

# FY2012 1<sup>st</sup> Quarter Business Results



**Yamaha Motor Co., Ltd.**

**May 14, 2012**

# Agenda

## **Consolidated Financial Results for the 1<sup>st</sup> Quarter of the FY2012**

**■ Outline - Kozo Shinozaki  
Director**

**■ Details – Takeo Ishii  
General Manager of Finance and  
Accounting Division**

**● Notice regarding the forecast consolidated results:**

Forecast consolidated results stated herein are based on the management's assumptions and beliefs in light of the information currently available, and involve risks and uncertainties. Please be advised that actual results may differ significantly from those discussed in the forecast consolidated results.

Potential risks and uncertainties include, but are not limited to, general economic conditions in Yamaha Motor's major markets, changing consumer preferences, and currency exchange rate fluctuations.

# Outline

**Kozo Shinozaki**

*Director*

# Financial Forecasts for FY 2012 (Feb.15 Released)



Sales increase for motorcycles in emerging markets and marine business offset yen appreciation  
 Setting R&D expense & depreciation cost aiming for future growth

Feb.15 Released	First Half	Full Year	
<b>Net Sales</b>	700.0	1,400.0	<b>(¥ Bil.)</b>
<b>Operating Income</b>	25.0	45.0	
<b>%</b>	3.6%	3.2%	
<b>Ordinary Income</b>	26.0	47.0	
<b>Net Income</b>	11.0	17.0	
<b>Exchange Rate (\$/€)</b>	\$77 € 100		

# Net Sales and Operating income (1Q)



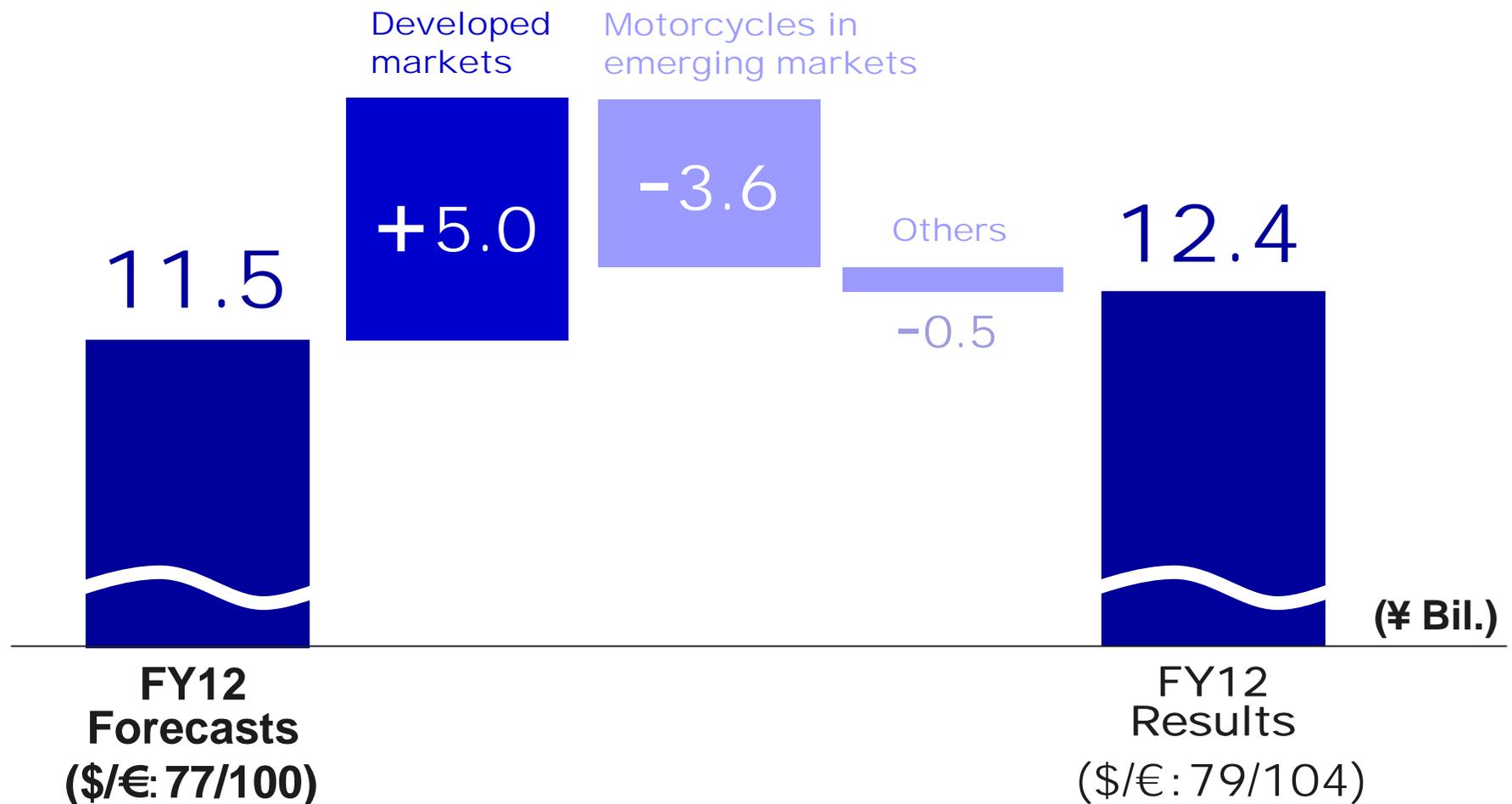
Exceed forecasts, absorbing emerging market's sales decrease by U.S.marine sales increase, yen depreciation vs. forecasts and expense cost reduction

	Forecasts	Results	
<b>Net Sales</b>	<b>330.0</b>	315.9	<b>(¥ Bil.)</b>
<b>Operating Income</b>	<b>11.5</b>	12.4	
<b>%</b>	<b>3.5%</b>	3.9%	
<b>Ordinary Income</b>	<b>12.0</b>	17.0	
<b>Net Income</b>	<b>4.0</b>	11.5	
<b>Exchange Rate (\$/€)</b>	<b>\$77 €100</b>	<b>\$79 € 104</b>	

