

# Financial Results for First Two Quarters of Fiscal 2023, ending March 31, 2023 (April 1 — September 30, 2022) Reference Data


November 4, 2022

Rinnai Corporation

**Rinnai**

# Consolidated Income Results (Fiscal 2023-2Q)

(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>194,347</b>	<b>19,084</b>	<b>9.8%</b>	<b>22,213</b>	<b>11.4%</b>	<b>13,382</b>	<b>6.9%</b>
YOY change	+8%	-5%		+2%		+1%	
FY2022	179,721	20,107	11.2%	21,687	12.1%	13,247	7.4%
							
<b>Parent Company</b>	<b>119,836</b>	<b>11,407</b>	<b>9.5%</b>	<b>16,563</b>	<b>13.8%</b>	<b>12,377</b>	<b>10.3%</b>
YOY change	+17%	+32%		+38%		+34%	
FY2022	102,746	8,655	8.4%	11,968	11.6%	9,212	9.0%
<b>Domestic subsidiaries</b>	<b>54,723</b>	<b>1,666</b>	<b>3.0%</b>	<b>1,871</b>	<b>3.4%</b>	<b>1,300</b>	<b>2.4%</b>
YOY change	+16%	+21%		+22%		+22%	
FY2022	47,011	1,374	2.9%	1,537	3.3%	1,067	2.3%
<b>Overseas subsidiaries</b>	<b>105,351</b>	<b>6,789</b>	<b>6.4%</b>	<b>7,553</b>	<b>7.2%</b>	<b>5,929</b>	<b>5.6%</b>
YOY change	+5%	-37%		-37%		-36%	
FY2022	100,364	10,840	10.8%	11,948	11.9%	9,313	9.3%
<b>Total</b>	<b>279,912</b>	<b>19,863</b>	<b>7.1%</b>	<b>25,988</b>	<b>9.3%</b>	<b>19,608</b>	<b>7.0%</b>
YOY change	+12%	-5%		+2%		+0%	
FY2022	250,122	20,870	8.3%	25,453	10.2%	19,593	7.8%

# Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2023-2Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	23,325	+10%	(1,248) -	-	(1,277) -	-	(980) -	-
Rinnai Australia	13,675	-1%	456	3.3%	421	3.1%	291	2.1%
Shanghai Rinnai	23,599	-4%	2,791	11.8%	3,481	14.8%	2,988	12.7%
Rinnai Korea	14,713	+1%	770	5.2%	874	5.9%	658	4.5%
Rinnai Indonesia	8,387	+19%	955	11.4%	1,070	12.8%	835	10.0%

# Consolidated Sales Results (Fiscal 2023-2Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
<b>Consolidated amounts</b>	<b>194,347</b>	<b>112,581</b>	<b>44,251</b>	<b>10,228</b>	<b>5,160</b>	<b>22,124</b>
YOY change	+8%	+9%	+3%	-1%	+19%	+18%
FY2022	179,721	103,207	43,002	10,347	4,351	18,811
<b>Parent Company</b>	<b>119,836</b>	<b>71,105</b>	<b>27,381</b>	<b>4,114</b>	<b>1,184</b>	<b>16,050</b>
YOY change	+17%	+23%	-3%	+16%	+17%	+35%
FY2022	102,746	58,025	28,273	3,541	1,011	11,894
<b>Domestic subsidiaries</b>	<b>54,723</b>	<b>19,998</b>	<b>6,338</b>	<b>143</b>	<b>786</b>	<b>27,456</b>
YOY change	+16%	+26%	-1%	+20%	+28%	+15%
FY2022	47,011	15,895	6,404	120	612	23,977
<b>Overseas subsidiaries</b>	<b>105,351</b>	<b>65,684</b>	<b>18,050</b>	<b>8,096</b>	<b>4,285</b>	<b>9,234</b>
YOY change	+5%	+3%	+12%	-4%	+21%	+11%
FY2022	100,364	63,936	16,173	8,392	3,544	8,318
<b>Total</b>	<b>279,912</b>	<b>156,787</b>	<b>51,770</b>	<b>12,355</b>	<b>6,257</b>	<b>52,741</b>
YOY change	+12%	+14%	+2%	+2%	+21%	+19%
FY2022	250,122	137,857	50,851	12,054	5,168	44,190

# Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2023-2Q)

(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	23,325	+10% (-4%)	21,110	+7%			774	-23%	115	+390%	1,325	+142%
Rinnai Australia	13,675	-1% (-7%)	6,020	-4%			5,918	-1%	602	+43%	1,133	-1%
Shanghai Rinnai	23,599	-4% (-16%)	20,666	-3%	1,996	-13%					936	-20%
Rinnai Korea	14,713	+1% (-2%)	7,888	-4%	3,528	+9%			2,355	+13%	941	-3%
Rinnai Indonesia	8,387	+19% (+5%)	31	-	7,139	+16%			958	+33%	258	+39%

Note:(on a local currency basis)

# Overseas Consolidated Subsidiaries: FX Impact

\*Below shows difference between actual Fiscal 2023 local-currency results and results if previous year's exchange rates were used.

( FX impact: ¥ millions Rate: ¥ )	FX impact	Currency	FY2022-2Q avg. rate	FY2023-2Q avg. rate	FY2023 assumed rate	Composition of overseas sales
	Rinnai America	2,920	USD	107.744	123.164	120.000
Rinnai Australia	831	AUD	82.720	88.100	87.000	13.6%
Shanghai Rinnai	2,699	RMB	16.630	18.979	18.500	21.7%
Rinnai Korea	495	KRW	0.0966	0.1001	0.1000	14.1%
Rinnai Indonesia	902	IDR	0.00760	0.00856	0.00840	8.0%
Others	1,860					19.3%
<b>Total</b>	<b>9,708</b>					<b>100.0%</b>

# Income Results by Segment (Fiscal 2023–2Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2022	Fiscal 2023	YOY change	Fiscal 2022	Fiscal 2023	YOY change
Japan	84,704	93,982	+11%	10,195	13,200	+29%
United States	21,285	23,325	+10%	1,190	(1,179)	-
Australia	13,788	13,613	-1%	1,370	460	-66%
China	25,199	24,971	-1%	3,123	3,810	+22%
South Korea	15,672	15,596	-0%	981	885	-10%
Indonesia	6,751	8,043	+19%	1,511	955	-37%
Others	12,320	14,815	+20%	2,050	2,508	+22%
<b>Total</b>	<b>179,721</b>	<b>194,347</b>	<b>+8%</b>	<b>20,107</b>	<b>19,084</b>	<b>-5%</b>

# Sales Results by Segment (Fiscal 2023-2Q)

(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>93,982</b>	+11%	<b>48,555</b>	+18%	<b>27,415</b>	-3%	<b>2,436</b>	+10%	<b>1,001</b>	+7%	<b>14,573</b>	+20%
United States	<b>23,325</b>	+10%	<b>21,110</b>	+7%			<b>774</b>	-23%	<b>115</b>	+390%	<b>1,325</b>	+142%
Australia	<b>13,613</b>	-1%	<b>6,015</b>	-4%			<b>5,877</b>	-1%	<b>602</b>	+43%	<b>1,117</b>	-1%
China	<b>24,971</b>	-1%	<b>21,827</b>	+1%	<b>2,216</b>	-10%			<b>40</b>	-47%	<b>886</b>	-15%
South Korea	<b>15,596</b>	-0%	<b>7,506</b>	-4%	<b>3,528</b>	+9%			<b>2,289</b>	+12%	<b>2,272</b>	-12%
Indonesia	<b>8,043</b>	+19%	<b>31</b>	-	<b>6,834</b>	+16%			<b>931</b>	+37%	<b>246</b>	+49%
Others	<b>14,815</b>	+20%	<b>7,535</b>	+13%	<b>4,257</b>	+38%	<b>1,139</b>	-4%	<b>180</b>	+7%	<b>1,702</b>	+39%
<b>Total</b>	<b>194,347</b>	+8%	<b>112,581</b>	+9%	<b>44,251</b>	+3%	<b>10,228</b>	-1%	<b>5,160</b>	+19%	<b>22,124</b>	+18%



# Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2023-2Q)

(Millions of yen)

## Capital Expenditures

	FY2022 Results		FY2023 Results	
	Investment	Depreciation	Investment	Depreciation
Parent company	4,752	2,334	6,043	2,718
Domestic subsidiaries	1,026	982	817	967
Oversea subsidiaries	4,150	2,152	3,854	2,232
<b>Total</b>	<b>9,929</b>	<b>5,469</b>	<b>10,715</b>	<b>5,918</b>
(Including die and mold)	1,549	1,049	1,970	1,301

## R&D Expenses

	FY2022 Results	FY2023 Results
Parent Company	3,998	3,938
Consolidated subsidiaries	2,016	2,019
<b>Total</b>	<b>6,014</b>	<b>5,958</b>

# Nonconsolidated Sales Results (Fiscal 2023–2Q)

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]	667	+4%	30,703 [29,417]	+23% +23%	642	25,054 [23,832]
	Bath-filling units [Heating units]	283	+27%	18,795 [17,468]	+29% +32%	222	14,543 [13,194]
	Hot-water/heating systems [Heating units]	117	+22%	19,352 [10,921]	+20% +25%	96	16,082 [8,751]
	Others	68	-10%	2,253	-4%	75	2,344
	Sub-total	1,136	+9%	71,105	+23%	1,038	58,025
Kitchen appliances	Cooking stoves	389	-5%	5,437	-3%	411	5,593
	Built-in gas stoves	326	-6%	14,190	-5%	346	14,967
	Others	242	+2%	7,753	+1%	236	7,712
	Sub-total	958	-4%	27,381	-3%	994	28,273
Air conditioning appliances	Fan heaters	91	+22%	2,063	+34%	74	1,540
	Others	29	-6%	2,051	+3%	30	2,001
	Sub-total	120	+14%	4,114	+16%	105	3,541
Commercial-use equipment		28	+15%	1,184	+17%	24	1,011
Others		65	+13%	16,050	+35%	57	11,894
Total		2,309	+4%	119,836	+17%	2,221	102,746
Export		[745]	+7%	[36,222]	+36%	[699]	[26,709]

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

# Nonconsolidated Sales Results (Fiscal 2023–2Q)

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]	189	+0%	6,780 [5,771]	+3% +4%	189	6,553 [5,575]
	Bath-filling units [Heating units]	283	+27%	18,785 [17,468]	+29% +32%	222	14,533 [13,194]
	Hot-water/heating systems [Heating units]	108	+21%	18,259 [9,851]	+18% +21%	89	15,436 [8,126]
	Others	68	-10%	2,249	-3%	75	2,328
	Sub-total	649	+13%	46,074	+19%	577	38,852
Kitchen appliances	Cooking stoves	269	-9%	4,266	-7%	295	4,597
	Built-in gas stoves	295	-6%	13,497	-5%	313	14,237
	Others	188	+1%	7,412	-0%	187	7,428
	Sub-total	753	-5%	25,175	-4%	796	26,263
Air conditioning appliances	Fan heaters	75	+6%	1,555	+13%	70	1,372
	Others	9	+5%	789	+7%	9	740
	Sub-total	84	+6%	2,344	+11%	80	2,113
Commercial-use equipment		18	-2%	934	+7%	18	877
Others		57	+18%	9,083	+15%	49	7,930
<b>Total</b>		<b>1,564</b>	<b>+3%</b>	<b>83,614</b>	<b>+10%</b>	<b>1,521</b>	<b>76,036</b>

