

Fact Sheets

FY 2007 – FY 2016

TORISHIMA PUMP MFG,CO.,LTD.

Fact sheets for consolidated financial results from FY 2006 to FY 2015

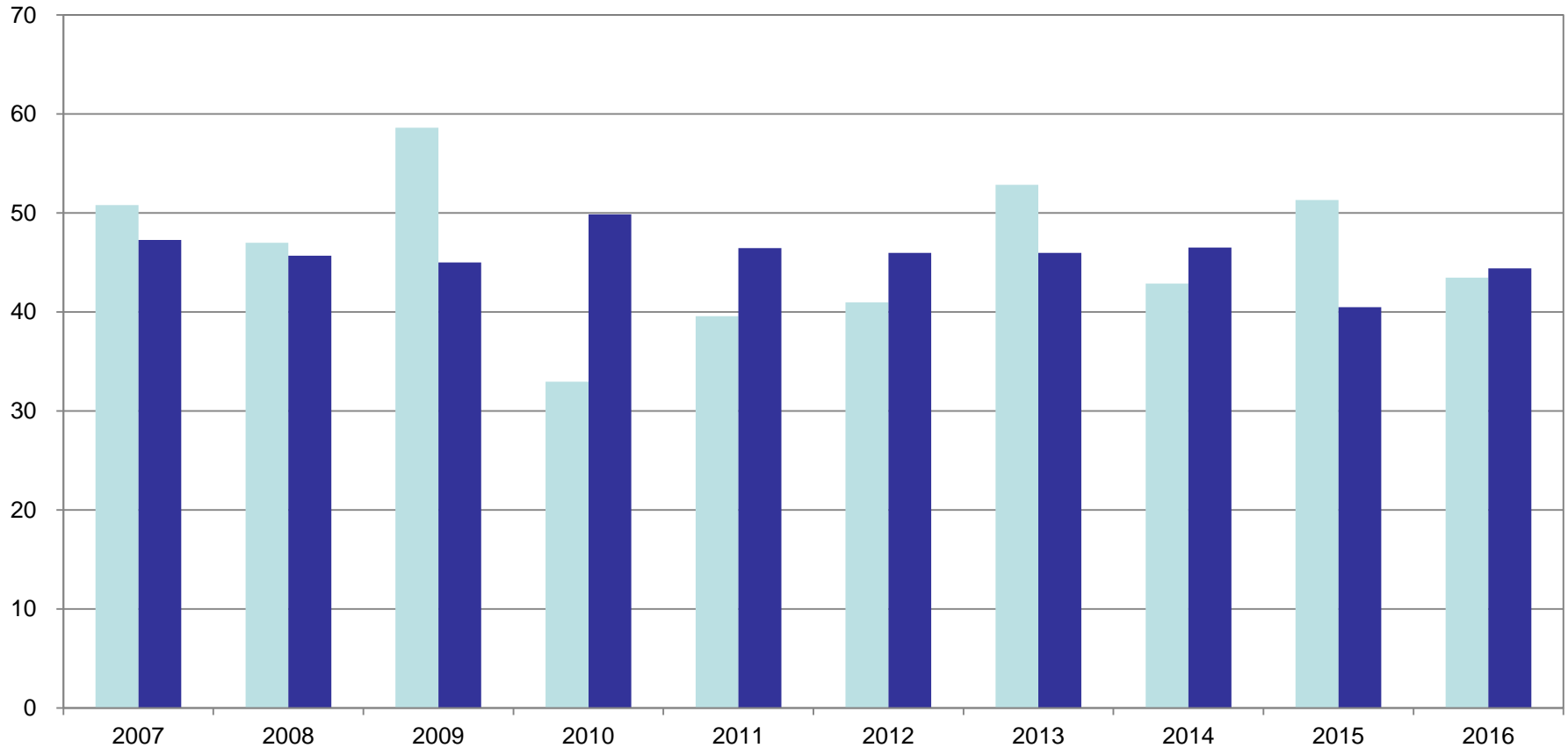
Overview -----	1
【1】Business Performance	
Orders received, Net sales -----	2
Gross operating income, Gross profit margin -----	3
Operating income, Ordinary income	
Net income, Operating profit margin -----	4
ROE (Return on Equity) • ROA (Return on Asset) -----	5
【2】Financial Status	
Total assets, Net assets, Equity ratio -----	6
【3】Breakdown of Orders received • Net sales • Orders backlog	
Net sales breakdown : by region -----	7
Orders received breakdown : by segment -----	8
Net sales breakdown : by segment -----	9
Order backlog breakdown : by segment -----	10
【4】Major expenditures	
SG&A, SG&A-to-sales ratio -----	11
Depreciation, Capital investment, R&D expense -----	12
【5】Cash Flow -----	13
【6】Per share information	
Net income per share • Net assets per share -----	14
【7】Stock information	
Dividends, Payout ration -----	15
【8】Employees-----	16

		FY2016	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	
【1】 Business Performance	Orders received	50,794	46,988	58,624	32,974	39,579	40,975	52,847	42,878	51,304	43,483	
	Net sales	47,272	45,692	45,008	49,880	46,453	45,974	45,985	46,501	40,479	44,414	
	Gross operating income	8,269	8,596	9,548	9,257	8,959	8,015	8,320	9,162	9,191	10,538	
	Operating income	2,643	2,761	3,258	3,127	2,286	517	(945)	400	373	1,462	
	Ordinary income	2,566	3,410	3,833	3,673	2,929	1,389	(632)	793	(1,663)	1,871	
	Net income	1,410	1,990	2,609	1,892	1,497	943	442	405	(2,422)	1,532	
	Gross profit margin (%)	17.5	18.8	21.2	18.6	19.3	17.4	18.1	19.7	22.7	23.7	
	Operating profit margin (%)	5.6	6.0	7.2	6.3	4.9	1.1	(2.1)	0.9	0.9	3.3	
	ROE(Return on Equity) (%)	5.2	8.0	9.5	6.1	4.8	2.9	1.3	1.1	(7.5)	4.7	
	ROA(Return on Asset) (%)	2.3	3.2	4.0	3.1	2.5	1.4	0.6	0.6	(3.7)	2.3	
【2】 Financial Status	Total assets	62,076	62,132	65,641	61,178	60,812	68,232	68,062	71,987	66,198	67,719	
	Net assets	26,030	24,006	31,083	30,968	31,775	33,602	34,524	36,532	32,794	33,713	
	Equity ratio (%)	41.9	38.6	47.2	50.3	51.3	48.2	49.9	50.0	48.7	48.9	
【3】 Breakdown of Orders received Net sales Order backlog	Net sales by region	Japan	20,524	19,126	20,939	18,703	17,281	18,070	20,096	19,104	17,059	22,153
		Asia	8,733	8,449	5,408	11,196	13,125	10,259	9,042	11,124	11,307	8,612
		Middle East	14,682	13,347	16,248	14,369	11,430	11,887	9,753	11,115	8,225	10,940
		Others	3,331	4,770	2,412	5,609	4,615	5,758	7,092	5,156	3,887	2,708
		Overseas ratio (%)	56.6	58.1	53.5	62.5	62.8	60.7	56.3	58.9	57.9	50.1
	Orders received by segment	Public sector	16,525	14,835	14,575	9,973	11,600	10,971	15,923	12,001	16,013	15,913
		Private sector	5,578	5,245	4,517	4,921	6,205	5,733	7,144	6,943	8,396	7,973
		Overseas	28,690	26,907	39,532	18,079	21,772	24,270	29,779	23,933	26,895	19,595
	Net sales by segment	Public sector	14,445	14,099	15,469	13,760	11,317	12,277	13,797	12,957	9,980	13,832
		Private sector	6,079	5,025	5,468	4,942	5,963	5,792	6,299	6,146	7,078	8,320
		Overseas	26,748	26,566	24,069	31,176	29,172	27,904	25,888	27,397	23,419	22,261
	Order backlog by segment	Public sector	10,473	11,209	10,316	6,528	6,811	5,505	7,631	6,675	12,707	14,788
Private sector		3,208	3,428	2,477	2,455	2,698	2,639	3,484	4,281	5,598	5,251	
Overseas		35,526	35,867	51,329	38,231	30,832	27,198	31,089	27,625	31,101	28,436	
【4】 Major Expenditures	SG&A	5,625	5,834	6,290	6,130	6,673	7,497	9,265	8,761	8,818	9,705	
	SG&A-to-sales ratio (%)	11.9	12.8	14.0	12.3	14.4	16.3	20.1	18.8	21.8	20.4	
	Depreciation	910	873	851	961	1,096	1,231	1,646	1,636	1,561	1,599	
	Capital investment	654	739	1,311	2,297	2,224	3,083	2,139	1,221	1,391	1,084	
	R&D expense	638	603	730	567	606	691	678	658	484	453	
【5】 Cash Flow	Cash flow from operations	2,511	922	4,439	735	2,661	3,513	(4,086)	(1,194)	5,000	6,496	
	Cash flow from investments	578	(1,259)	(3,084)	(75)	(1,269)	(3,966)	(4,498)	(345)	(415)	1,376	
	Cash flow from financial activities	(1,465)	(669)	1,678	590	(2,371)	4,356	(112)	2,120	(1,624)	-4,140	
【6】 Per share Info	Net income per share (yen)	54.77	77.32	100.07	67.45	53.38	33.64	15.74	14.61	(88.13)	56.15	
	Net assets per share (yen)	1,010.45	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	
【7】 Stock Info	Dividends	15	17	20*	18	18	18	18	18	18	18	
	Payout ratio (%)	27.4	22.0	20.0	26.7	33.7	53.5	—	—	—	32.1	
【8】 Employees	Number of employees	771	816	850	1,059	1,406	1,536	1,472	1,516	1,547	1,580	

