



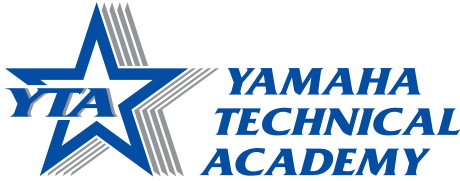
Yamaha Motor Co., Ltd., Marine Business Operations
2500 Shingai, Iwata, Shizuoka 438-8501, Japan

WEBSITE

YAMAHA OUTBOARDS WEBSITE
<https://global.yamaha-motor.com/business/outboards/>

WAVERUNNER WEBSITE
<https://global.yamaha-motor.com/business/waverunner/>

Chantey Special



New beginning of YTA

From: Marine Service Division

In 2006 Yamaha started a learning program called YTA (Yamaha Technical Academy). We have run training courses in each market to educate marine technicians. In 2018, after 10 years of starting YTA, we have introduced the new YTA Expert Technician Training Course.

Transformation: from YTA to the new YTA



Shoji Nagai,
YTA, Marine Service Division

With the launch of the technologically advanced and complex 4-stroke outboard motor, we decided to establish the YTA program. While Yamaha is optimizing spare parts accessibility and improving before / after service system, YTA has been contributing to marine technicians' technical skills and overall expertise. We have standardized teaching materials and practice equipments throughout the world to train technicians. The YTA program assures the worldwide customers by

assisting in the longevity and reliability of Yamaha outboard motors. The program is comprised of 3 levels which are Bronze, Silver, and Gold. The original objective was to improve service skills and management knowledge. Receiving

technicians' feedback from around the world wanting more hands-on training, being able to operate YDIS, and to increase EFI and troubleshooting skills, we decided to improve the YTA programs. Therefore at the new YTA, we have adopted troubleshooting practices that are commonly used and focused on enhancing technical skills. YTA's goal is for dealership owners to acknowledge "He is more efficient at engine troubleshooting because he completed the YTA's program."



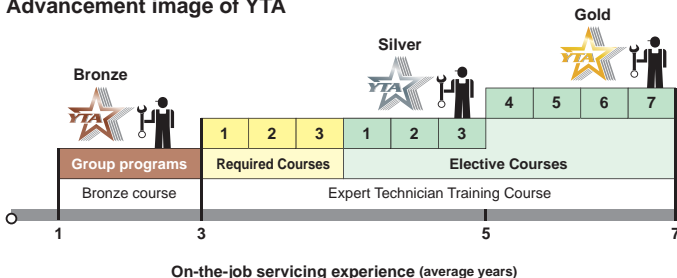
New YTA Silver Train the Trainer (TTT): Electrical and YDIS courses were held on March 5 - 13, 2019.

About the new YTA

Class category

The new YTA is based on the previous YTA policies however we largely revised the Silver and Gold programs so the trainees will be more proficient at troubleshooting and servicing outboard motors. The Bronze class continues the same program as before. We have 10 modules to summarize the necessary

Advancement image of YTA



technical knowledge and skills for marine after services and divided them into Silver and Gold levels. Depending on the numbers of completed courses, you will be qualified as a Silver or Gold level technician.

Also, like the Bronze course, we are making the Silver program materials available in each country for any marine technician.

Expert Technician Training Course

The program consists of 10 courses to educate and train valuable knowledge and skills for marine after service.

Required Courses (3 courses)

- Electrical
- YDIS
- Engine Control

Elective Courses (7 courses)

- Troubleshooting
- Engines
- Maintenance
- Lower Unit
- Bracket & PTT
- Rigging / Installation
- Boat Test

Silver: Completing 6 courses (3 required courses and 3 elective courses).

Gold: Silver qualification and completing 4 additional elective courses (10 courses in total).

You will be qualified as an "Expert Technician" after completing all the courses.

