

FY3/26 1Q Financial Results Briefing Supplementary Materials

Tsurumi Manufacturing Co., Ltd.
Securities code: 6351

[August 8, 2025]

- The Company plans to split its common shares at a ratio of two shares for every one share on October 1, 2025.
- The Company plans to pay a 2-yen commemorative dividend with the interim dividend to commemorate the completion of the casting plant at Alloy Technology's Nanbu-cho facility.

Japan

- **Construction machinery market:** Sales of electrode-type submersible pumps and small residue pumps increased due to the growing importance of environmental considerations. However, material costs, labor shortages and other issues led to stagnation in the construction market. That reduced demand and resulted in a slight decline in the overall market.
- **Plant equipment market:** There was increased attention on the high-efficiency submersible pump products equipped with a **smashing mechanism** that has outstanding solid matter passing capability and sales were strong. In addition, these pumps were praised for their ability to operate continuously at low water levels. That contributed to growth in the overall market.

Overseas

- **North America:** Purchasing was restrained due to the impact of mutual tariffs. However, demand in the construction and plant/factory markets is recovering. That meant net sales remained almost flat.
- **Asia:** Demand in the plant/factory market remained solid due to the increase in the number of orders received for high-efficiency submersible pump products equipped with a **smashing mechanism** in Thailand and Vietnam. On the other hand, the impact of the levelling off in construction demand and the reduced rainfall in Hong Kong led to a decline in net sales overall.
- **Europe:** Demand decreased due to the sluggish construction market in Germany. Nevertheless, demand in other European countries was healthy and overall net sales remained strong.
- **Other regions:** Although the Chinese market was affected by the downturn in real estate, U.S.-China trade friction and other factors, the steady accumulation of orders received led to a decrease in net sales.

| | | YoY | FY3/26 forecasts |
|---|---------|---------|------------------|
| ■ Net sales | ¥18.1bn | ¥3.0bn | ¥71.0bn |
| ■ Operating profit | ¥3.0bn | ¥0.9bn | ¥10.4bn |
| ■ Ordinary profit | ¥2.3bn | -¥1.5bn | ¥10.8bn |
| ■ Profit attributable to owners of parent | ¥1.2bn | -¥1.3bn | ¥7.6bn |

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

Overview of the consolidated financial results for FY3/26 1Q

| (¥ million) | FY3/25 1Q | FY3/26 1Q | Rate of Change (Amount of Change) | Interim Forecast for FY3/26 | Full-year Forecast for FY3/26 | Rate of Progress |
|---|-----------|-----------|--------------------------------------|-----------------------------|-------------------------------|------------------|
| Net sales | 15,115 | 18,111 | 2,996 | 31,000 | 71,000 | 25.5% |
| Gross profit | 5,513 | 7,155 | 1,642 | | | |
| Selling, general, and administrative expenses | 3,399 | 4,153 | 754 | | | |
| Operating profit | 2,114 | 3,001 | 887 | 4,500 | 10,400 | 28.8% |
| Non-operating income | 1,802 | 433 | -1,369 | | | |
| Non-operating expenses | 114 | 1,090 | 976 | | | |
| Ordinary profit | 3,801 | 2,345 | -1,456 | 4,500 | 10,800 | 21.7% |
| Profit attributable to owners of parent | 2,518 | 1,231 | -1,287 | 3,200 | 7,600 | 16.1% |

Reference: Exchange rate

| | | |
|---------|--------|--------|
| JPY/USD | 161.03 | 144.81 |
|---------|--------|--------|

(¥ million)

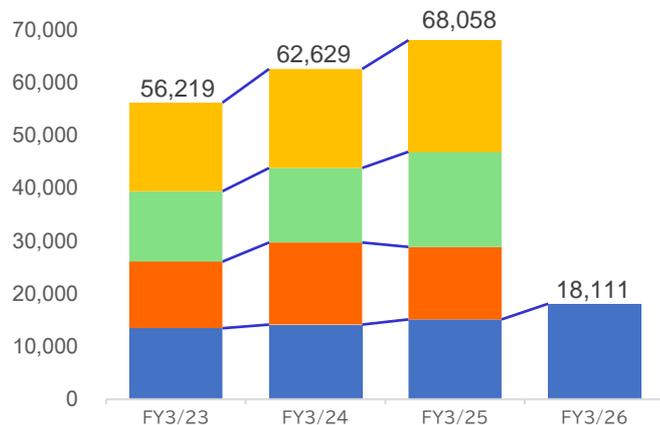
* Amounts are rounded down to the nearest million yen

