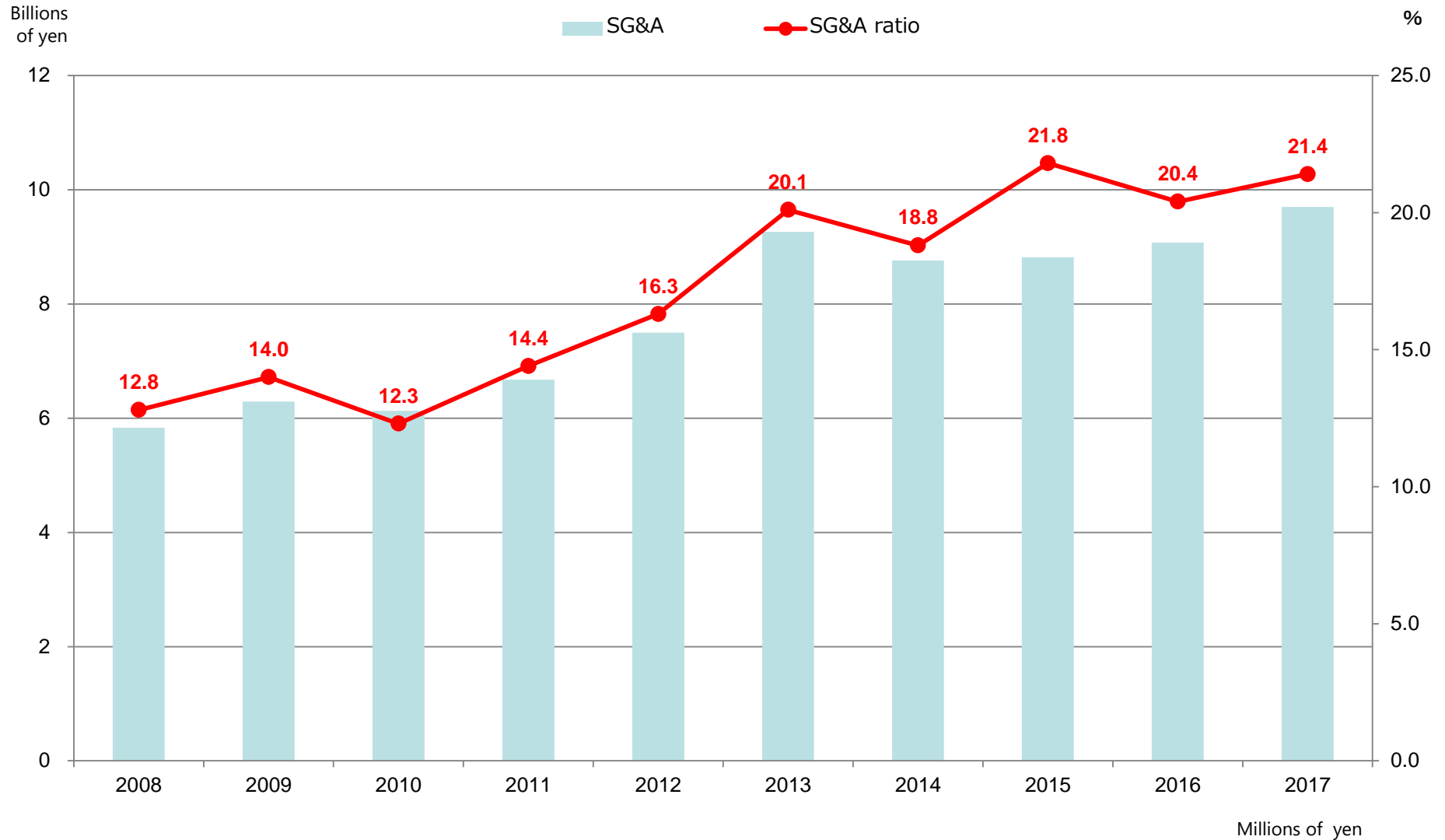
Overseas



Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Public sector | 11,209 | 10,316 | 6,528 | 6,811 | 5,505 | 7,631 | 6,675 | 12,707 | 14,788 | 12,082 |
| Private sector | 3,428 | 2,477 | 2,455 | 2,698 | 2,639 | 3,484 | 4,281 | 5,598 | 5,251 | 5,729 |
| Overseas | 35,867 | 51,329 | 38,231 | 30,832 | 27,198 | 31,089 | 27,625 | 31,101 | 28,436 | 27,516 |

