



# Financial Report

(January 1 ~ September 30, 2012)

Sumitomo Rubber Industries, Ltd.

- 2012 3<sup>rd</sup> 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.

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.	Dunlop Sports Hokkaido Co., Ltd.  (Merged with Dunlop Sports Marketing Co., Ltd.)		Hiroshima Rubber, Ltd. Kyoshin, Ltd.  (Merged with Dunlop Tire Chugoku 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), China(Hunan) Under construction: 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.-Sep.		Billions of Yen							
	Jan.-Mar.		Apr.-Jun.		Jul.-Sep.		Jan.-Sep.		
		'12 vs'11		'12 vs'11		'12 vs'11		'12 vs'11	
Sales	166.9	115% +21.9	166.8	108% +12.1	166.2	99% (1.6)	500.0	107% +32.4	
Operating Income (%)	16.0 (9.6%)	165% +6.3	16.3 (9.8%)	162% +6.2	11.4 (6.9%)	119% +1.9	43.7 (8.7%)	149% +14.3	
Ordinary Income (%)	17.0 (10.2%)	161% +6.4	13.3 (8.0%)	161% +5.1	11.5 (6.9%)	151% +3.9	41.8 (8.4%)	158% +15.3	
Net Income	10.1	238% +5.9	6.3	135% +1.6	6.6	138% +1.8	23.0	168% +9.3	
Equity Income	0.2	(0.4)	(0.0)	+0.1	0.6	(1.4)	0.8	(1.7)	

