## Third Quarter of FY2010.3 Performance Outline

## YAMAHA CORPORATION February 3, 2010

(billions of yen)

			•						-				(billions	s of yen)
	Three Months Ended Dec. 3		Three Months Ended Dec. 3 (Previous Y	1, 2008	Nine Months Ended Dec. 3		Nine Months Ended Dec. 3 (Previous)	31, 2008	Full Yea Initial Projec (Apr. 30, 20	tions	Full Year Pro	jections	Full Year Re (Previous Y	
	FY201	0.3	FY200	9.3	FY201	0.3	FY200	9.3	FY201	0.3	FY201	0.3	FY200	9.3
Net Sales	112.5		118.9		316.9		369.4		439.0		413.0		459.3	
Japan Sales	54.6	(48.5%)	58.2	(49.0%)	161.7	(51.0%)	183.5	(49.7%)	232.2	(52.9%)	216.0	(52.3%)	234.9	(51.1%)
Overseas Sales	58.0	(51.5%)	60.7	(51.0%)	155.1	(49.0%)	185.9	(50.3%)	206.8	(47.1%)	197.0	(47.7%)	224.4	(48.9%)
Operating Income	6.4	(5.6%)	8.9	(7.5%)	10.5	(3.3%)	22.2	(6.0%)	6.0	(1.4%)	6.0	(1.5%)	13.8	(3.0%)
Ordinary Income	5.9	(5.3%)	7.7	(6.5%)	8.8	(2.8%)	21.0	(5.7%)	3.0	(0.7%)	4.0	(1.0%)	12.0	(2.6%)
Net Income	3.8	(3.4%)	5.0	(4.2%)	3.0	(0.9%)	9.3	(2.5%)	0	-	-1.5	-	-20.6	-
Currency Exchange Rate (Settlement Rate) (=yen)	90/US\$ 133/EUR	1	100/US\$ 163/EUR		94/US\$ 130/EUR		104/US\$ 159/EUR		-		93/US\$ 129/EUR	(*4)	102/US\$ 153/EUR	
ROE (*1)	6.1%		6.8%		1.6%		4.0%		0.0%		-0.6%		-7.0%	
ROA (*2)	3.7%		4.2%		1.0%		2.5%	1	0.0%		-0.4%		-4.3%	
Earnings per share	-		-		15.2 yen		46.8 yen		0 yen		-7.6 yen		-103.7yen	
Capital Expenditure	2.7		6.4		7.7		15.4		18.3		15.9		22.6	
(Depreciation)	(3.6)		(4.8)		(10.3)		(13.6)		(15.2)		(14.2)		(17.9)	
R&D Expenditure	5.0		5.0		15.7		17.2		21.0		21.0		23.2	
Free Cash Flows														
Operating Activities	10.2	2	-2.7		22.9		-17.5		27.9		34.5		-2.2	
Investing Activities	-2.5		-3.6		-12.5		-18.7		-18.0		-16.4		-26.0	
Total	7.7		-6.3		10.4		-36.2		9.9		18.1		-28.2	
Inventories at period-end	-		-		74.5		83.9		72.5		68.9		80.7	
Number of Employees														
Japan	-		-		10,918		10,872		10,850		10,850		10,765	
Overseas	-		-		16,232		16,587		16,150		15,950		16,038	
Total (*3) (Changes from the changes in	-		-		27,150		27,459 (186)		27,000		26,800 (75)		26,803 (148)	
the scope of consolidation) Sales by Business Segment					. ,		,							
Musical Instruments	71.4	(63.4%)	77.7	(65.3%)	211.0	(66.6%)	244.1	(66.1%)	294.0	(67.0%)	275.0	(66.6%)	306.6	(66.8%)
AV/IT	17.4	(15.4%)	16.6	(14.0%)	41.9	(13.2%)	46.9	(12.7%)	53.0	(12.1%)	53.5	(12.9%)	56.7	(12.3%)
Electronic Devices	5.3	(4.8%)	4.7	(4.0%)	15.0	(4.7%)	17.8	(4.8%)	22.0	(5.0%)	20.0	(4.8%)	22.0	(4.8%)
Lifestyle-Related Products	10.1	(9.0%)	12.6	(10.6%)	28.0	(8.9%)	34.2	(9.3%)	43.0	(9.8%)	37.0	(9.0%)	43.1	(9.4%)
Others	8.4	(7.4%)	7.3	(6.1%)	21.0	(6.6%)	26.4	(7.1%)	27.0	(6.1%)	27.5	(6.7%)	30.8	(6.7%)
Operating Income by Business Segment														
Musical Instruments	2.9		8.5		7.8		22.3		9.0		5.5		19.2	
AV/IT	2.0		1.1		1.9		1.3		-0.5		1.0		-0.4	
Electronic Devices	0.6		-0.4		-0.2		-1.0		-1.0		-0.5		-2.5	
Lifestyle-Related Products	0.4		0.5		0.3		-0.0		0.5		0		-0.3	
Others	0.5		-0.8		0.7		-0.4		-2.0		0		-2.1	

## **Non-Consolidated Basis**

Net Sales	56.3	68.1	176.6	225.3
Operating Income	-0.1 -	1.6 (2.3%)	-3.2 -	6.6 (2.9%)
Ordinary Income	0.3 (0.5%)	2.0 (2.9%)	-2.0 -	9.5 (4.2%)
Net Income	-0.8 -	0.0 -	-5.6 -	<b>6.1</b> (2.7%)

274.6	
1.2	(0.5%)
4.4	(1.6%)
-18.9	

 $\ast$  1, 2 The ROE and ROA are calculated on an annually adjusted basis.

\*3 Number of employees = Number of full-time staff at end of period + Average number of temporary staff during the period

\* 4 4Q Currency exchange rates US\$=90JPY EUR=127JPY

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.