

Supplementary Information of FY2019**1.Financial Highlights****(1) Quarter of the year**

(Yen in billions)

		Unit	2018					2019					vs.PY	
			Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY		
Consolidated Results														
Statements of Income	Net Sales		859.8	915.5	898.7	975.9	3,650.1	848.2	896.3	890.7	890.2	3,525.6	97	
	Operating Profit		99.8	99.5	91.4	111.8	402.7	77.1	81.2	91.9	75.7	326.0	81	
	OP Margin	%	11.6	10.9	10.2	11.5	11.0	9.1	9.1	10.3	8.5	9.2	(1.8)	
	Ordinary Profit		92.7	97.9	85.7	104.5	381.1	83.8	70.5	88.1	74.2	316.8	83	
	Profit Attributable to Owners of Parent		63.4	71.2	84.8	72.1	291.6	60.3	58.4	86.6	87.1	292.5	100	
Exchange Rate	US \$	Yen/\$	108	109	112	113	110	110	110	107	109	109	99	
	Euro	Yen/€	133	130	130	129	130	125	123	119	120	122	94	
Analysis of Net Sales and Operating Profit vs. PY														
Net Sales	Forex		(16.0)	(4.0)	+0.0	(9.0)	(29.0)	(1.0)	(6.0)	(35.0)	(32.0)	(74.0)		
	Price, Mix, Volume etc.		+23.9	+28.5	(21.4)	+4.6	+35.6	(10.5)	(13.1)	+27.0	(53.7)	(50.5)		
	Total		+7.9	+24.5	(21.4)	(4.4)	+6.6	(11.5)	(19.1)	(8.0)	(85.7)	(124.5)		
Operating Profit	Forex		+2.0	(2.0)	+0.0	(2.0)	(2.0)	(2.0)	(2.0)	(4.0)	(8.0)	(16.0)		
	Raw Materials		(4.0)	+21.0	+1.0	(18.0)	+0.0	(7.0)	(5.0)	+3.0	+13.0	+4.0		
	Depreciation		(2.0)	(1.0)	(2.0)	+4.0	(1.0)	(4.0)	(6.0)	(6.0)	(11.0)	(27.0)		
	SGA		(9.0)	(7.0)	(1.0)	(3.0)	(20.0)	(7.0)	(6.0)	(12.0)	+1.0	(24.0)		
	Price, Mix, Volume etc.		+9.9	(10.8)	(3.9)	+11.6	+6.7	(2.7)	+0.8	+19.5	(31.1)	(13.6)		
	Total		(3.1)	+0.2	(5.9)	(7.4)	(16.3)	(22.7)	(18.2)	+0.5	(36.1)	(76.6)		
Segment Information (*1)														
Business Segment	Tires	Net Sales	715.0	758.9	749.5	827.8	3,051.4	710.6	745.3	742.7	754.3	2,953.1	97	
		OP	96.3	94.2	89.5	113.8	393.9	79.5	78.9	89.6	77.6	325.8	83	
		OP Margin	%	13.5	12.4	11.9	13.7	12.9	11.2	10.6	12.1	10.3	11.0	(1.9)
	Diversified Products	Net Sales	149.7	161.9	154.2	152.8	618.7	141.6	155.1	152.0	139.3	588.3	95	
		OP	3.7	5.2	1.9	(1.9)	8.9	(2.4)	2.2	2.2	(1.9)	0.1	2	
