



For Immediate Release

May 10, 2021

Company Name: YAMAHA CORPORATION

President and Representative Executive Officer: Takuya Nakata

Code Number: 7951 (First Section of Tokyo Stock Exchange)

## **Yamaha Reports Financial Results for FY2021.3 and Outlook for Performance in FY2022.3 [IFRS]**

### **□ Financial Results in FY2021.3**

#### **Year-on-Year Decline in Revenue and Profit**

In the fiscal year ended March 31, 2021, revenue declined by ¥41.6 billion (−10.0%) year on year to ¥372.6 billion, mainly due to the impact of the COVID-19 pandemic, including a ¥2.3 billion decline in revenue owing to the impact in the foreign exchange. Core operating profit declined by ¥5.6 billion (−12.2%) year on year to ¥40.7 billion, including a ¥0.6 billion decline in profit due to the impact in the foreign exchange. Profit attributable to owners of the parent decreased by ¥8.0 billion (−23.1%) year on year to ¥26.6 billion due to a decrease in core operating profit and reporting of ¥2.3 billion of loss from the suspension of operations owing to the COVID-19 pandemic and an impairment loss of ¥3.6 billion.

#### **➤ Revenue and Profit/Loss by Reportable Segment**

Figures in parentheses are percentage changes from the previous fiscal year, unless indicated otherwise.

##### **Musical Instruments**

Revenue ¥239.0 billion (−11.3%), core operating profit ¥32.4 billion (−14.1%)

Revenue of acoustic pianos and digital musical instruments declined, partly due to product supply shortages, although sales in China returned to the growth track and market conditions in other countries showed signs of recovery, which was not enough to offset the decline in revenue in the first half of the fiscal year. Revenue of wind instruments declined amid a sluggish market recovery. Revenue of guitars increased due to sales growth in Japan and China.

Revenue of the musical instruments business overall declined by ¥30.4 billion year on year to ¥239.0 billion, including a ¥1.7 billion negative impact in the foreign exchange. Core operating profit declined by ¥5.3 billion to ¥32.4 billion, including a ¥0.8 billion negative impact in the foreign exchange.

##### **Audio Equipment**

Revenue ¥103.8 billion (−9.2%), core operating profit ¥7.1 billion (−17.5%)

Regarding audio products, although sales of sound bars and other equipment increased due to demand for stay home, this was not enough to offset the decline in sales in the first half of the fiscal year. As a result, revenue of audio products declined overall. Revenue of professional audio equipment declined due to stagnant markets for live events and audio equipment installation. ICT equipment revenue rose due to an increase in sales of conference systems and other products driven by strong demand.

Revenue of the audio equipment business overall declined by ¥10.6 billion year on year to ¥103.8 billion, including a ¥0.4 billion negative impact in the foreign exchange. Core operating profit decreased by ¥1.5 billion to ¥7.1 billion, including a ¥0.2 billion positive impact in the foreign exchange.

### **Industrial Machinery/Components and Others**

Revenue ¥29.8 billion (−2.1%), core operating profit ¥1.2 billion (core operating profit ¥30 million in FY2020.3)

Revenue of electric devices declined but revenue of the automobile interior wood components and FA equipment increased due to the recovery in demand.

Revenue in the industrial machinery/components and others segment overall declined by ¥0.6 billion year on year to ¥29.8 billion. Core operating profit increased by ¥1.2 billion to ¥1.2 billion.

### **□ Outlook for Performance in FY2022.3**

#### **Year-on-Year Increase in Revenue and Profit, Taking into Account the Recovery in Market Conditions**

Although the impact of the COVID-19 pandemic remains highly uncertain and there are supply risks due to shortages of semiconductor and other components, taking into account the recovery of market conditions and other factors, the Company forecasts the performance for the full fiscal year ending March 31, 2022 are as follows: revenue of ¥400.0 billion (+7.3%), core operating profit of ¥47.0 billion (+15.4%), and profit attributable to owners of the parent of ¥41.0 billion (+54.0%).

Note that the foreign currency exchange rates used in computing these forecasts are ¥105 to US\$1 and ¥125 to €1.

Notes:

1. Core operating profit corresponds to operating income under Japanese GAAP and is calculated by subtracting selling, general and administrative expenses from gross profit.
2. Figures for revenue and profit or loss in the text of this release have, in principle, been rounded to the nearest ¥100 million.

