

Supplementary Information of 2013 2Q**1. Financial Highlights****(1) Quarter of the year**

(Yen in billions)

		Unit	2012					2013						
			1H		FY		1H		vs.PY	FY Fcst.	vs.PY			
			1Q	2Q	3Q	4Q	1Q	2Q						
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	115	3,590.0	118
	Operating Income		63.0	70.7	133.7	70.4	81.7	285.9	74.4	115.9	190.3	142	400.0	140
	OP Margin		8.7	9.3	9.0	9.6	10.0	9.4	9.4	12.7	11.2	+2.2	11.1	+1.7
	Ordinary Income		61.7	67.2	128.9	67.8	88.2	285.0	70.1	114.8	184.9	143	381.0	134
	Net Income		42.2	33.0	75.2	40.6	55.7	171.6	43.1	73.9	117.0	156	246.0	143
Exchange Rate	US \$	Yen/\$	80	80	80	79	81	80	93	99	96	120	95	119
	Euro	Yen/€	105	103	103	99	105	103	122	129	126	122	124	120
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		+486.0	
	Price, Mix, Volume etc.		+46.9	+39.9	+86.8	(25.9)	(4.6)	+56.3	(22.7)	+0.9	(21.8)		+64.2	
	Total		+21.9	+7.9	+29.8	(37.9)	+23.4	+15.3	+68.3	+147.8	+216.2		+550.2	
Operating Income	Forex		(6.0)	(8.0)	(14.0)	(3.0)	+5.0	(12.0)	+21.0	+33.0	+54.0		+104.0	
	Raw Materials		(6.0)	+23.0	+17.0	+39.0	+36.0	+92.0	+27.0	+34.0	+61.0		+75.0	
	Depreciation		+1.0	+2.0	+3.0	+1.0	(3.0)	+1.0	0.0	(2.0)	(2.0)		(5.0)	
	SGA		(7.0)	(1.0)	(8.0)	(4.0)	+8.0	(4.0)	0.0	+1.0	+1.0		(19.0)	
	Strategic Products		0.0	(3.0)	(3.0)	(3.0)	+1.0	(5.0)	+3.0	+5.0	+8.0		+25.0	
	Price, Mix, Volume etc.		+25.1	+20.0	+45.1	(9.3)	(13.3)	+22.6	(39.6)	(25.9)	(65.4)		(66.0)	
	Total		+7.1	+33.0	+40.1	+20.7	+33.7	+94.6	+11.4	+45.1	+56.6		+114.0	
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	117	3,050.0	119
		OP	57.0	62.6	119.6	65.7	75.0	260.4	67.9	105.2	173.2	145	367.0	141
		OP Margin %	9.5	9.9	9.7	10.6	10.8	10.2	10.1	13.6	12.0	+2.3	12.0	+1.8
	Diversified Products	Net Sales	127.9	132.5	260.4	118.4	120.1	499.0	122.4	142.0	264.4	102	540.0	108
OP		6.0	7.9	14.0	4.7	6.7	25.5	6.4	10.6	17.1	122	33.0	129	
OP Margin %		4.8	6.0	5.4	4.0	+5.6	5.1	5.3	7.5	6.5	+1.1	6.1	+1.0	
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	101	1,290.0	106
