

Financial Report

(January $1 \sim \text{September } 30, 2023$)

November 10, 2023





■ 2023 3rd Quarter Financial Results Summary

- Changes in Scope of Consolidation, Affiliated Companies
- Financial Results Summary

2023 Annual Financial Results Forecast

- Financial Results Forecast Summary
- Capex, Depreciation, Tire Production Capacity etc.
- Shareholder Returns

Changes in Scope of Consolidation



No change since Aug. 7th 2023

Consolidated Su (vs 2022 yea		Equity-method (vs 2022 ye		3
Newly Included -	Excluded (2)	Newly Included -	Exclude	d -

	Newly Included -	Excluded (2)	Newly Included -	Excluded -
Tires		Chengdu D Guard Automotive Service Co., LTd. (China/Sales)		
Sports				
Industrial & Other		Sumigomu Takasago Integrate, Ltd. (Japan/Sales)		

Affiliated Companies



No change since Aug. 7th 2023

	Manufacturing Companies	Sales Companies	Other Companies
	Domestic 1	Domestic 11	Domestic 7
Tires	Overseas 8	Overseas 31	Overseas 6
	Asia Pacific 4 Europe and Africa 2 Americas 2	Asia Pacific 10 Europe and Africa 18 Americas 3	Asia Pacific 2 Europe and Africa 2 Americas 2
C .	Domestic 1	Domestic 1	Domestic 3
Sports	Overseas 3	Overseas 12	Overseas 7
	Thailand, U.S., Philippines	Malaysia, U.K., Canada, Australia, China, Hong Kong, South Africa, South Korea, Thailand, France, Germany	U.K.
	Domestic 1	Domestic 2	Domestic -
Industrial & Other	Overseas 5	Overseas 1	Overseas -
	Malaysia, China, Vietnam, Switzerland, Slovenia	Hong Kong	- Total 100
			Domestic 27 Overseas 73

Highlights



2023 3rd Quarter Highlights

- 2023 Jul.-Sep. business profit was 24.9 billion of yen (record high).
- The economic environment continued to recover despite the high levels of inflation in certain regions and drastic interest rate hikes to appears such rise in prices, the geopolitical tension reflecting the situations.
- The Japanese economy continued to recover gradually because of expectation of continuing recovery pushed by rising wages, but there is an uncertainty of trends in foreign exchange, interest and prices.
- There was a significant reduction in freight costs that soared in the same period of the previous fiscal year and a lull in the soaring raw material prices and energy costs.
 - Domestic REP.* Market: Sales remained subdued because there was also an impact of winter tire price increases from Jul. 2023

Tires

Domestic O.E.* Market: YoY increase in sales because constraints at auto manufactures have been relaxed



- Overseas REP. Market: YoY decrease in sales due to discontinuation of unprofitable tires despite strong sales of flagship products
- Overseas O.E. Market: YoY decrease in overall sales due to China in major market's sales decrease YoY

Sports



➤ Golf Business: YoY increase in revenue because of keeping strong sales in overseas markets such as North America & South Korea thanks to good performance of our contract golf players

Industrial & Other

Industrial & Other Business: YoY increase in revenue due to increase of rubber parts for medical applications & infrastructure products

^{*1.} Replacement

^{*2.} Original Equipment

Consolidated Financial Results (2023 Jan.-Sep.)



	2023 JanMar.	vs 2022	2023 AprJun.	vs 2022	2023 JulSep.	vs 2022	2023 JanSep.	vs 2022	2022 JanSep.
Sales Revenue	276.8	110% +26.3	284.4	109% +22.8	289.5	107% +20.1	850.7	109% +69.2	781.5
Business Profit (%) *1,3	8.0 2.9%	54% (6.8)	9.1 3.2%	+9.7	24.9 8.6%	+26.7	42.0 4.9%	339% +29.6	12.4 1.6%
Operating Profit (%)	7.8 2.8%	55% (6.4)	9.0 3.2%	+10.6	24.6 8.5%	+27.4	41.4 4.9%	421% +31.6	9.8 1.3%
Profit *2,3	4.0	34% (7.7)	4.2	77% (1.2)	19.0	+21.8	27.2	189% +12.8	14.4

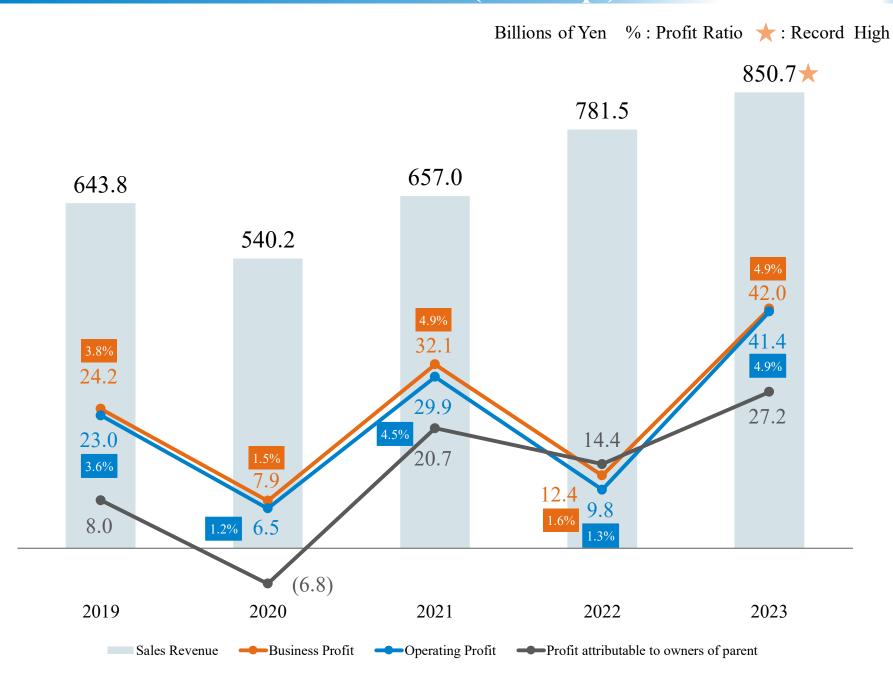
^{*1.} Business Profit : Sales Revenue - (COS + SGA)

^{*2.} Profit: Profit attributable to owners of parent

^{*3.} Accounting adjustments have been applied since 2nd quarter of 2022, as pursuant to IAS 29 "Financial Reporting in Hyperinflationary Economies".

