First Quarter of FY2018.3 Performance Outline

YAMAHA CORPORATION August 1, 2017

(billions of yen)

(Previous Year) (Previous Year) (Previous Year) (Full Year) (Full Year) (Full Year) (announced on May 1, 2017) FY 2017.3 FY 2018.3 FY 2018.3 FY 2018.3 FY 2018.3 Net Sales 98.4 101.2 408.2 432.0 427.0		40.5	40.5	, , , , , , , , , , , , , , , , , , ,	D 1 2	(billions of yen)
Net Sales 98.4 101.2 408.2 432.0 427.0 427.0 34.5 (34.0%) 34.5 (34.0%) 34.5 (34.0%) 34.5 (34.0%) 34.8 (33.9%) 34.8 (32.9%) 34.8 (33.9%) 34.8 (32.9%) 34.8 (33.9%		1Q Results	1Q Results	Results	Projections	Initial Projections
Net Sales			F)/00/10 0			(announced on May 1, 2017)
Sales in Japan						
Overseas Sales 64.0 (66.8) (66.8) (66.8) (66.9%) 269.8 (66.1%) 293.8 (68.0%) 289.2 (67.7%) Operating Income 11.8 (12.9%) 11.6 (11.4%) 44.3 (10.9%) 50.0 (11.9%) 48.5 (11.4%) Ordinary Income 11.5 (11.5%) 11.6 (11.4%) 44.9 (11.0%) 50.0 (11.9%) 48.5 (11.4%) Net Income 22.5 (22.9%) 9.3 (9.9%) 46.7 (11.4%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 39.0 (9.9%) 410.0 9.0 110.0 9.0 110.0 9.0 110.0 110.0 9.0 110.0 9.0 110.0 9.0 11.0 9.0						
Departing Income	Sales in Japan	` ′	, ,			,
Ordinary Income	Overseas Sales	64.0 (65.0%)	66.8 (66.0%)			289.2 (67.7%)
Net Income (**)	Operating Income	, ,	, ,			, ,
Currency Exchange Rate (Settlement Rate) (Sett	-	11.5 (11.6%)			, ,	, ,
Settlement Rate) (=yen)	Net Income (*1)	, ,	9.3 (9.2%)	46.7 (11.4%)		,
ROE (*2) 30.1 % 10.0 % 14.0 % 10.2 % 7.2 % ROA (*3) 19.7 % 7.0 % 9.4 % 7.2 % 7.2 % Earnings per Share 119.8 yen 49.8 yen 249.2 yen 208.1 yen 208.0 yen Capital Expenditures 3.6 3.5 17.5 25.9 28.4 (Depreciation Expenses) (2.8) (2.7) (11.1) (10.8) (11.1) R&D Expenses 6.0 6.2 24.4 26.3 26.8 Cash Flows 26.6 1.9 39.1 51.0 53.0 Investing Activities -3.2 -6.8 -9.7 -27.0 -28.0 Total -0.6 -4.9 29.4 24.0 25.0 Inventories at End of Period 93.3 100.1 93.1 92.1 89.7 Number of Employees Japan 6,226 6,013 5,937 5,900 5,900 Total (*0 20,639 20,360 20,175 20,900 20,900 (Charges for on the changes in the specied of multi-dependent 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 7,200 Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,20	Currency Exchange Rate	111 /US\$	111 /US\$	108 /US\$	110 /US\$(*5)	110 /US\$
ROA (*3)	(Settlement Rate) (=yen)	126 /EUR	121 /EUR	121 /EUR	123 /EUR	120 /EUR
Earnings per Share	ROE (*2)	30.1 %	10.0 %	14.0 %	10.2 %	10.2 %
Capital Expenditures 3.6 3.5 17.5 25.9 28.4 (Depreciation Expenses) (2.8) (2.7) (11.1) (10.8) (11.1) R&D Expenses 6.0 6.2 24.4 26.3 26.8 Cash Flows Operating Activities 2.6 1.9 39.1 51.0 53.0 Investing Activities -3.2 -6.8 -9.7 -27.0 -28.0 Total -0.6 -4.9 29.4 24.0 25.0 Inventories at End of Period 93.3 100.1 93.1 92.1 89.7 Number of Employees Japan 6,226 6,013 5,937 5,900 5,900 Overseas 14,413 14,347 14,238 15,000 15,000 Total (*4) 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the seriod) 8,239 7,802 7,938 7,400 7,200 Sales by Business Segment Musical Instruments 64.7 (65.7%) 65.6 (64.7%)	ROA ^(*3)	19.7 %	7.0 %	9.4 %	7.2 %	7.2 %