SUMITOMO RUBBER INDUSTRIES 4

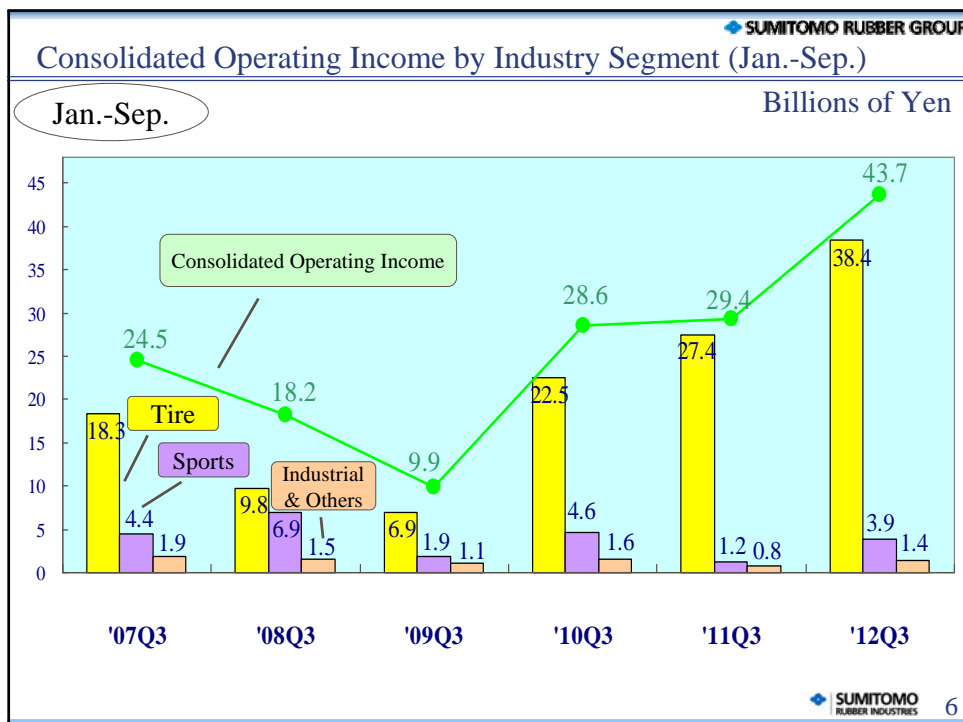
◆ SUMITOMO RUBBER GROUP

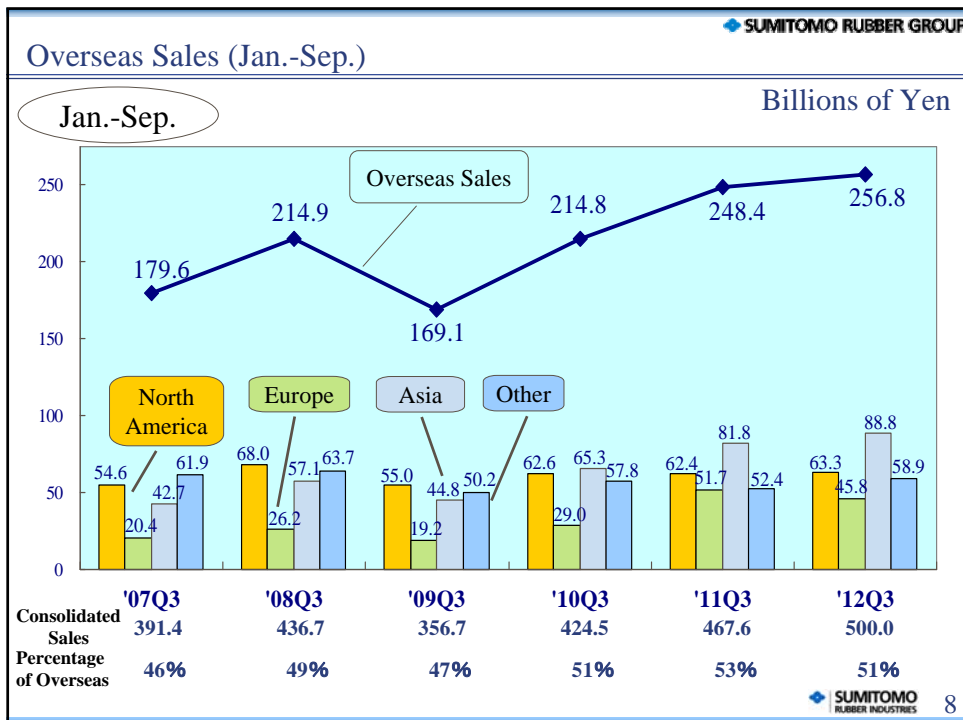
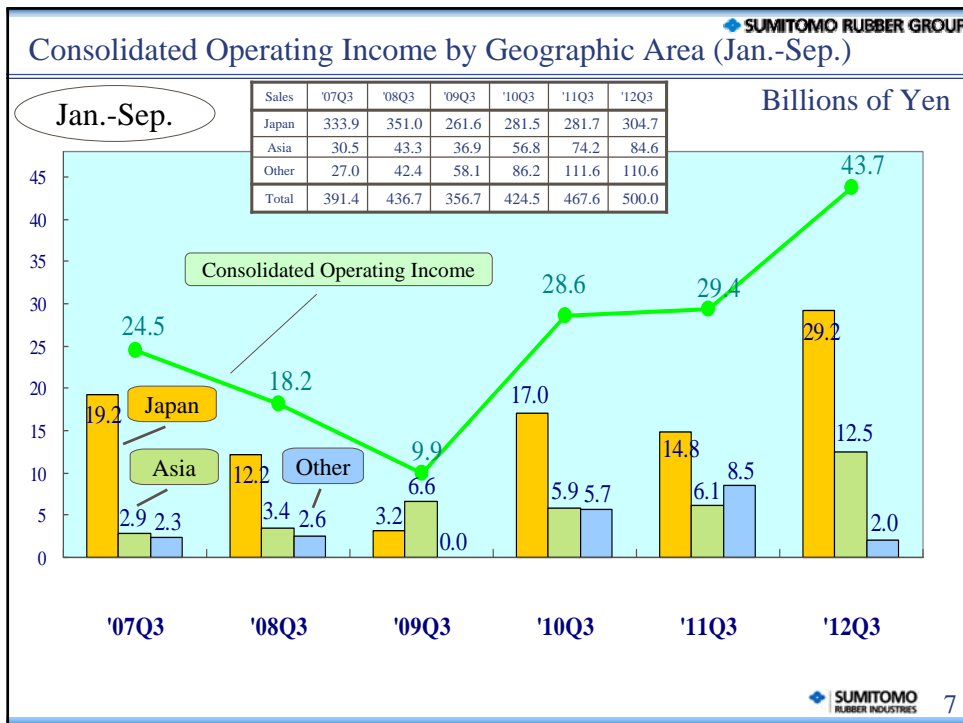
### Net Sales / Operating Income by Industry Segment

