

Year-on-Year Tire Sales Growth (%)		2019 Actual	2020 Actual	2021 Q4 Actual	2021 Actual	2022 Projection
Japan	OE	96%	85%	76%	93%	104%
	REP	99%	93%	106%	105%	103%
North America		103%	90%	110%	116%	107%
Europe		95%	87%	127%	122%	106%
Russia		93%	96%	102%	110%	100%
China		112%	104%	87%	106%	119%
Asia Pacific		105%	92%	108%	130%	108%
Other		129%	76%	123%	127%	89%
Total		102%	92%	101%	110%	106%

Annual Tire Sales Composition Ratio (%)		2019 Actual	2020 Actual	2021 Actual	2022 Projection
Japan	OE	15%	14%	12%	12%
	REP	26%	27%	26%	25%
North America		19%	19%	20%	20%
Europe		6%	6%	7%	7%
Russia		4%	4%	4%	4%
China		15%	17%	17%	18%
Asia Pacific		9%	9%	10%	10%
Other		5%	4%	5%	4%
Total		100%	100%	100%	100%

Tire Production Rubber Amount (1,000t)		2019 Actual	2020 Actual	2021 Actual	2022 Projection
*Excluding Aichi Tire Industry and ATG					
Japan		151	132	147	148
Overseas		158	143	177	193
Total		309	275	325	342

## (1)Quarter of the year

Profit and Loss	Unit	2019					2020					2021											
		1Q	2Q	Actual	3Q	4Q	FY Actual	1Q	2Q	Actual	YoY Change	3Q	4Q	FY Actual	YoY Change	1Q	2Q	Actual	YoY Change	3Q	4Q	FY Actual	YoY Change
Sales revenue	Billion	149.5	161.6	311.1	154.6	184.7	650.5	124.1	114.0	238.0	-73.1	138.4	174.6	551.1	-99.4	144.6	159.3	303.9	+65.9	156.6	210.4	670.8	+119.7
Business profit	Billion	5.8	11.4	17.2	8.6	24.3	50.1	1.5	0.5	2.0	-15.2	6.9	27.0	35.9	-14.3	14.0	12.3	26.3	+24.3	10.8	25.0	62.2	+26.3
Business profit margin	%	3.9%	7.1%	5.5%	5.6%	13.2%	7.7%	1.2%	0.4%	0.9%	-4.6%	5.0%	15.4%	6.5%	-1.2%	9.7%	7.7%	8.7%	+7.8%	6.9%	11.9%	9.3%	+2.8%
Operating profit	Billion	12.9	12.2	25.1	8.2	25.2	58.6	1.1	1.9	3.0	-22.1	5.4	27.5	36.0	-22.6	36.3	12.3	48.6	+45.6	10.7	24.3	83.6	+47.6
Profit attributable to owners of parent	Billion	9.1	7.6	16.7	11.6	13.7	42.0	-0.3	1.5	1.3	-15.5	3.1	22.0	26.3	-15.7	27.8	9.1	36.9	+35.7	6.5	22.0	65.5	+39.2

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	-0.2	-0.2	-0.8	+0.5	+1.4	+1.9	+0.8	+1.6	+4.4		
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	+2.2	-2.4	-0.2	-6.6	-9.3	-16.1		
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	+4.1	+2.9	+7.0	+9.6	+7.8	+24.4		
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	+0.9	+6.5	+7.4	-0.2	-0.7	+6.5		
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	+2.1	-0	+2.1	-0.2	-2.3	-0.5		
MB, ATG, Others	Billion	+0.7	+1.0	+1.7	+0.6	+0.1	+2.4	-2.3	-3.4	-5.7	+0	-1.8	-7.4	+2.7	+3.3	+6.0	+0.6	+1.0	+7.6		
Total	Billion	-5.9	-0.7	-6.5	-3.2	+0.6	-9.1	-4.3	-10.9	-15.2	-1.7	+2.7	-14.3	+12.5	+11.8	+24.3	+3.9	-1.9	+26.3		