		OP	34.5	39.0	73.6	25.9	58.8	158.4	51.0	57.4	108.4	147	215.0	136
		OP Margin %	11.5	13.0	12.2	9.6	17.0	13.0	17.6	17.9	17.8	+5.6	16.7	+3.7
	Americas	Net Sales	313.0	348.6	661.7	335.2	333.9	1,330.9	367.5	434.9	802.5	121	1,640.0	123
		OP	26.7	25.2	51.9	23.1	17.1	92.3	35.9	42.2	78.2	151	137.0	148
		OP Margin %	8.5	7.2	7.9	6.9	5.1	6.9	9.8	9.7	9.7	+1.9	8.4	+1.4
	Europe	Net Sales	87.7	87.5	175.2	87.1	86.5	348.8	93.5	107.4	200.9	115	410.0	118
		OP	1.2	(0.3)	0.8	1.3	(0.3)	1.8	(4.3)	5.0	0.6	76	3.5	190
		OP Margin %	1.4	(0.4)	0.5	1.5	(0.4)	0.5	(4.7)	4.7	0.3	(0.2)	0.9	+0.3
	Other	Net Sales	178.3	170.1	348.4	173.7	177.7	699.9	200.5	226.0	426.5	122	890.0	127
		OP	16.1	10.8	27.0	15.2	13.4	55.7	20.4	16.6	37.1	137	77.0	138
		OP Margin %	9.1	6.4	7.8	8.8	7.6	8.0	10.2	7.4	8.7	+1.0	8.7	+0.7
Market	Net Sales	Domestic	165.0	162.3	327.4	148.8	219.9	696.1	146.5	151.5	298.1	91		
		Overseas	561.2	600.3	1,161.5	588.5	593.4	2,343.5	648.0	759.0	1,407.0	121		
		Americas	310.1	345.1	655.2	332.7	333.1	1,321.2	362.8	433.2	796.1	121		
		Europe	88.4	87.7	176.1	86.9	85.1	348.1	94.7	105.3	200.1	114		
	Other	162.6	167.4	330.1	168.8	175.1	674.1	190.4	220.4	410.8	124			
Investment	Capital Expenditure			99.2			245.6			108.6	109	330.0	134	
Costs & Expenses	Depreciation			73.1			155.0			84.4	115	178.0	115	
	R&D Expenses			41.0			82.8			43.4	106	90.0	109	
	Interest Expense			3.0			7.5			(0.4)	-			
Liabilities	Interest-Bearing Debt		675.8		663.4	643.0		620.0	663.9		573.6	86	530.0	85
Tire Production (tonnage of rubber)	Domestic	10,000t	14	14	28	13	12	54	13	13	26		53	
	Overseas	Americas	10,000t	15	14	29	14	12	55	14	15	28		58
		Europe	10,000t	6	5	11	5	4	20	6	5	11		20
		Other	10,000t	12	11	23	11	12	46	13	13	26		54
	Overseas Total	10,000t	33	30	63	30	28	122	32	33	65		133	
	Total	10,000t	47	44	92	43	41	176	45	46	91		186	
	Overseas Prod. Ratio	%	70	68	69	69	70	69	72	71	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

