



FY2013 Operating Results

(Fiscal Year ended March 31, 2013)

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President, Representative Director
& Chief Executive Officer

Makita Corporation

May 9, 2013

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FY2013 Results

Variance to FY2012

Net Sales	¥309.6 billion	+ 4.7%
Domestic	¥56.6 billion	+ 6.4%
Overseas	¥253.0 billion	+ 4.3%

Overseas sales ratio: 81.7% (FY2012: 82.0%)

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Effective Exchange Rate

	FY2012	FY2013	
US\$	¥79.06	¥82.91	4.9% Depreciation
Euro	¥109.00	¥106.78	2.0% Appreciation
RMB	¥12.36	¥13.22	7.0% Depreciation

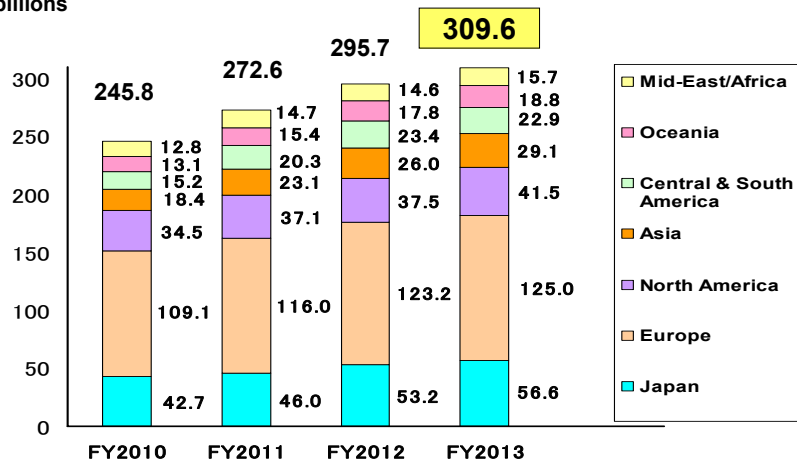
Weighted average change for all foreign currencies:
Same level as the previous year
Effect on net sales: **Increase** of ¥0.1 billion

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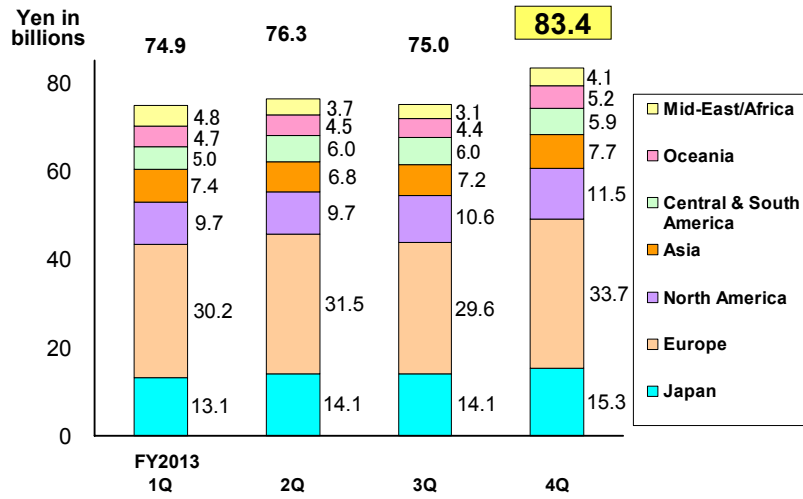
Sales by Geographic Area

Yen in billions



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Quarterly Sales by Geographic Area



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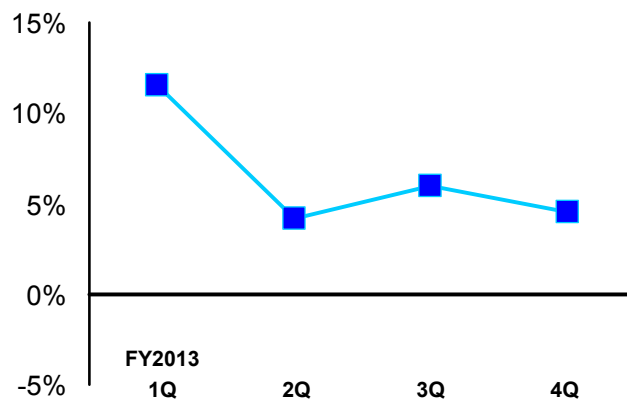
Sales Growth (Local Currency Basis)



