

# Financial Results for First Quarter of Fiscal 2024, ending March 31, 2024 (April 1 — June 30, 2023) Reference Data

August 4, 2023

Rinnai Corporation

**Rinnai**

# Consolidated Income Results (Fiscal 2024-1Q)

(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
<b>Consolidated amounts</b>	<b>89,853</b>	<b>3,113</b>	<b>3.5%</b>	<b>5,895</b>	<b>6.6%</b>	<b>3,288</b>	<b>3.7%</b>
YOY change	-5%	-69%		-48%		-53%	
FY2023	95,006	10,079	10.6%	11,437	12.0%	7,014	7.4%
↑							
<b>Parent Company</b>	<b>46,178</b>	<b>1,606</b>	<b>3.5%</b>	<b>9,780</b>	<b>21.2%</b>	<b>8,626</b>	<b>18.7%</b>
YOY change	-19%	-71%		+11%		+27%	
FY2023	56,909	5,471	9.6%	8,794	15.5%	6,798	11.9%
<b>Domestic subsidiaries</b>	<b>22,887</b>	<b>(2)</b>	<b>-</b>	<b>87</b>	<b>0.4%</b>	<b>56</b>	<b>0.2%</b>
YOY change	-15%	-		-92%		-92%	
FY2023	26,874	939	3.5%	1,053	3.9%	732	2.7%
<b>Overseas subsidiaries</b>	<b>48,900</b>	<b>542</b>	<b>1.1%</b>	<b>1,071</b>	<b>2.2%</b>	<b>873</b>	<b>1.8%</b>
YOY change	-5%	-86%		-74%		-73%	
FY2023	51,540	4,013	7.8%	4,052	7.9%	3,261	6.3%
<b>Total</b>	<b>117,966</b>	<b>2,145</b>	<b>1.8%</b>	<b>10,939</b>	<b>9.3%</b>	<b>9,556</b>	<b>8.1%</b>
YOY change	-13%	-79%		-21%		-11%	
FY2023	135,323	10,424	7.7%	13,900	10.3%	10,792	8.0%


# Main Overseas Consolidated Subsidiaries Income Results (Fiscal 2024-1Q)

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	12,555	+13%	(1,778) -	-	(1,951) -	-	(1,469) -	-
Rinnai Australia	6,784	+19%	204	3.0%	319	4.7%	243	3.6%
Shanghai Rinnai	8,298	-31%	262	3.2%	553	6.7%	450	5.4%
Rinnai Korea	7,544	-8%	127	1.7%	226	3.0%	178	2.4%
Rinnai Indonesia	3,457	-14%	529	15.3%	602	17.4%	469	13.6%

# Consolidated Sales Results (Fiscal 2024-1Q)

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
<b>Consolidated amounts</b>	<b>89,853</b>	<b>53,722</b>	<b>20,336</b>	<b>3,587</b>	<b>2,506</b>	<b>9,701</b>
YOY change	-5%	-3%	-8%	+1%	+3%	-14%
FY2023	95,006	55,565	22,167	3,543	2,427	11,301
						
<b>Parent Company</b>	<b>46,178</b>	<b>26,337</b>	<b>13,162</b>	<b>706</b>	<b>620</b>	<b>5,351</b>
YOY change	-19%	-21%	-4%	-46%	+7%	-34%
FY2023	56,909	33,210	13,700	1,300	577	8,120
<b>Domestic subsidiaries</b>	<b>22,887</b>	<b>8,529</b>	<b>3,024</b>	<b>31</b>	<b>338</b>	<b>10,962</b>
YOY change	-15%	-11%	-4%	+2%	-23%	-20%
FY2023	26,874	9,584	3,154	31	442	13,662
<b>Overseas subsidiaries</b>	<b>48,900</b>	<b>31,510</b>	<b>7,432</b>	<b>3,315</b>	<b>2,096</b>	<b>4,546</b>
YOY change	-5%	-4%	-16%	+4%	+5%	-4%
FY2023	51,540	32,724	8,873	3,196	2,000	4,745
<b>Total</b>	<b>117,966</b>	<b>66,377</b>	<b>23,619</b>	<b>4,053</b>	<b>3,055</b>	<b>20,860</b>
YOY change	-13%	-12%	-8%	-10%	+1%	-21%
FY2023	135,323	75,518	25,728	4,528	3,019	26,528

