

## Supplementary Information of 2022 1Q

The Yokohama Rubber Co., Ltd.  
May 13, 2022

Year-on-Year Tire Sales Growth (%)		2021 Actual	2022 1Q Actual	2022 Projection
Japan	OE	93%	88%	108%
	REP	105%	124%	104%
North America		116%	106%	109%
Europe		122%	120%	107%
Russia		110%	97%	35%
China		106%	105%	119%
Asia		130%	107%	117%
Other		127%	87%	96%
Total		110%	107%	107%

Annual Tire Sales Composition Ratio (%)		2021 Actual	2022 1Q Actual	2022 Projection
Japan	OE	12%	12%	12%
	REP	26%	26%	25%
North America		20%	20%	21%
Europe		7%	6%	7%
Russia		4%	3%	1%
China		17%	17%	18%
Asia		10%	11%	11%
Other		5%	4%	5%
Total		100%	100%	100%

Tire Production Rubber Amount (1,000t)		2021 Actual	2022 1Q Actual	2022 Projection
Japan		147	37	152
Overseas		177	48	189
Total		325	84	341

### (1)Quarter of the year

	Unit	2021					2022				
		1Q	2Q	1H Actual	YoY Change	3Q	4Q	FY Actual	YoY Change	1 Q	YoY Change
<b>Profit and Loss</b>											
Sales revenue	Billion	144.6	159.3	303.9	+65.9	156.6	210.4	670.8	+119.7	185.6	+41.0
Business profit	Billion	14.0	12.3	26.3	+24.3	10.8	25.0	62.2	+26.3	13.7	-0.3
Business profit margin	%	9.7%	7.7%	8.7%	+7.8%	6.9%	11.9%	9.3%	+2.8%	7.4%	-2.3%
Operating profit	Billion	36.3	12.3	48.6	+45.6	10.7	24.3	83.6	+47.6	13.5	-22.8
Profit attributable to owners of parent	Billion	27.8	9.1	36.9	+35.7	6.5	22.0	65.5	+39.2	10.2	-17.7

<b>Factor Analysis of Business Profit (YoY)</b>											
	Unit	2021	2022	YoY	YoY	YoY	YoY	YoY	YoY	YoY	YoY
Exchange rate difference	Billion	+0.5	+1.4	+1.9		+0.8	+1.6	+4.4		+1.3	
Raw material prices	Billion	+2.2	-2.4	-0.2		-6.6	-9.3	-16.1		-9.1	
Volume, Prices/ MIX, Special factor	Billion	+4.1	+2.9	+7.0		+9.6	+7.8	+24.4		+9.2	
Production costs	Billion	+0.9	+6.5	+7.4		-0.2	-0.7	+6.5		-0.4	
Fixed cost	Billion	+2.1	-0	+2.1		-0.2	-2.3	-0.5		-1.6	
YOHT	Billion									+1.9	
MB, ATG, Others	Billion	+2.7	+3.3	+6.0		+0.6	+1.0	+7.6		-1.6	
Total	Billion	+12.5	+11.8	+24.3		+3.9	-1.9	+26.3		-0.3	

<b>Business Segment</b>												
	Unit	2021	2022	YoY	YoY	YoY	YoY	YoY	YoY	YoY	YoY	
Tire	Sales revenue	Billion	101.4	109.6	211.0	+44.4	106.3	152.8	470.2	+71.0	126.5	+25.1
	Business profit	Billion	9.2	7.0	16.3	+18.3	5.9	20.5	42.7	+18.7	8.6	-0.6
	Business profit margin	%	9.1%	6.4%	7.7%	+8.9%	5.5%	13.4%	9.1%	+3.1%	6.8%	-2.3%
YOHT	Sales revenue	Billion	22.5	25.7	48.2	+18.2	28.5	30.6	107.3	+42.2	36.4	+13.8
	Business profit	Billion	3.5	3.6	7.1	+3.9	4.1	3.5	14.7	+5.9	5.4	+1.9
	Business profit margin	%	15.5%	14.1%	14.8%	+4.0%	14.3%	11.5%	13.7%	+0.2%	14.8%	-0.7%
Tire total	Sales revenue	Billion	124.0								162.9	+38.9
	Business profit	Billion	12.7								14.0	+1.3
	Business profit margin	%	10.3%								8.6%	-1.7%
MB	Sales revenue	Billion	18.7	21.5	40.2	+1.8	19.5	24.7	84.4	+5.4	20.5	+1.7
	Business profit	Billion	1.0	1.1	2.1	+0.9	0.5	1.1	3.8	+0.9	-0.2	-1.3
	Business profit margin	%	5.4%	5.1%	5.2%	+2.2%	2.8%	4.6%	4.5%	+0.8%	-1.2%	-6.6%

