

Consolidated Financial Results for the 1st 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

		Billions of yen	YOY	Full-year plan
● Orders Received	...	15.1	+3.1	50.0
● Sales	...	11.1	+1.6	52.0
● Operating Income	...	0.0	+0.0	3.6
● Ordinary Income	...	0.1	+0.1	3.8
● Net Income	...	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.

	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

FY2021 1Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

	FY2020 1Q	FY2021 1Q	Increase-Decrease	
			Amount	%
Sales	7.1	9.1	+2.0	+28.2%
Gross Operating Income (Gross profit margin)	1.4 (19.7%)	1.4 (15.4%)	±0 (-4.3pt)	—
SG&A expense	1.6	1.6	±0	—
Operating income (Operating profit margin)	-0.2 (-2.8%)	-0.2 (-2.2%)	±0 (+0.6pt)	—

- 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.

■ Subsidiaries

Billions of yen

	FY2020 1Q	FY2021 1Q	Increase-Decrease	
			Amount	%
	2.4	2.0	-0.4	-16.7%
	0.9 (37.5%)	1.1 (55.0%)	+0.2 (-17.5pt)	+22.2% —
	0.7	0.9	+0.2	+28.6%
	0.2 (8.3%)	0.2 (10.0%)	±0 (+1.7pt)	—

- 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

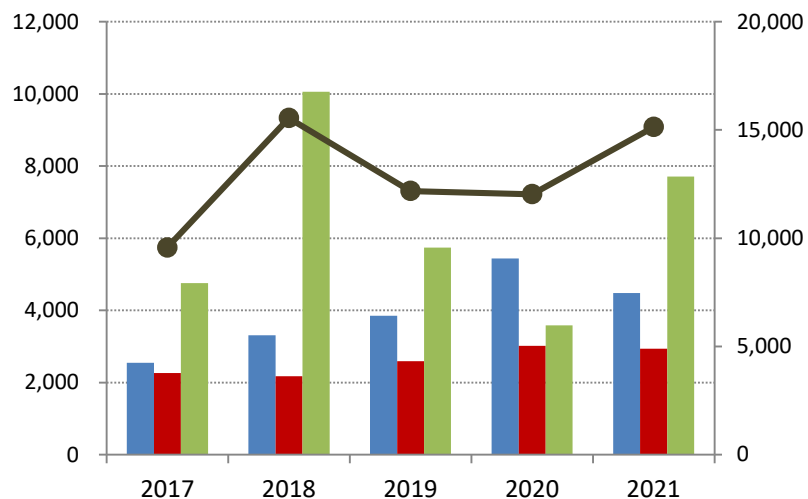
Millions of yen

		FY20201Q			FY2021 1Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
Public sector		5,436	2,080	18,342	4,482	2,882	16,770
	YOY rate	41.2%	2.7%	27.3%	-17.5%	—	—
Private 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%	—	—

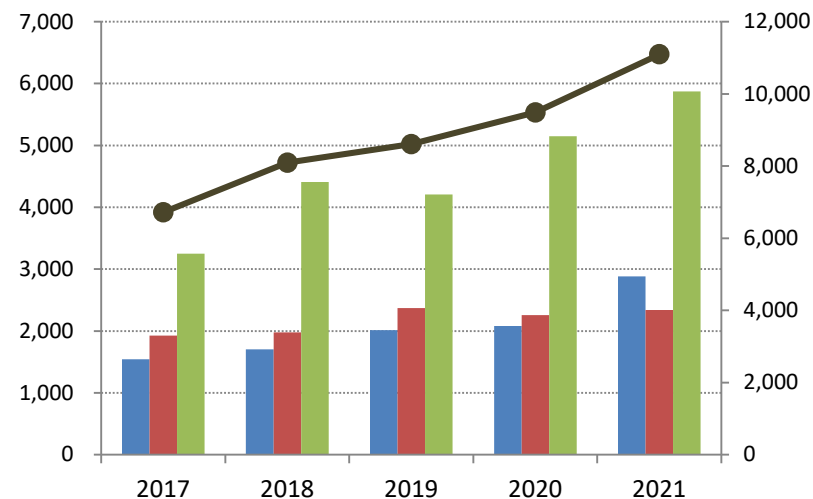
Effective from the beginning of the first quarter of the current fiscal year, the Company has adopted "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29), etc. As a result of this change, the orders backlog at the end of the previous fiscal year has been reduced by 638 million yen.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

