



Makita Corporation

Consolidated Financial Results for the year ended March 31, 2023 (IFRS Financial Information)

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



CONSOLIDATED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2023 (Unaudited)

April 27, 2023

Makita Corporation

Stock code: 6586

URL: <https://www.makita.biz/>

Munetoshi Goto, President, Representative Director

1. Summary operating results of the year ended March 31, 2023 (From April 1, 2022 to March 31, 2023)

(1) CONSOLIDATED OPERATING RESULTS

	Yen (millions)			
	For the year ended March 31, 2022		For the year ended March 31, 2023	
		%		%
Revenue.....	739,260	21.5	764,702	3.4
Operating profit.....	91,728	3.7	28,246	(69.2)
Profit before income taxes.....	92,483	6.1	23,887	(74.2)
Profit.....	65,337	4.2	11,571	(82.3)
Profit attributable to owners of the parent.....	64,770	4.4	11,705	(81.9)
Comprehensive income.....	108,118	6.1	42,359	(60.8)
	Yen			
Profit attributable to owners of the parent per share				
(Basic).....	238.54		43.11	
(Diluted).....	-		-	
Ratio of profit attributable to owners of the parent to total equity attributable to owners of the parent (%)...	9.2%		1.5%	
Ratio of profit before income taxes to total assets (%)....	10.2%		2.3%	
Ratio of operating profit to revenue (%).....	12.4%		3.7%	

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, profit, profit attributable to owners of the parent, and comprehensive income against the previous year.

(2) SELECTED CONSOLIDATED FINANCIAL POSITION

	Yen (millions)	
	As of March 31, 2022	As of March 31, 2023
Total assets.....	1,007,497	1,099,351
Total equity.....	752,530	775,699
Equity attributable to owners of the parent.....	746,344	769,247
Ratio of equity attributable to owners of the parent to total assets (%).....	74.1%	70.0%
	Yen	
Equity attributable to owners of the parent per share.....	2,748.64	2,832.89

Note: Amounts of less than one million yen have been rounded.



(3) CONSOLIDATED CASH FLOWS

	Yen (millions)	
	For the year ended March 31, 2022	For the year ended March 31, 2023
Net cash provided by (used in) operating activities.....	(103,660)	44,430
Net cash used in investing activities.....	(27,891)	(37,680)
Net cash provided by (used in) financing activities.....	52,626	80,970
Cash and cash equivalents, end of the fiscal year.....	71,057	162,720

Note: Amount of less than one million yen have been rounded.

2. Dividend Information

	Yen		
	For the year ended March 31, 2022	For the year ended March 31, 2023	For the year ending March 31, 2024 (Forecast)
Cash dividend per share:			
Interim	10.00	10.00	10.00
Year-end.....	62.00	11.00	(Note)
Total	72.00	21.00	(Note)
	Yen (millions)		
Total cash dividend.....	19,550	5,702	-
Dividend payout ratio (%).....	30.2%	48.7%	-
Ratio of total cash dividend attributable to owners of the parent to total assets (%).....	2.8%	0.8%	-

Note: While the Corporation has set forth under the Articles of Corporation of the Corporation that the record date for the payment of dividend shall be the last day of a relevant period, at the present time, the projected amount of dividends as of the said record date has not been determined yet. For further details, refer to “(5) Basic policy regarding profit distribution and cash dividend for fiscal 2023 and 2024” on page 7.

3. Consolidated Financial Performance Forecast for the year ending March 31, 2024

	Yen (millions)	
	For the year ending March 31, 2024	
		%
Revenue.....	680,000	(11.1)
Operating profit.....	55,000	94.7
Profit before income taxes.....	47,000	96.8
Profit attributable to owners of the parent.....	33,300	184.5
	Yen	
Profit attributable to owners of the parent per share(Basic).....		122.63

Note: 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. Others

(1) Changes in important subsidiaries for the fiscal year (Changes in specified subsidiaries accompanied by changes in scope of consolidation): 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 shares):	As of March 31, 2023:	280,017,520
	As of March 31, 2022:	280,017,520
2. Number of treasury shares:	As of March 31, 2023:	8,475,674
	As of March 31, 2022:	8,485,061
3. Average number of shares outstanding:	For the year ended March 31, 2023:	271,539,104
	For the year ended March 31, 2022:	271,530,966

Makita's earnings releases (KESSAN TANSWIN) are not subject to an audit.

