



First Half of FY 2011 Operating Results

(Six months ended September 30, 2010)

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Makita Corporation

November 4, 2010

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FY11 1H Sales

Variance to FY10 1H

Net Sales	¥133.8 billion	+ 12.7%
Domestic	¥22.2 billion	+ 6.5%
Overseas	¥111.6 billion	+ 14.1%

Overseas sales ratio: 83.4% (FY10 1H: 82.4%)

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Foreign Exchange Rate

	FY10 1H	FY11 1H	
US\$	¥ 95.53	¥ 88.89	7.0% Appreciation
Euro	¥133.21	¥113.80	14.6% Appreciation
RMB	¥ 14.01	¥ 13.10	6.5% Appreciation

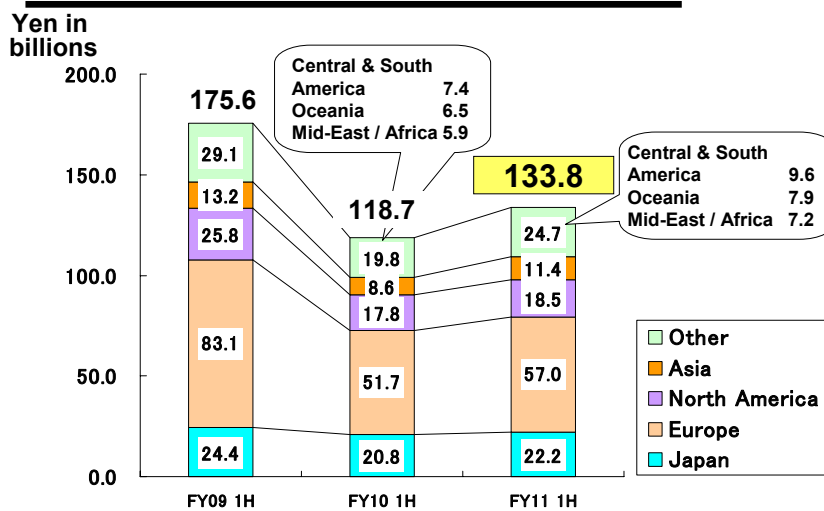
Weighted average change for all foreign currencies:
7.9% **appreciated** in the value of the yen

Effect on net sales: **Decrease** of ¥9.6 billion

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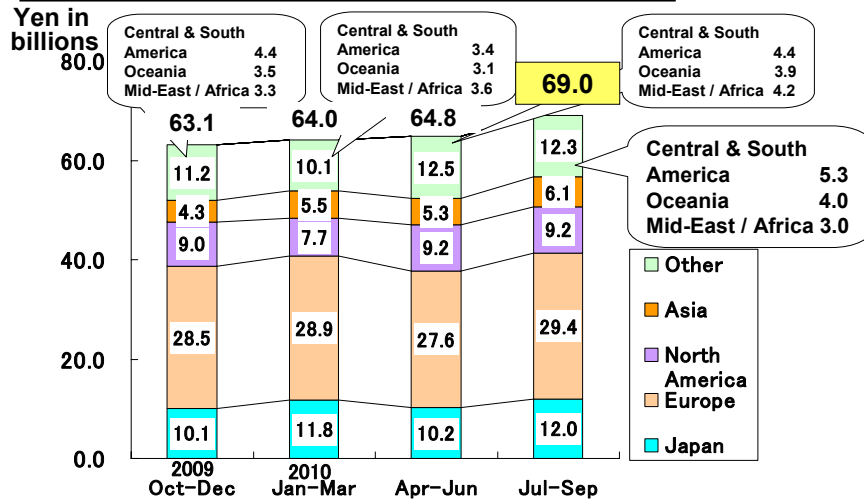


Sales by Geographic Area



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Quarterly Sales by Geographic Area



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Lithium-ion Battery Products



