

# First Quarter of FY2014.3 Performance Outline

YAMAHA CORPORATION

July 31, 2013

(billions of yen)

	1Q Projections	1Q Results	1Q Results	Initial Projections	Projections	Results
	(announced on April 30, 2013) FY2014.3	FY2014.3	(Previous Year) FY2013.3	(Full Year) (announced on April 30, 2013) FY2014.3	(Full Year) FY2014.3	(Previous Year) FY2013.3
Net Sales	94.0	97.0	90.0	390.0	408.0	366.9
Japan Sales	43.3 (46.1%)	42.7 (44.0%)	45.4 (50.4%)	168.4 (43.2%)	165.8 (40.6%)	165.8 (45.2%)
Overseas Sales	50.7 (53.9%)	54.3 (56.0%)	44.6 (49.6%)	221.6 (56.8%)	242.2 (59.4%)	201.2 (54.8%)
Operating Income	2.5 (2.7%)	6.2 (6.4%)	4.3 (4.7%)	18.0 (4.6%)	20.0 (4.9%)	9.2 (2.5%)
Ordinary Income	2.0 (2.1%)	6.3 (6.5%)	3.8 (4.2%)	16.5 (4.2%)	18.5 (4.5%)	8.6 (2.3%)
Net Income	1.5 (1.6%)	5.8 (6.0%)	2.6 (2.9%)	13.5 (3.5%)	16.5 (4.0%)	4.1 (1.1%)
Currency Exchange Rate (Settlement Rate) (=yen)	85/US\$ 115/EUR	98/US\$ 121/EUR	81/US\$ 106/EUR	85/US\$ 115/EUR	96/US\$ <sup>(*)5</sup> 124/EUR	82/US\$ 103/EUR
ROE <sup>(*)1</sup>	2.7%	10.1%	5.4%	5.8%	7.0%	1.9%
ROA <sup>(*)2</sup>	1.6%	5.9%	3.0%	3.4%	4.2%	1.1%
Earnings per Share	7.7 yen	30.1 yen	13.6 yen	69.7 yen	85.2 yen	21.3 yen
Capital Expenditures (Depreciation Expenses)	4.7 (2.9)	2.1 (2.9)	2.6 (2.6)	15.4 (13.5)	14.8 (13.7)	13.8 (11.6)
R&D Expenses	5.8	5.7	5.6	23.5	24.0	22.1
<b>Cash Flows</b>						
Operating Activities	6.4	-1.8	-3.4	27.8	26.3	7.8
Investing Activities	-3.9	-0.7	-3.8	-15.4	-11.8	-12.6
Total	2.5	-2.5	-7.2	12.4	14.5	-4.9
Inventories at End of Period	80.8	89.9	79.9	76.0	79.4	82.0
<b>Number of Employees</b>						
Japan	7,200	7,108	7,629	7,000	7,000	7,143
Overseas	13,000	12,759	12,346	13,100	13,200	12,545
Total <sup>(*)3</sup> (Changes from the changes in the scope of consolidation)	20,200 (50)	19,867 (43)	19,975 (171)	20,100 (55)	20,200 (55)	19,688 (173)
Temporary Staff (average during the period)	8,300	8,329	8,770	7,900	8,200	8,198
<b>Sales by Business Segment</b>						
Musical Instruments <sup>(*)4</sup>	61.5 (65.4%)	62.6 (64.5%)	58.8 (65.3%)	246.5 (63.2%)	258.0 (63.2%)	235.5 (64.2%)
Audio Equipment <sup>(*)4</sup>	22.0 (23.4%)	23.5 (24.2%)	20.5 (22.8%)	99.5 (25.5%)	106.0 (26.0%)	92.6 (25.2%)
Electronic Devices	4.0 (4.3%)	4.6 (4.8%)	3.9 (4.3%)	19.0 (4.9%)	19.0 (4.7%)	15.0 (4.1%)
Others	6.5 (6.9%)	6.3 (6.5%)	6.8 (7.6%)	25.0 (6.4%)	25.0 (6.1%)	23.8 (6.5%)
<b>Operating Income by Business Segment</b>						
Musical Instruments <sup>(*)4</sup>	2.0	4.4	3.2	12.0	14.0	6.4
Audio Equipment <sup>(*)4</sup>	0.5	0.9	1.0	5.5	5.5	4.6
Electronic Devices	0	0.4	-0.6	0	0	-2.0
Others	0	0.4	0.6	0.5	0.5	0.3

## Non-Consolidated Basis

Net Sales	58.7	63.6	231.4
Operating Income	2.8 (4.8%)	2.0 (3.1%)	-4.2 -
Ordinary Income	8.2 (14.0%)	5.5 (8.7%)	6.2 (2.7%)
Net Income	8.9 (15.2%)	5.4 (8.4%)	5.8 (2.5%)

\* 1, 2 ROE and ROA are calculated on an annually adjusted basis.

\* 3 Number of Employees = Number of full-time staff at end of period

\* 4 Effective in the first quarter of FY2014.3, AV/IT segment was renamed audio equipment segment, and the PA equipment business, which was previously reported as part of the musical instruments segment has now been reported as part of the audio equipment business. The above figures of FY2013.3 reflect the new segments accordingly.

\* 5 2Q-4Q currency exchange rates US\$1=JPY95, EUR1=JPY125

Consolidated financial forecasts were prepared based on information available at the time of the announcement and do not represent promises by the Company or its management that these performance figures will be attained.

Actual consolidated results may differ from forecasts owing to a wide range of factors.