

## MIRA INFORM REPORT

<b>Report No. :</b>	537155
<b>Report Date :</b>	27.10.2018

### IDENTIFICATION DETAILS

<b>Name :</b>	YAMAHA MOTOR CO LTD
<b>Registered Office :</b>	2500 Shingai Iwata City Shizuoka-Pref 438-8501
<b>Country :</b>	Japan
<b>Financials (as on) :</b>	31.12.2017
<b>Date of Incorporation :</b>	July, 1955
<b>Com. Reg. No.:</b>	0804-01-016040 (Shizuoka-Iwata)
<b>Legal Form :</b>	Limited Company (Kabushiki Kaisha)
<b>Line of Business :</b>	Manufacturer of motorcycles, scooters, boats, golf car, snowmobiles, other
<b>No. of Employees :</b>	10,564

### RATING & COMMENTS

(Mira Inform has adopted New Rating mechanism w.e.f. 23<sup>rd</sup> January 2017)

<b>MIRA's Rating :</b>	A++
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Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default

<b>Maximum Credit Limit :</b>	Yen 44,391.2 Million
<b>Status :</b>	Excellent
<b>Payment Behaviour :</b>	Regular
<b>Litigation :</b>	Clear

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**NOTES:**

Any query related to this report can be made on e-mail: [infodept@mirainform.com](mailto:infodept@mirainform.com) while quoting report number, name and date.

**ECGC Country Risk Classification List**

Country Name	Previous Rating (30.06.2018)	Current Rating (30.09.2018)
Japan	A1	A1

Risk Category	ECGC Classification
Insignificant	A1
Low Risk	A2
Moderately Low Risk	B1
Moderate Risk	B2
Moderately High Risk	C1
High Risk	C2
Very High Risk	D

### JAPAN - ECONOMIC OVERVIEW

Over the past 70 years, government-industry cooperation, a strong work ethic, mastery of high technology, and a comparatively small defense allocation (slightly less than 1% of GDP) have helped Japan develop an advanced economy. Two notable characteristics of the post-World War II economy were the close interlocking structures of manufacturers, suppliers, and distributors, known as keiretsu, and the guarantee of lifetime employment for a substantial portion of the urban labor force. Both features have significantly eroded under the dual pressures of global competition and domestic demographic change.

Measured on a purchasing power parity basis that adjusts for price differences, Japan in 2017 stood as the fourth-largest economy in the world after first-place China, which surpassed Japan in 2001, and third-place India, which edged out Japan in 2012. For three postwar decades, overall real economic growth was impressive - averaging 10% in the 1960s, 5% in the 1970s, and 4% in the 1980s. Growth slowed markedly in the 1990s, averaging just 1.7%, largely because of the aftereffects of inefficient investment and the collapse of an asset price bubble in the late 1980s, which resulted in several years of economic stagnation as firms sought to reduce excess debt, capital, and labor. Modest economic growth continued after 2000, but the economy has fallen into recession four times since 2008.

Japan enjoyed an uptick in growth since 2013, supported by Prime Minister Shinzo ABE's "Three Arrows" economic revitalization agenda - dubbed "Abenomics" - of monetary easing, "flexible" fiscal policy, and structural reform. Led by the Bank of Japan's aggressive monetary easing, Japan is making modest progress in ending deflation, but demographic decline - a low birthrate and an aging, shrinking population - poses a major long-term challenge for the economy. The government currently faces the quandary of balancing its efforts to stimulate growth and institute economic reforms with the need to address its sizable public debt, which stands at 235% of GDP. To help raise government revenue, Japan adopted legislation in 2012 to gradually raise the consumption tax rate. However, the first such increase, in April 2014, led to a sharp contraction, so Prime Minister ABE has twice postponed the next increase, which is now scheduled for October 2019. Structural reforms to unlock productivity are seen as central to strengthening the economy in the long-run.

Scarce in critical natural resources, Japan has long been dependent on imported energy and raw materials. After the complete shutdown of Japan's nuclear reactors following the earthquake and tsunami disaster in 2011, Japan's industrial sector has become even more dependent than before on imported fossil fuels. However, ABE's government is seeking to restart nuclear power plants that meet strict new safety standards and is emphasizing nuclear energy's importance as a base-load electricity source. In August 2015, Japan successfully restarted one nuclear reactor at the Sendai Nuclear Power Plant in Kagoshima prefecture, and several other reactors around the country have since resumed operations; however, opposition from local governments has delayed several more restarts that remain pending. Reforms of the electricity and gas sectors, including full liberalization of Japan's energy market in April 2016 and gas market in April 2017, constitute an important part of Prime Minister Abe's economic program.

