

# Consolidated Financial Results for FY2012

(April 1st 2012 ~ March 31st 2013)

< May 10 2013 >

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

Securities Code : 6363  
[www.torishima.co.jp/en](http://www.torishima.co.jp/en)

# FY2012 Financial Results Outline



( Yen in Billion )    vs. Previous FY    ※vs. Amended plan

● Orders Received	41.0	(+3.5%)	(-)
● Sales	46.0	(- 1.0%)	(+2.2%)
● Operating Income	0.5	(- 77.4%)	(+3.4%)
● Ordinary Income	1.4	(- 52.6%)	(+98.4%)
● Net Income	0.9	(- 37.0%)	(+843.0%)

※amended plan announced on 8th November 2012

# FY2012 Financial Results



(Yen in Billion)

## ① Consolidated

	FY2012					
	First Half	Second Semester		Full Year		
	Result	Amended Plan*	Result	Amended Plan*	Result	vs. Amended Plan*
Sales	19.2	25.8	26.8	45.0	46.0	+ 1.0
Gross Operating Income (Gross Profit Margin)	2.7 (14.1%)	5.0 (19.4%)	5.3 (19.8%)	7.7 (17.1%)	8.0 (17.4%)	+ 0.3 (+ 0.3%)
SG&A	▲ 3.7	▲ 3.5	▲ 3.8	▲ 7.2	▲ 7.5	▲ 0.3
Operating Income (Operating Profit Margin)	▲ 1.0 (▲ 5.4%)	1.5 (6.0%)	1.5 (5.8%)	0.5 (1.1%)	0.5 (1.1%)	- (-)
Non-operating Profit and Loss	0.1	0.1	0.8	0.2	0.9	+ 0.7
Net Income	▲ 0.9	1.6	2.3	0.7	1.4	+ 0.7
Extraordinary Gain or Loss	▲ 0.6	0.1	0.6	▲ 0.5	▲ 0.1	+ 0.4
Current Net Income	▲ 0.9	1.0	1.8	0.1	0.9	+ 0.8

Average Exchange Rate( \$ )	¥79.4	¥80.0	¥86.8	¥83.1
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(estimate)

\* amended plan announced on 8<sup>th</sup> November 2012

# FY2012 Financial Results

(by non-consolidated subsidiaries)



## ② Non-consolidated

(Yen in Billion)

	FY2012					
	First Half	Second Semester		Full Year		
	Result	Amended Plan*	Result	Amended Plan*	Result	vs. Amended Plan*
Sales	16.0	23.3	22.5	39.3	38.5	▲0.8
Gross Operating Income (Gross Profit Margin)	1.5 (9.4%)	3.7 (15.8%)	3.7 (16.3%)	5.4 (13.7%)	5.2 (13.4%)	▲0.2 (▲0.3%)
SG&A	▲2.8	▲2.6	▲2.8	▲5.4	▲5.6	▲0.2
Operating Income (Operating Profit Margin)	▲1.3 (▲8.2%)	1.3 (5.6%)	0.9 (3.9%)	0 (0%)	▲0.4 (▲1.1%)	▲0.4 (▲1.1%)

## ③ Subsidiaries

\* The figure of subsidiaries (③) = the figure of consolidated results (①) — the figure of non-consolidated results (②)

(Yen in Billion)

	FY2012					
	First Half	Second Semester		Full Year		
	Result	Amended Plan*	Result	Amended Plan*	Result	vs. Amended Plan*
Sales	3.2	2.5	4.3	5.7	7.5	+ 1.8 ※1)
Gross Operating Income (Gross Profit Margin)	1.2 (38.2%)	1.1 (42.9%)	1.7 (38.3%)	2.3 (40.4%)	2.8 (38.3%)	+ 0.5 ※1) (▲2.1%)
SG&A	▲0.9	▲0.9	▲1.0	▲1.8	▲1.9	▲0.1
Operating Income (Operating Profit Margin)	0.3 (8.8%)	0.2 (8.7%)	0.6 (15.5%)	0.5 (8.8%)	0.9 (12.7%)	+ 0.4 ※1) (+ 3.9%)