Consolidated Sales Revenue / Profit (Jan.-Sep.)





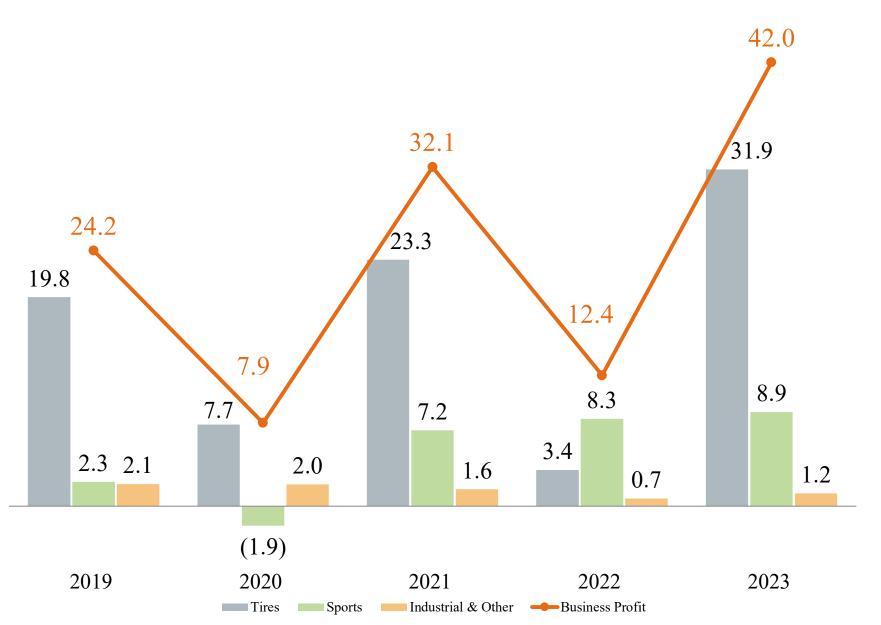
Consolidated Sales Revenue / Business Profit by Reportable Segment (2023 Jan.-Sep.)



		2023 JanMar.	vs 2022	2023 AprJun.	vs 2022	2023 JulSep.	vs 2022	2023 vs JanSep. 2022	2022 JanSep.
	Tires	229.8	109%	241.3	110%	249.5	108%	720.6 109%	661.3
Sales R	Sports	35.5	119%	32.7	103%	29.1	103%	97.3 108%	89.9
Revenue	Industrial & Other	11.5	116%	10.4	107%	10.9	103%	32.9 108%	30.3
•	Total	276.8	110%	284.4	109%	289.5	107%	850.7 109%	781.5
н	Tires	1.9	18%	7.8	-	22.1	-	31.9 935%	3.4
Busine	Sports	5.5	137%	1.0	44%	2.5	120%	8.9 108%	8.3
Business Profit	Industrial & Other	0.6	166%	0.3	-	0.3	82%	1.2 170%	0.7
	Total	8.0	54%	9.1	-	24.9	-	42.0 339%	12.4

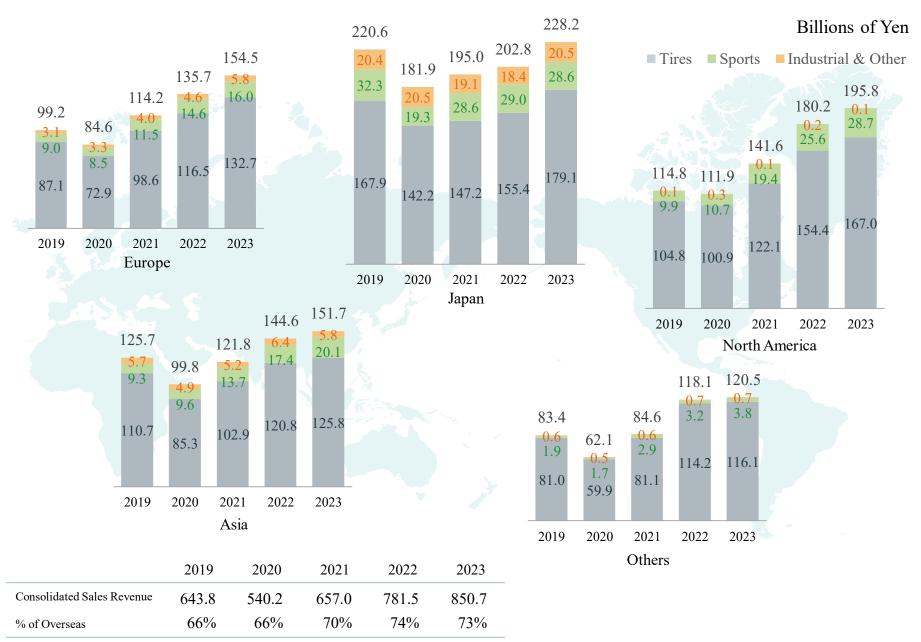
Consolidated Business Profit by Reportable Segment (Jan.-Sep.)