Japan

+6.4%

(Variance to FY2012)



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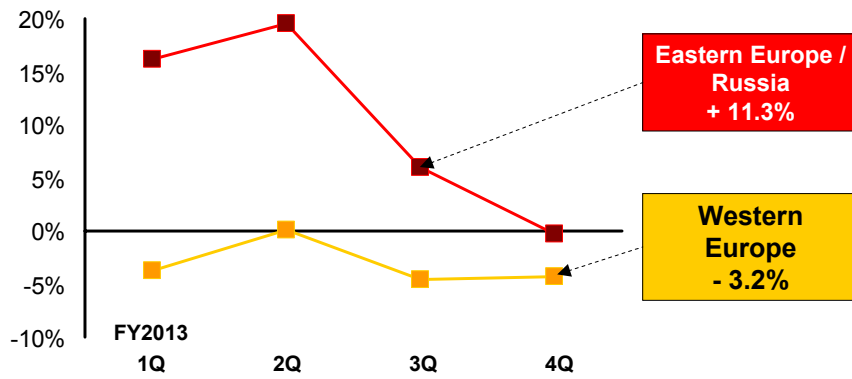
Sales Growth (Local Currency Basis)



Europe

+2.8%

(Variance to FY2012)



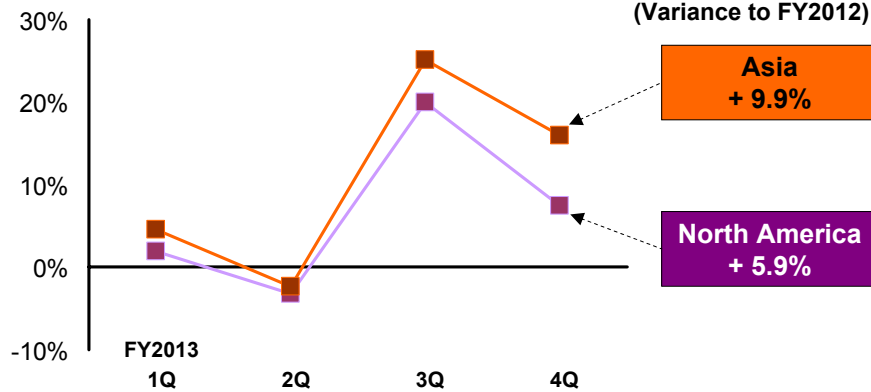
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Sales Growth (Local Currency Basis)



North America, Asia

(Variance to FY2012)

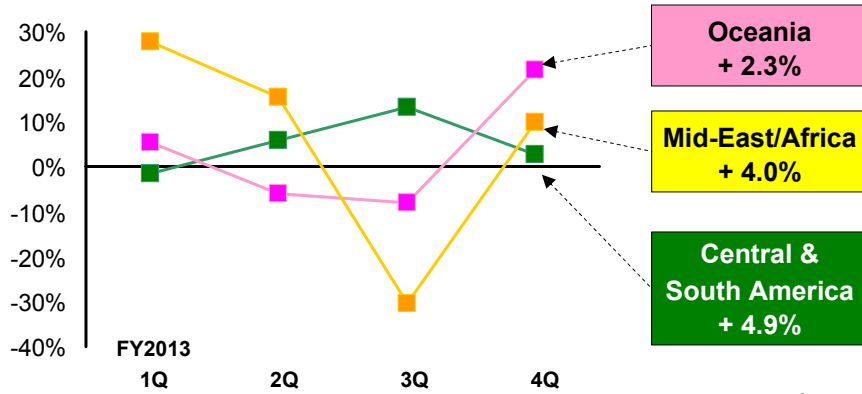


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Sales Growth (Local Currency Basis)



Other Regions
(Central & South America, Oceania, Mid-East/Africa) (Variance to FY2012)



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Lithium-ion Battery Products



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OPE (Outdoor Power Equipment)



