## Third Quarter of FY2010.3 Performance Outline

YAMAHA CORPORATION
February 3, 2010

|  | Three Months Results Ended Dec. 31, 2009 FY2010.3 | $\begin{gathered} \hline \text { Three Months Results } \\ \text { Ended Dec. 31, 2008 } \\ \text { (Previous Year) } \\ \text { FY2009.3 } \\ \hline \end{gathered}$ | Nine Months Results Ended Dec. 31, 2009 FY2010.3 | $\begin{aligned} & \text { Nine Months Results } \\ & \text { Ended Dec. } 31, \text {, } 2008 \\ & \text { (Prevevious Year) } \\ & \text { FY2009.3 } \\ & \hline \end{aligned}$ | Full Year Initial Projections (Apr. 30, 2009) FY2010.3 | Full Year Projections <br> FY2010.3 | Full Year Results (Previous Year) <br> FY2009.3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | 112.5 | 118.9 | 316.9 | 369.4 | 439.0 | 413.0 | 459.3 |
| Japan Sales <br> Overseas Sales | $\begin{array}{ll} 54.6 \\ 58.0 \\ & (58.5 \%) \\ \hline \end{array}$ | $\begin{array}{ll} 58.2 & (49.0 \%) \\ 60.7 & (51.0 \%) \end{array}$ | $\begin{array}{ll} 161.7 & (51.0 \%) \\ 155.1 & (49.0 \%) \\ \hline \end{array}$ | $\begin{array}{ll} 183.5 & (49.7 \%) \\ 185.9 & (50.3 \%) \end{array}$ | $\begin{array}{ll} 232.2 & (52.9 \%) \\ 206.8 & (47.1 \%) \end{array}$ | $\begin{array}{ll} 216.0 & (52.3 \%) \\ 197.0 & (47.7 \%) \end{array}$ | $\begin{array}{ll} 234.9 \\ 224.4 & (4.1 .1 \%) \\ (48.9 \%) \end{array}$ |
| Operating Income | 6.4 (5.6\%) | $8.9 \quad(7.5 \%)$ | 10.5 (3.3\%) | 22.2 (6.0\%) | 6.0 (1.4\%) | $6.0 \quad(1.5 \%)$ | 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) | $\begin{gathered} \text { 90/US\$ } \\ \text { 133/EUR } \end{gathered}$ | $\begin{aligned} & \text { 100/US\$ } \\ & \text { 163/EUR } \end{aligned}$ | $\begin{gathered} \text { 94/US\$ } \\ \text { 130/EUR } \end{gathered}$ | 104/US\$ <br> 159/EUR | - | $\begin{aligned} & \text { 93/US\$ } \\ & \text { 129/EUR } \end{aligned}$ | $\begin{array}{\|l} \hline \text { 102/US\$ } \\ \text { 153/EUR } \end{array}$ |
| ROE ( ${ }^{(1)}$ | 6.1\% | 6.8\% | 1.6\% | 4.0\% | 0.0\% | -0.6\% | -7.0\% |
| ROA ( ${ }^{\text {2 }}$ ) | 3.7\% | 4.2\% | 1.0\% | 2.5\% | 0.0\% | -0.4\% | -4.3\% |
| Earnings per share | - | - | 15.2 yen | 46.8 yen | 0 yen | -7.6 yen | -103.7yen |
| Capital Expenditure (Depreciation) | $\begin{gathered} 2.7 \\ (3.6) \end{gathered}$ | $\begin{gathered} 6.4 \\ (4.8) \end{gathered}$ | $\begin{array}{r} 7.7 \\ (10.3) \\ \hline \end{array}$ | $\begin{array}{r} 15.4 \\ (13.6) \\ \hline \end{array}$ | $\begin{array}{r} 18.3 \\ (15.2) \end{array}$ | $\begin{gathered} 15.9 \\ (14.2) \end{gathered}$ | $\begin{array}{r} 22.6 \\ (17.9) \end{array}$ |
| R\&D Expenditure | 5.0 | 5.0 | 15.7 | 17.2 | 21.0 | 21.0 | 23.2 |
| Free Cash Flows Operating Activities Investing Activities | $\begin{aligned} & 10.2 \\ & -2.5 \end{aligned}$ | $\begin{aligned} & -2.7 \\ & -3.6 \end{aligned}$ | $\begin{array}{r} 22.9 \\ -12.5 \end{array}$ | $\begin{aligned} & -17.5 \\ & -18.7 \end{aligned}$ | $\begin{array}{r} 27.9 \\ -18.0 \end{array}$ | $\begin{array}{r} 34.5 \\ -16.4 \end{array}$ | $\begin{array}{r} -2.2 \\ -26.0 \end{array}$ |
| 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 Overseas |  | - | $\begin{aligned} & 10,918 \\ & 16,232 \end{aligned}$ | $\begin{aligned} & 10,872 \\ & 16,587 \end{aligned}$ | $\begin{aligned} & 10,850 \\ & 16,150 \end{aligned}$ | $\begin{aligned} & 10,850 \\ & 15,950 \end{aligned}$ | $\begin{aligned} & 10,765 \\ & 16,038 \end{aligned}$ |
| Total ( ${ }^{*} 3$ ) <br> (Changes from the changes in the scope of consolidation) | - - | - | $\begin{array}{r} 27,150 \\ (101) \end{array}$ | $\begin{array}{r} 27,459 \\ (186) \end{array}$ | $\begin{array}{r} 27,000 \\ (319) \end{array}$ | $\begin{array}{r} 26,800 \\ (75) \end{array}$ | $\begin{array}{r} 26,803 \\ (148) \end{array}$ |
| Sales by Business |  |  |  |  |  |  |  |
| 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\%) |
| AVIIT | 17.4 (15.4\%) | 16.6 (14.0\%) | 41.9 (13.2\%) | 46.9 (12.7\%) | 53.0 (12.1\%) | 53.5 (12.9\%) | $56.7 \quad(12.3 \%)$ |
| 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 |
| AVIIT | 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 | .- | 6.1 |


| 274.6 |  |
| ---: | :---: |
| 1.2 | $(0.5 \%)$ |
| 4.4 | $(1.6 \%)$ |
| -18.9 |  |

[^0]* 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.


[^0]:    * 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

