

# Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending December 31, 2006



YZF-R1 (export model)

## YAMAHA MOTOR Co., LTD.

27 October, 2006

**Notice regarding forward-looking statements:**

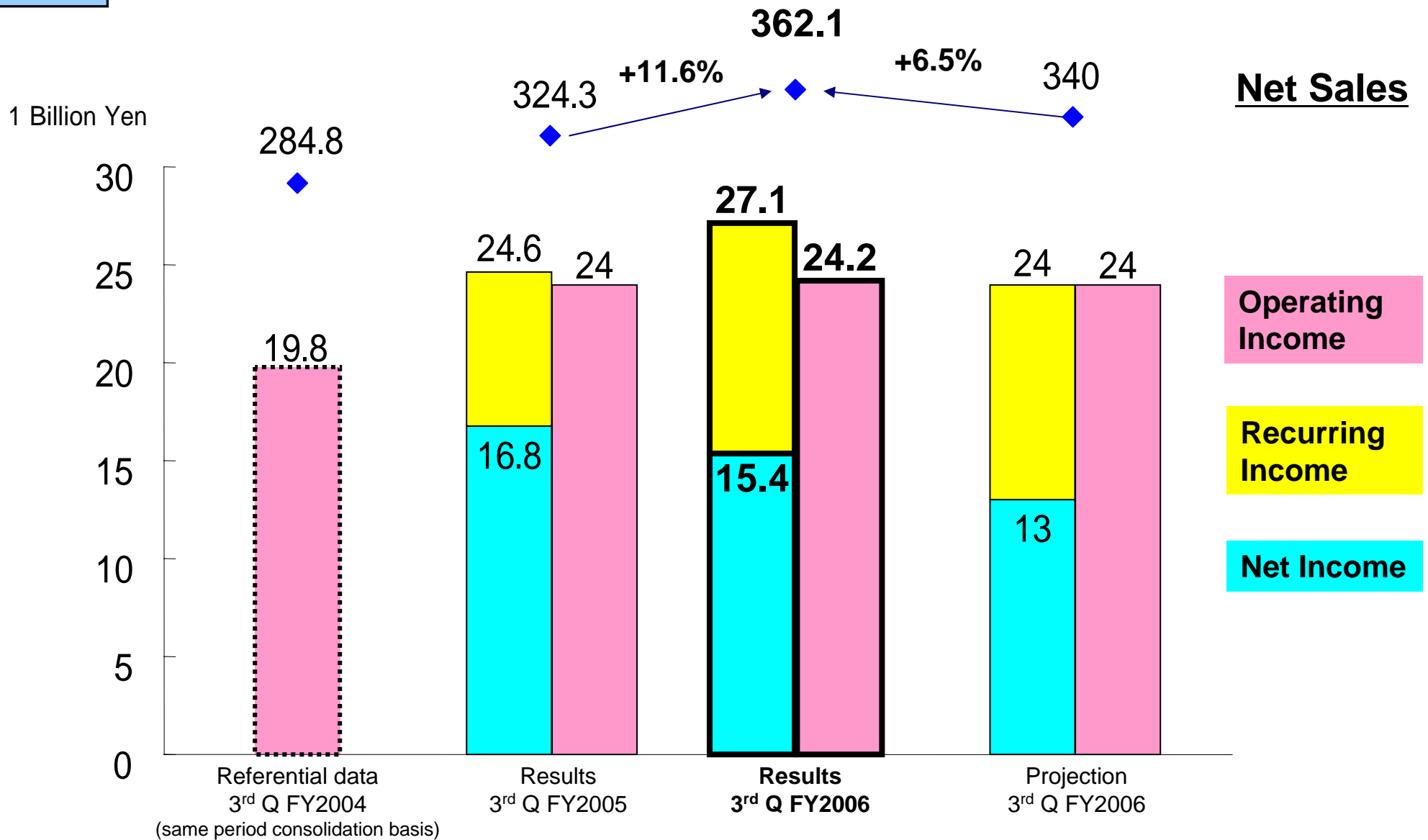
Statements in this report, except for historical facts, are forward-looking statements about the future performance of Yamaha Motor and its group companies, which are based on management's assumptions and beliefs in light of the information currently available, and involve risks and uncertainties. Please 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.

