



FY 2009 Operating Results

(Year ended March 31, 2009)

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May 12, 2009

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FY2009 Results

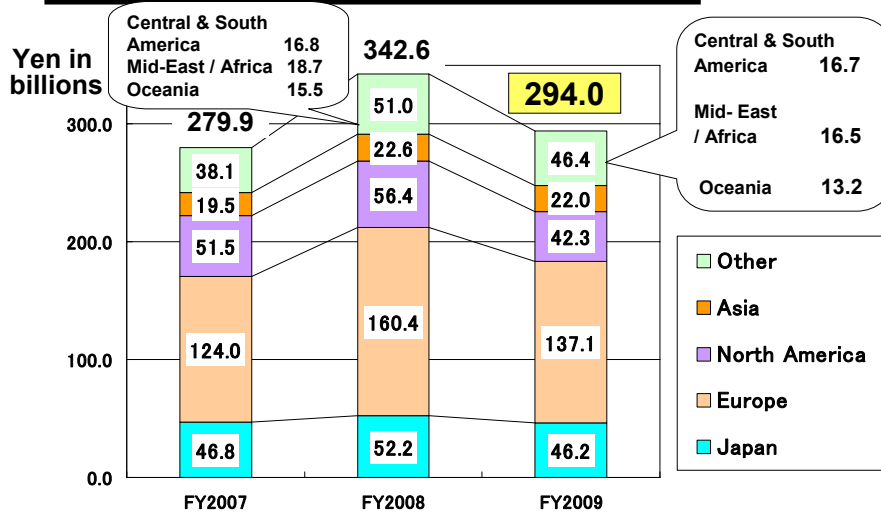
Variance to FY2008

Net Sales	¥294.0billion	-14.2%
Domestic	¥46.2billion	-11.4%
Overseas	¥247.8billion	-14.7%

Overseas sales ratio: 84.3% (FY2008: 84.8%)

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Sales by Geographic Area



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Effective Exchange Rate



	FY2008	FY2009	
US\$	¥114.44	¥ 100.71	12.0% Appreciation
Euro	¥161.59	¥ 144.07	10.8% Appreciation

Weighted average change for all foreign currency:

11.7% **appreciated** in the value of the yen

Effect on net sales: **Decrease** of ¥33.0billion

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Lithium-ion Battery Products

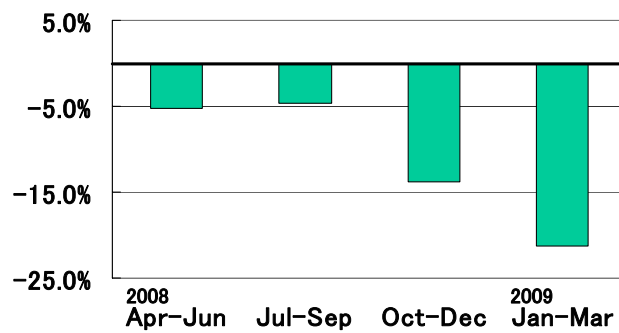


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Sales Growth (Local Currency Basis)

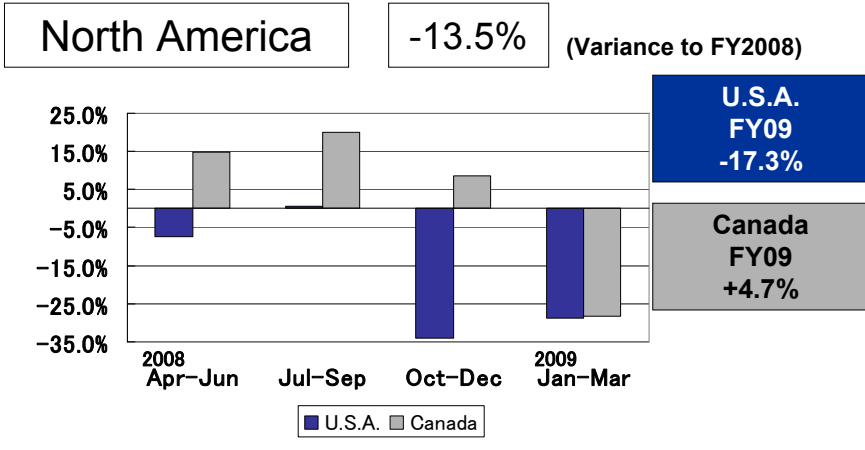


Japan -11.4% (Variance to FY2008)



