## YAMAHA CORPORATION

## Flash Report <br> Consolidated Basis <br> Results for the First Quarter of the Fiscal Year Ending March 31, 2009

(April 1, 2008-June 30, 2008)
August 1, 2008

## Company name: <br> Code number: <br> Address of headquarters: <br> Representative director: <br> For further information, please contact: <br> Telephone: <br> Stock listing <br> Scheduled date to submit Quarterly Securities Report:

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Tokyo Stock Exchange (First Section)
August 8, 2008

1. Results for the First Quarter of FY2009.3 (April 1, 2008-June 30, 2008)

Figures of less than $¥ 1$ million have been omitted.
(1) Consolidated Operating Results (Accumulation)
(Percentage figures for the first quarter are changes from the same period of the previous fiscal year)

|  | Net sales |  | Operating income |  | Ordinary income |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | $\%$ change from <br> the previous year | Millions of yen | $\%$ change from <br> the previous year | Millions of yen | \% change from <br> the previous year |
| First quarter of FY2009.3 | $¥ 123,279$ | $-\%$ | $¥ 5,623$ | $-\%$ | $¥ 5,710$ | $-\%$ |
| First quarter of FY2008.3 | $¥ 135,161$ | $6.7 \%$ | $¥ 7,272$ | $8.0 \%$ | $¥ 7,503$ | $(40.8) \%$ |


|  | Net income |  | Net income per share | Net income per share after full dilution |
| :--- | :---: | :---: | :---: | :---: |
|  | Millions of yen | \% change from <br> the previous year | Yen | Yen |
|  | $¥ 1,062$ | $-\%$ | $¥ 5.26$ | $¥-$ |
| First quarter of FY2008.3 | $¥ 23,245$ | $131.9 \%$ | $¥ 112.68$ | $¥-$ |

(2) Consolidated Financial Data

|  | Total assets | Net assets | Shareholders’ equity ratio | Net assets per share |
| :--- | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | $\%$ | Yen |
| First quarter of FY2009.3 | $¥ 519,041$ | $¥ 332,977$ | $63.5 \%$ | $¥ 1,670.09$ |
| FY2008.3 | $¥ 540,347$ | $¥ 343,028$ | $62.9 \%$ | $¥ 1,646.44$ |

(For reference) Shareholders’ equity: First quarter of FY2009.3 $¥ 329,432$ million $\quad$ FY2008.3 $\quad ¥ 339,644$ million

## 2. Dividends

|  | Dividends per share |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Base date | End of first quarter | End of second quarter | End of third quarter | End of fiscal year | Full fiscal year |
|  | Yen | Yen | Yen | Yen | Yen |
| FY2008.3 | $¥-$ | $¥ 25.00$ | $¥-$ | $¥ 25.00$ | $¥ 50.00$ |
| FY2009.3 | - | - | - | - | - |
| FY2009.3 (Forecast) | $¥-$ | $¥ 27.50$ | $¥-$ | $¥ 27.50$ | $¥ 55.00$ |

Note: Whether the dividend forecast under review has been revised: No
Breakdown of dividends for FY2008.3 and forecast for FY2009.3:

End of the interim period of FY2008.3
End of the fiscal year of FY2008.3
Forecast for the end of the second quarter of FY2009.3
Forecast for the end of fiscal year of FY2009.3

Regular dividend of $¥ 15.00$, Special dividend of $¥ 10.00$
Regular dividend of $¥ 15.00$, Special dividend of $¥ 10.00$
Regular dividend of $¥ 17.50$, Special dividend of $¥ 10.00$
Regular dividend of $¥ 17.50$, Special dividend of $¥ 10.00$

## 3. Consolidated Financial Forecasts for FY2009.3 (April 1, 2008-March 31, 2009)

(Percentage figures for full fiscal year are changes from the previous year, and those for the second quarter accumulation are changes from the same period of the previous fiscal year)

|  | Net sales |  | Operating income |  | Ordinary income |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Millions of <br> yen | $\%$ change from the <br> previous year | Millions of <br> yen | $\%$ change from the <br> previous year | Millions of <br> yen | $\%$ change from the <br> previous year |
| Second quarter accumulation of <br> FY2009.3 | $¥ 256,000$ | $-\%$ | $¥ 17,000$ | $-\%$ | $¥ 16,500$ | $-\quad \%$ |
| FY2009.3 | $¥ 533,000$ | $(2.9) \%$ | $¥ 30,500$ | $(7.1) \%$ | $¥ 28,500$ | $(12.5) \%$ |


|  | Net income |  | Net income per share |
| :--- | :---: | :---: | :---: |
|  | Millions of <br> yen | $\%$ change from the <br> previous year | Yen |
| Second quarter accumulation of <br> FY2009.3 | $¥ 7,500$ | $-\%$ | $¥ 37.49$ |
| FY2009.3 | $¥ 16,500$ | $(58.3) \%$ | $¥ 83.02$ |

Note: Whether the forecasts for consolidated figures under review have been revised: Yes

## 4. Others

(1) Changes in the state of material subsidiaries during the period (Changes regarding specific companies accompanying changes in the scope of consolidation): None
(2) Whether the Company has adopted simplified accounting methods and/or special accounting treatment for the quarterly consolidated financial statements: Yes
Note: For further details, please refer to the item "(4) Others" on page 7 in the section of "Commentary Information and Financial Statements."
(3) Changes in principles, procedures, methods of presentation, etc., related to the quarterly consolidated financial statements (Changes in material items that form the basis for the preparation and presentation of the quarterly consolidated financial statements)
(a) Changes accompanying revisions in accounting principles: Yes
(b) Changes other than those in (a) above: Yes

Note: For further details, please refer to the item "(4) Others" on page 8 in the section of "Commentary Information and Financial Statements."
(4) Number of shares issued (common shares)
(a) Number of shares issued at the end of the period (including treasury stock)

