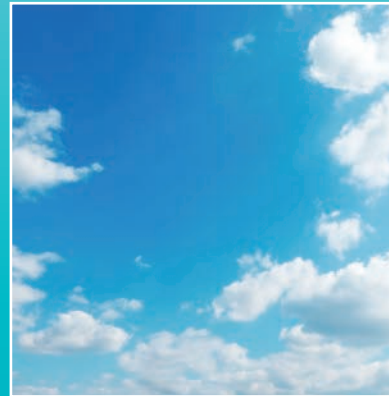




# Corporate Profile 2021



Live **Green**  
&  
Grow **Strong**



# Aiming

## Contributing workplaces

Since Makita's foundation in 1915, we have devoted ourselves to providing the products and services that our customers want with worksite-centric approach to management. More than a century later, this spirit remains unchanged. The reason we have been able to expand our business activities to this point is thanks to the support and cooperation of our clients all over the world, our business partners, and all of our stakeholders.

In the hope of growing by solving environmental issues and other social problems, Makita is now using cordless products as an axis to evolve into a supplier of a comprehensive range of cordless products—not only power tools but OPE (outdoor power equipment),

cleaning equipment, and outdoor products. We will use our industry-leading battery charging/discharging technology and motor technology to promote make any and all products cordless (going cordless/engine-less) in order to improve safety, convenience, and comfort, and to contribute to reducing gas emissions, noise, and fuel consumption. We will continue to evolve our services as well. Using the strengths of the sales and service network we have built around the globe, we will further strengthen our service system for prompt distribution and repair, thereby contributing to decarbonization and to reducing the burden on workplaces around the world and on the global environment.

# to Build a Strong Company

to Decarbonization and to reducing the burden on  
around the world and on the global environment