Moving forward with the new YTA

The New YTA Silver Training Course was announced to the market in 2018. This year (2019), we began holding the Silver Training Course around the world alongside with YMC. First, we started Train the Trainer (TTT) and shared contents

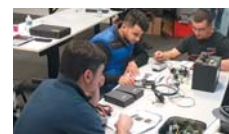
to instructors at distributors in Japan and Europe. Electrical courses were held for dealers in France and Australia. These programs are spreading throughout the world improving technician's technical skills.



YMC-TTT



YME-TTT (Amsterdam)



YME-France, Electrical



From Instructor

YTA started off with the mission to enhance the service quality of marine technicians. We are not only focusing on the trainees, but we also want to raise our quality. Therefore we the instructors are continuously studying to keep our skills polished.

Up to this point, we have taught many courses, but fundamentals are the most important. YTA textbook consists of "basic knowledge review",



"introduction of new techniques", and "practice and troubleshooting".

The YTA learning style emphasizes practice so trainees can develop their skills and gain a lot of experience to solve any problem they may encounter.

People may feel after service (repair and maintenance) is an additional service included with products such as outboard motors, but in fact, our service quality directly influences the customer satisfaction rate.

According to our research, we have found that the customer satisfaction rate is higher when they are experiencing malfunctions or troubles and a technician resolving it, compared to customers having no troubles at all. In other words, users experiencing problems tend to become repeat customers demonstrating that service quality is a huge factor for increasing business. Therefore it is crucial to invest in marine technicians who directly engage with the customers.



Shinsuke Fukuzumi,
Customer Service Division
O.M.D.O

YTA report

Yamaha organized two YTA "Electrical" courses (from April 3rd to 9th and from April 11th to 17th, 2019) in Yamaha Motor headquarters located in Iwata city, Shizuoka. 5 people (2 from Kenya, 1 from Saipan, 1 from Costa Rica, and 1 from Djibouti) enrolled in the first course. 6 people (1 from Papua New Guinea, 2 from Maldives, 1 from India, 1 from Seychelles, and 1 from Malawi) attended the second course. The trainees have traveled a far distance to get to Japan carrying high hopes from their companies. Although they are from different countries and regions, one thing that they share in common is

their motivation to learn and excel.

Most of the marine technicians understand the mechanics but they lack the knowledge when it comes to electrical systems. Because electricity is invisible, understanding electrical theory is important for repair. Electronic control parts such as E.F.I are getting more common so it is necessary to know how electricity works for marine technicians. That's why the first course to obtain the Silver qualification is "Electrical".

After completing the program, everyone said, "I will keep working hard on maintenance" and "I want to share what I've learned through the YTA program with other people." They returned to their countries. OMDO will continue to support training held by local instructors to increase customer satisfaction.



President Hidaka visited during the second course

Interview: What is your goal once you have returned to your country?



Vervy Vargas

From COSTARICA

Yamaha outboard motor's market share is around 65% and Yamaha's products are seen as very good and reliable. I want to use the techniques and knowledge I obtained from this training and also further develop my skills.



Franco Palandri

From DJIBOUTI

I learned a lot of things. I would like to tell other mechanics that we have pride in representing Yamaha and teach Yamaha's methods and knowledge. I will support Yamaha by not only selling products but also giving better quality service to the customers.



Alfred Charo

From KENYA

It was a tight schedule but the time I spent there was valuable in improving my skills. I want to solve problems quickly and make my customers happy. I hope to teach what I learned to the junior mechanics.



Rophus Kanyoe

From KENYA

When I return to Kenya, I would like to train mechanics and make them professionals who can assure customers. I will use everything I learned from this training such as the problem-solving method at my work.

YDIS Guide

Beginner's level

Kenta Kudo, Service Division, Marine Business Operations YMC

Hello everyone, what is the first thing you do when a customer brings in an engine that's not performing well? Generally, most people start by troubleshooting the engine. In some situations, it's easy to find the cause of the problem however in other cases, it takes a lot of time and effort. Do you know what YDIS is? YDIS is a tool that assists the mechanics in finding and analyzing a malfunction.

