

# Makita Corporation

Consolidated Financial Results for the three months ended June 30, 2018 (IFRS Financial Information)

(English translation of "KESSAN TANSHIN" originally issued in Japanese)



# **CONSOLIDATED FINANCIAL RESULTS FOR THE THREE MONTHS ENDED JUNE 30, 2018 (Unaudited)**

July 31, 2018

# **Makita Corporation**

Stock code: 6586

URL: https://www.makita.co.jp/

Munetoshi Goto, President, Representative Director

# 1. Summary operating results of the three months ended June 30, 2018 (From April 1, 2018 to June 30, 2018)

## (1) CONSOLIDATED OPERATING RESULTS

	Yen (millions)				
	For the three m	onths ended	For the three months ende		
	June 30,	2017	June 30	, 2018	
		(%)		(%)	
Revenue	113,064	-	122,638	8.5	
Operating profit	18,084	-	21,029	16.3	
Profit before income taxes	18,751	-	22,285	18.8	
Profit	13,179		15,684	19.0	
Profit attributable to owners of the parent	13,037	-	15,550	19.3	
Comprehensive income	21,922	-	6,897	(68.5)	
_		Ye	en		
Profit attributable to					
Owners of the parent per share					
(Basic)	48.03		57.28		
(Diluted)	48.02		57.28		

#### Notes:

- 1. Amounts of less than one million yen have been rounded.
- 2. The table above shows the changes in the percentage ratio of revenue, operating profit, profit before income taxes and profit attributable to owners of the parent, and comprehensive income against the corresponding period of the previous year.

## (2) SELECTED CONSOLIDATED FINANCIAL POSITION

	Yen (millions)			
_	As of March 31, 2018	As of June 30, 2018		
Total assets	654,841	635,615		
Total equity	558,439	551,501		
Equity attributable to owners of the parent	554,046	547,024		
Total Makita Corporation shareholders' equity				
ratio to total assets (%)	84.6%	86.1%		

## 2. Dividend Information

	Ye	en
	For the year ended March 31, 2018	For the year ending March 31, 2019 (Forecast)
Cash dividend per share:		
Interim	10.00	10.00
Year-end	51.00	(Note)
Total	61.00	(Note)

# Notes:

- 1. The forecast for cash dividend announced on April 26, 2018 has not been revised.
- 2. The projected amount of dividends for the year ending March 31, 2019 has not been determined yet. For further details, refer to "Explanation regarding proper use of business forecast, and other significant matters" on page 2.



3. Consolidated Financial Performance Forecast for the year ending March 31, 2019 (From April 1, 2018 to March 31, 2019)

	Yen (millions) For the year ending March 31, 2019		
	_	(%)	
Revenue	490,000	2.7	
Operating profit	78,500	(2.2)	
Profit before income taxes	78,700	(1.5)	
Profit attributable to owners of the parent	54,800	(0.3)	
	Yei	1	
Profit attributable to	_	_	
Owners of the parent per share	201.87		

#### Notes:

- 1. The consolidated financial forecast for the year ending March 31, 2019 has not been revised.
- 2. The table above shows the changes in the percentage ratio of revenue, operating profit, profit before income taxes and profit attributable to owners of the parent against the previous year.

#### 4. Other

- (1) Changes in important subsidiaries during the period (Changes in specified subsidiaries accompanied by changes in scope of consolidation during the quarter): None
- (2) Changes in accounting policies and accounting estimates:
  - 1. Changes in accounting policies required by IFRS: None
  - 2. Changes in accounting policies other than 1.: None
  - 3. Changes in accounting estimate: None
- (3) Number of shares outstanding (common stock)

1. Number of shares issued (including treasury stock):	As of June 30, 2018:	280,017,520
	As of March 31, 2018:	280,017,520
2. Number of treasury stock:	As of June 30, 2018:	8,549,648
	As of March 31, 2018:	8,549,592
3. Average number of shares outstanding:	For the three months ended	
	June 30, 2018:	271,467,893
	For the three months ended	
	June 30, 2017:	271,460,148

This consolidated financial report is not subject to audit procedures by certified public accountants or an auditing firm.

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

- Makita has adopted International Financial Reporting Standards (IFRS) in its consolidated financial statements from the year ending March 31, 2019. Furthermore, the Company has presented financial figures for the three-month period ended June 30, 2017 and the year ended March 31, 2018 in accordance with IFRS.
- 2. The financial forecast given above is based on information as available at the present time, and includes potential risks and uncertainties. As a consequence of the factors above and other, actual results may vary from the forecasts provided above. Regarding the assumptions for the forecasts and other matters, refer to [Qualitative Information and Financial Performance Statements] Section 3 "Explanation of Information Relevant to Forecast such as Consolidated Financial Performance Forecast" on page 3.
- 3. 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 10 yen per share. However, in the event special circumstances arise, computation of the amount of dividends will be based on profit attributable to owners of the parent after certain adjustments.

The Board of Directors plans to meet in April 2019 for a report on earnings for the year ending March 31, 2019. 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 2019.

The consolidated dividend payout ratio is calculated as annual dividends per share divided by consolidated profit attributable to owners of the parent per share (after adjustments for special circumstances) and multiplied by 100.



## [Qualitative Information and Financial Statements]

#### 1. Explanation of Consolidated Operating Results

We have adopted International Financial Reporting Standards (hereinafter "IFRS") instead of accounting principles generally accepted in the United States of America (hereinafter "U.S. GAAP") from the beginning of the fiscal year ending March 31, 2018. In addition, financial figures for the three months ended June 30, 2017 and the year ended March 31, 2017, which were prepared in accordance with U.S.GAAP in the reporting of those previous periods, are also reclassified in accordance with IFRS and used in the comparative analysis.

Looking at the global economic situation during the first three-month (the "period") ended June 30, 2018, the economy gradually expanded, supported by a strong employment and income situation and robust business performance in developed countries, principally the U.S., although there were rising uncertainties, such as a decline in emerging-market currencies caused by a rise in U.S. interest rates, the escalation of a trade dispute between the U.S. and China, and growing political tension among EU members over the refugee and immigration issue.

Our consolidated revenue for this period increased by 8.5% to 122,638 million yen compared to the same period of the previous year due to robust sales at home and abroad. Operating profit increased by 16.3% to 21,029 million yen (operating profit ratio: 17.1%) owing to an improvement in the cost-of-sales ratio due to the impact of the exchange rate. Profit before income taxes increased by 18.8% to 22,285 million yen (profit before income taxes ratio: 18.2%) and profit attributable to owners of the parent increased by 19.3% to 15,550 million yen (ratio of profit attributable to owners of the parent: 12.7%).

