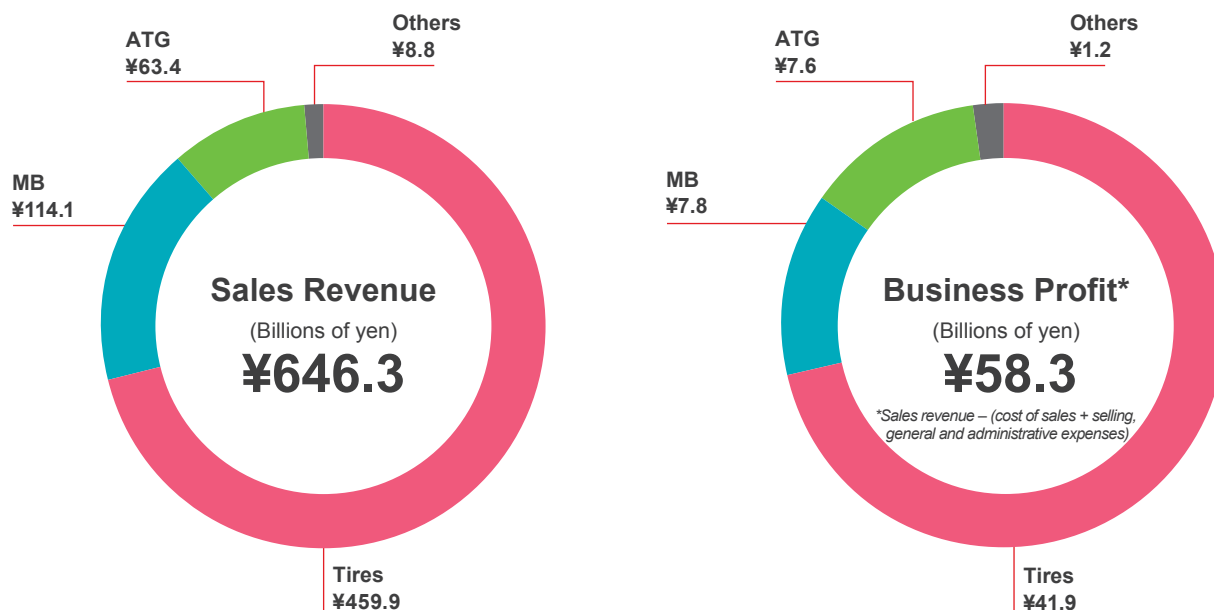


YOKOHAMA AT A GLANCE



Products and Companies by Business Segment

As of December 31, 2017

Tires



Principal products

Tires for passenger cars and light trucks; for trucks and buses; for construction and mining equipment; and for motor sports, and tire tubes, aluminum alloy wheels, other peripheral products

Principal production companies

Japan

Yokohama Rubber Co., Ltd.; Yokohama Tire Retread Co., Ltd.; Kameyama Bead Co., Ltd.

Overseas

Yokohama Tire Manufacturing Virginia LLC. (United States); LLC Yokohama R.P.Z. (Russia); Hangzhou Yokohama Tire Co., Ltd. (China); Yokohama Tire Philippines, Inc. (Philippines); Yokohama Tire

Manufacturing (Thailand) Co., Ltd. (Thailand); Yokohama Tyre Vietnam Inc. (Vietnam); Yokohama India Pvt. Ltd. (India)

Principal sales and marketing support companies

Japan

Yokohama Tire Japan Co., Ltd.

Overseas

Yokohama Tire Corporation (United States); Yokohama Tire (Canada) Inc. (Canada); Yokohama Tire Mexico S. de R.L. de C.V. (Mexico); Yokohama H.P.T. Ltd. (United Kingdom); Yokohama Europe GmbH (Germany); Yokohama Russia L.L.C. (Russia); Yokohama Tire Sales (Shanghai) Co., Ltd. (China); Yokohama Tire Sales Philippines, Inc. (Philippines); Yokohama Tire Sales (Thailand) Co., Ltd. (Thailand)

Employees: 18,006

ATG (Alliance Tire Group)