**1. 3<sup>rd</sup> Q Results (3-mth Jul.-Sep.)**  
**Director UCHIYAMA Tetsuo**

# Sales and Income (3-mth Jul.-Sep.)



## Results

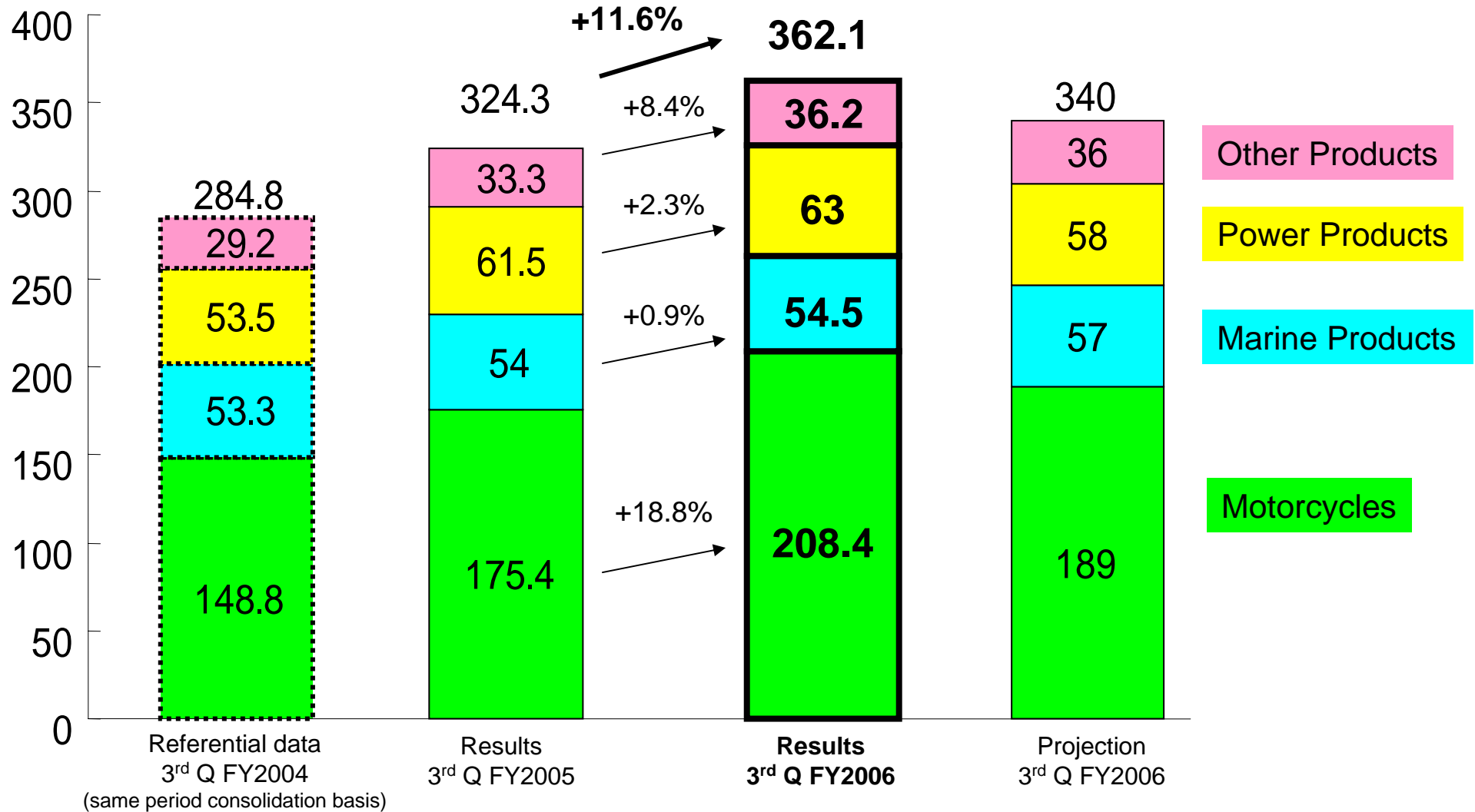


# Sales by Product Segment (3-mth Jul.-Sep.)



## Results

1 Billion Yen

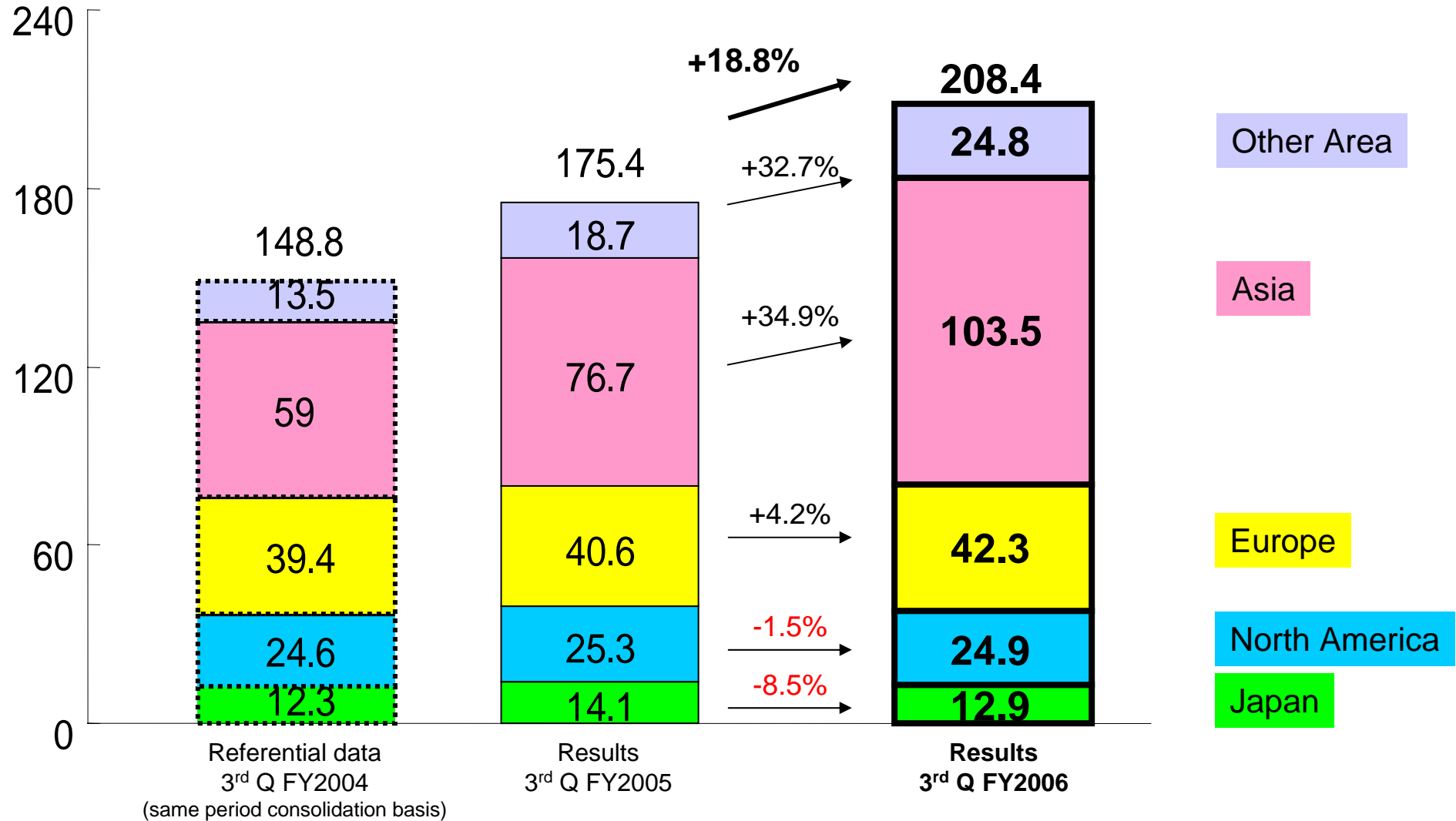


# Sales by Geographical Segment Motorcycle (3-mth Jul.-Sep.)



## Results

1 Billion Yen



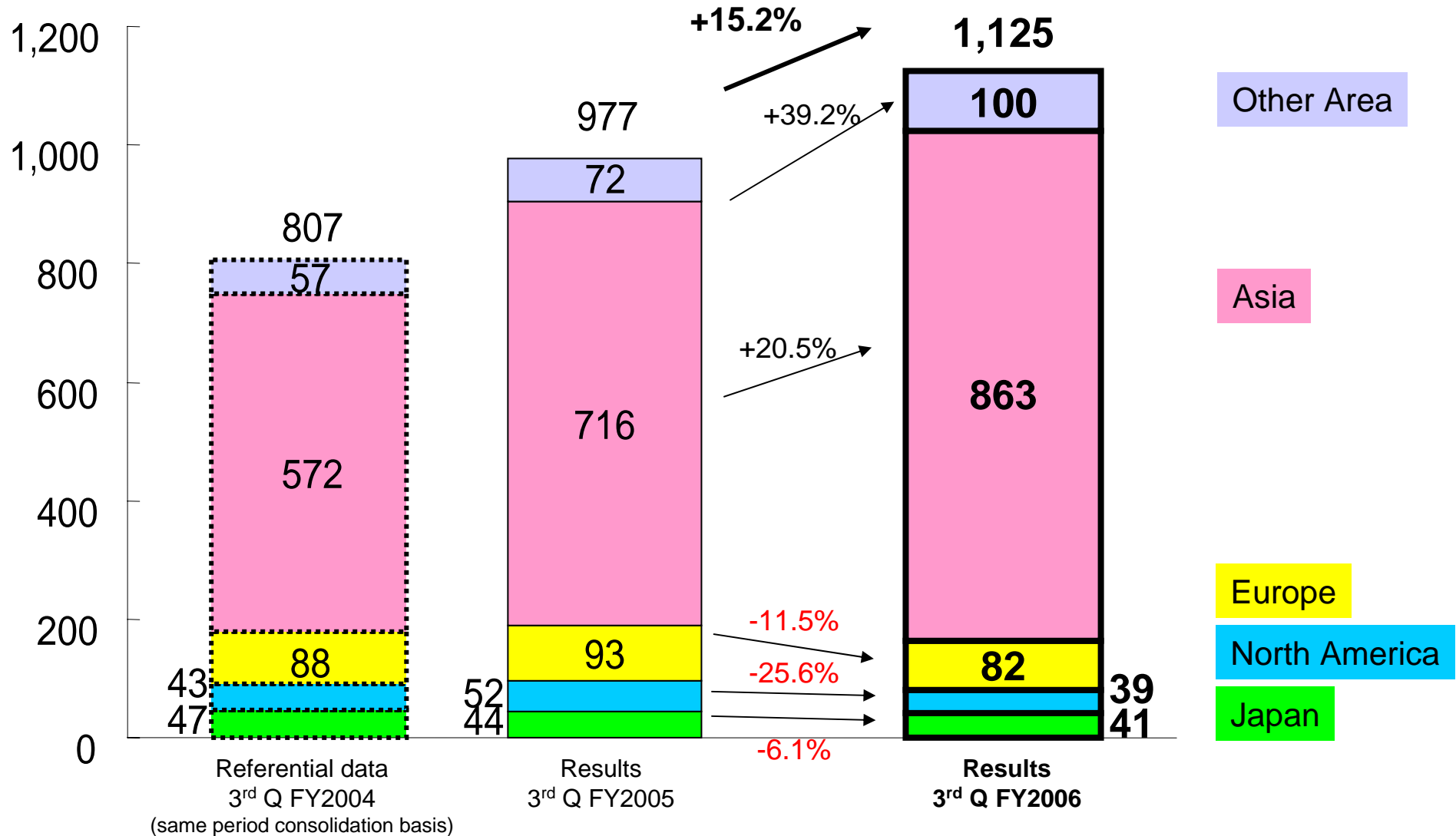
# Unit Sales by Geographical Segment

Motorcycle  
(3-mth Jul.-Sep.)



## Results

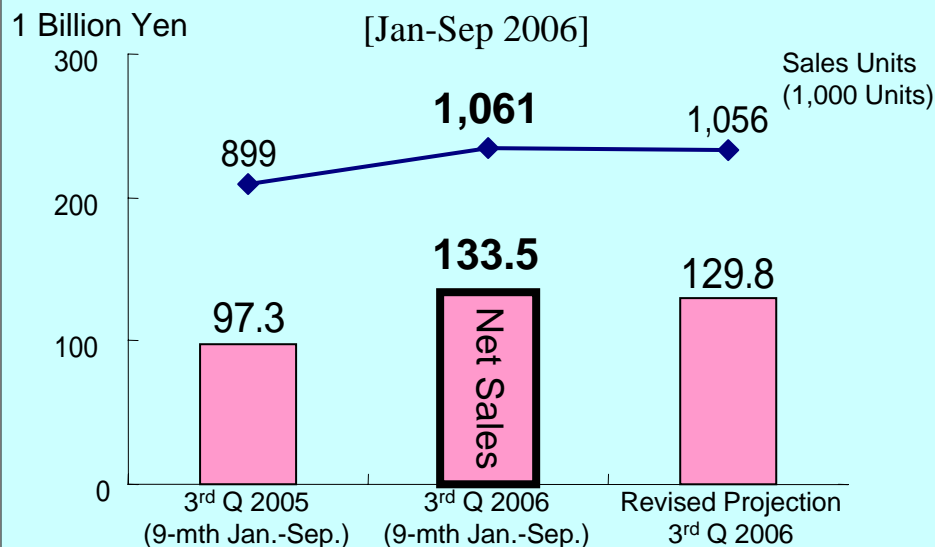
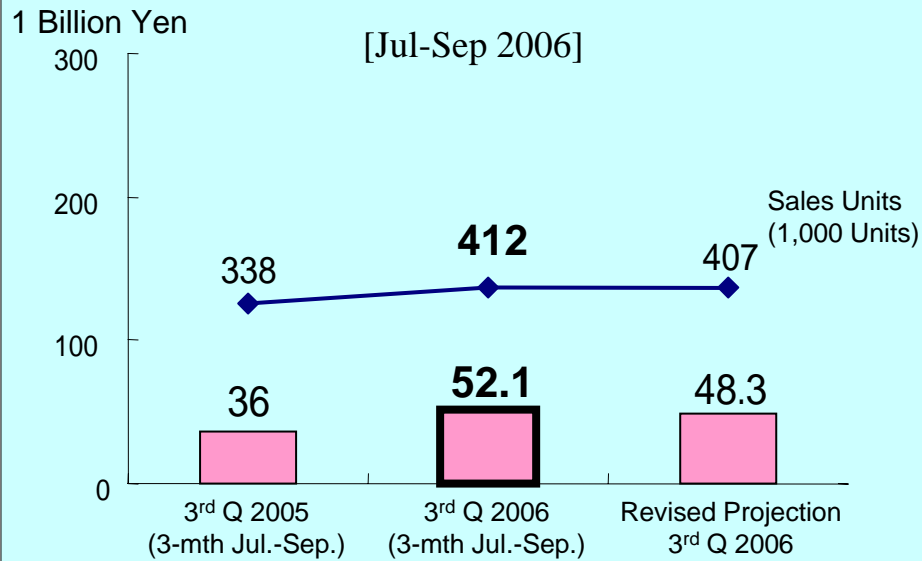
1,000 Units



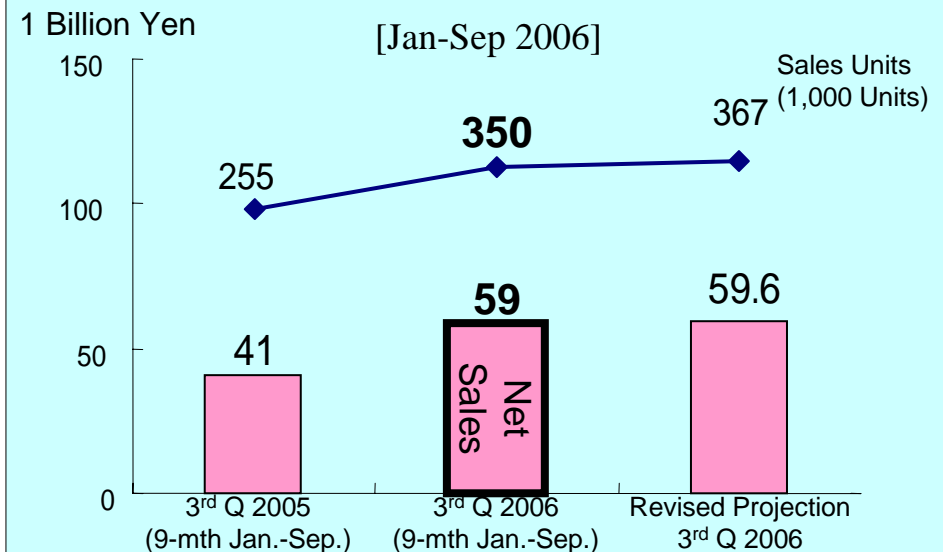
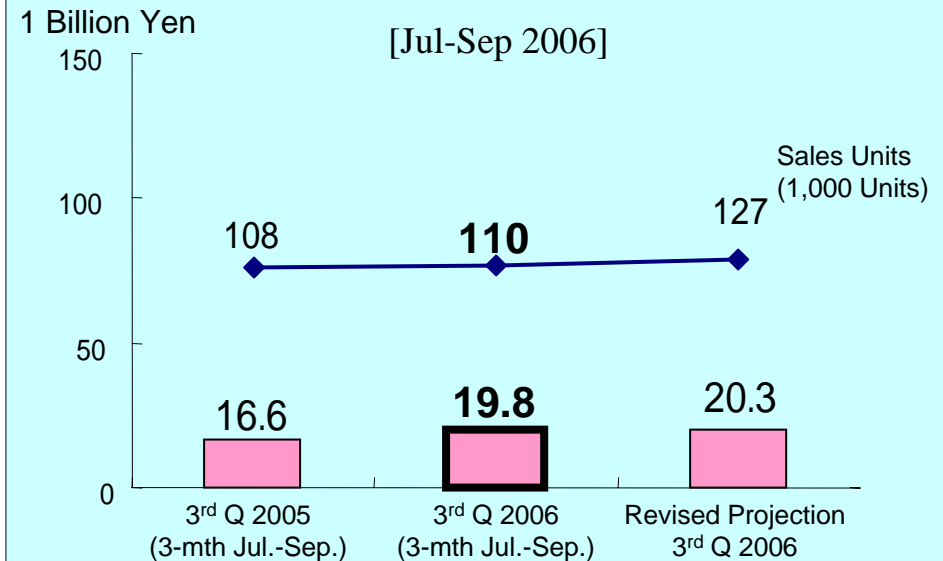
# Results of Main Subsidiaries in Asia Non-consolidated



## Indonesia (YIMM)

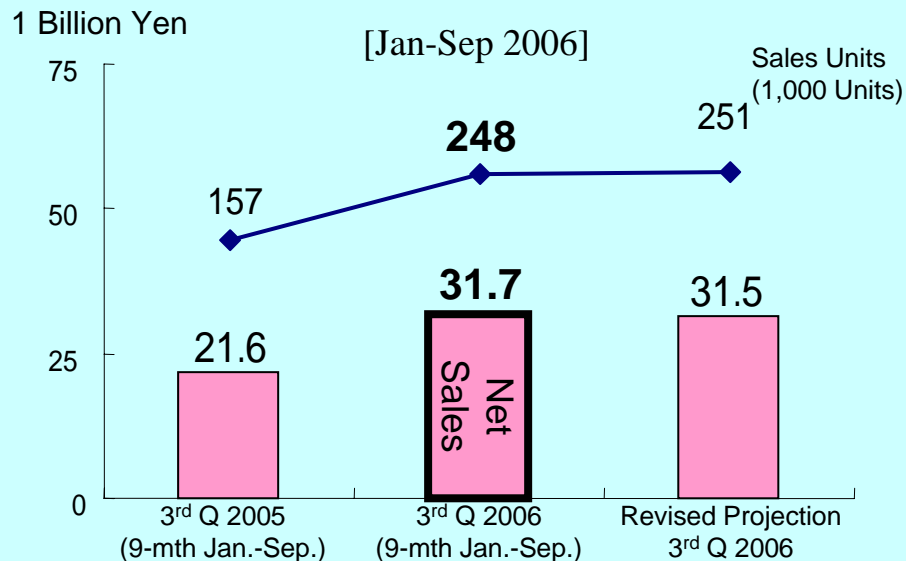
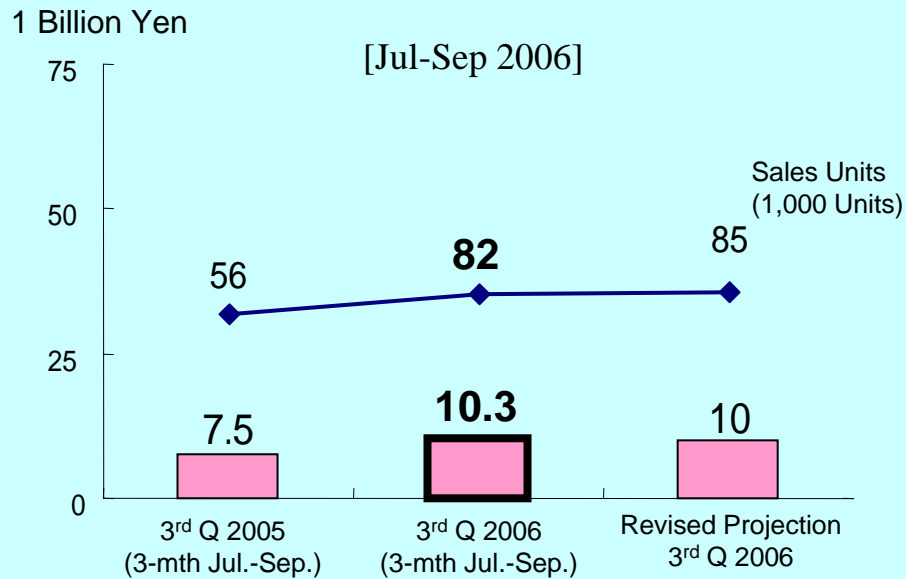


