



Financial Report

(January 1 ~ December 31, 2013)

Sumitomo Rubber Industries, Ltd.

Key Subjects

SUMITOMO RUBBER GROUP

- 2013 Financial Results Summary
 - Changes in Scope of Consolidation, Major Affiliated Companies
 - Financial Results Summary
- 2014 Annual Financial Results Projection
 - Annual Financial Results Projection Summary
 - Capex/Depreciation, Tire Production Capacity etc.

SUMITOMO RUBBER INDUSTRIES

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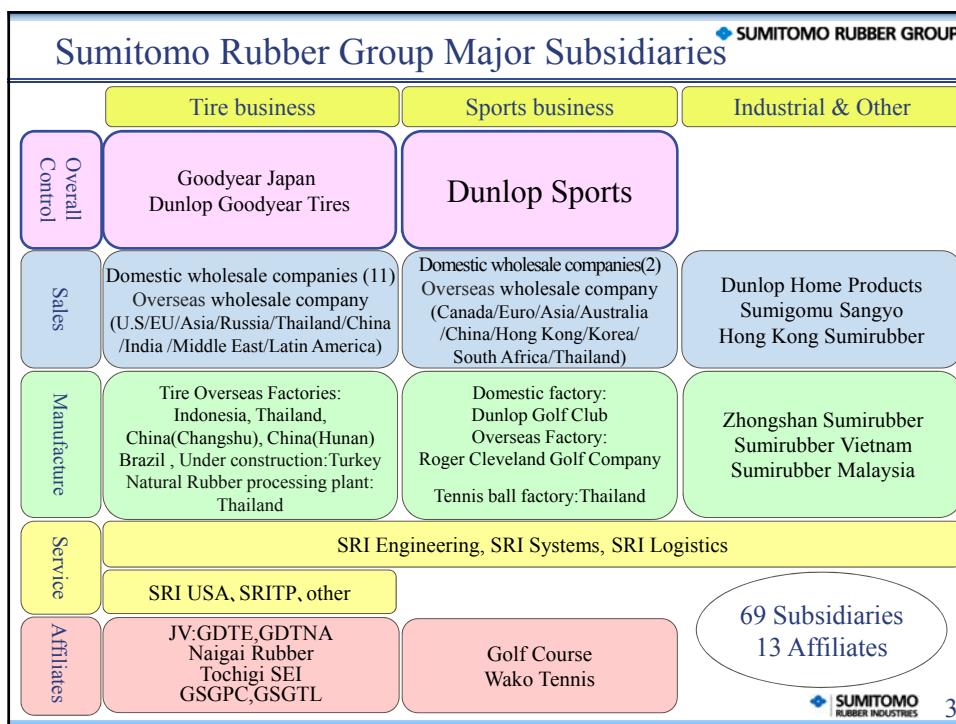
Changes in Consolidated Subsidiaries

SUMITOMO RUBBER GROUP

Scope of Consolidation	Consolidated Subsidiaries 69 (+4)		Equity-method affiliates 13 (-1) Unconsolidated Subs. 4 Affiliated companies 9	
# of changed Companies	Newly included 7	Excluded (3)	Newly included -	Excluded (1)
	7	(3)	-	(1)
	Sumirubber Thai Eastern Corporation Co., Ltd. Falken Tyre India Private Limited Dunlop Tire Trading (Shanghai) Co.,Ltd. Dunlop Tire Trading (Tianjin) Co.,Ltd. Dunlop Tire Trading (Dalian) Co.,Ltd. Dunlop Tire Trading (Guangzhou) Co.,Ltd. Sumitomo Rubber South Africa(Pty)Limited	SRI Tire Trading Ltd. (Merged with Sumitomo Rubber Industries, LTD.) Dunlop Sports Chubu Co., Ltd. (Merged with Dunlop Sports Marketing Co., Ltd.) Bambi Kogen Kaihatsu Co., Ltd.		Highmax Co., Ltd. (Merged with Dunlop Sports Enterprise Co., Ltd.)

SUMITOMO RUBBER INDUSTRIES

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Consolidated Financial Results ◆ SUMITOMO RUBBER GROUP

	Actual 2013	Actual 2012	'13 vs. '12	Nov. 7 th Proj.	Actual 2011	Billions of Yen
Sales	780.6	710.2	110%	770.0	676.9	
Operating Income (%)	77.1 (9.9%)	69.7 (9.8%)	111%	76.0 (9.9%)	53.9 (8.0%)	
Ordinary Income (%)	74.6 (9.6%)	67.4 (9.5%)	111%	71.0 (9.2%)	49.9 (7.4%)	
Net Income	44.8	35.5	126%	42.0	28.4	
Equity Income	(0.4)	(1.1)	0.7	(0.2)	2.3	
ROE	15.6%	16.0%	(0.4)P	15.3%	14.7%	
Interest-bearing debt	302.1	275.9	+26.2	303.0	274.2	

	2012	2013 Proj.				2013
	ACT	Feb.14 th	May 9 th	Aug. 7 th	Nov.7 th	ACT
Sales	710.2	760.0	780.0	780.0	770.0	780.6
Operating Income	69.7	73.0	80.0	80.0	76.0	77.1
Ordinary Income	67.4	69.0	73.0	73.0	71.0	74.6
Net Income	35.5	41.0	42.0	42.0	42.0	44.8