YDIS can reduce the amount of time looking for a problem and the cause of it. We would like to introduce to Yamaha dealers, who are unfamiliar with YDIS of its overall concept and the two main functions that are regularly used. This article explains how useful YDIS is for troubleshooting.

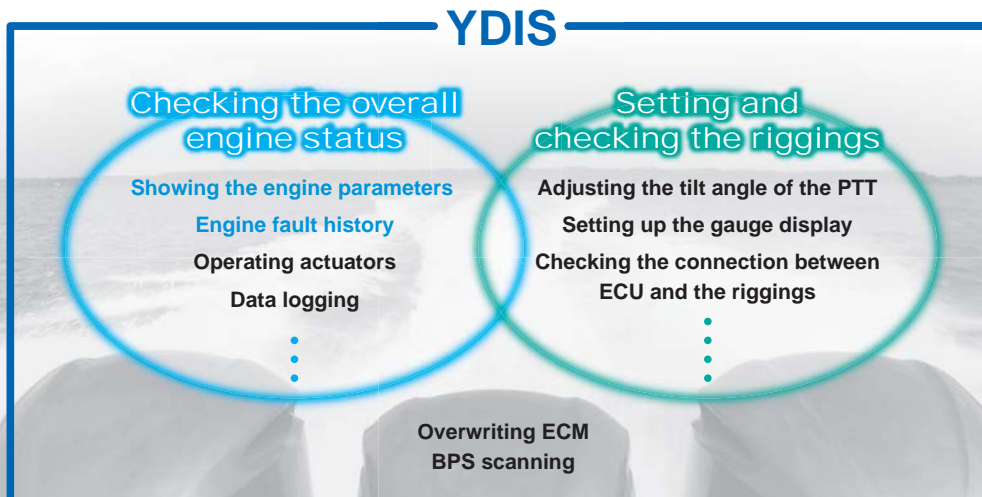


1 Summary

YDIS was developed to reduce the burden for mechanics when troubleshooting. The functions of YDIS are divided into two main groups: "Checking the overall engine status" and "Setting and checking the riggings." "Checking the overall engine status" means viewing the engine parameters and engine's past troubles. It also means operating a specific actuator. There is a system that constantly records the parameter when the engine is running. These functions work together to detect and find where a problem is in the engine.

"Setting and checking the riggings" means adjusting the tilt angle of the PTT and setting up the gauge display. It also checks the connection between ECU and the remote controller / gauge. You can set up the riggings and diagnose a problem.

There're other features but we will go over two of the most used functions which are "Engine monitoring" and "Engine fault history."



2 Device introduction

We will introduce two of the most used YDIS functions which are “Engine monitoring” and “Engine fault history.”

Engine monitoring

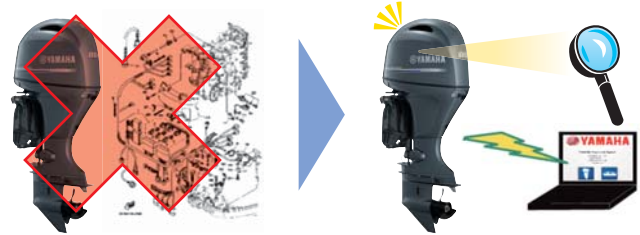
With this feature, you can overview the start and stop parameter of the engine.

Item Name	Unit	I	P	C	S
Engine speed	rpm	0	0	0	0
Intake air pressure	kPa	101.30	101.30	101.30	101.30
Intake air pressure	inHg	29.91	29.91	29.91	29.91
TPS1	V	0.730	0.720	0.720	0.720
Throttle valve opening angle	deg	4.8	4.6	4.6	4.6
TPS2	V	2.710	2.700	2.720	2.720
Throttle request	%	0.00	0.00	0.00	0.00
LPS (main)	V	127.930	-	2.560	-
LPS (sub)	V	127.700	-	2.440	-
LPS_PORT (main)	V	-	-	127.660	-

Engine monitoring screen (when mounting three motors)

The left image is the Engine monitoring display. As you can see, each parameter is displayed on the screen. Because problems can be detected in real time, you don't have to spend extra time taking off parts one by one, inspecting each sensor, and measuring the voltage. Before taking apart the engine, you can focus on what component or area is causing the problem.