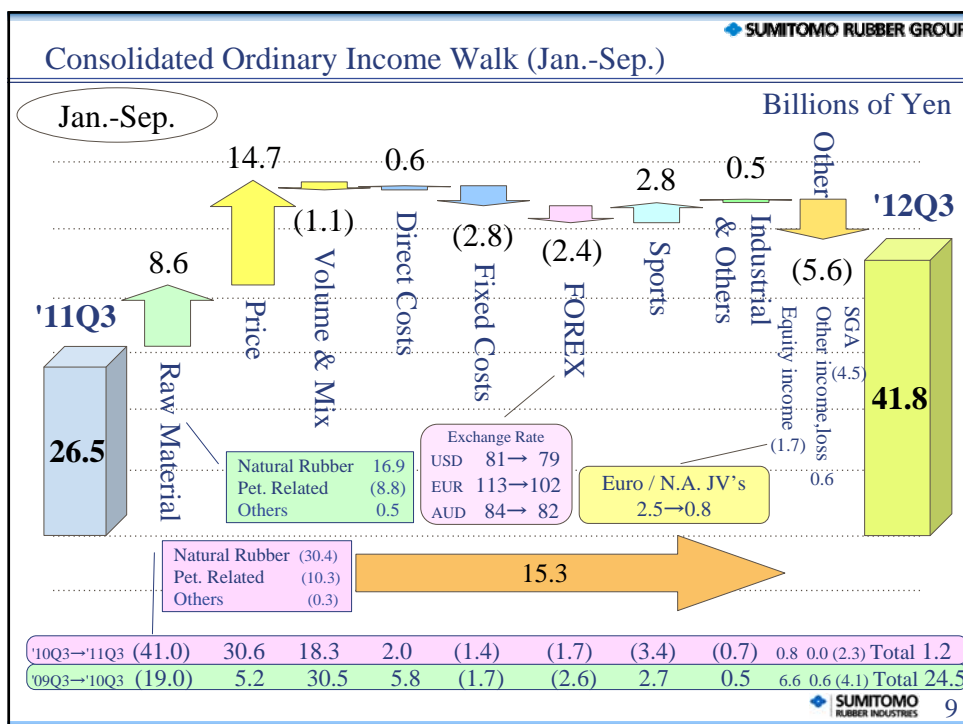
Jan.-Sep. Billions of Yen

	Jan.-Mar.		Apr.-Jun.		Jul.-Sep.		Jan.-Sep.		
		'12 vs '11		'12 vs '11		'12 vs '11		'12 vs '11	
Sales	Tire	145.3	117%	142.7	107%	145.1	98%	433.1	107%
	Sports	14.7	108%	17.0	116%	14.0	112%	45.7	112%
	Industrial & Others	6.9	97%	7.1	108%	7.1	107%	21.2	104%
	Consolidated	166.9	115%	166.8	108%	166.2	99%	500.0	107%
Operating Income	Tire	14.0	166%	13.9	146%	10.5	112%	38.4	140%
	Sports	1.5	211%	2.0	391%	0.5	-	3.9	332%
	Industrial & Others	0.5	88%	0.4	1574%	0.5	195%	1.4	164%
	Consolidated	16.0	165%	16.3	162%	11.4	119%	43.7	149%

◆ SUMITOMO RUBBER INDUSTRIES 5







◆ SUMITOMO RUBBER GROUP

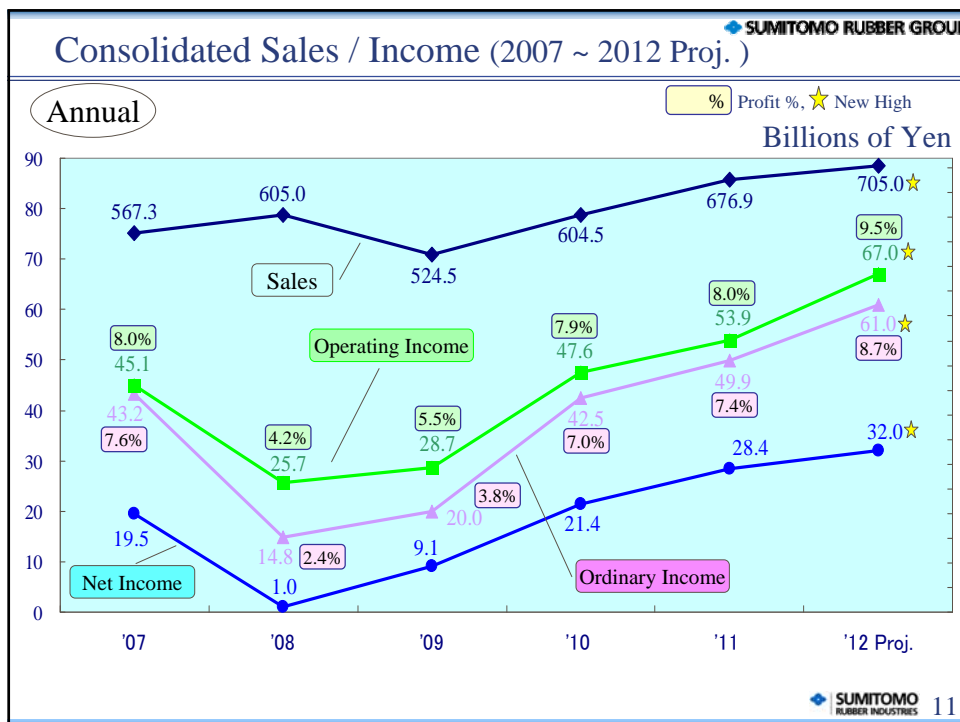
### Consolidated Results Projection (Annual)

Billions of Yen

Annual

	Annual Proj. 2012	Actual 2011	'12 vs '11
<b>Sales</b>	<b>705.0</b>	<b>676.9</b>	104%
<b>Operating Income (%)</b>	<b>67.0 (9.5%)</b>	<b>53.9 (8.0%)</b>	124%
<b>Ordinary Income (%)</b>	<b>61.0 (8.7%)</b>	<b>49.9 (7.4%)</b>	122%
<b>Net Income</b>	<b>32.0</b>	<b>28.4</b>	113%
<b>Equity Income</b>	<b>0.8</b>	<b>2.3</b>	
<b>ROE</b>	<b>15.2%</b>	<b>14.7%</b>	+0.5P
<b>Interest-bearing debt</b>	<b>270.0</b>	<b>274.2</b>	(4.2)

