

Supplementary Information of 2020 Q3

Yokohama Rubber Corporation
November 13, 2020

Year-on-Year Sales Growth (%)		2019	2020 1H	2020 Q3	2020 Q4	2020 2H	2020
		Actual	Actual	Actual	Projection	Projection	Projection
Japan	OE	96%	70%	96%	111%	103%	86%
	REP	99%	90%	78%	105%	93%	92%
North America		103%	85%	103%	100%	102%	94%
Europe		95%	77%	101%	83%	92%	86%
Russia		93%	82%	132%	70%	95%	88%
China		112%	88%	116%	117%	116%	104%
Asia Pacific		105%	73%	98%	110%	104%	88%
Other		129%	81%	62%	77%	70%	75%
Global Total		102%	82%	95%	103%	99%	91%

(1)Quarter of the year

	Unit	2019						2020						Jan.-Sept.			
		Q1	Q2	1H Actual	YoY Change	Q3	Q4	FY Actual	YoY Change	Q1	Q2	1H Actual	YoY Change	Q3	Actual	YoY Change	
Profit and Loss																	
Sales revenue	Billion	149.5	161.6	311.1	1.4	154.6	184.7	650.5	0.2	129.1	118.0	247.1	-64.0	143.2	390.4	-75.4	
Business profit	Billion	5.8	11.4	17.2	-6.5	8.6	24.3	50.1	-9.1	1.8	0.5	2.3	-15.0	7.1	9.3	-16.5	
Business profit margin	%	3.9%	7.1%	5.5%	-2.2%	5.6%	13.2%	7.7%	-1.4%	1.4%	0.4%	0.9%	-4.6%	4.9%	2.4%	-3.1%	
Operating profit	Billion	12.9	12.2	25.1	-1.2	8.2	25.2	58.6	5.1	1.2	1.7	2.9	-22.2	5.6	8.5	-24.8	
Profit attributable to owners of parent	Billion	9.1	7.6	16.7	-1.1	11.6	13.7	42.0	6.3	-0.3	1.5	1.3	-15.5	3.1	4.3	-5.2	
Factor Analysis of Business Profit (YoY)																	
Exchange rate difference	Billion	-0.6	-0.7	-1.3		-1.0	-0.4	-2.6		-0.2	-0.3	-0.6		-0.0	-0.6		
Raw material prices	Billion	-0.4	0.8	0.3		1.1	1.7	3.1		2.3	2.3	4.6		3.9	8.4		
Volume, Prices/ MIX, Special factor	Billion	-3.7	-1.0	-4.6		-0.8	-1.6	-7.0		-3.9	-4.4	-8.3		-7.0	-15.3		
Production costs	Billion	-1.4	-0.9	-2.3		-2.2	1.5	-3.1		-0.6	-6.9	-7.5		-1.2	-8.7		
Fixed cost	Billion	-0.5	0.1	-0.3		-0.9	-0.7	-1.9		0.3	1.9	2.3		2.5	4.8		
MB, ATG, Others	Billion	0.7	1.0	1.7		0.6	0.1	2.4		-2.0	-3.4	-5.4		0.2	-5.2		
Total	Billion	-5.9	-0.7	-6.5		-3.2	0.6	-9.1		-4.0	-11.0	-15.0		-1.5	-16.5		
Business Segment																	
Tires	Sales revenue	Billion	100.1	110.0	210.1	-3.5	108.3	133.3	451.7	-3.1	87.4	79.2	166.6	-43.5	99.7	266.3	-52.1
	Business profit	Billion	1.5	6.0	7.5	-8.2	4.3	19.0	30.8	-11.5	-0.5	-1.5	-2.0	-9.5	2.5	0.5	-11.3
	Business profit margin	%	1.5%	5.5%	3.6%	-3.7%	3.9%	14.3%	6.8%	-2.5%	-0.6%	-1.9%	-1.2%	-4.8%	2.5%	0.2%	-3.5%
