

Consolidated Financial Results for the 3rd quarter of FY2024

(April 1st 2024 ~ December 31th 2024)

< February 13 2025 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363
www.torishima.co.jp/en

FY2024 1-3Q Financial Results Outline

| | | Billions of yen | YOY (Billions of yen) |
|--------------------|-----|-----------------|--------------------------|
| ● Orders Received | ... | 75.3 | +11.8 |
| ● Sales | ... | 59.7 | +1.9 |
| ● Operating Income | ... | 2.8 | -1.3 |
| ● Ordinary Income | ... | 2.5 | -0.8 |
| ● Net Income | ... | 2.5 | +0.1 |

FY2024 1-3Q Consolidated Financial Results



-Orders received: 47.0% increased in domestic public sector, 5.2% increased in domestic private sector, 11.5% increased in overseas sector, overall orders received increased by 18.6% to 75.3 billions yen.

-Sales: 16.5% increased in domestic public sector, 7.3% decreased in domestic private sector, 2.4% increased in overseas sector, overall sales increased by 3.3% to 59.7 billions yen.

-Profit: Steady recovered compared to the first half of the year. In non-operating income, net income increased by 100 million to 2.5 billion, partly due to a decrease in foreign exchange losses following the significant depreciation of the yen since the end of the first half and a gain on the sale of shares in the first quarter as an extraordinary gain.

Billions of yen

| | FY2023 1-3Q | FY2024 1-3Q | YOY | | FY2024 Full-year | Vs. Plan |
|---|-----------------|-----------------|------------------|---------|---------------------|-------------|
| | | | Amount | % | | |
| Orders Received | 63.5 | 75.3 | +11.8 | +18.6% | 91.0 | 82.6% |
| Sales | 57.8 | 59.7 | +1.9 | +3.3% | 88.0 | 67.8% |
| Gross Operating Income (Gross profit margin) | 15.9 (27.6%) | 16.1 (27.0%) | +0.2 (-0.6pt) | +1.3% | — | — |
| SG&A expense | 11.9 | 13.3 | +1.4 | +11.8% | — | — |
| Operating income (Operating profit margin) | 4.1 (7.0%) | 2.8 (4.7%) | -1.3 (-2.3pt) | -31.7% | 6.2 (7.0%) | 45.2% |
| Non-operating Profit or loss | -0.8 | -0.4 | +0.4 | — | — | — |
| Ordinary income | 3.2 | 2.4 | -0.8 | -25.0% | 5.5 | 43.6% |
| Extraordinary profit or loss | 0.2 | 1.0 | +0.8 | +400.0% | — | — |
| Net income | 2.4 | 2.5 | +0.1 | +4.2% | 4.8 | 52.1% |

*Foreign exchange rate (1USD)

31/3/2023 ¥133.53
31/12/2023 ¥141.83

31/2024 ¥142.73
12/2024 ¥158.18

Assumed rate ¥150

FY2024 1-3Q Financial Results

(Non-consolidated / Subsidiaries)



■ Non-consolidated

Billions of yen

| | FY2023 1-3Q | FY2024 1-3Q | YOY | |
|---|-----------------|----------------|------------------|-------------|
| | | | Amount | % |
| Sales | 45.1 | 44.1 | -1.0 | -2.2% |
| Gross Operating Income (Gross profit margin) | 10.3 (22.8%) | 8.7 (19.7%) | -1.6 (-3.1pt) | -15.5% — |
| SG&A expense | 7.4 | 8.0 | +0.6 | +8.1% |
| Operating income (Operating profit margin) | 2.9 (6.5%) | 0.7 (1.6%) | -2.2 (-4.9pt) | -75.9% |

■ Subsidiaries

Billions of yen

| | FY2023 1-3Q | FY2024 1-3Q | YOY | |
|---|----------------|----------------|------------------|-------------|
| | | | Amount | % |
| Sales | 19.4 | 22.0 | +2.6 | +13.4% |
| Gross Operating Income (Gross profit margin) | 6.6 (34.0%) | 7.9 (35.9%) | +1.3 (+1.9pt) | +19.7% — |
| SG&A expense | 5.0 | 5.7 | +0.7 | +14.0% |
| Operating income (Operating profit margin) | 1.6 (8.4%) | 2.2 (10.0%) | +0.6 (+1.6pt) | +37.5% |

- ✓ Sales remained high, mainly due to public and private sector contribution.
- ✓ Gross profit margin recovered to 19.7% from 17.3% in H1 and is on track to reach the full-year target of 20.5%.