For further information, please contact:

Yamaha Corporation

Corporate Communications Division, Media Relations Group

Contact form: [https://inquiry.yamaha.com/contact/?act=55&lcl=en\\_WW](https://inquiry.yamaha.com/contact/?act=55&lcl=en_WW)

## (1) Key Financial Indicators

	Results (Previous Year)		Previous Projections (Full Year) (Announced on Feb. 4, 2021)		Results (Full Year)		Projections (Full Year)	
	FY2020.3		FY2021.3		FY2021.3		FY2022.3	
Revenue	414.2		370.0		372.6		400.0	
Japan	123.6	(29.8%)	107.5	(29.0%)	108.2	(29.0%)	114.0	(28.5%)
Overseas	290.6	(70.2%)	262.5	(71.0%)	264.4	(71.0%)	286.0	(71.5%)
Core Operating Profit <sup>(*)</sup>	46.4	(11.2%)	35.0	(9.5%)	40.7	(10.9%)	47.0	(11.8%)
Operating Profit	43.3	(10.5%)	33.0	(8.9%)	35.0	(9.4%)	52.0	(13.0%)
Profit before Income Taxes	47.2	(11.4%)	33.5	(9.1%)	37.1	(10.0%)	55.5	(13.9%)
Net Profit <sup>(**)</sup>	34.6	(8.4%)	24.0	(6.5%)	26.6	(7.1%)	41.0	(10.3%)
Currency Exchange Rate (Settlement Rate) (=yen) <sup>(***)</sup>	109/US\$ 122/EUR		106/US\$ 121/EUR		106/US\$ 121/EUR		105/US\$ 125/EUR	
ROE	10.1%		6.9%		7.4%		10.0%	
ROA	7.0%		4.8%		5.2%		7.2%	
Basic Earnings per Share	194.7yen		136.5yen		151.4yen		233.2yen	
Capital Expenditures	20.5		13.0		11.3		18.2	
(Depreciation Expenses)	(11.2)		(11.6)		(11.4)		(13.0)	
R&D Expenses	24.8		24.0		24.2		25.3	
<b>Cash Flows</b>								
Operating Activities	57.2		38.0		58.2		47.0	
Investing Activities	-21.1		-8.0		-5.8		-10.0	
Free Cash Flow	36.1		30.0		52.4		37.0	
Inventories at End of Period	100.1		94.0		96.8		101.0	
<b>Number of Employees</b>								
Japan	5,623		5,700		5,672		5,700	
Overseas	14,580		14,500		14,349		14,600	
Total <sup>(***)</sup>	20,203		20,200		20,021		20,300	
Temporary Staff (Average during the period)	8,064		8,200		8,644		8,400	
<b>Revenue by Business Segment</b>								
Musical Instruments	269.4	(65.0%)	237.0	(64.1%)	239.0	(64.1%)	258.0	(64.5%)
Audio Equipment	114.4	(27.6%)	103.0	(27.8%)	103.8	(27.9%)	108.0	(27.0%)
Others	30.5	(7.4%)	30.0	(8.1%)	29.8	(8.0%)	34.0	(8.5%)
<b>Core Operating Profit <sup>(*)</sup> by Business Segment</b>								
Musical Instruments	37.8		28.0		32.4		36.5	
Audio Equipment	8.6		6.0		7.1		8.0	
Others	0.0		1.0		1.2		2.5	

## (2) Revenue by Business Segment and Region

(Billions of yen)

FY2021.3 (April 2020-March 2021)	Musical Instruments		Audio Equipment		Others		Total	
	Revenue	Change <sup>(*)</sup>	Revenue	Change <sup>(*)</sup>	Revenue	Change <sup>(*)</sup>	Revenue	Change <sup>(*)</sup>
Japan	55.1	80%	34.0	109%	19.2	82%	108.2	88%
North America	48.7	87%	22.7	88%	4.5	140%	76.0	89%
Europe	46.1	91%	26.7	86%	0.5	171%	73.2	89%
China	48.2	108%	7.0	93% (102%)	2.5	204%	57.7	108%
Other Areas	41.0	87%	13.4	74%	3.2	146%	57.5	86%
Total	239.0	89%	103.8	91% (92%)	29.8	99%	372.6	91%

\*1 Core operating profit is corresponding to operating income under the Japanese GAAP, and is calculated deducting SG&amp;A from gross profit.

\*2 Net profit is presented as net profit attributable to owners of the parent on the consolidated financial statements.

\*3 Currency exchange rate is the export and import transaction rate applied to profit calculation.

\*4 Number of employees = Number of full-time staff at end of the period.

\*5 The Change indicates actual year-on-year changes discounting impact of exchange rates and figures in parenthesis show actual year-on-year change excluding the sales of OEM products.

Consolidated financial forecasts were prepared based on information available at the time of the announcement and do not represent promises by the Company or its management that these performance figures will be attained.  
Actual consolidated results may differ from forecasts owing to a wide range of factors.