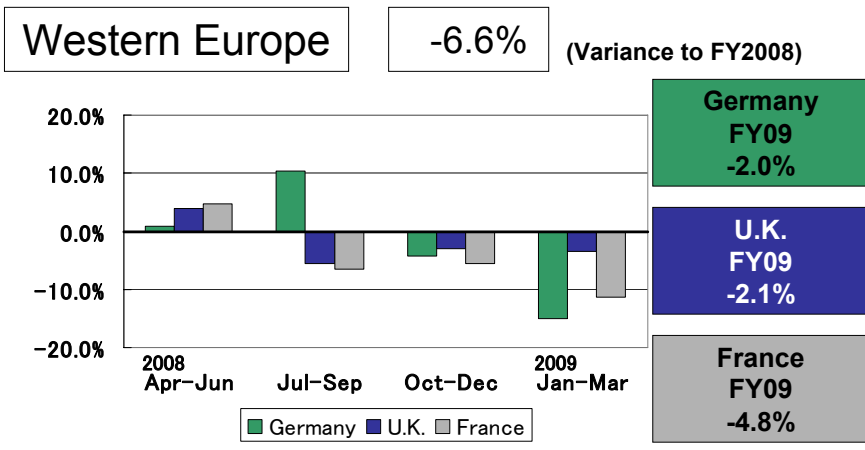
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Sales Growth (Local Currency Basis)



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Sales Growth (Local Currency Basis)



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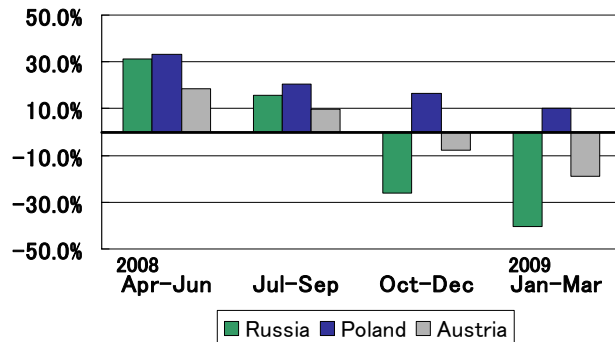
Sales Growth (Local Currency Basis)



Eastern Europe / Russia

+2.3%

(Variance to FY2008)



Russia
FY09
-4.5%

Poland
FY09
+19.4%

Austria
FY09
+0.3%

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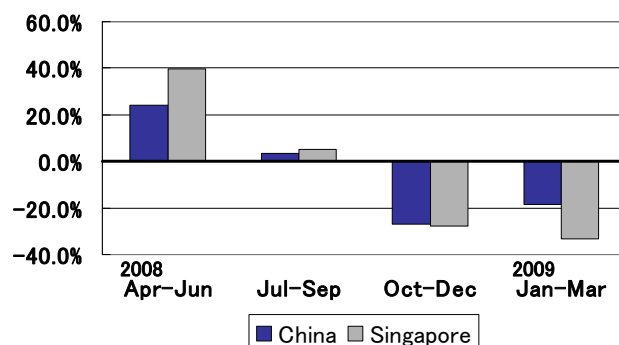
Sales Growth (Local Currency Basis)



Asia

+0.9%

(Variance to FY2008)