- ✓ Sales increased to 2.6 billion yen driven by strong performance of service and project subsidiaries.
- ✓ SG&A expenses also increased due to higher labour costs, but this was absorbed by higher revenue and profitability, and operating profit increased by 600 million yen to 2.2 billion yen

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

Appendix

1-3Q Orders received, Sales and Orders backlog by sector

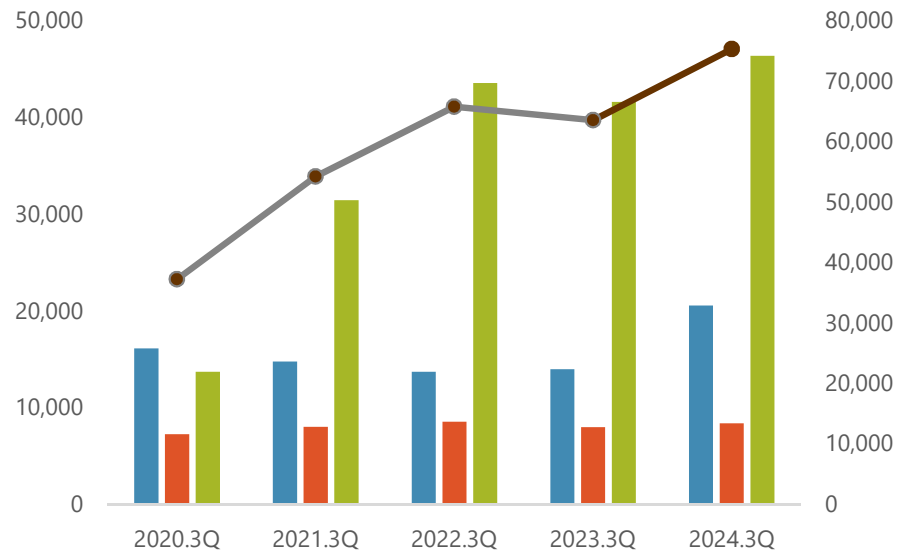


Millions of yen

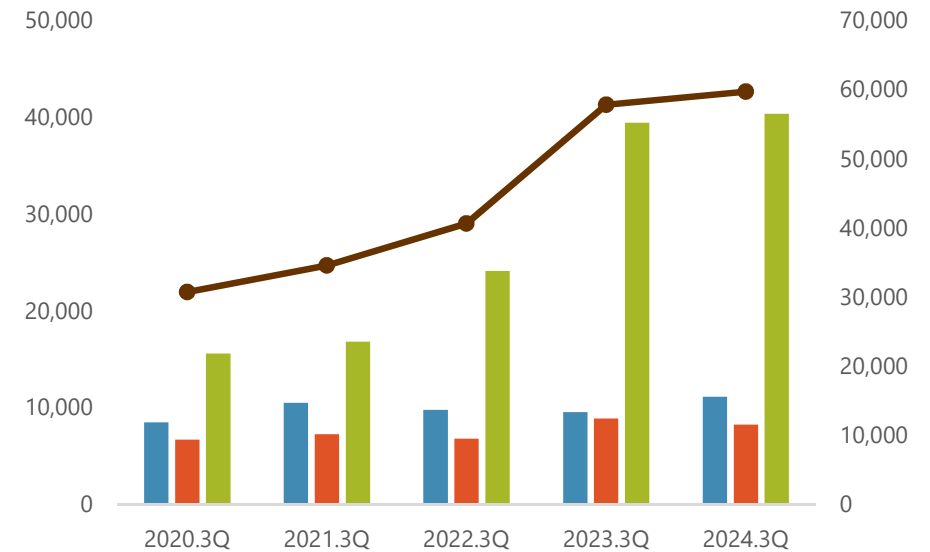
| | | FY2023 1-3Q | | | FY2024 1-3Q | | |
|----------------|----------|-----------------|--------|---------------|-----------------|--------|---------------|
| | | Orders Received | Sales | Order Backlog | Orders Received | Sales | Order Backlog |
| Public sector | | 13,965 | 9,531 | 25,414 | 20,524 | 11,107 | 35,930 |
| | YOY rate | 2.1% | -2.1% | 32.3% | 47.0% | 16.5% | 41.4% |
| Private sector | | 7,955 | 8,855 | 9,599 | 8,371 | 8,213 | 9,908 |
| | YOY rate | -6.7% | 30.9% | -3.7% | 5.2% | -7.3% | 3.2% |
| Overseas | | 41,578 | 39,435 | 58,949 | 46,356 | 40,368 | 64,863 |
| | YOY rate | -4.5% | 63.5% | -1.5% | 11.5% | 2.4% | 10.0 % |
| Total | | 63,499 | 57,822 | 93,963 | 75,253 | 59,689 | 110,701 |
| | YOY rate | -3.4% | 42.4% | 5.5% | 18.5% | 3.2% | 17.8% |