※ amended plan announced on 8<sup>th</sup> November 2012

※1) achievement by far exceeding results than the amended plan

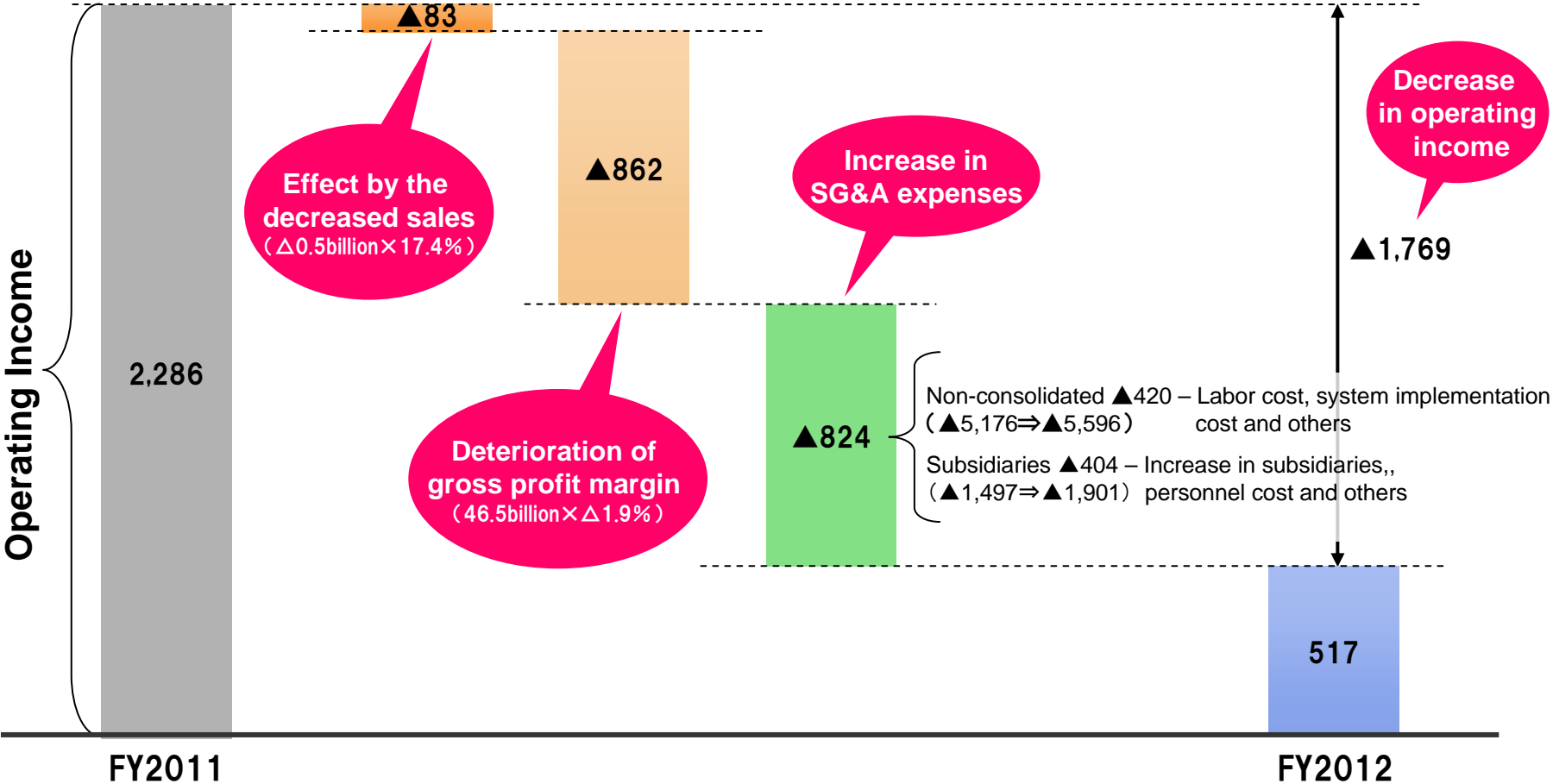
in several subsidiaries including KRG, TSS and wind-power company

