

# FY2015 3rd Quarter Business Results

Autonomous motorcycle-riding humanoid robot "MOTOBOT"  
(Exhibition on Tokyo Motor Show 2015)



Yamaha Motor Co., Ltd.  
November 6, 2015  
(Ticker symbol : 7272)

## Agenda

# FY2015 3rd Quarter Business Results

## Senior Executive Officer, Ryouichi Sumioka

- Forecast Consolidated Results

Forecast consolidated results stated herein are based on the management's assumptions and beliefs in light of 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.

- Overall:

Sales increases (108%) / income increases (141%)

Profit structure improvements are progressing in each business segment.

- Main Points:

Developed Markets: Significant increases in sales and income.

Increased sales in Europe and the U.S., with a return to profit for motorcycles for the year.

The operating income ratio for the Marine business is above 20%

Emerging Markets: The decrease in unit sales and weakening currency in Indonesia was absorbed by solid sales in Vietnam, the Philippines, and Taiwan, as well as the effects from PF model launches, and increased sales of products in the higher price range, meaning that income was at the same level as the previous fiscal year.

- One-off factors against net income:

Impact of recognition of income taxes based on the Japan - U.S. APA

△34.9 billion yen

Impact of additional recognition of deferred tax assets (reduction in “income taxes - deferred”)

+16.6 billion yen

Impact on net income

△18.3 billion yen

# Management Performance: 3rd Quarter Results



- Sales increases (108%) / income increases (141%)
- Profit structure improvements are progressing in each business segment.

(¥ Bil.)	9 months (Jan.-Sep.)		
	2014	2015	
	Results	Results	Compared to previous year
<b>Net Sales</b>	<b>1,124.6</b>	<b>1,214.2</b>	<b>108%</b>
<b>Operating Income</b>	<b>71.0</b>	<b>100.0</b>	<b>141%</b>
<b>Operating Income Ratio</b>	<b>6.3%</b>	<b>8.2%</b>	<b>+1.9pt</b>
<b>Ordinary Income</b>	<b>75.5</b>	<b>101.2</b>	<b>134%</b>
<b>Net Income</b>	<b>52.5</b>	<b>49.0</b>	<b>93%</b>

Foreign exchange (\$/€)

