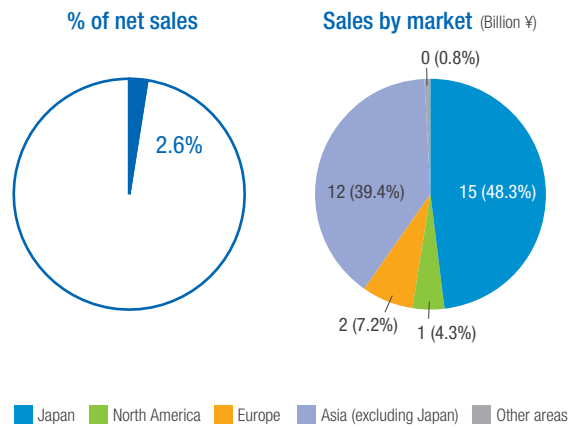


Industrial Machinery and Robots

Sales of industrial machinery and robots in 2012 declined ¥3.5 billion, or 10.2%, from 2011, to ¥30.8 billion, and accounted for 2.6% of net sales. Operating income declined ¥2.4 billion, or 38.9%, to ¥3.8 billion.



Surface mounters, industrial robots and wheelchairs, which were previously included in the Others segment, are being separately reported as the Industrial Machinery and Robots segment from fiscal 2011. Results for fiscal 2010 have been reclassified to reflect this change.

IM Business

Launching Z:TA high-speed surface mounter

The Intelligent Machinery (IM) business manufactures and sells surface mounters and other types of industrial robots.

Total demand in the surface mounter market contracted 15.0% in 2012, to 15 thousand units, reflecting a decline in domestic demand from the yen's strength and Japan's sluggish economy, combined with restrained capital investment globally from the impact of the economic crisis in Europe.

Yamaha Motor strove to cultivate new customers in 2012 with the release of the Z:TA surface mounter, which boasts one of the industry's highest component mounting speeds. Nevertheless, despite solid sales related to smartphones and tablet devices, sales in overseas markets declined from the second half of the year, and 2012 unit sales declined 6.4%, to 1,900 units. Sales for the overall IM business declined 10.2%, to ¥30.8 billion.

We expect investment in China and Southeast Asia to recover in 2013, and are forecasting 11.8% growth in total demand for surface mounters, to 17 thousand units.

At Yamaha Motor, with a high level of interest in the Z:TA from overseas mass-production users, we will launch a full-scale market offensive and are planning for a 36.8% increase in unit sales, to 2,600 units.



Z:TA