

Consolidated Financial Results for the 1st quarter of FY2024

(April 1st 2024 ~ June 30th 2024)

< Aug 8th 2024 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

FY2024 1Q Financial Results Outline

| | | Billions of yen | | YOY |
|--------------------|-----|-----------------|------|--------|
| ● Orders Received | ... | 24.2 | +3.7 | +18.0% |
| ● Sales | ... | 17.5 | +0.2 | +1.1% |
| ● Operating Income | ... | 0.7 | -0.5 | -41.7% |
| ● Ordinary Income | ... | 0.8 | -0.2 | -20.0% |
| ● Net Income | ... | 1.3 | +0.4 | +44.4% |

FY2024 1Q Consolidated Financial Results



- Orders received: 22.3% increased in the public sector, 0.4% decreased in the private sector, and 20.3% increased in the overseas sector, Overall orders received progressed steadily towards the annual plan.
- Sales: 14.5% increased in the public sector, 8.3% decreased in the private sector, and 0.6% increased in the overseas sector, and overall sales were up 1.1% to 17.5 billion yen.
- Profit: Operating profit fell by 0.5 billion yen, as sales remained at the previous year's level and were unable to absorb the increase in SG&A expenses. Net income increased by 0.4 billion yen due to gains on the sale of securities.

| | FY2023 1Q | FY2024 1Q | YOY | | FY2024 Full-year plan | Progress |
|---|----------------|----------------|------------------|---------|-----------------------|----------|
| | | | Amount | % | | |
| Orders Received | 20.5 | 24.2 | +3.7 | +18.0% | 89.0 | 27.2% |
| Sales | 17.3 | 17.5 | +0.2 | +1.2% | 86.0 | 20.3% |
| Gross profit (Gross profit margin) | 4.8 (27.7%) | 4.8 (27.4%) | ±0 (-0.3pt) | ±0% | | |
| SG&A expense | 3.7 | 4.2 | +0.5 | +13.5% | | |
| Operating profit (Operating profit margin) | 1.2 (6.9%) | 0.7 (4.0%) | -0.5 (+2.9pt) | -41.7% | 7.3 (8.5%) | 9.6% |
| Non-operating Profit or loss | -0.2 | 0.1 | +0.3 | — | — | — |
| Ordinary profit | 1.0 | 0.8 | -0.2 | -20.0% | 6.3 | 12.7% |
| Extraordinary profit or loss | 0.2 | 1.0 | +0.8 | +400.0% | — | — |
| Net profit | 0.9 | 1.3 | +0.4 | +44.4% | 5.3 | 24.5% |

Billions of yen

*Foreign exchange rate (1USD)

¥144.99-30.06.2023

¥161.07-30.06.2024

assumptions:¥150

FY2024 1Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

| | FY2023 1Q | FY2024 1Q | YOY | |
|---|----------------|----------------|------------------|--------|
| | | | Amount | % |
| Sales | 13.3 | 12.0 | -1.3 | -9.8% |
| Gross profit (Gross profit margin) | 3.1 (23.3%) | 2.4 (20.0%) | -0.7 (+3.3pt) | -22.6% |
| SG&A expense | 2.3 | 2.4 | +0.1 | +4.3% |
| Operating profit (Operating profit margin) | 0.8 (6.0%) | -0 (-0.3%) | -0.8 (-6.3pt) | — |

- Although the profit margin for overseas high-tech pumps has decreased significantly compared to the same period last year, resulting in a substantial decline in profits, it is expected that the profit margin will recover for the full year due to the revenue from large projects planned for the second half of the year.

■ Subsidiaries*

Billions of yen

| | FY2023 1Q | FY2024 1Q | YOY | |
|----------------------------|----------------|----------------|------------------|--------|
| | | | Amount | % |
| Sales | 5.7 | 7.5 | +1.8 | +31.6% |
| Gross profit (35.1%) | 2.0 (35.1%) | 2.7 (36.0%) | +0.7 (+0.9pt) | +35.0% |
| SG&A expense | 1.5 | 1.9 | +0.4 | +26.7% |
| Operating profit (8.8%) | 0.5 (8.8%) | 0.8 (10.7%) | +0.3 (+1.9pt) | +60.0% |

- The sales substantially increased driven by the strong performance of service subsidiaries and project subsidiaries.
- Increased profits as a result of increased sales from service companies and improved profit margins.

