## Annual Report 2002

The Yokohama Rubber Co., Ltd. Year ended March 31, 2002





#### PROFILE

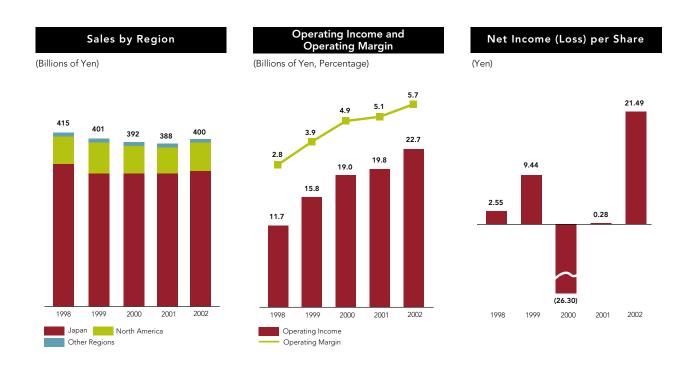
The Yokohama Rubber Co., Ltd. (Yokohama), is one of the world's leading manufacturers of rubber products, including vehicle tires, other rubber products, and adhesive products. Since its establishment in 1917, the Company has expanded its business on a global scale, marketing products based on advanced technologies that reflect existing and emerging customer needs in the fields of automobiles, civil engineering, construction, marine engineering, aircraft components, and sports products. The Company has earned a strong global reputation for these operations. By reinforcing its production bases in Japan, the United States, and Asia and its marketing and sales bases around the world, Yokohama is strengthening its international operations to continue earning the trust and confidence of customers around the world.

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		Millions of Yen			ands of Dollars
	2002	Pe 2001	rcentage change (2002/2001)		2002
Net Sales	¥399,824	¥387,855	3.1%	\$3,0	00,555
Operating Income	22,701	19,845	14.4	1	70,363
Income before Income Taxes	16,076	7,052		1	20,644
Net Income	7,363	96			55,256
			 Change (2002-2001)		
Total Assets	¥437,771	¥448,130	¥(10,359)	\$3,2	285,334
Shareholders' Equity	114,502	112,651	1,851	8	59,301
		Yen		U.S. [	Dollars
	2002	2001			2002
Per Share:					
Net Income: Basic	¥ 21.49	¥ 0.28		\$	0.16
Cash Dividends	6.00	_			0.05

Note: Throughout this report, U.S. dollar amounts have been translated from Japanese yen, solely for the convenience of readers, at the rate of ¥133.25 = US\$1, the approximate exchange rate prevailing on March 31, 2002.



#### TO OUR SHAREHOLDERS



Yasuo Tominaga, President

"Despite the difficulties faced during the year, Yokohama increased its net sales by 3.1% from the previous fiscal year, to ¥399.8 billion, the first advance in four years."

#### First Net Sales Increase in Four Years and Significant **Expansion in Net Income**

The time has come again to present and discuss the performance of the Yokohama Rubber Co., Ltd., and its consolidated subsidiaries (the Yokohama Group) in fiscal 2002, ended March 31, 2002. On the global economic stage, it became clear from the second half of the year that growth in the U.S. economy was slowing, while European and Asian markets became noticeably sluggish near the close of the fiscal term. In Japan, consumer spending and private sector capital investment remained weak. These factors created a harsh market environment.

Despite the difficulties faced during the year, Yokohama increased its net sales by 3.1% from the previous fiscal year, to ¥399.8 billion, the first advance in four years. Operating income jumped 14.4%, to ¥22.7 billion. Net income rocketed from ¥96 million, to ¥7.4 billion.

#### **Reorganizing Operations and Reinforcing Corporate** Vitality

The primary factors behind our favorable results in fiscal 2002 were active marketing by the Tire Group in Japan, rising exports, cost-cutting and other rationalizations, and the yen's relatively low value against major foreign currencies. We improved our operating structure and corporate foundations under the two-year Action 21 management reform program, implemented in April 1999, which also contributed significantly to our strong performance.

Activities under Action 21 included restructuring our tire operations under four specific global regions and forming marketing and product supply structures closely linked to the needs of each region. In our Multiple Business (MB) Group, we reviewed our operations and allocated resources to high-priority areas. We revitalized our organization by, for example enhancing management efficiency while reducing interest-bearing debt and labor costs. Our higher

earnings in fiscal 2002 stemmed from earlier initiatives that included amortizing retirement benefit obligations and also writing off the goodwill of Yokohama Tire Corporation (YTC) in the United States.

#### Growth, Production Innovations and Globalization

Fiscal 2002 was a transitional period between the Action 21 program and future management plans. We now seek to achieve new levels of prosperity from the financial improvements achieved in the year under review. Three key concepts underline our objectives. They are "Growth," "Production Innovations," and "Globalization."

Growth entails increasing sales by offering the products and services our clients demand. Production innovations go beyond revolutionizing plant processes, also focusing on raising customer satisfaction in everything from technology development and shorter lead times to logistics improvement—thereby strengthening competitiveness. Globalization does not mean following in the footsteps of other Japanese companies with overseas operations. Our approach to the global market is to optimize locations for procurement, production, logistics, and sales.

#### Laying Diverse Foundations in the Tire and MB Groups

The Yokohama Group has laid diverse foundations under the three key concepts to achieve continuing progress.

Yokohama and Continental AG of Germany concluded a business alliance, and in April 2002 established a joint venture company to support new-car tire marketing to Japanese automakers worldwide. We solidified plans to enter China's high-potential market, where we are constructing a passenger car tire plant, scheduled to open in May 2003. In technology development, we improved our special silica-rubber compound, for which we hold global patents, to bolster our lineup of tires that help reduce fuel consumption. We also stepped up development of a car tire for

installation on the world's leading models as part of our efforts to strengthen the Yokohama brand.

The MB Group established a more clearly defined operating structure focused on the hoses, sealing materials, industrial materials, aircraft components, and golf products businesses. Based on this structure, we are developing new technologies, entering new markets, and globalizing our activities.

#### **Providing World-Class Technologies and Services**

Yokohama is formulating a long-term plan in consideration of possible changes in its operating environment over the next decade. The basic aim is to build a strong international presence, providing worldclass technologies and services to people everywhere. We will reach that objective in the time allocated, whatever happens to our operating environment. To succeed, we must develop technologies that are the first and best in the world. These technologies must be superior and provide services that are unrivalled for speed and precision. By pursuing distinctive businesses in this fashion, we will increase sales and improve profitability while reducing excess assets, thereby enhancing the Group's capital efficiency.

As we strive to meet our targets, I ask for the ongoing understanding and encouragement of our shareholders around the world.

June 2002

y Tommaz

Yasuo Tominaga, President

# Accelerating GLOBAL

In fiscal 2002, the Yokohama Group formulated and deployed various plans to achieve long-term growth.

In addition to starting construction of a tire plant in China, we entered a global alliance with Continental to supply tires to Japanese automakers.

#### **Building New Tire Plant in China**

In 2001, Yokohama received approval from the Chinese government to establish a company in Hangzhou, Zhejiang Province, to manufacture and sell radial tires for passenger cars. As a result, we opened Hangzhou Yokohama Tire Co., Ltd., in January 2002. This operation should have an annual production capacity of 750,000 radial tires by May 2003, rising to 1.5 million units by 2006 if demand permits.

The new company's plant will adopt a small-lot production system, and operations will concentrate on high-performance tires. We plan to ensure that quality matches that of tires we make in Japan, but with a lower investment than that required for large facilities. The Yokohama brand enjoys high recognition in China, with the top position in the market for imported radial tires for passenger cars. Hangzhou Yokohama Tire will initially focus on the replacement tire market, but is also eying original equipment (OE) supplies to automakers.



















## 

#### **Tieup with Continental**

In February 2002, we concluded an international alliance with Continental of Germany to realize a global product supply network. The first step in this agreement was in April 2002, with the establishment of Yokohama Continental Tire Co., Ltd. This joint venture supports OE tire marketing to Japanese automakers, and is steadily receiving tire development orders from its clients. In addition, we agreed to support Continental's sales in Japan and exchange technologies to further strengthen the activities of both companies. Yokohama and Continental are now discussing cooperation in North America, where they are considering such issues as uniform specifications, production exchanges, and technological and logistical cooperation.

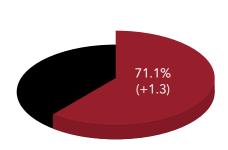
#### Yokohama Hydex Enters Agreement with Italian Hose Maker

In December 2001, subsidiary Yokohama Hydex Company reached an agreement with Manuli Automotive International S.A. of Italy to develop automobile hoses and metallic fittings under unified specifications. Manuli Automotive International manufactures and markets automobile hoses and metallic fittings for the European market, where it holds the top share. In beginning a partnership with this company, we aim to respond to the trend among automakers to globalize parts procurement.

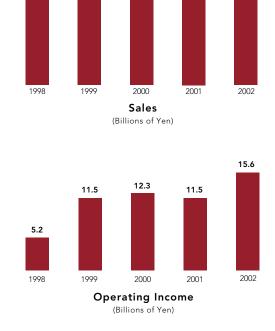


#### YOKOHAMA GROUP AT A GLANCE

#### TIRE GROUP



Fiscal 2002 Sales Percentage of net sales (change from fiscal 2001)



273

284

271

286

280

#### **Main Products**

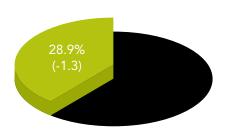
Tires for passenger cars, trucks, buses, light trucks, mining and construction equipment, industrial vehicles and aircraft, tubes, and aluminum alloy wheels

#### Manufacturing and Sales Organization

Yokohama manufactures and markets tires in Japan through 175 sales subsidiaries, including Yokohama Tire Tokyo Hanbai Co., Ltd. Overseas, our tires are made and sold in America by YTC, and in Asia by Yokohama Tire Philippines, Inc., and Yokohama Tyre Vietnam

Company. In addition, GTY Tire Company, a joint venture with Continental and Toyo Tire & Rubber Co., Ltd., handles a portion of our U.S. manufacturing. In Europe, we maintain two sales subsidiaries and five dealerships, including Yokohama Reifen GmbH in Germany.

