

## Supplementary Information of 2017 3Q

### 1. Financial Highlights

#### (1) Quarter of the year

(Yen in billions)

		Unit	2016					2017						
							FY	9 Months			vs.PY	Fcst. (*4)		
			1Q	2Q	3Q	4Q		1Q	2Q	3Q				
<b>Consolidated Results</b>														
Statements of Income	Net Sales		825.7	820.7	798.2	892.2	3,337.0	851.8	890.9	920.2	2,663.0	109	3,650.0	
	Operating Income		108.4	109.7	111.1	120.1	449.5	103.0	99.2	97.3	299.7	91	430.0	
	OP Margin	%	13.1	13.4	13.9	13.5	13.5	12.1	11.1	10.6	11.3	(2.2)	11.8	
	Ordinary Income		103.4	110.4	106.4	112.1	432.5	96.8	98.9	92.8	288.6	90	400.0	
	Profit Attributable to Owners of Parent		56.7	66.6	59.7	82.4	265.5	59.2	72.6	65.9	197.7	108	290.0	
Exchange Rate	US \$	Yen/\$	115	108	102	109	109	114	111	111	112	104	111	
	Euro	Yen/€	127	122	114	117	120	121	122	131	125	104	126	
<b>Analysis of Net Sales and Operating Income vs. PY</b>														
Net Sales	Forex		(38.0)	(101.0)	(126.0)	(77.0)	(342.0)	(11.0)	+27.0	+60.0	+76.0		+92.0	
	Price, Mix, Volume etc.		(29.8)	(40.0)	(37.6)	(3.7)	(111.2)	+37.0	+43.1	+61.9	+142.2		+221.0	
	Total		(67.8)	(141.0)	(163.6)	(80.7)	(453.2)	+26.0	+70.1	+121.9	+218.2		+313.0	
Operating Income	Forex		(6.0)	(17.0)	(25.0)	(20.0)	(68.0)	(6.0)	+2.0	+9.0	+5.0		+12.0	
	Raw Materials		+32.0	+25.0	+22.0	+12.0	+91.0	(19.0)	(49.0)	(31.0)	(99.0)		(116.0)	
	Depreciation		(1.0)	(1.0)	(1.0)	+1.0	(2.0)	(1.0)	(1.0)	(1.0)	(3.0)		(5.0)	
	SGA		(3.0)	(2.0)	(3.0)	(6.0)	(14.0)	(1.0)	(6.0)	(7.0)	(14.0)		(21.0)	
	Price, Mix, Volume etc.		(29.7)	(16.7)	(22.6)	(5.4)	(74.6)	+21.7	+43.5	+16.3	+81.4		+110.5	
Total		(7.7)	(11.7)	(29.6)	(18.4)	(67.6)	(5.3)	(10.5)	(13.7)	(29.6)		(19.5)		
<b>Segment Information (*1)</b>														
Business Segment	Tires	Net Sales	679.7	673.0	660.2	752.7	2,765.7	707.9	731.8	767.6	2,207.4	110	3,040.0	
		OP	100.4	98.2	101.7	114.3	414.7	95.6	89.5	89.2	274.4	91	397.0	
		OP Margin	%	14.8	14.6	15.4	15.2	15.0	13.5	12.2	11.6	12.4	(2.5)	13.1
	Diversified Products	Net Sales	149.6	151.4	141.4	143.1	585.7	147.4	163.3	156.4	467.2	106	620.0	
		OP	8.0	11.5	9.4	5.8	34.8	7.6	9.5	8.1	25.3	87	32.0	
		OP Margin	%	5.4	7.6	6.7	4.1	5.9	5.2	5.8	5.2	5.4	(1.1)	5.2
Geographic Segment	Japan	Net Sales	260.4	259.4	242.3	318.4	1,080.6	256.2	278.3	270.8	805.3	106	1,140.0	
		OP	34.8	32.9	26.7	56.1	150.6	33.0	32.0	31.1	96.1	102	157.0	
		OP Margin	%	13.4	12.7	11.0	17.6	13.9	12.9	11.5	11.5	11.9	(0.5)	13.8
	Americas	Net Sales	409.5	412.6	406.2	416.8	1,645.3	416.5	446.8	456.3	1,319.6	107	1,760.0	
		OP	45.8	55.5	48.4	53.2	203.1	46.0	43.7	46.9	136.8	91	200.0	
		OP Margin	%	11.2	13.5	11.9	12.8	12.3	11.1	9.8	10.3	+10.4	(1.8)	11.4
	EMEA (*2)	Net Sales	121.6	122.3	116.7	116.5	477.1	134.5	136.4	143.8	414.7		560.0	
		OP Margin	%	8.4	5.4	10.4	3.3	27.7	4.9	0.3	3.4	8.7		10.0
	China, Asia-Pacific (*3)	Net Sales	154.9	156.9	149.5	160.3	621.7	158.0	152.4	170.6	481.1		660.0	
		OP	15.4	16.4	17.5	13.0	62.5	20.3	14.5	19.3	54.2		71.0	
		OP Margin	%	10.0	10.5	11.7	8.1	10.1	12.9	9.6	11.3	11.3		10.8
	Market	Net Sales	Domestic	153.6	143.8	142.9	213.0	653.5	153.2	159.6	158.2	471.0	107	
Overseas			672.1	676.8	655.2	679.1	2,683.4	698.5	731.5	761.9	2,192.0	109		
Americas			403.5	407.8	400.9	413.3	1,625.7	410.5	440.3	450.5	1,301.4	107		
EMEA (*2)			127.3	126.4	121.3	119.2	494.3	144.2	148.5	154.8	447.6			
China, Asia-Pacific (*3)			141.2	142.6	132.9	146.5	563.4	143.8	142.5	156.5	442.9			
Investment	Capital Expenditure					194.1								
Costs & Expenses	Depreciation					188.0								
	R&D Expenses					95.4								
	Interest Expense					(2.9)								
Liabilities	Interest-Bearing Debt		425.2	355.1	338.3	342.7	282.4	469.9		455.1	135			
Tire Production (tonnage of rubber)	Domestic	10,000t	11	12	12	12	47	11	12	12	35		47	
		Americas	10,000t	14	14	14	14	57	14	15	15	44		59
		EMEA (*2)	10,000t	6	7	6	6	25	7	7	6	20		28
		China, Asia-Pacific (*3)	10,000t	13	13	12	13	51	11	11	12	35		47
		Overseas Total	10,000t	33	33	33	34	133	34	35	35	105		142
	Total	10,000t	45	45	44	46	180	46	47	47	140		189	
	Overseas Prod. Ratio	%	74	74	74	74	74	75	74	75	75		75	

