

# Financial Results for First Two Quarters of Fiscal 2021, ending March 31, 2021 (April 1 – September 30, 2020) Reference Data

November 6, 2020

Rinnai Corporation

**Rinnai**

# Consolidated Income Results (Fiscal 2021-2Q)

(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
<b>Consolidated amounts</b>	<b>148,945</b>	<b>12,957</b>	<b>8.7%</b>	<b>13,920</b>	<b>9.3%</b>	<b>10,029</b>	<b>6.7%</b>
YOY change	93%	98%		101%		126%	
FY2020	160,361	13,240	8.3%	13,849	8.6%	7,990	5.0%
↑							
<b>Parent Company</b>	<b>92,977</b>	<b>7,509</b>	<b>8.1%</b>	<b>9,380</b>	<b>10.1%</b>	<b>8,228</b>	<b>8.9%</b>
YOY change	94%	95%		95%		109%	
FY2020	99,331	7,874	7.9%	9,915	10.0%	7,563	7.6%
<b>Domestic subsidiaries</b>	<b>45,495</b>	<b>1,118</b>	<b>2.5%</b>	<b>1,213</b>	<b>2.7%</b>	<b>883</b>	<b>1.9%</b>
YOY change	93%	97%		99%		104%	
FY2020	48,882	1,158	2.4%	1,221	2.5%	849	1.7%
<b>Overseas subsidiaries</b>	<b>73,148</b>	<b>3,864</b>	<b>5.3%</b>	<b>4,708</b>	<b>6.4%</b>	<b>3,606</b>	<b>4.9%</b>
YOY change	91%	97%		104%		108%	
FY2020	80,111	3,980	5.0%	4,520	5.6%	3,328	4.2%
<b>Total</b>	<b>211,620</b>	<b>12,491</b>	<b>5.9%</b>	<b>15,302</b>	<b>7.2%</b>	<b>12,718</b>	<b>6.0%</b>
YOY change	93%	96%		98%		108%	
FY2020	228,325	13,012	5.7%	15,657	6.9%	11,741	5.1%

# Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2021-2Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	16,959	108%	841	5.0%	821	4.8%	612	3.6%
Rinnai Australia	12,067	98%	445	3.7%	525	4.4%	365	3.0%
Shanghai Rinnai	14,375	76%	846	5.9%	1,185	8.2%	1,049	7.3%
Rinnai Korea	11,931	88%	(415)	-	(346)	-	(279)	-
Rinnai Indonesia	5,012	99%	851	17.0%	1,046	20.9%	784	15.7%

# Consolidated Sales Results (Fiscal 2021-2Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
<b>Consolidated amounts</b>	<b>148,945</b>	<b>82,167</b>	<b>40,233</b>	<b>8,243</b>	<b>3,569</b>	<b>14,731</b>
YOY change	<b>93%</b>	<b>91%</b>	<b>97%</b>	<b>88%</b>	<b>90%</b>	<b>100%</b>
FY2020	160,361	90,686	41,676	9,376	3,962	14,659
↑						
<b>Parent Company</b>	<b>92,977</b>	<b>50,267</b>	<b>27,998</b>	<b>3,233</b>	<b>949</b>	<b>10,528</b>
YOY change	<b>94%</b>	<b>92%</b>	<b>95%</b>	<b>81%</b>	<b>90%</b>	<b>103%</b>
FY2020	99,331	54,510	29,594	3,979	1,058	10,187
<b>Domestic subsidiaries</b>	<b>45,495</b>	<b>14,340</b>	<b>7,215</b>	<b>139</b>	<b>568</b>	<b>23,232</b>
YOY change	<b>93%</b>	<b>89%</b>	<b>98%</b>	<b>109%</b>	<b>82%</b>	<b>95%</b>
FY2020	48,882	16,114	7,393	127	691	24,555
<b>Overseas subsidiaries</b>	<b>73,148</b>	<b>44,881</b>	<b>13,283</b>	<b>6,264</b>	<b>2,826</b>	<b>5,892</b>
YOY change	<b>91%</b>	<b>90%</b>	<b>98%</b>	<b>88%</b>	<b>90%</b>	<b>90%</b>
FY2020	80,111	49,705	13,583	7,092	3,150	6,578
<b>Total</b>	<b>211,620</b>	<b>109,489</b>	<b>48,497</b>	<b>9,637</b>	<b>4,343</b>	<b>39,653</b>
YOY change	<b>93%</b>	<b>91%</b>	<b>96%</b>	<b>86%</b>	<b>89%</b>	<b>96%</b>
FY2020	228,325	120,330	50,571	11,200	4,900	41,321

# Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2021-2Q)

(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	<b>16,959</b>	108% (109%)	<b>15,920</b>	111%			<b>555</b>	53%	<b>79</b>		<b>404</b>	108%
Rinnai Australia	<b>12,067</b>	98% (106%)	<b>5,416</b>	102%			<b>5,163</b>	94%	<b>326</b>	119%	<b>1,161</b>	89%
Shanghai Rinnai	<b>14,375</b>	76% (81%)	<b>11,835</b>	74%	<b>1,765</b>	84%					<b>774</b>	110%
Rinnai Korea	<b>11,931</b>	88% (95%)	<b>6,270</b>	86%	<b>3,060</b>	97%	<b>31</b>	3900%	<b>1,847</b>	92%	<b>721</b>	69%
Rinnai Indonesia	<b>5,012</b>	99% (103%)			<b>4,548</b>	104%			<b>364</b>	64%	<b>99</b>	102%

Note:(on a local currency basis)

# Overseas Consolidated Subsidiaries: FX Impact

\*Below shows difference between actual Fiscal 2021 local-currency results and results if previous year's exchange rates were used.