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

The financial forecast given above is based on assumptions, judgments and beliefs in light of the information currently available to it. Therefore, these statements should not be interpreted as representation where such objectives will be achieved. As a consequence of the factors above and other, actual results may vary materially from the forecasts provided above. Regarding the assumptions for the forecasts and cautions, refer to "(4) Outlook for the fiscal year ending March 31, 2024" on page 5.



SUPPLEMENT INFORMATION (CONSOLIDATED)

1. Overview of operating results

(1) Overview of operating results of the year

Looking at the international economic situation during the fiscal year, concerns over a global economic downturn have heightened against the backdrop of factors including high inflation, monetary tightening in various countries and the energy crisis associated with the prolongation of the war in Ukraine.

In this situation, the Makita Group focused on expanding its lineup of cordless products including power tools and outdoor power equipment in the “40Vmax Lithium-ion Battery” series.

With respect to production, we worked on building a production system and strengthening management functions to flexibly address changes in the demand environment and geopolitical risks, and improve the efficiency of the Group as a whole.

We also work to increase the level of the community-based and customer-oriented service framework in order to further strengthen trusting relationships with customers around the world. We strive to deepen and develop the market centered on cordless products.

Although sales were sluggish in Europe and North America, our group's consolidated financial results for the fiscal year set a new record high, increased 3.4% year on year to 764,702 million yen due to strong sales in Japan and Oceania, as well as the impact of the yen's depreciation and strong local currencies. In terms of profit, operating profit decreased by 69.2% year on year to 28,246 million yen (operating profit ratio 3.7%) due to a worsening cost ratio as a result of the impact of foreign exchange rates and soaring raw material prices, along with an increase in selling, general, administrative and others expense. Profit before income taxes decreased by 74.2% year on year to 23,887 million yen (profit before income taxes ratio: 3.1%), and profit attributable to owners of the parent decreased by 81.9% to 11,705 million yen (ratio of profit attributable to owners of the parent: 1.5%).

Revenue by region are as follows:

In Japan, although stay-at-home demand subsided, we mainly secured sales of cordless outdoor power equipment and the new XGT series of products, resulting in a 4.2% increase year on year to 122,978 million yen.

In Europe, as sales decreased by 1.0% year on year to 348,994 million yen due to deteriorating business confidence caused by high inflation, monetary tightening, and uncertainty concerning energy supply.

In North America, while sales decreased as stay-at-home demand subsided and monetary tightening created wariness of a recession, revenue increased 6.1% year on year to 119,064 million yen due to the depreciation of the yen against local currencies.

In Asia, although there was market turmoil around China's zero COVID-19 policy and impacts from monetary tightening in various countries, sales were strong in Taiwan and other countries and the depreciation of the yen against local currencies contributed to revenue increasing by 8.3% year-on-year to 53,276 million yen.

In Central and South America, while sales decreased due to accelerating inflation and increased uncertainty concerning the future in each country, revenue increased 13.1% year on year to 47,256 million yen due to the depreciation of the yen against local currencies.

In Oceania, despite negative economic factors such as surging construction material prices and monetary tightening, strong sales of new products and outdoor power equipment resulted in a 13.6% year on year increase to 58,593 million yen.

In the Middle East and Africa, despite continuing unstable political and economic conditions, revenue increased 4.2% year on year to 14,541 million yen due to the depreciation of the yen against local currencies.

(Initiatives toward carbon neutrality)

The impact of climate change on society, such as frequent wind and flood disasters, is becoming more serious, and companies are playing an increasingly important role in realizing a decarbonized society. We have identified contributing to a decarbonized society as a material issue that should be prioritized and are stepping up our efforts. Therefore, the Group is currently working on the realization of a decarbonized society by focusing on cordless



outdoor power equipment that does not emit exhaust gases during use as the next pillar of our future business in addition to power tools. In addition, with the goal of reducing our greenhouse gas (GHG) emissions, we have set targets for reducing GHG emissions from our business activities (Scope 1 and 2) by 50% by FY2030 from the FY2020 level and to net zero by FY2040, and reducing GHG emissions from the entire supply chain (Scope 3) to net zero by FY2050.