Sales Revenue by Destination (Jan.-Sep.)

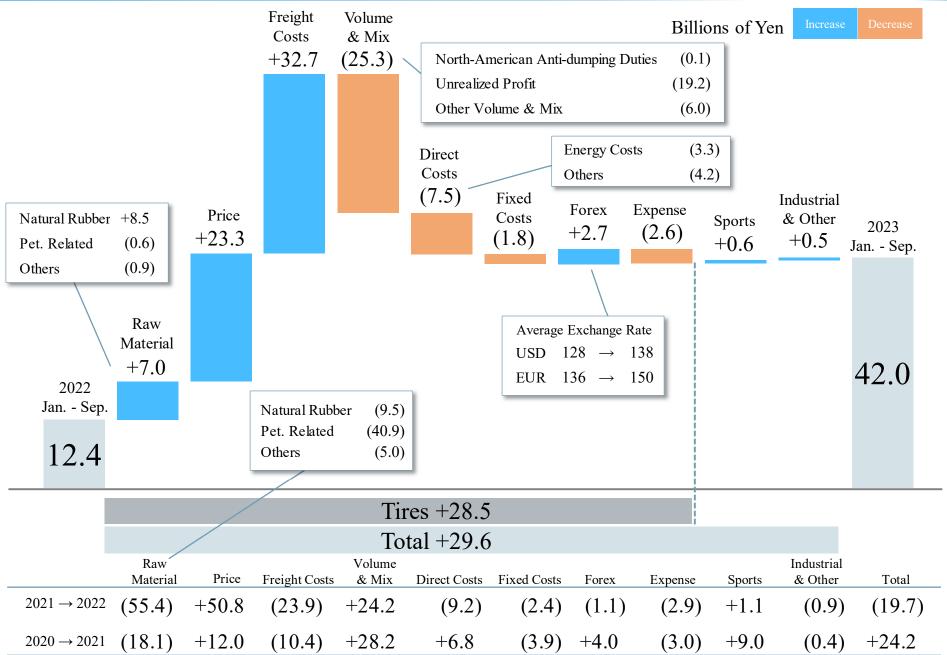




^{*}Sales Revenue on this page are based on customer's location.

Consolidated Business Profit Walk (2023 Jan.-Sep.)





Consolidated Statement of Profit & Loss Statement



			1	Billions of Yen
	2022 JanSep.	2023 JanSep.	YOY	Main factor
Sales revenue	781.5	850.7	+69.2	Business profit
Cost of sales	(598.1)	(629.7)	(31.6)	Refer to page.6 to 11 for details
Selling, general and administrative expenses	(171.0)	(179.0)	(8.0)	2 Other income Actual YOY Non-operating profit 1.3 B of yen +0.1 B of yen
Business profit	12.4	1 42.0	+29.6	Non-extraordinary profit Government Subsidies 1.5 B of yen 0.1 B of yen 0.7 B of yen 0.7 B of yen 0.7 B of yen
Other income	2.4	2 1.9	(0.5)	3 Other expenses
Other expenses	(5.0)	3 (2.4)	+2.5	Non-operating expenses (1.1) B of yen +0.4 B of yen Loss on retirement (0.7) B of yen +0.3 B of yen
Operating profit	9.8	41.4	+31.6	of non-current assets Non-extraordinary expenses (0.4) B of yen +0.5 B of yen
Financial income	17.1	4 10.3	(6.8)	Impairment loss (0.1) B of yen +1.3 B of yen
Financial expenses	(2.6)	(5.2)	(2.6)	4 Financial income Gain on net monetary position 7.6 B of yen +4.2 B of yen
Equity in earnings of affiliates	0.1	(0.0)	(0.1)	Interest received 2.2 B of yen +0.6 B of yen Foreign exchange profit - (10.8) B of yen
Profit before tax	24.3	46.5	+22.1	5 Financial expenses
Income tax expenses	(8.0)	(18.7)	(10.7)	Interest expenses Foreign exchange loss (4.7) B of yen (2.0) B of yen (0.5) B of yen (0.5) B of yen
Non-controlling interests	(2.0)	(0.6)	+1.4	
Profit	14.4	27.2	+12.8	

Consolidated Statement of Financial Position



				Dimons of Ten
	As of Dec. 31, 2022	As of Sep. 30, 2023	YOY	Main factor
Current assets	623.9	640.9	1+17.0	1 Current assets vs Dec. 31, 2022
Non-current assets	601.3	644.2	2+42.9	Cash and cash equivalents +6.7 B of yen Trade and other receivables +5.9 B of yen Other current assets +5.7 B of yen
Total assets	1,225.2	1,285.1	+59.9	other earrent assets
Current liabilities	352.9	361.7	+8.7	2 Non-current asset Tangible assets +23.4 B of yen
Non-current liabilities	308.4	288.2	(20.2)	Intangible assets(including goodwill) +7.4 B of yen
Total liabilities	661.3	649.9	3 (11.5)	3 Total liabilities Interest-bearing debt (34.1) B of yen
Total equity attributable to owners of parent	546.2	618.1	4 +71.9	Trade and other payables $(372.8 \rightarrow 338.7)$ +14.0 B of yen
Non-controlling interest	17.7	17.1	(0.5)	4 Equity
Total equity	563.9	635.2	+71.4	Profit +27.2 B of yen Dividends paid (5.3) B of yen
Total liabilities and equity	1,225.2	1,285.1	+59.9	Foreign currency translation adjustment +45.8 B of yen
Equity ratio	44.6%	48.1%	+3.5P	

[Forecast] Consolidated Financial Results (2023 Annual)



