

Financial Results for FY 2003

(First half FY2003)

Notice regarding forward-looking statements:

Statements in this report, except for historical facts, are forward-looking statements about the future performance of Yamaha Motor and its group companies, which are based on management's assumptions and beliefs in light of the information currently available, and involve risks and uncertainties. Please be advised that actual results may differ significantly from those discussed in the forward-looking statements.

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.

YAMAHA MOTOR CO., LTD.

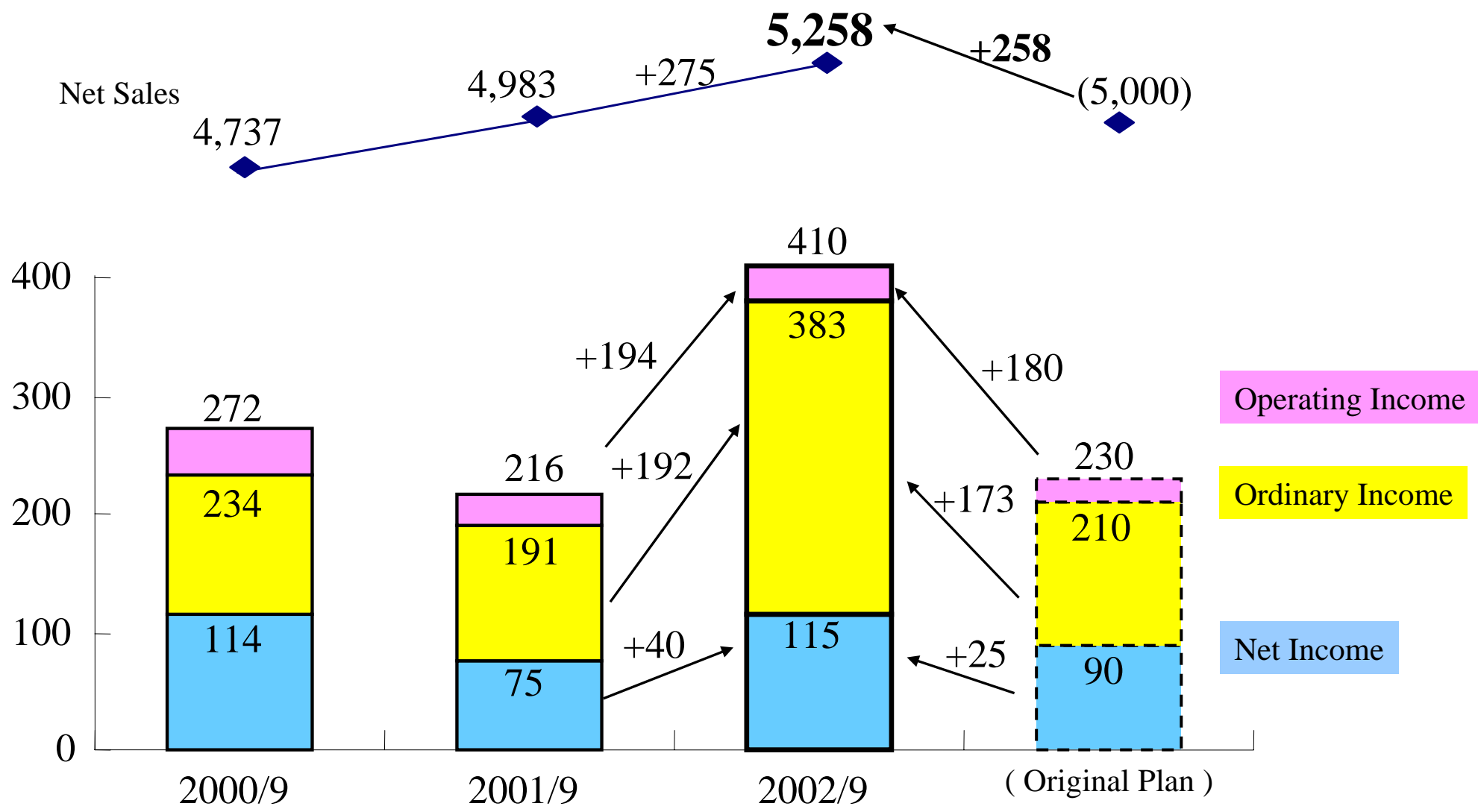
November 13th, 2002

SUMMARY



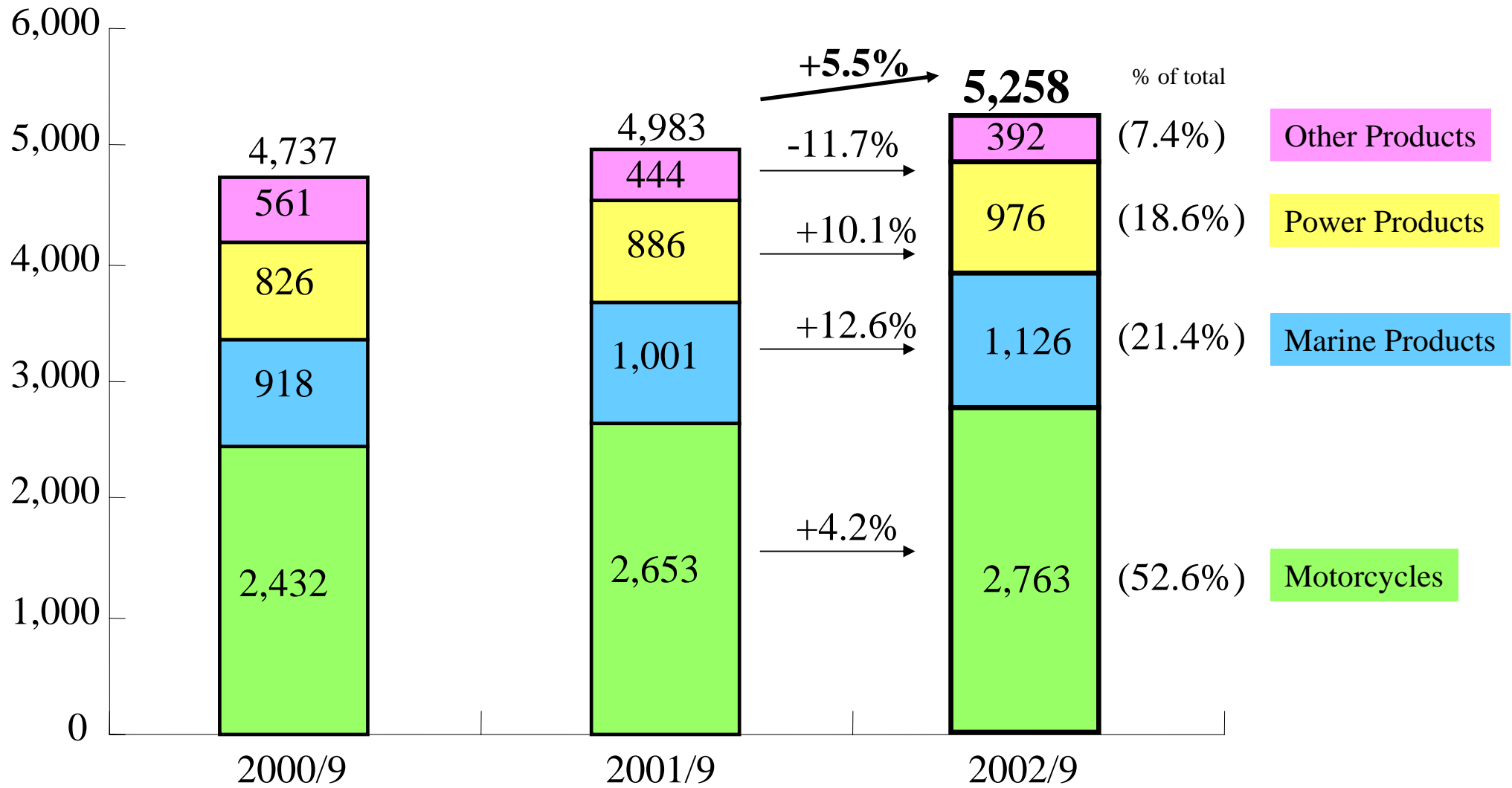
Sales and Income

100 Million Yen



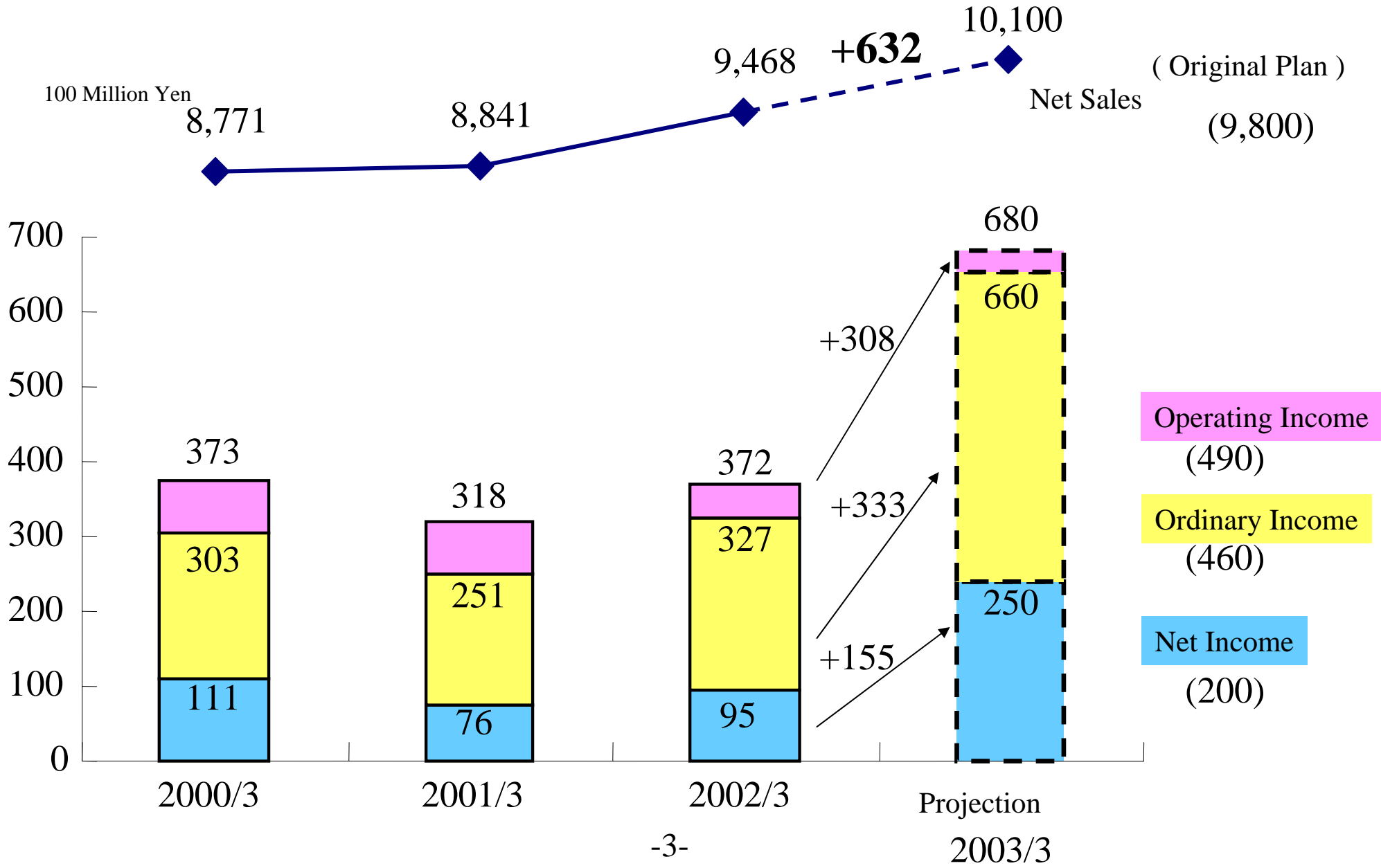
Sales by Product Segment

100 Million Yen



Projection

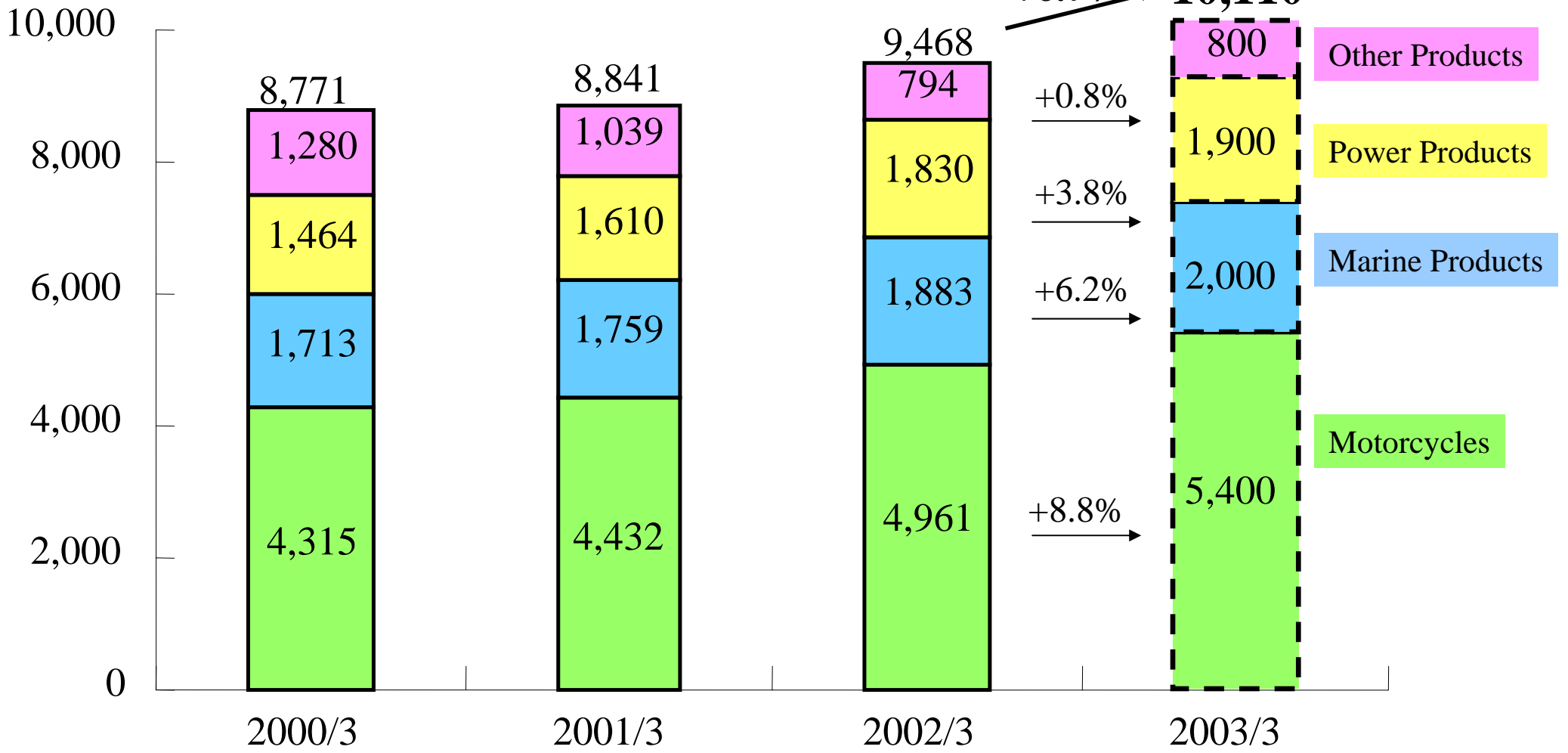
Sales and Income



Projection

Sales by Product Segment

100 Million Yen

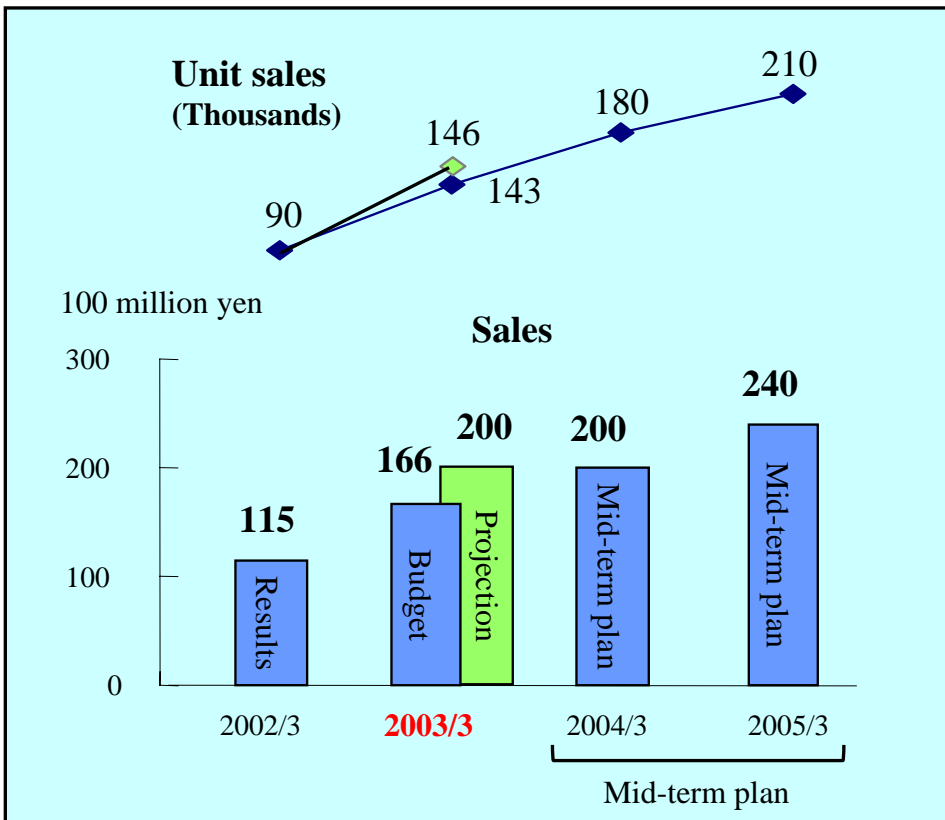


Progress on Medium-Term Management Issues

Thailand (TYM)

▶ Target increases met in both sales and income

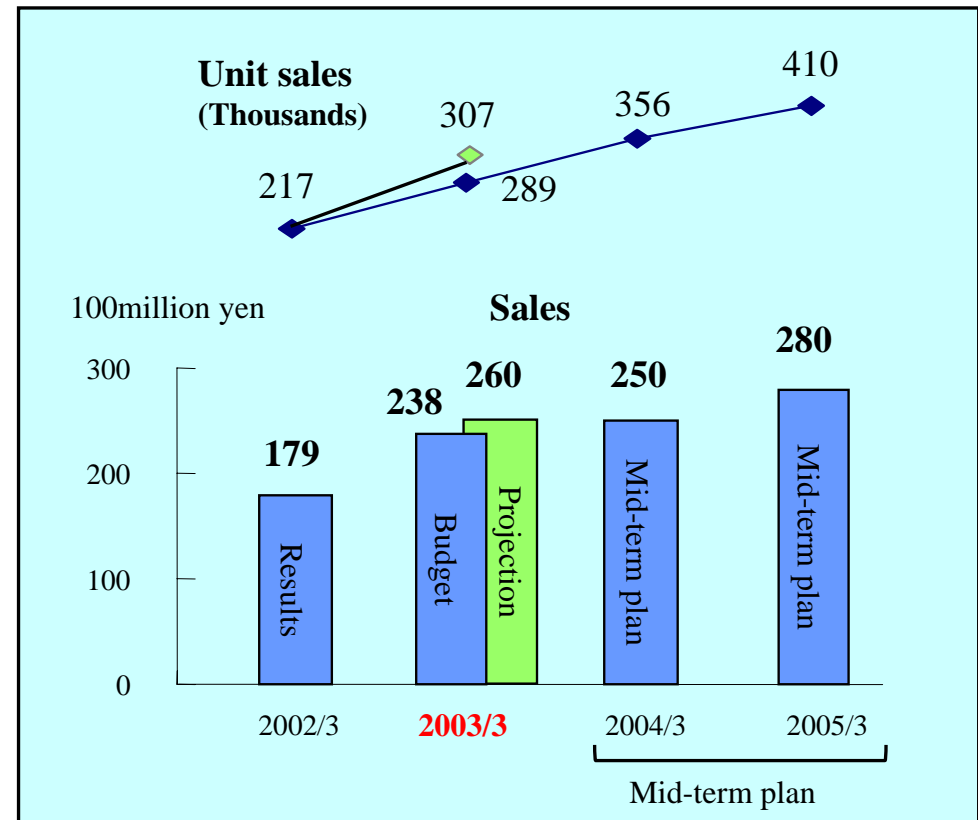
- >>Unit sales in this first half-year increased by about 40% from the previous first half.
- >>Income increased slightly above the plan target, due mainly to cost-cutting efforts.



India (YMI)