【4】Major expenditure: SG&A, SG&A-to-sales ratio



| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| SG&A | 5,834 | 6,290 | 6,130 | 6,673 | 7,497 | 9,265 | 8,761 | 8,818 | 9,075 | 9,697 |
| SG&A-to-sales ratio | 12.8 | 14.0 | 12.3 | 14.4 | 16.3 | 20.1 | 18.8 | 21.8 | 20.4 | 21.4 |

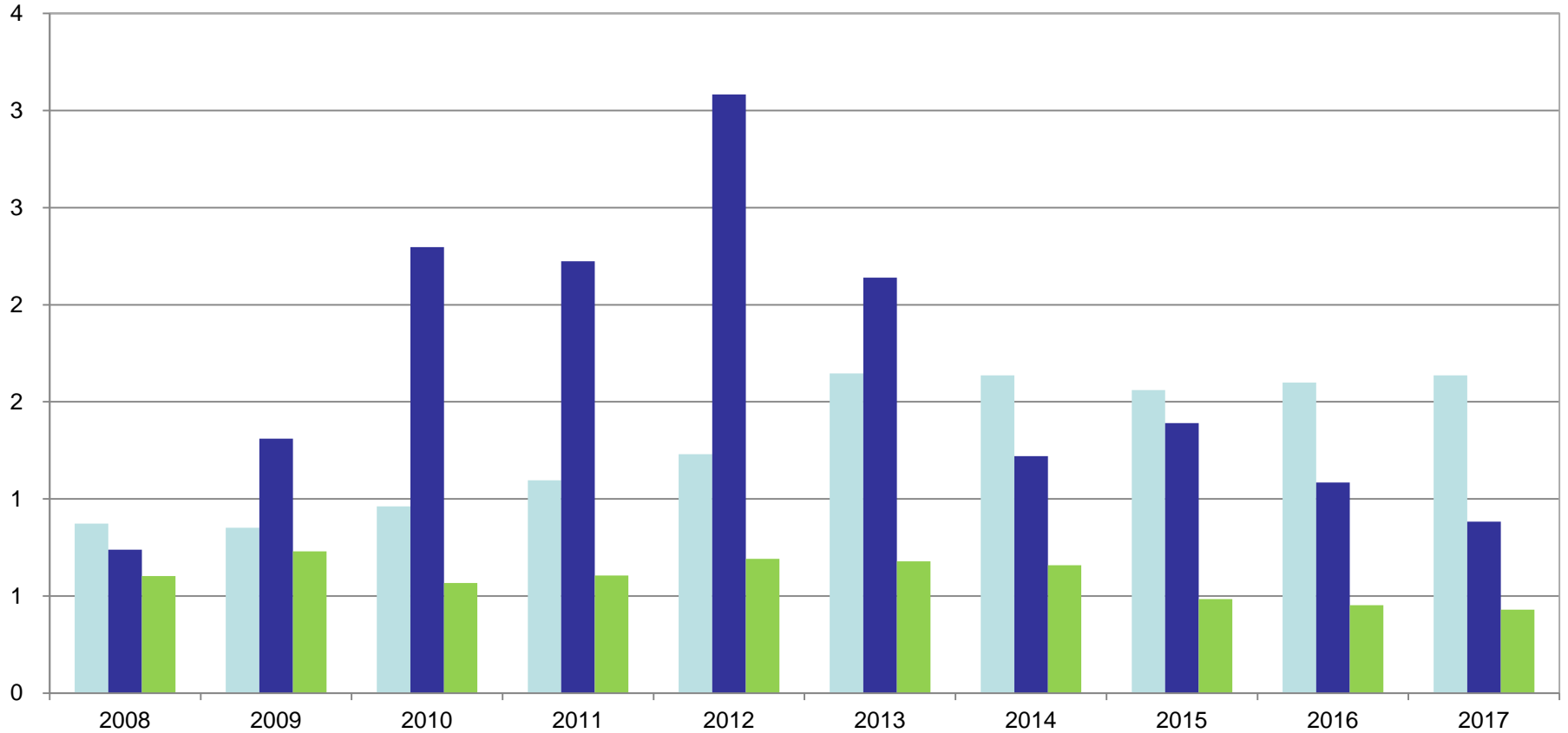
【4】Major expenditures: Depreciation, Capital investment, R&D expense