Orders received, Sales and Orders backlog by sector

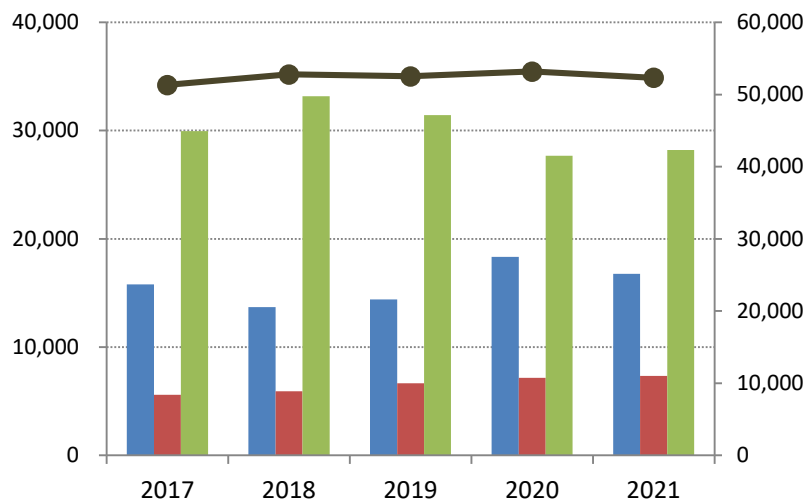
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

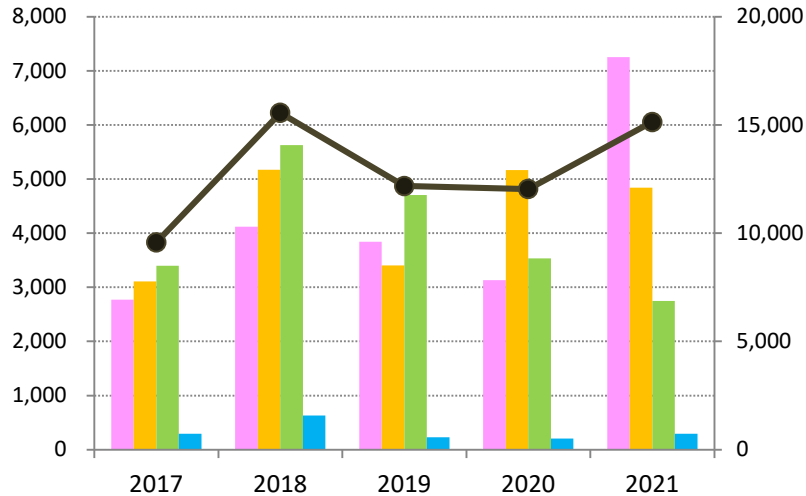
Orders received, Sales and Orders backlog by segment

		FY2020 1Q			FY2021 1Q		
		Orders Received	Sales	Order Backlog	Orders Received	Sales	Order Backlog
High-tech Pump		3,130	3,098	19,675	7,251	4,374	23,537
	YoY rate	-18.5%	28.8%	0.9%	131.6%	—	—
Project		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%	—	—
Environment & Renewable Energy		207	162	155	295	223	105
Total		-8.4%	-47.7%	-40.2	42.5%	—	—
	YoY rate	12,035	9,486	53,189	15,137	11,094	53,312

