

Supplementary Information of 2023 1Q

The Yokohama Rubber Co., Ltd.
May 12 2023

Year-on-Year Tire Sales Growth (%)		2022 Actual	2023 1Q Actual	2023 Projection
Japan	OE	98%	109%	116%
	REP	108%	99%	100%
North America		103%	100%	98%
Europe		101%	115%	106%
Russia		59%	76%	-
China		97%	77%	101%
Asia Pacific		119%	113%	105%
Other		101%	146%	92%
Total		103%	100%	102%

Annual Tire Sales Composition Ratio (%)		2022 Actual	2023 1Q Actual	2023 Projection
Japan	OE	12%	13%	13%
	REP	27%	25%	27%
North America		20%	20%	20%
Europe		6%	7%	7%
Russia		2%	3%	-
China		16%	13%	16%
Asia Pacific		12%	12%	12%
Other		5%	6%	5%
Total		100%	100%	100%

Tire Production Rubber Amount (1,000t)		2022 Actual	2023 1Q Actual	2023 Projection
Japan		153	38	154
Overseas		179	42	189
Total		332	80	343

(1)Quarter of the year

	Unit	2022						2023			
		1Q	2Q	1H Actual	YoY Change	3Q	4Q	FY Actual	YoY Change	1Q	YoY Change
Profit and Loss											
Sales revenue	Billion	185.6	205.9	391.5	+87.6	224.3	244.7	860.5	+189.7	204.3	+18.7
Business profit	Billion	13.7	14.1	27.7	+1.4	18.4	24.0	70.1	+7.9	13.0	-0.7
Business profit margin	%	7.4%	6.8%	7.1%	-1.6%	8.2%	9.8%	8.1%	-1.2%	6.4%	-1.0%
Operating profit	Billion	13.5	13.4	26.9	-21.7	18.4	23.5	68.9	-14.8	13.2	-0.3
Profit attributable to owners of parent	Billion	10.2	13.2	23.3	-13.6	10.0	12.6	45.9	-19.6	9.7	-0.5

Factor Analysis of Business Profit (YoY)											
Exchange rate difference	Billion	+1.3	+4.1	+5.4		+4.3	+3.6	+13.2		+3.9	
Raw material prices	Billion	-9.1	-8.2	-17.3		-9.3	-7.7	-34.4		-5.9	
Volume, Prices/MIX, Special factor	Billion	+9.2	+4.7	+13.9		+14.1	+4.4	+32.4		+7.0	
Production costs	Billion	-0.4	+0	-0.4		-1.0	-2.7	-4.1		-3.1	
Fixed cost	Billion	-1.6	-2.0	-3.6		-2.0	+0.7	-4.9		-2.2	
YOHT	Billion	+1.9	+3.1	+4.9		+1.6	+0.8	+7.4		-1.1	
MB, ATG, Others	Billion	-1.6	+0.1	-1.6		-0	-0.1	-1.7		+0.8	
Total	Billion	-0.3	+1.8	+1.4		+7.6	-1.1	+7.9		-0.7	

Business Segment												
Tires	Sales revenue	Billion	126.5	135.6	262.1	+51.1	157.2	179.2	598.5	+128.3	146.5	+20.0
	Business profit	Billion	8.6	5.7	14.3	-1.9	11.8	18.6	44.7	+2.2	8.3	-0.3
	Business profit margin	%	6.8%	4.2%	5.5%	-2.2%	7.5%	10.4%	7.5%	-1.5%	5.7%	-1.1%
YOHT	Sales revenue	Billion	36.4	42.8	79.1	+30.9	41.0	35.7	155.8	+48.5	33.2	-3.2
	Business profit	Billion	5.4	6.7	12.1	+4.9	5.7	4.4	22.1	+7.4	4.2	-1.1
	Business profit margin	%	14.8%	15.6%	15.2%	+0.5%	13.9%	12.2%	14.2%	+0.5%	12.8%	-2.0%
Tire total	Sales revenue	Billion	162.9	178.3	341.2	+82.0	198.2	214.9	754.3	+176.8	179.7	+16.8
	Business profit	Billion	14.0	12.4	26.4	+3.0	17.5	23.0	66.8	+9.6	12.6	-1.5
	Business profit margin	%	8.6%	6.9%	7.7%	-1.3%	8.8%	10.7%	8.9%	-1.0%	7.0%	-1.6%
MB	Sales revenue	Billion	20.5	24.7	45.1	+4.9	23.4	27.7	96.2	+11.8	22.5	+2.0
	Business profit	Billion	-0.2	1.2	1.0	-1.1	0.7	2.2	4.0	+0.2	0.6	+0.9
	Business profit margin	%	-1.2%	5.0%	2.2%	-3.0%	3.1%	8.1%	4.1%	-0.4%	2.8%	+4.0%

