



FY 2010

Operating Results

(Year ended March 31, 2010)

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President, Representative Director
& Chief Executive Officer

Makita Corporation

May 11, 2010

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1. Certain reclassifications have been made to the previous years' consolidated financial statements to conform with the presentation used for the year ended March 31, 2010.
2. The meaning of "Net Income attributable to Makita Corporation" is the same as the former "Net Income".

FY2010 Results



Variance to FY2009

Net Sales	¥245.8 billion	- 16.4%
Domestic	¥42.7 billion	- 7.6%
Overseas	¥203.1 billion	- 18.0%

Overseas sales ratio: 82.6% (FY2009: 84.3%)

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Effective Exchange Rate

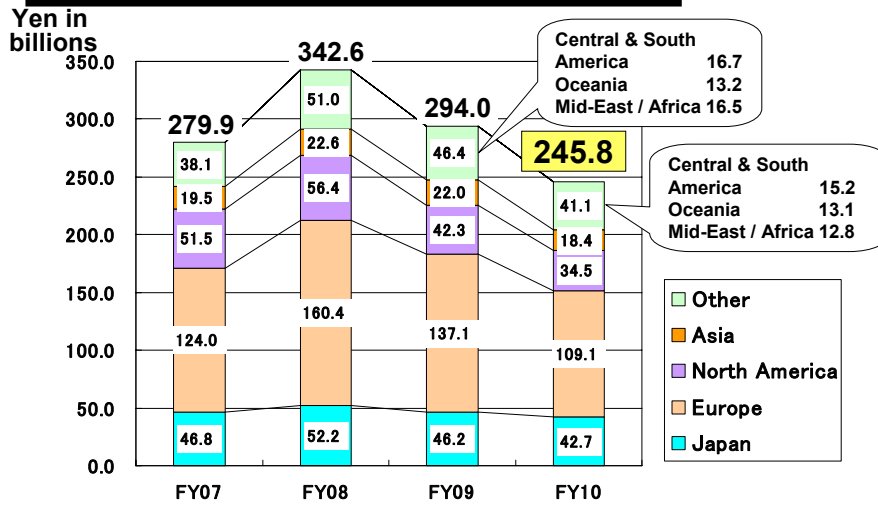


	FY2009	FY2010	
US\$	¥100.71	¥92.89	7.8% Appreciation
Euro	¥144.07	¥131.18	8.9% Appreciation
RMB	¥14.65	¥13.63	7.0% Appreciation

Weighted average change for all foreign currency:
9.6% **appreciated** in the value of the yen
Effect on net sales: **Decrease** of ¥21.5 billion

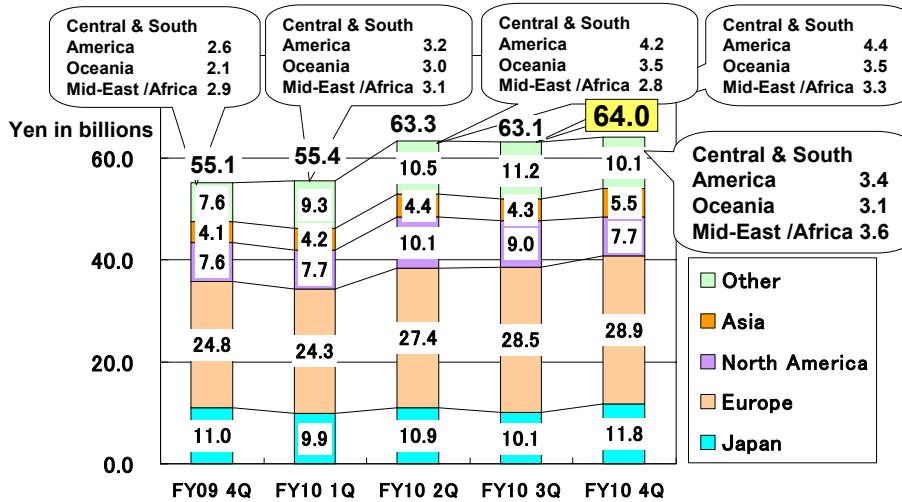
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Sales by Geographic Area



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Quarterly Sales by Geographic Area