Billions of yen

■ Depreciation

■ Capital investments

■ R&D expense



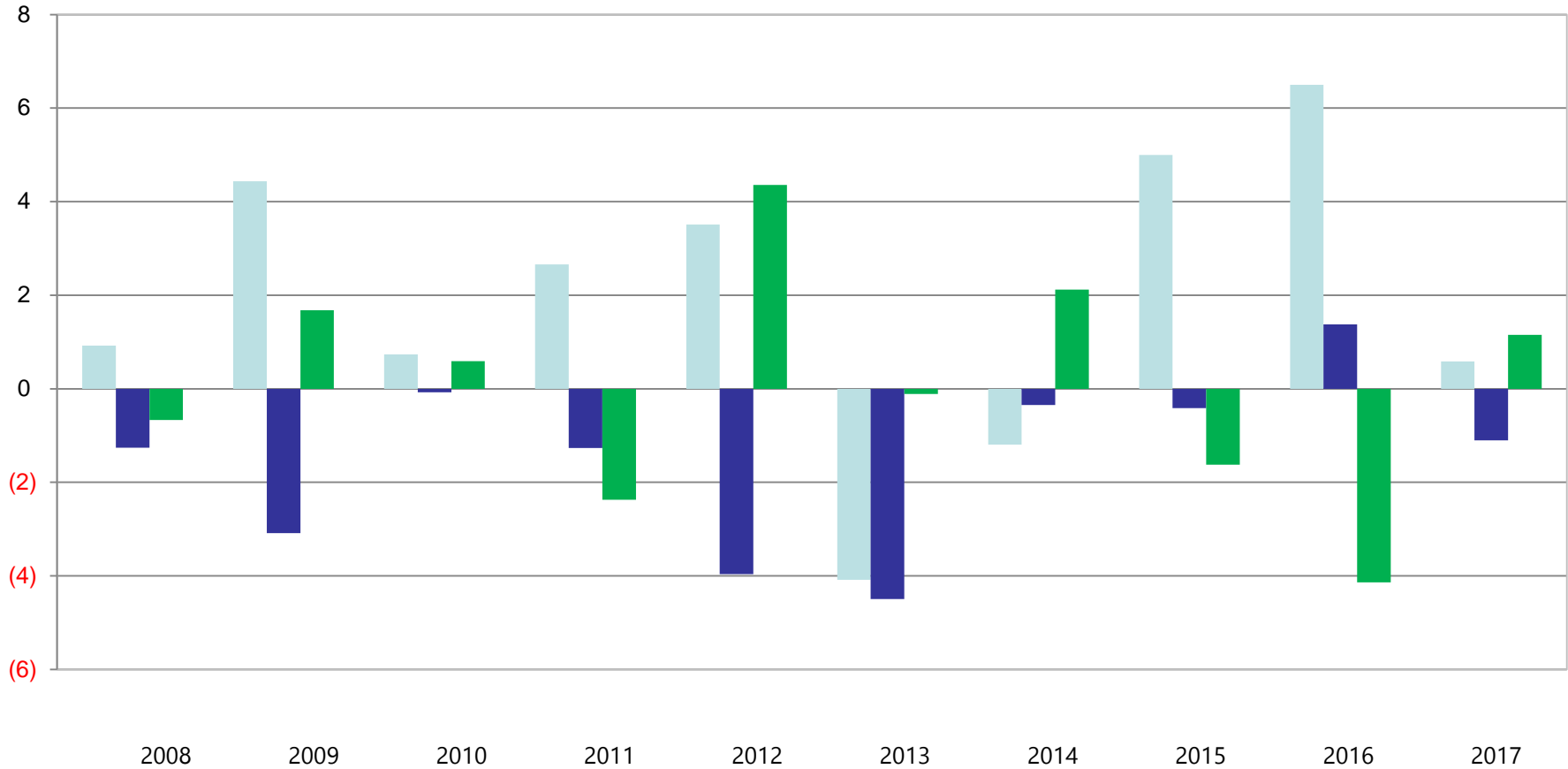
Millions of yen

| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Depreciation | 873 | 851 | 961 | 1,096 | 1,231 | 1,646 | 1,636 | 1,561 | 1,599 | 1,636 |
| Capital investments | 739 | 1,311 | 2,297 | 2,224 | 3,083 | 2,139 | 1,221 | 1,391 | 1,084 | 883 |
| R&D expense | 603 | 730 | 567 | 606 | 691 | 678 | 658 | 484 | 453 | 430 |