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

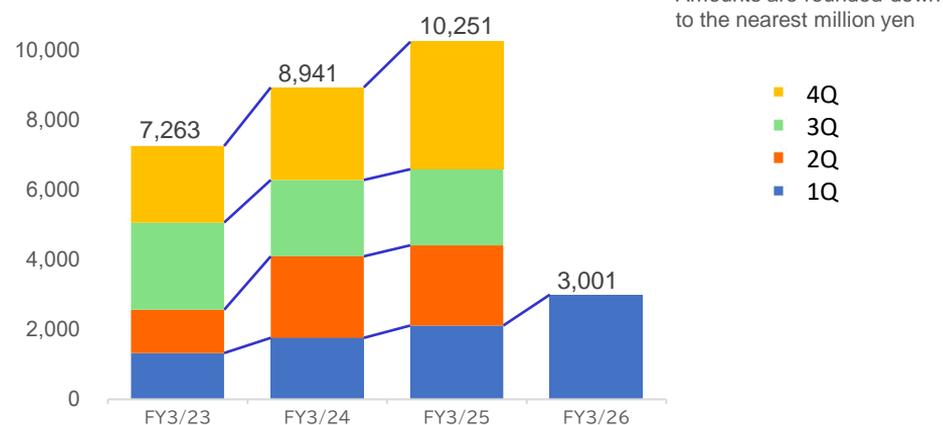
| | | | |
|--------------------------------------|---|---|--|
| Assets 126,215 (-5,294) | Current assets 76,543 (-5,114) | Current liabilities 20,687 (- 5,141) | Liabilities 30,379 (-5,278) |
| | Non-current assets 49,672 (-180) | Non-current liabilities 9,692 (-136) | |
| | | Equity 94,319 (-80) | Net assets 95,836 (-16) |
| | | Non-controlling interests 1,517 (+65) | |