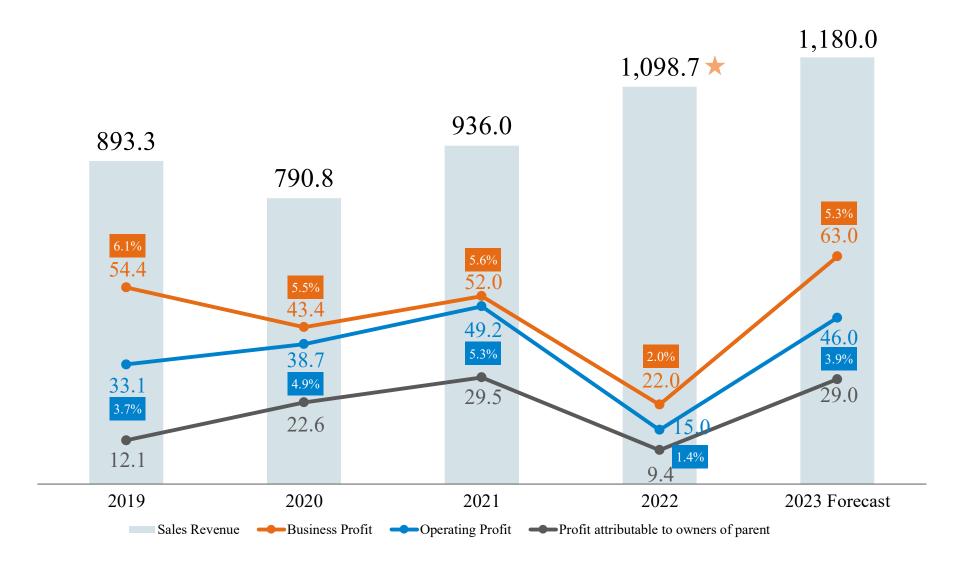
	Revised Forecast 2023	Actual 2022	YOY	Aug. 7 th 2023 Forecast 2023	Feb. 14 th 2023 Forcast 2023
Sales Revenue	1,180.0	1,098.7	107%	1,170.0	1,200.0
Business Profit (%)	63.0 5.3%	22.0 2.0%	287%	50.0 4.3%	35.0 2.9%
Operating Profit (%)	46.0 3.9%	15.0 1.4%	307%	41.0	30.0
Profit	29.0	9.4	308%	23.0	18.0
ROIC *1	4.6%	1.7%		3.7%	2.6%
ROE	5.0%	1.8%		4.1%	3.2%
ROA *2	5.1%	1.9%		4.1%	2.8%
D/E Ratio	0.6	0.7		0.6	0.7

^{*1.}ROIC: Net Business Profit After Tax / Invested Capital

^{*2.}ROA: Business Profit / Total Assets



Billions of Yen %: Profit Ratio ★: Record High



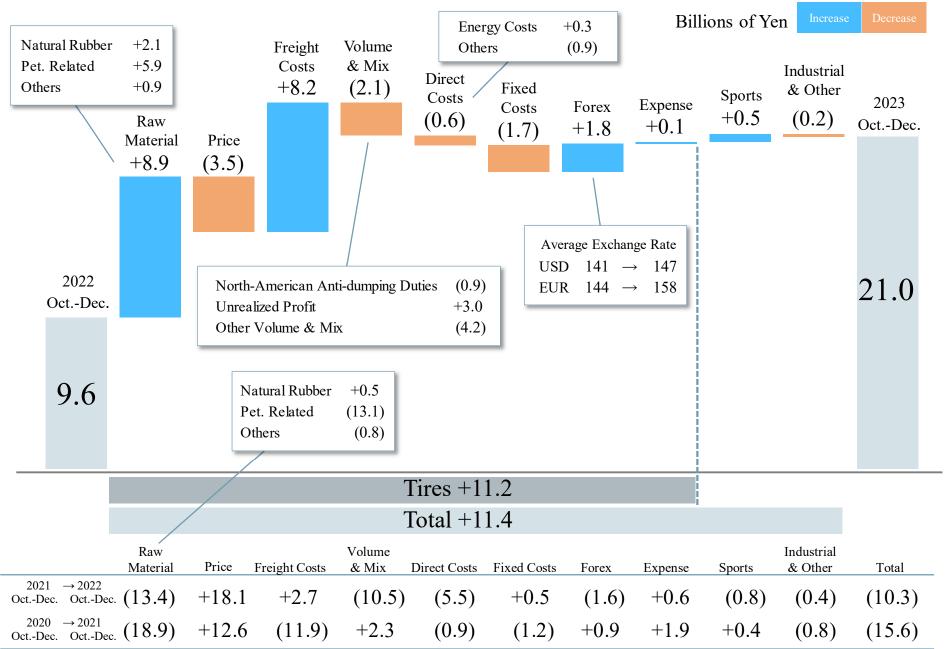
[Forecast] Consolidated Sales Revenue / Business Profit by Reportable Segment (2023 Annual)



			ı			
		Revised Forecast 2023	Actual 2022	YOY	Aug. 7th 2023 Forecast 2023	Feb. 14th 2023 Forecast 2023
S	Tires	1,010.5	939.9	108%	1,001.0	1,022.5
ales R	Sports	125.5	116.6	108%	124.5	132.5
Sales Revenue	Industrial & Other	44.0	42.1	104%	44.5	45.0
Ō	Total	1,180.0	1,098.7	107%	1,170.0	1,200.0
B	Tires	52.0	12.3	422%	39.0	26.0
usine	Sports	10.0	8.9	112%	10.0	8.0
Business Profit	Industrial & Other	1.0	0.7	141%	1.0	1.0
fit	Total	63.0	22.0	287%	50.0	35.0

