### **Net Sales**







Net sales grew 4.9% year on year to ¥710.2 billion due to the favorable performance of the mainstay Tire business, which recorded higher sales in the domestic original equipment and replacement markets as well as in the overseas original equipment markets.

### **Operating Income and Operating Income Ratio**

# ¥69.7 billion



# +29.3%

Year on Year

Operating income rose 29.3% year on year to ¥69.7 billion owing to such factors as growth in sales and a reversal in the trend toward rising raw material prices as well as efforts to revise product prices in the years leading up to fiscal 2011.

### Net Income and Net Income Ratio



Year on Year +24.9%

Net income rose 24.9% year on year to ¥35.5 billion, reflecting an improvement in foreign exchange gains and losses and the absence of the loss on disaster recorded in fiscal 2011 in addition to a substantial increase in operating income.

### **ROE\*** and **ROA\*\***



ROE (net income / the average of total equity at the beginning and end of the fiscal year) x 100
ROA= (operating income / the average of total assets at the beginning and end of the fiscal year) x 100

ROE grew 1.3 percentage points year on year to 16.0% due to the rise in net income while ROA rose 1.6 percentage points to 9.9%, reflecting a substantial increase in operating income.

Year on Year

2012 January

Tire

Held a groundbreaking ceremony at our tire factory in Brazil



### February

rebruary	
Tire March	Released ENASAVE PREMIUM fuel-efficient tires
Industrial and Other Products	Released the MIRAIE earthquake tremor absorption damper for wooden houses
Tire May	Decided to construct a new factory in Thailand to produce tires for agricultural machinery
Sports	Completed the construction of a new golf ball factory in Indonesia

### July



Launched WINTER MAXX studless snow tires

### **Total Assets and Equity Ratio**

### Year on Year ¥737.5 billion +¥65.9 billion (Billions of ven) (%)



Total assets as of the fiscal 2012 year-end climbed ¥65.9 billion year on year to ¥737.5 billion due to a rise in such current assets as notes and accounts receivable and an increase in property, plant and equipment that reflected capital expenditures.

### Interest-Bearing Debt and Debt-to-Equity Ratio

### ¥275.9 billion (Billions of yen) (Times) 300 200 1.1 100 times 1 0 0 2008 2009 2010 2011 2012 (Yr) Interest-Bearing Debt =O= Debt-to-Equity Ratio

Year on Year ⊥¥1 7 billion

Although interestbearing debt as of the fiscal 2012 year-end increased ¥1.7 billion year on year, the debtto-equity ratio improved 0.3 of a point to 1.1 times due to an increase in total equity.

### **Capital Expenditures**

¥56.9 billion



Year on Year

03

# +¥8.4 billion

Total capital expenditures grew ¥8.4 billion year on year to ¥56.9 billion due mainly to investments aimed at increasing tire production capacity.

### Free Cash Flow





Year on Year

## +¥47.1 billion

Free cash flow for fiscal 2012 was a positive ¥14.5 billion. This was attributable mainly to the recording of income before income taxes and minority interests and a decrease in inventories accompanying the decline in raw materials prices.

### September



Made by Sumitomo Rubber, Japan's first automobile tire was registered as one of the "Essential Historical Materials for Science and Technology" by Japan's National Museum of Nature and Science

Decided to establish a joint ven-

ture for the production and sale



## October

Introduced NEO-T01, a new, next-generation tire manufacturing system



### November

Established Falken Tyre India Private Limited, a tire sales joint venture in India



Announced the longterm vision "VISION 2020"

of tires in Turkey

