## FY March 2006 Performance Outline

YAMAHA CORPORATION
(billions of yen)

|  | Results (Previous Year) FY Mar. 05 | Projections <br> (Feb. 8, 2006) <br> FY Mar. 06 | Results <br> FY Mar. 06 | Projections <br> (Full Year) <br> FY Mar. 07 | Projections (Interim Period) <br> FY Mar. 07 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 534.1 | 529.0 | 534.1 | 546.0 | 265.0 |
| JAPAN Sales | 312.9 (58.6\%) | 292.7 (55.3\%) | 295.2 (55.3\%) | 290.4 (53.2\%) | 143.4 (54.1\%) |
| Overseas Sales | 221.2 (41.4\%) | 236.3 (44.7\%) | 238.9 (44.7\%) | 255.6 (46.8\%) | 121.6 (45.9\%) |
| Operating Income | 35.7 (6.7\%) | 24.0 (4.5\%) | 24.1 (4.5\%) | 25.0 (4.6\%) | $11.0 \quad(4.2 \%)$ |
| Recurring Profit | 41.3 (7.7\%) | 35.0 (6.6\%) | 35.2 (6.6\%) | 35.0 (6.4\%) | 17.0 (6.4\%) |
| Net Income | 19.7 (3.7\%) | 26.0 (4.9\%) | 28.1 (5.3\%) | 28.0 (5.1\%) | $14.0 \quad$ (5.3\%) |
| Currency Exchange <br> Rate (=yen) | $\begin{aligned} & \text { 108/US\$ } \\ & \text { 133/EUR } \end{aligned}$ | $\begin{aligned} & \text { 111/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & \text { 113/US\$ } \\ & \text { 135/EUR } \end{aligned}$ | $\begin{aligned} & \text { 115/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & \text { 115/US\$ } \\ & \text { 134/EUR } \end{aligned}$ |
| ROE(*1) | 7.4\% | 8.9\% | 9.5\% | 8.6\% | 8.7\% |
| ROA(*2) | 3.9\% | 5.1\% | 5.5\% | 5.3\% | 5.3\% |
| Earnings per share | 95.1yens | 126.1yens | 136.0yens | 135.8yens | 67.9yens |
| Capital Expenditure <br> Depreciation | $\begin{aligned} & 22.7 \\ & 19.0 \end{aligned}$ | $\begin{aligned} & 24.0 \\ & 19.5 \end{aligned}$ | $\begin{array}{r} 22.9 \\ 18.9 \\ \hline \end{array}$ | $\begin{aligned} & 27.0 \\ & 20.0 \\ & \hline \end{aligned}$ | $\begin{array}{r} 15.0 \\ 9.8 \\ \hline \end{array}$ |
| R\&D Expenditure | 23.0 | 23.0 | 24.1 | 24.5 | 12.8 |
| Loans \& Equivalents (*3) | - 4.6 | - 2.0 | -8.0 | -9.3 | 17.0 |
| Free Cash Flow Operating Activities Investing Activities | $\begin{array}{r} 39.6 \\ -12.9 \\ \hline \end{array}$ | $\begin{array}{r} 22.4 \\ -20.2 \\ \hline \end{array}$ | $\begin{array}{r} 25.5 \\ -18.1 \\ \hline \end{array}$ | $\begin{array}{r} 33.6 \\ -25.7 \\ \hline \end{array}$ | $\begin{array}{r} -6.6 \\ -14.5 \end{array}$ |
| Total | 26.7 | 2.2 | 7.4 | 7.9 | - 21.1 |
| Inventories at end of period | 78.4 | 72.5 | 77.9 | 73.7 | 84.6 |
| No. of Employees <br> JAPAN <br> Overseas Sales <br> Total (*4) <br> Newly consolidated) | $\begin{aligned} & 11,711 \\ & 12,149 \\ & 23,860 \end{aligned}$ | $\begin{array}{r} 11,600 \\ 13,270 \\ 24,870 \\ \text { 913) } \\ \hline \end{array}$ | $\begin{array}{r} 11,768 \\ 13,560 \\ 25,328 \\ 976 \\ \hline \end{array}$ | $\begin{aligned} & 11,734 \\ & 13,556 \\ & 25,290 \end{aligned}$ | $\begin{aligned} & 12,018 \\ & 14,265 \\ & 26,283 \end{aligned}$ |
| Sales by Business Segment |  |  |  |  |  |
| Musical Instruments | 302.6 (56.7\%) | 309.0 (58.4\%) | 314.1 (58.8\%) | 325.0 (59.5\%) | 160.0 (60.4\%) |
| AV/IT | 77.7 (14.5\%) | 77.0 (14.6\%) | 75.9 (14.2\%) | 76.0 (13.9\%) | 34.3 (12.99) |
| Electronic Equipment and Metal | 69.0 (12.9\%) | 56.0 (10.6\%) | $56.2(10.5 \%)$ | 54.0 (9.9\%) | 26.4 (10.0\%) |
| Lifestyle-Related | 42.8 (8.0\%) | 44.5 (8.4\%) | 45.2 (8.5\%) | 43.0 (7.9\%) | 21.5 (8.1\%) |
| Recreation | 18.3 (3.4\%) | 18.0 (3.4\%) | 18.0 (3.4\%) | 19.0 (3.5\%) | 9.7 (3.7\%) |
| Others | 23.6 (4.4\%) | 24.5 (4.6\%) | 24.7 (4.6\%) | 29.0 (5.3\%) | 13.1 (4.9\%) |
| Operating Income by Business Segment |  |  |  |  |  |
| Musical Instruments | 14.2 | 14.0 | 14.1 | 19.0 | 9.4 |
| AV/IT | 3.7 | 1.0 | 2.1 | 1.5 | 0.2 |
| Electronic Equipment and Metal | 20.0 | 8.0 | 7.9 | 2.0 | 0.7 |
| Lifestyle-Related | 0.0 | 1.5 | 1.2 | 1.5 | 0.6 |
| Recreation | - 2.3 | -1.5 | - 1.8 | - 1.0 | -0.3 |
| Others | 0.2 | 1.0 | 0.6 | 2.0 | 0.4 |

Non Consolidated Basis

| Net Sales | 341.5 | 318.0 | 321.3 | 323.0 | 169.0 |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Operating Income | 22.6 | $(6.6 \%)$ | 9.0 | $(2.8 \%$ |  | 8.0 | $(2.5 \%)$ |
| Recurring Profit | 25.1 | $(7.4 \%$ | 14.5 | $(4.6 \%$ | 6.5 | $(2.0 \%)$ | 5.5 |
| Net Income | 0.3 | $(0.1 \%)$ | $14.3 \%)$ |  |  |  |  |

* 1,2 The ROE and ROA of the interim period for FY March 2007 are calculated on an annually adjusted basis.
* 3 Loans \& Equivalents = Loans (Short term , Long term) - Cash \& Bank Deposit
* 4 No. of Employees = No. of employees at end of period