( FX impact: ¥ millions Rate: ¥ )	FX impact	Currency	FY2020-2Q avg. rate	FY2021-2Q avg. rate	FY2021 assumed rate	Composition of overseas sales
	Rinnai America	(264)	USD	110.117	108.431	108.000
Rinnai Australia	(996)	AUD	77.791	71.844	72.000	17.5%
Shanghai Rinnai	(673)	RMB	16.219	15.369	15.400	17.7%
Rinnai Korea	(838)	KRW	0.0967	0.0902	0.0920	16.9%
Rinnai Indonesia	(173)	IDR	0.00776	0.00749	0.00760	7.0%
Others	(639)					16.1%
<b>Total</b>	<b>(3,583)</b>					<b>100.0%</b>

# Income Results by Segment (Fiscal 2021-2Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2020	Fiscal 2021	YOY change	Fiscal 2020	Fiscal 2021	YOY change
Japan	85,557	80,285	94%	9,048	8,601	95%
United States	15,766	16,959	108%	681	801	118%
Australia	12,290	12,028	98%	533	424	79%
China	18,891	14,395	76%	1,903	1,144	60%
South Korea	13,738	12,210	89%	(234)	(376)	-
Indonesia	4,828	4,811	100%	378	851	225%
Others	9,288	8,253	89%	1,259	1,071	85%
<b>Total</b>	<b>160,361</b>	<b>148,945</b>	<b>93%</b>	<b>13,240</b>	<b>12,957</b>	<b>98%</b>

# Sales Results by Segment (Fiscal 2021-2Q)

(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	<b>80,285</b>	94%	<b>38,744</b>	91%	<b>28,272</b>	95%	<b>2,142</b>	86%	<b>826</b>	89%	<b>10,299</b>	106%
United States	<b>16,959</b>	108%	<b>15,920</b>	111%			<b>555</b>	53%	<b>79</b>		<b>404</b>	108%
Australia	<b>12,028</b>	98%	<b>5,413</b>	102%			<b>5,142</b>	95%	<b>326</b>	118%	<b>1,147</b>	89%
China	<b>14,395</b>	76%	<b>11,799</b>	73%	<b>1,947</b>	94%			<b>23</b>	41%	<b>624</b>	107%
South Korea	<b>12,210</b>	89%	<b>6,028</b>	86%	<b>3,060</b>	97%	<b>25</b>	3253%	<b>1,807</b>	93%	<b>1,288</b>	80%
Indonesia	<b>4,811</b>	100%			<b>4,368</b>	104%			<b>358</b>	65%	<b>84</b>	102%
Others	<b>8,253</b>	89%	<b>4,261</b>	83%	<b>2,585</b>	104%	<b>377</b>	92%	<b>147</b>	77%	<b>882</b>	84%
<b>Total</b>	<b>148,945</b>	93%	<b>82,167</b>	91%	<b>40,233</b>	97%	<b>8,243</b>	88%	<b>3,569</b>	90%	<b>14,731</b>	100%



# Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2021-2Q)

(Millions of yen)

## Capital Expenditures

	FY2020 Results		FY2021 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	2,576	2,512	2,443	2,326
Domestic subsidiaries	1,010	981	1,341	954
Oversea subsidiaries	1,277	2,071	2,227	2,059
<b>Total</b>	<b>4,864</b>	<b>5,565</b>	<b>6,012</b>	<b>5,341</b>
(Including molds)	1,407	1,298	1,136	1,034

## R&D Expenses

	FY2020 Results	FY2021 Results
Parent Company	3,589	3,951
Consolidated subsidiaries	955	849
<b>Total</b>	<b>4,545</b>	<b>4,801</b>

# Nonconsolidated Sales Results (Fiscal 2021–2Q)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2020	
		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]	553	95%	18,755 [17,642]	91% 90%	582	20,712 [19,525]
	Bath-filling units [Heating units]	213	91%	13,707 [12,471]	92% 91%	234	14,938 [13,636]
	Hot-water/heating systems [Heating units]	91	96%	15,428 [8,288]	94% 96%	95	16,410 [8,658]
	Others	77	95%	2,376	97%	81	2,448
	Sub-total	935	94%	50,267	92%	993	54,510
Kitchen appliances	Cooking stoves	435	87%	6,073	93%	502	6,509
	Built-in gas stoves	339	94%	14,750	94%	361	15,717
	Others	224	97%	7,174	97%	232	7,367
	Sub-total	999	91%	27,998	95%	1,096	29,594
Air conditioning appliances	Fan heaters	73	87%	1,373	86%	84	1,602
	Others	27	78%	1,860	78%	35	2,376
	Sub-total	101	84%	3,233	81%	119	3,979
Commercial-use equipment		31	103%	949	90%	30	1,058
Others		52	130%	10,528	103%	40	10,187
Total		2,120	93%	92,977	94%	2,281	99,331
Export		[577]	89%	[19,360]	88%	[649]	[21,978]