#### М В GROUP



Fiscal 2002 Sales Percentage of net sales (change from fiscal 2001)



#### **Main Products**

Hoses, marine hoses, conveyor belts, sealants, adhesives, antiseismic rubber bearings for bridges and buildings, golf products, aircraft components, and other products

#### Manufacturing and Sales Organization

In Japan, we manufacture industrial-use products at Yokohama and Yokohama Hydex. Yokohamagomu Multiple Business East Co., Ltd., Yokohama Hydex and seven other sales subsidiaries market these products. In America, SAS Rubber Company and

YH America, Inc., engage in both manufacturing and sales. We make golf products that PRGR Co., Ltd., sells in Japan. We also manufacture aircraft components in Japan for marketing through Yokohama Aerospace America, Inc.

## REVIEW OF OPERATIONS

#### Fiscal 2002 in Review

Tire Group sales rose 5.0%, to ¥284.3 billion, on increased sales of tires, primarily in Japan, North America, and Europe, supported by a weak yen.

#### RESULTS IN JAPAN

#### **Favorable Sales of Replacement Tires**

In Japan, Yokohama increased sales in unit and value terms.

Although automobile production in Japan slipped for the first time in two years, we increased our share of the OE market. However, unrelenting discounting pressure from manufacturers and an increased ratio of small cars in total automobile production led to a drop in OE tire sales in both unit and value terms.

In the replacement tire market, we introduced products based on innovative technologies. We also reinforced our DNA series of environmentally friendly, low-fuel-consumption tires with the DNA map-RV and tire marketing, we promoted new products, expanded the range of tire sizes in our lineup, and continued a campaign under which we insure purchasers of our studless tires to cover a significant portion of vehicle damage from accidents caused by slipping on snowy or icy roads. These and other activities increased sales of studless tires. Our insurance-support program has been very popular, as no rivals offer similar promotions.

DNA map-i for minivans and one-box cars. In studless

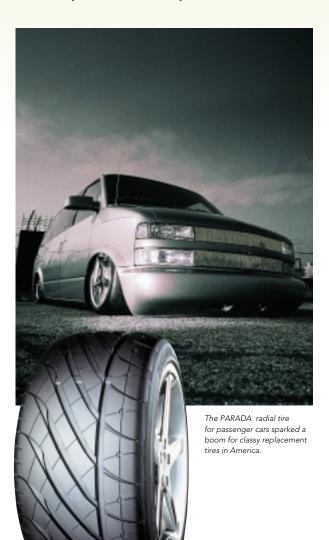


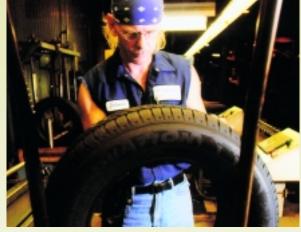
Yokohama's DNA series radial tires help lower fuel consumption and provide excellent wet grip

Successful new products and marketing activities boosted overall unit- and value-based sales of replacement tires.

#### **Rationalization of Truck and Bus Tire Production**

During fiscal 2002, Yokohama centralized production of radial tires for trucks and buses at the Mie Plant after suspending related operations at the Hiratsuka Tire Plant. We aim to improve efficiency through such concentration. We decided to gradually halt all production and sales of bias tires for trucks and buses for the Japanese market, where demand has steadily declined in recent years.





The Salem Plant of YTC, located in Virginia, works to raise production efficiency and enhance product quality.

## RESULTS IN NORTH AMERICA

#### **Progress in Improving Operations at YTC**

Yokohama's North American operations center on production by YTC, especially of tires for passenger cars, trucks, and buses.

YTC expanded sales of high-performance tires and steadily reduced production costs. This subsidiary thus pared its loss from US\$79.8 million in 2000, to US\$19.1 million in 2001. In continuing comprehensive reforms, YTC plans to break even in 2003. After reevaluating its product structure, in March 2002 YTC changed its sales mix to increase production levels for high-value-added and high-performance tires and reduce production of unprofitable models. This move raised the average perunit price of its tires, contributing to enhanced profitability. YTC intends to launch high-performance tires for passenger cars and light trucks, further increasing its sales of high-value-added products. It also aims to add to its bottom line by lowering interestbearing debt and logistics and fixed costs. In this environment, the company plans to decrease its loss to US\$9.0 million in 2002.

#### RESULTS IN ASIA AND OCEANIA

#### Numerous High-Performance Tires Marketed

Yokohama's activities in Asia center on sales of tires for passenger cars, trucks and buses, with production in Japan and the Philippines covering much of demand. In fiscal 2002, sales advanced in Taiwan, Singapore, and the Philippines, helping increase our tire sales in the region.

Demand for the A539 high-performance tire, which we released regionally in fiscal 2001, propelled overall sales. We plan to raise the ratio of high-performance products in our offerings for Asian markets, and in the spring of 2002 introduced the AVS ES100 sports tire, which contributes to reduced fuel consumption and excellent handling. In spring 2003, we plan to launch tires that provide a highly comfortable, low-noise ride.

In January 2002, we opened Hangzhou Yokohama Tire, a joint venture for radial tire production and sales in Zhejiang Province. That company is building a plant that should have an annual production capacity of 750,000 tires by May 2003. To boost awareness of the Yokohama name, we have mounted a publicity campaign, centered on large billboards in such major metropolises as Shanghai and Beijing.

To take advantage of business potential in the Asian region, in March 2002 we set up a new office in Bangkok, Thailand, to function as an information center for our regional activities in this region.

#### Strong Performance by Yokohama Tire Philippines

Yokohama Tire Philippines, a production base for passenger car tires, mainly exports to Europe, the Middle East, and other Asian countries. It sells some of its offerings locally. In fiscal 2002, this company expanded its sales channels to Europe, thereby boosting exports. Domestic demand was also strong. We established a sales company in the Philippines in February 2001, thereby significantly raising sales of replacement tires and OE tires to the local plants of Japanese automakers. Anticipating further increases in demand, we expanded capacity at Yokohama Tire Philippines to 5,900 tires daily.

#### Record Sales in Australia

Yokohama's sales in Australia rose significantly, owing to favorable demand for A539 passenger car tires, as well as for new tires for trucks and buses. We timed new product launches with promotional campaigns and other targeted marketing activities.







#### RESULTS IN EUROPE AND OTHER REGIONS

## High-Performance Tires Lead the Way to Increased Sales

In Europe, we meet demand through exports from Japan and the Philippines, as well as through sales subsidiaries and dealerships in Germany, Italy, the United Kingdom, Austria, Switzerland, Sweden, and Denmark. Regional sales center on tires for passenger cars, trucks, and buses.

In fiscal 2002, we reinforced our product lineup, emphasizing high-performance tires, and actively promoted our products. Sales in Europe thus skyrocketed. Demand was particularly strong for recently introduced products, such as our high-performance AVS Sport and A539 tires. To strengthen regional promotions, we aired television commercials on the Euro Sports channel, which is broadcast around Europe. We also supplied one-make tires to the F3 German Championship and implemented other plans to raise awareness of the Yokohama brand.

Major automakers selected Yokohama tires for their new models. Aston Martin Lagonda Limited adopted our AVS Sport as the standard tire for its V12 Vanquish and the 19-inch optional tire for the 2002 DB7 Vantage.

## Introducing a More Comfortable Tire Based on New Concept

In the spring of 2002, we launched the AVS dB tire for passenger cars. This model offers a highly comfortable and quiet ride. In Europe, where the emphasis is on comprehensive performance, no other tires have emphasized comfort. Our new concept is pioneering new customer niches, and we plan to sell 200,000 units per year. In fiscal 2003, we plan to further expand sales in Europe. We will inaugurate full-scale marketing of our AVS WINTER tire, launched in fiscal 2002, thus expanding the range of tire sizes in our lineup. We will also commercialize new tires for vans, trucks, and buses.

#### Sales Up in the Middle East

Japanese automobiles remain popular in the Middle East. Yokohama is fast becoming synonymous with excellent quality, as many new Japanese cars come equipped with our tires. In fiscal 2002, sales were strong for a new tire offering superb comfort, introduced in May 2001. This product helped us increase regional sales.



## REVIEW OF **OPERATIONS**

#### Fiscal 2002 in Review

During the year, Yokohama advanced its sales of antiseismic rubber bearings for bridges, sealants for buildings, conveyor belts, and aircraft components. However, sluggish privatesector capital investment and consumer spending in Japan lowered sales of hoses and golf products. In this situation, sales of the MB Group declined 1.4%, to ¥115.6 billion.



#### SEALANTS AND ADHESIVES

Yokohama markets sealants for buildings and homes, as well as industrial and automotive adhesives, under its HAMATITE® brand name. We are the top in the

Japanese market for building sealants. In addition, we are the No. 1 supplier of windshield sealants, which we market to automakers. In fiscal 2002, sales of sealants for buildings increased, but demand was down for our windshield sealants.

We released several environmentally friendly products during the term. ECU-193, our elastic adhesive for flooring materials, combats sick house syndrome by slashing concentrations of volatile organic compounds in new homes. HOTMELT M-155, our sealant for multiple-layer glass, is a hotmelt formed from a single material. It eliminates the need to create compound hotmelt mixes and therefore reduces industrial waste. We also developed "e-can," a recyclable polypropylene container for liquids that reduces waste volumes. We plan to steadily replace tinplate cans with this container for our products.