▶ Target increases met in both sales and income

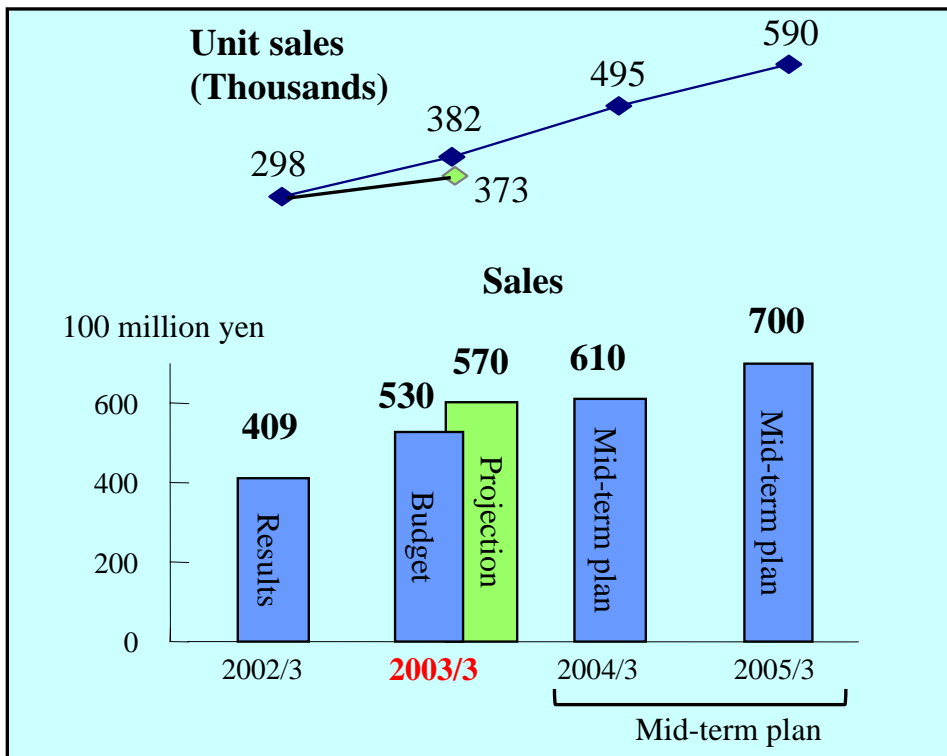
- >>Unit sales in this first half-year increased by about 50% from the previous first half, about 7% (10,000 units) beyond the plan target. Upward revision of the annual plan to be made accordingly.
- >>Income increased slightly above the plan target, due mainly to sales growth.



Indonesia (YIMM)

▶ **Although sales fell short of the target, income increased significantly compared to the plan.**

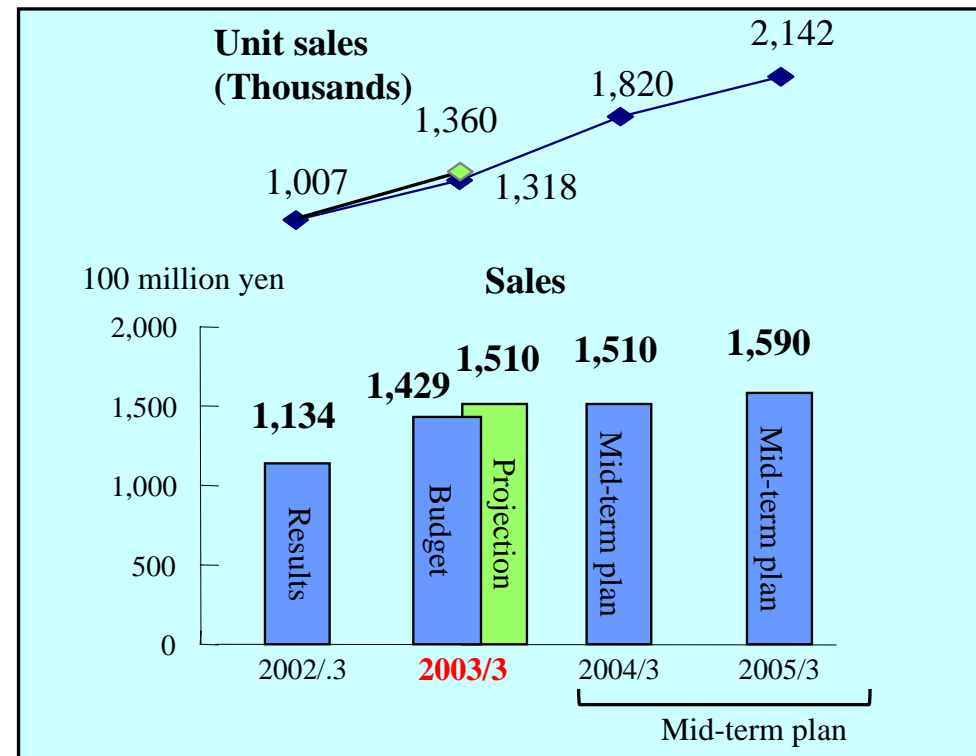
- >>While unit sales in this first half-year increased by about 20% from the previous first half, the figure was 15% below the plan target.
- >>Income doubled over the target in the plan, due mainly to cost-cutting efforts.



Overall Asian motorcycle business

▶ **Steady sales expansion, a major contributing factor to the Company's income growth in this first half year.**

- >>Unit sales in this first half-year increased by about 30% from the previous first half.
- >>Income improved significantly beyond the plan target.

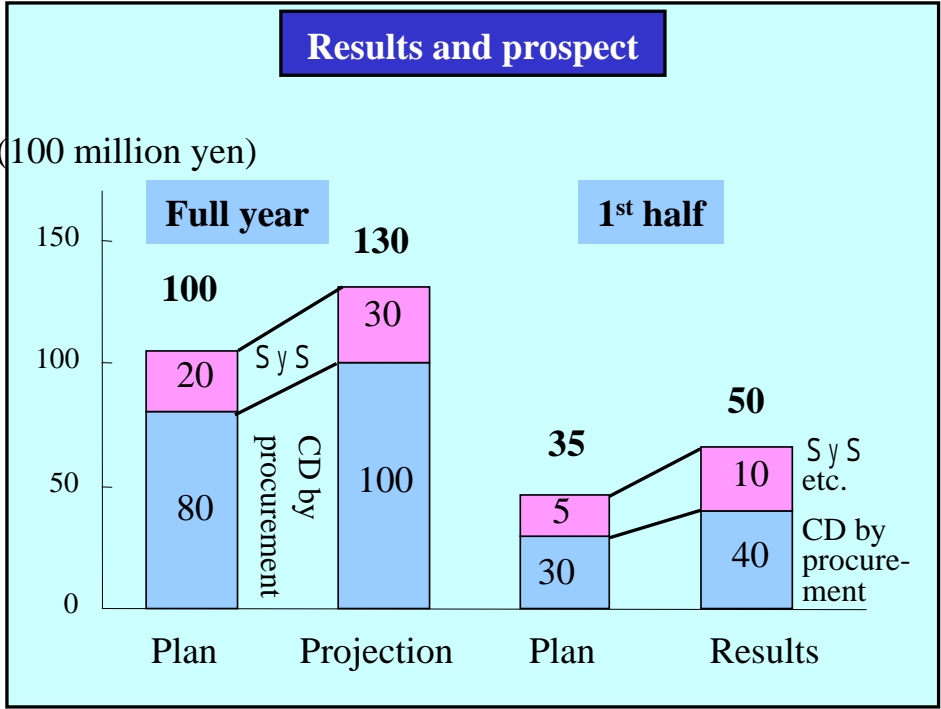
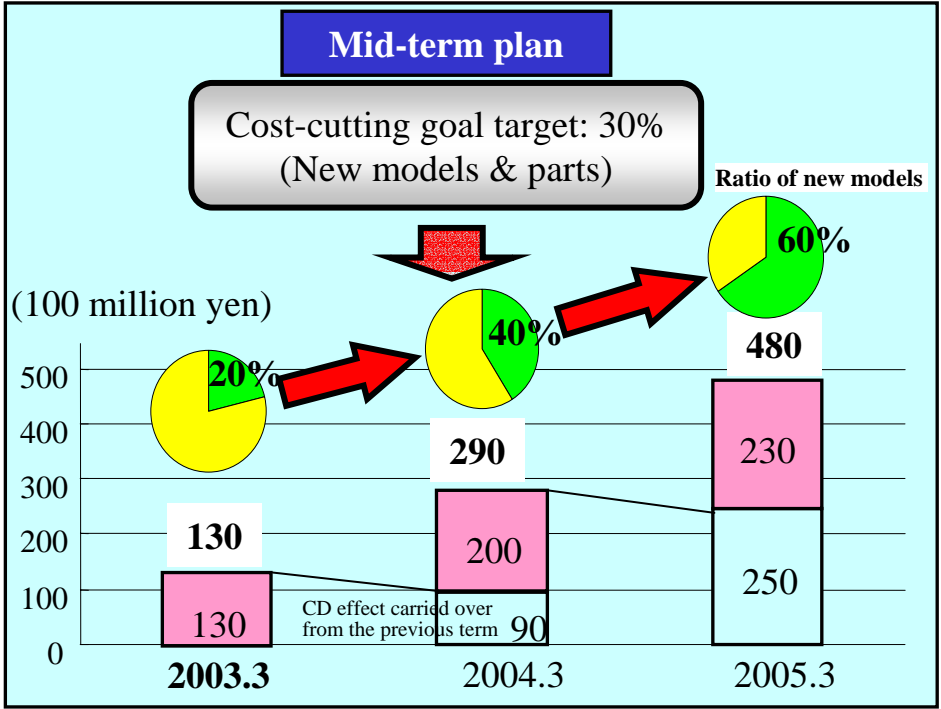


Mid-term progress

Progress of cost-cutting in the motorcycle business

▶ The cost-cutting program progressed as planned, creating a gradual effect by enhancing awareness of cost-cutting efforts.

