

Supplementary Information of FY2013

1.Financial Highlights

(1) Quarter of the year

(Yen in billions)

		Unit	2012						2013						vs.PY	
			1H		2H		FY	1H		2H		FY				
			1Q	2Q	3Q	4Q		1Q	2Q	3Q	4Q					
Consolidated Results																
Statements of Income	Net Sales		726.2	762.7	1,488.9	737.3	813.4	3,039.7	794.5	910.6	1,705.1	900.8	962.0	3,568.0	117	
	Operating Income		63.0	70.7	133.7	70.4	81.7	285.9	74.4	115.9	190.3	126.5	119.2	438.1	153	
	OP Margin	%	8.7	9.3	9.0	9.6	10.0	9.4	9.4	12.7	11.2	14.0	12.4	12.3	+2.9	
	Ordinary Income		61.7	67.2	128.9	67.8	88.2	285.0	70.1	114.8	184.9	123.1	124.6	434.7	153	
	Net Income		42.2	33.0	75.2	40.6	55.7	171.6	43.1	73.9	117.0	78.8	6.1	202.0	118	
Exchange Rate	US \$	Yen/\$	80	80	80	79	81	80	93	99	96	99	100	98	123	
	Euro	Yen/€	105	103	103	99	105	103	122	129	126	131	136	130	126	
Analysis of Net Sales and Operating Income vs. PY																
Net Sales	Forex		(25.0)	(32.0)	(57.0)	(12.0)	+28.0	(41.0)	+91.0	+147.0	+238.0	+155.0	+136.0	+529.0		
	Price, Mix, Volume etc.		+46.9	+39.9	+86.8	(25.9)	(4.6)	+56.3	(22.7)	+0.9	(21.8)	+8.5	+12.6	(0.7)		
	Total		+21.9	+7.9	+29.8	(37.9)	+23.4	+15.3	+68.3	+147.8	+216.2	+163.5	+148.6	+528.3		
Operating Income	Forex		(6.0)	(8.0)	(14.0)	(3.0)	+5.0	(12.0)	+21.0	+33.0	+54.0	+35.0	+25.0	+114.0		
	Raw Materials		(6.0)	+23.0	+17.0	+39.0	+36.0	+92.0	+27.0	+34.0	+61.0	+24.0	+15.0	+100.0		
	Depreciation		+1.0	+2.0	+3.0	+1.0	(3.0)	+1.0	0.0	(2.0)	(2.0)	0.0	+1.0	(1.0)		
	SGA		(7.0)	(1.0)	(8.0)	(4.0)	(8.0)	(4.0)	0.0	+1.0	+1.0	(2.0)	(12.0)	(13.0)		
	Strategic Products		0.0	(3.0)	(3.0)	(3.0)	+1.0	(5.0)	+3.0	+5.0	+8.0	+3.0	+4.0	+15.0		
	Price, Mix, Volume etc.		+25.1	+20.0	+45.1	(9.3)	(13.3)	+22.6	(39.6)	(25.9)	(65.4)	(4.0)	+4.4	(62.9)		
	Total		+7.1	+33.0	+40.1	+20.7	+33.7	+94.6	+11.4	+45.1	+56.6	+56.0	+37.4	+152.1		
Segment Information (*1)																
Business Segment	Tires	Net Sales	602.5	634.9	1,237.5	622.7	696.9	2,557.2	675.3	772.3	1,447.7	763.9	825.2	3,036.9	119	
		OP	57.0	62.6	119.6	65.7	75.0	260.4	67.9	105.2	173.2	115.0	109.2	399.4	153	
		OP Margin	%	9.5	9.9	9.7	10.6	10.8	10.2	10.1	13.6	12.0	15.1	13.2	+3.0	
	Diversified Products	Net Sales	127.9	132.5	260.4	118.4	120.1	499.0	122.4	142.0	264.4	141.0	140.6	546.2	109	
OP		6.0	7.9	14.0	4.7	6.7	25.5	6.4	10.6	17.1	11.4	9.9	38.5	151		
