

Financial Results for First Two Quarters of Fiscal 2022, ending March 31, 2022 (April 1 — September 30, 2021) Reference Data

November 5, 2021

Rinnai Corporation

Rinnai

Consolidated Income Results (Fiscal 2022-2Q)

(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	179,721	20,107	11.2%	21,687	12.1%	13,247	7.4%
YOY change	+21%	+55%		+56%		+32%	
FY2021	148,945	12,957	8.7%	13,920	9.3%	10,029	6.7%
Parent Company	102,746	8,655	8.4%	11,968	11.6%	9,212	9.0%
YOY change	+11%	+15%		+28%		+12%	
FY2021	92,977	7,509	8.1%	9,380	10.1%	8,228	8.9%
Domestic subsidiaries	47,011	1,374	2.9%	1,537	3.3%	1,067	2.3%
YOY change	+3%	+23%		+27%		+21%	
FY2021	45,495	1,118	2.5%	1,213	2.7%	883	1.9%
Overseas subsidiaries	100,364	10,840	10.8%	11,948	11.9%	9,313	9.3%
YOY change	+37%	+181%		+154%		+158%	
FY2021	73,148	3,864	5.3%	4,708	6.4%	3,606	4.9%
Total	250,122	20,870	8.3%	25,453	10.2%	19,593	7.8%
YOY change	+18%	+67%		+66%		+54%	
FY2021	211,620	12,491	5.9%	15,302	7.2%	12,718	6.0%

Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2022-2Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	21,285	+26%	1,076	5.1%	1,066	5.0%	803	3.8%
Rinnai Australia	13,859	+15%	1,358	9.8%	1,501	10.8%	1,046	7.6%
Shanghai Rinnai	24,698	+72%	3,557	14.4%	4,108	16.6%	3,500	14.2%
Rinnai Korea	14,508	+22%	824	5.7%	908	6.3%	708	4.9%
Rinnai Indonesia	7,066	+41%	1,511	21.4%	1,681	23.8%	1,311	18.6%

Consolidated Sales Results (Fiscal 2022-2Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	179,721	103,207	43,002	10,347	4,351	18,811
YOY change	+21%	+26%	+7%	+26%	+22%	+28%
FY2021	148,945	82,167	40,233	8,243	3,569	14,731
Parent Company	102,746	58,025	28,273	3,541	1,011	11,894
YOY change	+11%	+15%	+1%	+10%	+7%	+13%
FY2021	92,977	50,267	27,998	3,233	949	10,528
Domestic subsidiaries	47,011	15,895	6,404	120	612	23,977
YOY change	+3%	+11%	-11%	-14%	+8%	+3%
FY2021	45,495	14,340	7,215	139	568	23,232
Overseas subsidiaries	100,364	63,936	16,173	8,392	3,544	8,318
YOY change	+37%	+42%	+22%	+34%	+25%	+41%
FY2021	73,148	44,881	13,283	6,264	2,826	5,892
Total	250,122	137,857	50,851	12,054	5,168	44,190
YOY change	+18%	+26%	+5%	+25%	+19%	+11%
FY2021	211,620	109,489	48,497	9,637	4,343	39,653

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2022-2Q)

(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	21,285	+26% (+26%)	19,709	+24%			1,003	+80%	23	-70%	548	+36%
Rinnai Australia	13,859	+15% (-0%)	6,292	+16%			5,994	+16%	422	+29%	1,149	-1%
Shanghai Rinnai	24,698	+72% (+59%)	21,241	+79%	2,285	+29%					1,171	+51%
Rinnai Korea	14,508	+22% (+14%)	8,213	+31%	3,236	+6%		-	2,090	+13%	966	+34%
Rinnai Indonesia	7,066	+41% (+39%)			6,161	+35%			718	+97%	186	+87%

Note: (on a local currency basis)

Overseas Consolidated Subsidiaries: FX Impact

*Below shows difference between actual Fiscal 2022 local-currency results and results if previous year's exchange rates were used.

