

Year-on-Year Tire Sales Growth (%)		2021 Actual	2022 Q4 Actual	2022 Actual	2023 Projection
Japan	OE	93%	111%	98%	114%
	REP	105%	94%	108%	100%
North America		116%	101%	103%	106%
Europe		122%	76%	101%	104%
Russia		110%	57%	59%	-
China		106%	73%	97%	108%
Asia Pacific		130%	109%	119%	107%
Other		127%	97%	101%	92%
Total		110%	93%	103%	105%

Annual Tire Sales Composition Ratio (%)		2021 Actual	2022年 Actual	2023 Projection
Japan	OE	12%	12%	13%
	REP	26%	27%	26%
North America		20%	20%	21%
Europe		7%	6%	7%
Russia		4%	2%	-
China		17%	16%	17%
Asia Pacific		10%	12%	12%
Other		5%	5%	5%
Total		100%	100%	100%

Tire Production Rubber Amount (1,000t)		2021 Actual	2022 Actual	2023 Projection
Japan		147	153	155
Overseas		177	179	198
Total		325	332	352

(1)Quarter of the year

	Unit	2021								2022							
		1Q	2Q	3Q	4Q	FY	YoY	1Q	2Q	3Q	4Q	FY	YoY				
Profit and Loss																	
Sales revenue	Billion	144.6	159.3	303.9	+65.9	156.6	210.4	670.8	+119.7	185.6	205.9	391.5	+87.6	224.3	244.7	860.5	+189.7
Business profit	Billion	14.0	12.3	26.3	+24.3	10.8	25.0	62.2	+26.3	13.7	14.1	27.7	+1.4	18.4	24.0	70.1	+7.9
Business profit margin	%	9.7%	7.7%	8.7%	+7.8%	6.9%	11.9%	9.3%	+2.8%	7.4%	6.8%	7.1%	-1.6%	8.2%	9.8%	8.1%	-1.2%
Operating profit	Billion	36.3	12.3	48.6	+45.6	10.7	24.3	83.6	+47.6	13.5	13.4	26.9	-21.7	18.4	23.5	68.9	-14.8
Profit attributable to owners of parent	Billion	27.8	9.1	36.9	+35.7	6.5	22.0	65.5	+39.2	10.2	13.2	23.3	-13.6	10.0	12.6	45.9	-19.6

Factor Analysis of Business Profit (YoY)		2021		2022	
Exchange rate difference	Billion	+0.5	+1.4	+1.9	+0.8
Raw material prices	Billion	+2.2	-2.4	-0.2	-6.6
Volume, Prices/ MIX, Special factor	Billion	+4.1	+2.9	+7.0	+9.6
Production costs	Billion	+0.9	+6.5	+7.4	-0.2
Fixed cost	Billion	+2.1	-0	+2.1	-0.2
YOHT	Billion				
MB, ATG, Others	Billion	+2.7	+3.3	+6.0	+0.6
Total	Billion	+12.5	+11.8	+24.3	+3.9

Business Segment		2021		2022	
Tires	Sales revenue	101.4	109.6	211.0	+44.4
	Business profit	9.2	7.0	16.3	+18.3
	Business profit margin	9.1%	6.4%	7.7%	+8.9%
YOHT	Sales revenue	22.5	25.7	48.2	+18.2
	Business profit	3.5	3.6	7.1	+3.9
	Business profit margin	15.5%	14.1%	14.8%	+4.0%
Tire total	Sales revenue	124.0	135.3	259.2	+44.3
	Business profit	12.7	10.6	23.4	+18.7
	Business profit margin	10.3%	7.8%	9.0%	+1.2%
MB	Sales revenue	18.7	21.5	40.2	+1.8
	Business profit	1.0	1.1	2.1	+0.9
	Business profit margin	5.4%	5.1%	5.2%	+2.2%

Geographical Segment (by Customer Location)		2021		2022	
Tires	Japan	40.6	39.0	79.6	+7.2
	North America	26.3	32.2	58.5	+12.8
	Asia	18.9	19.3	38.2	+14.7
	Other regions	15.7	19.0	34.7	+9.8
YOHT	Japan	0	0	0.1	-0
	North America	11.3	13.5	24.8	+11.5
	Asia	1.5	1.6	3.1	+1.3
	Other regions	9.7	10.5	20.2	+5.4
Tire total	Japan	40.6	39.1	79.7	+7.2
	North America	37.6	45.7	83.3	+15.7
	Asia	20.4	20.9	41.3	+10.8
	Other regions	25.4	29.6	54.9	+9.5
MB	Japan	10.3	12.8	23.1	-0.1
	North America	4.0	3.8	7.8	+1.2
	Asia	3.6	3.7	7.3	+2.0
	Other regions	0.9	1.1	2.0	-1.4
Other	Japan	1.5	1.8	3.4	+1.0
	North America	0	0.1	0.1	0.1
	Asia	0.3	0.6	0.9	+0.4
	Other regions	-	-	-	-

Geographical Segment		2021		2022	
Japan	Billion	59.8	63.4	123.3	+63.5
North America	Billion	31.9	37.8	69.8	+37.9
Asia	Billion	23.0	23.6	46.5	+23.5
Other regions	Billion	29.9	34.4	64.3	+34.4