Chain Saw



Hedge Trimmer



Power Cutter



Submersible Pump

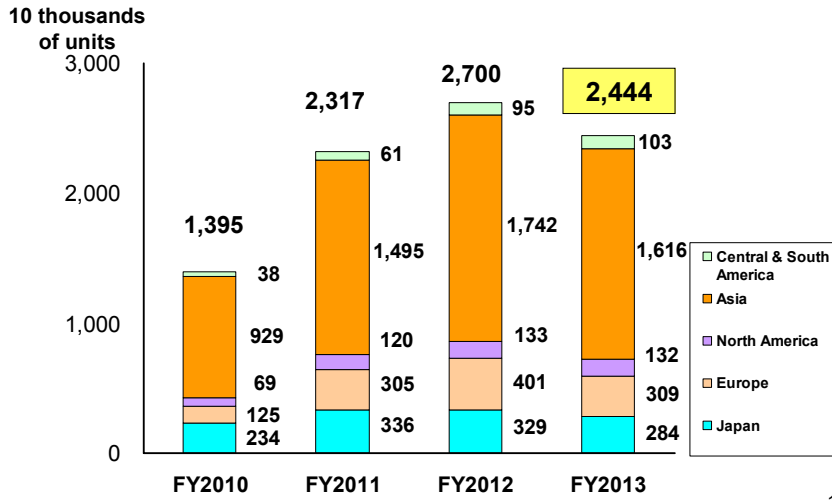
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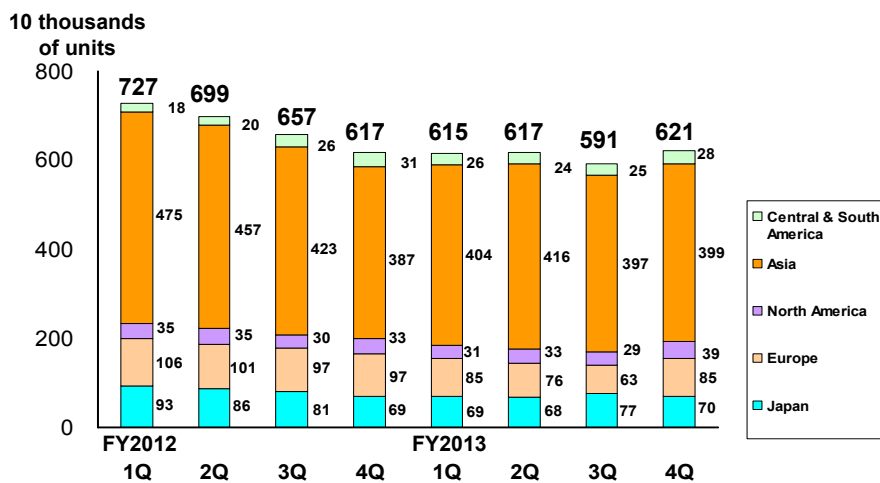
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Production Quantities by Geographic Area



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Quarterly Production Quantities by Geographic Area



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FY2013 Activities



Strengthen Sales Activities and After-sales Services

Central & South America

Panama Branch (Central America, Operating starts in April, 2013)

Belem Branch (Northern Brazil, Operating starts in May, 2013)

Southeast Asia

Sales Subsidiary in Malaysia (Operating starts in May, 2013)

Production Diversity

Thailand Plant

- Production Started in July, 2012
- Reduce Production Lead Time for Southeast Asia



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Inventories



March 31, 2012 ¥129.6 billion

March 31, 2013 ¥139.0 billion

Increase of inventories ¥9.4 billion

Breakdown:

Decrease of actual inventories ¥3.2 billion

Increase by translation into yen ¥12.6 billion

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Cost of Sales, SG & A

Variance to FY2012

Net Sales	¥309.6 billion	+ 4.7%
Cost of Sales	¥194.8 billion	+ 7.9%
Cost of Sales Ratio	62.9%	Up 1.8 points
SG & A Expenses	¥69.4 billion	+ 4.1%
SG & A Expenses Ratio	22.4%	Down 0.1 points

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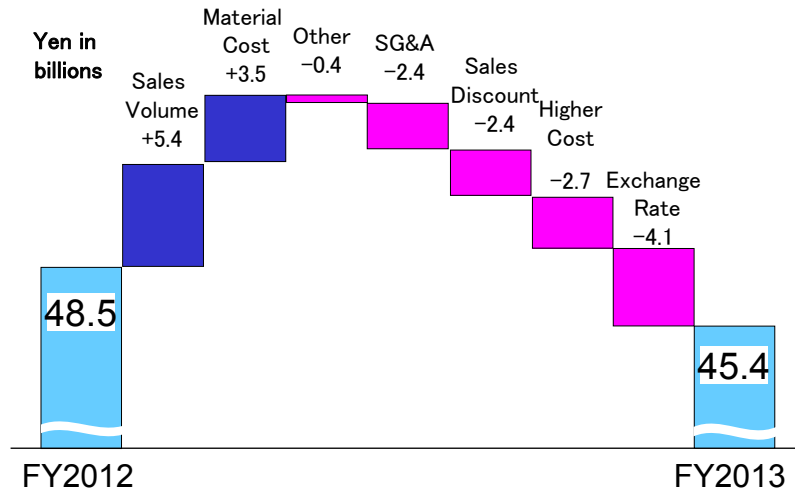