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

# Consolidated Original 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	<b>1st half</b>	<b>180,000</b>	<b>14,000</b>	<b>7.8%</b>	<b>15,000</b>	<b>8.3%</b>	<b>9,000</b>	<b>5.0%</b>
	YOY change	+0%	Δ30%		Δ31%		Δ32%	
	<b>Full year</b>	<b>400,000</b>	<b>41,000</b>	<b>10.3%</b>	<b>42,500</b>	<b>10.6%</b>	<b>25,500</b>	<b>6.4%</b>
	YOY change	+9%	+14%		+9%		+7%	
Parent company	<b>Full year</b>	<b>215,000</b>	<b>17,000</b>	<b>7.9%</b>	<b>21,500</b>	<b>10.0%</b>	<b>16,500</b>	<b>7.7%</b>
	YOY change	+5%	+19%		+8%		+7%	
Domestic subsidiaries	<b>Full year</b>	<b>109,402</b>	<b>3,998</b>	<b>3.7%</b>	<b>4,358</b>	<b>4.0%</b>	<b>3,087</b>	<b>2.8%</b>
	YOY change	+12%	+34%		+29%		+28%	
Overseas subsidiaries	<b>Full year</b>	<b>230,445</b>	<b>19,888</b>	<b>8.6%</b>	<b>20,275</b>	<b>8.8%</b>	<b>16,135</b>	<b>7.0%</b>
	YOY change	+11%	+4%		Δ3%		Δ3%	
Total	<b>Full year</b>	<b>554,848</b>	<b>40,887</b>	<b>7.4%</b>	<b>46,134</b>	<b>8.3%</b>	<b>35,723</b>	<b>6.4%</b>
	YOY change	+9%	+12%		+4%		+4%	

# Main Overseas Consolidated Subsidiaries Original 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%

# Revised Performance Forecasts for 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
Revised forecasts: Consolidated amounts (A)	<b>425,000</b>	<b>44,000</b>	10.4%	<b>48,500</b>	11.4%	<b>29,500</b>	6.9%
(A/a)	+6%	+7%		+14%		+16%	
FY2023 Original Projections (a)	<b>400,000</b>	<b>41,000</b>	10.3%	<b>42,500</b>	10.6%	<b>25,500</b>	6.4%



Revised forecasts: Parent Company (B)	<b>242,000</b>	<b>22,000</b>	9.1%	<b>28,000</b>	11.6%	<b>21,000</b>	8.7%
(B/b)	+13%	+29%		+30%		+27%	
FY2023 Original Projections (b)	<b>215,000</b>	<b>17,000</b>	7.9%	<b>21,500</b>	10.0%	<b>16,500</b>	7.7%
Revised forecasts: Domestic subsidiaries (C)	<b>115,206</b>	<b>3,644</b>	3.2%	<b>4,072</b>	3.5%	<b>2,870</b>	2.5%
(C/c)	+5%	△9%		△7%		△7%	
FY2023 Original Projections (c)	<b>109,402</b>	<b>3,998</b>	3.7%	<b>4,358</b>	4.0%	<b>3,087</b>	2.8%
Revised forecasts: Overseas subsidiaries (D)	<b>245,110</b>	<b>19,917</b>	8.1%	<b>21,979</b>	9.0%	<b>17,572</b>	7.2%
(D/d)	+6%	+0%		+8%		+9%	
FY2023 Original Projections (d)	<b>230,445</b>	<b>19,888</b>	8.6%	<b>20,275</b>	8.8%	<b>16,135</b>	7.0%
Total (A+B+C+D=E)	<b>602,317</b>	<b>45,561</b>	7.6%	<b>54,052</b>	9.0%	<b>41,443</b>	6.9%
(E/e)	+9%	+11%		+17%		+16%	
FY2023 Original Projections (e)	<b>554,848</b>	<b>40,887</b>	7.4%	<b>46,134</b>	8.3%	<b>35,723</b>	6.4%

# 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
<b>Total</b>	<b>22,682</b>	<b>11,794</b>	<b>29,300</b>	<b>13,800</b>
(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
<b>Total</b>	<b>12,762</b>	<b>15,700</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.