◆ SUMITOMO RUBBER INDUSTRIES 10



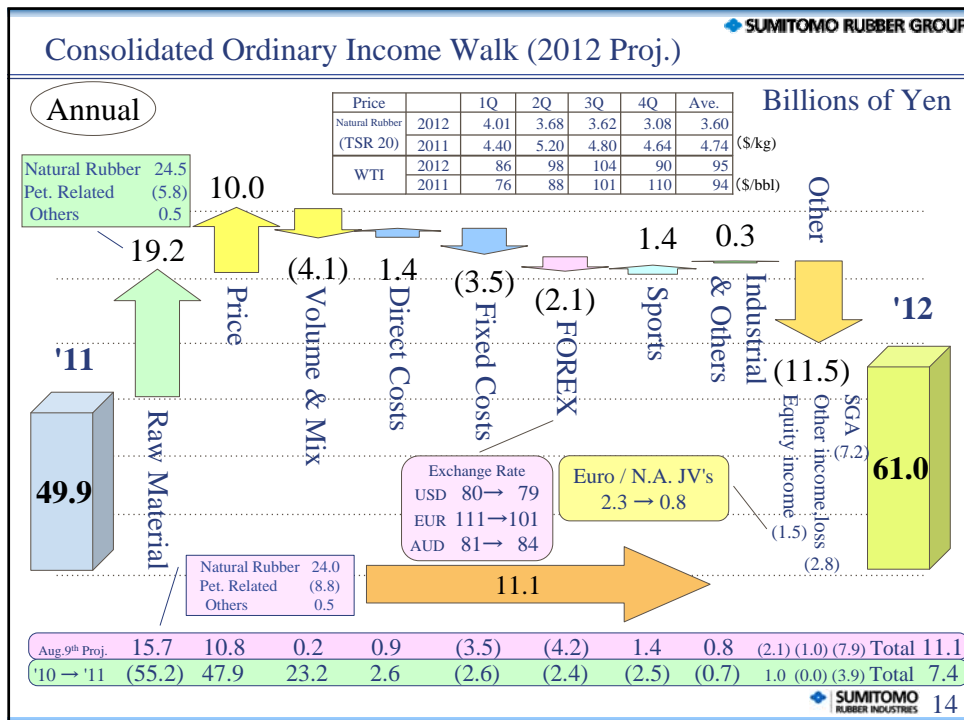
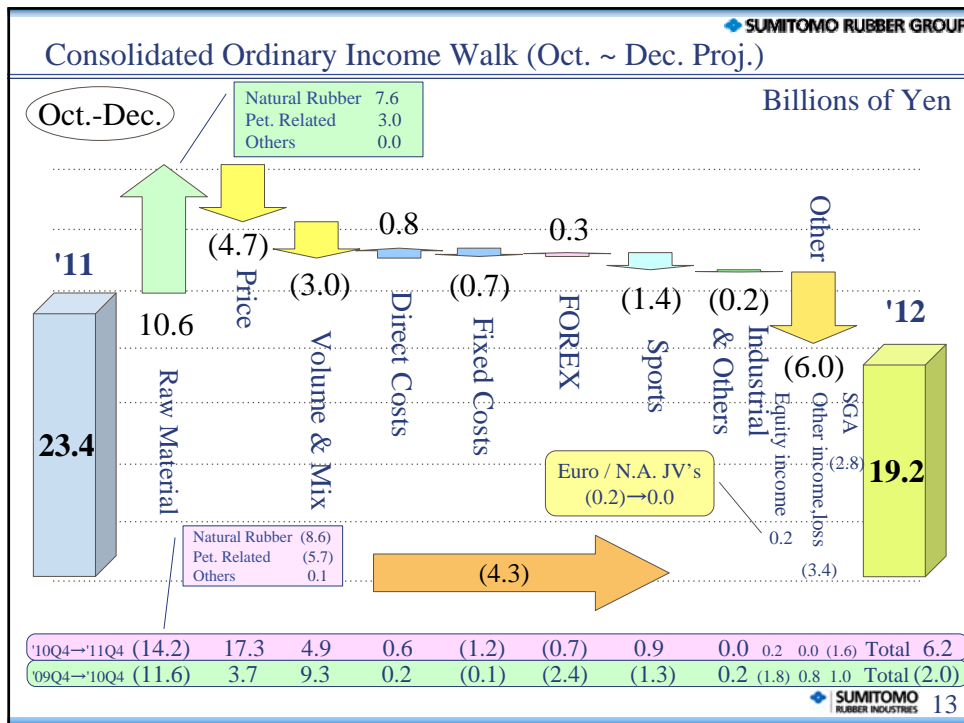
◆ SUMITOMO RUBBER GROUP

