

Year-on-Year Tire Sales Growth (%)		2019 Actual	2020 Actual	2021 Q1 Actual	2021 Q2 Actual	2021 Projection
Japan	OE	96%	85%	93%	168%	103%
	REP	99%	93%	109%	106%	104%
North America		103%	90%	114%	150%	120%
Europe		95%	87%	127%	148%	120%
Russia		93%	96%	110%	136%	105%
China		112%	104%	229%	106%	117%
Asia		105%	92%	136%	192%	127%
Other		129%	76%	114%	146%	118%
Total		102%	92%	122%	132%	113%

Annual Tire Sales Composition Ratio (%)		2019 Actual	2020 Actual	2021 Q1 Actual	2021 Q2 Actual	2021 Projection
Japan	OE	15%	14%	15%	14%	13%
	REP	26%	27%	22%	23%	25%
North America		19%	19%	20%	21%	20%
Europe		6%	6%	6%	6%	6%
Russia		4%	4%	4%	4%	3%
China		15%	17%	18%	17%	18%
Asia		9%	9%	11%	9%	10%
Other		5%	4%	5%	5%	5%
Total		100%	100%	100%	100%	100%

Tire Production Rubber Amount (1,000t)	2019 Actual	2020 Actual	2021 Q1 Actual	2021 Q2 Actual
Japan <small>*Excluding Aichi Tire Industry and ATG</small>	151	132	36	37
Overseas	158	143	44	47
Total	309	275	80	84

(1)Quarter of the year

Profit and Loss	Unit	2019					FY Actual	YoY Change	2020					FY Actual	YoY Change	2021				
		Q1	Q2	1H Actual	Q3	Q4			Q1	Q2	1H Actual	YoY Change	2H Actual			YoY Change	Q1	Q2	1H Actual	YoY Change
Sales revenue	Billion	149.5	161.6	311.1	154.6	184.7	650.5	+0.2	124.1	114.0	238.0	-73.1	313.1	551.1	-99.4	144.6	159.3	303.9	+85.9	
Business profit	Billion	5.8	11.4	17.2	8.6	24.3	50.1	-9.1	1.5	0.5	2.0	-15.2	33.8	35.9	-14.3	14.0	12.3	26.3	+24.3	
Business profit margin	%	3.9%	7.1%	5.5%	5.6%	13.2%	7.7%	-1.4%	1.2%	0.4%	0.9%	-4.6%	10.8%	6.5%	-1.2%	9.7%	7.7%	8.7%	+7.8%	
Operating profit	Billion	12.9	12.2	25.1	8.2	25.2	58.6	+5.1	1.1	1.9	3.0	-22.1	33.0	36.0	-22.6	36.3	12.3	48.6	+45.6	
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	25.1	26.3	-15.7	27.8	9.1	36.6	+35.3	

Factor Analysis of Business Profit (YoY)	Unit	2019	2020	2021
Exchange rate difference	Billion	-0.6	-0.7	-1.3
Raw material prices	Billion	-0.4	+0.8	+0.3
Volume, Prices/ MIX, Special factor	Billion	-3.7	-1.0	-4.6
Production costs	Billion	-1.4	-0.9	-2.3
Fixed cost	Billion	-0.5	+0.1	-0.3
MB, ATG, Others	Billion	+0.7	+1.0	+1.7
Total	Billion	-5.9	-0.7	-6.5

Business Segment		Unit	2019	2020	2021
Tires	Sales revenue	Billion	100.1	110.0	210.1
	Business profit	Billion	1.5	6.0	7.5
	Business profit margin	%	1.5%	5.5%	3.6%
MB	Sales revenue	Billion	28.9	30.7	59.5
	Business profit	Billion	1.7	2.3	4.0
	Business profit margin	%	5.9%	7.5%	6.7%
ATG	Sales revenue	Billion	18.9	18.4	37.3
	Business profit	Billion	2.4	2.7	5.2
	Business profit margin	%	13.0%	14.8%	13.9%