103/140

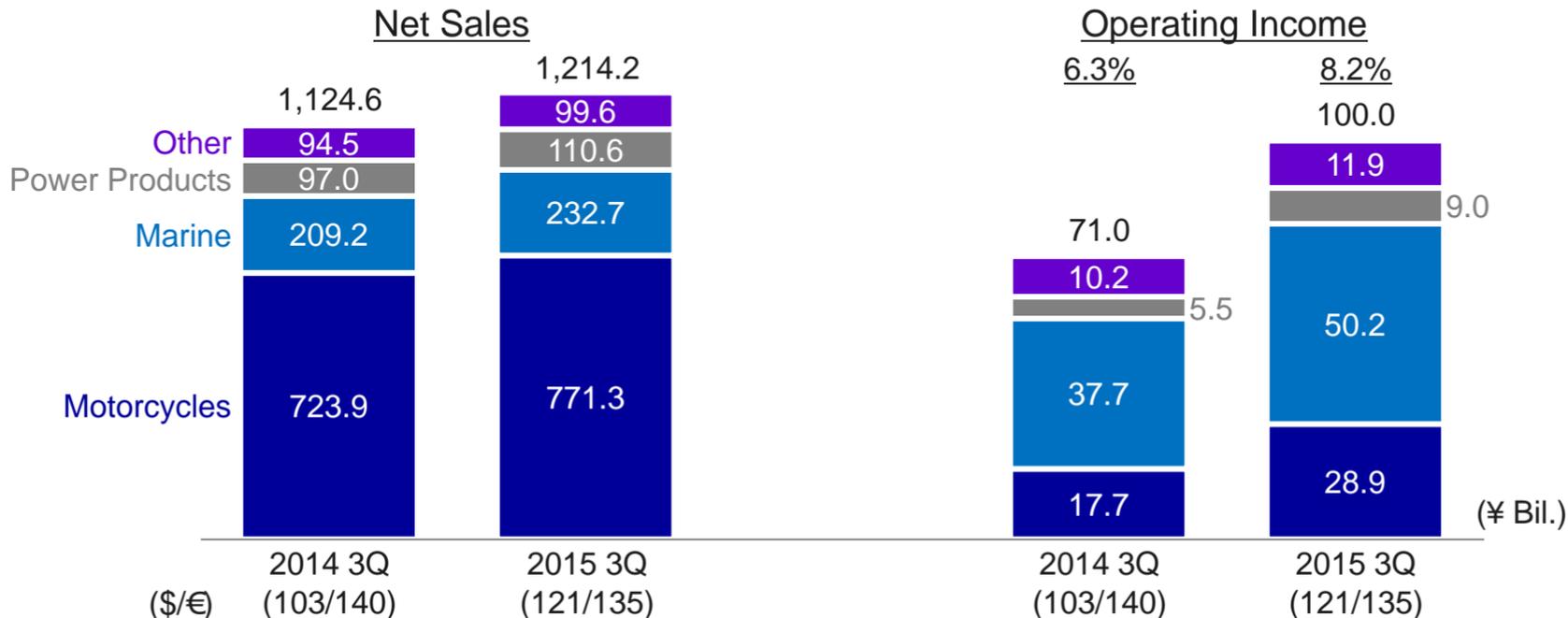
121/135

# Net Sales and Operating Income for each Business Segment: Results for 3rd Quarter



## Sales and Income Increase across all Business Segments

- Motorcycles: Significant income increase in developed markets, emerging markets absorbed the weakening currency to maintain the same level as the previous fiscal year.
- Marine: Operating income ratio is 22% due to momentum continuing to larger model outboard motors and effects of the depreciation of the yen.
- Power Products: Significant income increase due to effect of ROV new product launches.



\* Others: Including industrial machinery & robot products

# Motorcycle Business: Overview

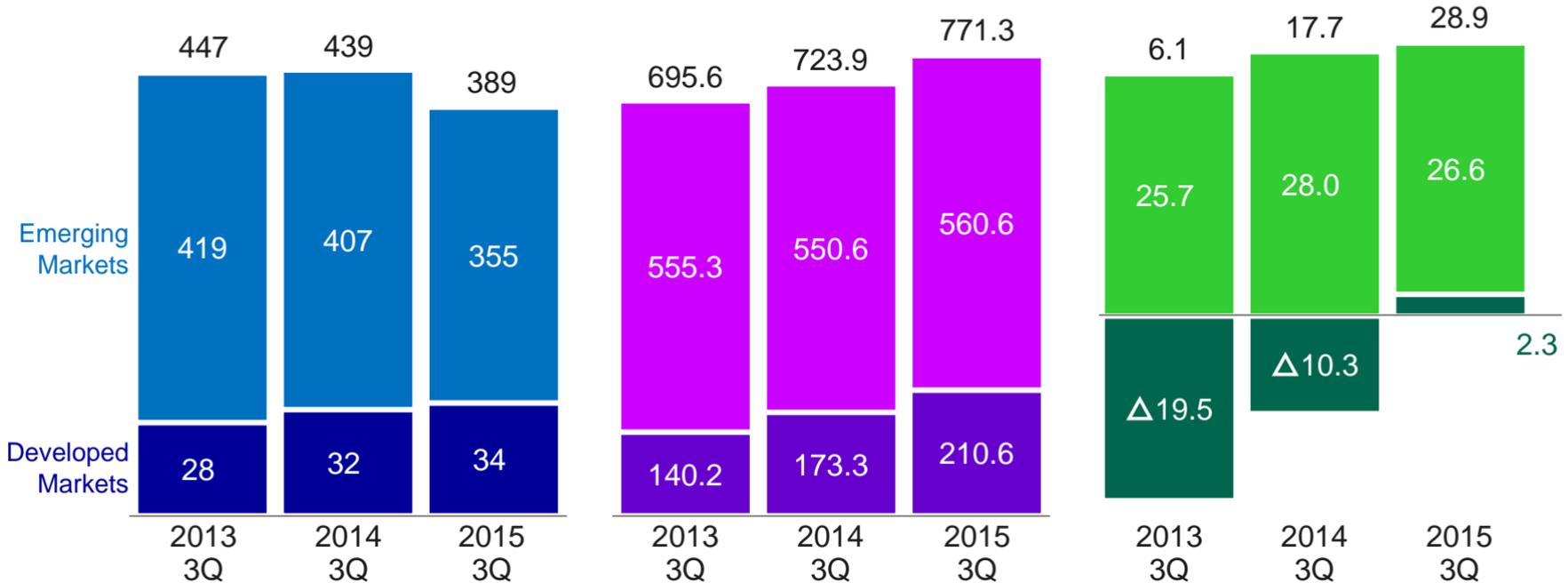


- Developed Markets: Increased sales and income leading to return to profitability.
- Emerging Markets: Income in line with the previous fiscal year with fewer units sold, increased products in higher price ranges, and PF cost reductions.

