

Financial Results for Three Quarters of Fiscal 2024, ending March 31, 2024 (April 1 — December 31, 2023) Reference Data

February 8, 2024

Rinnai Corporation

Rinnai

Disclaimer

Forecasts, projections, strategies, and other forward-looking statements contained in this document are based on information currently available to the Company and certain assumptions that the Company believes are reasonable. Actual results may differ materially from these statements due to various risks and uncertainties. This material is for informational purposes only and is not intended as a solicitation to trade.

Fiscal 2024 (First Three Quarters): Consolidated Income Results

(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	310,162	25,468	8.2%	30,471	9.8%	17,375	5.6%
YOY change	-1%	-24%		-16%		-19%	
FY2023	314,093	33,688	10.7%	36,487	11.6%	21,423	6.8%
Parent Company	155,329	10,325	6.6%	19,532	12.6%	15,481	10.0%
YOY change	-17%	-41%		-10%		-4%	
FY2023	186,971	17,503	9.4%	21,735	11.6%	16,140	8.6%
Domestic subsidiaries	72,445	1,426	2.0%	1,724	2.4%	1,188	1.6%
YOY change	-15%	-50%		-47%		-47%	
FY2023	85,590	2,871	3.4%	3,228	3.8%	2,241	2.6%
Overseas subsidiaries	174,934	13,305	7.6%	15,759	9.0%	12,998	7.4%
YOY change	+0%	-8%		-3%		+1%	
FY2023	174,868	14,517	8.3%	16,223	9.3%	12,869	7.4%
Total	402,709	25,057	6.2%	37,016	9.2%	29,668	7.4%
YOY change	-10%	-28%		-10%		-5%	
FY2023	447,430	34,892	7.8%	41,187	9.2%	31,250	7.0%

Fiscal 2024 (First Three Quarters): Main Overseas Consolidated Subsidiaries Income Results

(Millions of yen)

	Net sales	YOY change	Operating income	%of net sales	Ordinary income	%of net sales	Net income	%of net sales
Rinnai America	41,625	-2%	(1,882)	-4.5%	(2,353)	-5.7%	(1,767)	-4.2%
Rinnai Australia	22,761	+8%	1,175	5.2%	1,340	5.9%	1,004	4.4%
Shanghai Rinnai	44,830	+3%	7,852	17.5%	9,445	21.1%	8,237	18.4%
Rinnai Korea	20,230	-6%	(0)	-0.0%	286	1.4%	220	1.1%
Rinnai Indonesia	12,386	-6%	2,212	17.9%	2,463	19.9%	1,921	15.5%

Fiscal 2024 (First Three Quarters): Consolidated Sales Results

(Millions of yen)

	Total	Water heaters	Kitchen appliances	Air conditioning appliances	Commercial -use equipment	Others
Consolidated amounts	310,162	185,115	68,536	16,697	8,236	31,576
YOY change	-1%	-0%	-2%	-6%	+4%	-3%
FY2023	314,093	185,856	70,104	17,854	7,884	32,391
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Parent Company	155,329	85,725	43,713	6,151	1,997	17,740
YOY change	-17%	-22%	-0%	-23%	+10%	-26%
FY2023	186,971	109,585	43,766	7,977	1,822	23,820
Domestic subsidiaries	72,445	26,476	9,987	679	1,066	34,235
YOY change	-15%	-15%	-2%	-11%	-8%	-19%
FY2023	85,590	31,274	10,181	765	1,154	42,214
Overseas subsidiaries	174,934	116,427	25,995	11,630	6,825	14,056
YOY change	+0%	+3%	-8%	-7%	+4%	+1%
FY2023	174,868	113,539	28,327	12,544	6,573	13,882
Total	402,709	228,629	79,697	18,461	9,888	66,032
YOY change	-10%	-10%	-3%	-13%	+4%	-17%
FY2023	447,430	254,399	82,275	21,287	9,550	79,917

Fiscal 2024 (First Three Quarters): Main Overseas Consolidated Subsidiaries Sales Results

