

Business Results for First Nine Months Fiscal Year Ended December 31, 2018 Business Information Session



New LMW: NIKEN

Yamaha Motor Co., Ltd.
October 31, 2018
(Ticker symbol: 7272)

Agenda

FY2018 Business Results for First Nine Months

Director - Tatsumi Okawa

- 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.

Business Results: 2018 (3Q)

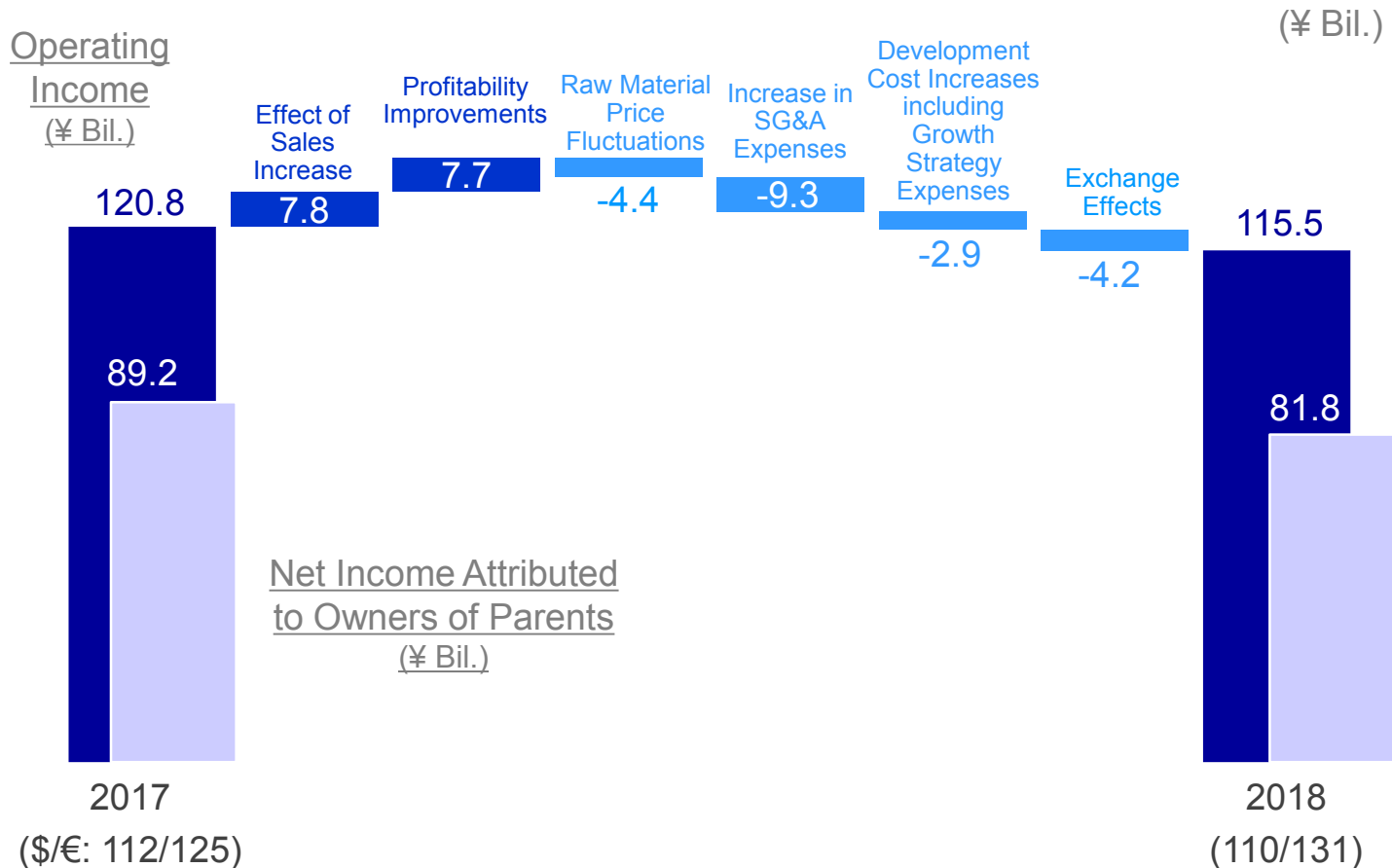
Net sales: Increased thanks to strong performance in the marine business, the power products business, and the emerging markets motorcycle business.

