First Quarter of FY2007.3 Performance Outline
YAMAHA CORPORATION

|  | 1Q Initial Projections (Apr28, 2006) FY2007.3 | 1Q Results FY2007.3 | 1Q Results (Previous Year) FY2006.3 | Projections $\text { FY } 2007.3$ | Results (Previous Year) FY2006.3 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 126.9 | 126.7 | 124.1 | 546.0 | 534.1 |
| Japan Sales | 73.5 (57.9\%) | 73.9 (58.3\%) | 76.9 (62.0\%) | 290.4 (53.2\%) | 295.2 (55.3\%) |
| Overseas Sales | 53.4 (42.1\%) | 52.8 (41.7\%) | 47.2 (38.0\%) | 255.6 (46.8\%) | 238.9 (44.7\%) |
| Operating Income | 3.8 (3.0\%) | 6.7 (5.3\%) | 6.9 (5.6\%) | 25.0 (4.6\%) | 24.1 (4.5\%) |
| Recurring Profit | 7.1 (5.6\%) | 12.7 (10.0\%) | 11.6 (9.3\%) | 35.0 (6.4\%) | $35.2 \quad$ (6.6\%) |
| Net Income | 6.5 (5.1\%) | 10.0 (7.9\%) | 9.8 (7.9\%) | 28.0 (5.1\%) | 28.1 (5.3\%) |
| Currency Exchange <br> Rate(=yen) | $\begin{aligned} & \text { 115/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{aligned} & 115 / \text { USS } \\ & \text { 139/EUR } \end{aligned}$ | $\begin{aligned} & \text { 107/US\$ } \\ & \text { 134/EUR } \end{aligned}$ | $\begin{gathered} \text { 115/US\$ } \\ \text { 134/EUR } \end{gathered}$ | $\begin{aligned} & \text { 113/US\$ } \\ & \text { 135/EUR } \end{aligned}$ |
| ROE(*1) | 8.2\% | 12.5\% | 14.1\% | 8.6\% | 9.5\% |
| ROA(*2) | 5.0\% | 7.7\% | 7.8\% | 5.3\% | 5.5\% |
| Earnings per share | $31.5 y$ ens | 48.6yens | 47.7yens | 135.8yens | 136.0yen |
| Capital Expenditure <br> Depreciation | - | $\begin{aligned} & 6.8 \\ & 4.8 \\ & \hline \end{aligned}$ | $\begin{aligned} & 3.5 \\ & 4.7 \\ & \hline \end{aligned}$ | $\begin{array}{r} 27.0 \\ 20.0 \\ \hline \end{array}$ | $\begin{aligned} & 22.9 \\ & 18.9 \\ & \hline \end{aligned}$ |
| R\&D Expenditure | - | 5.8 | 5.5 | 24.5 | 24.1 |
| Loans \& Equivalents (*3) | 9.2 | 0.7 | 14.9 | -9.3 | -8.0 |
| Free Cash Flow Operating Activities Investing Activities | $\begin{aligned} & -6.6 \\ & -7.0 \end{aligned}$ | $\begin{array}{r} 0.3 \\ -6.8 \end{array}$ | $\begin{array}{r} -14.2 \\ -5.5 \end{array}$ | $\begin{array}{r} 33.6 \\ -25.7 \end{array}$ | $\begin{array}{r} 25.5 \\ -18.1 \end{array}$ |
| Total | -13.6 | -6.4 | -19.7 | 7.9 | 7.4 |
| Inventories at end of period | 78.9 | 84.5 | 84.7 | 73.7 | 77.9 |
| No. of Employees Japan <br> Overseas <br> Total(*4) <br> (Newly consolidated) | $\begin{aligned} & 12,019 \\ & 13,970 \\ & 25,989 \end{aligned}$ | $\begin{gathered} 11,909 \\ 14,027 \\ 25,936 \end{gathered}$ | $\begin{aligned} & 11,902 \\ & 13,263 \\ & 25,165 \end{aligned}$ | $\begin{gathered} 11,734 \\ 13,556 \\ 25,290 \end{gathered}$ | $\begin{array}{r} 11,768 \\ 13,560 \\ 25,328 \\ -976 \\ \hline \end{array}$ |
| Sales by Business Segment |  |  |  |  |  |
| Musical Instruments | 77.5 (61.1\%) | 75.9 (59.9\%) | 73.3 (59.1\%) | 325.0 (59.5\%) | 314.1 (58.8\%) |
| AV/IT | 15.4 (12.1\%) | 16.0 (12.6\%) | 16.2 (13.1\%) | 76.0 (13.9\%) | 75.9 (14.2\%) |
| Electronic Equipment and Metal Products | 13.1 (10.3\%) | 13.6 (10.7\%) | 13.8 (11.1\%) | 54.0 (9.9\%) | 56.2 (10.5\%) |
| Lifestyle-Related Products | 10.5 (8.3\%) | 10.8 (8.5\%) | 11.2 (9.0\%) | 43.0 (7.9\%) | 45.2 (8.5\%) |
| Recreation | 4.3 (3.4\%) | 4.1 (3.2\%) | 4.0 (3.2\%) | 19.0 (3.5\%) | 18.0 (3.4\%) |
| Others | 6.1 (4.8\%) | 6.2 (4.9\%) | 5.5 (4.4\%) | 29.0 (5.3\%) | 24.7 (4.6\%) |
| Operating Income by Business Segment |  |  |  |  |  |
| Musical Instruments | 4.3 | 5.8 | 4.4 | 19.0 | 14.1 |
| AV/IT | -0.9 | 0.3 | 0.1 | 1.5 | 2.1 |
| Electronic Equipment and Metal Products | 0.4 | 1.3 | 2.6 | 2.0 | 7.9 |
| Lifestyle-Related Products | 0.3 | 0.0 | 0.3 | 1.5 | 1.2 |
| Recreation | -0.4 | -0.4 | -0.5 | -1.0 | -1.8 |
| Others | 0.1 | -0.3 | 0.1 | 2.0 | 0.6 |


| Net Sales | 80.3 |  | 82.3 |  | 81.3 |  | 323.0 |  | 321.3 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Operating Income | 2.5 | (3.1\%) | 5.6 | (6.8\%) | 5.8 | (7.1\%) | 6.5 | (2.0\%) | 8.0 | (2.5\%) |
| Recurring Profit | 2.7 | (3.4\%) | 6.5 | (7.9\%) | 6.2 | (7.6\%) | 10.0 | (3.1\%) | 14.0 | (4.3\%) |
| Net Income | 2.3 | (2.9\%) | 4.5 | (5.5\%) | 4.7 | (5.8\%) | 7.0 | (2.2\%) | 10.2 | (3.2\%) |

* 1,2 The ROE and ROA 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

The forward-looking statements in this document contain inherent risks and uncertainties insofar as they are based on future projections and plans that may differ materially from the actual results achieved

