

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

YAMAHA CORPORATION

February 6, 2020

(Billions of yen)

(1) Key Financial Indicators

	Three Months Results Ended Dec. 31, 2018	Three Months Results Ended Dec. 31, 2019	Nine Months Results Ended Dec. 31, 2018	Nine Months Results Ended Dec. 31, 2019	Results (Previous Year)	Projections (Full Year)	Previous Projections (Full Year) (Announced on Nov. 1, 2019)
	FY2019.3	FY2020.3	FY2019.3	FY2020.3	FY2019.3	FY2020.3	FY2020.3
Revenue	118.4	114.1	331.7	322.6	434.4	425.0	435.0
Japan	30.5 (25.7%)	28.3 (24.8%)	94.7 (28.5%)	90.2 (28.0%)	129.8 (29.9%)	126.5 (29.8%)	127.0 (29.2%)
Overseas	88.0 (74.3%)	85.8 (75.2%)	237.0 (71.5%)	232.4 (72.0%)	304.6 (70.1%)	298.5 (70.2%)	308.0 (70.8%)
Core Operating Profit <sup>(*)</sup>	18.2 (15.3%)	16.3 (14.2%)	44.9 (13.5%)	42.4 (13.1%)	52.7 (12.1%)	50.0 (11.8%)	53.0 (12.2%)
Operating Profit	18.8 (15.8%)	16.5 (14.4%)	45.3 (13.7%)	44.0 (13.6%)	52.8 (12.2%)	51.5 (12.1%)	54.5 (12.5%)
Profit before Income Tax	18.3 (15.5%)	16.6 (14.5%)	47.5 (14.3%)	45.5 (14.1%)	56.5 (13.0%)	54.5 (12.8%)	57.0 (13.1%)
Net Profit <sup>(**)</sup>	12.5 (10.5%)	11.6 (10.2%)	33.7 (10.1%)	32.7 (10.1%)	40.3 (9.3%)	39.5 (9.3%)	41.5 (9.5%)
Currency Exchange Rate <sup>(***)</sup> (Settlement Rate) (=yen)	113/US\$ 132/EUR	109/US\$ 119/EUR	111/US\$ 132/EUR	109/US\$ 122/EUR	111/US\$ 131/EUR	109/US\$ <sup>(***)</sup> 122/EUR	110/US\$ 122/EUR
ROE <sup>(***)</sup>	13.4%	12.9%	12.3%	12.1%	11.1%	10.9%	11.3%
ROA <sup>(***)</sup>	9.1%	8.9%	8.3%	8.4%	7.5%	7.6%	7.9%
Basic Profit per Share	68.7yen	65.2yen	185.1yen	183.5yen	222.1yen	222.1yen	232.6yen
Capital Expenditures	2.5	4.5	10.5	11.7	16.0	20.0	22.0
(Depreciation Expenses)	(2.8)	(2.9)	(8.2)	(8.3)	(10.6)	(11.2)	(12.7)
R&D Expenses	6.4	6.1	18.6	18.4	24.9	25.0	26.5
<b>Cash Flows</b>							
Operating Activities	4.2	21.3	11.4	40.3	35.5	57.0	59.0
Investing Activities	-4.6	-7.6	-17.9	-13.0	-23.1	-21.0	-20.0
Free Cash Flow	-0.5	13.8	-6.5	27.3	12.4	36.0	39.0
Inventories at End of Period	-	-	102.4	103.6	101.0	99.0	99.0
<b>Number of Employees</b>							
Japan	-	-	5,793	5,685	5,736	5,600	5,700
Overseas	-	-	14,599	14,723	14,639	14,700	15,400
Total <sup>(***)</sup>	-	-	20,392	20,408	20,375	20,300	21,100
(Changes from the changes in the scope of consolidation)	-	-	-	-	-	-	-
Temporary Staff (Average during the period)	-	-	7,960	8,068	7,733	8,100	7,800
<b>Revenue by Business Segment</b>							
Musical Instruments	75.4 (63.7%)	74.7 (65.5%)	213.2 (64.3%)	213.3 (66.1%)	279.5 (64.3%)	277.5 (65.3%)	281.0 (64.6%)
Audio Equipment	34.3 (28.9%)	31.7 (27.7%)	90.6 (27.3%)	86.2 (26.7%)	120.1 (27.7%)	116.5 (27.4%)	121.0 (27.8%)
Others	8.8 (7.4%)	7.7 (6.8%)	27.9 (8.4%)	23.1 (7.2%)	34.8 (8.0%)	31.0 (7.3%)	33.0 (7.6%)
<b>Core Operating Profit by Business Segment</b>							
Musical Instruments	13.3	12.5	33.8	34.8	40.8	41.5	43.0
Audio Equipment	4.0	3.5	8.1	7.1	9.6	8.5	10.0
Others	0.8	0.3	3.0	0.5	2.3	0.0	0.0

(2) Revenue by Business Segment and Region

(Billions of yen)

Nine Months Results Ended Dec. 31, 2019 (April-Dec. 2019)	Musical Instruments		Audio Equipment		Others		Total	
	Revenue	Change <sup>(**)</sup>	Revenue	Change <sup>(**)</sup>	Revenue	Change <sup>(**)</sup>	Revenue	Change <sup>(**)</sup>
Japan	53.0	95%	19.9	108%	17.3	85%	90.2	95%
North America	44.2	105%	20.9	93%	2.7	128%	67.8	102%
Europe	39.7	106%	24.2	101%	0.2	63%	64.1	104%
China	38.5	111%	6.5	86% (100%)	1.1	45%	46.1	103%
Asia, Oceania, and other areas	37.9	106%	14.6	99%	1.8	70%	54.4	102%
Total	213.3	104%	86.2	99% (100%)	23.1	83%	322.6	101%

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 profit is presented as net profit attributable to owners of the parent under IFRS standards.

\*3, 7 Currency exchange rate is the export and import transaction rate applied to profit calculation.

4Q Currency Exchange Rates US\$=110JPY EUR=120JPY

\*4, 5 ROE and ROA are calculated on an annually adjusted basis.

\*6 Number of employees = Number of full-time staff at end of the period

\*8 The Change indicates actual year-on-year changes discounting impact of exchange rates and figures in parenthesis show actual year-on-year change excluding the sales of OEM products

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.