



Makita Corporation

Consolidated Financial Results
for the nine months
ended December 31, 2010
(U.S. GAAP Financial Information)

(English translation of "KESSAN TANSHIN")

originally issued in Japanese)



CONSOLIDATED FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2010 (Unaudited)

January 31, 2011

Makita Corporation

Stock code: 6586

URL: <http://www.makita.co.jp/>

Masahiko Goto, President, Representative Director & CEO

1. Summary operating results of the nine months ended December 31, 2010 (From April 1, 2010 to December 31, 2010)

(1) CONSOLIDATED OPERATING RESULTS

	Yen (millions)			
	For the nine months ended December 31, 2009		For the nine months ended December 31, 2010	
		%		%
Net sales.....	181,794	(23.9)	204,569	12.5
Operating income	23,530	(48.8)	32,828	39.5
Income before income taxes	26,397	(37.5)	32,401	22.7
Net income attributable to Makita Corporation	16,917	(45.6)	23,134	36.8
Yen				
Earning per share (Basic)				
Net income attributable to Makita Corporation common shareholders.....	122.80		167.93	

Notes:

1. Amounts of less than one million yen have been rounded.
2. The table above shows the changes in the percentage ratio of net sales, operating income, income before income taxes, and net income attributable to Makita Corporation against the corresponding period of the previous year.

(2) SELECTED CONSOLIDATED FINANCIAL POSITION

	Yen (millions)	
	As of March 31, 2010	As of December 31, 2010
Total assets.....	349,839	350,749
Total equity	299,673	295,142
Total Makita Corporation shareholders' equity.....	297,207	292,857
Total Makita Corporation shareholders' equity ratio to total assets (%)	85.0%	83.5%
Yen		
Total Makita Corporation shareholders' equity per share.....	2,157.42	2,125.88

2. Dividend Information

	Yen	
	For the year ended March 31, 2010	For the year ending March 31, 2011
Cash dividend per share:		
Interim.....	15.00	15.00
Year-end	37.00	(Note)
Total	52.00	(Note)

Note:

The projected amount of dividends for the year ending March 31, 2011 has not been determined yet. For further details, refer to "Explanation regarding proper use of business forecasts, and other significant matters".



3. Consolidated Financial Performance Forecasts for the year ending March 31, 2011 (From April 1, 2010 to March 31, 2011)

	Yen (millions)	
	For the year ending March 31, 2011	
		%
Net sales.....	267,000	8.6
Operating income	40,800	34.3
Income before income taxes	40,300	20.2
Net income attributable to Makita Corporation.....	28,700	28.9
Earning per share (Basic)	Yen	
Net income attributable to Makita Corporation common shareholders.....	208.34	

Note:

The consolidated financial forecasts announced on October 27, 2010 for the year ending March 31, 2011 have been revised.

4. Others

(Refer to [Qualitative Information and Financial Statements] Section 4 “Other” on page 4.)

- (1) Changes in important subsidiaries during the period (Changes in specified subsidiaries accompanied by changes in scope of consolidation during the quarter): None
- (2) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements: Yes
- (3) Changes in accounting principles, procedures and presentations: None
- (4) Number of shares outstanding (common stock)
 1. Number of shares issued (including treasury stock):

As of December 31, 2010:	140,008,760
As of March 31, 2010:	140,008,760
 2. Number of treasury stock:

As of December 31, 2010:	2,250,600
As of March 31, 2010:	2,248,358
 3. Average number of shares outstanding:

For the nine months ended	
December 31, 2010:	137,759,739
For the nine months ended	
December 31, 2009:	137,762,402

Information regarding quarterly review

This consolidated financial results report is not subject to a quarterly review stipulated under the Financial Instruments and Exchange Act. As of the release date of this document, the quarterly review under the Financial Instruments and Exchange Act has not been completed.