- >> Cost-cutting effect in this interim period exceeded the plan by 1.5 billion yen.
- >> Full-year cost-cutting effect is expected to exceed the figure in the current plan and achieve the target of the mid-term plan.
- >> The cost-cutting effect produced by the SyS system is expected to become more pronounced in the second half of the year, followed by new model releases.
- >> Utilization of Chinese-made parts progressed as planned with the opening of the Suzhou parts supply center and other measures. A substantial effect will be seen in the NEXT term.



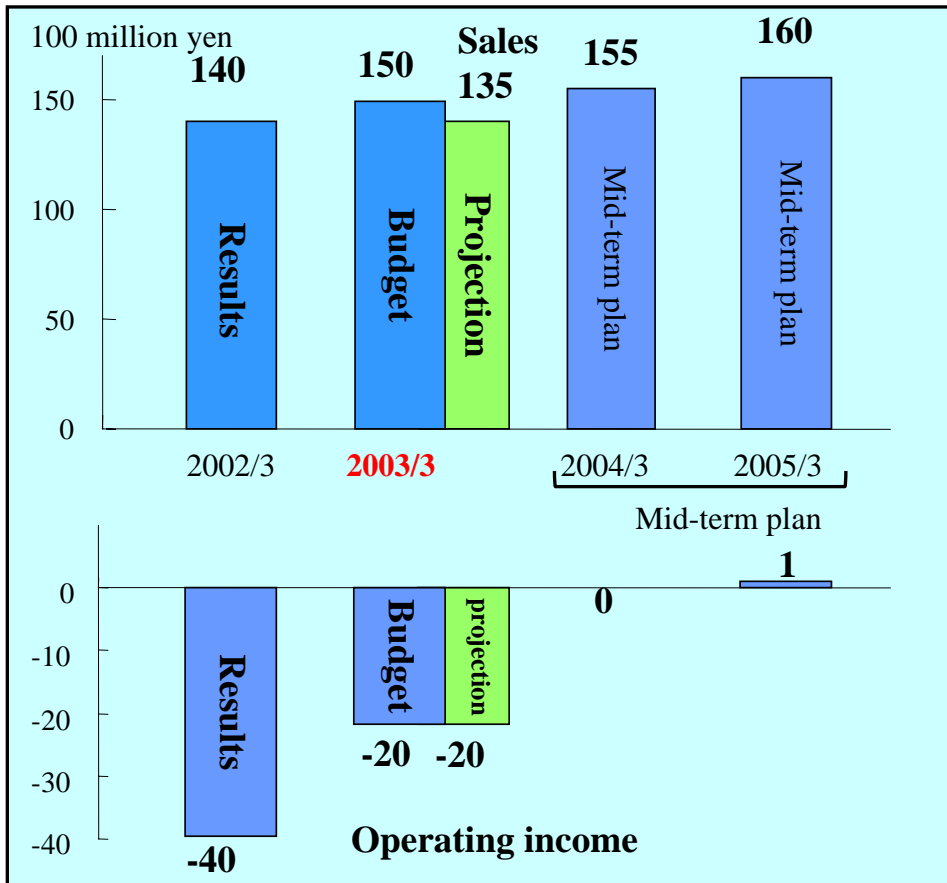
Mid-term progress

Restructure of low profitability businesses

Domestic boat business

▶ Making progress toward achieving profitability improvement plan in the full-year.

>>The effect produced by the liquidation of the Gamagori plant appeared as planned.

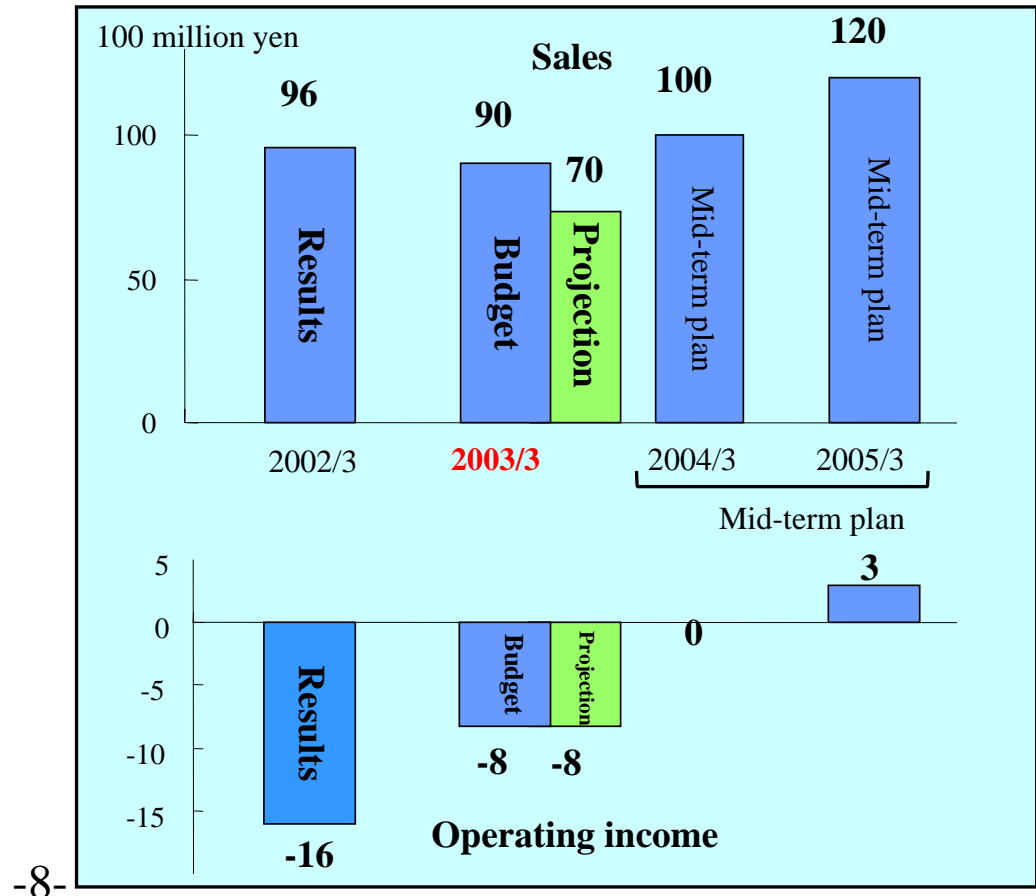


PAS business

▶ Though sales dropped by 20% in this first half-year, profitability has been improved as planned.

>>Operating cost was reduced by transferring operating capabilities to the Company's subsidiary, Moric.

>>Efforts were made to secure appropriate sales, and apply PAS technology to other products.

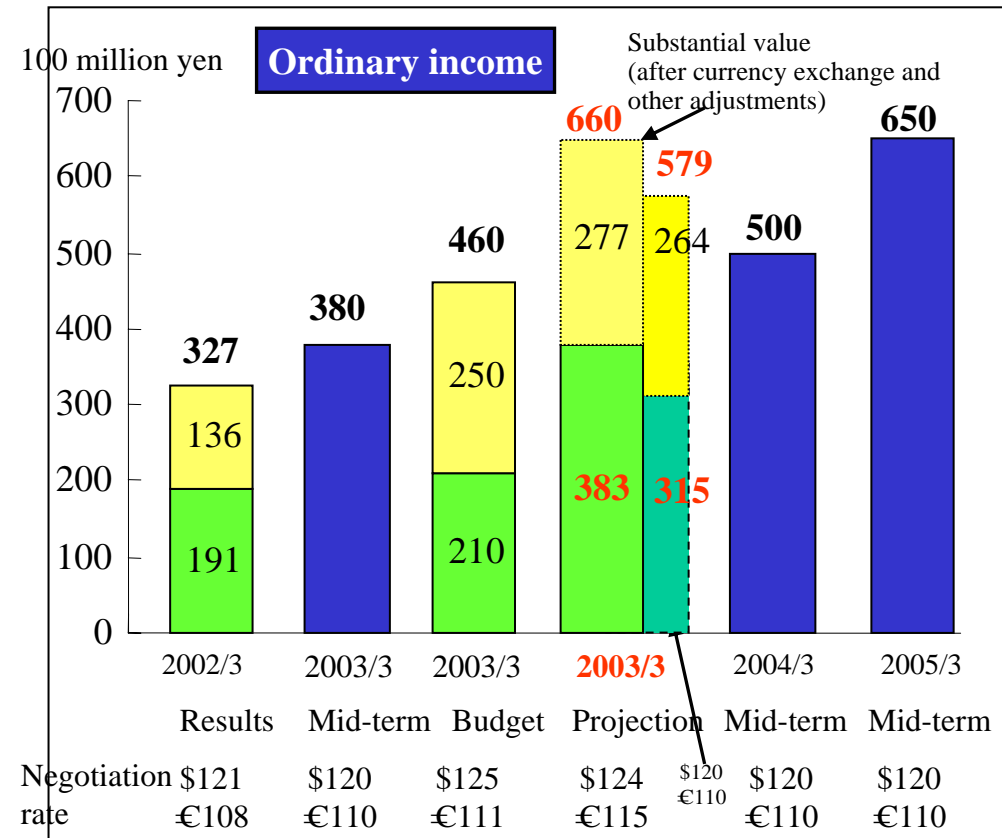
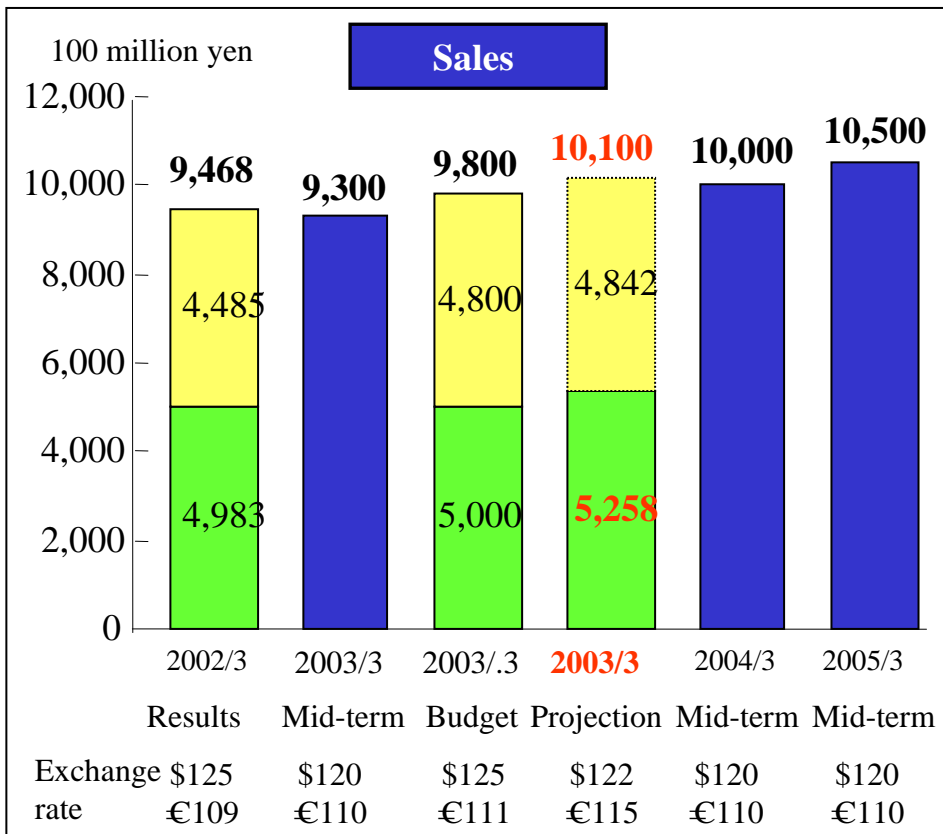


Mid-term progress

Summary of the progress of the medium-term management plan "NEXT50"

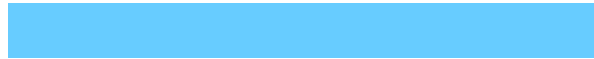
▶ Both sales and ordinary income in FY 2003 are expected to exceed the targets set for FY 2004 in "NEXT50"

- >>The cost-cutting effect and the profitability improvement in Asian motorcycle business exceeded those called for in the plan, indicating steady progress toward the Company's targets.
- >>The results indicate steady progress toward realizing a profitable management structure through income increases, with the effects of the weak yen relatively limited.
- >>No revision to the mid-term plan is being considered at this time. Achieving the original targets of "NEXT50" announced in April is the highest priority.