		OP Margin	%	2.5	3.2	1.3	(1.3)	1.4	(1.7)	1.5	1.5	(1.4)	0.0	(1.4)
Geographic Segment	Japan	Net Sales	268.5	280.8	263.7	357.3	1,170.5	270.6	283.1	279.3	299.1	1,132.3	97	
		OP	38.0	34.0	26.4	54.9	153.5	27.9	26.6	29.6	31.6	115.8	75	
		OP Margin	%	14.2	12.1	10.0	15.4	13.1	10.3	9.4	10.6	10.6	10.2	(2.9)
	Americas	Net Sales	408.9	452.1	455.1	442.0	1,758.2	410.0	445.5	435.2	413.8	1,704.6	97	
		OP	42.5	46.8	42.0	46.4	177.8	33.4	44.1	39.6	37.0	154.3	87	
		OP Margin	%	10.4	10.4	9.2	10.5	10.1	8.2	9.9	9.1	9.0	9.1	(1.1)
	EMEA	Net Sales	142.8	152.2	149.7	151.2	596.1	142.7	152.3	145.5	146.3	587.0	98	
		OP	(0.6)	6.3	4.5	0.8	11.0	2.4	4.0	3.2	-2.3	7.4	67	
		OP Margin	%	(0.5)	4.2	3.0	0.6	1.9	1.7	2.6	2.3	-1.6	1.3	(0.6)
	China, Asia-Pacific	Net Sales	160.0	160.8	154.2	158.5	633.8	153.7	150.8	146.0	143.6	594.2	94	
		OP	17.3	15.1	12.9	11.2	56.7	12.6	10.9	11.1	10.4	45.1	80	
		OP Margin	%	10.9	9.4	8.4	7.1	9.0	8.2	7.3	7.6	7.3	7.6	(1.3)
Market	Net Sales	Domestic	156.5	150.2	146.0	229.0	681.9	152.9	151.4	168.7	193.6	666.8	98	
		Overseas	703.2	765.2	752.7	746.8	2,968.1	695.2	744.9	722.0	696.5	2,858.7	96	
		Americas	403.6	446.9	448.7	438.3	1,737.6	396.9	433.4	423.9	403.6	1,658.0	95	
		EMEA	153.0	166.3	161.5	162.9	643.9	161.0	173.4	163.6	162.2	660.4	103	
		China, Asia-Pacific	146.5	151.9	142.4	145.4	586.5	137.2	137.9	134.4	130.6	540.2	92	
Investment	Capital Expenditure					268.4					289.2	108		
Costs & Expenses	Depreciation					200.4					223.1	111		
Expenses	R&D Expenses					103.5					105.2	102		
Liabilities	Interest-Bearing Debt		471.2	435.7	452.7	408.4	486.8	679.7	639.7		597.4	146		
Tire Production (tonnage of rubber) (*2)	Domestic	10,000t	12	13	12	13	51	13	13	13	12	51		
		Americas	10,000t	15	15	15	15	60	15	16	15	14	60	
		EMEA	10,000t	7	8	6	7	29	8	8	7	7	30	
		China, Asia-Pacific	10,000t	12	12	12	11	47	11	11	11	9	42	
		Overseas Total	10,000t	34	35	33	34	136	35	35	32	31	132	
		Total	10,000t	46	47	46	47	186	47	48	45	43	184	
		Overseas Prod. Ratio	%	74	73	73	72	73	73	72	72	71	72	