	OP Margin	%	4.8	6.0	5.4	4.0	5.6	5.1	5.3	7.5	8.1	7.1	7.1	+1.9		
Geographic Segment (*2)	Japan	Net Sales	300.9	301.0	601.9	271.4	345.2	1,218.7	289.2	320.6	609.9	296.9	363.4	1,270.3	104	
		OP	34.5	39.0	73.6	25.9	58.8	158.4	51.0	57.4	108.4	50.1	60.9	219.5	139	
		OP Margin	%	11.5	13.0	12.2	9.6	17.0	13.0	17.6	17.9	17.8	16.9	16.8	+4.3	
	Americas	Net Sales	313.0	348.6	661.7	335.2	333.9	1,330.9	367.5	434.9	802.5	435.0	414.4	1,651.9	124	
		OP	26.7	25.2	51.9	23.1	17.1	92.3	35.9	42.2	78.2	44.5	33.6	156.4	169	
		OP Margin	%	8.5	7.2	7.9	6.9	5.1	6.9	9.8	9.7	10.2	8.1	9.5	+2.5	
	Europe	Net Sales	87.7	87.5	175.2	87.1	86.5	348.8	93.5	107.4	200.9	111.5	110.8	423.3	121	
		OP	1.2	(0.3)	0.8	1.3	(0.3)	1.8	(4.3)	5.0	0.6	1.1	1.5	2.0	111	
		OP Margin	%	1.4	(0.4)	0.5	1.5	(0.4)	0.5	(4.7)	4.7	0.3	1.0	1.4	0.5	(0.0)
	Other	Net Sales	178.3	170.1	348.4	173.7	177.7	699.9	200.5	226.0	426.5	217.6	218.6	862.7	123	
		OP	16.1	10.8	27.0	15.2	13.4	55.7	20.4	16.6	37.1	22.5	20.5	80.2	144	
		OP Margin	%	9.1	6.4	7.8	8.8	7.6	8.0	10.2	7.4	8.7	10.4	9.4	9.3	+1.3
Market	Net Sales	Domestic	165.0	162.3	327.4	148.8	219.9	696.1	146.5	151.5	298.1	148.6	228.0	674.8	97	
		Overseas	561.2	600.3	1,161.5	588.5	593.4	2,343.5	648.0	759.0	1,407.0	752.1	733.9	2,893.2	123	
		Americas	310.1	345.1	655.2	332.7	333.1	1,321.2	362.8	433.2	796.1	430.2	402.2	1,628.6	123	
		Europe	88.4	87.7	176.1	86.9	85.1	348.1	94.7	105.3	200.1	111.0	113.8	425.0	122	
		Other	162.6	167.4	330.1	168.8	175.1	674.1	190.4	220.4	410.8	210.8	217.9	839.6	125	
Investment	Capital Expenditure			99.2			245.6			108.6			274.9	112		
Costs & Expenses	Depreciation			73.1			155.0			84.4			176.1	114		
	R&D Expenses			41.0			82.8			43.4			89.0	108		
	Interest Expense			3.0			7.5			(0.4)			2.3	31		
Liabilities	Interest-Bearing Debt		675.8		663.4	643.0	620.0	663.9		573.6	570.9		564.2	91		
Tire Production (tonnage of rubber)	Domestic	10,000t	14	14	28	13	12	54	13	13	26	13	13	52		
	Overseas	Americas	10,000t	15	14	29	14	12	55	14	15	28	14	14	57	
		Europe	10,000t	6	5	11	5	4	20	6	5	11	4	5	20	
		Other	10,000t	12	11	23	11	12	46	13	13	26	14	13	53	
	Overseas Total	10,000t	33	30	63	30	28	122	32	33	65	32	33	130		
	Total	10,000t	47	44	92	43	41	176	45	46	91	45	45	182		
	Overseas Prod. Ratio	%	70	68	69	69	70	69	72	71	71	71	72	71		

