

## Supplementary Information of 2013 1Q

### 1.Financial Highlights

#### (1) Quarter of the year

(Yen in billions)

		Unit	2012					2013		
			1H		FY		1Q	vs.PY		
			1Q	2Q	3Q	4Q				
<b>Consolidated Results</b>										
Statements of Income	Net Sales		726.2	762.7	1,488.9	737.3	813.4	3,039.7	794.5	109
	Operating Income		63.0	70.7	133.7	70.4	81.7	285.9	74.4	118
	OP Margin		8.7	9.3	9.0	9.6	10.0	9.4	9.4	+0.7
	Ordinary Income		61.7	67.2	128.9	67.8	88.2	285.0	70.1	114
	Net Income		42.2	33.0	75.2	40.6	55.7	171.6	43.1	102
Exchange Rate	US \$	Yen/\$	80	80	80	79	81	80	93	116
	Euro	Yen/€	105	103	103	99	105	103	122	116
<b>Analysis of Net Sales and Operating Income vs. PY</b>										
Net Sales	Forex		(25.0)	(32.0)	(57.0)	(12.0)	+28.0	(41.0)	+91.0	
	Price, Mix, Volume etc.		+46.9	+39.9	+86.8	(25.9)	(4.6)	+56.3	(22.7)	
	Total		+21.9	+7.9	+29.8	(37.9)	+23.4	+15.3	+68.3	
Operating Income	Forex		(6.0)	(8.0)	(14.0)	(3.0)	+5.0	(12.0)	+21.0	
	Raw Materials		(6.0)	+23.0	+17.0	+39.0	+36.0	+92.0	+27.0	
	Depreciation		+1.0	+2.0	+3.0	+1.0	(3.0)	+1.0	0.0	
	SGA		(7.0)	(1.0)	(8.0)	(4.0)	+8.0	(4.0)	0.0	
	Strategic Products		0.0	(3.0)	(3.0)	(3.0)	+1.0	(5.0)	+3.0	
	Price, Mix, Volume etc.		+25.1	+20.0	+45.1	(9.3)	(13.3)	+22.6	(39.6)	
Total		+7.1	+33.0	+40.1	+20.7	+33.7	+94.6	+11.4		
<b>Segment Information (*1)</b>										
Business Segment	Tires	Net Sales	602.5	634.9	1,237.5	622.7	696.9	2,557.2	675.3	112
		OP	57.0	62.6	119.6	65.7	75.0	260.4	67.9	119
		OP Margin	%	9.5	9.9	9.7	10.6	10.8	10.2	10.1
	Diversified Products	Net Sales	127.9	132.5	260.4	118.4	120.1	499.0	122.4	96
		OP	6.0	7.9	14.0	4.7	6.7	25.5	6.4	107
		OP Margin	%	4.8	6.0	5.4	4.0	5.6	5.1	5.3
Geographic Segment (*2)	Japan	Net Sales	300.9	301.0	601.9	271.4	345.2	1,218.7	289.2	96
		OP	34.5	39.0	73.6	25.9	58.8	158.4	51.0	148
		OP Margin	%	11.5	13.0	12.2	9.6	17.0	13.0	17.6
	Americas	Net Sales	313.0	348.6	661.7	335.2	333.9	1,330.9	367.5	117
		OP	26.7	25.2	51.9	23.1	17.1	92.3	35.9	135
		OP Margin	%	8.5	7.2	7.9	6.9	5.1	6.9	9.8
	Europe	Net Sales	87.7	87.5	175.2	87.1	86.5	348.8	93.5	107
		OP	1.2	(0.3)	0.8	1.3	(0.3)	1.8	(4.3)	—
		OP Margin	%	1.4	(0.4)	0.5	1.5	(0.4)	0.5	(4.7)
	Other	Net Sales	178.3	170.1	348.4	173.7	177.7	699.9	200.5	112
		OP	16.1	10.8	27.0	15.2	13.4	55.7	20.4	127
		OP Margin	%	9.1	6.4	7.8	8.8	7.6	8.0	10.2
Market	Net Sales	Domestic	165.0	162.3	327.4	148.8	219.9	696.1	146.5	89
		Overseas	561.2	600.3	1,161.5	588.5	593.4	2,343.5	648.0	115
		Americas	310.1	345.1	655.2	332.7	333.1	1,321.2	362.8	117
		Europe	88.4	87.7	176.1	86.9	85.1	348.1	94.7	107
		Other	162.6	167.4	330.1	168.8	175.1	674.1	190.4	117
Investment	Capital Expenditure			99.2			245.6			
Costs & Expenses	Depreciation			73.1			155.0			
	R&D Expenses			41.0			82.8			
	Interest Expense			3.0			7.5			
Liabilities	Interest-Bearing Debt		675.8	663.4	643.0		620.0	663.9	98	
Tire Production (tonnage of rubber)	Domestic		10,000t	14	14	28	13	12	54	13
	Overseas	Americas	10,000t	15	14	29	14	12	55	14
		Europe	10,000t	6	5	11	5	4	20	6
		Other	10,000t	12	11	23	11	12	46	13
		Overseas Total	10,000t	33	30	63	30	28	122	32
	Total		10,000t	47	44	92	43	41	176	45
	Overseas Prod. Ratio		%	70	68	69	69	70	69	72