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

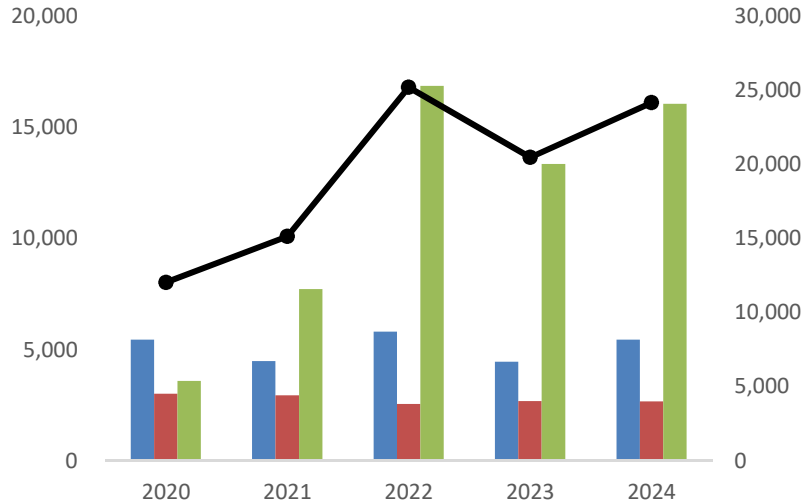
Orders received, Sales and Orders backlog by sector

Millions of yen

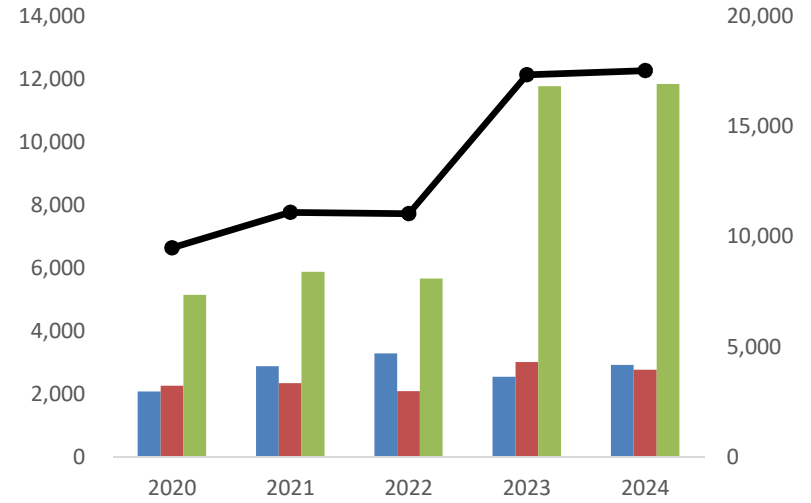
| | | FY2023.1Q | | | FY2024.1Q | | |
|----------------|----------|-----------------|--------|----------------|-----------------|--------|----------------|
| | | Orders Received | Sales | Orders Backlog | Orders Received | Sales | Orders Backlog |
| Public sector | | 4,448 | 2,546 | 22,882 | 5,440 | 2,916 | 29,037 |
| | YOY rate | -23.2% | -22.6% | 28.7% | 22.3% | 14.5% | 26.9% |
| Private sector | | 2,677 | 3,016 | 10,160 | 2,667 | 2,764 | 9,652 |
| | YOY rate | 5.3% | 44.7% | 17.3% | -0.4% | -8.4% | -5.0% |
| Overseas | | 13,344 | 11,767 | 58,382 | 16,049 | 11,837 | 63,087 |
| | YOY rate | -20.8 % | 107.8% | 13.0% | 20.3 % | 0.6% | 8.1% |
| Total | | 20,471 | 17,331 | 91,426 | 24,157 | 17,518 | 101,777 |
| | YOY rate | -18.7% | 57.0% | 17.1% | 18.0% | 1.1% | 11.3% |