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

【1】Business Performance: Orders received , Net sales

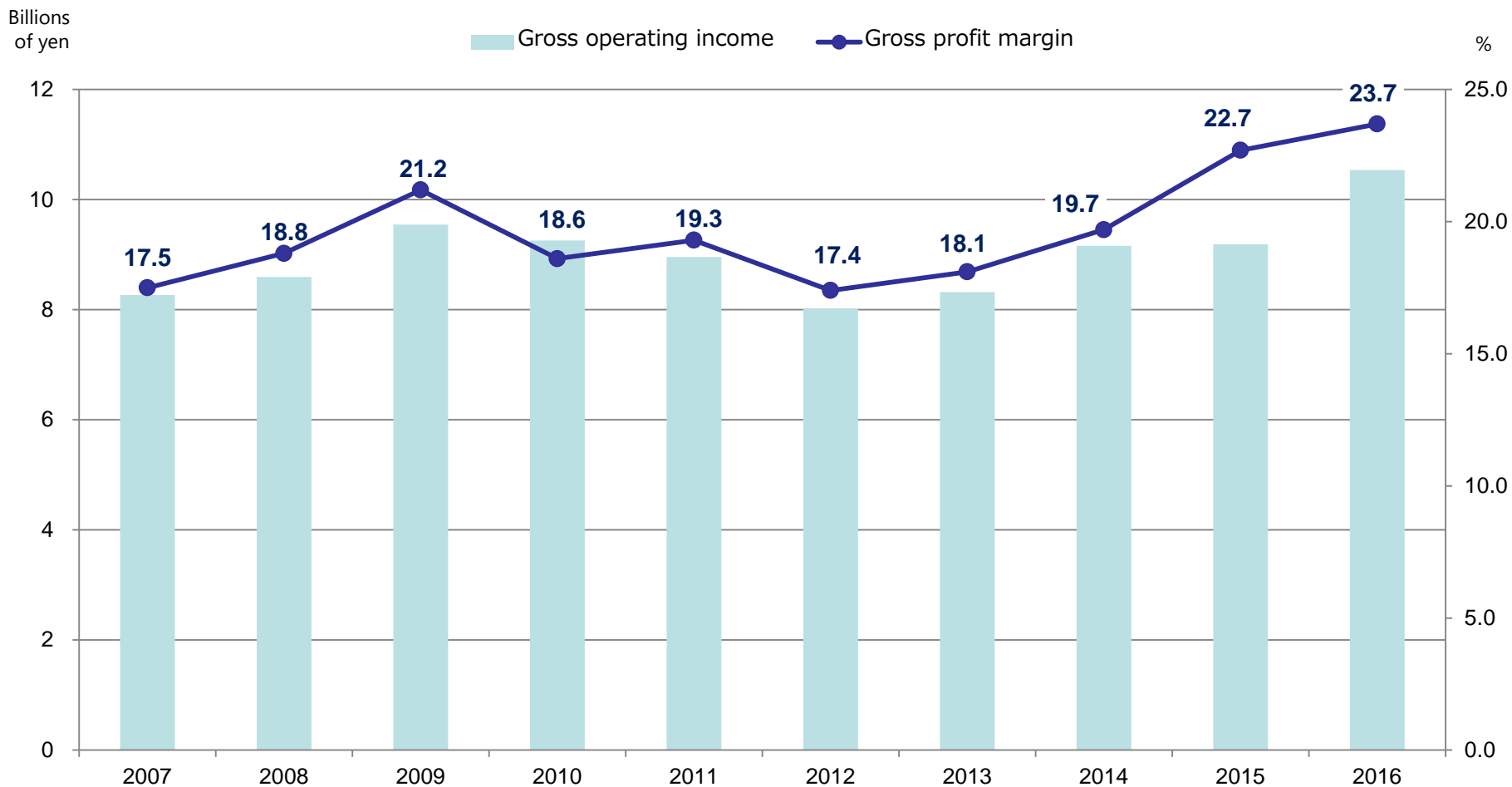
Billions
of yen



Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Orders received	50,794	46,988	58,624	32,974	39,579	40,975	52,847	42,878	51,304	43,483
Sales	47,272	45,692	45,008	49,880	46,453	45,974	45,985	46,501	40,479	44,414

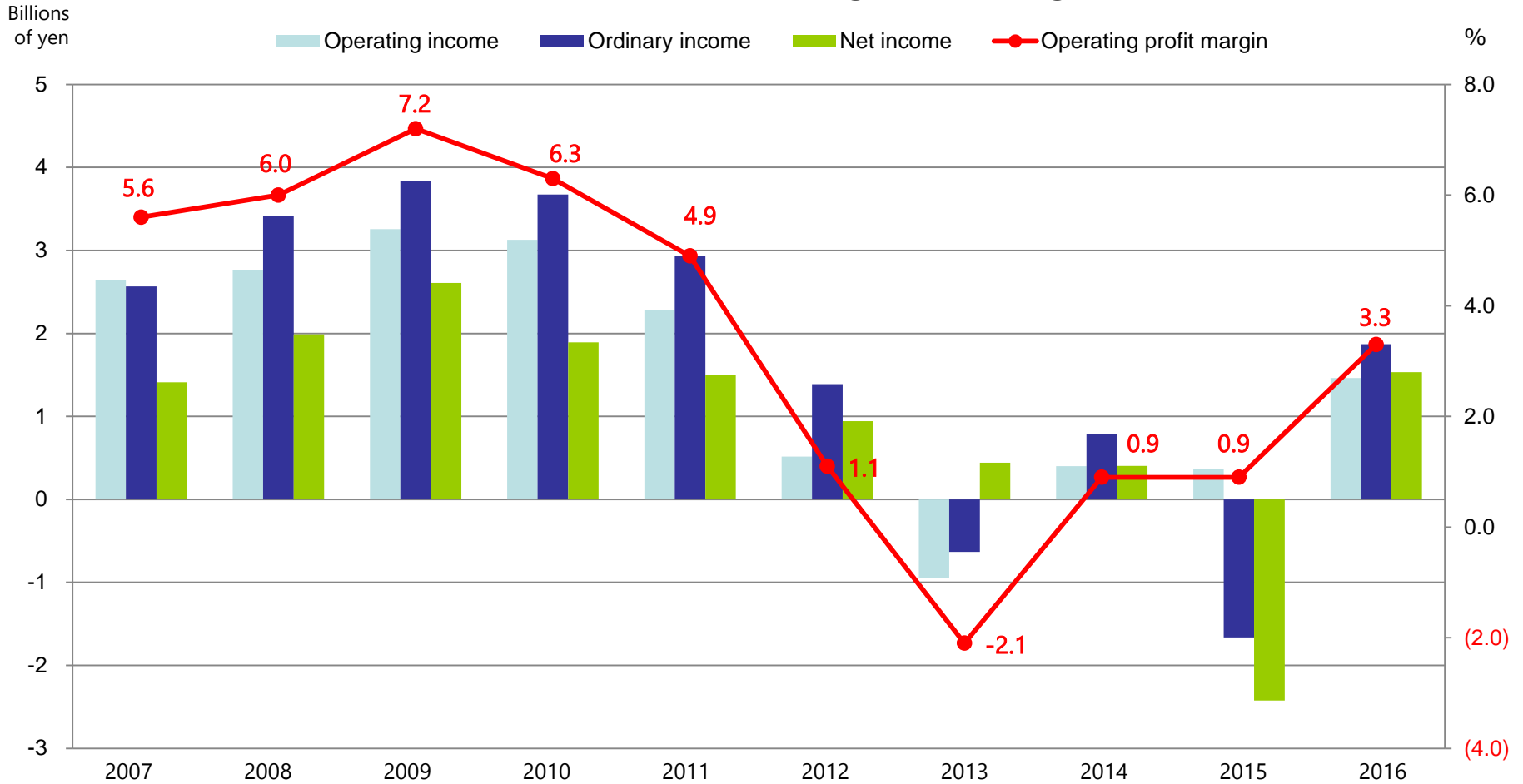
【1】Business Performance: Gross operating income, Gross profit margin



