

FY3/26 3Q Financial Results Briefing Supplementary Materials

Tsurumi Manufacturing Co., Ltd.
Securities code: 6351

[February 13, 2026]

- The Company established **TSURUMI PUMP LATIN AMERICA** with the aim of strengthening the competitiveness of its existing businesses and to expand its global operations based on the theme of “Deepening: Expanding Existing Businesses” that serves as one of the key policies in its Transformation 2027 medium-term management plan.

Japan

- Construction machinery market: Sales of large sprinklers, electrode-type submersible pumps, and small residue pumps remained strong due to increased demand for occupational safety measures and environmental considerations. Nevertheless, net sales declined slightly due to reduced demand for pumps as a result of stagnation in the construction market.
- Plant equipment market: Sales increased significantly due to increased attention on high-efficiency submersible pumps equipped with a smashing mechanism (submersible smashing cutter pumps) that has outstanding solid matter passing capability. This product series has also been praised for its low water level continuous operation performance in projects such as work to repair collapsed roads. That contributed to overall market growth.

Overseas

- North America: Net sales increased because demand for the mining market in Canada and the U.S. continued to be strong despite restrained purchasing caused by the impact of mutual tariffs.
- Asia: Domestic demand in AESEAN countries remained stable. Furthermore, in addition to increasing demand for infrastructure in each country, orders received for submersible smashing cutter pumps increased in the plant/factory market and livestock-related market. That led to an increase in net sales.
- Europe: Demand for construction pumps in the infrastructure market for tunnel construction and other applications continued to increase. However, the impact from factors such as reduced demand for portable products due to a lack of rain meant that net sales were weak overall.
- Other regions: The number of orders received is steadily building up. Nevertheless, the impact of the downturn in real estate in the Chinese market, U.S.-China trade friction and other factors meant net sales increased only slightly.

		YoY	FY3/26 forecasts
■ Net sales	¥53.3bn	¥6.4bn	¥74.0bn
■ Operating profit	¥7.3bn	¥0.7bn	¥11.0bn
■ Ordinary profit	¥9.3bn	¥1.4bn	¥11.3bn
■ Profit attributable to owners of parent	¥5.9bn	-¥1.1bn	¥7.8bn

Note: Revisions to the forecast of consolidated financial results most recently announced: None

Overview of the consolidated financial results for FY3/26 3Q

(¥ million) * Amounts are rounded down to the nearest million yen	FY3/25 3Q YTD	FY3/26 3Q YTD	Rate of Change (Amount of Change)	Full-year Forecast for FY3/26	Rate of Progress
Net sales	46,912	53,315	6,403	74,000	72.0%
Gross profit	18,022	20,505	2,483		
Selling, general, and administrative expenses	11,431	13,134	1,703		
Operating profit	6,591	7,370	779	11,000	67.0%
Non-operating income	1,498	2,164	666		
Non-operating expenses	160	151	-9		
Ordinary profit	7,929	9,384	1,455	11,300	83.0%
Extraordinary income	1,898	-	-1,898		
Extraordinary losses	198	401	203		
Profit attributable to owners of parent	7,047	5,973	-1,074	7,800	76.5%
Reference: Exchange rate					
JPY/USD	158.15	156.53			

(¥ million)

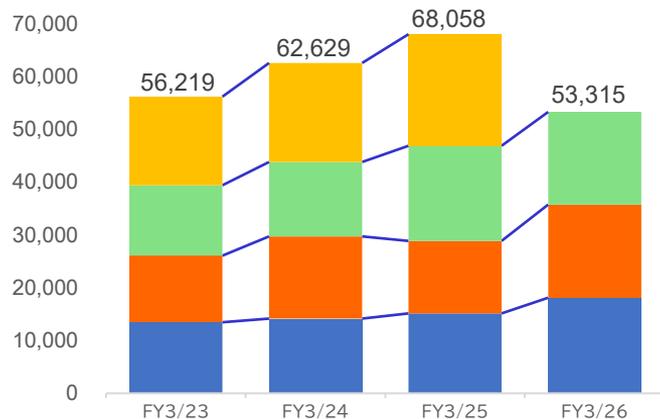
* Amounts are rounded down to the nearest million yen

