

Supplementary Information of 2012 3Q

1. Financial Highlights

(1) Quarter of the year

(Yen in billions)

		Unit	2011					2012					vs.PY	
			1H		FY		1H		9 Months					
			1Q	2Q	3Q	4Q	1Q	2Q	3Q	9 Months				
Consolidated Results														
Statements of	Net Sales		704.3	754.7	1,459.1	775.3	789.9	3,024.3	726.2	762.7	1,488.9	737.3	2,226.3	100
Income	Operating Income		55.8	37.7	93.6	49.7	47.9	191.3	63.0	70.7	133.7	70.4	204.2	142
	OP Margin		7.9	5.0	6.4	6.4	6.1	6.3	8.7	9.3	9.0	9.6	9.2	+2.8
	Ordinary Income		56.2	35.6	91.8	40.2	49.4	179.3	61.7	67.2	128.9	67.8	196.7	152
	Net Income		31.3	22.7	54.1	27.8	21.0	102.9	42.2	33.0	75.2	40.6	115.8	141
Exchange Rate	US \$	Yen/\$	82	82	82	78	77	80	80	80	80	79	79	99
	Euro	Yen/€	113	117	115	110	104	111	105	103	103	99	102	90
Analysis of Net Sales and Operating Income vs. PY														
Net Sales	Forex		(51.0)	(51.0)	(102.0)	(44.0)	(41.0)	(187.0)	(25.0)	(32.0)	(57.0)	(12.0)	(69.0)	
	Price, Mix, Volume etc.		+96.2	+78.9	+175.1	+114.0	+60.6	+349.7	+46.9	+39.9	+86.8	(25.9)	+60.9	
	Total		+45.2	+27.9	+73.1	+70.0	+19.5	+162.7	+21.9	+7.9	+29.8	(37.9)	(8.1)	
Operating Income	Forex		(11.0)	(9.0)	(20.0)	(8.0)	(9.0)	(37.0)	(6.0)	(8.0)	(14.0)	(3.0)	(17.0)	
	Raw Materials		(52.0)	(72.0)	(124.0)	(68.0)	(63.0)	(255.0)	(6.0)	+23.0	+17.0	+39.0	+56.0	
	Depreciation		0	0	0	+1.0	+3.0	+4.0	+1.0	+2.0	+3.0	+1.0	+4.0	
	SGA		(2.0)	(12.0)	(14.0)	+1.0	(9.0)	(22.0)	(7.0)	(1.0)	(8.0)	(4.0)	(12.0)	
	Strategic Products		+6.0	+7.0	+13.0	+6.0	+2.0	+21.0	0	(3.0)	(3.0)	(3.0)	(6.0)	
	Price, Mix, Volume etc.		+78.8	+81.4	+160.2	+82.7	+70.9	+313.8	+25.1	+20.0	+45.1	(9.3)	+35.8	
	Total		+19.8	(4.6)	+15.2	+14.7	(5.1)	+24.8	+7.1	+33.0	+40.1	+20.7	+60.8	
Segment Information (*1)														
Business Segment	Tires	Net Sales	590.7	630.5	1,221.2	648.8	669.6	2,539.7	602.5	634.9	1,237.5	622.7	1,860.3	99
		OP	54.5	35.2	89.7	46.2	49.4	185.4	57.0	62.6	119.6	65.7	185.4	136
		OP Margin %	9.2	5.6	7.4	7.1	7.4	7.3	9.5	9.9	9.7	10.6	10.0	+2.7
	Diversified Products	Net Sales	117.2	127.8	245.1	130.5	124.8	500.5	127.9	132.5	260.4	118.4	378.9	101
