

Results of Operations for the First Quarter of the Fiscal Year Ending March 31, 2026 (FY3/26)

August 8, 2025



IWAKI

IWAKI CO.,LTD.

Stock code: 6237
Trade name: Iwaki Pump

Financial Summary

Sales were unchanged but gross profit decreased because of a higher cost of sales ratio.

Only a small change in SG&A expenses, but operating profit, ordinary profit and profit attributable to owners of parent decreased.

		1Q FY3/25	1Q FY3/26		
		Amount (Millions of yen)	Amount (Millions of yen)	Differences	YoY change
Net sales		11,220	11,246	26	+0.2%
Gross profit (Gross margin)		4,617 (41.1%)	4,507 (40.1%)	-109	-2.4%
Operating profit (Operating margin)		1,431 (12.8%)	1,285 (11.4%)	-145	-10.2%
Ordinary profit		1,666	1,555	-111	-6.7%
Profit attributable to owners of parent		1,089	1,013	-75	-6.9%
Net income per share (Yen)		49.34	45.83	-3.51	-7.1%
Exchange rate (average)	USD/JPY (Yen)	148.62	152.56		
	EUR/JPY (Yen)	161.32	160.55		
	HKD/JPY (Yen)	19.00	19.61		
	CNY/JPY (Yen)	20.63	20.94		

1

Sales: Performance was strong in the water treatment category. Still waiting for the semiconductor/liquid crystal category to start recovering

- Record-high quarterly sales in the United States as a result of strong sales in the water treatment category.
- Sales were strong in the chemicals category in the United States and Europe.
- Sluggish sales continued in the semiconductor/liquid crystal category, but recovery has started in Taiwan.
- Strong performance in Asia due to the start of recovery in Taiwan and strength of the water treatment and chemicals categories in Malaysia

2

Operating profit: Decreased because inventory adjustments raised the cost of sales ratio

- Gross profit was down 2.4% from one year earlier because of an increase in the cost of sales ratio, driven by inventory withdrawals and subsequent production adjustments.
- Although SG&A expenses were unchanged, operating profit was down 10.2% because of the higher cost of sales ratio.