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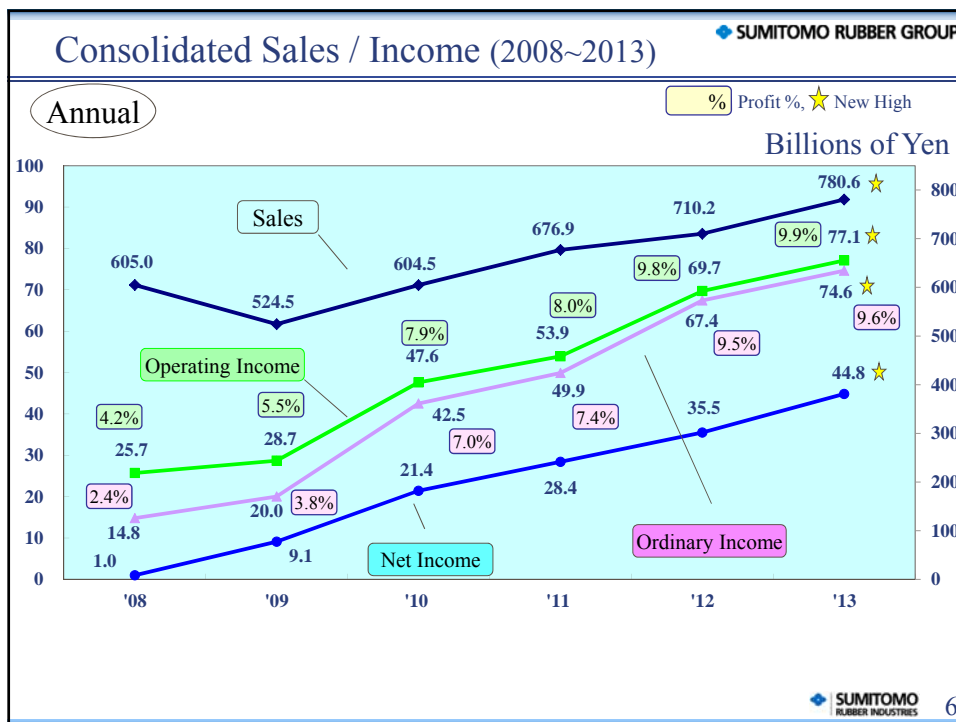
◆ SUMITOMO RUBBER GROUP

Consolidated Financial Results

(Annual) Billions of Yen

	Jan.-Mar.		Apr.-Jun.		Jul.-Sep.		Oct.-Dec.		Actual 2013	
		'13 vs. '12		'13 vs. '12		'13 vs. '12		'13 vs. '12		'13 vs. '12
Sales	163.9	98% (3.1)	182.0	109% +15.2	186.1	112% +19.9	248.6	118% +38.3	780.6	110% +70.4
Operating Income (%)	15.0 (9.1%)	94% (1.0)	14.8 (8.1%)	91% (1.5)	13.2 (7.1%)	116% +1.8	34.1 (13.7%)	131% +8.1	77.1 (9.9%)	111% +7.3
Ordinary Income (%)	14.4 (8.8%)	85% (2.6)	13.3 (7.3%)	100% +0.0	12.9 (6.9%)	112% +1.4	34.0 (13.7%)	133% +8.5	74.6 (9.6%)	111% +7.2
Net Income	90.0	89% (1.1)	6.5	103% +0.2	9.3	140% +2.7	20.0	161% +7.6	44.8	126% +9.3
Equity Income	(0.7)	(0.9)	(0.5)	(0.5)	1.0	+0.4	(0.2)	+1.7	(0.4)	+0.7

