

Financial Results for First Quarter of Fiscal 2020, ending March 31, 2020 (April 1 - June 30, 2019) Reference Data


August 6, 2019

Rinnai Corporation

The Rinnai logo is displayed in a bold, red, sans-serif font. The letters are closely spaced and have a slight shadow effect, giving it a three-dimensional appearance. The logo is positioned in the bottom right corner of the slide.

Consolidated Income Results (Fiscal 2020-1Q)

(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	73,931	4,532	6.1%	5,069	6.9%	3,284	4.4%
YOY change	93%	82%		78%		80%	
FY2019	79,266	5,553	7.0%	6,495	8.2%	4,108	5.2%
							
Parent Company	46,017	2,771	6.0%	4,688	10.2%	3,840	8.3%
YOY change	100%	134%		99%		97%	
FY2019	46,229	2,061	4.5%	4,734	10.2%	3,969	8.6%
Domestic subsidiaries	23,510	420	1.8%	466	2.0%	318	1.4%
YOY change	80%	71%		73%		71%	
FY2019	29,495	595	2.0%	641	2.2%	449	1.5%
Overseas subsidiaries	37,718	1,513	4.0%	1,952	5.2%	1,515	4.0%
YOY change	88%	51%		60%		60%	
FY2019	42,651	2,983	7.0%	3,279	7.7%	2,520	5.9%
Total	107,246	4,705	4.4%	7,107	6.6%	5,674	5.3%
YOY change	91%	83%		82%		82%	
FY2019	118,375	5,640	4.8%	8,655	7.3%	6,939	5.9%

Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2020-1Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	7,795	112%	230	3.0%	224	2.9%	175	2.3%
Rinnai Australia	5,461	109%	(26)	-	9	0.2%	6	0.1%
Shanghai Rinnai	7,783	61%	311	4.0%	349	4.5%	300	3.9%
Rinnai Korea	7,402	84%	(16)	-	61	0.8%	35	0.5%
Rinnai Indonesia	2,285	84%	208	9.1%	287	12.6%	215	9.4%

Consolidated Sales Results (Fiscal 2020-1Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	73,931	42,989	18,698	3,421	1,818	7,003
YOY change	93%	90%	96%	116%	81%	103%
FY2019	79,266	47,855	19,389	2,940	2,259	6,821
↑						
Parent Company	46,017	26,188	12,951	1,392	520	4,964
YOY change	100%	97%	102%	89%	111%	111%
FY2019	46,229	27,010	12,719	1,569	470	4,459
Domestic subsidiaries	23,510	7,910	3,325	14	360	11,899
YOY change	80%	62%	84%	104%	107%	96%
FY2019	29,495	12,789	3,943	13	337	12,410
Overseas subsidiaries	37,718	23,801	6,263	2,956	1,425	3,270
YOY change	88%	86%	91%	115%	77%	89%
FY2019	42,651	27,661	6,896	2,561	1,856	3,676
Total	107,246	57,900	22,539	4,364	2,307	20,134
YOY change	91%	86%	96%	105%	87%	98%
FY2019	118,375	67,462	23,559	4,144	2,663	20,545

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2020-1Q)

(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	7,795	112% (111%)	7,207	111%			400	120%		0%	187	190%
Rinnai Australia	5,461	109% (119%)	2,482	114%			2,307	121%	99	28%	572	105%
Shanghai Rinnai	7,783	61% (64%)	6,763	58%	706	91%					313	94%
Rinnai Korea	7,402	84% (87%)	4,122	86%	1,730	79%	0	24%	984	92%	563	80%
Rinnai Indonesia	2,285	84% (87%)			2,036	86%			196	65%	52	98%

Note:(on a local currency basis)

Overseas Consolidated Subsidiaries: FX Impact

*Below shows difference between actual Fiscal 2020 local-currency results and results if previous year's exchange rates were used.