Revenue results by region were as follows:

Revenue in Japan increased by 10.0% to 21,475 million yen compared to the same period of the previous year. This was due to the continuation of steady sales of power tools and gardening equipment, particularly lithium-ion battery products.

Revenue in Europe increased by 14.1% to 55,172 million yen, supported by solid demand for power tools in almost all areas and steady sales of gardening equipment, mainly rechargeable products.

Revenue in North America increased by 1.3% to 17,165 million yen due to solid sales through other sales routes and in Canada, despite poor shipments to home improvement centers in the U.S.

Revenue in Asia decreased by 6.7% to 10,163 million yen. This was due to sluggish sales in Vietnam, despite steady sales in China.

Revenue in Central and South America increased by 3.7% to 6,701 million yen, due to robust sales in almost all countries amid concerns over negative impacts from the depreciation of each country's currency.

Revenue in Oceania increased by 8.3% to 7,921 million yen, supported by continued steady sales, mainly driven by lithium-ion battery products.

Revenue in the Middle East and Africa increased by 12.2% to 4,041 million yen. This was because of large shipments to local distributors, despite poor sales amid political and economic turmoil in the Middle East.

## 2. Explanation of Consolidated Financial Position

Total assets as of June 30, 2018 decreased by 19,226 million yen to 635,615 million yen compared to the balance as of March 31, 2018. The decrease was mainly due to the decrease in "Cash and cash equivalents" and "Other financial assets".

Total liabilities decreased by 12,288 million yen to 84,114 million yen compared to the balance as of March 31, 2018. This decrease was mainly due to the decrease in "Income taxes payable".

Total equity decreased by 6,938 million yen to 551,501 million yen compared to the balance as of March 31, 2018. The decrease was mainly due to the inclusion of changes in foreign currency translation adjustment in other components of equity.

## 3. Explanation of Information Relevant to Forecast such as Consolidated Financial Performance Forecast

Makita has not revised the forecast of its consolidated financial performance for the year ending March 31, 2019 announced on April 26, 2018.



# 4. Condensed Consolidated Financial Statements (Unaudited)

# (1) Condensed Consolidated Balance Sheets

	Yen (millions)					
	As of April 1	, 2017	As of March 31, 2018		As of June 30, 2018	
	Composition ratio		Compos	sition ratio	Compos	sition ratio
ASSETS						
CURRENT ASSETS:						
Cash and cash equivalents	142,181		147,320		140,512	
Trade receivables and other receivables	67,262		78,988		73,798	
Inventories	167,523		196,454		201,092	
Other financial assets	50,112		48,037		35,631	
Prepaid expenses and other current assets	6,682		8,663		10,421	
Total current assets	433,760	72.3%	479,462	73.2%	461,454	72.6%
NON-CURRENT ASSETS:						
Property, plant and equipment, at cost	95,488		100,813		103,895	
Goodwill and intangible assets	6,637		6,991		7,090	
Other financial assets	43,339		45,121		41,532	
Net defined benefit asset	8,382		9,729		9,671	
Deferred income taxes	9,169		10,049		9,329	
Other non-current assets	2,778		2,676		2,644	
Total non-current assets	165,793	27.7%	175,379	26.8%	174,161	27.4%
Total assets	599,553	100.0%	654,841	100.0%	635,615	100.0%



_	Yen (millions)					
	As of April 1	, 2017	As of March 31, 2018		As of June 30, 2018	
	Compos	ition ratio	Compos	sition ratio	Compos	sition ratio
LIABILITIES AND EQUITY						
LIABILITIES						
CURRENT LIABILITIES:						
Trade payables and other payables	33,460		35,024		32,054	
Borrowings	6,564		3,361		2,546	
Other financial liabilities	284		429		158	
Income taxes payable	7,264		10,071		4,744	
Provisions	3,412		2,928		3,016	
Other liabilities	24,899		29,294		27,317	
Total current liabilities	75,883	12.7%	81,107	12.4%	69,835	11.0%
NON-CURRENT LIABILITIES:						
Retirement benefit liabilities	3,161		3,206		3,142	
Other financial liabilities	18		133		125	
Provisions	1,440		1,352		1,262	
Deferred income taxes	10,738		10,388		9,537	
Other non-current liabilities	234		216		213	
Total non-current liabilities	15,591	2.6%	15,295	2.3%	14,279	2.2%
Total liabilities	91,474	15.3%	96,402	14.7%	84,114	13.2%
EQUITY						
Common stock	23,805		23,805		23,805	
Additional paid-in capital	45,501		45,531		45,541	
Retained earnings	427,999		469,232		471,225	
Treasury stock, at cost	(11,623)		(11,617)		(11,617)	
Other components of equity	18,557		27,095		18,070	
Total equity attributable to owners of the parent	504,239	84.1%	554,046	84.6%	547,024	86.1%
NON-CONTROLLING INTEREST	3,840	0.6%	4,393	0.7%	4,477	0.7%
Total equity	508,079	84.7%	558,439	85.3%	551,501	86.8%
Total liabilities and equity	599,553	100.0%	654,841	100.0%	635,615	100.0%



# (2) Condensed Consolidated Statements of Income and Consolidated Statements of Comprehensive Income Condensed Consolidated Statements of Income

	Yen (1	millions)
	For the three months ended June 30, 2017	For the three months ended June 30, 2018
	Composition ratio	Composition ratio
Revenue	113,064 100.0%	122,638 100.0%
Cost of sales	(72,226) (63.9%)	(76,736) (62.6%)
Gross profit	40,838 36.1%	45,902 37.4%
Selling, general, administrative and others, net	(22,754) (20.1%)	(24,873) (20.3%)
Operating profit	18,084 16.0%	21,029 17.1%
Financial income	994	1,272
Financial expenses	(327)	(16)
Profit before income taxes	18,751 16.6%	22,285 18.2%
Income tax expenses	(5,572)	(6,601)
Profit	13,179 11.7%	15,684 12.8%
rofit attributable to:		
Owners of the parent	13,037 11.6%	15,550 12.7%
Non-controlling interests	142 0.1%	134 0.1%