Principal products

Tires for agricultural, industrial, construction, and forestry machinery

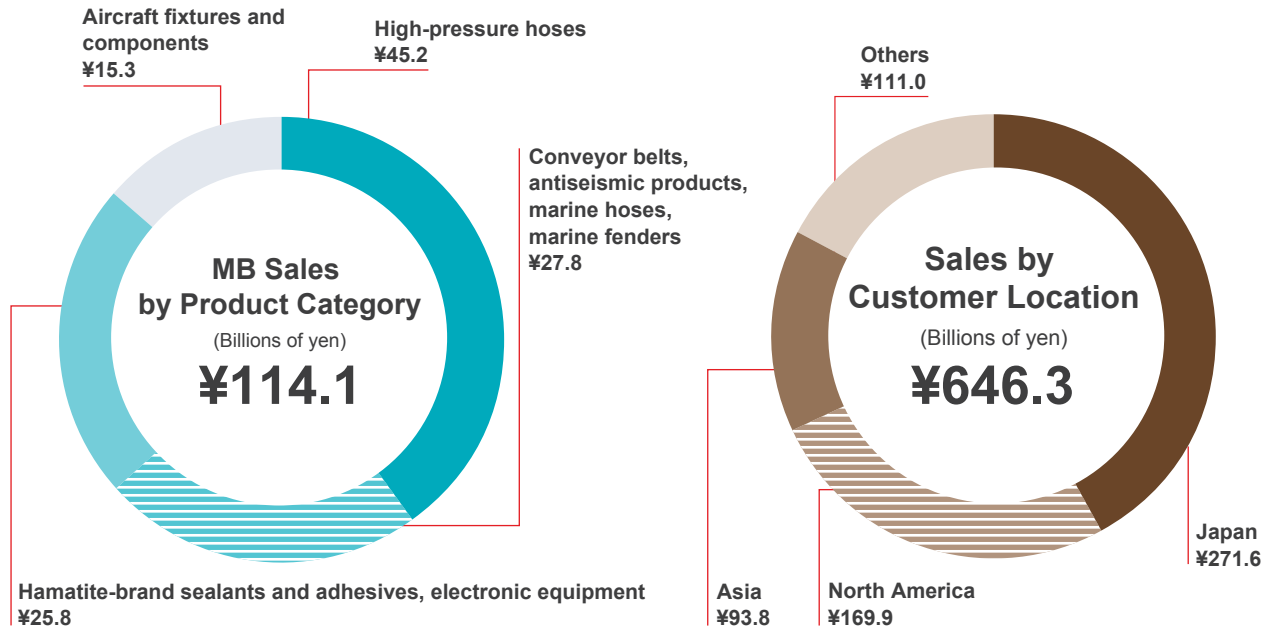
Principal production companies

ATC Tires Private Ltd. (India); Alliance Tire Company Ltd. (Israel)

Principal sales, marketing, and other support companies

Alliance Tire Europe B.V. (Netherlands); Alliance Tire Americas Inc. (United States); Alliance Tire Group K.K. (Japan)

Employees: 2,307



MB (Multiple Business)



Principal products

High-pressure hoses, conveyor belts, marine hoses and pneumatic marine fenders, antiseismic products and roadway joints, Hamatite-brand sealants and adhesives, coatings for electronic equipment, aircraft fixtures and components

Principal production companies

Japan

Yokohama Rubber Co., Ltd.

Overseas

Yokohama Industries Americas Inc. (United States); Yokohama Industries Americas Mexico S. de R.L. de C.V. (Mexico); Yokohama Industrial Products Italy S.r.l. (Italy); Yokohama Industrial

Products-Hangzhou Co., Ltd. (China); SC Kingflex Corporation (Taiwan); PT Yokohama Industrial Products Manufacturing Indonesia (Indonesia); Yokohama Rubber (Thailand) Co., Ltd. (Thailand)

Principal sales and marketing support companies

Japan

Yokohama Industrial Products Japan Co., Ltd.

Overseas

Yokohama Aerospace America, Inc. (United States); Yokohama Industrial Products Europe, GmbH (Germany); Yokohama Industrial Products Sales-Shanghai Co., Ltd. (China); Yokohama Industrial Products Asia-Pacific Pte. Ltd. (Singapore)

Employees: 3,855

Other operations

Principal products

Golf equipment, services for Yokohama Rubber and its subsidiaries and affiliates

Principal companies

Japan

PRGR Co., Ltd.; Hamagomu Fudousan Co., Ltd.; Acty Co., Ltd.; Yokohamagomu Finance Co., Ltd.; Yokohama Mold Co., Ltd.