# Main Overseas Consolidated Subsidiaries Sales Results (Fiscal 2024-1Q)

(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	12,555	+13% (-1%)	11,371	+12%			464	+53%	87	+93%	631	+4%
Rinnai Australia	6,784	+19% (+11%)	3,524	+28%			2,321	+5%	366	+37%	572	+25%
Shanghai Rinnai	8,298	-31% (-34%)	7,224	-31%	621	-34%					452	-19%
Rinnai Korea	7,544	-8% (-14%)	4,493	-1%	1,588	-18%			1,012	-11%	449	-19%
Rinnai Indonesia	3,457	-14% (-20%)	46	+655%	2,793	-20%			478	+15%	139	+20%

Note: (on a local currency basis)

# Overseas Consolidated Subsidiaries: FX Impact

\*Below shows difference between actual Fiscal 2024 local-currency results and results if previous year's exchange rates were used.

FX impact: ¥ millions  
Rate: ¥

	FX impact	Currency	FY2023-1Q avg. rate	FY2024-1Q avg. rate	FY2024 assumed rate	Composition of overseas sales
Rinnai America	1,522	USD	117.100	133.258	130.000	26.3%
Rinnai Australia	446	AUD	84.788	90.773	90.000	14.2%
Shanghai Rinnai	401	RMB	18.433	19.328	19.000	18.1%
Rinnai Korea	493	KRW	0.0976	0.1046	0.1040	15.4%
Rinnai Indonesia	208	IDR	0.00823	0.00878	0.00870	7.0%
Others	624					19.0%
<b>Total</b>	<b>3,694</b>					<b>100.0%</b>

# Income Results by Segment (Fiscal 2024-1Q)

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2023	Fiscal 2024	YOY change	Fiscal 2023	Fiscal 2024	YOY change
Japan	45,224	42,146	-7%	6,366	1,818	-71%
United States	11,133	12,555	+13%	(494)	(1,748)	-
Australia	5,667	6,770	+19%	42	214	+409%
China	13,108	9,994	-24%	2,253	1,427	-37%
South Korea	8,660	8,004	-8%	730	133	-82%
Indonesia	3,836	3,322	-13%	459	529	+15%
Others	7,375	7,059	-4%	1,344	997	-26%
<b>Total</b>	<b>95,006</b>	<b>89,853</b>	<b>-5%</b>	<b>10,079</b>	<b>3,113</b>	<b>-69%</b>

# Sales Results by Segment (Fiscal 2024-1Q)

(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	<b>42,146</b>	-7%	<b>21,965</b>	-5%	<b>13,265</b>	-3%	<b>426</b>	-12%	<b>503</b>	+2%	<b>5,984</b>	-19%
United States	<b>12,555</b>	+13%	<b>11,371</b>	+12%			<b>464</b>	+53%	<b>87</b>	+93%	<b>631</b>	+4%
Australia	<b>6,770</b>	+19%	<b>3,523</b>	+28%			<b>2,314</b>	+6%	<b>366</b>	+37%	<b>566</b>	+25%
China	<b>9,994</b>	-24%	<b>8,727</b>	-23%	<b>806</b>	-29%				-	<b>460</b>	-18%
South Korea	<b>8,004</b>	-8%	<b>4,357</b>	+1%	<b>1,591</b>	-18%			<b>990</b>	-10%	<b>1,065</b>	-17%
Indonesia	<b>3,322</b>	-13%	<b>44</b>	+627%	<b>2,685</b>	-19%			<b>464</b>	+14%	<b>128</b>	+17%
Others	<b>7,059</b>	-4%	<b>3,732</b>	-2%	<b>1,988</b>	-3%	<b>381</b>	-32%	<b>92</b>	+8%	<b>864</b>	+0%
<b>Total</b>	<b>89,853</b>	-5%	<b>53,722</b>	-3%	<b>20,336</b>	-8%	<b>3,587</b>	+1%	<b>2,506</b>	+3%	<b>9,701</b>	-14%