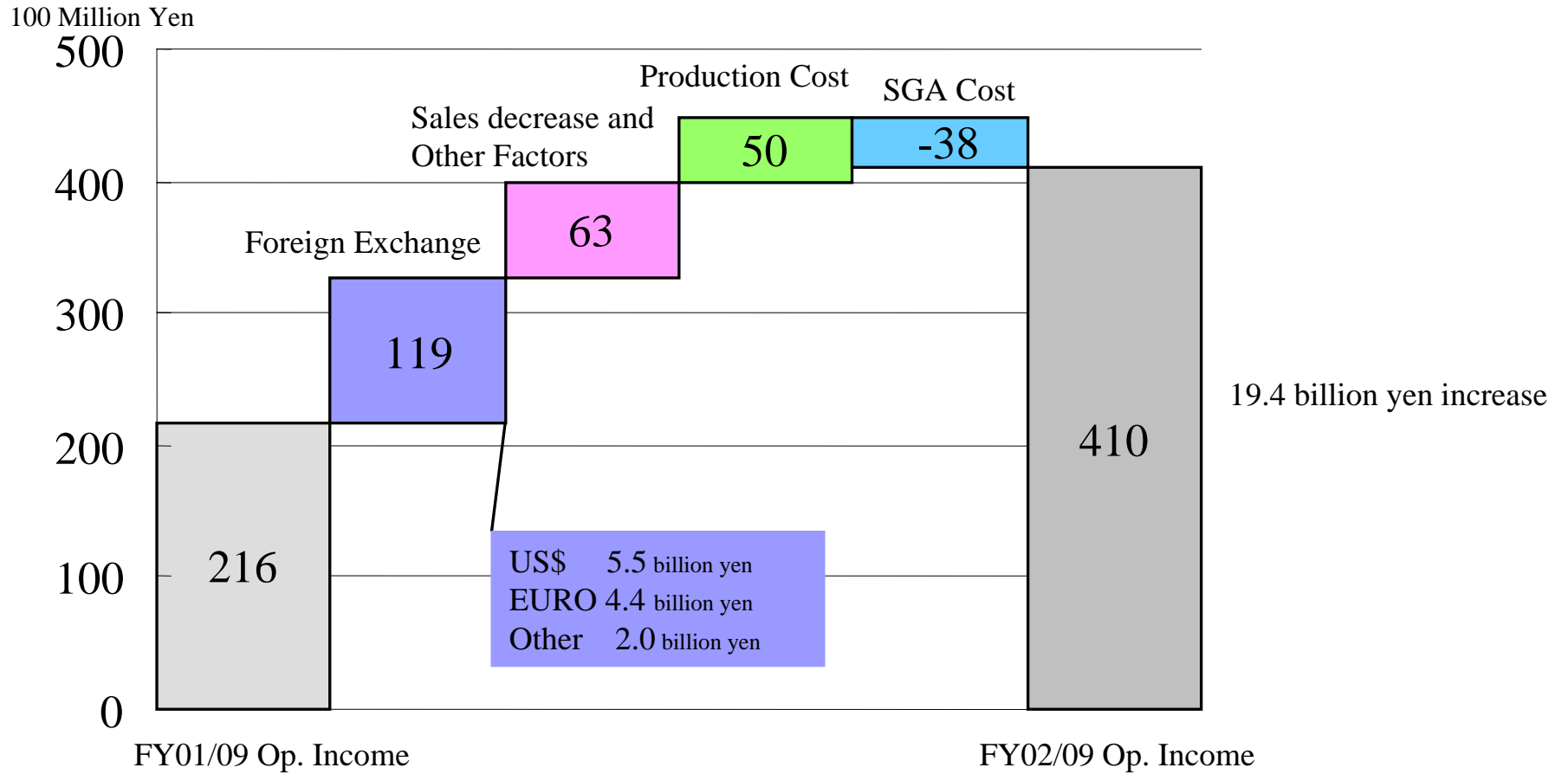


Note: Income of "substantial value" = Ordinary income – (exchange rate fluctuations generated between the actual figures and figures projected in the mid-term management plan) – amount equivalent to effect produced by the change in the US accounting standards

RESULTS



Factors Impacting Operating Income



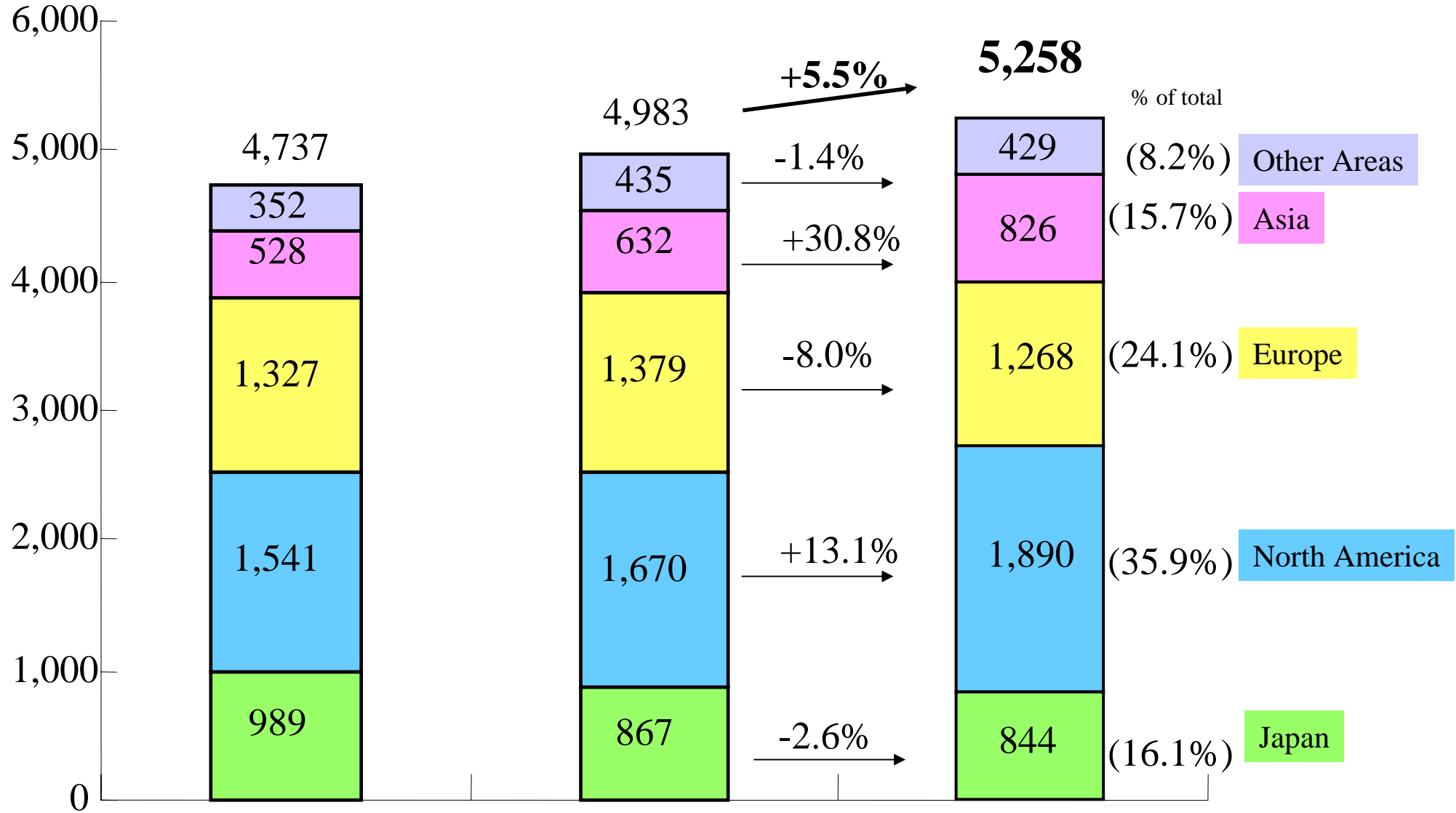
Impact of foreign exchange rate

100 Million Yen

		US\$	Euro	Other Currencies	
Exchange Rate:	F.Y. ended 9/2001	118yen	106yen	-	-
	F.Y. ended 9/2002	128yen	115yen	-	-
YMC only	Impact of rate change	99	42	15	156
	Effect of price increase	-47	-12	-7	-66
	(Net impact on YMC non-consolidated)	52	30	8	89
Exchange Rate:	F.Y. ended 9/2001	122yen	108yen	-	-
	F.Y. ended 9/2002	123yen	116yen	-	-
Consolidated	Rate change-related translation loss gross profit	3	15	13	30
Consolidated	Impact on op. income	55	44	20	119
	Impact of 1 yen change	8	4		