Unit Sales  
(10,000 units)

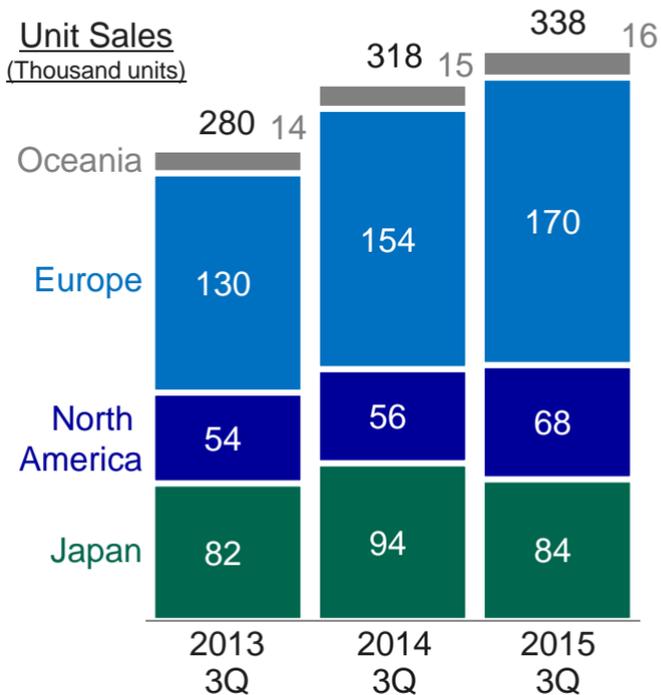
Net Sales  
(¥ Bil.)

Operating Income  
(¥ Bil.)



# Motorcycle Business: Developed Markets

- U.S. / Europe: Sales continued to increase due to effects from new product launches and revival of total demand.
- Japan: Scooter sales numbers are also down, with an increase in the shares for sports.



MT-09 Tracer



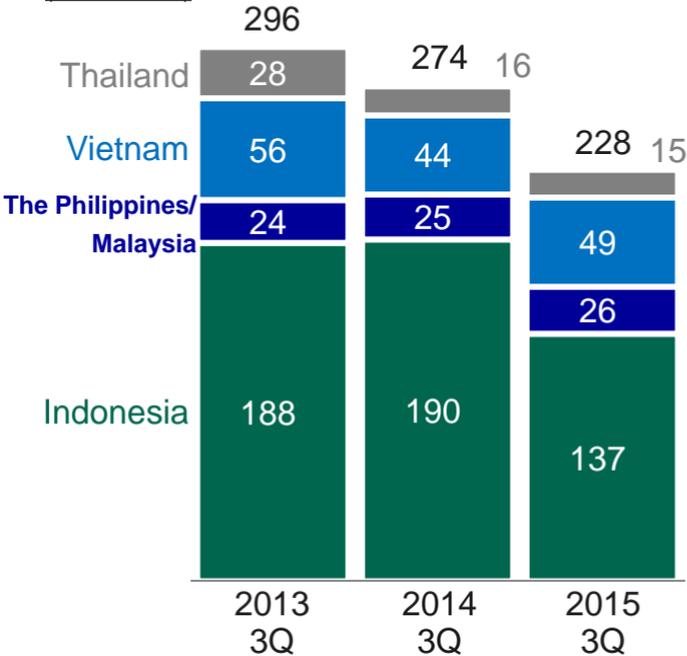
YZF-R1

# Motorcycle Business: ASEAN



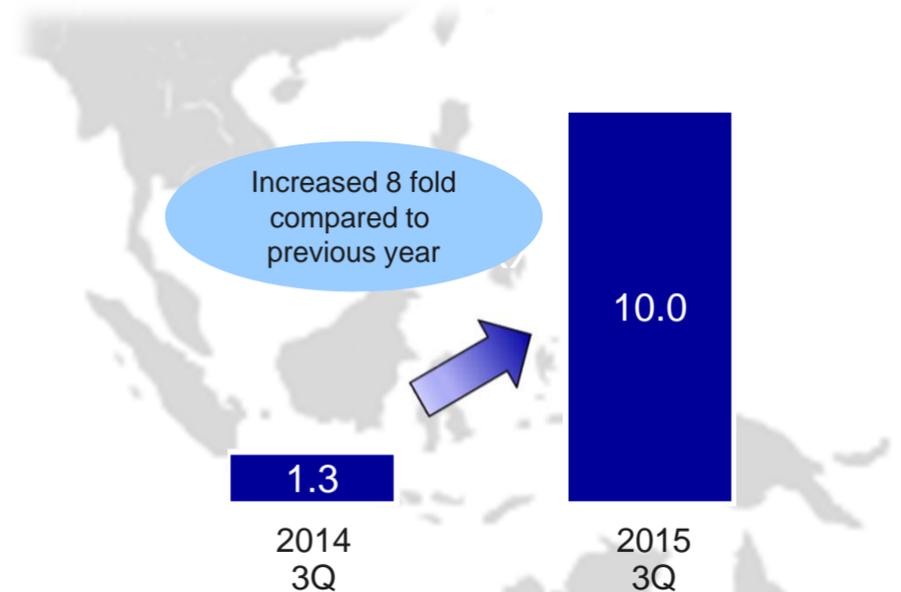
- Indonesia: Sales decrease due to effects of an overall drop in total demand. Vietnam bottomed out.
- Hedging was achieved on depreciating currencies by increasing the export of global models.

