



**Financial Results for Fiscal 2018,
(April 1, 2017 - March 31, 2018)
Reference Data**

Consolidated Sales Results (Fiscal 2018)

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(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	347,071	202,387	88,364	19,084	9,499	27,735
YOY change	105%	108%	100%	106%	104%	105%
FY2017	330,256	188,202	88,456	17,952	9,122	26,521



Parent Company	201,936	112,561	59,509	9,535	2,308	18,021
YOY change	102%	103%	97%	107%	88%	108%
FY2017	198,870	109,258	61,359	8,945	2,629	16,677
Domestic subsidiaries	125,536	52,280	19,128	678	1,501	51,946
YOY change	101%	101%	90%	101%	93%	105%
FY2017	124,806	51,822	21,139	669	1,609	49,564
Overseas subsidiaries	169,125	104,149	29,809	13,116	7,689	14,360
YOY change	113%	118%	105%	107%	107%	102%
FY2017	149,917	88,082	28,368	12,212	7,206	14,047
Total	496,597	268,992	108,448	23,329	11,498	84,328
YOY change	105%	108%	98%	107%	100%	105%
FY2017	473,595	249,163	110,868	21,827	11,445	80,290

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2018)

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(Millions of yen)

	Total	YOY change	Water heaters	YOY change	Kitchen appliances	YOY change	Air conditioning appliances	YOY change	Commercial -use equipment	YOY change	Others	YOY change
Rinnai America	27,738	118% (116%)	25,227	120%			1,946	95%	247	128%	317	120%
Rinnai Australia	23,585	110% (104%)	9,670	108%			9,715	109%	1,533	110%	2,666	115%
Shanghai Rinnai	45,969	123% (122%)	40,501	127%	3,901	94%					1,566	120%
Rinnai Korea	34,905	108% (103%)	18,899	111%	8,794	112%	216	131%	4,273	103%	2,721	89%
Rinnai Indonesia	12,041	106% (104%)			10,730	105%			1,118	124%	192	102%

Note: (on a local currency basis)

Consolidated Income Results (Fiscal 2018)

(Millions of yen)

	Net sales	Operating income	%of net sales	Ordinary income	%of net sales	Net income attributable to owners of the parent company	%of net sales
Consolidated amounts	347,071	32,849	9.5%	34,286	9.9%	21,194	6.1%
YOY change	105%	96%		97%		95%	
FY2017	330,256	34,056	10.3%	35,280	10.7%	22,322	6.8%



Parent Company	201,936	15,378	7.6%	18,466	9.1%	13,850	6.9%
YOY change	102%	82%		86%		85%	
FY2017	198,870	18,814	9.5%	21,512	10.8%	16,215	8.2%
Domestic subsidiaries	125,536	2,749	2.2%	2,924	2.3%	2,069	1.6%
YOY change	101%	76%		76%		102%	
FY2017	124,806	3,626	2.9%	3,837	3.1%	2,029	1.6%
Overseas subsidiaries	169,125	14,765	8.7%	15,555	9.2%	11,673	6.9%
YOY change	113%	119%		119%		124%	
FY2017	149,917	12,453	8.3%	13,060	8.7%	9,411	6.3%
Total	496,597	32,893	6.6%	36,946	7.4%	27,593	5.6%
YOY change	105%	94%		96%		100%	
FY2017	473,595	34,894	7.4%	38,409	8.1%	27,655	5.8%

Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2018)

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(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	27,738	118%	2,207	8.0%	2,219	8.0%	1,254	4.5%
Rinnai Australia	23,585	110%	1,803	7.6%	1,847	7.8%	1,208	5.1%
Shanghai Rinnai	45,969	123%	5,133	11.2%	5,223	11.4%	4,283	9.3%
Rinnai Korea	34,905	108%	727	2.1%	802	2.3%	499	1.4%
Rinnai Indonesia	12,041	106%	1,952	16.2%	2,209	18.3%	1,720	14.3%

Overseas Consolidated Subsidiaries: FX Impact

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*Below shows difference between actual Fiscal 2018 local-currency results and results if previous year's exchange rates were used.

