

Consolidated Financial Results for FY2011

(April 1st 2011 ~ March 31st 2012)

< May 11 2012 >

TORISHIMA PUMP MFG.CO.,LTD.

Securities Code : 6363

www.torishima.co.jp/en

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FY2011 Financial Results Outline



	(Yen in Billion)	vs. Previous FY	Achievement rate
● Orders Received	39.6	(+20.0%)	(79.2%)
● Sales	46.5	(- 6.9%)	(92.9%)
● Operating Income	2.3	(- 26.9%)	(73.7%)
● Ordinary Income	2.9	(- 20.3%)	(108.5%)
● Net Income	1.5	(- 20.8%)	(110.9%)

Business Domain



FY2011 Financial Results



① Consolidated

(Yen in Billion)

	FY2010	FY2011	Increase Decrease
Orders Received	33.0	39.6	+ 6.6
Sales	49.9	46.5	▲ 3.4
Gross Operating Income (Gross Profit Margin)	9.3 (18.6%)	9.0 (19.3%)	▲ 0.3 (+0.7%)
Operating income (Operating Profit Margin)	3.1 (6.3%)	2.3 (4.9%)	▲ 0.8 (▲1.4%)
Ordinary Income	3.7	2.9	▲ 0.8
Net Income	1.9	1.5	▲ 0.4
Average exchange rate (\$)	85.7 Yen	79.1 Yen	

FY2011 Financial Results



(Consolidated • Non-consolidated)

② Non-consolidated

③ Subsidiaries

(Yen in Billion)

	FY2010	FY2011	Increase Decrease
Orders Received	31.0	32.8	+ 1.8
Sales	43.7	37.7	▲ 6.0
Gross Operating Income (Gross Profit Margin)	8.0 (18.2%)	6.1 (16.1%)	▲ 1.9 (▲2.1%)
Operating Income (Operating Profit Margin)	2.6 (6.0%)	0.9 (2.3%)	▲ 1.7 (▲3.7%)
Ordinary Income	3.4	1.5	▲ 1.9
Net Income	1.5	0.2	▲ 1.3

	FY2010	FY2011	Increase Decrease
Orders Received	2.0	6.8	+ 4.8
Sales	6.2	8.8	+ 2.6
Gross Operating Income (Gross Profit Margin)	1.3 (21.0%)	2.9 (33.3%)	+ 1.6 (+12.3%)
Operating Income (Operating Profit Margin)	0.5 (8.2%)	1.4 (16.2%)	+ 0.9 (+8.0%)
Ordinary Income	0.3	1.4	+ 1.1
Net Income	0.3	1.2	+ 0.9

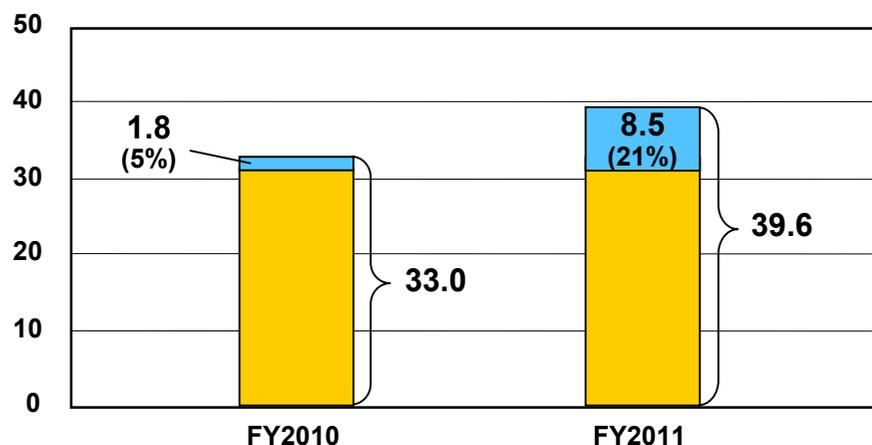
*The figure of subsidiaries (③) = the figure of consolidated results (①) – the figure of non-consolidated results (②)

Orders Received by Major Overseas Subsidiaries



(Yen in Billion)

Major Overseas Subsidiaries		FY2010	FY2011
Europe	KRG (High-tech) *1 TSSE (Service)	1.1	3.5
Middle East	TSS (Service)	0.3	1.8
Asia	TGI / GTK (High-tech) *2 TGE (Service) *2 Torishima Hong Kong (Projects) Torishima Tianjin (High-tech)	0.4	3.2
Total		1.8	8.5