**Condensed Consolidated Statements of Comprehensive Income** 

_	Yen (millions)			
	For the three months ended June 30, 2017	For the three months ended June 30, 2018		
PROFIT	13,179	15,684		
OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX				
tems that will not be reclassified to loss				
Equity financial goods measured at fair value through other comprehensive loss	(399)	(2,053)		
Total of items that will not be reclassified to loss	(399)	(2,053)		
tems that may be reclassified to profit or loss				
Exchange differences on translating foreign operations	9,142	(6,734)		
Total of items that may be reclassified to profit (loss)	9,142	(6,734)		
Total other comprehensive income (loss), net of tax	8,743	(8,787)		
COMPREHENSIVE INCOME	21,922	6,897		
Comprehensive income attributable to:				
Owners of the parent	21,566	6,813		
Non-controlling interests	356	84		



# (3) Condensed Consolidated Statement of Changes in Equity

				Yen (mil	lions)			
		For the three months ended June 30, 2017						
		Equity :	attributable to o	wners of the pa	arent			
	Common stock	Additional paid-in capital	Retained earnings	Treasury stock	Other components of equity	Total	Non- Controlling interest	Total equity
Balance at April 1, 2017	23,805	45,501	427,999	(11,623)	18,557	504,239	3,840	508,079
Profit for the period			13,037	(**,***)		13,037	142	13,179
Other comprehensive income					8,529	8,529	214	8,743
Comprehensive income			13,037		8,529	21,566	356	21,922
Dividends paid			(11,130)			(11,130)		(11,130)
Purchase of treasury stock				(3)		(3)		(3)
Share-based payment transaction		12				12		12
Total amounts of transactions with owners		12	(11,130)	(3)		(11,121)		(11,121)
Balance at June 30, 2017	23,805	45,513	429,906	(11,626)	27,086	514,684	4,196	518,880

-		Yen (millions)						
		For the three months ended June 30, 2018						
		Equity :	attributable to o	wners of the pa	arent			
	Common stock	Additional paid-in capital	Retained earnings	Treasury stock	Other components of equity	Total	Non- Controlling interest	Total equity
Balance at April 1, 2018	23,805	45,531	469,232	(11,617)	27,095	554,046	4,393	558,439
Profit for the period			15,550			15,550	134	15,684
Other comprehensive income					(8,737)	(8,737)	(50)	(8,787)
Comprehensive income			15,550		(8,737)	6,813	84	6,897
Dividends paid			(13,845)			(13,845)		(13,845)
Purchase of treasury stock				(0)		(0)		(0)
Disposal of treasury stock		0		0		0		0
Share-based payment transaction		10				10		10
Transfer from other components of equity to retained earnings			288		(288)			
Total amounts of transactions with owners		10	(13,557)	(0)	(288)	(13,835)		(13,835)
Balance at June 30, 2018	23,805	45,541	471,225	(11,617)	18,070	547,024	4,477	551,501



# (4) Condensed Consolidated Statements of Cash Flows

(4) Condensed Consolidated Statements of Cash Flows	Yen (millions)		
	For the three months	For the three months	
CASH FLOWS FROM OPERATING ACTIVITIES:	ended June 30, 2017	ended June 30, 2018	
Profit	13,179	15,684	
Depreciation and amortization	2,531	2,769	
Income tax expenses	5,572	6,601	
Financial income and expenses.	(667)	(1,257)	
Loss (gain) on sales and retirement of property, plant and equipment	26	(19)	
Decrease (increase) in trade receivables and other receivables	(1,593)	4,364	
Increase in inventories	(5,882)	(8,199)	
Decrease in trade payables and other payables	(1,418)	(5,416)	
Increase in retirement benefit assets and liabilities	15	44	
Other	(400)	(2,804)	
	11,363	11,767	
Subtotal	<del></del>	· · · · · · · · · · · · · · · · · · ·	
Dividends received	231	346	
Interest received	650	573	
Interest paid	(23)	(16)	
Income taxes paid	(8,953)	(10,777)	
Cash flows from operating activities	3,268	1,893	
CASH FLOWS FROM INVESTING ACTIVITIES:			
Purchase of non-current assets	(3,927)	(7,171)	
Proceeds from sales of non-current assets	24	346	
Purchase of investments	(741)	(10,265)	
Proceeds from sales and redemption of investments		896	
Payments into time deposits	(7,910)	(3,026)	
Proceeds from withdrawal of time deposits	7,712	24,294	
Other	34	(264)	
Cash flows from investing activities	(3,897)	4,810	
CASH FLOWS FROM FINANCING ACTIVITIES:			
Net increase (decrease) in short-term borrowings	378	(774)	
Purchase and sales of treasury stock, net	(2)	(0)	
Cash dividends paid	(11,130)	(13,845)	
Other	785	920	
Cash flows from financing activities	(9,969)	(13,699)	
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	1,592	188	
NET CHANGE IN CASH AND CASH EQUIVALENTS	(9,006)	(6,808)	
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD	(9,000) 142,181	147,320	
	133,175	140,512	
CASH AND CASH EQUIVALENTS, END OF PERIOD	155,1/5	140,312	



# (5) Notes to Consolidated Financial Statements

# Notes on the assumptions for a going concern: None

**Condensed Operating Segment Information** 

				Yen (1	millions)					
	For the three months ended June 30, 2017									
<del>-</del>	Japan	Europe	North America	Asia	Total	Other	Elimi- nations	Consoli- dated		
Revenue:										
External										
customers	25,379	48,425	17,450	6,235	97,489	15,575	-	113,064		
Inter-segment	47,346	1,166	1,154	48,673	98,339	70	(98,409)			
Total <u>-</u>	72,725	49,591	18,604	54,908	195,828	15,645	(98,409)	113,064		
Operating profit	8,451	4,124	633	5,331	18,539	1,004	(1,459)	18,084		

		Yen (millions)									
	For the three months ended June 30, 2018										
	Japan	Europe	North America	Asia	Total	Other	Elimi- nations	Consoli- dated			
Revenue:											
External											
customers	26,849	55,331	17,732	6,906	106,818	15,820	-	122,638			
Inter-segment	46,439	1,241	1,020	50,653	99,353	187	(99,540)				
Total	73,288	56,572	18,752	57,559	206,171	16,007	(99,540)	122,638			
Operating profit	6,414	6,002	547	5,530	18,493	1,126	1,410	21,029			



#### First-time Adoption of IFRS

The Makita Group has disclosed quarterly consolidated financial statements prepared in accordance with IFRS from the three-month period ended June 30, 2018. The Group prepared the latest consolidated financial statements prepared in accordance with accounting principles generally accepted in the United States of America ("US GAAP") for the year ended March 31, 2018. The IFRS transition date is April 1, 2017.

