



Financial Report

(January 1 ~ March 31, 2012)

Sumitomo Rubber Industries, Ltd.

- 2012 1st Quarter Financial Results Summary
 - Changes in Scope of Consolidation, Major Affiliated Companies
 - Financial Results Summary
- 2012 Annual Financial Results Projection
 - Annual Financial Results Projection Summary
 - Capex/Depreciation, Tire Production Capacity etc.

Changes in Consolidated Subsidiaries

Scope of Consolidation	Consolidated Subsidiaries 66 (+1)		Equity-method affiliates 14 (-2)	
			Unconsolidated Subs. 5	Affiliated companies 9
# of changed Companies	Newly included 2	Excluded (1)	Newly included -	Excluded (2)
	2	1	-	2
	SUMITOMO RUBBER DO BRASIL LTDA. Srixon Sports South Africa (PTY) Ltd.	(merged with Dunlop Sports Marketing Co., Ltd.) Dunlop Sports Hokkaido Co., Ltd.		(merged with Dunlop Tire Chugoku Ltd.) Hiroshima Rubber, Ltd. Kyoshin, Ltd.

Sumitomo Rubber Group Major Subsidiaries				SUMITOMO RUBBER GROUP
	Tire business	Sports business	Industrial & Other	
Overall Control	Dunlop Tire Sales HQS. OE:Dunlop Goodyear Tires GY brand:Goodyear Japan Export : SRI Tire Trading	Dunlop Sports (Former SRI Sports)	Hybrid Rubber Products HQS.	
Sales	Domestic wholesale companies (11) Overseas wholesale company (U.S/EU/Asia/Russia/Thailand/China /Middle East/Latin America)	Domestic wholesale companies(3) Overseas wholesale company (Canada/Euro/Asia/Australia /China/Hong Kong)	Dunlop Home Products Sumigomu Sangyo Hong Kong Sumirubber	
Manufacture	Tire Overseas Factories: Indonesia,Thailand,China(Changshu) Under construction: China(Hunan), Brazil Dunlop Retread Service Nakata Engineering	Domestic factory: Dunlop Golf Club Overseas Factory: Roger Cleveland Golf Company Tennis ball factory:Thailand	Zhongshan Sumirubber Sumirubber Vietnam Sumirubber Malaysia	
Service	SRI Engineering, SRI Systems, SRI Logistics			
	SRI USA, SRITP (Holding Co.)			
Affiliates	JV:GDTE,GDTNA Naigai Rubber Tochigi SEI GSGPC,GSGTL	Golf Course Wako Tennis		66 Subsidiaries 14 Affiliates

SUMITOMO RUBBER INDUSTRIES 3

Consolidated Financial Results					SUMITOMO RUBBER GROUP
Jan. -Mar.					Billions of Yen
	2012 Q1 Jan.-Mar.	2011 Q1 Jan.-Mar.	'12 vs '11	2011 Annual	
Sales	166.9	145.1	115%	676.9	
Operating Income (%)	16.0 (9.6%)	9.7 (6.7%)	165%	53.9 (8.0%)	
Ordinary Income (%)	17.0 (10.2%)	10.6 (7.3%)	161%	49.9 (7.4%)	
Net Income	10.1	4.2	238%	28.4	
Equity income	0.2	0.6	(0.4)	2.3	
Extra ordinary Loss	(0.2)	(4.2)	4.0	(6.1)	
	Loss on Disaster (3.6)	Loss on Disaster (4.7)			

SUMITOMO RUBBER INDUSTRIES 4

Net Sales / Operating Income by Industry Segment

SUMITOMO RUBBER GROUP

Jan. -Mar.

Billions of Yen

		2012 Q1 Jan.-Mar.	2011 Q1 Jan.-Mar.	'12 vs '11	2011 Annual
Sales	Tire	145.3	124.3	117%	591.0
	Sports	14.7	13.6	108%	58.4
	Industrial & Others	6.9	7.2	97%	27.5
	Consolidated	166.9	145.1	115%	676.9
Operating Income	Tire	14.0	8.5	166%	48.8
	Sports	1.5	0.7	211%	3.6
	Industrial & Others	0.5	0.5	88%	1.5
	Consolidated	16.0	9.7	165%	53.9