During the fiscal year ended March 2023, solar panels were installed at the Okinawa Branch in Japan and at multiple overseas locations, including the Thailand Plant, Austria, and Taiwan, and we promoted the use of renewable energy.

We will continue to work on the use of renewable energy and energy conservation in our business activities to achieve GHG emission reduction targets.

(2) Overview of financial situation for the fiscal year ended March 31, 2023

Total assets as of the end of the year increased by 91,854 million yen to 1,099,351 million yen compared to the balance as of March 31, 2022. This increase was mainly due to the rise in “Cash and cash equivalents”.

Total liabilities increased by 68,685 million yen to 323,652 million yen compared to the balance as of March 31, 2022. This increase was mainly due to the rise in “Borrowings.”

Total equity increased by 23,169 million yen to 775,699 million yen compared to the balance as of March 31, 2022. This increase was mainly due to exchange gain or loss recognized in “Exchange differences on translating foreign operations” included in the “Other components of equity”.

(3) Overview of cash flow situation for the fiscal year ended March 31, 2023

Total cash and cash equivalents amounted to 162,720 million yen, increased by 91,663 million yen compared to the end of the previous year.

Net cash provided by operating activities amounted to 44,430 million yen (net cash used in operating activities amounted to 103,660 million yen in the previous year), due mainly to a decrease in inventories.

Net cash used in investing activities increased by 9,789 million yen from the previous period to 37,680 million yen (27,891 million yen in the previous period), due to income reduction after withdrawal of time deposit, sale and redemption of investment.

Consequently, free cash flows (the sum of cash flows from operating activities and investing activities) amounted to 6,750 million yen (-131,551 million yen in the previous year).

Net cash provided by financing activities amounted to 80,970 million yen (net cash used in financing activities amounted to 52,626 million yen in the previous year), up 28,344 million yen over the previous year, due to proceeds from short-term loans.

(4) Outlook for the fiscal year ending March 31, 2024

In the future, the Makita Group expects that the prospect for the global economy will continue to be uncertain. Meanwhile, the Group believes that demand for environmental and human friendly tools that contribute to the solution of social issues, such as the labor shortage and environment conservation by increased efficiency of works, will continue to increase further both in emerging and developed countries.

To cope with these assumed conditions, Makita will:

- Strengthen its R&D and product development capabilities, mainly for the technologies of motors and technologies for discharge/charge of batteries, to take the initiative in cordless products market;
- Next to power tools, we will work to develop and market products, mainly cordless outdoor power equipment and cleaning products, as the mainstay of future business.
- Work to strengthen a multipolar production and procurement system that is not overly dependent on any specific country, region, or supplier.
- Strive to raise its brand power by promoting the establishment of a sales and after-sales service network to



offer community-based and fine-tuned response to needs of customers around the world.

On the basis of these factors, the Group will strive to maintain a solid presence in the industry and contribute to achieve a sustainable society as a global supplier of a comprehensive range of tools for creating comfortable homes and living environments.

(Consolidated Financial Performance Forecast for the Year Ending March 31, 2024)

The global economy is expected to continue to slow as inflation remains high and monetary policy continues to be tightened to cope. In addition, the environment surrounding our group is expected to remain uncertain due to rising prices of commodities and increasing international tension over the Ukraine issue.

Based on these assumptions, the consolidated results for the fiscal year ending March 2024 are estimated below. We will continue to work to strengthen our profit structure by eliminating waste and inventory optimization.

	Yen (millions)
	For the year ending March 31, 2024
Revenue	680,000
Operating profit.....	55,000
Profit before income taxes	47,000
Profit attributable to owners of the parent.....	33,300

[Preconditions]

The above forecast is based on the assumption of exchange rates of 130 yen to the U.S. dollar, 140 yen to the euro and 19.0 yen to the renminbi.

[Reference]

The actual exchange rate for the year ended March 31, 2023 was 135.50 yen to the U.S. dollar, 140.99 yen to the euro and 19.75yen to the renminbi.

FORWARD-LOOKING STATEMENTS

This document contains forward-looking statements based on assumptions, judgments and beliefs in light of the information currently available to it., and includes potential risks and uncertainties. As a consequence of the factors above and other, actual results may vary materially from the forecast provided. Therefore, these statements should not be interpreted as representation where such objectives will be achieved.

