

Supplementary Information of FY2012

1.Financial Highlights

(1) Quarter of the year

(Yen in billions)

	Unit	2011						2012						vs.PY		
		1H		FY		1H		FY								
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q							
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	813.4	3,039.7	101		
Income	Operating Income	55.8	37.7	93.6	49.7	47.9	191.3	63.0	70.7	133.7	70.4	81.7	285.9	149		
	OP Margin	7.9	5.0	6.4	6.4	6.1	6.3	8.7	9.3	9.0	9.6	10.0	9.4	+3.1		
	Ordinary Income	56.2	35.6	91.8	40.2	49.4	179.3	61.7	67.2	128.9	67.8	88.2	285.0	159		
	Net Income	31.3	22.7	54.1	27.8	21.0	102.9	42.2	33.0	75.2	40.6	55.7	171.6	167		
Exchange	US \$	Yen/\$	82	82	82	78	77	80	80	80	80	79	81	80	100	
Rate	Euro	Yen/€	113	117	115	110	104	111	105	103	103	99	105	103	93	
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)	+28.0	(41.0)			
	Price, Mix, Volume etc.	+96.2	+78.9	+175.1	+114.0	+60.6	+349.7	+46.9	+39.9	+86.8	(25.9)	(4.6)	+56.3			
	Total	+45.2	+27.9	+73.1	+70.0	+19.5	+162.7	+21.9	+7.9	+29.8	(37.9)	+23.4	+15.3			
Operating	Forex	(11.0)	(9.0)	(20.0)	(8.0)	(9.0)	(37.0)	(6.0)	(8.0)	(14.0)	(3.0)	+5.0	(12.0)			
Income	Raw Materials	(52.0)	(72.0)	(124.0)	(68.0)	(63.0)	(255.0)	(6.0)	+23.0	+17.0	+39.0	+36.0	+92.0			
	Depreciation	0.0	0.0	0.0	+1.0	+3.0	+4.0	+1.0	+2.0	+3.0	+1.0	(3.0)	+1.0			
	SGA	(2.0)	(12.0)	(14.0)	+1.0	(9.0)	(22.0)	(7.0)	(1.0)	(8.0)	(4.0)	+8.0	(4.0)			
	Strategic Products	+6.0	+7.0	+13.0	+6.0	+2.0	+21.0	0.0	(3.0)	(3.0)	(3.0)	+1.0	(5.0)			
	Price, Mix, Volume etc.	+78.8	+81.4	+160.2	+82.7	+70.9	+313.8	+25.1	+20.0	+45.1	(9.3)	(13.3)	+22.6			
	Total	+19.8	(4.6)	+15.2	+14.7	(5.1)	+24.8	+7.1	+33.0	+40.1	+20.7	+33.7	+94.6			
Segment Information (*1)																
Business	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	696.9	2,557.2	101	
Segment		OP	54.5	35.2	89.7	46.2	49.4	185.4	57.0	62.6	119.6	65.7	75.0	260.4	140	
		OP Margin	%	9.2	5.6	7.4	7.1	7.4	9.5	9.9	9.7	10.6	10.8	10.2	+2.9	
	Diversified	Net Sales	117.2	127.8	245.1	130.5	124.8	500.5	127.9	132.5	260.4	118.4	120.1	499.0	100	
	Products	OP	1.3	2.5	3.8	3.5	(1.5)	5.8	6.0	7.9	14.0	4.7	6.7	25.5	439	
		OP Margin	%	1.1	2.0	1.6	2.7	(1.2)	4.8	6.0	5.4	4.0	5.6	5.1	+4.0	