## Thailand (TYM)

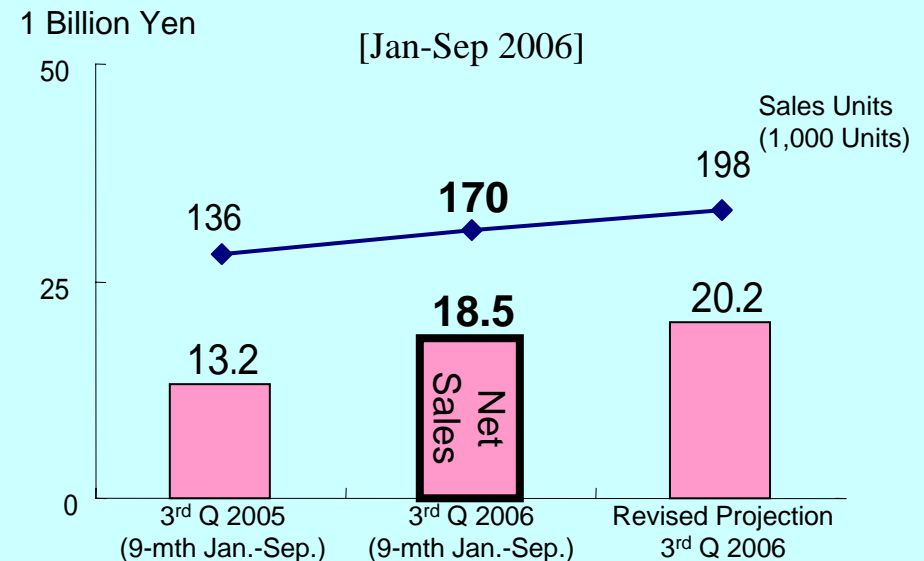
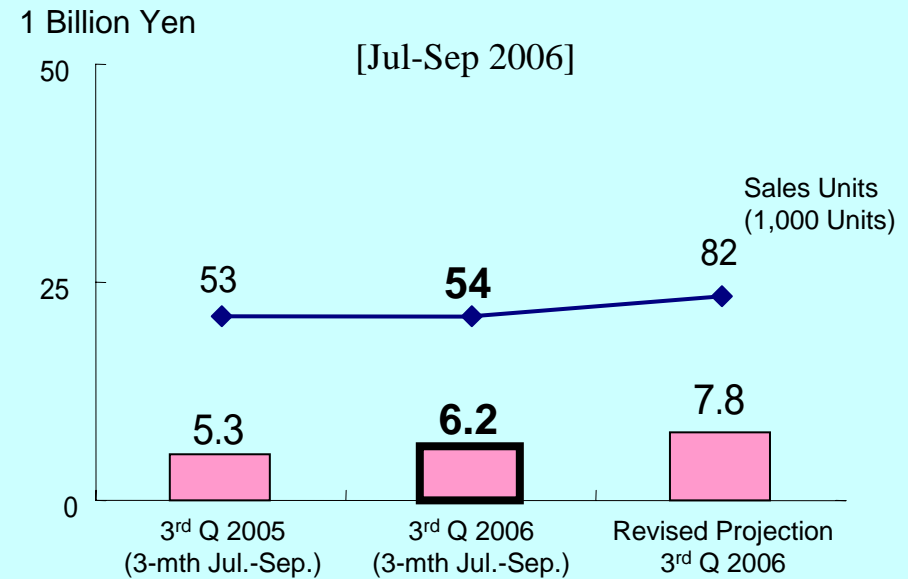


Note : Non-consolidated figures of Asian Subsidiaries. Sales figure includes cross-trade exports amount. Sales units does not include export and cross-trade number of units.

## Vietnam (YMVN)



## India (YMI)



Note : Non-consolidated figures of Asian Subsidiaries. Sales figure includes cross-trade exports amount. Sales units does not include export and cross-trade number of units.

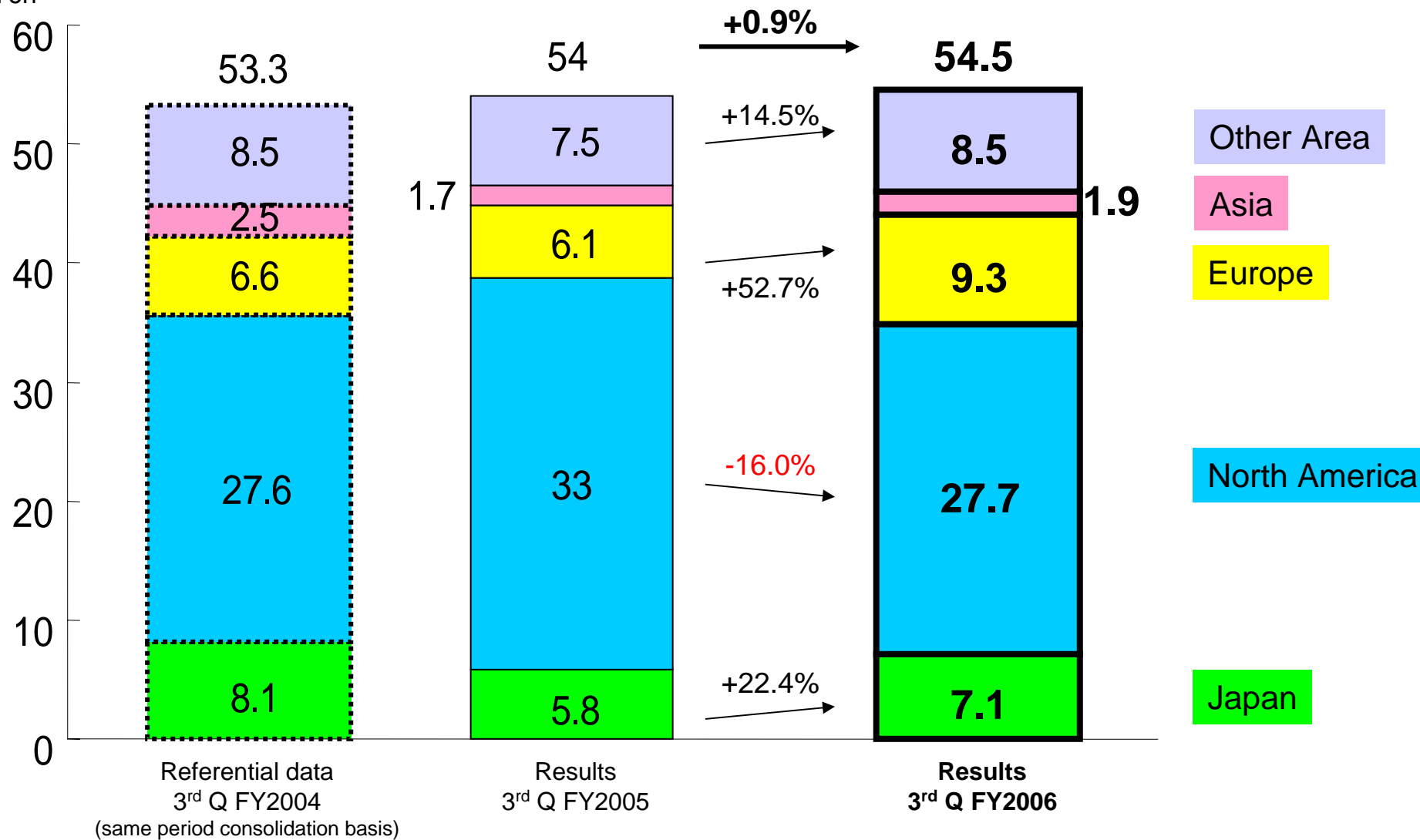
# Sales by Geographical Segment Marine Products

(3-mth Jul.-Sep.)



## Results

1 Billion Yen



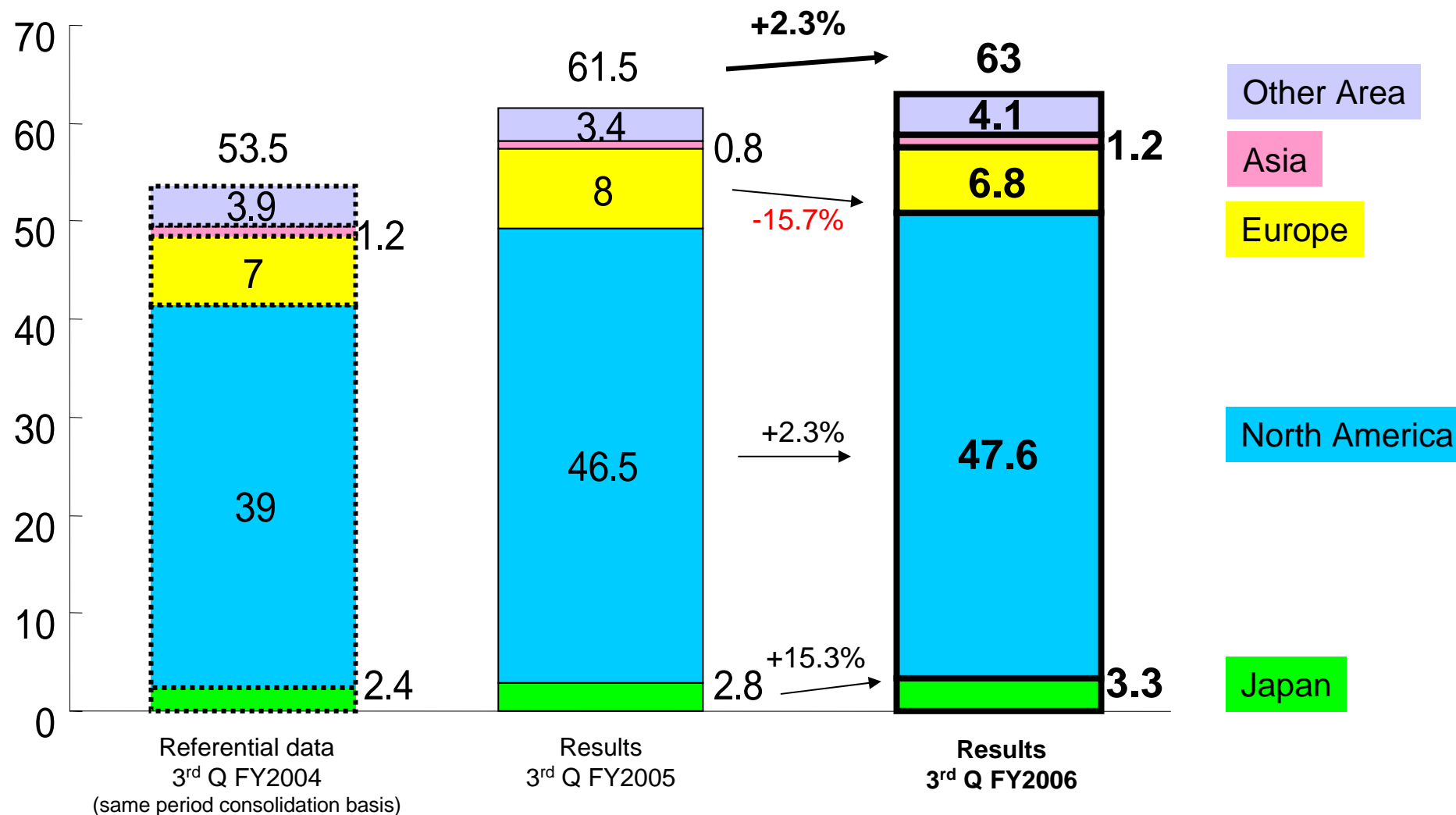
# Sales by Geographical Segment

Power Products  
(3-mth Jul.-Sep.)