SUMITOMO RUBBER INDUSTRIES

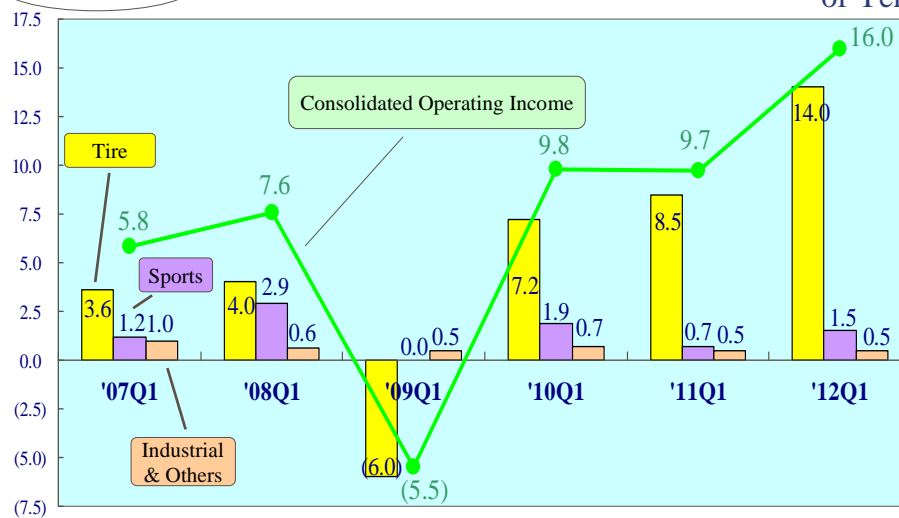
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Consolidated Operating Income by industry segment (Jan.-Mar.)

SUMITOMO RUBBER GROUP

Jan. -Mar.

