

Supplementary Information of 2024 Q2

The Yokohama Rubber Co., Ltd.  
Aug. 9 2024

(1) Quarter of the year

	Unit	2023								2024			
				1H	YoY			YoY			1H	YoY	
		1Q	2Q	Actual	Change	3Q	4Q	Actual	Change	1Q	2Q	Actual	Change
<b>Profit and loss</b>													
Sales revenue	Billion	204.3	238.9	443.2	+51.7	249.3	292.8	985.3	+124.9	252.4	272.9	525.3	+82.1
Business profit	Billion	13.0	12.6	25.6	-2.2	23.6	49.9	99.1	+29.0	24.9	29.7	54.6	+29.0
Business profit margin	%	6.4%	5.3%	5.8%	-1.3%	9.5%	17.1%	10.1%	+2.0%	9.8%	10.9%	10.4%	+4.6%
Operating profit	Billion	13.2	15.0	28.2	+1.2	24.2	48.0	100.4	+31.5	26.8	29.5	56.3	+28.1
Profit attributable to owners of parent	Billion	9.7	18.0	27.7	+4.4	16.9	22.7	67.2	+21.3	19.8	26.8	46.6	+18.9

<b>Factor Analysis of Business Profit (YoY)</b>													
	Unit	2023	2024	YoY	YoY	YoY	YoY	YoY	YoY	2024	2024	YoY	YoY
		1Q	2Q	Actual	Change	3Q	4Q	Actual	Change	1Q	2Q	Actual	Change
Exchange rate difference	Billion	+3.9	+0.7	+4.5	/	+0.3	+0.3	+5.2	/	+2.5	+3.5	+6.1	/
Raw material prices	Billion	-5.9	+0.7	-5.2	/	+4.7	+6.7	+6.2	/	+2.0	+0.7	+2.7	/
Volume, Prices/MIX, Special factor	Billion	+7.0	+4.3	+11.3	/	+5.6	+14.3	+31.2	/	-0.1	+9.5	+9.4	/
Production costs	Billion	-3.1	-3.0	-6.1	/	-3.7	-0.7	-10.6	/	+0.4	+1.2	+1.6	/
Fixed cost	Billion	-2.2	-1.1	-3.3	/	-0.4	-0.5	-4.2	/	+0.6	-1.1	-0.5	/
YOHT	Billion	-1.1	-2.5	-3.6	/	-2.1	+1.2	-4.5	/	+1.5	+0.2	+1.7	/
Y-TWS	Billion	/	-1.0	-1.0	/	-0.1	+2.9	+1.8	/	+3.8	+3.9	+7.7	/
MB, Other	Billion	+0.8	+0.4	+1.3	/	+0.9	+1.7	+3.9	/	+1.1	-0.8	+0.3	/
<b>Total</b>	<b>Billion</b>	<b>-0.7</b>	<b>-1.5</b>	<b>-2.2</b>	<b>/</b>	<b>+5.3</b>	<b>+26.0</b>	<b>+29.0</b>	<b>/</b>	<b>+11.8</b>	<b>+17.2</b>	<b>+29.0</b>	<b>/</b>

