

Supplementary Information of 2022 Q3

The Yokohama Rubber Co., Ltd.
November 11, 2022

Year-on-Year Tire Sales Growth (%)		2021 Actual	2022 1Q Actual	2022 2Q Actual	2022 3Q Actual	2022 Projection
Japan	OE	93%	88%	80%	120%	100%
	REP	105%	124%	106%	124%	107%
North America		116%	106%	99%	108%	104%
Europe		122%	120%	110%	109%	104%
Russia		110%	97%	31%	54%	58%
China		106%	105%	94%	123%	110%
Asia		130%	107%	137%	126%	119%
Other		127%	87%	106%	115%	97%
Total		110%	107%	99%	116%	105%

Annual Tire Sales Composition Ratio (%)		2021 Actual	2022 1Q Actual	2022 2Q Actual	2022 3Q Actual	2022 Projection
Japan	OE	12%	12%	11%	12%	12%
	REP	26%	26%	25%	23%	26%
North America		20%	20%	21%	21%	20%
Europe		7%	6%	7%	7%	7%
Russia		4%	3%	1%	2%	2%
China		17%	17%	16%	17%	17%
Asia		10%	11%	13%	12%	11%
Other		5%	4%	6%	5%	5%
Total		100%	100%	100%	100%	100%

Tire Production Rubber Amount (1,000t)		2021 Actual	2022 1Q Actual	2022 2Q Actual	2022 3Q Actual	2022 Projection
Japan		147	37	39	38	153
Overseas		177	48	44	47	184
Total		325	84	83	85	337

(1)Quarter of the year

Profit and Loss	Unit	2021					2022									
		1Q	2Q	1H Actual	YoY Change	3Q	4Q	FY Actual	YoY Change	1Q	2Q	1H Actual	YoY Change	3Q	1-3Q Actual	YoY Change
Sales revenue	Billion	144.6	159.3	303.9	+65.9	156.6	210.4	670.8	+119.7	185.6	205.9	391.5	+87.6	224.3	615.8	+155.3
Business profit	Billion	14.0	12.3	26.3	+24.3	10.8	25.0	62.2	+26.3	13.7	14.1	27.7	+1.4	18.4	46.1	+9.0
Business profit margin	%	9.7%	7.7%	8.7%	+7.8%	6.9%	11.9%	9.3%	+2.8%	7.4%	6.8%	7.1%	-1.6%	8.2%	7.5%	-0.6%
Operating profit	Billion	36.3	12.3	48.6	+45.6	10.7	24.3	83.6	+47.6	13.5	13.4	26.9	-21.7	18.4	45.3	-14.0
Profit attributable to owners of parent	Billion	27.8	9.1	36.9	+35.7	6.5	22.0	65.5	+39.2	10.2	13.2	23.3	-13.6	10.0	33.3	-10.2

Factor Analysis of Business Profit (YoY)		2021	2022
Exchange rate difference	Billion	+0.5	+1.4
Raw material prices	Billion	+2.2	-2.4
Volume, Prices/ MIX, Special factor	Billion	+4.1	+2.9
Production costs	Billion	+0.9	+6.5
Fixed cost	Billion	+2.1	-0
YOHT	Billion		
MB, ATG, Others	Billion	+2.7	+3.3
Total	Billion	+12.5	+11.8

Business Segment		2021	2022
Tire	Sales revenue	101.4	109.6
	Business profit	9.2	7.0
	Business profit margin	9.1%	6.4%
YOHT	Sales revenue	22.5	25.7
	Business profit	3.5	3.6
	Business profit margin	15.5%	14.1%
Tire total	Sales revenue	124.0	135.3
	Business profit	12.7	10.6
	Business profit margin	10.3%	7.8%
MB	Sales revenue	18.7	21.5
	Business profit	1.0	1.1
	Business profit margin	5.4%	5.1%

Geographical Segment (by Customer Location)		2021	2022
Tire	Japan	40.6	39.0
	North America	26.3	32.2
	Asia	18.9	19.3
	Other regions	15.7	19.0
YOHT	Japan	0	0
	North America	11.3	13.5
	Asia	1.5	1.6
	Other regions	9.7	10.5
Tire total	Japan	40.6	39.1
	North America	37.6	45.7
	Asia	20.4	20.9
	Other regions	25.4	29.6
MB	Japan	10.3	12.8
	North America	4.0	3.8
	Asia	3.6	3.7
	Other regions	0.9	1.1
Other	Japan	1.5	1.8
	North America	0	0.1
	Asia	0.3	0.6
	Other regions		

Geographical Segment		2021	2022
Japan	Billion	59.8	63.4
North America	Billion	31.9	37.8
Asia	Billion	23.0	23.6
Other regions	Billion	29.9	34.4

Capital expenditures		2021	2022
Capital expenditures	Billion	17.5	12.9
Depreciation & Amortization	Billion	18.9	14.1
R&D expenses	Billion	7.6	8.0

*The figures presented here are net of expenditures for and amortization of lease assets as of 2019.