		OP	1.3	2.5	3.8	3.5	(1.5)	5.8	6.0	7.9	14.0	4.7	18.7	256
		OP Margin %	1.1	2.0	1.6	2.7	(1.2)	1.2	4.8	6.0	5.4	4.0	5.0	+3.0
Geographic Segment (*2)	Japan	Net Sales	275.2	300.4	575.7	293.9	359.2	1,229.0	300.9	301.0	601.9	271.4	873.4	100
		OP	16.5	11.0	27.5	8.8	33.1	69.5	34.5	39.0	73.6	25.9	99.5	273
		OP Margin %	6.0	3.7	4.8	3.0	9.2	5.7	11.5	13.0	12.2	9.6	11.4	+7.2
	Americas	Net Sales	300.0	332.5	632.5	335.4	320.7	1,288.6	313.0	348.6	661.7	335.2	996.9	103
		OP	22.7	14.2	37.0	15.1	9.7	61.9	26.7	25.2	51.9	23.1	75.1	144
		OP Margin %	7.6	4.3	5.9	4.5	3.0	4.8	8.5	7.2	7.9	6.9	7.5	+2.1
	Europe	Net Sales	100.8	105.9	206.7	110.3	96.0	413.1	87.7	87.5	175.2	87.1	262.3	83
		OP	2.4	2.8	5.3	6.7	(0.7)	11.3	1.2	(0.3)	0.8	1.3	2.2	18
		OP Margin %	2.5	2.7	2.6	6.1	(0.7)	2.8	1.4	(0.4)	0.5	1.5	0.8	(3.0)
	Other	Net Sales	168.9	178.3	347.3	182.4	169.8	699.6	178.3	170.1	348.4	173.7	522.2	99
		OP	13.8	12.4	26.2	14.8	7.0	48.2	16.1	10.8	27.0	15.2	42.2	103
		OP Margin %	8.2	7.0	7.6	8.1	4.2	6.9	9.1	6.4	7.8	8.8	8.1	+0.3
Market	Net Sales	Domestic	152.2	155.5	307.7	164.9	221.5	694.2	165.0	162.3	327.4	148.8	476.2	101
		Overseas	552.1	599.2	1,151.3	610.3	568.3	2,330.1	561.2	600.3	1,161.5	588.5	1,750.0	99
		Americas	296.3	328.2	624.5	331.9	316.8	1,273.3	310.1	345.1	655.2	332.7	988.0	103
		Europe	102.3	107.9	210.2	111.0	97.4	418.8	88.4	87.7	176.1	86.9	263.0	82
		Other	153.5	163.0	316.5	167.3	154.0	638.0	162.6	167.4	330.1	168.8	498.9	103
Investment	Capital Expenditure				73.3			201.3			99.2			
Costs & Expenses	Depreciation				78.0			158.0			73.1			
	R&D Expenses				41.3			83.9			41.0			
	Interest Expense				3.3			8.2			3.0			
Liabilities	Interest-Bearing Debt		666.4		684.0	671.6		602.5	675.8		663.4		643.0	96
Tire Production (tonnage of rubber)	Domestic	10,000t	13	15	28	15	14	57	14	14	28	13	42	
	Overseas	Americas	15	15	29	14	14	58	15	14	29	14	43	
		Europe	6	7	13	6	6	25	6	5	11	5	16	
		Other	12	12	25	13	12	49	12	11	23	11	35	
	Overseas Total	10,000t	33	34	67	33	32	132	33	30	63	30	93	
	Total	10,000t	47	49	96	47	46	189	47	44	92	43	135	
	Overseas Prod. Ratio	%	71	69	70	69	69	70	70	68	69	69	69	