◆ SUMITOMO RUBBER INDUSTRIES 5



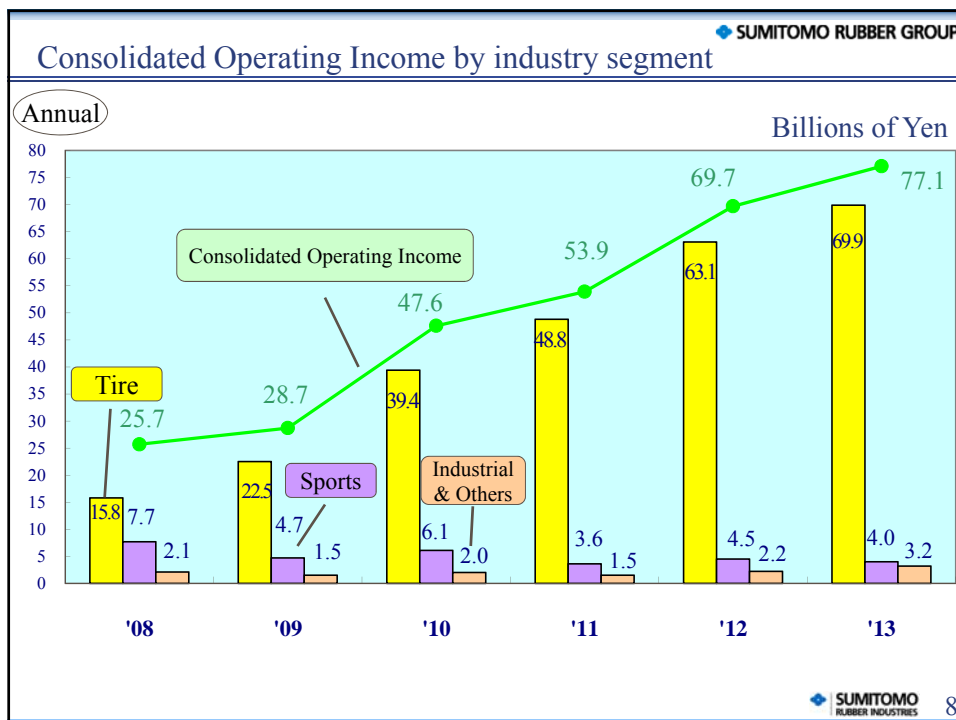
SUMITOMO RUBBER GROUP

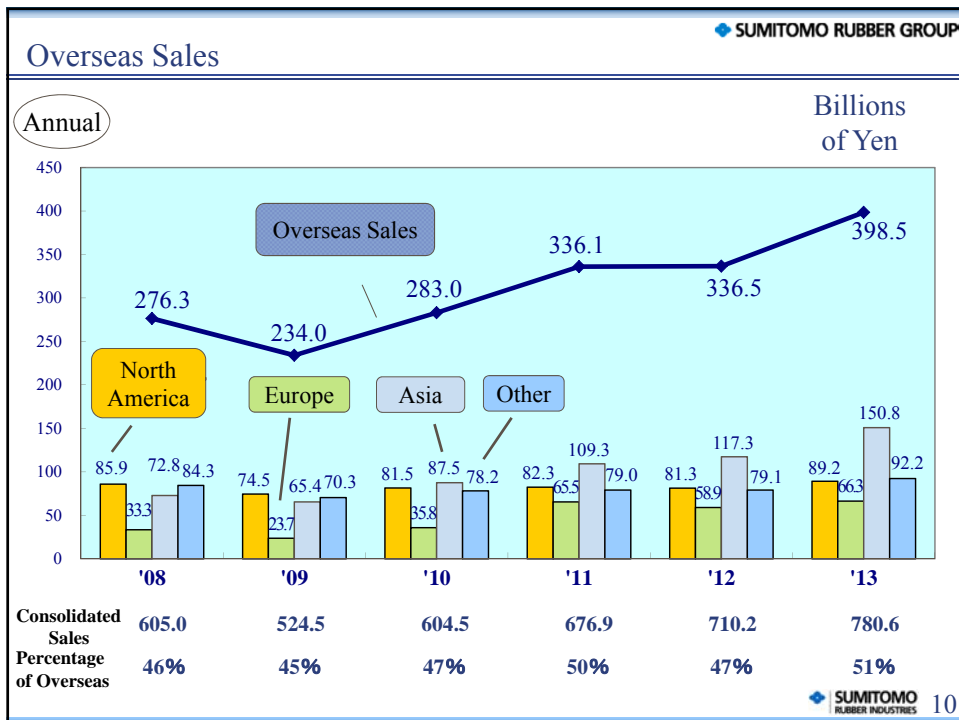
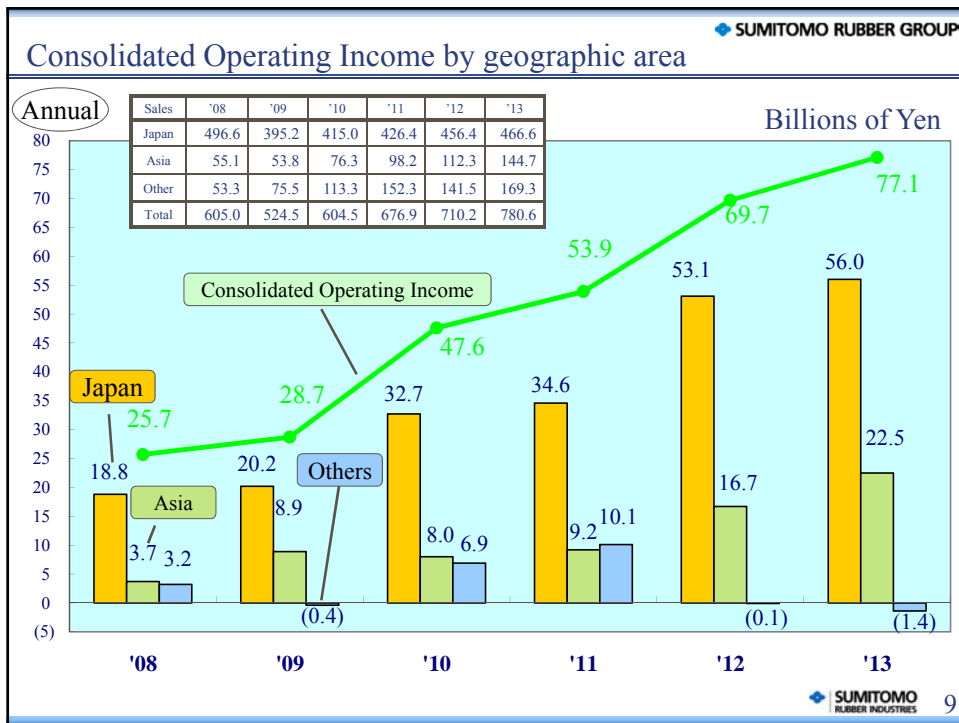
Net Sales / Operating Income by Industry Segment

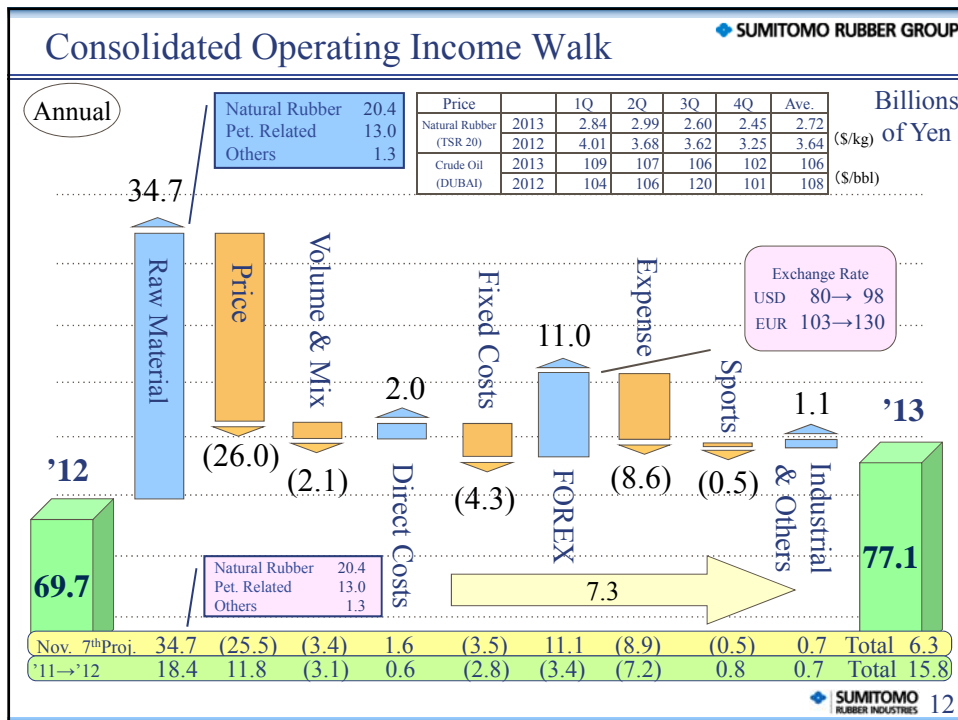
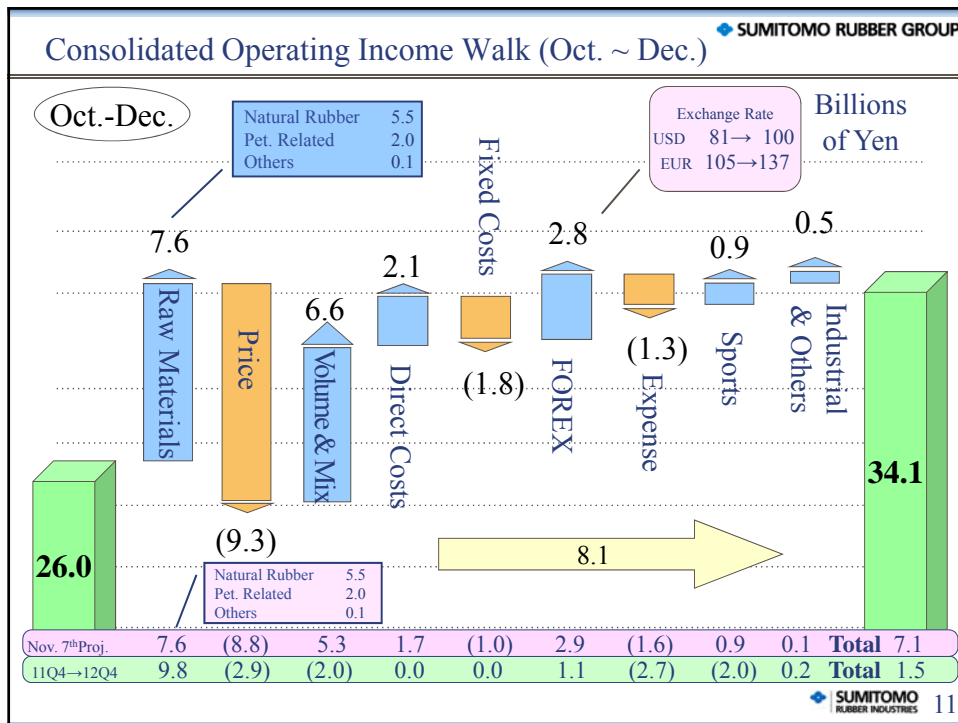
Annual Billions of Yen