Capital expenditures	Billion			17.5			38.8	12.9	14.1	27.0	15.0	13.0	54.9
Depreciation & Amortization	Billion			18.9			38.3	9.8	10.2	20.0	10.9	11.0	41.9
R&D expenses	Billion			7.6			15.3	3.8	4.2	8.0	3.7	4.3	16.0

*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	2020		2021		2022		2023			
Profit and Loss		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	1H Projection	YoY Change	FY Projection	YoY Change
Sales revenue	Billion	551.1	-99.4	670.8	+119.7	860.5	+189.7	426.0	+34.5	900.0	+39.5
Business profit	Billion	35.9	-14.3	62.2	+26.3	70.1	+7.9	24.0	-3.7	73.0	+2.9
Business profit margin	%	6.5%	-1.2%	9.3%	+2.8%	8.1%	-1.2%	5.6%	-1.5%	8.1%	-0.0%
Operating profit	Billion	36.0	-22.6	83.6	+47.6	68.9	-14.8	24.0	-2.9	73.0	+4.1
Profit attributable to owners of parent	Billion	26.3	-15.7	65.5	+39.2	45.9	-19.6	15.0	-8.3	46.0	+0.1

Factor Analysis of Business Profit (YoY)											
Exchange rate difference	Billion	-0.8		+4.4		+13.2					-4.5
Raw material prices	Billion	+12.4		-16.1		-34.4					+3.6
Volume, Prices/ MIX, Special factor	Billion	-18.6		+24.4		+32.4					+24.4
Production costs	Billion	-8.1		+6.5		-4.1					-7.7
Fixed cost	Billion	+8.1		-0.5		-4.9					-10.8
YOHT	Billion					+7.4					-4.4
MB, ATG, Other	Billion	-7.4		+7.6		-1.7					+2.3
Total	Billion	-14.3		+26.3		+7.9					+2.9

Business Segment												
Tires	Sales revenue	Billion	399.2	-52.5	470.2	+71.0	598.5	+128.3	299.0	+36.9	641.5	+43.0
	Business profit	Billion	24.0	-6.8	42.5	+18.5	44.7	+2.2	14.5	+0.2	49.8	+5.1
	Business profit margin	%	6.0%	-0.8%	9.0%	+3.0%	7.5%	-1.6%	4.8%	-0.7%	7.8%	+0.3%
YOHT	(Sales revenue)	Billion	65.1	-5.7	107.3	+42.2	155.8	+48.5	73.0	-6.1	146.0	-9.8
	(Business profit)	Billion	8.8	-1.6	14.7	+5.9	22.1	+7.4	8.8	-3.3	17.7	-4.4
	(Business profit margin)	%	13.5%	-1.2%	13.7%	+0.2%	14.2%	+0.5%	12.1%	-3.1%	12.1%	-2.1%
Tire total	Sales revenue	Billion					754.3		372.0	+30.8	787.5	+33.2
	Business profit	Billion					66.8		23.3	-3.1	67.5	+0.7
	Business profit margin	%					8.9%		6.3%	-1.4%	8.6%	-0.3%
MB	Sales revenue	Billion	79.0	-40.3	84.4	+5.4	96.2	+11.8	49.0	+3.9	102.5	+6.3
	Business profit	Billion	2.9	-5.4	3.8	+0.9	4.0	+0.2	2.1	+1.1	6.2	+2.2
	Business profit margin	%	3.7%	-3.3%	4.5%	+0.8%	4.1%	-0.4%	4.3%	+2.1%	6.0%	+1.9%

Geographical Segment (by Customer Location)												
Tires	Japan	Billion	174.9	-16.0	182.3	+7.4	199.0	+16.7				
	North America	Billion	105.7	-15.7	129.3	+23.6	196.7	+67.4				
	Asia	Billion	61.8	-8.1	82.0	+20.3	110.7	+28.7				
	Other regions	Billion	56.8	-12.8	76.6	+19.8	92.1	+15.5				
YOHT	Japan	Billion	0.1	-0.4	0.1	+0	0.2	+0				
	North America	Billion	28.4	-2.2	54.1	+25.7	82.7	+28.6				
	Asia	Billion	4.5	+0.2	5.7	+1.2	6.0	+0.3				
	Other regions	Billion	32.1	-3.3	47.3	+15.2	66.9	+19.6				
MB	Japan	Billion	45.9	-25.5	48.7	+2.7	51.8	+3.2				
	North America	Billion	15.2	-7.6	16.3	+1.1	23.6	+7.4				
	Asia	Billion	12.2	-4.8	14.7	+2.5	15.5	+0.8				
	Other regions	Billion	5.7	-2.5	4.8	-0.9	5.3	+0.5				
Other	Japan	Billion	6.2	-1.1	6.6	+0.4	6.8	+0.2				
	North America	Billion	0.1	+0.1	0.3	+0.1	0.3	-0.0				
	Asia	Billion	1.4	+0.2	2.0	+0.6	2.8	+0.8				
	Other regions	Billion	-	-	-	-	0	-				

Capital expenditures	Billion	28.4		38.8		54.9				66.0	
Depreciation & Amortization	Billion	37.5		38.3		41.9				45.0	
R&D expenses	Billion	14.1		15.3		16.0					

*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.