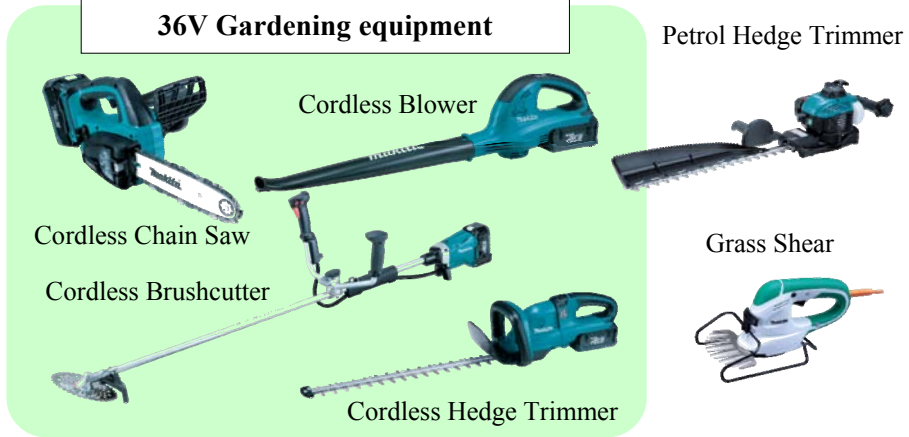
98 models

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Gardening Equipment



Powerful, ecological and user-friendly
36V Gardening equipment



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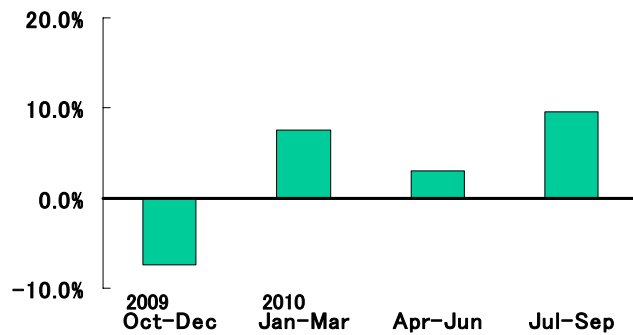
Sales Growth (Local Currency Basis)



Japan

+ 6.5%

(Variance to FY10 1H)



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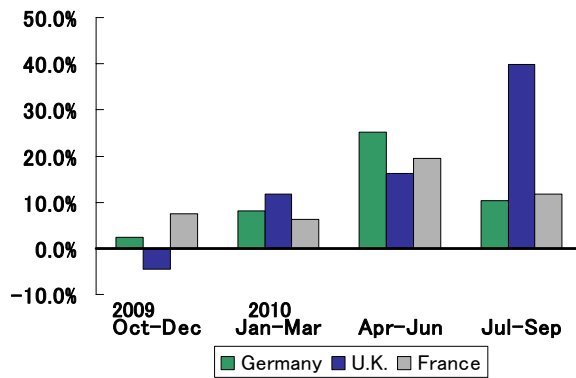


Sales Growth (Local Currency Basis)

Western Europe

+ 16.6%

(Variance to FY10 1H)



Germany
FY11 1H
+ 16.9%

U.K.
FY11 1H
+ 27.8%

France
FY11 1H
+ 15.8%

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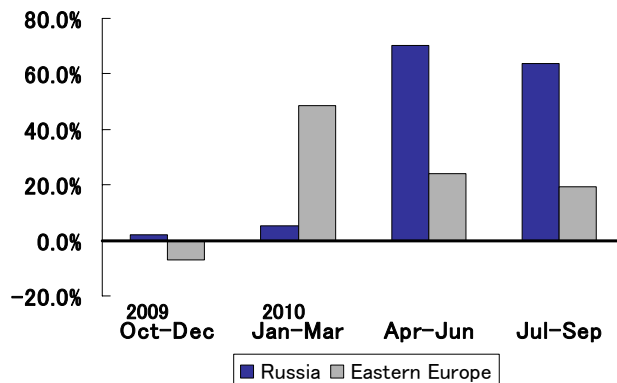