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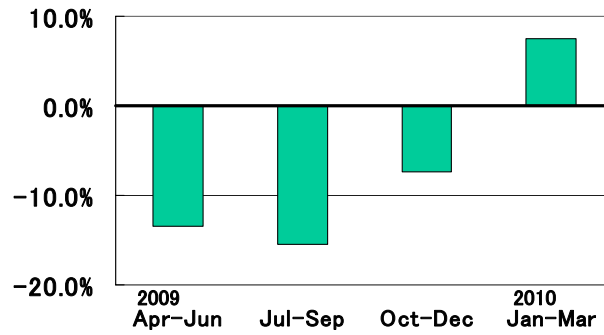
Sales Growth (Local Currency Basis)



Japan

- 7.6%

(Variance to FY2009)



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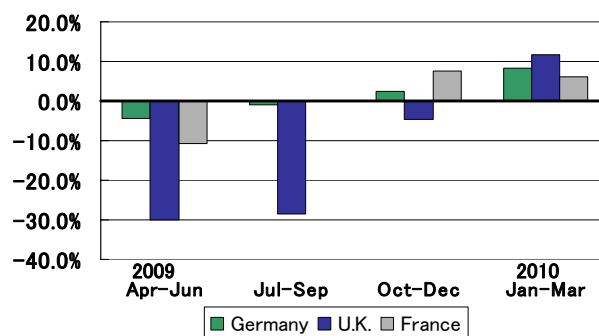
Sales Growth (Local Currency Basis)



Western Europe

- 5.7%

(Variance to FY2009)



Germany
FY10
+ 1.1%

U.K.
FY10
- 13.0%

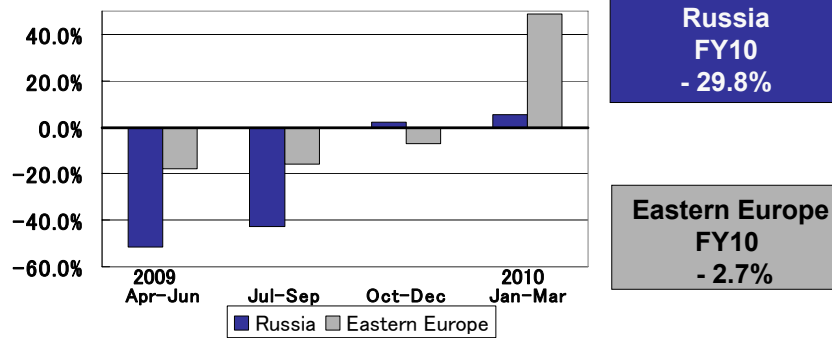
France
FY10
+ 0.8%

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Sales Growth (Local Currency Basis)

Eastern Europe / Russia - 14.5% (Variance to FY2009)

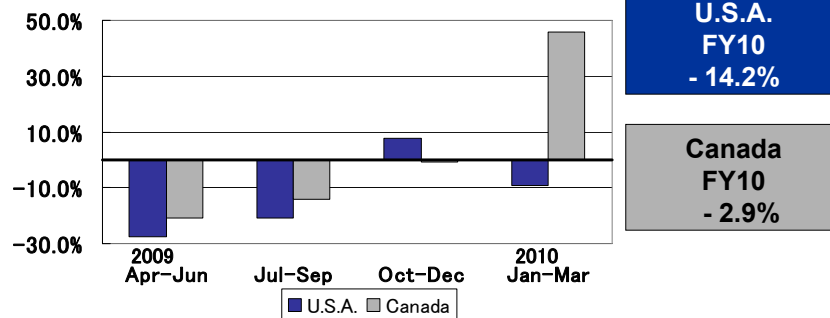


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Sales Growth (Local Currency Basis)

North America - 11.9% (Variance to FY2009)



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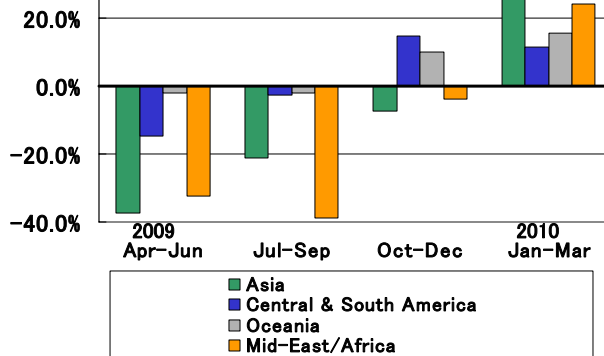
Sales Growth (Local Currency Basis)