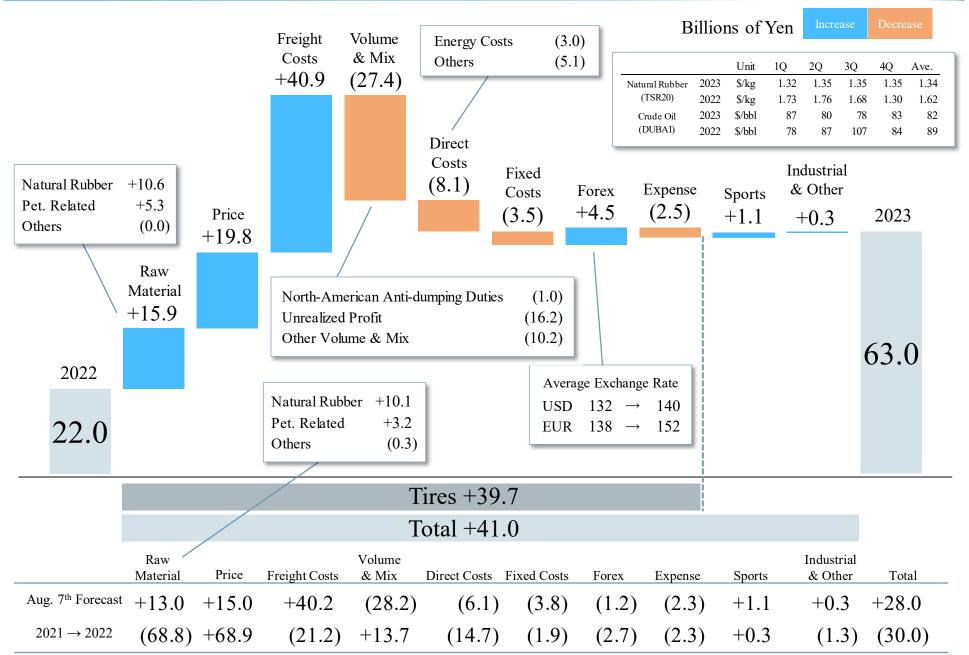
[Forecast] Consolidated Business Profit Walk (2023 Oct.-Dec.)





[Forecast] Consolidated Business Profit Walk (2023 Annual)





Consolidated Business Profit Analysis by Factors



		Pusing	ss Profit	Factors									
F	Period	vs Previous year		Raw Material	Price	Freight Costs	Volume & Mix	Direct Costs	Fixed Costs	Forex	Expense	Sports	Industrial & Other
	JanMar.	14.8	(1.4)	(19.7)	+15.1	(11.2)	+17.0	(2.0)	(0.6)	+0.0	(1.2)	+1.5	(0.3)
	AprJun.	(0.6)	(14.5)	(17.7)	+16.9	(10.5)	+3.5	(3.4)	(0.8)	+0.1	(1.3)	(0.8)	(0.5)
2022	JulSep.	(1.8)	(3.8)	(18.0)	+18.8	(2.2)	+3.7	(3.8)	(1.0)	(1.2)	(0.4)	+0.4	(0.1)
2	OctDec.	9.6	(10.3)	(13.4)	+18.1	+2.7	(10.5)	(5.5)	+0.5	(1.6)	+0.6	(0.8)	(0.4)
	Annual	22.0	(30.0)	(68.8)	+68.9	(21.2)	+13.7	(14.7)	(1.9)	(2.7)	(2.3)	+0.3	(1.3)
	JanMar.	8.0	(6.8)	(4.5)	+10.8	+10.5	(19.4)	(3.9)	(0.7)	(0.3)	(1.0)	+1.5	+0.2
	AprJun.	9.1	+9.7	+1.2	+8.1	+10.8	(6.7)	(2.6)	(0.0)	+0.6	(0.8)	(1.3)	+0.4
2023	JulSep.	24.9	+26.7	+10.3	+4.4	+11.4	+0.8	(1.0)	(1.1)	+2.4	(0.8)	+0.4	(0.1)
ω	OctDec.	21.0	+11.4	+8.9	(3.5)	+8.2	(2.1)	(0.6)	(1.7)	+1.8	+0.1	+0.5	(0.2)
	Annual	63.0	+41.0	+15.9	+19.8	+40.9	(27.4)	(8.1)	(3.5)	+4.5	(2.5)	+1.1	+0.3
vs A	ug. 7 th For	ecast	+13.0	+2.9	+4.8	+0.7	+0.8	(2.0)	+0.3	+5.7	(0.2)	+0.0	+0.0

Tire Sales Volume (Comparison %)



		VS		20	022 Actu	ıal		2023 Ja	2023 JanSep. Actual, OctDec. Forecast				2023 Aug. 7 th Forecast		
]	Previo	ous year	JanMar.	AprJun.	JulSep.	OctDec.	Annual	JanMar.	AprJun.	JulSep.	OctDec.	Annual	JanJun.	JulDec.	Annual
		nestic).E.	81%	84%	122%	111%	98%	112%	121%	108%	111%	113%	116%	110%	113%
		nestic lep.	116%	93%	111%	92%	101%	98%	108%	89%	99%	98%	103%	96%	99%
		erseas D.E.	106%	102%	136%	101%	110%	101%	108%	92%	99%	99%	104%	97%	100%
		erseas Rep.	97%	93%	91%	81%	90%	87%	94%	97%	97%	93%	90%	104%	97%
		North America	90%	91%	76%	72%	82%	81%	92%	109%	98%	94%	86%	106%	95%
	De	Europe	106%	98%	84%	92%	95%	90%	85%	100%	94%	92%	88%	97%	92%
	Details	Asia	88%	86%	104%	73%	87%	91%	104%	89%	95%	95%	98%	109%	103%
		Others	105%	98%	103%	89%	99%	85%	93%	91%	101%	92%	89%	103%	96%
	Total		99%	93%	104%	89%	96%	94%	101%	96%	100%	97%	97%	102%	100%
		Γire Sales Units)	28,180	26,600	28,070	28,610	111,460	26,450	26,860	26,850	28,480	108,650	53,310	57,620	110,930