	Jan.-Sep.		Oct.-Dec.		Actual 2013	Actual 2012	'13 vs. '12	
		'13 vs. '12		'13 vs. '12				
Sales	Tire	460.9	106%	220.2	118%	681.1	619.4	110%
	Sports	47.5	104%	18.7	120%	66.3	61.3	108%
	Industrial & Others	23.6	111%	9.7	115%	33.2	29.5	113%
	Consolidated	532.0	106%	248.6	118%	780.6	710.2	110%
Operating Income	Tire	38.5	100%	31.3	127%	69.9	63.1	111%
	Sports	2.5	63%	1.5	284%	4.0	4.5	89%
	Industrial & Others	1.9	144%	1.3	156%	3.2	2.2	148%
	Consolidated	43.0	98%	34.1	131%	77.1	69.7	111%

SUMITOMO RUBBER INDUSTRIES 7







Consolidated Operating Income Analysis													SUMITOMO RUBBER GROUP
													Billions of Yen
Period	Operating Income		Factor										
		vs Pre. Year	Raw Material	Price	Volume & Mix	Direct Costs	Fixed Costs	FOREX	Expense	Sports	Industrial & Others		
12	1Q	16.0	6.3	(2.5)	10.8	1.2	0.5	(2.0)	(1.0)	(1.5)	0.8	(0.1)	
	2Q	16.3	6.2	3.1	3.9	1.3	(0.2)	(0.4)	(1.3)	(1.8)	1.3	0.4	
	3Q	11.4	1.9	8.0	0.0	(3.6)	0.3	(0.4)	(2.2)	(1.1)	0.7	0.2	
	4Q	26.0	1.5	9.8	(2.9)	(2.0)	0.0	0.0	1.1	(2.7)	(2.0)	0.2	
	Annual	69.7	15.8	18.4	11.8	(3.1)	0.6	(2.8)	(3.4)	(7.2)	0.8	0.7	
13	1Q	15.0	(1.0)	7.9	(3.8)	(3.1)	(0.5)	(0.6)	1.7	(1.8)	(0.9)	0.1	
	2Q	14.8	(1.5)	8.8	(5.4)	(1.8)	(0.2)	(1.4)	1.3	(2.7)	(0.2)	0.1	
	3Q	13.2	1.7	10.4	(7.5)	(3.8)	0.6	(0.5)	5.2	(2.8)	(0.3)	0.4	
	4Q	34.1	8.1	7.6	(9.3)	6.6	2.1	(1.8)	2.8	(1.3)	0.9	0.5	
	Annual	77.1	7.3	34.7	(26.0)	(2.1)	2.0	(4.3)	11.0	(8.6)	(0.5)	1.1	
(vs Nov. 7 th Proj.)		1.0	0.0	(0.5)	1.3	0.4	(0.8)	(0.1)	0.3	0.0	0.4		

SUMITOMO RUBBER INDUSTRIES 13

Consolidated Balance Sheets				SUMITOMO RUBBER GROUP
				Billions of Yen
	2013	2012	'13 vs. '12	
Total Assets	867.5	737.5	+129.9	Cash and deposit + 8.9 Accounts Receivable + 35.3 Inventory + 7.5
Current assets	407.5	356.2	+51.3	
Fixed assets	460.0	381.4	+78.6	Tangible Fixed Assets + 46.2 Intangible Fixed Assets + 7.8 Investments in securities +21.7
Total Liabilities and Net Assets	867.5	737.5	+129.9	
Liabilities	508.6	466.4	+42.2	Interest-bearing debt + 26.2 (302.1 ← 275.9)
Current liabilities	313.2	252.7	+60.5	Accounts Payable + 3.9 Accrued tax expense (5.2) Accounts Payable-other + 4.1
Non-current liabilities	195.4	213.8	(18.3)	
Net Assets	358.8	271.1	+87.7	Net income + 44.8 Dividends paid (9.2)
Shareholders' equity	305.4	269.5	+36.0	
AOCI	24.4	(25.3)	+49.7	Translation adjustments + 40.4
Minority interests	29.0	26.9	+ 2.1	
Equity	329.8	244.2	+ 85.6	
Capital-adequacy ratio	38.0%	33.1%	+ 4.9P	

