

Financial Results of Fiscal 2019, (April 1, 2018 - March 31, 2019) Reference Data


May 9, 2019

Rinnai Corporation

Rinnai

Consolidated Income Results (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	348,022	30,879	8.9%	33,318	9.6%	20,480	5.9%
YOY change	100%	94%		97%		97%	
FY2018	347,071	32,849	9.5%	34,286	9.9%	21,194	6.1%
							
Parent Company	206,015	14,602	7.1%	19,026	9.2%	14,175	6.9%
YOY change	102%	95%		103%		102%	
FY2018	201,936	15,378	7.6%	18,466	9.1%	13,850	6.9%
Domestic subsidiaries	122,181	2,748	2.2%	3,014	2.5%	2,087	1.7%
YOY change	97%	100%		103%		101%	
FY2018	125,536	2,749	2.2%	2,924	2.3%	2,069	1.6%
Overseas subsidiaries	175,756	13,640	7.8%	14,932	8.5%	11,510	6.5%
YOY change	104%	92%		96%		99%	
FY2018	169,125	14,765	8.7%	15,555	9.2%	11,673	6.9%
Total	503,953	30,991	6.1%	36,973	7.3%	27,773	5.5%
YOY change	101%	94%		100%		101%	
FY2018	496,597	32,893	6.6%	36,946	7.4%	27,593	5.6%


Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2019)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	30,390	110%	1,491	4.9%	1,481	4.9%	1,100	3.6%
Rinnai Australia	25,033	106%	1,720	6.9%	2,065	8.3%	1,459	5.8%
Shanghai Rinnai	47,511	103%	5,088	10.7%	5,319	11.2%	4,378	9.2%
Rinnai Korea	32,803	94%	102	0.3%	269	0.8%	242	0.7%
Rinnai Indonesia	12,840	107%	1,828	14.2%	2,076	16.2%	1,620	12.6%

Consolidated Sales Results (Fiscal 2019)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	348,022	202,630	88,322	19,642	8,452	28,974
YOY change	100%	100%	100%	103%	89%	104%
FY2018	347,071	202,387	88,364	19,084	9,499	27,735
						
Parent Company	206,015	116,810	58,852	9,139	2,226	18,986
YOY change	102%	104%	99%	96%	96%	105%
FY2018	201,936	112,561	59,509	9,535	2,308	18,021
Domestic subsidiaries	122,181	49,210	18,934	714	1,337	51,985
YOY change	97%	94%	99%	105%	89%	100%
FY2018	125,536	52,280	19,128	678	1,501	51,946
Overseas subsidiaries	175,756	110,131	30,746	13,791	6,708	14,379
YOY change	104%	106%	103%	105%	87%	100%
FY2018	169,125	104,149	29,809	13,116	7,689	14,360
Total	503,953	276,151	108,533	23,645	10,272	85,351
YOY change	101%	103%	100%	101%	89%	101%
FY2018	496,597	268,992	108,448	23,329	11,498	84,328

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2019)

(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	30,390	110% (111%)	27,800	110%			2,121	109%	143	58%	325	103%
Rinnai Australia	25,033	106% (111%)	11,658	121%			10,103	104%	424	28%	2,847	107%
Shanghai Rinnai	47,511	103% (103%)	40,953	101%	4,895	125%					1,662	106%
Rinnai Korea	32,803	94% (93%)	18,070	96%	7,833	89%	189	88%	4,351	102%	2,357	87%
Rinnai Indonesia	12,840	107% (115%)			11,414	106%			1,218	109%	207	108%

Note: (on a local currency basis)

Overseas Consolidated Subsidiaries: FX Impact

*Below shows difference between actual Fiscal 2019 local-currency results and results if previous year's exchange rates were used.