Explanation regarding proper use of business forecasts, and other significant matters

The consolidated financial forecasts for the year ending March 31, 2011 have been revised. Regarding the assumptions for the forecasts and other matters, refer to [Qualitative Information and Financial Statements] Section 3 “Qualitative Information on Consolidated Financial Performance Forecasts” on page 4. The financial forecasts given above are based on information as available at the present time, and include potential risks and uncertainties. As a consequence of the factors above and other, actual results may vary from the forecasts provided above.

Makita's basic policy on the distribution of profits is to maintain a consolidated dividend payout ratio of 30% or greater, with a lower limit on annual cash dividends of 18 yen per share. However, in the event special circumstances arise, computation of the amount of dividends will be based on consolidated net income attributable to Makita Corporation after certain adjustments.

The Board of Directors plans to meet in April 2011 for a report on earnings for the year ending March 31, 2011. At the time, in accordance with the basic policy regarding profit distribution mentioned above, the Board of Directors plans to propose a dividend equivalent to at least 30% of net income attributable to Makita Corporation. The Board of Directors will submit this proposal to the General Meeting of Shareholders scheduled for June 2011.

The consolidated dividend payout ratio is calculated as annual dividends per share divided by consolidated net income attributable to Makita Corporation per share (after adjustments for special circumstances) and multiplied by 100.



[Qualitative Information and Financial Statements]

1. Qualitative Information on Consolidated Operating Results

During the nine months (the “period”) ended December 31, 2010, the business conditions in developed countries generally showed trend of modest recovery. Although no strong economic recovery was seen in Japan and the United States, Germany and other countries in Western Europe showed steady recovery. In Asia, especially in China and other emerging countries, strong economic growth continued. Consequently, the demand for power tools in the global market was also strong mainly in emerging countries.

Consolidated net sales for the period increased by 12.5% to 204,569 million yen compared to the same period of the previous year, supported mainly by the strong demand for power tools in the overseas market, although appreciation of the yen value against major foreign currencies had some negative impact. Operating income increased 39.5% to 32,828 million yen (operating income ratio: 16.0%). This increase was mainly due to the increased sales and the decreased selling, general, administrative and other expenses. Income before income taxes increased by 22.7% to 32,401 million yen (income before income taxes ratio: 15.8%). Net income attributable to Makita Corporation increased by 36.8% to 23,134 million yen (net income attributable to Makita Corporation ratio: 11.3%).

Net sales by region are as follows:

Net sales in Japan increased by 8.3% to 33,423 million yen compared to the same period of the previous year mainly supported by strong sales of new products of lithium-ion battery products and pneumatic tools.

Net sales in Europe increased by 7.8% to 86,479 million yen due to the steady demand in Germany, U.K. and other countries in Western Europe and the market recovery in Eastern Europe and Russia.

Net sales in North America increased by 7.3% to 28,773 million yen supported by strong sales in the Christmas season, although the market condition remained severe.

Net sales in Asia increased by 37.7% to 17,753 million yen supported by the demand recovery in Southeast Asian countries.

Net sales in other regions grew strongly mainly due to economic recovery resulting from the increased natural resource prices. Net sales in Central and South America increased by 28.3% to 15,171 million yen; sales in Oceania increased by 19.1% to 11,969 million yen; and sales in the Middle East and Africa increased by 20.6% to 11,001 million yen.

2. Qualitative Information on Consolidated Financial Position

Total assets as of December 31, 2010 increased by 910 million yen to 350,749 million yen compared to the balance as of March 31, 2010. This increase was mainly due to the increase in inventories resulting from the increased production.

Total liabilities as of December 31, 2010 increased by 5,441 million yen to 55,607 million yen compared to the balance as of March 31, 2010. This increase was mainly due to the increases in trade notes and accounts payable.

Total equity as of December 31, 2010 decreased by 4,531 million yen to 295,142 million yen compared to the balance as of March 31, 2010. This decrease was mainly attributable to the increase in accumulated other comprehensive loss due to a change in foreign currency translation adjustment because of the stronger yen against other currencies compared with that as of March 31, 2010.