【5】Cash Flow

Billions of yen

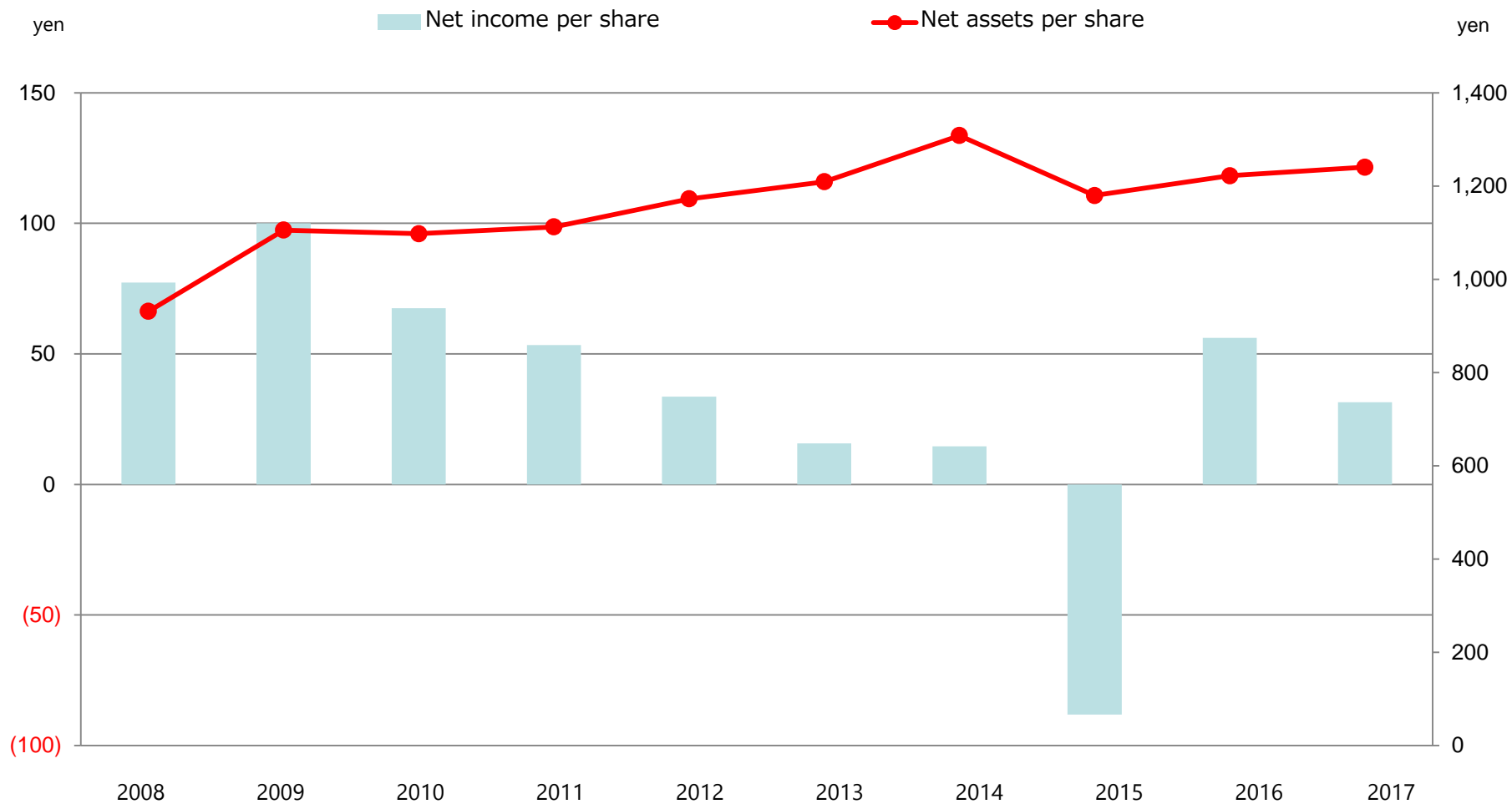
■ Cash flow from operations
 ■ Cash flow from investments
 ■ Cash flow from financial activities