(5) Basic policy regarding profit distribution and cash dividend for the fiscal 2023 and 2024

Makita’s basic profit distribution policy has been to pay a minimum annual dividend of 10 yen per share and a consolidated dividend payout ratio of 30% or more (however, if there are special factors, the dividend amount will be determined based on adjusted basic earnings per share after adding or subtracting such factors). However, from the viewpoint of strengthening shareholder returns, we have reviewed this policy and decided to set the minimum annual dividend at 20 yen and the total return ratio(*) at 35% or more (taking special factors into consideration, if any), starting from the fiscal year ended March 31, 2023. Of these, we will consider purchasing of treasury shares in view of stock price level and free cash flow and so on, in order to increase shareholder returns through the implementation of a flexible capital policy and improvement of capital efficiency.

$$*total\ return\ ratio = \frac{\text{Cash dividend per share} + \left(\frac{\text{Total amount of purchased treasury shares during the year}}{\text{Average number of shares outstanding}} \right)}{\text{Profit attributable to owners of the parent per share (Excluding special factors)}} \times 100$$

We intend to use retained earnings to invest in environmental initiatives, which will become increasingly important, and to expand our business globally, while maintaining a financial structure that can withstand any changes in the business environment.

Our forecast for dividends is as follows;

	For the year ended March 31, 2023 (Result)	For the year ending March 31, 2024 (Forecast)
Cash dividend per share:		
Interim	10.00 yen	10.00 yen
Year-end.....	11.00 yen (Note 1)	(Note 2)
Total	21.00 yen (Note 1)	(Note 2)

- Notes: 1. During the period under review, there were special factors related to production and procurement, such as the suspension of factory operations in China due to a lockdown that occurred in the first quarter. In determining the dividend amount, an after-tax impact of approximately 3.9 billion yen was added.
2. At a meeting of the Board of Directors to be held in April 2024, in accordance with the basic policy on profit distribution described above, the amount of dividends will be determined so that the total return ratio is at least 35%, and the decision will be submitted to the General Meeting of Shareholders to be held the following June. However, if certain special circumstances arise, computation of the amount of dividends will be based on profit attributable to owners of the parent after certain adjustments.

2. Basic Rationale for Selection of Accounting Standards

Makita has voluntarily adopted International Financial Reporting Standards (IFRS) from the fiscal year ended March 31, 2019 in order to improve global comparability in financial market.



3. Consolidated Financial Statements (Unaudited)

(1) Consolidated Statement of Financial Position

	Yen (millions)			
	As of March 31, 2022		As of March 31, 2023	
		Composition ratio		Composition ratio
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents.....	71,057		162,720	
Trade and other receivables.....	117,541		110,884	
Inventories.....	475,128		453,752	
Other financial assets	5,281		6,970	
Other current assets	15,952		19,113	
Total current assets.....	<u>684,959</u>	68.0%	<u>753,439</u>	68.5%
NON-CURRENT ASSETS:				
Property, plant and equipment, at cost.....	243,636		265,638	
Goodwill and intangible assets.....	10,085		10,427	
Other financial assets	41,545		36,607	
Retirement benefit assets.....	11,286		12,157	
Deferred tax assets	12,238		17,901	
Other non-current assets.....	3,748		3,182	
Total non-current assets.....	<u>322,538</u>	32.0%	<u>345,912</u>	31.5%
Total assets.....	<u>1,007,497</u>	100.0%	<u>1,099,351</u>	100.0%

	Yen (millions)			
	As of March 31, 2022		As of March 31, 2023	
		Composition ratio		Composition ratio
LIABILITIES AND EQUITY				
LIABILITIES				
CURRENT LIABILITIES:				
Trade and other payables.....	67,274		41,767	
Borrowings.....	79,674		186,390	
Other financial liabilities.....	9,888		7,504	
Income taxes payable.....	14,767		3,757	
Provisions.....	4,381		4,623	
Other current liabilities.....	48,181		47,552	
Total current liabilities.....	<u>224,165</u>	22.2%	<u>291,593</u>	26.5%
NON-CURRENT LIABILITIES:				
Retirement benefit liabilities.....	3,160		2,830	
Other financial liabilities.....	13,954		14,835	
Provisions.....	1,595		1,618	
Deferred tax liabilities.....	11,888		12,576	
Other non-current liabilities.....	205		200	
Total non-current liabilities.....	<u>30,802</u>	3.1%	<u>32,059</u>	2.9%
Total liabilities.....	<u>254,967</u>	<u>25.3%</u>	<u>323,652</u>	<u>29.4%</u>
EQUITY				
Share Capital.....	23,805		23,805	
Capital Surplus.....	45,585		45,606	
Retained earnings.....	640,577		629,314	
Treasury shares.....	(11,540)		(11,528)	
Other components of equity.....	47,917		82,050	
Total equity attributable to owners of the parent...	<u>746,344</u>	74.1%	<u>769,247</u>	70.0%
NON-CONTROLLING INTEREST.....	<u>6,186</u>	0.6%	<u>6,452</u>	0.6%
Total equity.....	<u>752,530</u>	<u>74.7%</u>	<u>775,699</u>	<u>70.6%</u>
Total liabilities and equity.....	<u>1,007,497</u>	<u>100.0%</u>	<u>1,099,351</u>	<u>100.0%</u>



