

Supplementary Information of 2021 Q3

1. Financial Highlights

(1) Quarter of the year

(Yen in billions)

		Unit	Before Reclassifications					After Reclassifications (*1)										
			2020					2020			2021			FY (*2)				
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	9 Months	Q1	Q2	Q3	9 Months	vs.PY	Fcst	vs.PY
Consolidated Results																		
Statements of Income	Revenue		752.2	603.2	793.5	845.6	2,994.5	705.8	557.2	741.2	2,004.2	756.9	811.9	833.0	2,401.8	120	3,320.0	118
	Adjusted Operating Profit		49.8	(1.6)	70.2	104.5	222.9	46.1	(8.5)	66.2	103.7	82.3	93.8	101.7	277.9	268	360.0	185
	Adjusted OP Margin	%	6.6	(0.3)	8.8	12.4	7.4	6.5	(1.5)	8.9	5.2	10.9	11.6	12.2	11.6	+6.4	10.8	+3.9
	Profit Attributable to Owners of Parent		19.5	(41.5)	(2.1)	0.8	(23.3)	19.5	(41.5)	(2.1)	(24.1)	285.2	67.1	70.5	422.8	-	325.0	-
	Profit from Continuing Operations						16.8	(47.0)	(9.8)	(40.0)	60.3	63.4	69.3	192.9	-	230.0	-	
	Profit from Discontinued Operations						2.7	5.5	7.7	15.9	225.0	3.7	1.2	229.9	-	95.0	433	
Exchange Rate	US \$	Yen/\$	109	108	106	105	107	109	108	106	107	106	110	110	109	101	108	101
	Euro	Yen/€	120	119	124	124	122	120	119	124	121	128	132	130	130	107	129	106
Analysis of Revenue and Adjusted Operating Profit vs. PY																		
Revenue	Forex											+1.0	+29.0	+28.0	+58.0		+77.0	
	Price, Mix, Volume etc.											+50.1	+225.7	+63.7	+339.6		+437.6	
	Total											+51.1	+254.7	+91.7	+397.6		+514.6	
Adjusted Operating Profit	Forex											(1.0)	+4.0	+9.0	+12.0		+17.0	
	Raw Materials											+1.0	(20.0)	(33.0)	(52.0)		(84.0)	
	Price											+6.0	+12.0	+24.0	+42.0		+59.0	
	Mix											+8.0	+5.0	+11.0	+24.0		+18.0	
	Volume											+14.0	+70.0	+3.0	+87.0		+127.0	
	Conversion Cost											+13.0	+62.0	+12.0	+87.0		+80.0	
	Operating Expense (*3)											+5.0	(28.0)	(27.0)	(50.0)		(89.0)	
	Others											(9.7)	(2.6)	+36.6	+24.2		+37.1	
Total												+36.3	+102.4	+35.6	+174.2		+165.1	
Segment Information	Japan	Revenue	194.9	162.4	169.5	235.8	762.6	224.3	184.8	203.9	613.0	225.6	230.2	227.4	683.1	111	1,005.0	113
		Adjusted Operating Profit	14.0	4.7	7.7	38.3	64.6	15.6	4.1	16.9	36.6	18.7	18.0	18.2	54.9	150	100.0	127
		Adjusted OP Margin	%	7.2	2.9	4.5	16.2	8.5	6.9	2.2	8.3	6.0	8.3	7.8	8.0	8.0	+2.1	10.0
	Americas	Revenue	363.0	283.8	390.0	371.2	1,407.9	301.3	225.0	323.4	849.7	311.0	358.9	376.9	1,046.8	123	1,410.0	121
		Adjusted Operating Profit	30.2	4.7	52.7	52.3	139.9	27.7	(0.5)	38.4	65.6	38.4	56.6	52.4	147.4	225	192.0	175