Unit Sales  
(10,000 units)



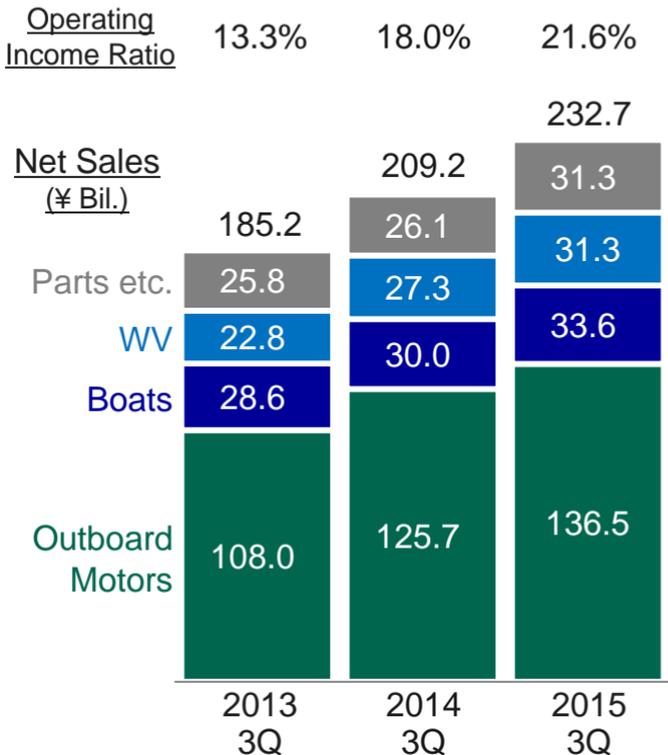
## Global model exports are progressing

Exports from Indonesia. Total from Jan. – Sep. (10,000 units)



# Marine Products Business

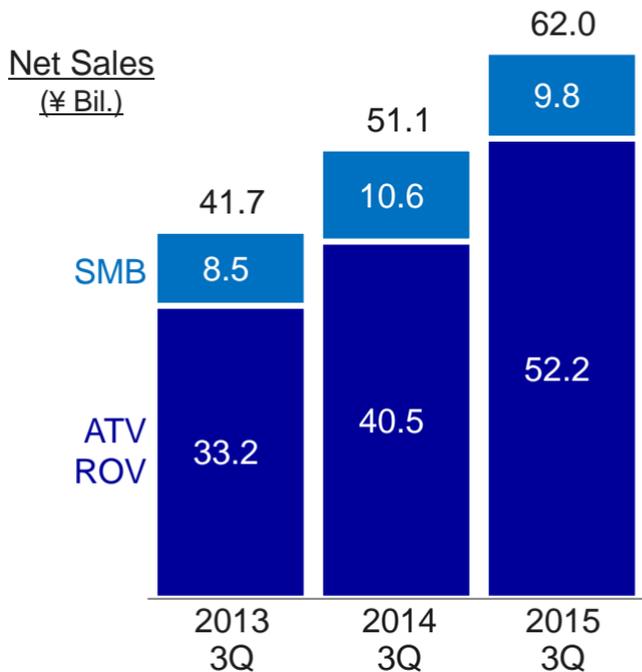
- Increased income continues from increased sales of high-priced products (shift towards larger outboard engines)



Sports Boats 242 Limited-S

# Recreational Vehicles Business

- ROV: The launch of the long-awaited sports model, YXZ1000R was made in September. This business will contribute to earnings in the future.



VIKING



VIKING VI

Multi-purpose



Wolverine

Recreational



YXZ1000R

Pure Sports

- Forecasts of operating income have been revised upward based on a solid performance in developed markets.
- Net income forecast for the term has been revised downward due to one-off factors based on the Japan/U.S. APA.
- Total dividends for the year are maintained from the previous forecast of 44 yen on August 4.

(¥ Bil.)	2014 Annual Results	2015 Previous Forecast (August 4)	2015 Revised Forecast
Net Sales	<b>1,521.2</b>	<b>1,700.0</b>	<b>1,650.0</b>
Operating Income	<b>87.2</b>	<b>120.0</b>	<b>125.0</b>
Operating Income Ratio	<b>5.7%</b>	<b>7.1%</b>	<b>7.6%</b>
Ordinary Income	<b>97.3</b>	<b>123.0</b>	<b>127.0</b>
Net Income	<b>68.5</b>	<b>76.0</b>	<b>59.0</b>

Foreign exchange (\$/€)	106 yen/140 yen	118 yen/132 yen <small>(Second half-year) :\$115 yen / €130 yen</small>	119 yen/134 yen <small>(4Q):\$115 yen/€130 yen</small>
Cash Dividend	40 yen	44 yen	44 yen