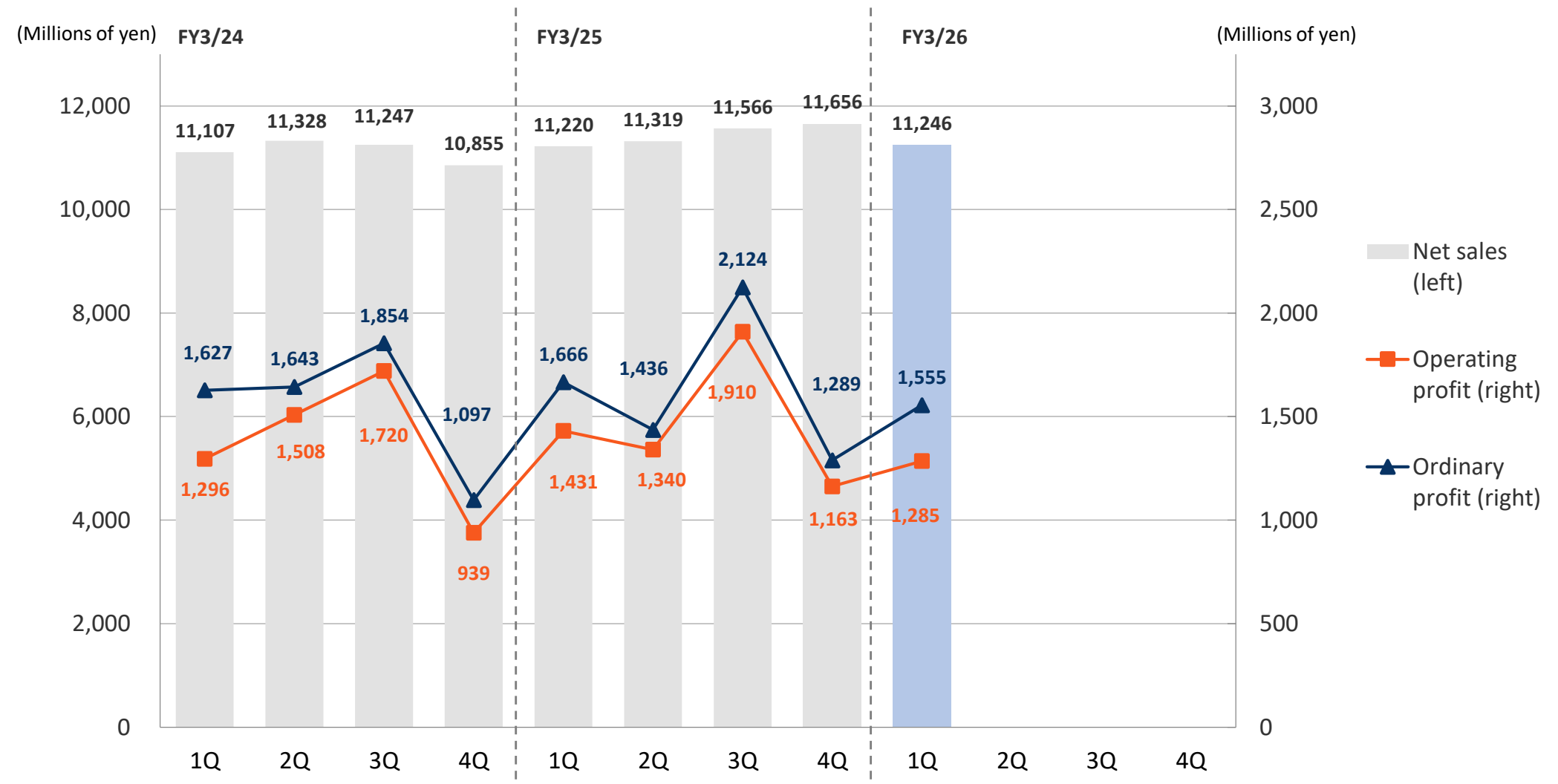
3

Profit attributable to owners of parent: A smaller decline because of the increase in equity method income

- Higher equity method income, mainly due to