# Changes in Operating Income vs. Forecasts (1Q)



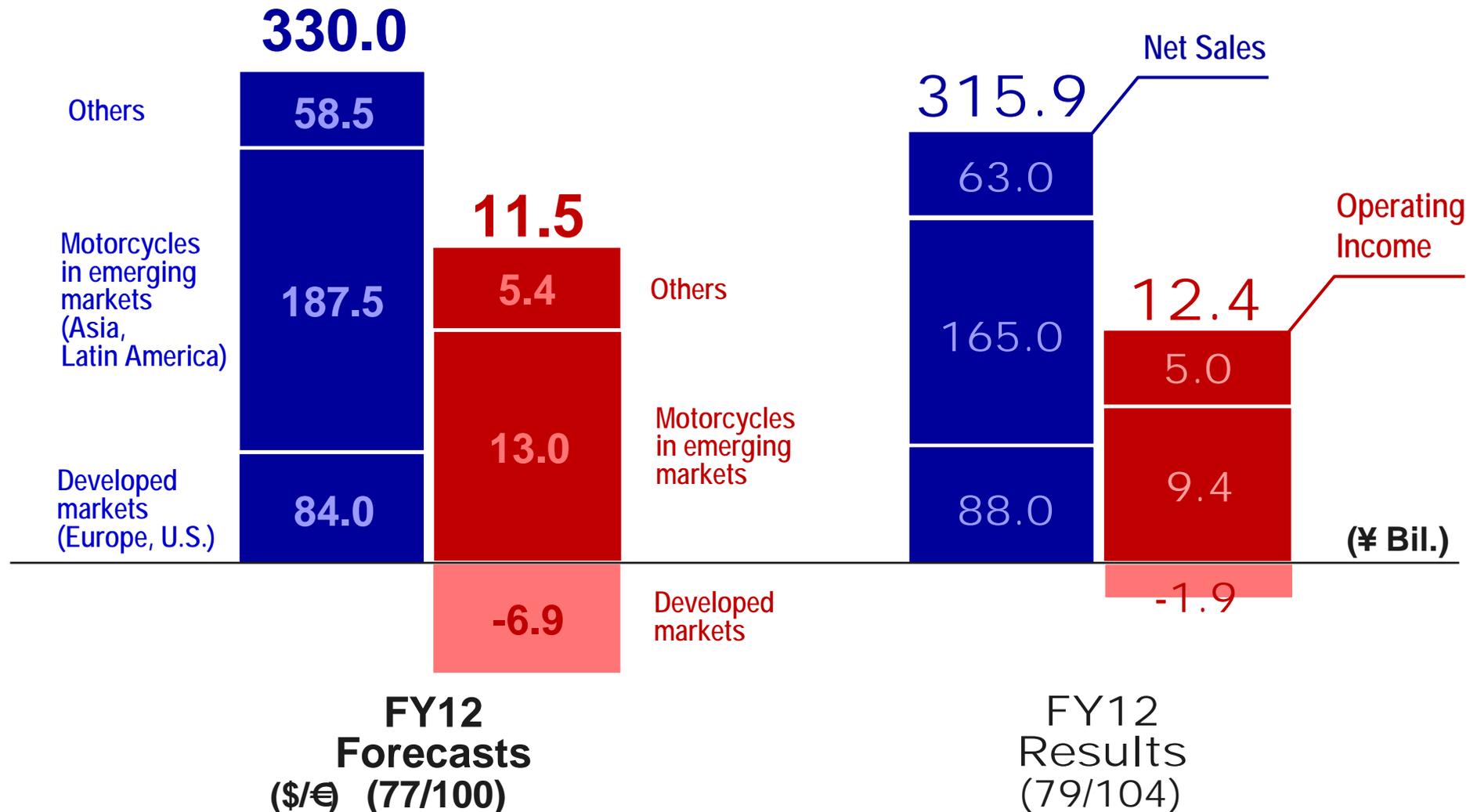
Developed market's profit increase made up for emerging market  
U.S. marine hit bottom, reduce SGA expense  
Launched new fuel injection scooters and enhanced promotion  
in ASEAN market



# Net Sales and Operating income (1Q)



Decrease operating loss in developed markets: -6.9 bil. → -1.9 bil.



\* Developed markets : Motorcycles in Japan, U.S. and Europe; and All-Terrain Vehicles, Outboard Motors, Personal Watercrafts and Snowmobiles  
 \* Others : Except Developed markets and Motorcycles in Emerging markets

# Details

**Takeo Ishii**

***General Manager of  
Finance and Accounting Division***

# Net Sales and Operating income (1Q)



Decreased sales due to emerging market's sales drop and yen appreciation (-14.6 bil.) despite U.S. markets shows recovery

Decreased profit for yen appreciation and PL reserve back effect, but exceed forecasts

	FY11 1Q	FY12 1Q	Forecasts	
<b>Net Sales</b>	<b>318.6</b>	315.9	<b>330.0</b>	(¥ Bil.)
<b>Operating Income</b>	<b>20.6</b>	12.4	<b>11.5</b>	
<b>%</b>	<b>6.5%</b>	3.9%	<b>3.5%</b>	
<b>Ordinary Income</b>	<b>26.3</b>	17.0	<b>12.0</b>	
<b>Net Income</b>	<b>13.4</b>	11.5	<b>4.0</b>	
<b>Exchange Rate (\$/€)</b>	<b>\$82 €113</b>	<b>\$79 € 104</b>	<b>\$77 €100</b>	

# Businesses in U.S. and Europe (1Q)



U.S. :Total demand hit bottom,both retail and wholesale increased from LY

Europe :Total demand continue decreasing, scooter new model sales is strong

	Total demand	Retail	Wholesale	YoY
Motorcycles in the U.S.	+6%	+10%	+33%	
ATV in the U.S.	+5%	+3%	-2%	
Outboard motors in the U.S.	+11%	+4%	+26%	
Motorcycles in Europe (Major country)	-10%	-8%	-1%	

\* Total demand is Yamaha survey

\* ATV : All-terrain vehicle

\* Major country : France,Italy,Spain,Germany,UK

# Sales in main countries in Asia (1Q)



## Indonesia (YIMM)

## Thailand (TYM)



Mio J



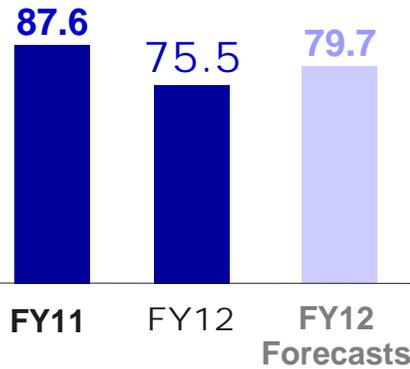
Soul GT



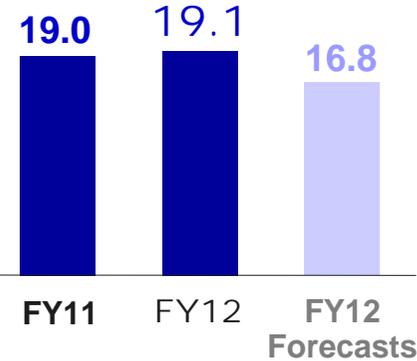
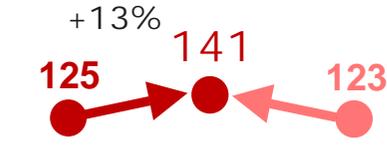
Fino



Unit sales (K Units)



Sales amount (¥ Bil.)



Mio 115i



Nouvo SX



Filano



TTX

## Vietnam (YMVN)

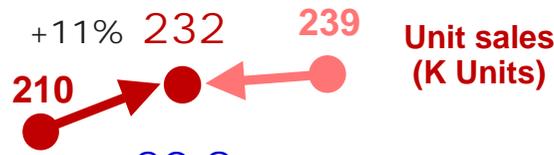
## India (IYM)



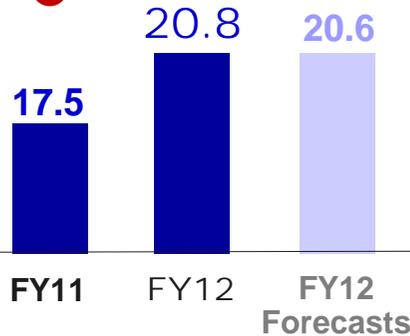
Nouvo SX



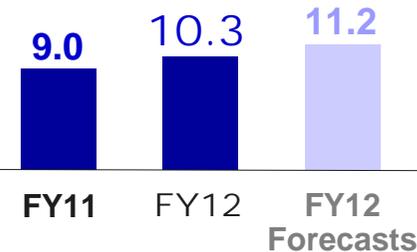
Nozza



Unit sales (K Units)



Sales amount (¥ Bil.)