### Net Sales / Operating Income by Industry Segment (Annual)

Annual Billions of Yen

		Annual Proj. 2012	Actual 2011	'12 vs '11
Sales	Tire	613.0	591.0	104%
	Sports	62.0	58.4	106%
	Industrial & Others	30.0	27.5	109%
	Consolidated	705.0	676.9	104%
Operating Income	Tire	60.0	48.8	123%
	Sports	5.0	3.6	137%
	Industrial & Others	2.0	1.5	137%
	Consolidated	67.0	53.9	124%

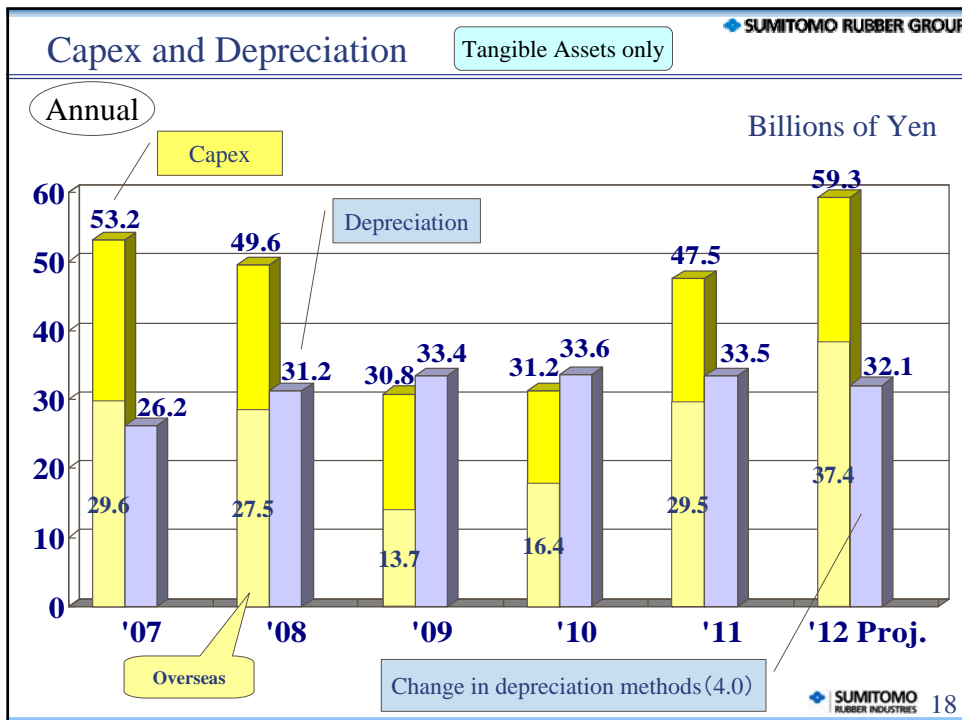
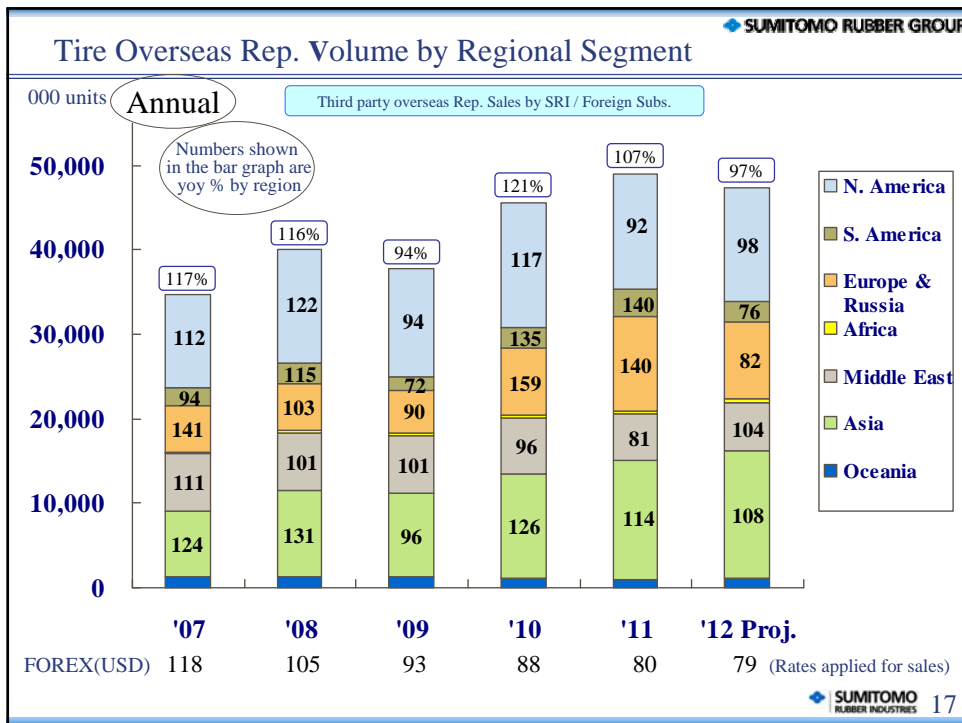
◆ SUMITOMO RUBBER INDUSTRIES 12