1-3Q Orders received, Sales and Orders backlog by sector

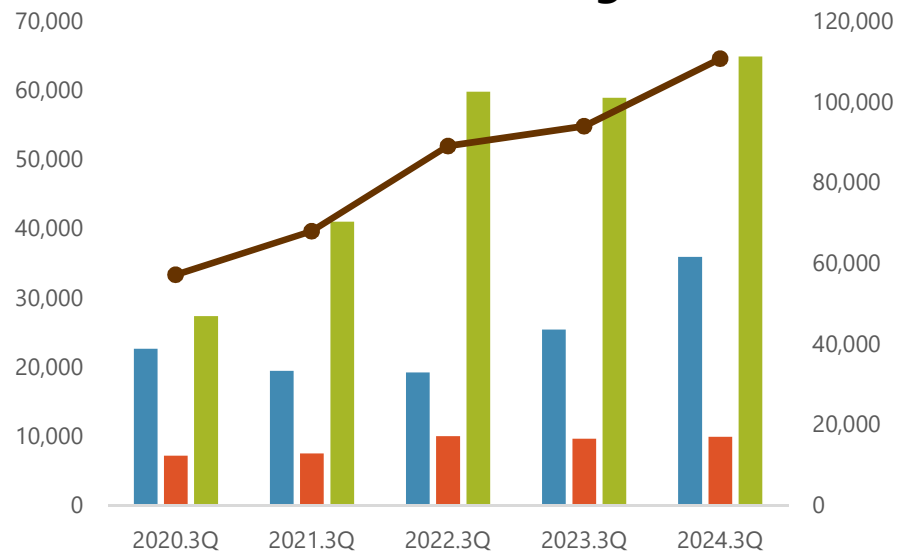
Orders Received



Sales



Order Backlog



Left

Public Private Overseas

Right

Total

Millions of yen

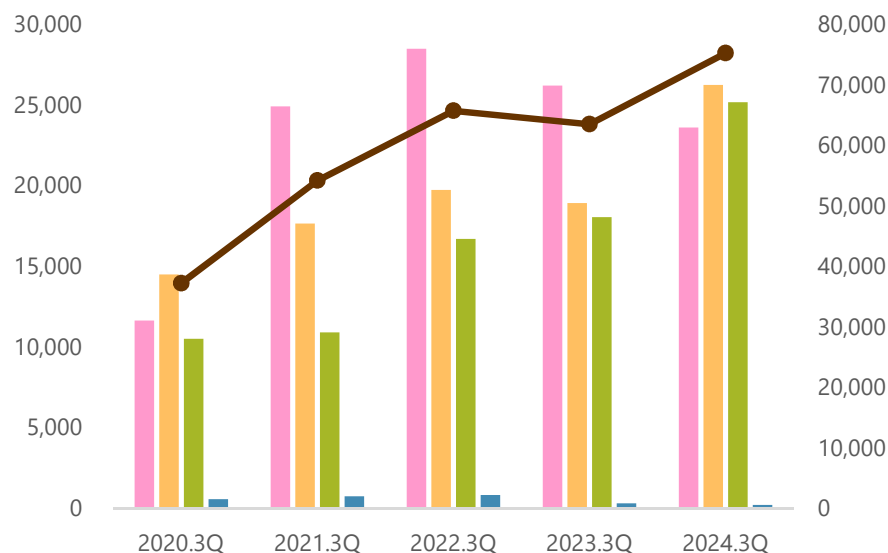
1-3Q Orders received, Sales and Orders backlog by segment

Millions of yen

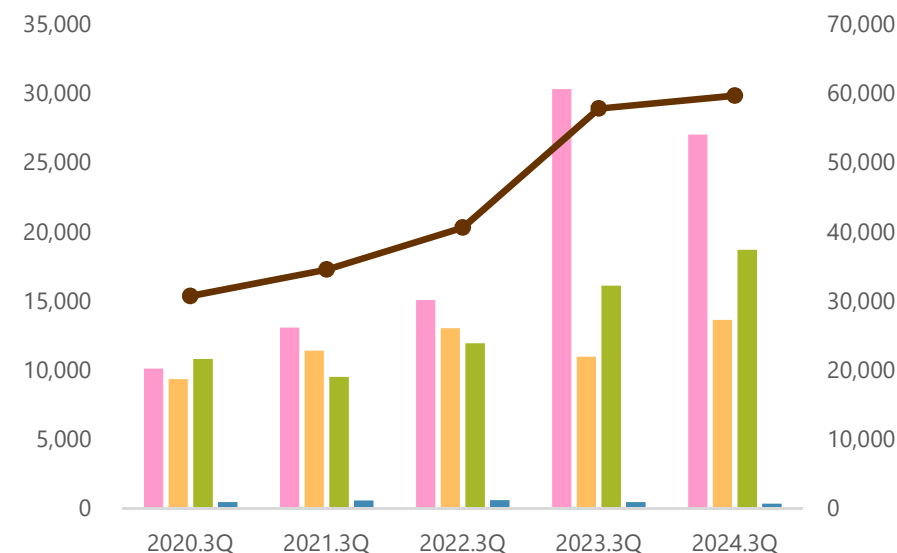
| | | FY2023 1-3Q | | | FY2024 1-3Q | | |
|--------------------------------|----------|-----------------|--------|---------------|-----------------|--------|---------------|
| | | Orders Received | Sales | Order Backlog | Orders Received | Sales | Order Backlog |
| High-tech Pump | | 26,213 | 30,326 | 42,426 | 23,612 | 27,042 | 44,153 |
| | YoY rate | -8.0% | 101.3% | -6.8% | -9.9% | -10.8% | 4.1% |
| Project | | 18,934 | 10,958 | 38,321 | 26,254 | 13,622 | 46,637 |
| | YoY rate | -4.1% | -15.8% | 24.8% | 38.7% | 24.3 % | 21.7% |
| Service Solutions | | 18,061 | 16,102 | 13,201 | 25,182 | 18,688 | 19,786 |
| | YoY rate | 8.2% | 34.8% | 6.2% | 39.4% | 16.1% | 49.9% |
| Environment & Renewable Energy | | 292 | 436 | 16 | 206 | 338 | 126 |
| | YoY rate | -64.0% | -26.1% | -96.0% | -29.5% | -22.5% | 687.5% |
| Total | | 63,499 | 57,822 | 93,963 | 75,253 | 59,690 | 110,702 |
| | YoY rate | -3.4% | 42.4% | 5.5% | 18.5% | 3.2% | 17.8% |