3. Qualitative Information on Consolidated Financial Performance Forecasts

Both net sales and profits are expected to exceed the forecasts announced on October 27, 2010, supported by the recovery of the demand for power tools mainly in overseas markets and the resulting increase in the operating rate of our production sites.

Revised Forecasts for consolidated performance during the fiscal 2011 (From April 1, 2010 to March 31, 2011)

	Yen (millions)				Yen
	Net sales	Operating income	Income before income taxes	Net income attributable to Makita Corporation	Earning per share (Basic) Net income attributable to Makita Corporation common shareholders
Outlook announced previously (A).....	255,000	36,000	35,500	25,000	181.48
Revised forecasts (B).....	267,000	40,800	40,300	28,700	208.34
Changes (B-A).....	12,000	4,800	4,800	3,700	—
Percentage revision.....	4.7%	13.3%	13.5%	14.8%	—
Actual results for the previous year ended March 31, 2010	245,823	30,390	33,518	22,258	161.57

The above forecasts are based on the assumption of exchange rates of 83 yen to the U.S. dollar and 110 yen to the euro for the three months period ending March 31, 2011.

The above forecasts are based on information as available at the present time, and include potential risks and uncertainties. As a consequence of the factors above and other, actual results may vary from the forecasts provided above.

4. Others

- (1) Changes in important subsidiaries during the period (Changes in specified subsidiaries accompanied by changes in scope of consolidation during the quarter): None
- (2) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements:
 With regard to the income tax expenses, Makita Corporation computes interim income tax expense by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes for the reporting period.
- (3) Changes in accounting principles, procedures and presentations: None



5. Consolidated Financial Statements (Unaudited)

(1) Consolidated Balance Sheets

	Yen (millions)			
	As of March 31, 2010		As of December 31, 2010	
		Composition ratio		Composition ratio
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents.....	62,290		59,257	
Time deposits.....	8,383		11,862	
Short-term investments.....	33,639		31,921	
Trade receivables-				
Notes.....	2,214		2,316	
Accounts.....	43,680		42,061	
Less- Allowance for doubtful receivables.....	(1,010)		(801)	
Inventories.....	88,811		93,457	
Deferred income taxes.....	6,434		6,047	
Prepaid expenses and other current assets.....	9,356		9,313	
Total current assets.....	<u>253,797</u>	72.6%	<u>255,433</u>	72.8%
PROPERTY, PLANT AND EQUIPMENT, at cost:				
Land.....	19,050		19,826	
Buildings and improvements.....	70,668		68,542	
Machinery and equipment.....	74,652		72,222	
Construction in progress.....	2,257		3,258	
	166,627		163,848	
Less- Accumulated depreciation.....	<u>(93,427)</u>		<u>(92,856)</u>	
Total net property, plant and equipment.....	<u>73,200</u>	20.9%	<u>70,992</u>	20.2%
INVESTMENTS AND OTHER ASSETS:				
Investments.....	15,166		16,147	
Goodwill.....	721		721	
Other intangible assets, net.....	4,664		4,583	
Deferred income taxes.....	1,611		1,442	
Other assets.....	680		1,431	
Total investments and other assets.....	<u>22,842</u>	6.5%	<u>24,324</u>	7.0%
Total assets.....	<u>349,839</u>	<u>100.0%</u>	<u>350,749</u>	<u>100.0%</u>