<b>Business Segment</b>														
	Unit	2023	2024	YoY	YoY	YoY	YoY	YoY	YoY	2024	2024	YoY	YoY	
		1Q	2Q	Actual	Change	3Q	4Q	Actual	Change	1Q	2Q	Actual	Change	
Tires	Sales revenue	Billion	146.5	145.4	291.9	+29.8	155.2	192.0	639.0	+40.5	146.3	165.8	312.1	+20.2
	Business profit	Billion	8.3	7.2	15.5	+1.2	18.3	38.8	72.6	+27.9	13.8	21.0	34.8	+19.2
	Business profit margin	%	5.7%	5.0%	5.3%	-0.1%	11.8%	20.2%	11.4%	+3.9%	9.4%	12.7%	11.1%	+5.8%
YOHT	Sales revenue	Billion	33.2	33.9	67.1	-12.0	31.5	33.5	132.1	-23.7	37.9	37.3	75.1	+8.0
	Business profit	Billion	4.2	4.2	8.4	-3.6	3.6	5.6	17.6	-4.5	5.8	4.4	10.2	+1.7
	Business profit margin	%	12.8%	12.3%	12.6%	-2.7%	11.3%	16.7%	13.3%	-0.9%	15.2%	11.8%	13.5%	+1.0%
Y-TWS	Sales revenue	Billion	/	30.5	30.5	+30.5	36.8	36.5	103.7	+103.7	42.6	39.8	82.4	+51.9
	Business profit	Billion	/	-1.0	-1.0	-1.0	-0.1	2.9	1.8	+1.8	3.8	2.9	6.7	+7.7
	Business profit margin	%	/	-3.3%	-3.3%	-3.3%	-0.2%	8.0%	1.8%	+1.8%	8.9%	7.4%	8.2%	+11.5%
Tire total	Sales revenue	Billion	179.7	209.8	389.5	+48.2	223.5	261.9	874.9	+120.6	226.7	242.9	469.6	+80.1
	Business profit	Billion	12.6	10.4	23.0	-3.4	21.8	47.3	92.0	+25.2	23.4	28.3	51.7	+28.7
	Business profit margin	%	7.0%	5.0%	5.9%	-1.8%	9.7%	18.0%	10.5%	+1.7%	10.3%	11.7%	11.0%	+5.1%
MB	Sales revenue	Billion	22.5	26.5	49.0	+3.9	23.9	29.0	101.9	+5.6	23.8	27.8	51.6	+2.5
	Business profit	Billion	0.6	2.1	2.7	+1.7	1.6	2.8	7.2	+3.2	1.4	2.0	3.4	+0.7
	Business profit margin	%	2.8%	7.9%	5.6%	+3.3%	6.9%	9.6%	7.0%	+2.9%	5.8%	7.3%	6.6%	+1.0%

<b>Geographical Segment (by Customer Location)</b>														
	Unit	2023	2024	YoY	YoY	YoY	YoY	YoY	YoY	2024	2024	YoY	YoY	
		1Q	2Q	Actual	Change	3Q	4Q	Actual	Change	1Q	2Q	Actual	Change	
Tires	Japan	Billion	49.2	44.3	93.5	+8.6	42.9	80.4	216.8	+17.9	46.4	50.3	96.7	+3.2
	North America	Billion	45.0	47.4	92.3	+7.9	55.8	51.7	199.8	+3.1	45.5	52.3	97.8	+5.4
	Asia	Billion	25.8	28.0	53.8	+1.8	29.7	32.3	115.8	+5.0	27.5	32.0	59.5	+5.7
	Other regions	Billion	26.6	25.7	52.2	+11.5	26.8	27.6	106.6	+14.5	26.9	31.2	58.2	+5.9
YOHT	Japan	Billion	0.1	0.1	0.1	+0	0	0	0.2	+0	0.1	0	0.1	-0
	North America	Billion	16.6	16.5	33.1	-9.2	16.0	15.7	64.7	-18.0	17.9	16.5	34.4	+1.4
	Asia	Billion	1.5	1.5	3.1	+0.5	1.6	1.8	6.6	+0.6	2.1	2.1	4.3	+1.2
	Other regions	Billion	15.0	15.9	30.9	-3.3	13.9	15.9	60.7	-6.3	17.8	18.6	36.4	+5.5
Y-TWS	Japan	Billion	/	0	0	/	0	0.1	0.1	/	0.1	0.1	0.1	+0.1
	North America	Billion	/	6.0	6.0	/	7.9	7.4	21.4	/	7.8	8.3	16.1	+10.1
	Asia	Billion	/	1.1	1.1	/	1.6	1.5	4.2	/	2.2	1.8	4.0	+2.9
	Other regions	Billion	/	23.3	23.3	/	27.2	27.5	78.0	/	32.5	29.6	62.1	+38.8
Tire total	Japan	Billion	49.3	44.4	93.7	+8.7	43.0	80.5	217.2	+18.0	46.5	50.4	96.9	+3.2
	North America	Billion	61.5	69.9	131.4	+4.7	79.7	74.8	285.9	+6.5	71.2	77.1	148.3	+16.8
	Asia	Billion	27.3	30.7	57.9	+3.4	33.0	35.6	126.5	+9.8	31.8	36.0	67.8	+9.8
	Other regions	Billion	41.6	64.9	106.4	+31.5	67.8	71.0	245.3	+86.2	77.2	79.4	156.7	+50.2
MB	Japan	Billion	11.7	14.9	26.5	+1.8	12.4	16.2	55.2	+3.3	11.8	15.0	26.8	+0.3
	North America	Billion	5.7	6.0	11.7	+1.0	6.0	5.4	23.0	-0.6	6.1	6.6	12.8	+1.1
	Asia	Billion	3.1	3.5	6.5	-1.1	2.7	4.7	14.0	-1.5	3.2	3.3	6.5	-0
	Other regions	Billion	2.1	2.2	4.3	+2.1	2.8	2.7	9.7	+4.4	2.7	2.8	5.5	+1.2
Others	Japan	Billion	1.6	1.8	3.4	-0.1	1.6	1.6	6.5	-0.3	1.4	1.6	3.0	-0.4
	North America	Billion	0	0	0	-0.1	0	0	0.1	-0.2	0	0.1	0.2	+0.1
	Asia	Billion	0.6	0.7	1.2	-0.3	0.4	0.4	2.0	-0.8	0.5	0.5	1.0	-0.3
	Other regions	Billion	-	-	-	-	-	-	-	-	-	-	-	-

