

Second Quarter of FY2014.3 Performance Outline

YAMAHA CORPORATION

October 31, 2013

(billions of yen)

	Six Months Initial Projections (announced on July 31, 2013)	Six Months Results Ended Sept. 30, 2013	Six Months Results Ended Sept. 30, 2012 (Previous Year)	Initial Projections (Full Year) (announced on July 31, 2013)	Projections (Full Year)	Results (Previous Year)
	FY2014.3	FY2014.3	FY2013.3	FY2014.3	FY2014.3	FY2013.3
Net Sales	196.5	197.7	176.8	408.0	408.0	366.9
Japan Sales	81.3 (41.4%)	82.3 (41.6%)	84.4 (47.8%)	165.8 (40.6%)	166.2 (40.7%)	165.8 (45.2%)
Overseas Sales	115.2 (58.6%)	115.4 (58.4%)	92.4 (52.2%)	242.2 (59.4%)	241.8 (59.3%)	201.2 (54.8%)
Operating Income	11.5 (5.9%)	13.7 (6.9%)	6.8 (3.9%)	20.0 (4.9%)	22.0 (5.4%)	9.2 (2.5%)
Ordinary Income	11.0 (5.6%)	13.5 (6.8%)	6.1 (3.5%)	18.5 (4.5%)	20.5 (5.0%)	8.6 (2.3%)
Net Income	10.0 (5.1%)	12.5 (6.3%)	3.3 (1.9%)	16.5 (4.0%)	18.0 (4.4%)	4.1 (1.1%)
Currency Exchange Rate (Settlement Rate) (=yen)	96/US\$ 123/EUR	98/US\$ 125/EUR	80/US\$ 105/EUR	96/US\$ 124/EUR	97/US\$ ⁽⁵⁾ 127/EUR	82/US\$ 103/EUR
ROE ⁽¹⁾	8.6%	10.6%	3.4%	7.0%	7.5%	1.9%
ROA ⁽²⁾	5.0%	6.1%	1.9%	4.2%	4.5%	1.1%
Earnings per Share	51.6 yen	64.6 yen	17.3 yen	85.2 yen	93.0 yen	21.3 yen
Capital Expenditure (Depreciation)	7.6 (6.2)	4.9 6.0	5.8 (5.4)	14.8 (13.7)	12.0 (13.1)	13.8 (11.6)
R&D Expenditure	11.8	10.7	11.0	24.0	23.0	22.1
Cash Flows						
Operating Activities	3.7	4.3	-4.6	26.3	26.5	7.8
Investing Activities	-4.7	-2.5	-5.8	-11.8	-7.3	-12.6
Total	-1.0	1.8	-10.5	14.5	19.2	-4.9
Inventories at End of Period	89.2	90.5	83.7	79.4	80.3	82.0
Number of Employees						
Japan	7,100	6,991	7,538	7,000	6,900	7,143
Overseas	13,100	12,901	12,551	13,200	13,200	12,545
Total ⁽³⁾	20,200	19,892	20,089	20,200	20,100	19,688
(Changes from the changes in the scope of consolidation)	(50)	(46)	(169)	(55)	(50)	(173)
Temporary Staff (average during the period)	8,900	8,604	8,598	8,200	8,200	8,198
Sales by Business Segment						
Musical Instruments ⁽⁴⁾	126.5 (64.4%)	126.9 (64.2%)	115.0 (65.0%)	258.0 (63.2%)	258.5 (63.4%)	235.5 (64.2%)
Audio Equipment ⁽⁴⁾	48.5 (24.7%)	48.7 (24.7%)	41.5 (23.5%)	106.0 (26.0%)	105.0 (25.7%)	92.6 (25.2%)
Electronic Devices	9.5 (4.8%)	10.1 (5.1%)	7.9 (4.5%)	19.0 (4.7%)	20.0 (4.9%)	15.0 (4.1%)
Others	12.0 (6.1%)	11.9 (6.0%)	12.4 (7.0%)	25.0 (6.1%)	24.5 (6.0%)	23.8 (6.5%)
Operating Income by Business Segment						
Musical Instruments ⁽⁴⁾	7.5	9.6	4.7	14.0	16.0	6.4
Audio Equipment ⁽⁴⁾	3.0	2.6	2.3	5.5	5.0	4.6
Electronic Devices	0.5	1.2	-0.9	0	0.5	-2.0
Others	0.5	0.3	0.7	0.5	0.5	0.3

Non-Consolidated Basis

Net Sales	119.7	124.7	231.4
Operating Income	7.0 (5.8%)	1.9 (1.5%)	-4.2 -
Ordinary Income	12.7 (10.6%)	5.7 (4.5%)	6.2 (2.7%)
Net Income	14.0 (11.7%)	4.8 (3.9%)	5.8 (2.5%)

* 1, 2 The ROE and ROA for the interim period are calculated on an annually adjusted basis.

* 3 Number of Employees = Number of full-time staff at end of the period

* 4 Effective in the first quarter of FY2014.3, AV/IT segment was renamed audio equipment segment, and the PA equipment business, which was previously reported as part of the musical instruments segment has now been reported as part of the audio equipment business. The above figures of FY2013.3 reflect the new segments accordingly.

* 5 2H Currency Exchange Rates US\$=95JPY EUR=130JPY

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.