

(2) Full year

	Unit	2018		2019		2020		2021	
		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	FY Projection	YoY Change
Profit and Loss									
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	52.5	+16.6
Business profit margin	%	9.1%	+0.1%	7.7%	-1.4%	6.5%	-1.2%	8.0%	+1.5%
Operating profit	Billion	53.5	-0.7	58.6	+5.1	36.0	-22.6	74.5	+38.5
Profit attributable to owners of parent	Billion	35.6	-4.4	42.0	+6.3	26.3	-15.7	58.0	+31.7

Factor Analysis of Business Profit (YoY)									
Exchange rate difference	Billion	-0.1		-2.6		-0.8		+4.1	
Raw material prices	Billion	+0.7		+3.1		+12.4		-15.5	
Volume, Prices/ MIX, Special factor	Billion	+2.1		-7.0		-18.6		+19.3	
Production costs	Billion	-0.8		-3.1		-8.1		+5.0	
Fixed cost	Billion	-1.5		-1.9		+8.1		-3.9	
MB, ATG, Other	Billion	+0.6		+2.4		-7.4		+7.6	
Total	Billion	+1.0		-9.1		-14.3		+16.6	

Business Segment										
Tires	Sales revenue	Billion	454.8	-5.1	451.7	-3.1	399.2	-52.5	460.0	+60.8
	Business profit	Billion	42.3	+0.4	30.8	-11.5	24.0	-6.8	33.0	+9.0
	Business profit margin	%	9.3%	+0.2%	6.8%	-2.5%	6.0%	-0.8%	7.2%	+1.2%
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	4.5	+1.6
	Business profit margin	%	6.3%	-0.5%	7.0%	+0.7%	3.7%	-3.3%	5.4%	+1.7%
ATG	Sales revenue	Billion	68.7	+5.3	70.8	+2.1	65.1	-5.7	103.0	+37.9
	Business profit	Billion	8.5	+0.9	10.4	+1.9	8.8	-1.6	14.0	+5.2
	Business profit margin	%	12.3%	+0.4%	14.7%	+2.4%	13.5%	-1.2%	13.6%	+0.1%

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	45.9	-25.5		
	North America	Billion	20.1	+0.8	22.8	+2.7	15.2	-7.6		
	Asia	Billion	18.6	+2.5	16.9	-1.7	12.2	-4.8		
	Other regions	Billion	8.6	+1.8	8.2	-0.4	5.7	-2.5		
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	0.1	+0.0	0.1	+0.1		
	Asia	Billion	1.4	-0.1	1.2	-0.2	1.4	+0.2		
	Other regions	Billion	-	-	-	-	0.0	-		

Capital expenditures	Billion	46.9		51.3		28.4		45.0	
Depreciation & Amortization	Billion	36.8		36.0		37.5		38.5	
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.

*FY2020 results do not include the Hamatite business, which has been reclassified as a "discontinued operation". FY2020 4Q 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.