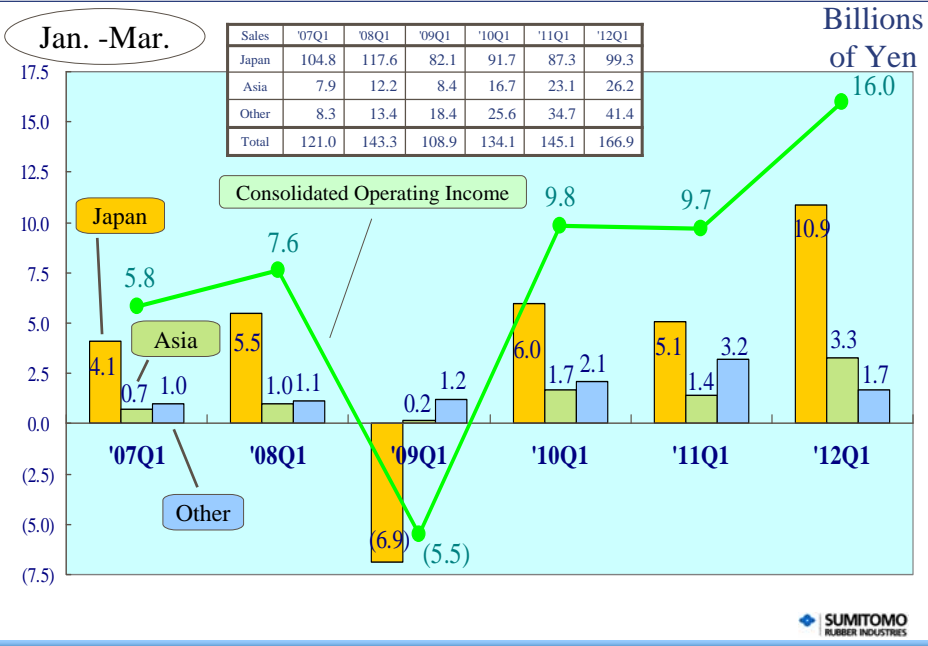
Billions of Yen



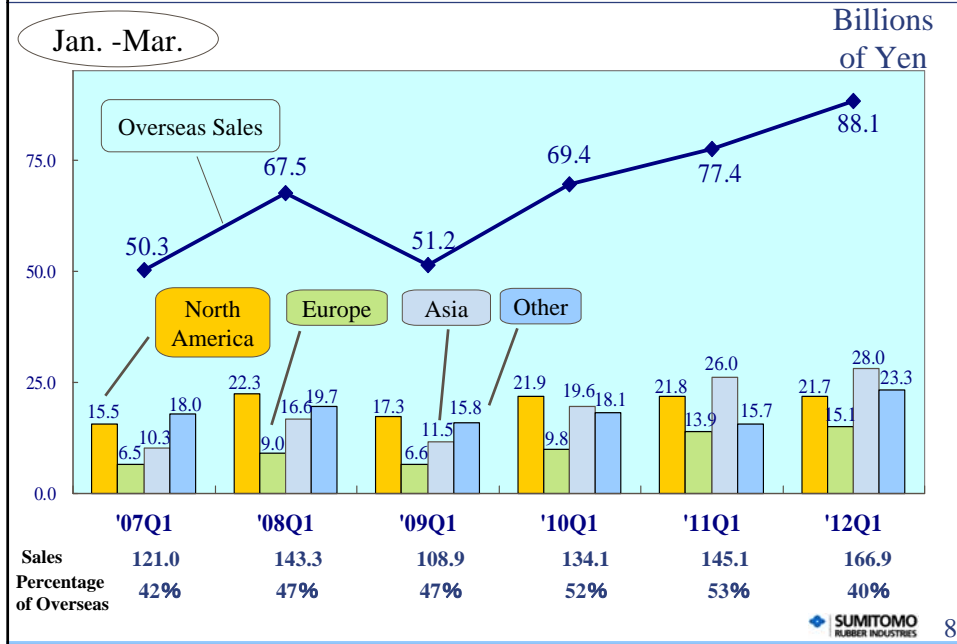
SUMITOMO RUBBER INDUSTRIES

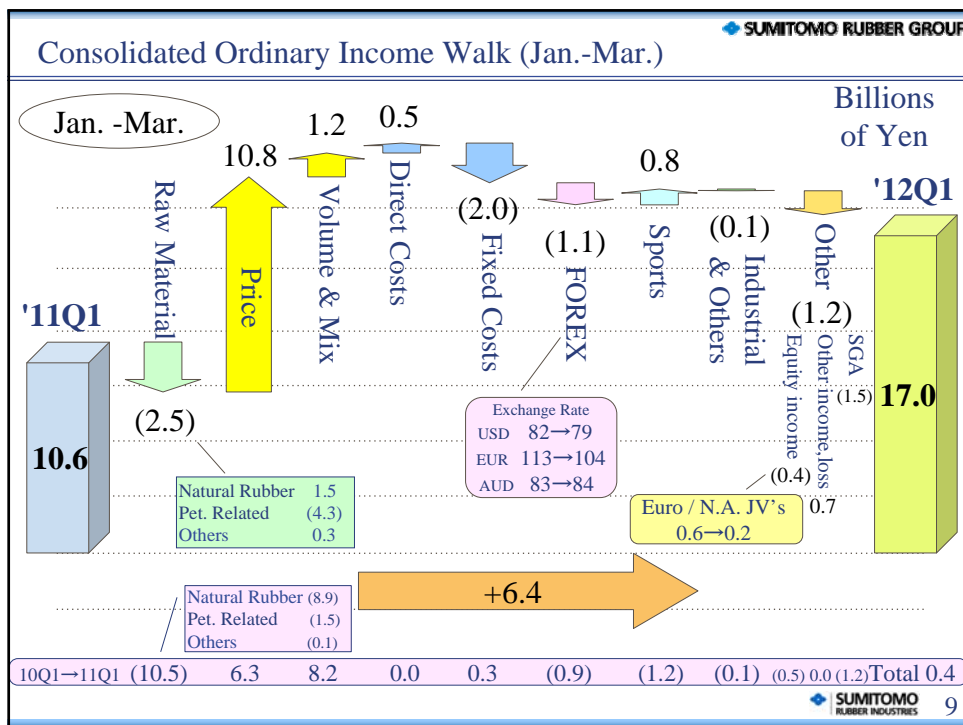
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Consolidated Operating Income by geographic area (Jan.-Mar.)



Overseas Sales (Jan.-Mar.)





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Consolidated Results Projection (Jan.-Jun.)

