



First Half of FY2026 Earnings Presentation

August 4, 2026

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



The Yamaha Factory Racing Team finished
2nd in a rain-soaked Suzuka 8 Hours

Business Results for the First Half of the Fiscal Year Ending December 31, 2026

**President, CEO and
Representative Director**

SHITARA, Motofumi

Executive Officer

HASHIMOTO, Mitsuru

Forecast Consolidated Results

The forecast consolidated results stated herein are based on 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.

Outline

Key Points

FY2026 H1 Results

Revenue: 1,498.0 billion yen (117% YoY), Operating profit: 158.5 billion yen (189% YoY)

- Continuing from the first quarter, shipments were strong across nearly every business—particularly the motorcycle business—and higher unit sales led to higher revenue
- Operating profit increased, driven by higher unit sales, cost reductions, and favorable exchange effects. New records set for first-half revenue, operating profit, and net profit
- U.S. structural reforms are progressing as planned and a structural reform plan for the OLV business has been formulated

Future Outlook

Revenue revised upward to 2,900.0 billion yen (114% YoY) and operating profit to 260.0 billion yen (206% YoY)

- Full-year forecast revised upward based on first-half results and the future outlook for the second half
- Revised full-year forecast accounts for rising raw material prices due to the situation in the Middle East as well as one-time costs associated with structural reforms for the OLV business
- Aim for record-setting full-year operating profit and EPS by maintaining strong sales, price pass-throughs to offset higher raw material costs, and continuing cost reduction efforts

Shareholder Returns

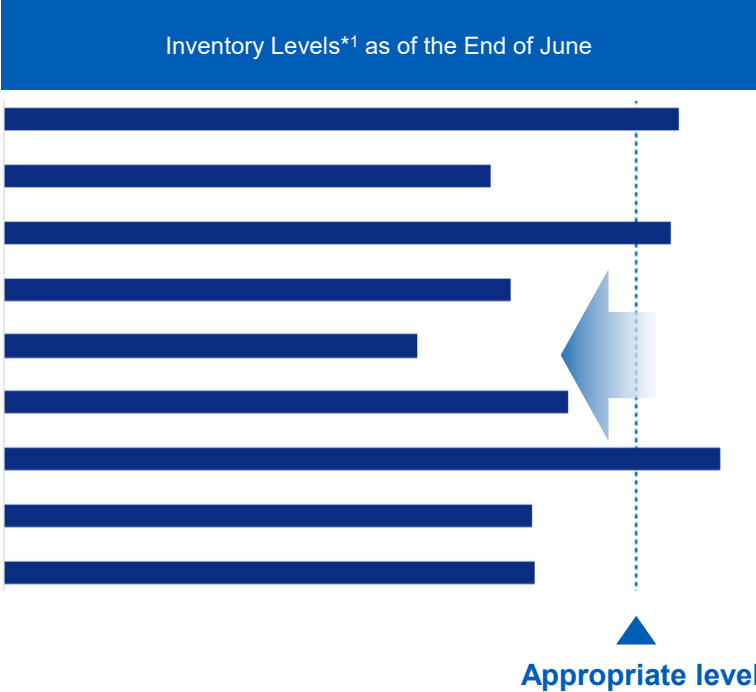
No changes from the initial plan

- Interim dividend of 25 yen per share and annual dividend of 50 yen per share (as originally planned)
- Aim to conduct flexible treasury stock buybacks through steady improvements to business performance

Unit Sales and Inventory Levels by Main Products (FY2026 H1)

- Motorcycle wholesale shipments remained strong in developed markets, ASEAN markets, and India. Demand continued to grow in Indonesia, with retail sales increasing while wholesale shipments remaining flat YoY
- Outboard motor wholesale shipments were flat in North America and Europe. Surface mounter wholesale shipments increased YoY, driven by higher orders mainly from China
- In addition to strong sales, inventory reduction efforts continued. Will review appropriate inventory levels to further improve CCC

Product / Region		Total Demand (vs. 2025)	Unit Sales (vs. 2025)
Motorcycles	Europe,*2 U.S., Japan	106%	106%
	Indonesia	109%	100%
	Thailand	104%	134%
	Vietnam*3	106%	210%
	The Philippines	103%	104%
	India	123%	141%
	Brazil	114%	100%
Outboards*4	North America, Europe	98%	99%
ATVs/ROVs	North America	105%	107%
SPVs	All	-	121%
Surface mounters	All	106%	125%



*1: Distribution inventory (motorcycles and ATV + ROV are forecasts, outboard motors are past results) *2: Main five European markets
*3: Total demand is the combined total of companies with the Vietnam Association of Motorcycle Manufacturers (VAMM) *4: Total demand and inventory levels for U.S. market only

FY2026 H1 Business Results

- Revenue increased, driven by higher unit sales across nearly all businesses
- Operating profit increased significantly despite tariff impacts and rising raw material costs thanks to higher sales, cost reductions, and favorable exchange rates

	2025 (¥ Bil.) H1*2	2026		2026 FY Forecast
		H1	YoY	
Revenue	1,277.8	1,498.0	117%	2,700.0
Operating Profit	84.0	158.5	189%	180.0
Operating Profit Ratio	6.6%	10.6%	+4.0 pts.	6.7%
Net Profit*1	53.1	113.9	215%	100.0
EPS (¥)	54.56	117.37	215%	103.05
(\$/€)	148/162	158/185	—	155/175

*1 Profit attributable to owners of parent.

*2 For the consolidated fiscal year ending December 31, 2025, we have finalized the provisional accounting concerning business combinations and the various figures for this first-half period reflect this accounting finalization.

FY2026 H1 Operating Profit Factors

- Operating profit increased significantly, driven by higher unit sales, lower R&D and SG&A expenses, and favorable exchange effects



Breakdown of sales effects				Breakdown of net cost impact		Breakdown of R&D expenses		Breakdown of SG&A expenses		Breakdown of Others		Tariff effects	
Scale effects	+29.0	Pricing	+21.2	Cost reductions	+9.1	Labor costs	+0.4	Labor costs	-2.2	Equity in earnings (losses) of affiliates	+1.1	Gross impact	-25.0
Financial Services	+4.9	Others	+10.6	Cost raises	-28.7	Others	+6.9	Logistics costs	-0.8	Others	+4.4	Refunds	+5.0
								Operating expenses	+1.7				
								Others	+6.5				

*For the consolidated fiscal year ending December 31, 2025, we have finalized the provisional accounting concerning business combinations and the various figures for this first-half period reflect this accounting finalization.

