

## Supplementary Information of 2023 Q3

The Yokohama Rubber Co., Ltd.  
Nov. 10 2023

Year-on-Year Tire Sales Growth (%)		2022 Actual	2023 1Q Actual	2023 2Q Actual	2023 3Q Actual	2023 Projection
Japan	OE	98%	109%	117%	108%	114%
	REP	108%	99%	97%	91%	97%
North America		103%	100%	102%	97%	100%
Europe		101%	115%	89%	97%	101%
Russia		59%	76%	273%	191%	-
China		97%	77%	94%	84%	95%
Asia Pacific		119%	113%	100%	103%	107%
Other		101%	146%	101%	90%	107%
Total		103%	100%	102%	97%	102%

Annual Tire Sales Composition Ratio (%)		2022 Actual	2023 1Q Actual	2023 2Q Actual	2023 3Q Actual	2023 Projection
Japan	OE	12%	13%	12%	13%	13%
	REP	27%	25%	23%	22%	26%
North America		20%	20%	21%	21%	20%
Europe		6%	7%	6%	7%	7%
Russia		2%	3%	3%	4%	-
China		16%	13%	15%	15%	15%
Asia Pacific		12%	12%	13%	13%	13%
Other		5%	6%	6%	5%	5%
Total		100%	100%	100%	100%	100%

Tire Production Rubber Amount (1,000t)		2022 Actual	2023 1Q Actual	2023 2Q Actual	2023 3Q Actual	2023 Projection
Japan		153	38	38	36	148
Overseas		179	42	43	45	177
Total		332	80	81	81	325

## (1)Quarter of the year

Profit and Loss	Unit	2022							2023							
		1Q	2Q	1H Actual	YoY Change	3Q	4Q	FY Actual	YoY Change	1Q	2Q	1H Actual	YoY Change	3Q	1-3Q Actual	YoY Change
Sales revenue	Billion	185.6	205.9	391.5	+87.6	224.3	244.7	860.5	+189.7	204.3	238.9	443.2	+51.7	249.3	692.5	+76.7
Business profit	Billion	13.7	14.1	27.7	+1.4	18.4	24.0	70.1	+7.9	13.0	12.6	25.6	-2.2	23.6	49.2	+3.1
Business profit margin	%	7.4%	6.8%	7.1%	-1.6%	8.2%	9.8%	8.1%	-1.2%	6.4%	5.3%	5.8%	-1.3%	9.5%	7.1%	-0.4%
Operating profit	Billion	13.5	13.4	26.9	-21.7	18.4	23.5	68.9	-14.8	13.2	15.0	28.2	+1.2	24.2	52.4	+7.0
Profit attributable to owners of parent	Billion	10.2	13.2	23.3	-13.6	10.0	12.6	45.9	-19.6	9.7	18.0	27.7	+4.4	16.9	44.6	+11.3

Factor Analysis of Business Profit (YoY)															
Exchange rate difference	Billion	+1.3	+4.1	+5.4		+4.3	+3.6	+13.2		+3.9	+0.7	+4.5		+0.3	4.9
Raw material prices	Billion	-9.1	-8.2	-17.3		-9.3	-7.7	-34.4		-5.9	+0.7	-5.2		+4.7	-0.5
Volume, Prices/ MIX, Special factor	Billion	+9.2	+4.7	+13.9		+14.1	+4.4	+32.4		+7.0	+4.3	+11.3		+5.6	16.9
Production costs	Billion	-0.4	+0.0	-0.4		-1.0	-2.7	-4.1		-3.1	-3.0	-6.1		-3.7	-9.8
Fixed cost	Billion	-1.6	-2.0	-3.6		-2.0	+0.7	-4.9		-2.2	-1.1	-3.3		-0.4	-3.7
YOHT	Billion	+1.9	+3.1	+4.9		+1.6	+0.8	+7.4		-1.1	-2.5	-3.6		-2.1	-5.8
Y-TWS	Billion										-1.0	-1.0		-0.1	-1.1
MB, Others	Billion	-1.6	+0.1	-1.6		-0.0	-0.1	-1.7		+0.8	+0.4	+1.3		+0.9	2.2
Total	Billion	-0.3	+1.8	+1.4		+7.6	-1.1	+7.9		-0.7	-1.5	-2.2		+5.3	3.1

