


連結ベース Consolidated basis

1. 業績の推移 Results and Forecast

 上段: 百万円、下段: 増減率
 Upper: Millions of yen, Lower: growth

| | 2008/3 (FY) | 2009/3 (FY) | 2009/9 (1H) | 2010/3 (2H) | 2010/3 (FY) | 2010/9 (1H) | 2011/3 (2H) | 2011/3 (FY) |
|--|------------------|-------------------|-------------------|-----------------|-------------------|------------------|------------------|-----------------|
| | 通期 | 通期 | 上期 | 下期 | 通期 | 上期 | 下期予想 Forecast | 通期予想 Forecast |
| 売上高 Net Sales | 342,577 22.4% | 294,034 -14.2% | 118,681 -32.4% | 127,142 7.3% | 245,823 -16.4% | 133,807 12.7% | 121,193 -4.7% | 255,000 3.7% |
| 国内 (Domestic) | 52,193 11.4% | 46,222 -11.4% | 20,831 -14.6% | 21,866 0.1% | 42,697 -7.6% | 22,182 6.5% | 21,818 -0.2% | 44,000 3.1% |
| 海外 (Overseas) | 290,384 24.6% | 247,812 -14.7% | 97,850 -35.3% | 105,276 8.9% | 203,126 -18.0% | 111,625 14.1% | 99,375 -5.6% | 211,000 3.9% |
| 営業利益 Operating Income | 67,031 39.1% | 50,075 -25.3% | 14,866 -58.8% | 15,524 10.7% | 30,390 -39.3% | 21,843 46.9% | 14,157 -8.8% | 36,000 18.5% |
| 税引前利益 Income before Income Taxes | 66,237 33.2% | 44,443 -32.9% | 17,271 -50.2% | 16,247 66.9% | 33,518 -24.6% | 21,751 25.9% | 13,749 -15.4% | 35,500 5.9% |
| 当社株主に帰属する 当期純利益※ Net Income Attributable to Makita Corporation* | 46,043 24.5% | 33,286 -27.7% | 10,622 -57.3% | 11,636 37.9% | 22,258 -33.1% | 15,122 42.4% | 9,878 -15.1% | 25,000 12.3% |
| 1株当たり利益 EPS | 円 Yen 320.30 | 円 Yen 236.88 | 円 Yen 77.10 | 円 Yen 84.47 | 円 Yen 161.57 | 円 Yen 109.77 | 円 Yen 71.71 | 円 Yen 181.48 |

売上計上為替レート Exchange rates

単位: 円 Yen

| | 2008/3 (FY) | 2009/3 (FY) | 2009/9 (1H) | 2010/3 (2H) | 2010/3 (FY) | 2010/9 (1H) | 2011/3 (2H) | 2011/3 (FY) |
|----------|-------------|-------------|-------------|-------------|-------------|-------------|---------------|---------------|
| | 通期 | 通期 | 上期 | 下期 | 通期 | 上期 | 下期予想 Forecast | 通期予想 Forecast |
| 米ドル USD | 114.44 | 100.71 | 95.53 | 90.25 | 92.89 | 88.89 | 80 | 84 |
| ユーロ EURO | 161.59 | 144.07 | 133.21 | 129.15 | 131.18 | 113.80 | 110 | 112 |
| 人民元 RMB | 15.33 | 14.65 | 14.01 | 13.25 | 13.63 | 13.10 | — | — |

(参考 for reference)

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|---------------------|------|------|------|------|------|------|------|------|
| ユーロ/米ドル EURO/USD | 1.41 | 1.43 | 1.39 | 1.43 | 1.41 | 1.28 | 1.38 | 1.33 |
|---------------------|------|------|------|------|------|------|------|------|