		Adjusted OP Margin	%	8.3	1.6	13.5	14.1	9.9	9.2	(0.2)	11.9	7.7	12.3	15.8	13.9	14.1	+6.4	13.6
	Europe, Russia, Middle East, India and Africa	Revenue	142.6	106.2	156.7	158.9	564.3	137.7	103.5	153.4	394.7	163.9	166.8	176.7	507.5	129	640.0	116
		Adjusted Operating Profit	(1.2)	(12.2)	3.5	(7.6)	(17.6)	(2.6)	(11.6)	1.6	(12.6)	8.1	8.1	16.1	32.4	-	30.0	-
		Adjusted OP Margin	%	(0.9)	(11.5)	2.2	(4.8)	(3.1)	(1.9)	(11.2)	1.1	(3.2)	5.0	4.9	9.1	6.4	+9.6	4.7
	China, Asia-Pacific	Revenue	89.9	91.9	105.0	107.8	394.6	75.7	71.8	85.1	232.6	91.7	93.4	91.1	276.2	119	395.0	122
		Adjusted Operating Profit	4.8	4.1	7.7	8.0	24.6	6.0	2.5	7.8	16.2	12.9	10.0	9.2	32.1	198	43.0	172
		Adjusted OP Margin	%	5.4	4.4	7.3	7.5	6.2	7.9	3.4	9.1	7.0	14.1	10.7	10.1	11.6	+4.6	10.9
Balance Sheet	Total Assets		4,004.7	4,147.0	4,111.6		4,189.3	4,004.7	4,147.0		4,111.6	4,596.1	4,436.4		4,452.7			
	Total Equity		2,266.3	2,229.5	2,175.6		2,195.3	2,266.3	2,229.5		2,175.6	2,548.1	2,624.0		2,638.9			
	Ratio of equity attributable to owners of parent to total assets	%	55.4	52.7	51.8		51.3	55.4	52.7		51.8	54.4	58.2		58.3			
	ROIC	%					5.5										8.3	+3.5
	ROE	%					(1.0)										10.4	+12.4
Cash Flows	Cash flows from operating activities		64.1	81.1	169.8	211.9	526.9	64.1	81.1	169.8	315.0	90.9	24.5	59.2	174.6			
	Cash flows from investing activities		(59.3)	(44.9)	(37.5)	(13.7)	(155.4)	(59.3)	(44.9)	(37.5)	(141.7)	289.8	(23.8)	(83.0)	183.0			
	Free cash flow		4.8	36.2	132.3	198.2	371.6	4.8	36.2	132.3	173.4	380.7	0.7	(23.7)	357.7			
Investment	Capital Expenditure		53.1	60.5	57.5	100.8	271.9	53.1	60.5	57.5	171.1	37.2	57.0	45.3	139.5	82	277.0	102
	Depreciation and amortization		66.9	66.3	66.4	68.0	267.5	64.9	64.2	64.3	193.5	61.5	60.2	64.0	185.7	96	262.0	
Costs & Expenses	R&D Expenses		26.5	22.2	22.6	24.0	95.2	26.0	21.8	22.2	70.1	24.0	24.4	24.1	72.6	104	102.0	
	Dividends	Dividend per Share	Yen		50		60	110		50			85		85		170	
Tire Production (tonnage of rubber)	Domestic	10,000t	12	8	9	11	40	12	8	9	29	12	12	12	36		48	
	Americas	10,000t	13	7	13	14	47	13	7	13	33	15	15	14	44		60	
	Europe, Russia, Middle East, India and Africa	10,000t	8	4	7	8	27	8	4	7	19	9	9	8	25		34	
	China, Asia-Pacific	10,000t	8	5	8	9	30	8	5	8	21	9	9	9	28		38	
	Overseas Total	10,000t	28	16	29	31	105	28	16	29	73	32	33	32	97		132	
	Total	10,000t	40	24	38	43	145	40	24	38	102	44	45	44	133		180	
	Overseas Prod. Ratio	%	71	65	77	74	72	71	65	77	72	74	73	72	73		73	