Business Segment																	
Tires	Sales revenue	Billion	126.5	135.6	262.1	+51.1	157.2	179.2	598.5	+128.3	146.5	145.4	291.9	+29.8	155.2	447.0	+27.8
	Business profit	Billion	8.6	5.7	14.3	-1.9	11.8	18.6	44.7	+2.2	8.3	7.2	15.5	+1.2	18.3	33.8	+7.7
	Business profit margin	%	6.8%	4.2%	5.5%	-2.2%	7.5%	10.4%	7.5%	-1.5%	5.7%	5.0%	5.3%	-0.1%	11.8%	7.6%	+1.3%
YOHT	Sales revenue	Billion	36.4	42.8	79.1	+30.9	41.0	35.7	155.8	+48.5	33.2	33.9	67.1	-12.0	31.5	98.6	-21.5
	Business profit	Billion	5.4	6.7	12.1	+4.9	5.7	4.4	22.1	+7.4	4.2	4.2	8.4	-3.6	3.6	12.0	-5.8
	Business profit margin	%	14.8%	15.6%	15.2%	+0.5%	13.9%	12.2%	14.2%	+0.5%	12.8%	12.3%	12.6%	-2.7%	11.3%	12.2%	-2.6%
Y-TWS	Sales revenue	Billion										30.5	30.5	+30.5	36.8	67.3	+67.3
	Business profit	Billion										-1.0	-1.0	-1.0	-0.1	-1.1	-1.1
	Business profit margin	%										-3.3%	-3.3%	-3.3%	-0.2%	-1.6%	-1.6%
Tire total	Sales revenue	Billion	162.9	178.3	341.2	+82.0	198.2	214.9	754.3	+176.8	179.7	209.8	389.5	+48.2	223.5	612.9	+73.6
	Business profit	Billion	14.0	12.4	26.4	+3.0	17.5	23.0	66.8	+9.6	12.6	10.4	23.0	-3.4	21.8	44.8	+9.9
	Business profit margin	%	8.6%	6.9%	7.7%	-1.3%	8.8%	10.7%	8.9%	-1.0%	7.0%	5.0%	5.9%	-1.8%	9.7%	7.3%	-0.8%
MB	Sales revenue	Billion	20.5	24.7	45.1	+4.9	23.4	27.7	96.2	+11.8	22.5	26.5	49.0	+3.9	23.9	72.9	+4.3
	Business profit	Billion	-0.2	1.2	1.0	-1.1	0.7	2.2	4.0	+0.2	0.6	2.1	2.7	+1.7	1.6	4.4	+2.6
	Business profit margin	%	-1.2%	5.0%	2.2%	-3.0%	3.1%	8.1%	4.1%	-0.4%	2.8%	7.9%	5.6%	+3.3%	6.9%	6.0%	+3.5%