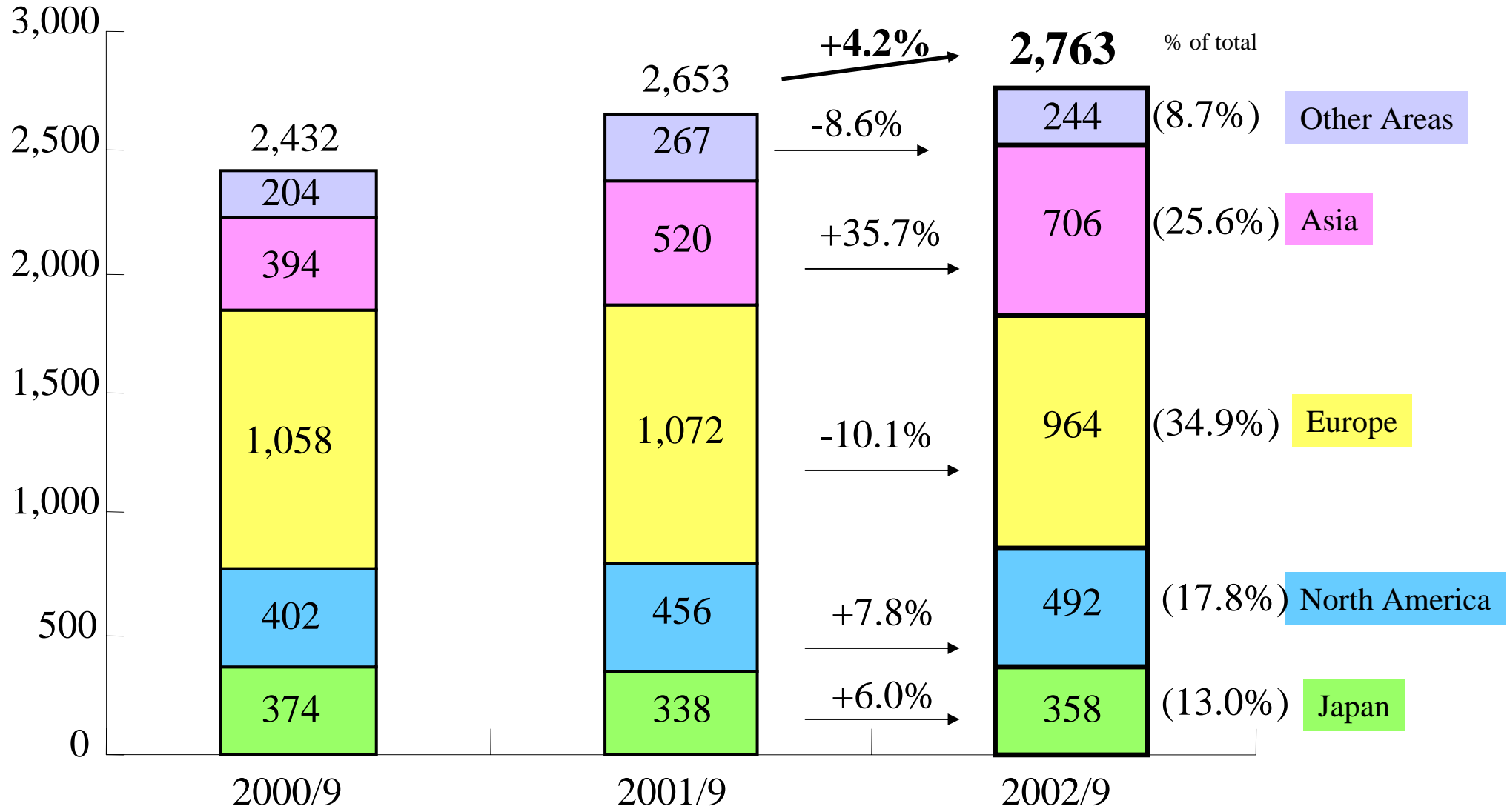
Sales by Geographical Segment

100 Million Yen

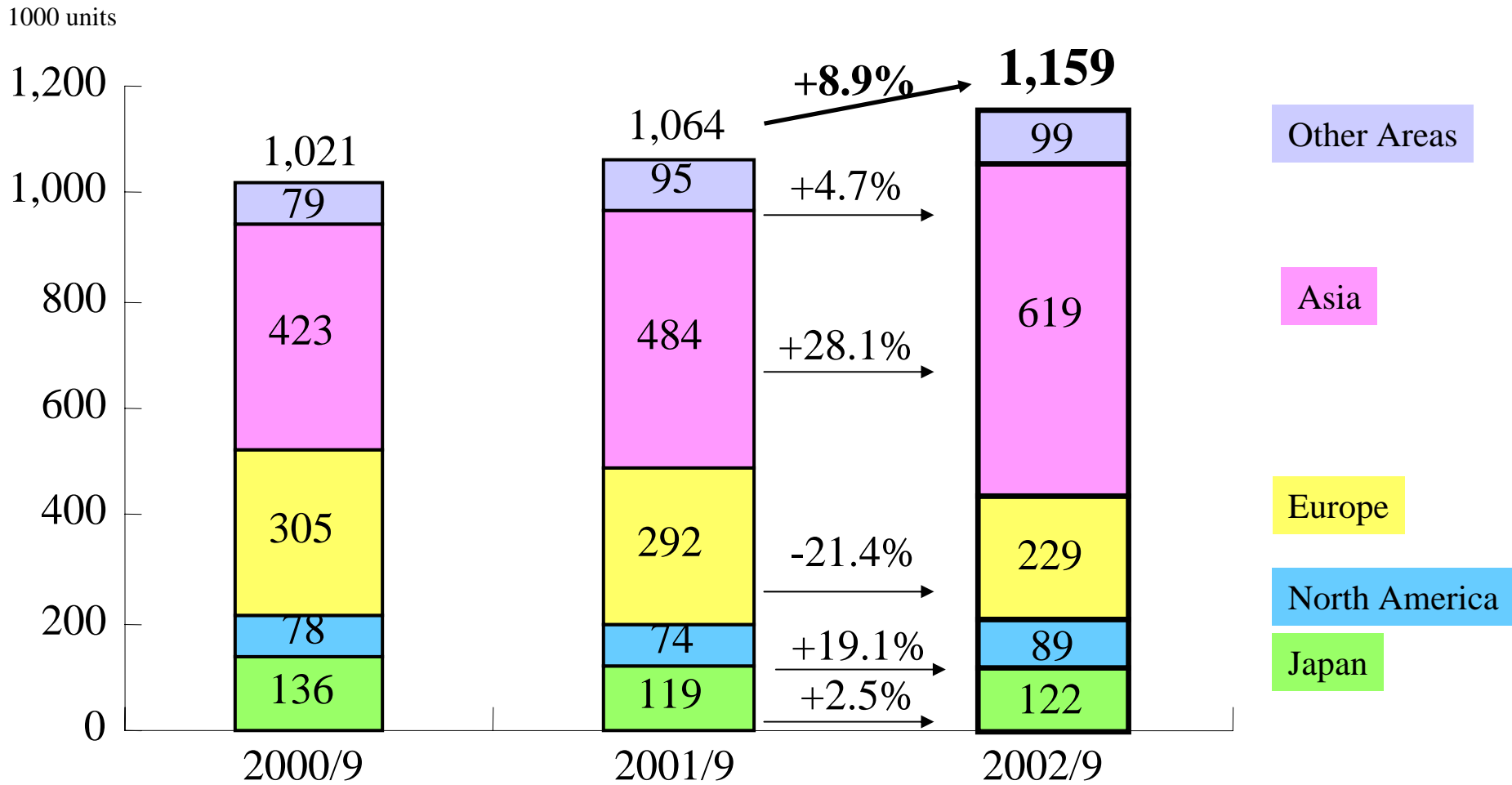


Motorcycle Sales by Geographical Segment

100 Million Yen

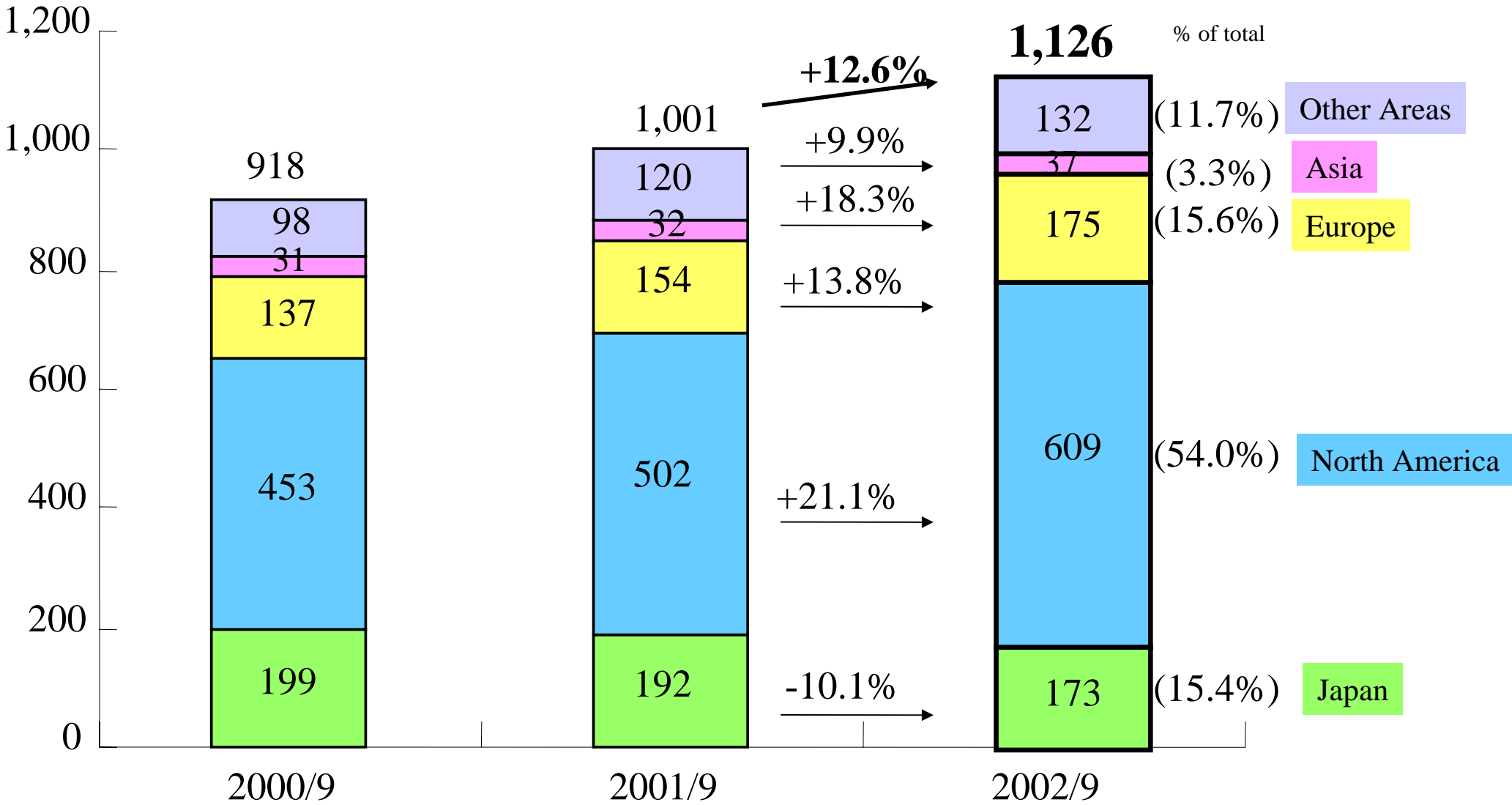


Unit Sales by Geographical Segment



Marine Product Sales by Geographical Segment

100 Million Yen



Power Product Sales by Geographical Segment

100 Million Yen

1,000

800

600

400

200

0

12

2000/9

826

40

12

50

679

45

15

2001/9

886

40

15

67

702

63

+10.1%

+12.9%

+2.3%

+13.2%

+10.9%

-1.5%

15

2002/9

976

45

15

75

779

62

% of total

(4.5%)

(1.6%)

(7.7%)

(79.8%)

(6.4%)

Other Areas

Asia

Europe

North America

Japan

Operating Income by Product Segment

100 Million Yen

	2000/9	2001/9	2002/9	Difference from 2001/9
Motorcycles	116	65	124	+58
(Op. income %)	(4.8%)	(2.5%)	(4.5%)	(+2.0%)
Marine Products	9	14	91	+76
(%)	(1.0%)	(1.4%)	(8.0%)	(+6.6%)
Power Products	97	114	158	+44
(%)	(11.8%)	(12.9%)	(16.2%)	(+3.3%)
Other Products	50	22	38	+15
(%)	(8.9%)	(5.0%)	(9.6%)	(+4.6)
Total	272	216	410	+194
(%)	(5.7%)	(4.3%)	(7.8%)	(+3.5%)

	2000/9	2001/9	2002/9
US\$	106	118	128
Euro	101	106	115

Operating Income by Geographic Segment

100 Million Yen

	2000/9	2001/9	2002/9	Difference from 2001/9
Japan	66	65	144	+79
(Op. income %)	(2.1%)	(2.2%)	(4.5%)	(+2.3%)
North America	98	70	170	+100
(%)	(6.3%)	(4.2%)	(9.0%)	(+4.8)
Europe	85	81	62	-19
(%)	(6.4%)	(5.9%)	(4.8%)	(-1.1%)
Asia	12	7	38	+31
(%)	(3.2%)	(1.4%)	(5.6%)	(+4.2%)
Other Areas	5	8	11	+3
(%)	(2.9%)	(3.2%)	(4.2%)	(+1.0%)
Elimination	6	-14	-15	(-)
(%)	(-)	(-)	(-)	(-)
Total	272	216	410	+194
(%)	(5.7%)	(4.3%)	(7.8%)	(+3.5%)

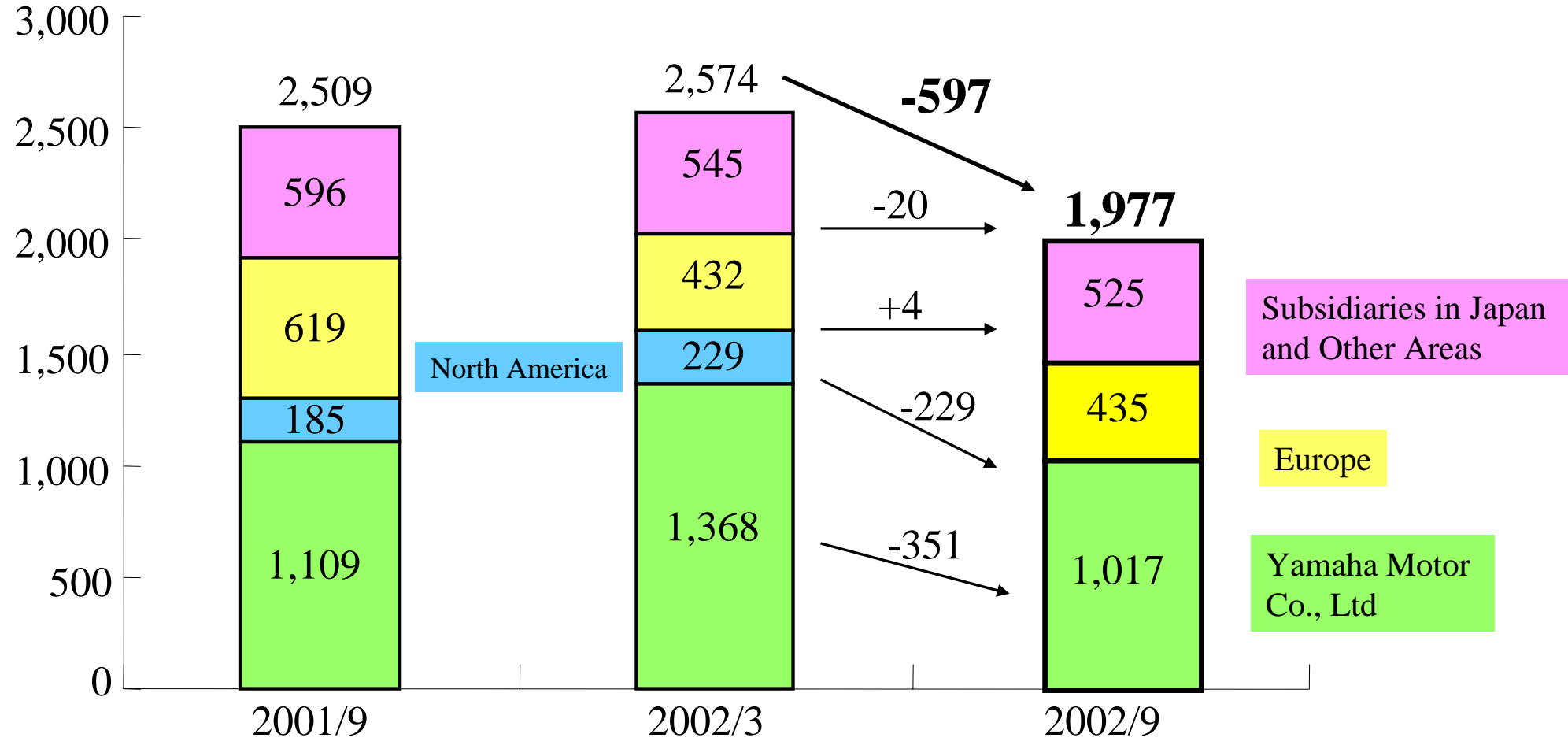
B/S

100 Million Yen

	2001/9	2002/3	2002/9	Gain(Loss)from2001/9	Gain(Loss)from2002/3
I Current assets	3,567	3,519	3,495	-72	-23
(Cash)	(198)	(399)	(264)	(+67)	(-134)
(Trade notes/accounts receivable)	(1,331)	(1,184)	(1,281)	(-50)	(+97)
(Inventory)	(1,648)	(1,562)	(1,546)	(-101)	(-15)
II Fixed assets	3,439	3,560	3,346	-93	-214
(Intangible fixed assets)	(145)	(146)	(43)	(-101)	(-102)
Total assets	7,006	7,079	6,841	-165	-238
I Current liabilities	3,587	3,406	3,390	-198	-17
(Short-term loans)	(1,321)	(1,310)	(970)	(-350)	(-340)
II Long-term liabilities	1,827	1,932	1,670	-157	-262
(Long-term loans)	(1,189)	(1,264)	(1,007)	(-182)	(-257)
Total liabilities	5,414	5,338	5,059	-355	-279
Minority interests	113	104	141	+28	+36
Capital stock	232	232	233	+1	+1
Foreign currency translation adjustment	-482	-335	-440	+42	-106
Retained earnings	1,180	1,189	1,294	+114	+105
Shareholders' equity	1,479	1,636	1,641	+162	+5
Liabilities and Shareholders' equity	7,006	7,079	6,841	-165	-238