Millions of yen

	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Gross operating income	5,940	8,269	8,596	9,548	9,257	8,959	8,015	8,320	9,162	9,191
Gross profit margin (%)	16.3	17.5	18.8	21.2	18.6	19.3	17.4	18.1	19.7	22.7

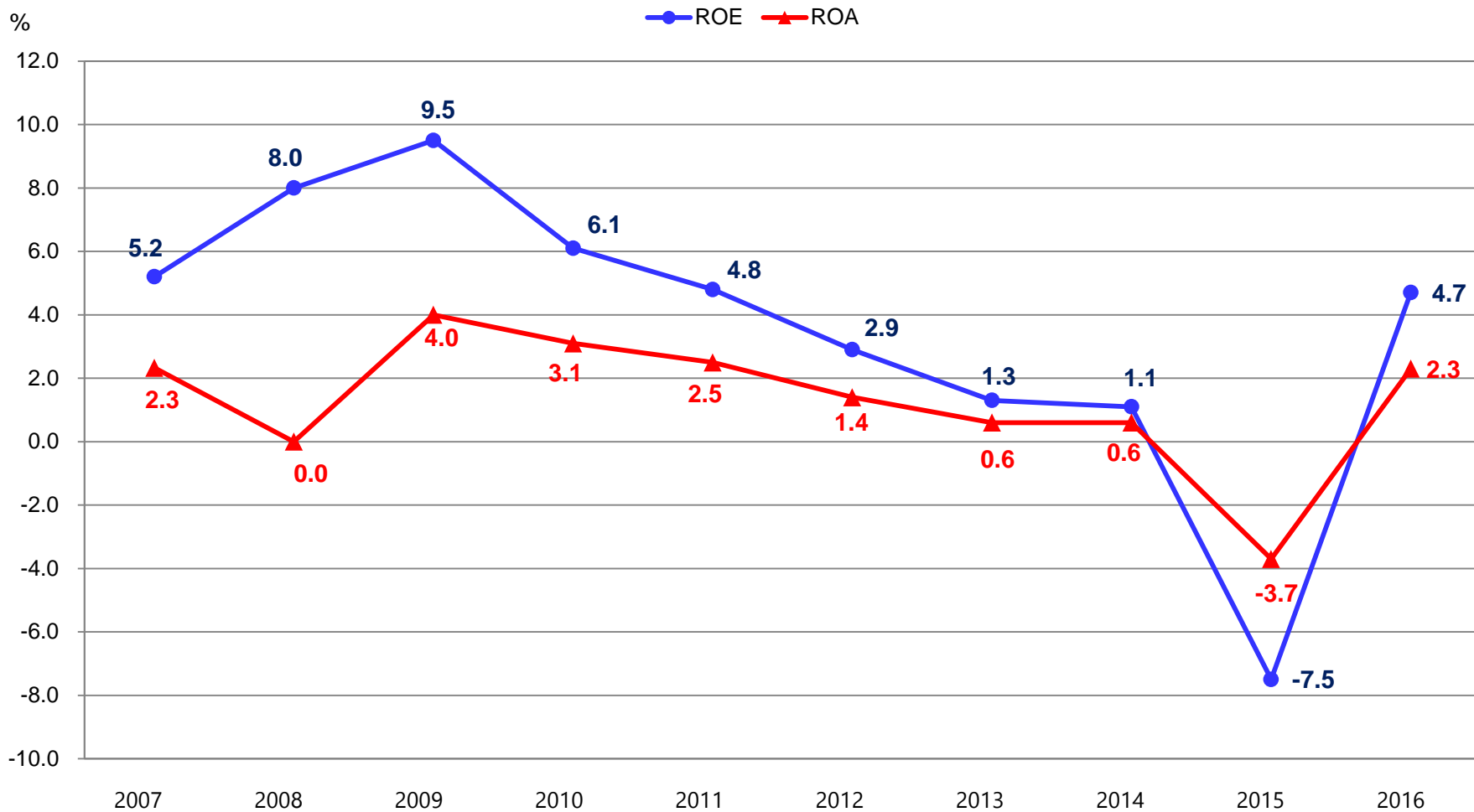
【1】Business Performance: Operating income, Ordinary income, Net income, Operating profit margin



Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Operating income	2,643	2,761	3,258	3,127	2,286	517	(945)	400	373	1,462
Ordinary Income	2,566	3,410	3,833	3,673	2,929	1,389	(632)	793	(1,663)	1,871
Net income	1,410	1,990	2,609	1,892	1,497	943	442	405	(2,422)	1,532
Operating profit Margin (%)	5.6	6.0	7.2	6.3	4.9	1.1	(2.1)	0.9	0.9	3.3

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

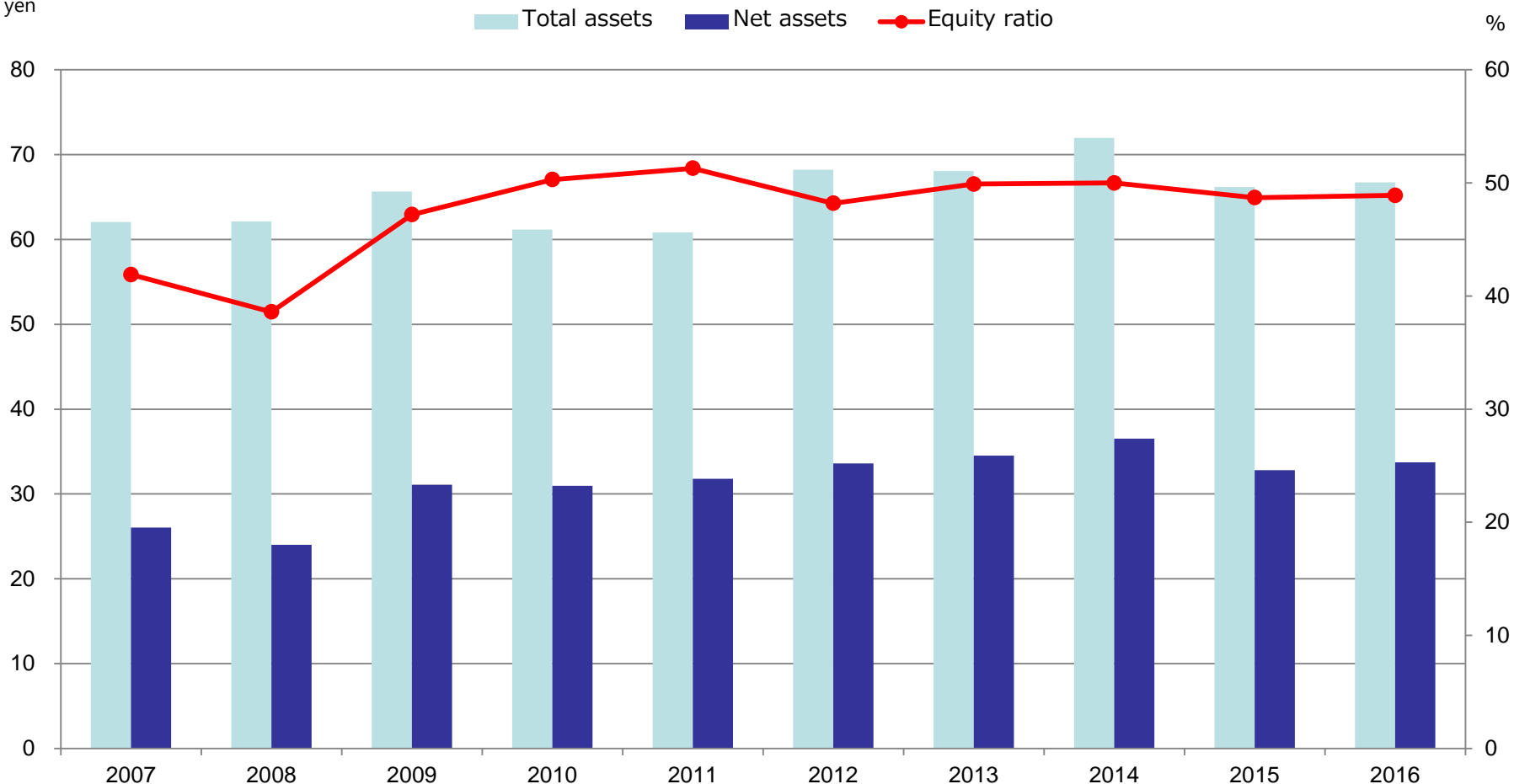


%

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
ROE (Return on Equity)	5.2	8.0	9.5	6.1	4.8	2.9	1.3	1.1	(7.5)	4.7
ROA (Return on Asset)	2.3	3.2	4.0	3.1	2.5	1.4	0.6	0.6	(3.7)	2.3