(\*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

(\*)released on February 18, 2013

	Unit	2009			2010			2011			2012			2013(*)					
		Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	1H Fcst.	vs.PY	FY Fcst.	%	vs.PY	
<b>Consolidated Results</b>																			
Statements of Income	Net Sales		2,597.0	100	80	2,861.6	100	110	3,024.3	100	106	3,039.7	100	101	1,690.0	114	3,550.0	100	117
	Operating Income		75.7	2.9	58	166.4	5.8	220	191.3	6.3	115	285.9	9.4	149	182.0	136	382.0	10.8	134
	Ordinary Income		54.4	2.1	73	147.9	5.2	272	179.3	5.9	121	285.0	9.4	159	170.0	132	365.0	10.3	128
	Extra Loss (Gain)		19.0	0.7		6.2	0.2		20.5	0.7		16.9	0.6						
	Net Income		1.0	0.0	10	98.9	3.5	+	102.9	3.4	104	171.6	5.6	167	105.0	140	235.0	6.6	137
Exchange Rate	US \$	Yen/\$	94		90	88		94	80		91	80		100	89	111	89		111
Rate	Euro	Yen/€	130		85	116		89	111		96	103		93	119	116	119		116
<b>Analysis of Net Sales and Operating Income vs. PY</b>																			
Net Sales	Forex		(269.0)			(136.0)			(187.0)			(41.0)			+146.0		+310.0		
	Price, Mix, Volume etc.		(368.4)			+400.6			+349.7			+56.3			+55.0		+200.2		
	Total		(637.4)			+264.6			+162.7			+15.3			+201.0		+510.2		
Operating Income	Forex		(44.0)			(27.0)			(37.0)			(12.0)			+36.0		+75.0		
	Raw Materials		+121.0			(131.0)			(255.0)			+92.0			+31.0		+3.0		
	Depreciation		(6.0)			+3.0			+4.0			+1.0			(6.0)		(7.0)		
	SGA		+68.0			(37.0)			(22.0)			(4.0)			(25.0)		(39.0)		
	Strategic Products		+4.0			+30.0			+21.0			(5.0)			+14.0		+29.0		
	Price, Mix, Volume etc.		(198.8)			+252.7			+313.8			+22.6			(1.8)		+35.0		
	Total		(55.8)			+90.7			+24.8			+94.6			+48.2		+96.0		
<b>Segment Information(*1)</b>																			
Business Segment	Tires (*3)	Net Sales	2,152.9		82	2,379.5		111	2,539.7		107	2,557.2		101	1,430.0	116	3,020.0		118
		OP	75.2		81	153.1		204	185.4		121	260.4		140	165.0	138	346.0		133
		OP Margin %	3.5		(0.0)	6.4		+2.9	7.3		+0.9	10.2		+2.9	11.5	+1.9	11.5		+1.3
Diversified Products (*4)	Net Sales	454.1		73	494.6		109	500.5		101	499.0		100	260.0	100	530.0		106	
	OP	0.4		1	13.3		+	5.8		43	25.5		439	17.0	121	35.0		137	
	OP Margin %	0.1		(6.1)	2.7		+2.6	1.2		(1.5)	5.1		+4.0	6.5	+1.1	6.6		+1.5	
Geographic Segment (*2)	Japan	Net Sales	1,011.9		77	1,154.6		114	1,229.0		106	1,218.7		99	610.0	101	1,300.0		107
		OP	14.3		21	61.6		428	69.5		113	158.4		228	92.0	125	202.0		128
		OP Margin %	1.4		(3.8)	5.3		+3.9	5.7		+0.3	13.0		+7.3	15.1	+2.9	15.5		+2.5
	Americas	Net Sales	1,132.8		80	1,223.9		108	1,288.6		105	1,330.9		103	760.0	115	1,560.0		117
		OP	34.4		159	48.3		140	61.9		128	92.3		149	62.0	119	116.0		126
		OP Margin %	3.0		+1.5	4.0		+0.9	4.8		+0.9	6.9		+2.1	8.2	+0.3	7.4		+0.5
	Europe	Net Sales	362.5		76	383.8		106	413.1		108	348.8		84	210.0	120	430.0		123
		OP	(11.9)		-	7.1		+	11.3		160	1.8		16	4.0	460	13.0		706
		OP Margin %	(3.3)		(2.3)	1.9		+5.1	2.8		+0.9	0.5		(2.2)	1.9	+1.4	3.0		+2.5
	Other (*5)	Net Sales	511.5		85	611.9		120	699.6		114	699.9		100	420.0	121	890.0		127
		OP	32.9		93	44.9		137	48.2		107	55.7		116	35.0	130	73.0		131
		OP Margin %	6.4		+0.5	7.3		+0.9	6.9		(0.5)	8.0		+1.1	8.3	+0.6	8.2		+0.2
Market	Net Sales	Domestic	614.8	24	78	671.8	23	109	694.2	23	103	696.1	23	100					
		Overseas	1,982.1	76	81	2,189.7	77	110	2,330.1	77	106	2,343.5	77	101					
		Americas(*6)	1,125.7		81	1,212.9		108	1,273.3		105	1,321.2		104					
		Europe	363.0		74	387.9		107	418.8		108	348.1		83					
	Other	493.5		86	588.8		119	638.0		108	674.1		106						
<b>Balance Sheet</b>																			
Total Assets	2,808.4																		
	ROA %	0.0																	
	Net Assets	1,120.7																	
	ROE %	0.1																	
Ratio of total equity to total assets		38.7																	
Interest-Bearing Debt		786.3																	
Operating Cashflow		338.6																	
Investing Cashflow		(188.2)																	
Free Cashflow		150.4																	
Capital Expenditure		156.8																	
Total		178.2																	
Depreciation		175.7																	
R&D Expenses		85.7																	
Interest Expense		19.9																	
Dividend per Share(*7)		16.0																	
<b>Tire Production (tonnage of rubber)</b>																			
Domestic	10,000t																		
	Overseas	Americas	10,000t																
		Europe	10,000t																
		Other	10,000t																
		Overseas Total	10,000t																
	Total	10,000t																	
	Overseas Prod. Ratio	%																	

