## First Quarter of FY March 2006 Performance Outline

YAMAHA CORPORATION
(billions of yen)

|  | Initial Projections <br> (Apr 28, 2005) <br> 1Q | Results $1 \mathrm{Q}$ | Results (Previous Year) 1Q | Projections <br> FY Mar. 06 | Results (Previous Year) FY Mar. 05 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 125.8 | 124.1 | 132.9 | 546.0 | 534.1 |
| JAPAN Sales | 75.5 (60.0\%) | 76.9 (62.0\%) | 87.2 (65.6\%) | 297.2 (54.4\%) | 312.9 (58.6\%) |
| Overseas Sales | 50.3 (40.0\%) | 47.2 (38.0\%) | 45.7 (34.4\%) | 248.8 (45.6\%) | 221.2 (41.4\%) |
| Operating Income | 6.1 (4.8\%) | 6.9 (5.6\%) | 15.0 (11.3\%) | $37.0 \quad(6.8 \%)$ | $35.7 \quad$ (6.7\%) |
| Recurring Profit | 8.0 (6.4\%) | 11.6 (9.3\%) | 17.2 (12.9\%) | $42.5 \quad(7.8 \%)$ | 41.3 (7.7\%) |
| Net Income | 5.3 (4.2\%) | $9.8 \quad(7.9 \%)$ | - 12.6 | 29.0 (5.3\%) | 19.7 (3.7\%) |
| Currency Exchange Rate (=yen) | $\begin{aligned} & \text { 105/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & \text { 107/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & \text { 109/US\$ } \\ & \text { 132/EUR } \end{aligned}$ | $\begin{aligned} & \text { 105/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & \text { 108/US\$ } \\ & \text { 133/EUR } \end{aligned}$ |
| ROE(\%) | 1.9\% | 3.5\% | - 5.0\% | 10.1\% | 7.4\% |
| ROA(\%) | 1.1\% | 2.0\% | - $2.5 \%$ | 5.8\% | 3.9\% |
| Earnings per share | 25.7yens | 47.7yens | - 61.1yens | 140.7yens | 95.1yens |
| Capital Expenditure <br> Depreciation | $\begin{array}{r} 4.6 \\ 4.7 \\ \hline \end{array}$ | $\begin{aligned} & 3.5 \\ & 4.7 \end{aligned}$ | $\begin{array}{r} 4.0 \\ 4.8 \\ \hline \end{array}$ | $\begin{array}{r} 24.0 \\ 19.9 \\ \hline \end{array}$ | $\begin{aligned} & 22.7 \\ & 19.0 \\ & \hline \end{aligned}$ |
| R\&D Expenditure | 5.9 | 5.5 | 5.4 | 23.0 | 23.0 |
| Loans \& Equivalents *1) | 19.3 | 14.9 | 22.3 | -2.4 | -4.6 |
| Free Cash Flow Operating Activities Investing Activities | $\begin{array}{r} -16.5 \\ -5.1 \\ \hline \end{array}$ | $\begin{array}{r} -14.2 \\ -5.5 \\ \hline \end{array}$ | $\begin{array}{r} 1.0 \\ -3.4 \\ \hline \end{array}$ | $\begin{array}{r} 27.4 \\ -23.8 \\ \hline \end{array}$ | $\begin{array}{r} 39.6 \\ -12.9 \\ \hline \end{array}$ |
| Total | - 21.6 | - 19.7 | -2.4 | 3.6 | 26.7 |
| Inventories at end of period | 78.1 | 84.7 | 79.3 | 69.4 | 78.4 |
| No. of Employees <br> JAPAN <br> Overseas <br> Total (*2) | $\begin{aligned} & 12,004 \\ & 13,273 \\ & 25,277 \\ & \hline \end{aligned}$ | $\begin{aligned} & 11,902 \\ & 13,263 \\ & 25,165 \\ & \hline \end{aligned}$ | $\begin{aligned} & 11,964 \\ & 12,453 \\ & 24,417 \\ & \hline \end{aligned}$ | $\begin{aligned} & 11,600 \\ & 12,900 \\ & 24,500 \\ & \hline \end{aligned}$ | $\begin{aligned} & 11,711 \\ & 12,149 \\ & 23,860 \end{aligned}$ |
| Sales by Business segment |  |  |  |  |  |
| Musical Instruments | 74.9 (59.5\%) | 73.3 (59.1\%) | 73.6 (55.4\%) | 313.0 (57.3\%) | 302.6 (56.7\%) |
| AV/IT | 17.6 (14.0\%) | 16.2 (13.1\%) | 17.7 (13.3\%) | 89.0 (16.3\%) | 77.7 (14.5\%) |
| Electronic Equipment and Metal | 13.6 (10.8\%) | 13.8 (11.1\%) | 21.2 (16.0\%) | 58.5 (10.7\%) | 69.0 (12.9\%) |
| Lifestyle-Related | 10.2 (8.1\%) | 11.2 (9.0\%) | 10.4 (7.8\%) | 41.5 (7.6\%) | 42.8 (8.0\%) |
| Recreation | 4.3 (3.4\%) | 4.0 (3.2\%) | 4.3 (3.2\%) | 20.0 (3.7\%) | 18.3 (3.4\%) |
| Others | 5.2 (4.1\%) | 5.5 (4.4\%) | 5.8 (4.4\%) | 24.0 (4.4\%) | 23.6 (4.4\%) |
| Operating Income by Business segment |  |  |  |  |  |
| Musical Instruments | 4.9 | 4.4 | 6.6 | 21.5 | 14.2 |
| AV/IT | 0.1 | 0.1 | 1.8 | 5.0 | 3.7 |
| Electronic Equipment and Metal | 2.0 | 2.6 | 7.7 | 10.0 | 20.0 |
| Lifestyle-Related | 0.0 | 0.3 | - 0.1 | 0.0 | 0.0 |
| Recreation | - 0.6 | -0.5 | - 0.8 | - 0.5 | - 2.3 |
| Others | -0.3 | 0.1 | -0.2 | 1.0 | 0.2 |

Non Consolidated Basis

| Net Sales | 79.4 | 81.3 | 92.5 | 334.0 |  |  |
| :--- | ---: | :--- | ---: | ---: | ---: | ---: |
| Operating Income | 4.8 | $(6.0 \%$ | 5.8 | $(7.1 \%$ | $13.7 \quad(14.8 \%$ |  |
| Recurring Profit | 5.2 | $(6.5 \%$ | 641.5 |  |  |  |
| Net Income | 2.8 | $(3.5 \%)$ | 6.2 | $(7.6 \%)$ | $14.7 \quad(15.9 \%)$ | 21.0 |

*1 Loans \& Equivalents = Loans(Short term , Long term) + Convertible Bonds - Cash \& Bank Deposit
*2 No. of Employees = No. of Full- time Staff at end of period + Average No. of Temp. Staff