Ray  
(Delhi Expo Exhibition Model)



YZF-R15

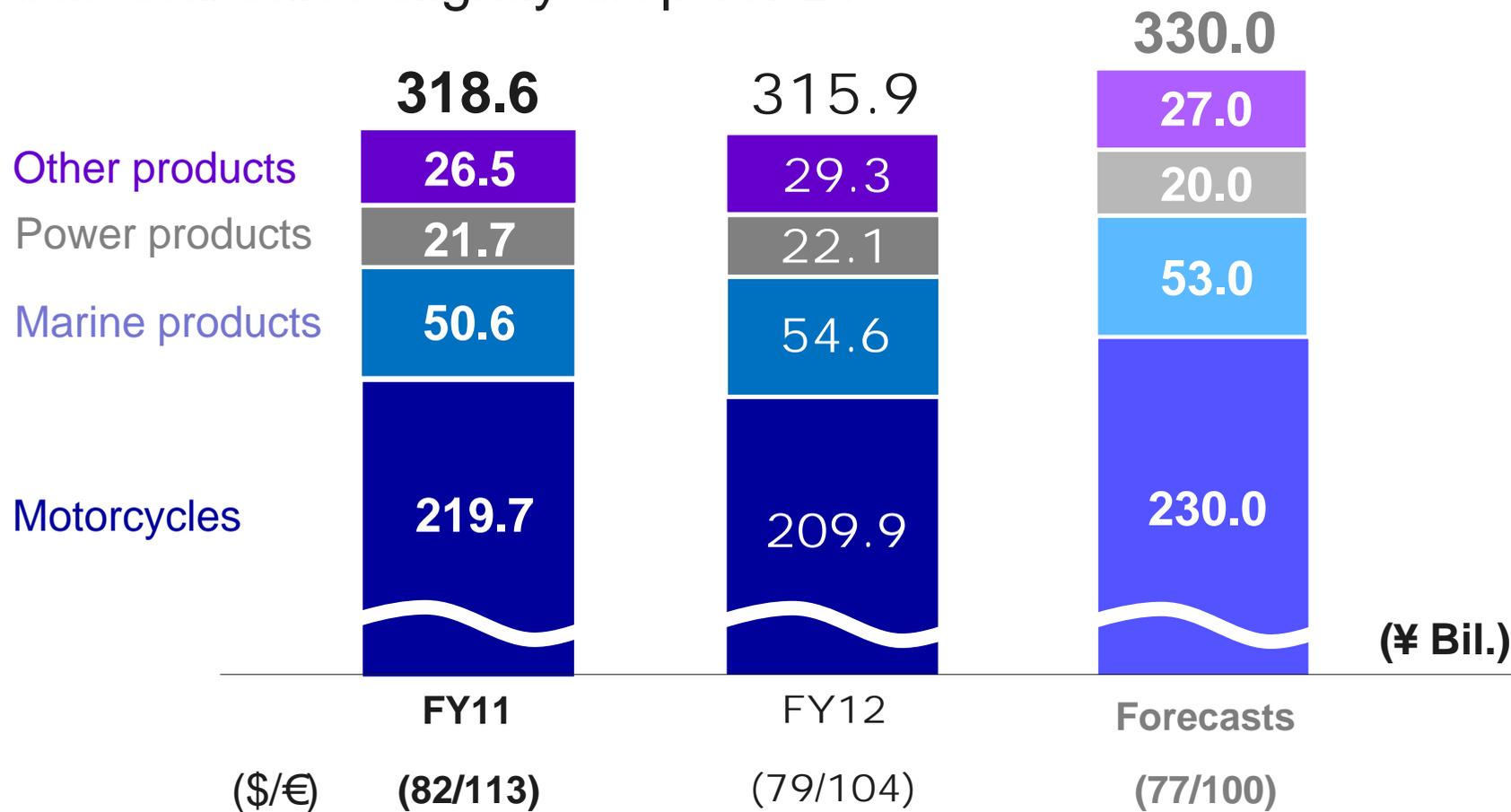
\* Unit sales consist only of sales in each nation, while sales amount includes exports from each nation.

# Sales by Business Segment (1Q)



Total sales decreased by sales drop in Motorcycles and yen appreciation

Sales increases in Marine, Power products and Other products, but total sales slightly drop vs. LY



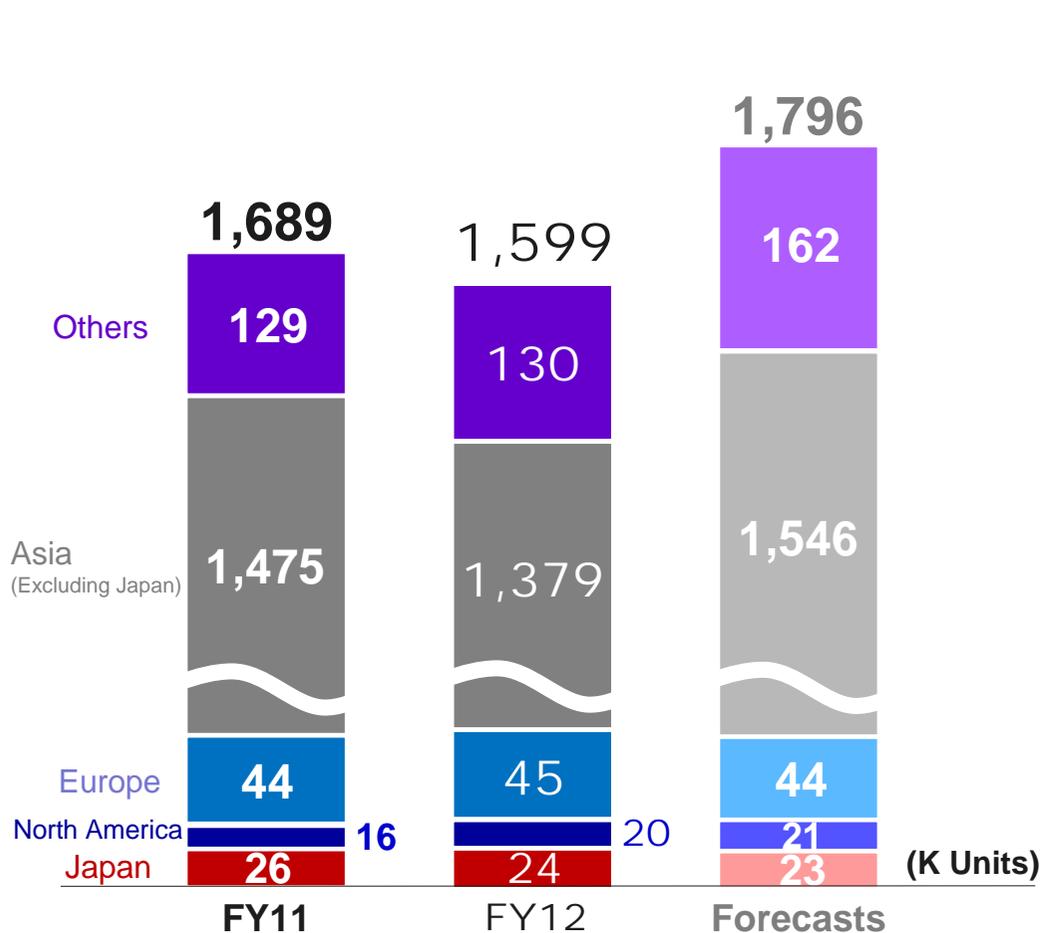
\* Other products : includes industrial machinery and robots

