

# FY2014 3rd Quarter Business Results



Yamaha Motor Co., Ltd.

November 6, 2014

# Agenda

## **FY2014 3rd Quarter Business Results**

**Ryoichi Sumioka  
Senior Executive Officer**

- 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.

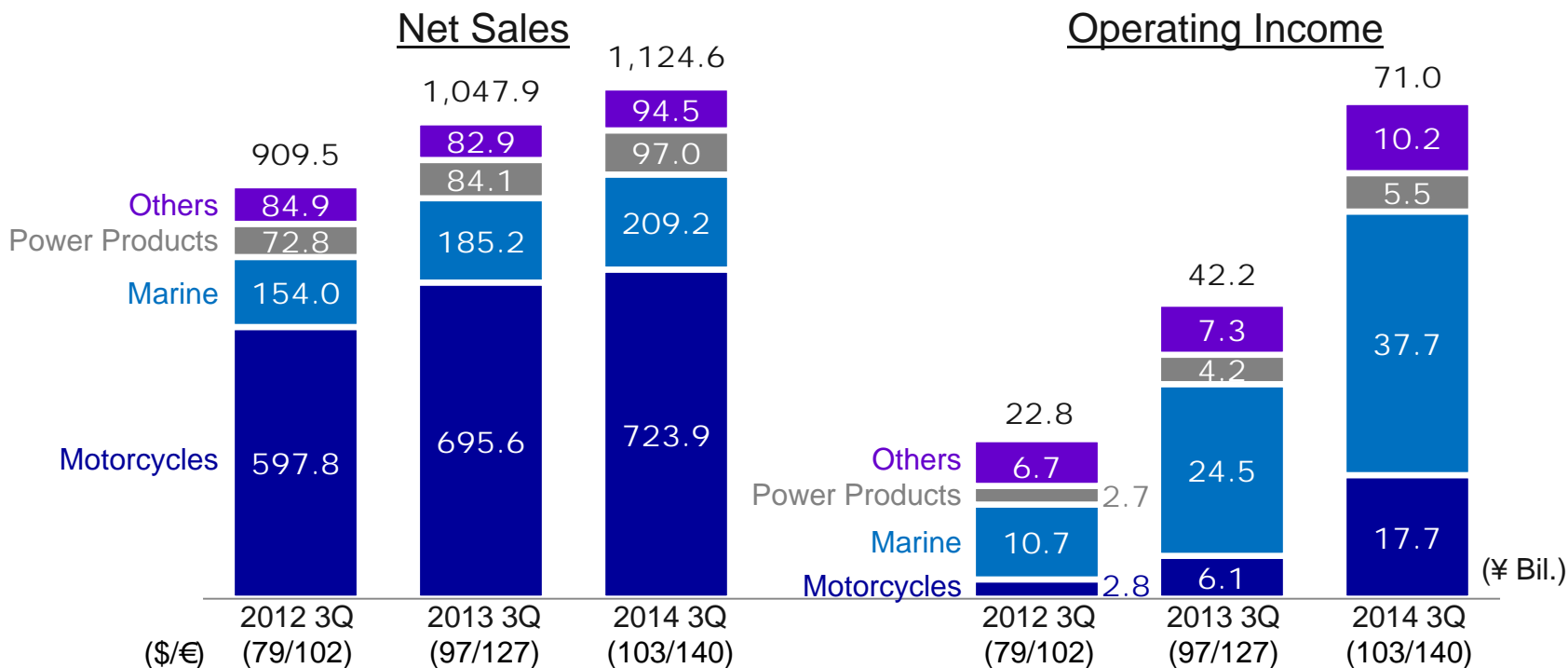
- Improvements continue in all business segments and increases in sales and income over the previous year.

(¥ Bil.)	9-months (Jan.-Sep.)				Annual (August 5)
	2012	2013	2014		2014
	Results	Results	Results	Compared with Last Year	Forecasts
Net Sales	909.5	1,047.9	1,124.6	+7.3%	1,500.0
Operating Income	22.8	42.2	71.0	+68.4%	83.0
Operating Income Ratio	2.5%	4.0%	6.3%	+2.3pt	5.5%
Ordinary Income	28.0	42.8	75.5	+76.1%	85.0
Net Income	14.3	26.3	52.5	+99.2%	50.0