Compreciation Expenses Cab Cab	Earnings per Share	119.8 yen	49.8 yen	249.2 yen	208.1 yen	208.0 yen
R&D Expenses 6.0 6.2 24.4 26.3 26.8	Capital Expenditures	3.6	3.5	17.5	25.9	28.4
Cash Flows Operating Activities 2.6 1.9 39.1 51.0 53.0 Investing Activities -3.2 -6.8 -9.7 -27.0 -28.0 Total -0.6 -4.9 29.4 24.0 25.0 Inventories at End of Period 93.3 100.1 93.1 92.1 89.7 Number of Employees Japan 6,226 6,013 5,937 5,900 5,900 Overseas 14,413 14,347 14,238 15,000 15,000 Total ^(*4) 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the scope of consolidation in the scope of consolidatio	(Depreciation Expenses)	(2.8)	(2.7)	(11.1)	(10.8)	(11.1)
Operating Activities 2.6 1.9 39.1 51.0 53.0 Investing Activities -3.2 -6.8 -9.7 -27.0 -28.0 Total -0.6 -4.9 29.4 24.0 25.0 Inventories at End of Period 93.3 100.1 93.1 92.1 89.7 Number of Employees Japan 6,226 6,013 5,937 5,900 5,900 Overseas 14,413 14,347 14,238 15,000 15,000 Total ⁽⁴⁾ 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the scope of consolidation) (-125) (-)	R&D Expenses	6.0	6.2	24.4	26.3	26.8
Investing Activities	Cash Flows					
Total	Operating Activities	2.6	1.9	39.1	51.0	53.0
Number of Employees	Investing Activities	-3.2	-6.8	-9.7	-27.0	-28.0
Number of Employees Japan 6,226 6,013 5,937 5,900 5,900	Total	-0.6	-4.9	29.4	24.0	25.0
Dapan Coverseas Coversea	Inventories at End of Period	93.3	100.1	93.1	92.1	89.7
Overseas 14,413 14,347 14,238 15,000 15,000 Total (*4) 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the scope of consolidation) (-125) (-) <	Number of Employees					
Overseas 14,413 14,347 14,238 15,000 15,000 Total (*4) 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the scope of consolidation) (-125) (-) <	Japan	6,226	6,013	5,937	5,900	5,900
Total (*4) 20,639 20,360 20,175 20,900 20,900 (Changes from the changes in the scope of consolidation) (-125) (-) (-) Temporary Staff (average during the period) 8,239 7,802 7,938 7,400 7,200 Sales by Business Segment Musical Instruments 64.7 (65.7%) 65.6 (64.7%) 257.7 (63.1%) 271.5 (62.9%) 269.0 (63.0%) Audio Equipment 25.5 (26.0%) 26.5 (26.2%) 26.5 (26.2%) 35.1 (8.6%) 36.0 (8.3%) 35.0 (8.2%) Operating Income by Business Segment Musical Instruments 9.4 8.3 32.1 35.5 35.0 Audio Equipment 2.0 11.5 10.4 12.0 11.5 Audio Equipment 2.0 10.4 12.0 11.5 Audio Equipment 2.0 11.5 10.4 12.0 11.5 Audio Equipment 2.0 11.5 10.4 12.0 11.5 Audio Equipment 2.0 10.4	-	•	•	14,238	15,000	15,000
(Changes from the changes in the scope of consolidation) (-125) (-) (25.0	Total ^(*4)					