(FX impact: ¥ millions Rate: ¥)	FX impact	Currency	FY2021-2Q avg. rate	FY2022-2Q avg. rate	FY2022 assumed rate	Composition of overseas sales
	Rinnai America	(136)	USD	108.431	107.744	106.000
Rinnai Australia	1,813	AUD	71.844	82.720	73.000	14.5%
Shanghai Rinnai	1,687	RMB	15.369	16.630	15.300	23.4%
Rinnai Korea	929	KRW	0.0902	0.0966	0.0900	14.8%
Rinnai Indonesia	98	IDR	0.00749	0.00760	0.00730	7.1%
Others	838					17.8%
Total	5,230					100.0%

Income Results by Segment (Fiscal 2022–2Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2021	Fiscal 2022	YOY change	Fiscal 2021	Fiscal 2022	YOY change
Japan	80,285	84,704	+6%	8,601	10,195	+19%
United States	16,959	21,285	+26%	801	1,190	+49%
Australia	12,028	13,788	+15%	424	1,370	+223%
China	14,395	25,199	+75%	1,144	3,123	+173%
South Korea	12,210	15,672	+28%	(376)	981	-
Indonesia	4,811	6,751	+40%	851	1,511	+78%
Others	8,253	12,320	+49%	1,071	2,050	+91%
Total	148,945	179,721	+21%	12,957	20,107	+55%

Sales Results by Segment (Fiscal 2022-2Q)

(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	84,704	+6%	41,122	+6%	28,312	+0%	2,206	+3%	932	+13%	12,131	+18%
United States	21,285	+26%	19,709	+24%			1,003	+80%	23	-70%	548	+36%
Australia	13,788	+15%	6,282	+16%			5,956	+16%	422	+29%	1,127	-2%
China	25,199	+75%	21,605	+83%	2,470	+27%			76	+229%	1,046	+67%
South Korea	15,672	+28%	7,819	+30%	3,236	+6%		-	2,047	+13%	2,568	+99%
Indonesia	6,751	+40%			5,906	+35%			679	+89%	165	+95%
Others	12,320	+49%	6,667	+56%	3,076	+19%	1,181	+213%	169	+15%	1,225	+39%
Total	179,721	+21%	103,207	+26%	43,002	+7%	10,347	+26%	4,351	+22%	18,811	+28%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2022-2Q)

(Millions of yen)

Capital Expenditures	FY2021 Results		FY2022 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	2,443	2,326	4,752	2,334
Domestic subsidiaries	1,341	954	1,026	982
Overseas subsidiaries	2,227	2,059	4,150	2,152
Total	6,012	5,341	9,929	5,469
(Including die and mold)	1,136	1,034	1,549	1,049

R&D Expenses	FY2021 Results		FY2022 Results	
	Parent Company	3,951		3,998
Consolidated subsidiaries	849		2,016	
Total	4,801		6,014	

Nonconsolidated Sales Results (Fiscal 2022-2Q)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2021	
		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]	642	+16%	25,054 [23,832]	+34% +35%	553	18,755 [17,642]
	Bath-filling units [Heating units]	222	+4%	14,543 [13,194]	+6% +6%	213	13,707 [12,471]
	Hot-water/heating systems [Heating units]	96	+5%	16,082 [8,751]	+4% +6%	91	15,428 [8,288]
	Others	75	-1%	2,344	-1%	77	2,376
Sub-total		1,038	+11%	58,025	+15%	935	50,267
Kitchen appliances	Cooking stoves	411	-6%	5,593	-8%	435	6,073
	Built-in gas stoves	346	+2%	14,967	+1%	339	14,750
	Others	236	+5%	7,712	+8%	224	7,174
Sub-total		994	-1%	28,273	+1%	999	27,998
Air conditioning appliances	Fan heaters	74	+2%	1,540	+12%	73	1,373
	Others	30	+12%	2,001	+8%	27	1,860
Sub-total		105	+4%	3,541	+10%	101	3,233
Commercial-use equipment		24	-21%	1,011	+7%	31	949
Others		57	+10%	11,894	+13%	52	10,528
Total		2,221	+5%	102,746	+11%	2,120	92,977
Export		[699]	+21%	[26,709]	+38%	[577]	[19,360]