四半期 Quarterly

 上段: 百万円、下段: 増減率
 Upper: Millions of yen, Lower: growth

| | 2008/12(3Q) | 2009/3(4Q) | 2009/6(1Q) | 2009/9(2Q) | 2009/12(3Q) | 2010/3(4Q) | 2010/6(1Q) | 2010/9(2Q) |
|--|------------------|------------------|------------------|------------------|-----------------|-----------------|-----------------|-----------------|
| | 第3四半期 | 第4四半期 | 第1四半期 | 第2四半期 | 第3四半期 | 第4四半期 | 第1四半期 | 第2四半期 |
| 売上高 Net Sales | 63,417 -28.0% | 55,059 -35.2% | 55,395 -34.5% | 63,286 -30.4% | 63,113 -0.5% | 64,029 16.3% | 64,822 17.0% | 68,985 9.0% |
| 国内 (Domestic) | 10,842 -13.8% | 11,002 -21.3% | 9,903 -13.5% | 10,928 -15.5% | 10,044 -7.4% | 11,822 7.5% | 10,201 3.0% | 11,981 9.6% |
| 海外 (Overseas) | 52,575 -30.3% | 44,057 -38.0% | 45,492 -37.8% | 52,358 -32.9% | 53,069 0.9% | 52,207 18.5% | 54,621 20.1% | 57,004 8.9% |
| 営業利益 Operating Income | 9,868 -43.0% | 4,160 -73.7% | 6,639 -61.2% | 8,227 -56.6% | 8,664 -12.2% | 6,860 64.9% | 10,136 52.7% | 11,707 42.3% |
| 税引前利益 Income before Income Taxes | 7,537 -56.9% | 2,196 -84.5% | 8,218 -51.2% | 9,053 -49.3% | 9,126 21.1% | 7,121 224.3% | 9,393 14.3% | 12,358 36.5% |
| 当社株主に帰属する 当期純利益※ Net Income Attributable to Makita Corporation* | 6,233 -50.6% | 2,202 -77.6% | 5,287 -55.1% | 5,335 -59.2% | 6,295 1.0% | 5,341 142.6% | 6,045 14.3% | 9,077 70.1% |
| 1株当たり利益 EPS | 円 Yen 45.21 | 円 Yen 16.07 | 円 Yen 38.38 | 円 Yen 38.72 | 円 Yen 45.70 | 円 Yen 38.77 | 円 Yen 43.88 | 円 Yen 65.89 |

(注) 2008年3月期および2009年3月期の税引前利益は、前期と当期の連結財務諸表の表示方法に合わせて組替えおよび修正表示をしております。

※ 当社株主に帰属する当期純利益は、2009年3月期までの当期純利益と同じ内容です。

Note: 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 previous year.

* Certain reclassifications have been made to the previous years' consolidated financial statements to conform with the presentation used for the year ended March 31, 2010. The meaning of "Net Income Attributable to Makita Corporation" is the same as the former "Net Income".