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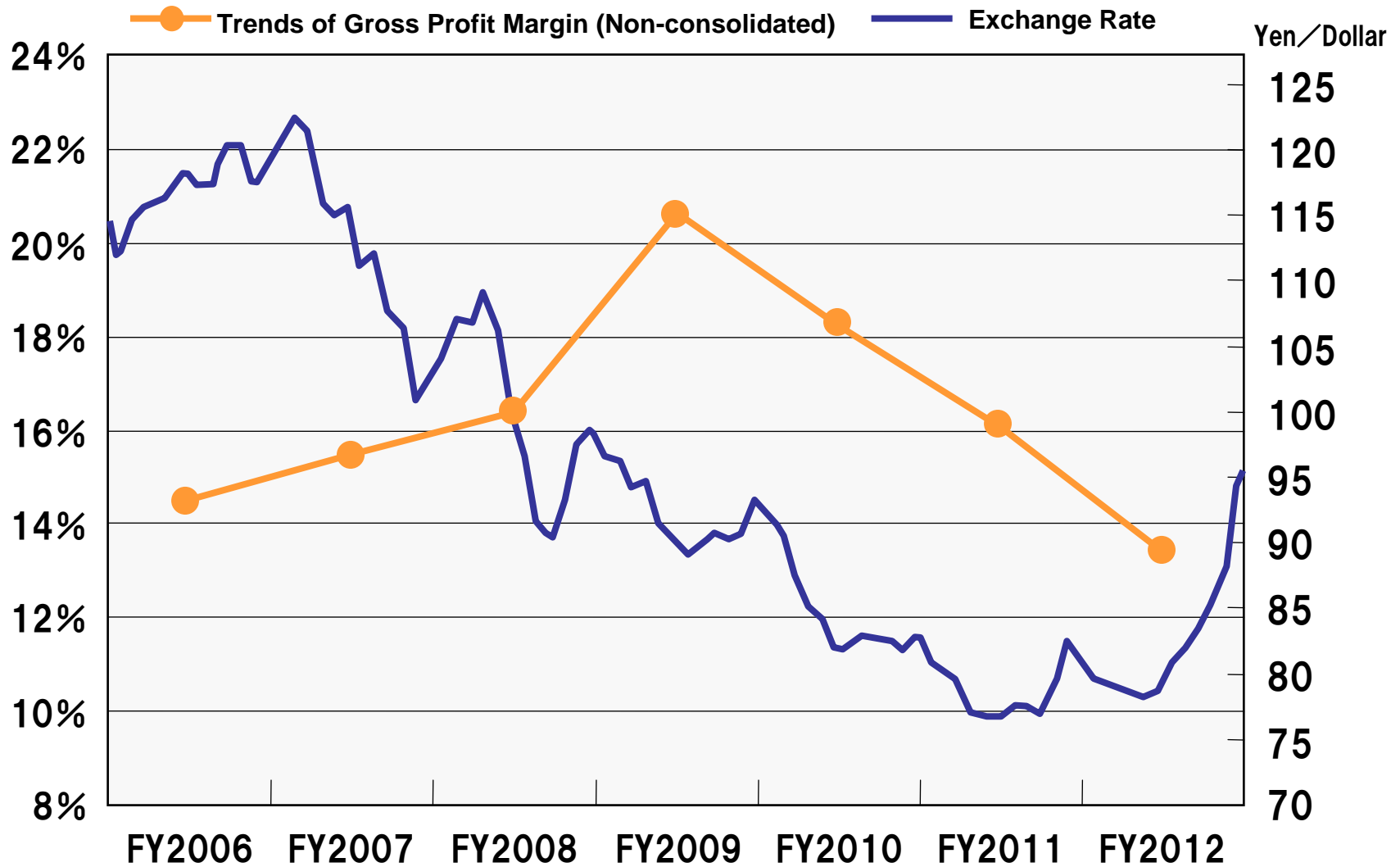
# Factor Analysis of the Increase and Decrease of Non-consolidated Operating Income



(Yen in Million)



# Trends of Gross Profit Margin (Non-consolidated)



# Medium Term Business Plan



(Yen in Billion)