(FX impact: ¥ millions Rate: ¥)	FX impact	Currency	FY2018 avg. rate	FY2019 avg. rate	FY2019 assumed rate	Composition of overseas sales
	Rinnai America	(500)	USD	112.385	110.566	108.000
Rinnai Australia	(1,051)	AUD	86.062	82.579	85.000	14.9%
Shanghai Rinnai	146	RMB	16.639	16.692	17.100	27.4%
Rinnai Korea	377	KRW	0.0997	0.1009	0.1000	19.0%
Rinnai Indonesia	(932)	IDR	0.00841	0.00781	0.00800	7.3%
Others	(690)					13.3%
Total	(2,651)					100.0%

Income Results by Segment (Fiscal 2019)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2018	Fiscal 2019	YOY change	Fiscal 2018	Fiscal 2019	YOY change
Japan	186,779	180,821	97%	18,228	17,390	95%
United States	27,738	30,390	110%	2,207	1,491	68%
Australia	23,479	24,921	106%	1,580	1,509	96%
China	44,294	46,009	104%	5,045	4,989	99%
South Korea	34,739	32,953	95%	811	112	14%
Indonesia	11,486	12,136	106%	1,799	1,686	94%
Others	18,553	20,789	112%	2,878	3,344	116%
Total	347,071	348,022	100%	32,849	30,879	94%

Sales Results by Segment (Fiscal 2019)

(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
Japan	180,821	97%	94,640	94%	59,279	99%	6,378	98%	2,079	98%	18,442	105%
United States	30,390	110%	27,800	110%			2,121	109%	143	58%	325	103%
Australia	24,921	106%	11,643	120%			10,043	104%	424	28%	2,810	107%
China	46,009	104%	39,813	101%	4,890	126%					1,305	126%
South Korea	32,953	95%	17,260	96%	7,833	89%	187	88%	4,255	102%	3,416	95%
Indonesia	12,136	106%			10,819	105%			1,145	108%	171	109%
Others	20,789	112%	11,472	118%	5,498	103%	911	116%	404	102%	2,502	106%
Total	348,022	100%	202,630	100%	88,322	100%	19,642	103%	8,452	89%	28,974	104%

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

(Millions of yen)

Capital Expenditures

	FY2018 Results		FY2019 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	9,336	5,648	6,602	6,150
Domestic subsidiaries	2,515	2,129	1,728	2,057
Overseas subsidiaries	4,253	3,514	5,149	3,668
Total	16,105	11,292	13,481	11,876
(Including molds)	3,580	3,426	3,667	3,740

R&D Expenses

	FY2018 Results	FY2019 Results
Parent Company	7,059	7,031
Consolidated subsidiaries	2,859	2,471
Total	9,918	9,503

Nonconsolidated Sales Results (Fiscal 2019)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2018	
		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]	1,211	96%	42,437 [39,864]	101% 100%	1,257	42,029 [39,790]
	Bath-filling units [Heating units]	541	98%	33,842 [30,802]	98% 98%	553	34,670 [31,347]
	Hot-water/heating systems [Heating units]	198	121%	34,716 [17,750]	116% 122%	164	29,922 [14,602]
	Others	207	94%	5,813	98%	222	5,939
Sub-total		2,159	98%	116,810	104%	2,197	112,561
Kitchen appliances	Cooking stoves	1,138	97%	14,426	97%	1,170	14,893
	Built-in gas stoves	733	99%	30,442	99%	742	30,889
	Others	500	104%	13,983	102%	480	13,727
Sub-total		2,372	99%	58,852	99%	2,392	59,509
Air conditioning appliances	Fan heaters	198	88%	3,915	91%	226	4,325
	Others	85	99%	5,224	100%	85	5,210
Sub-total		284	91%	9,139	96%	312	9,535
Commercial-use equipment		70	101%	2,226	96%	69	2,308
Others		79	115%	18,986	105%	69	18,021
Total		4,966	98%	206,015	102%	5,042	201,936
Export		[1,358]	102%	[43,204]	105%	[1,326]	[41,153]

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

Nonconsolidated Sales Results (Fiscal 2019)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2018	
		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]	435	90%	14,842 [12,725]	96% 94%	483	15,441 [13,601]
	Bath-filling units [Heating units]	541	98%	33,826 [30,802]	98% 98%	553	34,650 [31,347]
	Hot-water/heating systems [Heating units]	198	121%	34,691 [17,747]	116% 122%	164	29,901 [14,602]
	Others	207	94%	5,776	98%	222	5,908
Sub-total		1,383	97%	89,136	104%	1,424	85,901
Kitchen appliances	Cooking stoves	833	96%	12,200	96%	871	12,714
	Built-in gas stoves	675	98%	29,232	99%	688	29,657
	Others	396	99%	13,407	101%	398	13,237
Sub-total		1,905	97%	54,841	99%	1,959	55,609
Air conditioning appliances	Fan heaters	182	90%	3,424	94%	203	3,627
	Others	38	102%	2,523	104%	37	2,420
Sub-total		221	92%	5,948	98%	241	6,047
Commercial-use equipment		47	98%	1,833	97%	48	1,896
Others		49	118%	11,052	98%	41	11,327
Total		3,607	97%	162,811	101%	3,715	160,782

