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Yamaha / IBBI Form Relationship that Will Become Exclusive

KENNESAW, Ga., December 12, 2006 — Yamaha Marine Group today announced an agreement with Independent Boatbuilders, Inc. (IBBI) -- that will ultimately become exclusive -- aimed at providing advantages for independent boat builders that were once reserved only for the boat brands of giant corporations.

The long-term agreement with IBBI, the industry's largest purchasing cooperative, specifies that its members using outboard power will transition to an exclusive relationship with Yamaha.

"IBBI has done a great job finding synergies for its independent boat builders," said Phil Dyskow, Yamaha Marine Group President. "Now, IBBI can offer its members both Yamaha outboards and Yamaha services to bring greater value to the relationship."

"Through IBBI, we will offer our boat builder partners services such as access to Yamaha engineering expertise, CSI survey assistance, online warranty registration and other tools. We will literally look for opportunities to share our resources in ways that will increase the competitive capability of our independent boat builder partners."

"IBBI's job is to deliver member value," said Tom Broy, IBBI President. "Yamaha's orientation, which is to do business through partnership, fits perfectly with IBBI's goals. Our members look forward to offering the most reliable outboards in the industry and to the many possible benefits of partnership with Yamaha."

"IBBI uses the same criteria for selecting suppliers as it does for accepting members: a reputation for top quality and service, for financial stability and integrity, and for industry leadership," said Broy.

Independent Boat Builders, Inc. (IBBI) was formed as a marine purchasing cooperative in 1989 by a group of independent, recreational boat builders. IBBI has maintained strict standards for membership, and today, has 23, highly-regarded shareholders, each recognized in the industry for their top-quality boats, their integrity, and their financial stability. Visit www.ibbi.com for more information on IBBI.

Yamaha Marine products are marketed throughout the United States and around the world. Yamaha Marine Group, based in Kennesaw, Ga., supports its 2,200 dealers and OEM partners with marketing, training and parts for Yamaha's full line of products and accessories and strives to be the industry leader in reliability, technology and customer service. Yamaha Marine is the only outboard company to have earned the marine industry's C.S.I. Customer Satisfaction Index award every year since its inception. Visit www.yamahaoutboards.com.