Geographic	Japan	Net Sales	275.2	300.4	575.7	293.9	359.2	1,229.0	300.9	301.0	601.9	271.4	345.2	1,218.7	99	
Segment		OP	16.5	11.0	27.5	8.8	33.1	69.5	34.5	39.0	73.6	25.9	58.8	158.4	228	
(*2)		OP Margin	%	6.0	3.7	4.8	3.0	9.2	11.5	13.0	12.2	9.6	17.0	13.0	+7.3	
	Americas	Net Sales	300.0	332.5	632.5	335.4	320.7	1,288.6	313.0	348.6	661.7	335.2	333.9	1,330.9	103	
		OP	22.7	14.2	37.0	15.1	9.7	61.9	26.7	25.2	51.9	23.1	17.1	92.3	149	
		OP Margin	%	7.6	4.3	5.9	4.5	3.0	8.5	7.2	7.9	6.9	5.1	6.9	+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	86.5	348.8	84	
		OP	2.4	2.8	5.3	6.7	(0.7)	11.3	1.2	(0.3)	0.8	1.3	(0.3)	1.8	16	
		OP Margin	%	2.5	2.7	2.6	6.1	(0.7)	2.8	1.4	(0.4)	0.5	1.5	(0.4)	0.5	(2.2)
	Other	Net Sales	168.9	178.3	347.3	182.4	169.8	699.6	178.3	170.1	348.4	173.7	177.7	699.9	100	
		OP	13.8	12.4	26.2	14.8	7.0	48.2	16.1	10.8	27.0	15.2	13.4	55.7	116	
		OP Margin	%	8.2	7.0	7.6	8.1	4.2	6.9	9.1	6.4	7.8	8.8	7.6	8.0	+1.1
Market	Net Sales	Domestic	152.2	155.5	307.7	164.9	221.5	694.2	165.0	162.3	327.4	148.8	219.9	696.1	100	
		Overseas	552.1	599.2	1,151.3	610.3	568.3	2,330.1	561.2	600.3	1,161.5	588.5	593.4	2,343.5	101	
		Americas	296.3	328.2	624.5	331.9	316.8	1,273.3	310.1	345.1	655.2	332.7	333.1	1,321.2	104	
		Europe	102.3	107.9	210.2	111.0	97.4	418.8	88.4	87.7	176.1	86.9	85.1	348.1	83	
		Other	153.5	163.0	316.5	167.3	154.0	638.0	162.6	167.4	330.1	168.8	175.1	674.1	106	
Investment	Capital Expenditure			73.3			201.3			99.2			245.6	122		
Costs &	Depreciation			78.0			158.0			73.1			155.0	98		
Expenses	R&D Expenses			41.3			83.9			41.0			82.8	99		
	Interest Expense			3.3			8.2			3.0			7.5	91		
Liabilities	Interest-Bearing Debt	666.4		684.0	671.6		602.5	675.8		663.4	643.0		620.0	103		
Tire Production	Domestic	10,000t	13	15	28	15	14	57	14	14	28	13	12	54		
(tonnage of	Overseas	Americas	10,000t	15	15	29	14	14	15	14	29	14	12	55		
rubber)		Europe	10,000t	6	7	13	6	6	5	5	11	5	4	20		
		Other	10,000t	12	12	25	13	12	11	23	11	12	12	46		
	Overseas Total	10,000t	33	34	67	33	32	132	33	30	63	30	28	122		
	Total	10,000t	47	49	96	47	46	189	47	44	92	43	41	176		
	Overseas Prod. Ratio	%	71	69	70	69	69	70	70	68	69	69	70	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)