Billions of Yen

Jan. -Jun.							
	Interim Proj. '12 Jan.-Jun.	Proj. Feb. 14 th	'11 Jan.-Jun.	'12 vs '11	Proj. '12 Apr.-Jun.	'11 Apr.-Jun.	
Sales	331.0	326.0	299.7	110%	164.1	154.6	
Operating Income (%)	28.0 (8.5%)	27.0 (8.3%)	19.8 (6.6%)	142%	12.0 (7.3%)	10.1 (6.5%)	
Ordinary Income (%)	27.0 (8.2%)	25.0 (7.7%)	18.9 (6.3%)	143%	10.0 (6.1%)	8.3 (5.4%)	
Net Income	15.0	14.0	8.9	168%	4.9	4.7	
Equity Income	0.2	—	0.6	(0.4)	—	(0.0)	

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Consolidated Results Projection (Annual)

SUMITOMO RUBBER GROUP

Annual

Billions of Yen

	Annual Proj. 2012	Proj. Feb. 14 th	Actual 2011	'12 vs '11
Sales	710.0	705.0	676.9	105%
Operating Income (%)	63.0 (8.9%)	62.0 (8.8%)	53.9 (8.0%)	117%
Ordinary Income (%)	58.0 (8.2%)	56.0 (7.9%)	49.9 (7.4%)	116%
Net Income	31.0	30.0	28.4	109%
Equity Income	0.2	0.0	2.3	(2.1)
ROE	14.8%	14.3%	14.7%	+ 0.1P
Interest-bearing debt	265.0	265.0	274.2	(9.2)

SUMITOMO RUBBER INDUSTRIES 13

Net Sales / Operating Income by Industrial Segment (Annual Proj.)

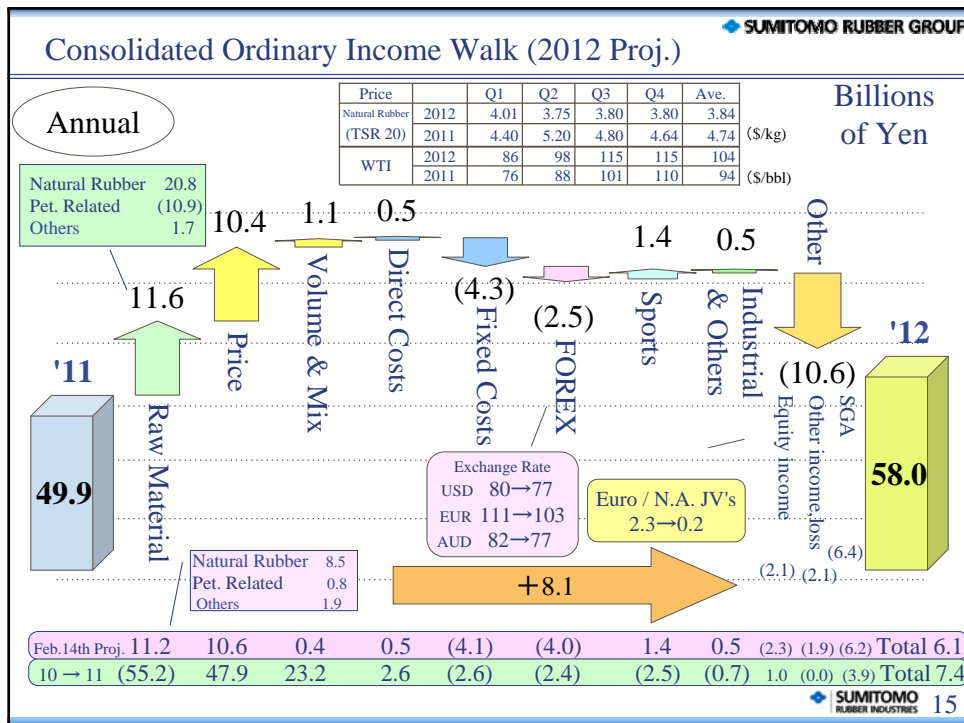
SUMITOMO RUBBER GROUP

Annual

Billions
of Yen

		Annual Proj. 2012	Proj. Feb. 14 th	Actual 2011	'12 vs '11
Sales	Tire	616.0	611.0	591.0	104%
	Sports	64.0	64.0	58.4	110%
	Industrial & Others	30.0	30.0	27.5	109%
	Consolidated	710.0	705.0	676.9	105%
Operating Income	Tire	56.0	55.0	48.8	115%
	Sports	5.0	5.0	3.6	137%
	Industrial & Others	2.0	2.0	1.5	137%
	Consolidated	63.0	62.0	53.9	117%