<div style="border-left: 1px solid black; border-right: 1px solid black; border-top: 1px solid black; border-bottom: 1px solid black; padding: 5px;"> FX impact: ¥ millions Rate: ¥ </div>	FX impact	Currency	FY2017 avg. rate	FY2018 avg. rate	FY2018 assumed rate	Composition of overseas sales
Rinnai America	515	USD	110.298	112.385	110.000	17.3%
Rinnai Australia	1,193	AUD	81.688	86.062	80.000	14.6%
Shanghai Rinnai	215	RMB	16.558	16.639	16.500	27.5%
Rinnai Korea	1,582	KRW	0.095	0.100	0.098	20.9%
Rinnai Indonesia	205	IDR	0.008	0.008	0.009	7.2%
Others	1,251					12.4%
Total	4,961					100.0%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2018)

(Millions of yen)

Capital Expenditures	FY2017 Results		FY2018 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	10,969	5,088	9,336	5,648
Domestic subsidiaries	1,943	2,043	2,515	2,129
Oversea subsidiaries	7,751	3,043	4,253	3,514
Total	20,664	10,174	16,105	11,292
(Including molds)	3,004	3,354	3,580	3,426

R&D Expenses	FY2017 Results		FY2018 Results	
	Parent Company	7,311	7,059	
Consolidated subsidiaries	2,028	2,859		
Total	9,340	9,918		

Nonconsolidated Sales Results (Fiscal 2018)

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Domestic Sales + Export

		Sales Volume		Sales Amount		FY2017	
		Thousand Units	YOY change	Millions of Yen	YOY change	Sales Volume (Thousand Units)	Sales Amount (Millions of yen)
Water heaters	Simple hot-water units [Heating units]	1,257	105%	42,029 [39,790]	107% 107%	1,202	39,194 [37,293]
	Bath-filling units [Heating units]	553	99%	34,670 [31,347]	98% 99%	558	35,320 [31,657]
	Hot-water/heating systems [Heating units]	164	105%	29,922 [14,602]	103% 104%	156	29,092 [14,007]
	Others	222	102%	5,939	105%	218	5,651
	Sub-total	2,197	103%	112,561	103%	2,135	109,258
	Kitchen appliances	Cooking stoves	1,170	94%	14,893	97%	1,241
Built-in gas stoves		742	95%	30,889	95%	783	32,506
Others		480	97%	13,727	102%	497	13,472
Sub-total		2,392	95%	59,509	97%	2,521	61,359
Air conditioning appliances	Fan heaters	226	107%	4,325	107%	211	4,046
	Others	85	104%	5,210	106%	82	4,898
	Sub-total	312	106%	9,535	107%	293	8,945
Commercial-use equipment		69	80%	2,308	88%	87	2,629
Others		69	86%	18,021	108%	80	16,677
Total		5,042	99%	201,936	102%	5,118	198,870
Export		[1,326]	97%	[41,153]	106%	[1,363]	[38,807]

Note: Hybrid Hot-Water Unit is included in "Hot-water/heating systems"

Nonconsolidated Sales Results (Fiscal 2018)

Domestic Sales (excluding Export)

		Sales Volume		Sales Amount		FY2017	
		Thousand Units	YOY change	Millions of Yen	YOY change	Sales Volume (Thousand Units)	Sales Amount (Millions of yen)
Water heaters	Simple hot-water units	483	105%	15,441	107%	461	14,435
	[Heating units]			[13,601]	105%		[12,914]
	Bath-filling units	553	99%	34,650	98%	558	35,296
	[Heating units]			[31,347]	99%		[31,657]
	Hot-water/heating systems	164	105%	29,901	103%	156	29,076
	[Heating units]			[14,602]	104%		[14,007]
	Others	222	102%	5,908	105%	218	5,634
	Sub-total	1,424	102%	85,901	102%	1,394	84,442
Kitchen appliances	Cooking stoves	871	94%	12,714	93%	924	13,605
	Built-in gas stoves	688	95%	29,657	95%	722	31,178
	Others	398	101%	13,237	103%	395	12,845
	Sub-total	1,959	96%	55,609	96%	2,041	57,630
Air conditioning appliances	Fan heaters	203	108%	3,627	107%	188	3,378
	Others	37	102%	2,420	102%	36	2,368
	Sub-total	241	107%	6,047	105%	225	5,746
Commercial-use equipment		48	91%	1,896	92%	53	2,051
Others		41	107%	11,327	111%	39	10,192
Total		3,715	99%	160,782	100%	3,754	160,063

Note : Hybrid Hot-Water Unit is included in “Hot-water/heating systems”

Consolidated Income Projections (Fiscal 2019)

(Millions of yen)

		Net sales	Operating income	%of net sales	Ordinary income	%of net sales	Net income attributable to owners of the parent company	%of net sales
Consolidated amounts	1st half	163,000	15,000	9.2%	15,800	9.7%	9,700	6.0%
	YOY change	102%	108%		105%		103%	
	Full year	360,000	36,000	10.0%	37,300	10.4%	23,000	6.4%
	YOY change	104%	110%		109%		109%	



Parent company	Full year	212,500	17,000	8.0%	21,000	9.9%	15,500	7.3%
	YOY change	105%	111%		114%		112%	
Domestic subsidiaries	Full year	124,087	3,164	2.6%	3,338	2.7%	2,350	1.9%
	YOY change	99%	115%		114%		114%	
Overseas subsidiaries	Full year	187,981	17,113	9.1%	17,708	9.4%	13,519	7.2%
	YOY change	111%	116%		114%		116%	
Total	Full year	524,568	37,278	7.1%	42,046	8.0%	31,370	6.0%
	YOY change	106%	113%		114%		114%	

