

# The Growth Track

Over the more than 110 years since our founding, we have leveraged our proprietary rubber technology as a tire maker to expand our field of business into sports and industrial products, thereby helping to achieve a sustainable society.

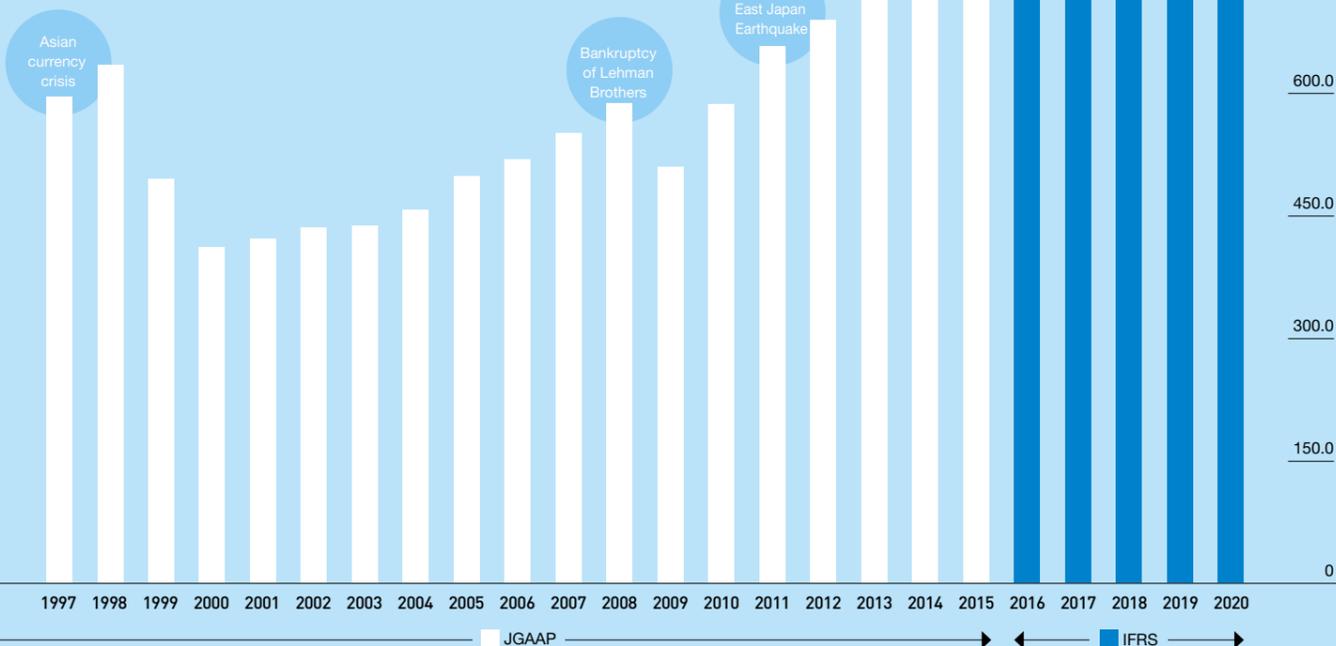
Sales Revenue / Net Sales

■ JGAAP  
■ IFRS

1978  
Net Sales ¥114.0 billion  
Operating income ¥7.2 billion

Established 1909

1978 1979 1980 1981 1982 1983 1984 1985 1986 1987 1988 1989 1990 1991 1992 1993 1994 1995 1996



Fiscal 2020 Sales Revenue ¥790.8 billion

Business Profit\* ¥43.4 billion

\* Business profit = Sales revenue - (Cost of sales + Selling, general and administrative expenses) (Billions of Yen)

900.0

750.0

600.0

450.0

300.0

150.0

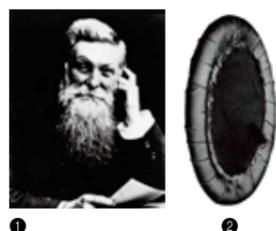
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□ JGAAP