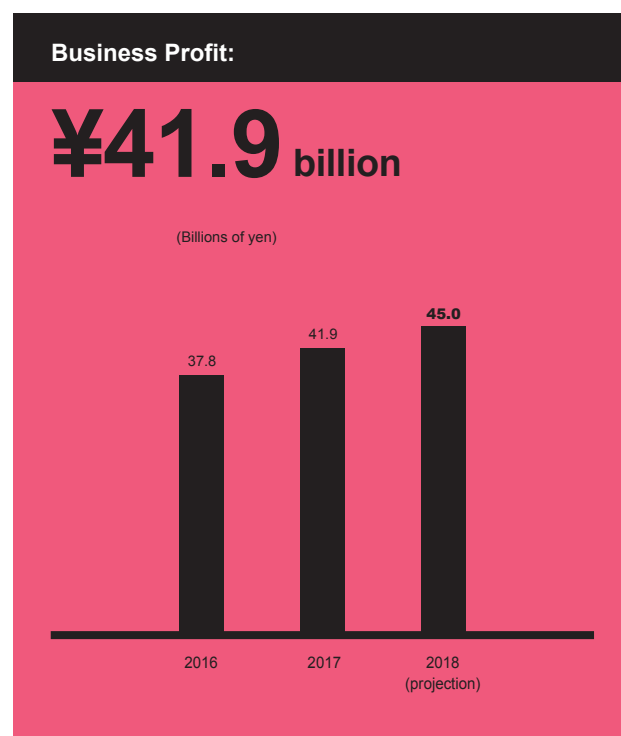
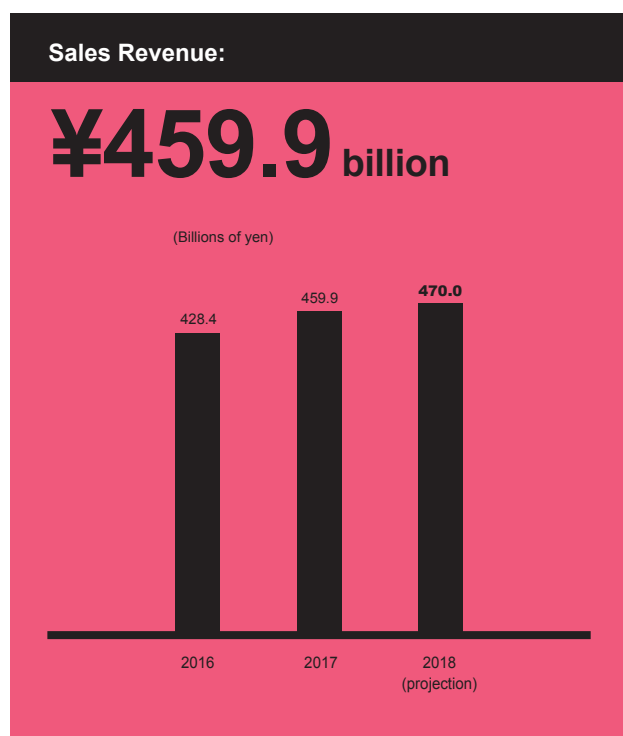
Overseas

Y.T. Rubber Co., Ltd. (Thailand); Yokohama Rubber (China) Co., Ltd. (China); Yokohama Rubber Singapore Pte. Ltd. (Singapore)

Employees: 1,271

RESULTS AND TRENDS BY BUSINESS SEGMENT

TIRES



■ Business results in 2017

Business profit increased 10.9%, to ¥41.9 billion, on a 7.4% increase in sales revenue, to ¥459.9 billion. The Tires segment thus accounted for 71.9% of total business profit and for 71.2% of total sales revenue.

■ Original equipment business

Sales increased in unit volume and in value. Leading the sales growth were gains overseas, especially in Asia. Yokohama earned several new fitments on premium-grade vehicles in Japan and overseas.