#### HOSES

Yokohama holds about 40% of the domestic market for hoses used in construction equipment and machine tools. We also boast major shares of the markets for power-steering and air-conditioner hoses used in automobiles. In fiscal 2002, we commercialized the AX Hose, which is coated with ultra-high molecular weight polyethylene. This product won top marks from users for its abrasion-resistance and durability. On the other hand, production in Japan was off at construction machinery and machine tools manufacturers, thus cutting our sales of hydraulic hoses. In addition, falling prices and a decrease in the production volume of new automobiles in Japan brought down our sales of automotive hoses.

Yokohama is steadily adopting materials with low environmental impact in its production of hoses. In the year under review, we made a full-scale shift to chlorine-free rubber in our hydraulic hoses, greatly raising the ratio of chlorine-free products in our hoses lineup.

#### CONVEYOR BELTS, MARINE HOSES, AND FENDERS

Sales of our conveyor belts, marine hoses, and fenders increased in fiscal 2002, primarily in markets outside Japan. The weak yen contributed to this result, but we also won large orders through new products and aggressive marketing.



Sales of conveyor belts were strong overseas.



#### ANTISEISMIC RUBBER BEARINGS AND JOINTS

In May 2001, Yokohama began marketing its SHDR ultrahigh-attenuation rubber bearings, which offer more than 20% better attenuation performance than earlier models. These bearings significantly reduce the effects of earthquake vibrations on bridge supports, making enabling the design of more compact bridges with smaller supports, at lower cost. We shipped our first SHDR bearings to Japan's Ministry of Land, Infrastructure and Transport in October 2001. New products, combined with our winning of large contracts, such as for the Second Tomei Expressway project, significantly raised sales of antiseismic bearings for bridges.



Active marketing activities drove strong sales of antiseismic rubber bearings for bridges.

We also achieved favorable sales for highwayexpansion joints, which are fitted between girders to compensate for contraction and expansion caused by temperature changes and earthquakes. Orders soared for our Big Joints, designed with up to 30cm of elasticity for spaces surpassing 60cm.

#### GOLF PRODUCTS

Our Speed Titanium TR and
Speed Titanium TR-X drivers,
which can send balls incredible
distances, became hit products in
fiscal 2002. However, generally weak
domestic demand for golf products led
to an overall decrease in category sales.

The Speed Titanium TR driver's excellent performance stems from a highly repellant, ultrathin face that provides superb initial acceleration when the golf ball is hit.

#### AIRCRAFT COMPONENTS

#### REVIEW OF

Sales were robust for lavatory modules and drinking water tanks to The Boeing Company of the United States, and we also increased sales of metallic components for aircraft engines. As a result, category sales were up from the previous fiscal year. We received our first metallic engine component orders for the growing market for regional jet aircraft, with deliveries commencing in May 2002. We will eventually supply Boeing with lavatory modules not only for existing 757 models, but also for next-generation 737 jet aircraft.

Yokohama Rubber (Thailand) posted favorable sales of windshield sealants to the local production facilities of Japanese automakers.



#### OVERSEAS PRODUCTION

In the United States, SAS Rubber delivers automotive hoses to the Ford Motor Company and also to DaimlerChrysler via an assembly maker. In fiscal 2002, sales to the U.S. Big Three automakers and demand for exports to Japan helped increase SAS Rubber's sales of automotive hoses. Sales were down at subsidiary YH America, which manufactures metallic fittings for hoses, assembles hoses, and produces windshield sealants. The reduction reflected weak auto production in North America.

Yokohama Rubber (Thailand) Co., Ltd., produces windshield sealants and supplies hose assemblies.

A recovery in unit-based automobile production in Thailand and other Southeast Asian countries boosted sales of this company's windshield sealants. In contrast, demand was flat for hydraulic hoses for construction machinery, causing a sales decline.

#### INNOVATIVE RESEARCH AND DEVELOPMENT

The aims of Yokohama's technological development are to enhance product performance, ensure low costs, conserve energy, and preserve the environment. We emphasize the development of new and composite materials. Following is a summary of significant achievements in fiscal 2002.

#### Advancements in Silica Surface-Treated **Carbon Black Technologies further Improve Fuel Savings**

In 1998, Yokohama established a revolutionary production technology to create Silica Surface-Treated Carbon Black. Using this chemical technique, we bond silica with carbon before compounding with rubber. In fiscal 2002, we took this production technology to new heights, developing techniques to granularize silica and carbon, and to create even stronger silica-carbon bonds during compounding. Owing to this new method, the surface area of silica-carbon expands, thereby enhancing tire grip and fuel savings. The stronger bonding between silica and carbon additionally improves abrasion resistance. In fiscal 2002, we used this technology in our DNA map-RV and DNA map-i tires for minivans and one-box cars.

#### First Tire Manufacturer to Apply SPH Analysis in Tire Development

The smoothed particle hydrodynamics (SPH) analysis method, which is at the cutting edge of computational mechanics, was first developed in the 1970s as an astronomical tool to measure the movements of galaxies and nebulas. Yokohama has become the world's first tire manufacturer to apply this technique in product development, specifically to create wet simulation technologies that precisely analyze the water displacement of tires. With the conventional finite element

method, it is impossible to track water flows, which change constantly with tire rotation. The SPH approach allows analysis of water flows within tire grooves and of the direction of water sprayed from the grooves during tire rotation. This enables more precise forecasts of water displacement, thus simplifying prototype testing. Yokohama will eventually be able to slash development costs and lead times with the SPH methodology.

#### **Functional Elastic Road Paver (FERP) Effectively Counters Noise**

Yokohama applied used tires to develop the Functional Elastic Road Paver, or FERP, which provides an effective countermeasure to road noise. This material, formed by applying urethane resin to rubber chips produced from used tires and borax, is distinctive for its high porosity and excellent elasticity. The numerous gaps in the material absorb the sounds created by air compression when tires are in contact with the road, and the elasticity of the rubber reduces tire impact. Both of these qualities help reduce overall road noise. For example, conventional low-noise materials lower noise by only around 3 decibels, but FERP cuts noise by more than 10 decibels. The viability of the new material has attracted great industry attention. We are testing the durability and practicality of FERP with an eye to commercialization.

#### ENVIRONMENTAL PROTECTION

To deal with specific environmental issues, we established the Environmental Preservation Promotion Department in 1992 and the Environmental Preservation Promotion Committee, which is chaired by the president of the Company, in 1993. These organizations supervise environmental preservation activities throughout the Yokohama Group.

#### "e-can" Sealant Container Helps Reduce **Industrial Waste**

Yokohama has developed "e-can" sealant containers. Made of polypropylene, they significantly reduce industrial waste. These containers are strong, yet easily crack from top to bottom, facilitating scrapping after usage and reducing container volume to one-eighth that of tinplate cans. Our initial goal is to use "e-can" technology to reduce industrial waste from product scrapping, but we also plan to establish a collection and recycling network for used "e-can" containers.

#### Sponsoring Electric Car Tour of Japan

Yokohama was a primary sponsor of 2001 Challenge & Charge, a tour of Japan held by the Japan Electric Vehicle Club. During the tour, an electric vehicle traveled throughout Japan. Drivers stopped the car at people's homes for recharges. Yokohama's sponsorship included supplying tires for the car. The tour was designed to raise public understanding of electric vehicles, which do not emit carbon dioxide and run more quietly than conventional cars, and promote greater environmental awareness. The tour was from April to October 2001. The vehicle traveled 12,300 km and made 619 charging stops, which the cooperation of 1,171 people made possible.

### Announcement of Environmental Accounting

Yokohama began disclosing environmental accounting information in fiscal 2002. Our costs from and investments in environmental preservation measures in fiscal 2001 totaled ¥1.9 billion, and the economic effects of revenues from energy-saving and recycling activities amounted to ¥522 million. Environmental preservation benefits (quantity of materials) included reductions of 1.5% in carbon dioxide emissions, 3% in water used, and 13% in industrial waste generation.

#### **Rubber Waste Recycled into Tire Materials**

Toyota Central R&D Labs., Inc., Toyota Motor Corporation, and Toyoda Gosei Co., Ltd., collaborated in the development of the shear flow stage reaction control technology for rubber recycling. We applied this advance to innovate a materials-recycling technology that lets us transform used rubber materials and treads from truck and bus tires into high-quality rubber. We aim to raise the volume of recycled rubber in new tires, thereby conserving resources and reducing production costs.

#### FINANCIAL SECTION

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#### Financial Review

#### **OPERATING RESULTS**

#### Sales

In fiscal 2002, ended March 31, 2002, consolidated net sales of the Yokohama Group increased 3.1%, to ¥399.8 billion, primarily owing to increased sales in Japan, America and Europe, as well as the effects of the weak yen.

#### Cost of Sales and Selling, General and Administrative Expenses

Cost of sales increased 2.8%, to ¥267.7 billion, in line with the sales rise and the weak yen, which raised prices of raw materials. Increases in logistics costs and commissions also led to a 1.7% expansion in selling, general and administrative expenses, to ¥109.4 billion.

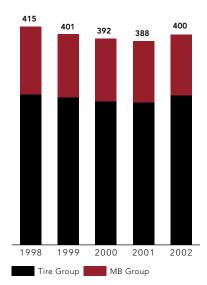
#### **Operating Income**

The increase in net sales and improvements in the profitability of U.S. tire operations raised operating income 14.4%, to ¥22.7 billion. The operating margin increased 0.6 percentage point, to 5.7%.

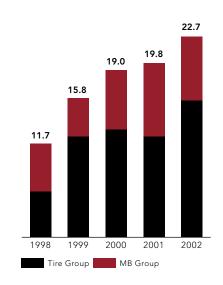
#### **Net Income**

In the absence of the one-time write-off of goodwill of YTC in fiscal 2001, the Yokohama Group achieved net income of ¥7.4 billion in fiscal 2002.