(\*1) Segment Information (Business, Geographic): including transactions caused by businesses among segments

(\*2) Scope of Geographic segment is renewed in 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 Europe ; 2016 Europe, Middle East & Africa ; 2017 Europe, Russia, Middle East & Africa

(\*3) Scope of Geographic segment is renewed in 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 China, Asia & Oceania, Middle East & Africa, Russia ; 2016 China, Asia & Oceania, Russia ; 2017 China, Asia & Oceania

(\*4) Revised as of Nov 9th, 2017.

## (2) Full Year

(Yen in billions)

	Unit	2013			2014			2015			2016			2017				
		Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	Actual	%	vs.PY	FY Fcst. (*9)	%	vs.PY		
<b>Consolidated Results</b>																		
Statements of Income	Net Sales	3,568.0	100	117	3,673.9	100	103	3,790.2	100	103	3,337.0	100	88	3,650.0	100	109		
	Operating Income	438.1	12.3	153	478.0	13.0	109	517.2	13.6	108	449.5	13.5	87	430.0	11.8	96		
	Ordinary Income	434.7	12.2	153	463.2	12.6	107	507.3	13.4	110	432.5	13.0	85	400.0	11.0	92		
	Extra Loss (Gain)	94.6	2.7		(14.5)	(0.4)		29.1	0.8		10.9	0.3						
	Profit Attributable to Owners of Parent	202.0	5.7	118	300.5	8.2	149	284.2	7.5	95	265.5	8.0	93	290.0	7.9	109		
Exchange Rate	US \$	Yen/\$	98		123		108	121		114	109		90	111		102		
	Euro	Yen/€	130		126		108	134		96	120		90	126		105		
<b>Analysis of Net Sales and Operating Income vs. PY</b>																		
Net Sales	Forex				+529.0			+196.0			+264.0			(342.0)		+92.0		
	Price, Mix, Volume etc.				(0.7)			(90.2)			(147.8)			(111.2)		+221.0		
	Total				+528.3			+105.8			+116.2			(453.2)		+313.0		
Operating Income	Forex				+114.0			+45.0			+55.0			(68.0)		+12.0		
	Raw Materials				+100.0			+77.0			+121.0			+91.0		(116.0)		
	Depreciation				(1.0)			(4.0)			(1.0)			(2.0)		(5.0)		
	SGA				(13.0)			+0.0			(12.0)			(14.0)		(21.0)		
	Price, Mix, Volume etc.				(47.9)			(78.1)			(123.8)			(74.6)		+110.5		
	Total				+152.1			+39.9			+39.2			(67.6)		(19.5)		
<b>Segment Information(*1)</b>																		
Business Segment	Tires (*2)	Net Sales	3,036.9		119	3,093.3		102	3,174.4		103	2,765.7		87	3,040.0		110	
		OP	399.4		153	435.8		109	472.7		108	414.7		88	397.0		96	
		OP Margin %	13.2		+3.0	14.1		+0.9	14.9		+0.8	15.0		+0.1	13.1		(1.9)	
	Diversified Products (*3)	Net Sales	546.2		109	601.8		110	635.0		106	585.7		92	620.0		106	
		OP	38.5		151	42.1		109	44.5		106	34.8		78	32.0		92	
		OP Margin %	7.1		+1.9	7.0		(0.1)	7.0		+0.0	5.9		(1.1)	5.2		(0.8)	
Geographic Segment	Japan	Net Sales	1,270.3		104	1,264.9		100	1,187.8		94	1,080.6		91	1,140.0		105	
		OP	219.5		139	210.1		96	197.4		94	150.6		76	157.0		104	