SUMITOMO RUBBER INDUSTRIES 14

◆ SUMITOMO RUBBER GROUP

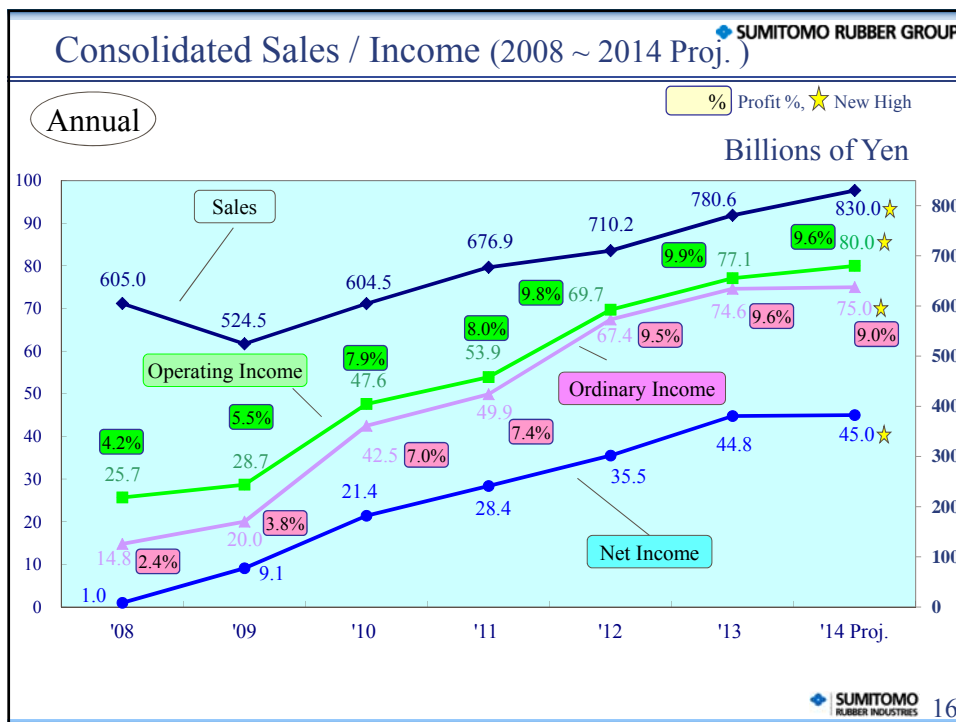
Consolidated Results Projection (2014)

Annual

Billions of Yen

	Annual Proj. 2014	Actual 2013	'14 vs. '13	Jan-Jun Proj.	'14 vs. '13
Sales	830.0	780.6	106%	370.0	107%
Operating Income (%)	80.0 (9.6%)	77.1 (9.9%)	104%	32.0 (8.6%)	108%
Ordinary Income (%)	75.0 (9.0%)	74.6 (9.6%)	101%	29.5 (8.0%)	106%
Net Income	45.0	44.8	100%	16.5	107%
Equity Income	0.0	(0.4)	+0.4		
ROE	13.0%	15.6%	(2.6)P		
Interest-bearing debt	0.9	0.9	-		

◆ SUMITOMO RUBBER INDUSTRIES 15



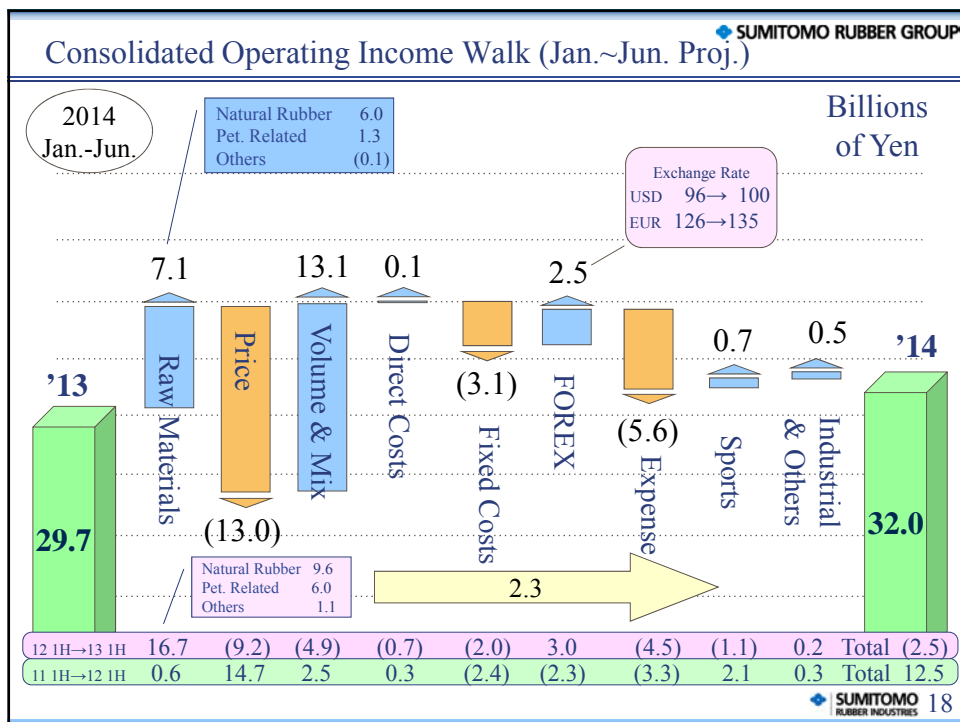
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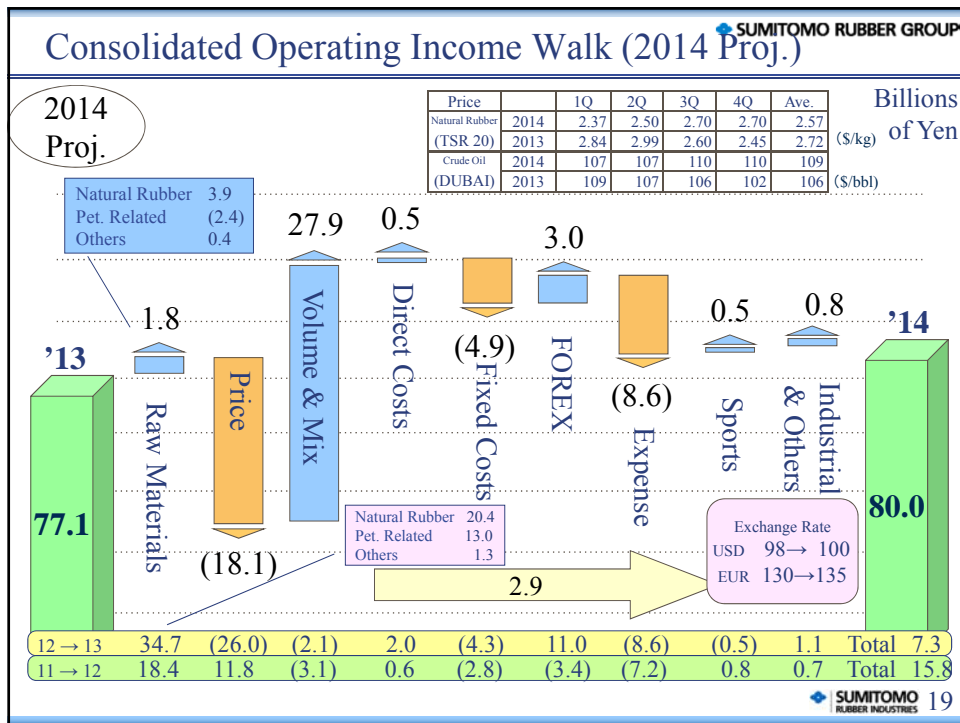
Net Sales / Operating Income by Industry Segment Proj.