#### Operating Income by Group (Billions of Yen)



#### SEGMENT INFORMATION

#### **Business Groups**

Sales of the Tire Group expanded 5.0%, to ¥284.3 billion, owing to increased sales in Japan, North America, and Europe, and the weak yen. Such factors as a profitability improvement at YTC increased segment operating income 35.9%, to ¥15.6 billion. MB Group sales totaled ¥115.6 billion, a 1.4% decrease, mainly reflecting low sales of hoses and golf products. This Group's operating income declined 12.7%, to ¥7.3 billion.

#### Regions

Increased sales of tires contributed to a 1.7% rise in sales in Japan, to ¥322.9 billion. Operating income in Japan expanded 7.4%, to ¥22.1 billion.

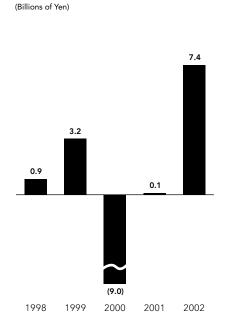
In North America, increased sales and improved profitability at YTC led to a 9.5% increase in regional sales, to ¥67.5 billion. Operating income in that market amounted to ¥544 million, following a ¥1.5 billion loss in fiscal 2001.

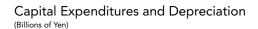
Sales in other regions advanced 8.0%, to ¥9.4 billion, stemming from higher demand in Europe and Australia, with operating income expanding 11.4%, to ¥799 million.

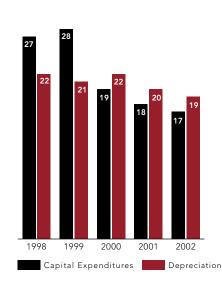
#### **Capital Expenditures and Depreciation**

Net Income (Loss)

Yokohama's capital expenditures decreased 6.5%, to ¥16.9 billion, and depreciation declined 4.2%, to ¥19.2 billion. Capital expenditures included ¥12.7 billion in the Tire Group, primarily to reinforce production facilities for Yokohama's Inch-Up tires, which feature expanded inner diameters for lower flat ratios and enhanced drivability. In the MB Group, ¥4.1 billion was used to enhance production facilities for hoses and aircraft components. The Company estimates that capital expenditures will be ¥23.9 billion in fiscal 2003, with depreciation amounting to ¥19.6 billion.







#### FINANCIAL POSITION AND CASH FLOWS

#### Assets

Total assets of the Yokohama Group were ¥437.8 billion at March 31, 2002, down ¥10.4 billion from a year earlier. Current assets fell ¥2.8 billion, to ¥196.6 billion, owing mainly to decreases in cash and cash equivalents and time deposits. Total investments and other assets fell ¥7.0 billion, to ¥89.0 billion, reflecting a reduction in the market valuation of investment securities.

#### Liabilities and Shareholders' Equity

Total current and long-term liabilities at fiscal year-end were ¥321.6 billion, down ¥12.3 billion, mostly owing to a ¥12.2 billion reduction in interest-bearing debt. Total shareholders' equity expanded ¥1.9 billion, to ¥114.5 billion. Although the rise in net income generated retained earnings on a consolidated basis, unrealized gains on securities decreased.

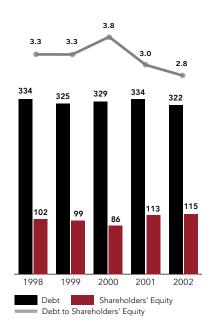
#### Cash Flows

Net cash provided by operating activities decreased ¥3.4 billion, to ¥22.8 billion, as the Group's net income increase raised income taxes paid. Net cash used in investing activities dropped ¥2.8 billion, to ¥12.5 billion, mainly because of a reduction in purchases of property, plant and equipment. Net cash used in financing activities increased ¥5.9 billion, to ¥17.4 billion, primarily owing to a decrease in short-term bank loans and current maturities of long-term debt and a decrease in long-term debt. In this environment, cash and cash equivalents at end of year were ¥18.3 billion, down ¥6.7 billion.

#### FORECAST FOR FISCAL 2003

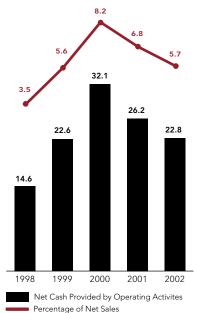
In fiscal 2003, ending March 31, 2003, the Yokohama Group forecasts that net sales will increase 1.3%, to ¥405.0 billion. Operating income should rise 1.3%, to ¥23.0 billion, with net income advancing 15.4%, to ¥8.5 billion.

Debt, Shareholders' Equity and Debt to Shareholders' Equity (Billions of Yen, Times)



Net Cash Provided by Operating Activities and Percentage of Net Sales

(Billions of Yen, Percentage)



## Five-Year Summary FISCAL YEARS ENDED MARCH 31

					Millions of Yen
	2002	2001	2000	1999	1998
Net Sales	¥399,824	¥387,855	¥392,193	¥401,183	¥415,397
Operating Income	22,701	19,845	19,043	15,809	11,668
Income (Loss) before Income Taxes	16,076	7,052	(13,692)	7,731	5,685
Net Income (Loss)	7,363	96	(9,009)	3,233	873
Depreciation	19,247	20,083	21,922	21,141	21,566
Capital Expenditures	16,940	18,118	19,470	28,216	27,229
R&D Expenditures	12,298	11,827	11,626	13,300	13,800
Interest-Bearing Debt	179,098	191,289	198,931	215,245	209,132
Shareholders' Equity	114,502	112,651	85,951	99,125	102,081
Total Assets	437,771	448,130	416,702	425,247	437,023
Per Share (Yen):					
Net Income (Loss): Basic	¥ 21.49	¥ 0.28	¥ (26.30)	¥ 9.44	¥ 2.55
Cash Dividends	6.00	_	6.00	6.00	8.00
Share Price (Yen):					
High	¥ 352	¥ 312	¥ 368	¥ 351	¥ 563
Low	228	200	197	255	290
Fiscal Year-End	296	235	287	314	319
Common Stock Issued	342,598,162	342,598,162	342,598,162	342,598,162	342,598,162
Number of Employees	13,130	13,362	13,764	12,107	12,325

Note: Since fiscal 2000, R&D expenditures have been based on new accounting standards.

#### Consolidated Balance Sheets

The Yokohama Rubber Co., Ltd. and Consolidated Subsidiaries As of March 31, 2002 and 2001

	Millions	of Yen	Thousands of U.S. Dollars (Note 1)	
Assets	2002	2001	2002	
Current Assets:				
Cash and cash equivalents (Note 9)	¥ 18,332	¥ 25,046	\$ 137,576	
Time deposits	291	1,522	2,184	
Trade receivables:				
Notes and accounts (Notes 4 and 6)	106,761	106,437	801,207	
Allowance for doubtful receivables	(2,784)	(2,609)	(20,893	
Inventories (Note 3)	60,697	57,644	455,512	
Deferred income taxes (Note 14)	6,473	5,955	48,578	
Other current assets	6,790	5,350	50,957	
Total current assets	196,560	199,345	1,475,121	
Property, Plant and Equipment, at Cost (Notes 4 and 5):				
Land	30,972	30,684	232,435	
Buildings and structures	112,716	110,763	845,899	
Machinery and equipment	320,486	315,493	2,405,148	
Construction in progress	5,855	3,123	43,940	
	470,029	460,063	3,527,422	
Less accumulated depreciation	(317,809)	(307,255)	(2,385,058	
Total property, plant and equipment, net	152,220	152,808	1,142,364	
Investments and Other Assets:				
Investment securities (Notes 4 and 11)	60,945	72,109	457,372	
Long-term loans receivable	2,013	2,097	15,107	
Deferred income taxes (Note 14)	2,458	2,252	18,447	
Other investments and other assets	25,261	21,003	189,576	
Allowance for doubtful receivables	(1,686)	(1,484)	(12,653	
Total investments and other assets	88,991	95,977	667,849	
Total assets	¥437,771	¥448,130	\$3,285,334	

Thousands of U.S. Dollars (Note 1)

	Millions of Yen		U.S. Dollars (Note 1)
LIABILITIES, MINORITY INTERESTS AND SHAREHOLDERS' EQUITY	2002	2001	2002
Current Liabilities:			
Bank loans	¥114,936	¥124,768	\$ 862,559
Current maturities of long-term debt (Note 4)	15,852	18,231	118,964
Commercial paper	2,000	_	15,009
Trade notes and accounts payable	65,587	63,462	492,210
Accrued income taxes	4,749	6,579	35,640
Accrued expenses	20,397	19,445	153,073
Other current liabilities	10,707	10,137	80,353
Total current liabilities	234,228	242,622	1,757,808
Long-Term Liabilities:			
Long-term debt (Note 4)	46,310	48,290	347,542
Deferred income taxes (Note 14)	6,646	10,084	49,876
Reserve for pension and severance payments (Note 13)	26,339	27,433	197,666
Other long-term liabilities	8,112	5,496	60,878
Total long-term liabilities	87,407	91,303	655,962
Minority Interests	1,634	1,554	12,263
Contingent liabilities (Note 6)			
Shareholders' Equity:			
Common stock:			
Authorized: 480,000,000 shares			
Issued: 342,598,162 shares	38,909	38,909	292,000
Capital surplus	31,893	31,893	239,347
Retained earnings (Note 8)	29,983	23,010	225,013
Accumulated other comprehensive income			
Unrealized gains on securities	20,033	26,394	150,341
Foreign currency translation adjustments	(6,309)	(7,555)	(47,347
	114,509	112,651	859,354
Treasury stock, at cost	(7)	(0)	(53
Total shareholders' equity	114,502	112,651	859,301
Total liabilities, minority interests and shareholders' equity	¥437,771	¥448,130	\$3,285,334