# Details of Net Sales and Operating Income (3Q)



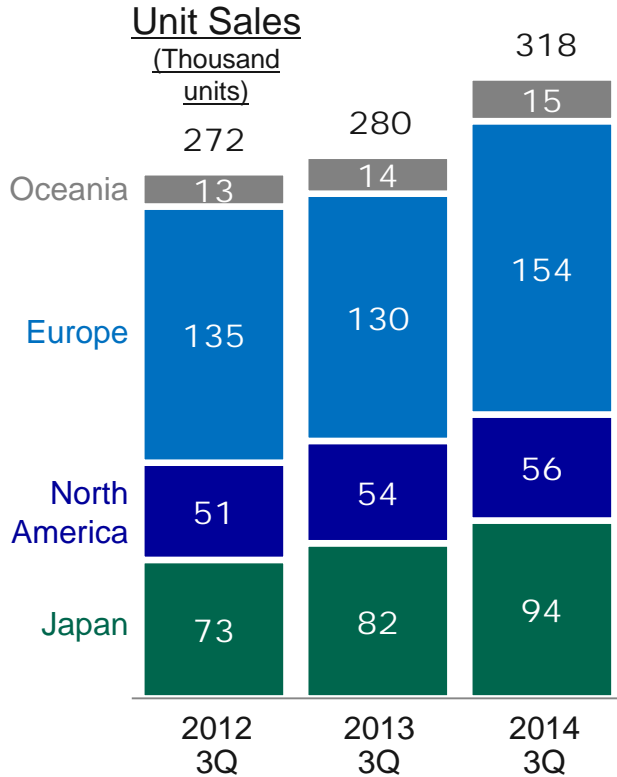
- Motorcycles: Sales increased in developed markets, income improvements in emerging markets.
- Marine: Sales of each product increased, and income increased due to outboard's enlargement.
- Power Products/ Others: Effects of new ROV/PAS products, increase in IM sales.
- Impact of Foreign Exchange: Appreciation of currencies of developed countries = depreciation of currencies of emerging countries. Measures to respond to emerging country's currency depreciation.



\*Others: incl. Industrial Machinery & Robot Products

# Motorcycle Business: Developed Markets

- Total demand continues to recover, and sales/share have increased thanks to the effect of new products.
- Sales of TRICITY commenced in the European and Japanese markets.



TRICITY



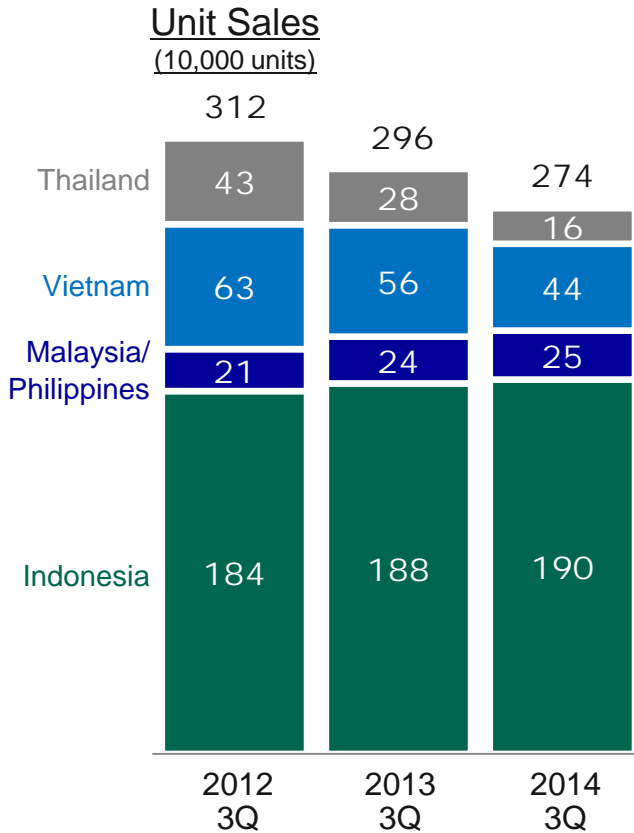
MT-07



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# Motorcycle Business: ASEAN Market

- Commenced launch of next-generation platform models (BLUE CORE) and global models. Progressive rollout to other countries from 4Q onwards in order to revamp brand/product competitiveness.