FX impact: ¥ millions
Rate: ¥

	FX impact	Currency	FY2019-1Q avg. rate	FY2020-1Q avg. rate	FY2020 assumed rate	Composition of overseas sales
Rinnai America	113	USD	108.850	110.455	110.000	22.0%
Rinnai Australia	(451)	AUD	85.320	78.780	78.600	15.4%
Shanghai Rinnai	(310)	RMB	17.095	16.373	16.300	19.8%
Rinnai Korea	(235)	KRW	0.1019	0.0987	0.0990	20.4%
Rinnai Indonesia	(75)	IDR	0.00805	0.00778	0.00770	6.1%
Others	(245)					16.3%
Total	(1,202)					100.0%

Income Results by Segment (Fiscal 2020-1Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2019	Fiscal 2020	YOY change	Fiscal 2019	Fiscal 2020	YOY change
Japan	38,644	38,533	100%	2,614	3,219	123%
United States	6,939	7,795	112%	405	230	57%
Australia	4,963	5,436	110%	169	(81)	-
China	12,380	7,888	64%	1,056	453	43%
South Korea	8,855	7,542	85%	336	57	17%
Indonesia	2,581	2,152	83%	300	208	69%
Others	4,902	4,582	93%	724	649	90%
Total	79,266	73,931	93%	5,553	4,532	82%

Sales Results by Segment (Fiscal 2020-1Q)

(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	38,533	100%	19,931	97%	13,022	102%	575	103%	446	96%	4,557	109%
United States	7,795	112%	7,207	111%			400	120%		0%	187	190%
Australia	5,436	110%	2,482	114%			2,289	121%	99	29%	565	105%
China	7,888	64%	6,855	60%	732	95%			20		280	112%
South Korea	7,542	85%	3,987	86%	1,730	79%	0	25%	960	92%	862	91%
Indonesia	2,152	83%			1,919	85%			188	65%	44	106%
Others	4,582	93%	2,525	99%	1,293	96%	155	106%	102	113%	505	67%
Total	73,931	93%	42,989	90%	18,698	96%	3,421	116%	1,818	81%	7,003	103%

Nonconsolidated Sales Results (Fiscal 2020-1Q)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2019	
		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]	289	92%	10,462 [9,905]	96% 96%	315	10,904 [10,318]
	Bath-filling units [Heating units]	107	95%	6,901 [6,282]	97% 98%	113	7,129 [6,425]
	Hot-water/heating systems [Heating units]	45	104%	7,726 [4,085]	99% 104%	43	7,782 [3,920]
	Others	35	93%	1,097	92%	38	1,193
	Sub-total	478	94%	26,188	97%	511	27,010
Kitchen appliances	Cooking stoves	232	91%	2,968	97%	254	3,064
	Built-in gas stoves	160	98%	6,736	103%	163	6,564
	Others	108	89%	3,245	105%	122	3,090
	Sub-total	502	93%	12,951	102%	540	12,719
Air conditioning appliances	Fan heaters	12	68%	292	65%	18	450
	Others	16	96%	1,100	98%	17	1,118
	Sub-total	29	82%	1,392	89%	36	1,569
Commercial-use equipment		15	119%	520	111%	12	470
Others		19	101%	4,964	111%	18	4,459
Total		1,044	93%	46,017	100%	1,120	46,229
Export		[328]	86%	[11,478]	98%	[380]	[11,743]

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

Nonconsolidated Sales Results (Fiscal 2020-1Q)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2019	
		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]	89	90%	3,115 [2,650]	94% 93%	98	3,304 [2,847]
	Bath-filling units [Heating units]	107	95%	6,897 [6,282]	97% 98%	113	7,123 [6,425]
	Hot-water/heating systems [Heating units]	44	102%	7,635 [4,004]	98% 102%	43	7,774 [3,920]
	Others	35	93%	1,089	92%	38	1,184
	Sub-total	277	94%	18,738	97%	294	19,388
Kitchen appliances	Cooking stoves	162	95%	2,427	98%	170	2,485
	Built-in gas stoves	151	101%	6,503	103%	149	6,289
	Others	88	98%	3,134	107%	89	2,940
	Sub-total	401	98%	12,065	103%	409	11,714
Air conditioning appliances	Fan heaters	8	81%	154	87%	9	177
	Others	3	108%	363	111%	3	328
	Sub-total	11	88%	517	102%	13	506
Commercial-use equipment		11	102%	427	100%	11	428
Others		14	141%	2,790	114%	10	2,449
Total		716	97%	34,539	100%	739	34,486

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

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.