Operating income: Decreased due to the struggling developed markets motorcycle business, foreign exchange effects, and increased raw material costs.

(¥ Bil.)	2017 3Q	2018 3Q	Vs. Previous Year
Net Sales	1,250.7	1,262.0	101%
Operating Income	120.8	115.5	96%
Operating Income Ratio	9.7%	9.2%	-0.5pts.
Ordinary Income	124.1	113.4	91%
Net Income*	89.2	81.8	92%
(\$•€)	112 / 125	110 / 131	—
(\$/IDR•BR\$)	13,167 / 3.2	14,213 / 3.6	—

*Net Income Attributed to Owners of Parents

Factors Impacting Operating Income (3Q)



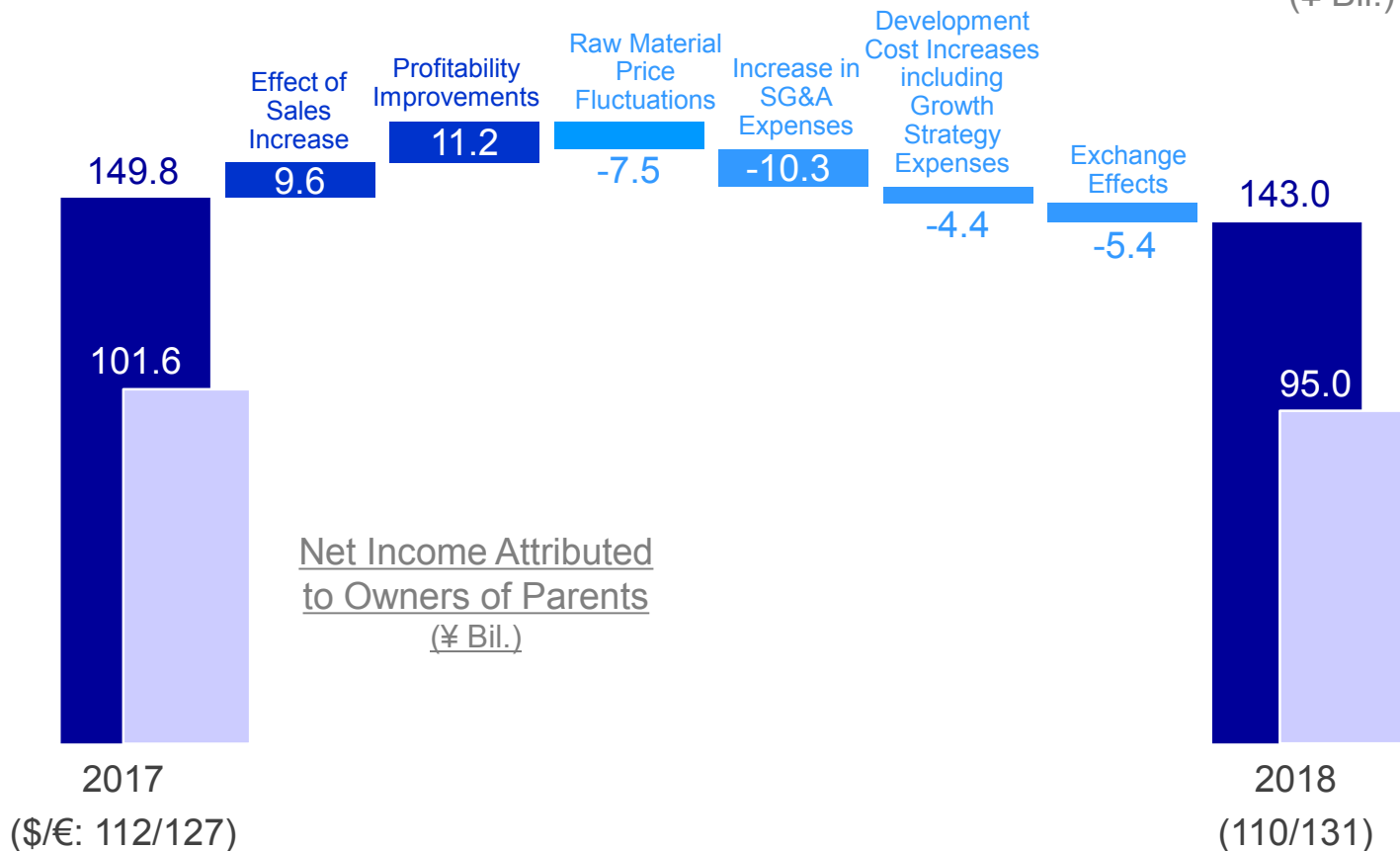
Business Results: 2018 (Annual Forecast)

