#### For Immediate Release

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**President and** 

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# **Announcement of Realignment and Strengthening of Domestic Musical Instrument Sales Subsidiaries**

Yamaha Corporation announces that the Company decided to implement measures, to take effect on July 1, 2009, for the realignment and strengthening of its seven wholly owned Yamaha Music regional companies (hereinafter, the seven YM companies) located in the Tokyo metropolitan area, Hokkaido, Tohoku, Chugoku, Shikoku, and Kyushu as part of the Company's activities to strengthen domestic sales capabilities. The details are as follows.

## 1. Matters Decided by the Board of Directors

- ① Effective July 1, 2009, the three YM companies in the Tokyo metropolitan area (YM Tokyo, YM Nishi-Tokyo, and YM Yokohama) will merge, with YM Tokyo as the surviving company that will absorb the operations of the remaining two companies, which will subsequently be dissolved.
- ② Effective July 1, 2009, the wholesale marketing of pianos, digital pianos, and electronic organs to the regional contracted dealerships and the school businesses currently directly supervised by Yamaha will be outsourced to YM Hokkaido, YM Tohoku, YM Setouchi, and YM Kyushu.

## 2. Objectives of the Realignment and Strengthening

Thus far, Yamaha's basic policy has been to develop musical instrument sales and music and English-language school business by signing exclusive dealer contracts directly. As part of these

business arrangements, Yamaha has also established wholly owned musical instrument sales

subsidiaries in principal regions and operated retail stores to sell its products.

The realignment and strengthening measures decided today, which are intended to enhance the

sales capabilities of domestic musical instrument subsidiaries, will involve the consolidation

and realignment of 7 of Yamaha's 10 current sales subsidiaries nationwide. In view of the nature

of the regions where these subsidiaries are located and their market potential, the realignment

policy deals separately with the three subsidiaries in the Tokyo metropolitan area and the four

subsidiaries located in regional areas.

To centralize sales activities, effective July 1, 2009, the three subsidiaries operating in the Tokyo

metropolitan area (YM Tokyo, YM Nishi-Tokyo, and YM Yokohama) will be merged, with YM

Tokyo as the surviving company. The operations of the remaining two companies will be

absorbed into YM Tokyo, and YM Nishi-Tokyo and YM Yokohama will then be dissolved. The

Yamaha sales network in the Tokyo metropolitan area will be augmented by the opening of a

newly-built "New Yamaha Ginza Store," which will be the flagship store for the Yamaha Group.

The opening of this flagship outlet in spring 2010 will accelerate the strengthening of sales

power and stabilize Yamaha's operations.

Also effective July 1, 2009, Yamaha will outsource the wholesale marketing of pianos, digital

pianos, and electronic organs to the regional contracted dealerships and the school business

activities, both of which have thus far been managed directly by the Company, to four of the

sales subsidiaries (YM Hokkaido, YM Tohoku, YM Setouchi, and YM Kyushu). In addition to

the retail sales of musical instruments, Yamaha will develop its operations through the four sales

companies listed previously that will be in overall charge of setting sales policies for the regions

they are responsible for. Along with the change in the content of business activities, the

corporate name of YM Setouchi will be changed.

Outlines of the three sales subsidiaries in the Tokyo metropolitan area that will be merged on

July 1, 2009, and the new sales subsidiary created from the merger are as shown below. All of

these subsidiaries were established in 1994.

3. Outline of the Three Sales Subsidiaries in the Tokyo Metropolitan Area Scheduled to

**Be Merged** 

Company name:

Yamaha Music Tokyo Co., Ltd.

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Location: 3-13, Ginza 1-chome, Chuo-ku, Tokyo

Representative: Shinya Hanamoto, representative director and president

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥400 million

Number of employees: 287 (as of March 31, 2009)

Principal outlets: Ginza Store, Shibuya Store, Chiba Store

Sales: ¥7.5 billion (actual for fiscal year ended March 31, 2009)

Company name: Yamaha Music Nishi-Tokyo Co., Ltd.