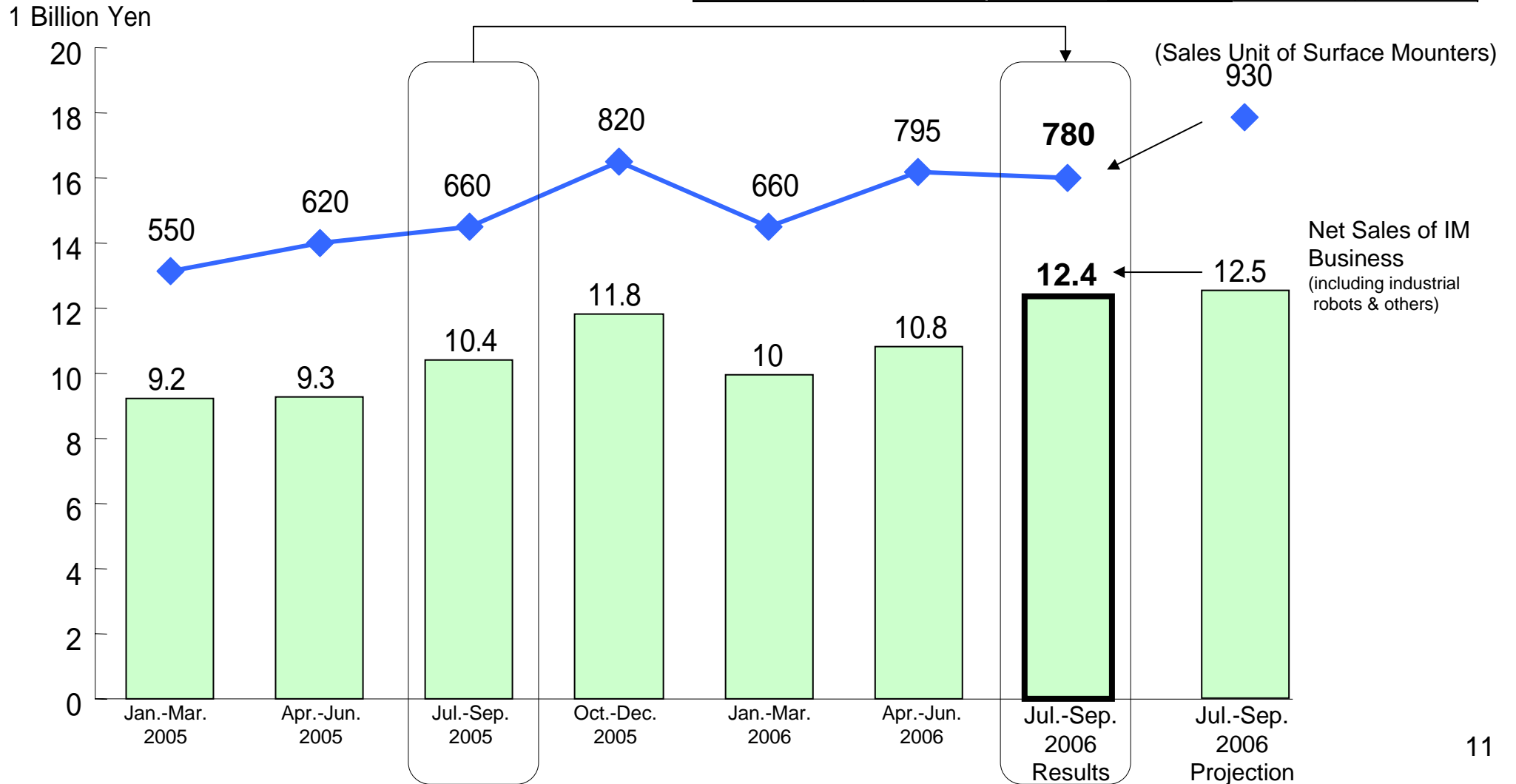
## Results

1 Billion Yen

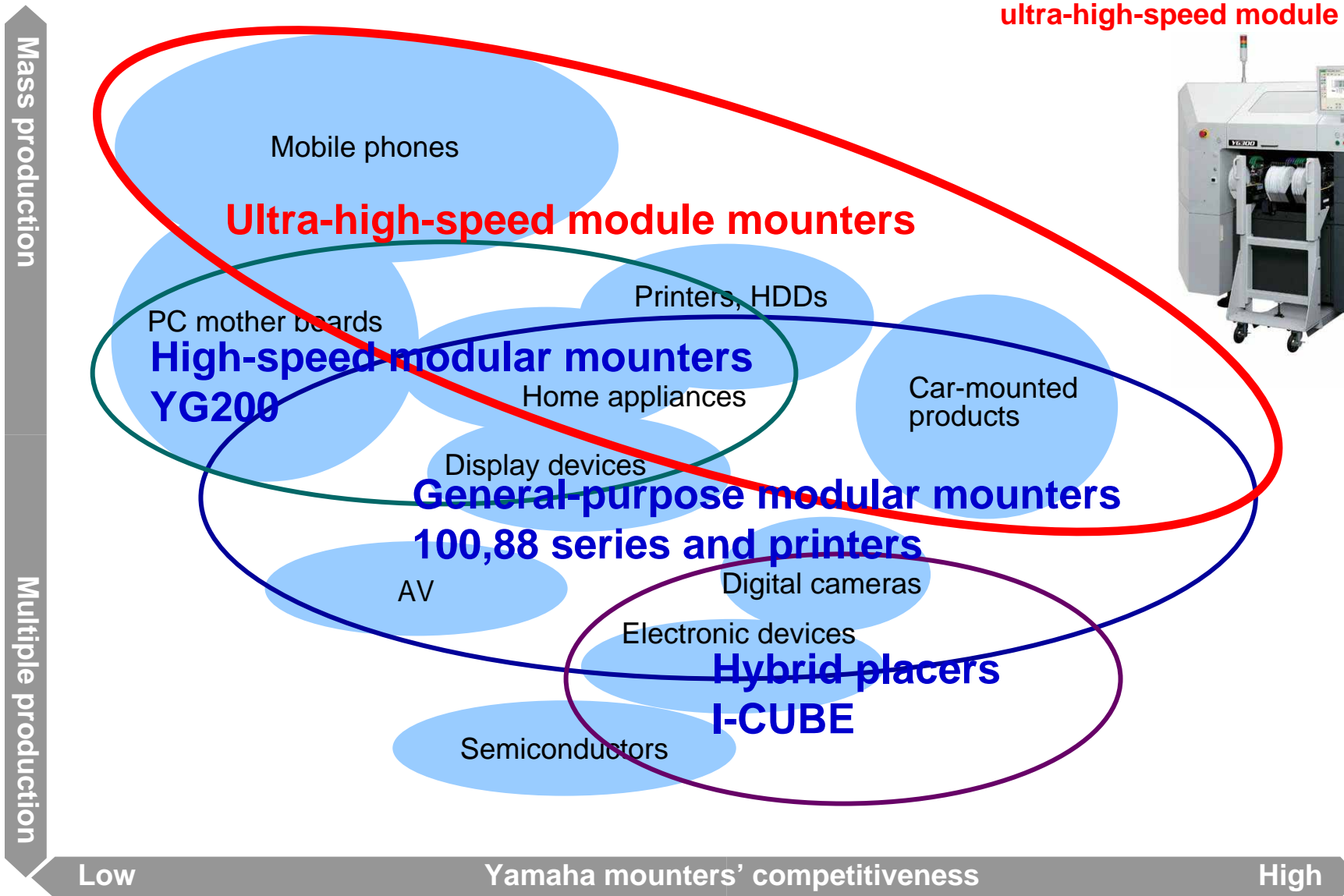


## Results

	Results Jan. - Sep. 2005	Projection Jan. - Sep. 2006	Results Jan. - Sep. 2006	Defference from last year	Defference from projection
<b>Mounters (Units)</b>	1,830	2,385	2,235	+ 405	-150
<b>Net Sales (1 Billion Yen)</b>	28.9	33.3	33.1	+ 4.2	-0.1



# Entry into ultra-high-speed mouter market



ultra-high-speed module mouter "YG300"



# FX Rate and Impact on Operating Income (3-mth Jul.-Sep.)



## Results

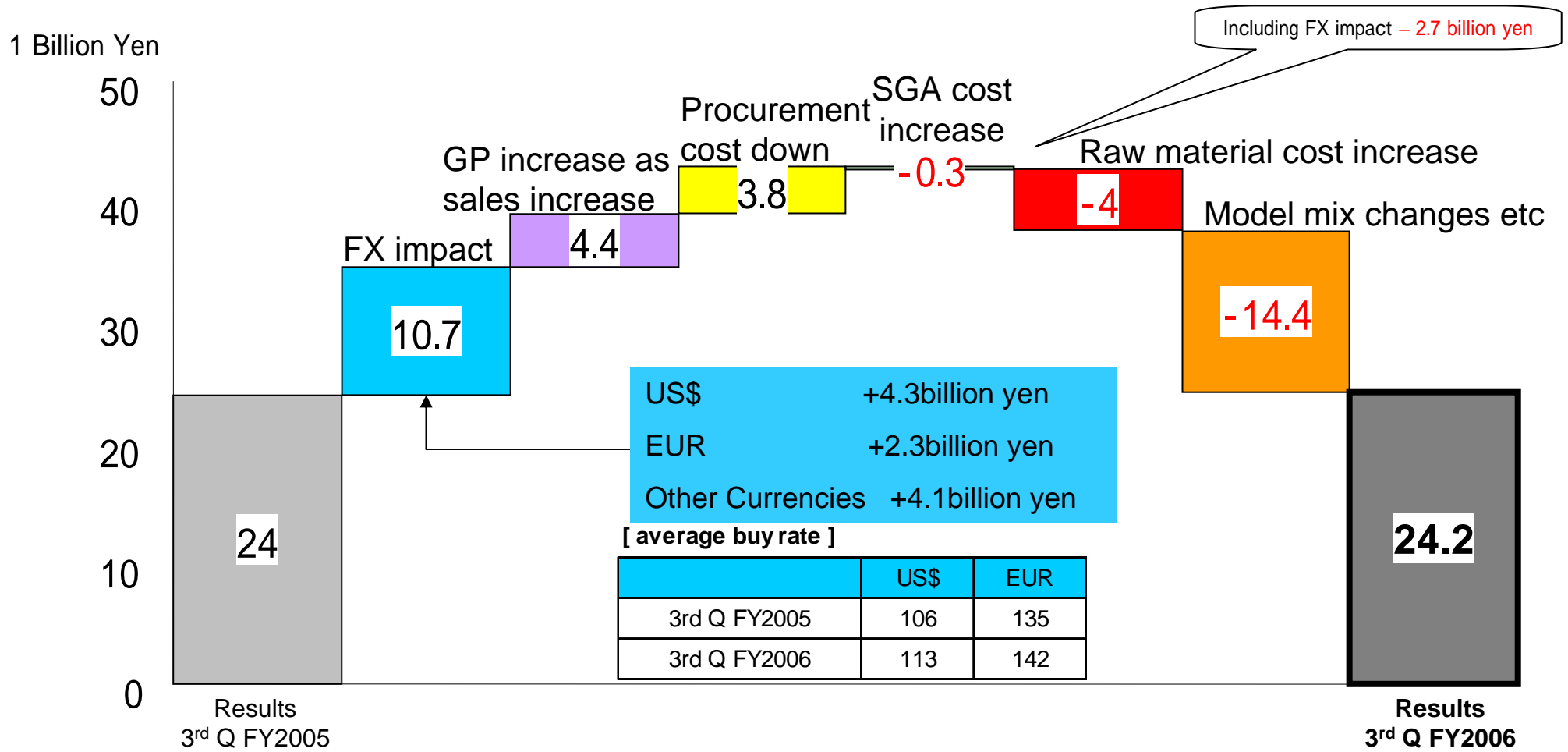
1 Billion Yen

	US\$	EUR	Others	Total
Buy rate				
3rd Q FY 2005(3-mth Jul.-Sep.)	106	135	-	-
3rd Q FY 2006(3-mth Jul.-Sep.)	113	142	-	-
<b>Rate Impact</b>	3.8	1.0	1.5	6.2
PL translation rate				
3rd Q FY 2005(3-mth Jul.-Sep.)	108	136	-	-
3rd Q FY 2006(3-mth Jul.-Sep.)	116	144	-	-
<b>Impact from GP translation</b>	0.5	1.3	2.7	4.5
<b>Impact on Operating Income</b>	4.3	2.3	4.1	10.7
<b>Impact of 1yen Change</b>	0.6	0.1		