*1 : Consolidated in second semester 2010

*2 : Consolidated in 2011

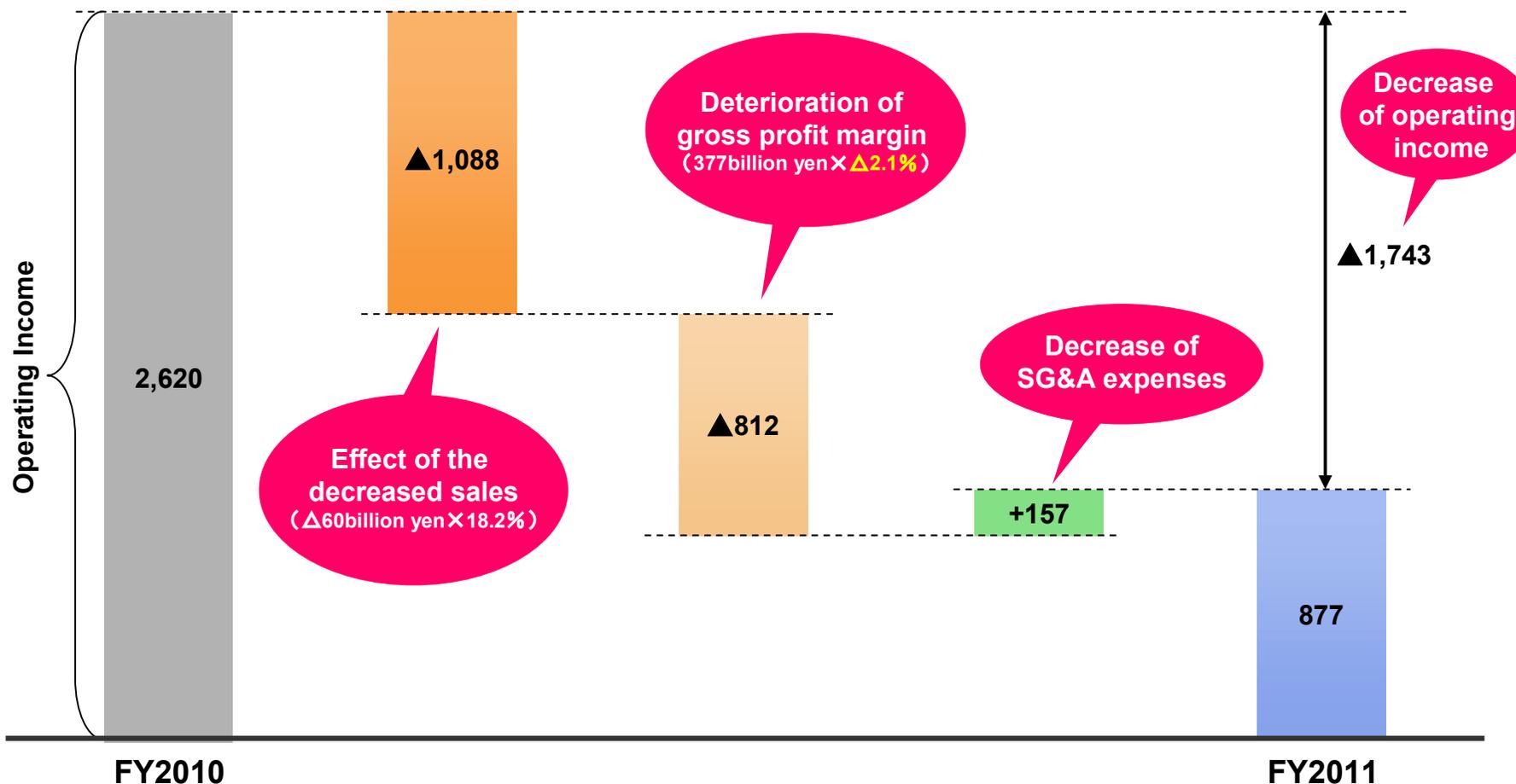
Major overseas subsidiaries

Domestic

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



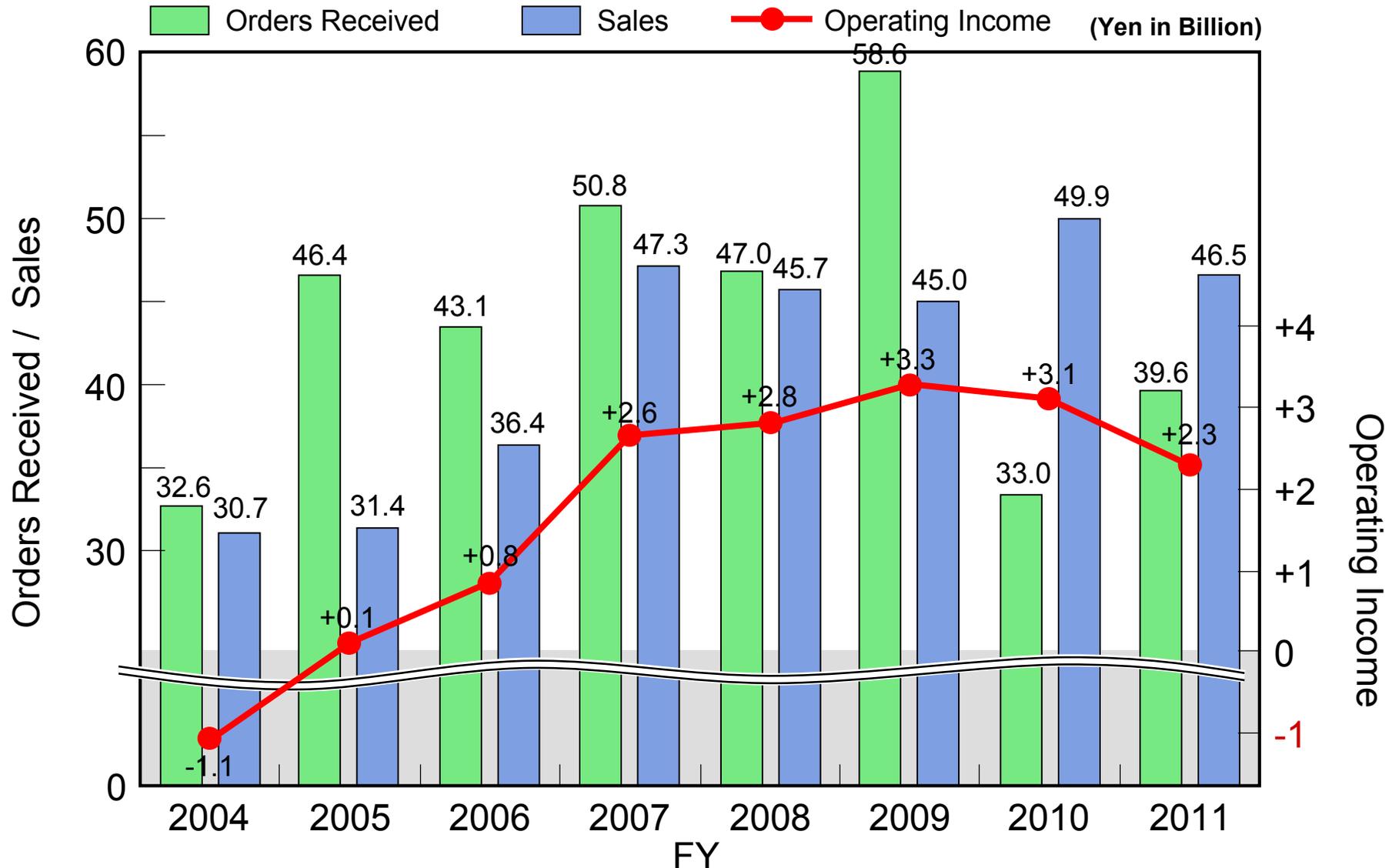
(Yen in Million)



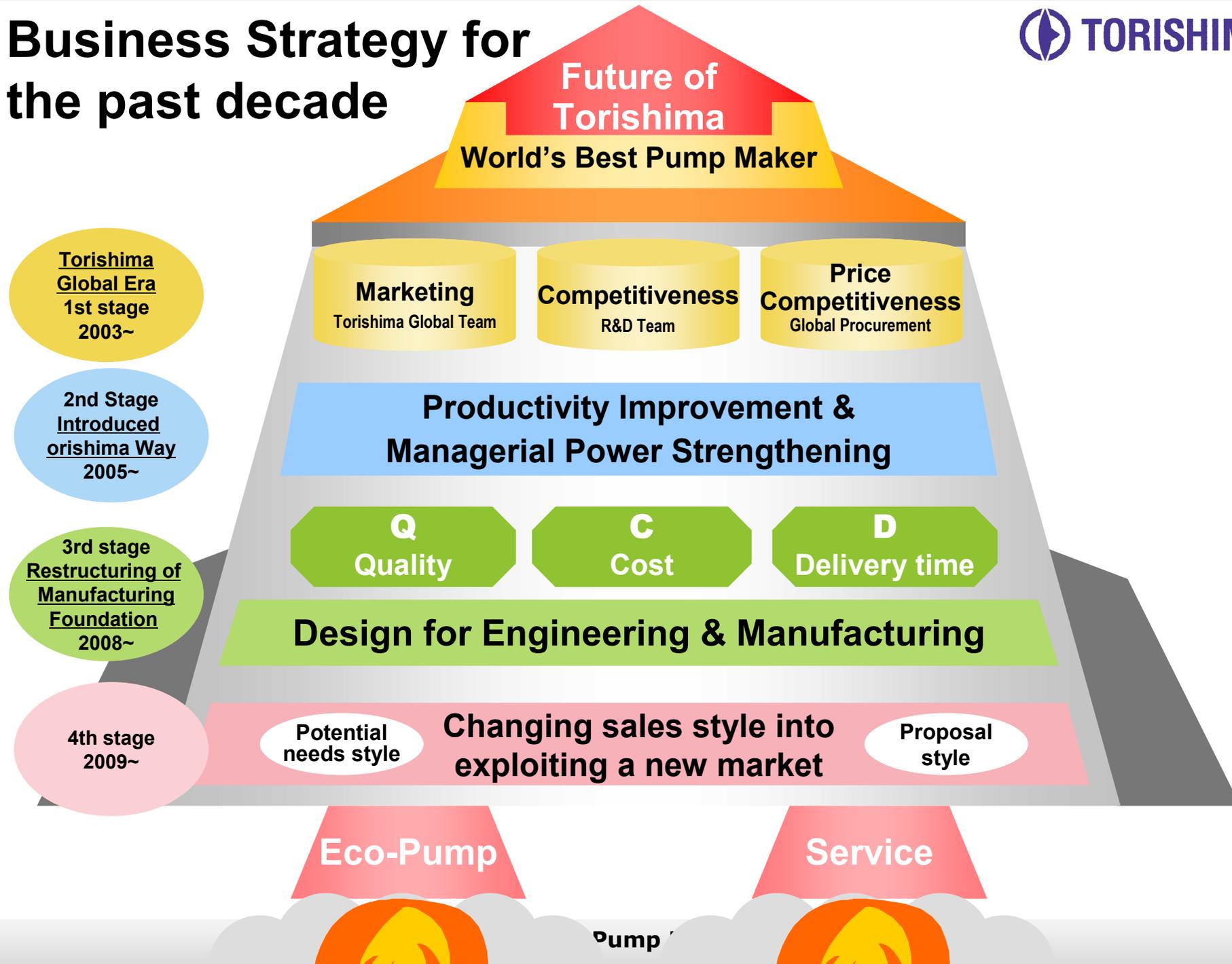
Factor Analysis of the Increase and Decrease of Consolidated Operating Income



Trends of Orders Received, Sales, Operating Income



Business Strategy for the past decade



New- Medium Term Business Plan (3 years for FY2012 – 2014)



(Yen in Billion)

	FY2011 Result	FY2012		Plan for FY2013	Plan for FY2014
		First Plan*	Amended Plan		
Orders Received	39.6	60.0	50.0	54.0	58.0
Sales	46.5	60.0	47.0	50.0	55.0
Operating Income	2.3	4.5	2.5	3.0	4.0
Ordinary Income	2.9	4.6	2.7	3.2	4.2
Net Income	1.5	2.8	1.7	2.0	2.6

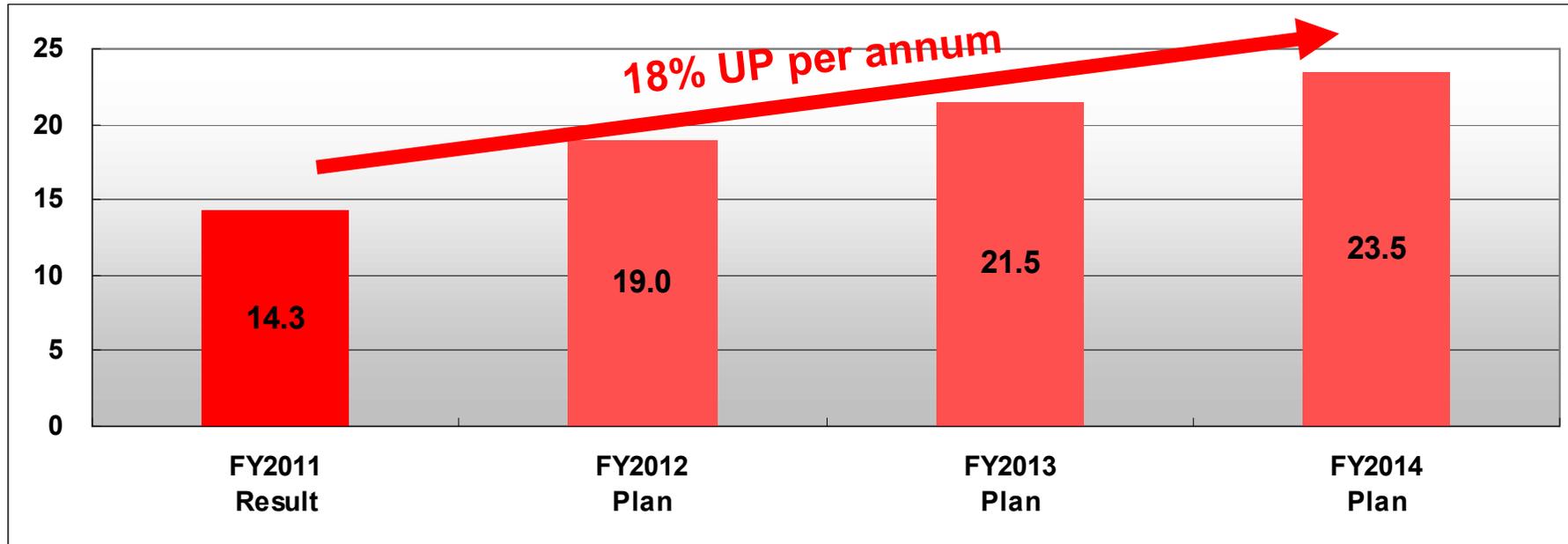
* 3 years plan for FY2010 - 2012

Orders Received Plan by Segment



● High-tech Pumps

(Yen in Billion)



