

Supplementary Information of FY2011

1. Financial Highlights

(1) Quarter of the year

(Yen in billions)

	Unit	2010						2011						vs.PY	
		1H		FY		1H		FY							
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q						
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	789.9	3,024.3	106	
	Operating Income	36.0	42.4	78.4	34.9	53.0	166.4	55.8	37.7	93.6	49.7	47.9	191.3	115	
	OP Margin	5.5	5.8	5.7	4.9	6.9	5.8	7.9	5.0	6.4	6.4	6.1	6.3		
	Ordinary Income	31.1	36.7	67.9	32.9	47.0	147.9	56.2	35.6	91.8	40.2	49.4	179.3	121	
	Net Income	17.6	26.8	44.5	22.2	32.1	98.9	31.3	22.7	54.1	27.8	21.0	102.9	104	
Exchange Rate	US \$	Yen/\$	91	92	91	86	83	88	82	82	82	78	77	80	91
	Euro	Yen/€	125	117	121	111	112	116	113	117	115	110	104	111	96

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)	(41.0)	(187.0)
	Price, Mix, Volume etc.		+90.4	+120.2	+210.6	+92.6	+97.3	+400.6	+96.2	+78.9	+175.1	+114.0	+60.6	+349.7
	Total		+91.4	+89.2	+180.6	+36.6	+47.3	+264.6	+45.2	+27.9	+73.1	+70.0	+19.5	+162.7

Operating Income	Forex		0	(6.0)	(6.0)	(11.0)	(10.0)	(27.0)	(11.0)	(9.0)	(20.0)	(8.0)	(9.0)	(37.0)
	Raw Materials		(1.0)	(41.0)	(42.0)	(46.0)	(43.0)	(131.0)	(52.0)	(72.0)	(124.0)	(68.0)	(63.0)	(255.0)
	Depreciation		+1.0	0	+1.0	+1.0	+3.0	0	0	0	+1.0	+3.0	+4.0	
	SGA		(7.0)	(5.0)	(12.0)	(11.0)	(14.0)	(37.0)	(2.0)	(12.0)	(14.0)	+1.0	(9.0)	(22.0)
	Strategic Products		+5.0	+9.0	+14.0	+8.0	+8.0	+30.0	+6.0	+7.0	+13.0	+6.0	+2.0	+21.0
	Price, Mix, Volume etc.		+50.3	+93.0	+143.3	+61.9	+47.5	+252.7	+78.8	+81.4	+160.2	+82.7	+70.9	+313.8
	Total		+48.3	+50.0	+98.3	+2.9	(10.5)	+90.7	+19.8	(4.6)	+15.2	+14.7	(5.1)	+24.8

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	669.6	2,539.7	107
		OP	33.1	37.4	70.6	33.4	49.1	153.1	54.5	35.2	89.7	46.2	49.4	185.4	121
		OP Margin	%	6.0	6.3	6.2	5.7	7.6	6.4	9.2	5.6	7.4	7.1	7.4	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	124.8	500.5	101
		OP	2.9	4.8	7.8	1.6	3.9	13.3	1.3	2.5	3.8	3.5	(1.5)	5.8	43
		OP Margin	%	2.6	3.7	3.2	1.3	3.1	2.7	1.1	2.0	1.6	2.7	(1.2)	1.2
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	359.2	1,229.0	106
		OP	14.4	15.0	29.5	3.4	28.6	61.6	16.5	11.0	27.5	8.8	33.1	69.5	113
		OP Margin	%	5.5	5.3	5.4	1.3	8.4	5.3	6.0	3.7	4.8	3.0	9.2	5.7
	Americas	Net Sales	279.1	328.6	607.8	314.1	302.0	1,223.9	300.0	332.5	632.5	335.4	320.7	1,288.6	105
		OP	11.7	13.0	24.7	13.6	9.9	48.3	22.7	14.2	37.0	15.1	9.7	61.9	128
		OP Margin	%	4.2	4.0	4.1	4.4	3.3	4.0	7.6	4.3	5.9	4.5	3.0	4.8
	Europe	Net Sales	94.5	93.6	188.2	94.1	101.4	383.8	100.8	105.9	206.7	110.3	96.0	413.1	108
		OP	1.6	0.8	2.4	2.3	2.3	7.1	2.4	2.8	5.3	6.7	(0.7)	11.3	160
		OP Margin	%	1.7	0.9	1.3	2.5	2.3	1.9	2.5	2.7	2.6	6.1	(0.7)	2.8
	Other	Net Sales	141.4	155.1	296.6	153.1	162.1	611.9	168.9	178.3	347.3	182.4	169.8	699.6	114
		OP	12.5	11.3	23.9	11.2	9.7	44.9	13.8	12.4	26.2	14.8	7.0	48.2	107
		OP Margin	%	8.9	7.3	8.1	7.3	6.0	7.3	8.2	7.0	7.6	8.1	4.2	6.9
Market	Net Sales	Domestic	151.5	153.7	305.2	151.6	214.9	671.8	152.2	155.5	307.7	164.9	221.5	694.2	103
		Overseas	507.5	573.1	1,080.7	553.5	554.4	2,189.7	552.1	599.2	1,151.3	610.3	568.3	2,330.1	106
		Americas	276.0	325.9	602.0	310.9	299.9	1,212.9	296.3	328.2	624.5	331.9	316.8	1,273.3	105
		Europe	96.1	94.5	190.6	95.5	101.7	387.9	102.3	107.9	210.2	111.0	97.4	418.8	108
		Other	135.3	152.6	288.0	147.0	153.7	588.8	153.5	163.0	316.5	167.3	154.0	638.0	108