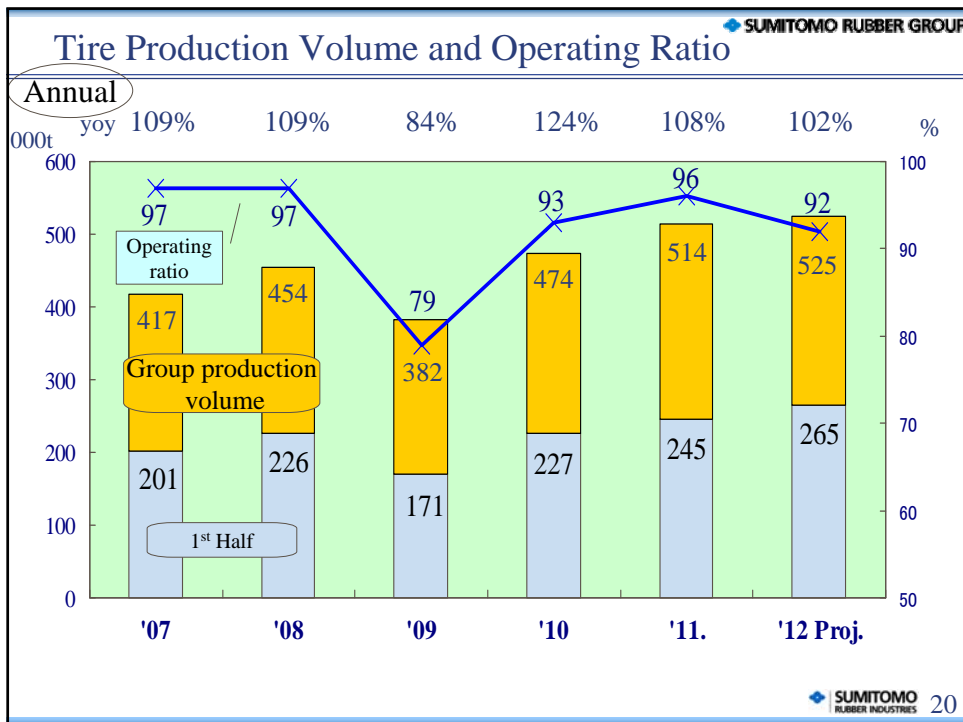
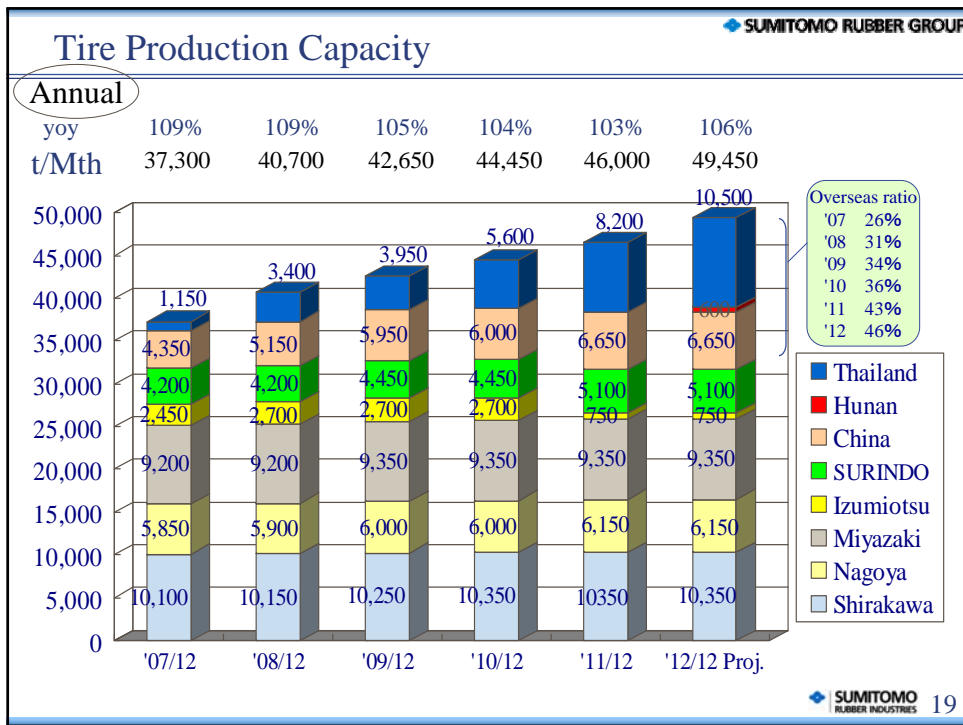