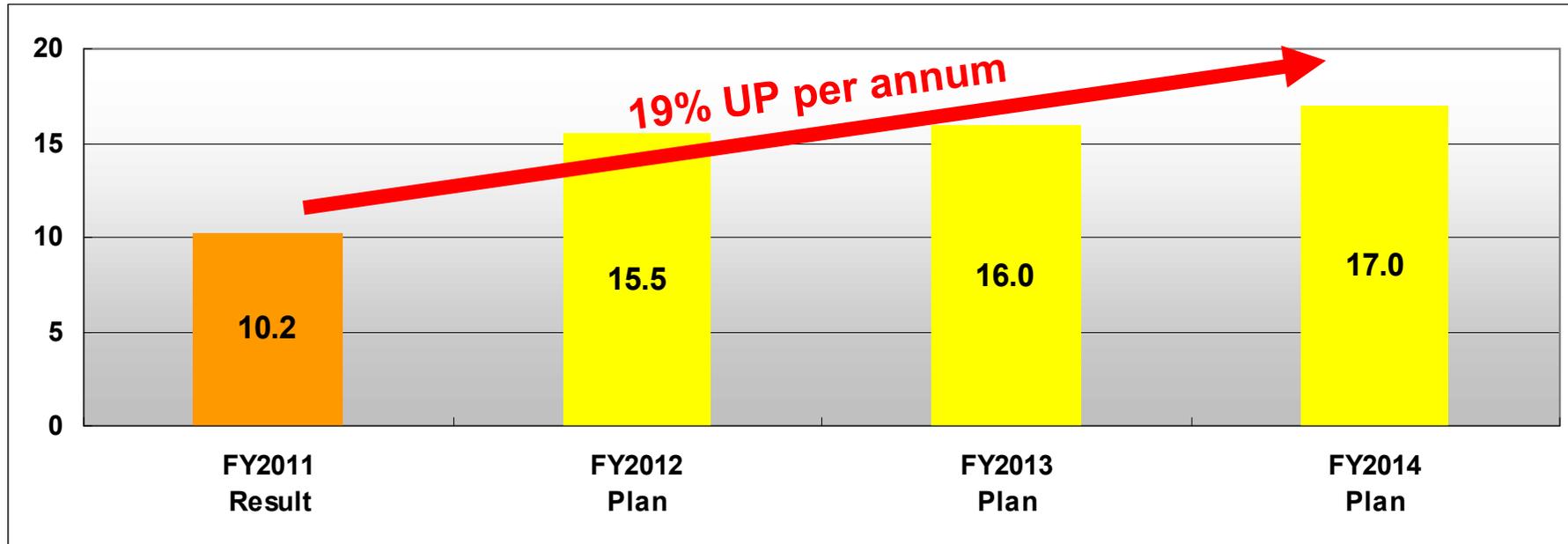
- Promote TIS Project (Process Reform by BOM)
- Strengthening of R&D (CFD Investment etc) / Promote Product Manager System
- Expanding Eco-pump Sales (Result in FY2011 40%up from the previous year)
- Strengthening of price competitiveness (Opening operation of Tianjin factory / 2nd Factory in HQ)
- Fulfilling of overseas procurement (China / Europe)
- Expanding Seawater desalination and Power market

Orders Received Plan by Segment



● Projects

(Yen in Billion)



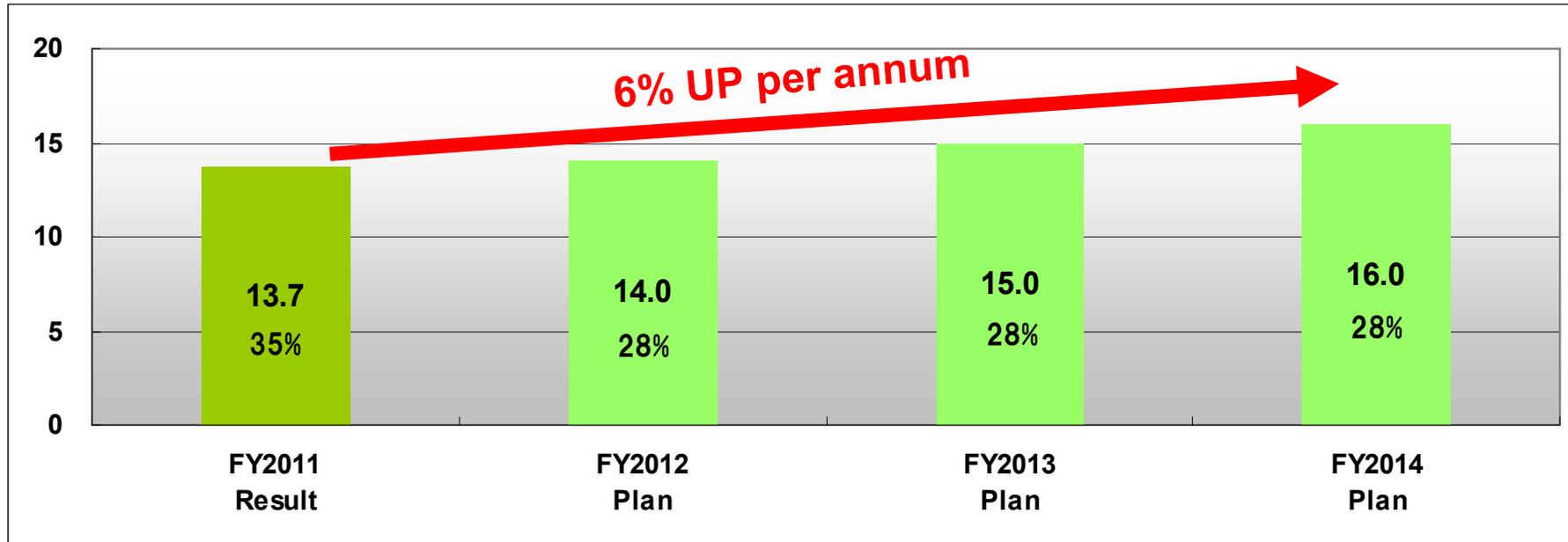
- Expanding orders received in new region in addition to established region
 - Major existing market : U.A.E., Qatar, Hong Kong, Vietnam
 - New Market : Saudi Arabia, Europe
- Established TEP, a subsidiary project company in UK (May 2011)
- Established Saudi Arabia Office (under proceeding)
- Reconstruction demand from Great East Japan Earthquake

Orders Received Plan by Segment



● Service Solutions

(Yen in Billion)

