

Supplementary Information of 2011 3Q

1. Financial Highlights

(1) Quarter of the year

(Yen in billions)

| | | Unit | 2010 | | | | | 2011 | | | | | vs.PY | |
|----------------------|------------------|--------|-------|-------|---------|-------|-------|---------|----------|-------|---------|-------|---------|-----|
| | | | 1H | | FY | | 1H | | 9 months | | | | | |
| | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | | | | | |
| Consolidated Results | | | | | | | | | | | | | | |
| Statements of Income | Net Sales | | 659.1 | 726.8 | 1,385.9 | 705.2 | 770.3 | 2,861.6 | 704.3 | 754.7 | 1,459.1 | 775.3 | 2,234.4 | 107 |
| | Operating Income | | 36.0 | 42.4 | 78.4 | 34.9 | 53.0 | 166.4 | 55.8 | 37.7 | 93.6 | 49.7 | 143.3 | 126 |
| | OP Margin | % | 5.5 | 5.8 | 5.7 | 4.9 | 6.9 | 5.8 | 7.9 | 5.0 | 6.4 | 6.4 | 6.4 | 6.4 |
| | Ordinary Income | | 31.1 | 36.7 | 67.9 | 32.9 | 47.0 | 147.9 | 56.2 | 35.6 | 91.8 | 40.2 | 129.8 | 129 |
| | Net Income | | 17.6 | 26.8 | 44.5 | 22.2 | 32.1 | 98.9 | 31.3 | 22.7 | 54.1 | 27.8 | 81.9 | 123 |
| Exchange Rate | US \$ | Yen/\$ | 91 | 92 | 91 | 86 | 83 | 88 | 82 | 82 | 82 | 78 | 80 | 90 |
| | Euro | Yen/€ | 125 | 117 | 121 | 111 | 112 | 116 | 113 | 117 | 115 | 110 | 113 | 97 |

| Analysis of Net Sales and Operating Income vs. PY | | | | | | | | | | | | | |
|---|-------------------------|-------|-------|--------|--------|--------|--------|---------|--------|--------|---------|--------|---------|
| Net Sales | Forex | | +1.0 | (31.0) | (30.0) | (56.0) | (50.0) | (136.0) | (51.0) | (51.0) | (102.0) | (44.0) | (146.0) |
| | Price, Mix, Volume etc. | | +90.4 | +120.2 | +210.6 | +92.6 | +97.3 | +400.6 | +96.2 | +78.9 | +175.1 | +114.0 | +289.1 |
| | Total | | +91.4 | +89.2 | +180.6 | +36.6 | +47.3 | +264.6 | +45.2 | +27.9 | +73.1 | +70.0 | +143.1 |
| Operating Income | Forex | | 0 | (6.0) | (6.0) | (11.0) | (10.0) | (27.0) | (11.0) | (9.0) | (20.0) | (8.0) | (28.0) |
| | Raw Materials | | (1.0) | (41.0) | (42.0) | (46.0) | (43.0) | (131.0) | (52.0) | (72.0) | (124.0) | (68.0) | (192.0) |
| | Depreciation | | +1.0 | 0 | +1.0 | +1.0 | +1.0 | +3.0 | 0 | 0 | 0 | +1.0 | +1.0 |
| | SGA | | (7.0) | (5.0) | (12.0) | (11.0) | (14.0) | (37.0) | (2.0) | (12.0) | (14.0) | +1.0 | (13.0) |
| | Strategic Products | | +5.0 | +9.0 | +14.0 | +8.0 | +8.0 | +30.0 | +6.0 | +7.0 | +13.0 | +6.0 | +19.0 |
| | Price, Mix, Volume etc. | | +50.3 | +93.0 | +143.3 | +61.9 | +47.5 | +252.7 | +78.8 | +81.4 | +160.2 | +82.7 | +242.9 |
| Total | | +48.3 | +50.0 | +98.3 | +2.9 | (10.5) | +90.7 | +19.8 | (4.6) | +15.2 | +14.7 | +29.9 | |