*Figures in parentheses denote change from the end of FY3/25

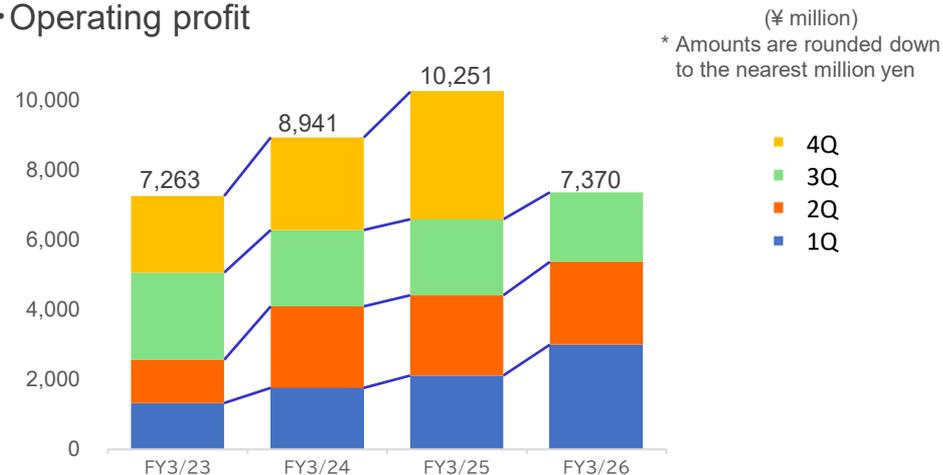
Assets 133,447 (+1,938)	Current assets 81,270 (-387)	Current liabilities 19,494 (-6,334)	Liabilities 30,688 (-4,969)
	Non-current assets 52,176 (+2,324)	Non-current liabilities 11,194 (+1,366)	
		Equity 101,331 (+6,932)	Net assets 102,757 (+6,906)
		Non-controlling interests 1,426 (-26)	