SUMITOMO RUBBER INDUSTRIES 14



Consolidated Ordinary Income Analysis

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Period	Ordinary Income	Factor											Billions of Yen	
		vs. Pre. Year	Raw Material	Price	Volume & Mix	Direct Costs	Fixed Costs	FOREX	Sports	Industrial & Others	Equity income	Other	SGA	
'11	Q1	10.6	0.4	(10.5)	6.3	8.2	0.0	0.3	(0.9)	(1.2)	(0.1)	(0.5)	0.0	(1.2)
	Q2	8.3	(0.3)	(14.8)	10.2	5.2	0.9	(0.9)	1.4	(1.7)	(0.2)	(0.6)	0.6	(0.4)
	H2	31.0	7.3	(29.9)	31.4	9.8	1.7	(2.0)	(2.9)	0.4	(0.4)	2.1	(0.6)	(2.3)
	Annual	49.9	7.4	(55.2)	47.9	23.2	2.6	(2.6)	(2.4)	(2.5)	(0.7)	1.0	(0.0)	(3.9)
'12	Q1	17.0	6.4	(2.5)	10.8	1.2	0.5	(2.0)	(1.1)	0.8	(0.1)	(0.4)	0.7	(1.5)
	Q2	10.0	1.7	5.1	2.5	(0.7)	(0.3)	(0.1)	(1.4)	1.0	0.0	0.0	(1.4)	(3.0)
	H2	31.0	0.0	9.0	(2.9)	0.6	0.3	(2.2)	0.0	(0.4)	0.6	(1.7)	(1.4)	(1.9)
	Annual	58.0	8.1	11.6	10.4	1.1	0.5	(4.3)	(2.5)	1.4	0.5	(2.1)	(2.1)	(6.4)
vs. Feb. 14th Proj.	H1	—	2.0	1.0	(0.2)	0.1	0.0	(0.2)	1.5	0.0	0.0	0.2	(0.2)	(0.2)
	H2	—	0.0	(0.6)	0.0	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
	Annual	—	2.0	0.4	(0.2)	0.7	0.0	(0.2)	1.5	0.0	0.0	0.2	(0.2)	(0.2)

