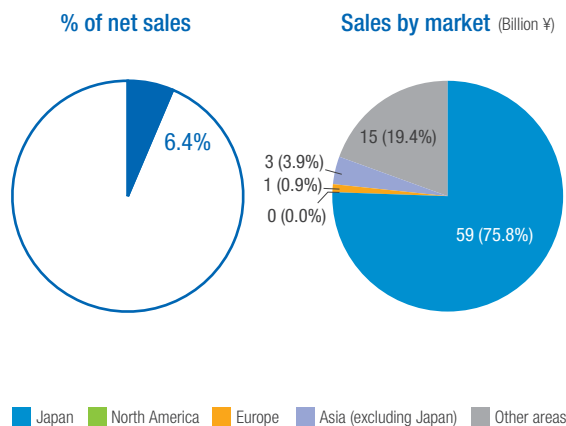


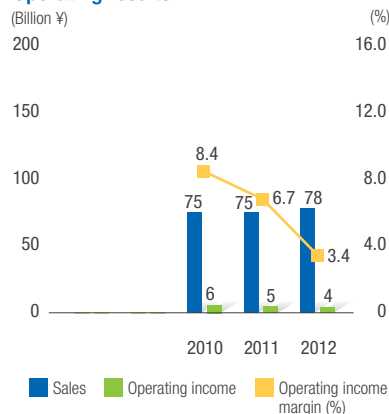
# Other Products

Sales of other products rose ¥3.2 billion, or 4.2%, to ¥78.3 billion, accounting for 6.4% of net sales.

Operating income declined ¥1.4 billion, or 28.2%, to ¥3.6 billion.



## Operating results



Figures for fiscal 2009 and previous years are not comparable because of segment reclassifications, and are therefore not shown.

## PAS Business

### Addressing diverse customer needs leading to stable growth

Japan's total demand for electrically power assisted bicycles declined 8.6% in 2012, to 386 thousand units, in the wake of the previous year's spike related to reconstruction following the Great East Japan Earthquake. Since October, however, demand has been trending higher year on year.

In response to diverse customer needs, Yamaha Motor worked to introduce and promote sales of models equipped with child carriers and models with an appeal to fashion, but with the decline in total demand, domestic shipments of complete PAS electrically power assisted bicycles declined 0.9%, to 104 thousand units, and net sales for the PAS business were 1.6% lower, at ¥15.3 billion.

With manufacturers strengthening their product competitiveness to accelerate their market entry, we see the market for electrically power assisted bicycles maintaining steady growth in 2013, and are forecasting a 6.8% increase in total domestic demand, to 412 thousand units. At Yamaha Motor, we will differentiate our products with superior functionality by introducing new features, and are planning for a 7.0% increase in unit sales of complete PAS bicycles, to 111 thousand units, in 2013.

## Automobile Engines Business

### Rebounding from previous year's earthquake-related decline

Utilizing our engine technologies developed for motorcycles, Yamaha Motor provides high-performance bicycle engines, Performance Damper anti-vibration dampers, and Relative Absorber System (REAS) automotive

suspensions to automakers in Japan and around the world.

Sales of automotive products in 2012 grew 6.5%, to ¥28.8 billion, following the previous year's contraction in automobile production as a result of the Great East Japan Earthquake and flooding in Thailand.

Based on the business development strategy in the new Medium-Term Management Plan, in 2013 the automobile engines business aims to expand Yamaha Motor's business scale and earnings improvement by accelerating our development of high-performance, highly efficient, and environmentally friendly technologies and products.

## Other Businesses

### Accelerating business development in new growth areas

As part of our strategy for developing new businesses under the new Medium-Term Management Plan, Yamaha Motor is pursuing business commercialization in areas in which we have been accelerating research and development.

In 2012, we developed an unmanned helicopter product with high-precision control technologies and a high-performance engine, and worked to develop overseas markets. From 2013, the Unmanned Aerial Vehicle Business Development Section, which handled unmanned helicopters, has been reorganized as the newly established UMS\* Business Development Section, to advance product and business development to include overland and marine unmanned control technologies.

\* UMS: Unmanned System