(*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	2010			2011			2012			2013			2014					
		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	2,861.6	100	110	3,024.3	100	106	3,039.7	100	101	3,568.0	100	117	1,790.0	105	3,800.0	100	106	
	Operating Income	166.4	5.8	220	191.3	6.3	115	285.9	9.4	149	438.1	12.3	153	210.0	110	460.0	12.1	105	
	Ordinary Income	147.9	5.2	272	179.3	5.9	121	285.0	9.4	159	434.7	12.2	153	201.0	109	442.0	11.6	102	
	Extra Loss (Gain)	6.2	0.2		20.5	0.7		16.9	0.6		94.6	2.7							
	Net Income	98.9	3.5	+	102.9	3.4	104	171.6	5.6	167	202.0	5.7	118	127.0	109	285.0	7.5	141	
Exchange Rate	US \$	Yen/\$	88		94		80		91		80		100		123		100		104
	Euro	Yen/€	116		89		111		96		103		93		126		135		107
Analysis of Net Sales and Operating Income vs. PY																			
Net Sales	Forex	(136.0)			(187.0)			(41.0)			+529.0			+42.0		+41.0			
	Price, Mix, Volume etc.	+400.6			+349.7			+56.3			(0.7)			+42.8		+190.9			
	Total	+264.6			+162.7			+15.3			+528.3			+84.8		+231.9			
Operating Income	Forex	(27.0)			(37.0)			(12.0)			+114.0			+16.0		+21.0			
	Raw Materials	(131.0)			(255.0)			+92.0			+100.0			+14.0		(23.0)			
	Depreciation	+3.0			+4.0			+1.0			(1.0)			(6.0)		(14.0)			
	SGA	(37.0)			(22.0)			(4.0)			(13.0)			(28.0)		(40.0)			
	Strategic Products(*1)	+30.0			+21.0			(5.0)			+15.0			+12.0		+29.0			
	Price, Mix, Volume etc.	+252.7			+313.8			+22.6			(62.9)			+11.6		+48.8			
	Total	+90.7			+24.8			+94.6			+152.1			+19.6		+21.8			
Segment Information(*2)																			
Business Segment	Tires (*4)	Net Sales	2,379.5		111	2,539.7		107	2,557.2		101	3,036.9		119	1,520.0	105	3,250.0		107
		OP	153.1		204	185.4		121	260.4		140	399.4		153	189.0	109	419.0		105
		OP Margin %	6.4		+2.9	7.3		+0.9	10.2		+2.9	13.2		+3.0	12.4	+0.5	12.9		(0.3)
	Diversified Products (*5)	Net Sales	494.6		109	500.5		101	499.0		100	546.2		109	280.0	106	570.0		104
		OP	13.3		+	5.8		43	25.5		439	38.5		151	20.0	116	40.0		104
		OP Margin %	2.7		+2.6	1.2		(1.5)	5.1		+4.0	7.1		+1.9	7.1	+0.7	7.0		(0.0)
Geographic Segment (*3)	Japan	Net Sales	1,154.6		114	1,229.0		106	1,218.7		99	1,270.3		104	600.0	98	1,290.0		102
		OP	61.6		428	69.5		113	158.4		228	219.5		139	88.0	81	200.0		91
		OP Margin %	5.3		+3.9	5.7		+0.3	13.0		+7.3	17.3		+4.3	14.7	(3.1)	15.5		(1.8)
	Americas	Net Sales	1,223.9		108	1,288.6		105	1,330.9		103	1,651.9		124	860.0	107	1,790.0		108