Sales Growth (Local Currency Basis)

Eastern Europe / Russia

+ 43.9%

(Variance to FY10 1H)



Russia
FY11 1H
+ 66.4%

Eastern Europe
FY11 1H
+ 27.3%

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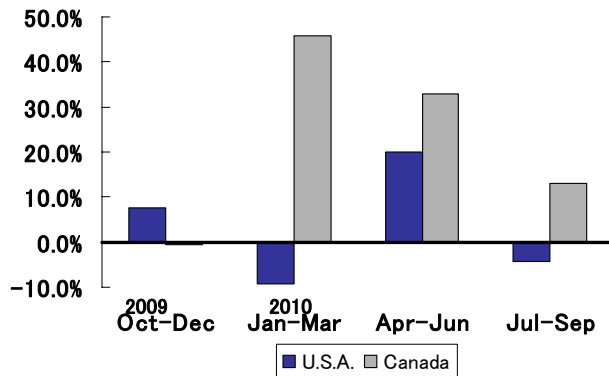


Sales Growth (Local Currency Basis)

North America

+ 9.3%

(Variance to FY10 1H)



U.S.A.
FY11 1H
+ 5.9%

Canada
FY11 1H
+ 22.7%

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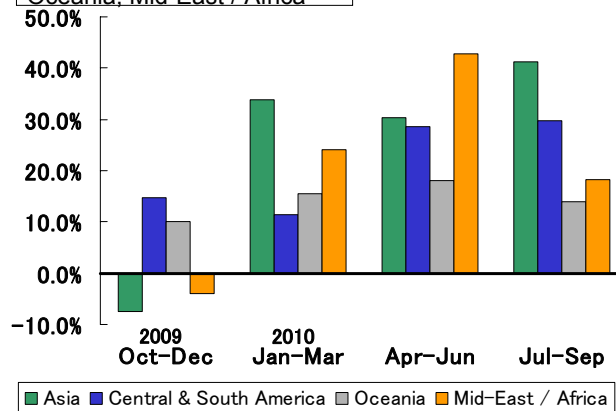


Sales Growth (Local Currency Basis)

Asia / Other Regions

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

(Variance to FY10 1H)



Asia
FY11 1H
+ 36.0%

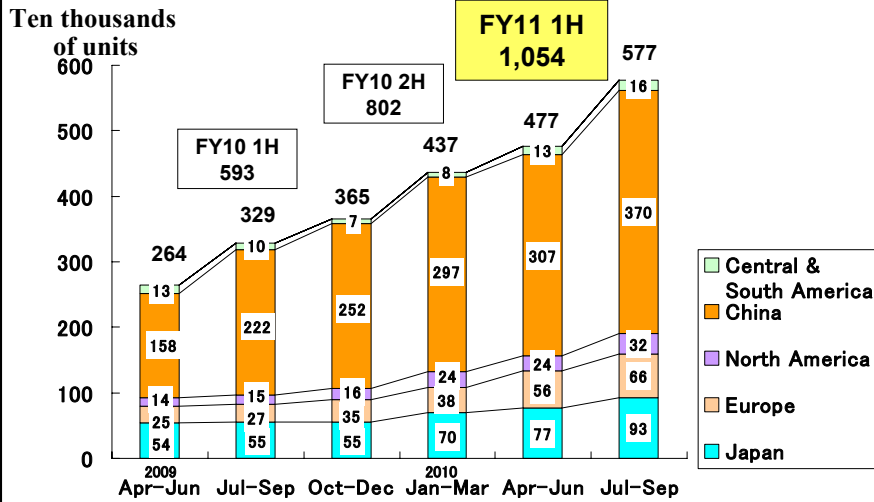
Central & South
America
FY11 1H
+ 29.2%

Oceania
FY11 1H
+ 15.9%

Mid-East/ Africa
FY11 1H
+ 31.1%

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Quarterly Production quantities by Geographic Area