Forecast business results have been revised to include the recent sales situation and foreign exchange environment. The forecast dividend is unchanged.

(¥ Bil.)	2017 Results	2018 Previous Forecast	2018 New Forecast	Vs. Previous Year
Net Sales	1,670.1	1,700.0	1,650.0	99%
Operating Income	149.8	150.0	143.0	95%
Operating Income Ratio	9.0%	8.8%	8.7%	-0.3pts.
Ordinary Income	154.8	155.0	140.0	90%
Net Income *	101.6	103.0	95.0	94%
Cash Dividend	88	90	90	—
(\$•€)	112 / 127	105 / 130	(Annual) 110 / 131 (4Q) 110 / 130	—
(\$/IDR • BR\$)	13,400 / 3.2	13,300 / 3.3	(Annual) 14,300 / 3.7 (4Q) 15,200 / 3.7	—

Factors Impacting Operating Income (Annual Forecast)

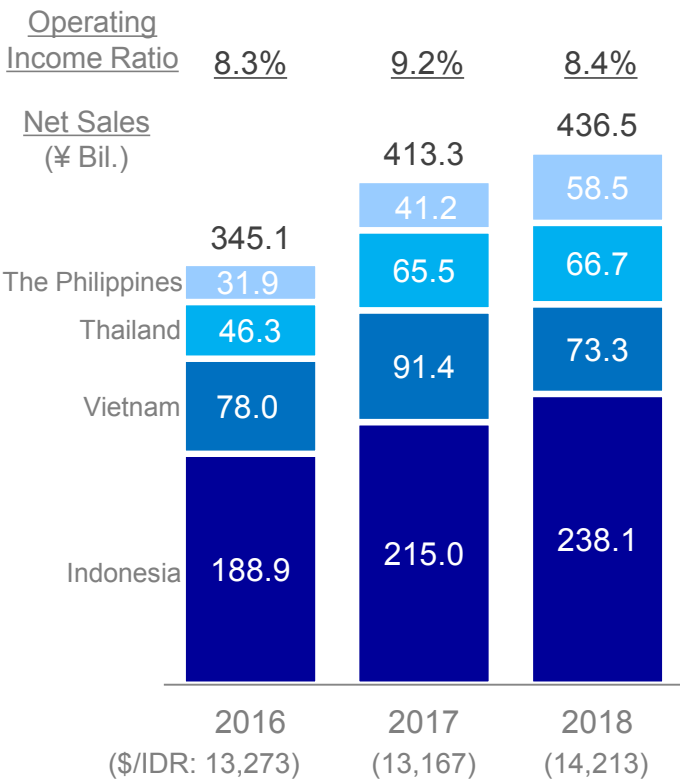
(¥ Bil.)



Business Results: 2018 (3Q)