*Depending on the engine year and model, the item label will differ. Also, the layout of the screen may change depending on the number of outboard motors connected to the YDIS.



Without YDIS

With YDIS

Engine fault history

With this function, you can check any previous problems that occurred.

Item Name	Code	Position	Occurred
Knock sensor	17	P	0.7 [h]
Water in fuel filter	27	P	0.7 [h]
Total hours of operation		P	0 [h]

Message:
1. Check the wiring for proper connection and damage.

The left image is the Engine fault history screen. You can view the engine fault history and when it occurred on a single screen. When the problem does not regularly occur, you can listen to the customer and refer to the YDIS engine fault history. In this way, you can narrow down where the problem is without going through the trouble of recreating it.

3 Necessary items

You need to buy the YDIS hardware kit and installation key to use YDIS. After purchasing them, it's easy for anyone to use it on a computer.



90890-06884 YDIS2 HARDWARE KIT II



*Please ask the nearest distributor for the required items and the prices.

4 Lastly

Were you able to see the effectiveness of YDIS? Please give YDIS a try at your work. We believe it will lessen your workload. We introduced just a few functions of YDIS in this article but there are still many useful functions for maintenance such as a step by step guide

to fix a problem and overwriting the ECM ROM of the outboard motor and riggings. In the next issue, we would like to go further into details using YDIS by explaining other useful features. Stay tuned for more tips from YMC.

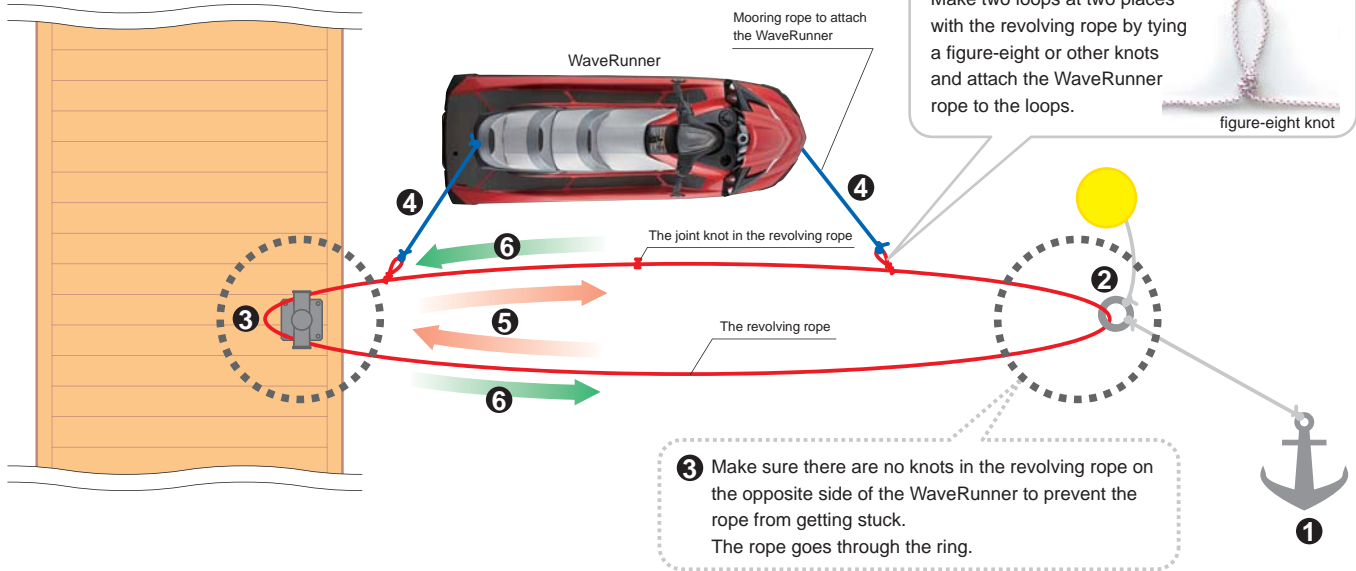
How to moor the WaveRunner away from the dock



This time we will go over how to moor the WaveRunner away from the dock.