(2) Consolidated Statements of Profit or Loss and Consolidated Statements of Comprehensive Income
Consolidated Statements of Profit or Loss

	Yen (millions)			
	For the year ended March 31, 2022		For the year ended March 31, 2023	
	Composition ratio		Composition ratio	
REVENUE	739,260	100.0%	764,702	100.0%
Cost of sales	(510,942)	(69.1%)	(575,954)	(75.3%)
GROSS PROFIT	228,318	30.9%	188,748	24.7%
Selling, general and administrative and others, net	(136,590)	(18.5%)	(160,502)	(21.0%)
OPERATING PROFIT	91,728	12.4%	28,246	3.7%
Financial income	1,937		3,316	
Financial expenses.....	(1,182)		(7,675)	
PROFIT BEFORE INCOME TAXES	92,483	12.5%	23,887	3.1%
Income tax expenses.....	(27,146)		(12,316)	
PROFIT	65,337	8.8%	11,571	1.5%
Profit attributable to:				
Owners of the parent	64,770	8.7%	11,705	1.5%
Non-controlling interests.....	567	0.1%	(134)	(0.0)

Consolidated Statements of Comprehensive Income

	Yen (millions)	
	For the year ended March 31, 2022	For the year ended March 31, 2023
PROFIT	65,337	11,571
OTHER COMPREHENSIVE INCOME (LOSS), NET OF TAX		
Items that will not be reclassified to profit (loss)		
Equity financial goods measured at fair value through other comprehensive income (loss).....	(2,480)	110
Remeasurement of defined benefit plans.....	761	1,212
Total of items that will not be reclassified to profit (loss)	(1,719)	1,322
Items that may be reclassified to profit (loss)		
Exchange differences on translating foreign operations.....	44,500	29,466
Total of items that may be reclassified to profit (loss)	44,500	29,466
Total of other comprehensive income (loss), net of tax.....	42,781	30,788
COMPREHENSIVE INCOME.....	108,118	42,359
Comprehensive income attributable to:		
Owners of the parent	107,196	42,093
Non-controlling interests.....	922	266



(3) Consolidated Statement of Changes in Equity

Yen (millions)								
For the year ended March 31, 2022								
Equity attributable to owners of the parent							Non-Controlling interest	Total equity
Share capital	Capital Surplus	Retained earnings	Treasury shares	Other components of equity	Total			
Balance at April 1, 2021	23,805	45,559	588,644	(11,543)	11,390	657,855	5,471	663,326
Profit for the period			64,770			64,770	567	65,337
Other comprehensive income					42,426	42,426	355	42,781
Comprehensive income	-	-	64,770	-	42,426	107,196	922	108,118
Dividends paid			(18,736)			(18,736)	(207)	(18,943)
Purchase of treasury shares				(7)		(7)		(7)
Share-based payment transaction		26		10		36		36
Transfer from other components of equity to retained earnings			5,899		(5,899)	-		-
Total amounts of transactions with owners	-	26	(12,837)	3	(5,899)	(18,707)	(207)	(18,914)
Balance at March 31, 2022	23,805	45,585	640,577	(11,540)	47,917	746,344	6,186	752,530