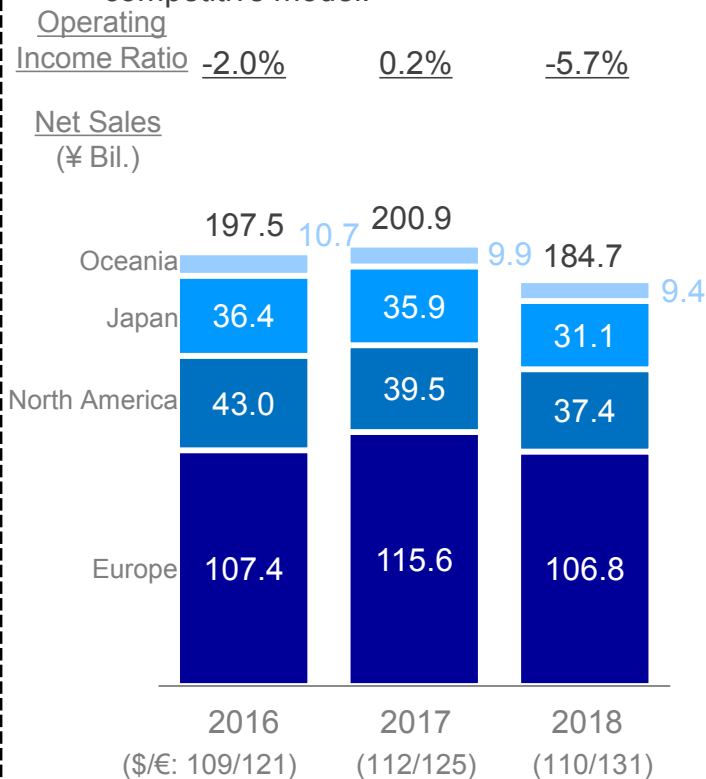
ASEAN Motorcycle Business

Indonesian market recovery is becoming clear.
Favorable sales continue in the Philippines.



Developed Markets Motorcycle Business

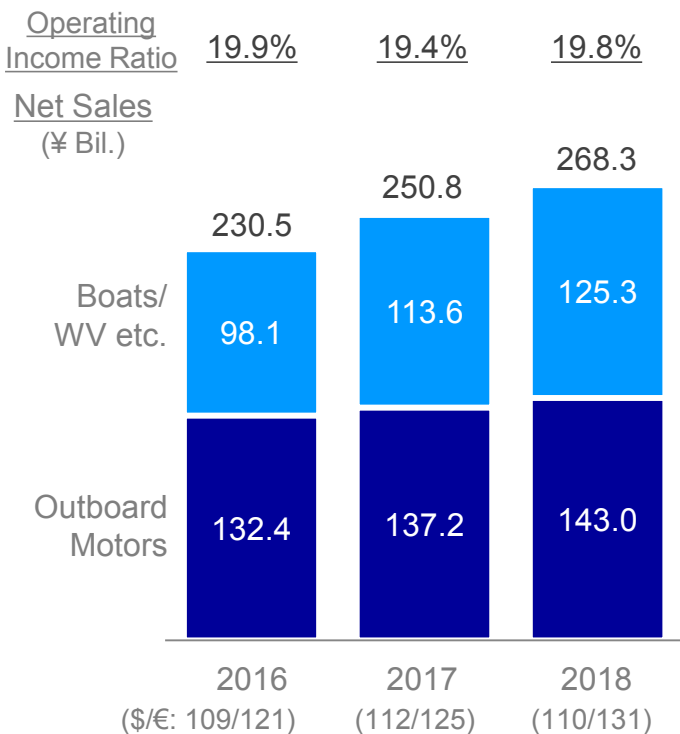
Structural reform are being progressed.
Concentrating on development of more competitive model.



Business Results: 2018 (3Q)

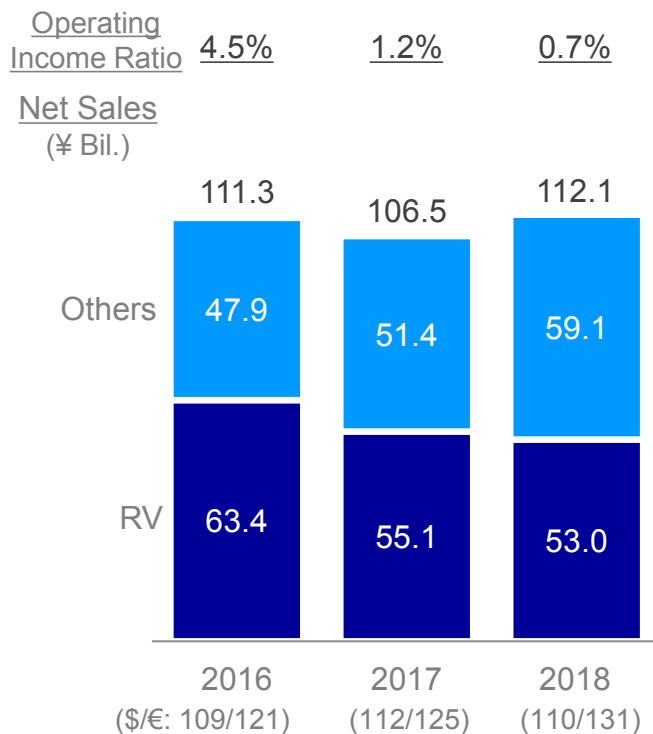
Marine

Outboard motor production increase well under way.
Favorable sales of water vehicles and boats continue.