(*1)Segment Information (Business, Geographic): including transactions caused by businesses among segments

(*2)Americas: North America, Latin America

Other: Asia Pacific, Middle East, Africa, Russia

(2) Full Year

(Yen in billions)

(*)released on August 7,2012

	Unit	2008			2009			2010			2011			2012(*)		
		Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Fcst.	%	vs.PY
Consolidated Results																
Statements of	Net Sales	3,234.4	100	95	2,597.0	100	80	2,861.6	100	110	3,024.3	100	106	3,130.0	100	103
Income	Operating Income	131.5	4.1	53	75.7	2.9	58	166.4	5.8	220	191.3	6.3	115	287.0	9.2	150
	Ordinary Income	74.4	2.3	34	54.4	2.1	73	147.9	5.2	272	179.3	5.9	121	269.0	8.6	150
	Extra Loss (Gain)	20.9	0.6		19.0	0.7		6.2	0.2		20.5	0.7				
	Net Income	10.4	0.3	8	1.0	0.0	10	98.9	3.5	+	102.9	3.4	104	172.0	5.5	167
Exchange Rate	US \$	Yen/\$	104	88	94	90	88	94	80	91	79	99	99	89		
	Euro	Yen/€	153	94	130	85	116	89	111	96	99	89				
Analysis of Net Sales and Operating Income vs. PY																
Net Sales	Forex	(301.0)			(269.0)			(136.0)			(187.0)			(88.0)		
	Price, Mix, Volume etc.	+145.2			(368.4)			+400.6			+349.7			+193.6		
	Total	(155.8)			(637.4)			+264.6			+162.7			+105.6		
Operating Income	Forex	(45.0)			(44.0)			(27.0)			(37.0)			(19.0)		
	Raw Materials	(190.0)			+121.0			(131.0)			(255.0)			+61.0		
	Depreciation	(25.0)			(6.0)			+3.0			+4.0			(1.0)		
	SGA				+68.0			(37.0)			(22.0)			(26.0)		
	Strategic Products	+13.0			+4.0			+30.0			+21.0			+12.0		
	Price, Mix, Volume etc.	+128.6			(198.8)			+252.7			+313.8			+68.6		
	Total	(118.4)			(55.8)			+90.7			+24.8			+95.6		
Segment Information(*1)																
Business Segment	Tires (*3)	Net Sales	2,629.1	95	2,152.9	82	2,379.5	111	2,539.7	107	2,620.0	103				
		OP	92.7	48	75.2	81	153.1	204	185.4	121	262.0	141				
		OP Margin	%	3.5	(3.5)	3.5	(0.0)	6.4	+2.9	7.3	+0.9	10.0	+2.7			
	Diversified Products (*4)	Net Sales	625.5	95	454.1	73	494.6	109	500.5	101	520.0	104				
		OP	38.7	71	0.4	1	13.3	+	5.8	43	25.0	430				
		OP Margin	%	6.2	(2.1)	0.1	(6.1)	2.7	+2.6	1.2	(1.5)	4.8	+3.6			
Geographic Segment (*2)	Japan	Net Sales	1,321.9	96	1,011.9	77	1,154.6	114	1,229.0	106	1,270.0	103				
		OP	68.9	47	14.3	21	61.6	428	69.5	113	161.0	231				
		OP Margin	%	5.2	(5.5)	1.4	(3.8)	5.3	+3.9	5.7	+0.3	12.7	+7.0			
	Americas	Net Sales	1,417.2	94	1,132.8	80	1,223.9	108	1,288.6	105	1,350.0	105				
		OP	21.6	42	34.4	159	48.3	140	61.9	128	88.0	142				
		OP Margin	%	1.5	(1.9)	3.0	+1.5	4.0	+0.9	4.8	+0.9	6.5	+1.7			
	Europe	Net Sales	474.8	92	362.5	76	383.8	106	413.1	108	360.0	87				
		OP	(4.8)	-	(11.9)	-	7.1	+	11.3	160	6.0	53				
		OP Margin	%	(1.0)	(4.3)	(3.3)	(2.3)	1.9	+5.1	2.8	+0.9	1.7	(1.1)			
	Other (*5)	Net Sales	599.3	109	511.5	85	611.9	120	699.6	114	720.0	103				
		OP	35.4	94	32.9	93	44.9	137	48.2	107	56.0	116				
		OP Margin	%	5.9	(0.9)	6.4	+0.5	7.3	+0.9	6.9	(0.5)	7.8	+0.9			
Market	Net Sales	Domestic	786.1	24	614.8	24	671.8	23	694.2	23	694.2	103				
		Overseas	2,448.3	76	1,982.1	76	2,189.7	77	2,330.1	77	2,330.1	106				
		Americas (*6)	1,386.3	93	1,125.7	81	1,212.9	108	1,273.3	105	1,273.3	105				
		Europe	489.7	92	363.0	74	387.9	107	418.8	108	360.0	87				
		Other	572.3	101	493.5	86	588.8	119	638.0	108	638.0	108				
Balance Sheet	Total Assets	2,768.4			2,808.4			2,706.6			2,677.3					
	ROA	%	0.3		0.0			3.6			3.8					
	Net Assets	1,019.9			1,120.7			1,176.1			1,165.6					
	ROE	%	0.9		0.1			8.9			9.1					
	Ratio of total equity to total assets	%	35.8		38.7			42.2			42.2					
	Interest-Bearing Debt	775.9	94	786.3	101	663.1	84	602.5	91	600.0	100					
Cash Flows	Operating Cashflow	109.7			338.6			247.7			152.1					
	Investing Cashflow	(265.3)			(188.2)			(170.5)			(177.0)					
	Free Cashflow	(155.5)			150.4			77.1			(24.9)					
Investment	Capital Expenditure	Tires	247.9	103	156.8	63	159.7	102	174.7	109	255.0	146				
		Diversified	27.3	87	21.3	78	22.8	107	26.6	117	30.0	112				
		Total	275.3	101	178.2	65	182.6	102	201.3	110	285.0	142				
Costs & Expenses	Depreciation	182.3	5.6	108	175.7	6.8	96	167.6	5.9	95	158.0	5.2	94	155.0	5.0	98
	R&D Expenses	93.2	2.9	107	85.7	3.3	92	85.1	3.0	99	83.9	2.8	99	85.0	2.7	101
	Interest Expense	23.0	0.7	102	19.9	0.8	86	11.8	0.4	59	8.2	0.3	70			
No. of Employee		137,981		103	137,135		99	139,822		102	143,124		102			
Tire Production (tonnage of rubber)	Domestic	10,000t	64		44			55			57		56			
	Overseas	Americas	10,000t	58		45		54			58		59			
		Europe	10,000t	21		17		23			25		23			
		Other	10,000t	44		37		46			49		51			
	Overseas Total	10,000t	122		99			123			132		133			
	Total	10,000t	186		143			177			189		189			
	Overseas Prod. Ratio	%	66		69			69			70		70			