■ IFRS

## Major Management Accomplishments

- 1888 J. B. Dunlop ❶ commercialized the world's first pneumatic tire ❷
- 1909 Commenced operation of the Kobe Factory  
U.K.-based Dunlop Rubber Company established and began operating Japan's first modern rubber factory



- 1963 Sumitomo assumed management of the Company. Changed name to Sumitomo Rubber Industries, Ltd.
- 1981 Entered into a full business tie-up with The Ohtsu Tire & Rubber Co., Ltd. ❸
- 1983 Acquired European tire business from U.K.-based Dunlop Rubber Company
- 1984 Acquired six plants in the U.K., Germany and France as well as Dunlop Tyre Technical Division in the U.K. ❹



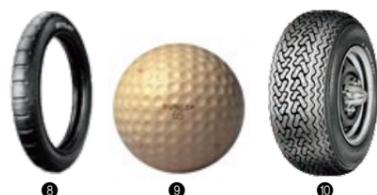
- 1986 Acquired Dunlop Tire Corporation in the U.S.A.
- 1999 Formed alliance in the tire business with The Goodyear Tire & Rubber Company in the U.S.A.
- 2003 Merged with The Ohtsu Tire & Rubber Co., Ltd. ❺  
Spun off sports business
- 2007 Acquired Cleveland Golf



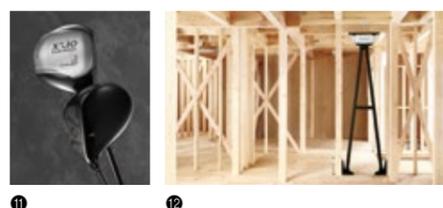
- 2009 Company's 100th anniversary  
Completed the Tire Technical Center ❻
- 2014 Acquired fitness company Kitz Wellness Co., Ltd. (current Dunlop Sports Wellness Co., Ltd.), making it a subsidiary
- 2015 Acquired Lonstroff AG, which manufactures rubber parts for medical applications, in Switzerland  
Dissolved the Tire Business-related alliance agreement and joint ventures with The Goodyear Tire & Rubber Company in the U.S.A.
- 2017 Acquired the DUNLOP brand overseas operations  
Acquired the U.K.-based tire sales company Micheldever Group  
Launched the European and U.S.A. Tire Technical Centers
- 2018 Consolidated the Sumitomo Rubber Group's Sports Business-related operations  
The 130th anniversary of the commercialization of the pneumatic tire ❼
- 2020 Established "Our Philosophy," a new corporate philosophy structure

## Major Technological Accomplishments and Products Released

- 1913 Started tire manufacturing, producing the first Japanese-made tire ❸
- 1930 Started production of Japan's first golf and tennis balls ❹
- 1954 Developed Japan's first tubeless tire
- 1964 Started production of golf clubs



- 1966 Started mass-production of Japan's first radial tire "SP3" ❺
- 2000 Released first-generation "XXIO" golf clubs and golf balls ❻
- 2012 Released "MIRAIE" Vibration Control Units for Detached Housing ❼



- 2013 Released "ENASAVE 100," the world's first\* 100% fossil resource-free tire  
\*Since the use of synthetic rubber became the industry standard (based on Sumitomo Rubber Industries' own research)
- 2014 Released "ENASAVE NEXT" tires boasting 50% less rolling resistance and the coveted "AAA-a" ranking—the highest possible—under Japan's tire labeling system



- 2015 Completed the New Materials Development Technology "ADVANCED 4D NANO DESIGN"
- 2017 Announced the "SMART TYRE CONCEPT" for tire technology development
- 2018 Signed an official sponsorship agreement with the Australian Open, one of the four major tennis tournaments
- 2019 Released "ENASAVE NEXT III," the Company's flagship fuel-efficient tires made using Performance Sustaining Technology based on SMART TYRE CONCEPT
- 2020 Released "VEURO VE304," premium tires boasting the highest levels of passenger cabin comfort thanks to superior quietness as well as long-lasting wet grip performance ❻