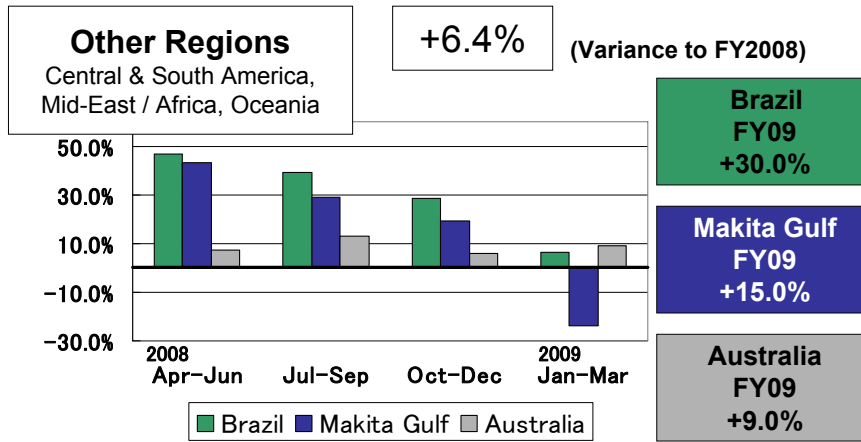


China
FY09
-4.2%

Singapore
FY09
-6.8%

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Sales Growth (Local Currency Basis)

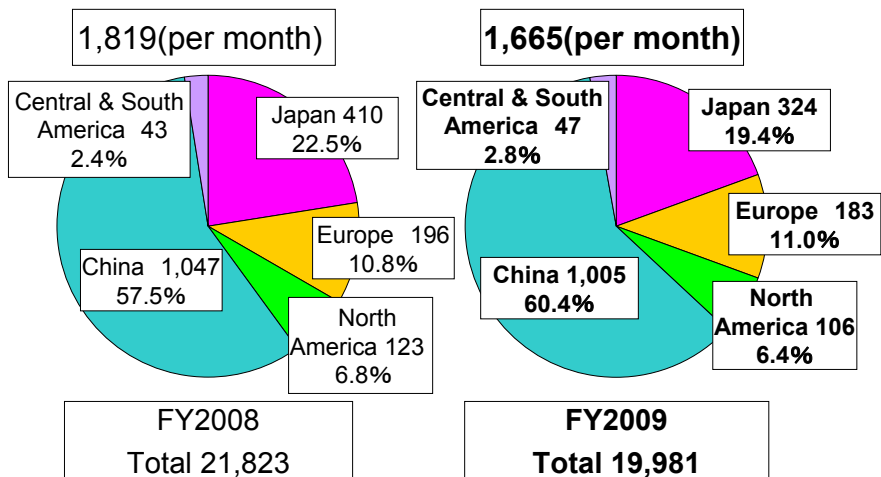


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Production by Geographic Area



(thousands of units)



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Cost of Sales, SG & A



Variance to FY2008

Net Sales	¥294.0billion	-14.2%
Cost of Sales	¥170.9billion	-14.2%
Cost of Sales Ratio	58.1%	Improved 0.1points
SG & A Expenses	¥73.1billion	-4.3%
SG & A Expenses Ratio	24.9%	Up by 2.7 points

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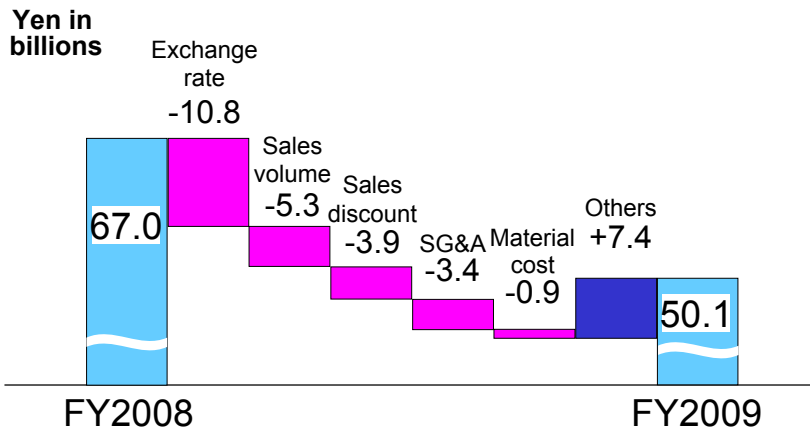
Operating Income