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

Consolidated Income Projections (Fiscal 2020)

(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	164,000	11,500	7.0%	12,100	7.4%	7,700	4.7%
	YOY change	101%	93%		86%		87%	
	Full year	356,000	32,000	9.0%	34,000	9.6%	21,000	5.9%
	YOY change	102%	104%		102%		103%	



Parent company	Full year	207,000	15,000	7.2%	18,000	8.7%	13,500	6.5%
	YOY change	100%	103%		95%		95%	
Domestic subsidiaries	Full year	104,177	2,682	2.6%	2,846	2.7%	2,016	1.9%
	YOY change	85%	98%		94%		97%	
Overseas subsidiaries	Full year	188,373	15,130	8.0%	15,769	8.4%	11,902	6.3%
	YOY change	107%	111%		106%		103%	
Total	Full year	499,551	32,812	6.6%	36,615	7.3%	27,419	5.5%
	YOY change	99%	106%		99%		99%	

Main Overseas Consolidated Subsidiaries Income Projections (Fiscal 2020)

(Millions of yen)

	FY2019 Results			FY2020 Projection				
	Net sales	Operating income	%of net sales	Net sales	YOY change	Operating income	YOY change	%of net sales
Rinnai America	30,390	1,491	4.9%	33,972	112%	2,384	160%	7.0%
Rinnai Australia	25,033	1,720	6.9%	24,392	97%	1,372	80%	5.6%
Shanghai Rinnai	47,511	5,088	10.7%	48,177	101%	4,335	85%	9.0%
Rinnai Korea	32,803	102	0.3%	33,907	103%	763	743%	2.3%
Rinnai Indonesia	12,840	1,828	14.2%	13,333	104%	2,073	113%	15.6%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2020)

(Millions of yen)

Capital Expenditures

	FY2019 Results		FY2020 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	6,602	6,150	8,300	5,800
Domestic subsidiaries	1,728	2,057	2,900	2,100
Oversea subsidiaries	5,149	3,668	6,600	3,600
Total	13,481	11,876	17,800	11,500
(Including molds)	3,667	3,740	3,469	3,462

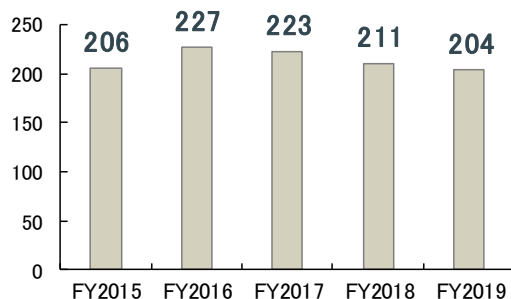
R&D Expenses

	FY2019 Results	FY2020 Projection
Parent Company	7,031	7,800
Consolidated subsidiaries	2,471	2,300
Total	9,503	10,100

Consolidated ROE Change

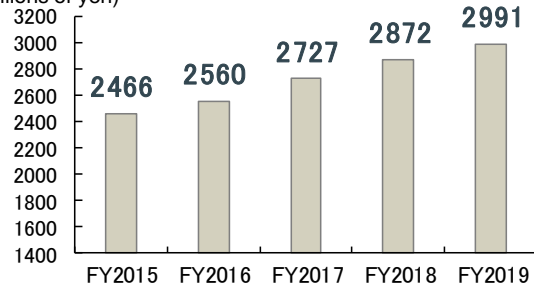
Net Income

(100 millions of yen)