(2) Full Year

(Yen in billions)

	Unit	2009			2010			2011			2012			2013				
		Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Fcst.	%	vs.PY		
Consolidated Results																		
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	3,590.0	100	118		
	Operating Income	75.7	2.9	58	166.4	5.8	220	191.3	6.3	115	285.9	9.4	149	400.0	11.1	140		
	Ordinary Income	54.4	2.1	73	147.9	5.2	272	179.3	5.9	121	285.0	9.4	159	381.0	10.6	134		
	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	246.0	6.9	143		
Exchange Rate	US \$	Yen/\$	94	90	88	94	80	91	80	100	95	119						
	Euro	Yen/€	130	85	116	89	111	96	103	93	124	120						
Analysis of Net Sales and Operating Income vs. PY																		
Net Sales	Forex	(269.0)			(136.0)			(187.0)			(41.0)			+486.0				
	Price, Mix, Volume etc.	(368.4)			+400.6			+349.7			+56.3			+64.2				
	Total	(637.4)			+264.6			+162.7			+15.3			+550.2				
Operating Income	Forex	(44.0)			(27.0)			(37.0)			(12.0)			+104.0				
	Raw Materials	+121.0			(131.0)			(255.0)			+92.0			+75.0				
	Depreciation	(6.0)			+3.0			+4.0			+1.0			(5.0)				
	SGA	+68.0			(37.0)			(22.0)			(4.0)			(19.0)				
	Strategic Products	+4.0			+30.0			+21.0			(5.0)			+25.0				
	Price, Mix, Volume etc.	(198.8)			+252.7			+313.8			+22.6			(66.0)				
	Total	(55.8)			+90.7			+24.8			+94.6			+114.0				
Segment Information(*1)																		
Business Segment	Tires (*3)	Net Sales	2,152.9		82	2,379.5		111	2,539.7		107	2,557.2		101	3,050.0		119	
		OP	75.2		81	153.1		204	185.4		121	260.4		140	367.0		141	
		OP Margin %	3.5		(0.0)	6.4		+2.9	7.3		+0.9	10.2		+2.9	12.0		+1.8	
	Diversified Products (*4)	Net Sales	454.1		73	494.6		109	500.5		101	499.0		100	540.0		108	
		OP	0.4		1	13.3		+	5.8		43	25.5		439	33.0		129	
		OP Margin %	0.1		(6.1)	2.7		+2.6	1.2		(1.5)	5.1		+4.0	6.1		+1.0	
Geographic Segment (*2)	Japan	Net Sales	1,011.9		77	1,154.6		114	1,229.0		106	1,218.7		99	1,290.0		106	
		OP	14.3		21	61.6		428	69.5		113	158.4		228	215.0		136	
		OP Margin %	1.4		(3.8)	5.3		+3.9	5.7		+0.3	13.0		+7.3	16.7		+3.7	
	Americas	Net Sales	1,132.8		80	1,223.9		108	1,288.6		105	1,330.9		103	1,640.0		123	
		OP	34.4		159	48.3		140	61.9		128	92.3		149	137.0		148	
		OP Margin %	3.0		+1.5	4.0		+0.9	4.8		+0.9	6.9		+2.1	8.4		+1.4	
	Europe	Net Sales	362.5		76	383.8		106	413.1		108	348.8		84	410.0		118	
		OP	(11.9)		-	7.1		+	11.3		160	1.8		16	3.5		190	
		OP Margin %	(3.3)		(2.3)	1.9		+5.1	2.8		+0.9	0.5		(2.2)	0.9		+0.3	
	Other (*5)	Net Sales	511.5		85	611.9		120	699.6		114	699.9		100	890.0		127	
		OP	32.9		93	44.9		137	48.2		107	55.7		116	77.0		138	
		OP Margin %	6.4		+0.5	7.3		+0.9	6.9		(0.5)	8.0		+1.1	8.7		+0.7	
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	81	1,212.9	108	108	1,273.3	105	105	1,321.2	104	104				
		Europe	363.0	74	74	387.9	107	107	418.8	108	108	348.1	83	83				
		Other	493.5	86	86	588.8	119	119	638.0	108	108	674.1	106	106				
Balance Sheet	Total Assets	2,808.4			2,706.6			2,677.3			3,039.7							
	ROA %	0.0			3.6			3.8			6.0							
	Net Assets	1,120.7			1,176.1			1,165.6			1,417.3							
	ROE %	0.1			8.9			9.1			13.7							
	Ratio of total equity to total assets %	38.7			42.2			42.2			45.2							
	Interest-Bearing Debt	786.3		101	663.1		84	602.5		91	620.0		103	530.0		85		
Cash Flows	Operating Cashflow	338.6			247.7			152.1			404.4							
	Investing Cashflow	(188.2)			(170.5)			(177.0)			(237.9)							
	Free Cashflow	150.4			77.1			(24.9)			166.5							
Investment	Capital Expenditure	Tires	156.8		63	159.7		102	174.7		109	223.6		128	305.0		136	
		Diversified	21.3		78	22.8		107	26.6		117	21.9		82	25.0		114	
	Total	178.2		65	182.6		102	201.3		110	245.6		122	330.0		134		
Costs & Expenses	Depreciation	175.7	6.8	96	167.6	5.9	95	158.0	5.2	94	155.0	5.1	98	178.0	5.0	115		
	R&D Expenses	85.7	3.3	92	85.1	3.0	99	83.9	2.8	99	82.8	2.7	99	90.0	2.5	109		
	Interest Expense	19.9	0.8	86	11.8	0.4	59	8.2	0.3	70	7.5	0.2	91					
Dividends	Dividend per Share(*7)	Yen	16.0		20.0			22.0			32.0			54.0				
Tire Production (tonnage of rubber)	Domestic	10,000t	44			55			57			54			53			
		Overseas	Americas	10,000t	45			54			58		55			58		
			Europe	10,000t	17			23			25		20			20		
			Other	10,000t	37			46			49		46			54		
			Overseas Total	10,000t	99			123			132		122			133		
		Total	10,000t	143			177			189		176			186			
		Overseas Prod. Ratio %		69			69			70		69			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 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 & Oceania : More than 60% , China : Less than 20% , Middle East & Africa, Russia : More than 20%