Orders received, Sales and Orders backlog by sector

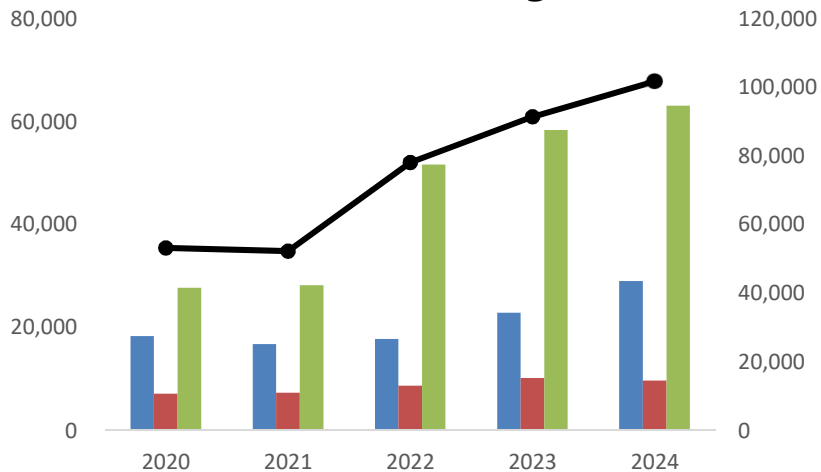
Orders Received



Sales



Orders Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

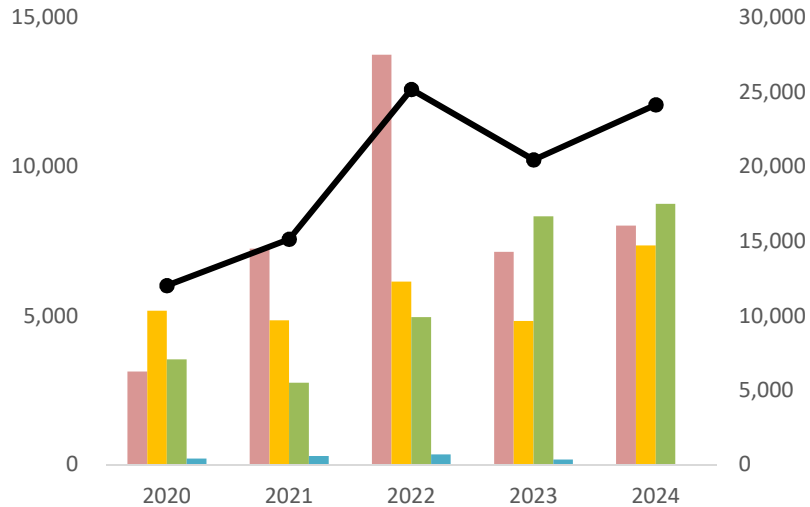
Orders received, Sales and Orders backlog by segment