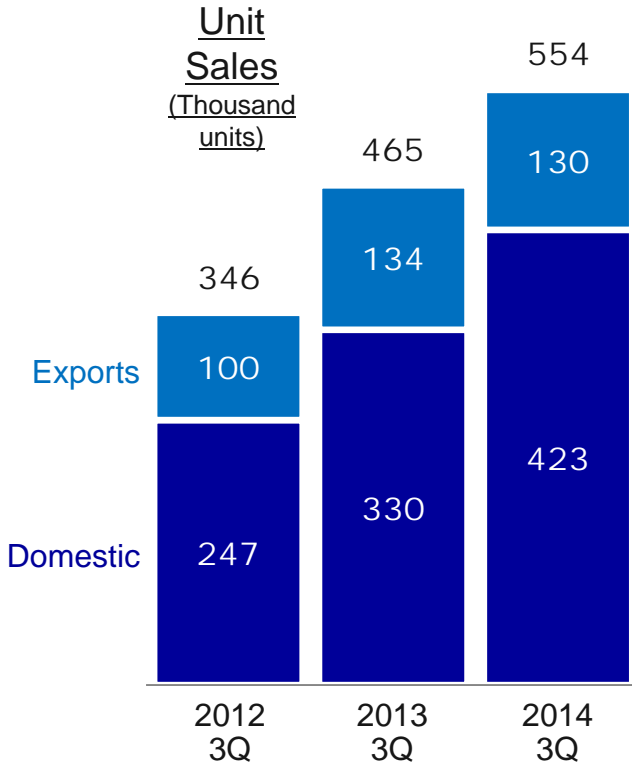
YZF-R25



Nozza Grande

# Motorcycle Business: Indian Market

- Domestic: Total demand continues to increase, and sales/share increased thanks to the effect of new products.
- Exports: Progressing at a level that is generally equivalent to the previous year.



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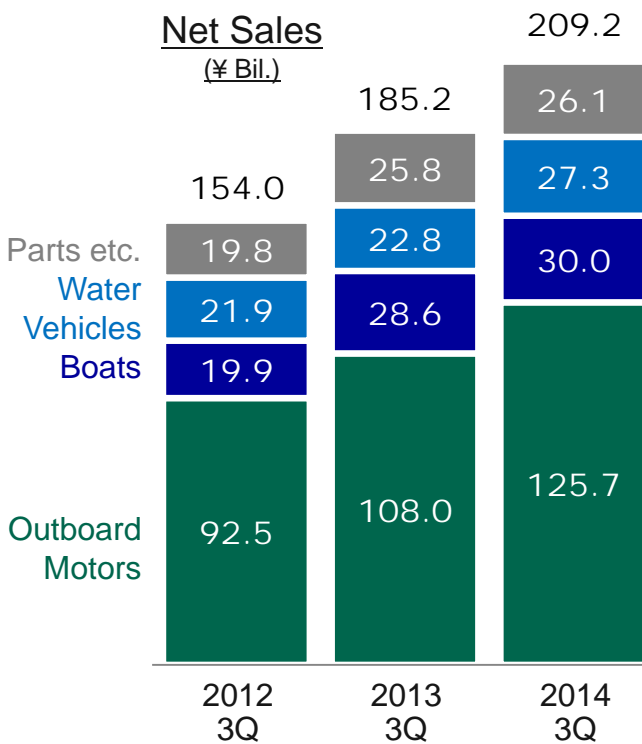


CYGNUS  $\alpha$



# Marine Products Business

- **Outboard Motors:** Sales increased in the North American market, and the shift to larger models progresses.
- **Boats:** The new Sports Boat (24 feet) has been announced.
- **Water Vehicles:** Sales increased due to new product launches.



AR240 High Output



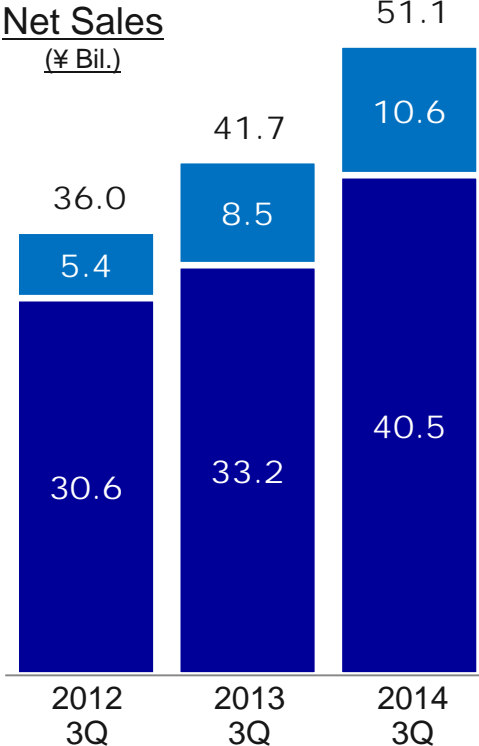
VX Deluxe



# Recreational Vehicles Business



- ROV: Sales increased due to the launch of VIKING VI into the market.
- SMB: Sales increased in the North American market, while sales decreased in the Russian market due to the economic conditions.