earnings in Taiwan, contributed to ordinary profit and profit attributable to owners of parent, which decreased 6.9%.

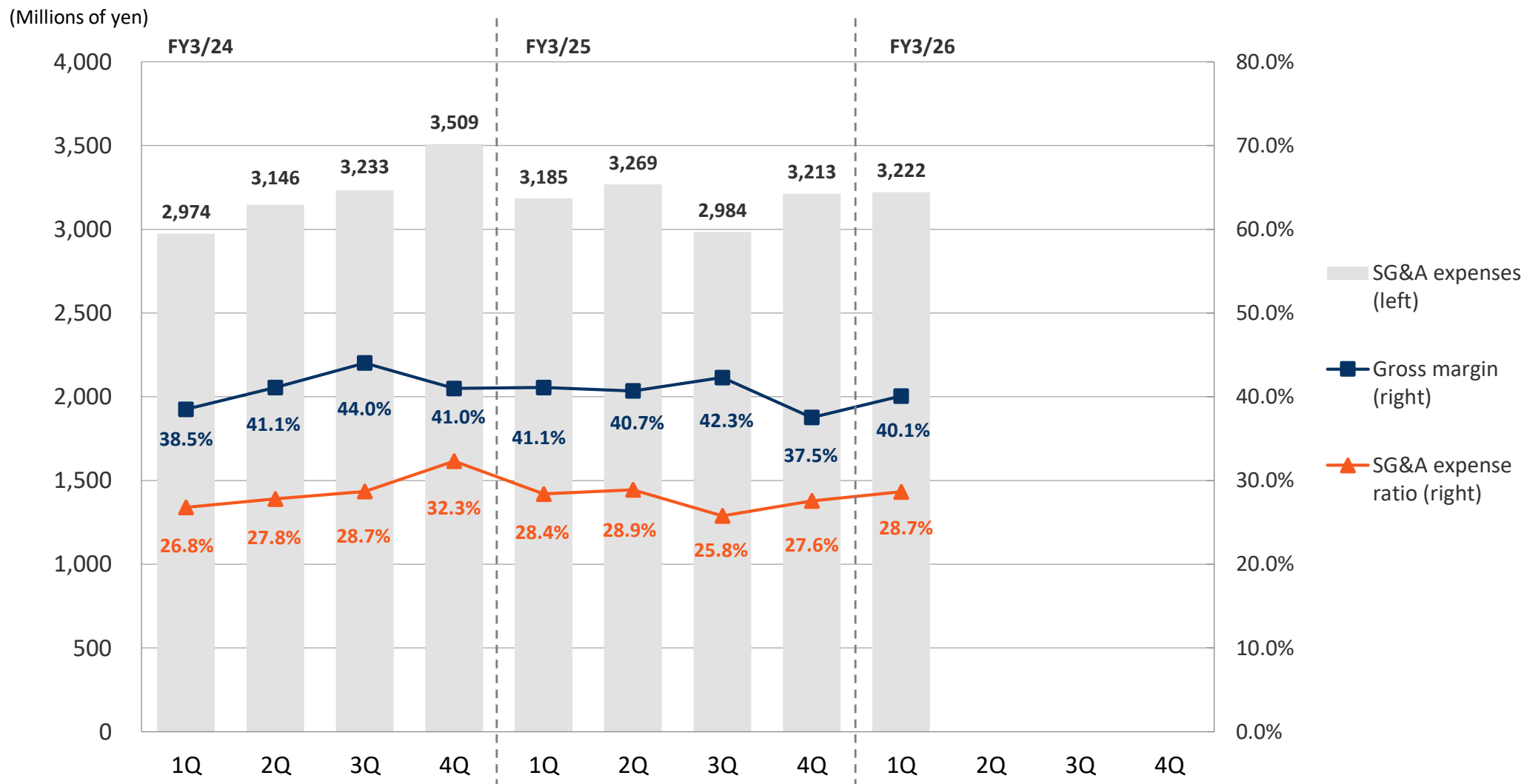
Net Sales and Operating Profit (Quarterly)