	Yen (millions)			
	As of March 31, 2010		As of December 31, 2010	
		Composition ratio		Composition ratio
LIABILITIES				
CURRENT LIABILITIES:				
Short-term borrowings	385		90	
Trade notes and accounts payable	18,359		22,473	
Other payables	5,089		5,078	
Accrued expenses	4,694		5,831	
Accrued payroll	6,835		5,482	
Income taxes payable	1,722		3,504	
Deferred income taxes	40		42	
Other current liabilities	5,337		6,508	
Total current liabilities	<u>42,461</u>	12.1%	<u>49,008</u>	14.0%
LONG-TERM LIABILITIES:				
Long-term indebtedness	544		540	
Accrued retirement and termination benefits	3,778		2,880	
Deferred income taxes	677		675	
Other liabilities	2,706		2,504	
Total long-term liabilities	<u>7,705</u>	2.2%	<u>6,599</u>	1.9%
Total liabilities	<u>50,166</u>	14.3%	<u>55,607</u>	15.9%
EQUITY				
MAKITA CORPORATION SHAREHOLDERS'				
EQUITY:				
Common stock	23,805		23,805	
Additional paid-in capital	45,420		45,420	
Legal reserve	5,669		5,669	
Retained earnings	270,790		286,761	
Accumulated other comprehensive income (loss)	(42,032)		(62,347)	
Treasury stock, at cost	(6,445)		(6,451)	
Total Makita Corporation shareholders' equity	<u>297,207</u>	85.0%	<u>292,857</u>	83.5%
NONCONTROLLING INTEREST	2,466	0.7%	2,285	0.6%
Total equity	<u>299,673</u>	85.7%	<u>295,142</u>	84.1%
Total liabilities and equity	<u>349,839</u>	100.0%	<u>350,749</u>	100.0%
SHARES				
	As of March 31, 2010		As of December 31, 2010	
Total number of shares authorized	496,000,000		496,000,000	
Number of shares issued	140,008,760		140,008,760	
Number of shares issued (excluding treasury stock)	137,760,402		137,758,160	
Number of treasury stock	2,248,358		2,250,600	



(2) Consolidated Statements of Income

	Yen (millions)			
	For the nine months ended December 31, 2009		For the nine months ended December 31, 2010	
	Composition ratio		Composition ratio	
NET SALES	181,794	100.0%	204,569	100.0%
Cost of sales	110,662	60.9%	125,936	61.6%
GROSS PROFIT.....	71,132	39.1%	78,633	38.4%
Selling, general, administrative and other expenses.....	47,602	26.2%	45,805	22.4%
OPERATING INCOME	23,530	12.9%	32,828	16.0%
OTHER INCOME (EXPENSES):				
Interest and dividend income	671		1,019	
Interest expense.....	(62)		(26)	
Exchange gains (losses) on foreign currency transactions, net	2,110		(1,405)	
Realized gains (losses) on securities, net	148		(15)	
Total	2,867	1.6%	(427)	(0.2)%
INCOME BEFORE INCOME TAXES	26,397	14.5%	32,401	15.8%
PROVISION FOR INCOME TAXES:				
Current.....	7,235		8,161	
Deferred.....	2,012		805	
Total	9,247	5.1%	8,966	4.3%
NET INCOME.....	17,150	9.4%	23,435	11.5%
Less: Net income attributable to the noncontrolling interest	(233)	(0.1)%	(301)	(0.2)%
NET INCOME ATTRIBUTABLE TO MAKITA CORPORATION	16,917	9.3%	23,134	11.3%



(3) Consolidated Statements of Changes in Equity & Comprehensive Income (Loss)

Yen (millions)

For the nine months ended December 31, 2009											
	Makita Corporation shareholders' equity						Non-controlling interest	Total	Comprehensive income (loss)		
	Common stock	Additional paid-in capital	Legal reserve	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock			Net income attributable to Makita Corporation	Net income attributable to the non-controlling interest	Total
Beginning balance	23,805	45,420	5,669	257,487	(42,461)	(6,435)	2,261	285,746			
Purchases and disposal of treasury stock, net						(6)		(6)			
Cash dividends				(8,955)			(197)	(9,152)			
Capital transactions and other Comprehensive income (loss)							181	181			
Net income				16,917			233	17,150	16,917	233	17,150
Foreign currency translation adjustment					(377)		43	(334)	(377)	43	(334)
Unrealized holding gains (losses) on available-for-sale securities					1,607			1,607	1,607		1,607
Pension liability adjustment					(12)			(12)	(12)		(12)
Total comprehensive income (loss)									18,135	276	18,411
Ending balance	23,805	45,420	5,669	265,449	(41,243)	(6,441)	2,521	295,180			