Main Overseas Consolidated Subsidiaries Income Projections (Fiscal 2019)

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(Millions of yen)

	FY2018 Results			FY2019 Projection				
	Net sales	Operating income	%of net sales	Net sales	YOY change	Operating income	YOY change	%of net sales
Rinnai America	27,738	2,207	8.0%	32,000	115%	2,377	108%	7.4%
Rinnai Australia	23,585	1,803	7.6%	24,042	102%	2,139	119%	8.9%
Shanghai Rinnai	45,969	5,133	11.2%	53,010	115%	5,419	106%	10.2%
Rinnai Korea	34,905	727	2.1%	37,000	106%	1,500	206%	4.1%
Rinnai Indonesia	12,041	1,952	16.2%	12,407	103%	1,835	94%	14.8%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2019)

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(Millions of yen)

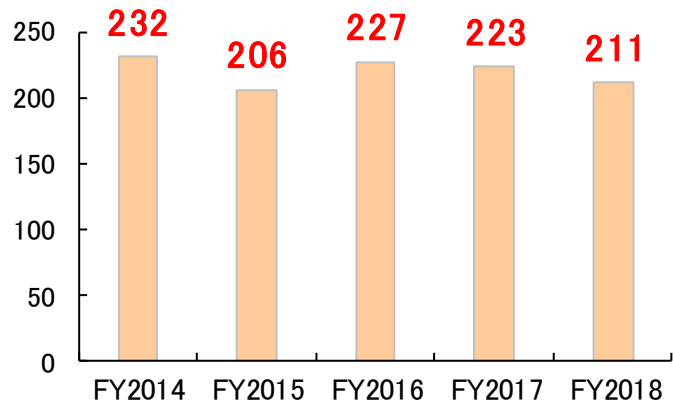
Capital Expenditures	FY2018 Results		FY2019 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	9,336	5,648	9,100	6,700
Domestic subsidiaries	2,515	2,129	2,900	2,200
Oversea subsidiaries	4,253	3,514	7,300	4,000
Total	16,105	11,292	19,300	12,900
(Including moids)	3,580	3,426	4,988	4,421

R&D Expenses	FY2018 Results		FY2019 Projection	
	Parent Company	7,059		7,500
Consolidated subsidiaries	2,859		2,700	
Total	9,918		10,200	

Consolidated ROE Change

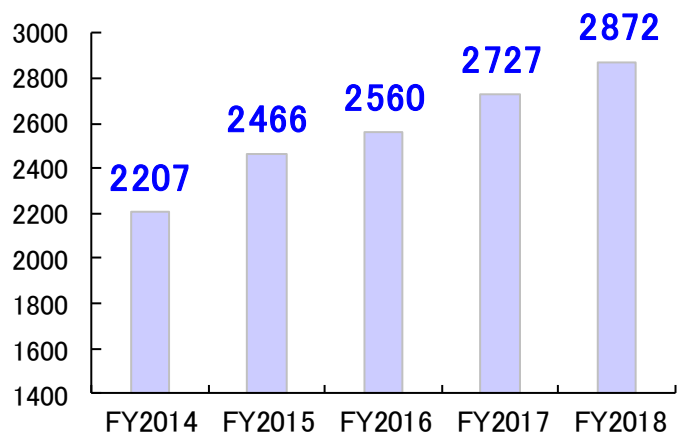
Net Income

(100 millions of yen)



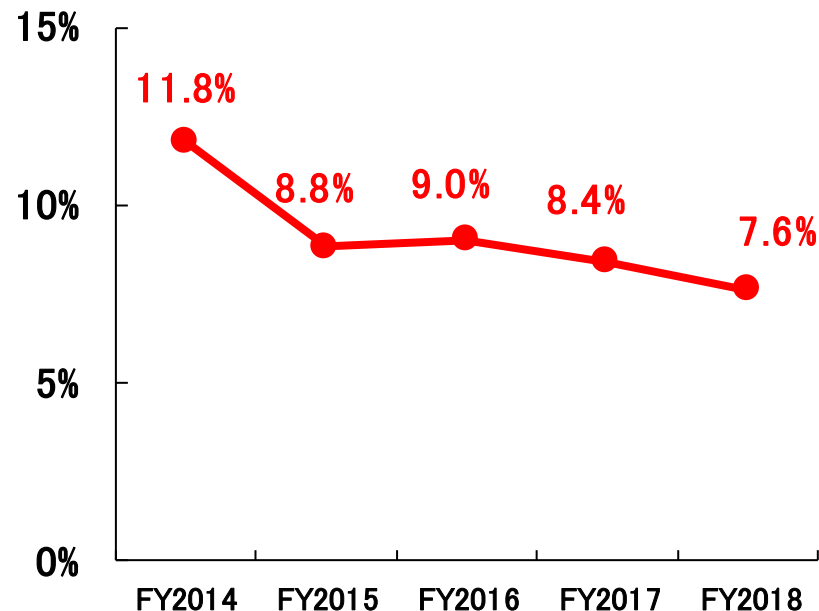
Equity Capital

(100 millions of yen)



