

Financial Results for First Three Quarters of Fiscal 2023, ending March 31, 2023 (April 1 — December 31, 2022) Reference Data

February 8, 2023

Rinnai Corporation

Rinnai

Consolidated Income Results (Fiscal 2023-3Q)

(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	314,093	33,688	10.7%	36,487	11.6%	21,423	6.8%
YOY change	+15%	+20%		+20%		+17%	
FY2022	273,763	28,042	10.2%	30,409	11.1%	18,365	6.7%
Parent Company	186,971	17,503	9.4%	21,735	11.6%	16,140	8.6%
YOY change	+21%	+56%		+36%		+32%	
FY2022	154,827	11,205	7.2%	15,925	10.3%	12,272	7.9%
Domestic subsidiaries	85,590	2,871	3.4%	3,228	3.8%	2,241	2.6%
YOY change	+18%	+38%		+38%		+38%	
FY2022	72,810	2,074	2.8%	2,346	3.2%	1,627	2.2%
Overseas subsidiaries	174,868	14,517	8.3%	16,223	9.3%	12,869	7.4%
YOY change	+14%	-1%		+0%		+3%	
FY2022	153,131	14,667	9.6%	16,219	10.6%	12,508	8.2%
Total	447,430	34,892	7.8%	41,187	9.2%	31,250	7.0%
YOY change	+18%	+25%		+19%		+18%	
FY2022	380,769	27,947	7.3%	34,492	9.1%	26,407	6.9%

Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2023–3Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	42,280	+27%	(297) -	-	(370) -	-	(304) -	-
Rinnai Australia	21,045	+5%	911	4.3%	984	4.7%	682	3.2%
Shanghai Rinnai	43,641	+11%	6,695	15.3%	8,178	18.7%	6,997	16.0%
Rinnai Korea	21,571	+1%	889	4.1%	1,082	5.0%	813	3.8%
Rinnai Indonesia	13,228	+22%	1,761	13.3%	1,931	14.6%	1,506	11.4%

Consolidated Sales Results (Fiscal 2023-3Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	314,093	185,856	70,104	17,854	7,884	32,391
YOY change	+15%	+18%	+9%	+6%	+20%	+13%
FY2022	273,763	157,145	64,547	16,790	6,572	28,708
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Parent Company	186,971	109,585	43,766	7,977	1,822	23,820
YOY change	+21%	+28%	+4%	+22%	+12%	+28%
FY2022	154,827	85,824	42,183	6,535	1,626	18,657
Domestic subsidiaries	85,590	31,274	10,181	765	1,154	42,214
YOY change	+18%	+31%	+1%	+5%	+13%	+14%
FY2022	72,810	23,792	10,084	730	1,023	37,179
Overseas subsidiaries	174,868	113,539	28,327	12,544	6,573	13,882
YOY change	+14%	+15%	+15%	+4%	+25%	+14%
FY2022	153,131	98,968	24,646	12,101	5,263	12,150
Total	447,430	254,399	82,275	21,287	9,550	79,917
YOY change	+18%	+22%	+7%	+10%	+21%	+18%
FY2022	380,769	208,585	76,914	19,368	7,913	67,987

Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2023–3Q)

(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	42,280	+27% (+8%)	38,175	+25%			1,800	+9%	210	+280%	2,094	+136%
Rinnai Australia	21,045	+5% (-5%)	9,851	+1%			8,402	+2%	1,028	+62%	1,763	+20%
Shanghai Rinnai	43,641	+11% (-3%)	38,994	+15%	3,334	-5%					1,311	-27%
Rinnai Korea	21,571	+1% (-4%)	11,249	-4%	5,428	+9%		-	3,464	+12%	1,428	-4%
Rinnai Indonesia	13,228	+22% (+6%)	58	-	11,303	+19%			1,461	+40%	404	+32%

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	FY2022-3Q avg. rate	FY2023-3Q avg. rate	FY2023 assumed rate	Composition of overseas sales
	Rinnai America	6,430	USD	108.552	128.020	120.000
Rinnai Australia	1,855	AUD	82.054	90.021	87.000	12.6%
Shanghai Rinnai	5,285	RMB	16.765	19.321	18.500	24.1%
Rinnai Korea	984	KRW	0.0961	0.1009	0.1000	12.5%
Rinnai Indonesia	1,648	IDR	0.00764	0.00879	0.00840	7.6%
Others	3,152					17.8%
Total	19,354					100.0%