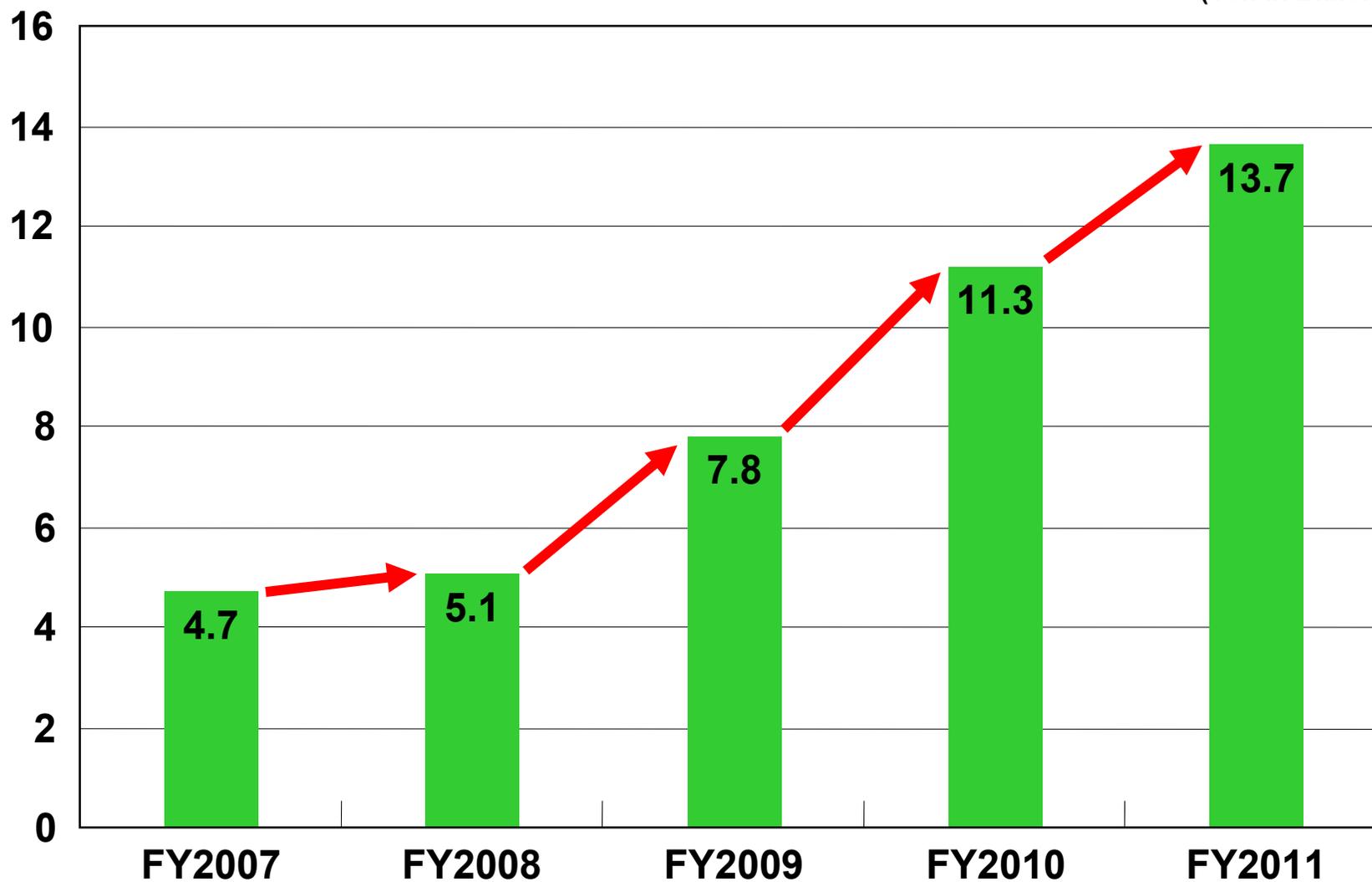


* Percentage is Service ratio

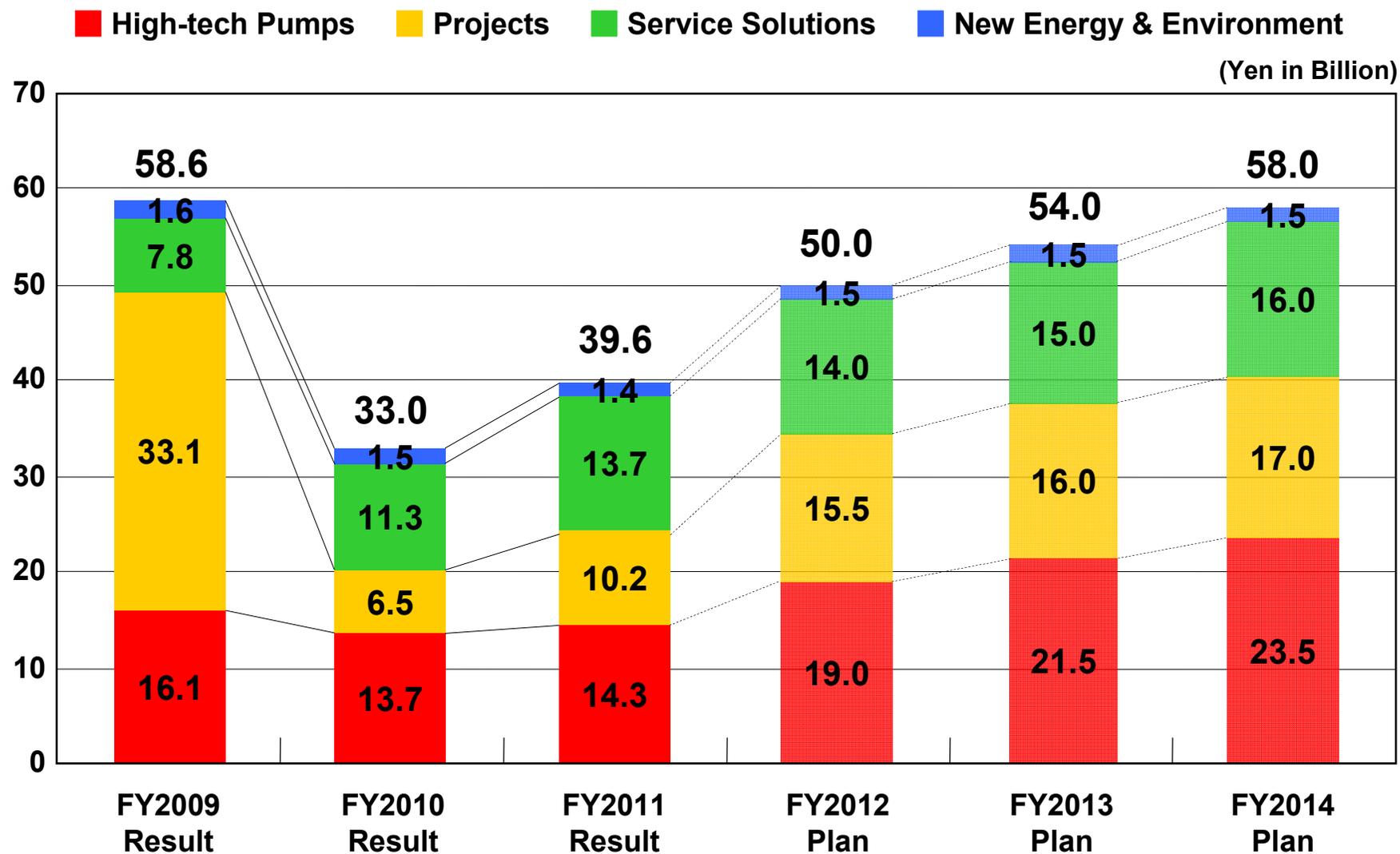
- Established TSSA, a subsidiary service company in Singapore (April 2012) in addition to 4 services network (HQ, TGE, TSS, TSSE)
- Strategic training for field engineers in Indonesia
- Completed Service Workshop of TSS (U.A.E.) (Mach 2012)
- Established Service Factory in India (scheduled to open the operation in the end of 2013)

Order Received Trends of Service Business

(Yen in Billion)



Orders Received Plan by Segment



Reference Data

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Orders Received by Segment (Overseas / Domestic)



(Yen in Billion)

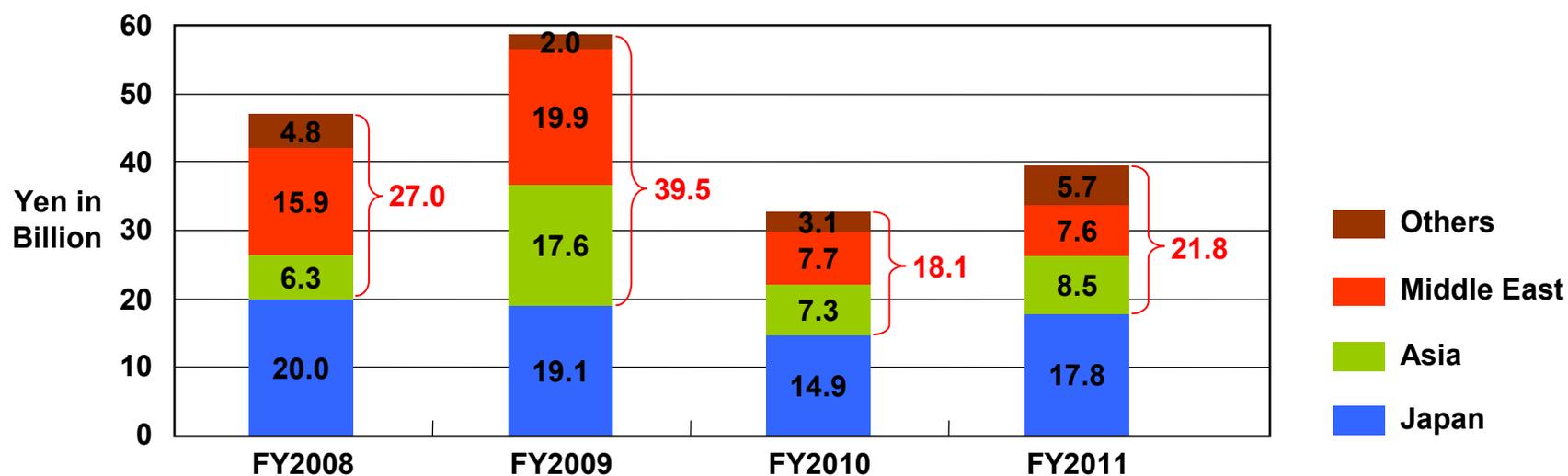
		FY2010 Result	FY2011	
			Result	Increase, Decrease from the previous year
High-tech Pumps		13.7	14.3	+0.6
	Domestic	2.1	2.7	+0.6
	Overseas	11.6	11.6	±0
Projects		6.5	10.2	+3.7
	Domestic	6.0	6.6	+0.6
	Overseas	0.5	3.6	+3.1
Service Solutions		11.3	13.7	+2.4
	Domestic	5.8	7.2	+1.4
	Overseas	5.5	6.5	+1.0
New Energy & Environment		1.5	1.4	Δ1.0
Total		33.0	39.6	+6.6

Orders Received by Area



(Yen in Billion)

		Japan	Overseas	Breakdown			Total
				Asia	Middle East	Others	
Orders Received () composition ratio	FY2008	20.0 (42.6%)	27.0 (57.4%)	6.3 (13.4%)	15.9 (33.8%)	4.8 (10.2%)	47.0
	FY2009	19.1 (32.6%)	39.5 (67.4%)	17.6 (30.0%)	19.9 (34.0%)	2.0 (3.4%)	58.6
	FY2010	14.9 (45.2%)	18.1 (54.8%)	7.3 (22.0%)	7.7 (23.3%)	3.1 (9.4%)	33.0
	FY2011	17.8 (45.0%)	21.8 (55.0%)	8.5 (21.3%)	7.6 (19.3%)	5.7 (14.4%)	39.6