# Motorcycle Sales (1Q)

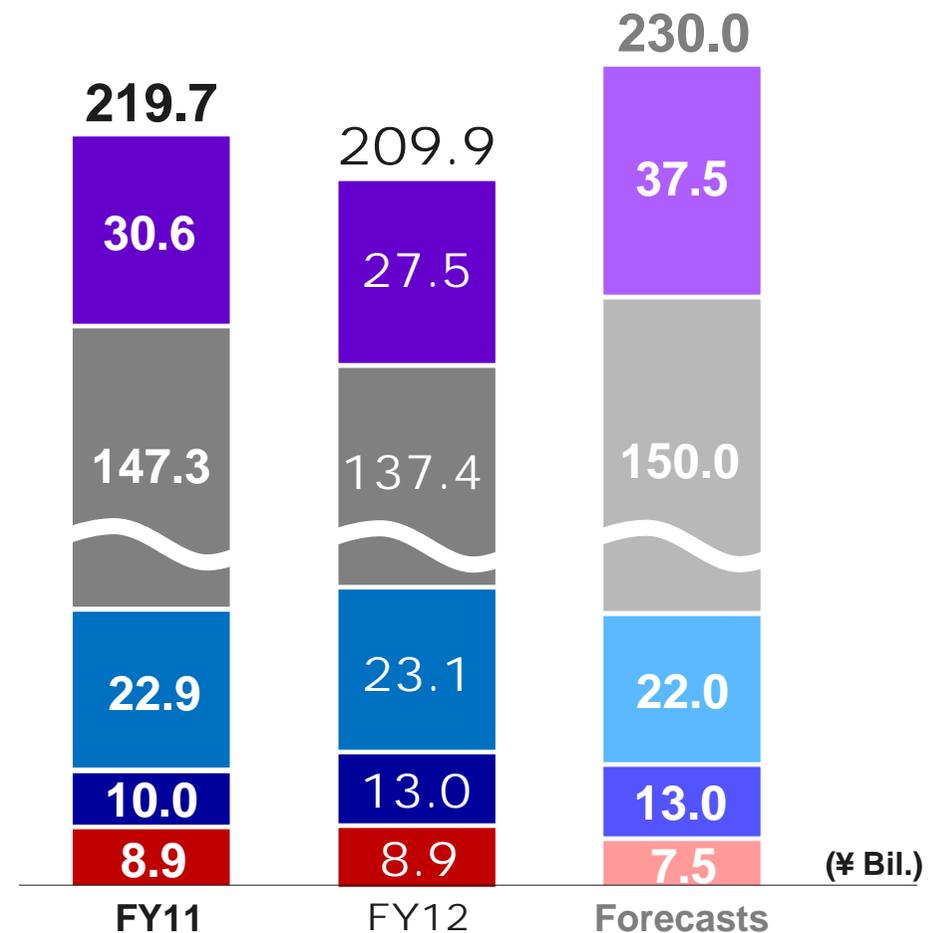


Hit bottom U.S. market, boost new scooter launch in ASEAN and Europe  
 Increased Sales in U.S. and Europe, decreased sales in Indonesia and Brazil

## Unit Sales



## Sales Amount



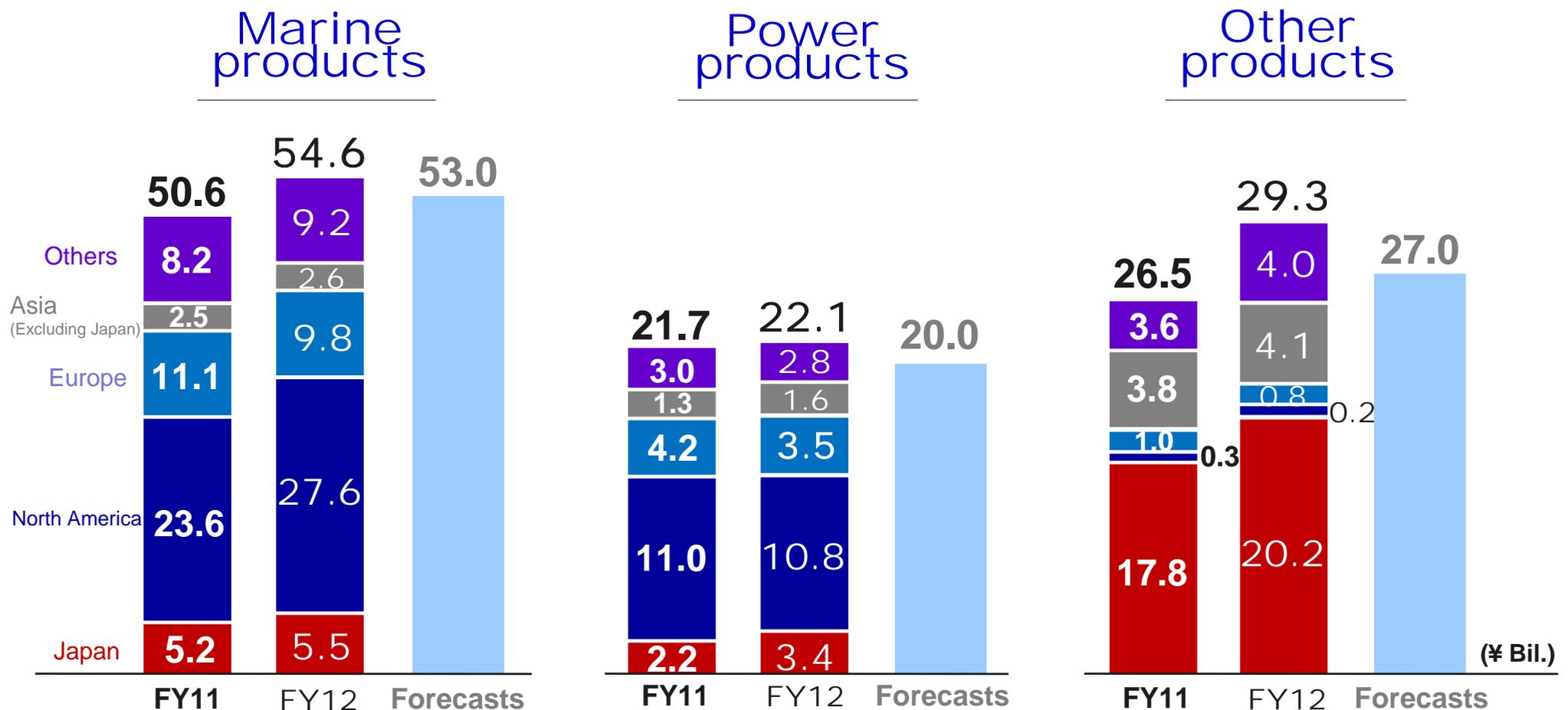
# Marine/ Power/ Other Products Sales (1Q)



Marine :Sales for Outboard motor and Personal water craft increased from LY due to North American market recovery