Consolidated ROE

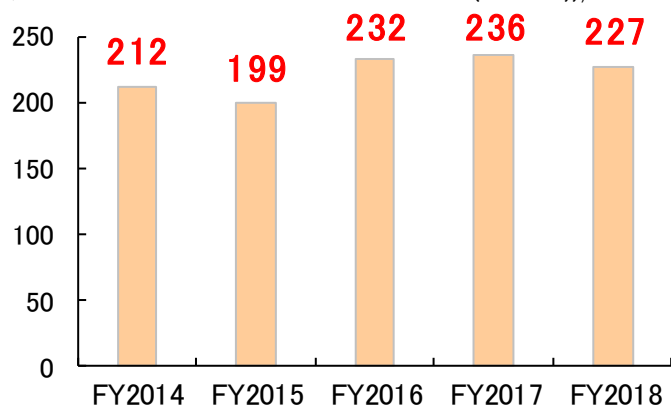
※ $ROE = \text{Net Income} \div \{ (\text{Current year Equity capital} + \text{Prior year Equity capital}) \div 2 \}$



Consolidated ROIC Change

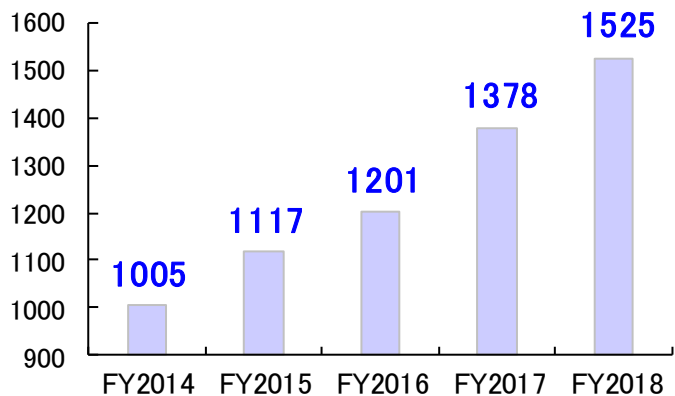
NOPLAT

(100 millions of yen) ※NOPLAT=operating profit × (1 - effective tax rate 30.6%)
 Note) Effective tax rate = 37.6% (FY2014), 35.3% (FY2015), 32.7% (FY2016), 30.6% (FY2017),



Invested Capital

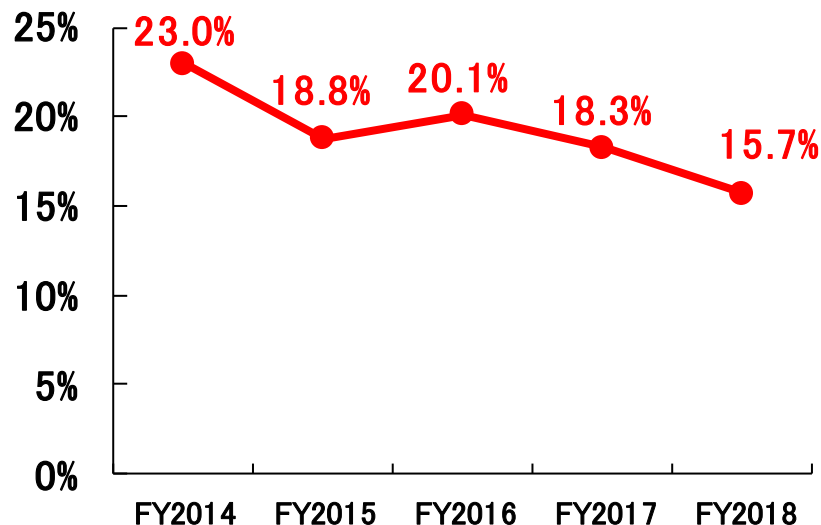
(100 millions of yen) ※Invested Capital=Accounts receivable+Inventories +Fixed Assets -Accounts payable



Note) Fixed Assets include only intangible and tangible fixed assets

Consolidated ROIC

※ ROIC=NOPLAT ÷ [(Current year invested capital + Prior year Invested capital) ÷ 2]



Rinnai

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Performance forecasts and other future-oriented predictions contained in these materials are based on the Company's judgments using available information. Actual results may differ from such forecasts and predictions due to changing future circumstances.