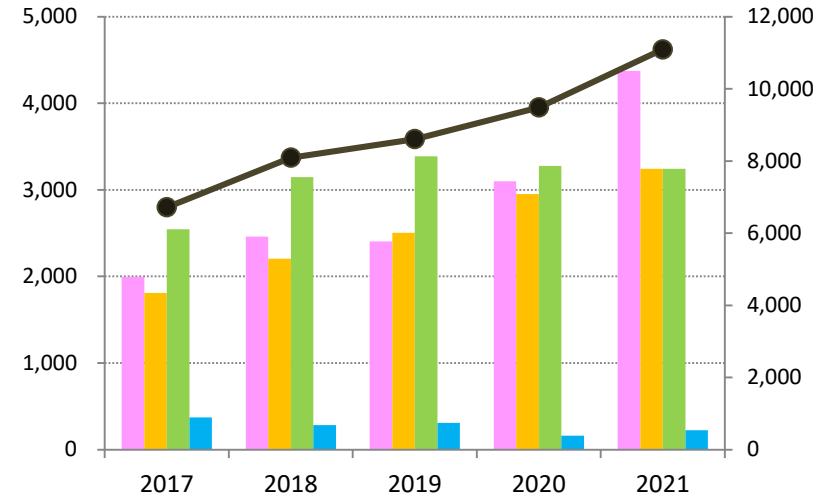
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Orders received, Sales and Orders backlog by segment