Power products :Generator sales increased in Japan, absorbing ATV sales drop

Other products :Automobile engine sales recovered

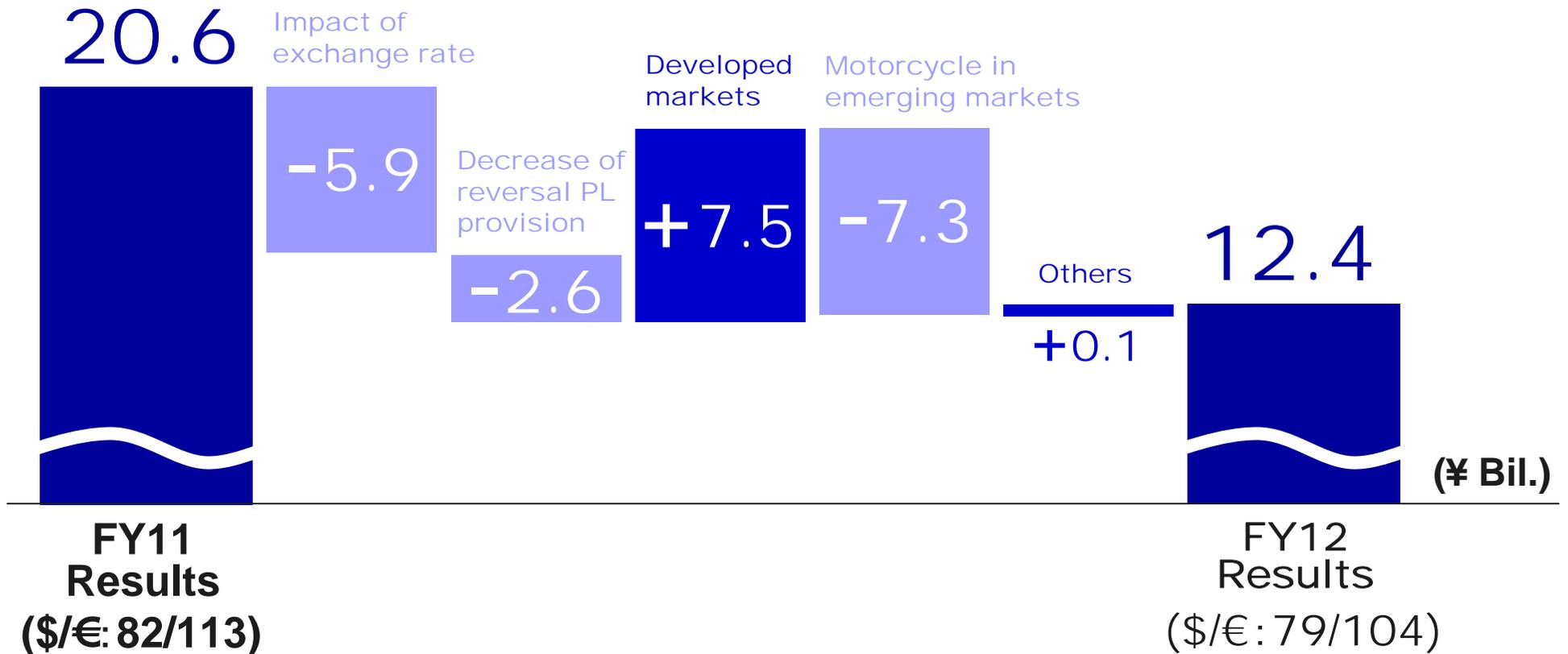


\* ATV : All-terrain vehicle  
 \* Other products : includes industrial machinery and robots

# Changes in Operating Income vs. FY11 (2012 Actual)



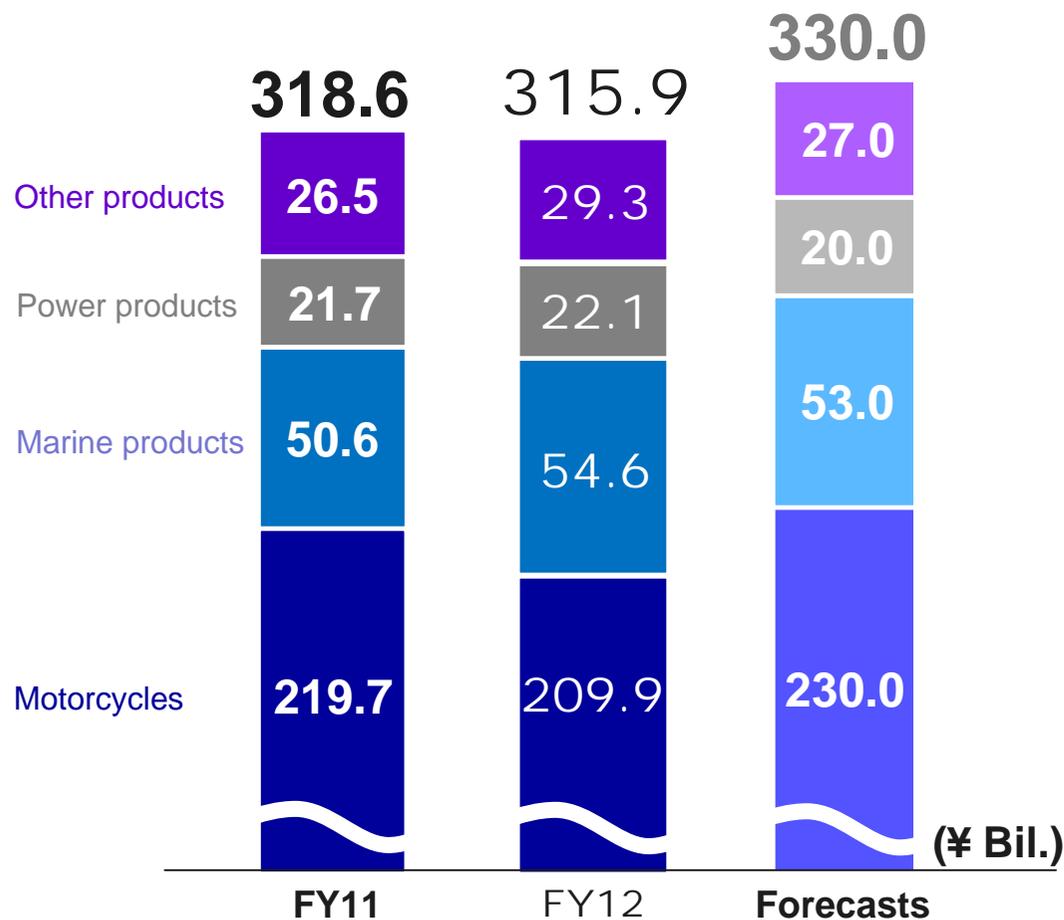
Developed market's profit increase made up for emerging market  
 U.S. marine, motorcycle sales hit bottom, increased production in Japan,  
 reduce SGA expense  
 Increased expense for Motorcycles in emerging markets and new fuel  
 injection products in ASEAN market