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Inventories



March 31, 2010 ¥88.8 billion

September 30, 2010 ¥91.7 billion

Increase of inventories
resulting from
production enhancement ¥2.9 billion

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Cost of Sales, SG & A

Variance to FY10 1H

Net Sales	¥133.8 billion	+ 12.7%
Cost of Sales	¥81.3 billion	+ 12.2%
Cost of Sales Ratio	60.7%	Improvement 0.3 points
SG & A Expenses	¥30.7 billion	- 2.1%
SG & A Expenses Ratio	23.0%	Improvement 3.5 points

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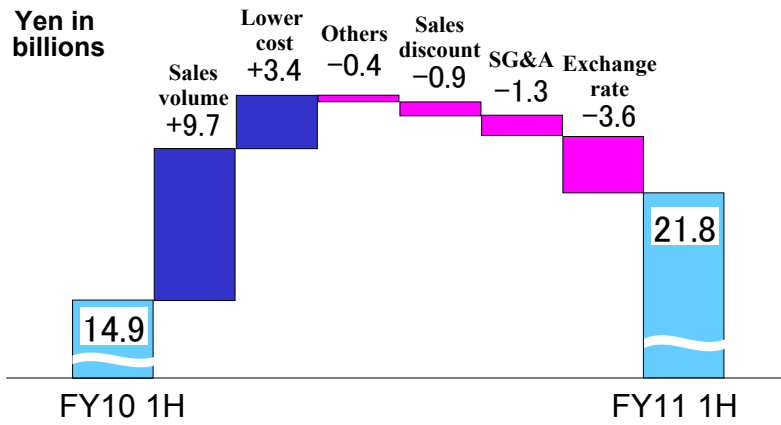
Operating Income

	FY10 1H	FY11 1H	Variance to FY10 1H
Net Sales	¥118.7 billion	¥133.8 billion	+ 12.7%
Cost of Sales	¥72.4 billion	¥81.3 billion	+ 12.2%
SG&A Expenses	¥31.4 billion	¥30.7 billion	- 2.1%
Operating Income	¥14.9 billion	¥21.8 billion	+ 46.9%
Operating Income Ratio	12.5%	16.3%	Improvement 3.8 points

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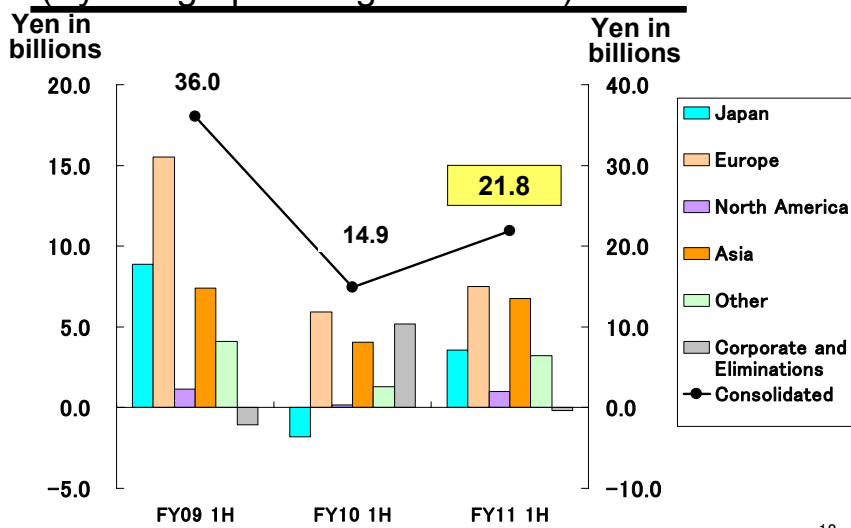
Analysis of Operating Income



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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**