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

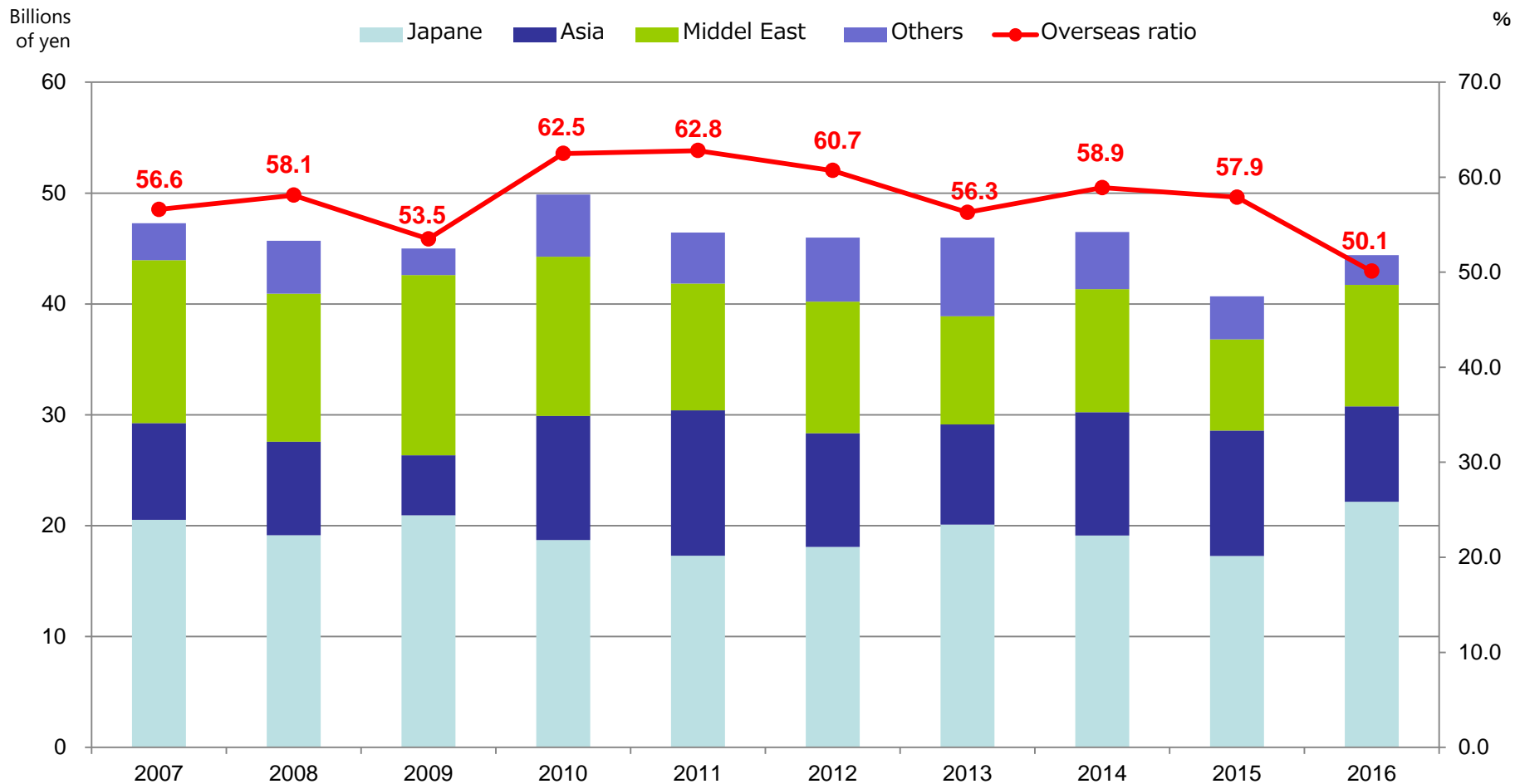
Billions of yen



Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Total assets	62,076	62,132	65,641	61,178	60,812	68,232	68,062	71,987	66,198	67,719
Net assets	26,030	24,006	31,083	30,968	31,775	33,602	34,524	36,532	32,794	33,713
Equity ratio (%)	41.9	38.6	47.2	50.3	51.3	48.2	49.9	50.0	48.7	48.9

【3】Net sales breakdown: by region



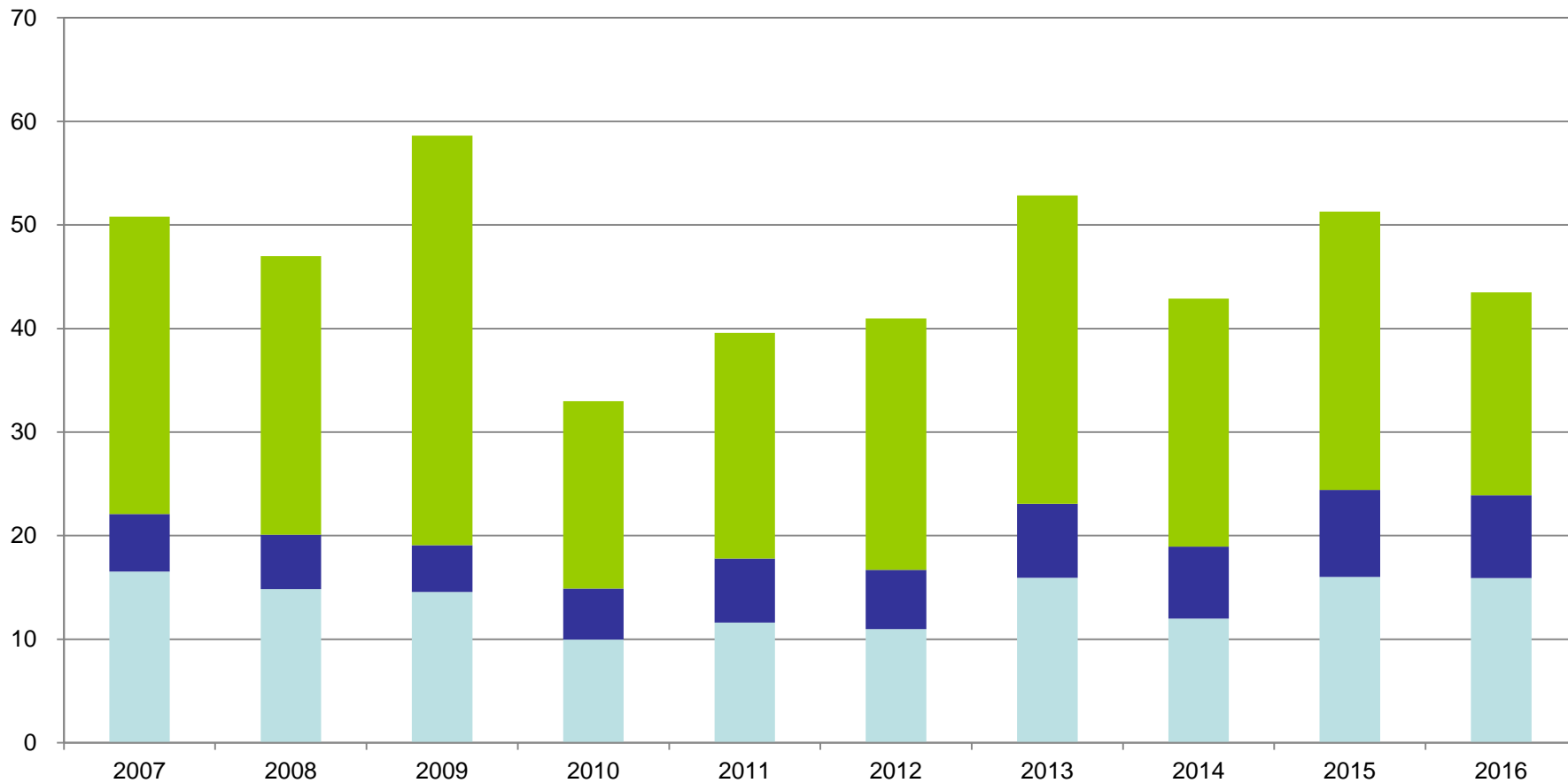
Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Japan	20,524	19,126	20,939	18,703	17,281	18,070	20,096	19,104	17,059	22,153
Asia	8,733	8,449	5,408	11,196	13,125	10,259	9,042	11,124	11,307	8,612
Middle East	14,682	13,347	16,248	14,369	11,430	11,887	9,753	11,115	8,225	10,941
Others	3,331	4,770	2,412	5,609	4,615	5,758	7,092	5,156	3,887	2,708
Overseas ratio (%)	56.6	58.1	53.5	62.5	62.8	60.7	56.3	58.9	57.9	50.1