MB	Sales revenue	Billion	28.9	30.7	59.5	2.2	27.6	32.2	119.3	1.6	24.9	22.6	47.5	-12.0	23.7	71.2	-16.0
	Business profit	Billion	1.7	2.3	4.0	0.5	1.7	2.6	8.3	0.9	0.9	0.5	1.4	-2.6	1.2	2.6	-3.1
	Business profit margin	%	5.9%	7.5%	6.7%	0.6%	6.0%	8.2%	7.0%	0.7%	3.7%	2.1%	2.9%	-3.8%	5.0%	3.6%	-2.9%
ATG	Sales revenue	Billion	18.9	18.4	37.3	2.5	16.4	17.2	70.8	2.1	15.5	14.5	30.1	-7.2	17.3	47.4	-6.3
	Business profit	Billion	2.4	2.7	5.2	0.9	2.4	2.8	10.4	1.9	1.8	1.5	3.2	-1.9	3.0	6.2	-1.3
	Business profit margin	%	13.0%	14.8%	13.9%	1.5%	14.7%	16.5%	14.7%	2.4%	11.5%	10.0%	10.8%	-3.1%	17.3%	13.2%	-0.9%
Geographical Segment (by Customer Location)																	
Tires	Japan	Billion	42.4	42.4	84.8	-2.1	42.5	63.6	190.9	-3.9	39.0	33.4	72.5	-12.3	36.1	108.5	-18.8
	North America	Billion	26.0	31.7	57.7	1.6	31.0	32.7	121.4	-0.1	24.2	21.6	45.7	-11.9	30.7	76.4	-12.3
	Asia	Billion	15.6	17.8	33.4	-2.1	17.2	19.2	69.9	0.4	10.7	12.8	23.5	-9.9	17.6	41.0	-9.6
	Other regions	Billion	16.1	18.1	34.2	-0.9	17.5	17.8	69.6	0.4	13.6	11.4	24.9	-9.3	15.4	40.3	-11.4
MB	Japan	Billion	17.4	18.4	35.9	1.7	16.5	19.1	71.5	0.9	14.9	14.9	29.9	-6.0	13.3	43.1	-9.2
	North America	Billion	5.4	6.0	11.4	1.2	5.6	5.7	22.8	2.7	5.2	2.2	7.5	-3.9	5.1	12.5	-4.5
	Asia	Billion	4.1	4.5	8.6	-0.2	3.8	4.5	16.9	-1.7	3.2	3.5	6.7	-1.9	3.7	10.4	-2.0
	Other regions	Billion	1.9	1.7	3.6	-0.5	1.7	2.8	8.2	-0.4	1.6	1.9	3.5	-0.1	1.6	5.1	-0.3
ATG	Japan	Billion	0.0	0.0	0.1	-0.1	0.0	0.4	0.5	0.3	0.0	0.0	0.1	0.0	0.0	0.1	0.0
	North America	Billion	8.6	7.3	15.9	-0.3	7.2	7.5	30.6	-1.7	7.2	6.2	13.3	-2.6	7.0	20.3	-2.8
	Asia	Billion	0.9	1.3	2.1	0.8	1.1	1.1	4.3	0.6	1.0	0.8	1.9	-0.2	1.3	3.1	-0.1
	Other regions	Billion	9.4	9.8	19.2	2.1	8.0	8.1	35.4	2.9	7.3	7.5	14.8	-4.4	9.0	23.8	-3.4
Other	Japan	Billion	1.4	2.1	3.5	0.3	2.1	1.7	7.4	-0.2	1.1	1.3	2.3	-1.2	2.1	4.4	-1.2
	North America	Billion	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.0
	Asia	Billion	0.3	0.4	0.7	-0.1	0.2	0.3	1.2	-0.2	0.2	0.4	0.6	-0.1	0.5	1.0	0.1
	Other regions	Billion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Capital expenditures	Billion				26.7			51.3					15.6			22.2	
Depreciation & Amortization	Billion				18.0			36.0					18.5			27.8	
R&D expenses	Billion				7.6			15.0					7.1			10.4	