(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	41,625	-2% (-9%)	36,988	-3%			2,121	+18%	274	+30%	2,240	+7%
Rinnai Australia	22,761	+8% (+5%)	11,856	+20%			7,750	-8%	1,359	+32%	1,794	+2%
Shanghai Rinnai	44,830	+3% (+1%)	41,024	+5%	2,525	-24%					1,280	-2%
Rinnai Korea	20,230	-6% (-11%)	10,447	-7%	5,074	-7%	21	-	3,479	+0%	1,207	-16%
Rinnai Indonesia	12,386	-6% (-11%)	127	+117%	10,522	-7%			1,262	-14%	473	+17%

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	FY2023-3Q avg. rate	FY2024-3Q avg. rate	FY2024 assumed rate	Composition of overseas sales
Rinnai America	3,251	USD	128.020	138.867	130.000	24.9%
Rinnai Australia	577	AUD	90.021	92.371	90.000	13.6%
Shanghai Rinnai	705	RMB	19.321	19.652	19.000	25.0%
Rinnai Korea	1,069	KRW	0.1009	0.1067	0.1040	11.7%
Rinnai Indonesia	547	IDR	0.00879	0.00921	0.00870	7.2%
Others	1,479					17.7%
Total	7,628					100.0%

Fiscal 2024 (First Three Quarters): Income Results by Segment

(Millions of yen)

	Net sales			Operating income		
	Fiscal 2023	Fiscal 2024	YOY change	Fiscal 2023	Fiscal 2024	YOY change
Japan	148,049	142,791	-4%	20,652	12,102	-41%
United States	42,280	41,625	-2%	(252)	(1,928)	-
Australia	20,958	22,680	+8%	881	1,168	+33%
China	45,195	46,867	+4%	8,355	8,361	+0%
South Korea	22,667	21,982	-3%	895	(122)	-
Indonesia	12,600	11,990	-5%	1,682	2,139	+27%
Others	22,341	22,224	-1%	3,593	3,089	-14%
Total	314,093	310,162	-1%	33,688	25,468	-24%

Fiscal 2024 (First Three Quarters): Sales Results by Segment

(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	142,791	-4%	71,542	-5%	43,991	+0%	5,472	-6%	1,664	+7%	20,121	-5%
United States	41,625	-2%	36,988	-3%			2,121	+18%	274	+30%	2,240	+7%
Australia	22,680	+8%	11,854	+20%			7,694	-8%	1,357	+32%	1,773	+2%
China	46,867	+4%	42,832	+6%	2,787	-23%				-	1,247	+7%
South Korea	21,982	-3%	10,110	-5%	5,075	-6%			3,411	+2%	3,386	+5%
Indonesia	11,990	-5%	119	+102%	10,199	-5%			1,222	-14%	449	+18%
Others	22,224	-1%	11,668	+5%	6,483	+0%	1,409	-26%	305	+19%	2,356	-11%
Total	310,162	-1%	185,115	-0%	68,536	-2%	16,697	-6%	8,236	+4%	31,576	-3%

Fiscal 2024 (First Three Quarters): Nonconsolidated Sales Results

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]	689	-33%	28,604 [26,633]	-39% -40%	1,023	46,728 [44,709]
	Bath-filling units [Heating units]	298	-28%	22,587 [20,570]	-19% -20%	412	27,873 [25,787]
	Hot-water/heating systems [Heating units]	160	-16%	30,301 [16,462]	-3% -9%	192	31,085 [18,154]
	Others	111	-6%	4,233	+9%	119	3,898
	Sub-total	1,260	-28%	85,725	-22%	1,748	109,585
Kitchen appliances	Cooking stoves	536	-13%	8,565	-5%	619	8,972
	Built-in gas stoves	472	-7%	21,671	-2%	508	22,210
	Others	349	-3%	13,476	+7%	360	12,583
	Sub-total	1,358	-9%	43,713	-0%	1,489	43,766
Air conditioning appliances	Fan heaters	157	-21%	3,643	-16%	198	4,317
	Others	35	-33%	2,507	-31%	53	3,659
	Sub-total	193	-23%	6,151	-23%	251	7,977
Commercial-use equipment		48	+8%	1,997	+10%	44	1,822
Others		81	-9%	17,740	-26%	89	23,820
Total		2,942	-19%	155,329	-17%	3,623	186,971
Export		[725]	-35%	[27,539]	-50%	[1,110]	[54,763]