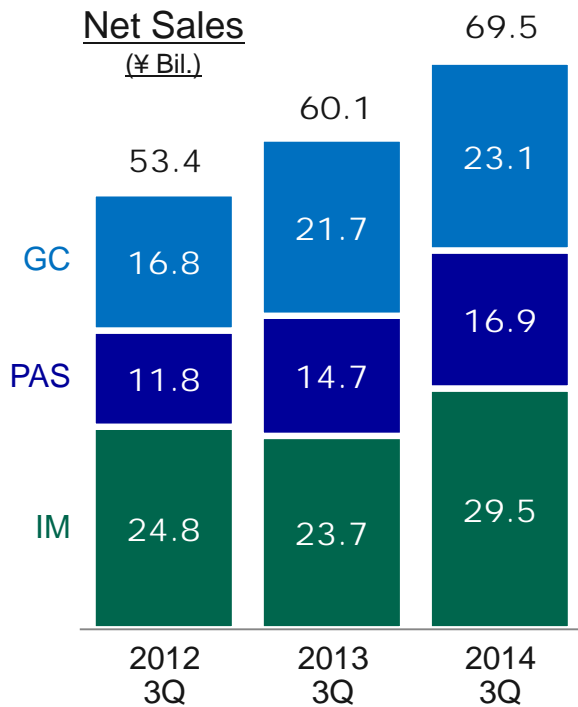
SR Viper R-TX

VIKING VI

\*ROV: Recreational Off-Highway Vehicle SMB: Snow mobile

# Other Products Business

- IM: With capital expenditure demand recovering, sales have increased thanks to the effect of new products.
- PAS: 【Japan】 Sales increased thanks to the effect of new products.  
【Europe】 Sales increased by product strength and the expansion of tie-up companies.
- GC: Sales in North America increased due to increased sales to private customers.



Z:LEX YSM20



PAS SION

# Operational Forecast (Annual)



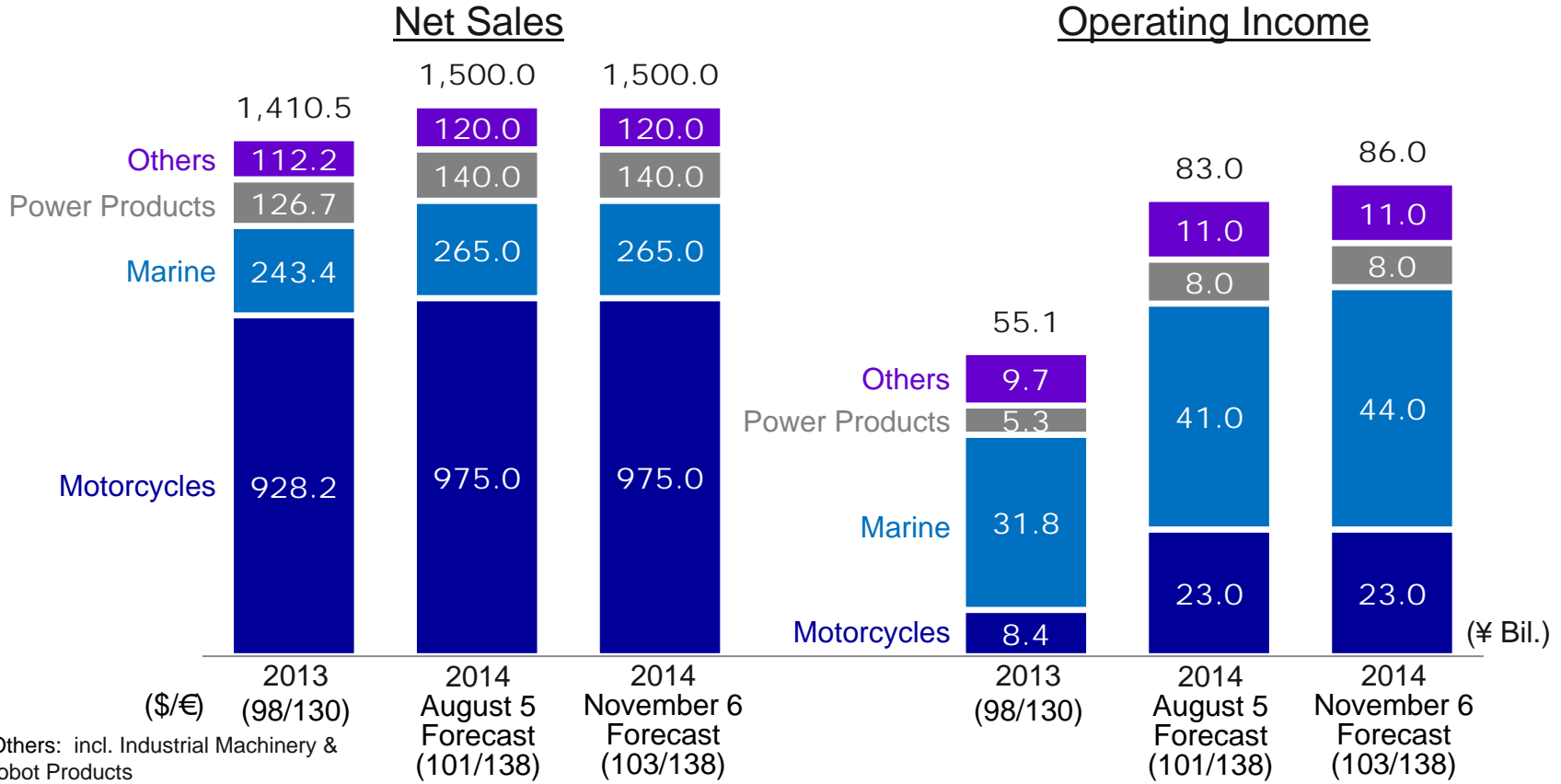
- Forecast: Net sales is as forecast previously; income has been revised upward.
- Dividend: Increased from 29 yen to 35 yen.