連結ベース Consolidated basis

2. 地域別売上高 Net sales by geographic area

 上段: 百万円、下段: 増減率
 Upper: Millions of yen, Lower: Sales growth

| | 2008/3 (FY) | 2009/3 (FY) | 2009/9 (1H) | 2010/3 (2H) | 2010/3 (FY) | 2010/9 (1H) | 2011/3 (2H) | 2011/3 (FY) |
|------------------------------------|------------------|-------------------|-------------------|-----------------|-------------------|------------------|------------------|-----------------|
| | 通期 | 通期 | 上期 | 下期 | 通期 | 上期 | 下期予想 Forecast | 通期予想 Forecast |
| 国内市場 Japan | 52,193 11.4% | 46,222 -11.4% | 20,831 -14.6% | 21,866 0.1% | 42,697 -7.6% | 22,182 6.5% | 21,818 -0.2% | 44,000 3.1% |
| 欧州市場 Europe | 160,360 29.3% | 137,113 -14.5% | 51,652 -37.9% | 57,454 6.4% | 109,106 -20.4% | 57,028 10.4% | 52,472 -8.7% | 109,500 0.4% |
| 北米市場 North America | 56,422 9.6% | 42,289 -25.0% | 17,789 -31.1% | 16,720 1.6% | 34,509 -18.4% | 18,472 3.8% | 15,328 -8.3% | 33,800 -2.1% |
| アジア市場 Asia | 22,629 16.2% | 21,995 -2.8% | 8,620 -34.5% | 9,753 10.4% | 18,373 -16.5% | 11,388 32.1% | 9,712 -0.4% | 21,100 14.8% |
| その他 Other regions | 50,973 33.7% | 46,415 -8.9% | 19,789 -31.9% | 21,349 22.9% | 41,138 -11.4% | 24,737 25.0% | 21,863 2.4% | 46,600 13.3% |
| 中南米 Central and South America | 16,764 32.0% | 16,738 -0.2% | 7,398 -30.1% | 7,830 27.1% | 15,228 -9.0% | 9,622 30.1% | 8,478 8.3% | 18,100 18.9% |
| オセアニア Oceania | 15,522 25.7% | 13,211 -14.9% | 6,533 -23.2% | 6,583 39.9% | 13,116 -0.7% | 7,888 20.7% | 6,512 -1.1% | 14,400 9.8% |
| 中近東・アフリカ The Middle East/Africa | 18,687 43.0% | 16,466 -11.9% | 5,858 -41.2% | 6,936 6.7% | 12,794 -22.3% | 7,227 23.4% | 6,873 -0.9% | 14,100 10.2% |
| 合計 Total | 342,577 22.4% | 294,034 -14.2% | 118,681 -32.4% | 127,142 7.3% | 245,823 -16.4% | 133,807 12.7% | 121,193 -4.7% | 255,000 3.7% |

四半期 Quarterly

 上段: 百万円、下段: 増減率
 Upper: Millions of yen, Lower: Sales growth

| | 2008/12(3Q) | 2009/3(4Q) | 2009/6(1Q) | 2009/9(2Q) | 2009/12(3Q) | 2010/3(4Q) | 2010/6(1Q) | 2010/9(2Q) |
|------------------------------------|------------------|------------------|------------------|------------------|-----------------|-----------------|-----------------|-----------------|
| | 第3四半期 | 第4四半期 | 第1四半期 | 第2四半期 | 第3四半期 | 第4四半期 | 第1四半期 | 第2四半期 |
| 国内市場 Japan | 10,842 -13.8% | 11,002 -21.3% | 9,903 -13.5% | 10,928 -15.5% | 10,044 -7.4% | 11,822 7.5% | 10,201 3.0% | 11,981 9.6% |
| 欧州市場 Europe | 29,136 -29.0% | 24,846 -38.6% | 24,280 -40.5% | 27,372 -35.3% | 28,556 -2.0% | 28,898 16.3% | 27,620 13.8% | 29,408 7.4% |
| 北米市場 North America | 8,894 -40.0% | 7,559 -40.3% | 7,700 -32.7% | 10,089 -29.9% | 9,034 1.6% | 7,686 1.7% | 9,228 19.8% | 9,244 -8.4% |
| アジア市場 Asia | 4,740 -16.2% | 4,092 -31.2% | 4,175 -40.7% | 4,445 -27.5% | 4,275 -9.8% | 5,478 33.9% | 5,315 27.3% | 6,073 36.6% |
| その他 Other regions | 9,805 -29.9% | 7,560 -36.6% | 9,337 -32.7% | 10,452 -31.1% | 11,204 14.3% | 10,145 34.2% | 12,458 33.4% | 12,279 17.5% |
| 中南米 Central and South America | 3,620 -21.7% | 2,539 -36.7% | 3,241 -34.7% | 4,157 -26.0% | 4,423 22.2% | 3,407 34.2% | 4,371 34.9% | 5,251 26.3% |
| オセアニア Oceania | 2,605 -35.8% | 2,099 -34.2% | 3,016 -26.3% | 3,517 -20.3% | 3,515 34.9% | 3,068 46.2% | 3,897 29.2% | 3,991 13.5% |
| 中近東・アフリカ The Middle East/Africa | 3,580 -32.6% | 2,922 -38.1% | 3,080 -36.2% | 2,778 -45.9% | 3,266 -8.8% | 3,670 25.6% | 4,190 36.0% | 3,037 9.3% |
| 合計 Total | 63,417 -28.0% | 55,059 -35.2% | 55,395 -34.5% | 63,286 -30.4% | 63,113 -0.5% | 64,029 16.3% | 64,822 17.0% | 68,985 9.0% |