Equity-to-asset ratio: 75.9%

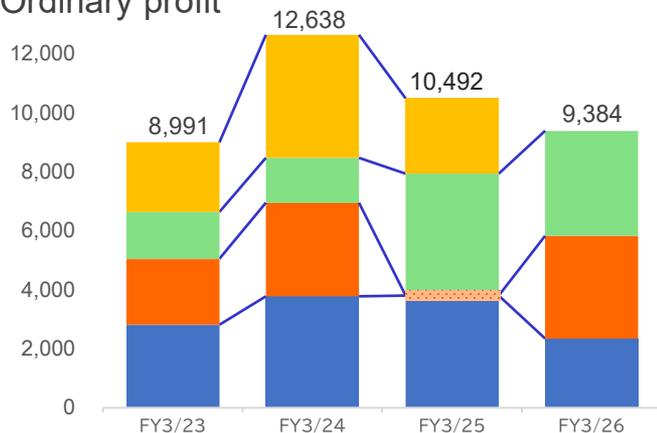
• Net sales



• Operating profit



• Ordinary profit

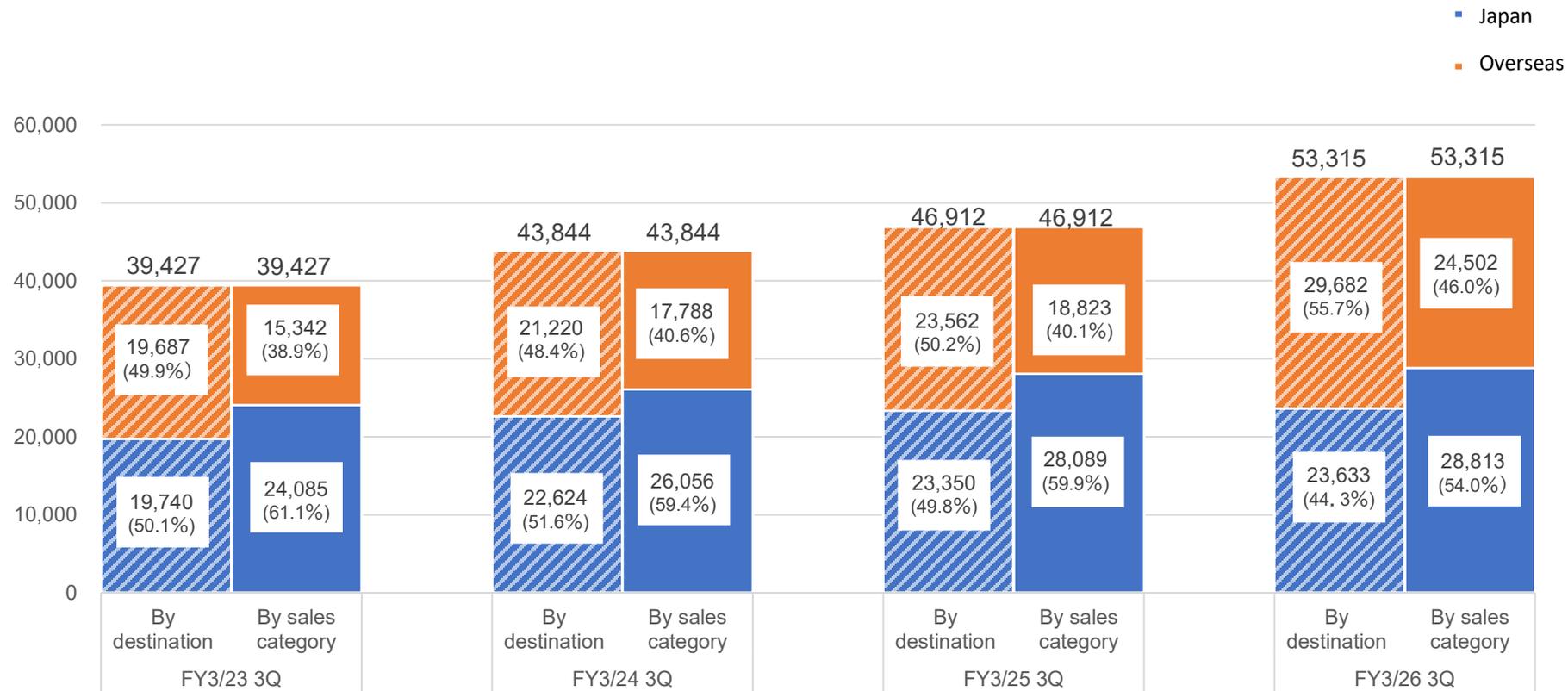


* Ordinary profit : FY3/26 1Q : ¥3,801 million. 2Q : -¥82 million.

Point

Reference: Exchange rates

December 2024: ¥158.15 (March 2024: ¥151.33)
December 2025: ¥156.53 (March 2025: ¥149.53)



* By destination = Sales by customer region

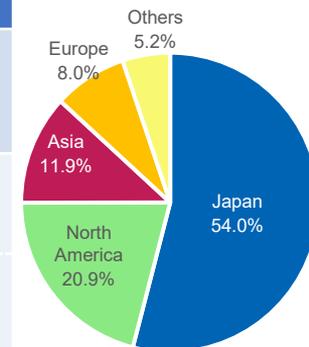
(¥ million)
* Amounts are rounded down to the nearest million yen

Point

- Japan: Net sales up, segment profit up
- Overseas: Net sales up, segment profit up in North America
Net sales up, segment profit down in Asia
In the European region, segment loss was ¥325 million due to the recording of goodwill amortization and amortization of customer-related intangible assets
Net sales up, segment profit up in other regions

(¥ million)	Japan	North America	Asia	Europe	Others	Adjustments	Total
Net sales (YoY change)	39,325 (1.8%)	11,157 (20.0%)	12,834 (4.6%)	4,591 (-)	4,842 (1.2%)	-19,435	53,315 (13.6%)
Sales to external customers	28,813	11,157	6,322	4,258	2,764	—	53,315
Internal sales or transfers	10,512	—	6,512	332	2,078	-19,435	—
Segment profit or (loss)	5,885	1,164	1,399	-325	845	-1,598	7,370