Yen (millions)								
For the year ended March 31, 2023								
Equity attributable to owners of the parent							Non-Controlling interest	Total equity
Share Capital	Capital Surplus	Retained earnings	Treasury shares	Other components of equity	Total			
Balance at April 1, 2022	23,805	45,585	640,577	(11,540)	47,917	746,344	6,186	752,530
Profit for the period			11,705			11,705	(134)	11,571
Other comprehensive income					30,388	30,388	400	30,788
Comprehensive income	-	-	11,705	-	30,388	42,093	266	42,359
Inflation adjustments			(3,197)		3,524	327		327
Dividends paid			(19,550)			(19,550)		(19,550)
Purchase of treasury shares				(1)		(1)		(1)
Disposal of treasury shares				0		0		0
Share-based payment transaction		21		13		34		34
Transfer from other components of equity to retained earnings			(221)		221	-		-
Total amounts of transactions with owners	-	21	(19,771)	12	221	(19,517)	-	(19,517)
Balance at March 31, 2023	23,805	45,606	629,314	(11,528)	82,050	769,247	6,452	775,699



(4) Consolidated Statements of Cash Flows

	Yen (millions)	
	For the year ended March 31, 2022	For the year ended March 31, 2023
CASH FLOWS FROM OPERATING ACTIVITIES:		
Profit.....	65,337	11,571
Depreciation and amortization	21,002	25,889
Income tax expenses.....	27,146	12,316
Financial income and expenses	(755)	4,359
Loss (gain) on sales and retirement of property, plant and equipment.....	483	438
Decrease (increase) in trade and other receivables.....	(14,153)	12,488
Decrease (increase) in inventories.....	(175,557)	48,571
Increase (decrease) in trade and other payables	1,295	(27,155)
Increase (decrease) in retirement benefit assets and liabilities	(361)	(197)
Decrease (Increase) in guarantee deposits.....	(10,473)	5,993
Other.....	9,187	(17,932)
Subtotal	(76,849)	76,341
Dividends received.....	751	731
Interest received	417	2,591
Interest paid.....	(673)	(2,140)
Income taxes paid.....	(27,306)	(33,093)
Cash flows from operating activities	(103,660)	44,430
CASH FLOWS FROM INVESTING ACTIVITIES:		
Purchase of non-current assets	(59,937)	(39,088)
Proceeds from sales of non-current assets.....	725	933
Purchase of investments	(200)	(0)
Proceeds from sales and redemption of investments.....	18,065	803
Payments into time deposits	(9,187)	(4,749)
Proceeds from withdrawal of time deposits	22,328	3,496
Other.....	315	925
Cash flows from investing activities	(27,891)	(37,680)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Net increase (decrease) in short-term borrowings	75,169	104,874
Purchase and sales of treasury shares, net.....	(7)	(1)
Cash dividends paid	(18,736)	(19,550)
Repayment of lease liabilities.....	(3,611)	(4,376)
Other.....	(189)	23
Cash flows from financing activities	52,626	80,970
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS.....	1,342	3,943
NET CHANGE IN CASH AND CASH EQUIVALENTS.....	(77,583)	91,663
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	148,640	71,057
CASH AND CASH EQUIVALENTS, END OF YEAR	71,057	162,720



(5) Notes to Consolidated Financial Statements

Notes on the assumptions for a going concern: None



Segment Information

	Yen (millions)							
	For the year ended March 31, 2022							
	Japan	Europe	North America	Asia	Total	Other	Eliminations	Consolidated
Revenue:								
(1) External customers.....	141,244	354,561	114,635	30,823	641,263	97,997	-	739,260
(2) Inter-segment.....	395,550	20,693	5,732	413,010	834,985	473	(835,458)	-
Total	<u>536,794</u>	<u>375,254</u>	<u>120,367</u>	<u>443,833</u>	<u>1,476,248</u>	<u>98,470</u>	<u>(835,458)</u>	<u>739,260</u>
Operating profit	31,127	39,399	803	19,408	90,737	9,879	(8,888)	91,728

	Yen (millions)							
	For the year ended March 31, 2023							
	Japan	Europe	North America	Asia	Total	Other	Eliminations	Consolidated
Revenue:								
(1) External customers.....	146,364	351,252	121,685	34,477	653,778	110,924	-	764,702
(2) Inter-segment.....	268,723	11,810	3,449	301,409	585,391	444	(585,835)	-
Total	<u>415,087</u>	<u>363,062</u>	<u>125,134</u>	<u>335,886</u>	<u>1,239,169</u>	<u>111,368</u>	<u>(585,835)</u>	<u>764,702</u>
Operating profit (loss) .	(2,119)	9,088	(912)	33,028	39,085	2,318	(13,157)	28,246