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| 連結ベース | Consolidated basis |
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3. 現地通貨四半期ベース売上動向 Sales growth in local currency basis (quarterly; major countries)

前年同期比増減率 y/y

| | FY09 (08.4-09.3) | FY10 1Q (09.4-6) | FY10 2Q (09.7-9) | FY10 3Q (09.10-12) | FY10 4Q (10.1-3) | FY11 1Q (10.4-6) | FY11 2Q (10.7-9) | FY11 1H (10.4-10.9) |
|-------------------------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------------|---------------------|------------------------|
| 日本 Japan | -11.4% | -13.5% | -15.5% | -7.4% | 7.5% | 3.0% | 9.6% | 6.5% |
| 米国 U.S.A. | -17.3% | -27.4% | -21.0% | 7.6% | -9.2% | 20.1% | -4.2% | 5.9% |
| カナダ Canada | 4.7% | -21.0% | -14.3% | -0.7% | 45.9% | 33.0% | 13.1% | 22.7% |
| ドイツ Germany | -2.0% | -4.3% | -1.0% | 2.4% | 8.2% | 25.1% | 10.3% | 16.9% |
| 英国 U.K. | -2.1% | -30.1% | -28.5% | -4.6% | 11.8% | 16.2% | 39.9% | 27.8% |
| フランス France | -4.8% | -10.7% | 0.0% | 7.5% | 6.2% | 19.5% | 11.8% | 15.8% |
| 東欧・ロシア Eastern Europe and Russia | 2.3% | -34.5% | -29.8% | 1.3% | 39.2% | 41.9% | 45.5% | 43.9% |
| ロシア Russia | -4.5% | -51.7% | -42.6% | 2.1% | 5.4% | 70.3% | 63.7% | 66.4% |
| 東欧 Eastern Europe | 8.6% | -18.0% | -16.0% | -7.0% | 48.6% | 24.0% | 30.3% | 27.3% |
| アジア Asia | 0.9% | -37.5% | -21.1% | -7.4% | 33.8% | 30.3% | 41.3% | 36.0% |
| 中南米 Central and South America | 16.9% | -14.7% | -2.7% | 14.7% | 11.5% | 28.5% | 29.8% | 29.2% |
| オセアニア Oceania | 4.8% | -2.0% | -2.2% | 10.0% | 15.6% | 18.1% | 14.0% | 15.9% |
| 中近東・アフリカ The Middle East/Africa | -1.7% | -32.5% | -38.8% | -3.9% | 24.0% | 42.8% | 18.2% | 31.1% |

4. 設備投資額・減価償却費・研究開発費・従業員数 Capex, Depreciation, R&D and Employees

単位:百万円 Millions of yen

| | 2009/3 (FY) 通期 | 2009/9 (1H) 上期 | 2010/3 (2H) 下期 | 2010/3 (FY) 通期 | 2010/9 (1H) 上期 | 2011/3 (2H) 下期予想 Forecast | 2011/3 (FY) 通期予想 Forecast |
|-----------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------------|------------------------------|
| 設備投資額 Capex | 17,046 | 6,702 | 4,135 | 10,837 | 4,855 | 5,145 | 10,000 |
| 減価償却費 Depreciation | 8,887 | 4,071 | 4,237 | 8,308 | 3,636 | 4,364 | 8,000 |
| 研究開発費 R&D | 6,883 | 3,324 | 3,458 | 6,782 | 3,549 | 3,451 | 7,000 |
| 従業員数 Employees | 10,412 | 10,131 | - | 10,328 | 11,368 | - | - |