(¥ Bil.)	2013 Results	2014 August 5 Forecast	2014 November 6 Forecast
Net Sales	1,410.5	1,500.0	1,500.0
Operating Income	55.1	83.0	86.0
Operating Income Ratio	3.9%	5.5%	5.7%
Ordinary Income	60.1	85.0	91.0
Net Income	44.1	50.0	60.0
Currency Rate (\$/€)	98 yen/130 yen	101 yen/138 yen (Second half): \$100 yen/€135 yen	103 yen/138 yen (4Q): \$105 yen/€135 yen
Cash Dividend	26 yen	29 yen	35 yen

# Details of Net Sales and Operating Income (Annual Forecast)



- Net Sales: As forecast previously on all business segments.
- Operating Income: Income increase in Marine Business as compared to the previous forecast (increase in income ratio).



\*Others: incl. Industrial Machinery & Robot Products



**YAMAHA**

*Revs Your Heart*

# Details of Net Sales and Operating Income (3Q)

## Net Sales (¥ Bil.)

	3-months (Jul.-Sep.)		9-months (Jan.-Sep.)	
	2013 Results	2014 Results	2013 Results	2014 Results
Motorcycles	228.7	242.5	695.6	723.9
Marine	53.7	58.4	185.2	209.2
Power Products	34.1	36.0	84.1	97.0
Others	28.5	31.6	82.9	94.5
<b>TOTAL</b>	<b>345.1</b>	<b>368.6</b>	<b>1,047.9</b>	<b>1,124.6</b>

## Operating Income (¥ Bil.)

Motorcycles	2.5	6.4	6.1	17.7
Marine	3.0	9.9	24.5	37.7
Power Products	3.8	2.2	4.2	5.5
Others	2.7	3.4	7.3	10.2
<b>TOTAL</b>	<b>11.9</b>	<b>21.9</b>	<b>42.2</b>	<b>71.0</b>