# Nonconsolidated Sales Results (Fiscal 2024-1Q)

Domestic Sales + Export		Sales Volume		Sales Amount		FY2023	
		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]	205	-28%	8,619 [8,019]	-36% -38%	283	13,561 [12,944]
	Bath-filling units [Heating units]	92	-34%	6,729 [6,105]	-27% -28%	140	9,173 [8,525]
	Hot-water/heating systems [Heating units]	55	-2%	9,868 [5,567]	+5% +8%	56	9,361 [5,156]
	Others	30	-18%	1,119	+0%	37	1,114
	Sub-total	383	-26%	26,337	-21%	517	33,210
Kitchen appliances	Cooking stoves	174	-12%	2,538	-8%	197	2,752
	Built-in gas stoves	149	-9%	6,555	-9%	163	7,220
	Others	106	-15%	4,068	+9%	125	3,727
	Sub-total	430	-12%	13,162	-4%	486	13,700
Air conditioning appliances	Fan heaters	6	-65%	197	-63%	18	529
	Others	5	-53%	509	-34%	12	771
	Sub-total	12	-60%	706	-46%	30	1,300
Commercial-use equipment		15	+12%	620	+7%	13	577
Others		23	-37%	5,351	-34%	36	8,120
Total		865	-20%	46,178	-19%	1,085	56,909
Export		[218]	-36%	[8,546]	-47%	[340]	[16,278]

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

# Nonconsolidated Sales Results (Fiscal 2024-1Q)

Domestic Sales (excluding Export)		Sales Volume		Sales Amount		FY2023	
		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]	74	-8%	3,044 [2,532]	-1% -3%	80	3,088 [2,612]
	Bath-filling units [Heating units]	92	-34%	6,727 [6,105]	-27% -28%	140	9,168 [8,525]
	Hot-water/heating systems [Heating units]	53	-0%	9,605 [5,311]	+8% +12%	53	8,933 [4,743]
	Others	30	-18%	1,118	+1%	37	1,112
Sub-total		250	-19%	20,496	-8%	310	22,302
Kitchen appliances	Cooking stoves	128	-11%	2,135	-4%	143	2,227
	Built-in gas stoves	139	-6%	6,300	-9%	148	6,925
	Others	93	-0%	3,998	+13%	93	3,533
Sub-total		361	-6%	12,433	-2%	386	12,686
Air conditioning appliances	Fan heaters	3	-28%	96	-13%	4	110
	Others	2	-23%	291	-11%	3	325
Sub-total		5	-26%	387	-11%	7	436
Commercial-use equipment		9	+6%	469	+1%	9	466
Others		19	-38%	3,843	-19%	31	4,738
Total		646	-13%	37,631	-7%	745	40,630

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

# Consolidated Original Income Projections (Fiscal 2024)

(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>190,000</b>	<b>15,000</b>	<b>7.9%</b>	<b>16,500</b>	<b>8.7%</b>	<b>9,500</b>	<b>5.0%</b>
	YOY change	-2%	-21%		-26%		-29%	
	<b>Full year</b>	<b>440,000</b>	<b>43,000</b>	<b>9.8%</b>	<b>46,000</b>	<b>10.5%</b>	<b>26,500</b>	<b>6.0%</b>
	YOY change	3%	4%		3%		2%	



Parent company	<b>Full year</b>	<b>231,000</b>	<b>19,000</b>	<b>8.2%</b>	<b>27,500</b>	<b>11.9%</b>	<b>21,000</b>	<b>9.1%</b>
	YOY change	-5%	-4%		11%		13%	
Domestic subsidiaries	<b>Full year</b>	<b>112,325</b>	<b>3,659</b>	<b>3.3%</b>	<b>4,089</b>	<b>3.6%</b>	<b>2,884</b>	<b>2.6%</b>
	YOY change	-1%	7%		6%		6%	
Overseas subsidiaries	<b>Full year</b>	<b>257,383</b>	<b>22,531</b>	<b>8.8%</b>	<b>24,711</b>	<b>9.6%</b>	<b>19,764</b>	<b>7.7%</b>
	YOY change	7%	11%		11%		9%	
Total	<b>Full year</b>	<b>600,709</b>	<b>45,191</b>	<b>7.5%</b>	<b>56,301</b>	<b>9.4%</b>	<b>43,648</b>	<b>7.3%</b>
	YOY change	1%	4%		10%		11%	