Geographical Segment (by Customer Location)																	
Tires	Japan	Billion	46.0	38.9	84.9	+5.3	42.9	71.2	199.0	+16.7	49.2	44.3	93.5	+8.6	42.9	136.4	+8.6
	North America	Billion	37.5	46.9	84.5	+25.9	56.4	55.8	196.7	+67.4	45.0	47.4	92.3	+7.9	55.8	148.1	+7.2
	Asia	Billion	24.2	27.7	51.9	+13.8	31.1	27.7	110.7	+28.7	25.8	28.0	53.8	+1.8	29.7	83.5	+0.5
	Other regions	Billion	18.7	22.1	40.8	+6.1	26.8	24.5	92.1	+15.5	26.6	25.7	52.2	+11.5	26.8	79.0	+11.4
YOHT	Japan	Billion	0.0	0.1	0.1	+0.0	0.0	0.0	0.2	+0.0	0.1	0.1	0.1	+0.0	0.0	0.1	+0.0
	North America	Billion	19.2	23.0	42.3	+17.5	22.5	18.0	82.7	+28.6	16.6	16.5	33.1	-9.2	16.0	49.0	-15.7
	Asia	Billion	1.2	1.4	2.6	-0.6	1.5	1.9	6.0	+0.3	1.5	1.5	3.1	+0.5	1.6	4.7	+0.6
	Other regions	Billion	15.9	18.4	34.2	+13.9	17.0	15.7	66.9	+19.6	15.0	15.9	30.9	-3.3	13.9	44.7	-6.5
Y-TWS	Japan	Billion										0.0	0.0		0.0	0.1	+0.1
	North America	Billion										6.0	6.0		7.9	14.0	+14.0
	Asia	Billion										1.1	1.1		1.6	2.7	+2.7
	Other regions	Billion										23.3	23.3		27.2	50.5	+50.5
Tire total	Japan	Billion	46.1	38.9	85.0	+5.3	42.9	71.2	199.1	+16.7	49.3	44.4	93.7	+8.7	43.0	136.6	+8.7
	North America	Billion	56.8	69.9	126.7	+43.4	78.9	73.8	279.4	+96.0	61.5	69.9	131.4	+4.7	79.7	211.1	+5.5
	Asia	Billion	25.4	29.1	54.5	+13.2	32.5	29.6	116.7	+29.0	27.3	30.7	57.9	+3.4	33.0	90.9	+3.8
	Other regions	Billion	34.6	40.4	75.0	+20.0	43.8	40.3	159.1	+35.2	41.6	64.9	106.4	+31.5	67.8	174.3	+55.5
MB	Japan	Billion	11.7	13.0	24.7	+1.6	11.8	15.3	51.8	+3.2	11.7	14.9	26.5	+1.8	12.4	38.9	+2.4
	North America	Billion	4.6	6.1	10.7	+2.9	6.5	6.5	23.6	+7.4	5.7	6.0	11.7	+1.0	6.0	17.7	+0.5
	Asia	Billion	3.1	4.5	7.6	+0.3	3.7	4.1	15.5	+0.8	3.1	3.5	6.5	-1.1	2.7	9.3	-2.1
	Other regions	Billion	1.1	1.0	2.2	+0.2	1.4	1.8	5.3	+0.5	2.1	2.2	4.3	+2.1	2.8	7.1	+3.5
Other	Japan	Billion	1.7	1.8	3.4	+0.1	1.8	1.5	6.8	+0.2	1.6	1.8	3.4	-0.1	1.6	5.0	-0.3
	North America	Billion	0.0	0.2	0.2	+0.1	0.1	0.0	0.3	-0.0	0.0	0.0	0.0	-0.1	0.0	0.0	-0.2
	Asia	Billion	0.5	1.0	1.5	+0.6	0.8	0.6	2.8	+0.8	0.6	0.7	1.2	-0.3	0.4	1.6	-0.6
	Other regions	Billion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Geographical Segment															
Japan	Billion	66.8	67.7	134.5		69.2	101.0	304.8		74.3	72.8	147.1		66.3	213.4
North America	Billion	43.9	54.1	97.9		64.3	63.1	225.3		53.0	55.3	108.3		63.5	171.8
Asia	Billion	28.8	31.9	60.7		36.0	33.4	130.2		30.6	33.2	63.8		35.2	99.0
YOHT	Billion										33.9	33.9		31.5	65.4
Y-TWS	Billion										30.5	30.5		36.8	67.3
Other regions	Billion	46.1	52.2	98.3		54.7	47.2	200.2		46.4	13.2	59.5		16.1	75.6