First quarter of FY2009.3 197,255,025 shares FY2008.3 206,524,626 shares
(b) Number of treasury stock at the end of the period First quarter of FY2009.3

727 shares FY2008.3

234,581 shares
(c) Average number of shares issued during the period (quarterly accumulation period)

First quarter of FY2009.3 202,139,877 shares
First quarter of FY2008.3 206,300,595 shares

* Explanation of the appropriate use of performance forecasts and other related items

Beginning with the first quarter of the current fiscal year, the "Accounting Standards for Quarterly Financial Statements" (Accounting Standards Board of Japan (ASBJ), ASBJ Statement No. 12, issued March 14, 2007) and the "Implementation Guidance for the Accounting Standards for Quarterly Financial Statements" (ASBJ, ASBJ Guidance No. 14, issued March 14, 2007) have been applied. In addition, the quarterly consolidated financial statements have been prepared following the "Rules for Quarterly Consolidated Financial Statements."

Forecasts of consolidated performance shown on page 2 were prepared based on information available at the time of the forecast. Actual consolidated performance may differ from forecasts owing to a wide range of factors.

For further information, please refer to the item "(3) Commentary Information on Consolidated Financial Forecast" on page 7 in the section of "Commentary Information and Financial Statements."

## Commentary Information and Financial Statements

## 1. Consolidated Management Performance

During the first quarter of the fiscal year under review (FY2009.3), in the Japanese economy, corporate profitability came under pressure because of the combination of price increases in oil and other raw materials and the sharp appreciation of the yen against the U.S. dollar in comparison with the same period of the previous fiscal year. As a result, signs of a slowdown in capital expenditure appeared on the horizon, and the Japanese economy as a whole moved toward a downturn. In addition, the credit contraction in financial and capital markets, which came in the wake of the subprime loan issue in the United States, began to have an adverse impact on the real economy, and concerns mounted not only in the United States but also in the emerging economies regarding an economic slowdown.

Amid this operating environment, the Yamaha Group maintained the values it never compromises: namely, Putting the Customer First and Maintaining High Quality, and, in the second year of its current medium-term business plan, "YGP 2010 (Yamaha Growth Plan 2010): FY2008.3 to FY2010.3," undertook aggressive initiatives to attain the objectives of YGP 2010.

The remainder of this section presents a qualitative discussion of Yamaha's consolidated financial performance and cash flows for the first quarter of the current fiscal year, comparing performance with the same period of the prior fiscal year, based on financial data presented in "Overview of Consolidated Performance in the First Quarter of Fiscal Year Ending March 31, 2008," which was submitted on August 1, 2007.

During the first quarter of the current fiscal year, sales declined $¥ 11.9$ billion, or $8.8 \%$, from the same quarter of the previous fiscal year, to $¥ 123.3$ billion. Factors accounting for this decline included the sale of certain businesses in the electronic metal products segment and the recreation segment, which resulted in a decline in sales of approximately $¥ 6.8$ billion, and foreign currency factors, which resulted in a decrease in sales of $¥ 4.8$ billion.

Profitwise, operating income declined $¥ 1.6$ billion compared with the same period of the previous fiscal year, to $¥ 5.6$ billion. Ordinary income decreased $¥ 1.8$ billion, to $¥ 5.7$ billion. Since the Company reported an extraordinary gain in the same period of the previous fiscal year from the sale of a portion of its holdings in Yamaha Motor Co., Ltd., income before income taxes and minority interests for the quarter declined $¥ 29.9$ billion from the same period of the previous fiscal year, to $¥ 5.5$ billion. Net income for the first quarter of the current fiscal year declined to $¥ 1.1$ billion, because of the increase in income taxes-deferred.

## (1) Performance by Business Segment

## Musical Instruments

Sales of musical instruments declined $¥ 0.8$ billion, or $1.0 \%$, from the same period of the previous fiscal year, to $¥ 81.2$ billion. The principal factor accounting for this decrease was the negative impact of foreign currency movements, amounting to about $¥ 3.8$ billion. After exclusion of this factor, sales on a real basis of this segment increased approximately $¥ 3.0$ billion over the same period of the previous fiscal year.

By product, sales of pianos were below the same period of the previous fiscal year owing the overall decline in demand in the Japanese market and the weakening of market conditions in the North American market. However, sales of pianos held firm in the European market and the Asian markets (excluding Japan), including the Chinese market. In the digital musical instruments field, sales of synthesizers decreased in the North American market, sales of digital pianos, principally in overseas markets, increased. In addition, sales of professional audio equipment increased, led by sales of digital mixers. Guitar sales reported steady expansion.

Operating income for this segment declined $¥ 1.0$ billion, or $13.8 \%$ from the same quarter of the previous fiscal year, to $¥ 6.2$ billion. Factors accounting for this decline included a reduction in operating income of about $¥ 0.8$ billion due to adverse foreign currency movements and an increase in selling, general and administrative expenses and other factors.

## AV/IT

Sales of the AV/IT segment were down $¥ 1.4$ billion, or $9.2 \%$ from the same period of the previous fiscal year, to $¥ 13.8$ billion. Causes of this decrease included foreign currency movements, which reduced sales by about $¥ 0.9$ billion. After exclusion of this foreign currency factor, the decline in sales on a real basis was about $¥ 0.5$ billion from the same period of the previous fiscal year.

By product, in the audio area, sales of front-surround system products held firm, but sales of DVD players decreased. In addition, sales of online karaoke equipment for commercial use continued to decline.

The operating loss of the segment amounted to $¥ 0.5$ billion, compared with an operating loss of $¥ 0.3$ billion for the same period of the previous fiscal year.

## Electronic Devices

Accompanying the sale of the electronic metal products business in the previous fiscal year, the name of the former electronic equipment and metal products segment has been changed to the electronic devices segment.