| Segment Information (*1) | | | | | | | | | | | | | | |
|--------------------------|----------------------|-----------|-------|-------|---------|-------|-------|---------|-------|-------|---------|-------|---------|-----|
| Business Segment | Tires | Net Sales | 547.4 | 599.5 | 1,147.0 | 583.5 | 648.9 | 2,379.5 | 590.7 | 630.5 | 1,221.2 | 648.8 | 1,870.1 | 108 |
| | | OP | 33.1 | 37.4 | 70.6 | 33.4 | 49.1 | 153.1 | 54.5 | 35.2 | 89.7 | 46.2 | 136.0 | 131 |
| | | OP Margin | % | 6.0 | 6.3 | 6.2 | 5.7 | 7.6 | 6.4 | 9.2 | 5.6 | 7.4 | 7.1 | 7.3 |
| | Diversified Products | Net Sales | 114.0 | 130.2 | 244.2 | 125.0 | 125.4 | 494.6 | 117.2 | 127.8 | 245.1 | 130.5 | 375.7 | 102 |
| OP | | 2.9 | 4.8 | 7.8 | 1.6 | 3.9 | 13.3 | 1.3 | 2.5 | 3.8 | 3.5 | 7.3 | 78 | |
| OP Margin | | % | 2.6 | 3.7 | 3.2 | 1.3 | 3.1 | 2.7 | 1.1 | 2.0 | 1.6 | 2.7 | 2.0 | |
| Geographic Segment (*2) | Japan | Net Sales | 263.5 | 282.7 | 546.3 | 268.9 | 339.3 | 1,154.6 | 275.2 | 300.4 | 575.7 | 293.9 | 869.7 | 107 |
| | | OP | 14.4 | 15.0 | 29.5 | 3.4 | 28.6 | 61.6 | 16.5 | 11.0 | 27.5 | 8.8 | 36.4 | 110 |
| | | OP Margin | % | 5.5 | 5.3 | 5.4 | 1.3 | 8.4 | 5.3 | 6.0 | 3.7 | 4.8 | 3.0 | 4.2 |
| | Americas | Net Sales | 279.1 | 328.6 | 607.8 | 314.1 | 302.0 | 1,223.9 | 300.0 | 332.5 | 632.5 | 335.4 | 967.9 | 105 |
| | | OP | 11.7 | 13.0 | 24.7 | 13.6 | 9.9 | 48.3 | 22.7 | 14.2 | 37.0 | 15.1 | 52.2 | 136 |
| | | OP Margin | % | 4.2 | 4.0 | 4.1 | 4.4 | 3.3 | 4.0 | 7.6 | 4.3 | 5.9 | 4.5 | 5.4 |
| | Europe | Net Sales | 94.5 | 93.6 | 188.2 | 94.1 | 101.4 | 383.8 | 100.8 | 105.9 | 206.7 | 110.3 | 317.0 | 112 |
| | | OP | 1.6 | 0.8 | 2.4 | 2.3 | 2.3 | 7.1 | 2.4 | 2.8 | 5.3 | 6.7 | 12.1 | 252 |
| | | OP Margin | % | 1.7 | 0.9 | 1.3 | 2.5 | 2.3 | 1.9 | 2.5 | 2.7 | 2.6 | 6.1 | 3.8 |
| | Other | Net Sales | 141.4 | 155.1 | 296.6 | 153.1 | 162.1 | 611.9 | 168.9 | 178.3 | 347.3 | 182.4 | 529.7 | 118 |
| | | OP | 12.5 | 11.3 | 23.9 | 11.2 | 9.7 | 44.9 | 13.8 | 12.4 | 26.2 | 14.8 | 41.1 | 117 |
| | | OP Margin | % | 8.9 | 7.3 | 8.1 | 7.3 | 6.0 | 7.3 | 8.2 | 7.0 | 7.6 | 8.1 | 7.8 |
| Market | Net Sales | Domestic | 151.5 | 153.7 | 305.2 | 151.6 | 214.9 | 671.8 | 152.2 | 155.5 | 307.7 | 164.9 | 472.6 | 103 |
| | | Overseas | 507.5 | 573.1 | 1,080.7 | 553.5 | 555.4 | 2,189.7 | 552.1 | 599.2 | 1,151.3 | 610.3 | 1,761.7 | 108 |
| | | Americas | 276.0 | 325.9 | 602.0 | 310.9 | 299.9 | 1,212.9 | 296.3 | 328.2 | 624.5 | 331.9 | 956.4 | 105 |
| | | Europe | 96.1 | 94.5 | 190.6 | 95.5 | 101.7 | 387.9 | 102.3 | 107.9 | 210.2 | 111.0 | 321.3 | 112 |
| | | Other | 135.3 | 152.6 | 288.0 | 147.0 | 153.7 | 588.8 | 153.5 | 163.0 | 316.5 | 167.3 | 483.9 | 111 |