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

Nonconsolidated Sales Results (Fiscal 2022–2Q)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2021	
		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	+7%	6,553 [5,575]	+7%	177	6,130 [5,203]
	Bath-filling units [Heating units]	222	+4%	14,533 [13,194]	+6%	213	13,700 [12,471]
	Hot-water/heating systems [Heating units]	89	+3%	15,436 [8,126]	+3%	87	14,996 [7,873]
	Others	75	-1%	2,328	-1%	77	2,363
	Sub-total	577	+4%	38,852	+4%	555	37,190
Kitchen appliances	Cooking stoves	295	-14%	4,597	-13%	345	5,300
	Built-in gas stoves	313	-1%	14,237	+0%	316	14,232
	Others	187	+2%	7,428	+6%	183	6,991
	Sub-total	796	-6%	26,263	-1%	845	26,524
Air conditioning appliances	Fan heaters	70	+1%	1,372	+7%	70	1,285
	Others	9	+5%	740	-1%	8	750
	Sub-total	80	+1%	2,113	+4%	79	2,035
Commercial-use equipment		18	-6%	877	+18%	19	742
Others		49	+13%	7,930	+11%	43	7,123
Total		1,521	-1%	76,036	+3%	1,543	73,616

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

Consolidated Income Projections (Fiscal 2022)

(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	169,000	15,800	9.3%	16,300	9.6%	9,900	5.9%
	YOY change	+13%	+22%		+17%		-1%	
	Full year	365,000	41,000	11.2%	42,000	11.5%	26,000	7.1%
	YOY change	+6%	+1%		-1%		-6%	
Parent company	Full year	213,000	18,500	8.7%	22,600	10.6%	16,800	7.9%
	YOY change	+0%	-10%		-4%		-8%	
Domestic subsidiaries	Full year	99,432	4,043	4.1%	4,365	4.4%	3,075	3.1%
	YOY change	-5%	+5%		+7%		+4%	
Overseas subsidiaries	Full year	186,105	16,735	9.0%	17,198	9.2%	13,428	7.2%
	YOY change	+9%	+12%		+6%		+0%	
Total	Full year	498,537	39,279	7.9%	44,163	8.9%	33,304	6.7%
	YOY change	+2%	-0%		+1%		-4%	

Main Overseas Consolidated Subsidiaries Income Projections (Fiscal 2022)

(Millions of yen)

	FY2021 Results			FY2022 Projection				
	Net sales	Operating income	%of net sales	Net sales	YOY change	Operating income	YOY change	%of net sales
Rinnai America	36,971	2,187	5.9%	42,411	+15%	1,969	-10%	4.6%
Rinnai Australia	24,404	928	3.8%	24,493	+0%	991	+7%	4.0%
Shanghai Rinnai	39,192	5,512	14.1%	45,894	+17%	6,321	+15%	13.8%
Rinnai Korea	27,506	58	0.2%	27,549	+0%	722	-	2.6%
Rinnai Indonesia	11,766	2,423	20.6%	12,044	+2%	2,415	-0%	20.1%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2022)

(Millions of yen)

Capital Expenditures

	FY2021 Results		FY2022 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	6,169	5,093	11,100	6,100
Domestic subsidiaries	2,473	2,002	2,300	2,000
Oversea subsidiaries	4,659	4,317	12,700	4,500
Total	13,301	11,413	26,100	12,500
(Including die and mold)	2,513	2,649	4,300	3,500

R&D Expenses

	FY2021 Results	FY2022 Projection
Parent Company	7,906	9,000
Consolidated subsidiaries	3,896	4,400
Total	11,802	13,400

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.