Equity-to-asset ratio: 74.7%

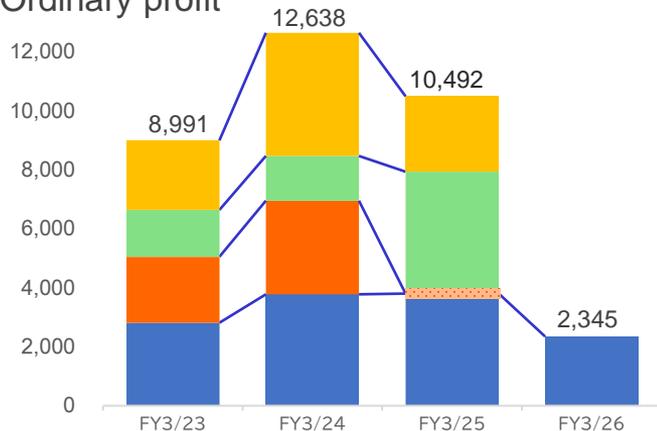
• Net sales



• Operating profit



• Ordinary profit

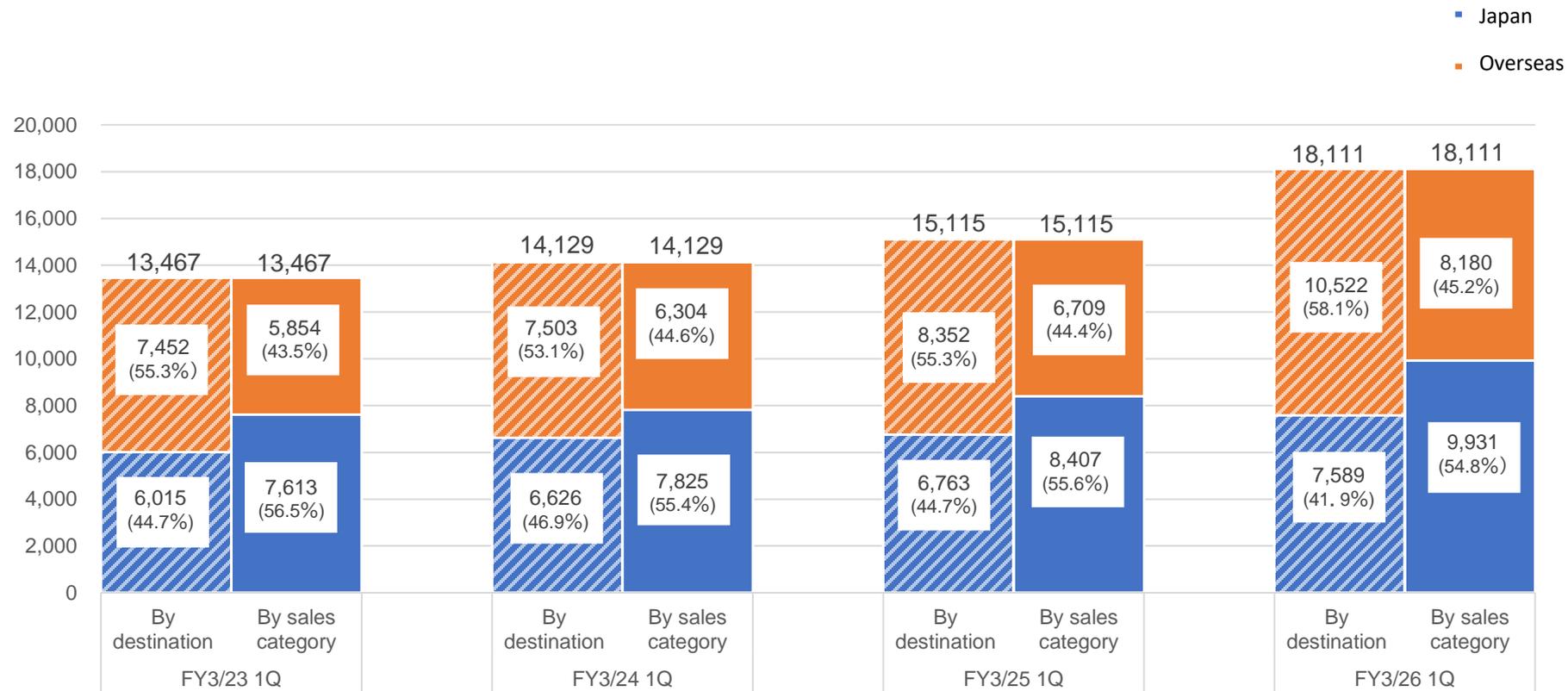


* Ordinary profit : FY3/26 1Q : ¥3,801 million. 2Q : -¥82 million.

Point

Reference: Exchange rates

June 2024: ¥161.03 (March 2024: ¥151.33)
June 2025: ¥144.81 (March 2025: ¥149.53)



* By destination = Sales by customer region

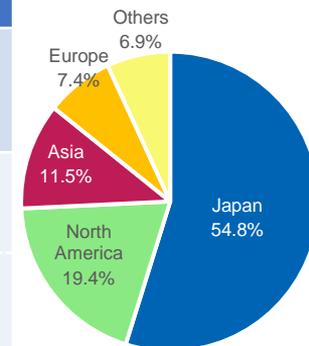
(¥ million)
* Amounts are rounded down to the nearest million yen

Point

- Japan: Net sales up, segment profit up
- Overseas: Net sales up, segment profit down in North America
Net sales up, segment profit down in Asia
In the European region, segment profit was -¥105 million due to the recording of goodwill amortization and amortization of customer-related intangible assets
Net sales slightly down, segment profit up in other regions