Operating Income

	FY2012	FY2013	Variance
Net Sales	¥295.7 billion	¥309.6 billion	+ 4.7%
Cost of Sales	¥180.5 billion	¥194.8 billion	+ 7.9%
SG&A Expenses	¥66.7 billion	¥69.4 billion	+ 4.1%
Operating Income	¥48.5 billion	¥45.4 billion	- 6.5%
Operating Income Ratio	16.4%	14.7%	Down 1.7 points

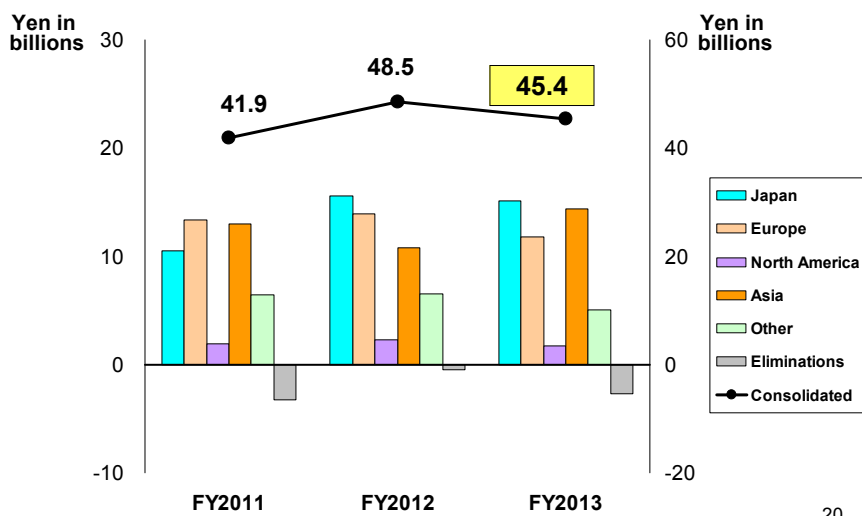
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Analysis of Operating Income



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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**



	FY2012	FY2013	Variance
Other Income (Expenses)	- ¥1.5 billion	+ ¥0.3 billion	+ ¥1.8 billion
Income Before Income Taxes	¥47.0 billion	¥45.7 billion	- 2.7%
Net Income Attributable to Makita Corporation	¥32.5 billion	¥31.1 billion	- 4.4%
EPS	¥236.78	¥228.92	- 3.3%

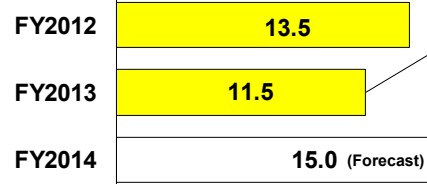
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**Capital Expenditure,
Depreciation, R&D Cost**



Capital Expenditure

(Yen in billions)



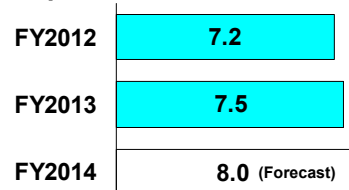
FY2013: ¥11.5 billion

China and Romania Plant equipment and mold
Acquisition of land for construction of sales company
in Australia
Building and machinery equipment in Thailand Plant
Sales company in Belgium and Branch in Osaka

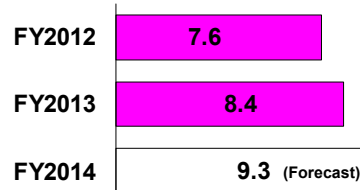
FY2014: ¥15.0 billion (Forecast)

China and Romania Plant equipment and mold
Construction of new building in Australia

Depreciation (Yen in billions)



R&D Cost (Yen in billions)



