

Financial Data by Market

Yamaha Motor Co., Ltd. and Consolidated Subsidiaries
Years ended December 31, 2011 and 2012

Motorcycle unit sales by market

	Thousand units 2011	Thousand units 2012	% change 2012/2011
Japan	101	94	(6.7)%
North America	64	71	10.3
Europe	185	165	(11.1)
Asia ^{Note}	6,059	5,228	(13.7)
Other areas	573	533	(7.0)
Total	6,982	6,090	(12.8)

Note Excluding Japan

Sales by market

	Motorcycle			Marine products			Power products		
	Millions of yen 2011	Millions of yen 2012	% change 2012/2011	Millions of yen 2011	Millions of yen 2012	% change 2012/2011	Millions of yen 2011	Millions of yen 2012	% change 2012/2011
Japan	¥ 37,047	¥ 36,104	(2.5)%	¥ 23,483	¥ 26,723	13.8%	¥ 13,261	¥ 15,270	15.2%
North America	35,602	41,632	16.9	74,972	91,298	21.8	49,298	50,965	3.4
Europe	91,150	79,187	(13.1)	36,031	31,007	(13.9)	19,866	20,651	4.0
Asia ^{Note}	594,147	533,049	(10.3)	11,583	11,096	(4.2)	5,777	6,268	8.5
Other areas	129,607	108,702	(16.1)	32,858	36,194	10.2	12,053	10,432	(13.5)
Total	¥887,556	¥798,676	(10.0)%	¥178,929	¥196,320	9.7%	¥100,257	¥103,588	3.3%

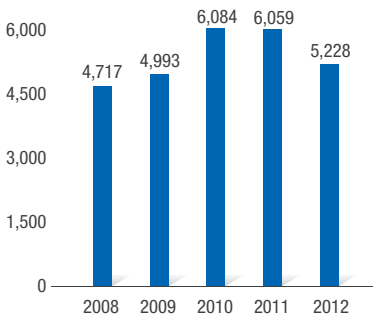
	Industrial machinery and robots			Others		
	Millions of yen 2011	Millions of yen 2012	% change 2012/2011	Millions of yen 2011	Millions of yen 2012	% change 2012/2011
Japan	¥15,779	¥14,879	(5.7)%	¥56,931	¥59,306	4.2%
North America	1,458	1,327	(9.0)	27	2	(92.5)
Europe	3,060	2,231	(27.1)	637	732	14.9
Asia ^{Note}	13,819	12,152	(12.1)	2,893	3,088	6.7
Other areas	208	223	6.9	14,600	15,147	3.7
Total	¥34,326	¥30,813	(10.2)%	¥75,089	¥78,276	4.2%

Note Excluding Japan

Motorcycle unit sales

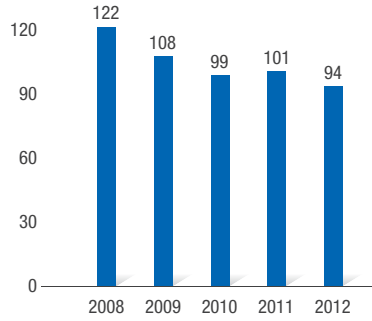
Asia

(Thousand units)
7,500



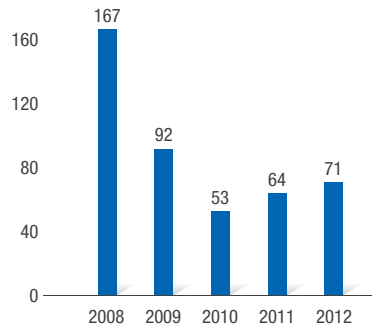
Japan

(Thousand units)
150



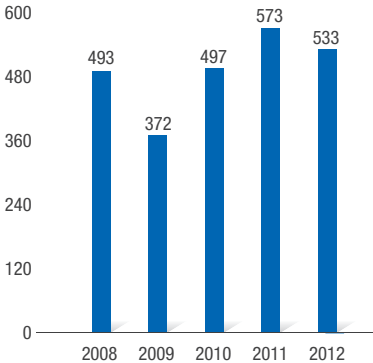
North America

(Thousand units)
200



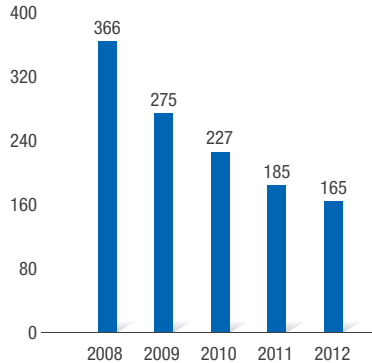
Other areas

(Thousand units)
600



Europe

(Thousand units)
400



Snapshot

Interview with the President

Special Features

Overview of Operations

CSR Section

Corporate Information

Financial Section