The higher cost of sales ratio brought down operating profit as sales were unchanged.









Gross Margin and SG&A Expense Ratio (Quarterly)

Gross margin decreased from one year earlier because of an increase in the cost of sales ratio, driven by inventory withdrawals and subsequent production adjustments. SG&A expenses were generally about the same as one year earlier.



Market Overview for Product Categories

Sold in many markets	Major pump applications	Magnetic drive pumps 	Metering pumps 	Pneumatic drive pumps 	Rotary displacement pumps 	Air pumps 	Systems products 
Semiconductor/liquid crystal	Semiconductor production equipment, etc.	●	○	●			○
Medical equipment	Dialysis equipment and clinical trial equipment, etc.	○	○		●	●	○
Surface treatment equipment	Printed circuit board manufacturing equipment, electronic component manufacturing, etc.	●	○				○
Chemicals	Liquid chemical manufacturing, etc.	●	○		○		○
Water treatment	Water purification plant, wastewater treatment, cooling towers, etc.	○	●		○	○	○
New energy	Renewable energy, rechargeable battery production, etc.	○	○		●		○
Others (Food, paper, others)	Food cleansing, cooling applications, etc.	○	○		●	○	○

* A filled circle means major pumps in each market.

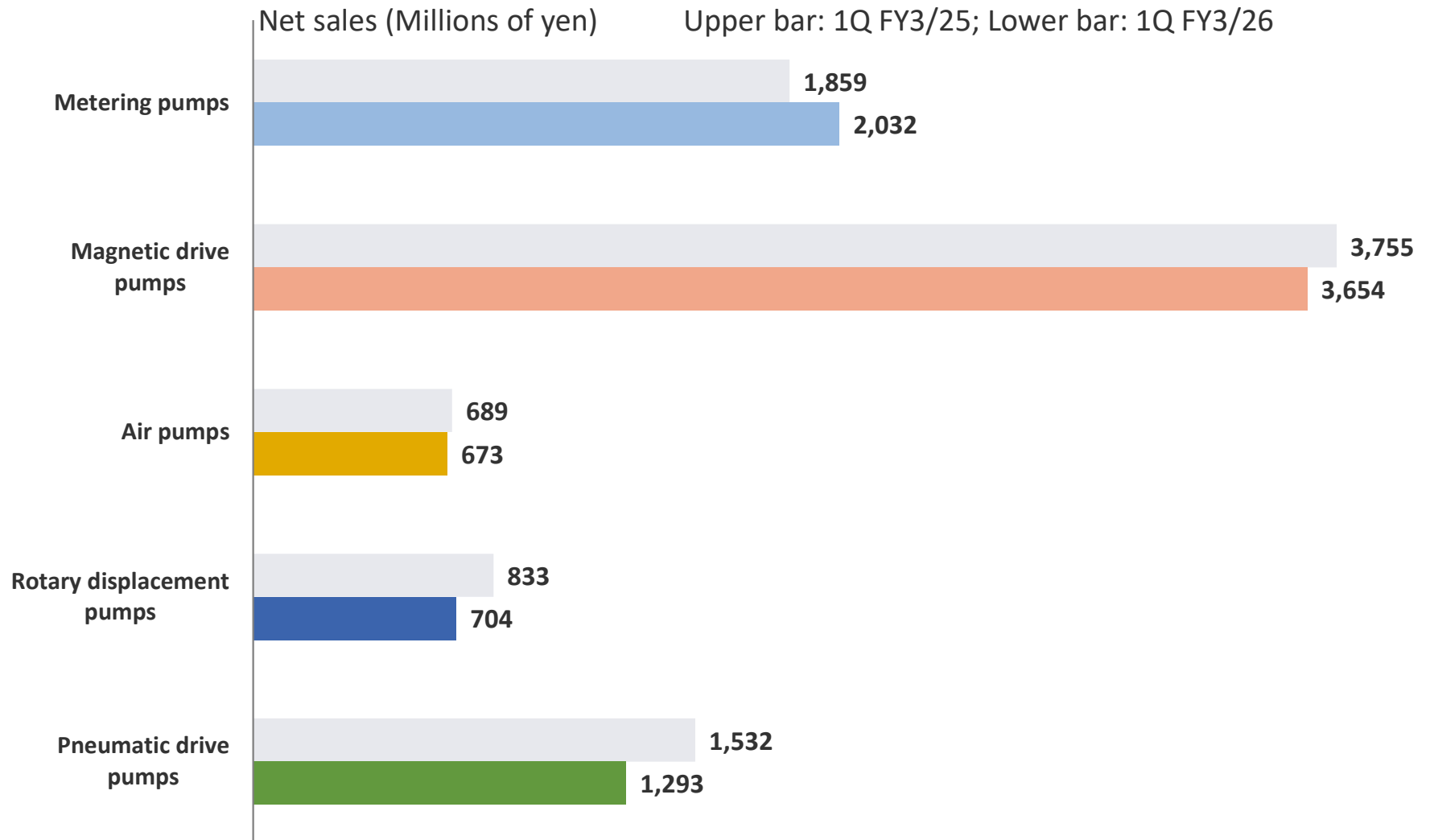
Profitability of Products

Profitability

High



Low



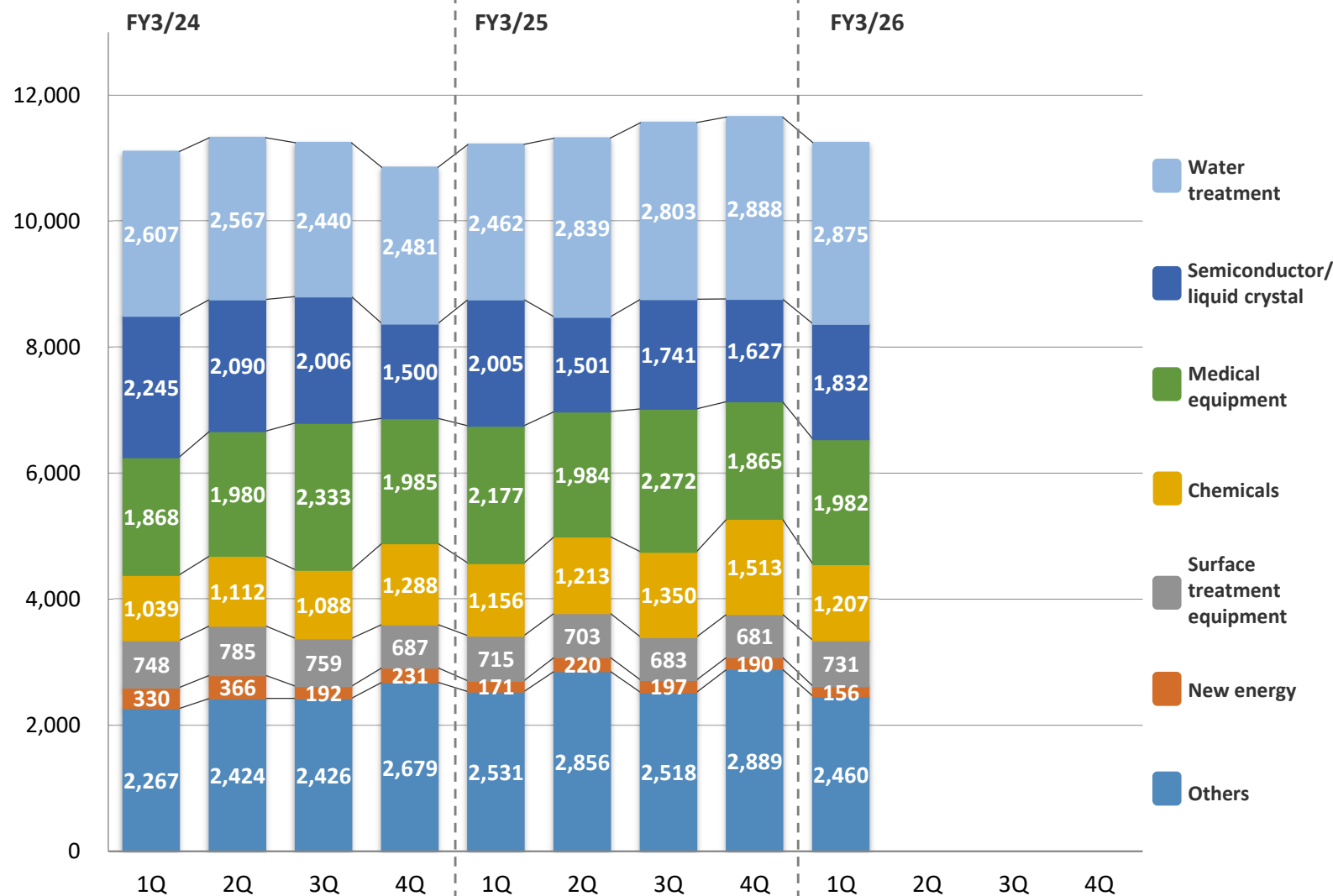
*Excluding systems products, purchased products and other

