

Year-on-Year Tire Sales Growth (%)		2019 Actual	2020 Q4 Actual	2020 Actual	2021 Projection
Japan	OE	96%	109%	85%	104%
	REP	99%	109%	93%	104%
North America		103%	86%	90%	119%
Europe		95%	86%	87%	120%
Russia		93%	96%	96%	100%
China		112%	118%	104%	116%
Asia Pacific		105%	122%	92%	119%
Other		129%	82%	76%	108%
Total		102%	104%	92%	111%

Annual Tire Sales Composition Ratio (%)		2019 Actual	2020 Actual	2021 Projection
Japan	OE	15%	14%	14%
	REP	26%	27%	25%
North America		19%	19%	20%
Europe		6%	6%	6%
Russia		4%	4%	3%
China		15%	17%	18%
Asia Pacific		9%	9%	9%
Other		5%	4%	4%
Total		100%	100%	100%

Tire Production Rubber Amount (1,000t)		2019 Actual	2020 Actual	2021 Projection
*Excluding Aichi Tire Industry and ATG				
Japan		151	132	137
Overseas		174	160	200
Total		324	292	338

## (1)Quarter of the year

	Unit	2019						2020								
		Q1	Q2	1H Actual	Q3	Q4	FY Actual	YoY Change	Q1	Q2	1H Actual	YoY Change	Q3	Q4	FY Actual	YoY Change
<b>Profit and Loss</b>																
Sales revenue	Billion	149.5	161.6	311.1	154.6	184.7	650.5	+0.2	129.1	118.0	247.1	-64.0	143.2	180.2	570.6	-79.9
Business profit	Billion	5.8	11.4	17.2	8.6	24.3	50.1	-9.1	1.8	0.5	2.3	-15.0	7.1	27.5	36.8	-13.3
Business profit margin	%	3.9%	7.1%	5.5%	5.6%	13.2%	7.7%	-1.4%	1.4%	0.4%	0.9%	-4.6%	4.9%	15.2%	6.4%	-1.3%
Operating profit	Billion	12.9	12.2	25.1	8.2	25.2	58.6	+5.1	1.2	1.7	2.9	-22.2	5.6	27.9	36.4	-22.2
Profit attributable to owners of parent	Billion	9.1	7.6	16.7	11.6	13.7	42.0	+6.3	-0.3	1.5	1.3	-15.5	3.1	22.0	26.3	-15.7

<b>Factor Analysis of Business Profit (YoY)</b>																
Exchange rate difference	Billion	-0.6	-0.7	-1.3	-1.0	-0.4	-2.6		-0.2	-0.3	-0.6		-0	-0.2	-0.8	
Raw material prices	Billion	-0.4	+0.8	+0.3	+1.1	+1.7	+3.1		+2.3	+2.3	+4.6		+3.9	+4.0	+12.4	
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	-3.3	-18.6	
Production costs	Billion	-1.4	-0.9	-2.3	-2.2	+1.5	-3.1		-0.6	-6.9	-7.5		-1.2	+0.6	-8.1	
Fixed cost	Billion	-0.5	+0.1	-0.3	-0.9	-0.7	-1.9		+0.3	+1.9	+2.3		+2.5	+3.4	+8.1	
MB, ATG, Others	Billion	+0.7	+1.0	+1.7	+0.6	+0.1	+2.4		-2.0	-3.4	-5.4		+0.2	-1.3	-6.5	
Total	Billion	-5.9	-0.7	-6.5	-3.2	+0.6	-9.1		-4.0	-11.0	-15.0		-1.5	+3.2	-13.3	