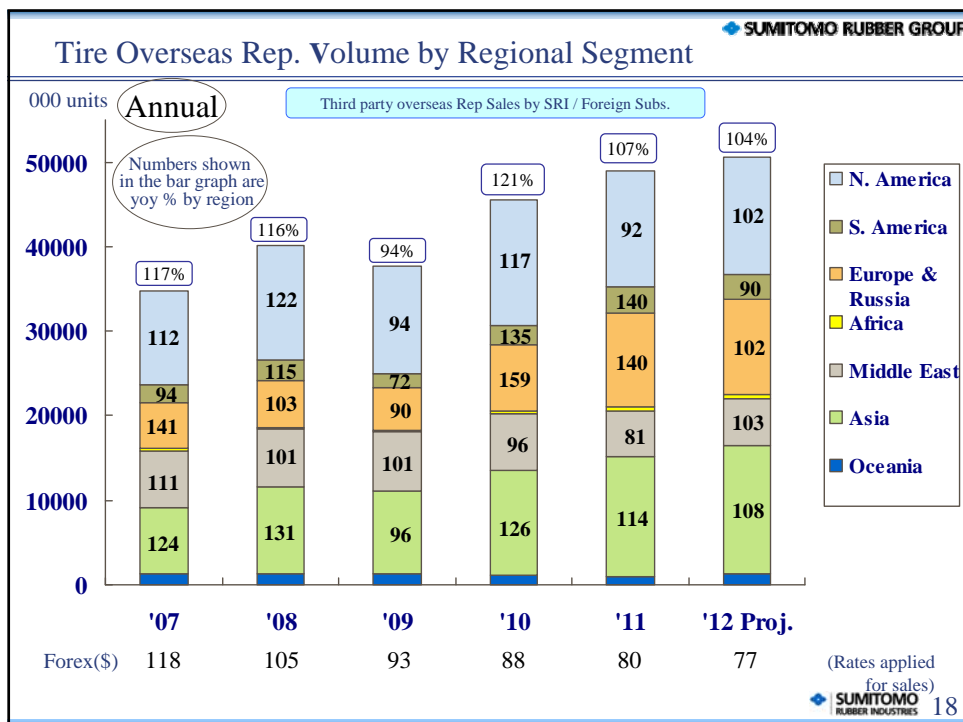
◆ SUMITOMO RUBBER INDUSTRIES 16

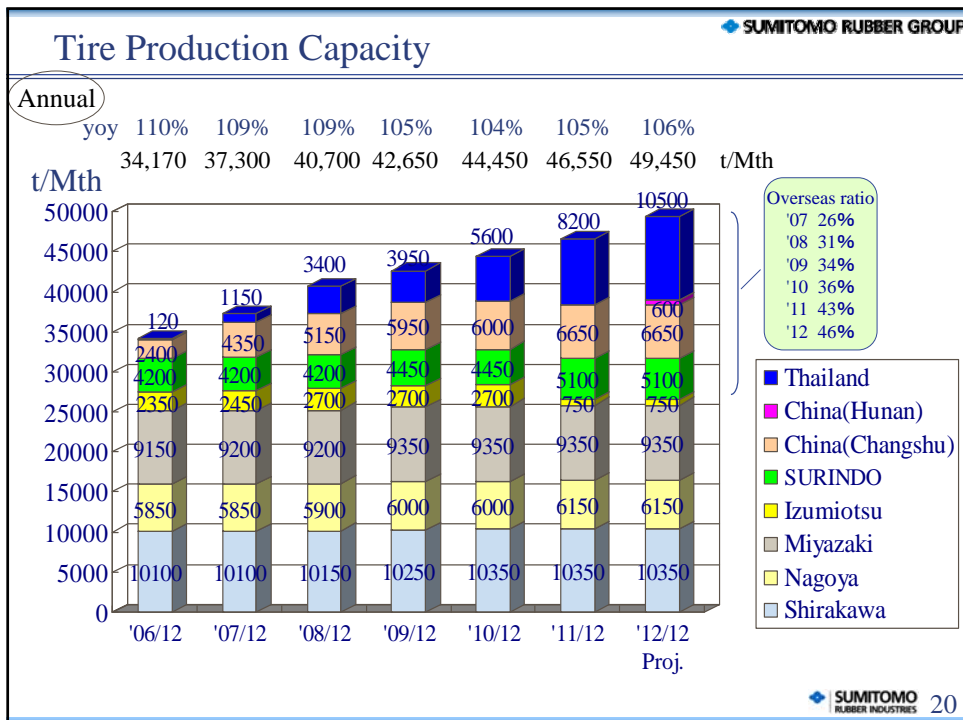
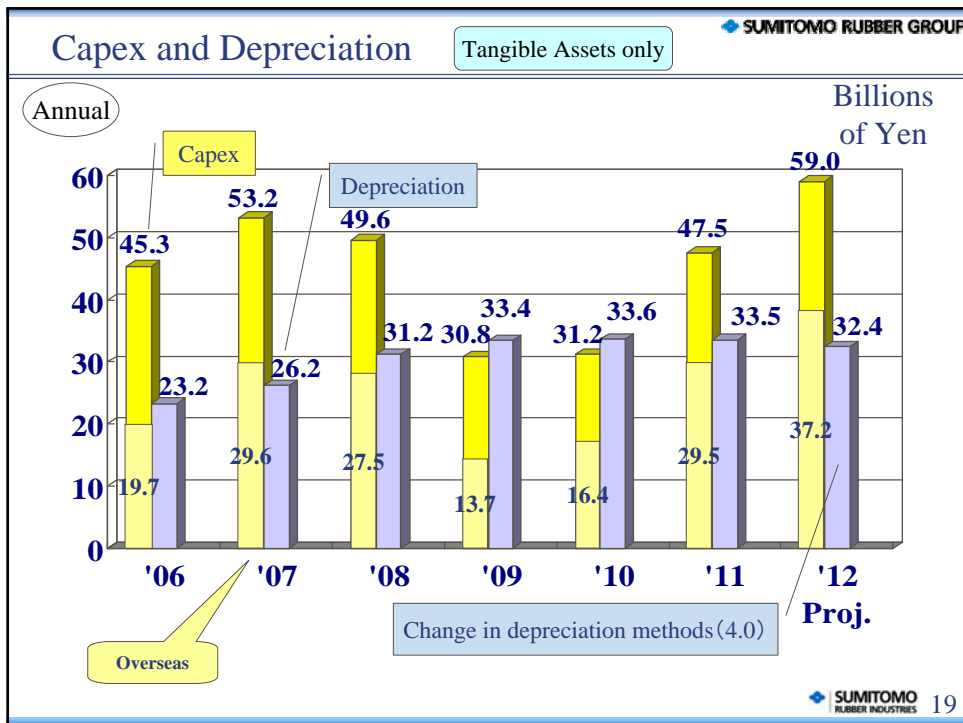
◆ SUMITOMO RUBBER GROUP