1-3Q Orders received, Sales and Orders backlog by segment

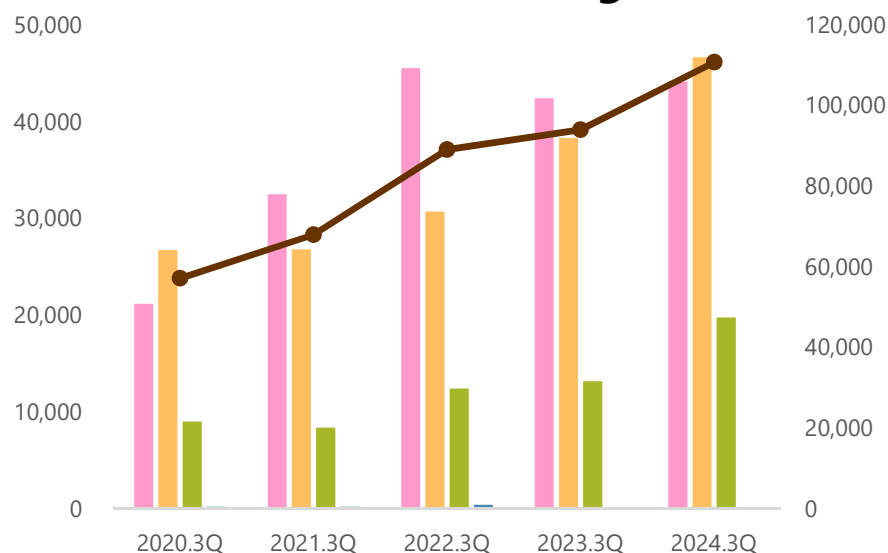
Orders Received



Sales



Order Backlog



Left

High-tech pump

Project

Service Solutions

Renewable Energy & Environment

Right

● Total

Millions of yen

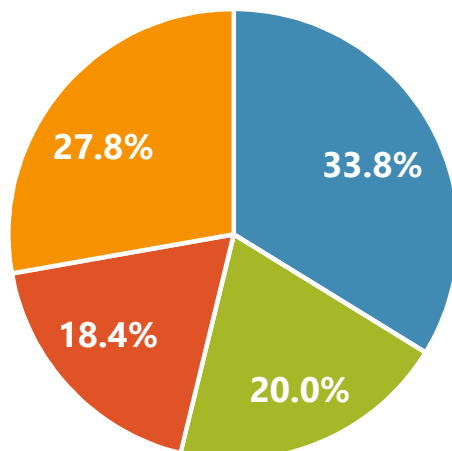
1-3Q Orders Received breakdown by region

Millions of yen

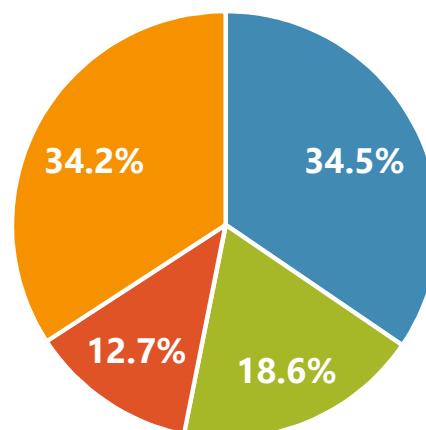
| | Japan | Overseas Total | Breakdown | | | Total |
|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------|
| | | | Asia | Middle East | Other | |
| FY2022 1-3Q | 22,211 (33.8%) | 43,525 (66.2%) | 13,155 (20.0%) | 12,108 (18.4%) | 18,262 (27.8%) | 65,736 |
| FY2023 1-3Q | 21,921 (34.5%) | 41,578 (65.5%) | 11,819 (18.6%) | 8,055 (12.7%) | 21,705 (34.2%) | 63,499 |
| FY2023 1-3Q | 28,897 (38.4%) | 46,356 (61.6%) | 13,667 (18.2%) | 19,822 (26.3%) | 12,867 (17.1%) | 75,253 |