## Consolidated Statements of Operations The Yokohama Rubber Co., Ltd. and Consolidated Subsidiaries For the Years Ended March 31, 2002, 2001 and 2000

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
	2002	2001	2000	2002
Net sales	¥399,824	¥387,855	¥392,193	\$3,000,555
Cost of sales	267,734	260,466	264,626	2,009,261
	132,090	127,389	127,567	991,294
Selling, general and administrative expenses	109,389	107,544	108,524	820,931
Operating income	22,701	19,845	19,043	170,363
Other income (expenses)				
Interest and dividends income	797	832	915	5,981
Interest expense	(4,831)	(5,971)	(5,444)	(36,255)
Lump-sum amortization of goodwill	_	(4,156)	_	_
Amortization of prior service				
cost for pension plan	_	_	(23,168)	_
Other—net	(2,591)	(3,498)	(5,038)	(19,445)
	(6,625)	(12,793)	(32,735)	(49,719)
Income (loss) before income taxes	16,076	7,052	(13,692)	120,644
Income taxes (Note 2):				
Current	8,266	8,520	4,655	62,034
Deferred	355	(1,579)	(9,434)	2,664
	8,621	6,941	(4,779)	64,698
Minority interests in net income of				
consolidated subsidiaries	(92)	(15)	(96)	(690)
Net income (loss)	¥ 7,363	¥ 96	¥ (9,009)	\$ 55,256
Per share amounts:		Yen		U.S. Dollars (Note 1)
Net income (loss): Basic	¥ 21.49	¥ 0.28	¥ (26.30)	\$ 0.16
Net income: Diluted	_	_	_	
Cash dividends	¥ 6.00	¥ —	¥ 6.00	\$ 0.05

## Consolidated Statements of Shareholders' Equity The Yokohama Rubber Co., Ltd. and Consolidated Subsidiaries For the Years Ended March 31, 2002, 2001, 2000 and 1999

				Milli	ons of Yen		
	Shares of Common Stock	Common Stock	Capital Surplus	Retained Earnings	Accumulated Other Comprehensive Income	Treasury Stock	Total
Balance at March 31, 1999	342,598,162	¥38,909	¥31,893	¥35,182	¥ (6,859)	¥(0)	¥ 99,125
Prior year's adjustment for deferred taxes	_	_		1,262	_		1,262
Decrease in retained earnings due to							
addition of consolidated subsidiaries	_	_		(1,439)	) —		(1,439)
Net loss	_	_		(9,009)	) —		(9,009)
Cash dividends paid	_	_	_	(2,055)	) —	_	(2,055)
Other comprehensive income							
Foreign currency translation adjustments	<del>-</del>	_	_	_	(1,933)	_	(1,933)
Balance at March 31, 2000	342,598,162	38,909	31,893	23,941	(8,792)	(0)	85,951
Net income	_	_	_	96	_	_	96
Cash dividends paid	_	_	_	(1,027)	) —	_	(1,027)
Other comprehensive income							
Unrealized gains on securities	_	_	_	_	26,394	_	26,394
Foreign currency translation adjustments	_	_	_	_	1,237	_	1,237
Balance at March 31, 2001	342,598,162	38,909	31,893	23,010	18,839	(0)	112,651
Increase in retained earnings due to							
addition of consolidated subsidiaries	_	_	_	181	_	_	181
Adjustment for excess of additional pension							
liability over unrecognized prior service cos	t —	_	_	(571)	) —	_	(571)
Net income	_	_	_	7,363	_	_	7,363
Treasury Stock	_	_	_	_	_	(7)	(7)
Other comprehensive income							
Unrealized losses on securities	_	_	_	_	(6,361)	_	(6,361)
Foreign currency translation adjustments	_	_	_	_	1,246	_	1,246
Balance at March 31, 2002	342,598,162	¥38,909	¥31,893	¥29,983	¥13,724	¥(7)	¥114,502

	Thousands of U.S. Dollars (Note 1)					
	Common Stock	Capital Surplus	Retained Earnings	Accumulated Other Comprehensive Income	Treasury Stock	Total
Balance at March 31, 2001	\$292,000	\$239,347	\$172,683	\$141,381	\$ 0	\$845,411
Increase in retained earnings due to addition of consolidated subsidiaries Adjustment for excess of additional pension	_	_	1,358	_	_	1,358
liability over unrecognized prior service cost	_	_	(4,285)	) —	_	(4,285)
Net income	_	_	55,257	_	_	55,257
Treasury Stock	_	_	_	_	(53)	(53)
Other comprehensive income						
Unrealized losses on securities	_	_		(47,737)		(47,737)
Foreign currency translation adjustment	_	_	_	9,350		9,350
Balance at March 31, 2002	\$292,000	\$239,347	\$225,013	\$102,994	\$(53)	\$859,301

#### Consolidated Statements of Cash Flows

The Yokohama Rubber Co., Ltd. and Consolidated Subsidiaries For the Years Ended March 31, 2002, 2001 and 2000

	Millions of Yen			Thousands of U.S. Dollars (Note 1)
•	2002	2001	2000	2002
Operating Activities:				
Income (loss) before income taxes	¥ 16,076	¥ 7,052	¥(13,692)	\$ 120,644
Adjustments to reconcile income (loss) before income taxes	1 10,070	1 7,032	1(10,072)	ψ 120,044
to net cash provided by operating activities:				
Depreciation	19,247	20,083	21,922	144,442
Reserve for pension and severance payments	(943)	(2,145)	(463)	(7,076)
Amortization of prior service cost for pension plan	(743)	(2,173)	23,168	(7,070)
Lump-sum amortization of goodwill	_	4,156	23,100	_
Other, net	4,492	6,686	7,318	33,711
Changes in operating assets and liabilities:	7,772	0,000	7,510	33,711
Trade notes and accounts receivable	1,547	(5,338)	4,265	11,610
Inventories	(306)	394	559	(2,296)
Notes and accounts payable	(90)	3,130	(101)	(2,270)
Other, net	(2,957)	2,096	1,168	(22,191)
Interest and dividends received	(2, <del>9</del> 37) 693	830	918	5,201
		(5,903)		
Interest paid	(4,834)		(5,458)	(36,278)
Income taxes paid	(10,100)	(4,827)	(3,484)	(75,797)
Net cash provided by operating activities	22,825	26,214	32,120	171,295
Investing Activities: Purchases of property, plant and equipment	(14,884)	(17,280)	(20,243)	(111,700)
Purchases of marketable securities and investment securities			(705)	
Proceeds from sales of marketable securities,	(1,779)	(492)	(703)	(13,351)
	2 100	4.025	4.400	22.222
investment securities and properties	3,109	4,035	4,688	23,332
Other, net	1,085	(1,561)	(264)	8,143
Net cash used in investing activities	(12,469)	(15,298)	(16,524)	(93,576)
Financing Activities: Increase (decrease) in short-term bank loans and				
current maturities of long-term debt	(14,269)	2,946	3,788	(107,084)
Increase (decrease) in commercial paper	2,000			
	-	(8,000)	(15,000)	15,009
Proceeds from long-term debt	13,447	5,277	3,576 (8,861)	100,916
Decrease in long-term debt Payment of cash dividends	(18,583)	(10,661) (1,030)		(139,460)
	(6)		(2,054)	(45)
Net cash used in financing activities	(17,411)	(11,468)	(18,551)	(130,664)
Effect of exchange rate change on cash and cash equivalents	(110)	141	(438)	(826)
Decrease in cash and cash equivalents	(7,165) 25.046	(411)	(3,393)	(53,771)
Cash and cash equivalents at beginning of year	25,046	25,617	26,463	187,962
Increase (decrease) in cash and cash equivalents due to	454	(1 ( 0 )	2 5 4 7	2 205
addition of consolidated subsidiaries	451 V 10 222	(160)	2,547	3,385
Cash and cash equivalents at end of year (Note 9)	¥ 18,332	¥ 25,046	¥ 25,617	\$ 137,576

#### Notes to Consolidated Financial Statements

The Yokohama Rubber Co., Ltd. and Consolidated Subsidiaries

#### 1. Basis of Presenting Financial Statements

The accompanying consolidated financial statements of The Yokohama Rubber Co.,Ltd. (the "Company") have been prepared in accordance with accounting principles and practices generally accepted in Japan and have been compiled from the consolidated financial statements filed under the Securities and Exchange Law of Japan, which may differ in some material respects from accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

In preparing these statements, certain reclassifications and rearrangements have been made to the consolidated financial statements prepared domestically in order to present these statements in a form which is more familiar to readers outside Japan. In addition, the accompanying notes include additional information which is not required under accounting principles and practices generally accepted in Japan.

The U.S. dollar amounts included herein are solely for the convenience of the reader and have been translated from the Japanese yen amounts at the rate of ¥133.25 = U.S.\$1.00, the approximate exchange rate prevailing on March 31,2002.

#### 2. Summary of Significant Accounting Policies

#### (1) Principles of Consolidation

The accompanying consolidated financial statements include the accounts of the Company and its significant majority-owned domestic and foreign subsidiaries (together, the "Companies"). Investment in unconsolidated subsidiaries and associated companies (companies owned 20% to 50%) is accounted for by the equity method of accounting.

All significant intercompany transactions and balances have been eliminated. The excess of the cost of the Companies' investments in subsidiaries and associated companies over their equity in the net assets at the dates of acquisition was not material and has been fully written off as incurred.

#### (2) Foreign Currency Translation

Foreign currency receivables and payables are translated at the year-end spot rates. The resulting exchange losses and gains are charged or credited to income.

The assets and liabilities of the consolidated subsidiaries outside Japan are translated at the fiscal yearend rates of those companies, and the income and expense accounts of those companies are translated at the average rates of those companies. The resulting exchange adjustments are recorded in shareholders' equity and minority interests.