■ Replacement tires

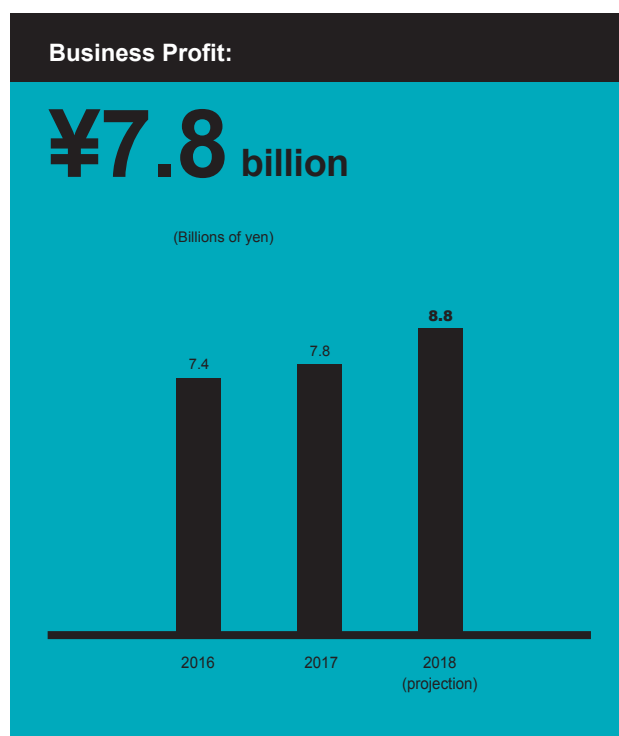
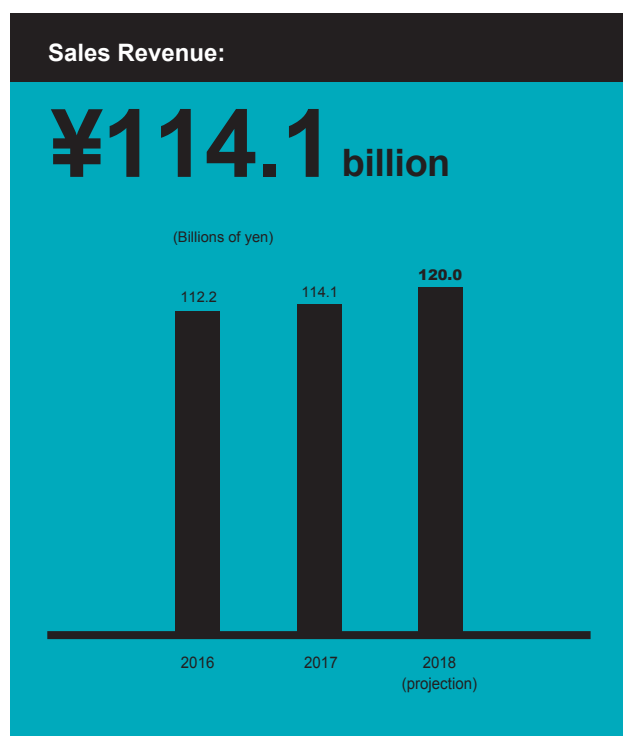
Yokohama achieved growth in unit volume and in value in the replacement market. In Japan, it promoted sales successfully by focusing on such high-value-added products as the iceGUARD 6 studless snow tire, launched in September 2017, and the ADVAN dB V552 premium-comfort tire, launched in November. Business in replacement tires also expanded overseas, led by growth in Southeast Asia and in Russia.

■ Full-year projections for 2018

Management projects that business profit in the Tires segment will increase 7.4% in 2018, to ¥45.0 billion, on a 2.2% increase in sales revenue, to ¥470.0 billion.



MB (Multiple Business)



■ Business results in 2017

Business profit increased 5.0%, to ¥7.8 billion, on a 1.7% increase in sales revenue, to ¥114.1 billion. The MB segment thus accounted for 13.3% of total business profit and for 17.7% of total sales revenue.

■ High-pressure hoses

Sales increased amid recovering demand in the construction equipment market in China and in Japan.



High-pressure hoses sold overseas:
SAE100R1S and SAE100R2S

■ Industrial materials

Business expanded on the strength of sales growth in conveyor belts overseas and in construction and civil engineering products in Japan.

■ Hamatite-brand sealants and adhesives and electronic equipment coatings

Continuing sales gains in automotive adhesives in Japan and overseas powered overall sales growth.

