



Results

(in million yen)

	<u>99</u>	<u>98</u>	<u>inc/dec</u>	<u>%</u>
<u>Sales</u>	<u>169,633</u>	<u>178,896</u>	<u>△ 9,262</u>	<u>△ 5.2</u>
<u>Gross Profit</u>	<u>59,802</u>	<u>54,174</u>	<u>5,627</u>	<u>10.4</u>
<u>Operating Profit</u>	<u>7,198</u>	<u>7,458</u>	<u>△ 260</u>	<u>△ 3.5</u>
<u>Recurring Profit</u>	<u>7,307</u>	<u>7,413</u>	<u>△ 106</u>	<u>△ 1.4</u>
<u>Net Income</u>	<u>3,413</u>	<u>2,520</u>	<u>893</u>	<u>35.4</u>



Results vs. Plan

(in million yen)

	<u>99</u>	<u>Plan</u>	<u>inc/dec</u>	<u>%</u>
<u>Sales</u>	<u>169,633</u>	<u>172,000</u>	<u>△ 2,367</u>	<u>△ 1.4</u>
<u>Gross Profit</u>	<u>59,802</u>			
<u>Operating Profit</u>	<u>7,198</u>	<u>4,500</u>	<u>2,698</u>	<u>60.0</u>
<u>Recurring Profit</u>	<u>7,307</u>	<u>4,200</u>	<u>3,107</u>	<u>74.0</u>
<u>Net Income</u>	<u>3,413</u>	<u>2,100</u>	<u>1,313</u>	<u>62.5</u>



Sales by Segment

(in million yen)

	<u>99</u>	<u>98</u>	<u>Plan</u>	<u>inc/Dec %</u>	
	(A)	(B)	(C)	(A-B)	(A-C)
B A	82,335	85,465	80,600	Δ 3.7	2.2
I A	51,917	55,039	53,400	Δ 5.7	Δ 2.8
C P	32,104	32,059	33,400	0.1	Δ 3.9
Others	8,499	10,877	9,000	Δ 21.9	Δ 5.6
Consol	169,633	178,896	172,000	Δ 5.2	Δ 1.4

Operating Profit by Segment

(in million yen)

	<u>99</u>	<u>98</u>	<u>Plan</u>	<u>inc/Dec %</u>	
	(A)	(B)	(C)	(A-B)	(A-C)
B A	8, 930	9, 534	6, 500	Δ 6. 3	37. 4
I A	Δ 2, 350	Δ 2, 184	Δ 2, 100	—	—
C P	610	23	100	—	—
Others	Δ 40	146	60	—	—
Consol	7, 198	7, 458	4, 500	Δ 3. 5	60. 0

Orders by Segment (combine)

(in million yen) () inc/dec % over previous corresponding period

	<u>99</u>	<u>98</u>	<u>97</u>
BA	77,321 <u>(Δ6.9)</u>	83,065 <u>(Δ1.3)</u>	84,120 <u>(—)</u>
IA	46,190 <u>(Δ17.1)</u>	<u>55,739</u> <u>(Δ20.8)</u>	70,360 <u>(—)</u>
CP	35,752 <u>(1.5)</u>	35,220 <u>(Δ18.4)</u>	43,169 <u>(—)</u>
Others	6,019 <u>(Δ32.6)</u>	8,936 <u>(Δ26.6)</u>	12,177 <u>(—)</u>
Combine	165,282	182,960	209,826



Export Sales by Area

() shows make-up ratio

(in million yen)

	<u>99</u>	<u>98</u>	<u>97</u>
Asia	6, 671 <u>(58.1)</u>	8, 897 <u>(69.1)</u>	13, 341 <u>(69.8)</u>
Middle East	1, 116 <u>(9.7)</u>	551 <u>(4.3)</u>	869 <u>(4.5)</u>
North America	1, 773 <u>(15.4)</u>	1, 734 <u>(13.5)</u>	2, 611 <u>(13.7)</u>
Europe	1, 032 <u>(9.0)</u>	1, 244 <u>(9.7)</u>	1, 191 <u>(6.2)</u>
Other	899 <u>(7.8)</u>	444 <u>(3.4)</u>	1, 105 <u>(5.8)</u>
<u>Total</u>	<u>11, 493</u>	<u>12, 872</u>	<u>19, 120</u>



Capital Expenditure

(in million yen)

	<u>2000</u>	<u>99</u>	<u>98</u>	<u>97</u>
YC	2, 500	1, 477	1, 579	2, 852
YBS	1, 500	435	614	397
YIS	300	327	516	173
YS	10	12	21	22
YCP	500	97	137	177
Total	4, 810	2, 350	2, 869	3, 624

YC: Yamatake Corporation, YBS: Yamatake Building Systems

YIS: Yamatake Industrial Systems, YS: Yamatake & co., ltd.