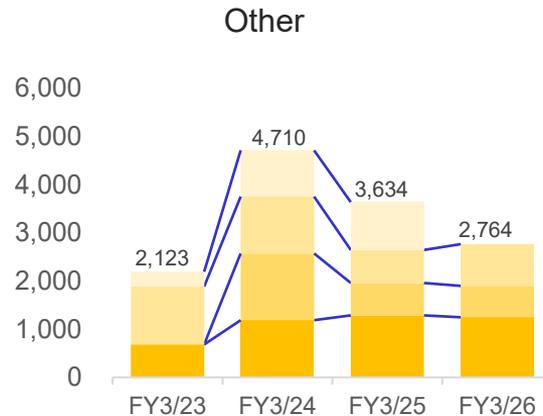
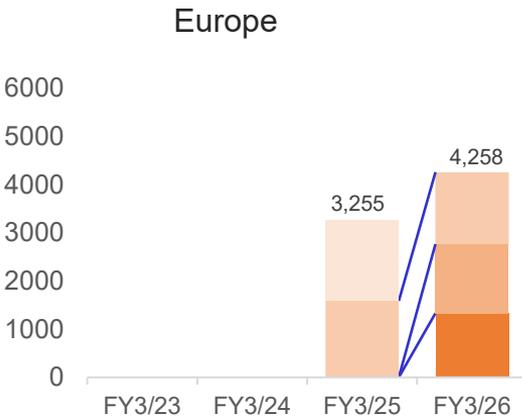
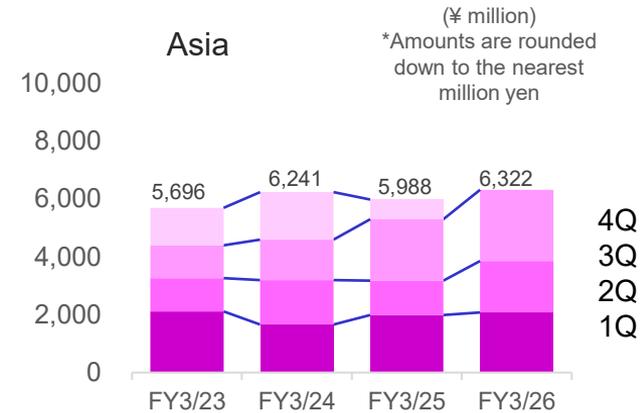
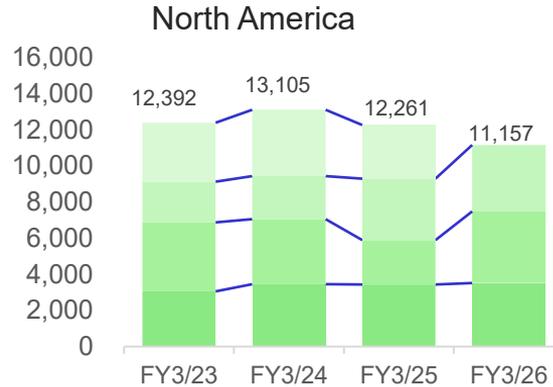
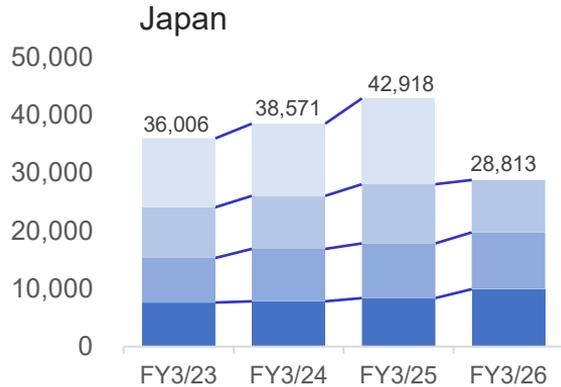
Weightings of sales to external customers



* Amounts are rounded down to the nearest million yen

* The "Other" category encompasses the business activities of local subsidiaries in China and other regions.

Reference: Table of changes in net sales by segment



List of the Companies Applicable to Regional Segments

Japan:

- TSURUMI MANUFACTURING CO., LTD.
- TSURUMI TECHNOLOGY SERVICE CO., LTD.
- TECHNOLOGY SERVICE HOJO CO., LTD.
- ALLOY TECHNOLOGY CO., LTD.