Geographical Segment (by Customer Location)												
Tires	Japan	Billion	46.0	38.9	84.9	+5.3	42.9	71.2	199.0	+16.7	49.2	+3.2
	North America	Billion	37.5	46.9	84.5	+25.9	56.4	55.8	196.7	+67.4	45.0	+7.4
	Asia	Billion	24.2	27.7	51.9	+13.8	31.1	27.7	110.7	+28.7	25.8	+1.5
	Other regions	Billion	18.7	22.1	40.8	+6.1	26.8	24.5	92.1	+15.5	26.6	+7.8
YOHT	Japan	Billion	0	0.1	0.1	+0	0	0	0.2	+0	0.1	+0
	North America	Billion	19.2	23.0	42.3	+17.5	22.5	18.0	82.7	+28.6	16.6	-2.7
	Asia	Billion	1.2	1.4	2.6	-0.6	1.5	1.9	6.0	+0.3	1.5	+0.3
	Other regions	Billion	15.9	18.4	34.2	+13.9	17.0	15.7	66.9	+19.6	15.0	-0.9
Tire total	Japan	Billion	46.1	38.9	85.0	+5.3	42.9	71.2	199.1	+16.7	49.3	+3.2
	North America	Billion	56.8	69.9	126.7	+43.4	78.9	73.8	279.4	+96.0	61.5	+4.7
	Asia	Billion	25.4	29.1	54.5	+13.2	32.5	29.6	116.7	+29.0	27.3	+1.9
	Other regions	Billion	34.6	40.4	75.0	+20.0	43.8	40.3	159.1	+35.2	41.6	+7.0
MB	Japan	Billion	11.7	13.0	24.7	+1.6	11.8	15.3	51.8	+3.2	11.7	-0.1
	North America	Billion	4.6	6.1	10.7	+2.9	6.5	6.5	23.6	+7.4	5.7	+1.1
	Asia	Billion	3.1	4.5	7.6	+0.3	3.7	4.1	15.5	+0.8	3.1	-0
	Other regions	Billion	1.1	1.0	2.2	+0.2	1.4	1.8	5.3	+0.5	2.1	+1.0
Other	Japan	Billion	1.7	1.8	3.4	+0.1	1.8	1.5	6.8	+0.2	1.6	-0.1
	North America	Billion	0	0.2	0.2	+0.1	0.1	0	0.3	-0	0	-0
	Asia	Billion	0.5	1.0	1.5	+0.6	0.8	0.6	2.8	+0.8	0.6	+0
	Other regions	Billion	—	—	—	—	—	—	—	—	—	—

Geographical Segment										
Japan	Billion	66.8	67.7	134.5		69.2	101.0	304.8		74.3
North America	Billion	43.9	54.1	97.9		64.3	63.1	225.3		53.0
Asia	Billion	28.8	31.9	60.7		36.0	33.4	130.2		30.6
Other regions	Billion	46.1	52.2	98.3		54.7	47.2	200.2		46.4

Capital expenditures	Billion	12.9	14.1	27.0		15.0	13.0	54.9		13.2
Depreciation & Amortization	Billion	9.8	10.2	20.0		10.9	11.0	41.9		10.7
R&D expenses	Billion	3.8	4.2	8.0		3.7	4.3	16.0		4.0