Annual Billions of Yen

		Annual Proj. 2014	Actual 2013	'14 vs. '13	Jan-Jun Proj.	'14 vs. '13
Sales	Tire	725.0	681.1	106%	319.0	107%
	Sports	67.0	66.3	101%	34.0	104%
	Industrial & Others	38.0	33.2	114%	17.0	111%
	Consolidated	830.0	780.6	106%	370.0	107%
Operating Income	Tire	71.5	69.9	102%	27.5	104%
	Sports	4.5	4.0	113%	3.0	128%
	Industrial & Others	4.0	3.2	124%	1.5	142%
	Consolidated	80.0	77.1	104%	32.0	108%

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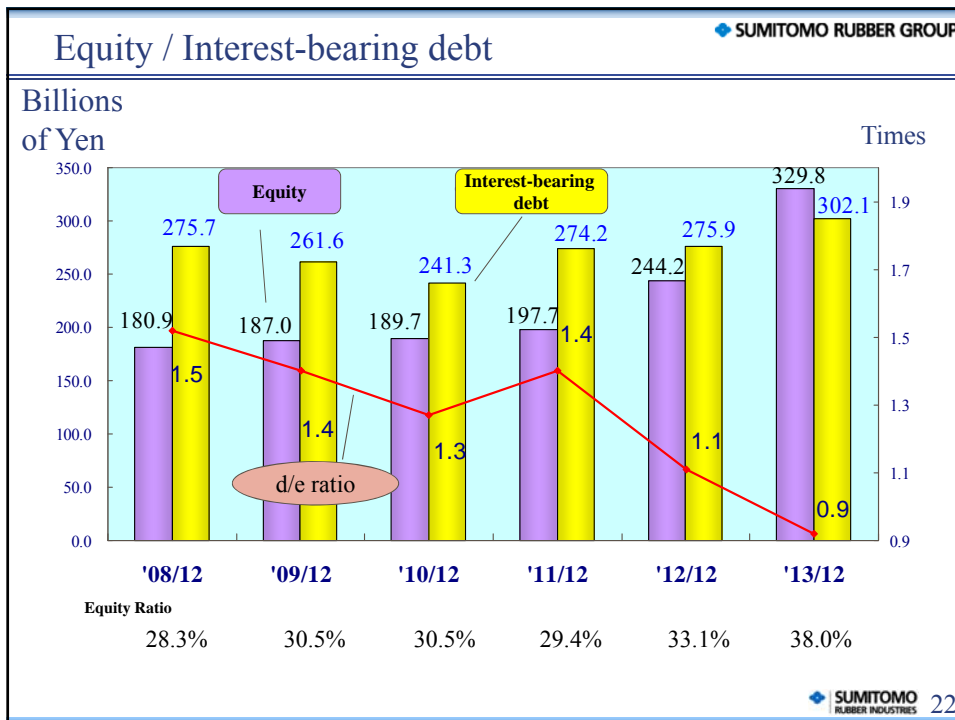
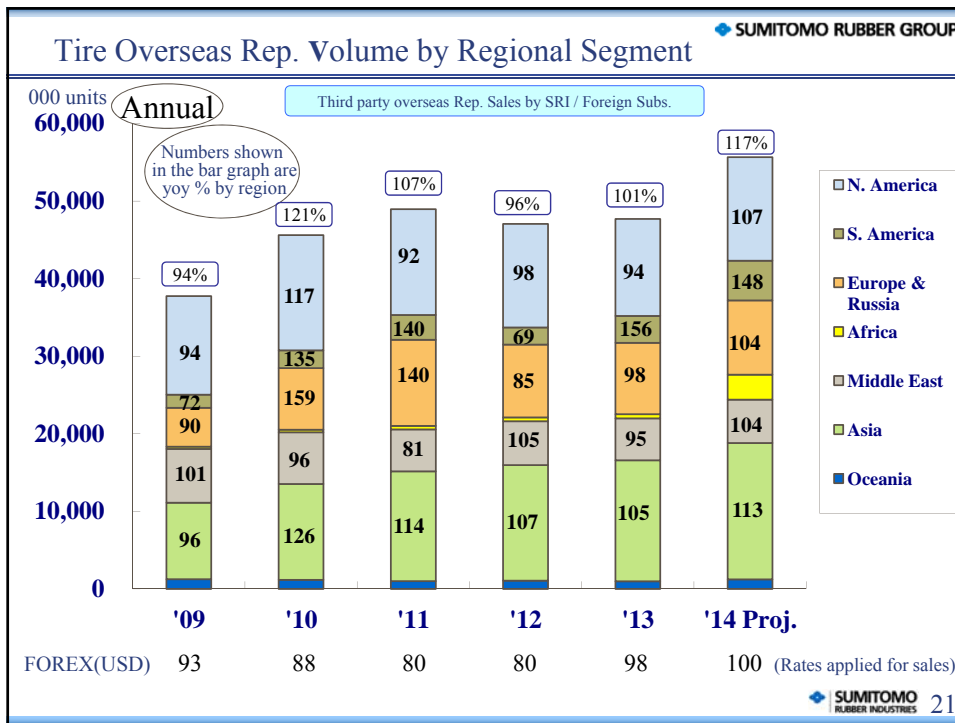