Market Category Sales

In the water treatment category, sales were strong in the United States.

In the semiconductor/liquid crystal category, signs of a recovery emerged as sales were higher than in the previous quarter. However, this is not yet the beginning of a full-scale recovery. Category sales were down from one year earlier.

(Millions of yen)

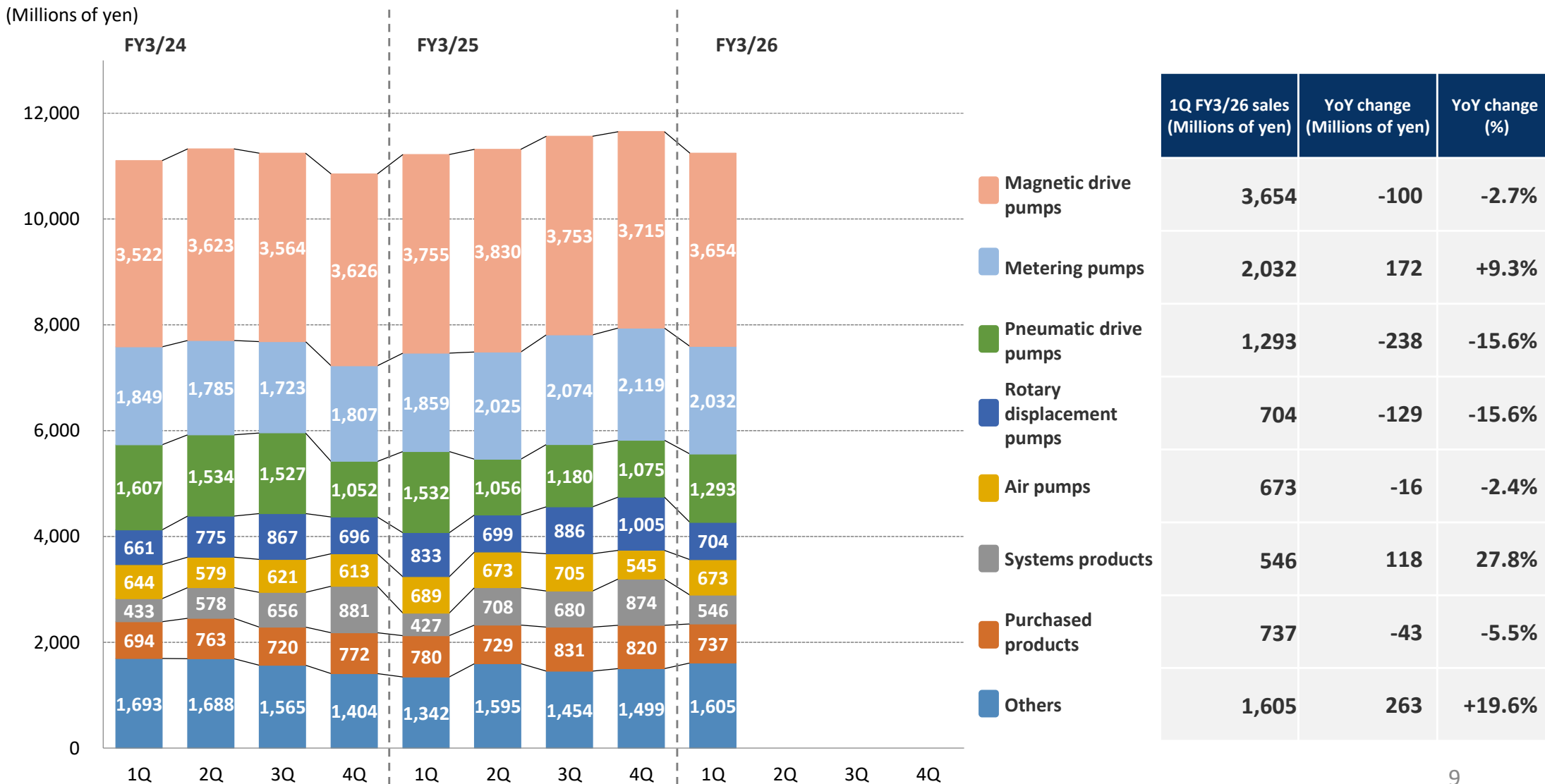


1Q FY3/26 sales (Millions of yen)	YoY change (Millions of yen)	YoY change (%)
2,875	413	+16.8%
1,832	-173	-8.6%
1,982	-194	-8.9%
1,207	50	+4.3%
731	15	+2.2%
156	-14	-8.7%
2,460	-70	-2.8%

Product Category Sales

Reflecting sales growth in the water treatment category, sales of metering pumps, which are used mainly in this category, were higher.

Weak demand in the semiconductor/liquid crystal category was responsible for lower sales of pneumatic drive pumps.