Business Segment																								
Tires	Sales revenue	Billion	100.1	110.0	210.1	108.3	133.3	451.7	87.4	79.2	166.6	-43.5	99.7	133.0	399.2	-52.5	101.4	109.6	211.0	+44.4	106.3	152.8	470.2	+71.0
	Business profit	Billion	1.5	6.0	7.5	4.3	19.0	30.8	-0.5	-1.5	-2.0	-9.5	2.5	23.5	24.0	-6.8	9.3	7.0	16.3	+18.3	5.9	20.5	42.7	+18.7
	Business profit margin	%	1.5%	5.5%	3.6%	3.9%	14.3%	6.8%	-0.6%	-1.9%	-1.2%	-4.8%	2.5%	17.7%	6.0%	-0.8%	9.2%	6.4%	7.7%	+8.9%	5.5%	13.4%	9.1%	+3.1%
MB	Sales revenue	Billion	28.9	30.7	59.5	27.6	32.2	119.3	19.8	18.6	38.4	-21.1	18.8	21.8	79.0	-40.3	18.7	21.5	40.2	+1.8	19.5	24.7	84.4	+5.4
	Business profit	Billion	1.7	2.3	4.0	1.7	2.6	8.3	0.6	0.5	1.2	-2.8	1.0	0.8	2.9	-5.4	1.0	1.1	2.1	+0.9	0.5	1.1	3.8	+0.9
	Business profit margin	%	5.9%	7.5%	6.7%	6.0%	8.2%	7.0%	3.2%	2.8%	3.0%	-3.7%	5.2%	3.5%	3.7%	-3.3%	5.4%	5.1%	5.2%	+2.2%	2.8%	4.6%	4.5%	+0.8%
ATG	Sales revenue	Billion	18.9	18.4	37.3	16.4	17.2	70.8	15.5	14.5	30.1	-7.2	17.3	17.7	65.1	-5.7	22.5	25.7	48.2	+18.2	28.5	30.6	107.3	+42.2
	Business profit	Billion	2.4	2.7	5.2	2.4	2.8	10.4	1.8	1.5	3.2	-1.9	3.0	2.6	8.8	-1.6	3.5	3.6	7.1	+3.9	4.1	3.5	14.7	+5.9
	Business profit margin	%	13.0%	14.8%	13.9%	14.7%	16.5%	14.7%	11.5%	10.0%	10.8%	-3.1%	17.3%	14.6%	13.5%	-1.2%	15.5%	14.1%	14.8%	+4.0%	14.3%	11.5%	13.7%	+0.2%