**YAMAHA**

*Revs Your Heart*

# Details of Net Sales and Operating Income (3Q)

## Net sales (¥ Bil.)

	3-months (Jul.-Sep.)		9-months (Jan.-Sep.)	
	2014 Results	2015 Results	2014 Results	2015 Results
Motorcycles	242.5	253.1	723.9	771.3
Marine	58.4	63.9	209.2	232.7
Power Products	36.0	43.9	97.0	110.6
Other	31.6	32.3	94.5	99.6
<b>TOTAL</b>	<b>368.6</b>	<b>393.1</b>	<b>1,124.6</b>	<b>1,214.2</b>

## Operating Income (¥ Bil.)

Motorcycles	6.4	10.3	17.7	28.9
Marine	9.9	10.9	37.7	50.2
Power Products	2.2	5.0	5.5	9.0
Other	3.4	4.2	10.2	11.9
<b>TOTAL</b>	<b>21.9</b>	<b>30.3</b>	<b>71.0</b>	<b>100.0</b>

## Operating Income Ratio (%)

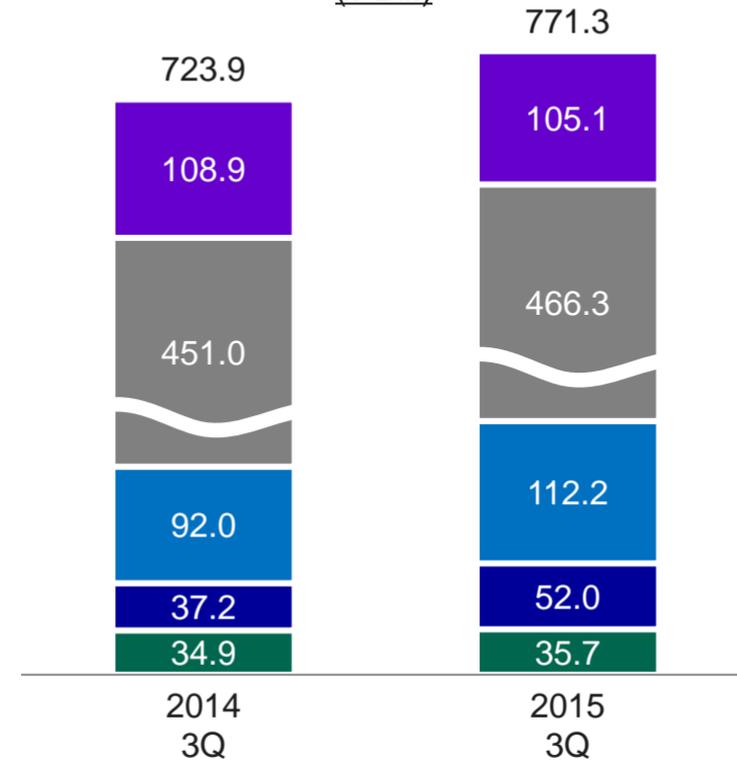
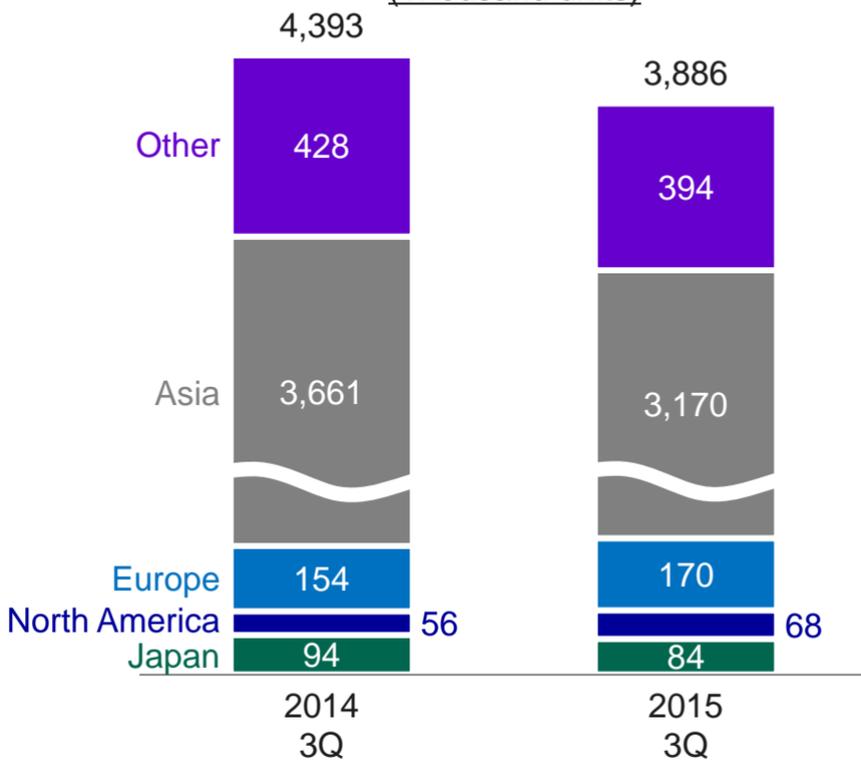
Motorcycles	2.7	4.1	2.4	3.7
Marine	17.0	17.0	18.0	21.6
Power Products	6.0	11.4	5.7	8.1
Other	10.7	12.9	10.8	11.9
<b>TOTAL</b>	<b>5.9</b>	<b>7.7</b>	<b>6.3</b>	<b>8.2</b>