Structural Reforms for the OLV Business

- Discontinuing in-house ROV production to improve profitability and focusing management resources on core strengths, targeting profitability by 2028
- One-time costs of 12.0 billion yen related to structural reforms have been factored into the full-year plan

2025

Cost Reduction
Initiatives

2026

OLV Business
Restructuring

2027

Significant Improvement
in Earnings

2028

Profitable for
the Fiscal Year

Discontinuing in-
house production

ROVs

- Co-development and OEM supply of chassis
- Strengthen presence in utility segment by leveraging technologies from collaborative partners

ATVs

- Focus on sport and high-end models to make our existing assets a strength

Golf cars

- Solidify foundation for earnings by improving product appeal and enhancing services

Focusing on core strengths

Reinforcing Business
Foundations

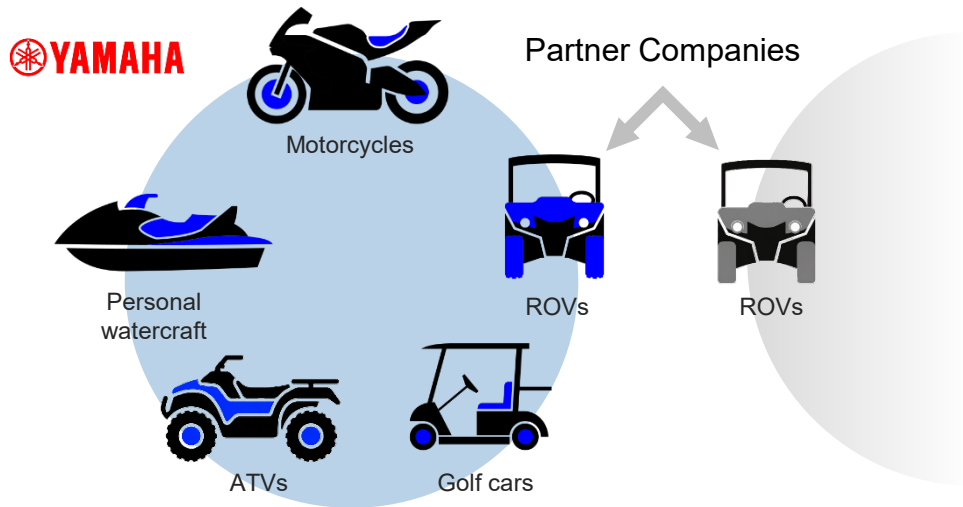
Workforce Optimization, Production and Development Efficiency, Procurement Optimization

Multi-Product Strategy for the North American Market

- Even after ceasing in-house production of ROVs, Yamaha Motor will continue to offer a wide product lineup through OEM supply
- Implement a multi-product strategy covering outdoor recreation, aiming to drive sales growth across the entire product range in the North American market

Multi-Product Strategy Overview

Offering one-stop access to a broad product lineup for multi-category, multi-brand dealers



Effects

Through our broad product lineup, aim to grow sales of all powersports and marine products in the North American market

- Expand market share by attracting new customer segments
- Increase the number of items purchased and total spending per customer through cross-selling
- Enhance brand awareness and become a brand that customers continue to choose

※Power Sports: Vehicles for leisure and sports use equipped with engines or motors, including motorcycles, ATVs, and ROV

FY2026 Revised Forecast: Operating Conditions

- Revenue increases due to sales growth in each segment.
- While accounting for higher costs from the situation in the Middle East and expenses related to structure reforms for the OLV business, operating profit rises due to sales growth and cost reductions

	2025	2026	
(¥ Bil.)	FY Results	FY Revised Forecast	YoY
Revenue	2,534.2	2,900.0	114%
Operating Profit	126.4	260.0	206%
Operating Profit Ratio	5.0%	9.0%	+4.0 pts.
Net Profit*	16.1	170.0	1,055%
EPS (¥)	16.59	175.16	1,056%
(\$/€)	150/169	159/182	—

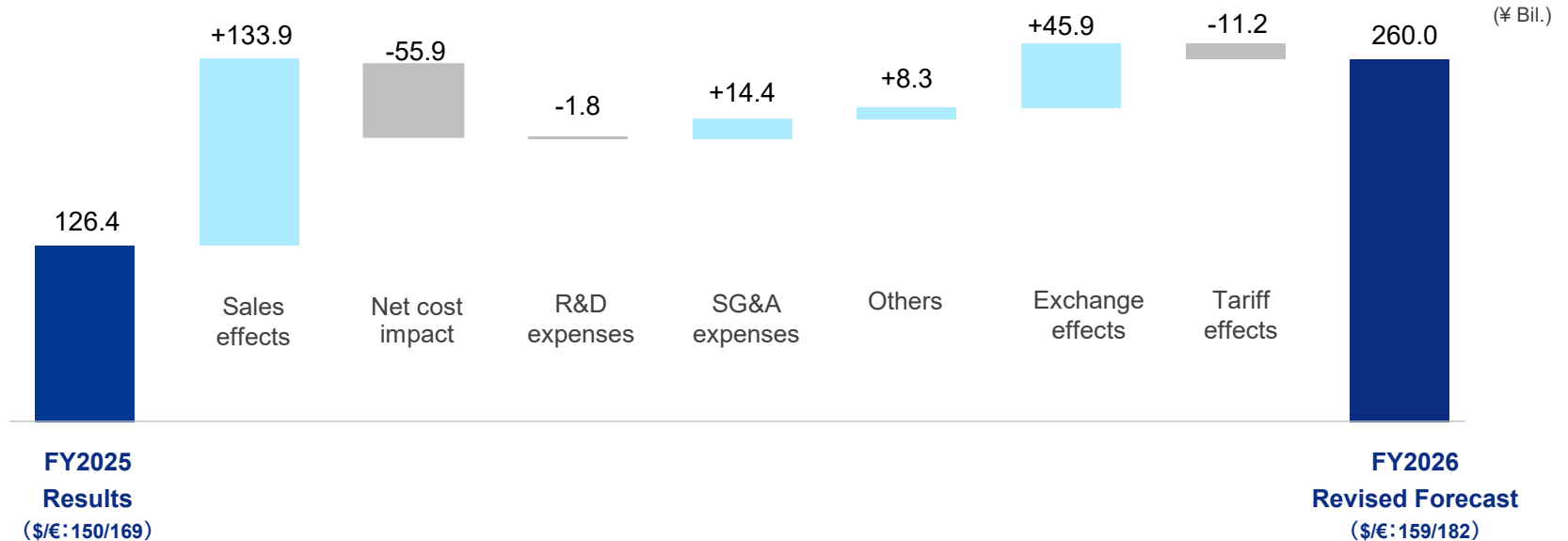
Reference: Original full-year forecast

2026	
FY Forecast	YoY
2,700.0	107%
180.0	142%
6.7%	+1.7 pts.
100.0	621%
103.05	621%
155/175	—

*Profit attributable to owners of parent

FY2026 Revised Forecast: Operating Profit Factors

- Strong performance continues in the Motorcycle business. Profit increases on sales growth, price pass-throughs to offset higher raw material costs, and continuing cost reduction efforts and favorable exchange effects