# Factors Impacting Operating Income (3-mth Jul.-Sep.)



## Factors Impacting OP Income



# Operating Income by Product Segment (3-mth Jul.-Sep.)



## Results

1 Billion Yen

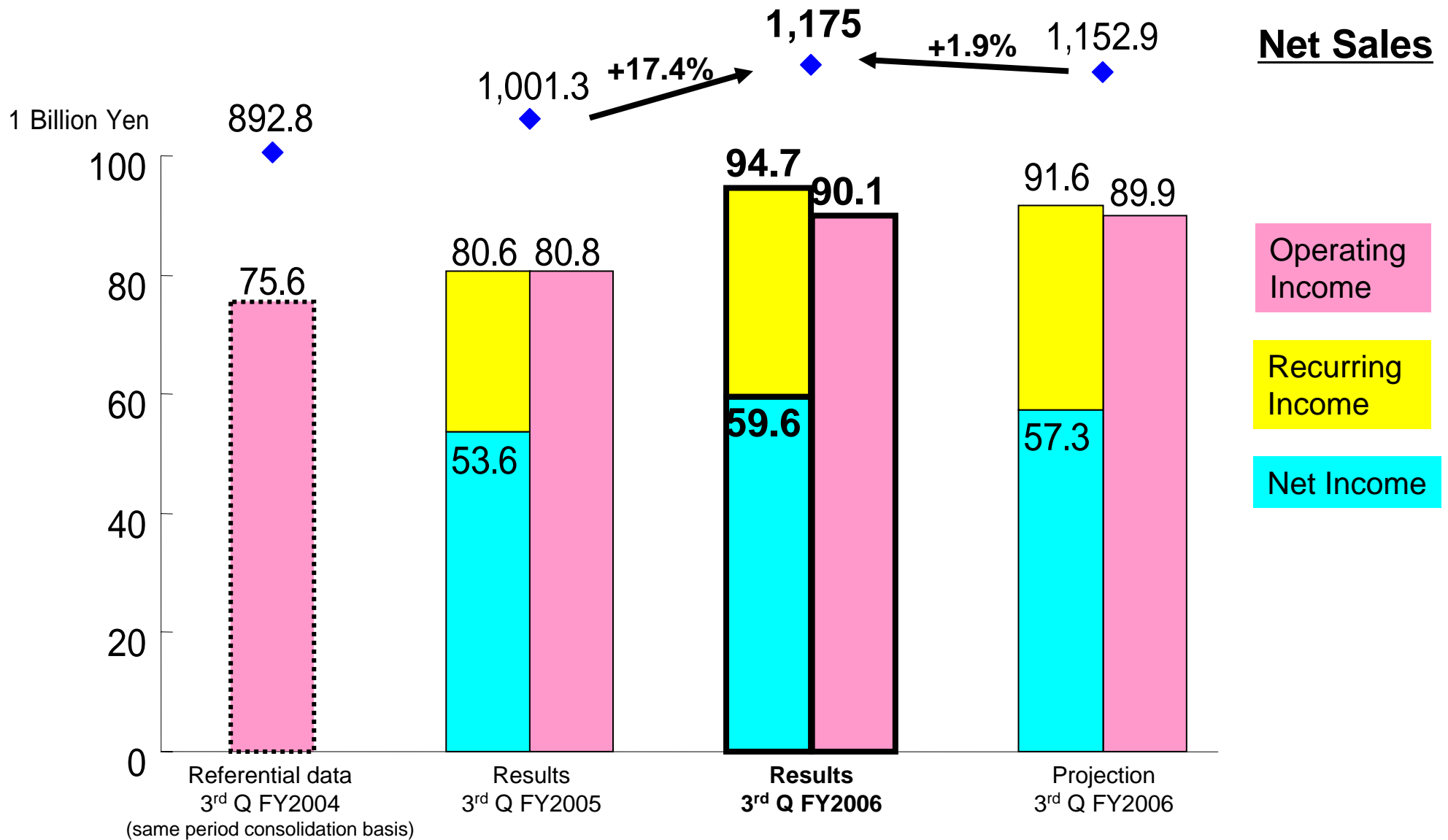
		Referential Data (Jul.-Sep. 2004) (same period consolidation basis)	3rd Q FY2005 (Jul.-Sep. 2005)	3rd Q FY2006 (Jul.-Sep. 2006)	Difference (3rd Q FY2005 vs. 3rd Q FY2006)
Motorcycle	Net sales	148.8	175.4	208.4	33.0
	OP. income	7.7	6.3	9.2	2.9
	OP. income %	5.2%	3.6%	4.4%	0.8%
Marine Products	Net sales	53.3	54.0	54.5	0.5
	OP. income	3.2	4.4	2.6	-1.8
	OP. income %	6.0%	8.1%	4.8%	-3.4%
Power Products	Net sales	53.5	61.5	63.0	1.4
	OP. income	4.9	8.6	7.1	-1.5
	OP. income %	9.2%	14.0%	11.3%	-2.7%
Other Products	Net sales	29.2	33.3	36.2	2.8
	OP. income	4.0	4.7	5.3	0.6
	OP. income %	13.7%	14.0%	14.6%	0.6%
Total	Net sales	284.8	324.3	362.1	37.8
	OP. income	19.8	24.0	24.2	0.2
	OP. income %	7.0%	7.4%	6.7%	-0.7%
Buy rate	US\$	109	106	113	6
	EUR	132	135	142	7
Motorcycle + ATV	Net sales	184.4	216.4	249.4	33.0
	OP. income	12.0	12.7	14.8	2.1
	OP. income %	6.5%	5.9%	6.0%	0.1%