Consolidated Ordinary Income Analysis														SUMITOMO RUBBER GROUP	
Billions of Yen															
Period	Ordinary Income		Factor												
		vs Pre. Year	Raw Material	Price	Volume & Mix	Direct Costs	Fixed Costs	FOREX	Sports	Industrial & Others	Income	Equity	Other	SGA	
11	1Q	10.6	0.4	(10.5)	6.3	8.2	0.0	0.3	(0.9)	(1.2)	(0.1)	(0.5)	0.0	(1.2)	
	2Q	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)	
	3Q	7.6	1.1	(15.7)	14.1	4.9	1.1	(0.8)	(2.2)	(0.5)	(0.4)	1.9	(0.6)	(0.7)	
	4Q	23.4	6.2	(14.2)	17.3	4.9	0.6	(1.2)	(0.7)	0.9	0.0	0.2	0.0	(1.6)	
	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	1Q	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)	
	2Q	13.3	5.1	3.1	3.9	1.3	(0.2)	(0.4)	(2.3)	1.3	0.4	0.0	(0.2)	(1.8)	
	3Q	11.5	3.9	8.0	0.0	(3.6)	0.3	(0.4)	1.0	0.7	0.2	(1.3)	0.1	(1.1)	
	4Q	19.2	(4.3)	10.6	(4.7)	(3.0)	0.8	(0.7)	0.3	(1.4)	(0.2)	0.2	(3.4)	(2.8)	
	Annual	61.0	11.1	19.2	10.0	(4.1)	1.4	(3.5)	(2.1)	1.4	0.3	(1.5)	(2.8)	(7.2)	
(vs Aug. 9 <sup>th</sup> Proj.) -			3.5	(0.8)	(4.3)	0.5	-	2.1	-	(0.5)	0.6	(1.8)	0.7		

Tire Sales Volume (Comparison %)														SUMITOMO RUBBER GROUP	
	2011 ACT					2012 Jan.-Sep.ACT, Oct.-Dec.Proj.					2012 Aug.9th Proj.				
	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec		Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec		Jan-Jun	Jul-Dec			
Domestic O.E.	78%	68%	99%	106%	88%	136%	151%	100%	91%	116%	143%	102%	119%		
Overseas O.E.	119%	97%	119%	97%	108%	103%	118%	104%	140%	115%	110%	132%	121%		
Domestic Rep.	112%	120%	109%	100%	109%	101%	93%	104%	106%	101%	96%	103%	100%		
Overseas Rep.	105%	99%	112%	113%	107%	103%	100%	94%	92%	97%	101%	101%	101%		
<b>Total</b>	103%	98%	110%	107%	104%	107%	106%	98%	100%	103%	106%	105%	105%		
Total Tire Sales(000units)	21,740	21,740	24,890	26,510	94,880	23,270	22,950	24,380	26,470	97,070	46,210	53,630	99,840		
Overseas Rep.	North America	91%	89%	92%	95%	92%	100%	106%	99%	90%	98%	102%	99%	101%	
	Asia	127%	107%	115%	110%	114%	95%	116%	107%	114%	108%	105%	115%	110%	
	Middle East	46%	76%	94%	120%	81%	161%	105%	117%	67%	104%	128%	90%	105%	
	Europe & Russia	146%	130%	151%	131%	140%	103%	67%	73%	89%	82%	86%	91%	89%	






# Sales in the Sports Business Results & Projection

Billions of Yen


	2012 3Q Jan.-Sep.	2011 3Q Jan.-Sep.	'12 vs '11	Annual Proj. 2012
Golf Clubs	22.6	18.2	124%	30.4
Golf Balls	9.1	8.8	103%	12.0
Golf Shoes, Accessories & Others	5.8	5.9	99%	7.8
Golf goods	37.5	32.9	114%	50.2
Tennis goods	5.0	4.7	107%	6.5
Licensing income	0.3	0.3	100%	0.4
Sports goods business	42.8	37.8	113%	57.1
Other business	2.9	3.1	97%	4.9
Total	45.7	40.9	112%	62.0

# New Technology / New Products



**GOOD DESIGN AWARD 2012**

**エナセーブ PREMIUM**




**エナセーブ EC202**



**エナセーブ RV503**




**エナセーブ 97**



**MIRAIE**

**GOOD DESIGN AWARD 2012**



**WINTER MAXX**

ナノ領域でのゴムの柔軟性をアップ




ゴム分子がアイスバーンの凹凸と密着  
フロンシロキサン化シリコンの吸着により、ゴムの柔軟性を向上。アイスバーンに密着

マクロ領域でのゴムの剛性をアップ




ゴム剛性のアップにより、アイスバーンでのエッジ効果向上  
高強度シリカのネットワーク構築により、ゴム剛性をアップし、エッジ効果向上




**XXIO7**

飛びの新しい音も、ここにある。




**XXIO LADIES'**



**XXIO FORGED**




**XXIO PRIME**



**SRIXON**

コアの弾力性を向上させた、業界最高レベルの弾力性を誇る最新のゴルフボール。



**BIOMIMETIC**

自然界の生物の構造を模倣した、新しい構造のラケット。



**Cleveland**

## New factory in Turkey

### <New factory in Turkey>

**Location** : Turkey Çankırı Province  
**Start of Production** : July, 2015 (Projected)  
**Business** : Manufacturing & sales of radial tires  
**Capacity** : 30,000 tires / day (2019 year end)  
**Investment ratio** : Sumitomo Rubber Industries, LTD. 80%  
 Abdulkadir Özcan Otomotiv Lastik 20%