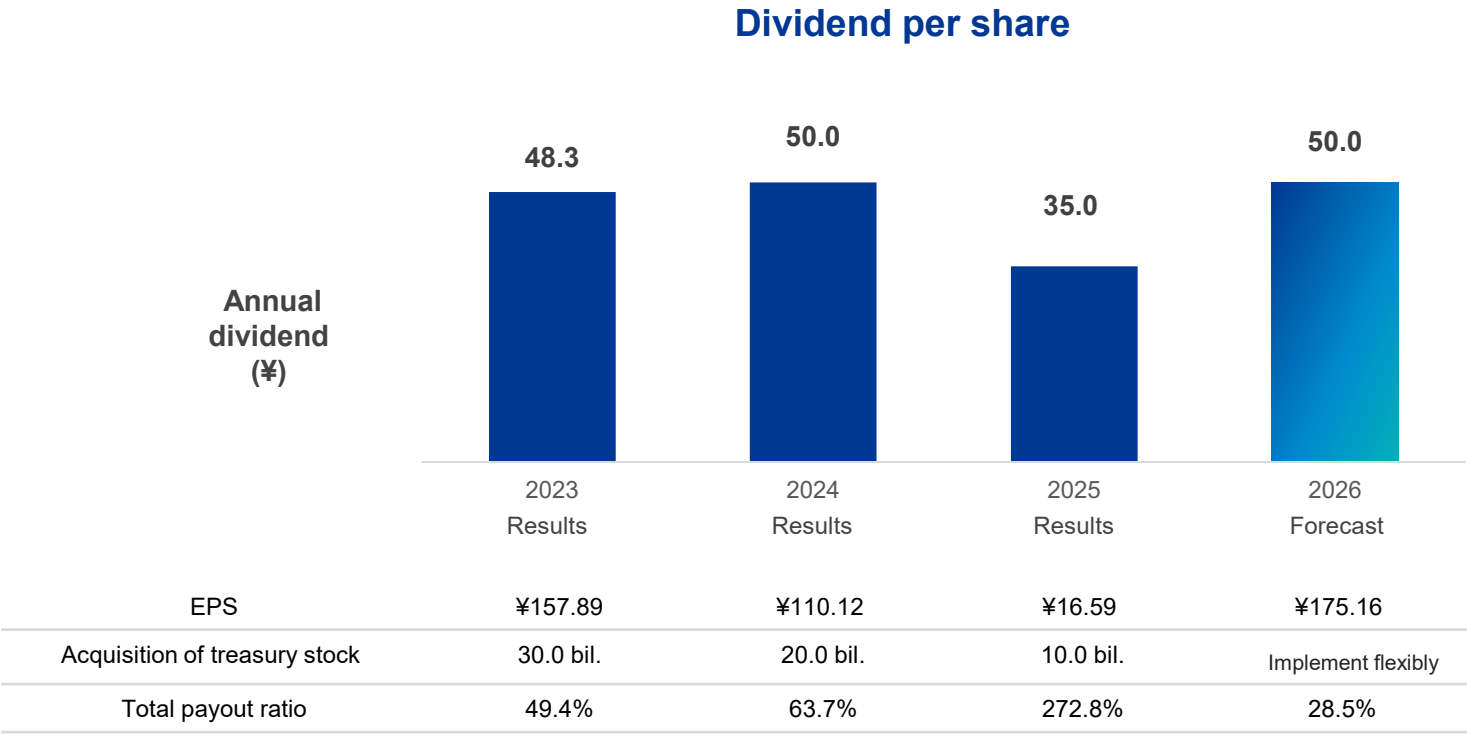


Breakdown of sales effects				Breakdown of net cost impact		Breakdown of R&D expenses		Breakdown of SG&A expenses		Breakdown of Others		Tariff effects	
Scale effects	+59.6	Pricing	+28.4	Cost reductions	+18.9	Labor costs	+4.8	Labor costs	-1.0	Equity in earnings (losses) of affiliates	+0.8	Gross impact	-23.9
Financial Services	+8.9	Others	+37.0	Cost raises	-74.8	Others	-6.5	Logistics costs	-4.3	Others	+7.5	Refunds	+12.7
								Operating expenses	-2.7				
								Others	+22.4				

Shareholder Returns

- The annual dividend of 50 yen per share planned for 2026 remains unchanged from the announced forecast

Dividend per share



Details by Business Segment

FY2026 H1 Revenue and Operating Profit by Business

Revenue

(¥ Bil.)	2025	2026	
	H1	H1	YoY
Land Mobility	808.2	984.6	122%
Motorcycle	789.0	964.3	122%
SPV	19.1	20.2	106%
Marine Products	280.0	300.7	107%
OLV	77.7	80.3	103%
Robotics* ¹	48.3	60.1	125%
Financial Services	53.9	63.6	118%
Other Products* ¹	9.9	8.7	88%
All	1,277.8	1,498.0	117%

Operating Profit

(¥ Bil.)	2025	2026	
	H1* ²	H1	YoY
Land Mobility	59.4	112.7	190%
Motorcycle	61.6	116.0	188%
SPV	-2.2	-3.3	-
Marine Products	38.9	46.0	118%
OLV	-13.7	-12.0	-
Robotics* ¹	-1.5	3.7	-
Financial Services	8.1	12.1	151%
Other Products* ¹	-7.1	-4.1	-
All	84.0	158.5	189%

*1 From 2026, the Unmanned Systems (UMS) business (drones and industrial unmanned helicopters) that was under the Robotics business was transferred to the Other Products business. Previous results have been adjusted accordingly.

*2 For the consolidated fiscal year ending December 31, 2025, we have finalized the provisional accounting concerning business combinations and the various figures for this first-half period reflect this accounting finalization.

Average foreign exchange rate for the period (\$/€): 2025 (148/162) vs. 2026 (158/185)

FY2026 Revised Forecast: Revenue and Operating Profit by Business

Revenue

(¥ Bil.)	2025	2026	
	Results	Revised Forecast	YoY
Land Mobility	1,615.1	1,908.0	118%
Motorcycle	1,578.1	1,867.0	118%
SPV	37.1	41.0	111%
Marine Products	527.6	569.0	108%
OLV	148.5	143.0	96%
Robotics*	107.4	132.0	123%
Financial Services	114.0	130.0	114%
Other Products*	21.5	18.0	84%
All	2,534.2	2,900.0	114%

Operating Profit

(¥ Bil.)	2025	2026	
	Results	Revised Forecast	YoY
Land Mobility	108.7	184.0	169%
Motorcycle	123.5	193.0	156%
SPV	-14.8	-9.0	-
Marine Products	53.6	87.0	162%
OLV	-39.8	-40.0	-
Robotics*	1.7	12.5	751%
Financial Services	21.1	27.0	128%
Other Products*	-18.9	-10.5	-
All	126.4	260.0	206%

*From 2026, the Unmanned Systems (UMS) business (drones and industrial unmanned helicopters) that was under the Robotics business was transferred to the Other Products business. Previous results have been adjusted accordingly.

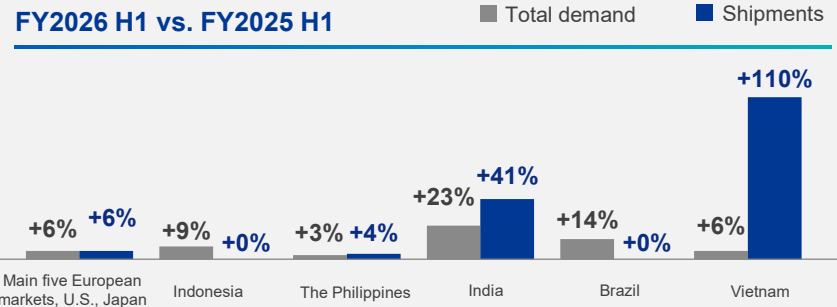
Average foreign exchange rate for the period (\$/€): 2025 full year (150/169), Revised full-year 2026 forecast (159/182)

Motorcycles

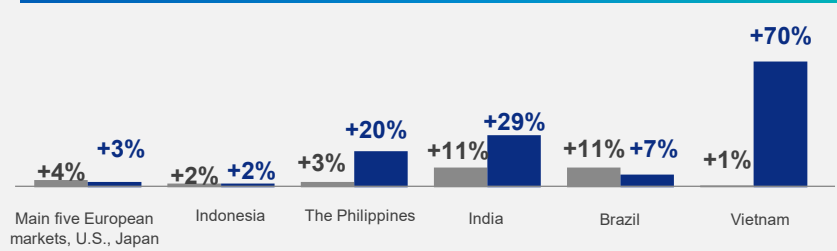
Results	Revenue and operating profit increased due to higher unit sales in emerging markets, particularly in India and ASEAN nations, together with pricing pass-throughs and cost reductions
Outlook	Revenue increases driven by higher unit sales in India and ASEAN markets. Operating profit grows despite higher raw material costs due to the situation in the Middle East by implementing price pass-throughs and cost reductions