Millions of yen

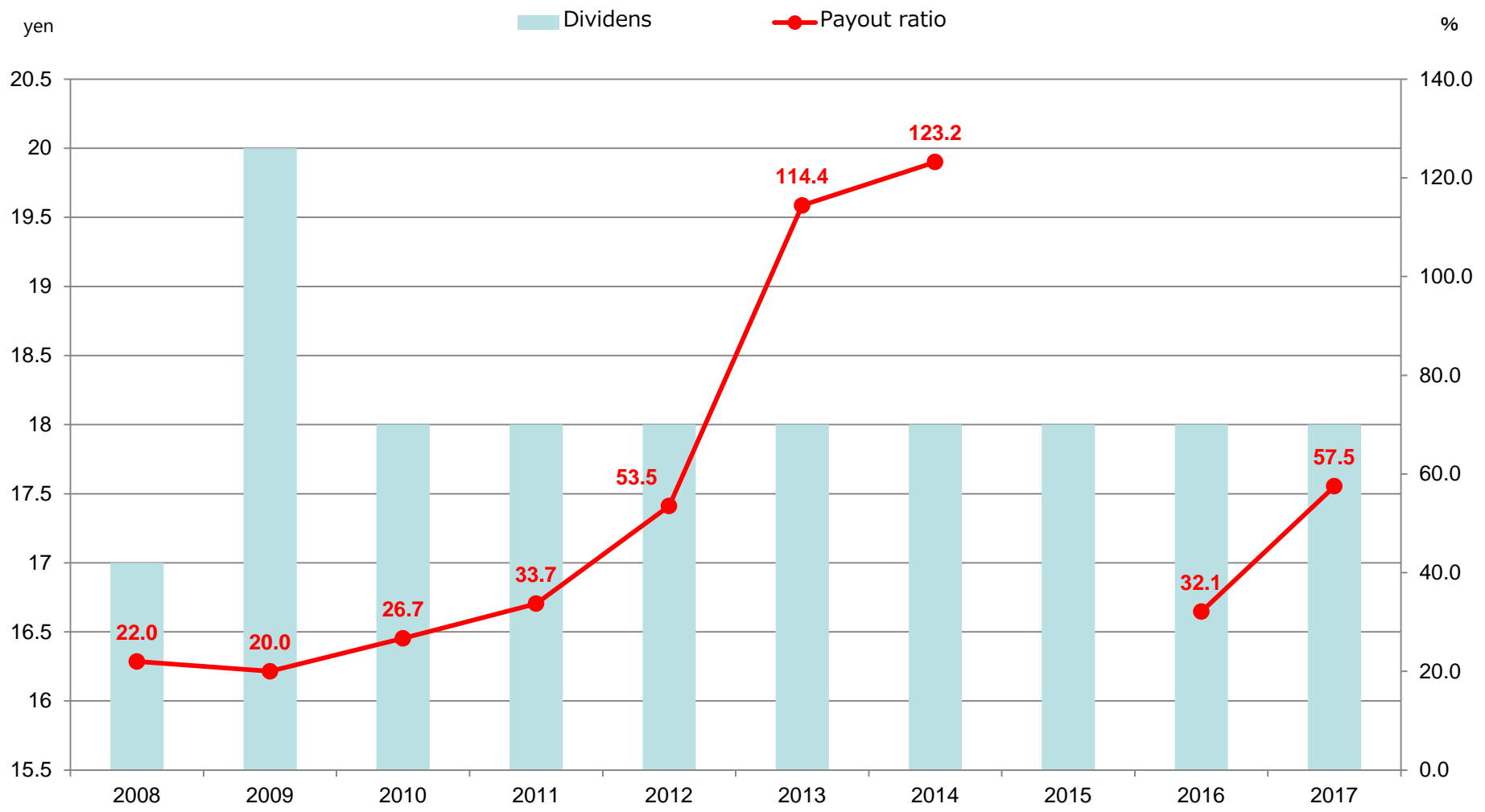
| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|-------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Cash flow from operations | 922 | 4,439 | 735 | 2,661 | 3,513 | ▲4,086 | ▲1,194 | 5,000 | 6,496 | 587 |
| Cash flow from investments | ▲1,259 | ▲3,084 | ▲75 | ▲1,269 | ▲3,966 | ▲4,498 | ▲345 | ▲415 | 1,376 | ▲1,105 |
| Cash flow from financial activities | ▲669 | 1,678 | 590 | ▲2,371 | 4,356 | ▲112 | 2,120 | ▲1,624 | ▲4,140 | 1,153 |

【6】Per share information: Net income per share, Net assets per share



| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|----------------------|--------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Net income per share | 77.32 | 100.07 | 67.45 | 53.38 | 33.64 | 15.74 | 14.61 | ▲88.13 | 56.15 | 31.50 |
| Net assets per share | 931.13 | 1,105.50 | 1,097.71 | 1,112.29 | 1,172.56 | 1,209.10 | 1,308.22 | 1,179.57 | 1,221.94 | 1,240.33 |