(\*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 of "Specialty Tires"business accounts for less than 10% of "Tires" business in 2012.

(\*4)Net sales composition of "Diversified Products" segment in 2012 is as follows.

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

(\*5)Net sales composition of "Other" segment in 2012 is as follows.

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

(\*6) "United States" in 2012 : ¥995.3 billion

(\*7)1H Fcst.= Interim Dividend, FY Fcst.= Annual Dividend

## 2. Additional Information

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

		2011	2012	2013
		FY	FY	1Q
Japan	PSR/LTR	106	100	103
	TBR	106	94	99
N.America	PSR/LTR	97	97	98
	TBR	105	97	94
Europe	PSR/LTR	103	87	87
	TBR	98	81	99

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

			2011	2012	2013	2012 FY Component ratio (Approx. )
			FY	FY	1Q	
Japan	PSR/LTR	REP	106	99	101	70%
		OE	84	105	83	30%
		Total	97	101	94	
	TBR	REP	107	87	94	70%
		OE	116	114	81	30%
		Total	109	93	89	
N.America	PSR/LTR	REP	94	93	105	70%
		OE	105	116	98	30%
		Total	96	98	103	
	TBR	REP	105	84	115	70%
		OE	154	96	90	30%
		Total	116	88	105	
Europe	PSR/CVR	REP	99	78	98	70%
		OE	94	95	90	30%
		Total	98	83	95	
	TBR	REP	90	75	116	70%
		OE	114	94	95	30%
		Total	95	82	108	
Asia Pacific	PSR/LTR	REP	103	98	101	50%
		OE	96	140	112	50%
		Total	100	115	106	
	TBR	REP	103	97	94	90%
		OE	86	164	131	10%
		Total	102	102	98	
China	PSR/LTR	REP	112	92	145	50%
		OE	115	89	81	50%
		Total	113	91	107	
	TBR	REP	102	86	181	100%
		Total	104	88	181	

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

		2011	2012	2013
		FY	FY	1Q
Passenger Car Radial Tires (Replacement)	RFT	110	100	105
	UHP	105	110	120
	Winter	125	85	125
Specialty Tires	Ultralarge ORR	115	110	105
	Large ORR	130	95	90
	APR	120	115	100
	MCR	100	85	90

\* Based on rubber weight for Ultralarge and Large ORR