#### (3) Cash Equivalents

For purposes of the consolidated statements of cash flows, highly liquid investments with a maturity of three months or less are considered cash equivalents in 2002 and 2001.

#### (4) Marketable Securities and Investment Securities

Securities designated as available-for-sale, whose fair values are readily determinable, are carried at fair value with unrealized gains or losses included as a component of shareholder's equity, net of applicable taxes. Costs are determined by the moving average method.

Securities whose fair values are not readily determinable are carried at cost. Costs are determined by the moving average method.

#### (5) Derivative Instruments

Derivative instruments whose fair values are readily determinable, are carried at fair value.

#### (6) Inventories

Inventories are stated at cost determined by the moving average method, except that the finished products of certain subsidiaries are valued by the most recent purchase price method.

#### (7) The Allowance for Doubtful Receivables

The allowance for doubtful receivables is provided at an estimated amount of probable bad debts plus the amount which is based on the past credit loss experience.

#### (8) Depreciation

Depreciation of property, plant and equipment is computed principally by the declining-balance method based on the estimated useful lives of the respective assets.

#### (9) Reserve for Severance Payments and Employee Benefit Plans

Employees who terminate their service with the Companies are, under most circumstances, entitled to lump-sum severance payments determined by reference to their current basic rate of pay and length of service. The Company and certain consolidated subsidiaries have non-contributory pension plans for their termination caused by age limit.

The Companies accounted for these liabilities based on the projected benefit obligations and plan assets at the balance sheet date.

Unrecognized actuarial gain and loss are amortized in the year following the year in which the gain or loss is recognized primarily by the straight-line method over 10 years which are shorter than the average remaining service period of employees.

The transition obligation of consolidated subsidiaries is amortized over 5 years. The transition obligation of the Company was written down by contributing the holding securities to the pension trust.

In addition to providing pension and severance benefits, certain foreign subsidiaries sponsor several unfunded defined benefit postretirement plans which provide certain health care and life insurance benefits to eligible employees and, in 1993, adopted Statement of Financial Accounting Standard No.106, "Employers' Accounting for Postretirement Benefits Other Than Pensions."

#### (10) Income Taxes

Income taxes in Japan comprise a corporation tax, enterprise tax and prefectural and municipal inhabitants'

Provision is made for deferred income taxes arising from temporary differences between assets or liabilities for financial and tax reporting purposes.

#### (11) Revenue Recognition

Sales of products are recognized in the accounts upon shipments to customers.

#### (12) Research and Development Costs

Research and development costs are charged to income as incurred.

#### (13) Earnings per Share

The computation of basic net income (loss) per share is based on the weighted average number of shares outstanding during the period.

#### (14) Leases

Finance leases, other than those lease agreements which stipulate the transfer of ownership of the leased property, are accounted for as operating leases.

#### 3. Inventories

Inventories at March 31, 2002 and 2001 consisted of the following:

Millions of Yen		
2002	2001	2002
¥44,848	¥43,637	\$336,570
6,676	5,621	50,101
9,173	8,386	68,841
¥60,697	¥57,644	\$455,512
	2002 ¥44,848 6,676 9,173	2002 2001 ¥44,848 ¥43,637 6,676 5,621 9,173 8,386

#### 4. Long-Term Debt

Long-term debt at March 31, 2002 and 2001 consisted of the following:

	Millions of Yen		U.S. Dollars
	2002	2001	2002
2.65% straight bonds due 2004	¥10,000	¥10,000	\$ 75,047
2.175% straight bonds due 2002	<del>-</del>	10,000	_
2.2% straight bonds due 2003	10,000	10,000	75,047
1.3425% straight bonds due 2007	10,000	_	75,047
Loans, principally from banks and			
insurance companies	32,162	36,521	241,365
	62,162	66,521	466,506
Less current maturities	15,852	18,231	118,964
	¥46,310	¥48,290	\$347,542

Assets pledged to secure bank loans and long-term debt at March 31, 2002 and 2001 were as follows:

,	Millions o	Millions of Yen	
	2002	2001	2002
Investment securities	¥ 248	¥ 295	\$ 1,861
Notes receivable	1,326	2,869	9,951
Property, plant and equipment	83,057	90,724	623,317
	¥84,631	¥93,888	\$635,129

#### 5. Depreciation

Depreciation charges were as follows:

		Thousands of U.S. Dollars		
	2002	2001	2000	2002
Selling, general and administrative expenses	¥ 2,951	¥ 2,784	¥ 2,716	\$ 22,146
Manufacturing costs	¥16,296	¥17,299	¥19,206	\$122,296

#### 6. Contingent Liabilities

Contingent liabilities at March 31, 2002 and 2001 were as follows:

	Millions	Thousands of U.S. Dollars	
	2002	2001	2002
Notes discounted and endorsed	¥2,052	¥2,171	\$15,400
Guarantees	¥1,669	¥1,799	\$12,525

#### 7. Research and Development Expenses

Research and development expenses charged to manufacturing costs and selling, general and administrative expenses for the years ended March 31, 2002 and 2001 were ¥12,298 million (\$92,295 thousand) and ¥11,827 million, respectively.

#### 8. Retained Earnings and Dividends

The amount of retained earnings available for dividends under the Commercial Code of Japan is based on the amount stated in the non-consolidated financial statements of the Company. Dividends are approved by the shareholders at a meeting held subsequent to the fiscal year to which the dividends is applicable. In addition, semiannual interim dividends may be made by resolution of the Board of Directors, subject to the limitations imposed by the Commercial Code.

On October 1, 2001, an amendment (the "Amendment") to the Commercial Code of Japan became effective. The Amendment eliminated the stated par value of the Company's outstanding shares, which resulted in all outstanding shares having no par value as of October 1, 2001. The Amendment also provided that all share issuances after September 30, 2001 will be of shares with no par value. Prior to the date on which the Amendment became effective, the Company's shares had a par value of ¥50 per share.

#### 9. Cash and Cash Equivalents

Cash and cash equivalents at March 31, 2002 and 2001 consisted of the following:

	Millions o	Thousands of U.S. Dollars	
	2002	2001	2002
Cash and time deposits	¥18,623	¥26,288	\$139,760
Time deposits with a maturity of over three months	(291)	(1,522)	(2,184)
Investments in short-term, highly liquid securities	_	280	_
Cash and cash equivalents	¥18,332	¥25,046	\$137,576

#### 10. Leases

An analysis of leased property under finance leases is as follows:

	Million	Millions of Yen		
	2002	2001	2002	
Acquisition costs	¥5,457	¥6,710	\$40,953	
Accumulated depreciation	3,051	3,890	22,897	
Net book value	¥2,406	¥2,820	\$18,056	

The Companies had future lease payments under finance leases as follows:

	Millions	Millions of Yen	
	2002	2001	2002
Within one year	¥1,026	¥1,191	\$ 7,700
After one year	1,380	1,629	10,356
	¥2,406	¥2,820	\$18,056

Lease expenses under finance leases for the years ended March 31, 2002 and 2001 aggregated approximately ¥1,312 million (\$9,846 thousand) and ¥1,453 million, respectively.

Future rental payments under non-cancellable operating leases were as follows:

	Millions o	Millions of Yen	
	2002	2001	2002
Within one year	¥2,024	¥1,860	\$15,189
After one year	6,663	7,941	50,004
	¥8,687	¥9,801	\$65,193

#### 11. Securities

Costs, carrying amounts and unrealized gains and losses pertaining to available-for-sale securities at March 31, 2002 and 2001 were as follows:

		Millions of Yen					7	Thousands	of U.S. Do	ollars		
		2002				2001		2002				
	Cost	Carrying amounts		Unrealized losses	Cost	Carrying amounts	Unrealized gains	Unrealized losses	Cost	Carrying amounts	Unrealized gains	Unrealized losses
Securities classified as: Available-for-sale: Stocks	¥21,898	¥56,226	¥36,644	¥(2,316)	¥22,143	¥67,342	¥45,401	¥(202)	\$164,338	\$421,959	\$275,002	\$(17,381)

#### 12. Derivative Instruments

Fair value information of derivative instruments at March 31, 2002 and 2001 was as follows:

		Millions of Yen					Thou	sands of U.S.	Dollars
		2002			2001			2002	
Forward exchange	Contract amount	Fair value	Unrealized losses	Contract amount	Fair value	Unrealized losses	Contract amount		
contracts: Deutsche mark	_	_	_	¥2,182	¥2,315	¥(133)	_	_	_
EURO	¥1,908	¥1,985	¥ (77)	_	_	_	\$14,319	\$14,897	\$ (578)
U.S. dollar	1,169	1,181	(12)	1,198	1,264	(66)	8,773	8,863	(90)
Others	947	1,000	(53)	772	803	(31)	7,107	7,505	(398)
	¥4,024	¥4,166	¥(142)	¥4,152	¥4,382	¥(230)	\$30,199	\$31,265	\$(1,066)
		Millions of Yen					Thous	sands of U.S.	Dollars
		2002			2001			2002	
	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)	Contract amount	Fair value	Unrealized gains (losses)
Interest rate swap									
agreements	¥5,223	¥(48)	¥(48)	¥7,434	¥(66)	¥(66)	\$39,197	\$(360)	\$(360)
Interest rate option									
(cap) contracts									
written	2,144	4	4	2,144	8	8	16,090	30	30
	¥ —	¥(44)	¥(44)	¥ —	¥(58)	¥(58)	\$ —	\$(330)	\$(330)

13. Pension and severance plans1. The projected benefit obligations, plan assets and composition of amounts recognized in the consolidated balance sheets at March 31,2002 and 2001 were as follows:

	Millions of	Thousands of U.S. Dollars	
	2002	2001	2002
Projected benefit obligations	¥(51,176)	¥(49,297)	\$(384,060)
Fair value of plan assets	14,999	18,198	112,563
Funded status	(36,177)	(31,099)	(271,497)
Unrecognized transition obligation	1,538	2,051	11,542
Unrecognized actuarial losses	8,300	1,615	62,289
Net amount recognized	¥(26,339)	¥(27,433)	\$(197,666)