# Motorcycle Sales Units and Net Sales (3Q)



Unit Sales  
(Thousand units)

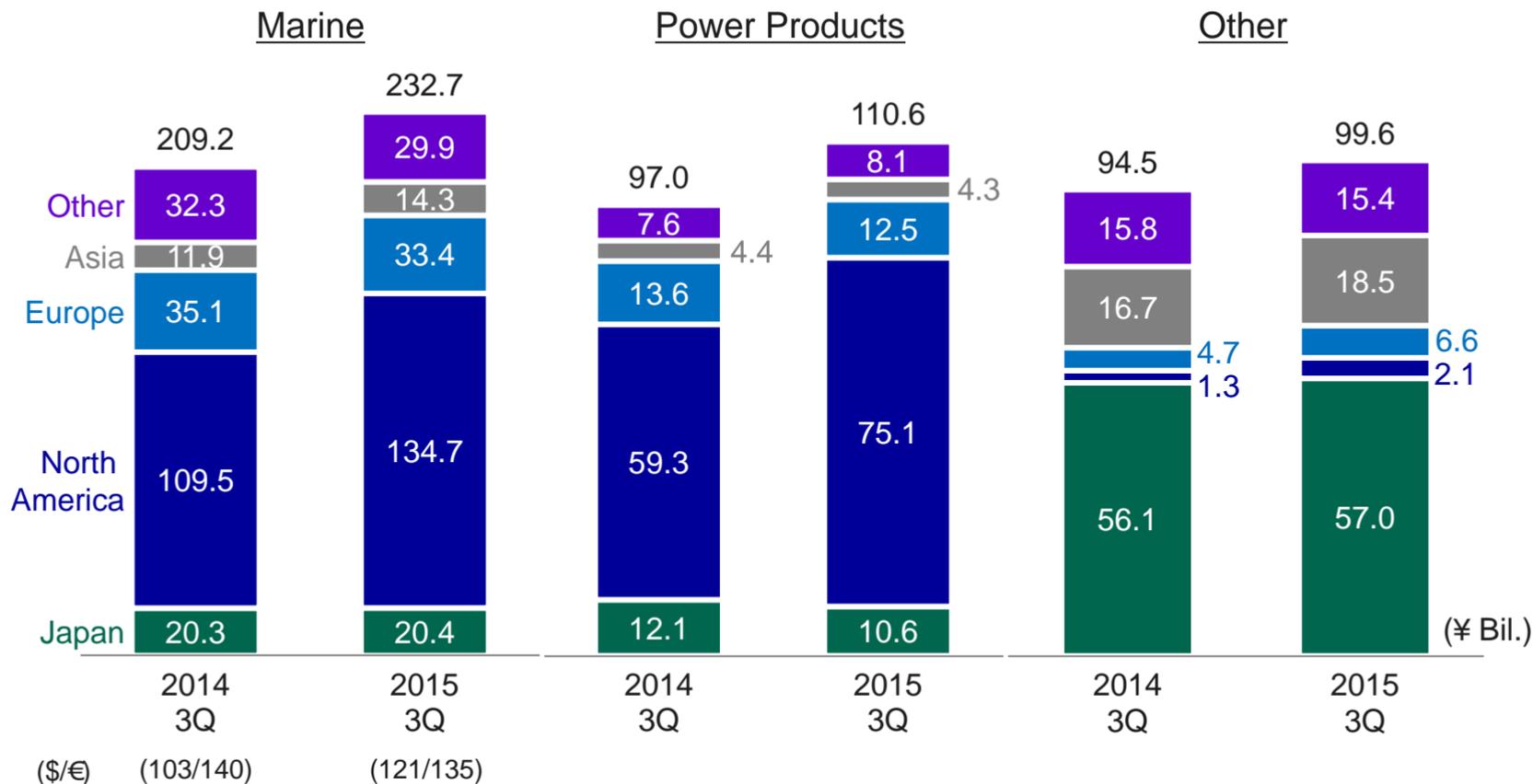
Net Sales  
(¥ Bil.)