<b>Geographical Segment</b>													
	Unit	2023	2024	YoY	YoY	YoY	YoY	YoY	YoY	2024	2024	YoY	YoY
		1Q	2Q	Actual	Change	3Q	4Q	Actual	Change	1Q	2Q	Actual	Change
Japan	Billion	74.3	72.8	147.1	/	66.3	109.9	323.3	/	66.7	78.8	145.5	/
North America	Billion	53.0	55.3	108.3	/	63.5	59.0	230.9	/	54.4	61.5	115.9	/
Asia	Billion	30.6	33.2	63.8	/	35.2	38.6	137.6	/	34.2	36.8	71.0	/
YOHT	Billion	/	33.9	33.9	/	31.5	33.5	98.9	/	37.9	37.3	75.1	/
Y-TWS	Billion	/	30.5	30.5	/	36.8	36.5	103.7	/	42.6	39.8	82.4	/
Other regions	Billion	46.4	13.2	59.5	/	16.1	15.3	90.9	/	16.7	18.7	35.4	/

Capital expenditures	Billion	13.2	14.0	27.2	/	19.0	16.2	62.4	/	18.6	16.5	35.1	/
Depreciation & Amortization	Billion	10.7	12.9	23.6	/	13.5	12.7	49.8	/	13.8	14.4	28.1	/
R&D expenses	Billion	4.0	4.3	8.3	/	4.7	5.0	18.0	/	4.4	5.6	10.0	/

\*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	2021		2022		2023		2024	
Profit and loss		Actual	YoY Change	Actual	YoY Change	Actual	YoY Change	FY Projection	YoY Change
Sales revenue	Billion	670.8	+119.7	860.5	+189.7	985.3	+124.9	1,105.0	+119.7
Business profit	Billion	62.2	+26.3	70.1	+7.9	99.1	+29.0	128.5	+29.4
Business profit margin	%	9.3%	+2.8%	8.1%	-1.2%	10.1%	+2.0%	11.6%	+1.5%
Operating profit	Billion	83.6	+47.6	68.9	-14.8	100.4	+31.5	116.0	+15.6
Profit attributable to owners of parent	Billion	65.5	+39.2	45.9	-19.6	67.2	+21.3	78.5	+11.3

Factor Analysis of Business Profit (YoY)									
Exchange rate difference	Billion	+4.4		+13.2		+5.2		+5.2	
Raw material prices	Billion	-16.1		-34.4		+6.2		-2.6	
Volume, Prices/MIX, Special factor	Billion	+24.4		+32.4		+31.2		+14.2	
Production costs	Billion	+6.5		-4.1		-10.6		+2.6	
Fixed cost	Billion	-0.5		-4.9		-4.2		-3.7	
YOHT	Billion			+7.4		-4.5		+1.9	
Y-TWS	Billion					+1.8		+13.1	
MB, Other	Billion	+7.6		-1.7		+3.9		-1.3	
Total	Billion	+26.3		+7.9		+29.0		+29.4	