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| 連結ベース | Consolidated basis |
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5. 生産台数 Production

上段: 万台、下段: 構成比
Upper: 10 thousand of units, Lower: Composition

| | 2008/3 (FY) 通期 | 2009/3 (FY) 通期 | 2009/9 (1H) 上期 | 2010/3 (2H) 下期 | 2010/3 (FY) 通期 | 2010/9 (1H) 上期 | 2011/3 (2H) 下期予想 Forecast | 2011/3 (FY) 通期予想 Forecast |
|----------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|------------------------------|------------------------------|
| 国内 Japan | 492 22.5% | 389 19.4% | 109 18.4% | 125 15.6% | 234 16.8% | 170 16.1% | 170 14.3% | 340 15.1% |
| 欧州 Europe | 235 10.8% | 220 11.0% | 52 8.8% | 73 9.1% | 125 9.0% | 122 11.6% | 163 13.7% | 285 12.7% |
| 北米 North America | 148 6.8% | 127 6.4% | 29 4.9% | 40 4.9% | 69 4.9% | 56 5.3% | 54 4.5% | 110 4.9% |
| 中国 China | 1,256 57.5% | 1,206 60.4% | 380 64.0% | 549 68.5% | 929 66.6% | 677 64.3% | 773 64.9% | 1,450 64.6% |
| 中南米 Central and South America | 51 2.4% | 56 2.8% | 23 3.9% | 15 1.9% | 38 2.7% | 29 2.7% | 31 2.6% | 60 2.7% |
| 海外工場計 Overseas | 1,690 77.5% | 1,609 80.6% | 484 81.6% | 677 84.4% | 1,161 83.2% | 884 83.9% | 1,021 85.7% | 1,905 84.9% |
| 合計 Total | 2,182 100.0% | 1,998 100.0% | 593 100.0% | 802 100.0% | 1,395 100.0% | 1,054 100.0% | 1,191 100.0% | 2,245 100.0% |

四半期 Quarterly

上段: 万台、下段: 構成比
Upper: 10 thousand of units, Lower: Composition

| | 2008/12(3Q) 第3四半期 | 2009/3(4Q) 第4四半期 | 2009/6(1Q) 第1四半期 | 2009/9(2Q) 第2四半期 | 2009/12(3Q) 第3四半期 | 2010/3(4Q) 第4四半期 | 2010/6(1Q) 第1四半期 | 2010/9(2Q) 第2四半期 |
|----------------------------------|----------------------|---------------------|---------------------|---------------------|----------------------|---------------------|---------------------|---------------------|
| 国内 Japan | 83 17.4% | 72 19.8% | 54 20.5% | 55 16.7% | 55 15.2% | 70 16.0% | 77 16.1% | 93 16.1% |
| 欧州 Europe | 52 10.9% | 44 12.1% | 25 9.5% | 27 8.2% | 35 9.6% | 38 8.7% | 56 11.7% | 66 11.4% |
| 北米 North America | 33 7.0% | 23 6.2% | 14 5.3% | 15 4.5% | 16 4.4% | 24 5.5% | 24 5.0% | 32 5.6% |
| 中国 China | 294 61.9% | 214 59.0% | 158 59.8% | 222 67.4% | 252 69.0% | 297 68.0% | 307 64.4% | 370 64.2% |
| 中南米 Central and South America | 13 2.8% | 11 2.9% | 13 4.9% | 10 3.2% | 7 1.8% | 8 1.8% | 13 2.8% | 16 2.7% |
| 海外工場計 Overseas | 393 82.6% | 291 80.2% | 210 79.5% | 274 83.3% | 310 84.8% | 367 84.0% | 400 83.9% | 484 83.9% |
| 合計 Total | 476 100.0% | 363 100.0% | 264 100.0% | 329 100.0% | 365 100.0% | 437 100.0% | 477 100.0% | 577 100.0% |