■ Japan ■ Asia ■ Middle East ■ Other

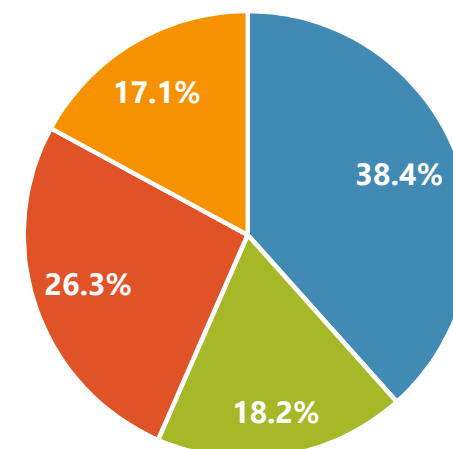
FY2022 3Q



FY2023 3Q



FY2024 3Q



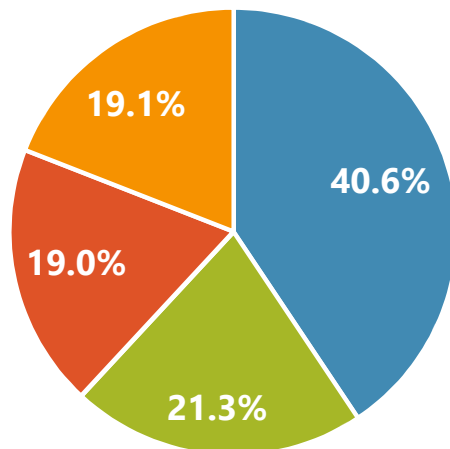
1-3Q Sales breakdown by region

Millions of yen

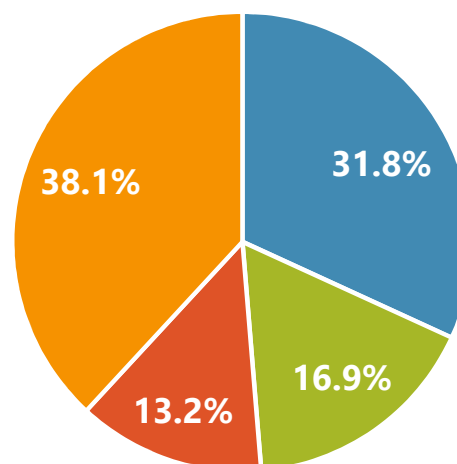
| | Japan | Overseas Total | Breakdown | | | Total |
|-------------|-------------------|-------------------|-------------------|-------------------|-------------------|--------|
| | | | Asia | Middle East | Other | |
| FY2022 1-3Q | 16,501 (40.6%) | 24,114 (59.4%) | 8,641 (21.3%) | 7,729 (19.0%) | 7,744 (19.1%) | 40,615 |
| FY2023 1-3Q | 18,386 (31.8%) | 39,435 (68.2%) | 9,757 (16.9%) | 7,624 (13.2%) | 22,054 (38.1%) | 57,822 |
| FY2024 1-3Q | 19,321 (32.4%) | 40,368 (67.6%) | 10,194 (17.1%) | 10,059 (16.8%) | 20,115 (33.7%) | 59,689 |

■ Japan ■ Asia ■ Middle East ■ Other

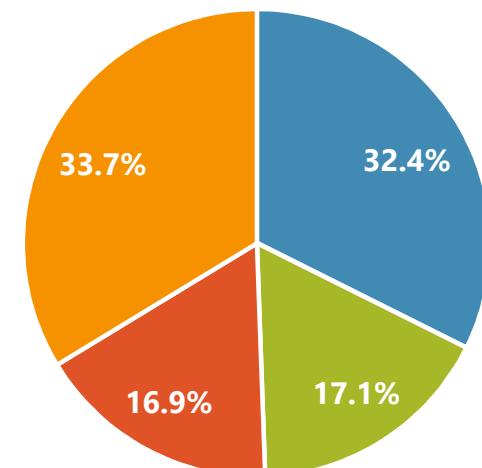
FY2022 3Q



FY2023 3Q



FY2024 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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