<b>Business Segment</b>																	
Tires	Sales revenue	Billion	100.1	110.0	210.1	108.3	133.3	451.7	-3.1	87.4	79.2	166.6	-43.5	99.7	133.0	399.2	-52.5
	Business profit	Billion	1.5	6.0	7.5	4.3	19.0	30.8	-11.5	-0.5	-1.5	-2.0	-9.5	2.5	23.5	24.0	-6.8
	Business profit margin	%	1.5%	5.5%	3.6%	3.9%	14.3%	6.8%	-2.5%	-0.6%	-1.9%	-1.2%	-4.8%	2.5%	17.7%	6.0%	-0.8%
MB	Sales revenue	Billion	28.9	30.7	59.5	27.6	32.2	119.3	+1.6	24.9	22.6	47.5	-12.0	23.7	27.3	98.5	-20.8
	Business profit	Billion	1.7	2.3	4.0	1.7	2.6	8.3	+0.9	0.9	0.5	1.4	-2.6	1.2	1.3	3.8	-4.5
	Business profit margin	%	5.9%	7.5%	6.7%	6.0%	8.2%	7.0%	+0.7%	3.7%	2.1%	2.9%	-3.8%	5.0%	4.6%	3.9%	-3.1%
ATG	Sales revenue	Billion	18.9	18.4	37.3	16.4	17.2	70.8	+2.1	15.5	14.5	30.1	-7.2	17.3	17.7	65.1	-5.7
	Business profit	Billion	2.4	2.7	5.2	2.4	2.8	10.4	+1.9	1.8	1.5	3.2	-1.9	3.0	2.6	8.8	-1.6
	Business profit margin	%	13.0%	14.8%	13.9%	14.7%	16.5%	14.7%	+2.4%	11.5%	10.0%	10.8%	-3.1%	17.3%	14.6%	13.5%	-1.2%

<b>Geographical Segment (by Customer Location)</b>																	
Tires	Japan	Billion	42.4	42.4	84.8	42.5	63.6	190.9	-3.9	39.0	33.4	72.5	-12.3	36.1	66.4	174.9	-16.0
	North America	Billion	26.0	31.7	57.7	31.0	32.7	121.4	-0.1	24.2	21.6	45.7	-11.9	30.7	29.3	105.7	-15.7
	Asia	Billion	15.6	17.8	33.4	17.2	19.2	69.9	+0.4	10.7	12.8	23.5	-9.9	17.6	20.7	61.8	-8.1
	Other regions	Billion	16.1	18.1	34.2	17.5	17.8	69.6	+0.4	13.6	11.4	24.9	-9.3	15.4	16.5	56.8	-12.8
MB	Japan	Billion	17.4	18.4	35.9	16.5	19.1	71.5	+0.9	14.9	14.9	29.9	-6.0	13.3	16.5	59.7	-11.8
	North America	Billion	5.4	6.0	11.4	5.6	5.7	22.8	+2.7	5.2	2.2	7.5	-3.9	5.1	4.8	17.3	-5.4
	Asia	Billion	4.1	4.5	8.6	3.8	4.5	16.9	-1.7	3.2	3.5	6.7	-1.9	3.7	4.9	15.3	-1.6
	Other regions	Billion	1.9	1.7	3.6	1.7	2.8	8.2	-0.4	1.6	1.9	3.5	-0.1	1.6	1.1	6.2	-2.0
ATG	Japan	Billion	0	0	0.1	0	0.4	0.5	+0.3	0	0	0.1	+0	0	0	0.1	-0.4
	North America	Billion	8.6	7.3	15.9	7.2	7.5	30.6	-1.7	7.2	6.2	13.3	-2.6	7.0	8.1	28.4	-2.2
	Asia	Billion	0.9	1.3	2.1	1.1	1.1	4.3	+0.6	1.0	0.8	1.9	-0.2	1.3	1.4	4.5	+0.2
	Other regions	Billion	9.4	9.8	19.2	8.0	8.1	35.4	+2.9	7.3	7.5	14.8	-4.4	9.0	8.2	32.1	-3.3
Other	Japan	Billion	1.4	2.1	3.5	2.1	1.7	7.4	-0.2	1.1	1.3	2.3	-1.2	2.1	1.8	6.2	-1.1
	North America	Billion	0	0	0	0	0	0.1	+0	0	0	0	-0	0	0.1	0.1	+0.1
	Asia	Billion	0.3	0.4	0.7	0.2	0.3	1.2	-0.2	0.2	0.4	0.6	-0.1	0.5	0.4	1.4	+0.2
	Other regions	Billion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Capital expenditures	Billion			26.7			51.3				15.6				28.4	
Depreciation & Amortization	Billion			18.0			36.0				18.5				37.5	
R&D expenses	Billion			7.6			15.0				7.1				14.1	