(*1)Segment Information (Business, Geographic): including transactions caused by businesses among segments

(*2)Americas: North America, Latin America

Other: Asia Pacific, Middle East, Africa, Russia

(*3)Net sales of "Specialty Tires"business accounts for less than 10% of "Tires" business in 2011.

(*4)Net sales composition of "Diversified Products" segment in 2011 is as follows.

Chemical and Industrial Products : More than 50% , BSAM Diversified Products : Less than 30% , Sporting goods,bicycles : Less than 20%

(*5)Net sales composition of "Other" segment in 2011 is as follows.

Asia & Oceania : More than 60% , China : Less than 20% , Middle East & Africa, Russia : More than 20%

(*6) "United States" in 2011 : ¥993.8 billion

2. Additional Information

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

			2010	2011	2012		2011 Component ratio (Approx.)
			FY	FY	1H	3Q	
JAPAN	PSR/LTR	REP	107	106	94	105	70%
		OE	130	84	131	89	30%
		Total	115	97	106	98	
	TBR	REP	111	107	82	65	80%
		OE	159	116	156	88	20%
		Total	119	109	100	70	
N.America	PSR/LTR	REP	106	94	91	92	80%
		OE	129	105	126	108	20%
		Total	110	96	99	95	
	TBR	REP	111	105	82	82	70%
		OE	132	154	104	95	30%
		Total	115	116	89	86	
Europe	PSR/CVR	REP	117	99	76	76	70%
		OE	112	94	94	100	30%
		Total	115	98	82	82	
	TBR	REP	117	90	60	84	70%
		OE	176	114	94	100	30%
		Total	127	95	69	88	
Asia Pacific	PSR/LTR	REP	107	103	96	98	60%
		OE	134	96	129	122	40%
		Total	117	100	109	108	
	TBR	REP	106	103	96	92	90%
		OE	150	86	159	150	10%
		Total	108	102	100	97	
China	PSR/LTR	REP	129	112	79	105	50%
		OE	126	115	123	69	50%
		Total	127	113	98	87	
	TBR	REP	127	102	62	107	100%
		OE	126	104	63	108	
		Total	126	104	63	108	

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

			2010	2011	2012	
			FY	FY	1H	3Q
Passenger Car Radial Tires (Replacement)	RFT		135	110	100	100
	UHP		120	105	100	115
	Winter		120	125	75	75
Specialty Tires	Ultralarge ORR		115	115	110	115
	Large ORR		130	130	105	95
	APR		115	120	120	100
	MCR		115	100	90	65

* Based on rubber weight for Ultralarge and Large ORR