Asia/Other Regions

Central & South America,
Mid-East / Africa, Oceania

(Variance to FY2009)



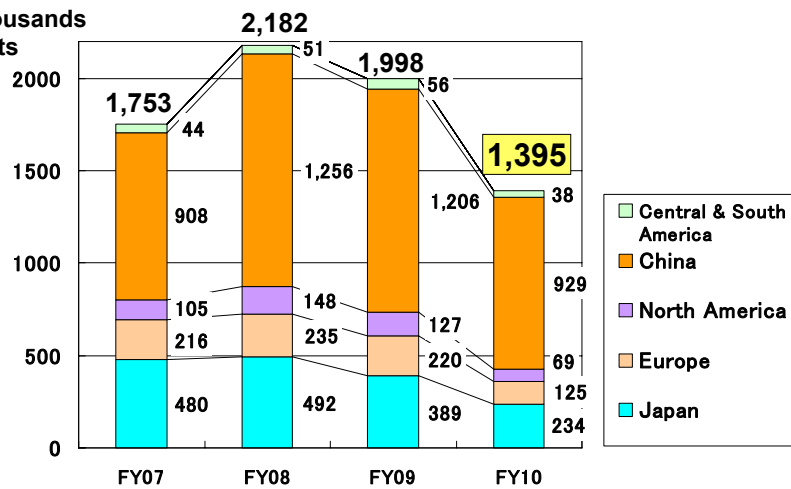
Asia FY10 - 13.2%
Central & South America FY10 - 0.3%
Oceania FY10 + 3.1%
Mid-East/Africa FY10 - 18.2%

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Production quantity by Geographic Area

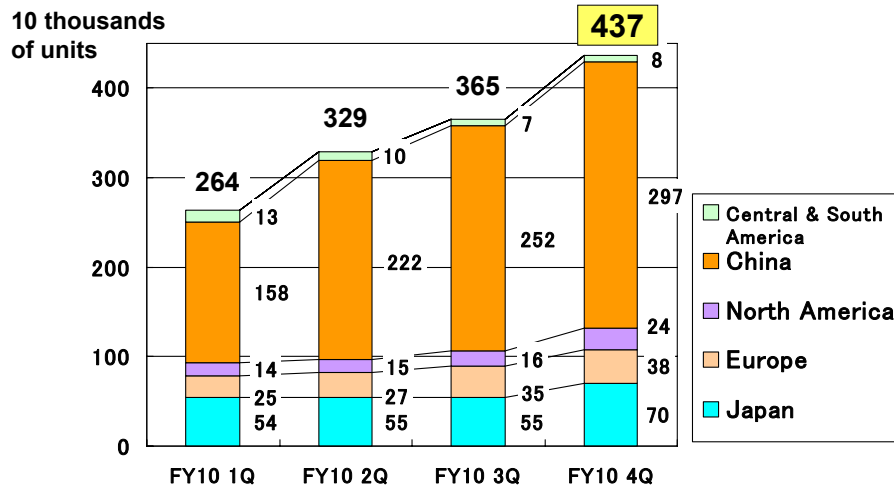


10 thousands
of units



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Quarterly Production by Geographic Area



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Inventories



FY2009 ¥111.0 billion

FY2010 ¥88.8 billion

Decrease of inventories
resulting from
production reduction ¥22.2 billion

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Cost of Sales, SG & A



		Ratio to Net Sales	Variance to FY09
Net Sales	¥245.8 billion	100.0%	
Cost of Sales	¥149.9 billion	61.0%	Up 2.9 points
SG & A Expenses	¥65.5 billion	26.6%	Up 1.7 points
Special circumstance included in SG&A			
Impairment of Makita Numazu	¥1.6 billion	0.6%	