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

(*2)Scope of aggregated segment has been changed since 2018

(2) Full Year

(Yen in billions)

		Unit	2015		2016		2017		2018		2019	
			Actual	vs.PY	Actual	vs.PY	Actual	vs.PY	Actual	vs.PY	Actual	vs.PY
Consolidated Results												
Statements of Income	Net Sales		3,790.2	103	3,337.0	88	3,643.4	109	3,650.1	100	3,525.6	97
	Operating Profit		517.2	108	449.5	87	419.0	93	402.7	96	326.0	81
	OP Margin	%	13.6	+0.6	13.5	(0.2)	11.5	(2.0)	11.0	(0.5)	9.2	(1.8)
	Ordinary Profit		507.3	110	432.5	85	400.5	93	381.1	95	316.8	83
	Extra Loss (Gain)		29.1		10.9		(19.8)		(46.6)		(90.4)	
	Profit Attributable to Owners of Parent		284.2	95	265.5	93	288.2	109	291.6	101	292.5	100
Exchange Rate	US \$	Yen/\$	121	114	109	90	112	103	110	98	109	99
	Euro	Yen/€	134	96	120	90	127	107	130	102	122	94
Analysis of Net Sales and Operating Profit vs. PY												
Net Sales	Forex		+264.0		(342.0)		+113.0		(29.0)		(74.0)	
	Price, Mix, Volume etc.		(147.8)		(111.2)		+193.4		+35.6		(50.5)	
	Total		+116.2		(453.2)		+306.4		+6.6		(124.5)	
Operating Profit	Forex		+55.0		(68.0)		+15.0		(2.0)		(16.0)	
	Raw Materials		+121.0		+91.0		(120.0)		+0.0		+4.0	
	Depreciation		(1.0)		(2.0)		(7.0)		(1.0)		(27.0)	
	SGA		(12.0)		(14.0)		(19.0)		(20.0)		(24.0)	
	Price, Mix, Volume etc.		(123.8)		(74.6)		+100.5		+6.7		(13.6)	
Total		+39.2		(67.6)		(30.5)		(16.3)		(76.6)		
Segment Information(*1)												
Business Segment	Tires	Net Sales	3,174.4	103	2,765.7	87	3,031.1	110	3,051.4	101	2,953.1	97
		OP	472.7	108	414.7	88	387.1	93	393.9	102	325.8	83
		OP Margin	%	14.9	+0.8	15.0	+0.1	12.8	(2.2)	12.9	+0.1	11.0
	Diversified Products (*2)	Net Sales	635.0	106	585.7	92	627.8	107	618.7	99	588.3	95
		OP	44.5	106	34.8	78	31.8	92	8.9	28	0.1	2
		OP Margin	%	7.0	+0.0	5.9	(1.1)	5.1	(0.9)	1.4	(3.6)	0.0
Geographic Segment	Japan	Net Sales	1,187.8	94	1,080.6	91	1,147.8	106	1,170.5	102	1,132.3	97
		OP	197.4	94	150.6	76	160.2	106	153.5	96	115.8	75
		OP Margin	%	16.6	+0.0	13.9	(2.7)	14.0	+0.0	13.1	(0.8)	10.2
	Americas	Net Sales	1,941.6	110	1,645.3	85	1,776.5	108	1,758.2	99	1,704.6	97
		OP	222.5	123	203.1	91	187.5	92	177.8	95	154.3	87
		OP Margin	%	11.5	+1.3	12.3	+0.9	10.6	(1.8)	10.1	(0.4)	9.1
	EMEA (*3)	Net Sales	421.7	96	477.1		559.8		596.1	106	587.0	98
		OP	21.4	105	27.7		13.6		11.0	81	7.4	67
		OP Margin	%	5.1	+0.4	5.8		2.4		1.9	(0.6)	1.3
	China, Asia-Pacific (*4,5)	Net Sales	838.0	100	621.7		648.8		633.8	98	594.2	94
		OP	68.2	102	62.5		62.9		56.7	90	45.1	80
		OP Margin	%	8.1	+0.2	10.1		9.7		9.0	(0.8)	7.6
Market	Net Sales	Domestic	661.9	95	653.5	99	684.3	105	681.9	100	666.8	98
		Overseas	3,128.3	105	2,683.4	86	2,959.0	110	2,968.1	100	2,858.7	96
		Americas(*6)	1,919.5	110	1,625.7	85	1,755.0	108	1,737.6	99	1,658.0	95
		EMEA(*3)	419.8	97	494.3		603.8		643.9	106	660.4	103
		China, Asia Pacific(*4)	788.9	99	563.4		600.1		586.5	98	540.2	92
Balance Sheet (*7)	Total Assets		3,795.8		3,716.0		3,959.0		3,840.2		3,946.5	
	ROA		%	7.3		7.1		7.5		7.5		7.5
	Net Assets		2,282.0		2,345.8		2,402.7		2,436.1		2,344.2	
	ROE		%	13.3		11.8		12.5		12.4		12.5
	Equity ratio		%	58.2		61.5		59.2		61.9		58.0
	Interest-Bearing Debt		441.5	74	342.7	78	459.0	134	408.4	89	597.4	146
Cash Flows	Cash flows from operating activities		553.9		444.5		418.1		360.9		464.4	
	Cash flows from investing activities		(233.3)		(178.2)		(200.7)		(243.0)		(266.9)	
	Free cash flow		320.5		266.2		217.3		117.8		197.5	
Investment	Capital Expenditure	Tires	229.8	86	178.0	77	214.9	121	236.5	110	261.0	110
		Diversified	23.6	84	16.0	68	19.9	124	31.8	160	28.2	89
	Total		253.5	86	194.1	77	234.8	121	268.4	114	289.2	108
Costs & Expenses	Depreciation		202.3	107	188.0	93	200.3	107	200.4	100	223.1	111
	R&D Expenses		94.9	101	95.4	100	99.7	105	103.5	104	105.2	102
Dividends	Dividend per Share		Yen	130	140	150	160	160	160	160	160	
Tire Production (tonnage of rubber) (*8)	Domestic		10,000t	48	47	47	51	51				
	Overseas	Americas	10,000t	56	57	59	60	60				
		EMEA(*3)	10,000t	22	25	27	29	30				
		China, Asia-Pacific(*4)	10,000t	54	51	47	47	42				
		Total	10,000t	132	133	141	136	132				
	Total		10,000t	179	180	188	186	184				
Overseas Prod. Ratio		%	73	74	75	73	72					