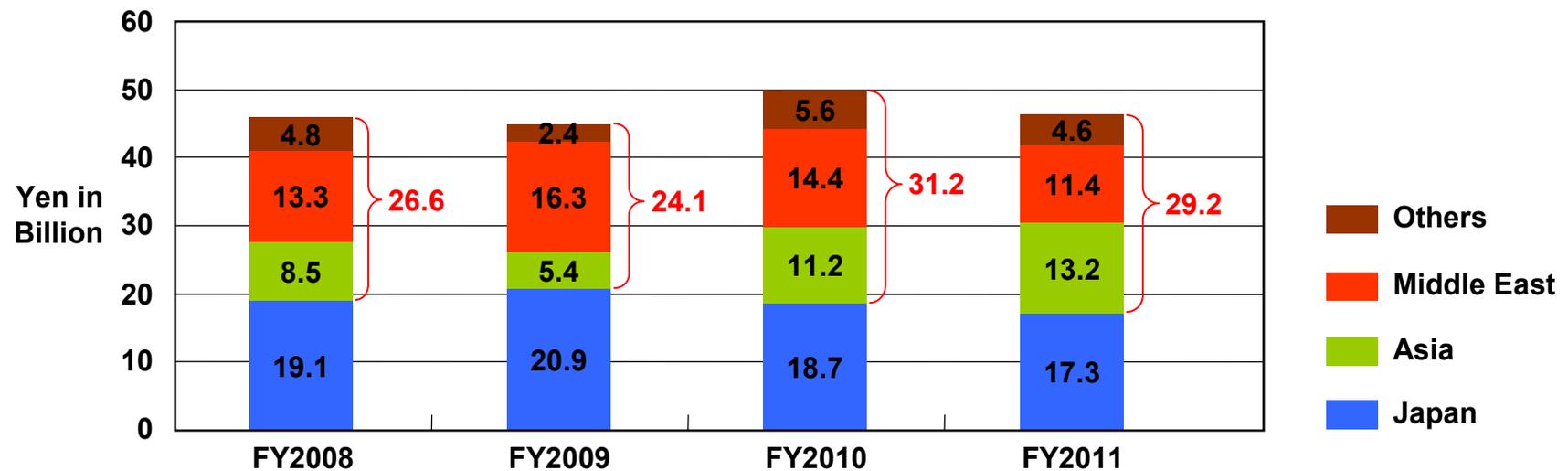


Sales by Area



(Yen in Billion)

		Japan	Overseas	Breakdown			Total
				Asia	Middle East	Others	
Sales () composition ratio	FY2009	19.1 (41.9%)	26.6 (58.1%)	8.5 (18.5%)	13.3 (29.2%)	4.8 (10.4%)	45.7
	FY2009	20.9 (46.5%)	24.1 (53.5%)	5.4 (12.0%)	16.3 (36.1%)	2.4 (5.4%)	45.0
	FY2010	18.7 (37.5%)	31.2 (62.5%)	11.2 (22.5%)	14.4 (28.8%)	5.6 (11.2%)	49.9
	FY2011	17.3 (37.2%)	29.2 (62.8%)	13.2 (28.3%)	11.4 (24.6%)	4.6 (9.9%)	46.5



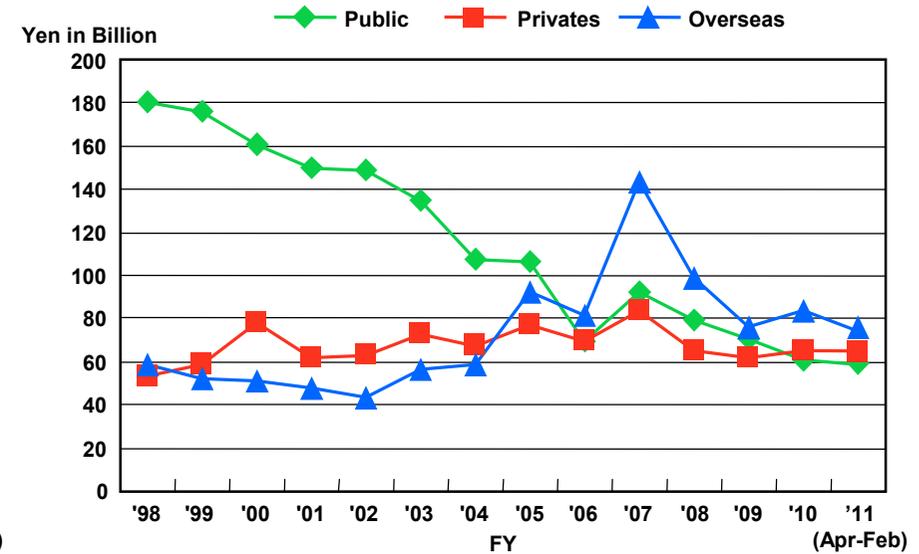
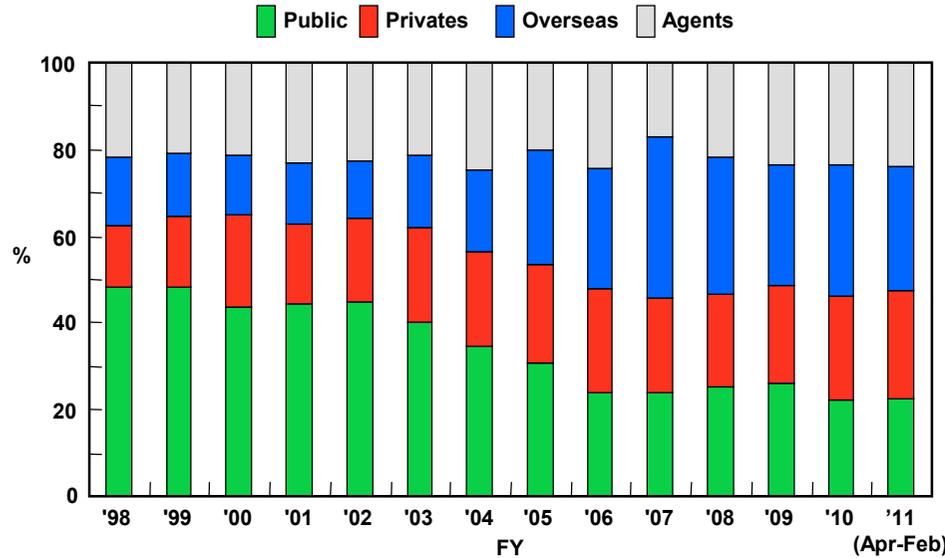
Management Index Trends



	FY2007		FY2008		FY2009		FY2010		FY2011	
Gross Profit Margin (%)	17.5		18.8		21.2		18.6		19.3	
Operating Profit Margin (%)	5.6		6.0		7.2		6.3		4.9	
Ordinary Profit / Total Asset (ROA) (%)	4.0		5.5		6.0		5.8		4.8	
ROE (%)	5.2		8.0		9.5		6.1		4.8	
Free Cash Flow (Billion yen)	31		△9		14		7		14	
Capital Ratio (%)	41.9		38.6		47.2		50.3		51.3	
Dividend (Yen / share)	7	8	8	9	9	9+2	9	9	9	9
	15		17		20		18		18	
Dividend Ratio (%)	27.4		22.0		20.0		26.7		33.7	

* Dividend of ¥2 for the 90th anniversary of the foundation in FY2010

Orders Received Trends by Demand Sectors in Japan's Pump Market

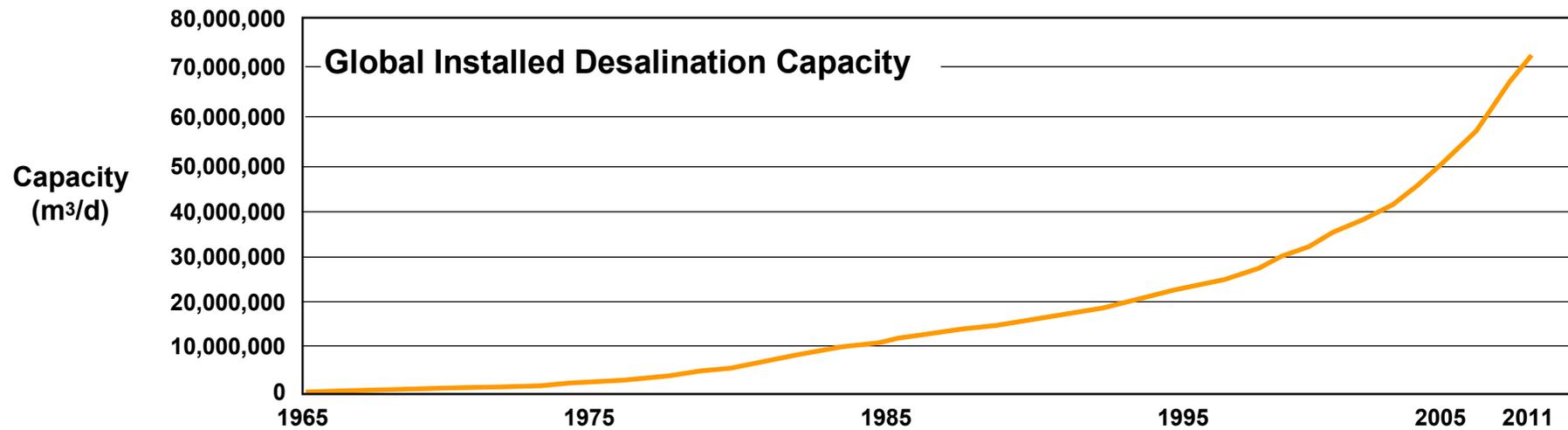
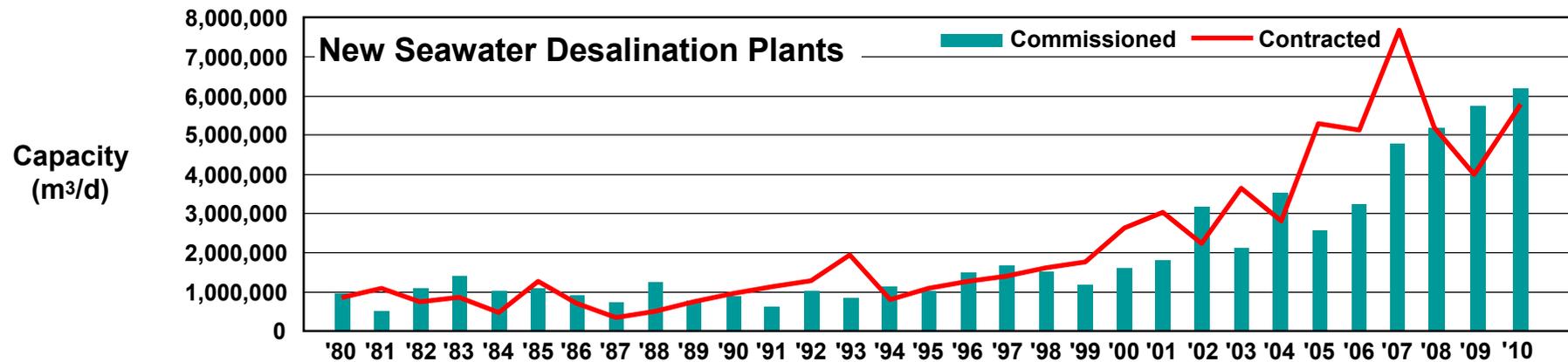