	FY10 1H	FY11 1H	Variance to FY10 1H
Other Income (Expenses)	¥2.4 billion	- ¥0.1 billion	- ¥2.5 billion
Income Before Income Taxes	¥17.3 billion	¥21.7 billion	+ 25.9%
Net Income attributable to Makita Corporation	¥10.6 billion	¥15.1 billion	+ 42.4%
EPS	¥77.10	¥109.77	+ 42.4%

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



Capital Expenditure (Yen in billions)

	1H	FY
FY09	9.8	17.0
FY10	6.7	10.8
FY11	4.9	10.0 (Forecast)

FY10 1H	6.7
Parent company	2.7
Subsidiaries	4.0

FY11 1H: 4.9
Parent company: 0.9
 • Metal molds for new product
Subsidiaries: 4.0
 • Construction of Sales offices
 in Germany and Switzerland
 • Land for construction of
 Sales office in Taiwan
 • Machines and Metal molds
 in China plant

Depreciation (Yen in billions)

	1H	FY
FY09	4.4	8.9
FY10	4.1	8.3
FY11	3.6	8.0 (Forecast)

R&D Cost (Yen in billions)

	1H	FY
FY09	3.5	6.9
FY10	3.3	6.8
FY11	3.5	7.0 (Forecast)

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FY2011 Sales Forecast



Variance to FY10

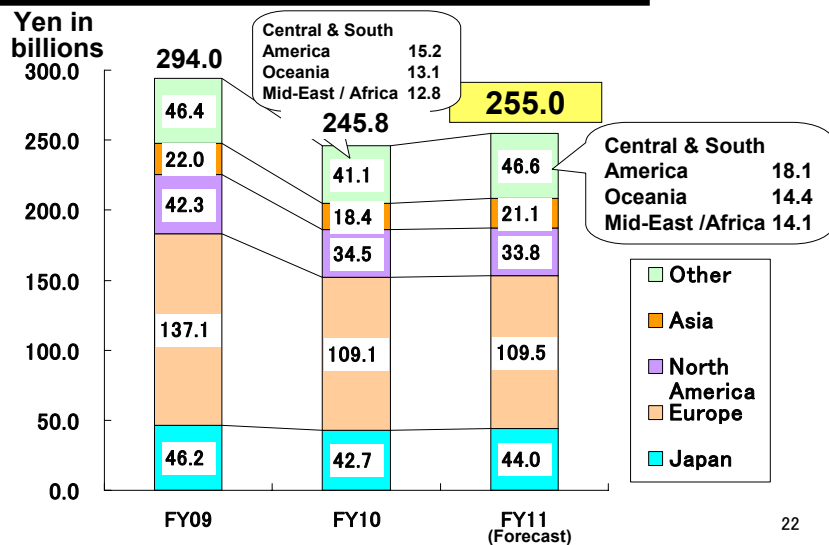
Net Sales	¥255.0 billion	+ 3.7%
Domestic	¥44.0 billion	+ 3.1%
Overseas	¥211.0 billion	+ 3.9%
Overseas sales ratio: 82.7% (FY10: 82.6%)		

Assumed foreign exchange rates(2H)

US \$	Euro	Euro/US\$
¥80	¥110	1.38

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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	¥36.0 billion	+ 18.5%
Income Before Income Taxes	¥33.5 billion	¥35.5 billion	+ 5.9%
Net Income attributable to Makita Corporation	¥22.3 billion	¥25.0 billion	+ 12.3%
EPS	¥161.57	¥181.48	+ 12.3%

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Cash Dividends



Consolidated Dividends Payout Ratio	30% or over	
	FY10	FY11 (Forecast)
Net Income attributable to Makita Corporation	¥22.3 billion	¥25.0 billion
Special circumstance	¥1.6 billion	—
EPS	¥161.57	¥181.48
EPS (After adjustments for special circumstances)	¥173.22	¥181.48
Annual Cash Dividend Per Share	¥52	*
Interim Dividend	¥15	¥15
Year-end Dividend	¥37	*

* 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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