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

(*2)Net sales composition of "Diversified Products" segment in 2019 is as follows

Chemical and Industrial Products : Less than 50% , BSAM Diversified Products : Less than 40% , Sporting goods,bicycles : More than 10%

(*3)Scope of Geographic segment has been renewed since 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 Europe ; In 2016 Europe, Middle East & Africa ; Since 2017 Europe, Russian, Middle East & Africa

(*4)Scope of Geographic segment has been renewed since 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 China, Asia Pacific, Middle East & Africa, Russia ; In 2016 China, Asia Pacific, Russia ; Since 2017 China, Asia Pacific

(*5)Net sales composition in 2019 is as follows

Asia & Pacific: Less than 80%, China: More than 20%

(*6) "United States" in 2019 : ¥1,353.9 billion

(*7)Total Assets and Ratio of total equity to total assets in 2018 has been updated due to application of Partial Amendments to Accounting Standard for Tax Effect Accounting.

(*8)Scope of aggregated segment has been changed since 2018

(3) Full Year [IFRS]

(Yen in billions)

		Unit	2020		
			FY Fcst.	vs.PY (*1)	
Consolidated Results					
Statements of Income	Revenue		3,550.0	101	
	Adjusted Operating Profit		360.0	105	
	Adjusted OP Margin	%	10.1	+ 0.3	
	Profit Attributable to Owners of Parent		230.0	96	
Exchange Rate	US \$	Yen/\$	108	99	
	Euro	Yen/€	121	99	
Analysis of Revenue and Adjusted Operating Profit vs. PY					
Revenue	Forex		(33.0)		
	Price, Mix, Volume etc.		+74.9		
	Total		+41.9		
Adjusted Operating Profit	Forex		(10.0)		
	Raw Materials		+5.0		
	Price		+15.0		
	Volume		+26.0		
	Operating Expense(*2)		(19.0)		
	Others		(1.0)		
Total		+16.0			
Segment Information (*3)	Japan	Revenue		930.0	101
		Adjusted Operating Profit		102.0	93
		Adjusted OP Margin	%	11.0	(0.9)
	Americas	Revenue		1,650.0	99
		Adjusted Operating Profit		204.0	106
		Adjusted OP Margin	%	12.4	+0.8
	Europe, Russia, Middle East, India and Africa	Revenue		660.0	103
		Adjusted Operating Profit		21.0	133
		Adjusted OP Margin	%	3.2	+0.7
	China, Asia-Pacific	Revenue		480.0	104
		Adjusted Operating Profit		43.0	120
		Adjusted OP Margin	%	9.0	+1.2
Investment	Japan		88.0		
	Americas		126.0		
	Europe, Russia, Middle East, India and Africa		81.0		
	China, Asia-Pacific		38.0		
	Others		49.0		
	Total		382.0		
Costs & Expenses	Depreciation		255.0		
	R&D Expenses		107.0		
Dividends	Dividend per Share	Yen	160		