Sales of this segment decreased $¥ 6.9$ billion, or $48.2 \%$ from the same period of the previous fiscal year, to $¥ 7.5$ billion. Approximately $¥ 4.7$ billion of this decline was accounted for by the sale of the electronic metal products business. After exclusion of this factor, sales of the electronic devices segment were down $¥ 2.2$ billion from the same period of the previous fiscal year.

By product, sales of LSI sound chips for mobile phones declined owing to the drop in demand accompanying the ongoing shift to sound generation software, especially in the overseas market. Shipments of LSI sound chips for amusement equipment also declined.

The operating loss for this segment was $¥ 0.2$ billion, compared with operating income of $¥ 0.5$ billion for the same period of the previous fiscal year.

## Lifestyle-Related Products

Sales of this segment decreased $¥ 1.0$ billion, or $8.4 \%$ in comparison with the same period of the previous fiscal year, to $¥ 10.5$ billion. Along with the continuing slump in new housing starts, sales of system kitchens equipped with artificial marble tops showed a slight decline, as well as sales of system bathrooms declined owing to more intense competition. To strengthen Yamaha's position in the market of home remodeling, which is expected to show growth going forward, Yamaha continued to expand its network of showrooms and further develop its distribution channels.

The operating loss of this segment was $¥ 0.6$ billion for the first quarter of the current fiscal year, compared with an operating loss of $¥ 0.1$ billion for the same period of the previous fiscal year.

## Others

Following the sale of four of its six recreation facilities during the previous fiscal year, the results of the former recreation segment are now included in the others segment.

Sales of the others segment, after the realignment of the recreation business, were down $¥ 1.8$ billion, or $14.8 \%$ from the same period of the previous fiscal year, to $¥ 10.3$ billion. Causes of this decline were the sale of the four recreation facilities previously mentioned, which reduced sales by about $¥ 2.1$ billion. After excluding this factor, sales of the segment were $¥ 0.3$ billion higher than for the same period of the previous fiscal year.

By product, sales of "inpres" brand golf products continued to be robust, with sales expanding in Japan and overseas, but sales of automobile interior wood components for luxury cars decreased because of a weakening of market conditions. Sales of magnesium parts for digital cameras and other products were at approximately the same level as for the same period of the previous fiscal year.

Operating income amounted to $¥ 0.7$ billion, compared with $¥ 31$ million for the same period of the previous fiscal year.

## (2) Performance by Geographical Segment

Sales in Japan amounted to $¥ 69.8$ billion, representing a decline of $12.3 \%$ from the same period of the previous fiscal year. Operating income was $¥ 3.5$ billion, a decline of $31.3 \%$.

Sales in North America amounted to $¥ 16.6$ billion, a decline of $14.2 \%$, and operating income was $¥ 0.6$ billion, representing a $0.2 \%$ decrease. In Europe, sales were $¥ 21.1$ billion, down $1.4 \%$, and operating income amounted to $¥ 0.9$ billion, a decline of $21.5 \%$. Sales in Asia, Oceania, and other areas amounted to $¥ 15.8$ billion, an increase of $6.7 \%$ from the same period of the previous fiscal year, and operating income amounted to $¥ 2.8$ billion, up $24.4 \%$.

## (3) Sales by Region

The ratio of overseas sales to total sales rose 2.5 percentage points compared with the same period of the previous fiscal year, to $46.2 \%$ for the quarter.

## Japan

Sales in Japan decreased $¥ 9.8$ billion, or $12.9 \%$ from the same period of the previous fiscal year, to $¥ 66.3$ billion.
Sales declined in part because of the impact of the sales of the electronic metal products business and four of recreation facilities during the previous fiscal year. Other factors accounting for the decline included lower sales in the following and certain other categories: musical instruments, including pianos, online karaoke equipment for commercial use, semiconductors, and lifestyle-related products. However, sales of golf products and certain other items increased.

## North America

Sales in North America decreased $¥ 2.8$ billion, or $14.3 \%$, to $¥ 16.6$ billion.
Factors accounting for this decline were lower sales of pianos and synthesizers because of a deterioration in market conditions. After the exclusion of foreign currency effects, sales on a real basis posted a decline of about $¥ 0.4$ billion.

## Europe

Sales in Europe declined $¥ 0.3$ billion, or $1.3 \%$, to $¥ 21.5$ billion.
Sales of pianos, digital pianos, and other musical instruments rose over the same period of the previous fiscal year, but sales of audio products declined. After the exclusion of foreign currency effects, sales on a real basis were at virtually the same level as during the same period of the previous fiscal year.

## Asia, Oceania, and Other Areas

Sales in these areas increased $¥ 1.0$ billion, or $5.4 \%$, to $¥ 18.9$ billion.
Sales of musical instruments continued to rise, principally in China and Latin America, but sales in Korea, which have driven expansion in overall sales in Asia (excluding Japan), declined because of the adverse impact of the appreciation of the yen against the won. After the exclusion of foreign currency effects, sales on a real basis rose approximately $¥ 3.1$ billion.

## 2. Consolidated Financial Position

## (1) Assets

Total assets declined $¥ 21.3$ billion, or $3.9 \%$, from the end of the previous fiscal year, to $¥ 519.0$ billion.
Of this total, current assets decreased $¥ 26.5$ billion, or $9.6 \%$, to $¥ 249.2$ billion. In addition, noncurrent assets increased $¥ 5.2$ billion, or $2.0 \%$, to $¥ 269.8$ billion.

The decline in current assets was primarily due to lower cash and bank deposits and short-term investment securities (negotiable deposits), portions of which were used to pay corporate income taxes, purchase treasury stock, and for other uses. The increase in noncurrent assets was mainly due to an increase in the investment securities account accompanying the revaluation of other marketable securities.