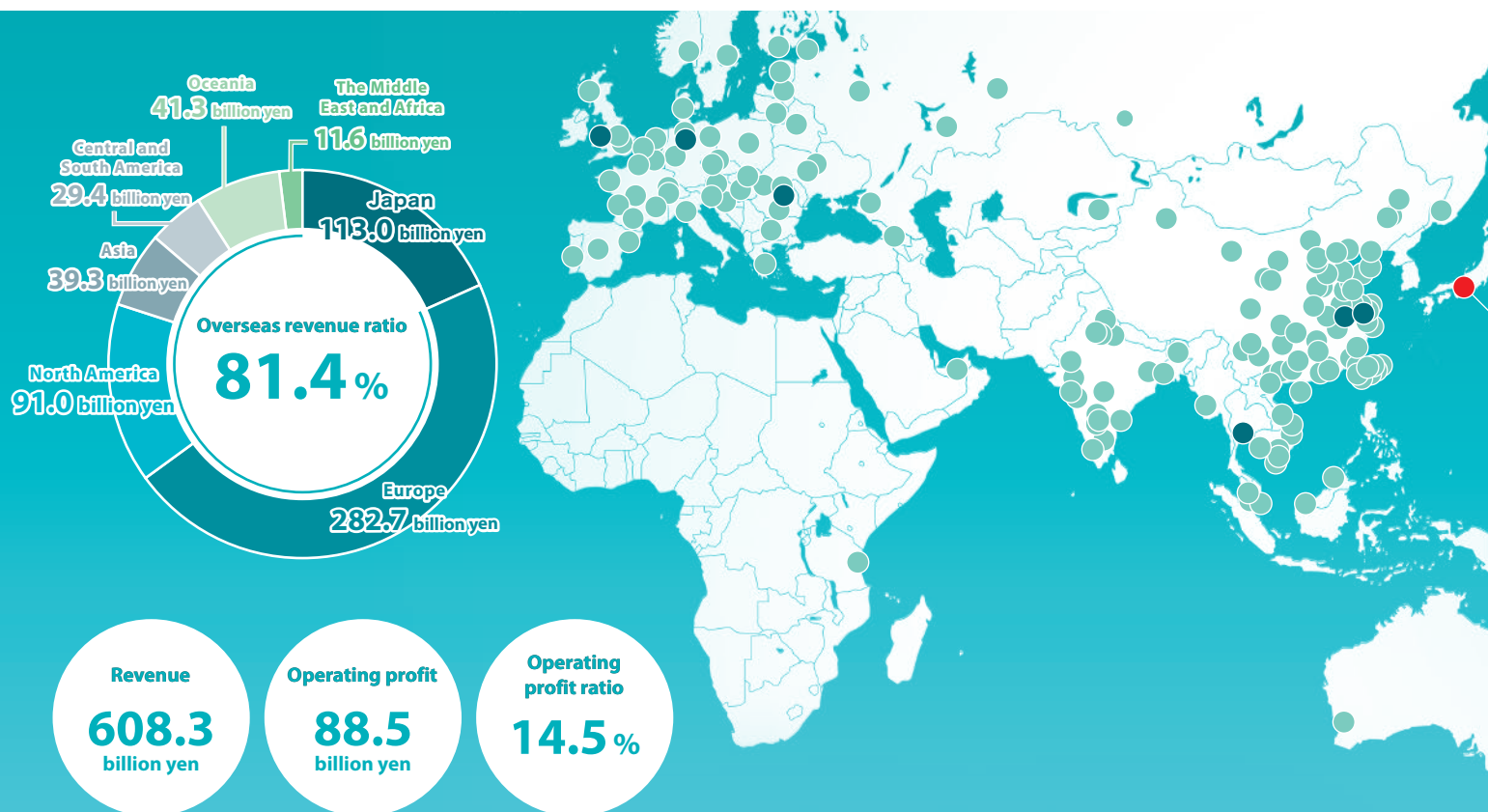
In the future, Makita's priority will be addressing environmental issues. While focusing on cordless OPE with zero emissions during operation, we will contribute to achieving a decarbonized society through the utilization of renewable energy and through energy-saving activities. Further, so as to remain a company that is an indispensable part of people's daily lives, we will work to reduce the single-use plastics in our packaging and otherwise continue to promote elimination of plastic. Just as we transitioned our business target from motors to power tools, Makita will keep taking on a variety of new challenges in the future so that we can continue to persevere under any kind of business environment. Based on values such as "Makita strives to exist in

harmony with society," "Makita values its customers," "Makita is managed in a consistent and proactive manner," and "Valuing a stalwart corporate culture, Makita encourages each individual to perform to his or her highest level," we will contribute to achieving a sustainable society through our corporate activities and aim for our long-term objective of building a Strong Company.

President, Representative Director  
**Munetoshi Goto**



# Makita at a glance



1915

## Founded Makita Electric Works

Began selling and repairing lighting equipment, motors, and transformers as a sole proprietorship in Nagoya City.



1958

## Transformed into a power tool manufacturer

Took on the major challenge of developing original products. Launched portable electric planer (1000), first of its kind produced in Japan, and began our journey as a power tool manufacturer.



1969

## The birth of cordless tools

Launched a battery-powered drill (6500D), our first cordless power tool.



1978

## Launched our first nickel cadmium battery tool

Launched a 10mm rechargeable drill (6010D) using nickel cadmium batteries, and took the opportunity for rapid expansion into the cordless tool market.



1938

## Incorporated as Makita Electric Works, Inc.

Incorporated the proprietorship and established Makita Electric Works, Inc.

1962

## Name change and public offering

Changed the trade name to Makita Electric Works, Ltd., went public, and listed the company in the 2nd Section of the Nagoya Stock Exchange.



1970

## The first step toward a global strategy

Established Makita U.S.A. Inc. in the United States, our first overseas subsidiary. Thereafter, continued to grow Makita into a global company by expanding into France, the United Kingdom, Australia, and beyond.