## (1) Exemptions of Retrospective Adoption of IFRS 1

IFRS 1 "First-time Adoption of International Financial Reporting Standards" ("IFRS 1") requires an entity that adopts IFRS for the first time to prepare a complete set of financial statements based on IFRS retrospectively to prior periods. However, IFRS 1 provides mandatory exceptions and voluntary exemptions from full retrospective application. The effects of applying these provisions are adjusted in retained earnings or other components of equity on the transition date.

The main exemptions adopted by the Company are as follows:

#### Business combinations

IFRS 1 allows an entity not to apply IFRS 3 "Business Combinations" ("IFRS 3") retrospectively to business combinations that occurred prior to the transition date.

The Makita Group chose not to apply IFRS 3 retrospectively to business combinations that occurred prior to the transition date. Consequently, the Group recognized goodwill arisen from business combinations that occurred prior to the transition date at book value based on US GAAP. Makita performed impairment tests on the goodwill at the transition date regardless of whether there was any indication that the goodwill may be impaired.

#### • Exchange differences on translating foreign operations

IFRS 1 allows an entity to choose to deem the cumulative amount of the exchange differences on translating foreign operations to be zero as of the transition date. The Makita Group deemed the cumulative amount of the exchange differences on translating foreign operations to be zero on the transition date.

# • Designation of financial instruments recognized prior to the IFRS transition date

IFRS 1 allows an entity to designate financial instruments valued at fair value through other comprehensive income in accordance with IFRS 9 "Financial Instruments," based on facts and circumstances that existed as of the transition date. The Makita Group designated its financial instruments based on the circumstances as of the transition date.

### (2) Mandatory Exceptions of Retrospective Adoption of IFRS 1

IFRS 1 prohibits an entity from retrospectively applying IFRS with respect to "Accounting estimates," "Derecognition of financial assets and liabilities," "Non-controlling interest," and "Classification and measurement of financial assets." The Makita Group has applied the relevant IFRSs to these transactions prospectively from the transition date.

#### (3) Reconciliation

In preparing the consolidated financial position statement on the IFRS transition date, the Makita Group has reconciliated amounts in consolidated financial statements prepared based on US GAAP.

The effects of the transition from US GAAP to IFRS on the Group's financial position, financial results, and cash flow position are presented in the following table:



Reconciliation of equity on the transition date (April 1, 2017)

		Yen (	millions)			
	U.S.	Reclassifi-	Difference between recognition and			
Presentation under U.S.GAAP	GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
ASSETS CURRENT ASSETS:						ASSETS CURRENT ASSETS:
Cash and cash equivalents	142,181	-	-	142,181		Cash and cash equivalents
Time deposits	34,329	(34,329)	-	-		
Short-term investments	23,441	(23,441)	-	-		
Notes	1,199	(1,199)	-	-		
Accounts Less- Allowance for	67,086	(67,086)	-	-		
doubtful receivables	(1,137)	1,137	-	-		
	-	67,262	-	67,262		Trade receivables and other receivables
Inventories	167,398	-	125	167,523		Inventories
	-	50,112	-	50,112	E	Other financial assets
Deferred income taxes Prepaid expenses and	4,723	(4,723)	-	-	Е	Prepaid expenses and othe
other current assets	13,349	(183)	(6,484)	6,682	D	current assets
Total current assets	452,569	(12,450)	(6,359)	433,760		Total current assets
PROPERTY, PLANT AND EQUIPMENT, AT COST:						NON-CURRENT ASSETS
Land	22,358	(22,358)	-	-		
Building and improvements	94,927	(94,927)	-	-		
Machinery and equipment	91,493	(91,493)	-	-		
Construction in progress Less-Accumulated	5,531	(5,531)	-	-		
depreciation and amortization Total net property, plant and	(119,802)	119,802	-	-		Property, plant and
equipment INVESTMENTS AND OTHER ASSETS:	-	94,507	981	95,488		equipment
Investments	34,004	(34,004)	-	-		
Goodwill	721	(721)	-	-		
Other intangible assets, net	3,641	(3,641)	-	-		
	-	3,735	2,902	6,637	A	Goodwill and intangible assets
	-	42,521	818	43,339	E	Other financial assets
	-	8,385	(3)	8,382	В	Net defined benefit asset
Deferred income taxes	650	4,723	3,796	9,169	D,E	Deferred income taxes
Other assets	11,157	(8,242)	(137)	2,778		Other non-current assets
	144,680	12,756	8,357	165,793		Total non-current assets
Total assets	597,249	306	1,998	599,553		Total assets



		Yen (n	nillions)			
Presentation under		Reclassifi-	Difference between recognition and	TDD 0		
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
LIABILITIES						LIABILITIES
CURRENT LIABILITIES:						CURRENT LIABILITIES:
Short-term borrowings	6,579	(15)	-	6,564		Borrowings
Trade notes and	26245	- 440		22.460		Trade payables and
accounts payable	26,347	7,113	-	33,460		other payables
Other payables	7,122	(7,122)	-	-		
Accrued expenses	10,537	(10,537)	-	-		
Accrued payroll	9,431	(9,431)	-	<u>-</u>		
	-	284	-	284	Е	Other financial liabilities
Income taxes payable	6,944	320	-	7,264		Income taxes payable
Deferred income taxes	3,134	(3,134)	-	-	E	
	-	3,412	-	3,412		Provisions
Other liabilities	8,178	16,273	448	24,899		Other liabilities
Total current liabilities	78,272	(2,837)	448	75,883		Total current liabilities
LONG-TERM LIABILITIES:						NON-CURRENT LIABILITIES
Long-term indebtedness Accrued retirement and	18	(18)	-	-		Retirement benefit
termination benefits	3,161	-	-	3,161		liabilities
	-	18	-	18	E	Other financial liabilities
	-	1,440	-	1,440		Provisions
Deferred income taxes	8,313	3,143	(718)	10,738	Е	Deferred tax liabilities Other non-current
Other liabilities	1,674	(1,440)	(710)	234		liabilities
Total long-term liabilities	13,166	3,143	(718)	15,591		Total non-current liabilities
Total liabilities	91,438	306	(270)	91,474		Total liabilities
EQUITY  MAKITA CORPORATION SHAREHOLDERS' EQUITY:						EQUITY
Common stock	23,805	-	-	23,805		Common stock
Additional paid-in capital	45,501	-	-	45,501		Additional paid-in capital
Legal reserve	5,669	(5,669)	-	-		
Retained earnings	456,546	(29,516)	969	427,999	A,B,C,D	Retained earnings
Treasury stock, at cost	(11,623)	-	-	(11,623)		Treasury stock, at cost
Accumulated other						Other components of
comprehensive loss	(17,728)	34,986	1,299	18,557	B,C	equity
Total Makita Corporation shareholders' equity NON-CONTROLLING	502,170	(199)	2,268	504,239		Total equity attributable to owners of the parent NON-CONTROLLING
INTEREST	3,641	199		3,840	C	INTEREST
Total equity	505,811	-	2,268	508,079		Total equity
Total liabilities and equity	597,249	306	1,998	599,553		Total liabilities and equity