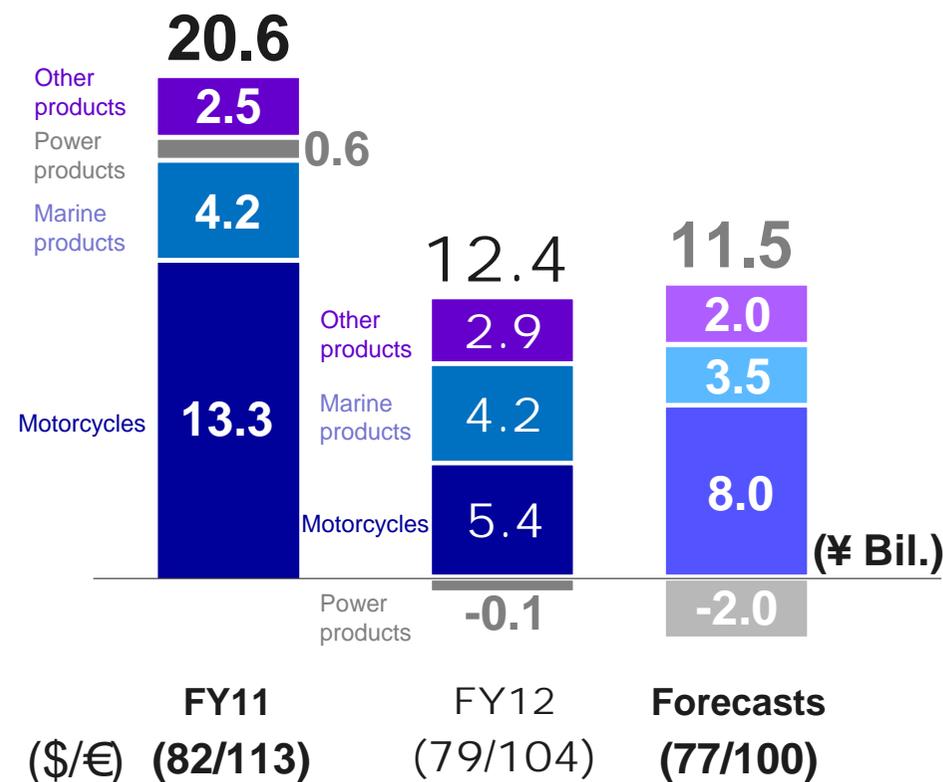
# Sales and Operating income by Business Segment (1Q)



## Sales Amount



## Operating Income



\* Other products : includes industrial machinery and robots



# Sales and Operating Income by Business Segment (1Q)



## Sales (Billion yen)

	FY11 Result	FY12 Forecasts	FY12 Result	vs. FY11	vs. Forecasts
Motorcycles	219.7	230.0	209.9	-4.5%	-8.7%
Marine Products	50.6	53.0	54.6	7.8%	3.0%
Power Products	21.7	20.0	22.1	1.7%	10.5%
Industrial Machinery & Robots	8.4	8.5	7.6	-8.8%	-10.4%
Other Products	18.1	18.5	21.7	19.3%	17.1%
<b>Total</b>	<b>318.6</b>	<b>330.0</b>	<b>315.9</b>	<b>-0.8%</b>	<b>-4.3%</b>

## Operating Income (Billion yen)

Motorcycles	13.3	8.0	5.4	-59.0%	-31.9%
Marine Products	4.2	3.5	4.2	0.6%	20.8%
Power Products	0.6	-2.0	-0.1	-	-
Industrial Machinery & Robots	1.7	1.0	0.8	-54.4%	-23.9%
Other Products	0.9	1.0	2.1	142.7%	111.9%
<b>Total</b>	<b>20.6</b>	<b>11.5</b>	<b>12.4</b>	<b>-39.7%</b>	<b>8.1%</b>

## Operating Income Margin (%)

Motorcycles	6.0%	3.5%	2.6%	-3.5%	-0.9%
Marine Products	8.3%	6.6%	7.7%	-0.6%	1.1%
Power Products	2.7%	-10.0%	-0.6%	-3.3%	9.4%
Industrial Machinery & Robots	20.0%	11.8%	10.0%	-10.0%	-1.8%
Other Products	4.8%	5.4%	9.8%	5.0%	4.4%
<b>Total</b>	<b>6.5%</b>	<b>3.5%</b>	<b>3.9%</b>	<b>-2.5%</b>	<b>0.5%</b>

## (Reference) Motorcycles + ATVs

<b>Sales</b>	<b>230.2</b>	<b>239.0</b>	<b>219.2</b>	<b>-4.8%</b>	<b>-8.3%</b>
<b>Operating Income</b>	<b>13.8</b>	<b>5.5</b>	<b>4.7</b>	<b>-65.6%</b>	<b>-13.8%</b>
<b>Operating Income Margin</b>	<b>6.0%</b>	<b>2.3%</b>	<b>2.2%</b>	<b>-3.8%</b>	<b>-0.1%</b>

\* ATV : All-terrain vehicle

# Sales and Operating Income by Business Segment (2011 Results/2012 Forecasts)



## Sales(Billion yen)

	FY11 1Q results	FY11 2Q results	FY11 3Q results	FY11 4Q results	FY11 results	FY12 1H forecasts	FY12 forecasts
Motorcycles	219.7	242.5	229.2	196.0	887.6	490.0	995.0
Marine Products	50.6	51.4	38.3	38.5	178.9	110.0	195.0
Power Products	21.7	23.0	26.4	29.1	100.3	45.0	100.0
Industrial Machinery & Robots	8.4	9.5	8.7	7.8	34.3	19.0	39.0
Other Products	18.1	18.0	20.0	19.0	75.1	36.0	71.0
<b>Total</b>	<b>318.6</b>	<b>344.5</b>	<b>322.6</b>	<b>290.4</b>	<b>1,276.2</b>	<b>700.0</b>	<b>1,400.0</b>

## Operating Income ( Billion yen)

Motorcycles	13.3	10.3	9.4	-5.4	27.6	19.0	40.0
Marine Products	4.2	1.7	2.7	-1.5	7.1	6.0	5.0
Power Products	0.6	5.1	3.7	-1.9	7.5	-5.0	-10.0
Industrial Machinery & Robots	1.7	2.1	1.7	0.8	6.3	2.8	6.5
Other Products	0.9	1.8	1.8	0.6	5.0	2.2	3.5
<b>Total</b>	<b>20.6</b>	<b>20.9</b>	<b>19.2</b>	<b>-7.3</b>	<b>53.4</b>	<b>25.0</b>	<b>45.0</b>

## Operating Income Margin (%)

Motorcycles	6.0%	4.2%	4.1%	-2.7%	3.1%	3.9%	4.0%
Marine Products	8.3%	3.2%	7.0%	-3.8%	4.0%	5.5%	2.6%
Power Products	2.7%	22.0%	13.9%	-6.4%	7.5%	-11.1%	-10.0%
Industrial Machinery & Robots	20.0%	21.8%	19.6%	10.5%	18.2%	14.7%	16.7%
Other Products	4.8%	10.1%	8.8%	3.0%	6.7%	6.1%	4.9%
<b>Total</b>	<b>6.5%</b>	<b>6.1%</b>	<b>5.9%</b>	<b>-2.5%</b>	<b>4.2%</b>	<b>3.6%</b>	<b>3.2%</b>

(Reference) Motorcycles + ATVs

<b>Sales</b>	<b>230.2</b>	<b>253.7</b>	<b>239.5</b>	<b>206.1</b>	<b>929.5</b>	<b>509.0</b>	<b>1035.0</b>
<b>Operating Income</b>	<b>13.8</b>	<b>14.0</b>	<b>10.7</b>	<b>-5.7</b>	<b>32.7</b>	<b>13.5</b>	<b>29.0</b>
<b>Operating Income Margin</b>	<b>6.0%</b>	<b>5.5%</b>	<b>4.5%</b>	<b>-2.8%</b>	<b>3.5%</b>	<b>2.7%</b>	<b>2.8%</b>