*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	2021		2022		2023			
		Actual	YoY Change	Actual	YoY Change	1H Projection	YoY Change	FY Projection	YoY Change
Profit and Loss									
Sales revenue	Billion	670.8	+119.7	860.5	+189.7	450.0	+58.5	1,000.0	+139.5
Business profit	Billion	62.2	+26.3	70.1	+7.9	21.5	-6.2	84.5	+14.4
Business profit margin	%	9.3%	+2.8%	8.1%	-1.2%	4.8%	-2.3%	8.5%	+0.4%
Operating profit	Billion	83.6	+47.6	68.9	-14.8	23.5	-3.4	87.0	+18.1
Profit attributable to owners of parent	Billion	65.5	+39.2	45.9	-19.6	17.5	-5.8	57.0	+11.1

Factor Analysis of Business Profit (YoY)									
Exchange rate difference	Billion	+4.4		+13.2					+0.3
Raw material prices	Billion	-16.1		-34.4					+3.7
Volume, Prices/MIX, Special factor	Billion	+24.4		+32.4					+29.1
Production costs	Billion	+6.5		-4.1					-11.0
Fixed cost	Billion	-0.5		-4.9					-10.7
YOHT	Billion			+7.4					-4.4
Y-TWS	Billion								+4.2
MB, ATG, Other	Billion	+7.6		-1.7					+3.2
Total	Billion	+26.3		+7.9					+14.4

Business Segment										
Tires	Sales revenue	Billion	470.2	+71.0	598.5	+128.3	297.0	+34.9	636.0	+37.5
	Business profit	Billion	42.5	+18.5	44.7	+2.2	14.5	+0.2	56.1	+11.4
	Business profit margin	%	9.0%	+3.0%	7.5%	-1.6%	4.9%	-0.7%	8.8%	+1.3%
YOHT	(Sales revenue)	Billion	107.3	+42.2	155.8	+48.5	69.0	-10.1	141.0	-14.8
	(Business profit)	Billion	14.7	+5.9	22.1	+7.4	8.8	-3.3	17.7	-4.4
	(Business profit margin)	%	13.7%	+0.2%	14.2%	+0.5%	12.8%	-2.4%	12.6%	-1.6%
Y-TWS	(Sales revenue)	Billion					30.0		110.0	
	(Business profit)	Billion					-3.6		4.2	
	(Business profit margin)	%					-12.0%		3.8%	
Tire total	Sales revenue	Billion			754.3		396.0	+54.8	887.0	+132.7
	Business profit	Billion			66.8		19.7	-6.7	78.0	+11.2
	Business profit margin	%			8.9%		5.0%	-2.7%	8.8%	-0.1%
MB	Sales revenue	Billion	84.4	+5.4	96.2	+11.8	49.0	+3.9	103.5	+7.3
	Business profit	Billion	3.8	+0.9	4.0	+0.2	2.1	+1.1	6.2	+2.2
	Business profit margin	%	4.5%	+0.8%	4.1%	-0.4%	4.3%	+2.1%	6.0%	+1.9%

Geographical Segment (by Customer Location)										
Tires	Japan	Billion	182.3	+7.4	199.0	+16.7				
	North America	Billion	129.3	+23.6	196.7	+67.4				
	Asia	Billion	82.0	+20.3	110.7	+28.7				
	Other regions	Billion	76.6	+19.8	92.1	+15.5				
YOHT	Japan	Billion	0.1	+0	0.2	+0				
	North America	Billion	54.1	+25.7	82.7	+28.6				
	Asia	Billion	5.7	+1.2	6.0	+0.3				
	Other regions	Billion	47.3	+15.2	66.9	+19.6				
MB	Japan	Billion	48.7	+2.7	51.8	+3.2				
	North America	Billion	16.3	+1.1	23.6	+7.4				
	Asia	Billion	14.7	+2.5	15.5	+0.8				
	Other regions	Billion	4.8	-0.9	5.3	+0.5				
Other	Japan	Billion	6.6	+0.4	6.8	+0.2				
	North America	Billion	0.3	+0.1	0.3	-0				
	Asia	Billion	2.0	+0.6	2.8	+0.8				
	Other regions	Billion	-	-	0	-				

Capital expenditures	Billion	38.8		54.9				66.0	
Depreciation & Amortization	Billion	38.3		41.9				45.0	
R&D expenses	Billion	15.3		16.0					

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

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

*Capital expenditure and depreciation & amortization in the FY2023 projection don't include the Y-TWS portion.

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