Temporary Staff (average during the period)	(Changes from the changes in		·			·
Sales by Business Segment 64.7 (65.7%) 65.6 (64.7%) 257.7 (63.1%) 271.5 (62.9%) 269.0 (63.0%) Audio Equipment 25.5 (26.0%) 26.5 (26.2%) 115.5 (28.3%) 124.5 (28.8%) 123.0 (28.8%) Others 8.2 (8.3%) 9.2 (9.1%) 35.1 (8.6%) 36.0 (8.3%) 35.0 (8.2%) Operating Income by Business Segment 8.3 (32.1 (35.5 (35.5)) 35.5 (35.0 (35.0)) 35.0 (35.0) 35.0 (35.0) Audio Equipment 2.0 (1.9) 1.9 (10.4) 12.0 (11.5) 11.5	Temporary Staff	· · · · · · · · · · · · · · · · · · ·				
Musical Instruments 64.7 (65.7%) 65.6 (64.7%) 257.7 (63.1%) 271.5 (62.9%) 269.0 (63.0%) Audio Equipment 25.5 (26.0%) 26.5 (26.2%) 115.5 (28.3%) 124.5 (28.8%) 123.0 (28.8%) Others 8.2 (8.3%) 9.2 (9.1%) 35.1 (8.6%) 36.0 (8.3%) 35.0 (8.2%) Operating Income by Business Segment 8.3 32.1 (35.5) 35.0 (35.0) 35.0 (35.0) Audio Equipment 2.0 1.9 10.4 (12.0) 11.5			1,00=	1,000	1,100	,
Audio Equipment 25.5 (26.0%) 26.5 (26.2%) 115.5 (28.3%) 124.5 (28.8%) 123.0 (28.8%) Others 8.2 (8.3%) 9.2 (9.1%) 35.1 (8.6%) 36.0 (8.3%) 35.0 (8.2%) Operating Income by Business Segment 8.3 (8.3%) 32.1 (8.6%) 35.5 (8.6%) 35.0 (8.2%) Audio Equipment 2.0 (1.9) 10.4 (12.0) 11.5 (28.3%) 124.5 (28.8%) 123.0 (28.8%)	-	64.7 (65.7%)	65.6 (64.7%)	257.7 (63.1%)	271.5 (62 9%)	269.0 (63.0%)
Others 8.2 (8.3%) 9.2 (9.1%) 35.1 (8.6%) 36.0 (8.3%) 35.0 (8.2%) Operating Income by Business Segment Musical Instruments 9.4 8.3 32.1 35.5 35.0 35.0 40.4 12.0 11.5 Audio Equipment 2.0 1.9 10.4 12.0 11.5		0			` ′	
Operating Income by Business Segment 9.4 8.3 32.1 35.5 35.0 Audio Equipment 2.0 1.9 10.4 12.0 11.5		, ,			, ,	05.0
Business Segment 9.4 8.3 32.1 35.5 35.0 Audio Equipment 2.0 1.9 10.4 12.0 11.5		(0.070)	3.2 (3.170)	(0.070)	(3.370)	(0.270)
Audio Equipment 2.0 1.9 10.4 12.0 11.5	1					
	Musical Instruments	9.4	8.3	32.1	35.5 .	35.0
	Audio Equipment	2.0	1.9	10.4	12.0	11.5
	Others	0.4	1.4	1.7	2.5	2.0

Non-Consolidated Basis

Net Sales	58.3	59.9	215.8
Operating Income	5.0 (8.6%)	7.1 (11.9%)	15.6 (7.2%)
Ordinary Income	12.0 (20.6%)	14.8 (24.7%)	26.6 (12.3%)
Net Income	22.1 (37.8%)	12.8 (21.4%)	34.0 (15.7%)

- * 1 Net income is presented as net income attributable to owners of parent on the consolidate financial statements.
- *2,3 ROE and ROA are calculated on an annually adjusted basis.
- *4 Number of employees = Number of full-time staff at end of period
- *5 2Q-4Q currency exchange rates US\$1=110JPY, EUR1=125JPY (exchange contract rate for Q2 EUR1=123JPY)

Consolidated financial forecasts were prepared based on information available at the time of the announcement and do not represent promises by the Company or its management that these performance figures will be attained.

Actual consolidated results may differ from forecasts owing to a wide range of factors.