North America: •TSURUMI (AMERICA), INC.

Asia:

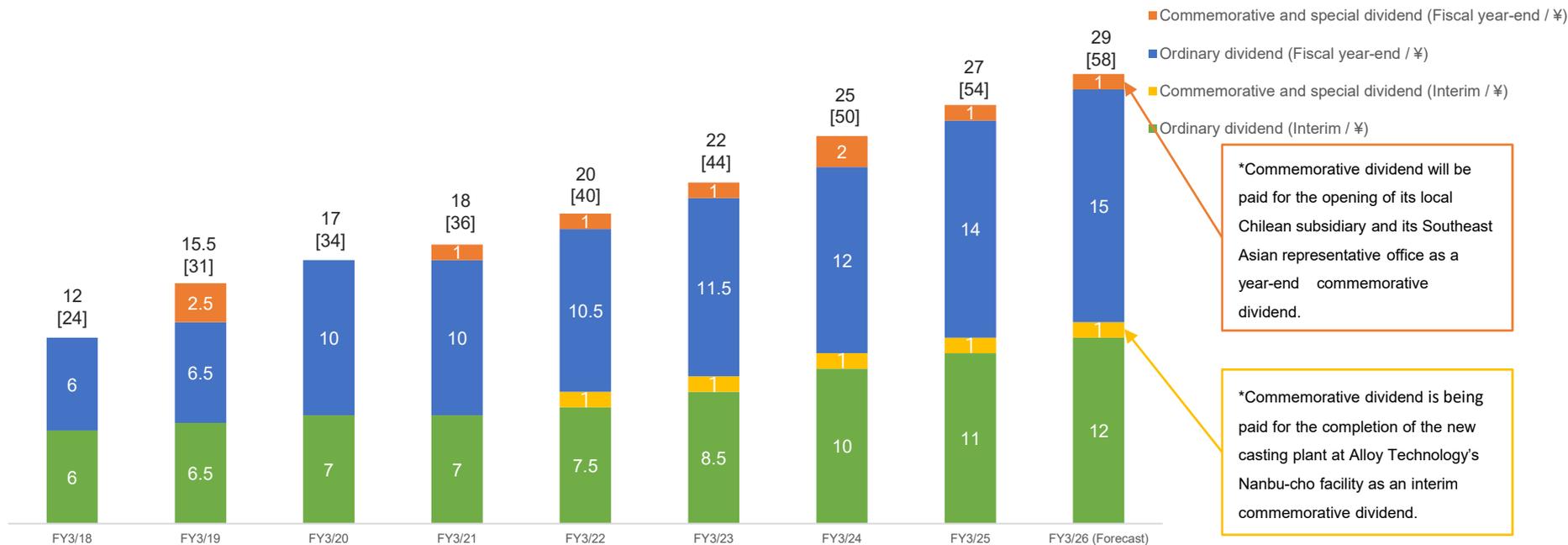
- TSURUMI PUMP TAIWAN CO., LTD
- TSURUMI PUMP VIET NAM CO., LTD.
- TSURUMI PUMP HONG KONG CO., LTD
- TSURUMI (SINGAPORE) PTE. LTD.
- TSURUMI PUMP (THAILAND) CO., LTD.

Europe: Added to the scope of consolidation from FY3/25 3Q

- ZENIT INTERNATIONAL S.P.A. and its four subsidiaries

Other:

- SHANGHAI TSURUMI PUMP CO., LTD. and the other two companies



Continuation of a stable dividend

Notes:

- Revisions to the forecast of cash dividends most recently announced: None
- The Company split its common shares at a ratio of two shares for every one share on October 1, 2025.
- The figures have been calculated under the assumption that the stock split was performed at the beginning of FY3/18.
- The figures in the square brackets indicate the amounts before the stock split.

Disclaimer

The earnings forecasts and other forward-looking statements in this document are based on information currently available and certain assumptions the Company considers reasonable. The Company offers no guarantee that such forecasts will be achieved. Actual results may differ significantly due to various factors.

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