Revenue by product categories

	Yen (millions)				Increase (Decrease) (%)
	For the year ended March 31, 2022		For the year ended March 31, 2023		
	Composition ratio		Composition ratio		
Finished goods.....	611,655	82.7%	614,840	80.4%	0.5%
Parts, repairs and accessories	127,605	17.3%	149,862	19.6%	17.5%
Total revenue.....	<u>739,260</u>	<u>100.0%</u>	<u>764,702</u>	<u>100.0%</u>	<u>3.4%</u>

Information per share

	Yen	
	As of March 31, 2022	As of March 31, 2023
Equity attributable to owners of the parent per share	2,748.64	2,832.89
Profit attributable to owners of the parent per share (Basic)	238.54	43.11

Notes:

- Profit attributable to owners of the parent per share (Basic) is calculated on the basis of the average number of shares outstanding during the year. Average number of shares outstanding is as follows:
 For the year ended March 31, 2022:271,530,966
 For the year ended March 31, 2023:271,539,104
- The amount of profit attributable to owners of the parent per diluted per share are not shown as diluted shares do not exist.

Significant Subsequent Events: None



4. SUPPORT DOCUMENTATION (CONSOLIDATED)

(1) Consolidated Financial Results and Forecast

	Yen (millions)			
	For the year ended March 31, 2022		For the year ended March 31, 2023	
		(%)		(%)
Revenue.....	739,260	21.5	764,702	3.4
Domestic	118,050	4.4	122,978	4.2
Overseas.....	621,210	25.4	641,724	3.3
Operating profit.....	91,728	3.7	28,246	(69.2)
Profit before income taxes.....	92,483	6.1	23,887	(74.2)
Profit attributable to owners of the parent.....	64,770	4.4	11,705	(81.9)
Profit attributable to owners of the parent per share (Yen).....	238.54		43.11	
Number of Employees.....	20,233		18,804	

	Yen (millions)	
	For the year ending March 31, 2024 (Forecast)	
		(%)
Revenue.....	680,000	(11.1)
Domestic	122,000	(0.8)
Overseas.....	558,000	(13.0)
Operating profit.....	55,000	94.7
Profit before income taxes.....	47,000	96.8
Profit attributable to owners of the parent.....	33,300	184.5
Profit attributable to owners of the parent per share (Yen)	122.63	
Number of Employees.....	-	

Notes:

1. Please refer to 1. Overview of operating results Section 4 “Outlook for the fiscal year ending March 31, 2024” on page 5.
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 compared to the previous year.

(2) Consolidated Revenue by Geographic Area

	Yen (millions)			
	For the year ended March 31, 2022		For the year ended March 31, 2023	
		(%)		(%)
Japan.....	118,050	4.4	122,978	4.2
Europe	352,470	24.7	348,994	(1.0)
North America	112,248	23.4	119,064	6.1
Asia	49,196	25.1	53,276	8.3
Central and South America.....	41,765	42.0	47,256	13.1
Oceania.....	51,579	24.9	58,593	13.6
The Middle East and Africa.....	13,952	20.5	14,541	4.2
Total.....	739,260	21.5	764,702	3.4

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 "Segment Information" on page 14.

2. The table shows the changes in the percentage ratio of revenue compared to the previous year.

(3) Exchange Rates

	Yen		
	For the year ended March 31, 2022	For the year ended March 31, 2023	For the year ending March 31, 2024 (Forecast)
USD/JPY	112.39	135.50	130
EUR/JPY	130.55	140.99	140
RMB/JPY	17.51	19.75	19.0

(4) Production Ratio (unit basis)

	For the year ended March 31, 2022	For the year ended March 31, 2023
	Composition ratio	Composition ratio
Domestic	7.0%	7.9%
Overseas	93.0%	92.1%

(5) Consolidated Capital Expenditures, Depreciation and Amortization, and R&D costs

	Yen (millions)		
	For the year ended March 31, 2022	For the year ended March 31, 2023	For the year ending March 31, 2024 (Forecast)
Capital expenditures.....	59,937	39,088	30,000
Depreciation and amortization ...	17,639	21,725	23,700
R&D costs	14,145	14,903	15,500