Millions of yen

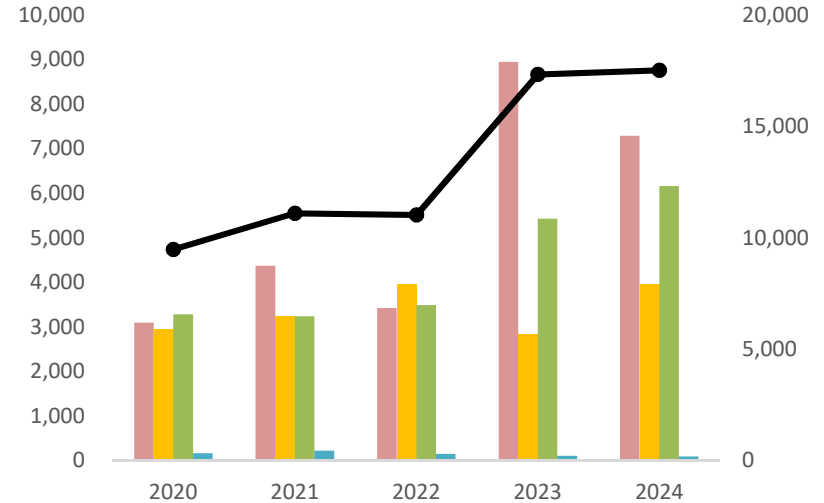
| | | FY2023 1Q | | | FY2024 1Q | | |
|--------------------------------|----------|-----------------|--------|----------------|-----------------|--------|----------------|
| | | Orders Received | Sales | Orders Backlog | Orders Received | Sales | Orders Backlog |
| High-tech Pump | | 7,137 | 8,950 | 44,726 | 8,027 | 7,288 | 48,321 |
| | YoY rate | -48.1% | 161.5% | 5.5% | 12.5% | -18.6% | 8.0% |
| Project | | 4,828 | 2,845 | 32,328 | 7,358 | 3,974 | 37,389 |
| | YoY rate | -21.4% | -28.4% | 23.6% | 52.4% | 39.7% | 15.7% |
| Service Solutions | | 8,329 | 5,429 | 14,143 | 8,750 | 6,164 | 15,878 |
| | YoY rate | 68.3% | 55.5% | 54.8% | 5.1% | 13.5% | 12.3% |
| Renewable Energy & Environment | | 177 | 108 | 229 | 23 | 93 | 188 |
| | YoY rate | -48.7% | -28.0% | -38.6% | -87.0% | -13.9% | -17.9% |
| Total | | 20,471 | 17,331 | 91,426 | 24,158 | 17,519 | 101,777 |
| | YoY rate | -18.7% | 57.0% | 17.1% | 18.0% | 1.1% | 11.3% |