## (2) Liabilities

Liabilities decreased $¥ 11.3$ billion, or $5.7 \%$ from the end of the previous fiscal year, to $¥ 186.1$ billion.
Of this total, current liabilities declined $¥ 14.8$ billion, or $12.3 \%$, to $¥ 105.3$ billion. On the other hand, noncurrent liabilities increased $¥ 3.6$ billion, or $4.6 \%$, to $¥ 80.7$ billion.

The decline in current liabilities was primarily due to a drop in the income taxes payable account. The increase in noncurrent liabilities was primarily due to an increase in deferred taxes liabilities accompanying a revaluation of other marketable securities.

## (3) Net Assets

Net assets decreased $¥ 10.1$ billion, or $2.9 \%$, from the end of the previous fiscal year, to $¥ 333.0$ billion. Although total valuation and translation adjustments increased, as a result of the purchase and cancellation of treasury stock during the first quarter of the current fiscal year, retained earnings declined.

## (4) Cash Flows

During the first quarter of the current fiscal year, cash and cash equivalents (hereinafter, cash) declined $¥ 25.1$ billion compared with the same period of the previous fiscal year, to a balance of $¥ 65.6$ billion at the end of the quarter.

## Net Cash Provided by (Used in) in Operating Activities

Net cash used in operating activities amounted to $¥ 16.5$ billion for the quarter, an increase of $¥ 11.0$ billion from the same period of the previous fiscal year. This increase was due to an increase in payments for income taxes.

## Net Cash Provided by (Used in) Investment Activities

Net cash used in investing activities was $¥ 1.9$ billion for the quarter. The principal use of cash during the quarter was for purchases of property, plant and equipment. In the same quarter of the previous fiscal year, the Company had a cash inflow of $¥ 55.1$ billion principally from the gain on sales of affiliated companies.

## Net Cash Provided by (Used in) Financing Activities

Net cash used in financing activities was $¥ 22.3$ billion, which represented an increase of $¥ 15.9$ billion compared with the same period of the previous fiscal year. The principal uses of cash for financing activities were for the purchase of treasury stock and increase in payment of cash dividends.

## 3. Commentary Information on Consolidated Financial Forecast

Regarding the outlook for the second quarter accumulation period, compared with the previous forecast, the Company anticipates declines in total net sales and operating income. By business segment, the Company forecasts that sales in the musical instruments segment will be at approximately the level previously forecast, but that operating income will decline. Sales and operating income of the electronic devices, lifestyle-related products, and others segment are forecast to decrease. In addition, net income for the second quarter accumulation period is forecast to decline, in part because of an increase in income taxes-deferred.

Regarding the outlook for the full fiscal year also, compared with the previous forecast, the Company anticipates declines in total net sales and operating income. By business segment, the Company forecasts that sales of the musical instruments and AV/IT segments will be at approximately the levels previously forecast, but that operating income will decline. Sales and operating income of the electronic devices, lifestyle-related products, and the others segments are expected to decline.

## Forecast for second quarter accumulation period of FY2009.3

Second quarter accumulation period of FY2009.3 (April 1, 2008-September 30, 2008)

|  | Net sales | Operating income | Ordinary income | Net income | Net income <br> per share |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen | Yen |
| Previously announced <br> forecast (A) | $¥ 260,300$ | $¥ 19,400$ | $¥ 18,300$ | $¥ 12,000$ | $¥ 58.17$ |
| Revised forecast (B) | 256,000 | 17,000 | 16,500 | 7,500 | 37.49 |
| Change (B-A) | $(4,300)$ | $(2,400)$ | $(1,800)$ | $(4,500)$ | - |
| $\%$ change | $(1.7)$ | $(12.4)$ | $(9.8)$ | $(37.5)$ | - |
| Results from the previous <br> term (Interim period of <br> FY2008.3) | $¥ 280,654$ | $¥ 21,303$ | $¥ 21,601$ | $¥ 30,802$ | $¥ 149.31$ |

## Forecast for FY2009.3

FY2009.3 (April 1, 2008-March 31, 2009)

|  | Net sales | Operating income | Ordinary income | Net income | Net income <br> per share |
| :--- | :---: | :---: | :---: | :---: | :---: |
|  | Millions of yen | Millions of yen | Millions of yen | Millions of yen | Yen |
| Previously announced <br> forecast (A) | $¥ 540,000$ | $¥ 35,000$ | $¥ 32,000$ | $¥ 20,500$ | $¥ 99.37$ |
| Revised forecast (B) | 533,000 | 30,500 | 28,500 | 16,500 | 83.02 |
| Change (B-A) | $(7,000)$ | $(4,500)$ | $(3,500)$ | $(4,000)$ | - |
| $\%$ change | $(1.3)$ | $(12.9)$ | $(10.9)$ | $(19.5)$ | - |
| Results from the previous <br> term (FY2008.3) | $¥ 548,754$ | $¥ 32,845$ | $¥ 32,584$ | $¥ 39,558$ | $¥ 191.76$ |

Some portions of the content of this document are forward-looking statements that are based on forecasts and plans regarding future developments. Accordingly, actual results and performance may differ from the forecast presented here, depending on risks and uncertainty factors.

## 4. Others

(a) Changes in the state of material subsidiaries during the period (Changes regarding specific companies accompanying changes in the scope of consolidation): None
(b) The adoption of simplified accounting methods and/or special accounting treatment for the quarterly consolidated financial statements:

Simplified accounting methods

1. Method for assessing the value of inventories

In calculating the value of inventories at the end of the first quarter, on-site inventory takings were omitted and the reasonable calculating methods based on the results of on-site inventory takings conducted at the end of the previous fiscal year are used. In addition, regarding the write-down of the value of inventories, the value of inventories that has been clearly losing their value to contribute to profitability, was estimated at their net sale value and their book value has been reduced to such net sales value.
2. Method for allocation of cost variance

In the case that cost variances arise as a result of the use of scheduled standard prices, etc., the allocation of such cost variances to inventories and cost of sales is determined using a simplified method involving comparisons with the annual accounts closing according to major products.
3. Method for calculating depreciation of noncurrent assets

Scheduled annual depreciation based on the budget, which takes into account the estimated amount of acquisition, sale, and disposal of noncurrent assets during the course of the year, is allocated proportionately to each accounting period.
4. Method for calculating income taxes and the deferred tax assets and liabilities

The amount of corporate income tax, etc., to be paid is calculated by limiting the items to be added and subtracted, and items to be deducted from the tax amount to material items.