Units

FY2026 H1 vs. FY2025 H1

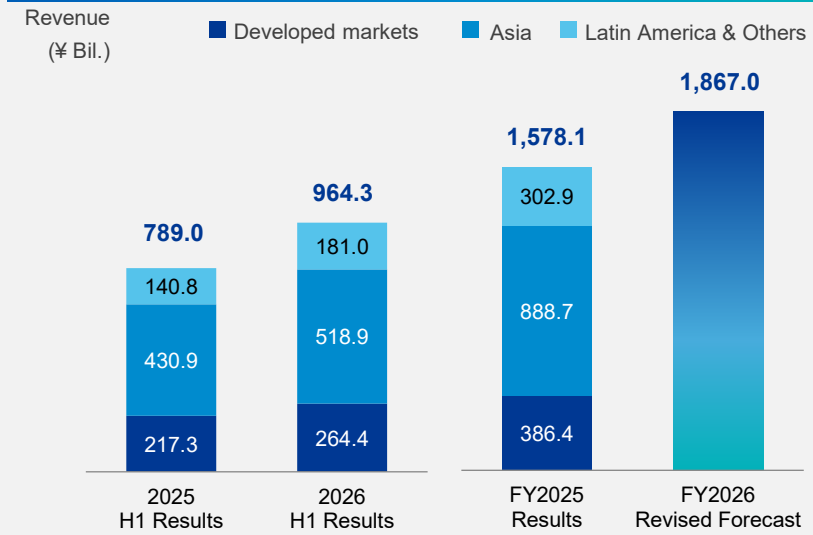


FY2026 Revised Forecast vs. FY2025 Results



Revenue / Operating Profit Ratio

Operating Profit Ratio	7.8%	12.0%	7.8%	10.3%
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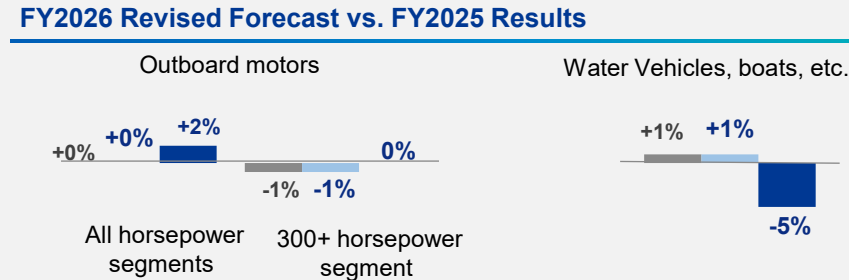
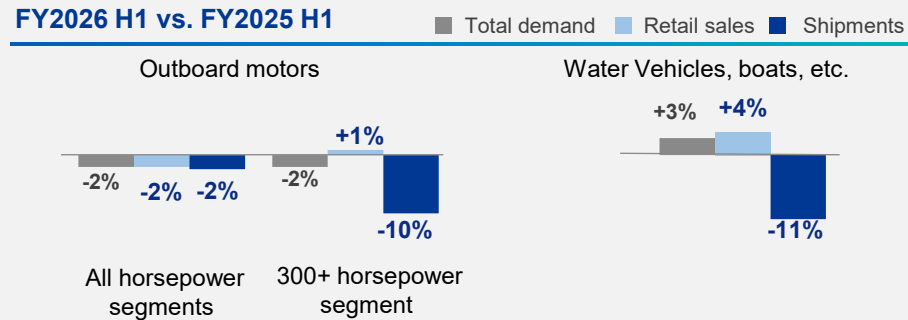
New AEROX ABS Sport Scooter Launched in Japan



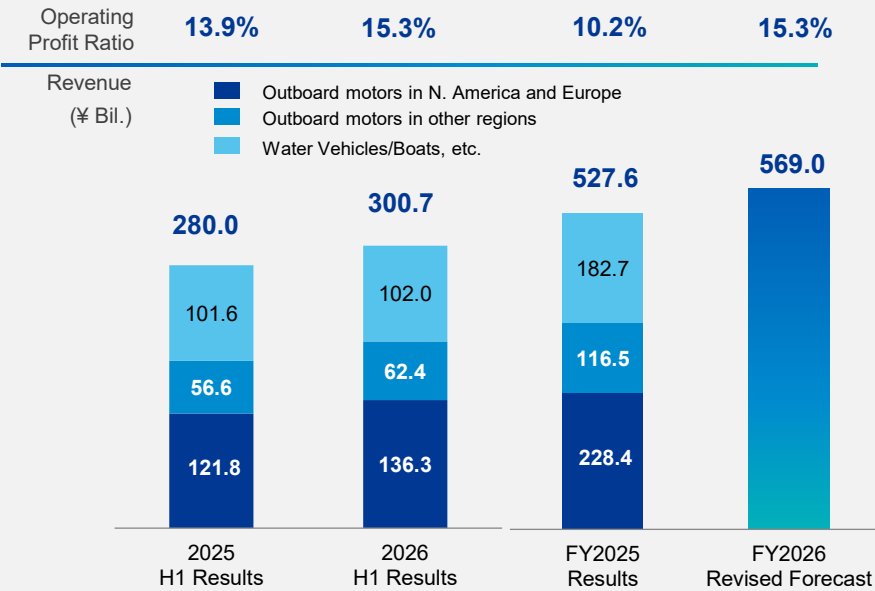
Marine Products

Results	Revenue grew as higher unit sales in regions outside the U.S. more than offset slight YoY declines in U.S. demand and wholesale shipments of outboards. Operating profit increased, driven by higher unit sales, lower R&D expenses, reduced SG&A expenses, and favorable exchange rates
Outlook	Revenue increases from higher unit sales of outboard motors despite flat overall market demand. Operating profit increases despite U.S. tariff impacts, driven by higher unit sales, lower R&D and SG&A expenses, and favorable exchange rates

Units (U.S. only)



Revenue / Operating Profit Ratio



Robotics and Financial Services

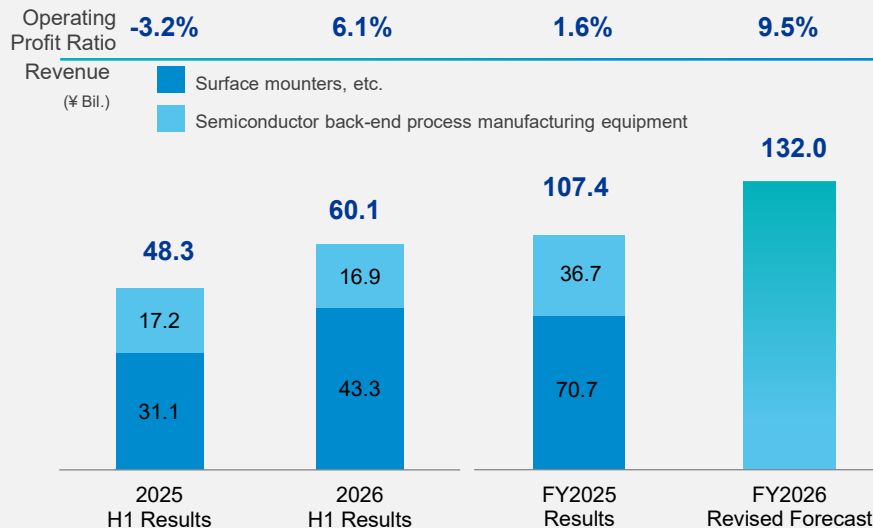
Robotics Business

Results

Revenue increased from higher surface mounter unit sales. Operating profit also increased, driven by higher unit sales and continued cost reductions

Outlook

Revenue and operating profit increase from higher surface mounter unit sales as well as progress with wholesale shipments of semiconductor back-end equipment



*From 2026, the Unmanned Systems (UMS) business (drones and industrial unmanned helicopters) that was under the Robotics business was transferred to the Other Products business. Previous results have been adjusted accordingly and shown within the parentheses.