# Main Overseas Consolidated Subsidiaries Original Income Projections (Fiscal 2024)

(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	55,750	306	0.6%	58,332	+5%	442	+44%	0.8%
Rinnai Australia	27,771	1,167	4.2%	30,492	+10%	1,587	+36%	5.2%
Shanghai Rinnai	64,249	9,591	14.9%	65,572	+2%	9,523	-1%	14.5%
Rinnai Korea	30,840	672	2.2%	32,240	+5%	988	+47%	3.1%
Rinnai Indonesia	16,997	2,400	14.1%	18,461	+9%	3,113	+30%	16.9%

# Revised Performance Forecasts for Fiscal 2024

(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)	<b>1st half (A)</b>	<b>190,000</b>	<b>10,000</b>	<b>5.3%</b>	<b>14,000</b>	<b>7.4%</b>	<b>7,500</b>	<b>3.9%</b>
	(A/a)	-	-33%		-15%		-21%	
	FY2024 Original Projections (a)	190,000	15,000	7.9%	16,500	8.7%	9,500	5.0%
	<b>Full year (B)</b>	<b>440,000</b>	<b>39,000</b>	<b>8.9%</b>	<b>44,000</b>	<b>10.0%</b>	<b>25,000</b>	<b>5.7%</b>
	(B/b)	-	-9%		-4%		-6%	
	FY2024 Original Projections (b)	440,000	43,000	9.8%	46,000	10.5%	26,500	6.0%
Revised forecasts: Parent Company (C)	<b>Full year</b>	<b>216,283</b>	<b>17,000</b>	<b>7.9%</b>	<b>27,000</b>	<b>12.5%</b>	<b>20,900</b>	<b>9.7%</b>
	(C/c)	-6%	-11%		-2%		-0%	
	FY2024 Original Projections (c)	231,000	19,000	8.2%	27,500	11.9%	21,000	9.1%
Revised forecasts: Domestic subsidiaries (D)	<b>Full year</b>	<b>104,773</b>	<b>2,731</b>	<b>2.6%</b>	<b>3,127</b>	<b>3.0%</b>	<b>2,032</b>	<b>1.9%</b>
	(D/d)	-7%	-25%		-24%		-30%	
	FY2024 Original Projections (d)	112,325	3,659	3.3%	4,089	3.6%	2,884	2.6%
Revised forecasts: Overseas subsidiaries (E)	<b>Full year</b>	<b>245,856</b>	<b>20,695</b>	<b>8.4%</b>	<b>23,390</b>	<b>9.5%</b>	<b>19,085</b>	<b>7.8%</b>
	(E/e)	-4%	-8%		-5%		-3%	
	FY2024 Original Projections (e)	257,383	22,531	8.8%	24,711	9.6%	19,764	7.7%
Total (B+C+D+E=F)	<b>Full year</b>	<b>566,913</b>	<b>40,427</b>	<b>7.1%</b>	<b>53,517</b>	<b>9.4%</b>	<b>42,017</b>	<b>7.4%</b>
	(F/f)	-6%	-11%		-5%		-4%	
	FY2024 Original Projections (f)	600,709	45,191	7.5%	56,301	9.4%	43,648	7.3%

# Consolidated Capital Expenditures, Depreciation and R&D Expenses (Fiscal 2024)

(Millions of yen)

## Capital Expenditures

	FY2023 Results		FY2024 Projection	
	Investment	Depreciation	Investment	Depreciation
Parent company	14,934	6,397	32,600	7,000
Domestic subsidiaries	1,941	2,083	2,500	2,000
Oversea subsidiaries	9,646	4,797	14,800	5,200
<b>Total</b>	<b>26,521</b>	<b>13,278</b>	<b>50,100</b>	<b>14,300</b>
(Including die and mold)	3,847	3,428	3,600	3,200

## R&D Expenses

	FY2023 Results	FY2024 Projection
Parent Company	8,104	10,000
Consolidated subsidiaries	5,353	5,600
<b>Total</b>	<b>13,458</b>	<b>15,600</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.