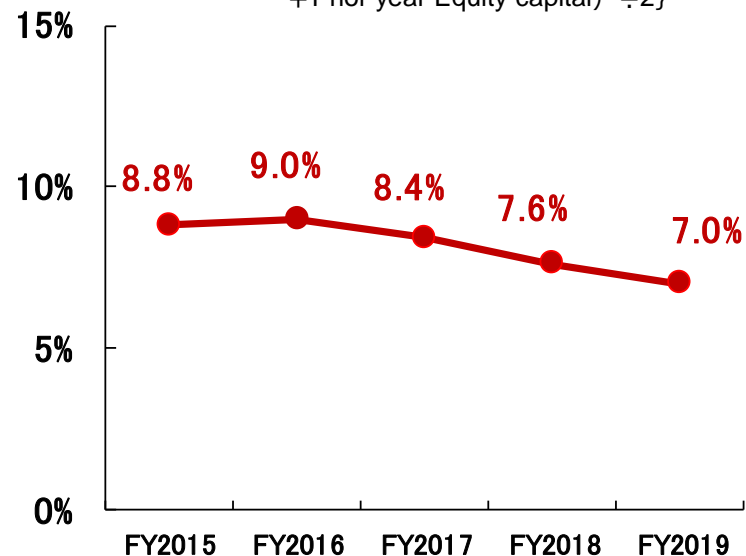
Equity Capital

(100 millions of yen)



Consolidated ROE

※ ROE = Net Income ÷ { (Current year Equity capital + Prior year Equity capital) ÷ 2 }

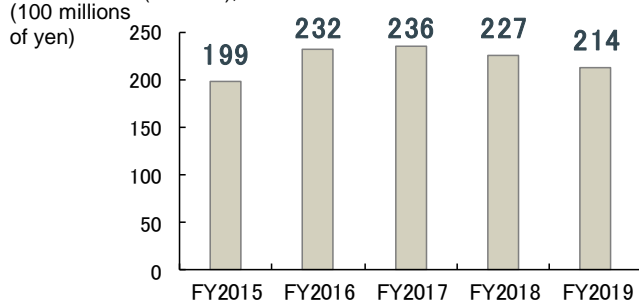


Consolidated ROIC Change

NOPLAT

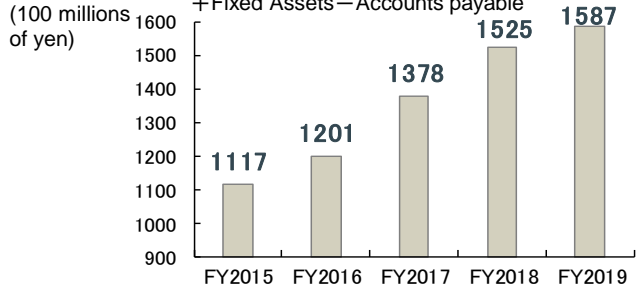
※NOPLAT=operating profit × (1 - effective tax rate 30.4%)

Note) Effective tax rate = 35.3% (FY2015), 32.7% (FY2016), 30.6% (FY2017), 30.6% (FY2018),



Invested Capital

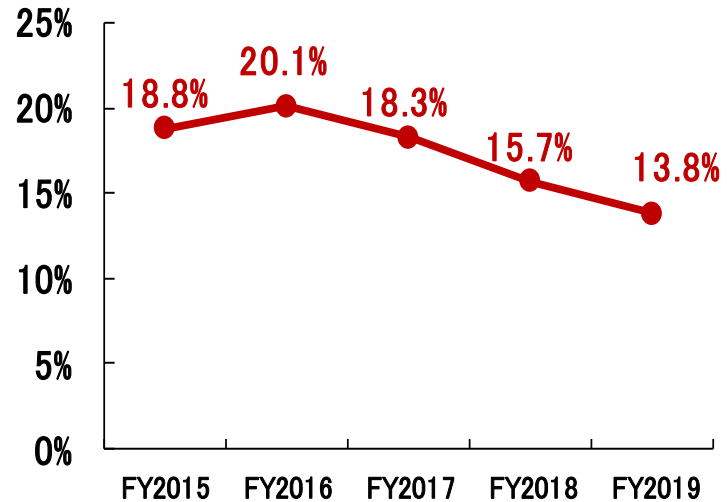
※Invested Capital=Accounts receivable + Inventories + Fixed Assets - Accounts payable



Note) Fixed Assets include only intangible and tangible fixed assets

Consolidated ROIC

※ ROIC = NOPLAT ÷ { (Current year invested capital + Prior year Invested capital) ÷ 2 }



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.