

Supplementary Information of 2013 3Q

1.Financial Highlights

(1) Quarter of the year

(Yen in billions)

		Unit	2012						2013					
			1H		2H		FY	1H		2H		9 Months	vs.PY	
			1Q	2Q	3Q	4Q		1Q	2Q	3Q				
Consolidated Results														
Statements of	Net Sales		726.2	762.7	1,488.9	737.3	813.4	3,039.7	794.5	910.6	1,705.1	900.8	2,606.0	117
Income	Operating Income		63.0	70.7	133.7	70.4	81.7	285.9	74.4	115.9	190.3	126.5	318.9	156
	OP Margin	%	8.7	9.3	9.0	9.6	10.0	9.4	9.4	12.7	11.2	14.0	12.2	+3.1
	Ordinary Income		61.7	67.2	128.9	67.8	88.2	285.0	70.1	114.8	184.9	123.1	310.1	158
	Net Income		42.2	33.0	75.2	40.6	55.7	171.6	43.1	73.9	117.0	78.8	195.8	169
Exchange Rate	US \$	Yen/\$	80	80	80	79	81	80	93	99	96	99	97	123
	Euro	Yen/€	105	103	103	99	105	103	122	129	126	131	128	125
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	+155.0	+393.0	
	Price, Mix, Volume etc.		+46.9	+39.9	+86.8	(25.9)	(4.6)	+56.3	(22.7)	+0.9	(21.8)	+8.5	(13.3)	
	Total		+21.9	+7.9	+29.8	(37.9)	+23.4	+15.3	+68.3	+147.8	+216.2	+163.5	+379.7	
Operating Income	Forex		(6.0)	(8.0)	(14.0)	(3.0)	+5.0	(12.0)	+21.0	+33.0	+54.0	+35.0	+89.0	
	Raw Materials		(6.0)	+23.0	+17.0	+39.0	+36.0	+92.0	+27.0	+34.0	+61.0	+24.0	+85.0	
	Depreciation		+1.0	+2.0	+3.0	+1.0	(3.0)	+1.0	0.0	(2.0)	(2.0)	0.0	(2.0)	
	SGA		(7.0)	(1.0)	(8.0)	(4.0)	+8.0	(4.0)	0.0	+1.0	+1.0	(2.0)	(1.0)	
	Strategic Products		0.0	(3.0)	(3.0)	(3.0)	+1.0	(5.0)	+3.0	+5.0	+8.0	+3.0	+11.0	
	Price, Mix, Volume etc.		+25.1	+20.0	+45.1	(9.3)	(13.3)	+22.6	(39.6)	(25.9)	(65.4)	(4.0)	(67.4)	
	Total		+7.1	+33.0	+40.1	+20.7	+33.7	+94.6	+11.4	+45.1	+56.6	+56.0	+114.6	
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	763.9	2,211.6	119
		OP	57.0	62.6	119.6	65.7	75.0	260.4	67.9	105.2	173.2	115.0	290.2	156
		OP Margin %	9.5	9.9	9.7	10.6	10.8	10.2	10.1	13.6	12.0	15.1	13.1	+3.2
	Diversified Products	Net Sales	127.9	132.5	260.4	118.4	120.1	499.0	122.4	142.0	264.4	141.0	405.5	107
OP		6.0	7.9	14.0	4.7	6.7	25.5	6.4	10.6	17.1	11.4	28.6	152	
OP Margin %		4.8	6.0	5.4	4.0	5.6	5.1	5.3	7.5	6.5	8.1	7.1	+2.1	
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	296.9	906.9	104
		OP	34.5	39.0	73.6	25.9	58.8	158.4	51.0	57.4	108.4	50.1	158.5	159
		OP Margin %	11.5	13.0	12.2	9.6	17.0	13.0	17.6	17.9	17.8	16.9	17.5	+6.1
	Americas	Net Sales	313.0	348.6	661.7	335.2	333.9	1,330.9	367.5	434.9	802.5	435.0	1,237.5	124
		OP	26.7	25.2	51.9	23.1	17.1	92.3	35.9	42.2	78.2	44.5	122.7	163
		OP Margin %	8.5	7.2	7.9	6.9	5.1	6.9	9.8	9.7	9.7	10.2	9.9	+2.4
	Europe	Net Sales	87.7	87.5	175.2	87.1	86.5	348.8	93.5	107.4	200.9	111.5	312.4	119
		OP	1.2	(0.3)	0.8	1.3	(0.3)	1.8	(4.3)	5.0	0.6	1.1	0.5	23
		OP Margin %	1.4	(0.4)	0.5	1.5	(0.4)	0.5	(4.7)	4.7	0.3	1.0	0.2	(0.7)
	Other	Net Sales	178.3	170.1	348.4	173.7	177.7	699.9	200.5	226.0	426.5	217.6	644.1	123
		OP	16.1	10.8	27.0	15.2	13.4	55.7	20.4	16.6	37.1	22.5	59.6	141
		OP Margin %	9.1	6.4	7.8	8.8	7.6	8.0	10.2	7.4	8.7	10.4	9.3	+1.2
Market	Net Sales	Domestic	165.0	162.3	327.4	148.8	219.9	696.1	146.5	151.5	298.1	148.6	446.8	94
		Overseas	561.2	600.3	1,161.5	588.5	593.4	2,343.5	648.0	759.0	1,407.0	752.1	2,159.2	123
		Americas	310.1	345.1	655.2	332.7	333.1	1,321.2	362.8	433.2	796.1	430.2	1,226.3	124
		Europe	88.4	87.7	176.1	86.9	85.1	348.1	94.7	105.3	200.1	111.0	311.1	118
	Other	162.6	167.4	330.1	168.8	175.1	674.1	190.4	220.4	410.8	210.8	621.7	125	
Investment	Capital Expenditure			99.2			245.6			108.6				
Costs & Expenses	Depreciation			73.1			155.0			84.4				
	R&D Expenses			41.0			82.8			43.4				
	Interest Expense			3.0			7.5			(0.4)				
Liabilities	Interest-Bearing Debt		675.8	663.4	643.0	620.0	663.9			573.6		570.9	89	
Tire Production (tonnage of rubber)	Domestic	10,000t	14	14	28	13	12	54	13	13	26	13	39	
		Overseas	15	14	29	14	12	55	14	15	28	14	43	
		Americas	6	5	11	5	4	20	6	5	11	4	15	
		Other	12	11	23	11	12	46	13	13	26	14	39	
	Overseas Total	33	30	63	30	28	122	32	33	65	32	97		
	Total	10,000t	47	44	92	43	41	176	45	46	91	45	136	
	Overseas Prod. Ratio	%	70	68	69	69	70	69	72	71	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