| | | | | | | | | | | | | | |
|-------------------------------------|-----------------------|----------|----|-------|----|----|-------|-----|----|-------|----|----|-----|
| Investment | Capital Expenditure | | | 77.2 | | | 182.6 | | | 73.3 | | | |
| Costs & Expenses | Depreciation | | | 81.6 | | | 167.6 | | | 78.0 | | | |
| | R&D Expenses | | | 41.5 | | | 85.1 | | | 41.3 | | | |
| | Interest Expense | | | 6.1 | | | 11.8 | | | 3.3 | | | |
| Liabilities | Interest-Bearing Debt | | | 702.6 | | | 663.1 | | | 684.0 | | | |
| Tire Production (tonnage of rubber) | Domestic | 10,000t | 12 | 14 | 26 | 14 | 15 | 55 | 13 | 15 | 28 | 15 | 43 |
| | | Overseas | 13 | 13 | 26 | 13 | 14 | 54 | 15 | 15 | 29 | 14 | 44 |
| | Americas | 10,000t | 6 | 6 | 12 | 5 | 6 | 23 | 6 | 7 | 13 | 6 | 19 |
| | | Other | 11 | 11 | 22 | 11 | 12 | 46 | 12 | 12 | 25 | 13 | 37 |
| | Overseas Total | 10,000t | 30 | 31 | 60 | 30 | 33 | 123 | 33 | 34 | 67 | 33 | 100 |
| | Total | 10,000t | 42 | 44 | 86 | 44 | 47 | 177 | 47 | 49 | 96 | 47 | 143 |
| Overseas Prod. Ratio | % | 71 | 69 | 70 | 68 | 69 | 69 | 71 | 69 | 70 | 69 | 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) Full Year

(Yen in billions)

(*)released on August 8,2011

| | Unit | 2007 | | | 2008 | | | 2009 | | | 2010 | | | 2011 | | |
|-----------------------------|-------------------|---------|-----|-------|---------|-----|-------|---------|-----|-------|---------|-----|-------|---------|-----|-------|
| | | Actual | % | vs.PY | Actual | % | vs.PY | Actual | % | vs.PY | Actual | % | vs.PY | Fcst. | % | vs.PY |
| Consolidated Results | | | | | | | | | | | | | | | | |
| Statements of Income | Net Sales | 3,390.2 | 100 | 113 | 3,234.4 | 100 | 95 | 2,597.0 | 100 | 80 | 2,861.6 | 100 | 110 | 3,130.0 | 100 | 109 |
| | Operating Income | 249.9 | 7.4 | 131 | 131.5 | 4.1 | 53 | 75.7 | 2.9 | 58 | 166.4 | 5.8 | 220 | 194.0 | 6.2 | 117 |
| | Ordinary Income | 219.0 | 6.5 | 137 | 74.4 | 2.3 | 34 | 54.4 | 2.1 | 73 | 147.9 | 5.2 | 272 | 180.0 | 5.8 | 122 |
| | Extra Loss (Gain) | 3.3 | 0.1 | | 20.9 | 0.6 | | 19.0 | 0.7 | | 6.2 | 0.2 | | | | |
| | Net Income | 131.6 | 3.9 | 155 | 10.4 | 0.3 | 8 | 1.0 | 0.0 | 10 | 98.9 | 3.5 | + | 115.0 | 3.7 | 116 |
| Exchange Rate | US \$ | Yen/\$ | 118 | 102 | 104 | 88 | 94 | 90 | 88 | 94 | 81 | 92 | | | | |
| | Euro | Yen/€ | 162 | 111 | 153 | 94 | 130 | 85 | 116 | 89 | 115 | 99 | | | | |

