

Supplementary Information of 2012 1Q

1.Financial Highlights

(1) Quarter of the year

(Yen in billions)

		Unit	2011					2012		
			1H		FY		1Q	vs.PY		
			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	103
Income	Operating Income		55.8	37.7	93.6	49.7	47.9	191.3	63.0	113
	OP Margin		7.9	5.0	6.4	6.4	6.1	6.3	8.7	+0.7
	Ordinary Income		56.2	35.6	91.8	40.2	49.4	179.3	61.7	110
	Net Income		31.3	22.7	54.1	27.8	21.0	102.9	42.2	135
Exchange Rate	US \$	Yen/\$	82	82	82	78	77	80	80	97
	Euro	Yen/€	113	117	115	110	104	111	105	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)	
	Price, Mix, Volume etc.		+96.2	+78.9	+175.1	+114.0	+60.6	+349.7	+46.9	
	Total		+45.2	+27.9	+73.1	+70.0	+19.5	+162.7	+21.9	

Operating Income	Forex		(11.0)	(9.0)	(20.0)	(8.0)	(9.0)	(37.0)	(6.0)	
	Raw Materials		(52.0)	(72.0)	(124.0)	(68.0)	(63.0)	(255.0)	(6.0)	
	Depreciation		0	0	0	+1.0	+3.0	+4.0	+1.0	
	SGA		(2.0)	(12.0)	(14.0)	+1.0	(9.0)	(22.0)	(7.0)	
	Strategic Products		+6.0	+7.0	+13.0	+6.0	+2.0	+21.0	0	
	Price, Mix, Volume etc.		+78.8	+81.4	+160.2	+82.7	+70.9	+313.8	+25.1	
	Total		+19.8	(4.6)	+15.2	+14.7	(5.1)	+24.8	+7.1	

Segment Information (*1)											
Business Segment	Tires	Net Sales		590.7	630.5	1,221.2	648.8	669.6	2,539.7	602.5	102
		OP		54.5	35.2	89.7	46.2	49.4	185.4	57.0	104
		OP Margin	%	9.2	5.6	7.4	7.1	7.4	7.3	9.5	+0.2
	Diversified Products	Net Sales		117.2	127.8	245.1	130.5	124.8	500.5	127.9	109
		OP		1.3	2.5	3.8	3.5	(1.5)	5.8	6.0	461
		OP Margin	%	1.1	2.0	1.6	2.7	(1.2)	1.2	4.8	+3.6
Geographic Segment (*2)	Japan	Net Sales		275.2	300.4	575.7	293.9	359.2	1,229.0	300.9	109
		OP		16.5	11.0	27.5	8.8	33.1	69.5	34.5	208
		OP Margin	%	6.0	3.7	4.8	3.0	9.2	5.7	11.5	+5.5
	Americas	Net Sales		300.0	332.5	632.5	335.4	320.7	1,288.6	313.0	104
		OP		22.7	14.2	37.0	15.1	9.7	61.9	26.7	117
		OP Margin	%	7.6	4.3	5.9	4.5	3.0	4.8	8.5	+0.9
	Europe	Net Sales		100.8	105.9	206.7	110.3	96.0	413.1	87.7	87
		OP		2.4	2.8	5.3	6.7	(0.7)	11.3	1.2	48
		OP Margin	%	2.5	2.7	2.6	6.1	(0.7)	2.8	1.4	(1.1)
	Other	Net Sales		168.9	178.3	347.3	182.4	169.8	699.6	178.3	106
		OP		13.8	12.4	26.2	14.8	7.0	48.2	16.1	116
		OP Margin	%	8.2	7.0	7.6	8.1	4.2	6.9	9.1	+0.8
Market	Net Sales	Domestic		152.2	155.5	307.7	164.9	221.5	694.2	165.0	108
		Overseas		552.1	599.2	1,151.3	610.3	568.3	2,330.1	561.2	102
		Americas		296.3	328.2	624.5	331.9	316.8	1,273.3	310.1	105
		Europe		102.3	107.9	210.2	111.0	97.4	418.8	88.4	86
		Other		153.5	163.0	316.5	167.3	154.0	638.0	162.6	106

Investment	Capital Expenditure				73.3			201.3			
Costs & Expenses	Depreciation				78.0			158.0			
	R&D Expenses				41.3			83.9			
	Interest Expense				3.3			8.2			
Liabilities	Interest-Bearing Debt		666.4		684.0	671.6		602.5	675.8	101	
Tire Production (tonnage of rubber)	Domestic	10,000t	13	15	28	15	14	57	14		
	Overseas	Americas	10,000t	15	15	29	14	14	58	15	
		Europe	10,000t	6	7	13	6	6	25	6	
		Other	10,000t	12	12	25	13	12	49	12	
	Overseas Total	10,000t	33	34	67	33	32	132	33		
	Total	10,000t	47	49	96	47	46	189	47		
	Overseas Prod. Ratio	%	71	69	70	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

2. Additional Information

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

			2010	2011	2012	2011 FY
			FY	FY	1Q	Component ratio
JAPAN	PSR/LTR	REP	107	106	100	Less than 70%
		OE	130	84	123	More than 30%
		Total	115	97	108	
	TBR	REP	111	107	79	More than 80%
		OE	159	116	164	Less than 20%
		Total	119	109	99	
N.America	PSR/LTR	REP	106	94	84	Less than 80%
		OE	129	105	119	More than 20%
		Total	110	96	93	
	TBR	REP	111	105	73	More than 70%
		OE	132	154	121	Less than 30%
		Total	115	116	86	
Europe	PSR/CVR	REP	117	99	68	More than 70%
		OE	112	94	90	Less than 30%
		Total	115	98	75	
	TBR	REP	117	90	57	More than 70%
		OE	176	114	85	Less than 30%
		Total	127	95	65	
Asia Pacific	PSR/LTR	REP	107	103	91	More than 60%
		OE	134	96	115	Less than 40%
		Total	117	100	101	
	TBR	REP	106	103	105	More than 90%
		OE	150	86	141	Less than 10%
		Total	108	102	108	
China	PSR/LTR	REP	129	112	72	More than 50%
		OE	126	115	107	Less than 50%
		Total	127	113	90	
	TBR	REP	127	102	52	
		Total	126	104	54	Less than 100%

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

		2010	2011	2012
		FY	FY	1Q
Passenger Car Radial Tires (Replacement)	RFT	135	110	100
	UHP	120	105	95
	Winter	120	125	55
Specialty Tires	Ultralarge ORR	115	115	115
	Large ORR	130	130	110
	APR	115	120	125
	MCR	115	100	110

*Based on rubber weight for Ultralarge and Large ORR