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

## (2) Full year

	Unit	2018		2019		2020		2021			
		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	1H Projection	YoY Change	FY Projection	YoY Change
<b>Profit and Loss</b>											
Sales revenue	Billion	650.2	+4.0	650.5	+0.2	570.6	-79.9	288.0	+40.9	620.0	+49.4
Business profit	Billion	59.3	+1.0	50.1	-9.1	36.8	-13.3	18.0	+15.7	50.0	+13.2
Business profit margin	%	9.1%	+0.1%	7.7%	-1.4%	6.4%	-1.3%	6.3%	+5.3%	8.1%	+1.7%
Operating profit	Billion	53.5	-0.7	58.6	+5.1	36.4	-22.2	18.5	+15.6	50.5	+14.1
Profit attributable to owners of parent	Billion	35.6	-4.4	42.0	+6.3	26.3	-15.7	14.0	+12.7	34.5	+8.2

<b>Factor Analysis of Business Profit (YoY)</b>											
Exchange rate difference	Billion	-0.1		-2.6		-0.8				+0.3	
Raw material prices	Billion	+0.7		+3.1		+12.4				-3.4	
Volume, Prices/ MIX, Special factor	Billion	+2.1		-7.0		-18.6				+11.9	
Production costs	Billion	-0.8		-3.1		-8.1				+3.9	
Fixed cost	Billion	-1.5		-1.9		+8.1				-3.0	
MB, ATG, Other	Billion	+0.6		+2.4		-6.5				+3.7	
<b>Total</b>	<b>Billion</b>	<b>+1.0</b>		<b>-9.1</b>		<b>-13.3</b>				<b>+13.2</b>	

<b>Business Segment</b>												
Tires	Sales revenue	Billion	454.8	-5.1	451.7	-3.1	399.2	-52.5	197.0	+30.4	430.0	+30.8
	Business profit	Billion	42.3	+0.4	30.8	-11.5	24.0	-6.8	10.3	+12.3	33.5	+9.5
	Business profit margin	%	9.3%	+0.2%	6.8%	-2.5%	6.0%	-0.8%	5.2%	+6.4%	7.8%	+1.8%
MB	Sales revenue	Billion	117.8	+3.7	119.3	+1.6	98.5	-20.8	48.0	+0.5	104.0	+5.5
	Business profit	Billion	7.4	-0.4	8.3	+0.9	3.8	-4.5	2.1	+0.7	6.0	+2.2
	Business profit margin	%	6.3%	-0.5%	7.0%	+0.7%	3.9%	-3.1%	4.4%	+1.4%	5.8%	+1.9%
ATG	Sales revenue	Billion	68.7	+5.3	70.8	+2.1	65.1	-5.7	40.0	+9.9	79.0	+13.9
	Business profit	Billion	8.5	+0.9	10.4	+1.9	8.8	-1.6	5.2	+2.0	10.0	+1.2
	Business profit margin	%	12.3%	+0.4%	14.7%	+2.4%	13.5%	-1.2%	13.0%	+2.2%	12.7%	-0.9%

<b>Geographical Segment (by Customer Location)</b>												
Tires	Japan	Billion	194.7	+2.6	190.9	-3.9	174.9	-16.0				
	North America	Billion	121.5	+0.3	121.4	-0.1	105.7	-15.7				
	Asia	Billion	69.5	-4.2	69.9	+0.4	61.8	-8.1				
	Other regions	Billion	69.1	-3.9	69.6	+0.4	56.8	-12.8				
MB	Japan	Billion	70.6	-1.4	71.5	+0.9	59.7	-11.8				
	North America	Billion	20.1	+0.8	22.8	+2.7	17.3	-5.4				
	Asia	Billion	18.6	+2.5	16.9	-1.7	15.3	-1.6				
	Other regions	Billion	8.6	+1.8	8.2	-0.4	6.2	-2.0				
ATG	Japan	Billion	0.2	-0.1	0.5	+0.3	0.1	-0.4				
	North America	Billion	32.4	+3.0	30.6	-1.7	28.4	-2.2				
	Asia	Billion	3.7	+1.1	4.3	+0.6	4.5	+0.2				
	Other regions	Billion	32.4	+1.2	35.4	+2.9	32.1	-3.3				
Other	Japan	Billion	7.5	+0.3	7.4	-0.2	6.2	-1.1				
	North America	Billion	0.1	+0	0.1	+0	0.1	+0.1				
	Asia	Billion	1.4	-0.1	1.2	-0.2	1.4	+0.2				
	Other regions	Billion	-	-	-	-	0	-				

Capital expenditures	Billion	46.9		51.3		28.4				52.5	
Depreciation & Amortization	Billion	36.8		36.0		37.5				40.5	
R&D expenses	Billion	15.2		15.0		14.1					

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