Orders received, Sales and Orders backlog by segment

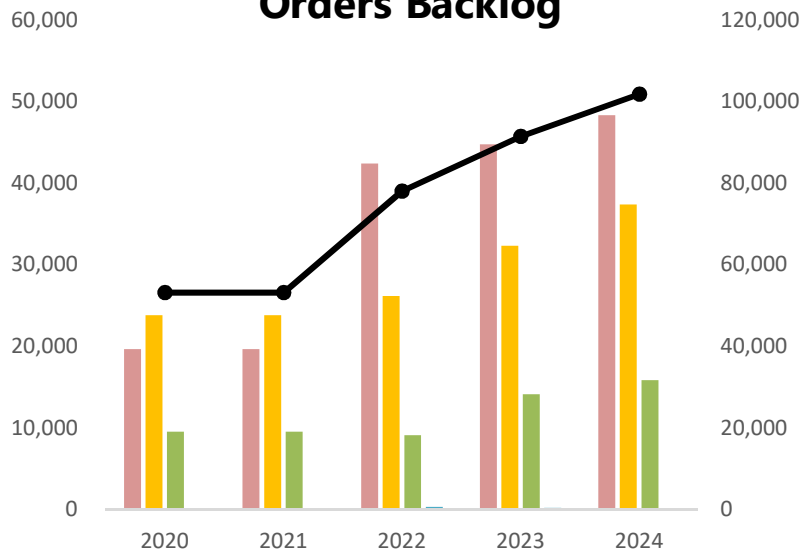
Orders Received



Sales



Orders Backlog



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

Right
 Total

Millions of yen

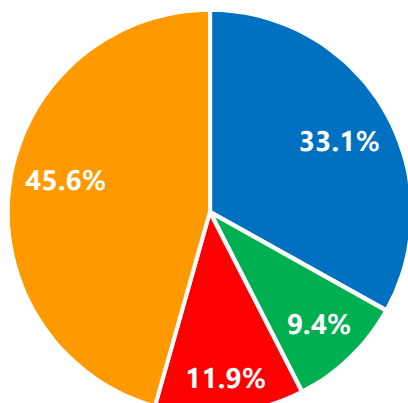
Orders Received breakdown by region

Millions of yen

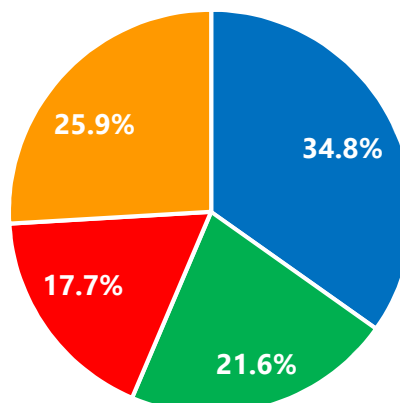
| | Japan | Overseas | Breakdown | | | Total |
|-----------|------------------|-------------------|------------------|------------------|-------------------|--------|
| | | | Asia | Middle East | Other | |
| FY2022 1Q | 8,340 (33.1%) | 16,852 (66.9%) | 2,357 (9.4%) | 3,004 (11.9%) | 11,491 (45.6%) | 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 |
| FY2024 1Q | 8,108 (33.6%) | 16,049 (66.4%) | 5,307 (22.0%) | 6,707 (27.7%) | 4,035 (16.7%) | 24,157 |

■ Japan ■ Asia ■ Middle East ■ Other

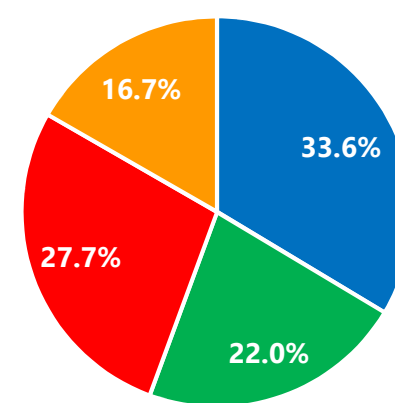
FY2022.1Q



FY2023.1Q



FY2024.1Q



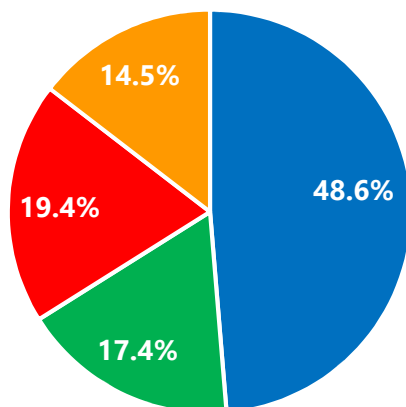
Sales breakdown by region

Millions of yen

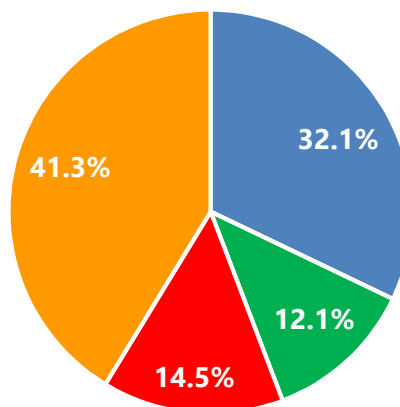
| | Japan | Overseas | Breakdown | | | Total |
|-----------|------------------|-------------------|------------------|------------------|------------------|--------|
| | | | Asia | Middle East | Other | |
| FY2022 1Q | 5,367 (48.6%) | 5,660 (51.4%) | 1,918 (17.4%) | 2,137 (19.4%) | 1,605 (14.5%) | 11,036 |
| FY2023 1Q | 5,564 (32.1%) | 11,767 (67.9%) | 2,096 (12.1%) | 2,517 (14.5%) | 7,154 (41.3%) | 17,331 |
| FY2024 1Q | 5,682 (32.4%) | 11,837 (67.6%) | 3,457 (19.7%) | 4,047 (23.1%) | 4,333 (24.8%) | 17,519 |