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

# Nonconsolidated Sales Results (Fiscal 2021–2Q)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2020	
		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]	177	94%	6,130 [5,203]	92%	189	6,634 [5,627]
	Bath-filling units [Heating units]	213	91%	13,700 [12,471]	92%	234	14,930 [13,636]
	Hot-water/heating systems [Heating units]	87	93%	14,996 [7,873]	93%	93	16,210 [8,473]
	Others	77	95%	2,363	97%	81	2,431
	Sub-total	555	93%	37,190	92%	598	40,207
Kitchen appliances	Cooking stoves	345	97%	5,300	98%	355	5,422
	Built-in gas stoves	316	93%	14,232	94%	339	15,213
	Others	183	97%	6,991	98%	190	7,141
	Sub-total	845	95%	26,524	95%	886	27,776
Air conditioning appliances	Fan heaters	70	88%	1,285	88%	79	1,455
	Others	8	76%	750	84%	11	897
	Sub-total	79	87%	2,035	87%	91	2,352
Commercial-use equipment		19	85%	742	83%	23	895
Others		43	133%	7,123	116%	32	6,121
<b>Total</b>		<b>1,543</b>	<b>95%</b>	<b>73,616</b>	<b>95%</b>	<b>1,631</b>	<b>77,353</b>

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

# Consolidated Income Projections (Fiscal 2021)

( 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	<b>1st half</b>	<b>150,000</b>	<b>11,500</b>	<b>7.7%</b>	<b>12,000</b>	<b>8.0%</b>	<b>9,000</b>	<b>6.0%</b>
	YOY change	94%	87%		87%		113%	
	<b>Full year</b>	<b>325,000</b>	<b>32,000</b>	<b>9.8%</b>	<b>33,000</b>	<b>10.2%</b>	<b>21,500</b>	<b>6.6%</b>
	YOY change	95%	93%		92%		100%	



Parent company	<b>Full year</b>	<b>202,860</b>	<b>16,825</b>	<b>8.3%</b>	<b>19,400</b>	<b>9.6%</b>	<b>15,500</b>	<b>7.6%</b>
	YOY change	98%	97%		96%		103%	
Domestic subsidiaries	<b>Full year</b>	<b>95,561</b>	<b>3,273</b>	<b>3.4%</b>	<b>3,526</b>	<b>3.7%</b>	<b>2,537</b>	<b>2.7%</b>
	YOY change	94%	101%		101%		102%	
Overseas subsidiaries	<b>Full year</b>	<b>164,690</b>	<b>12,762</b>	<b>7.7%</b>	<b>13,676</b>	<b>8.3%</b>	<b>10,694</b>	<b>6.5%</b>
	YOY change	96%	104%		104%		101%	
Total	<b>Full year</b>	<b>463,111</b>	<b>32,860</b>	<b>7.1%</b>	<b>36,602</b>	<b>7.9%</b>	<b>28,731</b>	<b>6.2%</b>
	YOY change	96%	100%		99%		102%	

# Main Overseas Consolidated Subsidiaries Income Projections (Fiscal 2021)

(Millions of yen)

	FY2020 Results			FY2021 Projection				
	Net sales	Operating income	%of net sales	Net sales	YOY change	Operating income	YOY change	%of net sales
Rinnai America	33,133	2,032	6.1%	35,439	107%	1,865	92%	5.3%
Rinnai Australia	23,760	593	2.5%	23,287	98%	530	89%	2.3%
Shanghai Rinnai	43,628	5,593	12.8%	38,766	89%	4,681	84%	12.1%
Rinnai Korea	27,535	(1,382)		27,094	98%	671		2.5%
Rinnai Indonesia	11,263	1,600	14.2%	11,081	98%	1,834	115%	16.6%

# Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2021)

(Millions of yen)

## Capital Expenditures

	FY2020 Results		FY2021 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	5,330	5,659	6,467	5,606
Domestic subsidiaries	1,965	2,073	3,271	1,999
Oversea subsidiaries	3,284	4,402	11,750	4,372
<b>Total</b>	<b>10,580</b>	<b>12,134</b>	<b>21,489</b>	<b>11,977</b>
(Including molds)	2,831	3,260	4,141	3,134

## R&D Expenses

	FY2020 Results	FY2021 Projection
Parent Company	7,292	8,000
Consolidated subsidiaries	2,015	2,845
<b>Total</b>	<b>9,308</b>	<b>10,845</b>

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.