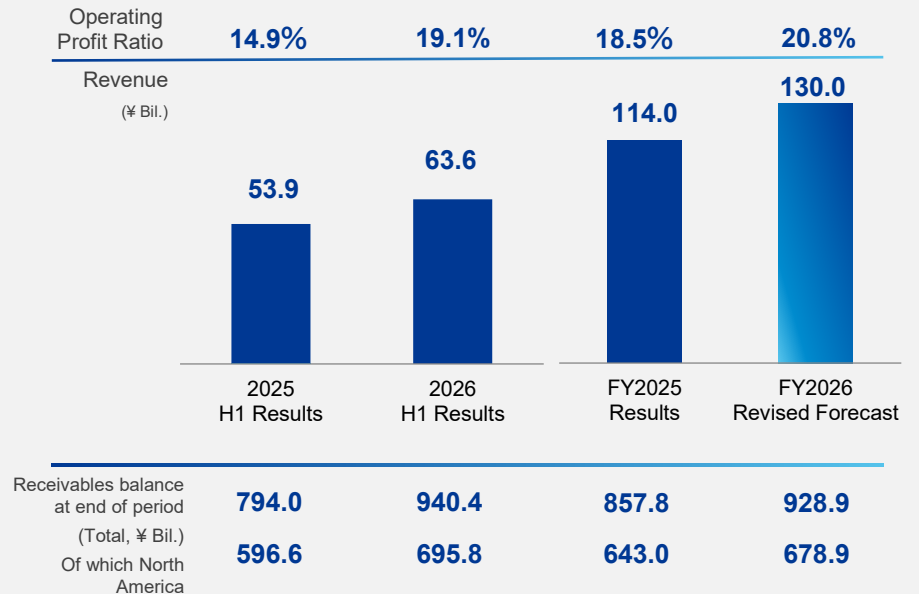
Financial Services Business

Results

Revenue increased from higher receivables. Operating profit increased due to improved interest rate margins and the absence of last year's interest rate swap valuation losses

Outlook

Revenue and operating profit increase from higher receivables and improved interest rate margins



Period-end exchange rate (\$): FY2025 H1 (145), FY2026 H1 (162)
FY2025 (157), FY2026 Revised forecast (160)

Smart Power Vehicle and Outdoor Land Vehicle

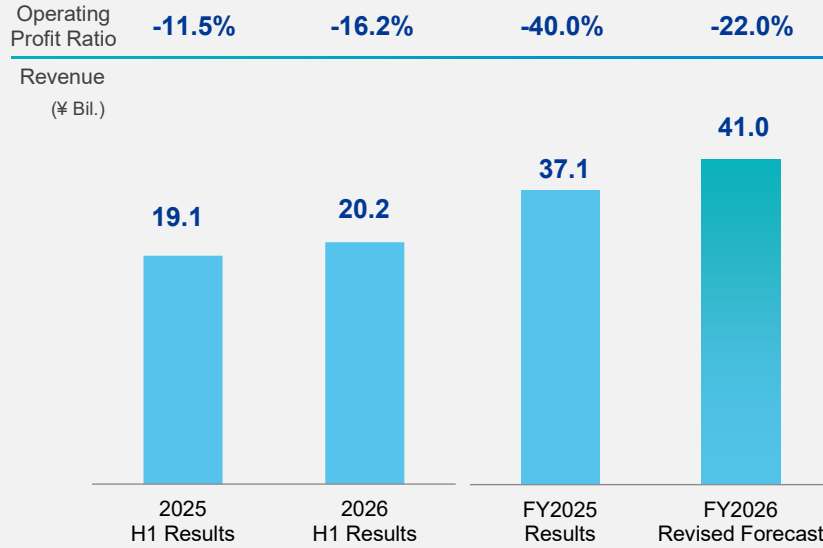
SPV Business

Results

Revenue increased from higher e-Kit unit sales. Operating profit decreased due to higher procurement costs and increased R&D expenses

Outlook

Revenue increases, driven primarily by higher unit sales of e-Kits. Operating loss narrowed through cost reductions



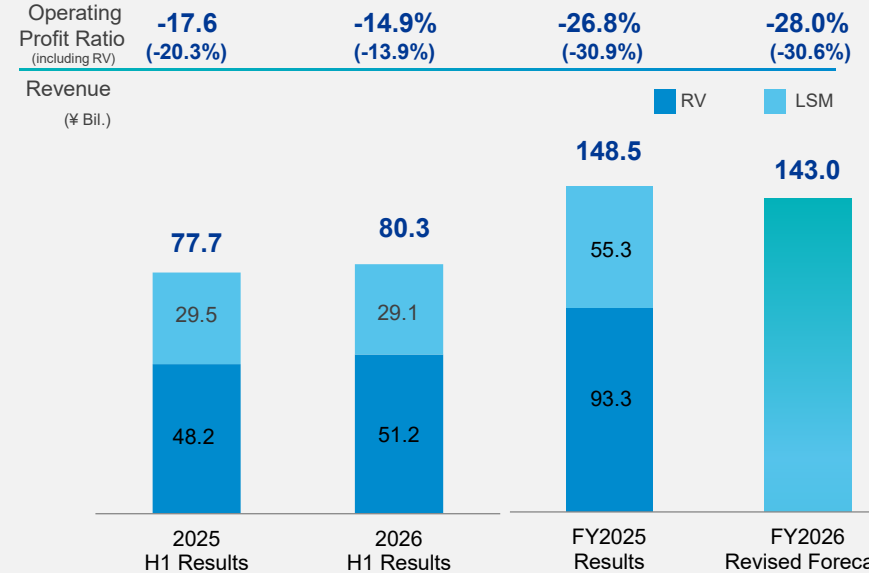
OLV Business

Results

Revenue increased from higher ATV unit sales and operating deficit narrowed thanks to SG&A cost reductions and favorable exchange effects, despite ongoing tariff impacts