2. The components of net pension and severance costs for the years ended March 31, 2002 and 2001 were as follows:

	Millions of	Thousands of U.S. Dollars	
	2002	2001	2002
Service cost	¥2,376	¥ 2,495	\$17,831
Interest cost	1,513	1,623	11,355
Expected return on plan assets	(216)	(279)	(1,621)
Amortization of transition obligation	514	8,991	3,857
Recognized actuarial losses	161	_	1,208
Net periodic benefit cost	¥4,348	¥12,830	\$32,630

3. Assumptions used as of March 31, 2002 and 2001 were as follows:

	2002	2001
Discount rate	2.5%	3.5%
Expected return rate on plan assets	4.0%	4.0%

#### 14. Deferred Income Taxes

1. Significant components of the deferred income tax assets and liabilities at March 31,2002 and 2001 were as follows:

	Millions of	Thousands of U.S. Dollars	
	2002	2001	2002
Deferred tax assets:			
Liabilities for pension and severance payments	¥ 14,053	¥ 14,167	\$ 105,464
Net operating loss carryforwards	11,047	9,078	82,904
Unrealized profits	4,447	4,302	33,373
Accrued expenses	1,405	1,026	10,544
Other	2,898	2,838	21,749
Gross deferred tax assets	33,850	31,411	254,034
Less valuation allowance	(11,238)	(8,896)	(84,338)
Total deferred tax assets	22,612	22,515	169,696
Deferred tax liabilities:			
Unrealized gains on securities	(14,271)	(18,806)	(107,099)
Liabilities for pension and severance payments	(3,558)	(3,558)	(26,702)
Property, plant and equipment	(2,135)	(1,621)	(16,023)
Other	(417)	(472)	(3,129)
Total deferred tax liabilities	(20,381)	(24,457)	(152,953)
Net deferred tax assets (liabilities)	¥ 2,231	¥ (1,942)	\$ 16,743

2. A reconciliation of the statutory income tax rates to the effective income tax rates was as follows:

	Years ended March 31		
	2002	2001	
Statutory income tax rate in Japan	41.6 %	41.6 %	
Valuation allowance recognized on current losses of subsidiaries	7.9	53.1	
Permanently nondeductible expenses	3.9	8.9	
Permanently nontaxable income	(1.2)	(2.6)	
Other	1.4	(2.6)	
Effective income tax rate	53.6 %	98.4 %	

#### 15. Segment Information

The business and geographical segment information and overseas sales for the Companies for the years ended March 31, 2002, 2001 and 2000 are outlined as follows:

#### **Business Segments**

		М	illions of Yen				
	Tires	Multiple Business	Total	Eliminations and Corporate	Consolidated		
		Year ended March 31, 2002					
Sales to third parties	¥284,253	¥115,571	¥399,824	¥ —	¥399,824		
Intergroup sales and transfers	91	14,431	14,522	(14,522)			
Total sales	284,344	130,002	414,346	(14,522)	399,824		
Operating expenses	268,768	122,697	391,465	(14,342)	377,123		
Operating income	¥ 15,576	¥ 7,305	¥ 22,881	¥ (180)	¥ 22,701		
Total assets at end of year	¥304,077	¥142,213	¥446,290	¥ (8,519)	¥437,771		
Depreciation	¥ 15,306	¥ 3,822	¥ 19,128	¥ 119	¥ 19,247		
Capital expenditures	¥ 12,652	¥ 4,073	¥ 16,725	¥ 215	¥ 16,940		
		Year end	ed March 31, 2	001			
Sales to third parties	¥270,594	¥117,261	¥387,855	¥ —	¥387,855		
Intergroup sales and transfers	134	7,619	7,753	(7,753)	_		
Total sales	270,728	124,880	395,608	(7,753)	387,855		
Operating expenses	259,264	116,512	375,776	(7,766)	368,010		
Operating income	¥ 11,464	¥ 8,368	¥ 19,832	¥ 13	¥ 19,845		
Total assets at end of year	¥302,635	¥120,519	¥423,154	¥24,976	¥448,130		
Depreciation	¥ 16,020	¥ 3,940	¥ 19,960	¥ 123	¥ 20,083		
Capital expenditures	¥ 14,867	¥ 3,420	¥ 18,287	¥ (169)	¥ 18,118		
		Year end	ed March 31, 2	000			
Sales to third parties	¥273,088	¥119,105	¥392,193	¥ —	¥392,193		
Intergroup sales and transfers	120	8,060	8,180	(8,180)	_		
Total sales	273,208	127,165	400,373	(8,180)	392,193		
Operating expenses	260,925	120,368	381,293	(8,143)	373,150		
Operating income	¥ 12,283	¥ 6,797	¥ 19,080	¥ (37)	¥ 19,043		
Total assets at end of year	¥277,223	¥103,919	¥381,142	¥35,560	¥416,702		
Depreciation	¥ 17,592	¥ 4,124	¥ 21,716	¥ 206	¥ 21,922		
Capital expenditures	¥ 15,573	¥ 3,660	¥ 19,233	¥ 237	¥ 19,470		
	Thousands of U.S. Dollars						
	Tires	Multiple Business	Total	Eliminations and Corporate	Consolidated		
	Year ended March 31, 2002						
Sales to third parties	\$2,133,231	\$ 867,324	\$3,000,555	\$ —	\$3,000,555		
Intergroup sales and transfers	683	108,300	108,983	(108,983)	_		
Total sales	2,133,914	975,624	3,109,538	(108,983)	3,000,555		
Operating expenses	2,017,021	920,803	2,937,824	(107,632)	2,830,192		
Operating income	\$ 116,893	\$ 54,821	\$ 171,714	\$ (1,351)	\$ 170,363		
Total assets at end of year	\$2,282,003	\$1,067,264	\$3,349,267	\$ (63,933)	\$3,285,334		
Depreciation	\$ 114,866	\$ 28,683	\$ 143,549	\$ 893	\$ 144,442		
Capital expenditures	\$ 94,949	\$ 30,567	\$ 125,516	\$ 1,613	\$ 127,129		

Geographical Areas			Millio	ons of Yen		
	Japan	North America	Other	Total	Eliminations and Corporate	Consolidated
	<u> </u>	TVOITIT/ IIIICIICU		March 31, 200		Consolidated
Sales to third parties	¥322,940	¥67,534	¥ 9,350	¥399,824	¥ —	¥399,824
Interarea sales and transfers	20,909	1,876	3,041	25,826	(25,826)	-
Total sales	343,849	69,410	12,391	425,650	(25,826)	399,824
Operating expenses	321,743	68,866	11,592	402,201	(25,078)	377,123
Operating income	¥ 22,106	¥ 544	¥ 799	¥ 23,449	¥ (748)	¥ 22,701
Total assets at end of year	¥363,764	¥63,377	¥14,167	¥441,308	¥ (3,537)	¥437,771
			Year ended	March 31, 200	1	
Sales to third parties	¥317,500	¥61,698	¥ 8,657	¥ 387,855	¥	¥387,855
Interarea sales and transfers	19,407	213	2,603	22,223	(22,223)	—
Total sales	336,907	61,911	11,260	410,078	(22,223)	387,855
Operating expenses	316,333	63,391	10,543	390,267	(22,257)	368,010
Operating income (loss)	¥ 20,574	¥ (1,480)	¥ 717	¥ 19,811	¥ 34	¥ 19,845
Total assets at end of year	¥363,656	¥58,558	¥12,578	¥ 434,792	¥ 13,338	¥448,130
			Year ended	March 31, 200	0	
Sales to third parties	¥316,695	¥65,549	¥ 9,949	¥392,193	¥	¥392,193
·	23,967	673	3,175	27,815	(27,815)	—
Interarea sales and transfers				,		
Interarea sales and transfers Total sales				420,008	(27,815)	392,193
Total sales	340,662	66,222	13,124	420,008 401,803	(27,815) (28,653)	392,193 373,150
Total sales Operating expenses		66,222 64,072		420,008 401,803 ¥ 18,205	(27,815) (28,653) ¥ 838	392,193 373,150 ¥ 19,043
Total sales	340,662 325,304	66,222	13,124 12,427	401,803	(28,653)	373,150
Total sales Operating expenses Operating income	340,662 325,304 ¥ 15,358	66,222 64,072 ¥ 2,150	13,124 12,427 ¥ 697	401,803 ¥ 18,205	(28,653) ¥ 838	373,150 ¥ 19,043
Total sales Operating expenses Operating income	340,662 325,304 ¥ 15,358	66,222 64,072 ¥ 2,150	13,124 12,427 ¥ 697 ¥12,611	401,803 ¥ 18,205	(28,653) ¥ 838	373,150 ¥ 19,043
Total sales Operating expenses Operating income	340,662 325,304 ¥ 15,358	66,222 64,072 ¥ 2,150 ¥57,709	13,124 12,427 ¥ 697 ¥12,611	401,803 ¥ 18,205 ¥429,170	(28,653) ¥ 838	373,150 ¥ 19,043
Total sales Operating expenses Operating income	340,662 325,304 ¥ 15,358 ¥358,850	66,222 64,072 ¥ 2,150	13,124 12,427 ¥ 697 ¥12,611 Thousand:	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate	373,150 ¥ 19,043 ¥416,702
Total sales Operating expenses Operating income	340,662 325,304 ¥ 15,358 ¥358,850	66,222 64,072 ¥ 2,150 ¥57,709	13,124 12,427 ¥ 697 ¥12,611 Thousand:	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate	373,150 ¥ 19,043 ¥416,702
Total sales Operating expenses Operating income Total assets at end of year	340,662 325,304 ¥ 15,358 ¥358,850	66,222 64,072 ¥ 2,150 ¥57,709 North America	13,124 12,427 ¥ 697 ¥12,611 Thousand: Other Year ended	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars Total March 31, 2002	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate	373,150 ¥ 19,043 ¥416,702
Total sales Operating expenses Operating income Total assets at end of year  Sales to third parties	340,662 325,304 ¥ 15,358 ¥358,850 Japan	66,222 64,072 ¥ 2,150 ¥57,709 North America	13,124 12,427 ¥ 697 ¥12,611 Thousands Other Year ended \$ 70,169	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars Total March 31, 2002 \$3,000,555	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate  2  \$ —	373,150 ¥ 19,043 ¥416,702 Consolidated \$3,000,555
Total sales Operating expenses Operating income Total assets at end of year  Sales to third parties Interarea sales and transfers	340,662 325,304 ¥ 15,358 ¥358,850 Japan \$2,423,564 156,915	66,222 64,072 ¥ 2,150 ¥57,709 North America \$506,822 14,079	13,124 12,427 ¥ 697 ¥12,611 Thousands Other Year ended \$ 70,169 22,822	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars Total March 31, 2002 \$3,000,555 193,816	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate  2  \$ — (193,816)	373,150 ¥ 19,043 ¥416,702 Consolidated \$3,000,555
Total sales Operating expenses Operating income Total assets at end of year  Sales to third parties Interarea sales and transfers Total sales	340,662 325,304 ¥ 15,358 ¥358,850 Japan \$2,423,564 156,915 2,580,479	66,222 64,072 ¥ 2,150 ¥57,709 North America \$506,822 14,079 520,901	13,124 12,427 ¥ 697 ¥12,611 Thousands Other Year ended \$ 70,169 22,822 92,991	401,803 ¥ 18,205 ¥429,170 s of U.S. Dollars Total March 31, 2002 \$3,000,555 193,816 3,194,371	(28,653)  ¥ 838  ¥(12,468)  Eliminations and Corporate  2  \$ — (193,816) (193,816)	373,150 ¥ 19,043 ¥416,702 Consolidated \$3,000,555 — 3,000,555