Interest-bearing Debt

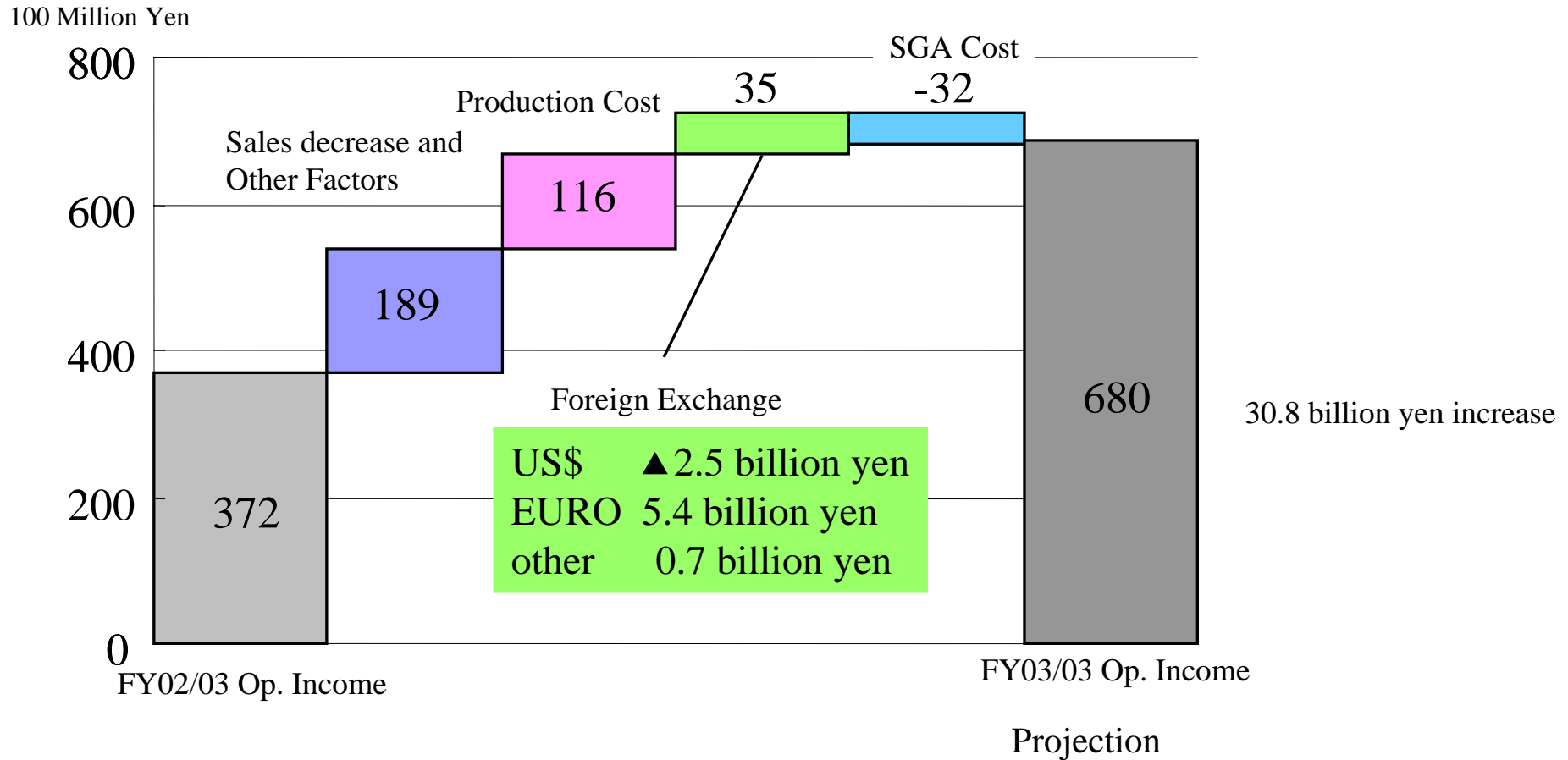
100 Million Yen



PROJECTION



Factors Impacting Operating Income



Impact of foreign exchange rate

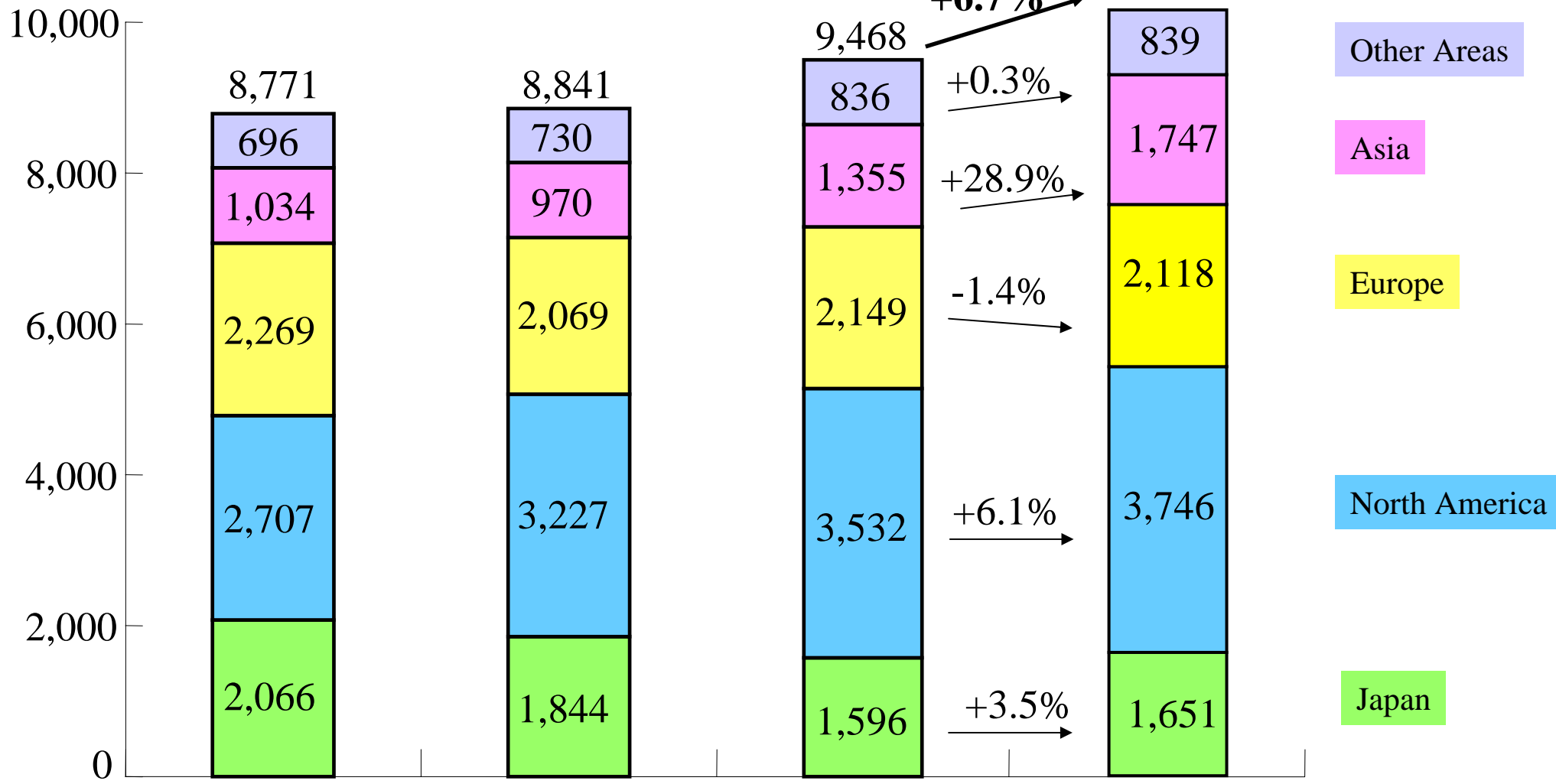
100 Million Yen

	Subjects	US\$	Euro	Other Currencies	
Exchange Rate:	F.Y. ended 3/2002	121yen	108yen	-	-
	F.Y. ended 3/2003	124yen	115yen	-	-
YMC only	Impact of rate change	62	73	-3	132
	Effect of price increase	-60	-40	-5	-104
	(Net impact on YMC non-consolidated)	2	33	-8	28
Exchange Rate:	F.Y. ended 3/2002	125yen	109yen	-	-
	F.Y. ended 3/2003	120yen	115yen	-	-
		-28	20	14	7
	Impact on op. income	-25	54	7	35
	Impact of 1 yen change	16	9		

Projection

Sales by Geographical Segment

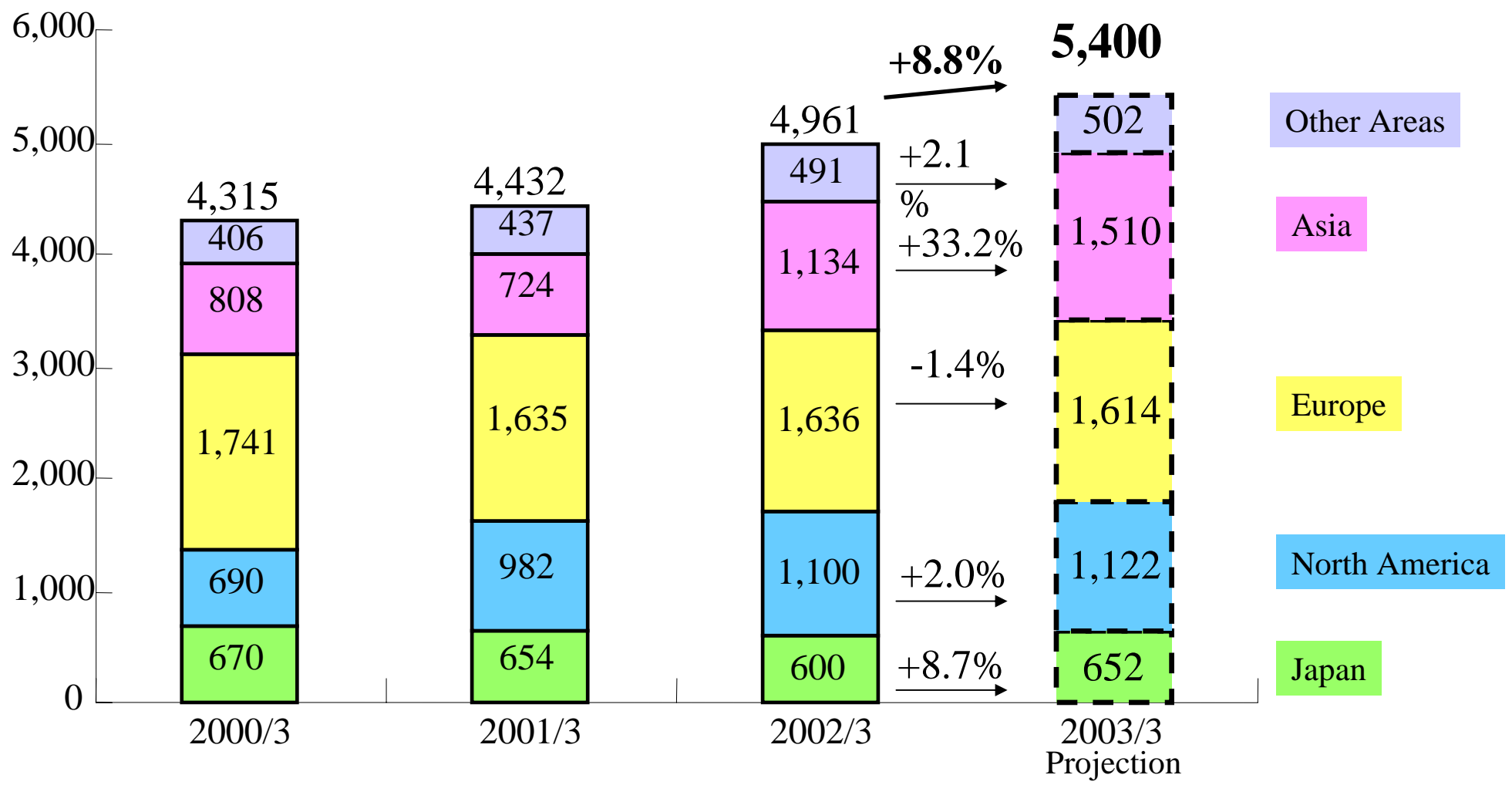
100 Million Yen



Projection

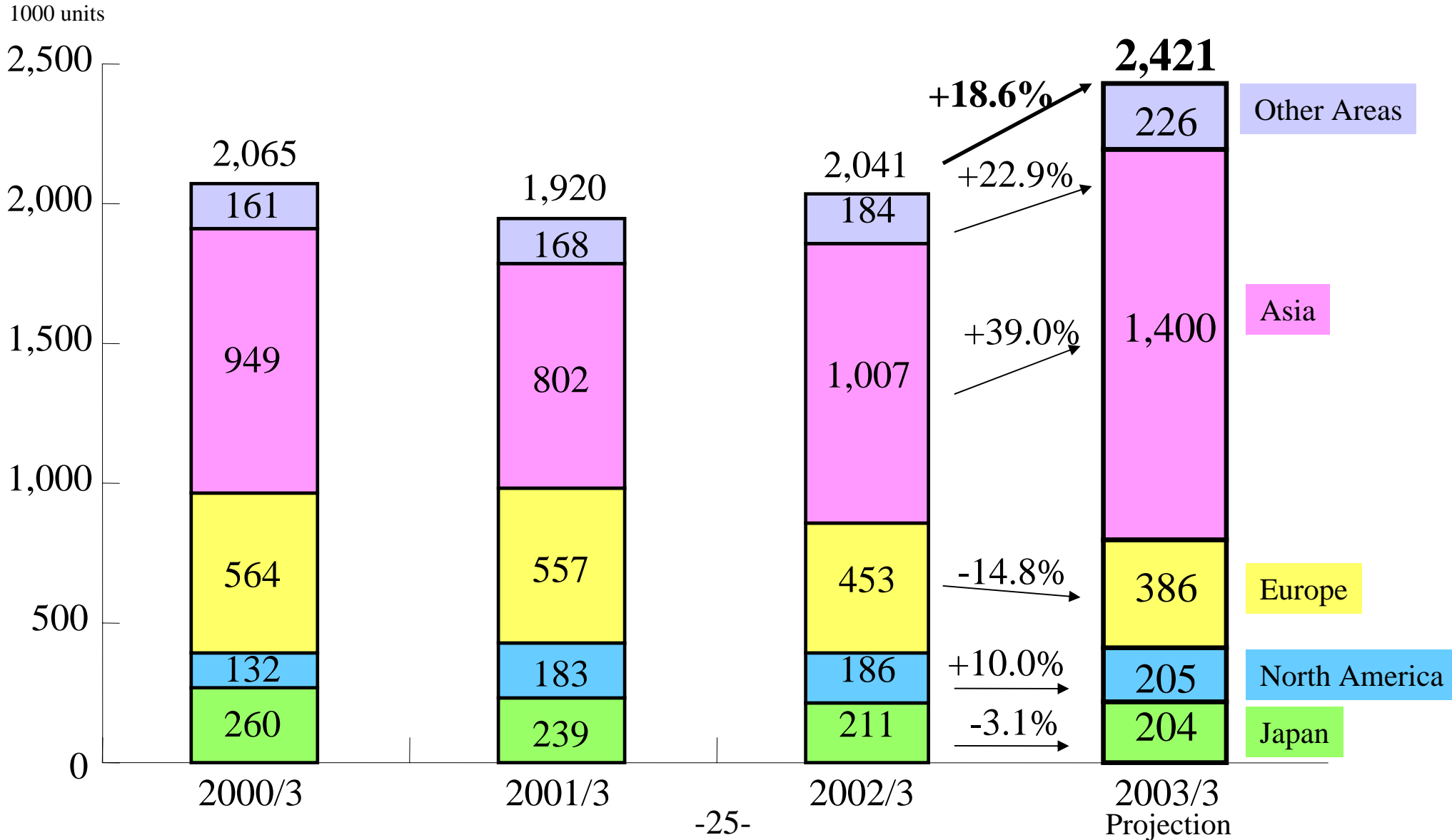
Motorcycle Sales by Geographical Segment