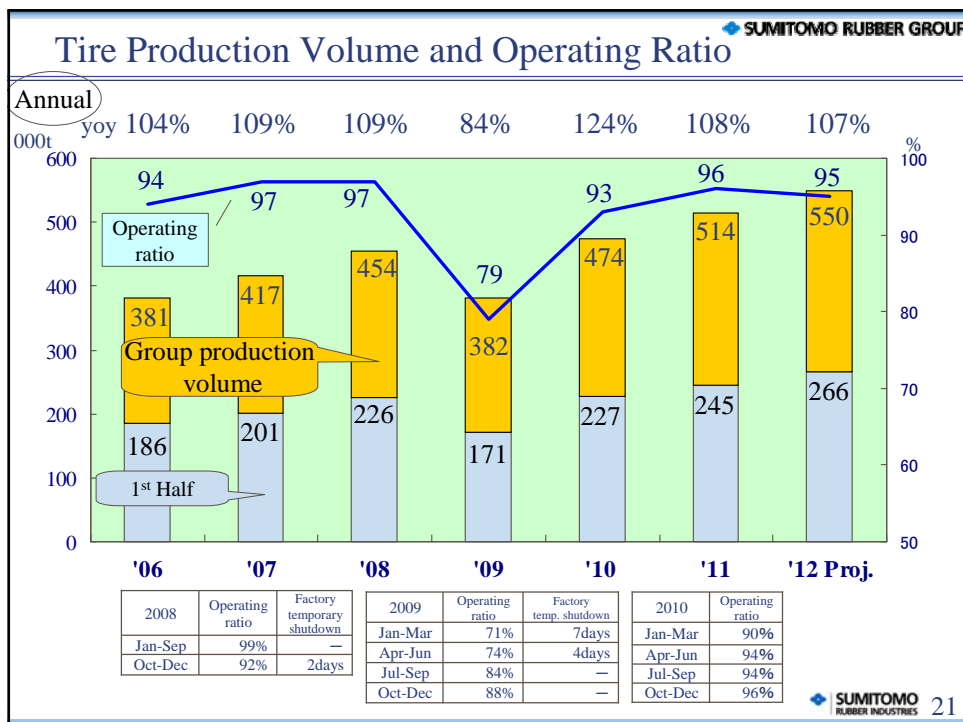
Tire Sales Volume (Comparison %)

	2011 ACT					2012 Jan.-Mar.ACT, Apr.-Dec.Proj.				2012 Feb.14th Proj.			
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec		Jan-Mar	Apr-Jun	Jul-Dec		Jan-Jun	Jul-Dec	Annual	
Domestic O.E.	78%	68%	99%	106%	88%	136%	144%	98%	116%	138%	96%	114%	
Overseas O.E.	119%	97%	119%	97%	108%	103%	128%	137%	126%	117%	131%	124%	
Domestic Rep.	112%	120%	109%	100%	109%	101%	92%	102%	99%	96%	102%	99%	
Overseas Rep.	105%	99%	112%	113%	107%	103%	105%	104%	104%	105%	103%	104%	
Total	103%	98%	110%	107%	104%	107%	109%	106%	107%	109%	104%	106%	
Total Tire Sales(000units)	21,740	21,740	24,890	26,510	94,880	23,270	23,560	54,160	100,980	47,290	53,560	100,850	
Overseas Rep	North America	91%	89%	92%	95%	92%	100%	111%	99%	102%	102%	91%	97%
	Asia	127%	107%	115%	110%	114%	95%	113%	112%	108%	103%	114%	109%
	Middle East	46%	76%	94%	120%	81%	161%	104%	87%	103%	133%	89%	106%
	Europe & Russia	146%	130%	151%	131%	140%	103%	83%	108%	102%	98%	115%	107%

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Sales in the Sports Business Results