	FY2008	FY2009	Variance
Net Sales	¥342.6billion	¥294.0billion	-14.2%
Cost of Sales	¥199.2billion	¥170.9billion	-14.2%
SG&A Expenses	¥76.3billion	¥73.1billion	-4.3%
Operating Income	¥67.0billion	¥50.1billion	-25.3%
Operating Income Ratio	19.6%	17.0%	Down by 2.6 points

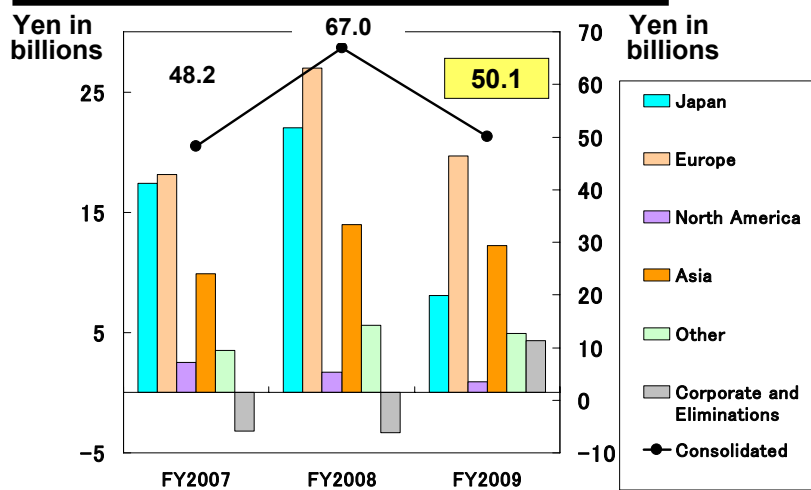
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Analysis of Operating Income



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Operating Income (By Geographic Segment Basis)



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**Other Income(Expenses),
Income Before Taxes, Net Income**



	FY2008	FY2009	Variance
Other Income	-¥1.2billion	-¥6.1billion	-¥4.9billion
Income before Taxes	¥65.8billion	¥44.0billion	-33.1%
Net Income	¥46.0billion	¥33.3billion	-27.7%
EPS	¥320.30	¥236.88	-26.0%

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Assets



Variance to FY2008

Marketable Securities **Decreased** ¥ 20.0 billion

- Disposal for buy-back of its common stock and payment of dividends
- Realized losses on securities due to falling stock prices

Inventories **Decreased** ¥ 1.2 billion

Property, Plant and Equipment **Increased** ¥ 3.6 billion

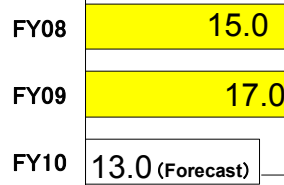
- Construction of Shipping building in Okazaki plant and Sales office in France
- Expansion of Romanian plant, and Second plant in Brazil etc.

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Capital Expenditure, Depreciation, R&D Cost



Capital Expenditure (Yen in billion)



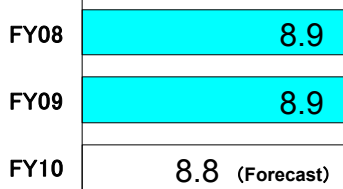
FY2009: 17.0
Parent Company: 6.2
 Metal molds for new product
 Construction of Shipping building in Okazaki plant

Subsidiaries: 10.8
 Expansion of Romanian plant
 Construction of Sales office in France and Second plant in Brazil
 Machines and Metal molds in China plant

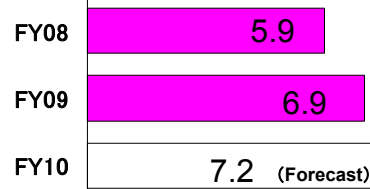
FY2010: 13.0
Parent company: 3.1
 Metal molds for new product
 Construction of Tokyo Technical Center

Subsidiaries: 9.9
 Machines and Metal molds in China plant
 Construction of Sales offices in Germany and the Netherlands

Depreciation (Yen in billion)



R&D Cost (Yen in billion)



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Strengthening Global Framework