Business Segment										
Tires	Sales revenue	Billion	470.2	+71.0	598.5	+128.3	639.0	+40.5	685.0	+46.0
	Business profit	Billion	42.5	+18.5	44.7	+2.2	72.6	+27.9	88.3	+15.7
	Business profit margin	%	9.0%	+3.0%	7.5%	-1.6%	11.4%	+3.9%	12.9%	+1.5%
YOHT	Sales revenue	Billion	107.3	+42.2	155.8	+48.5	132.1	-23.7	154.0	+21.9
	Business profit	Billion	14.7	+5.9	22.1	+7.4	17.6	-4.5	19.5	+1.9
	Business profit margin	%	13.7%	+0.2%	14.2%	+0.5%	13.3%	-0.9%	12.7%	-0.6%
Y-TWS	Sales revenue	Billion					103.7		150.0	+46.3
	Business profit	Billion					1.8		14.9	+13.1
	Business profit margin	%					1.8%		9.9%	+8.2%
Tire total	Sales revenue	Billion			754.3		874.9	+120.6	989.0	+114.1
	Business profit	Billion			66.8		92.0	+25.2	122.7	+30.7
	Business profit margin	%			8.9%		10.5%	+1.7%	12.4%	+1.9%
MB	Sales revenue	Billion	84.4	+5.4	96.2	+11.8	101.9	+5.6	107.0	+5.1
	Business profit	Billion	3.8	+0.9	4.0	+0.2	7.2	+3.2	7.7	+0.5
	Business profit margin	%	4.5%	+0.8%	4.1%	-0.4%	7.0%	+2.9%	7.2%	+0.2%

Geographical Segment (by Customer Location)										
Tires	Japan	Billion	182.3	+7.4	199.0	+16.7	216.8	+17.9		
	North America	Billion	129.3	+23.6	196.7	+67.4	199.8	+3.1		
	Asia	Billion	82.0	+20.3	110.7	+28.7	115.8	+5.0		
	Other regions	Billion	76.6	+19.8	92.1	+15.5	106.6	+14.5		
YOHT	Japan	Billion	0.1	+0	0.2	+0	0.2	+0		
	North America	Billion	54.1	+25.7	82.7	+28.6	64.7	-18.0		
	Asia	Billion	5.7	+1.2	6.0	+0.3	6.6	+0.6		
	Other regions	Billion	47.3	+15.2	66.9	+19.6	60.7	-6.3		
Y-TWS	Japan	Billion					0.1			
	North America	Billion					21.4			
	Asia	Billion					4.2			
	Other regions	Billion					78.0			
Tire total	Japan	Billion					217.2			
	North America	Billion					285.9			
	Asia	Billion					126.5			
	Other regions	Billion					245.3			
MB	Japan	Billion	48.7	+2.7	51.8	+3.2	55.2	+3.3		
	North America	Billion	16.3	+1.1	23.6	+7.4	23.0	-0.6		
	Asia	Billion	14.7	+2.5	15.5	+0.8	14.0	-1.5		
	Other regions	Billion	4.8	-0.9	5.3	+0.5	9.7	+4.4		
Others	Japan	Billion	6.6	+0.4	6.8	+0.2	6.5	-0.3		
	North America	Billion	0.3	+0.1	0.3	-0	0.1	-0.2		
	Asia	Billion	2.0	+0.6	2.8	+0.8	2.0	-0.8		
	Other regions	Billion	-	-	-	-	-	-		

Capital expenditures	Billion	38.8		54.9		62.4		92.0	
Depreciation & Amortization	Billion	38.3		41.9		49.8		56.0	
R&D expenses	Billion	15.3		16.0		18.0			

\*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.

\*From fiscal 2023, the results of YOHT and Y-TWS are included in the tire business. These 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.