		OP	48.3		140	61.9		128	92.3		149	156.4		169	80.0	102	167.0		107
		OP Margin %	4.0		+0.9	4.8		+0.9	6.9		+2.1	9.5		+2.5	9.3	(0.4)	9.3		(0.1)
	Europe	Net Sales	383.8		106	413.1		108	348.8		84	423.3		121	210.0	105	440.0		104
		OP	7.1		+	11.3		160	1.8		16	2.0		111	0.5	76	8.5		415
		OP Margin %	1.9		+5.1	2.8		+0.9	0.5		(2.2)	0.5		(0.0)	0.2	(0.1)	1.9		+1.4
	Other (*6)	Net Sales	611.9		120	699.6		114	699.9		100	862.7		123	430.0	101	940.0		109
		OP	44.9		137	48.2		107	55.7		116	80.2		144	39.0	105	93.5		117
		OP Margin %	7.3		+0.9	6.9		(0.5)	8.0		+1.1	9.3		+1.3	9.1	+0.4	9.9		+0.6
Market	Net Sales	Domestic	671.8	23	109	694.2	23	103	696.1	23	100	674.8	19	97					
		Overseas	2,189.7	77	110	2,330.1	77	106	2,343.5	77	101	2,893.2	81	123					
		Americas(*7)	1,212.9	108	1,273.3	105	1,321.2	104	1,628.6	123									
		Europe	387.9	107	418.8	108	348.1	83	425.0	122									
		Other	588.8	119	638.0	108	674.1	106	839.6	125									
Balance Sheet	Total Assets	2,706.6			2,677.3			3,039.7			3,577.0								
	ROA	%	3.6		3.8			6.0			6.1								
	Net Assets	1,176.1			1,165.6			1,417.3			1,862.9								
	ROE	%	8.9		9.1			13.7			12.7								
	Ratio of total equity to total assets	%	42.2			42.2		45.2			50.5								
Cash Flows	Interest-Bearing Debt	663.1		84	602.5		91	620.0		103	564.2		91			540.0		96	
	Operating Cashflow	247.7			152.1			404.4			471.7								
	Investing Cashflow	(170.5)			(177.0)			(237.9)			(265.2)								
Investment	Free Cashflow	77.1			(24.9)			166.5			206.5								
	Capital Expenditure	159.7		102	174.7		109	223.6		128	255.9		114			305.0		119	
	Diversified	22.8		107	26.6		117	21.9		82	19.0		87			35.0		184	
Costs & Expenses	Total	182.6		102	201.3		110	245.6		122	274.9		112			340.0		124	
	Depreciation	167.6	5.9	95	158.0	5.2	94	155.0	5.1	98	176.1	4.9	114			191.0	5.0	108	
	R&D Expenses	85.1	3.0	99	83.9	2.8	99	82.8	2.7	99	89.0	2.5	108			90.0	2.4	101	
Dividends	Interest Expense	11.8	0.4	59	8.2	0.3	70	7.5	0.2	91	2.3	0.1	31						
	Dividend per Share(*8)	Yen	20.0		22.0			32.0			57.0			40.0		80.0			
Tire Production (tonnage of rubber)	Domestic	10,000t	55		57			54			52			26		53			
	Overseas	Americas	10,000t	54		58			55			57			31		62		
		Europe	10,000t	23		25			20			20			11		22		
		Other	10,000t	46		49			46			53			28		58		
		Overseas Total	10,000t	123		132			122			130			70		142		
	Total	10,000t	177		189			176			182			97		195			
	Overseas Prod. Ratio	%	69		70			69			71			73		73			