## Operating Income Ratio (%)

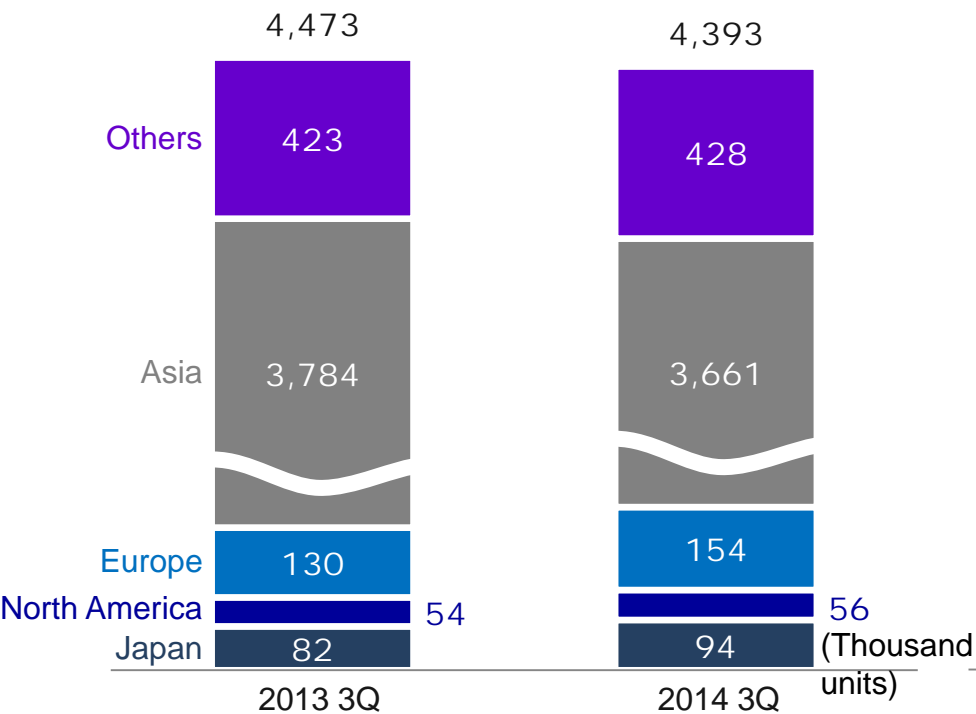
Motorcycles	1.1	2.7	0.9	2.4
Marine	5.6	17.0	13.3	18.0
Power Products	11.0	6.0	5.0	5.7
Others	9.4	10.7	8.8	10.8
<b>TOTAL</b>	<b>3.5</b>	<b>5.9</b>	<b>4.0</b>	<b>6.3</b>



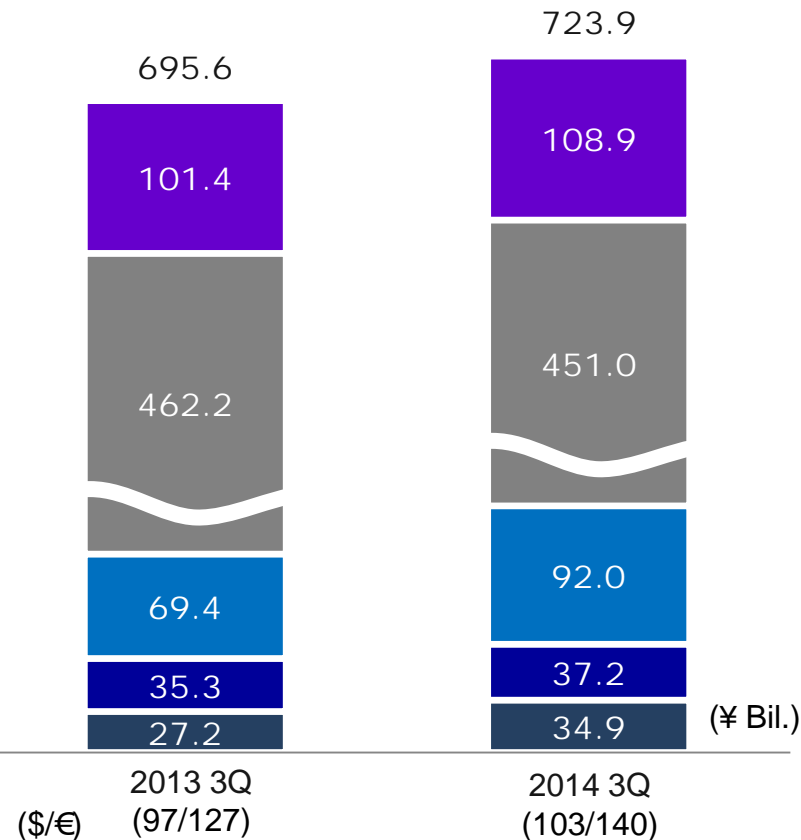
# Motorcycle Sales Units and Net Sales (3Q)