In judging the possibility of recovering deferred tax assets, the future business forecasts and tax planning items that were used for making such judgments related to the previous fiscal year are used, since there was no major changes in the operating environment nor major temporary differences following the close of the previous consolidated fiscal year.

Special accounting treatment used in preparation of the quarterly consolidated financial statements: None
(c) Changes in principles, procedures, and methods of presentation, etc., in the preparation of the quarterly consolidated financial statements:

1. Beginning with the first quarter of the current fiscal year, the "Accounting Standards for Quarterly Financial Statements" (ASBJ, ASBJ Statement No. 12, issued March 14, 2007) and the "Implementation Guidance for the Accounting Standards for Quarterly Financial Statements" (ASBJ, ASBJ Guidance No. 14, issued March 14, 2007) have been applied. In addition, the quarterly consolidated financial statements have been prepared following the "Rules for Quarterly Consolidated Financial Statements."
2. Application of Accounting Standards for Measurement of Inventories:

Beginning with the first quarter of the current fiscal year, accompanying the application of "Accounting Standards for Measurement of Inventories" (ASBJ Statement No. 9, issued by ASBJ on July 5, 2006), the method of measurement of inventories was changed from the lower of cost or market method to the cost method (method of reducing book value when the contribution of inventories to profitability declines). As a result, the effect on profit and loss was not material.
3. Application of Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements:
Beginning with the first quarter of the current fiscal year, accompanying the application of "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (Practical Issues Task Force No. 18, issued by ASBJ on May 17, 2006), necessary revisions have been made in consolidated financial statements. As a result, the effect on profit and loss was not material.

Please note that rights to the use of land at some overseas subsidiaries were included and presented in the item "land" until the end of the previous fiscal year. Such rights are now included in intangible assets and they amounted to $¥ 1,460$ million at the end of the first quarter of the current fiscal year.
4. Early application of Accounting Standards for Lease Transactions:

Beginning with the first quarter of the current fiscal year, the "Accounting Standards for Lease Transactions" (ASBJ Statement No. 13, originally issued by ASBJ on June 17, 1993, and final revision issued on March 30, 2007) and "Implementation Guidance on Accounting Standards for Lease Transactions" (ASBJ Guidance No. 16, originally issued by ASBJ on January 18, 1994, and final revision issued on March 30, 2007) have been early applied. Under these standards, accounting treatment for finance leases for which ownership is not transferred to the lessee has been changed from methods applicable to ordinary rental transactions to methods applicable to ordinary buying and selling transactions.

In the case that the Company is the lessee in the lease transactions, the assets are entered on the balance sheets, and depreciation for such assets is calculated by depreciating the purchase value of such assets to zero over the applicable useful lives of such assets. Please note that for finance leases for which ownership was not transferred to the lessee and the lease transaction which began prior to the first year of the application of Accounting Standards for Lease Transactions, the account treatment follows the method applicable to ordinary rental transactions.

For lease transactions in the case that the Company is the lessor, the leased assets are entered under lease investment assets, and, regarding the accounting criteria for income related to finance lease transactions, sales and cost of sales are entered at the time the lease fees are received.

These changes in accounting methods did not have a material effect on profit (loss).

## Supplementary Information

Beginning with the first quarter of the current fiscal year, accompanying revisions in Japan's income tax law in fiscal 2008, the Company and its domestic consolidated subsidiaries have reviewed the useful lives of their property, plant and equipment. As a result, the useful lives of machinery and equipment included among property, plant and equipment have been changed from the previous 4 - to 11 -year range to the 4 - to 9 -year range.
The effect of this change to the consolidated financial statements was not material.

## 5. Consolidated Financial Statements

## (1) Consolidated Balance Sheets

|  | First quarter of FY2009.3 (as of June 30, 2008) | $\begin{gathered} \text { FY2008.3 } \\ \text { (as of March 31, 2008) } \end{gathered}$ |
| :---: | :---: | :---: |
| ASSETS |  |  |
| Current assets |  |  |
| Cash and deposits | ¥ 51,517 | $¥ 73,619$ |
| Notes and accounts receivable-trade | 72,123 | 68,680 |
| Short-term investment securities | 16,000 | 31,200 |
| Merchandise and finished goods | 58,302 | 50,699 |
| Work in process | 16,586 | 16,150 |
| Raw materials and supplies | 10,630 | 9,453 |
| Other | 27,664 | 29,504 |
| Allowance for doubtful accounts | $(3,616)$ | $(3,554)$ |
| Total current assets | 249,210 | 275,754 |
| Noncurrent assets |  |  |
| Buildings and structures, net | 42,829 | 42,602 |
| Machinery, equipment and vehicles, net | 18,717 | 18,594 |
| Tools, furniture and fixtures, net | 11,617 | 13,115 |
| Land | 59,645 | 61,134 |
| Lease assets, net | 478 | - |
| Construction in progress | 4,592 | 4,129 |
| Total property, plant and equipment | 137,880 | 139,575 |
| Intangible assets | 4,004 | 2,471 |
| Investment securities | 115,164 | 109,943 |
| Other | 13,673 | 13,505 |
| Allowance for doubtful accounts | (892) | (904) |
| Total investments and other assets | 127,946 | 122,544 |
| Total noncurrent assets | 269,831 | 264,592 |
| Total assets | ¥519,041 | ¥540,347 |
| LIABILITIES |  |  |
| Current liabilities |  |  |
| Notes and accounts payable-trade | ¥ 37,866 | $¥ 35,017$ |
| Short-term loans payable | 16,803 | 14,419 |
| Current portion of long-term loans payable | 3,942 | 4,472 |
| Account payables-other and accrued expenses | 31,470 | 41,443 |
| Income taxes payable | 2,371 | 14,916 |
| Provision | 3,830 | 3,973 |
| Other | 9,048 | 5,931 |
| Total current liabilities | 105,332 | 120,174 |
| Noncurrent liabilities |  |  |
| Long-term loans payable | 2,174 | 2,145 |
| Provision for retirement benefits | 25,709 | 25,311 |
| Other | 52,847 | 49,687 |
| Total noncurrent liabilities | 80,731 | 77,144 |
| Total liabilities | ¥186,064 | $¥ 197,318$ |