The mooring time is short during test rides because the customers are lined up in preparation to drive the WaveRunner. However, during lunch and break times, it is moored to the dock for an extended period. When the WaveRunner is moored for a long time, waves may cause it to bump into the dock. We have to prevent our products from being damaged. Below, we will explain how to moor a WaveRunner away from the dock.

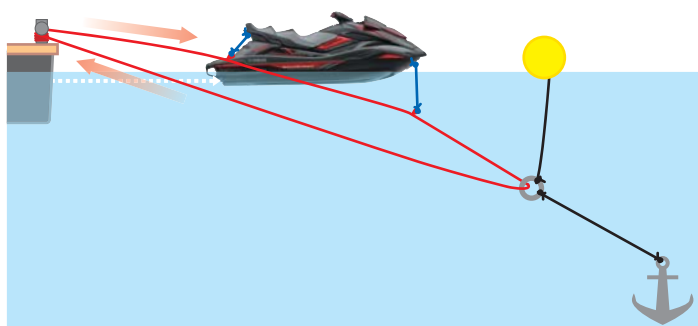
Revolving rope mooring



- 1 Set the anchor a little bit away from the dock.
- 2 Connect the buoy and ring to the anchor rope.
- 3 Put a revolving rope through the ring and form a circle. Once you have made a complete circle by going through the ring and back to the cleat, tie the ends together.
- 4 Connect two mooring ropes on one side of the revolving rope. These mooring ropes will be used to attach the WaveRunner.



5 Moor the WaveRunner away from the dock

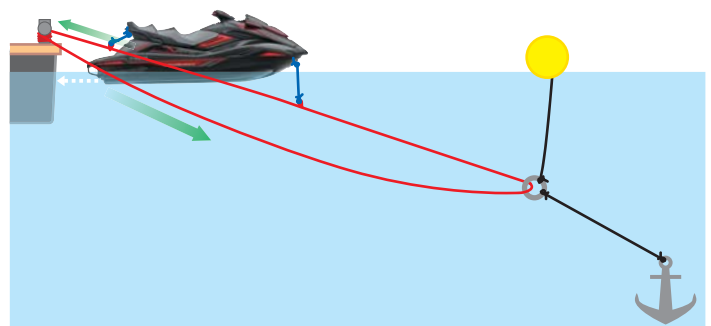


In order to create some distance between the WaveRunner and the dock, pull the non-WaveRunner side of the revolving rope. Make sure there is enough distance.

Next, check if the rope is tight, then tie the revolving rope to the cleat.



6 Pull the WaveRunner close to the dock to get on



Untie the revolving rope from the cleat on the dock and pull the side of the rope connected to the WaveRunner. By pulling the rope, the WaveRunner will come closer to the dock.

Make sure the WaveRunner is close enough. Next, check if the rope is tight, then tie the revolving rope to the cleat. Get on the WaveRunner and take the mooring ropes off.

***Before starting or while the engine is running, make sure the rope doesn't get sucked in the jet intake.**



CHINA

2019 New Yamaha products test ride

Jun Yoshimatsu, YMCN

On April 23rd and 24th, just before the starting of the marine season, 40 people representing 22 dealerships from China participated in the "2019 New Yamaha products test ride" event in Xiamen, China. This time, with the motto "威力覺醒 馬力全開 (Awaken the power and full speed ahead)" YMCN showcased marine products, along with PAS, UTV, golf cars, generators, and wheelchairs which are currently not available in the Chinese market. The customers were able to touch, feel, and experience the charm of each Yamaha product.