*Forecasts shown above are based on currently available information. Actual results may differ due to various factors in the future.

(2) Full year

	Unit	2019		2020		2021		2022	
		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	FY Projection	YoY Change
Profit and Loss									
Sales revenue	Billion	650.5	+0.2	551.1	-99.4	670.8	+119.7	855.0	+184.2
Business profit	Billion	50.1	-9.1	35.9	-14.3	62.2	+26.3	62.5	+0.3
Business profit margin	%	7.7%	-1.4%	6.5%	-1.2%	9.3%	+2.8%	7.3%	-2.0%
Operating profit	Billion	58.6	+5.1	36.0	-22.6	83.6	+47.6	60.5	-23.1
Profit attributable to owners of parent	Billion	42.0	+6.3	26.3	-15.7	65.5	+39.2	42.0	-23.5

Factor Analysis of Business Profit (YoY)									
Exchange rate difference	Billion	-2.6		-0.8		+4.4		+9.9	
Raw material prices	Billion	+3.1		+12.4		-16.1		-35.8	
Volume, Prices/ MIX, Special factor	Billion	-7.0		-18.6		+24.4		+32.4	
Production costs	Billion	-3.1		-8.1		+6.5		-3.0	
Fixed cost	Billion	-1.9		+8.1		-0.5		-8.0	
YOHT	Billion							+5.5	
MB, ATG, Others	Billion	+2.4		-7.4		+7.6		-0.6	
Total	Billion	-9.1		-14.3		+26.3		+0.3	

Business Segment										
Tire	Sales revenue	Billion	451.7	-3.1	399.2	-52.5	470.2	+71.0	587.0	+116.8
	Business profit	Billion	30.8	-11.5	24.0	-6.8	42.7	+18.7	38.0	-4.7
	Business profit margin	%	6.8%	-2.5%	6.0%	-0.8%	9.1%	+3.1%	6.5%	-2.6%
YOHT	Sales revenue	Billion	70.8	+2.1	65.1	-5.7	107.3	+42.2	161.0	+53.7
	Business profit	Billion	10.4	+1.9	8.8	-1.6	14.7	+5.9	20.2	+5.5
	Business profit margin	%	14.7%	+2.4%	13.5%	-1.2%	13.7%	+0.2%	12.5%	-1.2%
Tire total	Sales revenue	Billion							748.0	
	Business profit	Billion							58.2	
	Business profit margin	%							7.8%	
MB	Sales revenue	Billion	119.3	+1.6	79.0	-40.3	84.4	+5.4	97.0	+12.6
	Business profit	Billion	8.3	+0.9	2.9	-5.4	3.8	+0.9	5.4	+1.6
	Business profit margin	%	7.0%	+0.7%	3.7%	-3.3%	4.5%	+0.8%	5.6%	+1.1%

Geographical Segment (by Customer Location)										
Tire	Japan	Billion	190.9	-3.9	174.9	-16.0	182.3	+7.4		
	North America	Billion	121.4	-0.1	105.7	-15.7	129.3	+23.6		
	Asia	Billion	69.9	+0.4	61.8	-8.1	82.0	+20.3		
	Other regions	Billion	69.6	+0.4	56.8	-12.8	76.6	+19.8		
YOHT	Japan	Billion	0.5	+0.3	0.1	-0.4	0.1	+0		
	North America	Billion	30.6	-1.7	28.4	-2.2	54.1	+25.7		
	Asia	Billion	4.3	+0.6	4.5	+0.2	5.7	+1.2		
	Other regions	Billion	35.4	+2.9	32.1	-3.3	47.3	+15.2		
MB	Japan	Billion	71.5	+0.9	45.9	-25.5	48.7	+2.7		
	North America	Billion	22.8	+2.7	15.2	-7.6	16.3	+1.1		
	Asia	Billion	16.9	-1.7	12.2	-4.8	14.7	+2.5		
	Other regions	Billion	8.2	-0.4	5.7	-2.5	4.8	-0.9		
Other	Japan	Billion	7.4	-0.2	6.2	-1.1	6.6	+0.4		
	North America	Billion	0.1	+0	0.1	+0.1	0.3	+0.1		
	Asia	Billion	1.2	-0.2	1.4	+0.2	2.0	+0.6		
	Other regions	Billion	—	—	—	—	—	—		

Capital expenditures	Billion	51.3		28.4		38.8		57.6	
Depreciation & Amortization	Billion	36.0		37.5		38.3		40.7	
R&D expenses	Billion	15.0		14.1		12.0			

*The figures presented here are net of expenditures for and amortization of lease assets as of 2019.

*FY2020 results do not include the Hamatite business, which has been reclassified as a "discontinued operation".

*From fiscal 2022, the results of ATG are included in the tire business. ATG's results are shown for reference.

*Forecasts shown above are based on currently available information. Actual results may differ due to various factors in the future.