

Financial Results for First Quarter of Fiscal 2023, ending March 31, 2023 (April 1 — June 30, 2022) Reference Data

August 5, 2022

Rinnai Corporation

Rinnai

Consolidated Income Results (Fiscal 2023-1Q)

(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	95,006	10,079	10.6%	11,437	12.0%	7,014	7.4%
YOY change	+12%	+10%		+15%		+13%	
FY2022	84,507	9,180	10.9%	9,930	11.8%	6,192	7.3%
↑							
Parent Company	56,909	5,471	9.6%	8,794	15.5%	6,798	11.9%
YOY change	+14%	+28%		+23%		+16%	
FY2022	50,000	4,260	8.5%	7,151	14.3%	5,852	11.7%
Domestic subsidiaries	26,874	939	3.5%	1,053	3.9%	732	2.7%
YOY change	+13%	+10%		+12%		+12%	
FY2022	23,693	853	3.6%	941	4.0%	652	2.8%
Overseas subsidiaries	51,540	4,013	7.8%	4,052	7.9%	3,261	6.3%
YOY change	+11%	-18%		-24%		-23%	
FY2022	46,327	4,873	10.5%	5,323	11.5%	4,242	9.2%
Total	135,323	10,424	7.7%	13,900	10.3%	10,792	8.0%
YOY change	+13%	+4%		+4%		+0%	
FY2022	120,021	9,987	8.3%	13,415	11.2%	10,747	9.0%

Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2023-1Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	11,133	+22%	(511) -	-	(504) -	-	(386) -	-
Rinnai Australia	5,684	-5%	45	0.8%	(227) -	-	(161) -	-
Shanghai Rinnai	11,941	+6%	1,780	14.9%	1,980	16.6%	1,691	14.2%
Rinnai Korea	8,182	+4%	650	8.0%	692	8.5%	542	6.6%
Rinnai Indonesia	4,040	+14%	459	11.4%	515	12.7%	401	9.9%

Consolidated Sales Results (Fiscal 2023-1Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	95,006	55,565	22,167	3,543	2,427	11,301
YOY change	+12%	+14%	+7%	-4%	+16%	+21%
FY2022	84,507	48,684	20,698	3,687	2,101	9,336
↑						
Parent Company	56,909	33,210	13,700	1,300	577	8,120
YOY change	+14%	+17%	+1%	-4%	+17%	+32%
FY2022	50,000	28,496	13,503	1,348	492	6,160
Domestic subsidiaries	26,874	9,584	3,154	31	442	13,662
YOY change	+13%	+18%	+4%	+16%	+32%	+12%
FY2022	23,693	8,137	3,029	27	333	12,165
Overseas subsidiaries	51,540	32,724	8,873	3,196	2,000	4,745
YOY change	+11%	+11%	+14%	-4%	+17%	+18%
FY2022	46,327	29,485	7,792	3,336	1,703	4,009
Total	135,323	75,518	25,728	4,528	3,019	26,528
YOY change	+13%	+14%	+6%	-4%	+19%	+19%
FY2022	120,021	66,119	24,324	4,711	2,530	22,335

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2023-1Q)

(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	11,133	+22% (+11%)	10,175	+20%			303	-17%	45	+118%	608	+199%
Rinnai Australia	5,684	-5% (-9%)	2,755	-5%			2,204	-9%	266	+26%	457	-5%
Shanghai Rinnai	11,941	+6% (-6%)	10,442	+8%	944	-8%					554	+0%
Rinnai Korea	8,182	+4% (+2%)	4,549	-3%	1,932	+19%			1,142	+23%	557	-6%
Rinnai Indonesia	4,040	+14% (+5%)	6	-	3,501	+16%			416	+1%	116	+14%

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	FY2022-1Q avg. rate	FY2023-1Q avg. rate	FY2023 assumed rate	Composition of overseas sales
	Rinnai America	1,033	USD	106.235	117.100	120.000
Rinnai Australia	210	AUD	81.648	84.788	87.000	11.4%
Shanghai Rinnai	1,362	RMB	16.305	18.433	18.500	23.7%
Rinnai Korea	178	KRW	0.0954	0.0976	0.1000	15.9%
Rinnai Indonesia	317	IDR	0.00755	0.00823	0.00840	7.7%
Others	738					19.0%
Total	3,838					100.0%

Income Results by Segment (Fiscal 2023-1Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2022	Fiscal 2023	YOY change	Fiscal 2022	Fiscal 2023	YOY change
Japan	40,719	45,224	+11%	4,881	6,366	+30%
United States	9,095	11,133	+22%	236	(494)	-
Australia	5,973	5,667	-5%	255	42	-83%
China	11,240	13,108	+17%	1,408	2,253	+60%
South Korea	8,318	8,660	+4%	763	730	-4%
Indonesia	3,392	3,836	+13%	856	459	-46%
Others	5,766	7,375	+28%	1,034	1,344	+30%
Total	84,507	95,006	+12%	9,180	10,079	+10%

Sales Results by Segment (Fiscal 2023-1Q)