Production Start of Operations

- South America
Second plant in Brazil
 (November, 2008)
- Eastern Europe
New building in Romanian plant
 (January, 2009)

Sales Established the subsidiaries

- Bulgaria
 Start of Operations in June, 2008
- India
 Start of Operations in August, 2008
- Colombia
 Start of Operations in September, 2008
- Africa (Kingdom of Morocco)
 Start of Operations in February, 2009

R&D

- Completion of R&D facility in China plant (September, 2008)
- Construction of Tokyo Technical Center has started (March, 2009)

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FY2010 Sales Forecast



Variance to FY2009

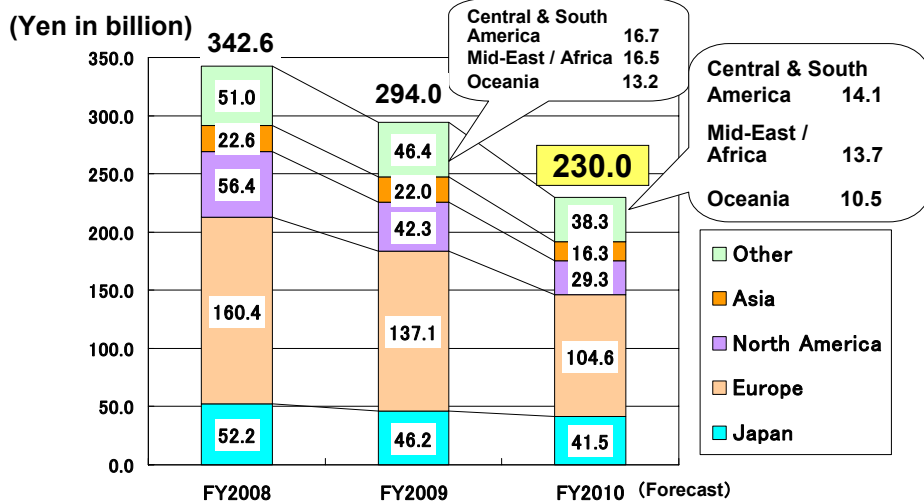
Net Sales	¥230.0billion	-21.8%
Domestic	¥41.5billion	-10.2%
Overseas	¥188.5billion	-23.9%
Overseas sales ratio: 82.0% (FY2009: 84.3%)		

Exchange Assumption Rate

US\$	Euro	Euro/US\$
¥95	¥125	1.32

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FY2010 Sales Forecast by Geographic Area



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FY10 Performance Forecast



	FY2009	FY2010	Variance
Net Sales	¥294.0billion	¥230.0billion	-21.8%
Operating Profit	¥50.1billion	¥18.0billion	-64.1%
Income before Taxes	¥44.0billion	¥17.0billion	-61.4%
Net Income	¥33.3billion	¥12.0billion	-63.9%
EPS	¥236.88	¥87.11	-63.2%

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Cash Dividends



Consolidated dividend payout ratio	30% or over	
	FY09	FY10(Forecast)
Net Income	¥33.3billion	¥12.0billion
EPS	¥236.88	¥87.11
(per share) Annual Cash Dividends	¥80	※
Interim dividend	¥30	¥15
Year-end dividend	¥50	※
Payout Ratio	33.8%	30% or over

※Dividend payout ratio: 30% or over

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Stock Repurchases and Retirement of Treasury Stock



Repurchases	In May and November, 2008
Total number of shares to be repurchased	6,000,000 shares (Ratio to the number of outstanding shares: 4.2%)
Aggregate repurchase amount	17.6 billion yen

Retirement	In February, 2009
Total number of shares to be retired	4,000,000 shares (Ratio to the number of outstanding shares: 2.8%)

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FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements based on Makita's own projections and estimates. The power tools market, where Makita is mainly active, is subject to the effects of rapid shifts in economic conditions, demand for housing, currency exchange rates, changes in competitiveness, and other factors. Due to the risks and uncertainties involved, actual results could differ substantially from the content of these statements. Therefore, these statements should not be interpreted as representation that such objectives will be achieved.

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