Power Products

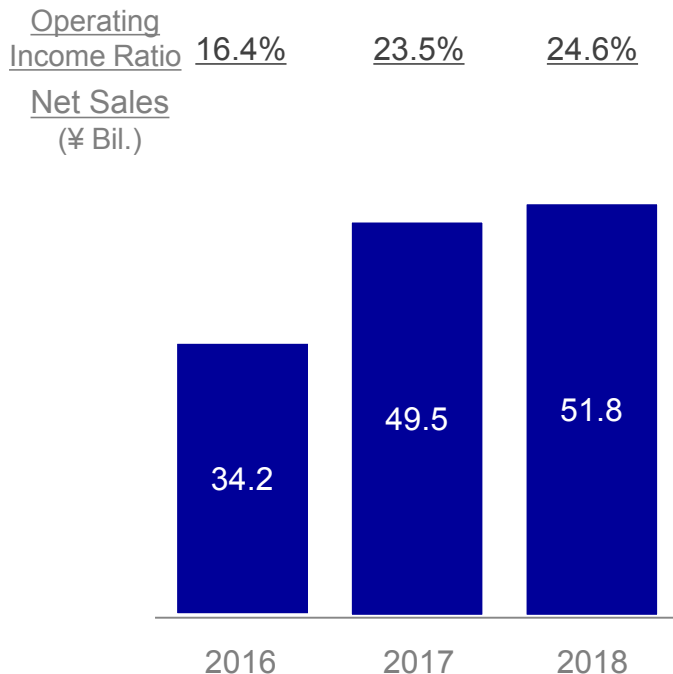
Sales of golf cars and multi-purpose engines are healthy.
ROV competition is intensifying.



Business Results: 2018 (3Q)

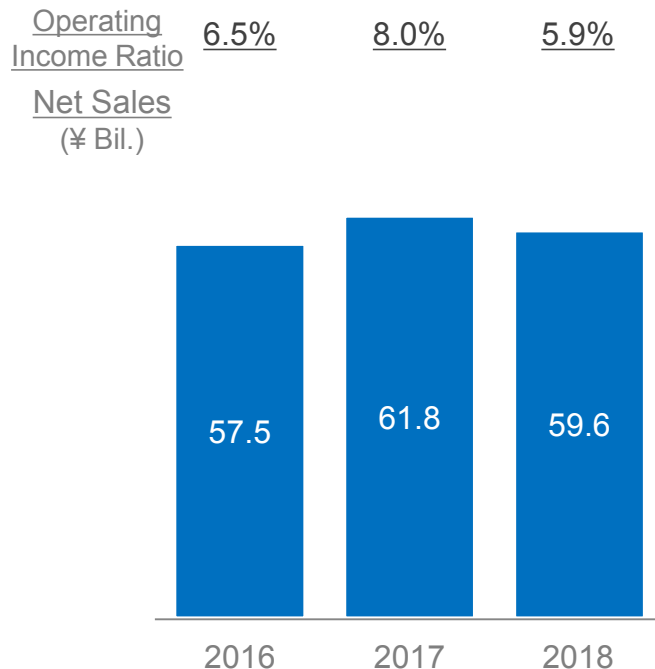
Industrial Machinery & Robot Products

Favorable sales of products such as surface mounters for automotive applications continue. Closely monitoring trends in the robot market.



Other Products

Electrically power assisted bicycles: Market competition is intensifying. Aiming to expand sales with the *YPJ Series*.