#### Millions of Yen **Overseas Sales** North America Other Total Year ended March 31, 2002 ¥70,148 ¥39,459 ¥109,607 (A) Overseas sales ¥399,824 (B) Consolidated net sales 17.5% 9.9% 27.4% (C) (A)/(B) $\times$ 100 Year ended March 31, 2001 (A) Overseas sales ¥61,727 ¥33,880 ¥ 95,607 (B) Consolidated net sales ¥387,855 (C) (A)/(B) $\times$ 100 15.9% 8.8% 24.7% Year ended March 31, 2000 (A) Overseas sales ¥66,673 ¥36,228 ¥102,901 (B) Consolidated net sales ¥392,193 (C) (A)/(B) $\times$ 100 17.0% 9.2% 26.2%

	Thousands of U.S. Dollars			
	North America	Other	Total	
	Year ended March 31, 2002			
(A) Overseas sales	\$526,439	\$296,128	\$ 822,567	
(B) Consolidated Net sales			\$3,000,555	
(C) (A)/(B) $\times$ 100	17.5%	9.9%	27.4%	



**Certified Public Accountants** Hibiya Kokusai Bldg. 2-2-3, Uchisaiwai-cho Chiyoda-ku, Tokyo 100-0011 C.P.O. Box 1196, Tokyo 100-8641

Shin Vipon & Co.

Phone: 03-3503-1100 Fax: 03-3503-1197

The Board of Directors and Shareholders The Yokohama Rubber Co., Ltd.

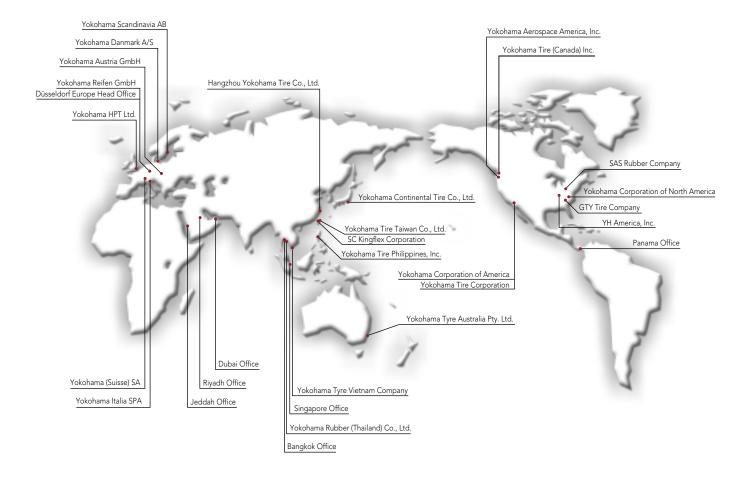
We have audited the consolidated balance sheets of The Yokohama Rubber Co., Ltd. and consolidated subsidiaries as of March 31, 2002 and 2001, and the related consolidated statements of operations, shareholders' equity and cash flows for each of the three years in the period ended March 31, 2002, expressed in Japanese yen. Our audits were made in accordance with auditing standards, procedures and practices generally accepted and applied in Japan and, accordingly, included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the financial statements referred to above, expressed in Japanese yen, present fairly the financial position of The Yokohama Rubber Co., Ltd. and consolidated subsidiaries at March 31, 2002 and 2001 and the results of their operations and their cash flows for each of the three years in the period ended March 31, 2002, in conformity with accounting principles and practices generally accepted in Japan applied on a consistent basis.

The U.S. dollar amounts in the accompanying consolidated financial statements with respect to the year ended March 31, 2002 are presented solely for convenience. Our audits also included the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made on the basis described in Note 1 to the consolidated financial statements.

June 27, 2002

See Note 1 to the consolidated financial statements, which explains the basis of preparing the consolidated financial statements of The Yokohama Rubber Co., Ltd. under Japanese accounting principles and practices.



#### **OVERSEAS SUBSIDIARIES AND AFFILIATES**

Yokohama Tire Corporation

Production and sales of tires and related products

Yokohama Tire (Canada) Inc.

Sales of tires and related products

Hangzhou Yokohama Tire Co., Ltd.

Production and sales of tires and related products

Yokohama Tire Philippines, Inc.

Production and sales of tires and related products

Yokohama Tyre Vietnam Company

Production and sales of tires and related products

**GTY Tire Company** 

Production and sales of tires and related products

Yokohama Tyre Australia Pty. Ltd.

Sales of tires and related products

Yokohama HPT Ltd.

Sales of tires and related products

Yokohama Italia SPA

Sales of tires and related products

Yokohama (Suisse) SA

Sales of tires and related products

Yokohama Scandinavia AB

Sales of tires and related products

Yokohama Reifen GmbH

Sales of tires and related products

#### **OVERSEAS REPRESENTATIVE OFFICES**

Düsseldorf Europe Head Office

Jeddah Office

Riyadh Office

Dubai Office

Panama Office

Singapore Office

Bangkok Office

Yokohama Austria GmbH

Sales of tires and related products

Yokohama Danmark A/S

Sales of tires and related products

Yokohama Tire Taiwan Co., Ltd.

Sales of tires and related products

Yokohama Continental Tire Co., Ltd.

Marketing support for tires and related products

Yokohama Corporation of America

Equity participation in GTY Tire; sales of tires

Yokohama Corporation of North America

Holding company for shares of YTC and other

companies

Yokohama Rubber (Thailand) Co., Ltd.

Production and sales of windshield sealants and hoses

YH America, Inc.

Production and sales of windshield sealants and hoses

SAS Rubber Company

Production and sales of hoses and industrial-use rubber.

SC Kingflex Corporation

Production and sales of hoses

Yokohama Aerospace America, Inc.

Sales of aircraft components

#### Board of Directors and Corporate Auditors

(As of June 27, 2002)

President Yasuo Tominaga

EXECUTIVE DIRECTORS Hisao Suzuki

Yoshiro Naitoh

Keimei Kiyoura

Managing Directors Kohji Ikawa

Seiji Miyashita

Kazuo Okamoto

Takashi Yamashita

Tadanobu Nagumo

Keigo Ueda

Takashi Sugimoto

Directors Yuzo Kikuchi

Tetsuya Mizoguchi

Toshihiko Shiraki

Takasuke Sato

Masamichi Danjo

Tatsunari Kojima

Akihisa Takayama

Michio Yuge

CORPORATE AUDITORS Masaaki Kushida

Seiichi Suzuki

Junnosuke Furukawa

Yuzuru Fujita

#### Investor Information

**STOCK EXCHANGE LISTINGS:** 

(As of March 31, 2002)

COMPANY NAME: The Yokohama Rubber Co., Ltd. **ESTABLISHED:** October 13, 1917 PAID-IN CAPITAL: ¥38,909 million **HEAD OFFICE:** 36-11, Shimbashi 5-chome, Minato-ku Tokyo 105-8685, Japan **PRODUCTION FACILITIES:** Hiratsuka Factory and Mie, Mishima, Shinshiro, Ibaraki and Onomichi plants WWW ADDRESS: http://www.yrc.co.jp/ **AUTHORIZED NUMBER OF SHARES:** 480,000,000 ISSUED NUMBER OF SHARES: 342,598,162 (unchanged from fiscal 2001 year-end) 21,447 (down 2,891 from fiscal 2001 year-end) **N**UMBER OF **S**HAREHOLDERS: 15,974 **AVERAGE SHARES PER SHAREHOLDER: SETTLEMENT DATE:** March 31 GENERAL MEETING OF SHAREHOLDERS: June TRANSFER AGENT: The Chuo Mitsui Trust and Banking Company, Limited 33-1, Shiba 3-chome, Minato-ku, Tokyo 105-8574, Japan DATE OF RECORD: March 31

Tokyo, Osaka, Nagoya