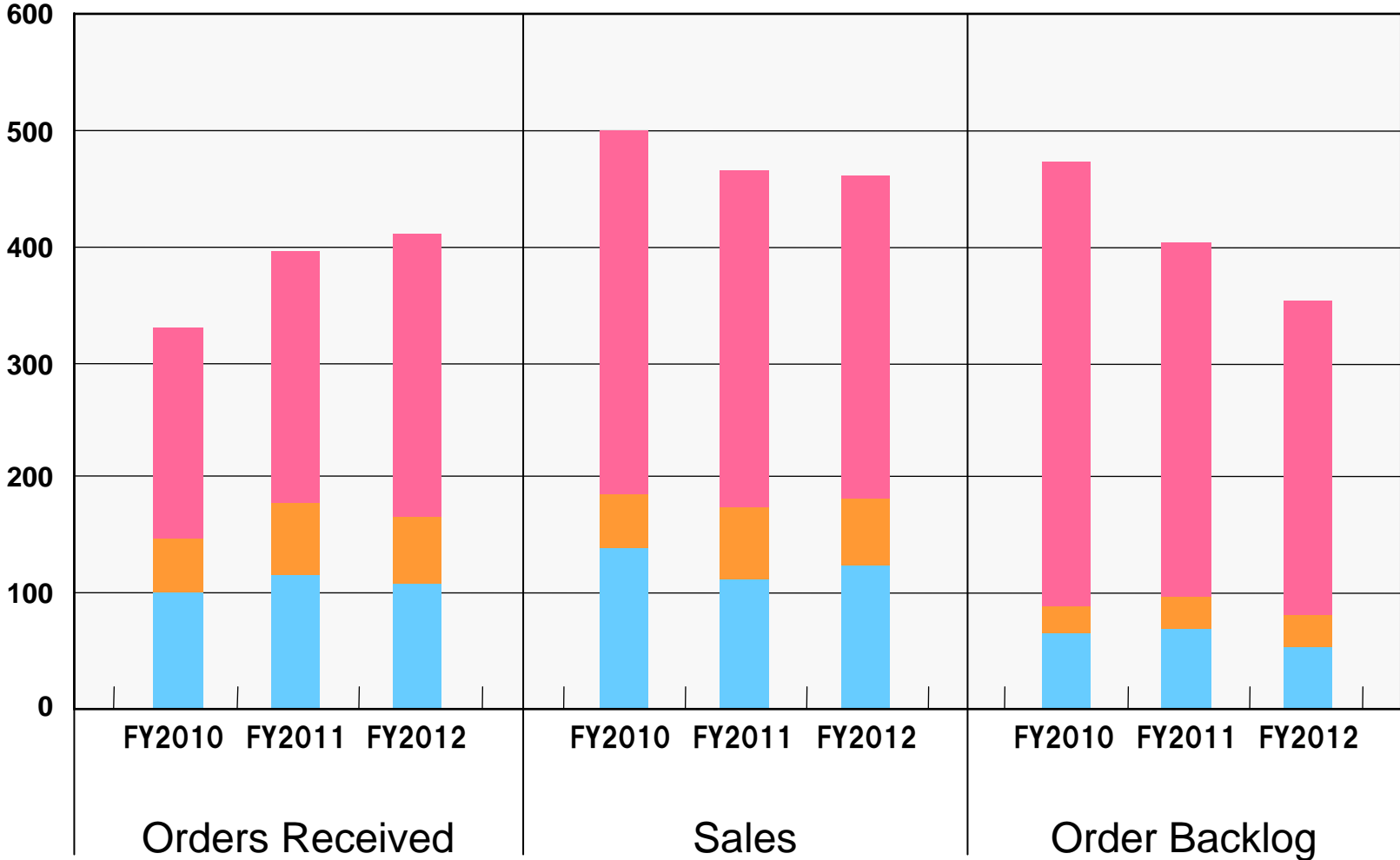
	FY2012		FY2013		FY2014		FY2015
	Plan*	Result	Original Plan*	Amended Plan	Original Plan*	Amended Plan	Plan
<b>Orders Received</b>	50.0	41.0	54.0	46.0	58.0	52.0	58.0
<b>Sales</b>	47.0	46.0	50.0	42.0	55.0	47.0	52.0
<b>Operating Income</b>	2.5	0.5	3.0	1.0	4.0	2.0	4.0
<b>Ordinary Income</b>	2.7	1.4	3.2	1.0	4.2	2.0	4.0
<b>Net Income</b>	1.7	0.9	2.0	0.7	2.6	1.5	3.0

