

# First Quarter of FY2018.3 Performance Outline

YAMAHA CORPORATION  
August 1, 2017  
(billions of yen)

	1Q Results (Previous Year) FY2017.3	1Q Results FY2018.3	Results (Previous Year) FY2017.3	Projections (Full Year) FY2018.3	Initial Projections (Full Year) (announced on May 1, 2017) FY2018.3
Net Sales	98.4	101.2	408.2	432.0	427.0
Sales in Japan	34.4 (35.0%)	34.5 (34.0%)	138.4 (33.9%)	138.2 (32.0%)	137.8 (32.3%)
Overseas Sales	64.0 (65.0%)	66.8 (66.0%)	269.8 (66.1%)	293.8 (68.0%)	289.2 (67.7%)
Operating Income	11.8 (12.0%)	11.6 (11.4%)	44.3 (10.9%)	50.0 (11.6%)	48.5 (11.4%)
Ordinary Income	11.5 (11.6%)	11.2 (11.1%)	44.9 (11.0%)	50.0 (11.6%)	48.5 (11.4%)
Net Income <sup>(*)</sup>	22.5 (22.9%)	9.3 (9.2%)	46.7 (11.4%)	39.0 (9.0%)	39.0 (9.1%)
Currency Exchange Rate (Settlement Rate) (=yen)	111 /US\$ 126 /EUR	111 /US\$ 121 /EUR	108 /US\$ 121 /EUR	110 /US\$ <sup>(*)</sup> 123 /EUR	110 /US\$ 120 /EUR
ROE <sup>(*)</sup>	30.1 %	10.0 %	14.0 %	10.2 %	10.2 %
ROA <sup>(*)</sup>	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 (Depreciation Expenses)	3.6 (2.8)	3.5 (2.7)	17.5 (11.1)	25.9 (10.8)	28.4 (11.1)
R&D Expenses	6.0	6.2	24.4	26.3	26.8
<b>Cash Flows</b>					
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
<b>Number of Employees</b>					
Japan	6,226	6,013	5,937	5,900	5,900
Overseas	14,413	14,347	14,238	15,000	15,000
Total <sup>(*)</sup>	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
<b>Sales by Business Segment</b>					
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%)
<b>Operating Income by Business Segment</b>					
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 consolidated 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.