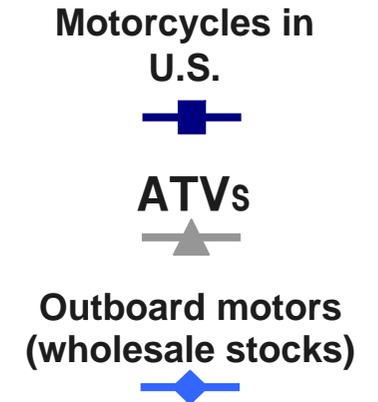
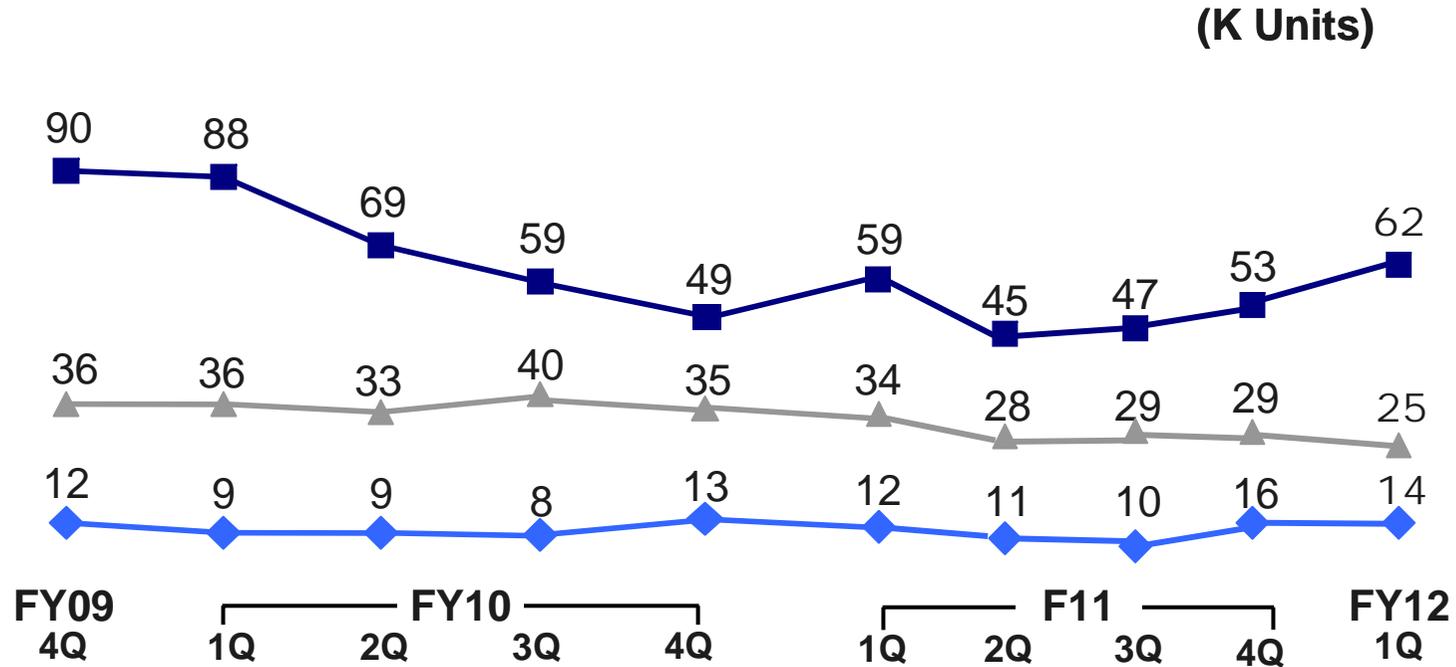
\* ATV : All-terrain vehicle

\* Figures for "Industrial Machinery & Robots" were separated from "Other Products" from 2011.