| Analysis of Net Sales and Operating Income vs. PY | | | | | | | | | | | | | | | | |
|--|-------------------------|--|--------|--|---------|--|---------|--|---------|--|---------|--|--|--|--|--|
| Net Sales | Forex | | +101.0 | | (301.0) | | (269.0) | | (136.0) | | (144.0) | | | | | |
| | Price, Mix, Volume etc. | | +297.9 | | +145.2 | | (368.4) | | +400.6 | | +412.3 | | | | | |
| | Total | | +398.9 | | (155.8) | | (637.4) | | +264.6 | | +268.3 | | | | | |
| Operating Income | Forex | | +19.0 | | (45.0) | | (44.0) | | (27.0) | | (25.0) | | | | | |
| | Raw Materials | | (28.0) | | (190.0) | | +121.0 | | (131.0) | | (277.0) | | | | | |
| | Depreciation | | (21.6) | | (25.0) | | (6.0) | | +3.0 | | (1.0) | | | | | |
| | SGA | | | | | | +68.0 | | (37.0) | | (34.0) | | | | | |
| | Strategic Products | | | | +13.0 | | +4.0 | | +30.0 | | +24.0 | | | | | |
| | Price, Mix, Volume etc. | | +89.6 | | +128.6 | | (198.8) | | +252.7 | | +340.5 | | | | | |
| | Total | | +59.0 | | (118.4) | | (55.8) | | +90.7 | | +27.5 | | | | | |

| Segment Information(*1) | | | | | | | | | | | | | | | | |
|--------------------------------|---------------------------|-------------|---------|------|---------|-----|---------|------|---------|------|---------|-----|--|--|--|--|
| Business Segment | Tires | Net Sales | 2,755.9 | 115 | 2,629.1 | 95 | 2,152.9 | 82 | 2,379.5 | 111 | 2,640.0 | 111 | | | | |
| | | OP | 195.0 | 140 | 92.7 | 48 | 75.2 | 81 | 153.1 | 204 | 184.0 | 120 | | | | |
| | | OP Margin % | 7.1 | | 3.5 | | 3.5 | | 6.4 | | 7.0 | | | | | |
| | Diversified Products (*3) | Net Sales | 656.3 | 105 | 625.5 | 95 | 454.1 | 73 | 494.6 | 109 | 500.0 | 101 | | | | |
| OP | | 54.7 | 106 | 38.7 | 71 | 0.4 | 1 | 13.3 | + | 10.0 | 75 | | | | | |
| OP Margin % | | 8.3 | | 6.2 | | 0.1 | | 2.7 | | 2.0 | | | | | | |
| Geographic Segment (*2) | Japan | Net Sales | 1,371.7 | 109 | 1,321.9 | 96 | 1,011.9 | 77 | 1,154.6 | 114 | 1,250.0 | 108 | | | | |
| | | OP | 147.5 | 125 | 68.9 | 47 | 14.3 | 21 | 61.6 | 428 | 73.0 | 118 | | | | |
| | | OP Margin % | 10.8 | | 5.2 | | 1.4 | | 5.3 | | 5.8 | | | | | |
| | Americas | Net Sales | 1,510.7 | 113 | 1,417.2 | 94 | 1,132.8 | 80 | 1,223.9 | 108 | 1,330.0 | 109 | | | | |
| | | OP | 51.5 | 123 | 21.6 | 42 | 34.4 | 159 | 48.3 | 140 | 62.0 | 128 | | | | |
| | | OP Margin % | 3.4 | | 1.5 | | 3.0 | | 4.0 | | 4.7 | | | | | |
| | Europe | Net Sales | 516.0 | 123 | 474.8 | 92 | 362.5 | 76 | 383.8 | 106 | 430.0 | 112 | | | | |
| | | OP | 17.2 | 116 | (4.8) | - | (11.9) | - | 7.1 | + | 10.0 | 140 | | | | |
| | | OP Margin % | 3.3 | | (1.0) | | (3.3) | | 1.9 | | 2.3 | | | | | |
| | Other (*4) | Net Sales | 548.6 | 124 | 599.3 | 109 | 511.5 | 85 | 611.9 | 120 | 720.0 | 118 | | | | |
| | | OP | 37.6 | 186 | 35.4 | 94 | 32.9 | 93 | 44.9 | 137 | 54.0 | 120 | | | | |
| | | OP Margin % | 6.9 | | 5.9 | | 6.4 | | 7.3 | | 7.5 | | | | | |
| Market | Net Sales | Domestic | 801.2 | 24 | 786.1 | 24 | 614.8 | 24 | 671.8 | 23 | 680.0 | 103 | | | | |
| | | Overseas | 2,589.0 | 76 | 2,448.3 | 76 | 1,982.1 | 76 | 2,189.7 | 77 | 110 | | | | | |
| | | Americas | 1,489.1 | 113 | 1,386.3 | 93 | 1,125.7 | 81 | 1,212.9 | 108 | | | | | | |
| | | Europe | 531.6 | 125 | 489.7 | 92 | 363.0 | 74 | 387.9 | 107 | | | | | | |
| | | Other | 568.4 | 121 | 572.3 | 101 | 493.5 | 86 | 588.8 | 119 | | | | | | |