Geographical Segment (by Customer Location)																								
Tires	Japan	Billion	42.4	42.4	84.8	42.5	63.6	190.9	39.0	33.4	72.5	-12.3	36.1	66.4	174.9	-16.0	40.6	39.0	79.6	+7.2	34.0	68.7	182.3	+7.4
	North America	Billion	26.0	31.7	57.7	31.0	32.7	121.4	24.2	21.6	45.7	-11.9	30.7	29.3	105.7	-15.7	26.3	32.2	58.5	+12.8	34.0	36.7	129.3	+23.6
	Asia	Billion	15.6	17.8	33.4	17.2	19.2	69.9	10.7	12.8	23.5	-9.9	17.6	20.7	61.8	-8.1	18.9	19.3	38.2	+14.7	19.1	24.8	82.0	+20.3
	Other regions	Billion	16.1	18.1	34.2	17.5	17.8	69.6	13.6	11.4	24.9	-9.3	15.4	16.5	56.8	-12.8	15.7	19.0	34.7	+9.8	19.3	22.6	76.6	+19.8
	MB	Japan	Billion	17.4	18.4	35.9	16.5	19.1	71.5	11.3	11.9	23.2	-12.7	10.0	12.7	45.9	-25.5	10.3	12.8	23.1	-0.1	11.0	14.5	48.7
ATG	North America	Billion	5.4	6.0	11.4	5.6	5.7	22.8	4.6	2.0	6.6	-4.8	4.4	4.2	15.2	-7.6	4.0	3.8	7.8	+1.2	4.2	4.3	16.3	+1.1
	Asia	Billion	4.1	4.5	8.6	3.8	4.5	16.9	2.4	2.9	5.3	-3.3	3.0	3.9	12.2	-4.8	3.6	3.7	7.3	+2.0	3.3	4.1	14.7	+2.5
	Other regions	Billion	1.9	1.7	3.6	1.7	2.8	8.2	1.4	1.9	3.3	-0.3	1.5	0.9	5.7	-2.5	0.9	1.1	2.0	-1.4	1.0	1.9	4.8	-0.9
	Japan	Billion	0.0	0.0	0.1	0.0	0.4	0.5	0.0	0.0	0.1	+0.0	0.0	0.0	0.1	-0.4	0.0	0.0	0.1	-0.0	0.0	0.0	0.1	+0.0
	North America	Billion	8.6	7.3	15.9	7.2	7.5	30.6	7.2	6.2	13.3	-2.6	7.0	8.1	28.4	-2.2	11.3	13.5	24.8	+11.5	14.1	15.2	54.1	+25.7
Other	Asia	Billion	0.9	1.3	2.1	1.1	1.1	4.3	1.0	0.8	1.9	-0.2	1.3	1.4	4.5	+0.2	1.5	1.6	3.1	+1.3	1.1	1.4	5.7	+1.2
	Other regions	Billion	9.4	9.8	19.2	8.0	8.1	35.4	7.3	7.5	14.8	-4.4	9.0	8.2	32.1	-3.3	9.7	10.5	20.2	+5.4	13.2	13.9	47.3	+15.2
	Japan	Billion	1.4	2.1	3.5	2.1	1.7	7.4	1.1	1.3	2.3	-1.2	2.1	1.8	6.2	-1.1	1.5	1.8	3.4	+1.0	1.6	1.6	6.6	+0.4
	North America	Billion	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	-0.0	0.0	0.1	0.1	+0.1	0.0	0.1	0.1	+0.1	0.1	0.1	0.3	+0.1
	Asia	Billion	0.3	0.4	0.7	0.2	0.3	1.2	0.2	0.4	0.6	-0.1	0.5	0.4	1.4	+0.2	0.3	0.6	0.9	+0.4	0.6	0.5	2.0	+0.6

Geographical Segment																							
Japan		Billion															59.8	63.4	123.3		54.9	95.9	274.1
North America		Billion															31.9	37.8	69.8		40.3	43.4	153.5
Asia		Billion															23.0	23.6	46.5		23.0	29.0	98.5
Other regions		Billion															29.9	34.4	64.3		38.4	42.0	144.7

Capital expenditures	Billion				26.7			51.3			15.6			28.4			17.5			38.8
Depreciation & Amortization	Billion				18.0			36.0			18.5			37.5			18.9			38.3
R&D expenses	Billion				7.6			15.0			7.1			14.1			7.6			15.3

\*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	2019		2020		2021		2022			
Profit and Loss		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	1H Projection	YoY Change	FY Projection	YoY Change
Sales revenue	Billion	650.5	+0.2	551.1	-99.4	670.8	+119.7	350.0	+46.1	750.0	+79.2
Business profit	Billion	50.1	-9.1	35.9	-14.3	62.2	+26.3	22.0	-4.3	60.0	-2.2
Business profit margin	%	7.7%	-1.4%	6.5%	-1.2%	9.3%	+2.8%	6.3%	-2.4%	8.0%	-1.3%
Operating profit	Billion	58.6	+5.1	36.0	-22.6	83.6	+47.6	21.5	-27.1	58.5	-25.1
Profit attributable to owners of parent	Billion	42.0	+6.3	26.3	-15.7	65.5	+39.2	15.5	-21.4	40.0	-25.5