■ Japan ■ Asia ■ Middle East ■ Other

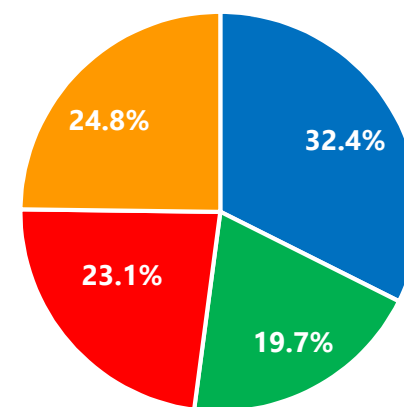
FY2022.1Q



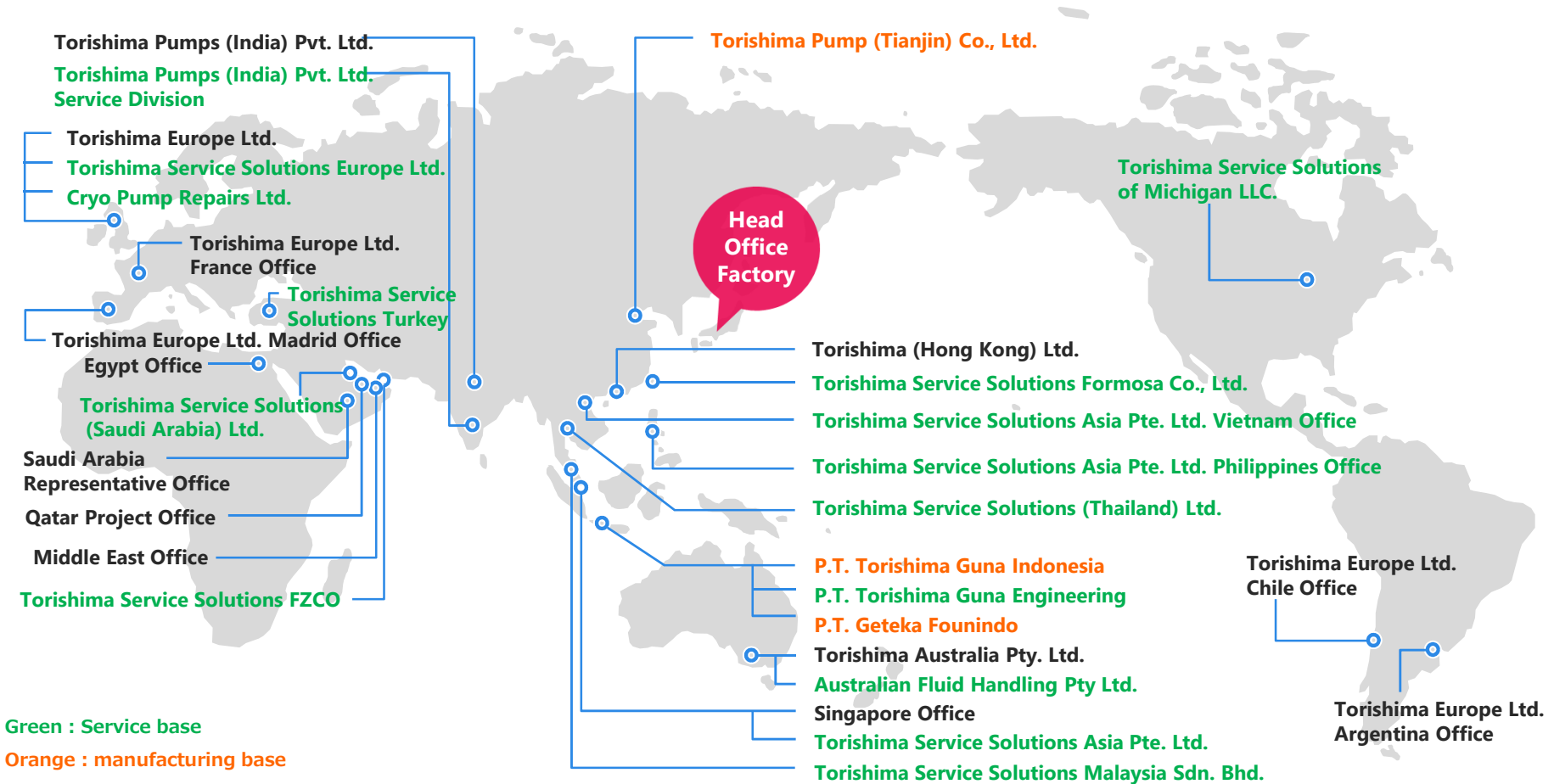
FY2023.1Q



FY2024.1Q



Global Network



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.
Corporate Branding Office
Tel : +81(0)72-695-0551
Email : ir-torishima@torishima.co.jp