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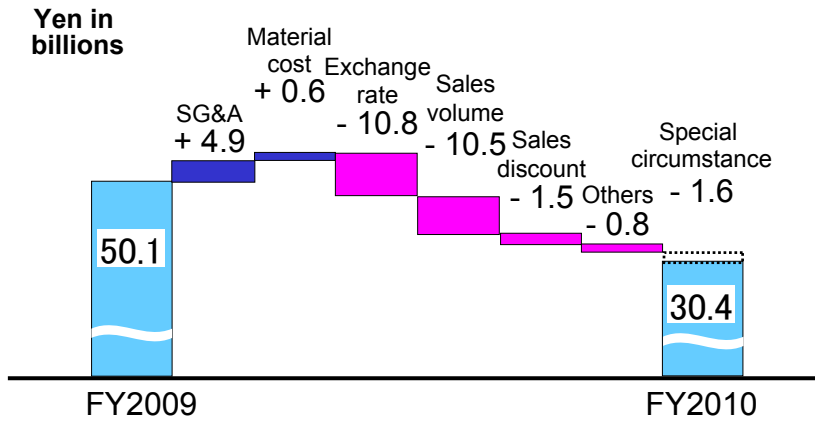
Operating Income



	FY09	FY10	Variance to FY09
Net Sales	¥294.0 billion	¥245.8 billion	- 16.4%
Cost of Sales	¥170.9 billion	¥149.9 billion	- 12.3%
SG&A Expenses	¥73.1 billion	¥65.5 billion	- 10.4%
Operating Income	¥50.1 billion	¥30.4 billion	- 39.3%
Operating Income Ratio	17.0%	12.4%	Down 4.6 points

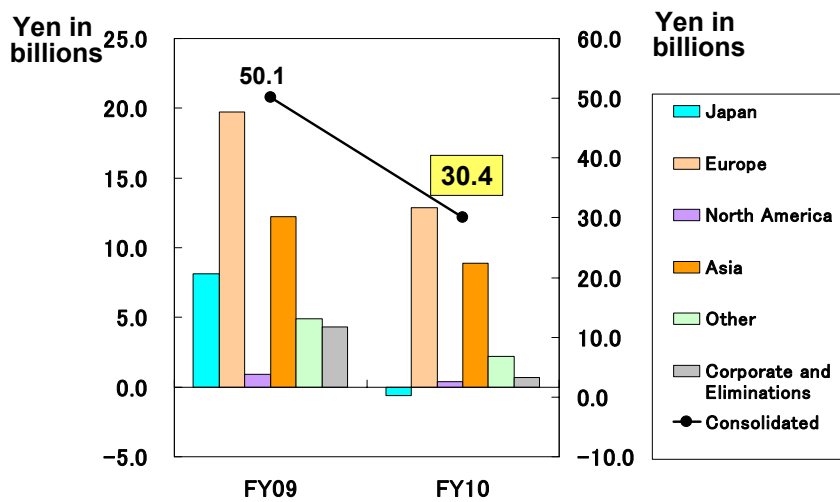
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Analysis of Operating Income



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Operating Income (By Geographic Segment Basis)



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**Other Income(Expenses),
Income Before Income Taxes, Net Income
attributable to Makita Corporation**



	FY09	FY10	Variance
Other Income (Expenses)	- ¥5.6 billion	¥3.1 billion	+ ¥8.7 billion
Income Before Income Taxes	¥44.4 billion	¥33.5 billion	- 24.6%
Net Income attributable to Makita Corporation	¥33.3 billion	¥22.3 billion	- 33.1%
EPS	¥236.88	¥161.57	- 31.8%

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Activities of FY2010



Establishment of Tokyo Technical Center in October, 2009

- Strengthen technical development for improving environmental performance of our small-type engines

Rebuilding the buildings of our sales subsidiaries in Europe

Country **Operating started**

France April, 2009

Poland August, 2009

The Netherlands January, 2010

- Expanding of their warehouses and enhancing their training functions for retailers

Establishment of sales subsidiary

Country **Establishment** **Operating started**

Vietnam November, 2009 April, 2010

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Lithium-ion Battery Products



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Gardening Equipment



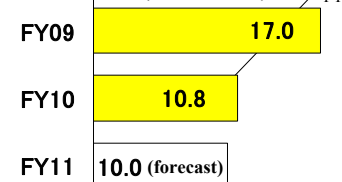
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Capital Expenditure, Depreciation, R&D Cost