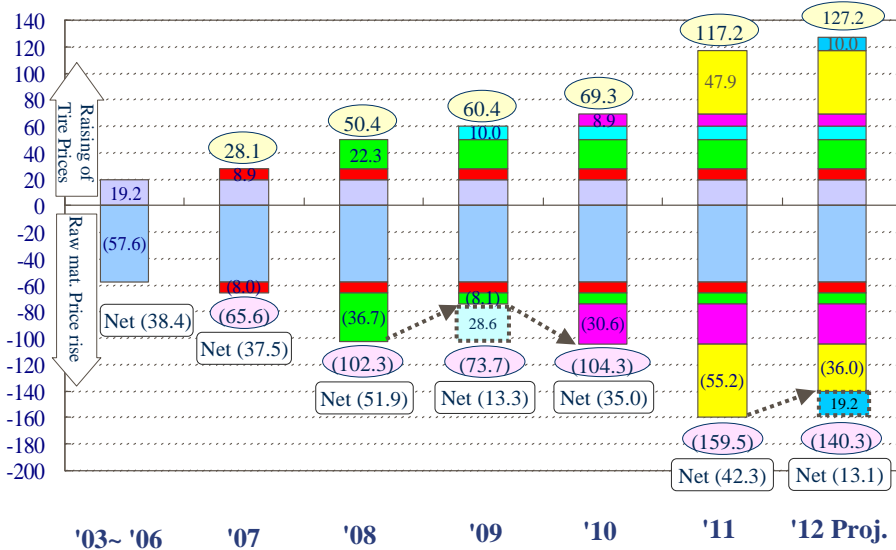


New Process "Sun System"

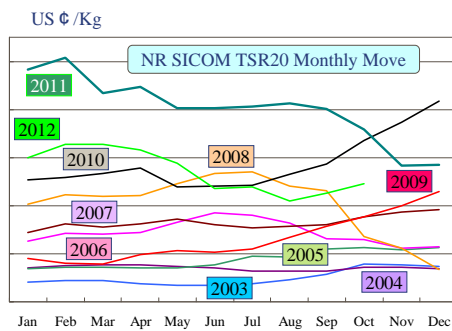
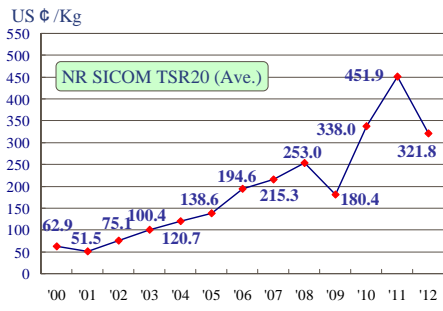
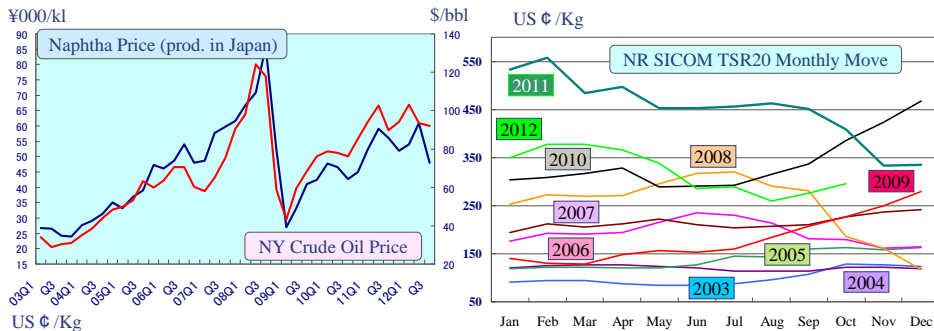


## The Influence of Raw mat. Price rise & Raising of Tire Prices ( v.s '02)

Billions of Yen



# Market Price: Natural Rubber • Naphtha



### Trend of Raising of tire prices

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

**Overseas REP:**  
 '04 3%  
 '05 3%  
 '06 3%  
 '07 3 ~ 6%  
 '08 5 ~ 10%  
 '09 5 ~ 10%  
 '11 5 ~ 10%

END

*for you, for the earth*

**SUMITOMO RUBBER GROUP**