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

Fiscal 2024 (First Three Quarters): Nonconsolidated Sales Results

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]	234	-21%	10,210 [8,512]	-5% -7%	295	10,746 [9,114]
	Bath-filling units [Heating units]	298	-28%	22,581 [20,570]	-19% -20%	412	27,861 [25,787]
	Hot-water/heating systems [Heating units]	152	-13%	29,431 [15,614]	+1% -4%	175	29,097 [16,195]
	Others	111	-6%	4,230	+9%	119	3,891
	Sub-total	797	-21%	66,454	-7%	1,003	71,596
Kitchen appliances	Cooking stoves	408	-8%	7,154	+0%	445	7,131
	Built-in gas stoves	440	-4%	20,745	-2%	457	21,070
	Others	292	+0%	13,093	+8%	291	12,106
	Sub-total	1,141	-4%	40,992	+2%	1,194	40,308
Air conditioning appliances	Fan heaters	152	-16%	3,493	-8%	181	3,796
	Others	23	-11%	1,645	-2%	25	1,680
	Sub-total	176	-15%	5,138	-6%	207	5,476
Commercial-use equipment		29	+6%	1,503	+7%	27	1,409
Others		72	-8%	13,698	+2%	79	13,417
Total		2,216	-12%	127,789	-3%	2,512	132,208

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

Fiscal 2024: Consolidated Original Income Projections

(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	440,000	43,000	9.8%	46,000	10.5%	26,500	6.0%
	YOY change(%)	+3%	+4%		+3%		+2%	
Parent company	Full year	231,000	19,000	8.2%	27,500	11.9%	21,000	9.1%
	YOY change(%)	△5%	△4%		+11%		+13%	
Domestic subsidiaries	Full year	112,325	3,659	3.3%	4,089	3.6%	2,884	2.6%
	YOY change(%)	△1%	+7%		+6%		+6%	
Overseas subsidiaries	Full year	257,383	22,531	8.8%	24,711	9.6%	19,764	7.7%
	YOY change(%)	+7%	+11%		+11%		+9%	
Total	Full year	600,709	45,191	7.5%	56,301	9.4%	43,648	7.3%
	YOY change(%)	+1%	+4%		+10%		+11%	

Fiscal 2024: Main Overseas Consolidated Subsidiaries Original Income Projections

(Millions of yen)

	FY2023 Results			FY2024 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%

Fiscal 2024: Revised Performance Forecasts

(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)	Full year (A)	440,000	39,000	8.9%	44,000	10.0%	25,000	5.7%
	(A/a)	-	-9%		-4%		-6%	
	FY2024 Original Projections (a)	440,000	43,000	9.8%	46,000	10.5%	26,500	6.0%
		0	0	0.0	0	0.0	0	0.0
Revised forecasts: Parent Company (B)	Full year	216,283	17,000	7.9%	27,000	12.5%	20,900	9.7%
	(B/b)	-6%	-11%		-2%		-0%	
	FY2024 Original Projections (b)	231,000	19,000	8.2%	27,500	11.9%	21,000	9.1%
Revised forecasts: Domestic subsidiaries (C)	Full year	104,773	2,731	2.6%	3,127	3.0%	2,032	1.9%
	(C/c)	-7%	-25%		-24%		-30%	
	FY2024 Original Projections (c)	112,325	3,659	3.3%	4,089	3.6%	2,884	2.6%
Revised forecasts: Overseas subsidiaries (D)	Full year	245,856	20,695	8.4%	23,390	9.5%	19,085	7.8%
	(D/d)	-4%	-8%		-5%		-3%	
	FY2024 Original Projections (d)	257,383	22,531	8.8%	24,711	9.6%	19,764	7.7%
Total (A+B+C+D=E)	Full year	566,913	40,427	7.1%	53,517	9.4%	42,017	7.4%
	(E/e)	-6%	-11%		-5%		-4%	
	FY2024 Original Projections (e)	600,709	45,191	7.5%	56,301	9.4%	43,648	7.3%

Fiscal 2024: Consolidated Capital Expenditures, Depreciation and R&D Expenses

(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
Total	26,521	13,278	50,100	14,300
(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
Total	13,458	15,600