Capital Expenditure

(Yen in billions)

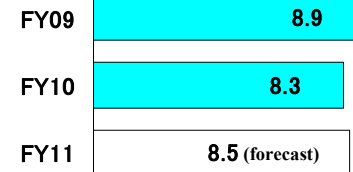


FY10: 10.8
Parent company: 3.7
 Metal molds for new product
 Construction of
 Tokyo technical center
Subsidiaries: 7.1
 Machines and Metal molds
 in China plant
 Construction of Sales offices
 in the Netherlands and Poland

FY11: 10.0 (Forecast)
Parent company: 3.0
 Metal molds for new product
 Construction of the Osaka branch
Subsidiaries: 7.0
 Machines and Metal molds
 in China plant
 Construction of Sales offices in
 Taiwan and Germany

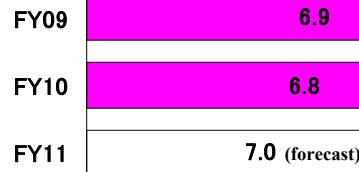
Depreciation

(Yen in billions)



R&D Cost

(Yen in billions)



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FY2011 Sales Forecast



Variance to FY10

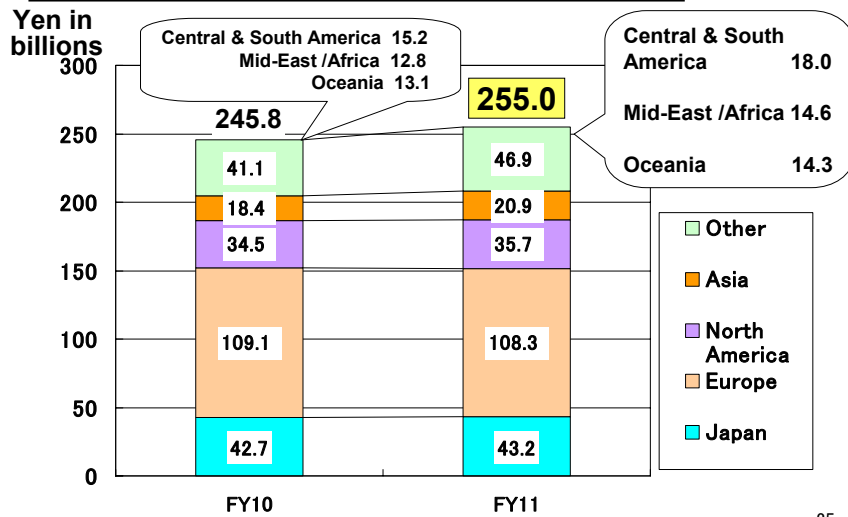
Net Sales	¥255.0 billion	+ 3.7%
Domestic	¥43.2 billion	+ 1.2%
Overseas	¥211.8 billion	+ 4.3%
Overseas sales ratio: 83.1% (FY10: 82.6%)		

Assumed foreign exchange rates

US \$	Euro	Euro/US\$
¥92	¥123	1.34

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FY2011 Forecast by Geographic Area



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FY2011 Performance Forecast



	FY10	FY11	Variance
Net Sales	¥245.8 billion	¥255.0 billion	+ 3.7%
Operating Income	¥30.4 billion	¥33.0 billion	+ 8.6%
Income Before Income Taxes	¥33.5 billion	¥34.0 billion	+ 1.4%
Net Income attributable to Makita Corporation	¥22.3 billion	¥22.5 billion	+ 1.1%
EPS	¥161.57	¥163.33	+ 1.1%

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Cash Dividends

Consolidated Dividends Payout Ratio	30% or over	
	FY10	FY11(Forecast)
Special circumstance	¥1.6 billion	—
EPS	¥161.57	¥163.33
EPS (After adjustments for special circumstances)	¥173.22	—
Annual Cash Dividend Per Share	¥52	※
Interim Dividend	¥15	¥15
Year-end Dividend	¥37	※
Payout Ratio	32.2%	30% or over

※In April 2011, the Board of Directors plans to propose a dividend equivalent to at least 30% of net income attributable to Makita Corporation.

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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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