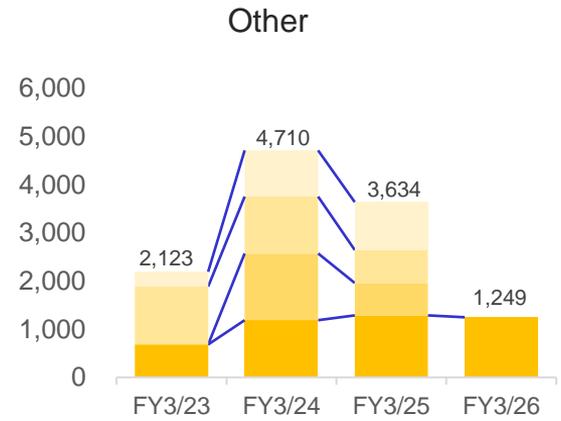
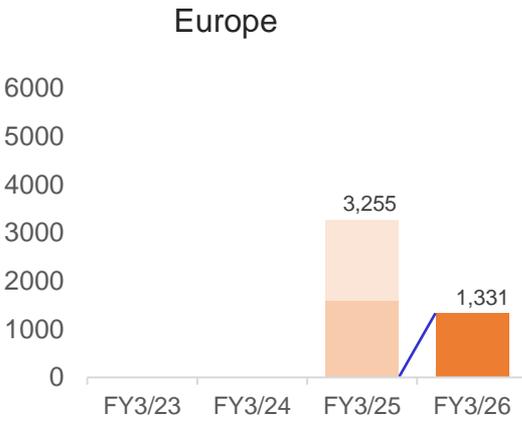
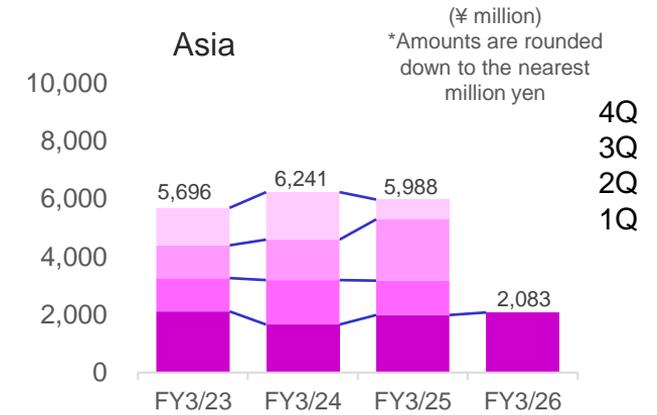
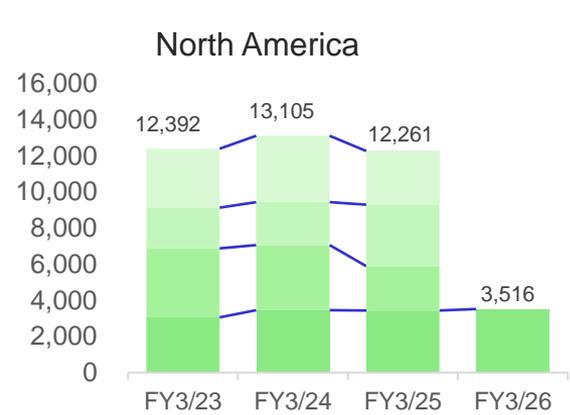
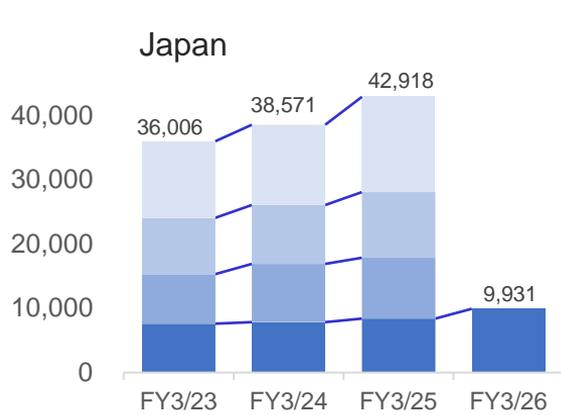
| (¥ million) | Japan | North America | Asia | Europe | Others | Adjustments | Total |
|----------------------------------|--------------------------|------------------------|------------------------|--------------|-------------------------|---------------|--------------------------|
| Net sales (YoY change) | 13,189 (13.1%) | 3,516 (2.4%) | 3,948 (4.8%) | 1,403 | 1,855 (-6.9%) | -5,802 | 18,111 (19.8%) |
| Sales to external customers | 9,931 | 3,516 | 2,083 | 1,331 | 1,249 | — | 18,111 |
| Internal sales or transfers | 3,258 | — | 1,865 | 72 | 606 | - 5,802 | — |
| Segment profit | 2,254 | 405 | 423 | -105 | 435 | -412 | 3,001 |

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.