Geographical Segment (by Customer Location)		Unit	2019	2020	2021
Tires	Japan	Billion	42.4	42.4	84.8
	North America	Billion	26.0	31.7	57.7
	Asia	Billion	15.6	17.8	33.4
	Other regions	Billion	16.1	18.1	34.2
MB	Japan	Billion	17.4	18.4	35.9
	North America	Billion	5.4	6.0	11.4
	Asia	Billion	4.1	4.5	8.6
	Other regions	Billion	1.9	1.7	3.6
ATG	Japan	Billion	0	0	0.1
	North America	Billion	8.6	7.3	15.9
	Asia	Billion	0.9	1.3	2.1
	Other regions	Billion	9.4	9.8	19.2
Other	Japan	Billion	1.4	2.1	3.5
	North America	Billion	0	0	0
	Asia	Billion	0.3	0.4	0.7
	Other regions	Billion	—	—	—

Geographical Segment (by Region)		Unit	2019	2020	2021
Japan	Billion	—	—	—	
North America	Billion	—	—	—	
Asia	Billion	—	—	—	
Other regions	Billion	—	—	—	

Capital expenditures	Unit	2019	2020	2021
Capital expenditures	Billion	26.7	18.0	7.6
Depreciation & Amortization	Billion	—	—	—
R&D expenses	Billion	—	—	—

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". 2H FY2020 figures are on a pre-audit basis.

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

(2) Full year

		Unit	2018		2019		2020		2021	
Profit and Loss			Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	FY Projection	YoY Change
	Sales revenue	Billion	650.2	+4.0	650.5	+0.2	551.1	-99.4	655.0	+103.9
	Business profit	Billion	59.3	+1.0	50.1	-9.1	35.9	-14.3	51.5	+15.6
	Business profit margin	%	9.1%	+0.1%	7.7%	-1.4%	6.5%	-1.2%	7.9%	+1.4%
	Operating profit	Billion	53.5	-0.7	58.6	+5.1	36.0	-22.6	73.5	+37.5
	Profit attributable to owners of parent	Billion	35.6	-4.4	42.0	+6.3	26.3	-15.7	57.5	+31.2

Factor Analysis of Business Profit (YoY)										
	Exchange rate difference	Billion	-0.1		-2.6		-0.8		+3.6	
	Raw material prices	Billion	+0.7		+3.1		+12.4		-11.6	
	Volume, Prices/ MIX, Special factor	Billion	+2.1		-7.0		-18.6		12.4	
	Production costs	Billion	-0.8		-3.1		-8.1		+6.4	
	Fixed cost	Billion	-1.5		-1.9		+8.1		-2.3	
	MB, ATG, Other	Billion	+0.6		+2.4		-7.4		+7.1	
	Total	Billion	+1.0		-9.1		-14.3		+15.6	

Business Segment										
Tires	Sales revenue	Billion	454.8	-5.1	451.7	-3.1	399.2	-52.5	465.0	+65.8
	Business profit	Billion	42.3	+0.4	30.8	-11.5	24.0	-6.8	32.5	+8.5
	Business profit margin	%	9.3%	+0.2%	6.8%	-2.5%	6.0%	-0.8%	7.0%	+1.0%
MB	Sales revenue	Billion	117.8	+3.7	119.3	+1.6	79.0	-40.3	84.0	+5.0
	Business profit	Billion	7.4	-0.4	8.3	+0.9	2.9	-5.4	5.0	+2.1
	Business profit margin	%	6.3%	-0.5%	7.0%	+0.7%	3.7%	-3.3%	6.0%	+2.3%
ATG	Sales revenue	Billion	68.7	+5.3	70.8	+2.1	65.1	-5.7	98.0	+32.9
	Business profit	Billion	8.5	+0.9	10.4	+1.9	8.8	-1.6	13.0	+4.2
	Business profit margin	%	12.3%	+0.4%	14.7%	+2.4%	13.5%	-1.2%	13.3%	-0.2%

Geographical Segment (by Customer Location)										
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		49.5	
Depreciation & Amortization	Billion	36.8		36.0		37.5		38.5	
R&D expenses	Billion	15.2		15.0		14.1			

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