【3】Orders received breakdown: by segment

Billions of yen

Public sector Private sector Overseas



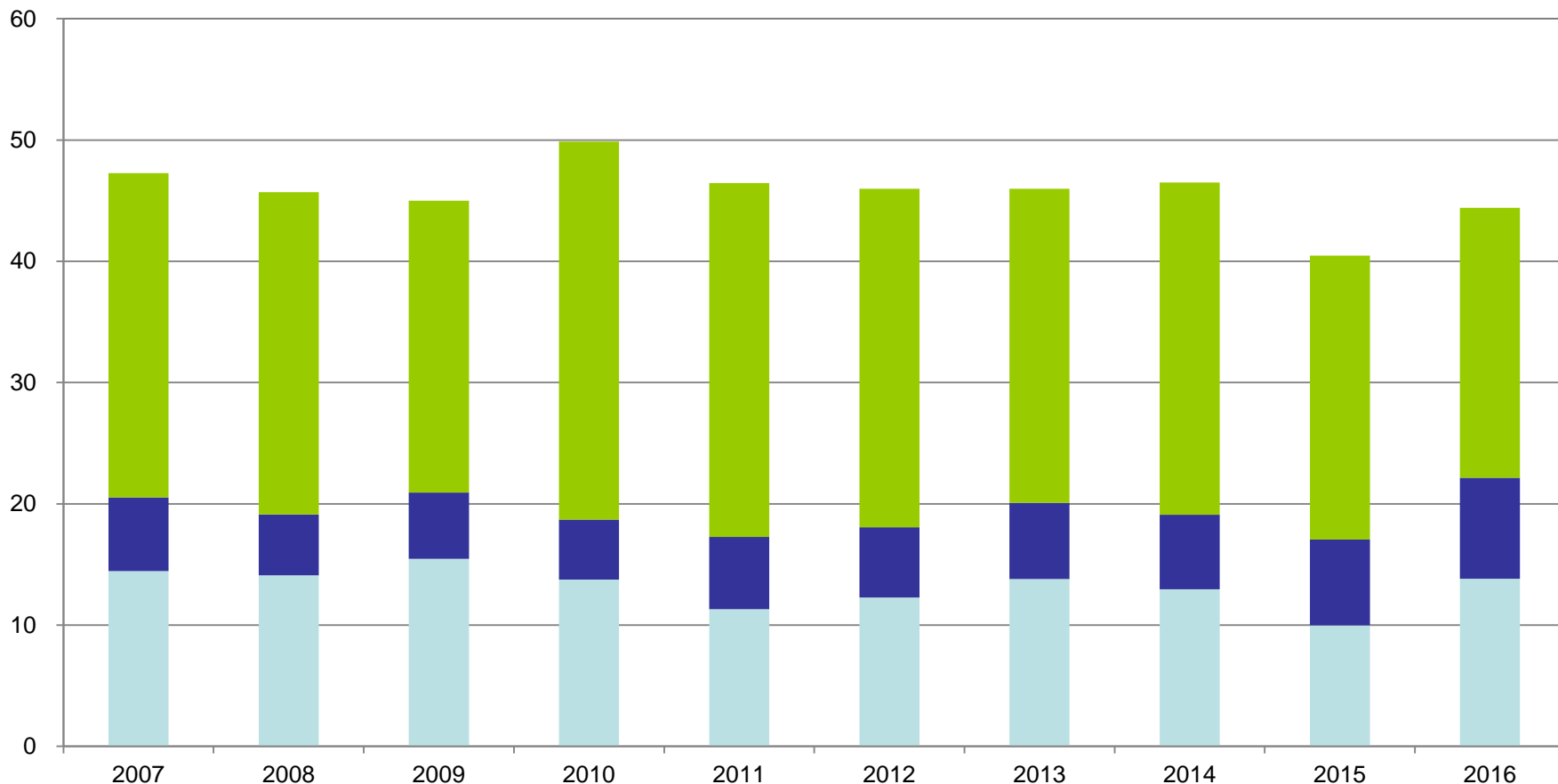
Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Public sector	16,525	14,835	14,575	9,973	11,600	10,971	15,923	12,001	16,013	15,913
Private sector	5,578	5,245	4,517	4,921	6,205	5,733	7,144	6,943	8,396	7,973
Overseas	28,690	26,907	39,532	18,079	21,772	24,270	29,779	23,933	26,895	19,595

【3】Net sales breakdown: by segment

Billions of yen

Public sector Private sector Overseas



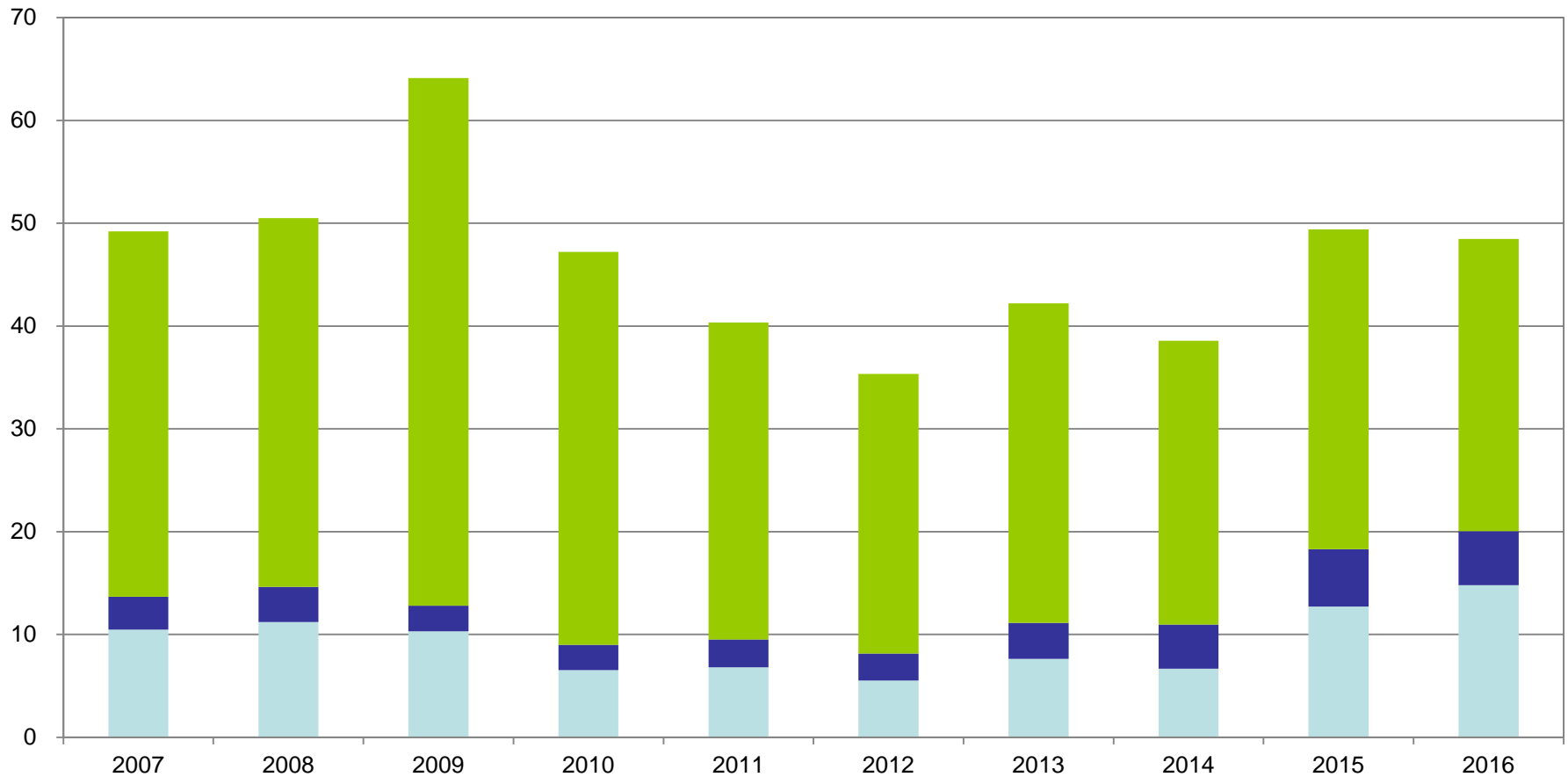
Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Public sector	14,445	14,099	15,469	13,760	11,317	12,277	13,797	12,957	9,980	13,832
Private sector	6,079	5,025	5,468	4,942	5,963	5,792	6,299	6,146	7,078	8,320
Overseas	26,748	26,566	24,069	31,176	29,172	27,904	25,888	27,397	23,419	22,261