(\$/€) (103/140)

(121/135)

# Net Sales of Marine, Power Products and Others (3Q)



\* Others: Including industrial machinery & robot products

# Impact of Foreign Exchange vs. Last Year

(¥ Bil.)	3Q (9 months)				Annual Forecast			
	US\$	EURO	Other	Total	US\$	EURO	Other	Total
Foreign Exchange Impact on HQ Imports and Exports	20.3	Δ2.3	Δ2.0	15.9	20.2	Δ4.0	Δ2.1	14.1
Foreign Exchange Purchases Impact (Overseas Subsidiaries)	0	0	Δ6.6	Δ6.6	0	0	Δ11.1	Δ11.1
Conversion Impact on Gross Income (Overseas Subsidiaries)	8.1	Δ1.2	4.8	11.7	8.2	Δ1.8	4.1	10.6
Conversion Impact on SG&A Expenses (Overseas Subsidiaries)	Δ5.5	0.7	Δ3.8	Δ8.6	Δ5.5	1.5	Δ2.9	Δ6.8
<b>Impact on Operating Income</b>	<b>22.9</b>	<b>Δ2.8</b>	<b>Δ7.6</b>	<b>12.4</b>	<b>22.9</b>	<b>Δ4.3</b>	<b>Δ11.8</b>	<b>6.8</b>

## Foreign Exchange Sensitivity

Amount of impact on the operating income per yen of foreign exchange fluctuations