## **2. 3<sup>rd</sup> Q Results (9-mth Jan.-Sep.)**

# Sales and Income (9-mth Jan.-Sep.)



## Results

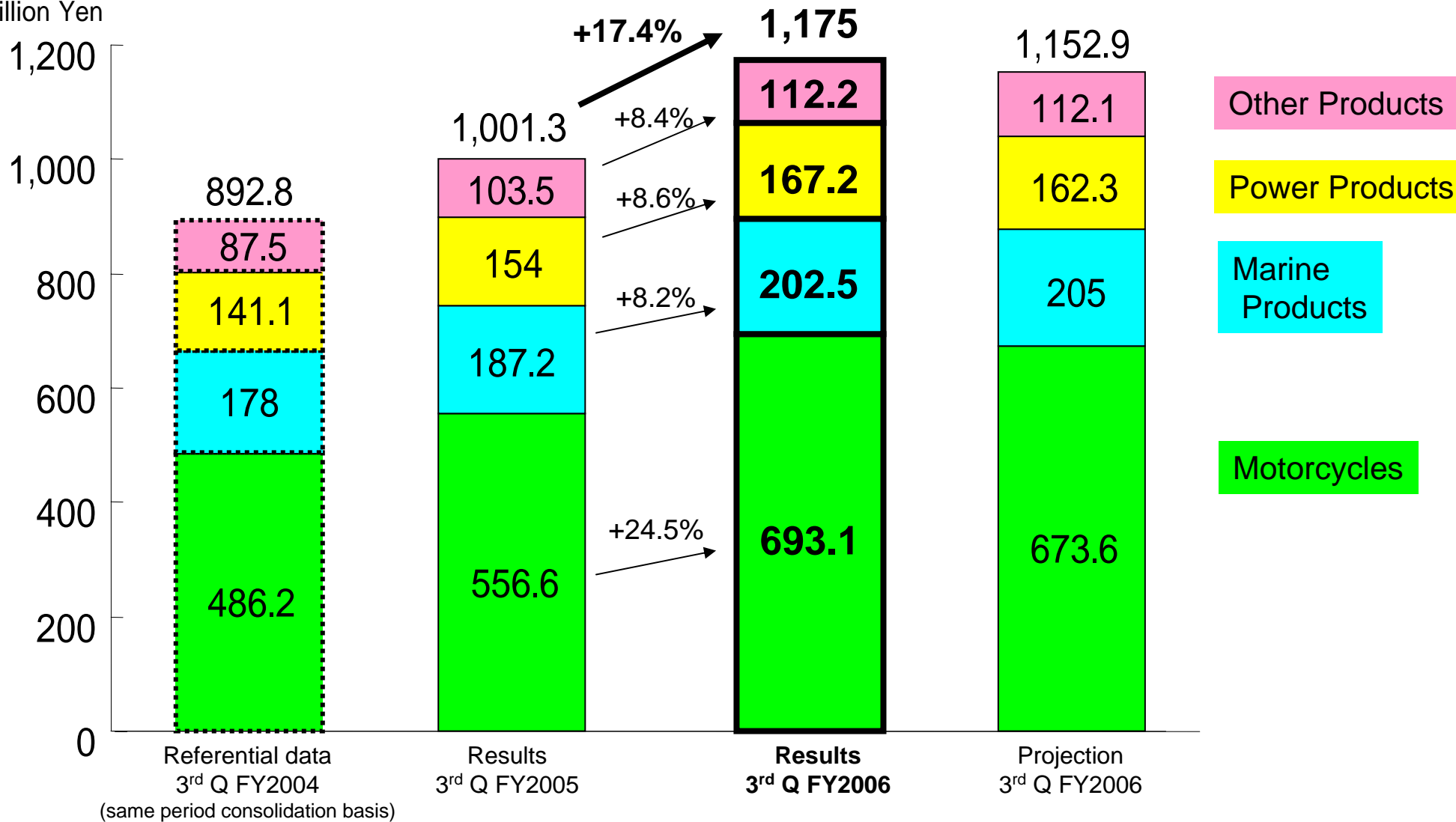


# Sales by Product Segment (9-mth Jan.-Sep.)



## Results

1 Billion Yen



# FX Rate and Impact on Operating Income (9-mth Jul.-Sep.)



## Results

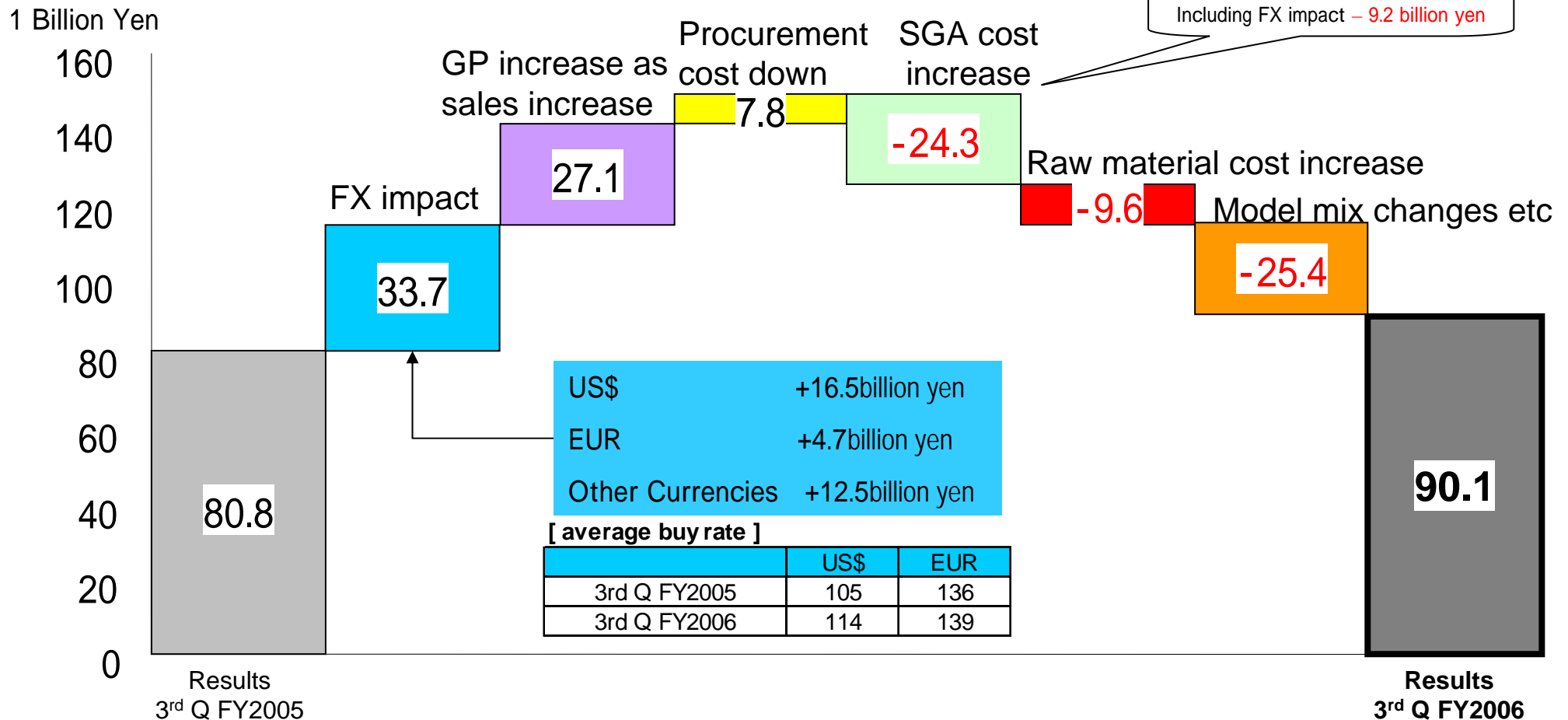
1 Billion Yen

	US\$	EUR	Others	Total
Buy rate				
3rd Q FY 2005(9-mth Jan.-Sep.)	105	136	-	-
3rd Q FY 2006(9-mth Jan.-Sep.)	114	139	-	-
<b>Rate Impact</b>	12.8	1.7	4.0	18.5
PL translation rate				
3rd Q FY 2005(9-mth Jan.-Sep.)	108	136	-	-
3rd Q FY 2006(9-mth Jan.-Sep.)	116	144	-	-
<b>Impact from GP translation</b>	3.7	3.0	8.5	15.3
<b>Impact on Operating Income</b>	16.5	4.7	12.5	33.7
<b>Impact of 1yen Change</b>	1.5	0.6		

# Factors Impacting Operating Income (9-mth Jan.-Sep.)



## Factors Impacting OP Income



# Operating Income by Product Segment (9-mth Jan.-Sep.)



## Results

1 Billion Yen

		Referential Data (Jan.-Sep. 2004) (same period consolidation basis)	3rd Q FY2005 (Jan.-Sep. 2005)	3rd Q FY2006 (Jan.-Sep. 2006)	Difference (3rd Q FY2005 vs. 3rd Q FY2006)
Motorcycle	Net sales	486.2	556.6	693.1	136.4
	OP. income	23.8	30.0	38.4	8.5
	OP. income %	4.9%	5.4%	5.5%	0.2%
Marine Products	Net sales	178.0	187.2	202.5	15.3
	OP. income	17.6	19.3	20.4	1.1
	OP. income %	9.9%	10.3%	10.1%	-0.2%
Power Products	Net sales	141.1	154.0	167.2	13.3
	OP. income	20.1	17.6	16.4	-1.2
	OP. income %	14.2%	11.4%	9.8%	-1.6%
Other Products	Net sales	87.5	103.5	112.2	8.7
	OP. income	14.1	13.9	14.8	0.9
	OP. income %	16.1%	13.4%	13.2%	-0.2%
Total	Net sales	892.8	1,001.3	1,175.0	173.7
	OP. income	75.6	80.8	90.1	9.3
	OP. income %	8.5%	8.1%	7.7%	-0.4%
Buy rate	US\$	108	105	114	8
	EUR	131	136	139	3
Motorcycle + ATV	Net sales	583.3	665.1	808.8	143.7
	OP. income	40.8	44.9	53.9	9.0
	OP. income %	7.0%	6.7%	6.7%	-0.1%

## **3. Projection FY2006**

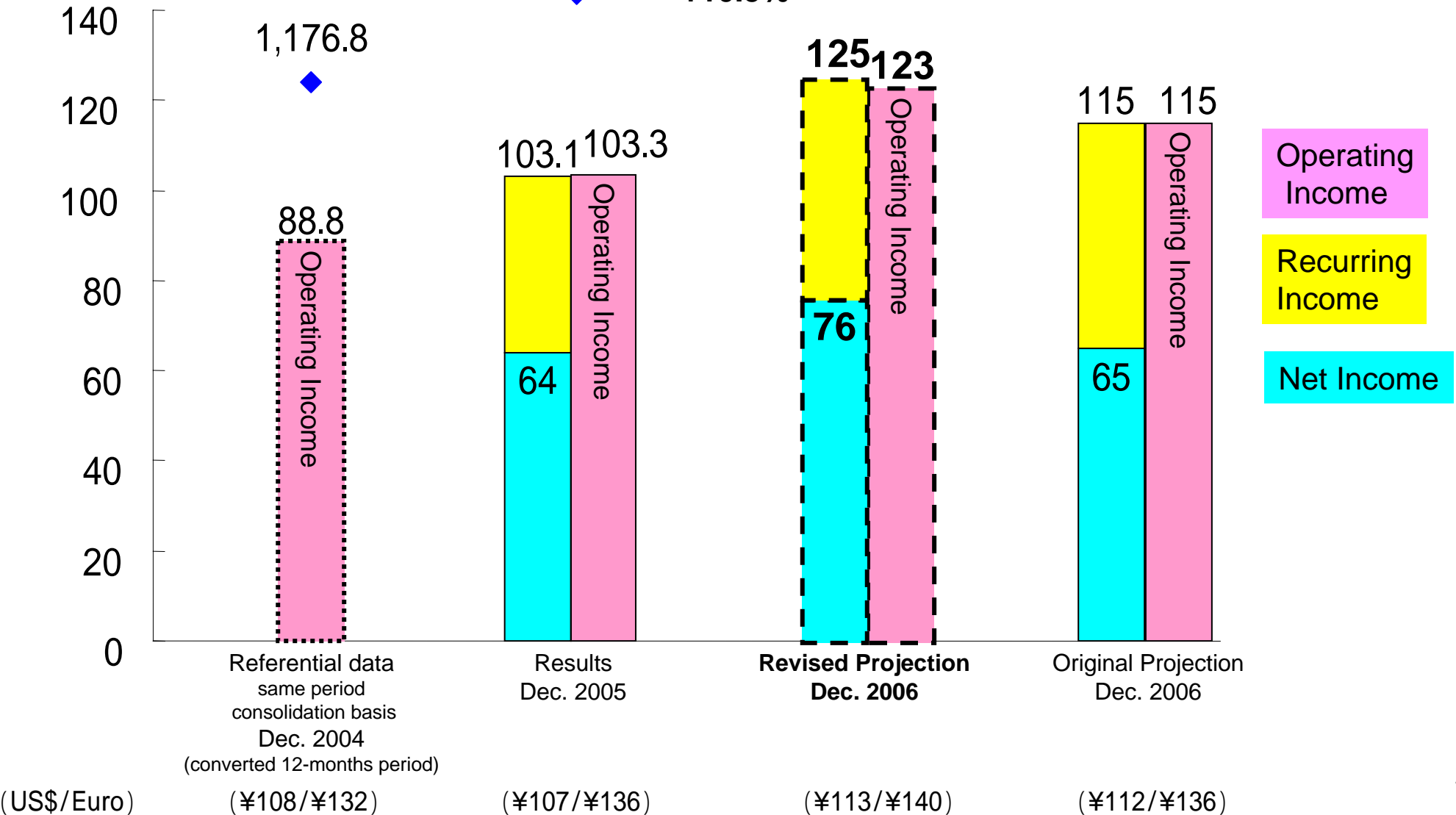
# Projection FY2006 Sales and Income



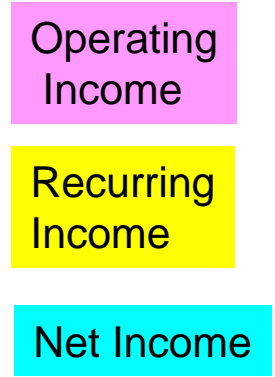
## Projection

Revised Projection is not changed from that released on 1, August, 2006.