Yen (millions)

For the nine months ended December 31, 2010											
	Makita Corporation shareholders' equity						Non-controlling interest	Total	Comprehensive income (loss)		
	Common stock	Additional paid-in capital	Legal reserve	Retained earnings	Accumulated other comprehensive income (loss)	Treasury stock			Net income attributable to Makita Corporation	Net income attributable to the non-controlling interest	Total
Beginning balance	23,805	45,420	5,669	270,790	(42,032)	(6,445)	2,466	299,673			
Purchases and disposal of treasury stock, net						(6)		(6)			
Cash dividends				(7,163)			(136)	(7,299)			
Comprehensive income (loss)											
Net income				23,134			301	23,435	23,134	301	23,435
Foreign currency translation adjustment					(19,551)		(346)	(19,897)	(19,551)	(346)	(19,897)
Unrealized holding gains (losses) on available-for-sale securities					(817)			(817)	(817)		(817)
Pension liability adjustment					53			53	53		53
Total comprehensive income (loss)									2,819	(45)	2,774
Ending balance	23,805	45,420	5,669	286,761	(62,347)	(6,451)	2,285	295,142			



(4) Condensed Consolidated Statements of Cash Flows

	Yen (millions)	
	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010
Net cash provided by operating activities	46,950	21,777
Net cash used in investing activities	(14,721)	(12,926)
Net cash used in financing activities	(9,109)	(7,622)
Effect of exchange rate changes on cash and cash equivalents	(2,260)	(4,262)
Net change in cash and cash equivalents	20,860	(3,033)
Cash and cash equivalents, beginning of period	34,215	62,290
Cash and cash equivalents, end of period	55,075	59,257

(5) Notes on the preconditions for a going concern: None

(6) Condensed Operating Segment Information

	Yen (millions)							
	For the nine months ended December 31, 2009							
	Japan	Europe	North America	Asia	Other	Total	Corporate and eliminations	Consolidated
Sales:								
(1) External customers	39,659	80,535	26,785	6,619	28,196	181,794	-	181,794
(2) Inter-segment	22,698	2,035	1,314	39,797	56	65,900	(65,900)	-
Total	62,357	82,570	28,099	46,416	28,252	247,694	(65,900)	181,794
Operating expenses	63,586	72,637	27,787	40,099	26,300	230,409	(72,145)	158,264
Operating income (loss)	(1,229)	9,933	312	6,317	1,952	17,285	6,245	23,530

	Yen (millions)							
	For the nine months ended December 31, 2010							
	Japan	Europe	North America	Asia	Other	Total	Corporate and eliminations	Consolidated
Sales:								
(1) External customers	45,880	86,176	28,978	9,556	33,979	204,569	-	204,569
(2) Inter-segment	36,204	2,393	2,164	70,991	72	111,824	(111,824)	-
Total	82,084	88,569	31,142	80,547	34,051	316,393	(111,824)	204,569
Operating expenses	75,470	77,485	29,378	70,844	28,601	281,778	(110,037)	171,741
Operating income (loss)	6,614	11,084	1,764	9,703	5,450	34,615	(1,787)	32,828

(7) Note in case there is any significant change in the shareholders' equity: None



SUPPORT DOCUMENTATION (CONSOLIDATED)

1. Consolidated Financial Results and Forecasts

	Yen (millions)			
	For the nine months ended December 31, 2009		For the nine months ended December 31, 2010	
		(%)		(%)
Net sales.....	181,794	(23.9)	204,569	12.5
Domestic	30,875	(12.3)	33,423	8.3
Overseas	150,919	(25.9)	171,146	13.4
Operating income	23,530	(48.8)	32,828	39.5
Income before income taxes	26,397	(37.5)	32,401	22.7
Net income attributable to Makita Corporation	16,917	(45.6)	23,134	36.8
Earning per share (Basic)				
Net income attributable to Makita Corporation common shareholders (Yen).....	122.80		167.93	
Number of Employees	10,012		11,595	