(*1) The Group categorizes FSBP and its subsidiaries as discontinued operations. Accordingly, in the first nine months of the fiscal year ending December 31, 2020 and 2021, revenue and adjusted operating profit show figures for continuing operations and exclude discontinued operations. Note that the Company revised the way of calculation for the segment results from fiscal 2021, for the purpose of evaluating each segment based on ROIC.

(*2) No change from that disclosed on Aug. 10, 2021. Note that the figures used to calculate year-on-year changes are approximate values, and may change as a result of the accounting audits.

(*3) Operating Expense: SG&A and other operating income/expense.

2. Additional Information

(1) Year-on-Year Tire Demand Growth (unit base, %)

			2019	2020	2021			(Ref.) vs. 2019	
			FY	FY	1H	Q3	9 Months	2021	
								Q3	9 Months
Japan	PSR/LTR	REP	97	91	110	102	107	75	88
		OE	100	84	116	78	102	68	80
	TBR	REP	101	91	107	114	110	67	81
		OE	96	87	122	124	123	97	104
N.America	PSR/LTR	REP	102	92	135	97	119	104	106
		USTMA	100	95	134	105	122		
		OE	94	74	136	76	109	71	76
	TBR	REP	88	101	135	113	126	118	124
		USTMA	97	109	128	106	119		
		OE	101	71	148	109	133	82	84
Europe	PSR/LTR	REP	97	86	126	100	115	98	97
		OE	94	77	135	74	112	66	78
	TBR	REP	101	93	133	102	120	100	105
		OE	90	80	148	105	133	94	95
Asia (*1) (Thailand, India, China Indonesia Total)	PSR/LTR	REP	99	88					
		OE	90	88					
	TBR	REP	97	89					
		OE	92	127					

(*1) Excluding India due to a change in segmentation since 2020

(2) Year-on-Year Sales Growth (unit base, %)

			2019	2020	2021			(Ref.) vs. 2019	
			FY	FY	1H	Q3	9 Months	2021	
								Q3	9 Months
Japan	PSR/LTR	REP	98	87	114	109	112	75	87
		OE	101	82	112	81	101	67	78
		Total	99	85	113	98	108	72	83
	TBR	REP	100	87	108	130	117	75	83
		OE	96	88	125	126	126	96	106
		Total	99	87	114	129	120	80	90
N.America	PSR/LTR	REP	98	86	122	97	112	97	95
		OE	90	76	152	71	115	69	79
		Total	95	83	131	89	113	88	89
	TBR	REP	91	102	125	105	117	110	114
		OE	100	64	144	105	130	71	75
		Total	94	86	131	105	121	95	98
Europe	PSR/CVR	REP	95	89	115	91	105	97	93
		OE	100	81	122	65	101	61	75
		Total	97	86	117	83	104	85	87
	TBR	REP	100	89	123	99	113	91	98
		OE	88	80	153	95	132	89	92
		Total	96	87	131	98	118	90	96
China, Asia-Pacific (*2)	PSR/LTR	REP	92	87	114	84	103	82	85
		OE	95	77	125	89	112	73	80
		Total	93	82	119	86	107	78	83
	TBR	REP	91	89	117	92	108	94	91
		OE	89	68	192	150	177	99	112
		Total	91	86	125	98	115	95	94
Global	PSR/LTR	REP	96	87	120	101	113	92	94
		OE	96	78	131	80	111	71	79
		Total	96	84	124	93	112	85	88
	TBR	REP	96	92	117	106	113	96	98
		OE	97	72	145	115	134	84	88
		Total	96	87	124	108	118	93	95

(*2) Excluding India due to a change in segmentation since 2020

Key Products:

			2019	2020	2021			(Ref.) vs. 2019	
			FY	FY	1H	Q3	9 Months	2021	
								Q3	9 Months
ORR	Ultra-Large		102	83	103	118	108	103	94
	Large	REP	106	87	118	116	117	89	102
		OE	78	56	182	368	228	159	110
		Total	98	80	129	146	134	103	104
	Small & Medium	REP	96	89	115	104	111	92	98
		OE	94	73	159	168	161	112	107
Total		97	83	130	121	127	98	101	
PSR-HRD (≥18")			106	90	143	99	125	99	105
		REP	110	99	138	112	128	124	124