|  | First quarter of FY2009.3 (as of June 30, 2008) | FY2008.3 (as of March 31, 2008) |
| :---: | :---: | :---: |
| NET ASSETS |  |  |
| Shareholders' equity |  |  |
| Capital stock | $\geq 28,534$ | $¥ 28,534$ |
| Capital surplus | 40,054 | 40,054 |
| Retained earnings | 207,923 | 229,307 |
| Treasury stock | (1) | (326) |
| Total shareholders' equity | 276,511 | 297,570 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 54,199 | 48,945 |
| Deferred gains or losses on hedges | (512) | 207 |
| Revaluation reserve for land | 14,861 | 14,861 |
| Foreign currency translation adjustments | $(15,627)$ | $(21,940)$ |
| Total valuation and translation adjustments | 52,921 | 42,074 |
| Minority interests | 3,544 | 3,383 |
| Total net assets | 332,977 | 343,028 |
| Total liabilities and net assets | ¥519,041 | $¥ 540,347$ |

Note: Figures of less than $¥ 1$ million have been omitted.
(2) Consolidated Statements of Operations
(Millions of yen)

|  | First quarter of FY2009.3 <br> (April 1, 2008-June 30, 2008) |
| :---: | :---: |
| Net sales | $¥ 123,279$ |
| Cost of sales | 77,395 |
| Gross profit | 45,883 |
| Selling, general and administrative expenses | 40,260 |
| Operating income | 5,623 |
| Non-operating income |  |
| Interest income | 300 |
| Dividends income | 546 |
| Other | 533 |
| Total non-operating income | 1,381 |
| Non-operating expenses |  |
| Sales discounts | 874 |
| Other | 419 |
| Total non-operating expenses | 1,293 |
| Ordinary income | 5,710 |
| Extraordinary income |  |
| Gain on sale of noncurrent assets | 28 |
| Reversal of allowance for doubtful accounts | 32 |
| Other | 5 |
| Total extraordinary income | 65 |
| Extraordinary loss |  |
| Loss on retirement of noncurrent assets | 148 |
| Special retirement expenses | 94 |
| Other | 38 |
| Total extraordinary losses | 281 |
| Income before income taxes and minority interests | 5,494 |
| Income taxes-current | 1,094 |
| Income taxes-deferred | 3,254 |
| Total income taxes | 4,348 |
| Minority interests in income | 83 |
| Net income | ¥ 1,062 |

Note: Figures of less than $¥ 1$ million have been omitted.

|  | First quarter of FY2009.3 (April 1, 2008-June 30, 2008) |
| :---: | :---: |
| Net cash provided by (used in) operating activities |  |
| Income before income taxes and minority interests | $¥ 5,494$ |
| Depreciation and amortization | 4,341 |
| Decrease (increase) in notes and accounts receivable-trade | (786) |
| Decrease (increase) in inventories | $(5,187)$ |
| Decrease (increase) in notes and accounts payable-trade | 614 |
| Income taxes paid | $(13,554)$ |
| Other, net | $(7,409)$ |
| Net cash provided by (used in) operating activities | $(16,487)$ |
| Net cash provided by (used in) investment activities |  |
| Purchases of property, plant and equipment | $(4,377)$ |
| Proceeds from sales of property, plant and equipment | 148 |
| Purchase of stock of subsidiaries and affiliates | (460) |
| Purchases of investment securities | (8) |
| Proceeds from sales and redemption of investment securities | 3,000 |
| Other, net | (240) |
| Net cash provided by (used in) investment activities | $(1,938)$ |
| Net cash provided by (used in) financing activities |  |
| Net increase (decrease) in short-term loans payable | 1,973 |
| Proceeds from long-term loans payable | 88 |
| Repayment of long-term loans payable | (770) |
| Purchases of treasury stock | $(18,003)$ |
| Cash dividends paid | $(5,157)$ |
| Other, net | (393) |
| Net cash provided by (used in) financing activities | $(22,262)$ |
| Effect of exchange rate change on cash and cash equivalents | 2,120 |
| Net increase (decrease) in cash and cash equivalents | $(38,569)$ |
| Cash and cash equivalents at beginning of period | 103,371 |
| Increase in cash and cash equivalents from newly consolidated subsidiaries | 947 |
| Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation | (129) |
| Cash and cash equivalents at end of period | $¥ 65,620$ |

Note: Figures of less than $¥ 1$ million have been omitted.