		OP Margin %	17.3		+4.3	16.6		(0.7)	16.6		+0.0	13.9		(2.7)	13.8		(0.2)	
	Americas	Net Sales	1,651.9		124	1,768.1		107	1,941.6		110	1,645.3		85	1,760.0		107	
		OP	156.4		169	180.2		115	222.5		123	203.1		91	200.0		98	
		OP Margin %	9.5		+2.5	10.2		+0.7	11.5		+1.3	12.3		+0.9	11.4		(1.0)	
	EMEA (*4)	Net Sales	423.3		121	439.2		104	421.7		96	477.1			560.0			
		OP	2.0		111	20.3		995	21.4		105	27.7			10.0			
		OP Margin %	0.5		(0.0)	4.6		+4.2	5.1		+0.4	5.8			1.8			
	China, Asia Pacific (*5,6)	Net Sales	862.7		123	841.5		98	838.0		100	621.7			660.0			
		OP	80.2		144	66.8		83	68.2		102	62.5			71.0			
		OP Margin %	9.3		+1.3	7.9		(1.4)	8.1		+0.2	10.1			10.8			
Market	Net Sales	Domestic	674.8		19	97	694.0		19	103	661.9		17	95	653.5		20	99
		Overseas	2,893.2		81	123	2,979.9		81	103	3,128.3		83	105	2,683.4		80	86
		Americas (*7)	1,628.6		123	1,746.3		107	1,919.5		110	1,625.7			85			
		EMEA (*4)	425.0		122	434.1		102	419.8		97	494.3						
		China, Asia Pacific (*5)	839.6		125	799.4		95	788.9		99	563.4						
Balance Sheet (*8)	Total Assets		3,577.0			3,960.9			3,795.8			3,716.0						
		ROA %	6.1			8.0			7.3			7.1						
		Net Assets		1,862.9			2,146.6			2,282.0			2,345.8					
			ROE %	12.7			15.5			13.3			11.8					
		Ratio of total equity to total assets %	50.5			52.4			58.2			61.5						
	Interest-Bearing Debt	564.2		91	592.9		105	441.5		74	342.7		78					
Cash Flows	Operating Cashflow	471.7			428.6			553.9			444.5							
	Investing Cashflow	(265.2)			(305.6)			(233.3)			(178.2)							
	Free Cashflow	206.5			122.9			320.5			266.2							
Investment	Capital Expenditure	Tires	255.9		114	268.3		105	229.8		86	178.0		77				
		Diversified	19.0		87	28.0		147	23.6		84	16.0		68				
		Total	274.9		112	296.3		108	253.5		86	194.1		77				
Costs & Expenses	Depreciation	176.1		4.9	114	188.3		5.1	107	202.3		5.3	107	188.0		5.6	93	
	R&D Expenses	89.0		2.5	108	94.1		2.6	106	94.9		2.5	101	95.4		2.9	100	
	Interest Expense	2.3		0.1	31	0.3		0.0	15	(2.1)		(0.1)	-	(2.9)		(0.6)	141	
Dividends	Dividend per Share	Yen	57			100			130				140			140		
Tire Production (tonnage of rubber)	Domestic	10,000t	52			51			48			47			47			
		Americas	10,000t	57			57			56			57			59		
		EMEA (*4)	10,000t	20			21			22			25			28		
		China, Asia Pacific (*5)	10,000t	53			53			54			51			47		
		Overseas Total	10,000t	130			131			132			133			142		
		Total	10,000t	182			182			179			180			189		
		Overseas Prod. Ratio	%	71			72			73			74			75		

(\*1)Segment Information (Business, Geographic): including transactions caused by businesses among segments

(\*2)Net sales of "Specialty Tires"business accounts for less than 10% of "Tires" business in 2016