	Unit	2009			2010			2011			2012			2013								
		Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	1H Fcst.	vs.PY	FY Fcst.	%	vs.PY				
Consolidated Results																						
Statements of Income	Net Sales	2,597.0	100	80	2,861.6	100	110	3,024.3	100	106	3,039.7	100	101	1,690.0	114	3,550.0	100	117				
	Operating Income	75.7	2.9	58	166.4	5.8	220	191.3	6.3	115	285.9	9.4	149	182.0	136	382.0	10.8	134				
	Ordinary Income	54.4	2.1	73	147.9	5.2	272	179.3	5.9	121	285.0	9.4	159	170.0	132	365.0	10.3	128				
	Extra Loss (Gain)	19.0	0.7		6.2	0.2		20.5	0.7		16.9	0.6										
	Net Income	1.0	0.0	10	98.9	3.5	+	102.9	3.4	104	171.6	5.6	167	105.0	140	235.0	6.6	137				
Exchange Rate	US \$	Yen/\$	94		90		88		94		80		91		80		100		89	111	89	111
	Euro	Yen/€	130		85		116		89		111		96		103		93		119	116	119	116
Analysis of Net Sales and Operating Income vs. PY																						
Net Sales	Forex	(269.0)			(136.0)			(187.0)			(41.0)			+146.0		+310.0						
	Price, Mix, Volume etc.	(368.4)			+400.6			+349.7			+56.3			+55.0		+200.2						
	Total	(637.4)			+264.6			+162.7			+15.3			+201.0		+510.2						
Operating Income	Forex	(44.0)			(27.0)			(37.0)			(12.0)			+36.0		+75.0						
	Raw Materials	+121.0			(131.0)			(255.0)			+92.0			+31.0		+3.0						
	Depreciation	(6.0)			+3.0			+4.0			+1.0			(6.0)		(7.0)						
	SGA	+68.0			(37.0)			(22.0)			(4.0)			(25.0)		(39.0)						
	Strategic Products	+4.0			+30.0			+21.0			(5.0)			+14.0		+29.0						
	Price, Mix, Volume etc.	(198.8)			+252.7			+313.8			+22.6			(1.8)		+35.0						
	Total	(55.8)			+90.7			+24.8			+94.6			+48.2		+96.0						
Segment Information(*1)																						
Business Segment	Tires (*3)	Net Sales	2,152.9	82	2,379.5	111	2,539.7	107	2,557.2	101	1,430.0	116	3,020.0	118								
		OP	75.2	81	153.1	204	185.4	121	260.4	140	165.0	138	346.0	133								
		OP Margin %	3.5	(0.0)	6.4	+2.9	7.3	+0.9	10.2	+2.9	11.5	+1.9	11.5	+1.3								
	Diversified Products (*4)	Net Sales	454.1	73	494.6	109	500.5	101	499.0	100	260.0	100	530.0	106								
		OP	0.4	1	13.3	+	5.8	43	25.5	439	17.0	121	35.0	137								
		OP Margin %	0.1	(6.1)	2.7	+2.6	1.2	(1.5)	5.1	+4.0	6.5	+1.1	6.6	+1.5								
Geographic Segment (*2)	Japan	Net Sales	1,011.9	77	1,154.6	114	1,229.0	106	1,218.7	99	610.0	101	1,300.0	107								
		OP	14.3	21	61.6	428	69.5	113	158.4	228	92.0	125	202.0	128								
		OP Margin %	1.4	(3.8)	5.3	+3.9	5.7	+0.3	13.0	+7.3	15.1	+2.9	15.5	+2.5								
	Americas	Net Sales	1,132.8	80	1,223.9	108	1,288.6	105	1,330.9	103	760.0	115	1,560.0	117								
		OP	34.4	159	48.3	140	61.9	128	92.3	149	62.0	119	116.0	126								
		OP Margin %	3.0	+1.5	4.0	+0.9	4.8	+0.9	6.9	+2.1	8.2	+0.3	7.4	+0.5								
	Europe	Net Sales	362.5	76	383.8	106	413.1	108	348.8	84	210.0	120	430.0	123								
		OP	(11.9)	-	7.1	+	11.3	160	1.8	16	4.0	460	13.0	706								
		OP Margin %	(3.3)	(2.3)	1.9	+5.1	2.8	+0.9	0.5	(2.2)	1.9	+1.4	3.0	+2.5								
	Other (*5)	Net Sales	511.5	85	611.9	120	699.6	114	699.9	100	420.0	121	890.0	127								
		OP	32.9	93	44.9	137	48.2	107	55.7	116	35.0	130	73.0	131								
		OP Margin %	6.4	+0.5	7.3	+0.9	6.9	(0.5)	8.0	+1.1	8.3	+0.6	8.2	+0.2								
Market	Net Sales	Domestic	614.8	24	78	671.8	23	109	694.2	23	103	696.1	23	100								
		Overseas	1,982.1	76	81	2,189.7	77	110	2,330.1	77	106	2,343.5	77	101								
		Americas(*6)	1,125.7	81	1,212.9	108	1,273.3	105	1,321.2	104												
		Europe	363.0	74	387.9	107	418.8	108	348.1	83												
		Other	493.5	86	588.8	119	638.0	108	674.1	106												
Balance Sheet	Total Assets	2,808.4			2,706.6			2,677.3			3,039.2											
	ROA	%	0.0		3.6			3.8			6.0											
	Net Assets	1,120.7			1,176.1			1,165.6			1,419.0											
	ROE	%	0.1		8.9			9.1			13.7											
	Ratio of total equity to total assets	%	38.7			42.2					45.2											
Cash Flows	Interest-Bearing Debt	786.3	101	663.1	84	602.5	91	620.0	103			505.0	81									
	Operating Cashflow	338.6			247.7			152.1			404.4											
	Investing Cashflow	(188.2)			(170.5)			(177.0)			(237.9)											
Investment	Free Cashflow	150.4			77.1			(24.9)			166.5											
	Capital Expenditure	156.8	63	159.7	102	174.7	109	223.6	128			285.0	127									
	Diversified	21.3	78	22.8	107	26.6	117	21.9	82			30.0	137									
Costs & Expenses	Total	178.2	65	182.6	102	201.3	110	245.6	122			315.0	128									
	Depreciation	175.7	6.8	96	167.6	5.9	95	158.0	5.2	94	155.0	98	173.0	112								
	R&D Expenses	85.7	3.3	92	85.1	3.0	99	83.9	2.8	99	82.8	99	90.0	109								
	Interest Expense	19.9	0.8	86	11.8	0.4	59	8.2	0.3	70	7.5	91										
Tire Production (tonnage of rubber)	Domestic	10,000t	44		55			57			54		27	54								
	Overseas	Americas	10,000t	45		54			58			55		29	60							
		Europe	10,000t	17		23			25			20		12	23							
		Other	10,000t	37		46			49			46		27	57							
		Overseas Total	10,000t	99		123			132			122		68	139							
	Total	10,000t	143		177			189			176		95	193								
	Overseas Prod. Ratio	%	69		69			70			69		72	72								