We presented and offered test rides for the WaveRunner models: FX Series, VX Series, and SuperJet, and also Sport Boat models: AR195 and 242X E-Series. The customers were excited with the new FX Series and the rental model VX-C.

The weather was perfect for test rides. Participants took the opportunity to ride many models. They were able to tell the differences from the previous models and experienced how it handles. The design and new features of the FX Series stood out. The VX-C model's stability and speed were applauded and the visitors anticipate high demand in the rental market.

Before the test rides, YMCN announced 2019's sales policy in the dealer meeting. While focusing on the marine market, we will also make a strong presence in the Chinese market by promoting other Yamaha products so we can increase Yamaha fans and customers. We will engage in many activities and succeed by having cooperation with Yamaha dealers. The Chinese market is rapidly developing. YMCN sees a lot of growth in the marine pleasure market. By working as a team with our dealers, we will combine our efforts to expand the Chinese marine market.



USA

US Boat Builder Japan Trip 2019

Daigo Hiraike, 1st Marketing Division Marine Business Operations YMC

On April 8th and 9th, YMUS hosted a boat builder's trip to YMC for 28 people representing 15 boat building companies.

They visited Fukuroi South factory which completes the outboard motors' assembly and also took a tour of several facilities such as robotics and Yamaha piano factories. The visitors experienced first hand of Yamaha's high quality control of monozukuri and our comprehensive capabilities are seen in the technologies utilized in other departments.

On the first day, President Hidaka alongside with YMC management members greeted the visitors at a welcoming party. Everyone enjoyed their time at this party. A stronger bond and a deeper trust were built between the visitors and YMC.

Although there are more than 100 boat building companies, these 15 companies control 41% of the outboard motor sales in USA. This trip was a good opportunity for YMC, YMUS, and boat builders to strengthen the relationship and cement their brand loyalty to Yamaha, which is one of the most important missions known as system supplier strategy, for the Marine Business Operations.



INDONESIA

F300D Commercial Model released at DXI 2019

Sulolipu Djamil Kobong, KBA Sales Manager

Since early 2019 Indonesia economics are in a wait and see state, not much investment or economics breakthrough happened. People are waiting for the result of presidential election in April before making any decisions.

We thought this would affect our visitors at Deep and Extreme Indonesia 2019 (DXI 2019) exhibition on April 4th to 7th, 2019. But we were wrong. From our dozens of invitation letters, almost all of them had come and visited our booth, and they were very enthusiastic to see the real deal of our newest engine in commercial model lineup, F300D. There were visitors who were eager to know about F300D after seeing the display of half-cut F300D in the exhibition, and this led other people to be interested to come to our booth.

Displaying the half-cut F300D in front of exhibition center stage and didn't leak any model information before are quite successful plan to make our customers queuing up to get close to F300D. The visitors who came with the invitation letters were curious about this model, and they discovered that this new F300D commercial model is improved in oil lubrication and strengthened in bearings durability compared to one-class higher F350A lower unit. Also it can withstand commercial use, such as regular gasoline and muddy

water adaptation, which is very suitable for usage environment in Indonesia.

This display of half-cut engine was the pioneer in Indonesia, and gave a catchy presentation in DXI 2019, although this was displayed next to competitors. People who passed by the display were triggered to stop and see what the model is and asked our sales representatives for more information.



My feelings about the ocean through my boat fishing experience

- People, society, and the marine world

Hello, Yamaha marine family! Is everyone enjoying fishing? This spring (March - April) I've been fishing and caught a pretty good size red sea bream so I am overwhelmed with joy.

In this last and final report, I will talk about the hot topic "SDGs (Sustainable Development Goals)". I want to share my thoughts on possible ways we can sustain marine life.

In the previous entry, I talked about the possibility that awaits us in the future when it comes to boat fishing.

If we are able to easily catch an abundance of fish, we will inevitably face "an inconvenient truth" of overfishing.

For us, working in the marine industry, how should we deal with this truth?