Under the Abe Administration, Japan's government sought to open the country's economy to greater foreign competition and create new export opportunities for Japanese businesses, including by joining 11 trading partners in the Trans-Pacific Partnership (TPP). Japan became the first country to ratify the TPP in December 2016, but the United States signaled its withdrawal from the agreement in January 2017. In November 2017 the remaining 11 countries agreed on the core elements of a modified agreement, which they renamed the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP). Japan also reached agreement with the European Union on an Economic Partnership Agreement in July 2017, and is likely seek to ratify both agreements in the Diet this year.

Source : CIA

## **COMPANY NAME AND ADDRESS**

### **YAMAHA MOTOR CO LTD**

**REGD NAME:** Yamaha Hatsudoki KK  
**MAIN OFFICE:** 2500 Shingai Iwata City Shizuoka-Pref 438-8501 JAPAN  
Tel: 0538-32-1115 Fax: 0538-32-1634 -  
**URL:** <http://www.yamaha-motor.co.jp>  
**E-Mail address:** (thru the URL)

## **ACTIVITIES**

Mfg of motorcycles, scooters, boats, golf car, snowmobiles, other

## **BRANCHES**

Kosai, Fukuroi, Hamamatsu, Iwata, other (Tot 8)

## **OVERSEAS**

North America (9), South America (11), Europe (14), China (14), Indonesia (9), India (4), Taiwan (5), Thailand (4), Vietnam, Philippines, Cambodia, Singapore, Australia, New Zealand

## **CONSOLIDATED SUBSIDIARIES**

Domestic (20), overseas (9)

## **FACTORIES**

At the caption address, Hamamatsu (2), other (Tot 10)

## **OFFICERS**

YOSHIHIRO HIDAKA, PRES  
Katsuaki Watanabe, v pres  
Masahiro Takizawa, mgn dir

Hiroyuki Ynagi, ch  
Takaaki Kimura, v pres  
Toshizumi Kato, mgn dir

Yen Amount: In million Yen, unless otherwise stated

## **SUMMARY**

FINANCES	FAIR	A/SALES	Yen 1,670,090 M
PAYMENTS	REGULAR	CAPITAL	Yen 85,797 M
TREND	UP	WORTH	Yen 622,802 M
STARTED	1955	EMPLOYES	10,564

## **COMMENT**

MFR OF MOTORCYCLES, SCOOTERS, OTHER

FINANCIAL SITUATION COSIDERED FAIR AND GOOD FOR ORDINARY BUSINESS ENGAGEMENTS.

MAX CREDIT LIMIT: YEN 44,391.2 MILLION, 30 DAYS NORMAL TERMS

## **HIGHLIGHTS**

This is a second-ranked motorcycle mfr in global market. Affiliated with Yamaha Corp. Also produces boats, outboard motors, buggies, snowmobiles, other. Supplies automobile engines to Toyota Motor. Has business alliance with Toyota. Placing more emphasis on production in emerging countries. The company plans to launch a 3-wheeler cart-attached electric bicycle, and is targeting sales expansion in the home-delivery industry. It is developing prototype electric motorcycles, including scooters and hobby motorcycles. Formed an alliance with Honda Motor for the domestic development & production of motorcycles with 50cc engines or less. Started OEM procurement from Honda Motor in Spring 2018.

## **FINANCIAL INFORMATION (NON-CONSOLIDATED)**

The sales volume for Dec/2017 fiscal term amounted to Yen 1,670,090 million, an 11.13% up from Yen 1,502,834 million in the previous term. The recurring profit was posted at Yen 154,826 million and the net profit at Yen 101,603 million, respectively, compared with Yen 102,073 million recurring profit and Yen 63,153 million net profit, respectively, a year ago.

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For the current term ending Dec 2018 the recurring profit is projected at Yen 160,000 million and the net profit at Yen 106,000 million, respectively, on a 3.59% rise in turnover, to Yen 1,730,000 million.

The financial situation is considered FAIR and good for ORDINARY business engagements. Max credit limit is estimated at Yen 44,391.2 million, on 30 days normal terms.

## **REGISTRATION**

**Date Registered:** Jul 1955  
**Regd No.:** 0804-01-016040 (Shizuoka-Iwata)  
**Legal Status:** Limited Company (Kabushiki Kaisha)  
**Authorized:** 900 million shares  
**Issued:** 349,914,284 shares  
**Sum:** Yen 85,797 million

**Major shareholders (%):** Yamaha Corp (9.9), Master Trust Bank of Japan T (9.6), Japan Trustee Services T (5.5), State Street Bank & Trust (5.1), Toyota Motor (3.5), Mitsui Co (2.4), Mizuho Bank (2.3), Shizuoka Bank (1.6), Japan Trustee Services T5 (1.5); foreign owners (32.1)  
**No. of shareholders:** 32,532

**Listed on the S/Exchange (s) of:** Tokyo

Nothing detrimental is known as to the commercial morality of executives.