Investment	Capital Expenditure				77.2		182.6			73.3			201.3	110	
Costs & Expenses	Depreciation				81.6		167.6			78.0			158.0	94	
	R&D Expenses				41.5		85.1			41.3			83.9	99	
	Interest Expense				6.1		11.8			3.3			8.2	70	
Liabilities	Interest-Bearing Debt			702.6		663.1			684.0				602.5	91	
Tire Production (tonnage of rubber)	Domestic	10,000t	12	14	26	14	15	55	13	15	28	15	14	57	
	Overseas	Americas	10,000t	13	13	26	13	14	54	15	15	29	14	14	58
		Europe	10,000t	6	6	12	5	6	23	6	7	13	6	6	25
		Other	10,000t	11	11	22	11	12	46	12	12	25	13	12	49
		Overseas Total	10,000t	30	31	60	30	33	123	33	34	67	33	32	132
	Total	10,000t	42	44	86	44	47	177	47	49	96	47	46	189	
	Overseas Prod. Ratio	%	71	69	70	68	69	69	71	69	70	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

(2) Full Year

(Yen in billions)

	Unit	2008			2009			2010			2011			2012				
		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	3,234.4	100	95	2,597.0	100	80	2,861.6	100	110	3,024.3	100	106	1,520.0	104	3,240.0	100	107
	Operating Income	131.5	4.1	53	75.7	2.9	58	166.4	5.8	220	191.3	6.3	115	118.0	126	269.0	8.3	141
	Ordinary Income	74.4	2.3	34	54.4	2.1	73	147.9	5.2	272	179.3	5.9	121	110.0	120	250.0	7.7	139
	Extra Loss (Gain)	20.9	0.6		19.0	0.7		6.2	0.2		20.5	0.7						
	Net Income	10.4	0.3	8	1.0	0.0	10	98.9	3.5	+	102.9	3.4	104	70.0	129	168.0	5.2	163
Exchange Rate	US \$	Yen/\$	104		88		94		90		88		94		80		91	
	Euro	Yen/€	153		94		130		85		116		89		111		96	

Analysis of Net Sales and Operating Income vs. PY																		
Net Sales	Forex				(301.0)											(111.0)		
	Price, Mix, Volume etc.				+145.2											+171.8		
	Total				(155.8)											+60.8		
					(269.0)											(141.0)		
					(368.4)											+356.6		
					(637.4)											+215.6		

Operating Income	Forex				(45.0)										(26.0)		
	Raw Materials				(190.0)										(5.0)		+23.0
	Depreciation				(25.0)										(2.0)		(10.0)
	SGA														(24.0)		(41.0)
	Strategic Products				+13.0										+4.0		+13.0
	Price, Mix, Volume etc.				+128.6										+77.3		+127.6
	Total				(118.4)										+24.3		+77.6