1985

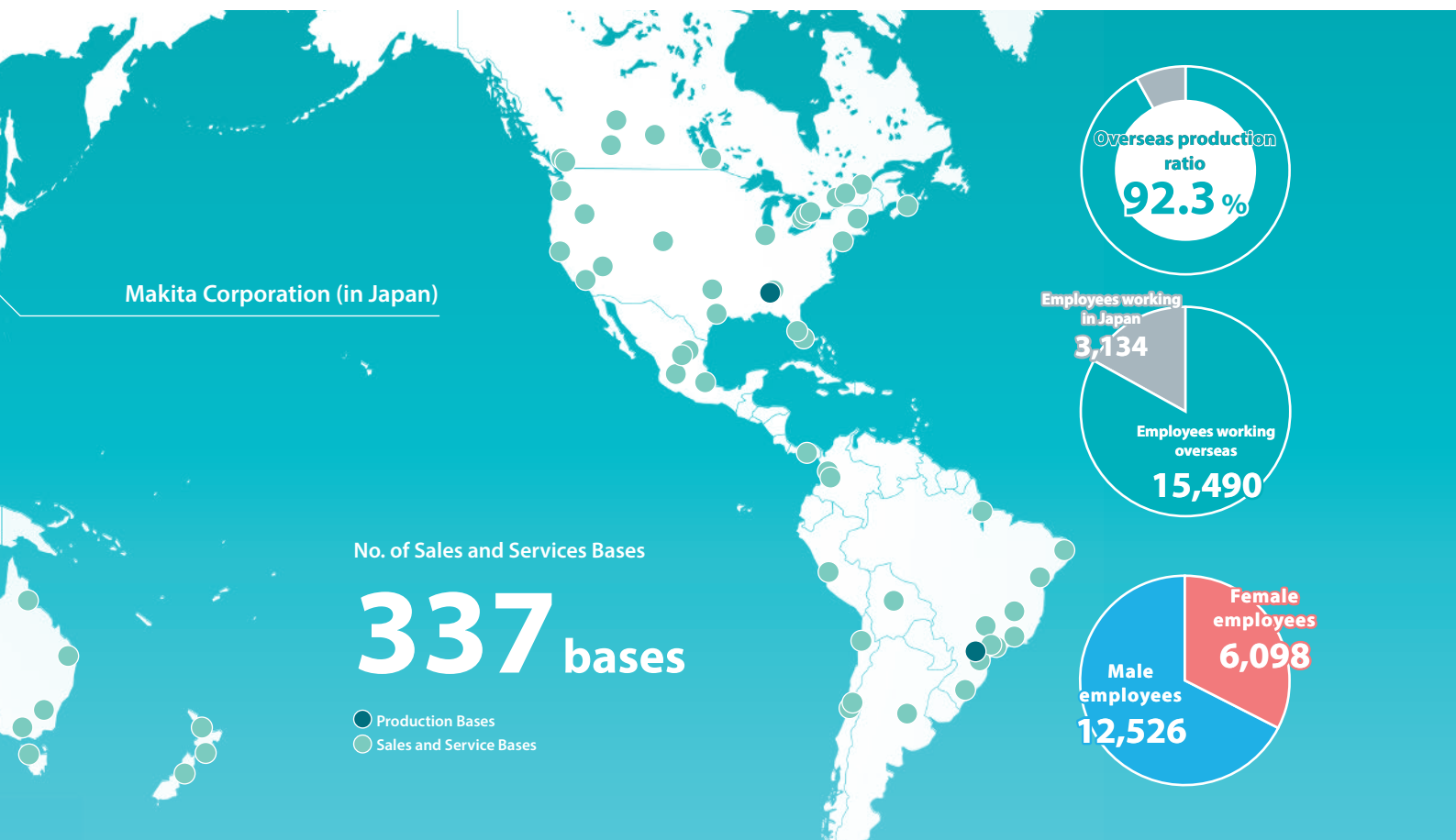
## Began full-scale, on-site manufacturing at an overseas subsidiary for the first time

Established a subsidiary manufacturing company (Makita Corporation of America) in the United States and began full-scale, on-site manufacturing overseas.