(Yen in Million)

FY		1998	1999	2000	2001	2002	2006	2007	2008	2009	2010	2010 (Apr-Feb)	2011 (Apr-Feb)	Year-to- Year basis
Public	Price	180,337	176,337	160,550	149,806	148,831	69,504	92,722	79,096	70,999	61,305	54,403	59,350	+9%
	Share%	48.2	48.4	43.7	44.5	44.9	23.9	24.0	25.4	26	22.4	22.7	22.7	-
Privates	Price	53,878	58,396	77,895	61,733	63,572	69,286	84,067	65,471	62,051	64,668	56,488	64,647	+14%
	Share%	14.4	16.	21.2	18.3	19.2	23.8	21.8	21.	22.8	23.6	23.6	24.8	-
Overseas	Price	59,055	52,766	50,737	48,032	43,247	81,919	143,535	99,326	76,108	83,883	70,593	75,036	+6%
	Share%	15.8	14.5	13.8	14.3	13.1	28.1	37.2	31.9	27.8	30.6	29.4	28.8	-
Agents	Price	81,143	76,961	78,116	76,978	75,608	70,310	65,315	67,590	64,338	64,080	58,102	61,927	+7%
	Share%	21.7	21.1	21.3	22.9	22.8	24.2	16.9	21.7	23.5	23.4	24.3	23.7	-
Total	Price	374,413	364,460	367,298	336,549	331,258	291,019	385,639	311,483	273,496	273,936	239,586	260,960	+9%
	Share%	100	100	100	100	100	100	100	100	100	100	100	100	-

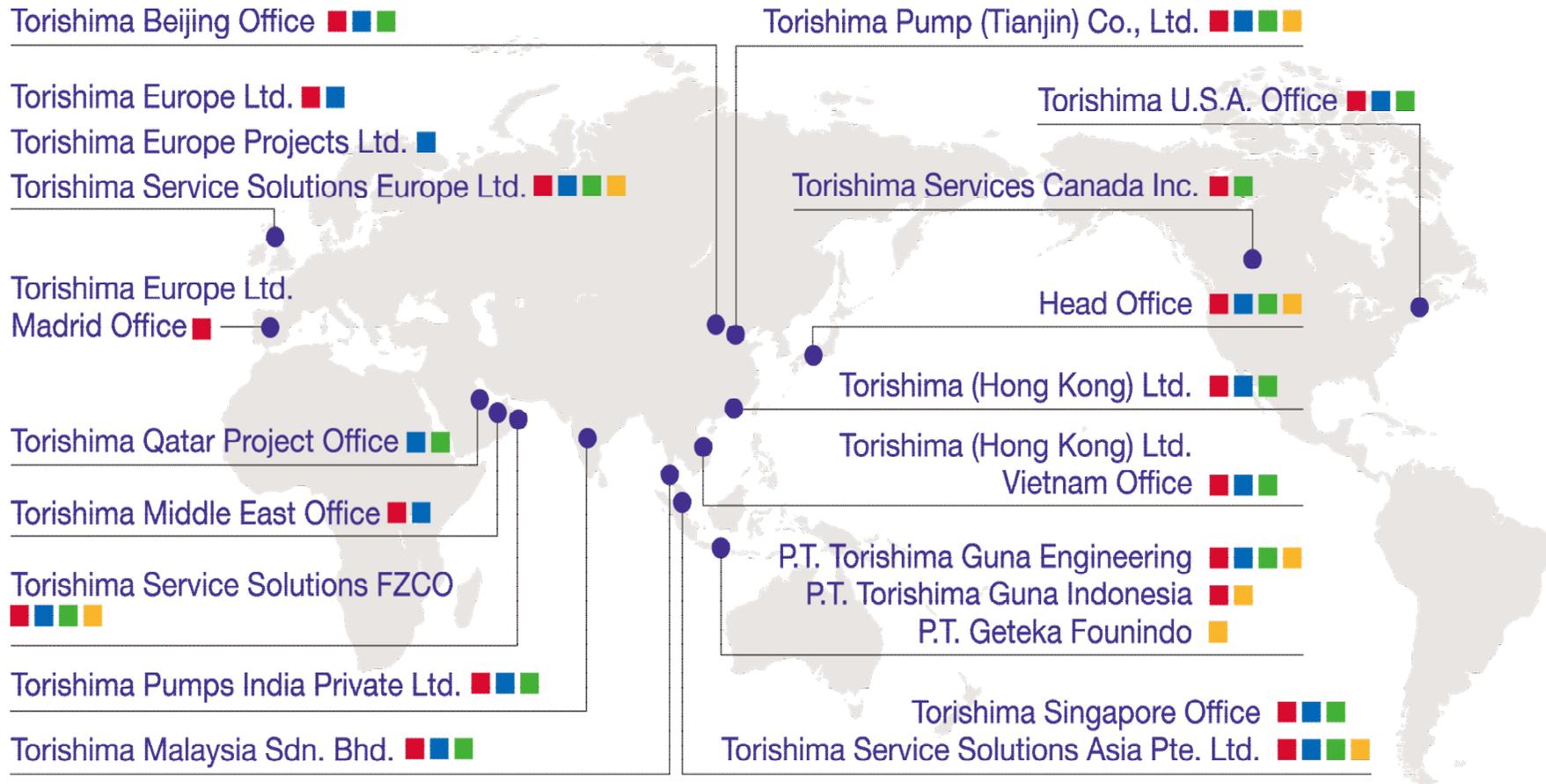
* Reference : The Japan Society of Industrial Machinery Manufacturers

Annual New Contracted and Commissioned Capacity



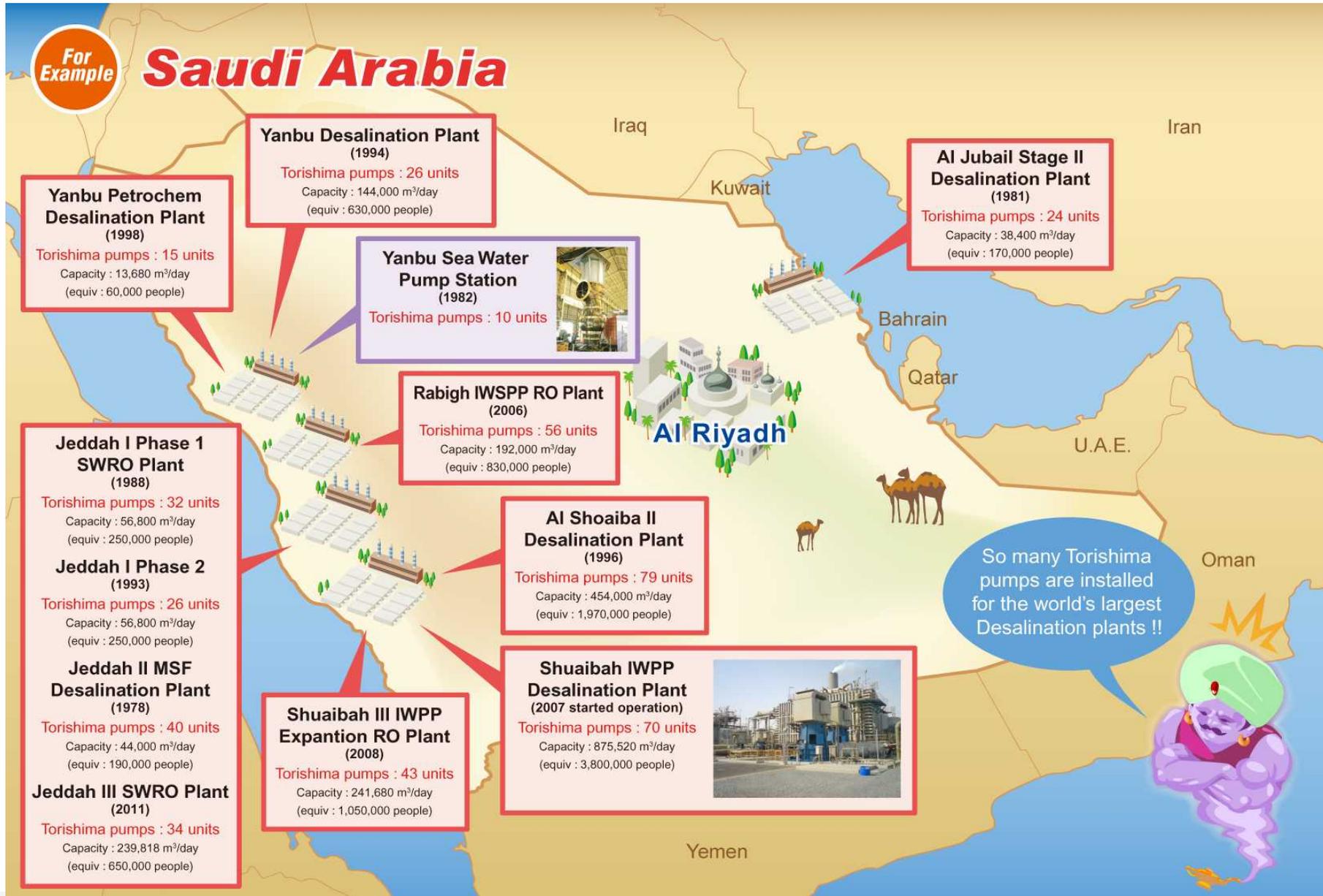
* Reference : IDA DESALINATION "Year Book" 2011-2012