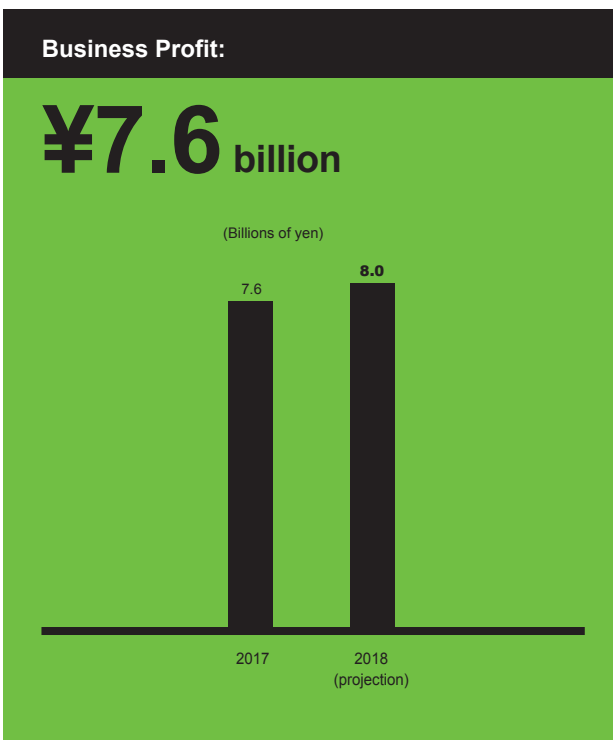
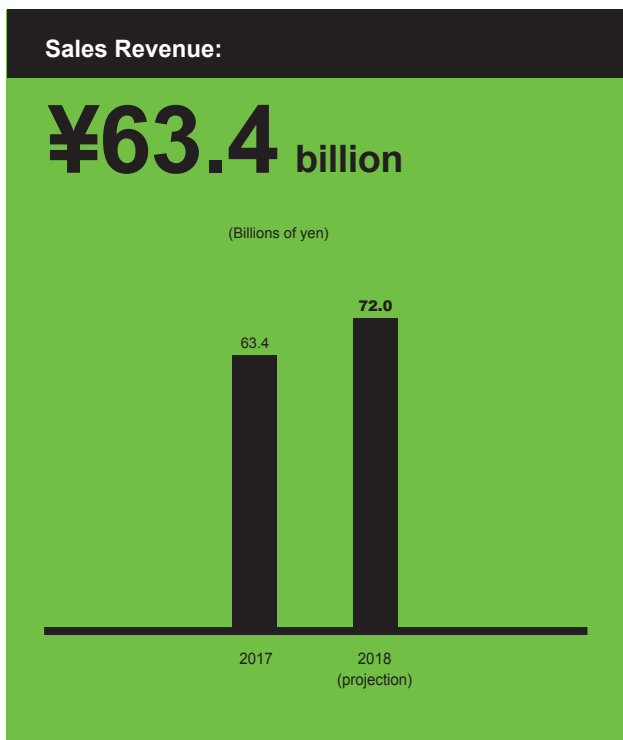
■ Aircraft fixtures and components

Sales revenue declined on account of weakness in the commercial sector.

■ Full-year projections for 2018

Management projects that business profit in the MB segment will increase 13.5% in 2018, to ¥8.8 billion, on a 5.2% increase in sales revenue, to ¥120.0 billion.

ATG



The ATG segment comprises the operations of Alliance Tire Group, which Yokohama acquired in July 2016.

■ Business results in 2017

Business profit totaled ¥7.6 billion on sales revenue of ¥63.4 billion. The ATG segment thus accounted for 13.0% of total business profit and for 9.8% of total sales revenue.

■ Off-highway tires

Yokohama's ATG operations supply off-highway tires for agricultural, construction, forestry, and industrial machinery. Their sales in 2017 were consistent with management's expectations in original equipment and in replacement tires as demand for agricultural machinery increased.

■ Full-year projections for 2018

Management projects that business profit in the ATG segment will increase 5.7% in 2018, to ¥8.0 billion, on a 13.5% increase in sales revenue, to ¥72.0 billion.



The Alliance Agriflex 372

Golf Equipment

Yokohama markets golf equipment under the PRGR brand in Japan and in China, the Republic of Korea, Southeast Asian nations, and Taiwan.

Highlights of 2017

A No. 2 ranking in tour earnings for a Yokohama-sponsored pro

The Team PRGR pro Satoshi Kodaira placed second in Japanese tour earnings in 2017. His impressive year included victories at the Top Cup Tokai Classic in October and at the Mitsui Sumitomo VISA Taiheiyo Masters in November. Kodaira's strong momentum continued in 2018 with his first victory on the PGA tour, at the RBC Heritage tournament in April. The PRGR pro thus became only the fifth Japanese to win a tournament on the PGA tour.



Satoshi Kodaira

Model changes for two popular products

Two remodeled drivers debuted in June 2017 under the PRGR name: the RS 2017 and the RS-F 2017. The RS 2017 facilitates right-to-left "draw" shots (for right-handed golfers), and the RS-F 2017 facilitates left-to-right "fade" shots (ditto). Sales of both have surpassed expectations. In September, Yokohama also launched remodeled versions of the PRGR SUPER egg and New egg drivers. The SUPER egg's springlike effect, which exceeds international tour regulations, extends the club's driving range and has proved especially popular with older golfers.

The Yokohama Tire Golf Tournament PRGR Ladies Cup marks 10 years

Yokohama held the 10th installment of the Yokohama Tire Golf Tournament PRGR Ladies Cup in March 2017. That tournament has broadened interest in golf among Japanese and has raised the visibility of the PRGR and the Yokohama brands.



Rie Tsuji, a Yokohama-sponsored professional golfer, at the 2017 PRGR Ladies Cup



RS 2017

SUPER egg