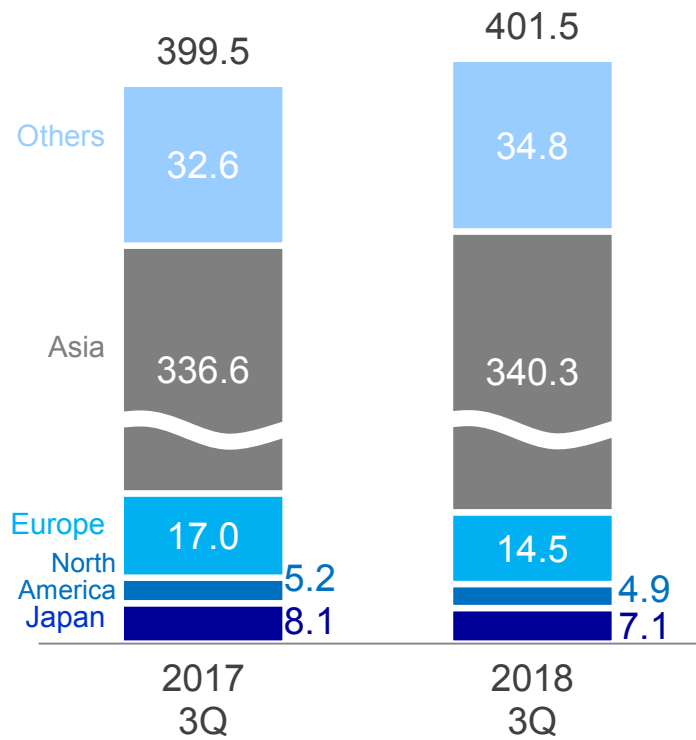


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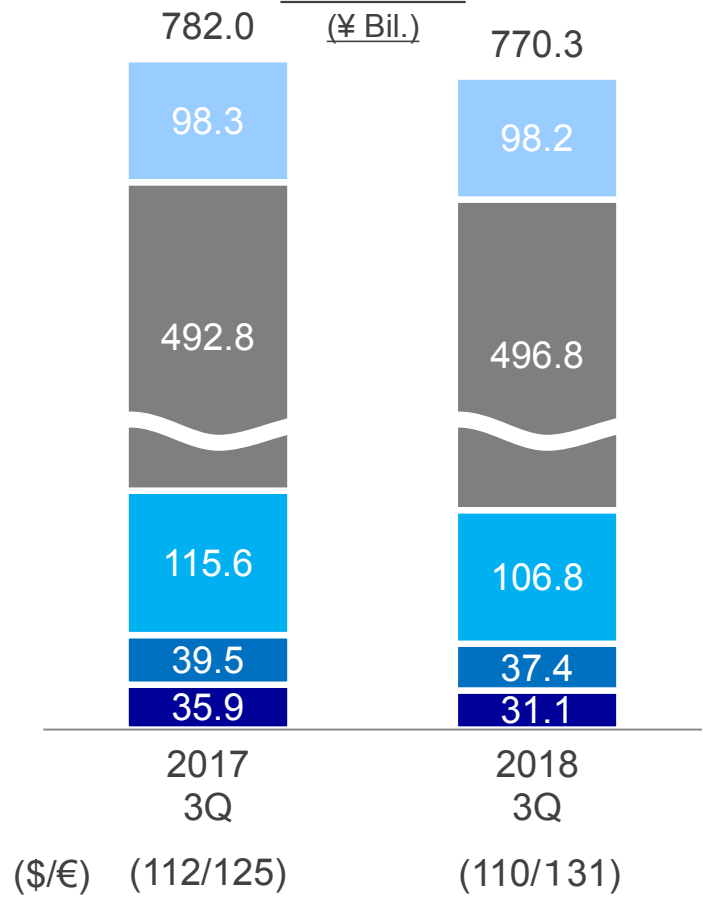
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Motorcycle Sales Units/Net Sales (3Q)

Unit Sales
(Thousand units)