Factor Analysis of Business Profit (YoY)											
Exchange rate difference	Billion	-2.6		-0.8		+4.4				+1.6	
Raw material prices	Billion	+3.1		+12.4		-16.1				-24.2	
Volume, Prices/ MIX, Special factor	Billion	-7.0		-18.6		+24.4				+27.0	
Production costs	Billion	-3.1		-8.1		+6.5				-1.1	
Fixed cost	Billion	-1.9		+8.1		-0.5				-8.0	
YOHT	Billion									+0.2	
MB, ATG, Other	Billion	+2.4		-7.4		+7.6				+2.4	
Total	Billion	-9.1		-14.3		+26.3				-2.2	

Business Segment												
Tires	Sales revenue	Billion	451.7	-3.1	399.2	-52.5	470.2	+71.0	300.0	+40.8	647.0	+69.5
	Business profit	Billion	30.8	-11.5	24.0	-6.8	42.7	+18.7	19.3	-4.1	52.7	-4.5
	Business profit margin	%	6.8%	-2.5%	6.0%	-0.8%	9.1%	+3.1%	6.4%	-17.5%	8.1%	-7.9%
YOHT (reference)	(Sales revenue)	Billion							58.0	+9.8	120.0	+12.7
	(Business profit)	Billion							7.5	+0.4	14.9	+0.2
	(Business profit margin)	%							12.9%	+5.3%	12.4%	+1.3%
MB	Sales revenue	Billion	119.3	+1.6	79.0	-40.3	84.4	+5.4	46.0	+5.8	95.0	+10.6
	Business profit	Billion	8.3	+0.9	2.9	-5.4	3.8	+0.9	2.3	+0.2	6.4	+2.6
	Business profit margin	%	7.0%	+0.7%	3.7%	-3.3%	4.5%	+0.8%	5.0%	-0.2%	6.7%	+2.3%
ATG	Sales revenue	Billion	70.8	+2.1	65.1	-5.7	107.3	+42.2				
	Business profit	Billion	10.4	+1.9	8.8	-1.6	14.7	+5.9				
	Business profit margin	%	14.7%	+2.4%	13.5%	-1.2%	13.7%	+0.2%				

Geographical Segment (by Customer Location)												
Tires	Japan	Billion	190.9	-3.9	174.9	-16.0	182.3	+7.4				
	North America	Billion	121.4	-0.1	105.7	-15.7	129.3	+23.6				
	Asia	Billion	69.9	+0.4	61.8	-8.1	82.0	+20.3				
	Other regions	Billion	69.6	+0.4	56.8	-12.8	76.6	+19.8				
MB	Japan	Billion	71.5	+0.9	45.9	-25.5	48.7	+2.7				
	North America	Billion	22.8	+2.7	15.2	-7.6	16.3	+1.1				
	Asia	Billion	16.9	-1.7	12.2	-4.8	14.7	+2.5				
	Other regions	Billion	8.2	-0.4	5.7	-2.5	4.8	-0.9				
ATG	Japan	Billion	0.5	+0.3	0.1	-0.4	0.1	+0.0				
	North America	Billion	30.6	-1.7	28.4	-2.2	54.1	+25.7				
	Asia	Billion	4.3	+0.6	4.5	+0.2	5.7	+1.2				
	Other regions	Billion	35.4	+2.9	32.1	-3.3	47.3	+15.2				
Other	Japan	Billion	7.4	-0.2	6.2	-1.1	6.6	+0.4				
	North America	Billion	0.1	+0.0	0.1	+0.1	0.3	+0.1				
	Asia	Billion	1.2	-0.2	1.4	+0.2	2.0	+0.6				
	Other regions	Billion	—	—	—	—	—	—				

Capital expenditures	Billion	51.3		28.4		38.8				69.5	
Depreciation & Amortization	Billion	36.0		37.5		38.3				40.0	
R&D expenses	Billion	15.0		14.1		12.0					

\*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".

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

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