(\*3)Net sales composition of "Diversified Products" segment in 2016 is as follows

Chemical and Industrial Products : Less than 50% , BSAM Diversified Products : Less than 40% , Sporting goods, bicycles : More than 10%

(\*4)Scope of Geographic segment has been renewed since 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 Europe ; In 2016 Europe, Middle East &amp; Africa ; Since 2017 Europe, Russian, Middle East &amp; Africa

(\*5)Scope of Geographic segment has been renewed since 2016 as a result of the restructuring of the Tire business SBUs

Until 2015 China, Asia Pacific, Middle East &amp; Africa, Russia ; In 2016 China, Asia Pacific, Russia ; Since 2017 China, Asia Pacific

(\*6)Net sales composition in 2016 is as follows

Asia &amp; Oceania : Less than 70% , China : Less than 30%

(\*7) "United States" in 2016 : ¥1,338.0 billion

(\*8)The actual closing balance of Balance Sheet in 2016 has been revised, due to the change in accounting standard of BRIDGESTONE EUROPE NV/SA

(change from GAAP to IFRS).

(\*9) Revised as of Nov 9th, 2017.

## 2. Additional Information

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

			2015	2016	2017		
			FY	FY	3Q	9 Months	FY Fcst.(*1)
Japan	PSR/LTR	REP	96	100	106	107	100
		OE	95	100	103	106	106
	TBR	REP	95	102	130	121	103
		OE	100	101	101	103	103
N.America	PSR/LTR	REP	101	101	99	100	100
		OE	104	102	84	91	92
	TBR	REP	105	101	118	103	100
		OE	108	76	124	110	103
Europe	PSR/LTR	REP	103	102	98	99	98
		OE	105	105	107	102	102
	TBR	REP	104	103	93	102	101
		OE	107	106	105	106	106
Asia (Thailand, India, China Indonesia Total)	PSR/LTR	REP	103	111			103
		OE	104	111			102
	TBR	REP	103	96			100
		OE	100	114			111

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

			2015	2016	2017			2016FY Component ratio
			FY	FY	3Q	9 Months	FY Fcst.(*1)	
Japan	PSR/LTR	REP	97	101	106	105	around ±0%	70%
		OE	96	99	111	114	+11%~+15%	30%
		Total	97	101	108	108	~+5%	
	TBR	REP	97	102	125	120	+6%~+10%	70%
		OE	102	102	101	103	~+5%	30%
		Total	99	102	118	115	~+5%	
N.America	PSR/LTR	REP	99	100	99	97	around ±0%	70%
		OE	107	103	93	98	~-5%	30%
		Total	102	101	97	97	around ±0%	
	TBR	REP	107	102	96	104	~+5%	70%
		OE	102	81	122	110	+6%~+10%	30%
		Total	105	95	102	105	~+5%	
Europe	PSR/CVR	REP	109	105	98	100	around ±0%	70%
		OE	100	110	103	109	+6%~+10%	30%
		Total	106	107	100	103	~+5%	
	TBR	REP	106	105	90	105	~+5%	70%
		OE	104	103	102	103	~+5%	30%
		Total	106	104	93	104	~+5%	
Asia Pacific	PSR/LTR	REP	101	107	99	103	~+5%	60%
		OE	97	104	118	113	+11%~+15%	40%
		Total	99	106	106	107	+6%~+10%	
	TBR	REP	105	102	114	110	+11%~+15%	90%
		OE	130	133	172	166	+61%~+65%	10%
		Total	107	105	122	116	+16%~+20%	
China	PSR/LTR	REP	118	102	102	102	~+5%	50%
		OE	129	120	99	95	~-5%	50%
		Total	123	111	100	98	around ±0%	
	TBR	REP	102	97	101	99	+6%~+10%	100%
		OE	102	97	101	99	+6%~+10%	
		Total	104	100	104	102	+6%~+10%	
Global (REP&OE)	PSR/LTR	102	102	102	103	~+5%		
	TBR	101	100	107	108	+6%~+10%		

#### Key Products:

			2015	2016	2017		
			FY	FY	3Q	9 Months	FY Fcst.(*1)
PSR-REP	RFT		105	120	105	100	105
	Premium Summer(*2)		105	100	95	95	100
	Premium Winter(*3)		95	100	125	120	110
PSR-HRD (≥18")			115	115	120	120	120
ORR(*4)	Ultra-Large		95	100	115	115	115
	Large		100	100	130	140	135

(\*1) Revised as of Nov 9th, 2017.

(\*2) POTENZA, TURANZA/REGNO, DUELER brand tires

(\*3) BLIZZAK brand tires

(\*4) Based on rubber weight for Ultra-Large and Large ORR