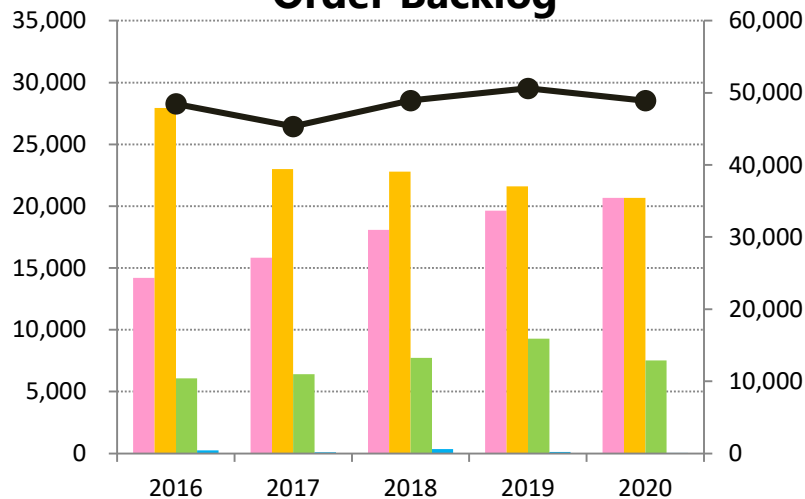
Orders Received



Sales



Order Backlog



Left

High-tech pump

Project

Service Solutions

Renewable Energy & Environment

Right

Total

Millions of yen



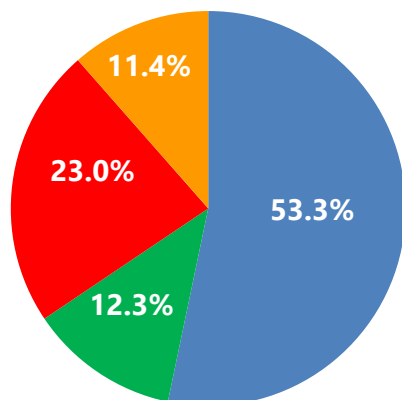
Orders Received breakdown by region

Billions of yen

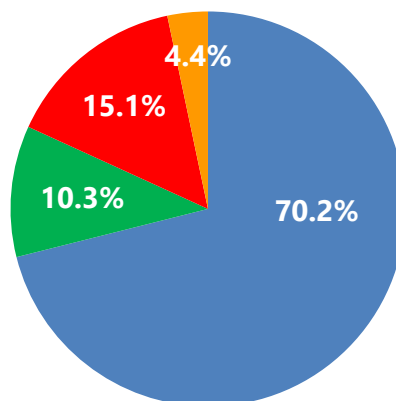
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2019 1Q	6.5 (53.3%)	5.7 (46.7%)	1.5 (12.3%)	2.8 (23.0%)	1.4 (11.4%)	12.2
FY2020 1Q	8.5 (70.2%)	3.5 (29.8%)	1.2 (10.3%)	1.8 (15.1%)	0.5 (4.4%)	12.0
FY2021 1Q	7.4 (49.0%)	7.7 (51.0 %)	2.3 (15.3%)	1.4 (9.1%)	4.0 (26.5%)	15.1

■ Japan ■ Asia ■ Middle East ■ Other

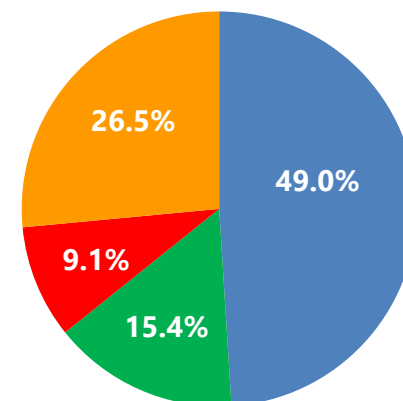
FY2019 1Q



FY2020 1Q



FY2021 1Q





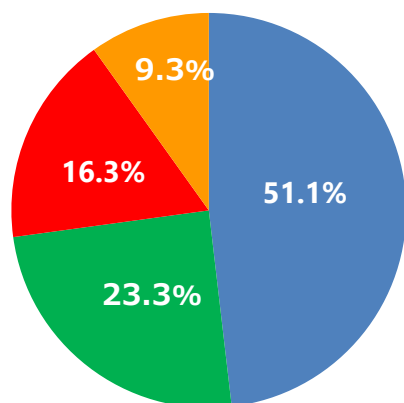
Sales breakdown by region

Billions of yen

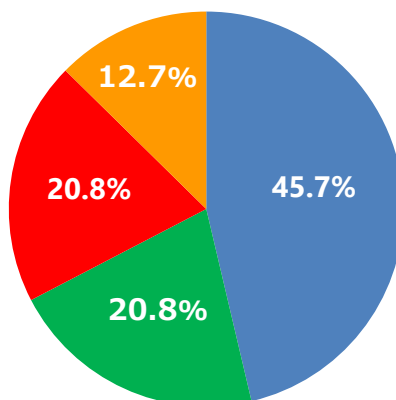
	Japan	Overseas	Breakdown			Total
			Asia	Middle East	Other	
FY2019 1Q	4.4 (51.1%)	4.2 (48.9%)	2.0 (23.3%)	1.4 (16.3%)	0.8 (9.3%)	8.6
FY2020 1Q	4.4 (45.7%)	5.1 (54.3%)	2.0 (20.8%)	1.9 (20.8%)	1.2 (12.7%)	9.5
FY2021 1Q	5.2 (47.1%)	5.9 (52.9%)	1.5 (14.0%)	3.1 (27.5%)	1.3 (11.4%)	11.1

■ Japan ■ Asia ■ Middle East ■ Other

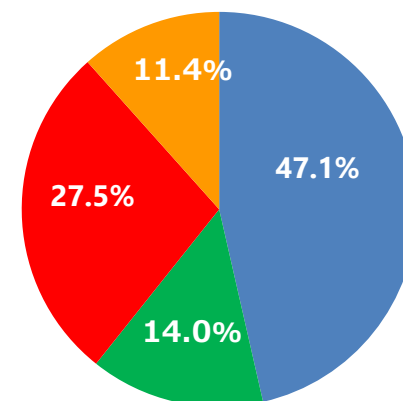
FY2019 1Q



FY2020 1Q



FY2021 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.

【Inquiries】

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