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

(2) Full year

		Unit	2017		2018		2019		2020	
Profit and Loss			Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	Projection	YoY Change
	Sales revenue	Billion	646.3	72.2	650.2	4.0	650.5	0.2	565.0	-85.5
	Business profit	Billion	58.3	12.5	59.3	1.0	50.1	-9.1	30.0	-20.1
	Business profit margin	%	9.0%	1.0%	9.1%	0.1%	7.7%	-1.4%	5.3%	-2.4%
	Operating profit	Billion	54.2	16.4	53.5	-0.7	58.6	5.1	28.5	-30.1
	Profit attributable to owners of parent	Billion	40.0	30.6	35.6	-4.4	42.0	6.3	18.5	-23.5

Factor Analysis of Business Profit (YoY)										
	Exchange rate difference	Billion			-0.1		-2.6		-0.9	
	Raw material prices	Billion			0.7		3.1		11.9	
	Volume, Prices/ MIX, Special factor	Billion			2.1		-7.0		-18.5	
	Production costs	Billion			-0.8		-3.1		-9.6	
	Fixed cost	Billion			-1.5		-1.9		4.5	
	MB, ATG, Others	Billion			0.6		2.4		-7.5	
	Total	Billion			1.0		-9.1		-20.1	

Business Segment										
Tires	Sales revenue	Billion	459.9	31.6	454.8	-5.1	451.7	-3.1	398.0	-53.7
	Business profit	Billion	41.9	4.1	42.3	0.4	30.8	-11.5	18.2	-12.6
	Business profit margin	%	9.1%	0.3%	9.3%	0.2%	6.8%	-2.5%	4.6%	-2.2%
MB	Sales revenue	Billion	114.1	1.9	117.8	3.7	119.3	1.6	97.0	-22.3
	Business profit	Billion	7.8	0.4	7.4	-0.4	8.3	0.9	3.5	-4.8
	Business profit margin	%	6.8%	0.2%	6.3%	-0.5%	7.0%	0.7%	3.6%	-3.4%
ATG	Sales revenue	Billion	63.4	38.0	68.7	5.3	70.8	2.1	63.0	-7.8
	Business profit	Billion	7.6	7.6	8.5	0.9	10.4	1.9	8.1	-2.3
	Business profit margin	%	11.9%	11.9%	12.3%	0.4%	14.7%	2.4%	12.9%	-1.8%

Geographical Segment (by Customer Location)										
Tires	Japan	Billion	192.2	6.8	194.7	2.6	190.9	-3.9		
	North America	Billion	121.1	10.6	121.5	0.3	121.4	-0.1		
	Asia	Billion	73.7	8.0	69.5	-4.2	69.9	0.4		
	Other regions	Billion	73.0	6.2	69.1	-3.9	69.6	0.4		
MB	Japan	Billion	72.0	2.2	70.6	-1.4	71.5	0.9		
	North America	Billion	19.3	-4.0	20.1	0.8	22.8	2.7		
	Asia	Billion	16.0	3.0	18.6	2.5	16.9	-1.7		
	Other regions	Billion	6.8	0.8	8.6	1.8	8.2	-0.4		
ATG	Japan	Billion	0.2	0.1	0.2	-0.1	0.5	0.3		
	North America	Billion	29.4	17.1	32.4	3.0	30.6	-1.7		
	Asia	Billion	2.6	1.7	3.7	1.1	4.3	0.6		
	Other regions	Billion	31.2	19.0	32.4	1.2	35.4	2.9		
Other	Japan	Billion	7.3	0.7	7.5	0.3	7.4	-0.2		
	North America	Billion	0.1	0.0	0.1	0.0	0.1	0.0		
	Asia	Billion	1.5	0.1	1.4	-0.1	1.2	-0.2		
	Other regions	Billion	-	-	-	-	-	-		

Capital expenditures	Billion	39.9		46.9		51.3		33.0	
Depreciation & Amortization	Billion	34.6		36.8		36.0		37.5	
R&D expenses	Billion	15.1		15.2		15.0			

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