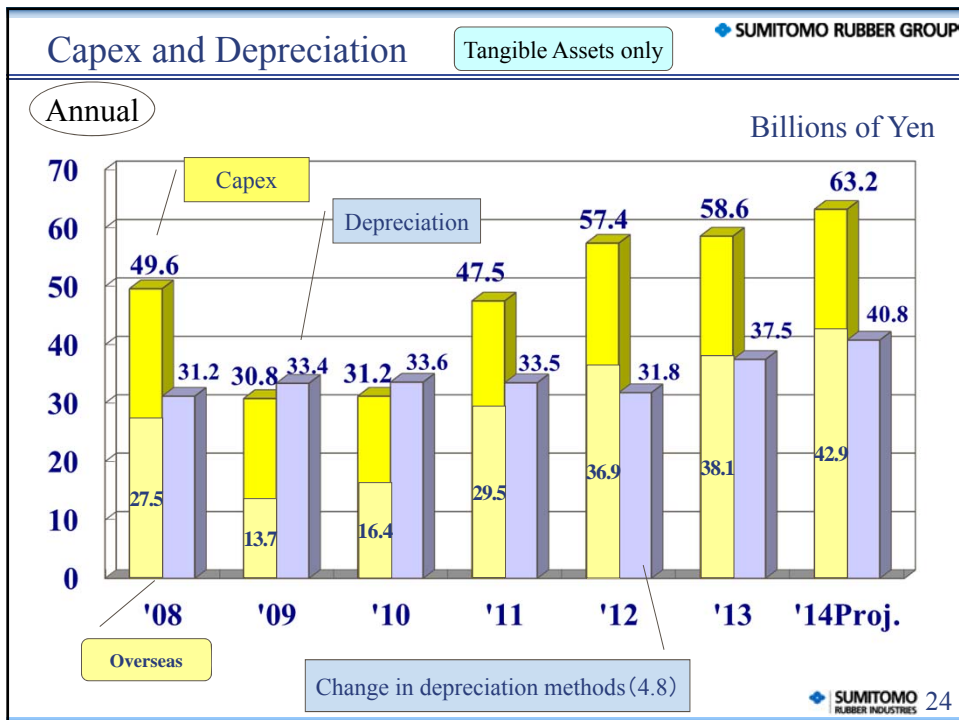
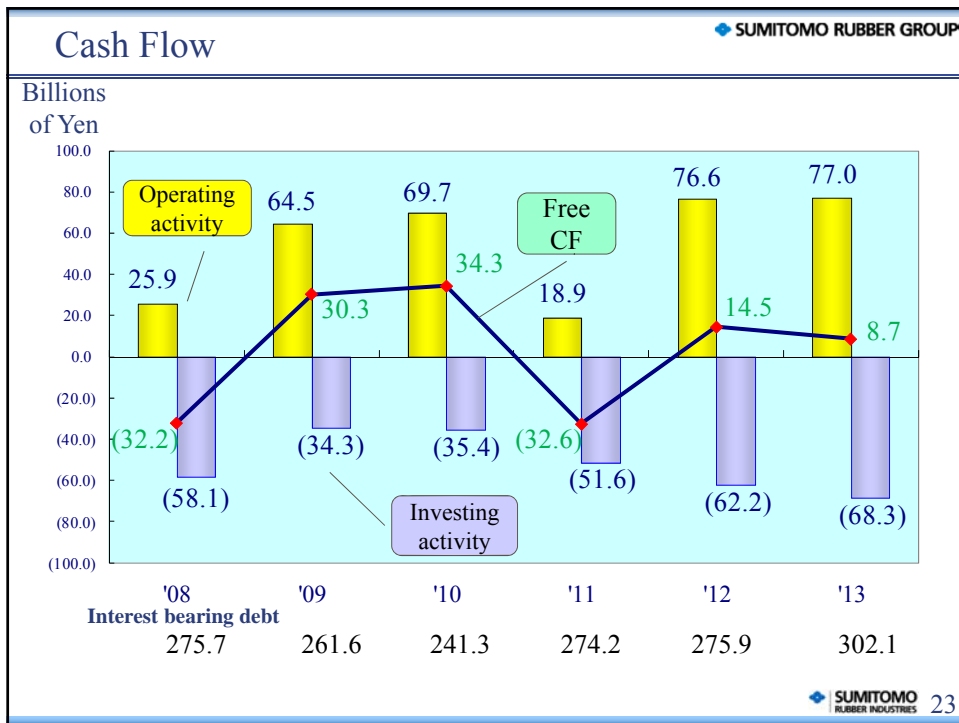
Tire Sales Volume (Comparison %)

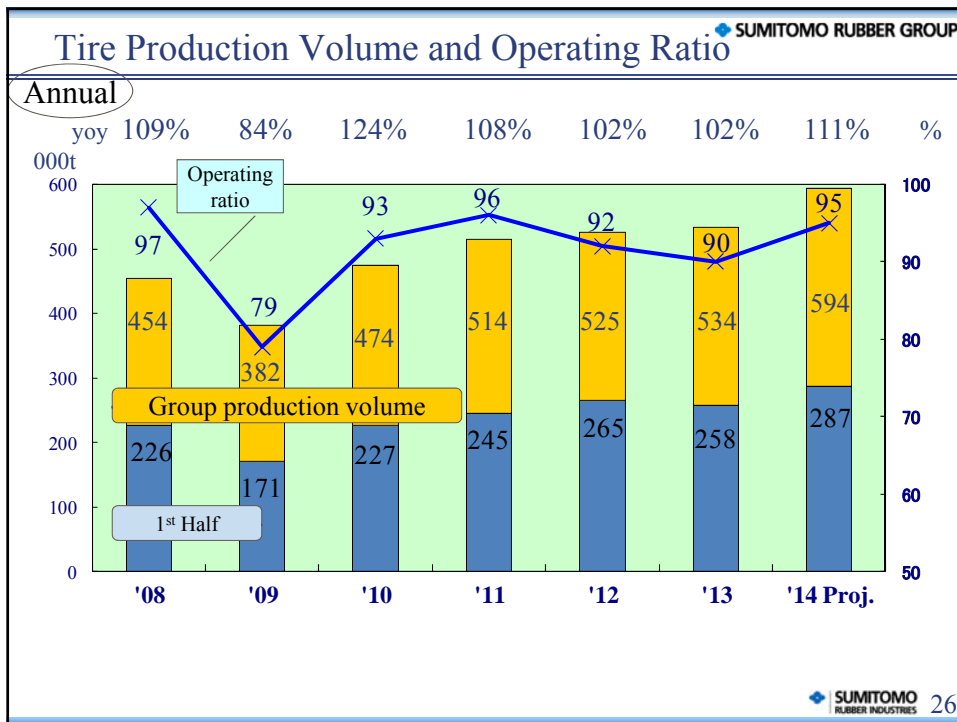
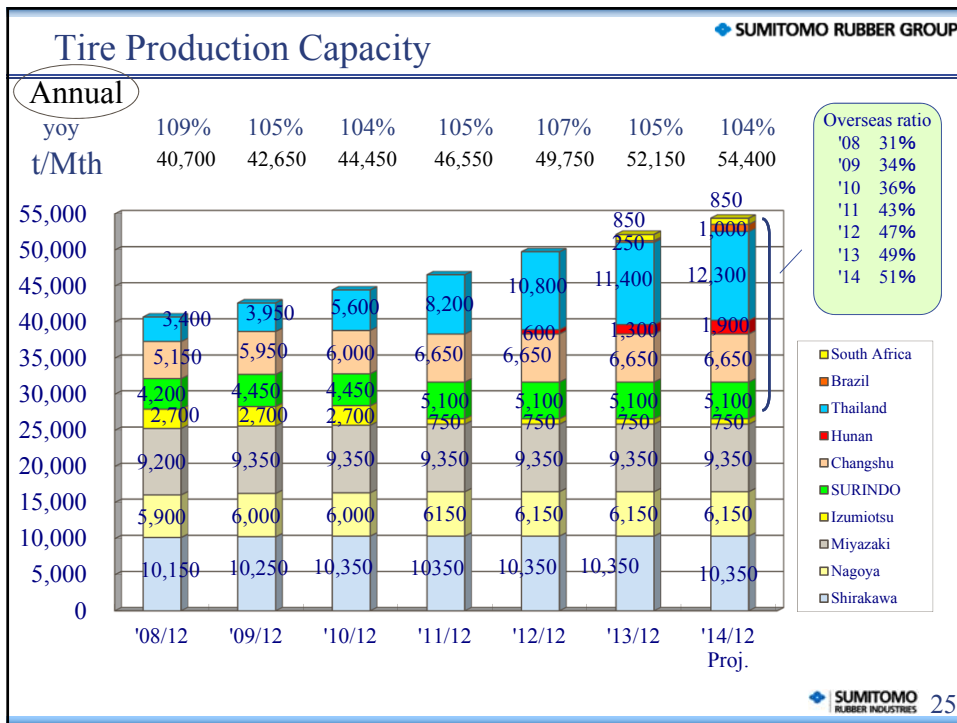
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	2012 ACT					2013 ACT					2014 Proj.			
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Dec	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Dec	Jan-Jun	Jul-Dec	Jan-Dec	
Domestic O.E.	136%	151%	100%	90%	115%	87%	92%	97%	105%	95%	98%	97%	98%	
Overseas O.E.	103%	118%	104%	112%	109%	120%	117%	122%	159%	129%	126%	124%	125%	
Domestic Rep.	101%	93%	104%	110%	103%	103%	101%	106%	106%	104%	100%	95%	97%	
Overseas Rep.	103%	100%	94%	90%	96%	90%	99%	101%	116%	101%	119%	115%	117%	
Total	107%	106%	98%	98%	102%	95%	100%	104%	116%	104%	112%	109%	110%	
Total Tire Sales(000units)	23,270	22,950	24,380	25,880	96,480	22,200	23,020	25,280	29,930	100,420	50,700	60,000	110,700	
Overseas Rep.	North America	100%	106%	99%	88%	98%	85%	96%	90%	104%	94%	105%	108%	107%
	Asia	95%	116%	107%	109%	107%	102%	99%	104%	114%	105%	113%	112%	113%
	Middle East	161%	105%	117%	68%	105%	69%	95%	93%	128%	95%	118%	93%	104%
	Europe & Russia	103%	67%	73%	99%	85%	85%	95%	97%	116%	98%	106%	103%	104%