▲ Proud of catching a targeted red sea bream



I thought about this difficult circumstance. One idea is to use the western countries' formula which is issuing out licenses and creating fishing quotas. Another idea is while eating fish, we should think about and be thankful for the ocean's blessing. I also believe it's important not to throw plastic into the ocean. There are other ways of approaching the problem and coming up with a solution. However, I strongly feel regulations and raising awareness alone are not enough for the sustainability of aquatic life.



▲ In the future, we may be able to clearly see under the ocean

Recently I always hear the term SDGs. In my understanding, through SDGs, people can create a business model around sustainability.



I would like to introduce several models Japan is currently using to protect the fish population.

In the first model, a fishermen's union based in Omaezaki city near Iwata city, where Yamaha Motor's headquarters is located, is actively engaging in fish conservation. Omaezaki fishermen's union is raising red sea bream and releasing them into the ocean every year so that both career fishermen and hobbyist can keep fishing. Thanks to their efforts, off the coast of Omaezaki, people can enjoy catching a lot of red sea bream so much so Omaezaki has become known as the go-to spot for red sea bream.



▲ Omaezaki cape - the ocean current created a natural fishing point attracting many marine species. Mt. Fuji is in the background. It is the symbol of Japan.



▲ Catching scallops in Okhotsk, Hokkaido DX150 14t FRP Fishing Boat (Yamaha)

The common link between the scallops and the red sea bream conservation is with the fishermen's strong feeling of responsibility, they raised and released the scallops and red sea bream into their natural habitation. I can't assure everyone will be able to catch matured fish or scallops in the ocean (The survival rate after releasing fish might be low.) However, these actions are necessary for the ocean, people, and society to thrive together.

In the last example, something simple as catching a fish and savoring every bite is what I value. To make a delicious dish with a fish, it is crucial to keep the fish fresh. Each fish is a bit different however most of them have about 1% salt in their body. The way to keep it fresh is first you have to kill the fish and remove all the blood from it and then put it in a container that has salt water and ice (pure water). With the mixture of 3% salt water and ice, it will be the same salt density as the fish. If you put the fish into fresh water, it will ruin the taste because of osmosis, which will increase the water content in the fish. Finally, I can bring the fish back home in a fresh condition and prepare an impressive dish for my friends and family.

In the past, fish were affordable and Japanese people were able to easily buy them. It served as a great source of protein. However, recently in Japan, the meat culture has become popular therefore people are moving away from eating fish. Because there are less fish, the price of fish is increasing nonetheless most people still think fish are cheap.

Personally, I would like to cook the best meal and serve everyone so people can experience the greatness of the ocean and its sea life. I am doing my best to emphasize the value of fish to the people around me.



▲ Young red sea bream The survival rate of fish is very low. (Generally, less than 10% depending on the fish species)



▲ Releasing young scallops This small community has a business model of releasing scallops then fishing for it



▲ We catch and keep only the amount of fish we can eat

The second model is all about scallop harvesting.

Hokkaido shores are blessed with the ocean being naturally full of chlorophyll. The conditions are favorable for scallops however in the past, due to commercial fishing, scallops disappeared from that area. This had a major consequence for the fishing village which led it to be largely abandoned. With the mission to revive the scallop's numbers in the area, numerous fishermen's unions came together to raise scallops and disperse them into the ocean. Treating the scallop habitat like a farm, they can divide the area into sections and then choose a different section every year for scallop fishing, in other words, a yearly rotation system. Through this sustainable fishing model, the village was resurrected. The fishermen's unions faced a technical challenge, but they put in a lot of effort. In the end, it all paid off.

I'm impressed with their actions because they made their fishing business sustainable and harmonious with society. It's a good example.

Final thoughts

I was born in a seaside town and thanks to the ocean current, I was able to taste all kinds of fish. I grew up experiencing and enjoying many marine activities such as fishing and swimming.

Sometimes the ocean can be an unpredictable beast, but we all still love the ocean. I want future generations to keep experiencing the breathtaking ocean! As a part of the Yamaha marine family, I want to work while keeping the ocean's future in mind. I also want to enjoy marine activities in my private time.