Location: 25-11, Minami Ikebukuro 1-chome, Toshima-ku, Tokyo Representative: Haruhiko Masuda, representative director and president

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥350 million

Number of employees: 142 (as of March 31, 2009)

Principal outlets: Ikebukuro Store, Tachikawa Store, Tokorozawa Store

Sales: ¥3.5 billion (actual for fiscal year ended March 31, 2009)

Company name: Yamaha Music Yokohama Co., Ltd.

Location: 5-3, Kita-Saiwai 2-chome, Nishi-ku, Yokohama

Representative: Toshiro Sugino, representative director and president

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥350 million

Number of employees: 143 (as of March 31, 2009)

Principal outlets: Yokohama Store, Fujisawa Store

Sales: ¥4.2 billion (actual for fiscal year ended March 31, 2009)

## 4. Outline of the Sales Subsidiary in the Tokyo Metropolitan Area Following the Merger

Company name: Yamaha Music Tokyo Co., Ltd.

Location: 3-13, Ginza 1-chome, Chuo-ku, Tokyo

Representative: Shinya Hanamoto, scheduled to become representative director and

president

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms, operation of music and English-language

schools

Paid-in capital: ¥400 million

Number of employees: 572

Principal outlets: Ginza Store, Shibuya Store, Ikebukuro Store, Chiba Store,

Yokohama Store, and other outlets

## 5. Merger Ratios

Since 100% of the shares of the three subsidiaries are owned by Yamaha, no merger ratios will be set. In addition, no new shares will be issued, and paid-in capital will not be increased as part of the merger.

#### 6. Schedule for the Merger

May through June: Decisions to approve the merger at the general meetings of shareholders of

the companies involved

July 1: Effective date of the merger (scheduled)

Wholesale marketing of pianos, digital pianos, and electronic organs and school businesses will be outsourced from Yamaha to the following four regional sales subsidiaries, as of July 1, 2009.

#### 7. Outline of the Four Regional Sales Subsidiaries

Company name: Yamaha Music Hokkaido Co., Ltd.

Location: 1-50, 10-jo Minami 1-chome, Chuo-ku, Sapporo

Representative: Ryuichi Akimoto, representative director and president (scheduled

to assume the office of representative director and president of the

current YM Hokkaido)

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥200 million

Number of employees: 132

Sales: ¥2.8 billion (actual for fiscal year ended March 31, 2009)

Regional coverage: Hokkaido

Company name: Yamaha Music Tohoku Co., Ltd.

Location: 6-5, Ichibancho 2-chome, Aoba-ku, Sendai

Representative: Junichi Shiba, representative director and president (scheduled to

assume the office of representative director and president of the

current YM Tohoku)

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms, operation of music and English-language

schools

Paid-in capital: ¥250 million

Number of employees: 144

Sales: ¥3.4 billion (actual for the fiscal year ended March 31, 2009)

Regional coverage: The Tohoku region

Company name: Yamaha Music Setouchi Co., Ltd.

New Company name Yamaha Music Chu-Shikoku Co., Ltd. (effective from July 1, 2009)

Location: 1-18, Kamiya-cho 1-chome, Naka-ku, Hiroshima

Representative: Tetsuya Ureshino, representative director and president (scheduled

to assume the office of representative director and president of the

current YM Setouchi)

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥175 million

Number of employees: 233

Sales: ¥5.4 billion (actual for the fiscal year ended March 31, 2009)

Regional coverage: The Chugoku and Shikoku regions

Company name: Yamaha Music Kyushu Co., Ltd.

Location: 11-4, Hakata Ekimae 2-chome, Hakata-ku, Fukuoka

Representative: Junichi Watanabe, representative director and president

Lines of business: Sales of musical instruments, sheet music and scores, and

soundproof rooms; operation of music and English-language

schools

Paid-in capital: ¥250 million

Number of employees: 81

Sales: ¥2.5 billion (actual for the fiscal year ended March 31, 2009)

Regional coverage: The Kyushu region

## 8. Outlook Going Forward

The merger of certain domestic sales subsidiaries and outsourcing of certain functions to domestic sales companies described previously will have no effect on the consolidated accounts.