Tire Volume by Category (Comparison %)



		Actual 202	22 JanSep.		Actual 2022 JanDec.						
vs Previous Year	O.E. Rep. Total		Composition ratio	O.E.	Rep.	Total	Composition ratio				
Passenger Tires	105%	95%	98%	87%	105%	92%	96%	87%			
Advanced Tires *1	106%	93%	97%	34% *2	105%	91%	96%	35% *2			
Truck & Bus Tires	95%	98%	97%	4%	97%	96%	96%	4%			
Motorcycle, Industrial & Other Tires	104%	112%	109%	9%	109%	98%	102%	9%			
Total	105%	97%	99%	100%	105%	93%	96%	100%			

vs Previous Year		Actual 2023 JanSep.				2023 JanDec. Forecast			
		O.E.	Rep.	Total	Composition ratio	O.E.	Rep.	Total	Composition ratio
Passenger Tires		104%	95%	98%	88%	104%	96%	98%	87%
	Advanced Tires *1	115%	104%	108%	38% *2	119%	101%	108%	38% *2
Truck & Bus Tires Motorcycle, Industrial & Other Tires Total		111%	82%	84%	3%	116%	83%	85%	4%
		110%	81%	91%	9%	109%	89%	97%	9%
		105%	93%	97%	100%	105%	94%	97%	100%

< Advanced Tires Composition Ratio by Year ≯2

		2021 Actual	2022 Actual	2023 Forecast
	O.E.	44%	44%	51%
Advanced Tires	Rep.	31%	31%	32%
*1	Total	34%	35%	38%

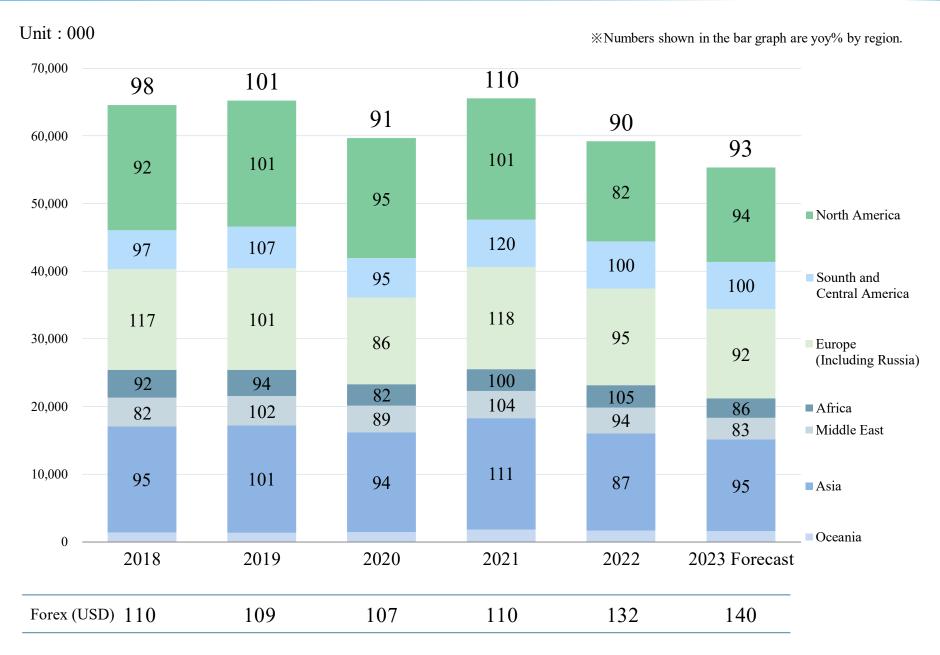
^{*1.}Advanced Tires: Primarily for SUVs and

Passenger car tires with a size of 18" or larger

^{*2.}Composition Ratio to Passenger Tires

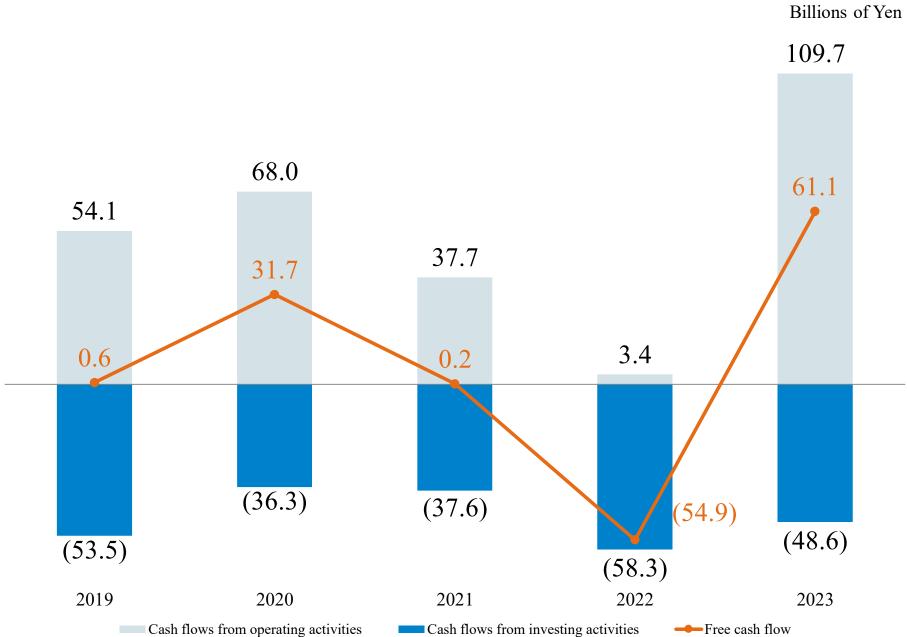
Tire Overseas Rep. Volume by Regional Segment





Cash Flows (Jan.-Sep.)

