

First Quarter of FY2020.3 Performance Outline <IFRS standards>

YAMAHA CORPORATION

August 1, 2019

(Billions of yen)

	1Q Results (Previous Year) FY2019.3	1Q Results FY2020.3	Results (Previous Year) FY2019.3	Projections <sup>(*)6</sup> (Full Year) FY2020.3
Revenue	104.5	99.5	434.4	444.0
Japan	33.5 (32.1%)	29.4 (29.6%)	129.8 (29.9%)	129.0 (29.1%)
Overseas	71.0 (67.9%)	70.1 (70.4%)	304.6 (70.1%)	315.0 (70.9%)
Core Operating Profit <sup>(*)1</sup>	12.4 (11.9%)	10.8 (10.8%)	52.7 (12.1%)	55.0 (12.4%)
Operating Profit	12.1 (11.6%)	11.1 (11.2%)	52.8 (12.2%)	55.0 (12.4%)
Profit before Income Taxes	13.1 (12.5%)	11.0 (11.1%)	56.5 (13.0%)	58.0 (13.1%)
Net Profit <sup>(*)2</sup>	9.5 (9.1%)	7.3 (7.3%)	40.3 (9.3%)	42.5 (9.6%)
Currency Exchange Rate (Settlement Rate) (=yen)	108/US\$ 132/EUR	111/US\$ 126/EUR	111/US\$ 131/EUR	110/US\$ 125/EUR
ROE <sup>(*)3</sup>	10.4%	8.3%	11.1%	11.3%
ROA <sup>(*)4</sup>	6.9%	5.8%	7.5%	8.0%
Earnings per Share	52.2yen	40.8yen	222.1yen	238.2yen
Capital Expenditures (Depreciation Expenses)	3.8 (2.6)	3.8 (2.7)	16.0 (10.6)	22.0 (12.7)
R&D Expenses	6.1	6.1	24.9	26.5
<b>Cash Flows</b>				
Operating Activities	-4.2	7.2	35.5	62.0
Investing Activities	-4.4	-4.1	-23.1	-22.0
Free Cash Flow	-8.6	3.1	12.4	40.0
Inventories at End of Period	100.0	104.6	101.0	100.7
<b>Number of Employees</b>				
Japan	5,898	5,843	5,736	5,700
Overseas	14,487	14,606	14,639	15,400
Total <sup>(*)5</sup>	20,385	20,449	20,375	21,100
(Changes from the changes in the scope of consolidation)	-	-	-	-
Temporary Staff (Average during the period)	7,668	8,128	7,733	7,800
<b>Revenue by Business Segment</b>				
Musical Instruments	68.5 (65.5%)	67.5 (67.9%)	279.5 (64.3%)	285.5 (64.3%)
Audio Equipment	26.1 (25.0%)	24.8 (24.9%)	120.1 (27.7%)	123.5 (27.8%)
Others	9.9 (9.5%)	7.2 (7.2%)	34.8 (8.0%)	35.0 (7.9%)
<b>Core Operating Profit by Business Segment</b>				
Musical Instruments	9.7	9.8	40.8	43.0
Audio Equipment	1.3	0.9	9.6	11.0
Others	1.4	0.1	2.3	1.0

The Yamaha Group has applied the International Financial Reporting Standards (IFRS) from the first quarter of fiscal year ending March 31, 2020 (FY2020.3).

\*1 Core operating profit is corresponding to operating income under the Japanese GAAP, and is calculated deducting SG&A from gross profit.

\*2 Net income is presented as net profit is profit attributable to owners of the parent under IFRS standards.

\*3, 4 ROE and ROA are calculated on an annually adjusted basis.

\*5 Number of employees = Number of full-time staff at end of the period

\*6 Full year projections remain unchanged from the previous announcement on May 9, 2019.

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.