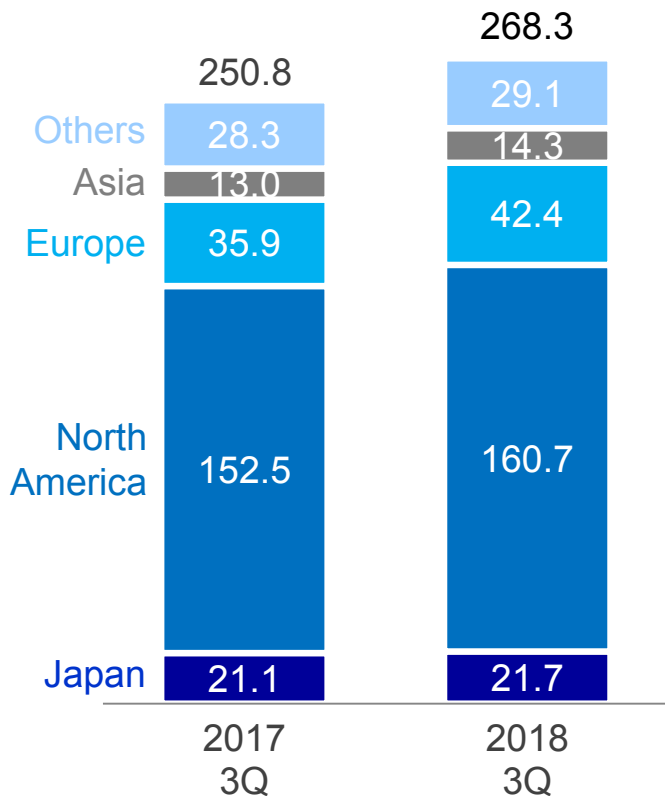


Net Sales
(¥ Bil.)



Net Sales of Marine/Power Products (3Q)

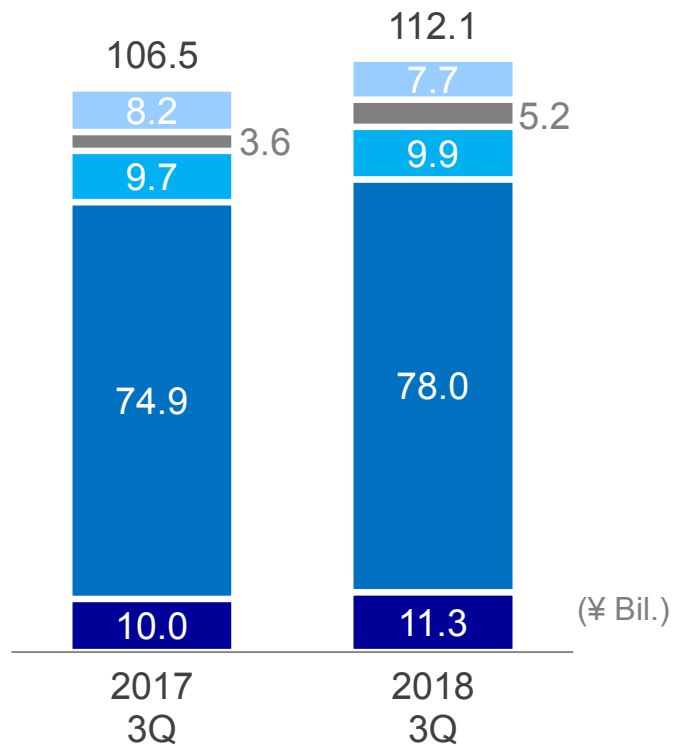
Marine



(\$/€) (112/125)