(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	45,224	+11%	23,106	+15%	13,728	+1%	482	+6%	491	+7%	7,414	+21%
United States	11,133	+22%	10,175	+20%			303	-17%	45	+118%	608	+199%
Australia	5,667	-5%	2,752	-5%			2,192	-9%	266	+26%	454	-4%
China	13,108	+17%	11,383	+18%	1,137	+9%			26	+6%	561	+9%
South Korea	8,660	+4%	4,332	-3%	1,934	+19%			1,102	+22%	1,291	-1%
Indonesia	3,836	+13%	6	-	3,311	+14%			409	+6%	109	+18%
Others	7,375	+28%	3,808	+26%	2,055	+30%	564	+22%	86	-5%	862	+42%
Total	95,006	+12%	55,565	+14%	22,167	+7%	3,543	-4%	2,427	+16%	11,301	+21%

Nonconsolidated Sales Results (Fiscal 2023–1Q)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2022	
		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]	283	-7%	13,561 [12,944]	+10% +10%	305	12,344 [11,743]
	Bath-filling units [Heating units]	140	+29%	9,173 [8,525]	+29% +32%	108	7,131 [6,465]
	Hot-water/heating systems [Heating units]	56	+17%	9,361 [5,156]	+18% +18%	48	7,930 [4,355]
	Others	37	+5%	1,114	+2%	35	1,090
	Sub-total	517	+4%	33,210	+17%	498	28,496
Kitchen appliances	Cooking stoves	197	+1%	2,752	+3%	195	2,665
	Built-in gas stoves	163	-1%	7,220	+2%	165	7,103
	Others	125	+11%	3,727	-0%	113	3,734
	Sub-total	486	+3%	13,700	+1%	474	13,503
Air conditioning appliances	Fan heaters	18	+86%	529	+81%	9	292
	Others	12	-21%	771	-27%	15	1,055
	Sub-total	30	+20%	1,300	-4%	25	1,348
Commercial-use equipment		13	+7%	577	+17%	12	492
Others		36	+23%	8,120	+32%	29	6,160
Total		1,085	+4%	56,909	+14%	1,040	50,000
Export		[340]	+3%	[16,278]	+20%	[330]	[13,594]

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

Nonconsolidated Sales Results (Fiscal 2023-1Q)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2022	
		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]	80	-13%	3,088 [2,612]	-4% -5%	92	3,216 [2,737]
	Bath-filling units [Heating units]	140	+29%	9,168 [8,525]	+29% +32%	108	7,124 [6,465]
	Hot-water/heating systems [Heating units]	53	+19%	8,933 [4,743]	+18% +19%	44	7,561 [3,997]
	Others	37	+5%	1,112	+3%	35	1,082
Sub-total		310	+10%	22,302	+17%	281	18,985
Kitchen appliances	Cooking stoves	143	+1%	2,227	+1%	142	2,215
	Built-in gas stoves	148	-1%	6,925	+2%	150	6,776
	Others	93	+1%	3,533	-2%	92	3,605
Sub-total		386	+0%	12,686	+1%	385	12,598
Air conditioning appliances	Fan heaters	4	-29%	110	-20%	6	138
	Others	3	+13%	325	+9%	3	299
Sub-total		7	-16%	436	-0%	9	438
Commercial-use equipment		9	-1%	466	+10%	9	425
Others		31	+26%	4,738	+20%	25	3,958
Total		745	+5%	40,630	+12%	710	36,405

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

Consolidated Income Projections (Fiscal 2023)

(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	180,000	14,000	7.8%	15,000	8.3%	9,000	5.0%
	YOY change	+0%	Δ30%		Δ31%		Δ32%	
	Full year	400,000	41,000	10.3%	42,500	10.6%	25,500	6.4%
	YOY change	+9%	+14%		+9%		+7%	
Parent company	Full year	215,000	17,000	7.9%	21,500	10.0%	16,500	7.7%
	YOY change	+5%	+19%		+8%		+7%	
Domestic subsidiaries	Full year	109,402	3,998	3.7%	4,358	4.0%	3,087	2.8%
	YOY change	+12%	+34%		+29%		+28%	
Overseas subsidiaries	Full year	230,445	19,888	8.6%	20,275	8.8%	16,135	7.0%
	YOY change	+11%	+4%		Δ3%		Δ3%	
Total	Full year	554,848	40,887	7.4%	46,134	8.3%	35,723	6.4%
	YOY change	+9%	+12%		+4%		+4%	

Main Overseas Consolidated Subsidiaries Income Projections (Fiscal 2023)

(Millions of yen)

	FY2022 Results			FY2023 Projection				
	Net sales	Operating income	%of net sales	Net sales	YOY change	Operating income	YOY change	%of net sales
Rinnai America	44,752	2,012	4.5%	61,483	+37%	1,434	△29%	2.3%
Rinnai Australia	25,895	1,615	6.2%	27,813	+7%	739	△54%	2.7%
Shanghai Rinnai	52,131	7,117	13.7%	55,587	+7%	7,367	+4%	13.3%
Rinnai Korea	30,298	906	3.0%	31,800	+5%	950	+5%	3.0%
Rinnai Indonesia	14,297	2,826	19.8%	16,279	+14%	2,188	△23%	13.4%

Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2023)

(Millions of yen)

Capital Expenditures

	FY2022 Results		FY2023 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	10,704	5,397	11,700	6,600
Domestic subsidiaries	1,780	2,077	3,400	2,100
Oversea subsidiaries	10,198	4,319	14,200	5,100
Total	22,682	11,794	29,300	13,800
(Including die and mold)	2,933	2,853	5,200	3,900

R&D Expenses

	FY2022 Results	FY2023 Projection
Parent Company	8,186	9,500
Consolidated subsidiaries	4,576	6,200
Total	12,762	15,700

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.