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

(*7)FY Fcst.= Annual Dividend

2. Additional Information

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

		2011	2012	2013	
		FY	FY	FY Fcst.	
JAPAN	PSR/LTR	106	100	99	
	TBR	106	94	108	
N.America	PSR/LTR	97	97	101	
	TBR	105	97	99	
Europe	PSR/LTR	103	87	93	
	TBR	98	81	102	
Asia (The above 4 countries total)	Thailand	PSR/LTR	99	111	102
		TBR	99	111	107
	Indonesia	PSR/LTR	104	111	109
		TBR	124	119	112
	India	PSR/LTR	107	103	104
		TBR	109	137	106
	China	PSR/LTR	120	103	118
		TBR	111	118	112
Asia (The above 4 countries total)		PSR/LTR	114	105	114
		TBR	111	120	112

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

			2011	2012	2013			2012 FY
			FY	FY	1H	2H Fcst.	FY Fcst.	Component ratio (Approx.)
JAPAN	PSR/LTR	REP	106	99	101	around ±0%	around ±0%	70%
		OE	84	105	86	around ±0%	-6%~-10%	30%
		Total	97	101	95	around ±0%	around ±0%	
	TBR	REP	107	87	103	+11%~+15%	+11%~+15%	70%
		OE	116	114	85	+6%~+10%	-6%~-10%	30%
		Total	109	93	96	+11%~+15%	+6%~+10%	
N.America	PSR/LTR	REP	94	93	103	+6%~+10%	~+5%	70%
		OE	105	116	100	+16%~+20%	+6%~+10%	30%
		Total	96	98	102	+6%~+10%	+6%~+10%	
	TBR	REP	105	84	105	+16%~+20%	+11%~+15%	70%
		OE	154	96	98	+16%~+20%	+6%~+10%	30%
		Total	116	88	103	+16%~+20%	+11%~+15%	
Europe	PSR/CVR	REP	99	78	101	around ±0%	around ±0%	70%
		OE	94	95	92	~-5%	-6%~-10%	30%
		Total	98	83	98	around ±0%	around ±0%	
	TBR	REP	90	75	117	around ±0%	+6%~+10%	70%
		OE	114	94	95	+16%~+20%	+6%~+10%	30%
		Total	95	82	109	~+5%	+6%~+10%	
Asia Pacific	PSR/LTR	REP	103	98	106	+21%~+25%	+16%~+20%	50%
		OE	96	140	107	around ±0%	~+5%	50%
		Total	100	115	107	+11%~+15%	+6%~+10%	
	TBR	REP	103	97	110	+21%~+25%	+16%~+20%	90%
		OE	86	164	136	+26%~+30%	+31%~+35%	10%
		Total	102	102	113	+21%~+25%	+16%~+20%	
China	PSR/LTR	REP	112	92	136	+31%~+35%	+31%~+35%	50%
		OE	115	89	85	+36%~+40%	+6%~+10%	50%
		Total	113	91	108	+31%~+35%	+21%~+25%	
	TBR	REP	102	86	171	+16%~+20%	+36%~+40%	100%
		OE	104	88	170	+21%~+25%	+36%~+40%	
		Total	104	88	170	+21%~+25%	+36%~+40%	

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

		2011	2012	2013		
		FY	FY	1H	2H Fcst.	FY Fcst.
Passenger Car Radial Tires (Replacement)	RFT	110	100	100	115	110
	UHP	105	110	115	115	115
	Winter	125	85	100	105	105
Specialty Tires	Ultralarge ORR	115	110	115	120	120
	Large ORR	130	95	85	110	100
	APR	120	115	100	110	105
	MCR	100	85	95	130	110

* Based on rubber weight for Ultralarge and Large ORR