Beginning with the first quarter of the current fiscal year, the "Accounting Standards for Quarterly Financial Statements" (ASBJ, ASBJ Statement No. 12, issued March 14, 2007) and the "Implementation Guidance for the Accounting Standards for Quarterly Financial Statements" (ASBJ, ASBJ Guidance No. 14, issued March 14, 2007) have been applied. In addition, the quarterly consolidated financial statements have been prepared following the "Rules for Quarterly Consolidated Financial Statements."
(4) Notes Regarding Assumptions as a Going Concern

None

## (5) Segment Information

(a) Business Segments

First quarter of FY2009.3 (April 1, 2008-June 30, 2008) (Millions of yen)

|  | Musical <br> instruments | AV/IT | Electronic <br> devices | Lifestyle- <br> related <br> products | Others | Total <br> unallocated <br> amounts | Climinations <br> Consolidated |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to external customers | $¥ 81,202$ | $¥ 13,845$ | $¥ 7,466$ | $¥ 10,464$ | $¥ 10,301$ | $¥ 123,279$ | $¥-$ | $¥ 123,279$ |
| Intersegment sales or <br> transfers |  |  | 241 |  |  | 241 | $(241)$ |  |
| Total sales | $¥ 81,202$ | $¥ 13,845$ | $¥ 7,708$ | $¥ 10,464$ | $¥ 10,301$ | $¥ 123,521$ | $¥(241)$ | $¥ 123,279$ |
| Operating income (loss) | $¥ 6,208$ | $¥(519)$ | $¥(170)$ | $¥(573)$ | $¥$ | 678 | $¥ 55,623$ | $¥$ |

## Notes:

1. Business segments:

Segments are divided into the categories of musical instruments, AV/IT, electronic devices, lifestyle-related products, and others based on consideration of similarities of product type, characteristics, and market, etc.
2. Major products in each business segment:

| Business Segment | Major Products and Services |
| :--- | :--- |
| Musical Instruments | Pianos, Digital musical instruments, Wind, string, and percussion instruments, Educational <br> musical instruments, Professional audio equipment, Soundproof rooms, Music schools, <br> English-language schools, Musical entertainment software, and Piano tuning |
| AV/IT | Audio products, Information and telecommunication equipment |
| Electronic Devices | Semiconductors |
| Lifestyle-Related Products | System kitchens, System bathrooms, Washstands |
| Others | Golf products, Automobile interior wood components, Factory automation equipment, <br> Metallic molds and components, Recreation and sports facilities |

3. Changes in segment names:

During the previous fiscal year, the Company sold its electronic metal products business, and beginning with the first quarter of the current fiscal year, the name of the former electronic equipment and metal products segment has been changed to the electronic devices segment.
4. Supplementary information (changes in business segment classification):

During the previous fiscal year, the Company sold four of its six recreation facilities, and, in view of the decline in materiality of the recreation business for the Company's consolidated accounts, beginning with the first quarter of the current fiscal year, changes have been made to include the recreation business in the others segment. As a result, the others segment includes $¥ 1,806$ million in sales and $¥ 156$ million in operating income of the recreation business for the quarter under review.
(b) Geographical Segments

First quarter of FY2009.3 (April 1, 2008-June 30, 2008)

|  | Japan | North America | Europe | Asia, Oceania and other areas | Total | Eliminations or unallocated amounts | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to external customers | $\geq 69,765$ | $¥ 16,615$ | $¥ 21,116$ | $¥ 15,781$ | $¥ 123,279$ | $¥ \quad$ - | $¥ 123,279$ |
| Intersegment sales or transfers | 38,280 | 408 | 315 | 17,610 | 56,614 | $(56,614)$ |  |
| Total sales | $¥ 108,045$ | $¥ 17,024$ | $¥ 21,431$ | $¥ 33,392$ | $¥ 179,894$ | $¥(56,614)$ | $¥ 123,279$ |
| Operating income | $¥ 3,546$ | $¥ \quad 584$ | $¥ 875$ | $¥ 2,760$ | $¥ \quad 7,766$ | $¥(2,143)$ | $¥$ 5,623 |

Notes: 1 . Division by country or region is based on geographical proximity.
2. Main country and regional divisions other than Japan:

North America: U.S.A., Canada
Europe: Germany, France, U.K.
Asia, Oceania and other areas: People's Republic of China, Republic of Korea, Australia
(c) Overseas Sales

First quarter of FY2009.3 (April 1, 2008-June 30, 2008)
(Millions of yen)

|  | North America | Europe | Asia, Oceania <br> and other areas | Total |
| :--- | :---: | :---: | :---: | :---: |
| Overseas sales | $¥ 16,607$ | $¥ 21,494$ | $¥ 18,885$ | $¥ 56,987$ |
| Net sales |  |  |  | 123,279 |
| $\%$ of net sales | $13.5 \%$ | $17.4 \%$ | $15.3 \%$ | $46.2 \%$ |

Note: The classification of countries and regions and the principal countries and regions in each classification are the same as for information by geographical segment.
(6) Notes Regarding Any Major Change in the Amount of Consolidated Shareholders' Equity

First quarter of FY2009.3 (April 1, 2008-June 30, 2008)
(Millions of yen)

|  | Shareholders' Equity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Capital stock | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity |
| Balance at March 31, 2008 | $¥ 28,534$ | $¥ 40,054$ | $¥ 229,307$ | $¥ \quad(326)$ | $¥ 297,570$ |
| Changes during the first quarter of the current fiscal year |  |  |  |  |  |
| Dividends from surplus |  |  | $(5,157)$ |  | $(5,157)$ |
| Net income for the period |  |  | 1,062 |  | 1,062 |
| Purchase of treasury stock*1 |  |  |  | $(18,003)$ | $(18,003)$ |
| Cancellation of treasury stock*2 |  |  | $(18,328)$ | 18,328 | - |
| Other |  |  | 1,039 |  | 1,039 |
| Total changes during the first quarter of the current fiscal year | - | - | $(21,383)$ | 324 | $(21,058)$ |
| Balance at the end of the first quarter of the current fiscal year (June 30, 2008) | $¥ 28,534$ | $¥ 40,054$ | ¥ 207,923 | ¥ (1) | ¥276,511 |

## Notes:

1. Based on a decision by the Company's Board of Directors on April 30, 2008, the Company purchased treasury stock from the market in May and June 2008 amounting to $¥ 17,999$ million.
2. Based on a decision by the Company's Board of Directors on June 19, 2008, the treasury stock was cancelled on June 30, 2008.