Geographical Segment (by Customer Location)												
Tire	Japan	Billion	40.6	39.0	79.6	+7.2	34.0	68.7	182.3	+7.4	46.0	+5.5
	North America	Billion	26.3	32.2	58.5	+12.8	34.0	36.7	129.3	+23.6	37.5	+11.2
	Asia	Billion	18.9	19.3	38.2	+14.7	19.1	24.8	82.0	+20.3	24.2	+5.4
	Other regions	Billion	15.7	19.0	34.7	+9.8	19.3	22.6	76.6	+19.8	18.7	+3.0
YOHT	Japan	Billion	0	0	0.1	-0	0	0	0.1	+0	0	+0
	North America	Billion	11.3	13.5	24.8	+11.5	14.1	15.2	54.1	+25.7	19.2	+7.9
	Asia	Billion	1.5	1.6	3.1	+1.3	1.1	1.4	5.7	+1.2	1.2	-0.3
	Other regions	Billion	9.7	10.5	20.2	+5.4	13.2	13.9	47.3	+15.2	15.9	+6.2
Tire total	Japan	Billion	40.6								46.1	+5.5
	North America	Billion	37.6								56.8	+19.2
	Asia	Billion	20.4								25.4	+5.1
	Other regions	Billion	25.4								34.6	+9.2
MB	Japan	Billion	10.3	12.8	23.1	-0.1	11.0	14.5	48.7	+2.7	11.7	+1.4
	North America	Billion	4.0	3.8	7.8	+1.2	4.2	4.3	16.3	+1.1	4.6	+0.6
	Asia	Billion	3.6	3.7	7.3	+2.0	3.3	4.1	14.7	+2.5	3.1	-0.5
	Other regions	Billion	0.9	1.1	2.0	-1.4	1.0	1.9	4.8	-0.9	1.1	+0.3
Other	Japan	Billion	1.5	1.8	3.4	+1.0	1.6	1.6	6.6	+0.4	1.7	+0.1
	North America	Billion	0	0.1	0.1	+0.1	0.1	0.1	0.3	+0.1	0	-0
	Asia	Billion	0.3	0.6	0.9	+0.4	0.6	0.5	2.0	+0.6	0.5	+0.2
	Other regions	Billion	—	—	—	—	—	—	—	—	—	—

Geographical Segment											
Japan	Billion	59.8	63.4	123.3		54.9	95.9	274.1		66.8	
North America	Billion	31.9	37.8	69.8		40.3	43.4	153.5		43.9	
Asia	Billion	23.0	23.6	46.5		23.0	29.0	98.5		28.8	
Other regions	Billion	29.9	34.4	64.3		38.4	42.0	144.7		46.1	

Capital expenditures	Billion			17.5				38.8		12.9	
Depreciation & Amortization	Billion			18.9				38.3		9.8	
R&D expenses	Billion			7.6				15.3		3.8	

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

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

## (2) Full year

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

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

Business Segment												
Tire	Sales revenue	Billion	451.7	-3.1	399.2	-52.5	470.2	+71.0	242.0	+31.0	527.0	+56.8
	Business profit	Billion	30.8	-11.5	24.0	-6.8	42.7	+18.7	11.8	-4.5	37.8	-4.9
	Business profit margin	%	6.8%	-2.5%	6.0%	-0.8%	9.1%	+3.1%	4.9%	-2.8%	7.2%	-1.9%
YOHT	Sales revenue	Billion	70.8	+2.1	65.1	-5.7	107.3	+42.2	58.0	+9.8	120.0	+12.7
	Business profit	Billion	10.4	+1.9	8.8	-1.6	14.7	+5.9	7.5	+0.4	14.9	+0.2
	Business profit margin	%	14.7%	+2.4%	13.5%	-1.2%	13.7%	+0.2%	12.9%	-1.8%	12.4%	-1.3%
Tire total	Sales revenue	Billion							300.0		647.0	
	Business profit	Billion							19.3		52.7	
	Business profit margin	%							6.4%		8.1%	
MB	Sales revenue	Billion	119.3	+1.6	79.0	-40.3	84.4	+5.4	46.0	+5.8	95.0	+10.6
	Business profit	Billion	8.3	+0.9	2.9	-5.4	3.8	+0.9	2.3	+0.2	6.4	+2.6
	Business profit margin	%	7.0%	+0.7%	3.7%	-3.3%	4.5%	+0.8%	5.0%	-0.2%	6.7%	+2.3%

Geographical Segment (by Customer Location)												
Tire	Japan	Billion	190.9	-3.9	174.9	-16.0	182.3	+7.4				
	North America	Billion	121.4	-0.1	105.7	-15.7	129.3	+23.6				
	Asia	Billion	69.9	+0.4	61.8	-8.1	82.0	+20.3				
	Other regions	Billion	69.6	+0.4	56.8	-12.8	76.6	+19.8				
YOHT	Japan	Billion	0.5	+0.3	0.1	-0.4	0.1	+0				
	North America	Billion	30.6	-1.7	28.4	-2.2	54.1	+25.7				
	Asia	Billion	4.3	+0.6	4.5	+0.2	5.7	+1.2				
	Other regions	Billion	35.4	+2.9	32.1	-3.3	47.3	+15.2				
MB	Japan	Billion	71.5	+0.9	45.9	-25.5	48.7	+2.7				
	North America	Billion	22.8	+2.7	15.2	-7.6	16.3	+1.1				
	Asia	Billion	16.9	-1.7	12.2	-4.8	14.7	+2.5				
	Other regions	Billion	8.2	-0.4	5.7	-2.5	4.8	-0.9				
Other	Japan	Billion	7.4	-0.2	6.2	-1.1	6.6	+0.4				
	North America	Billion	0.1	+0	0.1	+0.1	0.3	+0.1				
	Asia	Billion	1.2	-0.2	1.4	+0.2	2.0	+0.6				
	Other regions	Billion	-	-	-	-	-	-				

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

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

\*FY2020 results do not include the Hamatite business, which has been reclassified as a "discontinued operation".

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

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