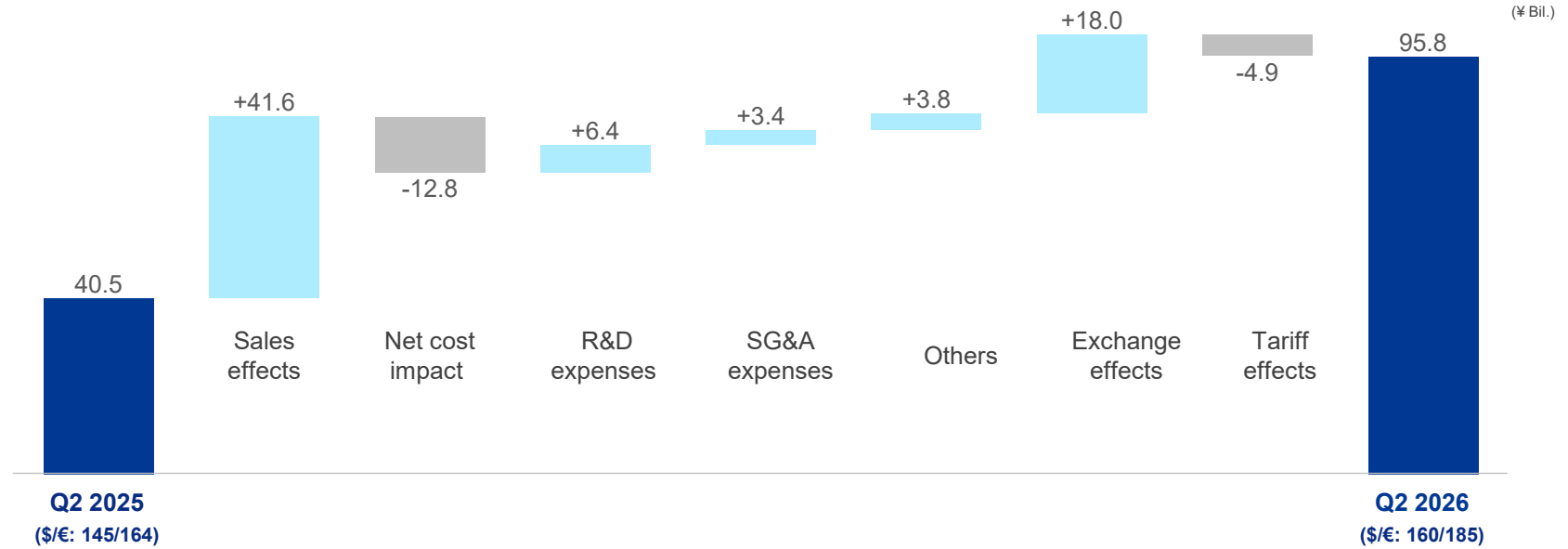
Outlook

Revenue and operating profit decrease despite solid ATV sales due to lower ROV unit sales and one-time expenses related to structural reforms





FY2026 Q2 Operating Profit Factors



Breakdown of sales effects				Breakdown of net cost impact		Breakdown of R&D expenses		Breakdown of SG&A expenses		Breakdown of Others		Tariff effects	
Scale effects	+10.3	Pricing	+14.1	Cost reductions	+4.8	Labor costs	+0.1	Labor costs	-0.4	Equity in earnings (losses) of affiliates	+0.5	Gross impact	-9.9
Financial Services	+2.0	Others	+15.2	Cost raises	-17.6	Others	+6.2	Logistics costs	-0.5	Others	+3.3	Refunds	+5.0
								Operating expenses	+0.2				
								Others	+4.0				

Main Financial Indicators

(¥ Bil.)	2022 Results (J-GAAP)	2023 Results (J-GAAP)	2023 Results (IFRS)	2024 Results (IFRS)	2022–2024 Average*1	2025 Results (IFRS)	2026 Revised Forecast (IFRS)	2025–2027 Average Target
	Medium-Term Management Plan (2022–2024)					Medium-Term Management Plan (2025–2027)		
Revenue*2	2,248.5	2,414.8	2,414.8	2,576.2	CAGR 12%	2,534.2	2,900.0	CAGR over 7%
Operating Profit Ratio	10.0%	10.4%	10.1%	7.0%	9.1%	5.0%	9.0%	Over 9%
ROE	18.7%	15.4%	15.5%	9.7%	14.6%	1.4%	13.9%	14% range
ROIC	11.9%	9.2%	9.1%	5.4%	8.8%	0.8%	7.7%	8% range
ROA	11.2%	10.5%	10.3%	6.8%	9.5%	4.4%	8.8%	9% range
Equity Ratio	45.9%	43.7%	42.0%	41.7%	-	39.0%	43.7%	-
EPS (¥)	170.5	163.6	157.9	110.1	-	16.6	175.2	-
Total Payout Ratio	35.7%	47.7%	49.4%	63.7%	46.9%	272.8%	28.5%	Over 40%
Payout Ratio	24.4%	29.5%	30.6%	45.4%	-	211.0%	28.5%	-
Acquisition of Treasury Stock	20.0	30.0	30.0	20.0	-	10.0	Implement flexibly	-
(\$/€)	132/138	141/152	141/152	152/164	-	150/169	159/182	145/155

*1 Calculated using Japanese GAAP standards for 2022 and 2023, and IFRS standards for 2024.

*2 "Net sales" in Japanese GAAP is presented as "Revenue."

Total Demand and Unit Sales by Main Products (FY2026 Revised Forecast)

Product/Region		Total Demand (vs. 2025)	Unit Sales (vs. 2025)	Reference: Original plan	
				Total Demand (vs. 2025)	Unit Sales (vs. 2025)
Motorcycles	Europe* ¹ , U.S., Japan	104%	103%	97%	101%
	Indonesia	102%	102%	93%	95%
	Thailand	102%	117%	100%	119%
	Vietnam* ²	101%	170%	104%	138%
	The Philippines	103%	120%	105%	116%
	India	111%	129%	104%	123%
	Brazil	111%	107%	100%	108%
Outboards*³	North America, Europe	100%	99%	98%	107%
ATVs/ROVs	North America	103%	97%	96%	87%
SPVs	All	-	124%	-	119%
Surface mounters	All	-	111%	-	97%

*1: Main five European markets

*2: Total demand is the combined total of companies with the Vietnam Association of Motorcycle Manufacturers (VAMM)