Segment Information(*1)																		
Business Segment	Tires	Net Sales	2,629.1		95	2,152.9		82	2,379.5		111	2,539.7		107	1,270.0	104	2,720.0	107
		OP	92.7		48	75.2		81	153.1		204	185.4		121	107.0	119	247.0	133
		OP Margin %	3.5			3.5			6.4			7.3			8.4		9.1	
Diversified Products (*3)	Net Sales	625.5		95	454.1		73	494.6		109	500.5		101	260.0	106	530.0	106	
	OP	38.7		71	0.4		1	13.3		+	5.8		43	11.0	287	22.0	379	
	OP Margin %	6.2			0.1			2.7			1.2			4.2		4.2		
Geographic Segment (*2)	Japan	Net Sales	1,321.9		96	1,011.9		77	1,154.6		114	1,229.0		106	610.0	106	1,300.0	106
		OP	68.9		47	14.3		21	61.6		428	69.5		113	51.0	185	125.0	180
		OP Margin %	5.2			1.4			5.3			5.7			8.4		9.6	
	Americas	Net Sales	1,417.2		94	1,132.8		80	1,223.9		108	1,288.6		105	650.0	103	1,360.0	106
		OP	21.6		42	34.4		159	48.3		140	61.9		128	39.0	105	73.0	118
		OP Margin %	1.5			3.0			4.0			4.8			6.0		5.4	
	Europe	Net Sales	474.8		92	362.5		76	383.8		106	413.1		108	190.0	92	420.0	102
		OP	(4.8)		-	(11.9)		-	7.1		+	11.3		160	8.0	150	16.0	141
		OP Margin %	(1.0)			(3.3)			1.9			2.8			4.2		3.8	
	Other (*4)	Net Sales	599.3		109	511.5		85	611.9		120	699.6		114	360.0	104	770.0	110
		OP	35.4		94	32.9		93	44.9		137	48.2		107	28.0	107	65.0	135
		OP Margin %	5.9			6.4			7.3			6.9			7.8		8.4	
Market	Net Sales	Domestic	786.1	24	98	614.8	24	78	671.8	23	109	694.2	23	103				
		Overseas	2,448.3	76	95	1,982.1	76	81	2,189.7	77	110	2,330.1	77	106				
	Americas (*5)	Net Sales	1,386.3		93	1,125.7		81	1,212.9		108	1,273.3		105				
		OP	489.7		92	363.0		74	387.9		107	418.8		108				
	Other	572.3		101	493.5		86	588.8		119	638.0		108					

Balance Sheet	Total Assets	2,768.4			2,808.4			2,706.6			2,677.3							
	ROA	0.3			0.0			3.6			3.8							
	Net Assets	1,019.9			1,120.7			1,176.1			1,165.6							
	ROE	0.9			0.1			8.9			9.1							
	Ratio of total equity to total assets	35.8			38.7			42.2			42.2							
	Interest-Bearing Debt	775.9		94	786.3		101	663.1		84	602.5		91			540.0	90	
Cash Flows	Operating Cashflow	109.7			338.6			247.7			152.1							
	Investing Cashflow	(265.3)			(188.2)			(170.5)			(177.0)							
	Free Cashflow	(155.5)			150.4			77.1			(24.9)							
Investment	Capital Expenditure	Tires	247.9		103	156.8		63	159.7		102	174.7		109			255.0	146
		Diversified	27.3		87	21.3		78	22.8		107	26.6		117			30.0	112
	Total	275.3		101	178.2		65	182.6		102	201.3		110			285.0	142	
Costs & Expenses	Depreciation	182.3	5.6	108	175.7	6.8	96	167.6	5.9	95	158.0	5.2	94			164.0	5.1	104
	R&D Expenses	93.2	2.9	107	85.7	3.3	92	85.1	3.0	99	83.9	2.8	99			87.0	2.7	104
	Interest Expense	23.0	0.7	102	19.9	0.8	86	11.8	0.4	59	8.2	0.3	70					
No. of Employee		137,981		103	137,135		99	139,822		102	143,124		102					
Tire Production (tonnage of rubber)	Domestic	10,000t	64		44			55			57			28		57		
	Overseas	Americas	10,000t	58		45			54			58			30		60	
		Europe	10,000t	21		17			23			25			13		26	
		Other	10,000t	44		37			46			49			27		56	
	Overseas Total	10,000t	122		99			123			132			71		142		
	Total	10,000t	186		143			177			189			99		199		
Overseas Prod. Ratio	%	66			69			69			70			71		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

(*3)Net sales composition of "Diversified Products" segment in 2011 is as follows.