Income Results by Segment (Fiscal 2023–3Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2022	Fiscal 2023	YOY change	Fiscal 2022	Fiscal 2023	YOY change
Japan	129,149	148,049	+15%	13,490	20,652	+53%
United States	33,257	42,280	+27%	1,776	(252)	-
Australia	19,994	20,958	+5%	1,766	881	-50%
China	39,856	45,195	+13%	4,812	8,355	+74%
South Korea	22,837	22,667	-1%	899	895	-0%
Indonesia	10,295	12,600	+22%	2,161	1,682	-22%
Others	18,373	22,341	+22%	3,058	3,593	+17%
Total	273,763	314,093	+15%	28,042	33,688	+20%

Sales Results by Segment (Fiscal 2023–3Q)

(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	148,049	+15%	75,695	+23%	43,868	+4%	5,792	+12%	1,550	+4%	21,142	+12%
United States	42,280	+27%	38,175	+25%			1,800	+9%	210	+280%	2,094	+136%
Australia	20,958	+5%	9,843	+1%			8,347	+2%	1,028	+62%	1,739	+22%
China	45,195	+13%	40,371	+18%	3,598	-5%			64	-46%	1,161	-28%
South Korea	22,667	-1%	10,650	-4%	5,423	+9%			3,359	+11%	3,234	-12%
Indonesia	12,600	+22%	58	-	10,744	+19%			1,414	+44%	381	+38%
Others	22,341	+22%	11,061	+13%	6,469	+40%	1,914	+7%	256	-0%	2,638	+41%
Total	314,093	+15%	185,856	+18%	70,104	+9%	17,854	+6%	7,884	+20%	32,391	+13%

Nonconsolidated Sales Results (Fiscal 2023–3Q)

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]	1,023	+8%	46,728 [44,709]	+29% +30%	951	36,210 [34,340]
	Bath-filling units [Heating units]	412	+22%	27,873 [25,787]	+27% +30%	337	21,928 [19,857]
	Hot-water/heating systems [Heating units]	192	+39%	31,085 [18,154]	+31% +45%	138	23,782 [12,490]
	Others	119	-11%	3,898	-0%	134	3,902
	Sub-total	1,748	+12%	109,585	+28%	1,561	85,824
Kitchen appliances	Cooking stoves	619	-4%	8,972	+2%	643	8,764
	Built-in gas stoves	508	-1%	22,210	+3%	511	21,543
	Others	360	-1%	12,583	+6%	365	11,875
	Sub-total	1,489	-2%	43,766	+4%	1,521	42,183
Air conditioning appliances	Fan heaters	198	+13%	4,317	+23%	175	3,500
	Others	53	+8%	3,659	+21%	48	3,035
	Sub-total	251	+12%	7,977	+22%	224	6,535
Commercial-use equipment		44	+14%	1,822	+12%	39	1,626
Others		89	+3%	23,820	+28%	86	18,657
Total		3,623	+6%	186,971	+21%	3,433	154,827
Export		[1,110]	+5%	[54,763]	+39%	[1,053]	[39,270]

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

Nonconsolidated Sales Results (Fiscal 2023–3Q)

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]	295	+14%	10,746 [9,114]	+16% +18%	259	9,252 [7,704]
	Bath-filling units [Heating units]	412	+22%	27,861 [25,787]	+27% +30%	337	21,914 [19,857]
	Hot-water/heating systems [Heating units]	175	+35%	29,097 [16,195]	+27% +38%	129	22,988 [11,728]
	Others	119	-11%	3,891	+0%	134	3,878
	Sub-total	1,003	+16%	71,596	+23%	861	58,033
Kitchen appliances	Cooking stoves	445	-4%	7,131	-2%	464	7,245
	Built-in gas stoves	457	-1%	21,070	+3%	461	20,474
	Others	291	-1%	12,106	+6%	293	11,465
	Sub-total	1,194	-2%	40,308	+3%	1,219	39,186
Air conditioning appliances	Fan heaters	181	+6%	3,796	+14%	171	3,332
	Others	25	+14%	1,680	+15%	22	1,460
	Sub-total	207	+7%	5,476	+14%	194	4,793
Commercial-use equipment		27	-10%	1,409	-1%	30	1,421
Others		79	+8%	13,417	+11%	73	12,121
Total		2,512	+6%	132,208	+14%	2,379	115,556

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	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%		△3%		△3%	
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 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)	425,000	44,000	10.4%	48,500	11.4%	29,500	6.9%
(A/a)	+6%	+7%		+14%		+16%	
FY2023 Original Projections (a)	400,000	41,000	10.3%	42,500	10.6%	25,500	6.4%



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