## Unit Sales



## Net Sales



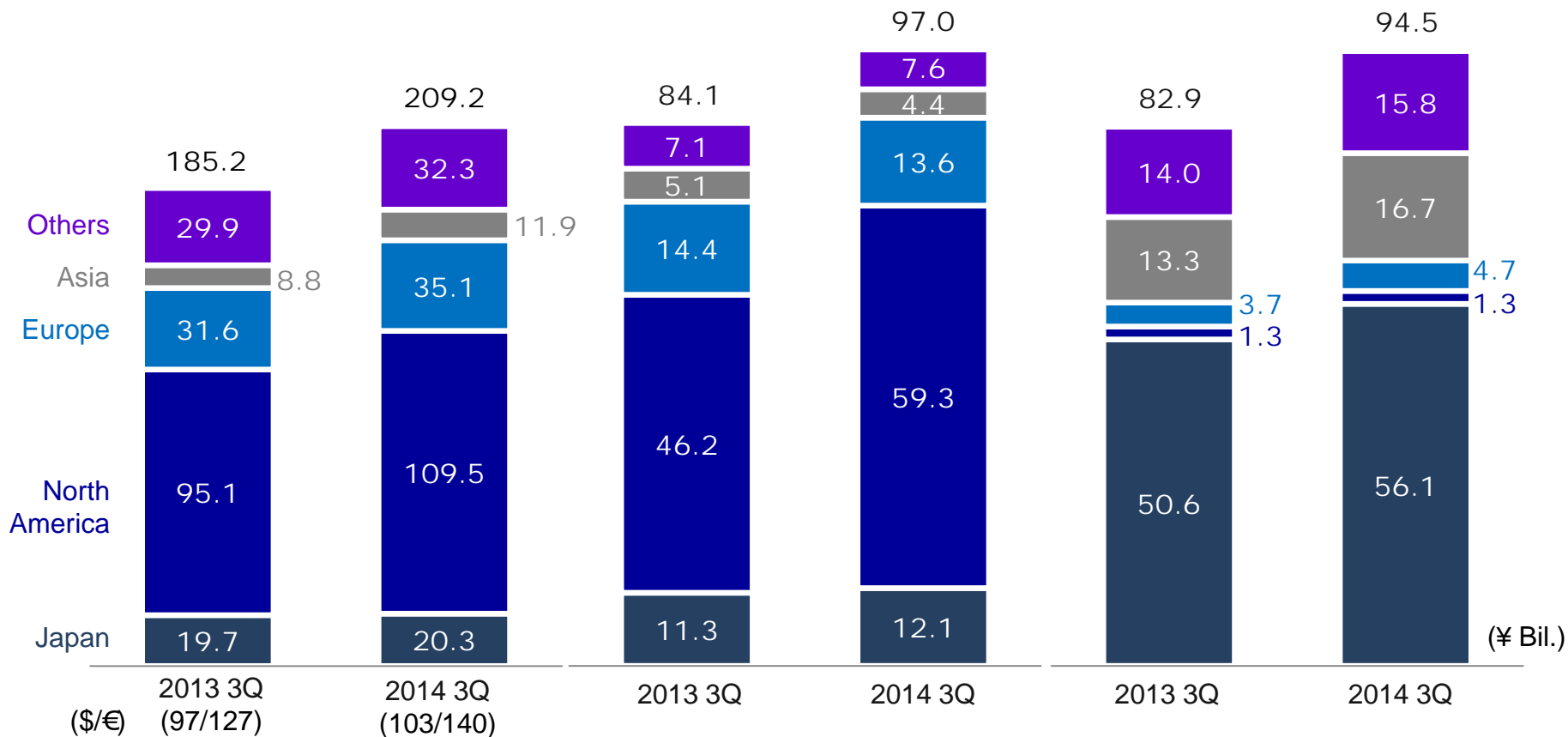
# Net Sales of Marine, Power Products, and Others (3Q)



## Marine

## Power Products

## Others



\*Others: incl. Industrial Machinery & Robot Products

# Impact of Foreign Exchange vs. Last Year



(¥ Bil.)	3Q (9-months)				Annual Forecast			
	US\$	EURO	Others	Total	US\$	EURO	Others	Total
Currency Rate Impact on HQ Imports and Exports	6.8	3.1	-0.6	9.3	8.2	2.8	-0.8	10.3
Impact on Procurement Cost (Overseas Subsidiaries)	0.0	0.0	-10.0	-10.0	0.0	0.0	-11.1	-11.1
Impact on Gross Income (Overseas Subsidiaries)	2.4	2.1	-1.7	2.8	3.0	2.1	-1.2	3.8
Impact on SG&A Expenses (Overseas Subsidiaries)	-1.7	-1.8	1.1	-2.5	-2.2	-1.8	0.7	-3.3
<b>Impact on Operating Income</b>	<b>7.4</b>	<b>3.4</b>	<b>-11.3</b>	<b>-0.4</b>	<b>9.0</b>	<b>3.1</b>	<b>-12.4</b>	<b>-0.3</b>

Foreign Exchange Sensitivity  
Amount of impact on the operating income per yen of foreign exchange fluctuations