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FY2014 Sales Forecast



Variance to FY2013

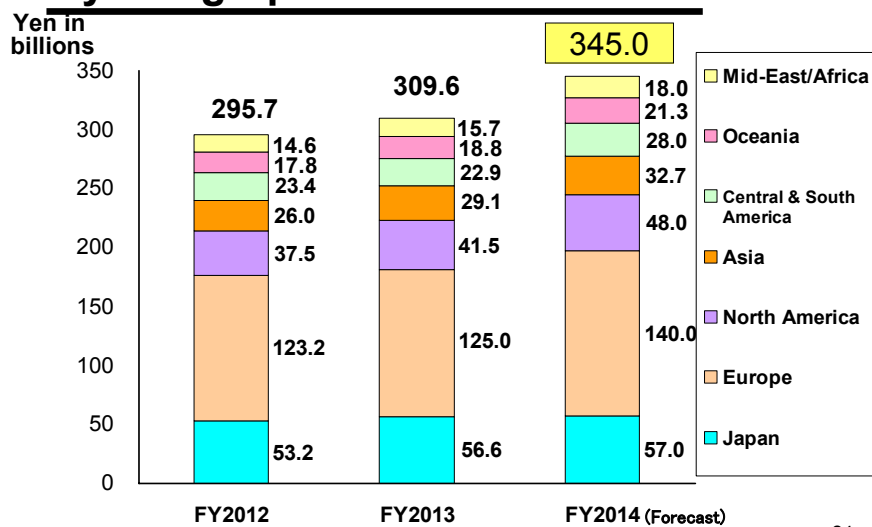
Net Sales	¥345.0 billion	+ 11.4%
Domestic	¥57.0 billion	+ 0.8%
Overseas	¥288.0 billion	+ 13.8%
Overseas sales ratio: 83.5% (FY2013: 81.7%)		

Assumed foreign exchange rates

US\$	Euro	Euro/US\$	RMB
¥95	¥125	1.32	¥15.3

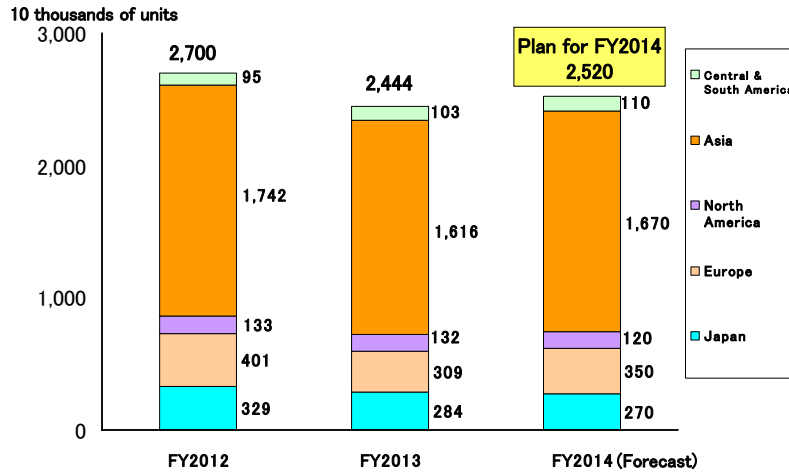
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FY2014 Forecast by Geographic Area



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Production Plan



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FY2014 Performance Forecast



	FY2013	FY2014	Variance
Net Sales	¥309.6 billion	¥345.0 billion	+ 11.4%
Operating Income	¥45.4 billion	¥56.0 billion	+ 23.4%
Income Before Income Taxes	¥45.7 billion	¥57.5 billion	+ 25.8%
Net Income Attributable to Makita Corporation	¥31.1 billion	¥39.0 billion	+ 25.5%
EPS	¥228.92	¥287.30	+ 25.5%

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Cash Dividends

Dividend Policy	Dividend Payout Ratio: 30% or greater	
	FY2013	FY2014 (Forecast)
Net income Attributable to Makita Corporation	¥31.1 billion	¥39.0 billion
Special Factor	-	-
EPS	¥228.92	¥287.30
Annual Cash Dividend Per Share	¥69	(Note)
Interim Dividend	¥15	¥18
Year-end Dividend	¥54	(Note)
Payout Ratio	30.1%	30% or greater

Note: In April 2014, 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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Management System

Adds Another Representative Director

- Can swiftly respond to changes in the global business environment
- Can expand business further

■ **Number of Directors: 12** (including 1 Outside Director)

■ **Number of Audit & Statutory Board members: 4**
(including 3 Outside Audit & Statutory Board members)

■ **Number of Corporate Officers except for Directors: 6**

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<http://www.makita.biz/>

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.