Chemical and Industrial Products : More than 50% , BSAM Diversified Products : Less than 30% , Sporting goods,bicycles : Less than 20%

(*4)Net sales composition of "Other" segment in 2011 is as follows.

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

(*5) "United States" in 2011 : ¥993.8 billion

2. Additional Information

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

		2012	
		FY Fcst.	
JAPAN	PSR/LTR	97	
	TBR	99	
N.America	PSR/LTR	103	
	TBR	109	
Europe	PSR/LTR	94	
	TBR	99	
Emerging countries total (The above 4 countries total)	Thailand	PSR/LTR	113
		TBR	124
	Indonesia	PSR/LTR	107
		TBR	119
	India	PSR/LTR	115
		TBR	139
	China	PSR/LTR	115
		TBR	106
Emerging countries total		114	
(The above 4 countries total)		111	

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

			2010	2011	2012		2011 FY
			FY	FY	1H Fcst.	FY Fcst.	Component ratio
JAPAN	PSR/LTR	REP	107	106	Less Than -10%	Slight Increase	Less than 70%
		OE	130	84	More Than +30%	More Than +10%	More than 30%
		Total	115	97	Less Than +10%	Less Than +10%	
	TBR	REP	111	107	Less Than -10%	Remain Unchanged	More than 80%
		OE	159	116	More Than +50%	More Than +20%	Less than 20%
		Total	119	109	Less Than +10%	Less Than +10%	
N.America	PSR/LTR	REP	106	94	Slight decrease	Slight Increase	Less than 80%
		OE	129	105	More Than +20%	Less Than +20%	More than 20%
		Total	110	96	Slight Increase	Less Than +10%	
	TBR	REP	111	105	Slight Increase	More Than +10%	More than 70%
		OE	132	154	Less Than +10%	More Than +10%	Less than 30%
		Total	115	116	Less Than +10%	More Than +10%	
Europe	PSR/CVR	REP	117	99	Less Than -10%	Remain Unchanged	More than 70%
		OE	112	94	Slight Increase	More Than +10%	Less than 30%
		Total	115	98	Remain Unchanged	Slight Increase	
	TBR	REP	117	90	Less Than -20%	Slight Increase	More than 70%
		OE	176	114	Remain Unchanged	Remain Unchanged	Less than 30%
		Total	127	95	More Than -10%	Remain Unchanged	
Asia Pacific	PSR/LTR	REP	107	103	Less Than +10%	More Than +10%	More than 60%
		OE	134	96	More Than +20%	More Than +30%	Less than 40%
		Total	117	100	More Than +10%	Less Than +20%	
	TBR	REP	106	103	Less Than +20%	More Than +20%	More than 90%
		OE	150	86	Less Than double	More Than double	Less than 10%
		Total	108	102	More Than +20%	Less Than +30%	
China	PSR/LTR	REP	129	112	More Than +10%	More Than +20%	More than 50%
		OE	126	115	More Than +20%	Slight Increase	Less than 50%
		Total	127	113	Less Than +20%	More Than +10%	
	TBR	REP	127	102	Less Than +10%	More Than +20%	Less than 100%
		Total	126	104	Less Than +10%	More Than +20%	

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

		2010	2011	2012	
		FY	FY	1H Fcst.	FY Fcst.
Passenger Car Radial Tires (Replacement)	RFT	135	110	110	110
	UHP	120	105	115	115
	Winter	120	125	75	95
Specialty Tires	Ultralarge ORR	115	115	110	105
	Large ORR	130	130	105	95
	APR	115	120	120	115
	MCR	115	100	95	110

*Based on rubber weight for Ultralarge and Large ORR