(*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 2012.

(*4)Net sales composition of "Diversified Products" segment in 2012 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 2012 is as follows.

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

(*6) "United States" in 2012 : ¥995.3 billion

2. Additional Information

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

		2011	2012	2013	
		FY	FY	FY Fcst.	
JAPAN	PSR/LTR	106	100	93	
	TBR	106	94	94	
N.America	PSR/LTR	97	97	104	
	TBR	105	95	102	
Europe	PSR/LTR	103	87	99	
	TBR	98	81	104	
Emerging countries total (The above 4 countries total)	Thailand	PSR/LTR	99	111	104
		TBR	99	111	108
	Indonesia	PSR/LTR	104	111	109
		TBR	124	119	121
	India	PSR/LTR	107	103	115
		TBR	109	137	139
	China	PSR/LTR	120	103	117
		TBR	111	118	110
Emerging countries total		PSR/LTR	114	105	114
(The above 4 countries total)		TBR	111	120	114

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

			2011	2012	2013		2012 FY Component ratio (Approx.)
			FY	FY	1H Fcst.	FY Fcst.	
JAPAN	PSR/LTR	REP	106	99	around ±0%	around ±0%	70%
		OE	84	105	-11%~-15%	~-5%	30%
		Total	97	101	~-5%	around ±0%	
	TBR	REP	107	87	-6%~-10%	around ±0%	70%
		OE	116	114	-6%~-10%	~+5%	30%
		Total	109	93	-6%~-10%	around ±0%	
N.America	PSR/LTR	REP	94	93	+11%~+15%	+6%~+10%	70%
		OE	105	116	around ±0%	+6%~+10%	30%
		Total	96	98	+6%~+10%	+6%~+10%	
	TBR	REP	105	84	+16%~+20%	+16%~+20%	70%
		OE	154	96	-11%~-15%	~-5%	30%
		Total	116	88	+6%~+10%	+11%~+15%	
Europe	PSR/CVR	REP	99	78	+11%~+15%	+11%~+15%	70%
		OE	94	95	~+5%	~+5%	30%
		Total	98	83	+6%~+10%	+6%~+10%	
	TBR	REP	90	75	+16%~+20%	+6%~+10%	70%
		OE	114	94	around ±0%	+6%~+10%	30%
		Total	95	82	+6%~+10%	+6%~+10%	
Asia Pacific	PSR/LTR	REP	103	98	+11%~+15%	+16%~+20%	50%
		OE	96	140	+16%~+20%	+11%~+15%	50%
		Total	100	115	+16%~+20%	+11%~+15%	
	TBR	REP	103	97	+21%~+25%	+26%~+30%	90%
		OE	86	164	+31%~+35%	+26%~+30%	10%
		Total	102	102	+21%~+25%	+26%~+30%	
China	PSR/LTR	REP	112	92	+31%~+35%	+31%~+35%	50%
		OE	115	89	-16%~-20%	+6%~+10%	50%
		Total	113	91	+6%~+10%	+16%~+20%	
	TBR	REP	102	86	+66%~+70%	+36%~+40%	100%
		OE	115	89	-16%~-20%	+6%~+10%	
		Total	104	88	+71%~+75%	+36%~+40%	

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

		2011	2012	2013	
		FY	FY	1H Fcst.	FY Fcst.
Passenger Car Radial Tires (Replacement)	RFT	110	100	105	110
	UHP	105	110	125	125
Specialty Tires	Winter	125	85	105	110
	Ultralarge ORR	115	110	120	115
	Large ORR	130	95	100	110
	APR	120	115	105	110
	MCR	100	85	90	110

* Based on rubber weight for Ultralarge and Large ORR