# Reconciliation of equity as of June 30, 2017

		Yen (	millions)			
	U.S.	Reclassifi-	Difference between recognition and			
Presentation under U.S.GAAP	GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
ASSETS						ASSETS
CURRENT ASSETS:						CURRENT ASSETS:
Cash and cash equivalents	133,175	-	-	133,175		Cash and cash equivalent
Time deposits	34,751	(34,751)	-	-		
Short-term investments	23,502	(23,502)	-	-		
Notes	1,151	(1,151)	-	-		
Accounts Less- Allowance for	70,493	(70,493)	-	-		
doubtful receivables	(1,176)	1,176	-	-		
	_	70,590	_	70,590		Trade receivables and other receivables
Inventories	178,625	70,370	137	178,762		Inventories
inventories	170,023	50,228	137	50,228	Е	Other financial assets
Prepaid expenses and		30,220		30,220	L	Prepaid expenses and
other current assets	13,969	77	(6,996)	7,050	D	other current assets
Total current assets	454,490	(7,826)	(6,859)	439,805		Total current assets
						NON-CURRENT ASSETS
PROPERTY, PLANT AND EQUIPMENT, AT COST:						
Land	22,671	(22,671)	-	-		
Building and improvements	98,235	(98,235)	-	-		
Machinery and equipment	94,387	(94,387)	-	-		
Construction in progress Less-Accumulated depreciation and	4,891	(4,891)	-	-		
amortization Total net property, plant and	(122,688)	122,688	-	-		Property, plant and
equipment INVESTMENTS AND OTHER ASSETS:	-	97,496	972	98,468		equipment
Investments	33,360	(33,360)	-	-		
Goodwill	721	(721)	-	-		
Other intangible assets, net	3,634	(3,634)	-	-		
	_	3,725	2,921	6,646	A	Goodwill and intangib assets
	-	41,945	826	42,771	E	Other financial assets
	-	8,553	(206)	8,347	В	Net defined benefit asset
Deferred income taxes	3,671	_	5,744	9,415	D	Deferred income taxes
Other assets	11,263	(8,381)	(135)	2,747		Other non-current assets
	150,145	8,127	10,122	168,394		Total non-current assets
Total assets	604,635	301	3,263	608,199		Total assets



		Yen (n	nillions)			
Presentation under		Reclassifi-	Difference between recognition and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
LIABILITIES						LIABILITIES
CURRENT LIABILITIES:						CURRENT LIABILITIES:
Short-term borrowings	7,390	(15)	-	7,375		Borrowings
Trade notes and						Trade payables and
accounts payable	26,712	7,703	-	34,415		other payables
Other payables	7,713	(7,713)	-	-		
Accrued expenses	9,791	(9,791)	-	-		
Accrued payroll	7,733	(7,733)	-	-		
	-	771	-	771	E	Other financial liabilities
Income taxes payable	4,666	145	-	4,811		Income taxes payable
	-	3,495	-	3,495		Provisions
Other liabilities	10,003	13,439	322	23,764		Other liabilities
Total current liabilities	74,008	301	322	74,631		Total current liabilities
LONG-TERM						NON-CURRENT
LIABILITIES: Accrued retirement and						LIABILITIES Retirement benefit
termination benefits	3,330	_	_	3,330		liabilities
termination benefits	5,550	15	_	15	Е	Other financial liabilities
	_	1,376	_	1,376	L	Provisions
Deferred income taxes	8,829	1,570	906	9,735		Deferred tax liabilities
Deferred medine taxes	0,027	_	700	7,733		Other non-current
Other liabilities	1,622	(1,391)	-	231		liabilities
		•				Total non-current
Total long-term liabilities	13,781	-	906	14,687		liabilities
Total liabilities	87,789	301	1,228	89,318		Total liabilities
EQUITY						EQUITY
MAKITA CORPORATION SHAREHOLDERS'						
EQUITY:						
Common stock	23,805	_	_	23,805		Common stock
Additional paid-in capital	45,513	_	_	45,513		Additional paid-in capital
Legal reserve	5,669	(5,669)	_	15,515		ridational pard in capital
Retained earnings	458,752	(29,516)	671	429,907	A,B,C,D	Retained earnings
Treasury stock, at cost	(11,626)	(27,310)	0/1	(11,626)	A,D,C,D	Treasury stock, at cost
Accumulated other	(11,020)	-	-	(11,020)		Other components of
comprehensive loss	(9,264)	34,986	1,364	27,086	В,С	equity
Total Makita Corporation	(>,==1)	2 .,,,,,	-,501	_,,000	2,0	Total equity attributable
shareholders' equity	512,849	(199)	2,035	514,685		to owners of the parent
NON-CONTROLLING	- ,~	()	,,,,,	- ,		NON-CONTROLLING
INTEREST	3,997	199		4,196	C	INTEREST
Total equity	516,846	-	2,035	518,881		Total equity
Total liabilities and equity	604,635	301	3,263	608,199		Total liabilities and equity