YCP: Yamatake Control Products



Depreciation

(in million yen)

	<u>2000</u>	<u>99</u>	<u>98</u>	<u>97</u>
YC	2, 000	1, 678	2, 037	2, 180
YBS	600	553	429	280
YIS	400	409	315	196
YS	20	19	22	22
YCP	200	149	145	133
Total	3, 220	2, 810	2, 950	2, 813



R&D Expense

(in million yen)

	<u>2000</u>	<u>99</u>	<u>98</u>	<u>97</u>
YC	6, 500	5, 891	7, 547	9, 764
YBS	2, 000	1, 662	917	—
YIS	2, 000	1, 817	822	—
YS	—	—	—	—
YCP	130	133	159	70
計	10, 630	9, 503	9, 447	9, 834

* R&D expense is included in G&A expense since Y99



Number of Employees

	<u>2000</u>	<u>99</u>	<u>98</u>	<u>97</u>
YC	2, 048	2, 135	2, 220	3, 874
YBS	2, 203	2, 210	2, 223	1, 499
YIS	1, 701	1, 714	1, 749	907
YS	212	208	229	234
YCP	258	259	267	267
Total	6, 422	6, 526	6, 688	6, 781
Temporary workers	382	442	488	437
				(in million yen)
Salary and Wages	56, 918	56, 498	56, 514	57, 694



2000 Estimate

	(in million yen)			
	<u>2000</u>	<u>99</u>	<u>inc/dec</u>	<u>%</u>
<u>Sales</u>	<u>178,000</u>	<u>169,633</u>	<u>8,367</u>	<u>4.9</u>
<u>Operating Profit</u>	<u>9,000</u>	<u>7,198</u>	<u>1,802</u>	<u>25.0</u>
<u>Recurring Profit</u>	<u>9,000</u>	<u>7,307</u>	<u>1,693</u>	<u>23.2</u>
<u>Net Income</u>	<u>△ 7,300</u>	<u>3,413</u>	<u>△ 10,713</u>	<u>—</u>

Due to the change in Japanese accounting standards, approximately 21,300 million yen will be posted as lump sum employees pension fund cost in 2000 estimate.

Without posting the above cost, net income would be 5,600 million yen.



2000 Estimate by Segment

(In million yen)		<u>99</u>	<u>2000 1st</u>	<u>2000</u>
BA	Sales	82,335	38,000	84,700
	<u>Op. Profit</u>	<u>8,930</u>	<u>2,700</u>	<u>8,900</u>
IA	Sales	51,917	22,000	52,000
	<u>Op. Profit</u>	<u>△ 2,350</u>	<u>△ 1,700</u>	<u>△ 1,200</u>
CP	Sales	32,105	16,300	33,500
	<u>Op. Profit</u>	<u>610</u>	<u>600</u>	<u>1,500</u>
Others	Sales	8,499	5,200	11,800
	<u>Op. Profit</u>	<u>△ 40</u>	<u>△ 120</u>	<u>△ 220</u>
Consol	Sales	169,633	79,500	178,000
	<u>Op. Profit</u>	<u>7,198</u>	<u>1,500</u>	<u>9,000</u>

Statements made in this document with regards to Yamatake's plans, targets and strategies and other statements without historical facts are forward-looking statements about the future performance of Yamatake Corporation.

These projections are based on management's assumptions, intent and expectations in light of the information currently available to it, and therefore these statements are not guarantees of future performance.

Due to various factors, actual results may differ from those discussed in this document. Such factors include, but are not limited to: (i) general economic conditions in Yamatake's markets, particularly levels of capital investments; (ii) exchange rates, particularly between the Japanese yen and US dollar and other currencies in which Yamatake makes significant sales or Yamatake's assets and liabilities are denominated; (iii) continued acceptance of Yamatake's products and services which are offered in highly competitive markets characterized by rapid development of new technologies and the advancement of the global economy.