(*1)The category/scope of Strategic Products is renewed in 2014.

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

(*3)Americas: North America, Latin America

Other: Asia Pacific, Middle East, Africa, Russia

(*4)Net sales of "Specialty Tires" business accounts for less than 10% of "Tires" business in 2013.

(*5)Net sales composition of "Diversified Products" segment in 2013 is as follows.

Chemical and Industrial Products : More than 50% , BSAM Diversified Products : More than 30% , Sporting goods, bicycles : More than 10%

(*6)Net sales composition of "Other" segment in 2013 is as follows.

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

(*7) "United States" in 2013 : ¥1,206.6 billion

(*8)1H Fcst.= Interim Dividend, FY Fcst.= Annual Dividend

2. Additional Information

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

		2012	2013	2014
		FY	FY	FY Fcst.
Japan	PSR/LTR	100	104	97
	TBR	94	107	98
N.America	PSR/LTR	97	104	101
	TBR	97	99	103
Europe	PSR/LTR	87	99	101
	TBR	81	107	101
Thailand	PSR/LTR	111	98	109
	TBR	111	94	113
Indonesia	PSR/LTR	111	109	104
	TBR	119	112	113
India	PSR/LTR	103	105	118
	TBR	137	85	136
China	PSR/LTR	103	118	115
	TBR	118	112	107
Asia (The above 4 countries total)	PSR/LTR	105	113	114
	TBR	120	108	110

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

			2012	2013	2014		2013FY Component ratio (Approx.)
			FY	FY	1H Fcst.	FY Fcst.	
Japan	PSR/LTR	REP	99	104	~+5%	around ±0%	70%
		OE	105	97	~+5%	around ±0%	30%
		Total	101	101	~+5%	around ±0%	
	TBR	REP	87	107	+11%~+15%	~+5%	70%
		OE	114	102	+16%~+20%	+11%~+15%	30%
		Total	93	106	+11%~+15%	~+5%	
N.America	PSR/LTR	REP	93	101	+6%~+10%	+6%~+10%	70%
		OE	116	106	+11%~+15%	+11%~+15%	30%
		Total	98	103	+6%~+10%	+6%~+10%	
	TBR	REP	84	106	+11%~+15%	+11%~+15%	70%
		OE	96	112	~+5%	~+5%	30%
		Total	88	108	+6%~+10%	+6%~+10%	
Europe	PSR/CVR	REP	78	98	~+5%	~+5%	70%
		OE	95	92	around ±0%	around ±0%	30%
		Total	83	96	around ±0%	~+5%	
	TBR	REP	75	111	+6%~+10%	~+5%	70%
		OE	94	102	~+5%	+6%~+10%	30%
		Total	82	108	+6%~+10%	~+5%	
Asia Pacific	PSR/LTR	REP	98	110	+16%~+20%	+11%~+15%	50%
		OE	140	96	-6%~-10%	~+5%	50%
		Total	115	103	~+5%	+6%~+10%	
	TBR	REP	97	109	+11%~+15%	+16%~+20%	90%
		OE	164	115	-16%~-20%	around ±0%	10%
		Total	102	109	+11%~+15%	+16%~+20%	
China	PSR/LTR	REP	92	132	+16%~+20%	+16%~+20%	60%
		OE	89	110	+16%~+20%	+21%~+25%	40%
		Total	91	122	+16%~+20%	+16%~+20%	
	TBR	REP	86	142	+6%~+10%	+11%~+15%	100%
		OE	88	141	+6%~+10%	+11%~+15%	
		Total	88	141	+6%~+10%	+11%~+15%	

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

		2012	2013
		FY	FY
PSR-REP	RFT	100	100
	UHP	110	115
	Winter	85	100
Specialty Tires	Ultralarge ORR	110	115
	Large ORR	95	85
	APR	115	110
	MCR	85	105

* Based on rubber weight for Ultralarge and Large ORR

<Fcst.>

The category/scope of Strategic Products is renewed in 2014.

		2014	
		1H Fcst.	FY Fcst.
PSR-REP	RFT	125	135
	Premium Summer(*1)	105	105
	Premium Winter(*2)	120	100

(*1)POTENZA,TURANZA/REGNO,DUELER bland tires(including ECOPIA sub name bland tires)

(*2)BLIZZAK bland tires

PSR-REP	Eco-friendly Strategic Products(*3)	120	120
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(*3)ECOPIA, ECOPIA sub name bland tires and equivalent products

TBR-REP	Eco-friendly Strategic Products(*4)	150	150
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(*4)ECOPIA bland tires and equivalent products

Specialty Tires	Ultralarge ORR(*5)	100	105
	Large ORR(*5)	100	110
	APR	115	105

(*5)Based on rubber weight for Ultralarge and Large ORR