◆ SUMITOMO RUBBER GROUP

Billions of Yen

	2012 Q1 Jan.-Mar.	2011 Q1 Jan.-Mar.	'12 vs '11
Golf Clubs	8.1	7.3	111%
Golf Balls	2.7	2.7	99%
Golf Shoes, Accessories & Others	1.8	1.7	107%
Golf goods	12.5	11.7	108%
Tennis goods	1.7	1.4	117%
Licensing income	0.1	0.1	126%
Sports goods business	14.3	13.2	109%
Other business	0.4	0.4	95%
Total	14.7	13.6	108%

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New Products / New Technology

エナセーブ PREMIUM

LEMAN 4

飛びの新しい答えが、ここにある。

短く、速く、遠く。XXIO7 誕生。

エナセーブ EC202

エナセーブ 97

エナセーブ RV503

KESE

守りたい、人、家、未来。

MIRAIE

住友ゴムの住宅用制震ダンパー [ミライエ]

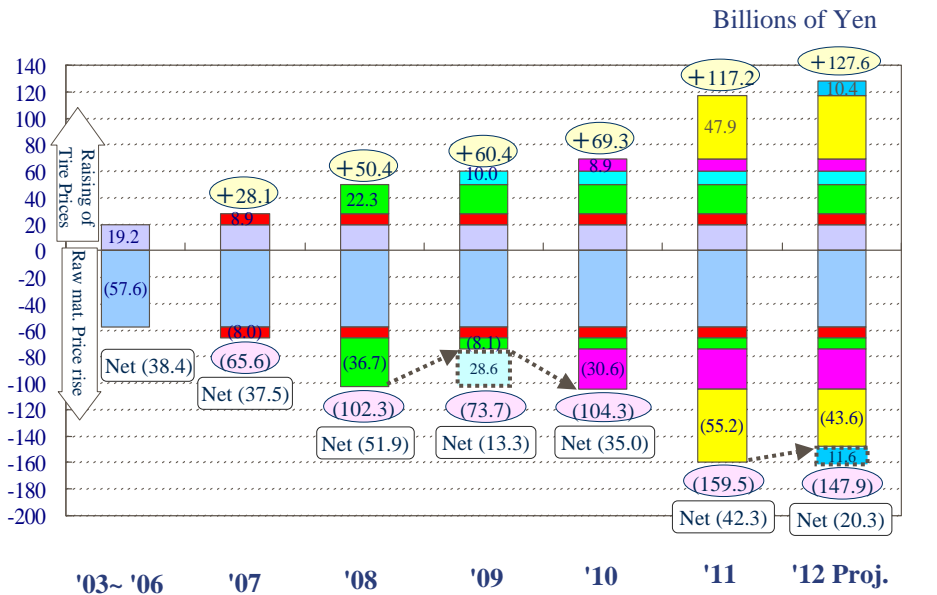
SRIXON

XXIO LX

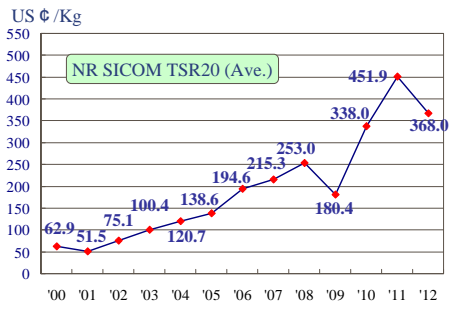
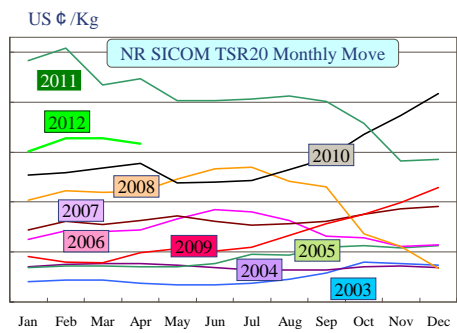
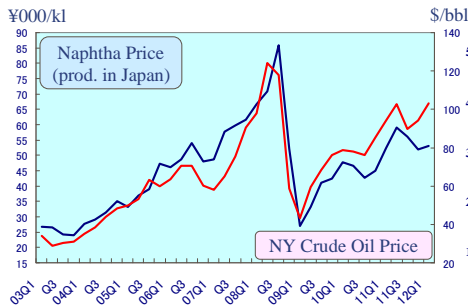
Cleveland

SUMITOMO RUBBER INDUSTRIES 23

The Influence of Raw mat. Price rise & Raising of Tire Prices (v.s '02)



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