**Related companies:** Yamaha Motor Corp USA, Yamaha Motorcycles Sales Co, Yamaha Motor (UK) Limited, Shanghai Yamada Jianshe Marketing Co, other.  
(Total 111: domestic 22, overseas 89 consolidated subsidiaries).

## **OPERATION**

**Activities:** Manufactures: motorcycles (63%), marine engines & boats (19%), power products (9%), industrial machinery and robots (4%), others (5%)

**Overseas Sales Ratio (89%)**

**(Sales Breakdowns)** North America 21.5%, Europe 12.8%, Asia 43.9%, Japan 10.2%, others 11.7%.

**(Mfg Items):** motorcycles, scooters, electrically power assisted bicycles, boats, sail boats, personal watercrafts, pools, utility boats, fishing boats, outboard motors, 4-wheel ATVs, recreational off-highway vehicles, racing kart engines, golf cars, multi-purpose engines, generators, water pumps, snowmobiles, small-sized snow throwers, automobile engines, surface mounters, intelligent machinery, industrial-use unmanned helicopters, electrical power units for wheelchairs, helmets, other

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**Clients:** [Mfrs, wholesalers] Yamaha Motor Europe, Yamaha Motor USA, Yamaha Motorcycles Co, Yamada Motor Indonesia, Yamada Motor CIS, other  
No. of accounts: 1,000  
Domestic areas of activities: Nationwide

**Suppliers:** [Mfrs, wholesalers] Yamada Motor Solution, Ryowa Corp, Enshu Limited, Mikuni Corp, KYB Co, Hamamatsu Tekko Co, Ryobi Limited, NOK, Johoku Industrial Co, other

**Payment record:** Regular

**Location:** Business area in Iwata City, Shizuoka-Pref. Office premises at the caption address are owned and maintained satisfactorily.

**Bank References:**

Mizuho Bank (Hamamatsu)  
Shizuoka Bank (Hamamatsu)  
Relations: Satisfactory

**FINANCES**

(In Million Yen)

Terms Ending:	31/12/2018	31/12/2017	31/12/2016	31/12/2015
Annual Sales	1,730,000	1,670,090	1,502,834	1,615,350
Recur. Profit	160,000	154,826	102,073	125,231
Net Profit	106,000	101,603	63,153	60,023
Total Assets		1,415,845	1,318,776	1,305,236
Net Worth		622,802	534,166	490,779
Capital, Paid-Up		85,797	85,797	85,797
Div.P.Share(¥)		88.00	60.00	44.00
<b>&lt;Analytical Data&gt;</b>	(%)	(%)	(%)	(%)
S.Growth Rate	3.59	11.13	-6.97	6.19
Current Ratio		..	..	..
N.Worth Ratio		43.99	40.50	37.60
N.Profit/Sales	6.13	6.08	4.20	3.72

Forecast (or estimated) figures for the 31/12/2018 fiscal term.

**FOREIGN EXCHANGE RATES**

Currency	Unit	Indian Rupees
US Dollar	1	INR 73.37
UK Pound	1	INR 94.05
Euro	1	INR 83.41
Yen	1	INR 0.65

**Note:** Above are approximate rates obtained from sources believed to be correct

**INFORMATION DETAILS**

<b>Analysis Done by :</b>	NIS
<b>Report Prepared by :</b>	NIT

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**RATING EXPLANATIONS**

Credit Rating	Explanation	Rating Comments
A++	Minimum Risk	Business dealings permissible with minimum risk of default
A+	Low Risk	Business dealings permissible with low risk of default
A	Acceptable Risk	Business dealings permissible with moderate risk of default
B	Medium Risk	Business dealings permissible on a regular monitoring basis
C	Medium High Risk	Business dealings permissible preferably on secured basis
D	High Risk	Business dealing not recommended or on secured terms only
NB	New Business	No recommendation can be done due to business in infancy stage
NT	No Trace	No recommendation can be done as the business is not traceable

NB is stated where there is insufficient information to facilitate rating. However, it is not to be considered as unfavourable.

This score serves as a reference to assess SC's credit risk and to set the amount of credit to be extended. It is calculated from a composite of weighted scores obtained from each of the major sections of this report. The assessed factors are as follows:

- Financial condition covering various ratios
- Company background and operations size
- Promoters / Management background
- Payment record
- Litigation against the subject
- Industry scenario / competitor analysis
- Supplier / Customer / Banker review (wherever available)