1 Billion Yen



## Net Sales



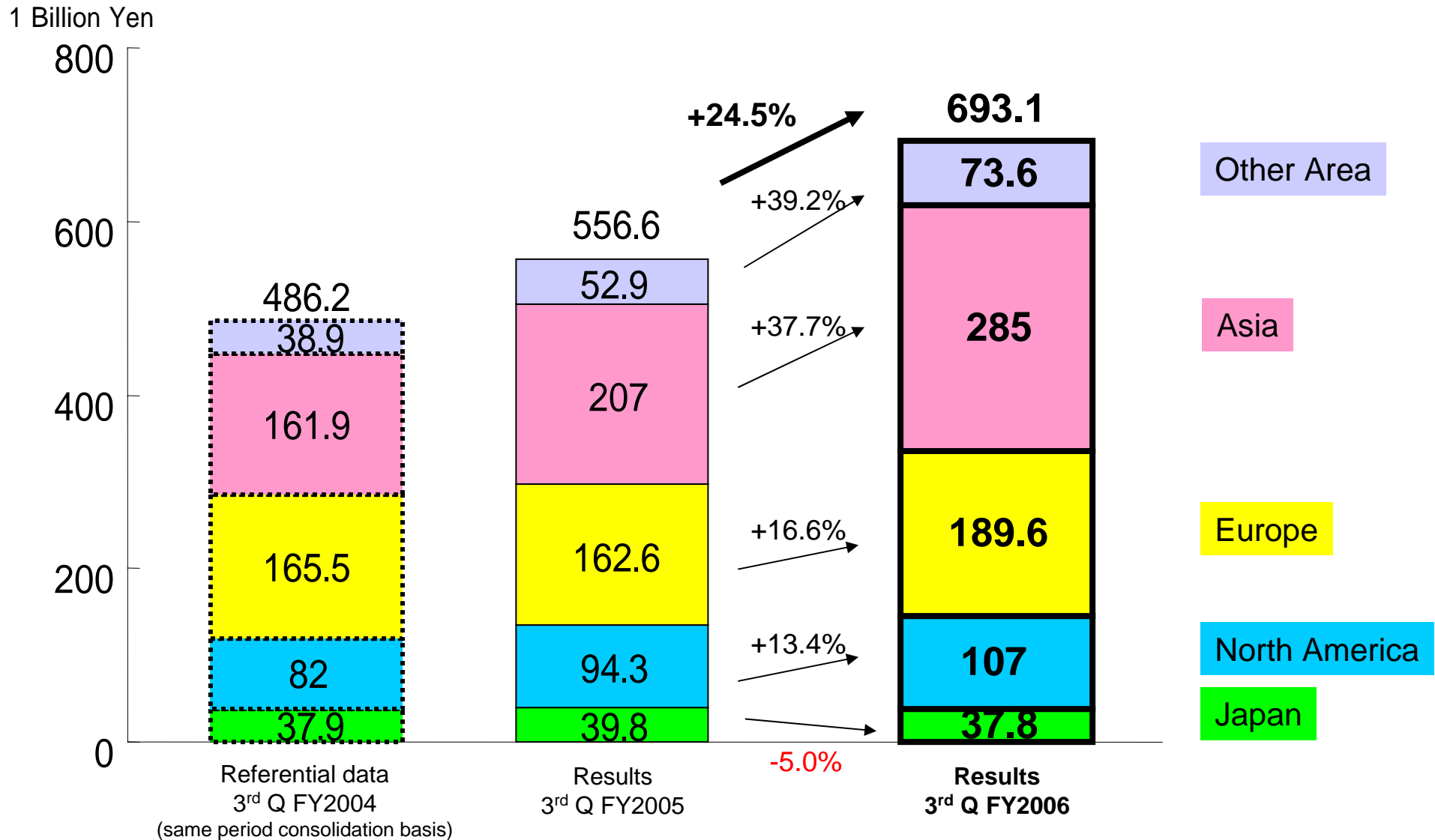
Thank you

# Appendix

# Sales by Geographical Segment Motorcycle (9-mth Jan.-Sep.)



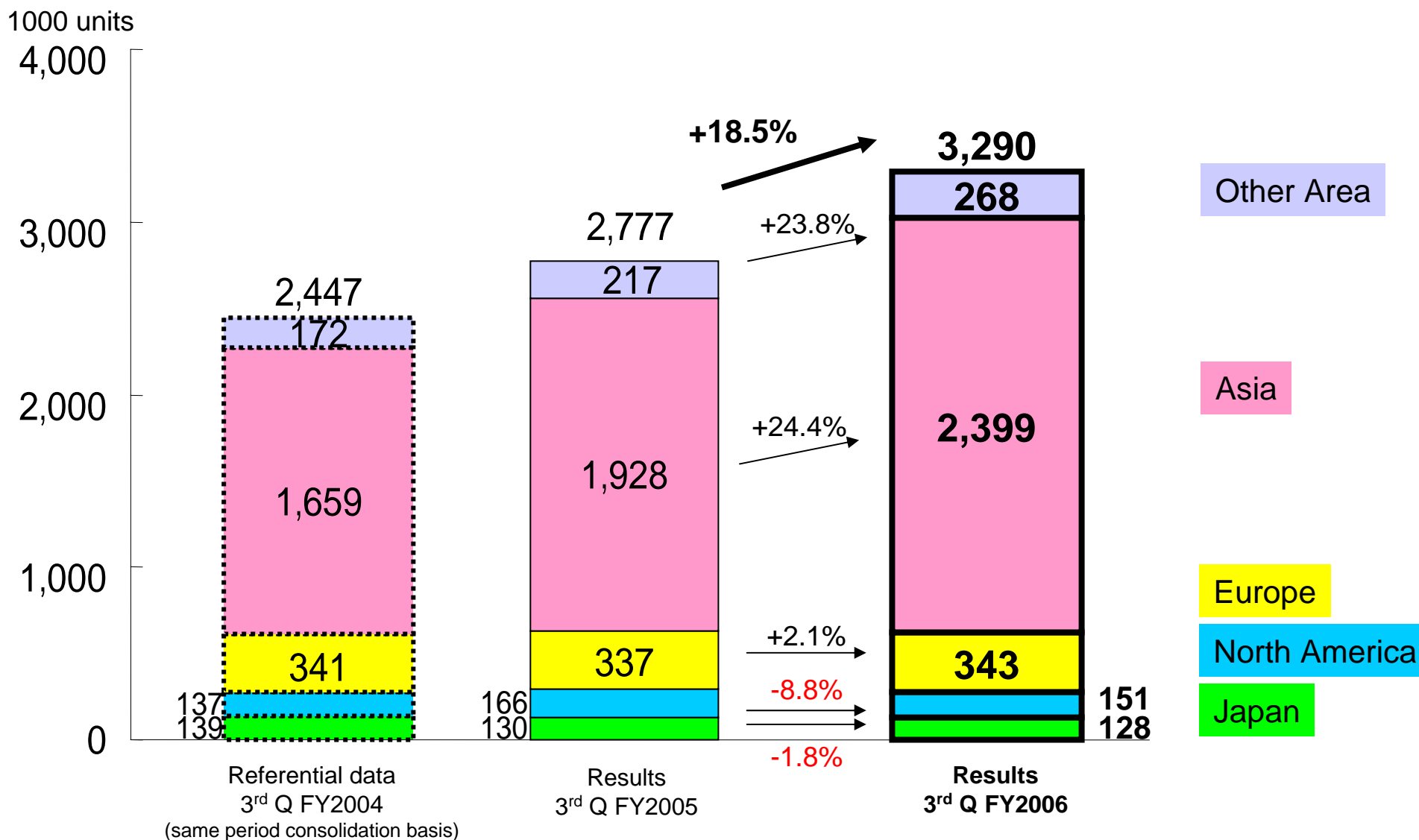
## Results



# Unit Sales by Geographical Segment Motorcycle (9-mth Jan.-Sep.)



## Results

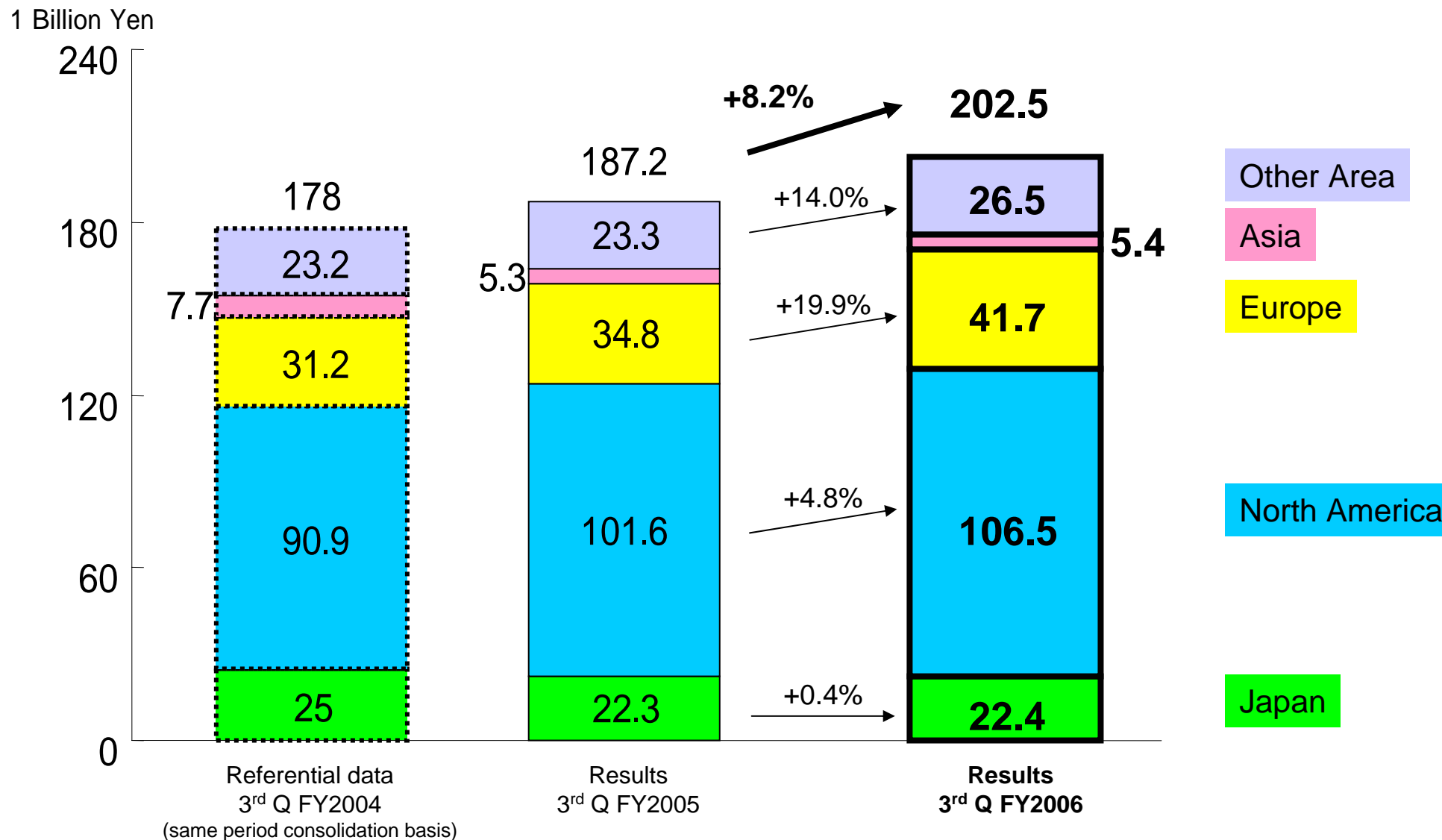


# Sales by Geographical Segment Marine Products

(9-mth Jan.-Sep.)



## Results

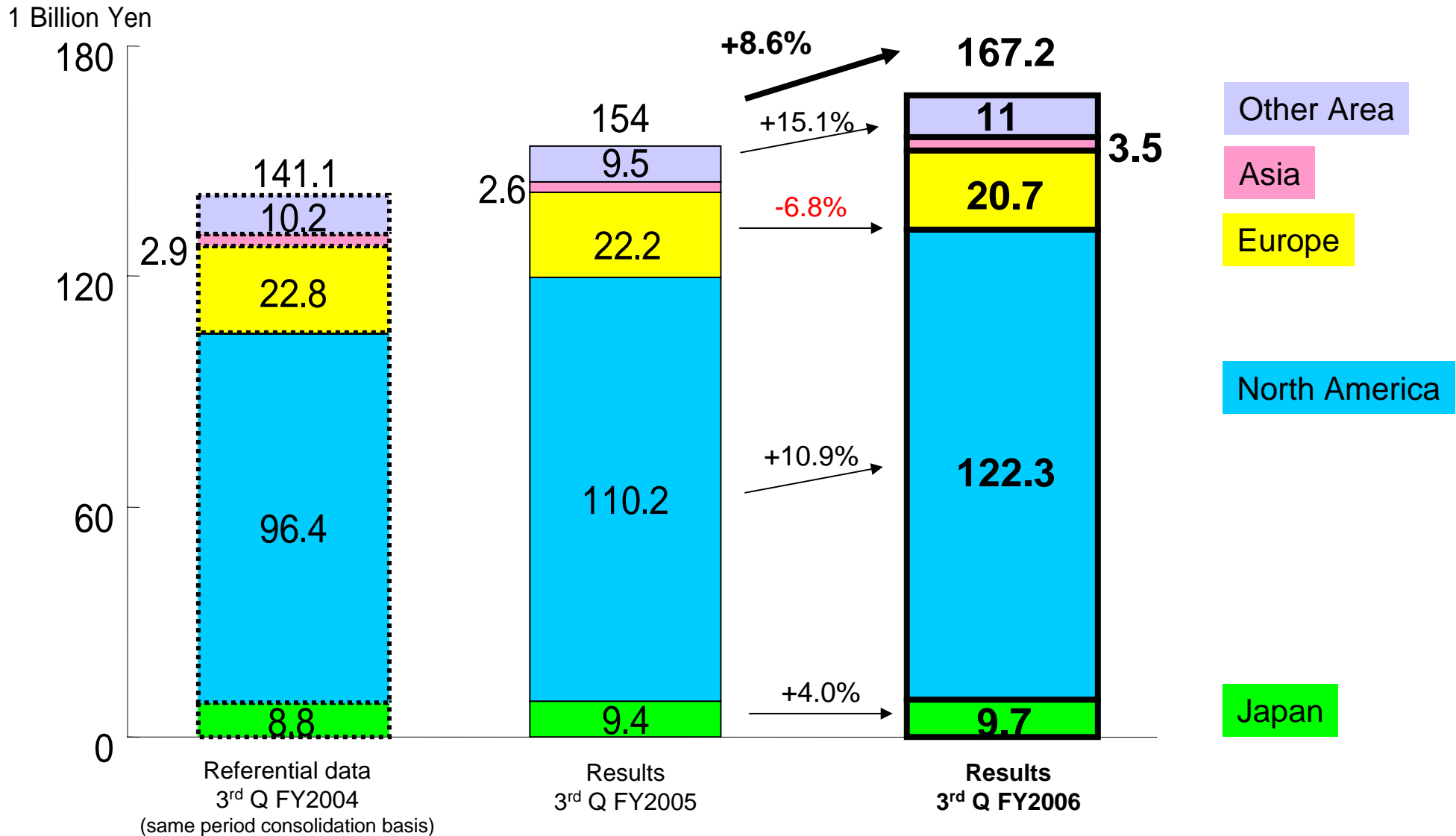


# Sales by Geographical Segment

Power Products  
(9-mth Jan.-Sep.)