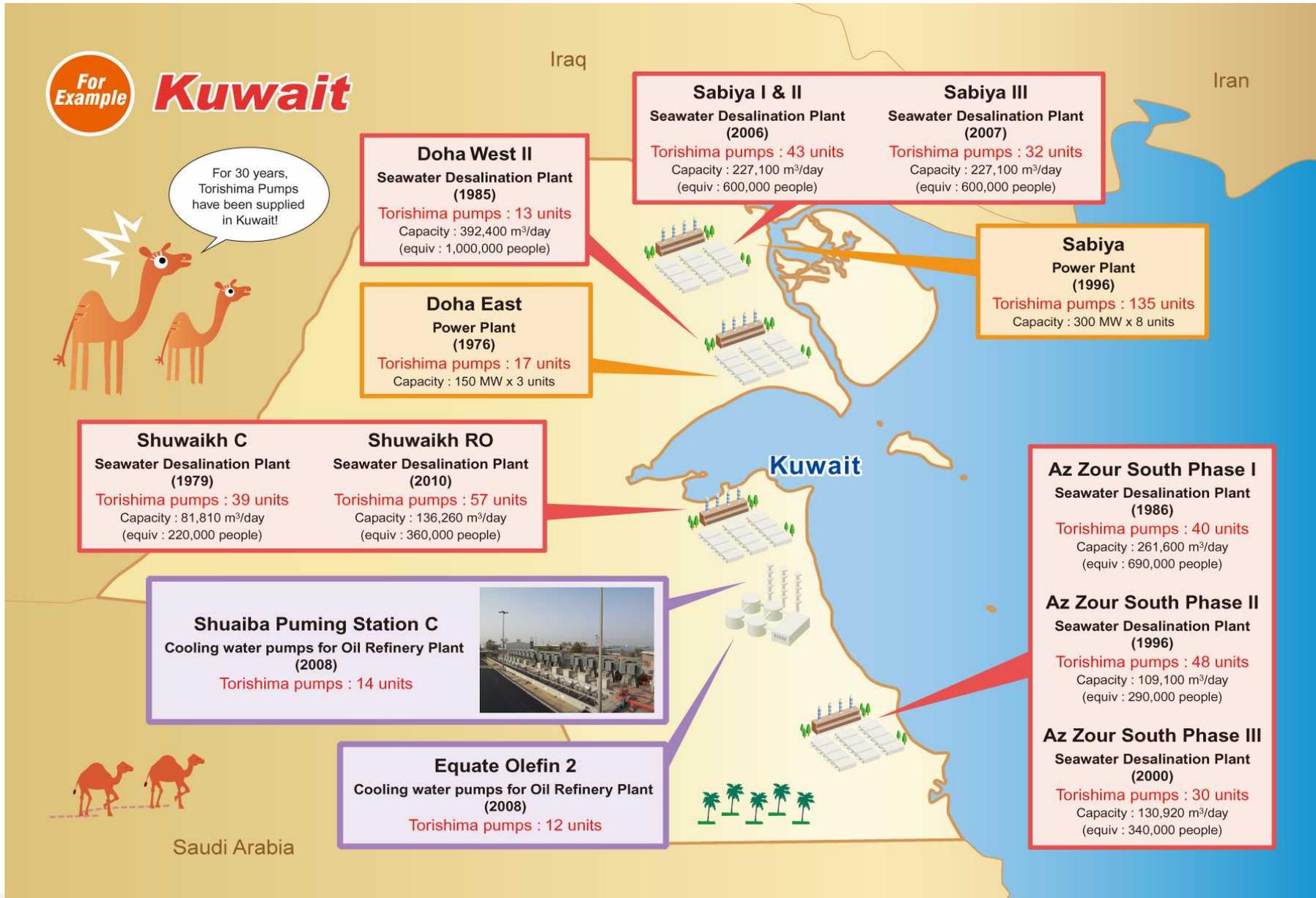
Torishima Global Network



■ Sales ■ Engineering ■ Service ■ Manufacturing

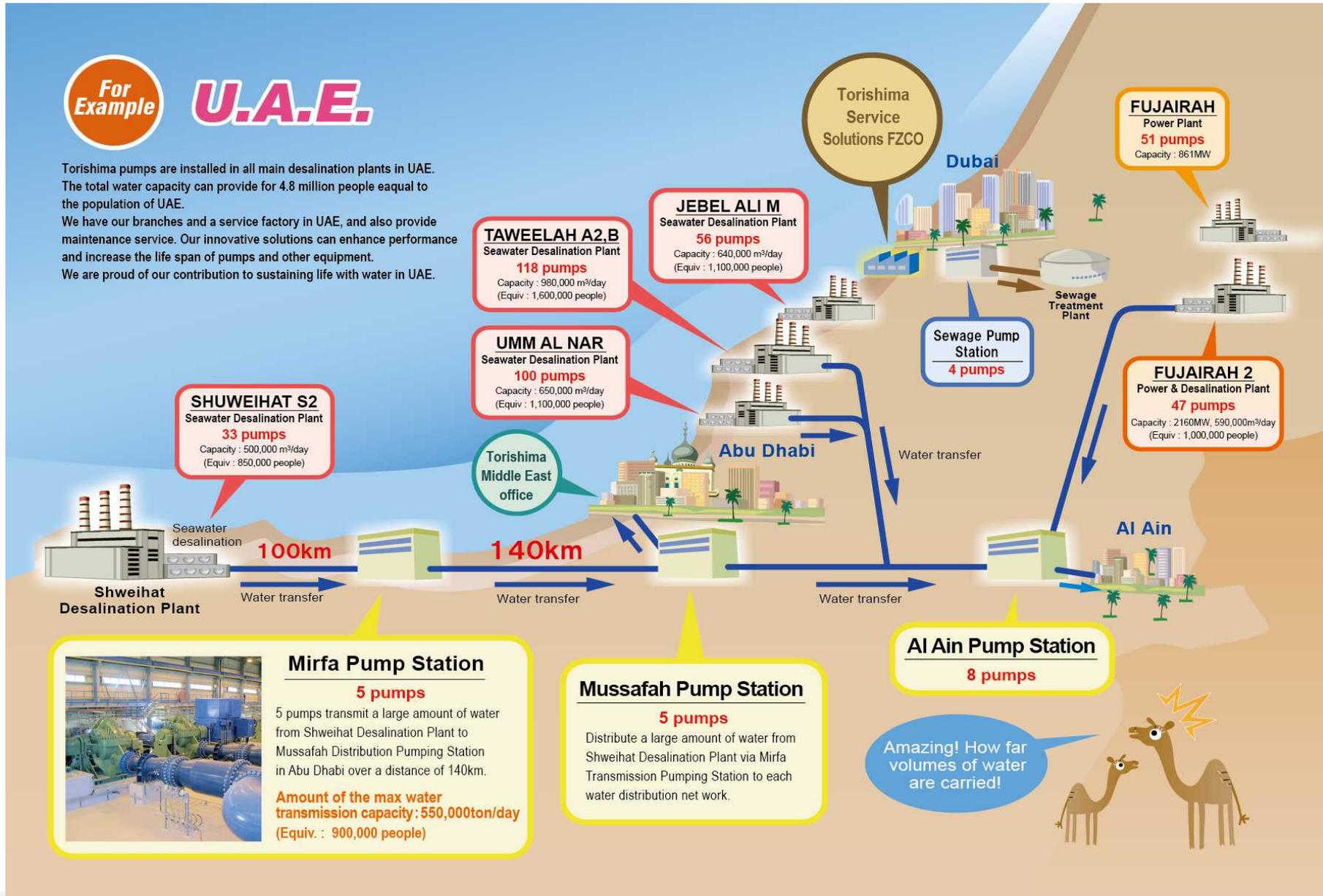
Saudi Arabia



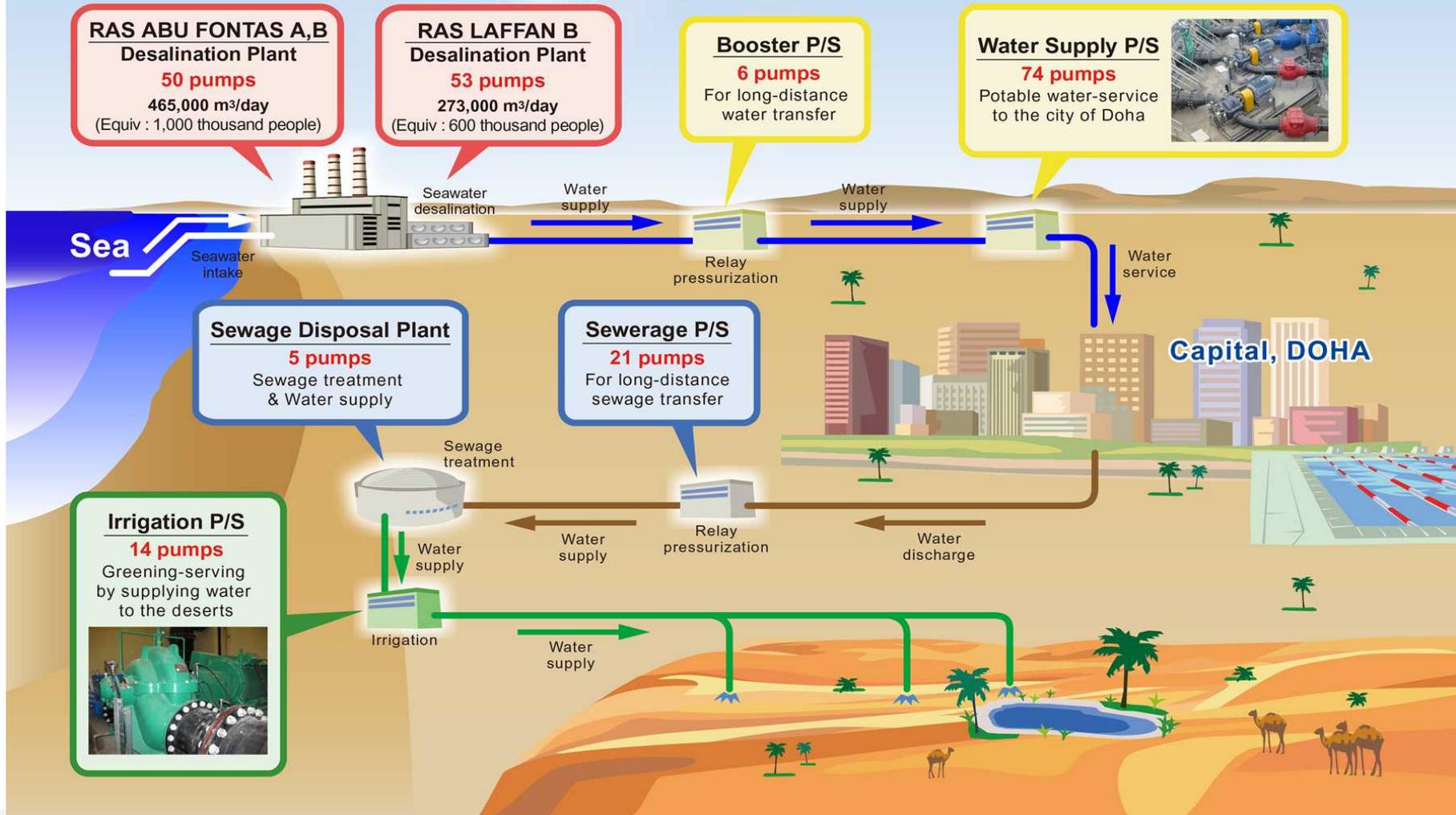


For Example U.A.E.

Torishima pumps are installed in all main desalination plants in UAE. The total water capacity can provide for 4.8 million people equal to the population of UAE. We have our branches and a service factory in UAE, and also provide maintenance service. Our innovative solutions can enhance performance and increase the life span of pumps and other equipment. We are proud of our contribution to sustaining life with water in UAE.



For Example Qatar TORISHIMA PUMPS support whole sustainable water supply system



Hong Kong

For Example

Hong Kong

There is not enough water to supply the population of 7 million in Hong Kong. 70 percent of the water demand is imported from China. The precious resources is carried to each pump station by Torishima Pumps then flowed into the residents and commercial facilities throughout the country. Torishima Pumps have a significant role in sewage treatment as well.

Here are TORISHIMA Pumps!



Hong Kong's skyscrapers



Stainless-steel feed pump for building facility

HK International Airport

大嶼山 (Lantau Island)

- Main Water Supply P/S
- Main Sewage P/S

Stonecutters Island Main Sewage P/S

8 Pumps

The most important pumping station for improving the environment of Hong Kong that almost all sewage water in Kowloon and Eastern Hong Kong Island is taken into Stonecutters Island through the underground tunnels and treated at one place.



Lamma Power Station

Gas & Coal-fired Power Plants

53 Pumps

Capacity : 3,736MW