| | | | | | | | | | | | | | | | | | |
|-------------------------------------|---------------------------------------|----------|---------|-------|---------|-------|---------|-------|---------|-------|-------|-------|-----|----|-------|-----|------|
| Balance Sheet | Total Assets | | 3,359.2 | | 2,768.4 | | 2,808.4 | | 2,706.6 | | | | | | | | |
| | ROA | | 4.1 | | 0.3 | | 0.0 | | 3.6 | | | | | | | | |
| | Net Assets | | 1,410.2 | | 1,019.9 | | 1,120.7 | | 1,176.1 | | | | | | | | |
| | ROE | | 10.3 | | 0.9 | | 0.1 | | 8.9 | | | | | | | | |
| | Ratio of total equity to total assets | | 40.8 | | 35.8 | | 38.7 | | 42.2 | | | | | | | | |
| Cash Flows | Interest-Bearing Debt | | 826.9 | 117 | 775.9 | 94 | 786.3 | 101 | 663.1 | 84 | 680.0 | 103 | | | | | |
| | Operating Cashflow | | 333.5 | | 109.7 | | 338.6 | | 247.7 | | | | | | | | |
| | Investing Cashflow | | (377.5) | | (265.3) | | (188.2) | | (170.5) | | | | | | | | |
| | Free Cashflow | | (43.9) | | (155.5) | | 150.4 | | 77.1 | | | | | | | | |
| Investment | Capital Expenditure | Tires | 240.8 | 104 | 247.9 | 103 | 156.8 | 63 | 159.7 | 102 | 205.0 | 128 | | | | | |
| | Diversified | 31.5 | 103 | 27.3 | 87 | 21.3 | 78 | 22.8 | 107 | 25.0 | 109 | | | | | | |
| | Total | 272.3 | 104 | 275.3 | 101 | 178.2 | 65 | 182.6 | 102 | 230.0 | 126 | | | | | | |
| Costs & Expenses | Depreciation | | 169.3 | 5.0 | 119 | 182.3 | 5.6 | 108 | 175.7 | 6.8 | 96 | 167.6 | 5.9 | 95 | 160.0 | 5.1 | 95.4 |
| | R&D Expenses | | 86.7 | 2.6 | 100 | 93.2 | 2.9 | 107 | 85.7 | 3.3 | 92 | 85.1 | 3.0 | 99 | 86.0 | 2.7 | 101 |
| | Interest Expense | | 22.5 | 0.7 | 147 | 23.0 | 0.7 | 102 | 19.9 | 0.8 | 86 | 11.8 | 0.4 | 59 | | | |
| No. of Employee | | | 133,752 | 106 | 137,981 | 103 | 137,135 | 99 | 139,822 | 102 | | | | | | | |
| Tire Production (tonnage of rubber) | Domestic | | 10,000t | 65 | 64 | | 44 | | 55 | | 57 | | | | | | |
| | Overseas | Americas | 10,000t | 59 | 58 | | 45 | | 54 | | 60 | | | | | | |
| | | Europe | 10,000t | 22 | 21 | | 17 | | 23 | | 26 | | | | | | |
| | | Other | 10,000t | 42 | 44 | | 37 | | 46 | | 51 | | | | | | |
| | | Total | 10,000t | 122 | 122 | | 99 | | 123 | | 136 | | | | | | |
| | Total | | 10,000t | 187 | 186 | | 143 | | 177 | | 194 | | | | | | |
| | Overseas Prod. Ratio | | % | 65 | 66 | | 69 | | 69 | | 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 composition of "Diversified Products" segment in 2010 is as follows.