# Reconciliation of equity as of March 31, 2018

		Yen (n	nillions)			
Presentation under		Reclassifi-	Difference between recognition and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
ASSETS						ASSETS
CURRENT ASSETS:						CURRENT ASSETS:
Cash and cash equivalents	147,320	-	-	147,320		Cash and cash equivalents
Time deposits	43,013	(43,013)	-	-		
Short-term investments	14,782	(14,782)	-	-		
Notes	1,343	(1,343)	-	-		
Accounts Less- Allowance for	79,092	(79,092)	-	-		
doubtful receivables	(1,340)	1,340	-	-		
		70.000		70.000		Trade receivables and
<b>T</b>	106.217	78,988	-	78,988		other receivables
Inventories	196,217	-	237	196,454	_	Inventories
Prepaid expenses and	-	48,037	-	48,037	E	Other financial assets
other current assets	16,150	(43)	(7,444)	8,663	D	Prepaid expenses an other current assets
Total current assets	496,577	(9,908)	(7,207)	479,462		Total current assets
10101 00110110 00000	150,011	(>,> 00)	(1,201)	.,,.02		NON-CURRENT ASSETS
PROPERTY, PLANT AND EQUIPMENT, AT COST:	22.626	(22,626)				
Land Building and	22,626	(22,626)	-	-		
improvements	98,648	(98,648)	-	-		
Machinery and equipment	98,868	(98,868)	-	-		
Construction in progress Less-Accumulated depreciation and	6,027	(6,027)	-	-		
amortization	(126,305)	126,305	-	-		
Total net property, plant and equipment INVESTMENTS AND OTHER ASSETS:	-	99,864	949	100,813		Property, plant an equipment
Investments	33,815	(33,815)	_	_		
Goodwill	721	(721)	-	-		
Other intangible assets, net	3,944	(3,944)	-	-		
		4.022	2.059	6.001	A	Goodwill and intangibl
	-	4,033	2,958	6,991	A	assets
	-	44,181	940	45,121	E	Other financial assets
Deferred income tower	2 075	9,564	165 6.074	9,729	В	Net defined benefit asset
Deferred income taxes	3,975	(0.215)	6,074	10,049	D	Deferred income taxes
Other assets	12,135	(9,315)	(144)	2,676		Other non-current assets
T 4 1 4	154,454	9,983	10,942	175,379		Total non-current assets
Total assets	651,031	75	3,735	654,841		Total assets



		Yen (n	nillions)			
Presentation under		Reclassifi-	Difference between recognition and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
LIABILITIES						LIABILITIES
CURRENT LIABILITIES:						CURRENT LIABILITIES:
Short-term borrowings	3,411	(50)	-	3,361		Borrowings
Trade notes and	20.156	6.060		25.024		Trade payables and
accounts payable	28,156	6,868	-	35,024		other payables
Other payables	7,131	(7,131)	-	-		
Accrued expenses	11,952	(11,952)	-	-		
Accrued payroll	10,731	(10,731)	-	-	-	
	<u>-</u>	429	-	429	Е	Other financial liabilities
Income taxes payable	9,720	351	-	10,071		Income taxes payable
	-	2,928	-	2,928		Provisions
Other liabilities	9,497	19,363	434	29,294		Other liabilities
Total current liabilities	80,598	75	434	81,107		Total current liabilities
LONG-TERM						NON-CURRENT LIABILITIES
LIABILITIES:  Accrued retirement and						Retirement benefit
termination benefits	3,206	_	_	3,206		liabilities
	-	133	_	133		Other financial liabilities
	_	1,352	_	1,352		Provisions
Deferred income taxes	9,391	-	997	10,388		Deferred tax liabilities
	- ,					Other non-current
Other liabilities	1,703	(1,485)	(2)	216		liabilities
Total long-term liabilities	14,300	-	995	15,295		Total non-current liabilities
Total liabilities	94,898	75	1,429	96,402		Total liabilities
EQUITY  MAKITA CORPORATION SHAREHOLDERS' EQUITY:						EQUITY
Common stock	23,805	_	_	23,805		Common stock
Additional paid-in capital	45,531	_	_	45,531		Additional paid-in capital
Legal reserve	5,669	(5,669)	_	-		
Retained earnings	497,456	(29,044)	820	469,232	A,B,C,D	Retained earnings
Treasury stock, at cost	(11,617)	-	-	(11,617)	, ,-,-	Treasury stock, at cost
Accumulated other	( ,~)			( ,=-,)		Other components of
comprehensive loss	(8,905)	34,514	1,486	27,095	В,С	equity
Total Makita Corporation shareholders' equity NON-CONTROLLING	551,939	(199)	2,306	554,046		Total equity attributable to owners of the parent NON-CONTROLLING
INTEREST	4,194	199		4,393	С	INTEREST
Total equity	556,133	-	2,306	558,439		Total equity
Total liabilities and equity	651,031	75	3,735	654,841		Total liabilities and equity



Reconciliation of profit and loss for the three-month period ended June 30, 2017 (April 1, 2017 to June 30, 2017)

		Yen (n	nillions)			
Presentation under		Reclassifi-	Difference between recognition and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
NET SALES	113,064	-	-	113,064		Revenue
Cost of sales	(72,246)	18	2	(72,226)	В	Cost of sales
GROSS PROFIT	40,818	18	2	40,838		Gross profit
Selling, general, administrative and others, net	(22,570)	(103)	(81)	(22,754)	A,B	Selling, general, administrative and others, net
OPERATING INCOME	18,248	(85)	(79)	18,084	,	Operating profit
OTHER INCOME (EXPENSE):	10,210	(00)	(12)	10,001		operating profit
	-	1,004	(10)	994	F	Financial income
	-	(263)	(64)	(327)	F	Financial expenses
Interest and dividend income	883	(883)	-	-		
Interest expense	(7)	7	-	-		
Exchange losses on foreign currency transactions, net	(249)	249	-	-		
Realized gains on	121	(121)				
securities, net Valuation losses on securities	(7)	(121) 7	-	-		
	(7)	/	-	-		
INCOME BEFORE INCOME TAXES	18,989	(85)	(153)	18,751		Income before income taxes
Income tax expense:						
Current	(6,274)	85	(500)	(6,689)		
Deferred	763	-	354	1,117		
	(5,511)	85	(146)	(5,572)	D	Income tax expenses
NET INCOME	13,478	_	(299)	13,179		Profit
NET INCOME ATTRIBUTABLE TO MAKITA CORPORATION	13,336		(299)	13,037		Profit attributable to:  Owners of the parent
Less-Net income attributable to the non-controlling interest	13,336	-	(299)	13,037		Non-controlling interests