[3] Order backlog breakdown: by segment

Billions of yen

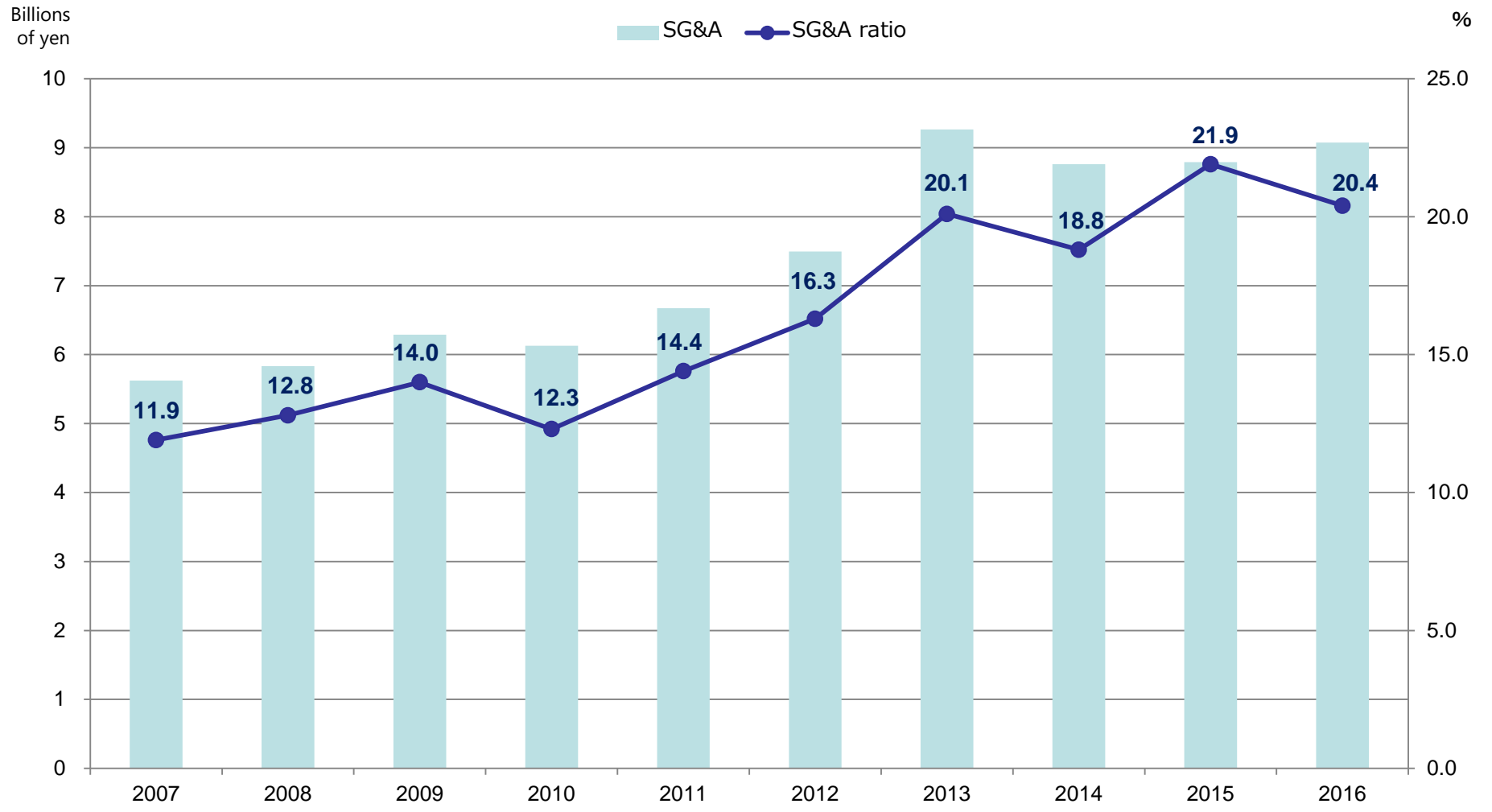
Public sector Private sector Overseas



Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Public sector	10,473	11,209	10,316	6,528	6,811	5,505	7,631	6,675	12,707	14,788
Private sector	3,208	3,428	2,477	2,455	2,698	2,639	3,484	4,281	5,598	5,251
Overseas	35,526	35,867	51,329	38,231	30,832	27,198	31,089	27,625	31,101	28,436

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

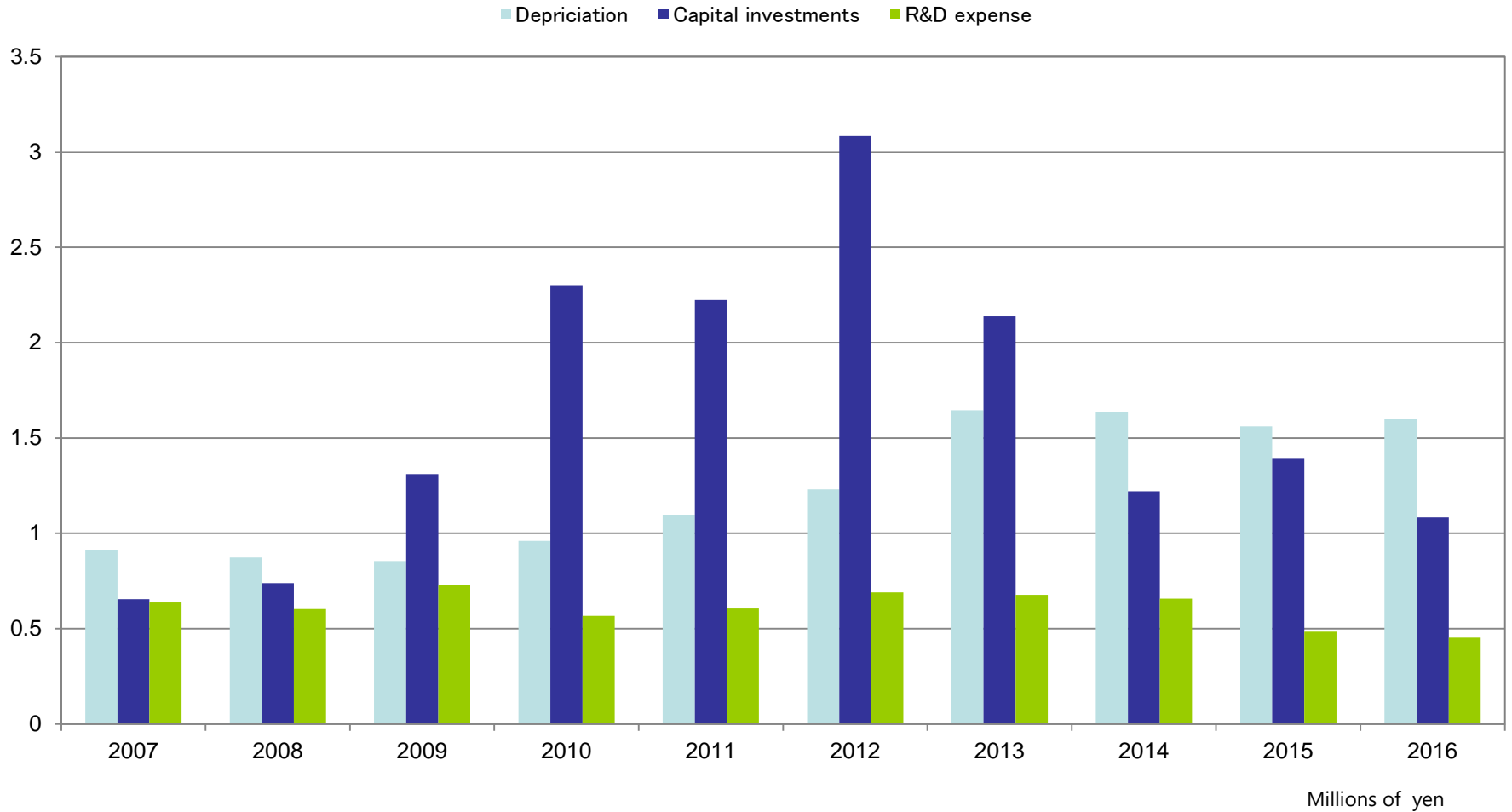


Millions of yen

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
SG&A	5,625	5,834	6,290	6,130	6,673	7,497	9,265	8,761	8,818	9,075
SG&A-to-sales ratio	11.9	12.8	14.0	12.3	14.4	16.3	20.1	18.8	21.8	20.4