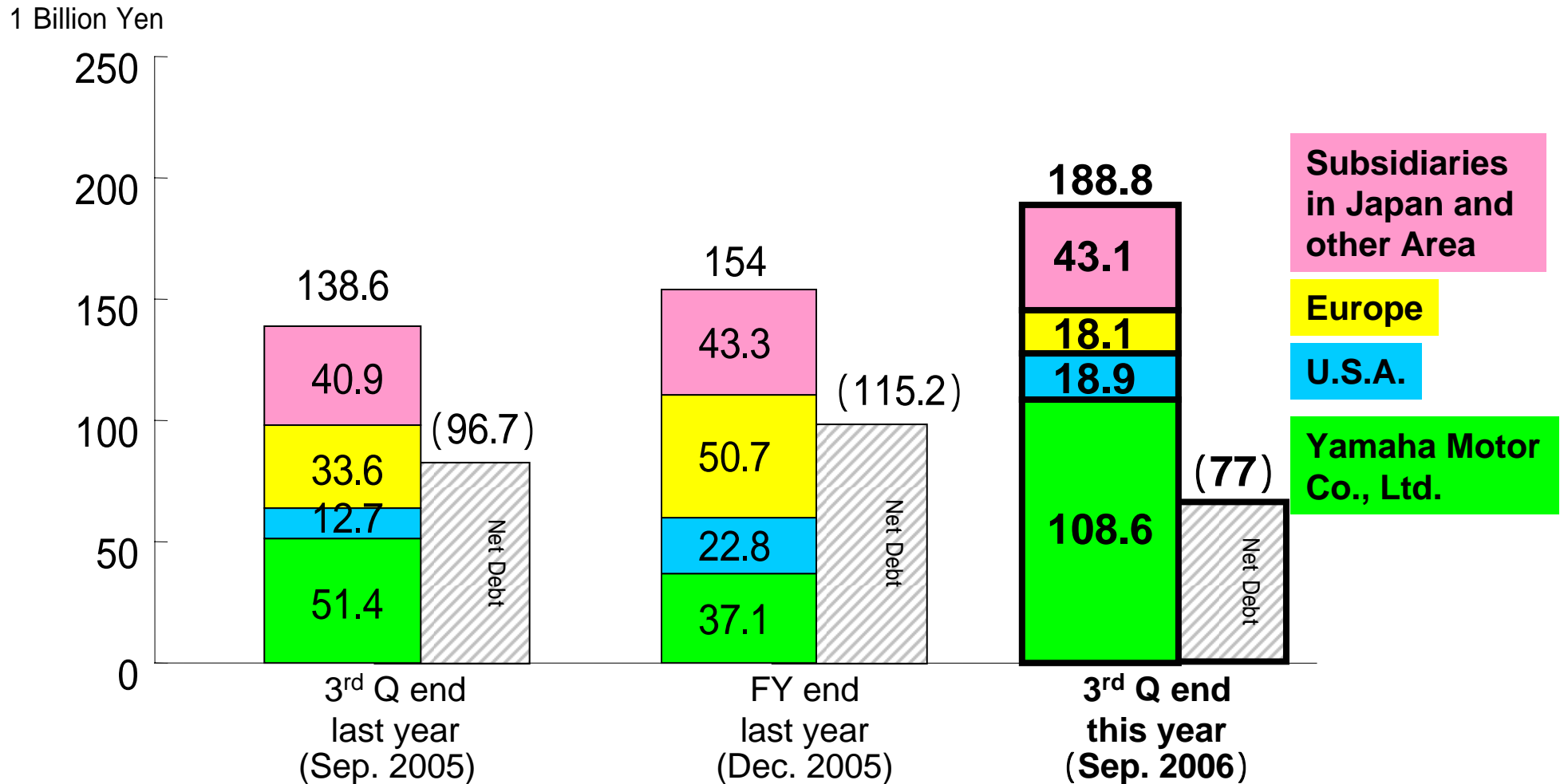
## Results



# Interest bearing debt



## Results



Net Debt = Interest Bearing Debt - Cash

Notes : "Subsidiaries in Japan and other area" includes elimination of consolidation.

# Retail Sales for Motorcycles, ATVs and Outboard motors in the US

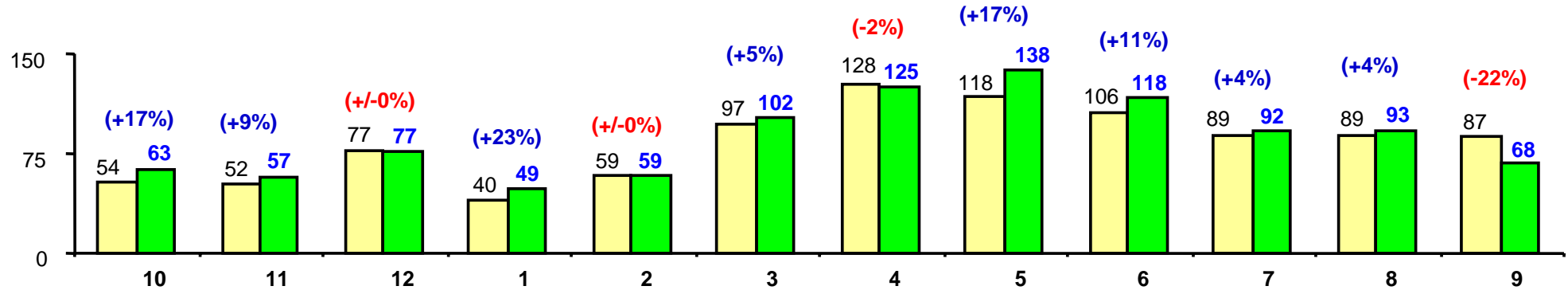


## Results

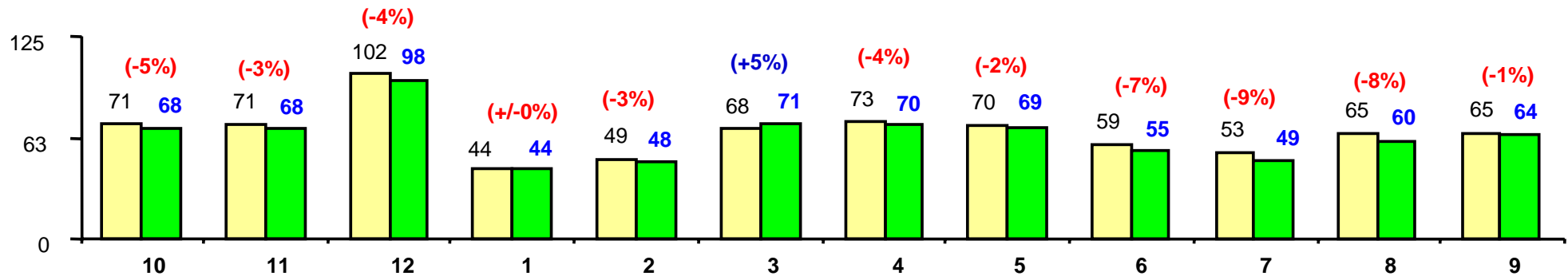
Last Yr
  Current

(1,000 Units)

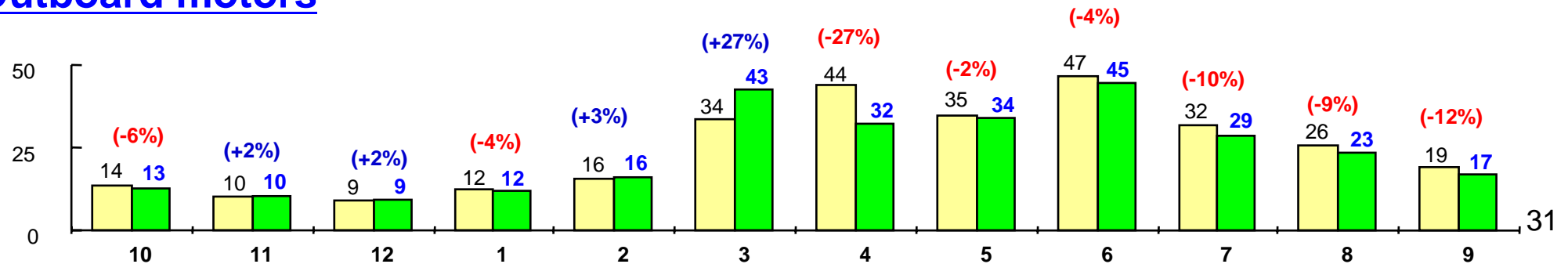
### Motorcycles



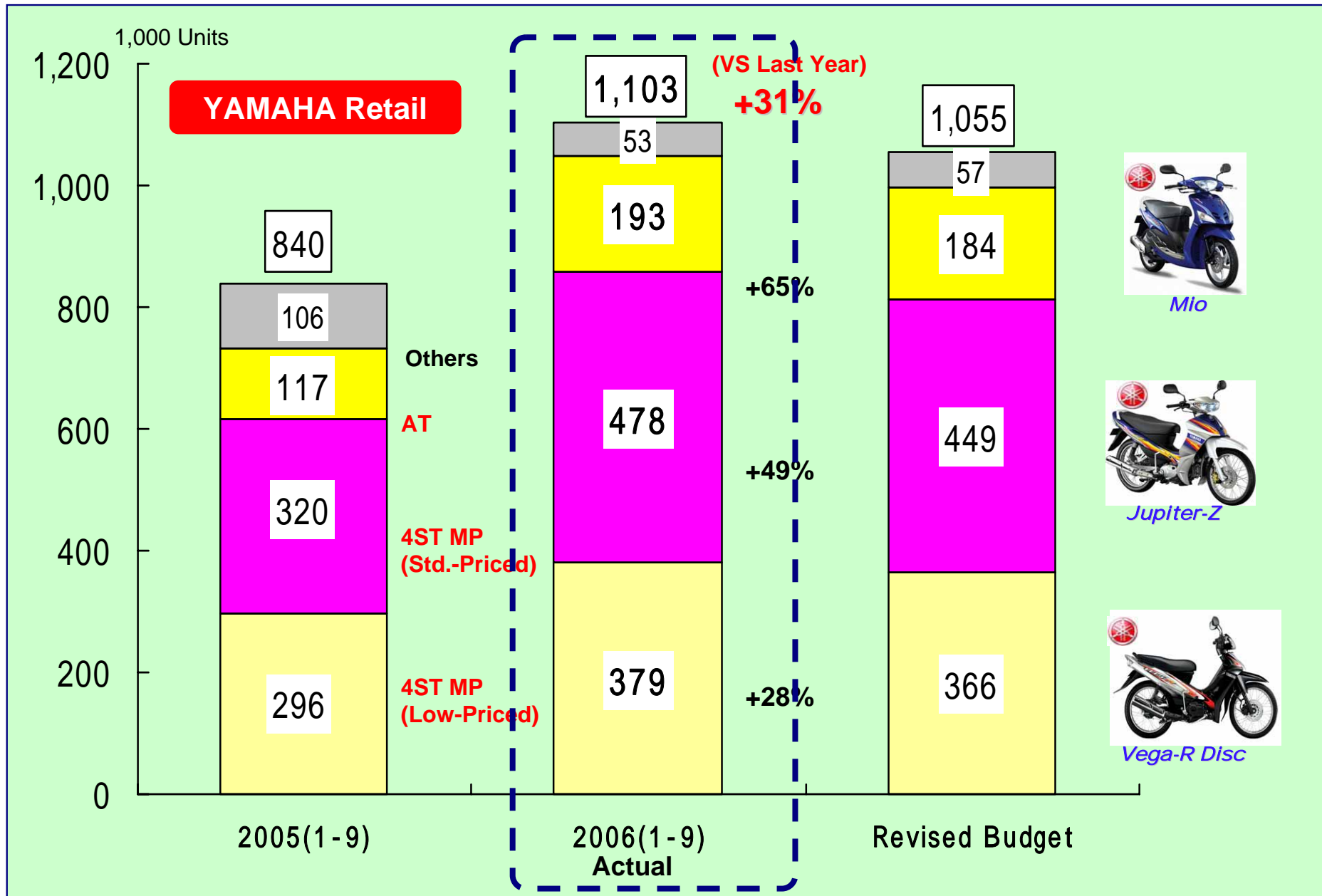
### ATV (excl. SxS)



### Outboard motors



# FY 2006 Retail Sales in Indonesia



Results

1 Billion Yen

	Referencial Data (Jan.-Sep. 2004) (same period consolidation basis)	3rd Q FY2005 (Jan.-Sep. 2005)	3rd Q FY2006 (Jan.-Sep. 2006)	Difference (3rd Q FY2005 vs. 3rd Q FY2006)
Net Sales	506.2	535.8	570.7	34.9
Operating Income	14.7	11.5	17.7	6.1
%	2.9%	2.2%	3.1%	0.9%
Recurring Income	16.3	16.9	24.4	7.6
%	3.2%	3.1%	4.3%	1.1%
Net Income	5.1	14.7	16.3	1.5
%	1.0%	2.8%	2.8%	0.1%

Please take a look at Yamaha Motor official website.

Japanese site : <http://www.yamaha-motor.co.jp>

English site : <http://www.yamaha-motor.co.jp/global/>

### For Investors

<http://www.yamaha-motor.co.jp/global/ir/>  
for Investor Meeting Presentations : <http://www.yamaha-motor.co.jp/global/ir/explanation/>  
for IR Materials : <http://www.yamaha-motor.co.jp/global/ir/material/>  
Fact Book, Annual Report etc