# Reconciliation of comprehensive income for the three-month period ended June 30, 2017 (April 1, 2017 to June 30, 2017)

		Yen (n	nillions)			
Presentation under U.S.GAAP	U.S. GAAP	Reclassifi- cation	Difference between recognition and measurement	IFRS	Note	Presentation under IFRS
NET INCOME	13,478	_	(299)	13,179		PROFIT
OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX	,					OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX  Items that will not be
Unrealized holding gains (expense) on available-for-sale securities Pension liability adjustment	(451) (14)	- -	52 14	(399)		reclassified to profit or loss Equity financial assets measured at fair value through other comprehensive income
	(465)		66	(399)		Total of items that will not be reclassified to profit or loss
Foreign currency translation adjustment	9,143	-	(1)	9,142		Items that may be reclassified to profit or loss Exchange differences on translating foreign operations
	9,143	-	(1)	9,142		Total of items that may be reclassified to profit or loss
Total other comprehensive income (loss)	8,678	-	65	8,743		Total other comprehensive income (loss), net of tax
COMPREHENSIVE INCOME	22,156	-	(234)	21,922		COMPREHENSIVE INCOME
						Comprehensive income attributable to:
Less-Comprehensive income attributable to the non-controlling interest COMPREHENSIVE INCOME	21,800	-	(234)	21,566		Owners of the parent
ATTRIBUTABLE TO MAKITA CORPORATION	356	_	-	356		Non-controlling interests



Reconciliation of profit and loss for the year ended March 31, 2018 (April 1, 2017 to March 31, 2018)

		Yen (m	nillions)			
			Difference between recognition			
Presentation under		Reclassifi-	and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
NET SALES	477,298	-	-	477,298		Revenue
Cost of sales	(302,173)	159	622	(301,392)	В	Cost of sales
GROSS PROFIT	175,125	159	622	175,906		Gross profit
Selling, general, administrative and others, net	(95,363)	(563)	251	(95,675)	A,B	Selling, general, administrative and others, net
OPERATING INCOME	79,762	(404)	251 873	80,231	А,Б	Operating profit
OTHER INCOME (EXPENSE):	19,102	(404)	0/3	00,231		Operating profit
	-	3,218	(38)	3,180	F	Financial income
	-	(3,302)	(244)	(3,546)	F	Financial expenses
Interest and dividend income	2,919	(2,919)	-	-		
Interest expense Exchange losses on foreign	(43)	43	-	-		
currency transactions, net	(3,235)	3,235	-	-		
Realized gains on	200	(200)				
securities, net	299	(299)	-	-		
Valuation losses on securities	(24)	24	-	-		
INCOME BEFORE INCOME TAXES	79,678	(404)	591	79,865		Income before income taxe
Income tax expense:						
Current	(24,943)	404	(948)	(25,487)		
Deferred	536	-	545	1,081		
	(24,407)	404	(403)	(24,406)	D	Income tax expenses
NET INCOME	55,271	-	188	55,459		Profit
NET INCOME ATTRIBUTABLE TO						Profit attributable to:
MAKITA CORPORATION Less-Net income attributable to the	54,755	-	188	54,943		Owners of the parent
non-controlling interest	516	_	-	516		Non-controlling interests



# Reconciliation of comprehensive income for the year ended March 31, 2018 (April 1, 2017 to March 31, 2018)

		Yen (m	nillions)			
Presentation under		Reclassifi-	Difference between recognition and			
U.S.GAAP	U.S. GAAP	cation	measurement	IFRS	Note	Presentation under IFRS
NET INCOME	55,271	-	188	55,459		PROFIT
OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX						OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX
Unrealized holding gains (expense) on						Items that will not be reclassified to profit or loss Equity financial assets measured at fair value through other
available-for-sale securities  Pension liability adjustment	(1,364)	-	266 (356)	(1,098) 188		comprehensive income Remeasurement of defined benefit pension plans
	(820)	-	(90)	(910)		Total of items that will not be reclassified to profit or loss
Foreign currency translation adjustment	9,860	_	(7)	9,853		Items that may be reclassified to profit or loss Exchange differences on translating foreign operations
	9,860	-	(7)	9,853		Total of items that may be reclassified to profit or loss
Total other comprehensive income (loss)	9,040	-	(97)	8,943		Total other comprehensive income (loss), net of tax
COMPREHENSIVE INCOME	64,311	-	91	64,402		COMPREHENSIVE INCOME
Less-Comprehensive income attributable to the non-controlling interest COMPREHENSIVE INCOME	63,578	-	91	63,669		Comprehensive income attributable to:  Owners of the parent
ATTRIBUTABLE TO MAKITA CORPORATION	733	-	-	733		Non-controlling interests



#### Notes to Reconciliation

#### A. Intangible assets

As some development costs, which are a part of expenditures related to R&D that were expensed under U.S. GAAP, meet the requirements to be capitalized under IFRS, they are recognized as intangible assets in its consolidated financial position statement and amortized over its expected useful lives on a straight-line basis.

Due to the above-mentioned differences in the accounting standards, the unamortized balance of capitalized development costs of 2,902 million yen, 2,921 million yen, and 2,958 million yen, respectively, were recorded as intangible assets on the transition date, at the end of the three-month period ended June 30, 2017, and at the end of the year ended March 31, 2018, respectively. Consequently, retained earnings after deducting the adjusted deferred tax of 876 million yen, 882 million yen, and 893 million yen on the transition date, at the end of the three-month period ended June 30, 2017, and at the end of the year ended March 31, 2018, respectively, increased by 2,026 million yen, 2,039 million yen, and 2,065 million yen, respectively.

# B. Employee benefits

Under U.S. GAAP, regarding post-employment benefits under defined benefit pension plans, service cost, interest cost, and expected return on plan assets were recognized in profit or loss. The portion of actuarial differences arising from the relevant plans and past service cost incurred that was not recognized as expenses for the period was recognized in the amount net of tax in accumulated other comprehensive income (loss), and the amount recognized in accumulated other comprehensive income (loss) was subsequently recognized in income or loss over the average remaining service years of employees.

Under IFRS, regarding post-employment benefits under defined benefit pension plans, current service cost and past service cost are recognized in profit or loss, and the amount calculated by multiplying net defined benefit liability (asset) by the discount rate is recognized as interest expense (income) in profit or loss. Remeasurements of the net defined benefit liability (asset) are recognized in other comprehensive income, and transferred from other components of equity directly to retained earnings, not through profit or loss.