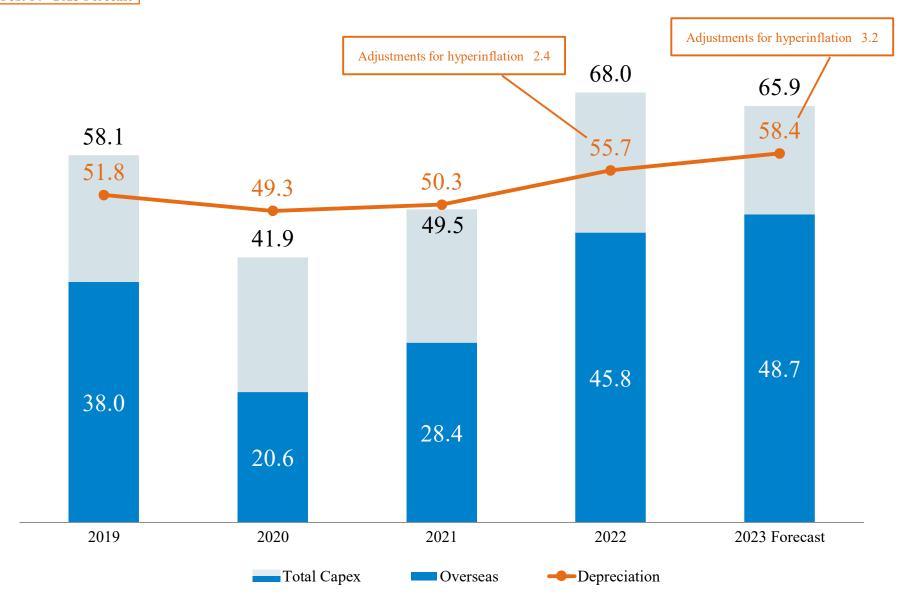




Capex and Depreciation (Tangible Assets Only)



No change since Feb. 14th 2023 Forecast



Tire Production Capacity



Unit: t/Month

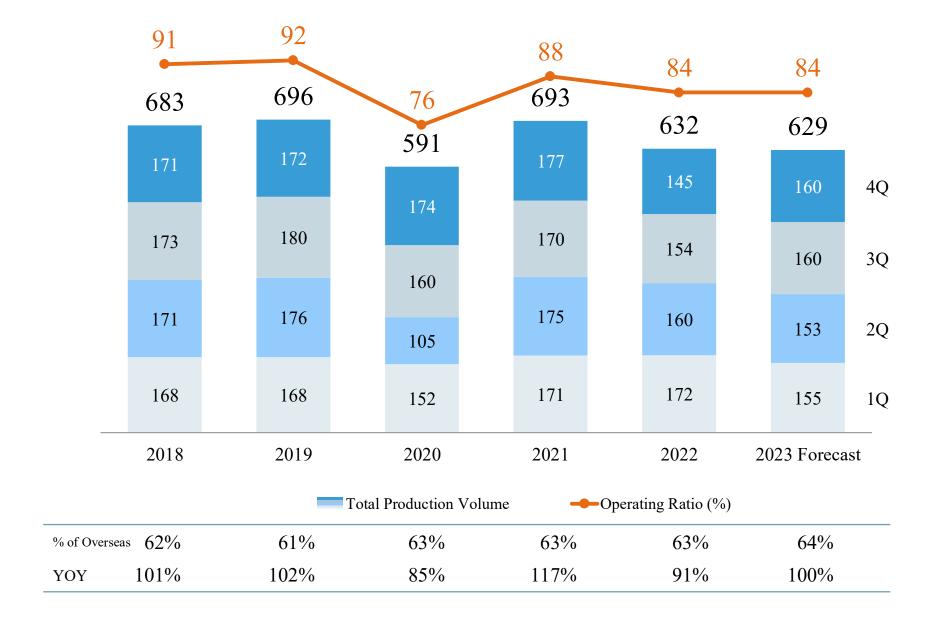
No change since Feb. 14th 2023 Forecast

			68,500	68,800	69,000	69,930	0.110 (0.1120.1111
	65,000	66,850	3,150	3,150	3,200	3,810	■ U.S.
	2,950	3,150 3,100	3,400	3,700	3,700	3,700 1,700	■ Turkey ■ South Africa
	2,250 1,500 1,900	1,700 2,500	1,700 2,700	1,700 2,700	1,700 2,850	3,170	Brazil
	14,550	14,550	15,700	15,700	15,700	15,700	Thailand Overseas
	2,950	2,950	2,950	2,950	2,950	2,950	China (Hunan)
	7,200	7,200	7,200	7,200	7,200	7,200	China (Changshu)
	5,100	5,100	5,100	5,100	5,100	5,100	■ Indonesia
	750	750	750	750	750	750	■ Izumiotsu
	9,350	9,350	9,350	9,350	9,350	9,350	■Miyazaki
	6,150	6,150	6,150	6,150	6,150	6,150	Nagoya Domestic
_	10,350	10,350	10,350	10,350	10,350	10,350	Shirakawa
	2018/12	2019/12	2020/12	2021/12	2022/12	2023/12 Fore	ecast
% of Overseas	59%	60%	61%	61%	61%	62%	
YOY	103%	103%	102%	100%	100%	101%	