▲ My hometown, it's a seaside town and behind are mountains. We are surrounded by nature.

Lastly, I'd like to thank all the Yamaha marine family for joining me on this three-part-journey. I would be happy to know if you are able to sympathize with my hopes and beliefs.

Adventure out and have fun fishing in the ocean during the weekends with your friends and family!



◀ For me, one of the most attractive points of fishing is the excitement I get when I feel a bite. Once you experience it, you will never forget it.

▶ Early spring red sea bream has a lot of fat. It's perfect for Carpaccio, cooked with olive oil, salt, and pepper. I appreciate the gifts from the ocean!



Advancing forward to increase the value of the ocean



Streaker Marine in a leafy suburb of Melbourne

In Australia, we live on an island that is surrounded by water, we have some of the best coastal and inland water ways in the world. Boating is a great pastime in Australia and is enjoyed by a larger number of our population. If you are after the best products, service and advice, Streaker Marine is the place to be.

Leon and Paul Savage had been involved in boating all of their lives. In 1973 the two brothers decided to make a full time commitment to their new company, L & P Savage Brothers Marine, which was to build a range of boats called 'Streaker Boats'.

The Streaker Boats over the intervening years has become one of the most popular brands of fibreglass boats ever built in this country.

In 2017, the next generation of Savage brothers, Paul and Sean Savage officially became co-owners. Having worked within the business for over 15 years they made the decision to become a sole retail dealership selling and servicing the leading brands of new and used boats, engines and accessories.

The Streaker Marine reputation is second to none in the marine industry. They strongly believe that the most important part of their company is the customer and delivering quality service, every time.



In 2018 we celebrated our 25th Year as a Yamaha dealer. This would make them one of the longest running Yamaha dealer's not only in Victoria, but also in Australia.

Considering the future, team decided to no longer build boats and move towards being the number one choice for premium boat packages in the Melbourne area in 2017. This looks like a smart choice as sales of boats and Yamaha Outboards has continued to grow.

In the future, we plan to increase our social media presence to better educate consumers on our Dealership and the products we sell.



Revs Report

Big games are starting

In March 2019 major games have commenced in Europe. Big races were held such as Trofeo Princesa Sofia Iberostar (Palma, Spain) on March 29 - April 6, World Cup Genoa (Genova, Italy) on April 14 - 21, European Championship (Sanremo, Italy) on May 6 - 12, and World Cup Marseille (Marseille, France) on June 2 - 9. The top-leading sailing teams from around the world competed in these competitions. Daichi Takayama / Kimihiko Imamura pair and Sho Kaminoki / Taisei Hikida pair belonging to the male team, and Mano Udagawa / Ayano Kudo pair belonging to the female team represented the Yamaha Sailing Team 'Revs'. With each race, the team got better. Takayama / Imamura pair competed for the Medal race in the 2019 World Cup Series Final Marseille and placed 10th.

The Trofeo Princesa Sofia Iberostar was the first qualifying race to determine who would represent Japan in the 2020 Tokyo Olympics and this race resulted in both Takayama / Imamura and Udagawa / Kudo teams placing third in Japan.

With the fighting spirit, the athletes will challenge tougher international races to gain more experience before the qualifying race in August.

It is important for the athletes to be in their top-notch condition for the qualifying race in August. Please expect a lot of growth and improvement from the Yamaha Sailing Team 'Revs'!



Competition name	Team	Rankings
Trofeo Princesa Sofia Iberostar	Takayama / Imamura	19th (3rd in Japan)
	Udagawa / Kudo	31st (3rd in Japan)
	Kaminoki / Hikida	37th (7th in Japan)
European Championship	Takayama / Imamura	23rd
	Udagawa / Kudo	21st
World Cup Marseille	Takayama / Imamura	10th
	Udagawa / Kudo	16th



Announcement
Kaminoki and Hikida who were on the Yamaha Sailing Team 'Revs' since 2016 have decided to resign in April. Thank you very much for supporting them for three years.