Chemical and Industrial Products : Less than 60% , BSAM Diversified Products : More than 20% , Sporting goods,bicycles : Less than 20%

(*4)Net sales composition of "Other" segment in 2010 is as follows.

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

2. Additional Information

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

| | | | 2009 | 2010 | 2011 | | 2010 FY |
|--------------|---------|-------|------|------|------|-----|-----------------|
| | | | FY | FY | 1H | 3Q | Component ratio |
| JAPAN | PSR/LTR | REP | 93 | 107 | 114 | 101 | More than 60% |
| | | OE | 63 | 130 | 72 | 91 | Less than 40% |
| | | Total | 80 | 115 | 96 | 97 | |
| | TBR | REP | 79 | 111 | 117 | 155 | Less than 80% |
| | | OE | 48 | 159 | 99 | 127 | More than 20% |
| | | Total | 72 | 119 | 112 | 148 | |
| N.America | PSR/LTR | REP | 97 | 106 | 94 | 96 | Less than 80% |
| | | OE | 70 | 129 | 101 | 105 | More than 20% |
| | | Total | 91 | 110 | 96 | 98 | |
| | TBR | REP | 85 | 111 | 105 | 111 | Less than 80% |
| | | OE | 62 | 132 | 171 | 135 | More than 20% |
| | | Total | 80 | 115 | 119 | 116 | |
| Europe | PSR/CVR | REP | 101 | 117 | 100 | 111 | Less than 70% |
| | | OE | 79 | 112 | 95 | 95 | More than 30% |
| | | Total | 93 | 115 | 98 | 107 | |
| | TBR | REP | 90 | 117 | 106 | 80 | Less than 80% |
| | | OE | 35 | 176 | 143 | 103 | More than 20% |
| | | Total | 72 | 127 | 114 | 84 | |
| Asia Pacific | PSR/LTR | REP | 99 | 107 | 107 | 102 | Less than 60% |
| | | OE | 84 | 134 | 104 | 109 | More than 40% |
| | | Total | 93 | 117 | 106 | 105 | |
| | TBR | REP | 88 | 106 | 104 | 97 | More than 90% |
| | | OE | 68 | 150 | 82 | 97 | Less than 10% |
| | | Total | 86 | 108 | 102 | 97 | |
| China | PSR/LTR | REP | 100 | 129 | 124 | 101 | More than 50% |
| | | OE | 105 | 126 | 100 | 144 | Less than 50% |
| | | Total | 103 | 127 | 112 | 119 | |
| | TBR | REP | 90 | 127 | 110 | 110 | |
| | | Total | 91 | 126 | 111 | 113 | Less than 100% |
| | | | | | | | |

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

| | | 2009 | 2010 | 2011 | |
|--|----------------|------|------|------|-----|
| | | FY | FY | 1H | 3Q |
| Passenger Car Radial Tires (Replacement) | RFT | 130 | 135 | 115 | 110 |
| | UHP | 105 | 120 | 110 | 100 |
| | Winter | 105 | 120 | 175 | 140 |
| Specialty Tires | Ultralarge ORR | 110 | 115 | 115 | 115 |
| | Large ORR | 85 | 130 | 135 | 125 |
| | APR | 90 | 115 | 110 | 135 |
| | MCR | 70 | 115 | 95 | 95 |

*Based on rubber weight for Ultralarge and Large ORR