100 Million Yen



Projection

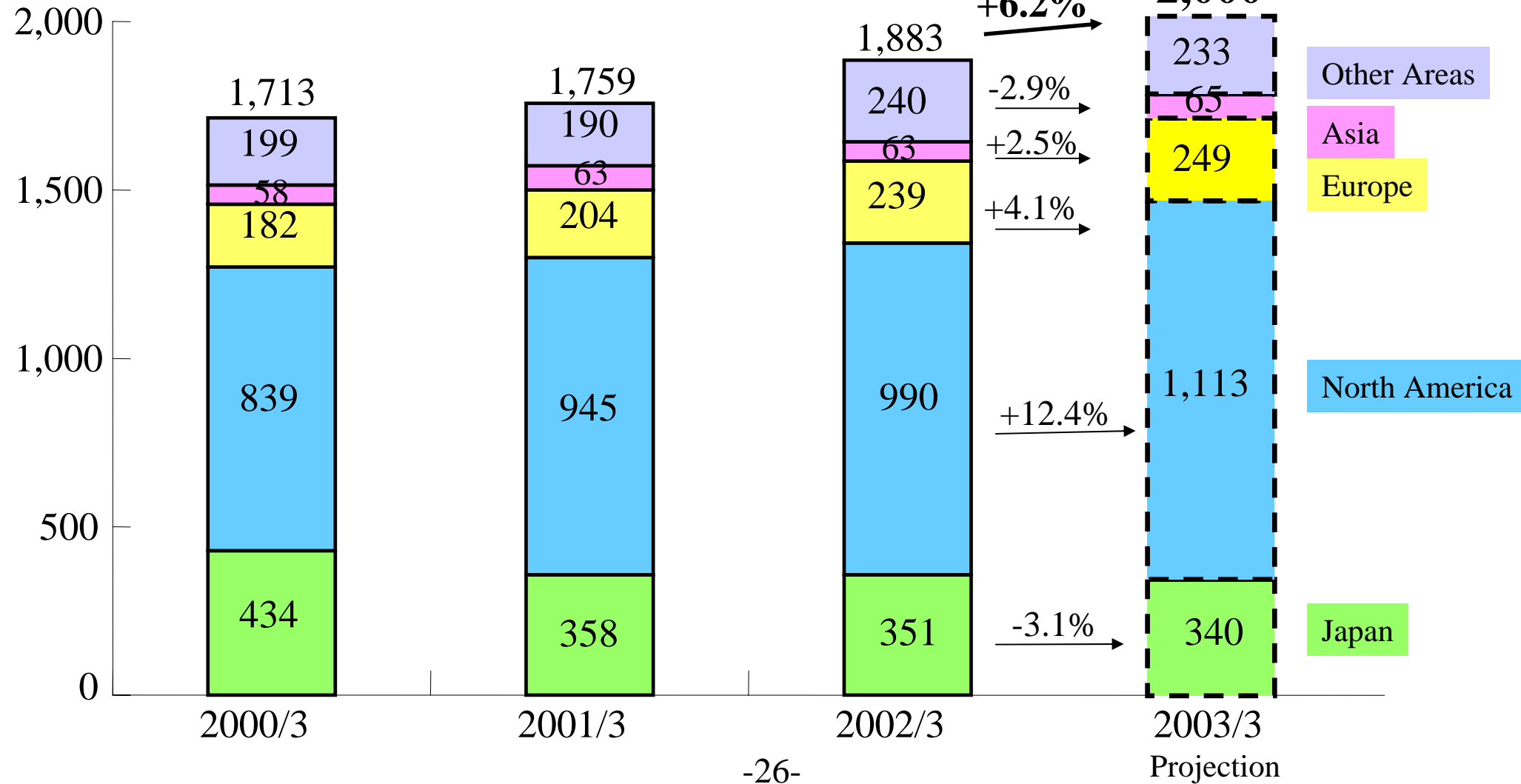
Unit Sales by Geographical Segment



Projection

Marine Product Sales by Geographical Segment

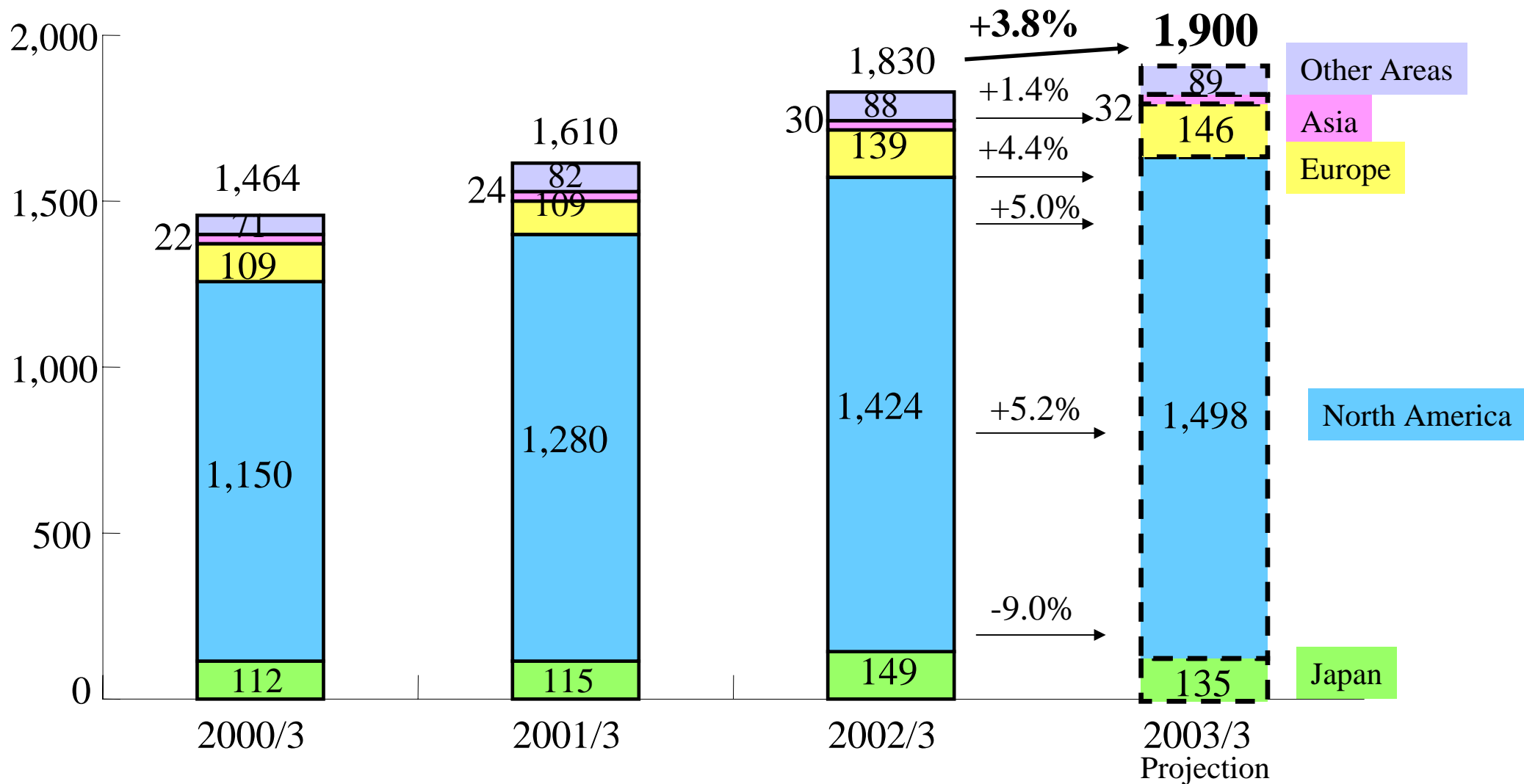
100 Million Yen



Projection

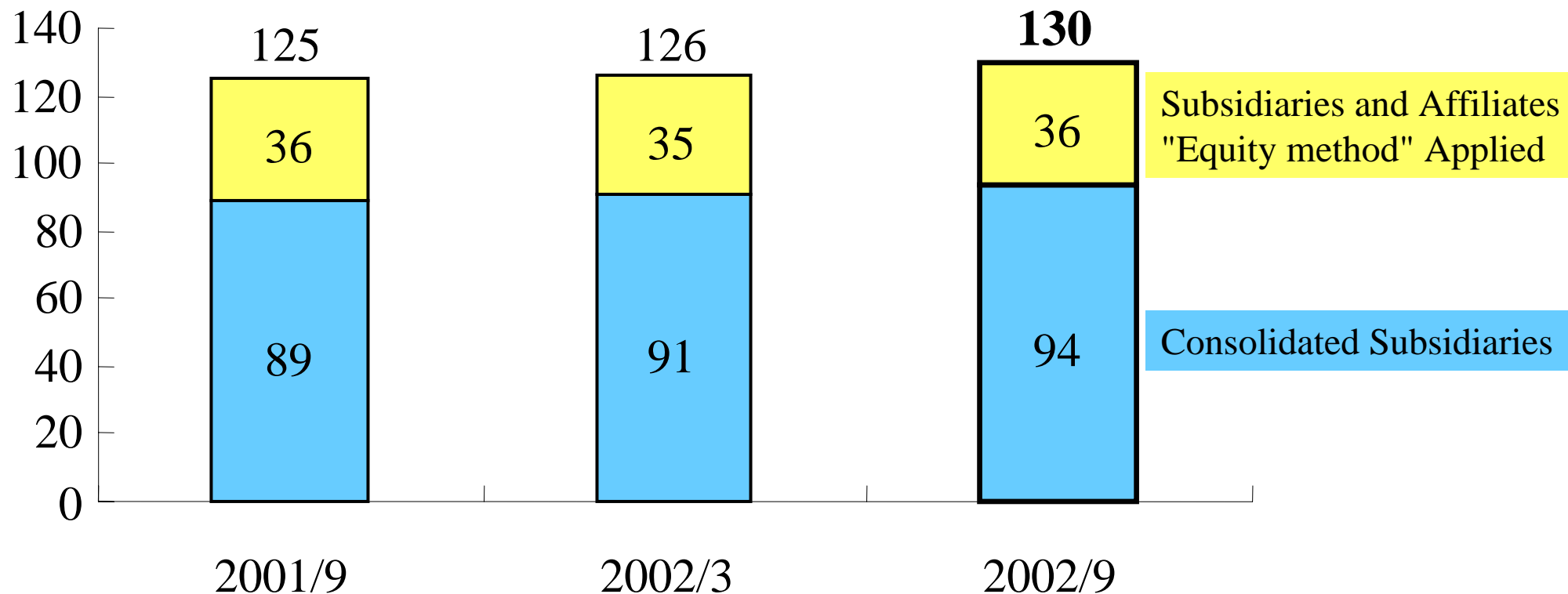
Power Product Sales by Geographical Segment