(*1)The actual values per the IFRS for fiscal 2019 used in determining changes from the previous year constitute approximate values, and may vary depending on accounting audit results.

(*2)SG&A and other operating income/expense.

(*3)Segment Information: including transactions caused by businesses among segments

Tire Production (tonnage of rubber)	Domestic	10,000t	51
	Americas	10,000t	61
	Europe, Russia, Middle East, India and Africa	10,000t	37
	China, Asia-Pacific	10,000t	39
	Overseas Total	10,000t	137
	Total	10,000t	188
	Overseas Prod. Ratio	%	73

2. Additional Information

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

			2018	2019	2020
			FY	FY	FY Fcst.
Japan	PSR/LTR	REP	99	97	101
		OE	100	100	102
	TBR	REP	99	101	101
		OE	99	96	100
N.America	PSR/LTR	REP	103	102	100
		OE	100	94	91
	TBR	REP	107	88	103
		OE	120	101	80
Europe	PSR/LTR	REP	101	97	100
		OE	101	94	99
	TBR	REP	109	101	98
		OE	105	90	95
Asia (*1) (Thailand, India, China Indonesia Total)	PSR/LTR	REP	102	99	108
		OE	96	90	103
	TBR	REP	97	97	102
		OE	96	92	93

(*1) 2020 Fcst: Total of Thailand, China and Indonesia

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

			2018	2019	2020	2019FY
			FY	FY	FY Fcst.	Component ratio
Japan	PSR/LTR	REP	101	98	~+5%	60%
		OE	105	101	±0%	40%
		Total	102	99	~+5%	
	TBR	REP	98	100	+6%~+10%	70%
		OE	100	96	±0%	30%
		Total	99	99	~+5%	
N.America	PSR/LTR	REP	94	98	~+5%	70%
		OE	111	90	-6%~-10%	30%
		Total	100	95	±0%	
	TBR	REP	99	91	~+5%	60%
		OE	129	100	-16%~-20%	40%
		Total	109	94	-6%~-10%	
Europe	PSR/CVR	REP	101	95	~+5%	60%
		OE	102	100	~+5%	40%
		Total	102	97	~+5%	
	TBR	REP	104	100	~+5%	70%
		OE	122	88	±0%	30%
		Total	109	96	~+5%	
China, Asia Pacific (*2)	PSR/LTR	REP	90	92	+6%~+10%	50%
		OE	105	95	~-5%	50%
		Total	96	93	±0%	
	TBR	REP	93	91	+6%~+10%	80%
		OE	110	89	+11%~+15%	20%
		Total	96	91	+6%~+10%	
Global (REP&OE)	PSR/LTR	100	96	~+5%		
	TBR	104	96	~+5%		

(*2) 2020 Fcst: Excluding India due to new segmentation.

Key Products:

			2018	2019	2020
			FY	FY	FY Fcst.
ORR	Ultra-Large		115	102	~+5%
		REP only	115	102	~+5%
	Large		104	98	~+5%
		REP only	93	106	+6%~+10%
PSR-HRD (≥18")		116	106	~+5%	
	REP only	110	110	+11%~+15%	