## (Supplementary Information)

(1) Summary of Consolidated Statements of Operations
(Millions of yen)

| (Millions of yen) |  |
| :---: | :---: |
| I Net sales <br> II Cost of sales <br> (April 1, 2007-June 30, 2007) |  |
| Deferred unrealized profit | $¥ 135,161$ |
| Total gross profit | 85,928 |
| III Selling, general and administrative expenses | 0 |
| Operating income | 49,234 |
| IV Non-operating income | 41,961 |
| V Non-operating expenses | 7,272 |
| Ordinary income | 1,447 |
| VI Extraordinary income | 1,215 |
| Gain on sales of stocks of affiliates | 7,503 |
| Other extraordinary income | 27,781 |
| Total extraordinary income | 326 |
| VII Extraordinary loss | 28,107 |
| Income before income taxes and minority interests | 249 |
| Current income taxes | 35,362 |
| Deferred income taxes | 22,895 |
| Minority interests | $(10,931)$ |
| Net income | 152 |

Note: Figures of less than $¥ 1$ million have been omitted.

## (2) Summary of Consolidated Statements of Cash Flows

|  | (Millions of yen) |
| :---: | :---: |
|  | First quarter of FY2008.3 (April 1, 2007-June 30, 2007) |
| I Cash flows from operating activities <br> Income before income taxes and minority interests <br> Depreciation and amortization <br> Gain on sales of stocks of affiliates <br> Increase in notes and accounts receivable-trade <br> Increase in inventories <br> Increase in notes and accounts payable-trade <br> Income taxes paid <br> Other, net | $\begin{array}{r} ¥ 35,362 \\ 5,594 \\ (27,781) \\ (314) \\ (6,045) \\ 2,051 \\ (4,699) \\ (9,633) \end{array}$ |
| Net cash used in operating activities <br> II Cash flows from investing activities <br> Purchases of noncurrent assets <br> Proceeds from sales of noncurrent assets <br> Proceeds from sales of investments in subsidiaries and affiliates <br> Other, net | $\begin{gathered} (5,465) \\ (6,013) \\ 238 \\ 62,508 \\ (1,624) \end{gathered}$ |
| Net cash used in investing activities <br> III Cash flows from financing activities <br> Increase in short-term loans <br> Decrease in long-term debt <br> Cash dividends paid <br> Other, net | $\begin{array}{r} 55,109 \\ 5,386 \\ (929) \\ (2,578) \\ (8,268) \end{array}$ |
| Net cash used in financing activities | $(6,389)$ |
| IV Effect of exchange rate changes on cash and cash equivalents | 1,642 |
| V Net increase in cash and cash equivalents <br> VI Cash and cash equivalents at beginning of the year <br> VII Increase due to inclusion of subsidiaries in consolidation <br> VIII Decrease due to exclusion of subsidiaries from consolidation | $\begin{array}{r} 44,896 \\ 45,926 \\ 41 \\ (108) \end{array}$ |
| IX Cash and cash equivalents at end of period | ¥90,755 |

Note: Figures of less than $¥ 1$ million have been omitted.

## (3) Segment Information

(a) Business Segments

First quarter of FY2008.3 (April 1, 2007-June 30, 2007) (Millions of yen)

|  | Musical <br> instruments | AV/IT | Electronic <br> equipment <br> and metal <br> products | Lifestyle- <br> related <br> products | Recreation | Others | Total | Eliminations <br> or <br> unallocated <br> amounts | Consolidated |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |

Note: Business segments: Segments are divided into the categories of musical instruments, AV/IT, electronic equipment and metal products, lifestyle-related products, recreation, and others based on consideration of similarities of product type, characteristics, and market, etc.
(b) Geographical Segments

First quarter of FY2008.3 (April 1, 2007-June 30, 2007)
(Millions of yen)

|  | Japan | North America | Europe | Asia, Oceania and other areas | Total | Eliminations or unallocated amounts | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales to external customers | $¥ 79,580$ | $¥ 19,369$ | $¥ 21,415$ | $¥ 14,796$ | $¥ 135,161$ | $¥ \quad-$ | $¥ 135,161$ |
| Intersegment sales or transfers | 40,347 | 234 | 302 | 17,643 | 58,527 | $(58,527)$ |  |
| Total sales | 119,928 | 19,603 | 21,717 | 32,440 | 193,689 | $(58,527)$ | 135,161 |
| Operating expenses | 114,764 | 19,018 | 20,602 | 30,221 | 184,607 | $(56,718)$ | 127,889 |
| Operating income | ¥ 5,163 | ¥ 585 | ¥ 1,115 | $¥ 2,218$ | ¥ 9,081 | $¥(1,809)$ | ¥ 7,272 |

Notes: 1. Division by country or region is based on geographical proximity.
2. Main country and regional divisions other than Japan:

North America: U.S.A., Canada
Europe: Germany, France, U.K.
Asia, Oceania and other areas: People's Republic of China, Republic of Korea, Australia
(c) Overseas Sales

First quarter of FY2008.3 (April 1, 2007-June 30, 2007)
(Millions of yen)

|  | North America | Europe | Asia, Oceania <br> and other areas | Total |
| :--- | :---: | :---: | :---: | :---: |
| Overseas sales | $¥ 19,385$ | $¥ 21,769$ | $¥ 17,912$ | $¥ 59,067$ |
| Net sales |  |  |  | $¥ 135,161$ |
| $\%$ of net sales | $14.3 \%$ | $16.1 \%$ | $13.3 \%$ | $43.7 \%$ |

Note: The classification of countries and regions and the principal countries and regions in each classification are the same as for information by geographical segment.