(*)released on August 9,2012

	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	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								
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	1H	3Q
JAPAN	PSR/LTR	106	100	102	105
	TBR	106	94	105	110
N.America	PSR/LTR	97	97	101	109
	TBR	105	97	98	95
Europe	PSR/LTR	103	87	94	104
	TBR	98	81	105	110

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

			2011	2012	2013		2012 FY Component ratio (Approx.)
			FY	FY	1H	3Q	
JAPAN	PSR/LTR	REP	106	99	101	103	70%
		OE	84	105	86	105	30%
		Total	97	101	95	103	
	TBR	REP	107	87	103	111	70%
		OE	116	114	85	119	30%
		Total	109	93	96	113	
N.America	PSR/LTR	REP	94	93	103	104	70%
		OE	105	116	100	112	30%
		Total	96	98	102	106	
	TBR	REP	105	84	105	113	70%
		OE	154	96	98	131	30%
		Total	116	88	103	118	
Europe	PSR/CVR	REP	99	78	101	95	70%
		OE	94	95	92	94	30%
		Total	98	83	98	95	
	TBR	REP	90	75	117	111	70%
		OE	114	94	95	100	30%
		Total	95	82	109	108	
Asia Pacific	PSR/LTR	REP	103	98	106	112	50%
		OE	96	140	107	93	50%
		Total	100	115	107	103	
	TBR	REP	103	97	110	110	90%
		OE	86	164	136	133	10%
		Total	102	102	113	113	
China	PSR/LTR	REP	112	92	136	130	50%
		OE	115	89	85	114	50%
		Total	113	91	108	124	
	TBR	REP	102	86	171	126	100%
		OE					
		Total	104	88	170	124	

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

		2011	2012	2013	
		FY	FY	1H	3Q
Passenger Car Radial Tires (Replacement)	RFT	110	100	100	100
	UHP	105	110	115	110
Specialty Tires	Winter	125	85	100	85
	Ultralarge ORR	115	110	115	120
	Large ORR	130	95	85	95
	APR	120	115	100	115
	MCR	100	85	95	130

* Based on rubber weight for Ultralarge and Large ORR