*3: Total demand and inventory levels for U.S. market only

Unit Sales and Revenue by Region/Operating Profit Factors

Motorcycles

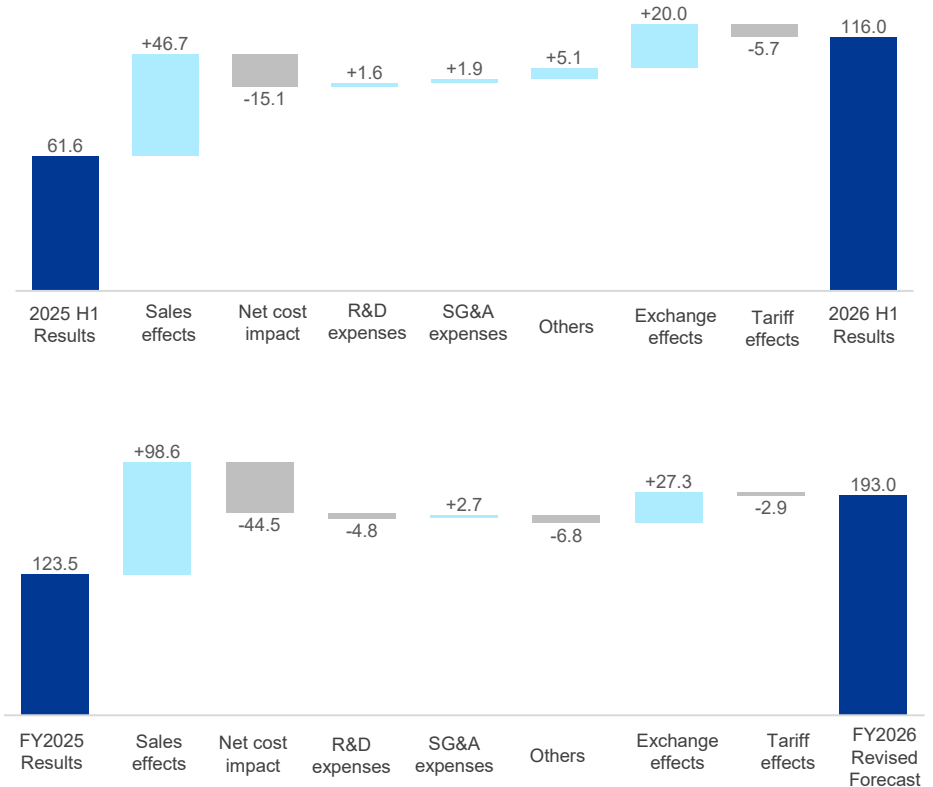
Unit Sales

(1,000 units)	2025	2026			
	H1 Results	H1 Results	YoY	Revised forecast	YoY
Japan	42	35	84%	65	85%
N. America	47	57	123%	91	115%
Europe	127	136	107%	218	104%
Asia	1,870	2,157	115%	4,450	114%
Other	364	377	104%	804	108%
All	2,449	2,762	113%	5,628	112%

Revenue

(¥ Bil.)	2025	2026			
	H1 Results	H1 Results	YoY	Revised forecast	YoY
Japan	24.2	22.5	93%	-	-
N. America	50.8	65.9	130%	-	-
Europe	132.7	164.0	124%	-	-
Asia	430.9	518.9	120%	-	-
Other	150.4	193.0	128%	-	-
All	789.0	964.3	122%	1,867.0	118%

Operating Profit Factors



Unit Sales and Revenue by Region/Operating Profit Factors

Unit Sales (outboard motors)

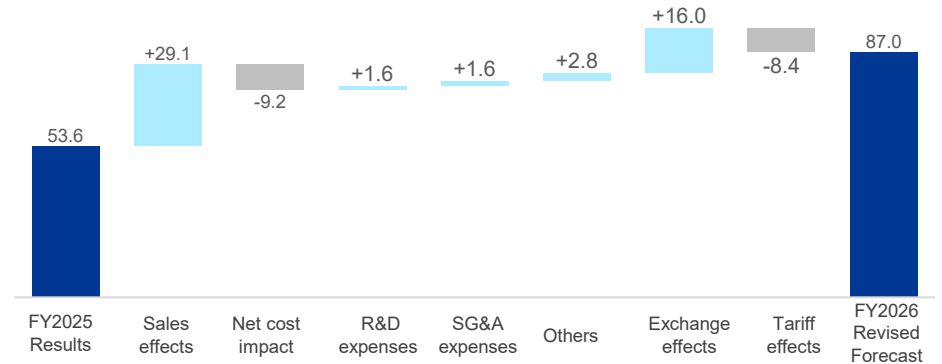
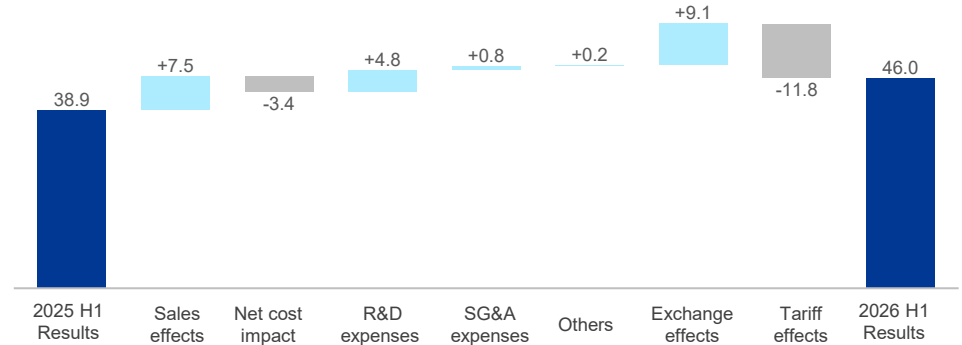
	2025	2026			
	H1 Results (1,000 units)	H1 Results	YoY	Revised forecast	YoY
N. America	51	50	99%	86	102%
Europe	21	20	99%	31	92%
Other	73	79	108%	170	111%
All	144	149	103%	287	106%

Revenue

	2025	2026			
	H1 Results (¥ Bil.)	H1 Results	YoY	Revised forecast	YoY
Japan	14.7	11.5	78%	-	-
N. America	167.1	180.4	108%	-	-
Europe	37.4	43.5	116%	-	-
Asia	22.3	24.8	111%	-	-
Other	38.4	40.4	105%	-	-
All	280.0	300.7	107%	569.0	108%

*Prior-year results have been revised due to errors in previously reported figures.

Operating Profit Factors



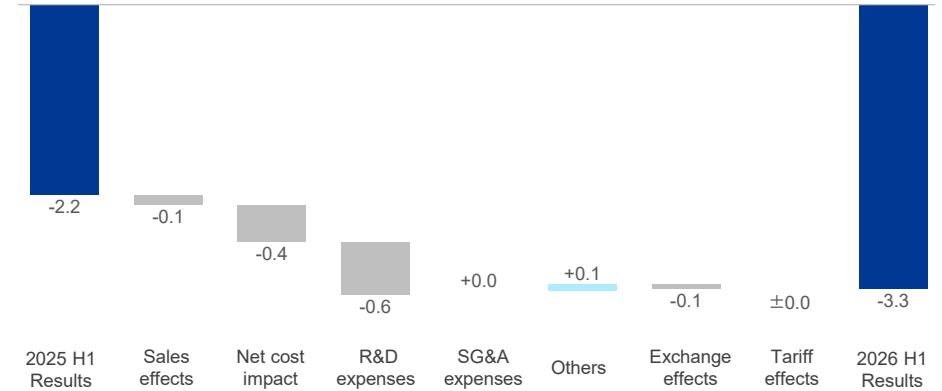
Unit Sales and Revenue by Region/Operating Profit Factors

SPV

Revenue

(¥ Bil.)	2025	2026			
	H1 Results	H1 Results	YoY	Revised forecast	YoY
All	19.1	20.2	106%	41.0	111%