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

Stock split

The Company will split its common shares held by shareholders recorded or registered in the final shareholder register on the record date of September 30, 2025 at a ratio of two shares for every one share, effective October 1, 2025.

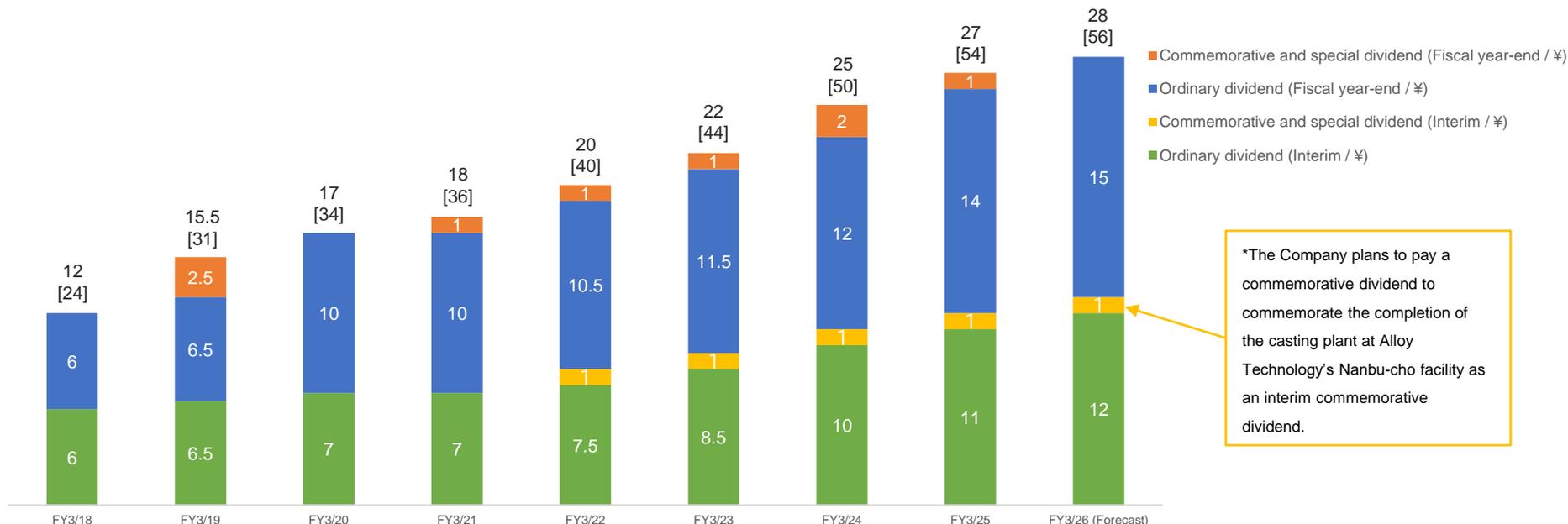
Purpose of the stock split

The Company is performing the stock split to lower the amount per investment unit with the aim of improving the liquidity of its shares and further expanding its investor base.

Stock liquidity

May 2025 to July 2025

| | High Price (¥) | Low Price (¥) | Closing Price (¥) | Volume (Shares) |
|--------------------|-------------------|------------------|----------------------|--------------------|
| 3-month average | 3,683 | 3,580 | 3,629 | 31,100 |



*The Company plans to pay a commemorative dividend to commemorate the completion of the casting plant at Alloy Technology's Nanbu-cho facility as an interim commemorative dividend.

Continuation of a stable dividend

Notes:

- Revisions to the forecast of cash dividends most recently announced: Yes
- The Company plans to 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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