Tire Production Volume and Operating Ratio



Unit: 000t



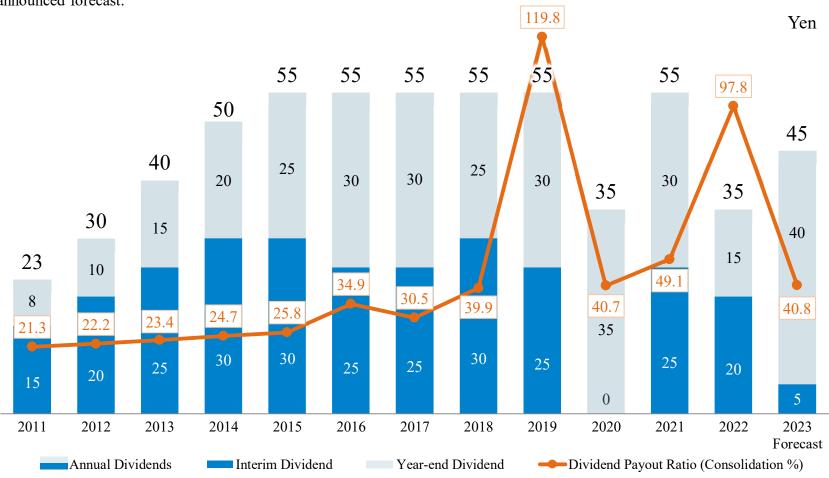
Shareholder Returns



We consider the return of gains to shareholders to be a matter deserving of the utmost priority. Accordingly, our basic policy is to ensure a long-term, stable stream of shareholder returns based on comprehensive consideration of dividend payout ratios, performance prospects, retained earnings levels and other such indicators on a consolidated basis.

Forecast of 2023 Annual Dividends:

We currently plan to pay a year-end dividend of 40 yen per share, totaling an annual dividend of 45 yen per share, since the consolidated financial results forecasts for the fiscal year ending December 31, 2023 are expected to exceed the previously annual dividend of 45 yen per share, since the consolidated financial results forecasts for the fiscal year ending December 31, 2023 are expected to exceed the previously annual dividend of 45 yen per share, since the



Initiatives on Structural Reforms



Decision to withdraw from Gas Hoses Business

Announced on Oct. 3, 2023

- > Shifting our resources to business with high growth potential and promoting utilization of resources, by withdrawing gas hoses business due to shrinking market.
- > We will gradually cease its production and shipment and completely withdraw from gas hoses business by Mar. 31, 2025.
- > The impact on consolidated financial results is extremely low due to withdrawing gas hoses business.

< Review of the new mid-term plan>

- In the new mid-term plan, positioning the period of "Selection & Concentration of Existing Businesses" until 2025.
- 6 businesses and products have been promoted by structural reforms, and the other businesses have also been considered future directions.

• Expected to improve ROIC up to +2.5p									
	ROIC Improvement (maximum)	Target on invested capital	Effect on business profit improvement	Goal					
6 business and products	+2.0P	140.0 B of yen	+20.0 B of yen	2023 to 2024					
Other	+0.5P	40.0 B of yen	+3.0 B of yen	2024 to 2025					
Total	+2.5P	180.0 B of yen	+23.0 B of yen						



ACTIVE TREAD Technology



Rubber to fit all road First showing of the ACTIVE TREAD

Changes with water Hard Soft "become soft when it gets wet"

Changes with temperature Hard Z Soft "become soft when it gets cold"



Our Flagship Products



DUNLOP



Our first replacement tire for EV launched for the Chinese market, where EV adoption is growing rapidly.

e. SPORT MAXX

DUNLOP



First replacement tire made by a Japanese manufacturer for EV route buses, launched in response to accelerating EV bus deployment.

C.ENASAVE

FALKEN



Replacement Tire for EV with our highest level of energy efficiency for the European market.





13th Generation of Our XXIO Golf Clubs, Consistently Ranked Among the Top Golf Brands in Japan.





*It will be launched in Dec. 9, 2023

Promoting ESG Management



Recent Activities

For further information, please refer to the news release on our website.(https://www.srigroup.co.jp/newsrelease/2023/index.html)

Oct. Sumitomo Rubber Introduces a Risk Assessment Tool Specific to Natural Rubber Sustainable Procurement of Natural Rubber

Sumitomo Riko, Sumitomo Rubber, and Sumitomo Electric to Collaborate with US Carbon Recycling Firm LanzaTech to Accelerate Circular Economy: Joint Venture to Focus on Developing Waste Recycling Solutions

Mar. Introducing a Circular Economy Concept for the Tire Industry: TOWANOWA

Feb. Transitioning to Carbon-Free Electric Power at Sumitomo Rubber (Thailand)

~Installing the World's Largest* Rooftop Solar Panel Array & Purchasing Electric Power Generated Using 100% Renewable Energy Sources~

2023

Aug.

Dec. Sumitomo Rubber Joins the RE100 International Environmental Initiative

Sumitomo Rubber concludes a "Positive Impact Finance" agreement with Sumitomo Mitsui Trust Bank, after receiving third-party verification of our efforts to contribute to the achievement of SDGs from Japan Credit Rating Agency

May Sumitomo Rubber Signs on to the UN Global Compact

Jan. Sumitomo Rubber Group Achieves Shift to 100% Renewable Energy to Meet the Electric Power Needs of Tire Factories in China



^{*}As of Feb. 1st 2023, this will be the largest world's rooftop solar panel array installed at a single facility. (According to Internal KEPCO Research)



SUMITOMO RUBBER GROUP