Muk Wu 'C' Water Transmission P/S

12 Pumps

The gateway pumping station for drinking water of Hong Kong, located in the border between Northern Hong Kong and Shenzhen China. The water is transmitted to downstream water treatment plants and pumping stations and brought to the residents.



surge tank

Tai Po Tau Water Supply Pumping Complex

13 Pumps

The biggest water supply pumping complex in Hong Kong consisting of 4 pumping stations in the main route from Muk Wu 'C' pumping station.



Torishima Pump is a vital component in Hong Kong's lifeline!



Map showing water and sewage infrastructure across Hong Kong, including the New Territories, Kowloon, and Hong Kong Island. Key locations include Shenzhen (China), Plover Cove Reservoir, and various pumping stations like Sheung Shui P/S, Fan Ling P/S, Tai Mei Tuk 'A' P/S, Hong Lok Yuen P/S, Tai Po Sewage P/S, Au Tau 'A' P/S, Tan Kwan Tsuen P/S, So Kwun Tan P/S, Tsuen Wan P/S, Kau Wa Keng P/S, North West Kowloon Sewage P/S, Shum Wan Shan P/S, Kwun Tong Sewage P/S, Tseung Kwan O Sewage P/S, Western P/S, Kotewall Road P/S, Eastern P/S, Sandy Bay P/S, and Pui O P/S. The map also shows the HK International Airport and Lan Tau Island.

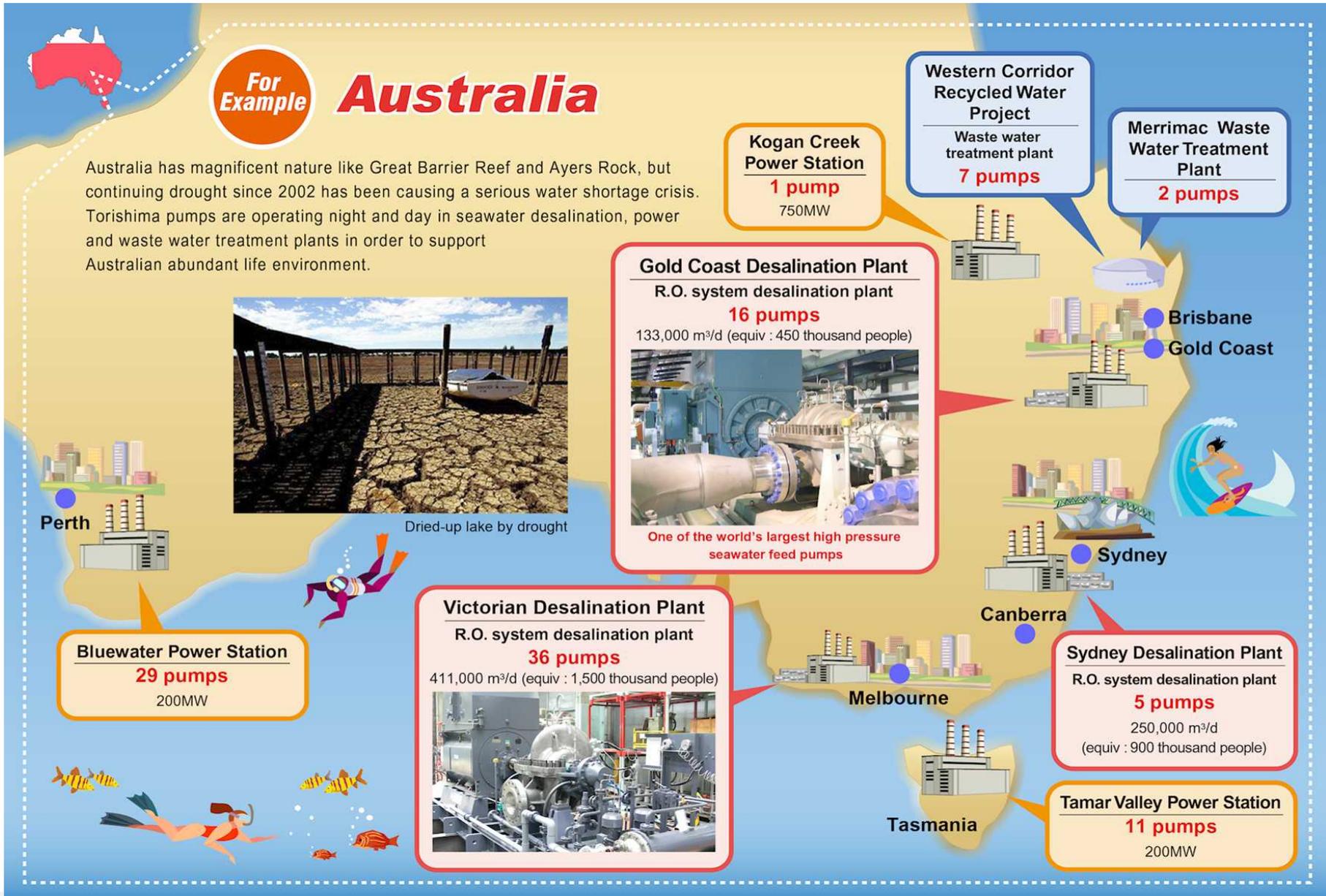
Australia

For Example *Australia*

Australia has magnificent nature like Great Barrier Reef and Ayers Rock, but continuing drought since 2002 has been causing a serious water shortage crisis. Torishima pumps are operating night and day in seawater desalination, power and waste water treatment plants in order to support Australian abundant life environment.



Dried-up lake by drought



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.

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