	Yen (millions)					
	For the year ended March 31, 2010		For the six months ended September 30, 2010		For the year ending March 31, 2011 (Forecasts)	
		(%)		(%)		(%)
Net sales.....	245,823	(16.4)	133,807	12.7	267,000	8.6
Domestic	42,697	(7.6)	22,182	6.5	45,000	5.4
Overseas	203,126	(18.0)	111,625	14.1	222,000	9.3
Operating income	30,390	(39.3)	21,843	46.9	40,800	34.3
Income before income taxes	33,518	(24.6)	21,751	25.9	40,300	20.2
Net income attributable to Makita Corporation	22,258	(33.1)	15,122	42.4	28,700	28.9
Earning per share (Basic)						
Net income attributable to Makita Corporation common shareholders (Yen).....	161.57		109.77		208.34	
Number of Employees	10,328		11,368		-	

Notes:

1. The table above shows the changes in the percentage ratio of Net sales, Operating income, Income before income taxes, and Net income attributable to Makita Corporation against the corresponding period of the previous year.
2. Please refer to page 4 for the qualitative information on consolidated financial forecasts for fiscal year 2011.



2. Consolidated Net Sales by Region

	Yen (millions)							
	For the nine months ended December 31, 2009		For the nine months ended December 31, 2010		For the year ended March 31, 2010		For the six months ended September 30, 2010	
		(%)		(%)		(%)		(%)
Japan.....	30,875	(12.3)	33,423	8.3	42,697	(7.6)	22,182	6.5
Europe.....	80,208	(28.6)	86,479	7.8	109,106	(20.4)	57,028	10.4
North America.....	26,823	(22.8)	28,773	7.3	34,509	(18.4)	18,472	3.8
Asia.....	12,895	(28.0)	17,753	37.7	18,373	(16.5)	11,388	32.1
Other regions.....	30,993	(20.2)	38,141	23.1	41,138	(11.4)	24,737	25.0
Central and South America.....	11,821	(16.7)	15,171	28.3	15,228	(9.0)	9,622	30.1
Oceania.....	10,048	(9.6)	11,969	19.1	13,116	(0.7)	7,888	20.7
The Middle East and Africa.....	9,124	(32.6)	11,001	20.6	12,794	(22.3)	7,227	23.4
Total.....	181,794	(23.9)	204,569	12.5	245,823	(16.4)	133,807	12.7

Note: The table above sets forth Makita's consolidated net sales by region based on the customer's location for the periods presented. Accordingly, it differs from operating segment information on page 9. The table above shows the changes in the percentage ratio of Net sales against the corresponding period of the previous year.

3. Exchange Rates

	Yen				
	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010	For the year ended March 31, 2010	For the six months ended September 30, 2010	For the year ending March 31, 2011 (Forecasts)
Yen/U.S. Dollar.....	93.61	86.84	92.89	88.89	86
Yen/Euro.....	133.03	113.27	131.18	113.80	113

4. Production Ratio (unit basis)

	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010	For the year ended March 31, 2010	For the six months ended September 30, 2010
	Composition ratio	Composition ratio	Composition ratio	Composition ratio
Domestic.....	17.2%	15.1%	16.8%	15.3%
Overseas.....	82.8%	84.9%	83.2%	84.7%

Note: The above composition ratio of domestic and overseas of "For the six months ended September 30, 2010" is revised. They were announced on October 29, 2010, respectively 16.1% and 83.9%.

5. Consolidated Capital Expenditures, Depreciation and Amortization, and R&D cost

	Yen (millions)				
	For the nine months ended December 31, 2009	For the nine months ended December 31, 2010	For the year ended March 31, 2010	For the six months ended September 30, 2010	For the year ending March 31, 2011 (Forecasts)
Capital expenditures.....	9,182	7,769	10,837	4,855	10,000
Depreciation and amortization.....	6,183	5,615	8,308	3,636	8,000
R&D cost.....	5,070	5,425	6,782	3,549	7,300