Capital expenditures	Billion	12.9	14.1	27.0		15.0	13.0	54.9		13.2	14.0	27.2		19.0	46.2
Depreciation & Amortization	Billion	9.8	10.2	20.0		10.9	11.0	41.9		10.7	12.9	23.6		13.5	37.2
R&D expenses	Billion	3.8	4.2	8.0		3.7	4.3	16.0		4.0	4.3	8.3		4.7	13.0

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

(2) Full year

	Unit	2020		2021		2022		2023	
Profit and Loss		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	FY Projection	YoY Change
Sales revenue	Billion	551.1	-99.4	670.8	+119.7	860.5	+189.7	1,000.0	+139.5
Business profit	Billion	35.9	-14.3	62.2	+26.3	70.1	+7.9	90.0	+19.9
Business profit margin	%	6.5%	-1.2%	9.3%	+2.8%	8.1%	-1.2%	9.0%	+0.9%
Operating profit	Billion	36.0	-22.6	83.6	+47.6	68.9	-14.8	92.5	+23.6
Profit attributable to owners of parent	Billion	26.3	-15.7	65.5	+39.2	45.9	-19.6	62.5	+16.6

Factor Analysis of Business Profit (YoY)									
Exchange rate difference	Billion	-0.8		+4.4		+13.2		+4.8	
Raw material prices	Billion	+12.4		-16.1		-34.4		+5.6	
Volume, Prices/ MIX, Special factor	Billion	-18.6		+24.4		+32.4		+30.0	
Production costs	Billion	-8.1		+6.5		-4.1		-10.3	
Fixed cost	Billion	+8.1		-0.5		-4.9		-11.1	
YOHT	Billion					+7.4		-5.1	
Y-TWS	Billion							+3.0	
MB, ATG, Other	Billion	-7.4		+7.6		-1.7		+3.1	
Total	Billion	-14.3		+26.3		+7.9		+19.9	

Business Segment										
Tires	Sales revenue	Billion	399.2	-52.5	470.2	+71.0	598.5	+128.3	654.0	+55.5
	Business profit	Billion	24.0	-6.8	42.5	+18.5	44.7	+2.2	63.7	+19.0
	Business profit margin	%	6.0%	-0.8%	9.0%	+3.0%	7.5%	-1.6%	9.7%	+2.3%
YOHT	Sales revenue	Billion	65.1	-5.7	107.3	+42.2	155.8	+48.5	134.0	-21.8
	Business profit	Billion	8.8	-1.6	14.7	+5.9	22.1	+7.4	17.0	-5.1
	Business profit margin	%	13.5%	-1.2%	13.7%	+0.2%	14.2%	+0.5%	12.7%	-1.5%
Y-TWS	Sales revenue	Billion							102.0	
	Business profit	Billion							3.0	
	Business profit margin	%							2.9%	
Tire total	Sales revenue	Billion					754.3		890.0	+135.7
	Business profit	Billion					66.8		83.7	+16.9
	Business profit margin	%					8.9%		9.4%	+0.5%
MB	Sales revenue	Billion	79.0	-40.3	84.4	+5.4	96.2	+11.8	101.5	+5.3
	Business profit	Billion	2.9	-5.4	3.8	+0.9	4.0	+0.2	6.2	+2.2
	Business profit margin	%	3.7%	-3.3%	4.5%	+0.8%	4.1%	-0.4%	6.1%	+2.0%

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	0.2	+0.0		
	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		
Tire total	Japan	Billion								
	North America	Billion								
	Asia	Billion								
	Other regions	Billion								
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	-	-	-	-	-	-		

Capital expenditures	Billion	28.4		38.8		54.9		69.0	
Depreciation & Amortization	Billion	37.5		38.3		41.9		51.0	
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.

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

\*Capital expenditure and depreciation & amortization in the FY2023 projection don't include the Y-TWS portion.

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