Operating Profit Factors



Unit Sales and Revenue by Region/Operating Profit Factors

Robotics

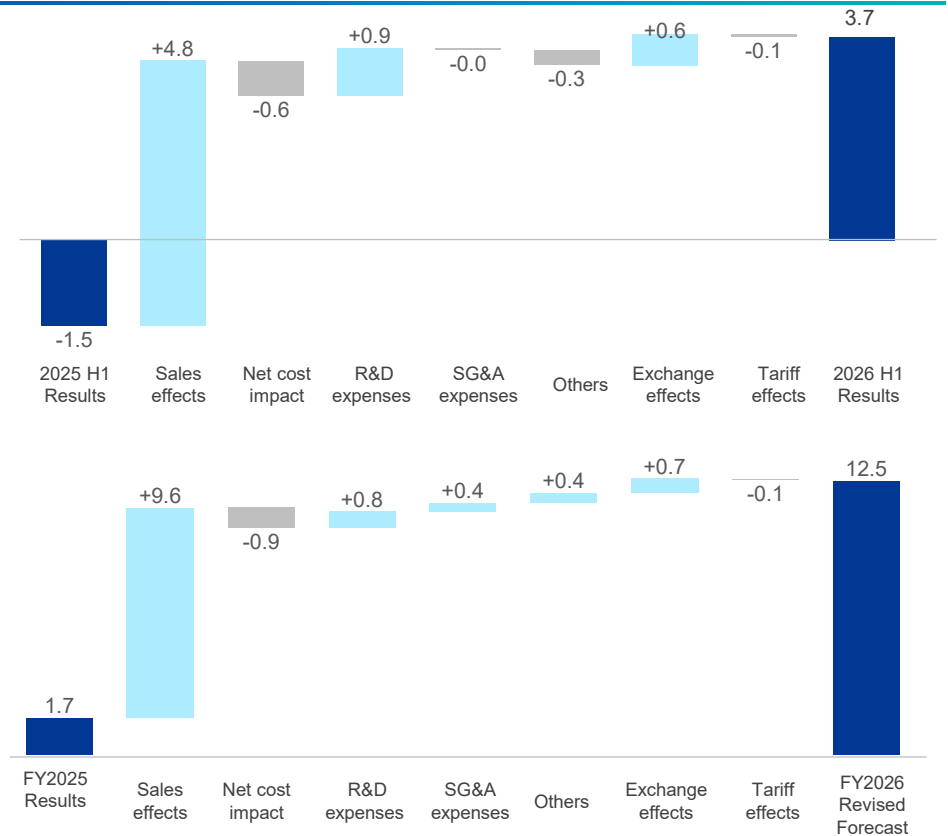
Revenue

(¥ Bil.)	2025	2026			
	H1 Results	H1 Results	YoY	Revised forecast	YoY
Japan	9.2	9.8	107%	-	-
North America	1.5	2.4	159%	-	-
Europe	2.1	3.9	185%	-	-
Asia	35.3	43.9	125%	-	-
Other	0.2	0.1	55%	-	-
All	48.3	60.1	125%	132.0	123%

*From 2026, the Unmanned Systems (UMS) business (drones and industrial unmanned helicopters) that was under the Robotics business was transferred to the Other Products business. Previous results have been adjusted accordingly.

*Prior-year results have been revised due to errors in previously reported figures.

Operating Profit Factors



Unit Sales and Revenue by Region/Operating Profit Factors

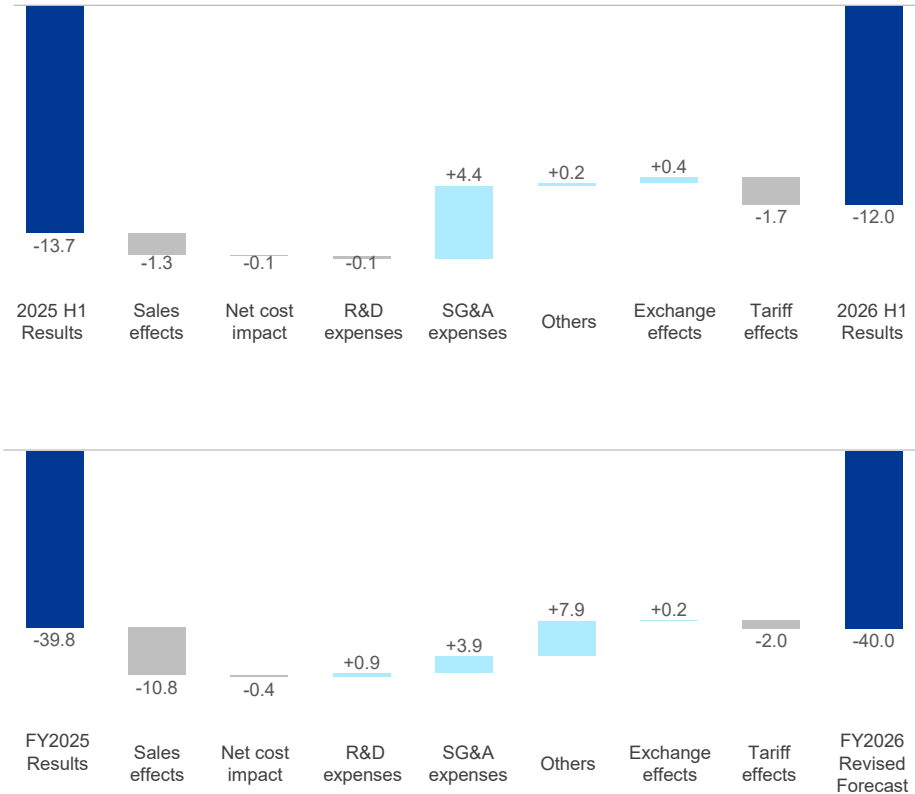
OLV

Revenue

		2025	2026			
	(¥ Bil.)	H1 Results	H1 Results	YoY	Revised forecast	YoY
RV	North America	36.9	38.7	105%	-	-
	Other	11.4	12.5	110%	-	-
	Total	48.2	51.2	106%	85.0	91%
LSM	North America	21.5	22.0	102%	-	-
	Other	7.9	7.1	90%	-	-
	Total	29.5	29.1	99%	58.0	105%
All		77.7	80.3	103%	143.0	96%

*Prior-year results have been revised due to errors in previously reported figures.

Operating Profit Factors



Financial Condition

(¥ Bil.)	2025 H1 Results	2026 H1 Results	2026 Revised Forecast
Cash flows from operating	36.7	153.4	-
Cash flows from investing	-39.7	-50.8	-
Free cash flow	-3.1	102.6	-
Cash flows from financing	4.2	-110.8	-
Capital expenditures	46.4	53.8	140.0
Depreciation*1	42.7	46.0	89.0
R&D expenditures	77.9	72.9	163.0

(¥ Bil.)	End of December 2025	End of June 2026	2026 Revised Forecast
Cash and cash equivalents at end of period	398.9	401.5	-
Interest-bearing debt*2 balance at end of period	1,044.3	1,029.7	-
Net cash	-645.4	-628.2	-
Net cash (excluding Financial Services business)	-59.0	19.8	-

*1 For the consolidated fiscal year ending December 31, 2025, we have finalized the provisional accounting concerning business combinations and the various figures for this first-half period reflect this accounting finalization.

*2 Excluding lease debt

Foreign Exchange Effects (vs. FY2025 / FY2026 Forecast)

(¥ Bil.)	2026 H1 Results				2026 Revised Forecast			
	US\$	EURO	Other	Total	US\$	EURO	Other	Total
Foreign exchange effects on gross income (headquarters)	6.8	10.5	5.1	22.4	15.8	11.4	5.2	32.4
Conversion effects on gross income (overseas subsidiaries)	5.3	6.2	12.5	24.0	10.4	7.2	21.8	39.4
Conversion effects on SG&A expenses	-4.6	-5.5	-7.1	-17.1	-8.3	-6.7	-12.1	-27.1
Other conversion effects	-0.1	0.2	0.9	1.1	0.5	0.2	0.4	1.1
Foreign exchange effects on operating profit	7.4	11.4	11.5	30.3	18.3	12.1	15.4	45.9

(¥ Bil.)	US \$		EURO		US \$		EURO	
Foreign Exchange Sensitivity Effects on operating profit per yen of foreign exchange fluctuation			0.7				1.6	
			0.5				0.8	