Due to the above-mentioned differences in the accounting standards, actuarial differences of 8,869 million yen (loss) and past service liability of 2,455 million yen (profit) on the transition date are transferred to retained earnings.

# C. Exchange differences on translating foreign operations

IFRS allows an entity to choose to deem the full cumulative amount of the exchange differences on translating foreign operations to be zero on the transition date.

Consequently, the exchange differences on translating foreign operations of 28,572 million yen out of accumulated other comprehensive income on the transition date are transferred to retained earnings.

#### D. Income taxes

Under U.S. GAAP, regarding tax effect from the elimination of unrealized gains on intercompany transactions, income taxes paid by the seller were recorded as prepaid income taxes. Under IFRS, regarding the said tax effect, a deferred tax asset is recorded using the effective tax rate of the buyer as a temporary difference of assets held by the buyer.

Due to the above-mentioned differences in the accounting standards, on the transition date, at the end of the three-month period ended June 30, 2017, and at the end of the year ended March 31, 2018, deferred tax assets decreased by 7,444 million yen, 6,484 million yen, and 6,996 million yen, respectively, while retained earnings declined by 1,024 million yen, 754 million yen, and 997 million yen, respectively.

#### E. Reclassification of items in consolidated financial position statement

Although some items are reclassified in the consolidated financial position statement to conform with IFRS provisions, there is no effect on consolidated statements of income, consolidated statements of comprehensive income, and retained earnings. The following items represent major items that are reclassified in the consolidated financial position statement.

(i) In accordance with the presentation provisions under IFRS, financial assets and financial liabilities are presented on an individual basis.



- (ii) Under U.S. GAAP, deferred tax assets and deferred tax liabilities were presented separately in current assets/liabilities and non-current assets/liabilities. However, since they are not allowed to be presented in current assets/liabilities under IFRS, they are reclassified as non-current assets/liabilities.
- (iii) Other reclassifications have been made by aggregating or separating presentation under U.S. GAAP to be consistent with the presentation under IFRS.

#### F. Reclassification of items in consolidated statements of income

Although some items are reclassified in the consolidated statements of income to conform with IFRS provisions, there is no effect on retained earnings. The following items represent major items that are reclassified in the consolidated statements of income.

(i) In accordance with the presentation provisions under IFRS, financial income and financial expenses are presented on an individual basis.

Reconciliation of consolidated cash flows for the three-month period ended June 30, 2017 and the year ended March 31, 2018

There is no material difference between consolidated statements of cash flows disclosed in accordance with U.S. GAAP and those disclosed in accordance with IFRS.



# SUPPORT DOCUMENTATION (CONSOLIDATED)

## 1. Consolidated Financial Results and Forecast

	Yen (millions)			
	For the three months ended June 30, 2017		For the three months	
			ended June 30, 2018	
		(%)		(%)
Revenue	113,064	-	122,638	8.5
Domestic	19,516	-	21,475	10.0
Overseas	93,548	-	101,163	8.1
Operating profit	18,084	-	21,029	16.3
Profit before income taxes	18,751	-	22,285	18.8
Profit attributable to owners of the parent	13,037	-	15,550	19.3
Profit attributable to owners of the parent per share (Yen)	48.03	,	57.2	8
Number of Employees	15,745	· ·	16,06	4

	Yen (millions)				
	For the year ended March 31, 2018		For the year ending March 31, 2019 (Forecast)		
		(%)		(%)	
Revenue	477,298	-	490,000	2.7	
Domestic	82,575	-	86,000	4.1	
Overseas	394,723	-	404,000	2.4	
Operating profit	80,231	-	78,500	(2.2)	
Profit before income taxes	79,865	-	78,700	(1.5)	
Profit attributable to owners of the parent	54,943	-	54,800	(0.3)	
Profit attributable to					
Owners of the parent per share (Yen)	202.39		201.87		
Number of Employees	16,13	7	-		

#### Notes:

- 1. Please refer to [Qualitative Information and Financial Statements] Section 3 "Explanation of Information Relevant to Forecast such as Consolidated Financial Performance Forecast" on page 3.
- 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 compared to the corresponding period of the previous year
- 3. The percentage changes from results for the three months ended June 30, 2016 and for the year ended March 31, 2017 based on U.S. GAAP have been omitted.



# 2. Consolidated Revenue by Geographic Area

	Yen (millions)					
	For the three months ended June 30, 2017		For the three months ended June 30, 2018		For the year ended March 31, 2018	
		(%)		(%)		(%)
Japan	19,516	-	21,475	10.0	82,575	-
Europe	48,340	-	55,172	14.1	202,054	-
North America	16,942	-	17,165	1.3	73,873	-
Asia	10,889	-	10,163	(6.7)	44,094	-
Central and South America	6,464	-	6,701	3.7	27,922	-
Oceania	7,311	-	7,921	8.3	31,284	-
The Middle East and Africa	3,602	-	4,041	12.2	15,496	-
Total	113,064	-	122,638	8.5	477,298	-

## Notes:

- 1. The table above sets forth Makita's consolidated revenue by geographic area based on the customer's location for the periods presented. Accordingly, it differs from "Condensed Operating Segment Information" on page 9.
- 2. The table above shows the changes in the percentage ratio of net sales compared to the corresponding period of the previous year.
- 3. The percentage changes from results for the three months ended June 30, 2016 and for the year ended March 31, 2017 based on U.S. GAAP have been omitted.

## 3. Exchange Rates

	Yen				
	For the three months ended June 30, 2017	For the three months ended June 30, 2018	For the year ended March 31, 2018	For the year ending March 31, 2019 (Forecast)	
USD/JPY	111.09	109.10	110.85	105	
EUR/JPY	122.26	130.03	129.66	130	
RMB/JPY	16.22	17.12	16.74	16.8	

# 4. Production Ratio (unit basis)

	For the three For the three		For the year
	months ended months ended		ended
	June 30, 2017	June 30, 2018	March 31, 2018
	Composition ratio	Composition ratio	Composition ratio
Domestic	9.7%	9.7%	9.3%
Overseas	90.3%	90.3%	90.7%

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

	Yen (millions)					
	For the three months ended June 30, 2017	For the three months ended June 30, 2018	For the year ended March 31, 2018	For the year ending March 31, 2019 (Forecast)		
Capital expenditures	3,927	7,171	14,149	50,000		
Depreciation and amortization	2,531	2,769	9,917	12,000		
R&D cost	2,701	2,689	10,894	10,800		