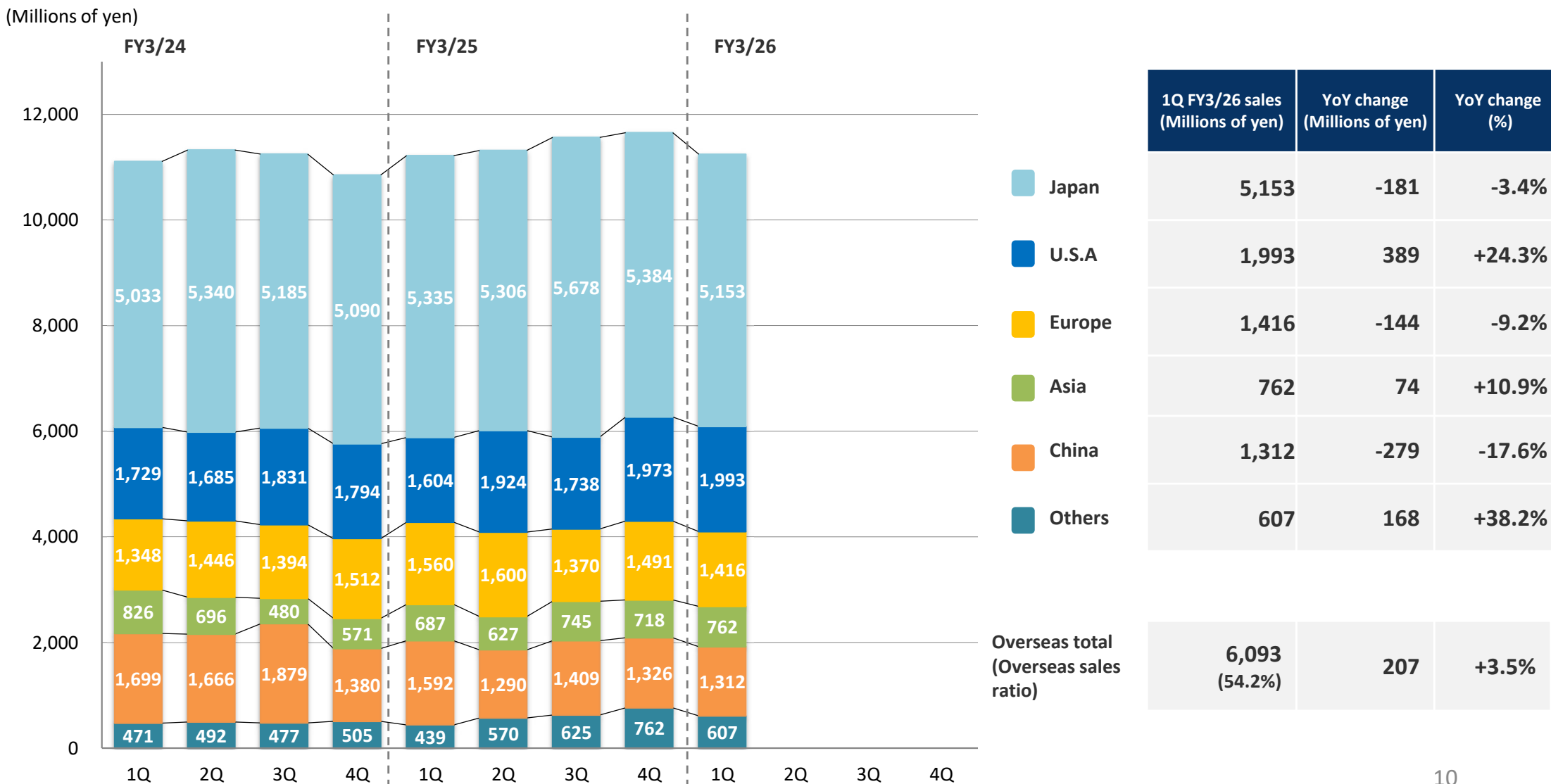
Regional Sales



Big increase in U.S. sales from one year earlier due to strong sales in the core water treatment category.

Sales remained sluggish in China primarily in the semiconductor/liquid crystal and medical equipment categories.

In Asia, sales were higher than one year earlier as recovery has begun in Taiwan.



Forecast sales growth based on the outlook for growth to continue in the water treatment and medical equipment categories and for a recovery of the semiconductor/liquid crystal category.

Although SG&A expenses are expected to increase due to higher R&D expenses and other reasons, higher earnings are forecast at all levels as the income tax rate remains average.

		FY3/25	FY3/26 (Forecast)		
		Amount (Millions of yen)	Amount (Millions of yen)	Differences	YoY change
Net sales		45,763	48,439	2,675	+5.8%
Gross profit (Gross margin)		18,498 (40.4%)	19,745 (40.8%)	1,246	+6.7%
Operating profit (Operating margin)		5,845 (12.8%)	6,159 (12.7%)	314	+5.4%
Ordinary profit		6,517	6,601	84	+1.3%
Profit attributable to owners of parent		4,468	4,788	320	+7.2%
Net income per share (Yen)		202.15	215.82	13.68	+6.8%
Return on equity (ROE)		12.6%	12.2%	-	(-0.4pt)
Exchange rate (average)	USD/JPY (Yen)	151.69	148.00		
	EUR/JPY (Yen)	164.04	162.00		
	CNY/JPY (Yen)	21.03	21.30		



The Heart of Industry

We will continue to support industries at the forefront to contribute to the development of society and the happiness of people

For more information:
General Affairs Department,
General Affairs Head Office,
IWAKI CO.,LTD.

E-mail: ir@iwakipumps.jp

Operating hours: 9:00 to 17:30

(Except Saturdays, Sundays, public holidays, and other business holidays)

- This presentation was prepared by IWAKI to provide information to investors about business operations.
- Information in this presentation is based on reasonable judgments by IWAKI using generally accepted views of economic, social and other factors as of August 8, 2025. This information may have to be revised without prior notice in the event of a change in the business climate or some other event.
- The information in this presentation includes forward-looking statements. These statements are current outlooks, forecasts and assumptions that include risk and incorporate uncertainties that may cause actual performance to differ from these statements.
- Risk factors and other uncertainties include but are not limited to items related to the Japanese and global economies, such as changes in business and market conditions and in interest rates and exchange rates.
- IWAKI has no obligation to update or revise the forward-looking statements in this presentation even if there is new information, a significant event or some other reason for a change.
- This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.
- IWAKI assumes no responsibility for this translation or for direct, indirect or any other forms of damages arising from the translation.