

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


November 7, 2019

Rinnai Corporation

Rinnai

Consolidated Income Results (Fiscal 2020-2Q)

(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	160,361	13,240	8.3%	13,849	8.6%	7,990	5.0%
YOY change	99%	107%		98%		91%	
FY2019	162,750	12,338	7.6%	14,145	8.7%	8,802	5.4%
							
Parent Company	99,331	7,874	7.9%	9,915	10.0%	7,563	7.6%
YOY change	104%	145%		106%		103%	
FY2019	95,810	5,443	5.7%	9,322	9.7%	7,373	7.7%
Domestic subsidiaries	48,882	1,158	2.4%	1,221	2.5%	849	1.7%
YOY change	84%	107%		104%		108%	
FY2019	57,930	1,085	1.9%	1,179	2.0%	786	1.4%
Overseas subsidiaries	80,111	3,980	5.0%	4,520	5.6%	3,328	4.2%
YOY change	94%	64%		65%		61%	
FY2019	85,083	6,229	7.3%	6,973	8.2%	5,415	6.4%
Total	228,325	13,012	5.7%	15,657	6.9%	11,741	5.1%
YOY change	96%	102%		90%		86%	
FY2019	238,824	12,758	5.3%	17,475	7.3%	13,574	5.7%


Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2020-2Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	15,766	111%	681	4.3%	677	4.3%	513	3.3%
Rinnai Australia	12,363	101%	642	5.2%	570	4.6%	392	3.2%
Shanghai Rinnai	18,843	78%	1,693	9.0%	1,730	9.2%	1,700	9.0%
Rinnai Korea	13,515	85%	(1,037)	-	(909)	-	(1,078)	-
Rinnai Indonesia	5,063	92%	378	7.5%	536	10.6%	402	7.9%

Consolidated Sales Results (Fiscal 2020-2Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	160,361	90,686	41,676	9,376	3,962	14,659
YOY change	99%	95%	104%	108%	97%	104%
FY2019	162,750	95,585	40,235	8,698	4,094	14,136
						
Parent Company	99,331	54,510	29,594	3,979	1,058	10,187
YOY change	104%	100%	111%	93%	97%	111%
FY2019	95,810	54,625	26,595	4,301	1,086	9,201
Domestic subsidiaries	48,882	16,114	7,393	127	691	24,555
YOY change	84%	67%	89%	98%	107%	99%
FY2019	57,930	24,052	8,339	130	647	24,760
Overseas subsidiaries	80,111	49,705	13,583	7,092	3,150	6,578
YOY change	94%	92%	95%	111%	99%	89%
FY2019	85,083	53,802	14,276	6,403	3,183	7,417
Total	228,325	120,330	50,571	11,200	4,900	41,321
YOY change	96%	91%	103%	103%	100%	100%
FY2019	238,824	132,480	49,211	10,835	4,916	41,379

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2020-2Q)

(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	15,766	111% (110%)	14,342	107%			1,049	200%		0%	373	185%
Rinnai Australia	12,363	101% (109%)	5,304	97%			5,476	106%	275	174%	1,307	90%
Shanghai Rinnai	18,843	78% (82%)	16,038	76%	2,097	99%					706	85%
Rinnai Korea	13,515	85% (89%)	7,298	87%	3,164	76%	0	20%	2,007	92%	1,044	88%
Rinnai Indonesia	5,063	92% (94%)			4,393	91%			572	96%	97	96%

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	FY2019-2Q avg. rate	FY2020-2Q avg. rate	FY2020 assumed rate	Composition of overseas sales
Rinnai America	140	USD	109.141	110.117	110.000	21.1%
Rinnai Australia	(967)	AUD	83.914	77.791	78.600	16.4%
Shanghai Rinnai	(845)	RMB	17.046	16.219	16.300	22.2%
Rinnai Korea	(626)	KRW	0.1013	0.0967	0.0990	17.6%
Rinnai Indonesia	(112)	IDR	0.00794	0.00776	0.00770	6.5%
Others	(460)					16.3%
Total	(2,871)					100.0%