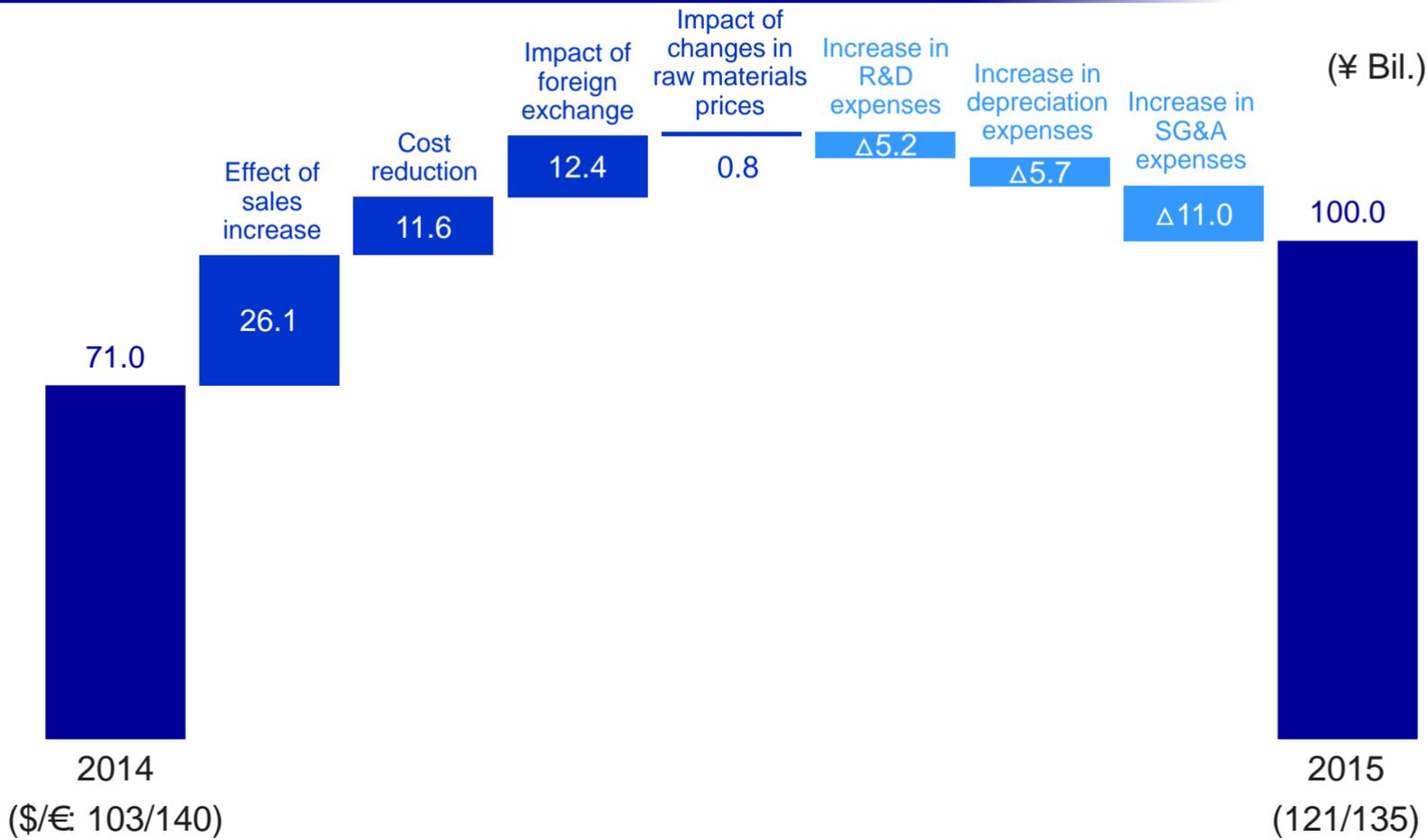
US\$ 1.1 Bil.Yen  
EURO 0.4 Bil.Yen

US\$ 1.5 Bil.Yen  
EURO 0.5 Bil.Yen

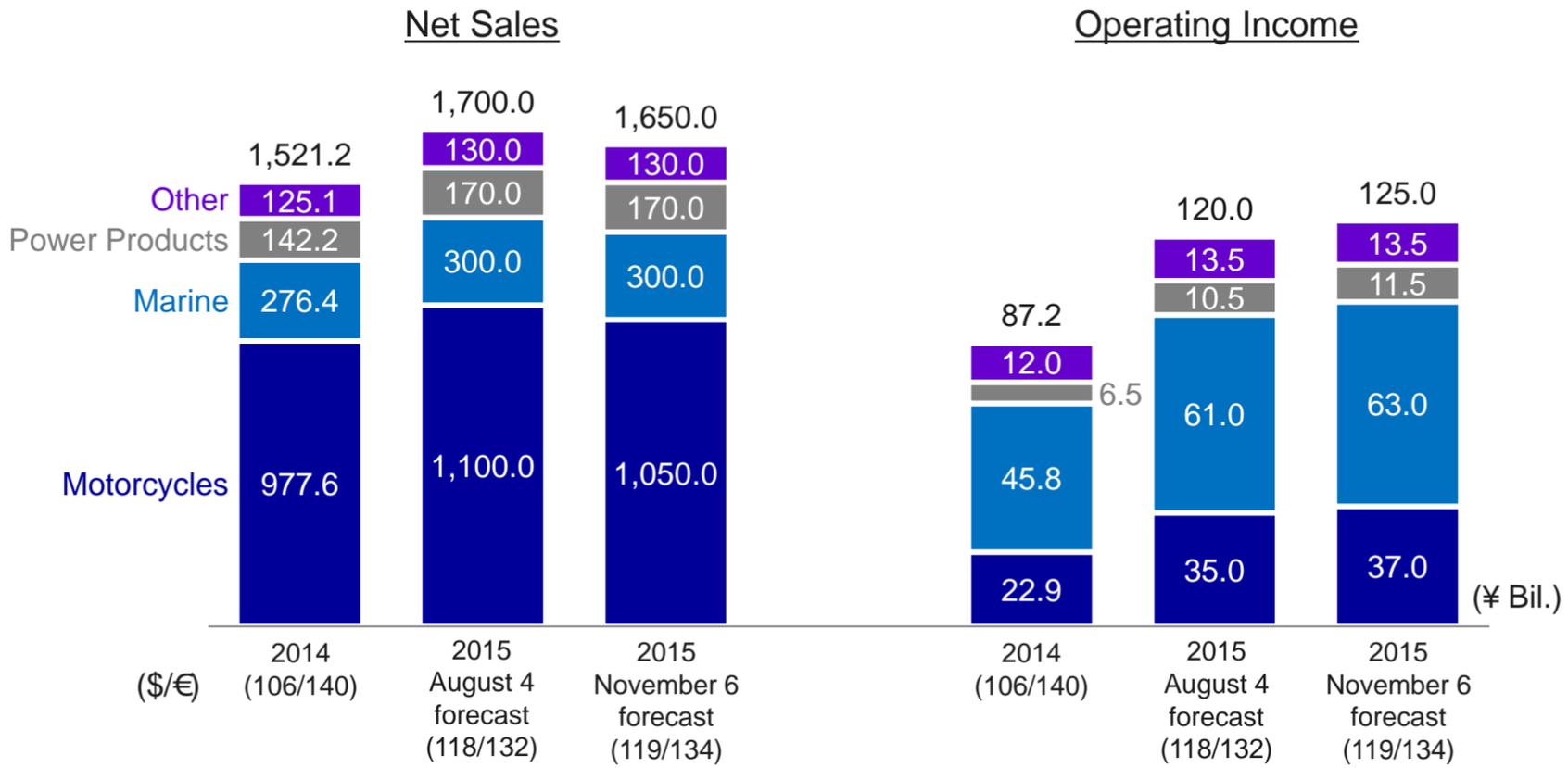
(¥ Bil.)

	2014 3Q Results	2015 3Q Results
Capital expenditure	<b>40.1</b>	<b>41.8</b>
Depreciation expenses	<b>27.3</b>	<b>33.0</b>
Research and Development expenses	<b>61.1</b>	<b>66.3</b>
Interest-bearing debt	<b>360.5</b>	<b>364.4</b>
(of which, sales finance)	<b>159.6</b>	<b>184.5</b>

# Causes of Changes in Operating Income vs. Last Year (3Q)



# Net Sales and Operating Income for each Business Segment: Annual Forecast



\* Others: Including industrial machinery & robot products

# Causes of Changes in Operating Income vs. Last Year (Annual Forecast)