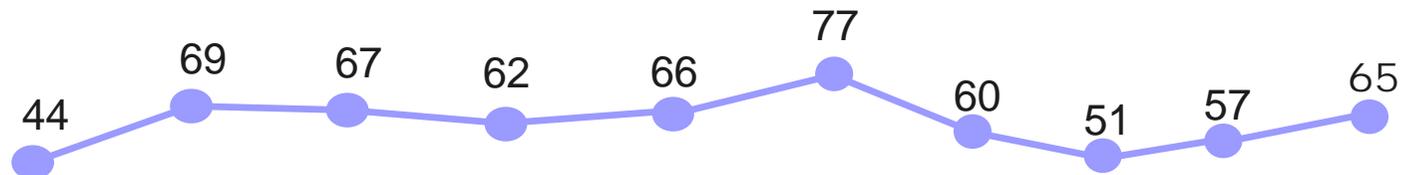
# Market Stocks in the U.S. and Europe



## Major Products in the U.S.

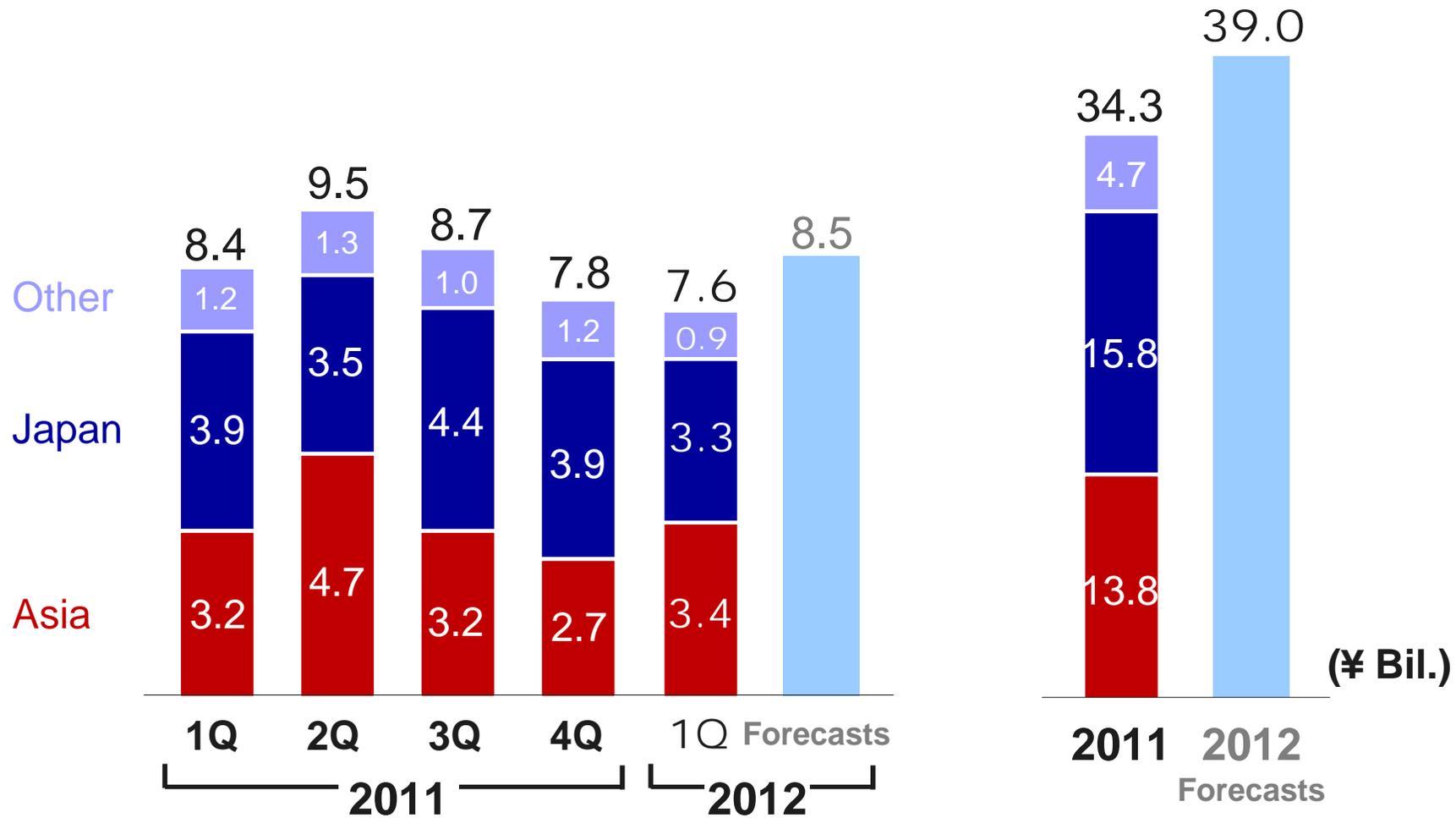


## Motorcycles in Europe



\* ATV : All-terrain vehicle

# Sales in Industrial Machinery and Robots Business (1Q)



\* Sales includes surface mounters, Robot and wheelchair.

# Exchange Rate Impacts (11 vs. 12)



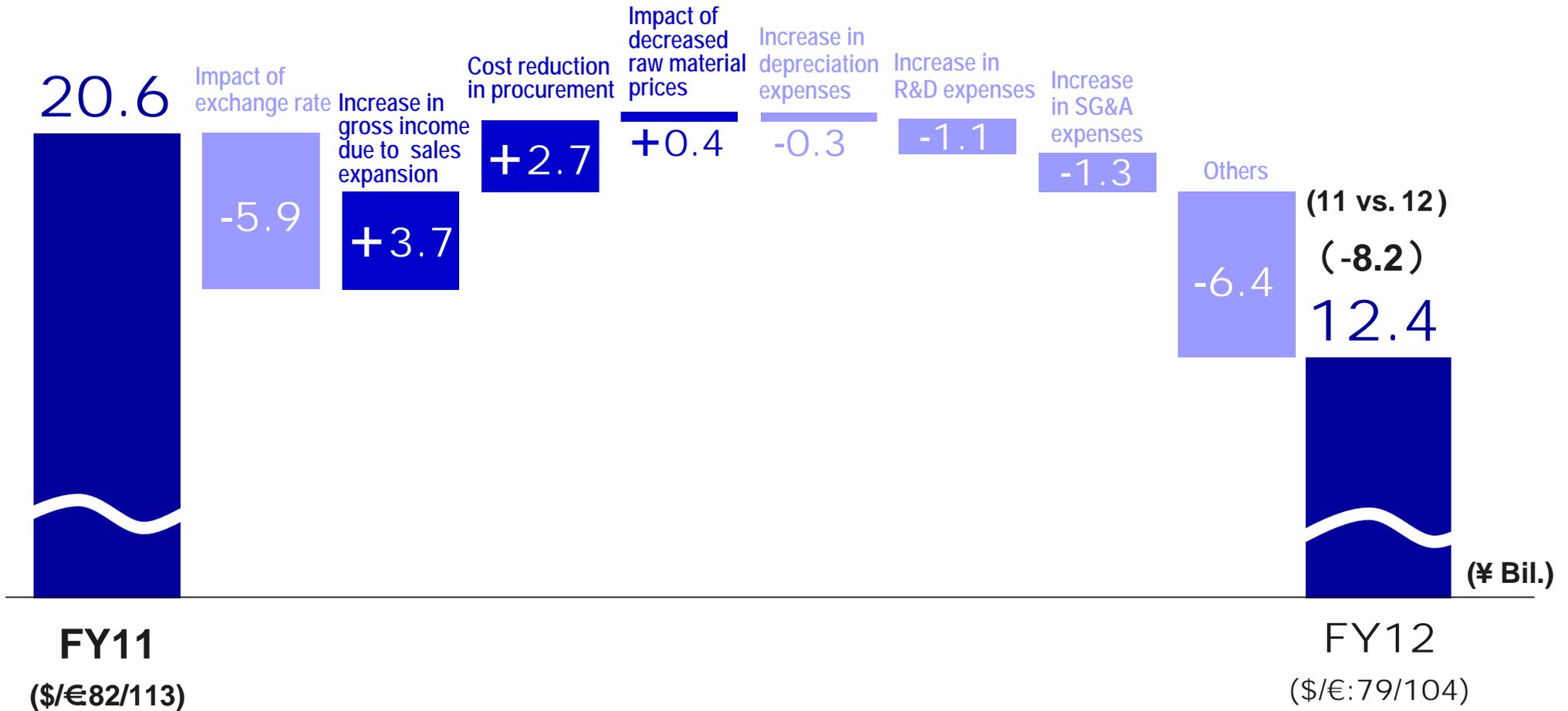
(Billion yen)	FY12 (1Q)			
	US\$	EURO	Other	Total
Exchange rate (sales)				
① Impact on gross income due to the difference of exchange rates used to translate sales	-1.9	-1.4	-0.2	-3.5
※ Difference between exchange rate and purchasing rate (non-operating income or losses)	-1.3	-0.4	0.0	-1.6
Substantial impact (purchasing rate)	-3.2	-1.8	-0.1	-5.1
Exchange rate of income/losses				
'11 rate (Results: yen)	82	113		
'12 rate (Results: yen)	79	104		
② Impact on gross income due to the difference of exchange rates used to translate income/losses	-0.4	-0.4	-1.7	-2.5
①+② Total impact on gross income	-2.2	-1.8	-1.9	-5.9
Impact on SG&A expenses	0.2	0.5	1.3	2.0
Impact on operating income	-2.0	-1.3	-0.6	-3.9
Impact on ordinary income	-3.3	-1.7	-0.6	-5.5
Impact of one yen fluctuation		US\$ 0.7	EURO 0.2	

Notes: ① Impact on gross income due to the difference between the exchange rate used in the year to translate foreign currency-denominated sales into Japanese yen, versus the translation exchange rate applied in the previous year.

② Impact on gross income due to the difference between the exchange rate used in the year to consolidate foreign currency-denominated items posted in non-consolidated financial statements into Japanese yen, versus the consolidation exchange rate applied in the previous year.

※: Impact on non-operating income or losses due to the difference between the exchange rate used in the year to translate foreign currency-denominated sales into Japanese yen and purchasing rate of foreign currencies in the same year, versus that difference applied in the previous year.

# Changes in Operating Income vs. FY11 (2012 Actual)



**You are also welcome to review the IR information on Yamaha Motor's website.**

**Yamaha Motor website**  
(Global site: English)

<http://www.yamaha-motor.co.jp/global/>

**For investors**

<http://www.yamaha-motor.co.jp/global/ir/>

Investor meeting presentation  
IR materials

<http://www.yamaha-motor.co.jp/global/ir/explanation/>  
<http://www.yamaha-motor.co.jp/global/ir/material/>