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

Billions
of yen

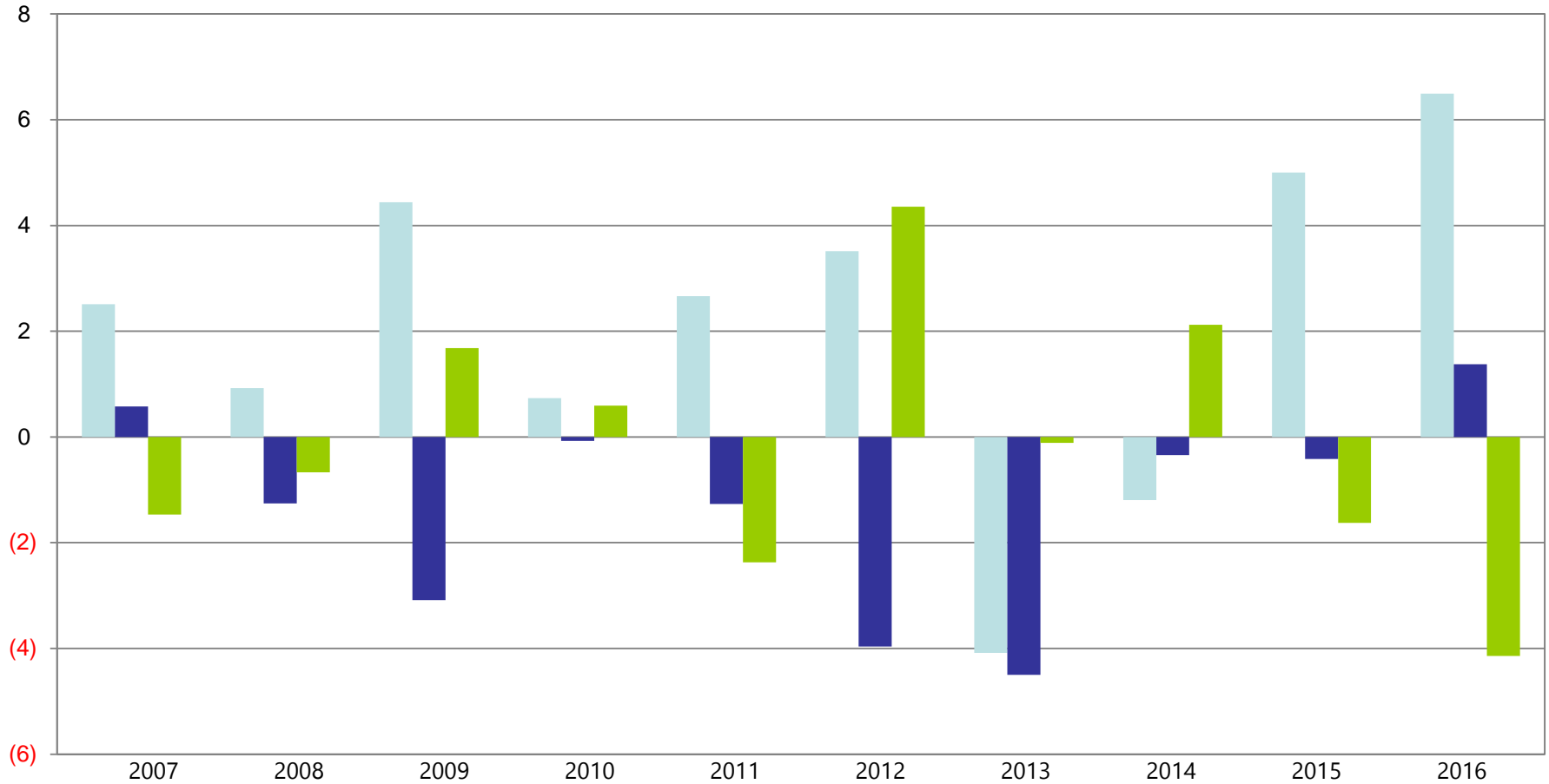


	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Depreciation	910	873	851	961	1,096	1,231	1,646	1,636	1,561	1,599
Capital investments	654	739	1,311	2,297	2,224	3,083	2,139	1,221	1,391	1,084
R&D expense	638	603	730	567	606	691	678	658	484	453

【5】Cash Flow

Billions of yen

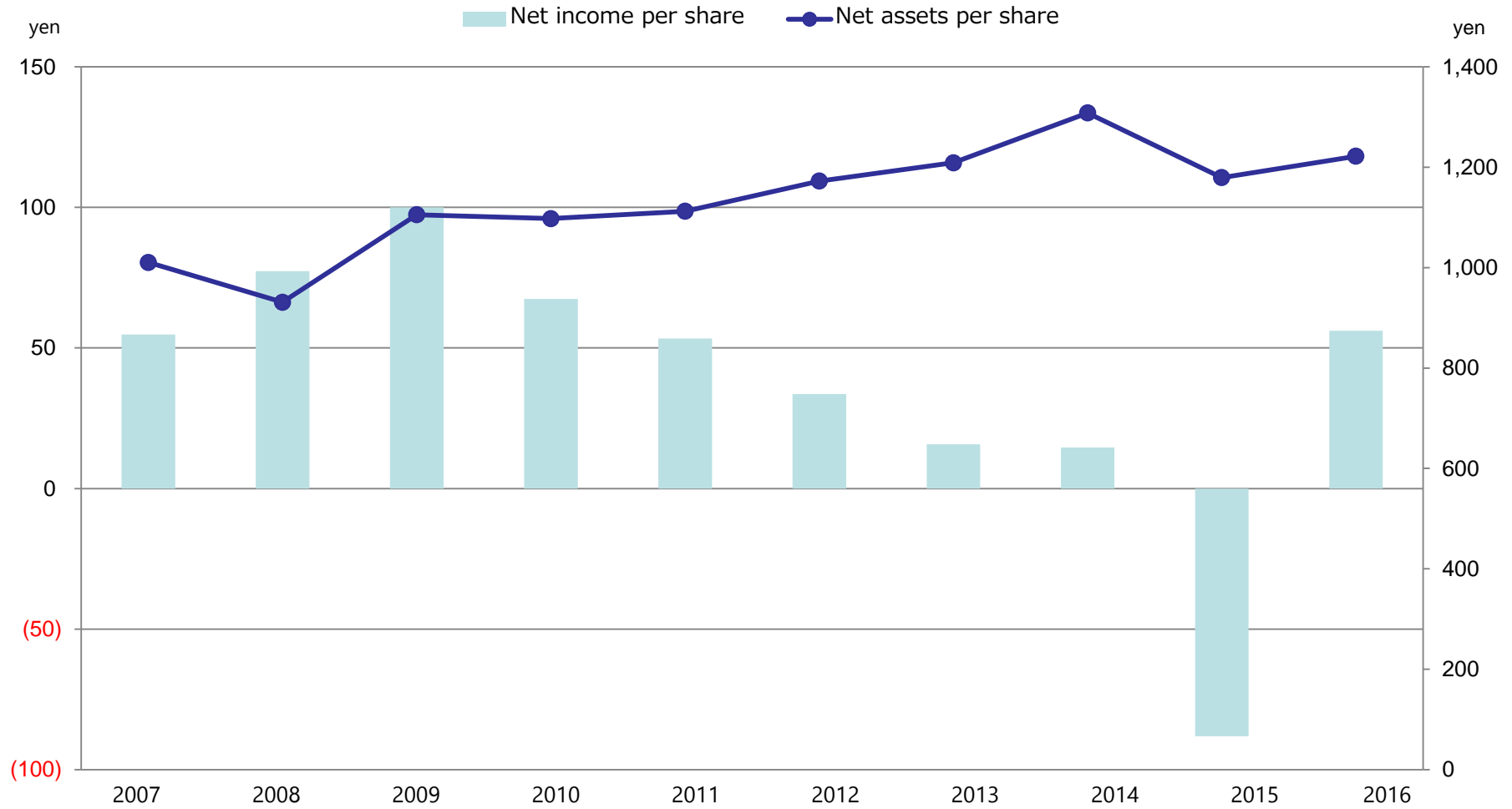
■ Cash flow from operations
 ■ Cash flow from investments
 ■ Cash flow from financial activities