US\$ 1.1 Bil. Yen  
EURO 0.3 Bil. Yen

US\$ 1.5 Bil. Yen  
EURO 0.4 Bil. Yen

# Capital Expenditure, Depreciation Expenses, R&D Expenses, and Interest-bearing Debt



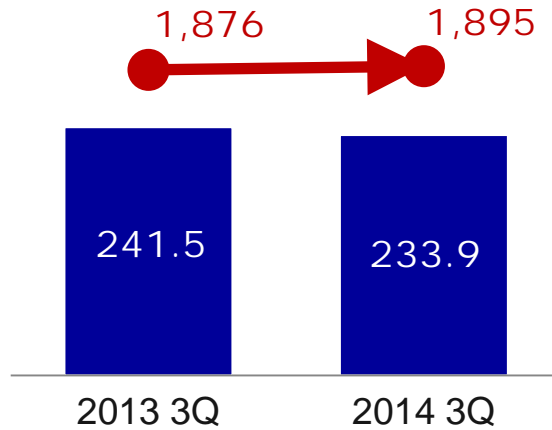
(¥ Bil.)

	2013 3Q Results	2014 3Q Results
Capital Expenditure	34.7	40.1
Depreciation Expenses	26.6	27.3
Research and Development Expenses	55.8	61.1
Interest-bearing Debt	351.0	360.5
(of which, sales finance)	138.6	159.6

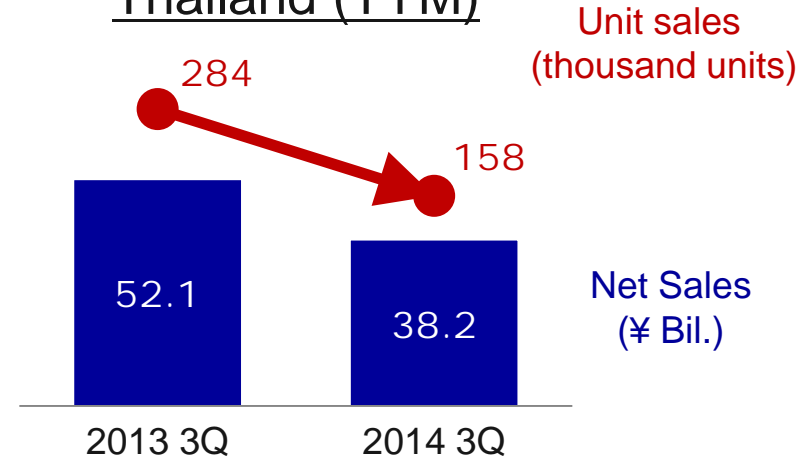
# Sales in Main Countries in Asia (9-months)



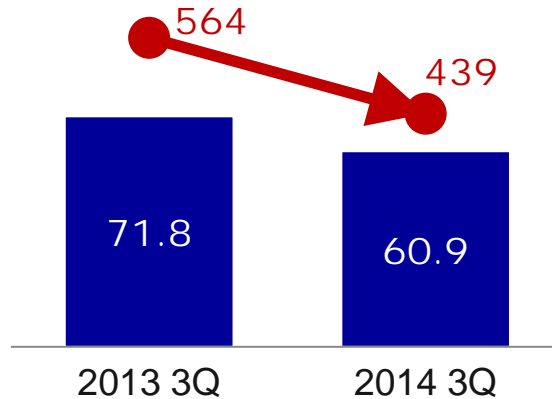
## Indonesia (YIMM)



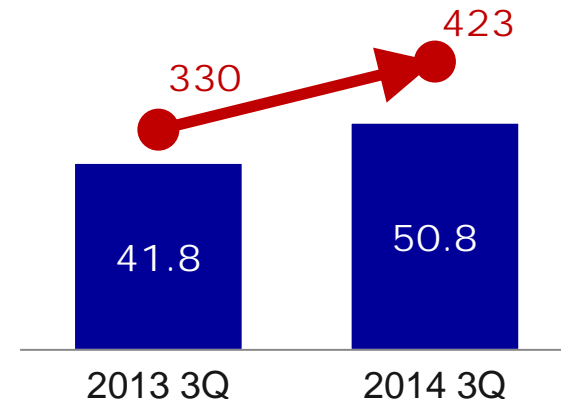
## Thailand (TYM)



## Vietnam (YMVN)



## India (IYM)



\*Sales figures: Includes export sales.

# Causes of Changes in Operating Income vs. Last Year (3Q)



(¥ Bil.)