※ Medium Term Business Plan announced on 10<sup>th</sup> May 2012

# Orders Received / Sales / Order Backlog



Public Private Overseas



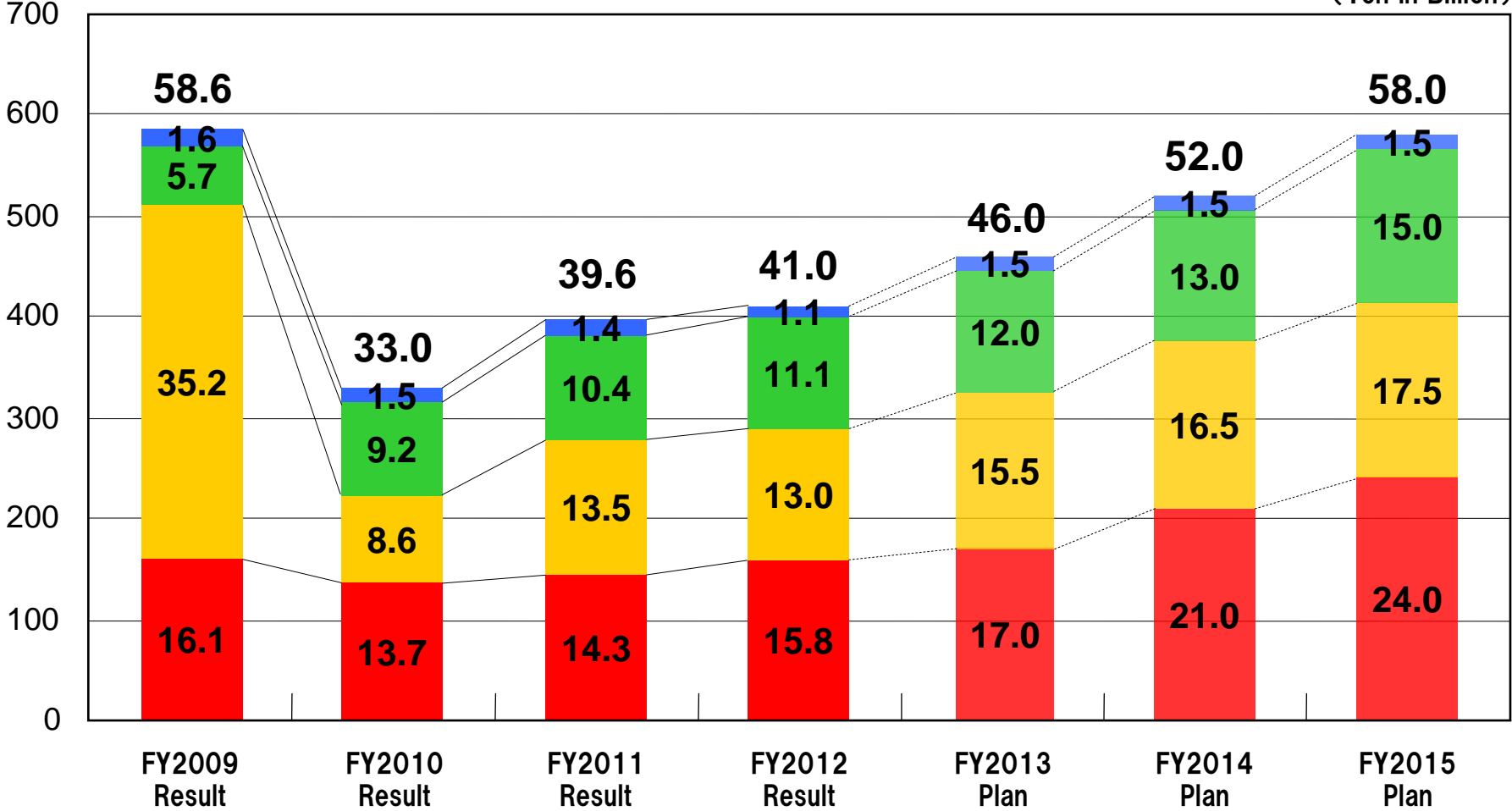


# Orders Received Plan by segment



■ High-tech Pumps   
 ■ Projects   
 ■ Service Solutions   
 ■ Renewable energy & Environment