Millions of yen

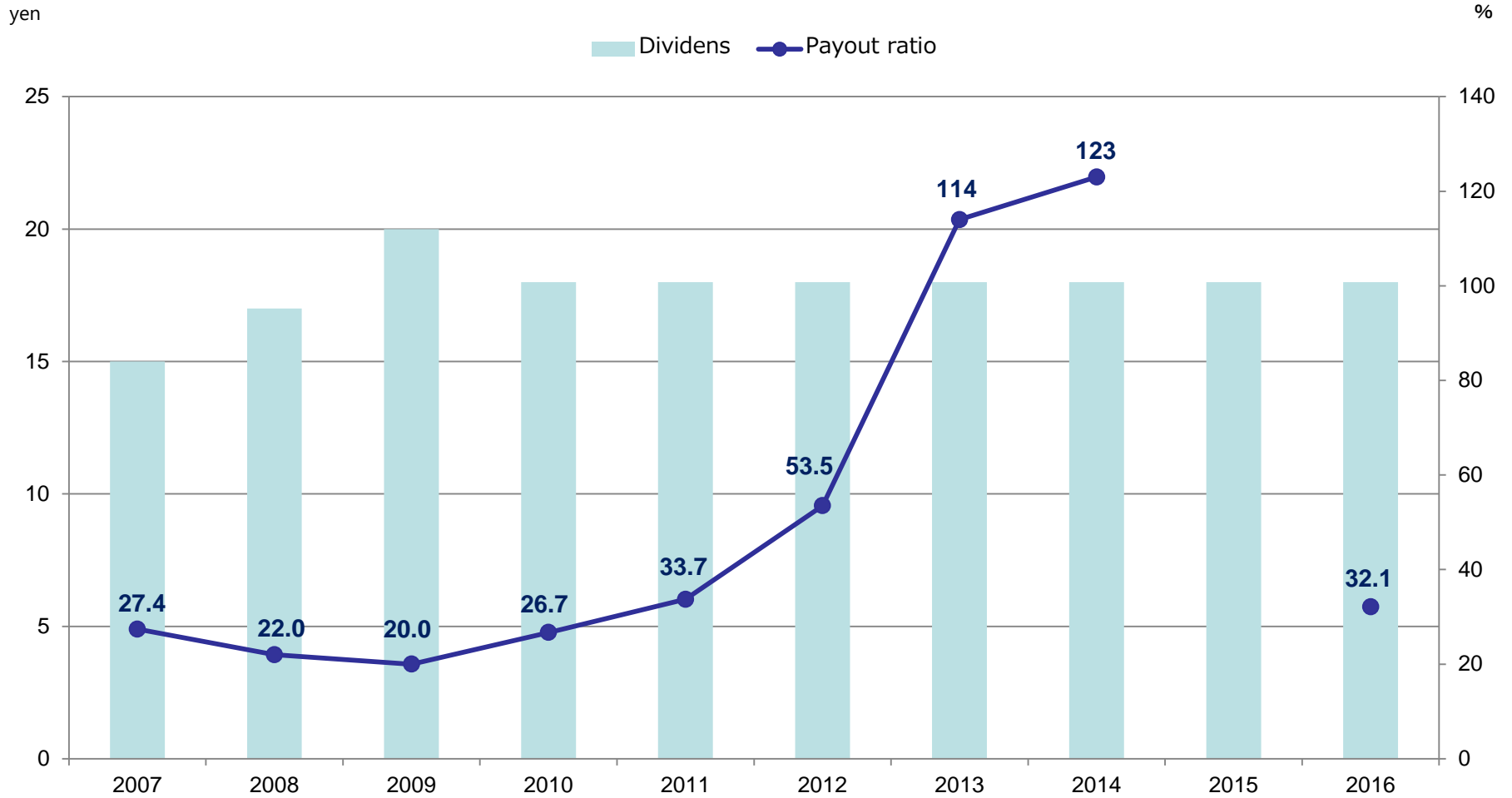
	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Cash flow from operations	2,511	922	4,439	735	2,661	3,513	(4,086)	(1,194)	5,000	6,496
Cash flow from investments	578	(1,259)	(3,084)	(75)	(1,269)	(3,966)	(4,498)	(345)	(415)	1,376
Cash flow from financial activities	(1,465)	(669)	1,678	590	(2,371)	4,356	(112)	2,120	(1,624)	(4,140)

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



	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Net income per share	54.77	77.32	100.07	67.45	53.38	33.64	15.74	14.61	(88.13)	56.15
Net assets per share	1,010.45	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

[7] Stock information: Dividends, Payout ratio

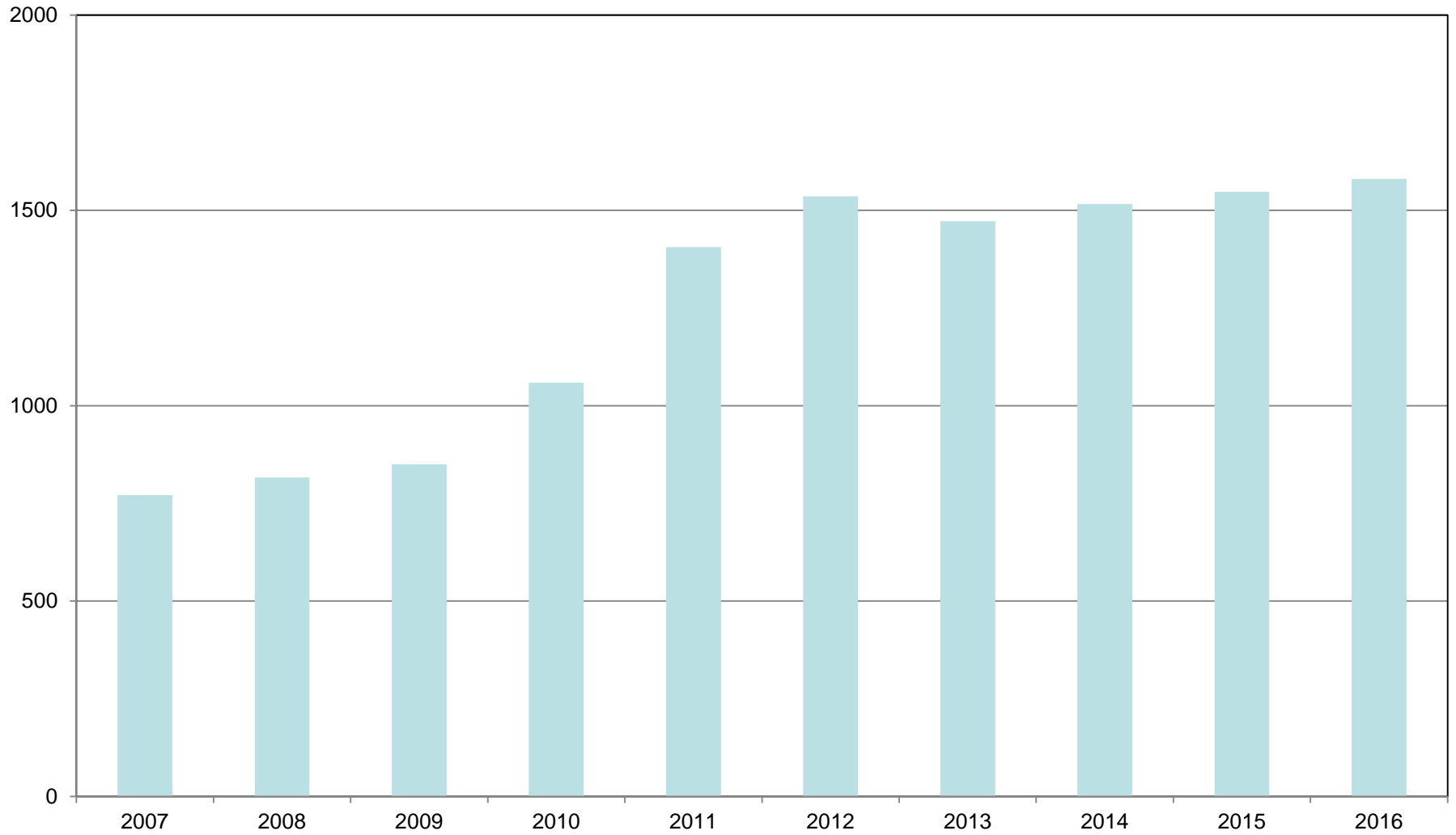


円

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Dividends	15	17	20※	18	18	18	18	18	18	18
Payout ratio	27.4	22.0	20.0	26.7	33.7	53.5	114.4	123.2	-	32.1

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

【8】Employees



	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016
Employees	771	816	850	1,059	1,406	1,536	1,472	1,516	1,547	1,580