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Sales in the Sports Business Results & Projection

SUMITOMO RUBBER GROUP

Billions of Yen

	2013	2012	'13 vs. '12	Annual Proj. 2014
Golf Clubs	33.2	29.9	111%	33.4
Golf Balls	14.4	12.3	118%	14.5
Golf Shoes, Accessories & Others	7.4	7.8	94%	7.6
Golf goods	55.0	50.0	110%	55.6
Tennis goods	6.3	6.5	97%	6.4
Licensing income	0.4	0.4	106%	0.5
Sports goods business	61.6	56.9	108%	62.4
Other business	4.7	4.5	103%	4.6
Total	66.3	61.3	108%	67.0

SUMITOMO RUBBER INDUSTRIES 27

New Technology / New Products

SUMITOMO RUBBER GROUP

エナセーブ 100

スタンダードパターン 軽・コンパクトカー専用パターン (5072)

ロングライフ (5072)

長持ちする低燃費タイヤ。エナセーブ EC203

XXIO 8

XXIO AEROSPIN

NEW model

サリキ、人、家、未来。MIRAIE

スリクソンレボV 30 ツアー / 30 / 50 / 50 OS

SRIXON housing Renovation

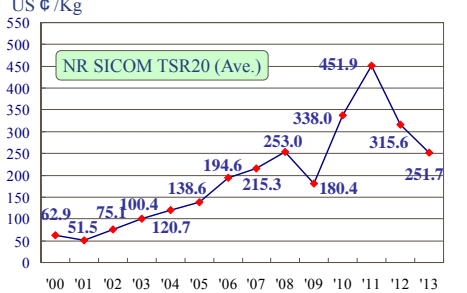
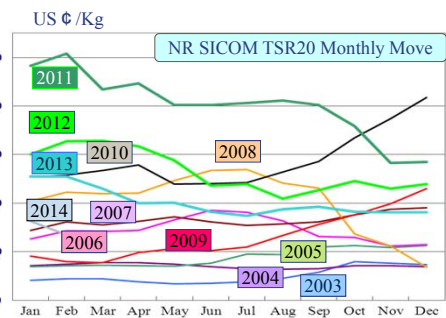
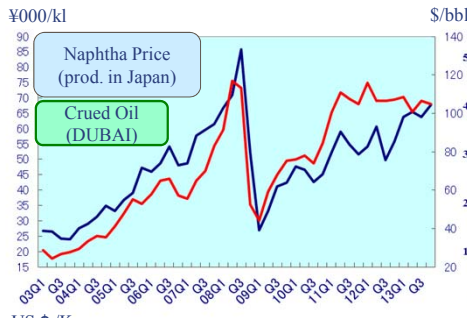
DIREZZA ZZ

DIREZZA DZ102

SP SPORT MAXX OSD NEO

SUMITOMO RUBBER INDUSTRIES 28

Market Price: Natural Rubber • Naphtha



Trend of Raising of tire prices

Domestic REP:		Overseas REP:	
Whole Sale price for sales co.			
May '04	avg. 5%	'04	3%
Sep. '05	4 ~ 4.5%	'05	3%
Apr. '06	4 ~ 4.5%	'06	3%
Feb. '07	5%	'07	3 ~ 6%
Apr. '08	5%	'08	5 ~ 10%
Sep. '08	5%	'09	5 ~ 10%
Mar. '11	7% (TB)	'11	5 ~ 10%
May. '11	7 ~ 10%		
Sep. '11	8% (TB)		

END

for you, for the earth

SUMITOMO RUBBER GROUP