(Yen in Billion)

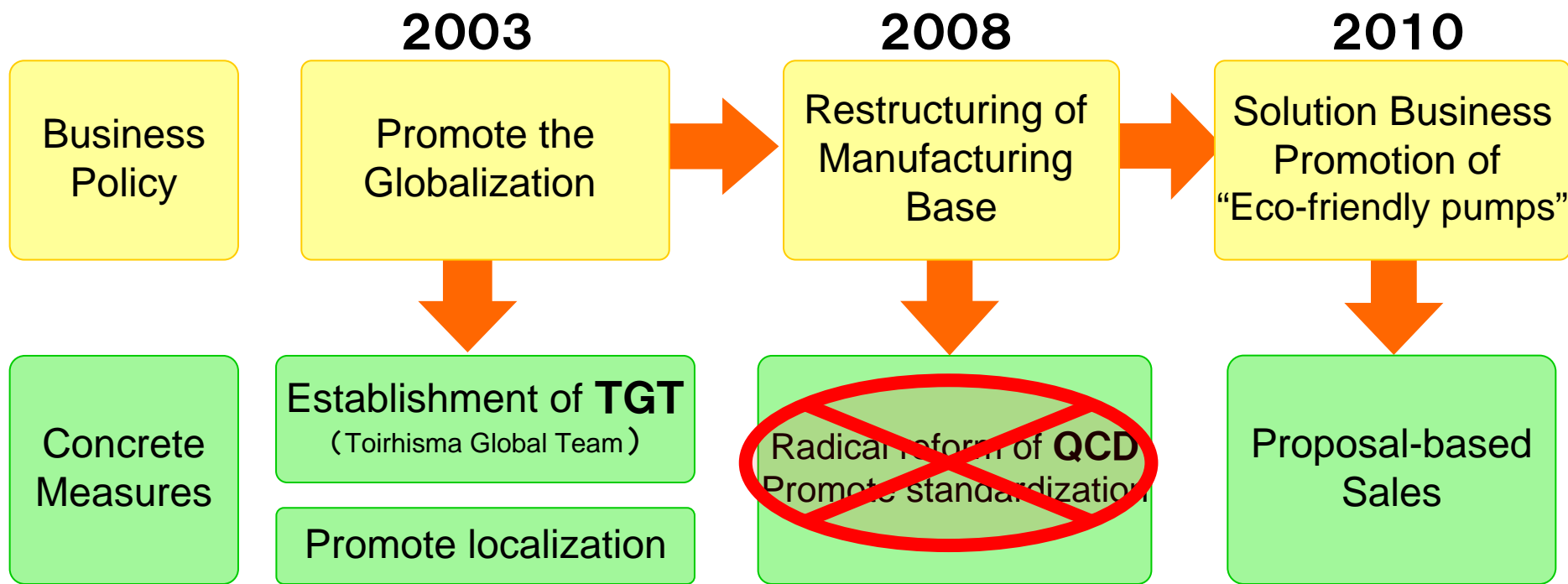


※ Orders received figure in Service Solutions for domestic public sector has been shifted to Projects from FY 2012  
 ※ Orders received figure in Service Solutions for domestic public sector before FY2012 has been removed from Service Solutions and added in Projects for consistency in the chart.

# Market Circumstances by segment



	Target Market	Business Environment, Conditions
High-tech Pumps	Overseas Gas-combined cycle power-generation	Expansion of power generation market along with shale gas boom.
	Domestic power-generation	Increase in newly-construction scheme for power plants in Japan as a result of suspension of the nuclear reactors.
	Overseas Water	Demand expansion in response to population growth, urbanization, industrialization mainly in emerging countries.
	Oil & Gas	Established Oil Gas Business Development Office and a joint venture in the US.
Tap into the mining market through an Australian locally-incorporated company.		
Projects	Domestic	Demand growth in infrastructure development
		Operation & Maintenance of basic infrastructures and increase in needs for refurbishment.
	ODA	Assistance for overseas expansion in enhancing export of Japanese technologies and infrastructures.
Service Solutions	Overseas	Increase in orders received by addressing market needs.
	Domestic	Growth in energy-saving needs due to electric bill price hike.



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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