Income Results by Segment (Fiscal 2020-2Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2019	Fiscal 2020	YOY change	Fiscal 2019	Fiscal 2020	YOY change
Japan	81,736	85,557	105%	6,422	9,048	141%
United States	14,202	15,766	111%	406	681	168%
Australia	12,138	12,290	101%	1,220	533	44%
China	23,549	18,891	80%	2,095	1,903	91%
South Korea	15,989	13,738	86%	187	(234)	-
Indonesia	5,211	4,828	93%	620	378	61%
Others	9,923	9,288	94%	1,538	1,259	82%
Total	162,750	160,361	99%	12,338	13,240	107%

Sales Results by Segment (Fiscal 2020-2Q)

(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	85,557	105%	42,679	100%	29,772	111%	2,490	95%	932	90%	9,681	112%
United States	15,766	111%	14,342	107%			1,049	200%		0%	373	185%
Australia	12,290	101%	5,303	97%			5,426	106%	275	181%	1,285	90%
China	18,891	80%	16,189	78%	2,061	97%			56		584	88%
South Korea	13,738	86%	7,019	88%	3,164	76%	0	19%	1,951	92%	1,602	95%
Indonesia	4,828	93%			4,192	92%			553	98%	83	102%
Others	9,288	94%	5,152	99%	2,485	94%	408	93%	192	105%	1,048	74%
Total	160,361	99%	90,686	95%	41,676	104%	9,376	108%	3,962	97%	14,659	104%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2020-2Q)

(Millions of yen)

Capital Expenditures

	FY2019 Results		FY2020 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	3,653	2,668	2,576	2,512
Domestic subsidiaries	603	971	1,010	981
Oversea subsidiaries	2,813	1,770	1,277	2,071
Total	7,070	5,410	4,864	5,565
(Including molds)	2,126	1,463	1,407	1,298

R&D Expenses

	FY2019 Results	FY2020 Results
Parent Company	3,407	3,589
Consolidated subsidiaries	1,346	955
Total	4,753	4,545

Nonconsolidated Sales Results (Fiscal 2020-2Q)

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]	582	95%	20,712 [19,525]	97% 97%	610	21,380 [20,189]
	Bath-filling units [Heating units]	234	98%	14,938 [13,636]	100% 101%	238	14,906 [13,486]
	Hot-water/heating systems [Heating units]	95	109%	16,410 [8,658]	104% 109%	88	15,831 [7,933]
	Others	81	101%	2,448	98%	80	2,505
	Sub-total	993	98%	54,510	100%	1,017	54,625
Kitchen appliances	Cooking stoves	502	95%	6,509	101%	529	6,438
	Built-in gas stoves	361	105%	15,717	113%	343	13,908
	Others	232	98%	7,367	118%	236	6,248
	Sub-total	1,096	99%	29,594	111%	1,108	26,595
Air conditioning appliances	Fan heaters	84	89%	1,602	86%	95	1,860
	Others	35	92%	2,376	97%	38	2,440
	Sub-total	119	90%	3,979	93%	133	4,301
Commercial-use equipment		30	83%	1,058	97%	36	1,086
Others		40	104%	10,187	111%	38	9,201
Total		2,281	98%	99,331	104%	2,335	95,810
Export		[649]	89%	[21,978]	96%	[729]	[23,012]

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

Nonconsolidated Sales Results (Fiscal 2020-2Q)

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]	189	96%	6,634 [5,627]	100% 98%	197	6,657 [5,722]
	Bath-filling units [Heating units]	234	98%	14,930 [13,636]	100% 101%	238	14,896 [13,486]
	Hot-water/heating systems [Heating units]	93	106%	16,210 [8,473]	102% 107%	88	15,819 [7,933]
	Others	81	101%	2,431	98%	80	2,489
	Sub-total	598	99%	40,207	101%	605	39,862
Kitchen appliances	Cooking stoves	355	98%	5,422	102%	364	5,294
	Built-in gas stoves	339	109%	15,213	114%	313	13,308
	Others	190	105%	7,141	120%	180	5,956
	Sub-total	886	103%	27,776	113%	857	24,558
Air conditioning appliances	Fan heaters	79	92%	1,455	92%	86	1,576
	Others	11	91%	897	96%	12	930
	Sub-total	91	92%	2,352	94%	99	2,506
Commercial-use equipment		23	104%	895	104%	22	863
Others		32	151%	6,121	122%	21	5,005
Total		1,631	102%	77,353	106%	1,606	72,797

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.