100 Million Yen



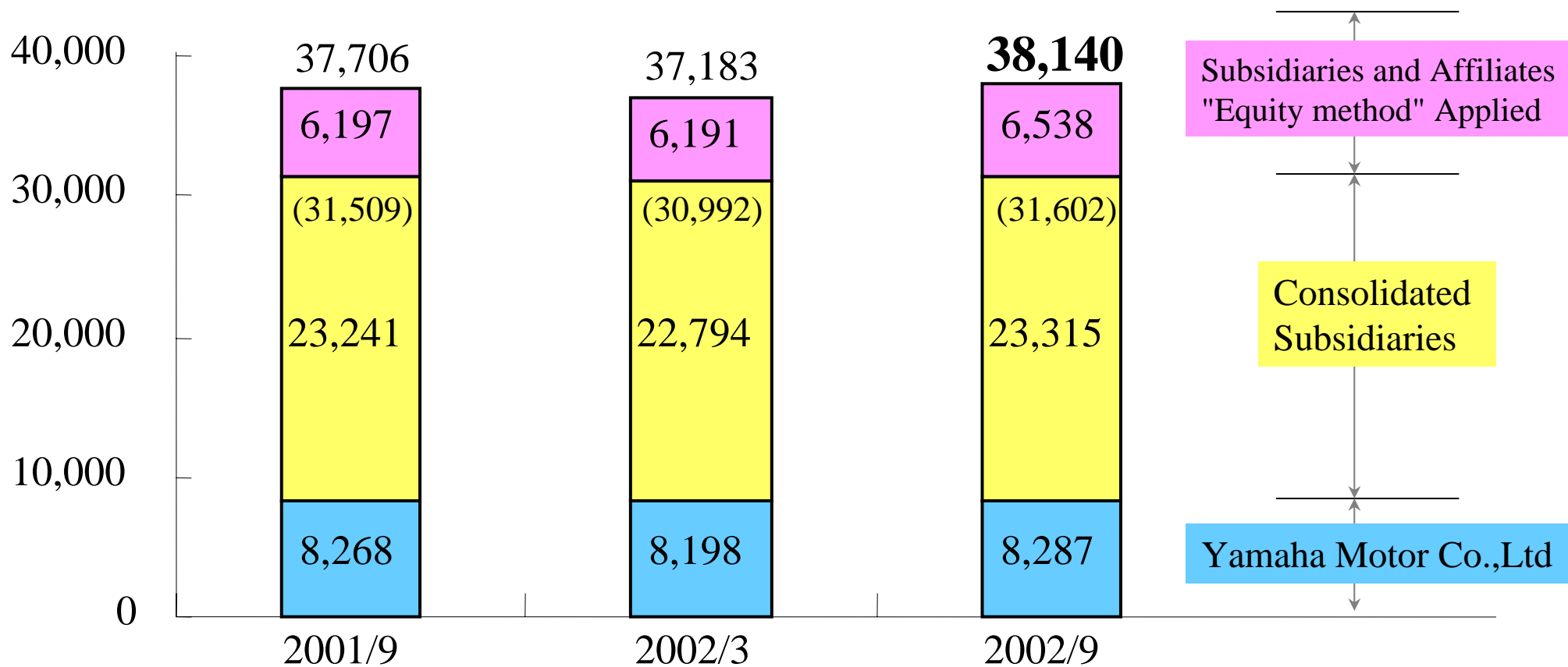
Appendix



Number of Group Companies

Subsidiaries	109	111	112
Affiliates	40	37	38
Total	149	148	150

Number of Group Employees



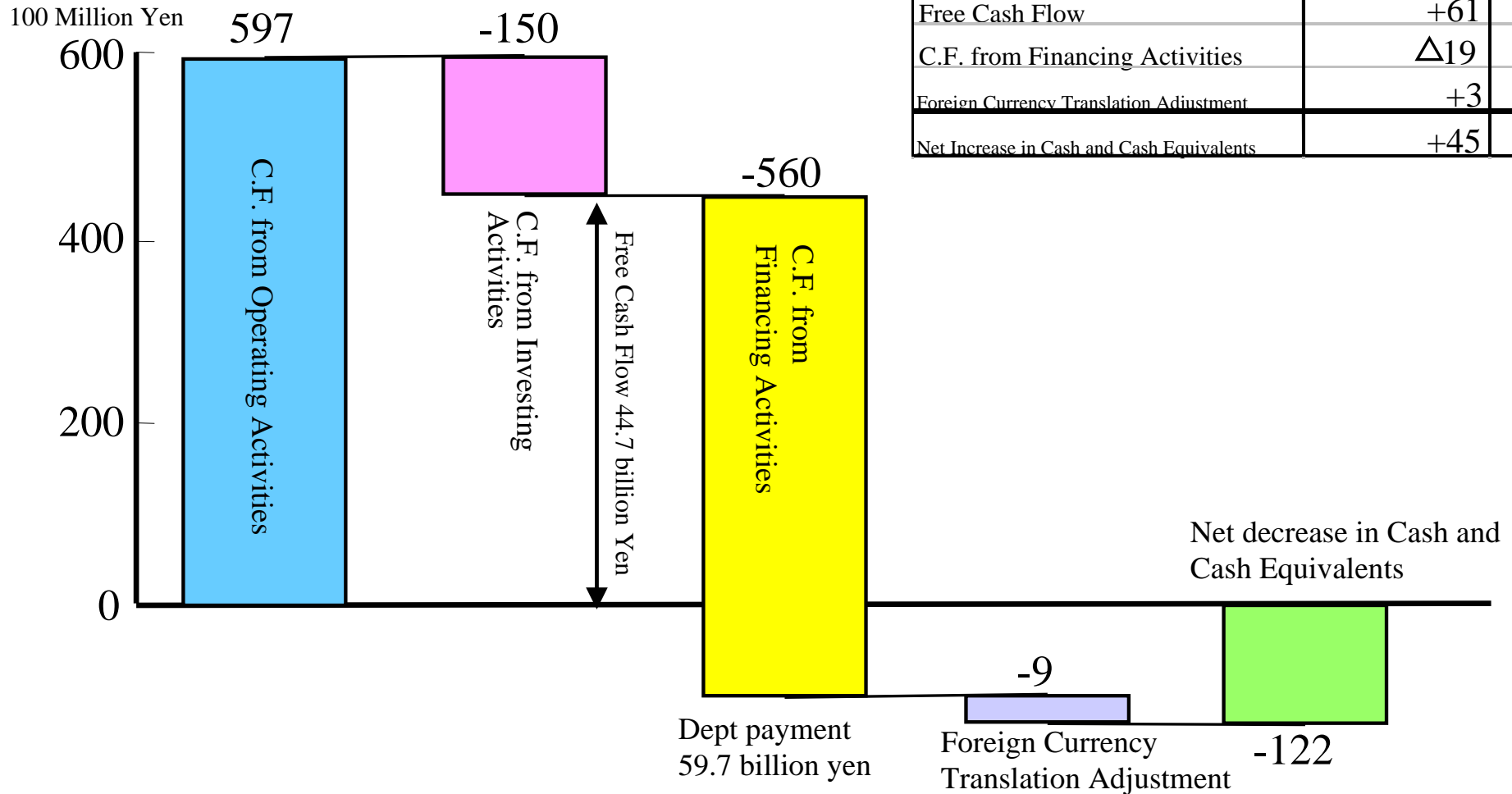
YMC employees temporarily transferred to subsidiaries and affiliates are counted with those subsidiaries or affiliates. YMC employees temporarily transferred to companies not listed here are omitted from the group count.

Results

Cash Flows

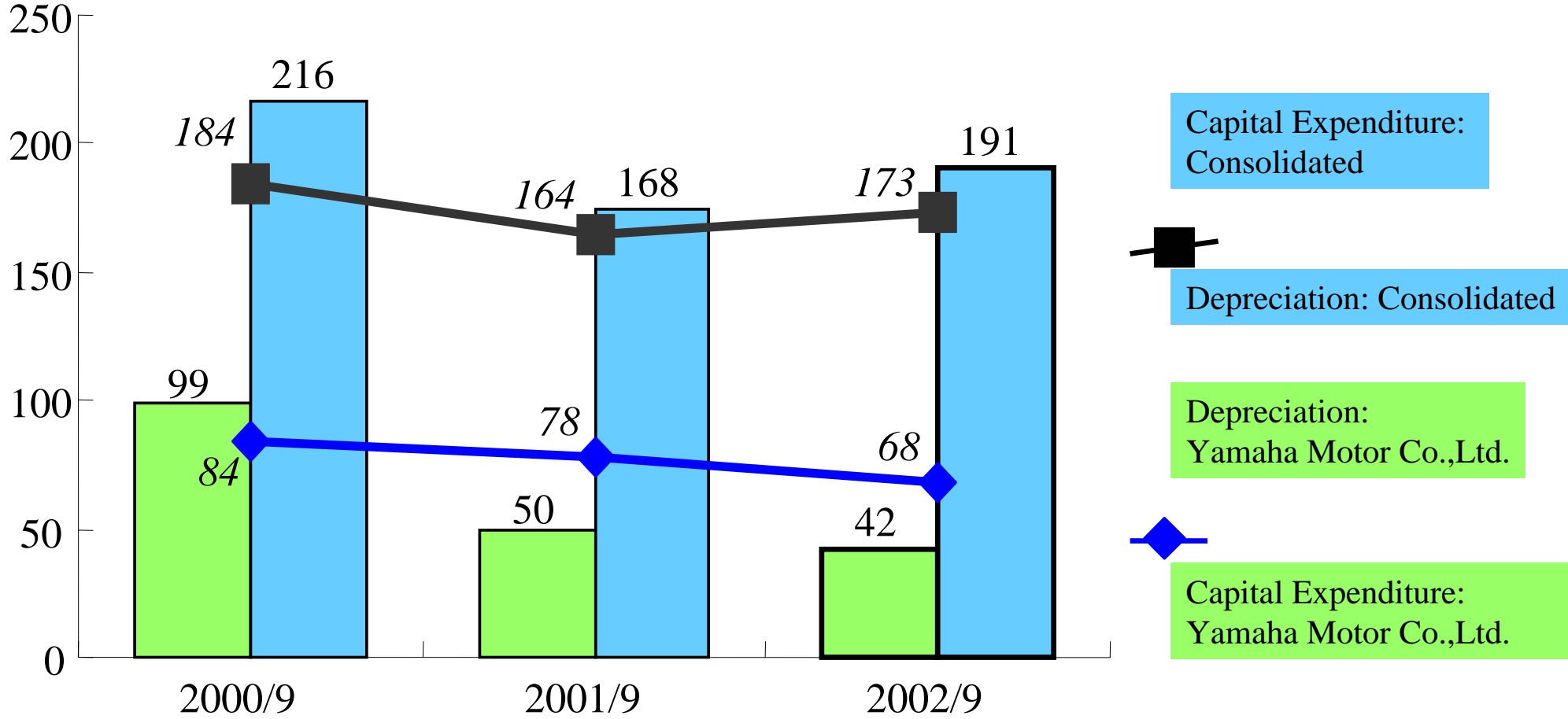
100 Million Yen

	2001/9	2002/9
C.F. from Operating Activities	+372	+597
C.F. from Investing Activities	△311	△150
Free Cash Flow	+61	+447
C.F. from Financing Activities	△19	△560
Foreign Currency Translation Adjustment	+3	9
Net Increase in Cash and Cash Equivalents	+45	△122



Capital Expenditure / Depreciation

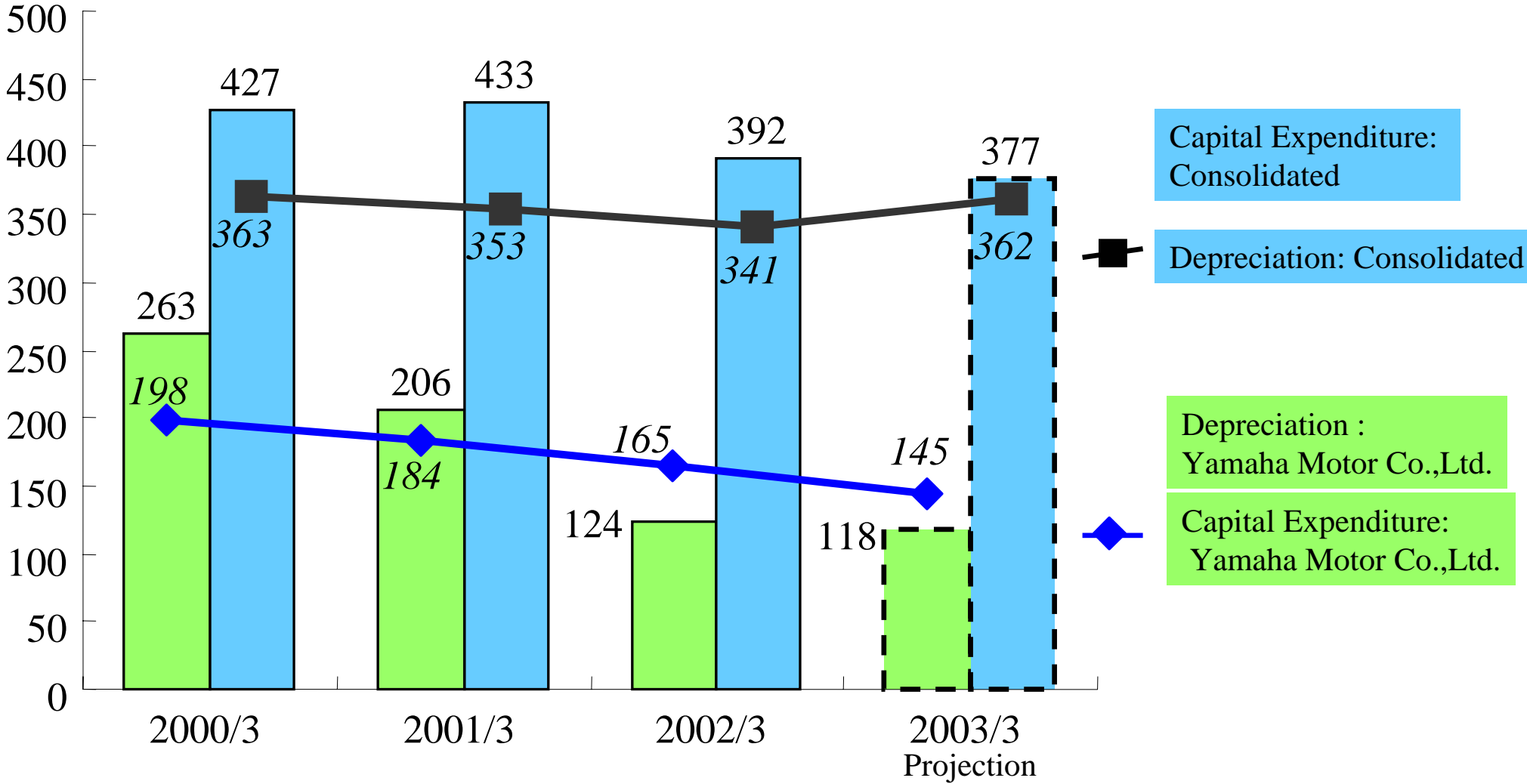
100 Million Yen



Projection

Capital Expenditure / Depreciation

100 Million Yen



Operating Income by Product Segment

100 Million Yen

Projection

	2001/9	2002/9	2002/3	2003/3
Motorcycles	65	124	101	250
(Op. income %)	(2.5%)	(4.5%)	(2.0%)	(4.6%)
Marine Products	14	91	26	150
(%)	(1.4%)	(8.0%)	(1.4%)	(7.5%)
Power Products	114	158	204	230
(%)	(12.9%)	(16.2%)	(11.1%)	(12.1%)
Other Products	22	38	42	50
(%)	(5.0%)	(9.6%)	(5.3%)	(6.3%)
Total	216	410	372	680
(%)	(4.3%)	(7.8%)	(3.9%)	(6.7%)

	2001/9	2002/9	2002/3	2003/3
US\$	118	129	119	124
Euro	106	115	107	115

Operating Income by Geographic Segment

100 Million Yen

Projection

	2001/9	2002/9	2002/3	2003/3
Japan	65	144	165	260
(Op. income %)	(2.2%)	(4.5%)	(2.7%)	(10.7%)
North America	70	170	135	240
(%)	(4.2%)	(9.0%)	(3.8%)	(6.4%)
Europe	81	62	60	90
(%)	(5.9%)	(4.8%)	(2.9%)	(4.3%)
Asia	7	38	15	65
(%)	(1.4%)	(5.6%)	(1.4%)	(4.8%)
Other Areas	8	11	10	20
(%)	(3.2%)	(4.2%)	(2.1%)	(3.9%)
Elimination	-14	-15	-13	5
(%)	(-)	(-)	(-)	(-)
Total	216	410	372	680
(%)	(4.3%)	(7.8%)	(3.9%)	(6.7%)

The reason for difference ended September,2002

100 million Yen

	Budget	Results	Difference	Reason for a difference
Sales	5,000	5,258	+258	
Motorsycles	2,600	2,763	+163	Gain of sales in Europe and Japan
Marine	980	1,126	+146	Increase in sales of the large-sized outbord motor in the United States
Power-products	1,020	976	△44	A demand fall in the United States
Other	400	392	△ 8	
Operating income	230	410	+180	
Motorsycles	50	124	+74	A profit ratio improvement of Asia
Marine	30	91	+61	Increase in sales of the large-sized outbord motor in the United States
Power-products	130	158	+28	
Other	20	38	+18	

Non-operating profit or loss and extraordinary loss

100 million Yen

	2001.9	2002.9	Difference
Nonoperating profit			
Receipt interest discount	32	27	-5
Dividend earned	0	1	1
Others	66	71	5
Nonoperating profit total	98	99	1
Nonoperation loss			
Payment interest discount	58	51	-8
Out placement support	16	10	-6
Equity method loss	13	5	-8
Exchange gain	7	23	16
Others	29	37	8
Nonoperating loss total	123	126	2
Extraordinary loss			
Amortization of net transition difference for employee's retirement benefits	41	0	-41
Loss on liquidation of an affiliate	14	0	-14
Consolidation adjustments account package refund	0	95	95
Others	10	8	-2
Extraordinary loss total	64	103	39