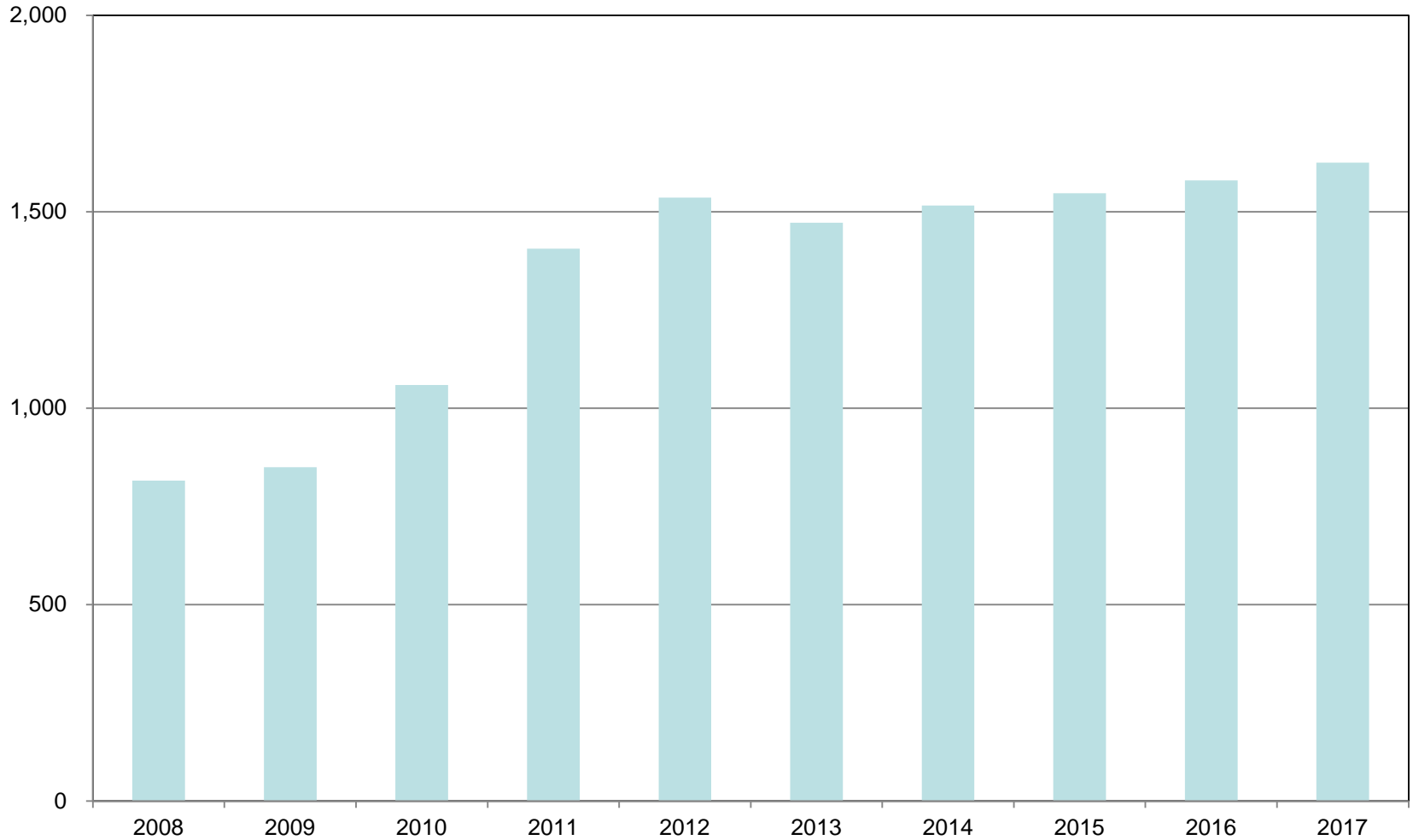
【7】Stock information: Dividends, Payout ratio



| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|--------------|--------|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|
| Dividends | 17 | 20 [※] | 18 | 18 | 18 | 18 | 18 | 18 | 18 | 18 |
| Payout ratio | 22.0 | 20.0 | 26.7 | 33.7 | 53.5 | 114.4 | 123.2 | - | 32.1 | 57.5 |

※ includes additional dividends of 2 yen as a 90-year anniversary of foundation

【8】Employees



| | FY2008 | FY2009 | FY2010 | FY2011 | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Employees | 816 | 850 | 1,059 | 1,406 | 1,536 | 1,472 | 1,516 | 1,547 | 1,580 | 1,625 |