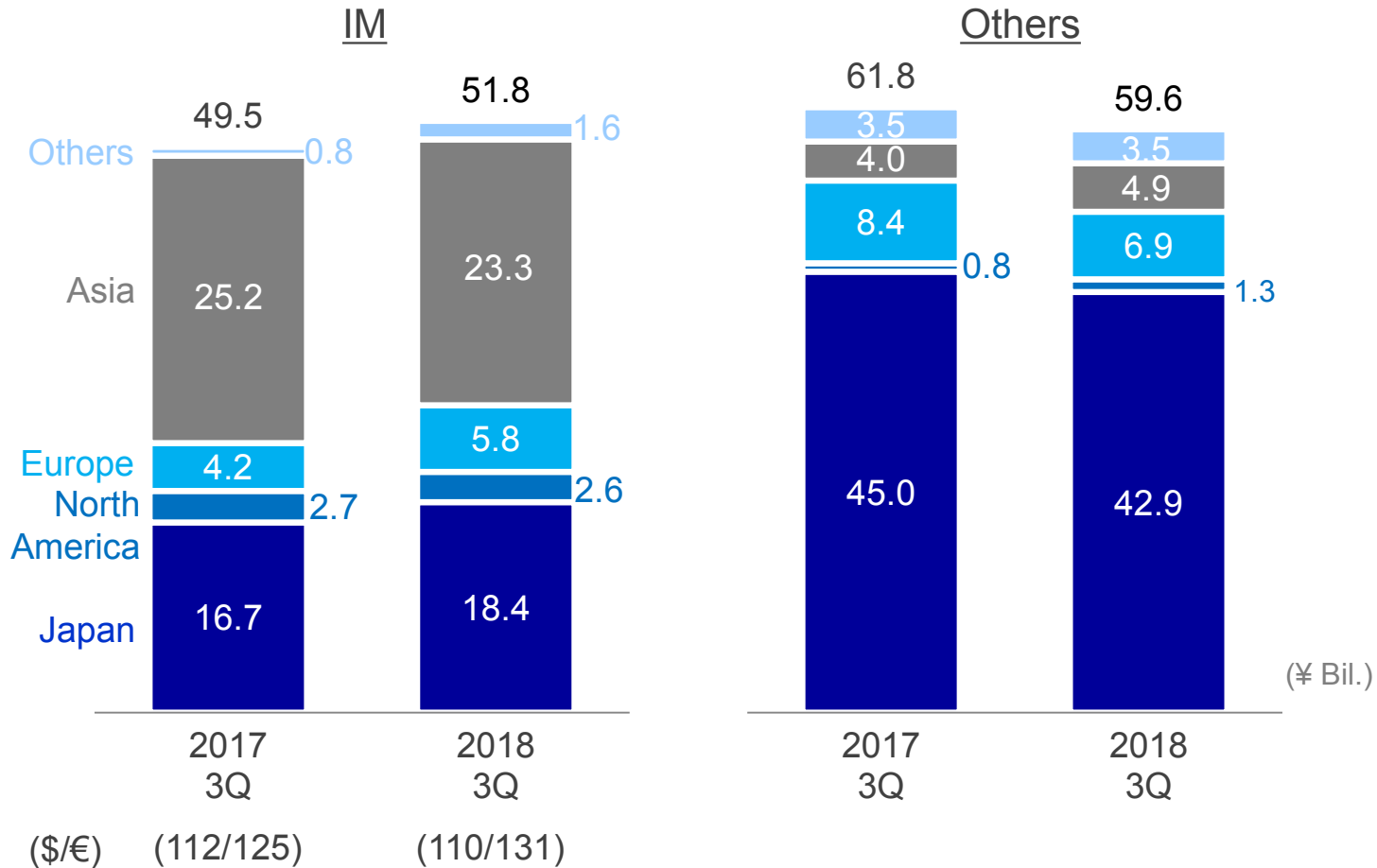
(110/131)

Power Products



(¥ Bil.)

Net Sales of IM/Others (3Q)



Capital Expenditure / Depreciation and Amortization Expenses / Research and Development Expenses / Interest-bearing Debt

(¥ Bil.)

	2017 3Q Results	2018 3Q Results
Capital Expenditure	35.8	31.6
Depreciation and Amortization Expenses	33.1	34.4
Research and Development Expenses	71.8	74.6
Interest-bearing Debt	328.0	304.8
(Includes Sales Financing)	230.3	255.8

Effects of Foreign Exchange (Compared to Previous Year)

(¥ Bil.)	2018 3Q Results (9 months)			
	US\$	Euro	Others	Total
Foreign Exchange Effects on HQ Imports and Exports	-2.6	3.7	-1.0	0.1
Foreign Exchange Effects on Purchases (Overseas Subsidiaries)	0	0	-1.3	-1.3
Conversion Effects on Gross Income (Overseas Subsidiaries)	-1.2	1.8	-7.1	-6.5
Conversion Effects on SG&A Expenses (Overseas Subsidiaries)	0.8	-1.2	3.8	3.5
Foreign Exchange Effects on Operating Income	-3.0	4.3	-5.5	-4.2

Foreign Exchange Sensitivity

Amount of effect on operating income per yen of foreign exchange fluctuations

US\$	Euro
1.2 ¥ Bil.	0.5 ¥ Bil.



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