Makita was born in 1915 as a motor sales and repair company. We went on to become the first company in Japan to manufacture and sell portable electric planers, and since then we have worked to build a steady position as a manufacturer of power tools. Today, we are continuing to evolve as a supplier of a comprehensive range of cordless products as we develop our sales, services, and manufacturing network around the world.



as of March 31, 2021

1991

### Redesigned the corporate image

Changed the trade name to Makita Corporation and redesigned the symbol mark and corporate logo in the aim of creating a new Makita.



1997

### Launched the world's first product using a nickel hydride battery

Launched our first nickel hydride battery tool (6213D), a 12V rechargeable driver-drill.



2005

### Launched a lithium-ion battery product

Ahead of the industry, launched the cordless impact driver (TD130D), our first lithium-ion battery tool for professionals. Achieved downsizing and lightening of power tools and reduced running costs.



2015

### Celebrated the 100-year anniversary of our founding

Renewed our heartfelt determination for Makita to continue for the next century.



1993

### Further striving to be a global corporation

Established Makita (China) Co., Ltd. in China and began manufacturing. This company would later serve as our core manufacturing base.



### Makita's First Year of the Environment

Launched the environmental committee. Published Makita's Global Environment Charter and declared the intent to proactively promote environmental protection activities.



2019

### Launched the Li-ion 40Vmax series

Launched a series of cordless tools with higher power, longer lifespans, and higher durability than conventional cordless versions. Continued to further technological innovation by outfitting systems to optimize charging/discharging.



# Makita's Description of Business

As a global supplier of a comprehensive range of tools for creating comfortable homes and living environments, Makita meets the diverse needs of our customers with a wide-ranging product lineup focused on cordless products like power tools and OPE. Thanks to our strengths of high inter-compatibility and a rich lineup of products, a single battery can be applied to many different Makita products.

## Construction and building

### Direct Support for Housing Construction

Our products are used in housing and building construction sites, factories, and a variety of other locations. In 1958, Makita became the first company in Japan to manufacture and sell portable electric planers. Since then, we have been working to develop original technology and provide a rich lineup with solid technical capabilities so we can enable more comfortable work in drilling, fastening, cutting, polishing, and other operations.



**Cordless Rotary Hammer**



Cordless Impact Wrench



Cordless Slide Compound Miter Saw



Cordless Rear Handle Saw



Cordless Driver Drill

## Cleaning

To meet the needs of professionals who are engaged in cleaning work not only at construction sites but also offices, stores, and warehouses, we offer a wide range of products with features such as greater mobility, higher suction power and durability, and lower noise.



Cordless Cleaner



**Cordless Upright Cleaner**



## Gardening

### In Harmony with Nature, Seeking a Richer Way of Life

For everything from light gardening to demanding professional labor, Makita has a wide range of product lines that support the creation of lush, verdant living environments. In the aim of existing in harmony with the environment, we are proactively developing cordless OPE that rivals the power of engine-powered equipment but with no gas emissions, no fuel requirements, simple startup, and much lower noise.

Cordless High Pressure Washer



Battery Powered Lawn Mower  
+ Portable Power Pack



Cordless Grass Trimmer



Battery Powered Blower



Cordless Angle Grinder



Cordless Earth Auger



Cordless Garden Sprayer

## For making Environment in and around the workplace comfortable, For outdoor events, For disaster prevention.

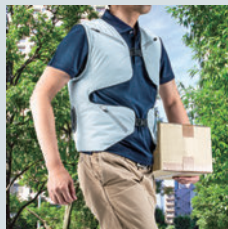
We have also expanded our product lines that enable comfortable on-site work so they can be useful in outdoor activities and disaster preparedness as well as on-site.



Cordless Worklight



Cordless Coffee Maker



Cordless Fan Vest



Rotary Scissors  
Attachment



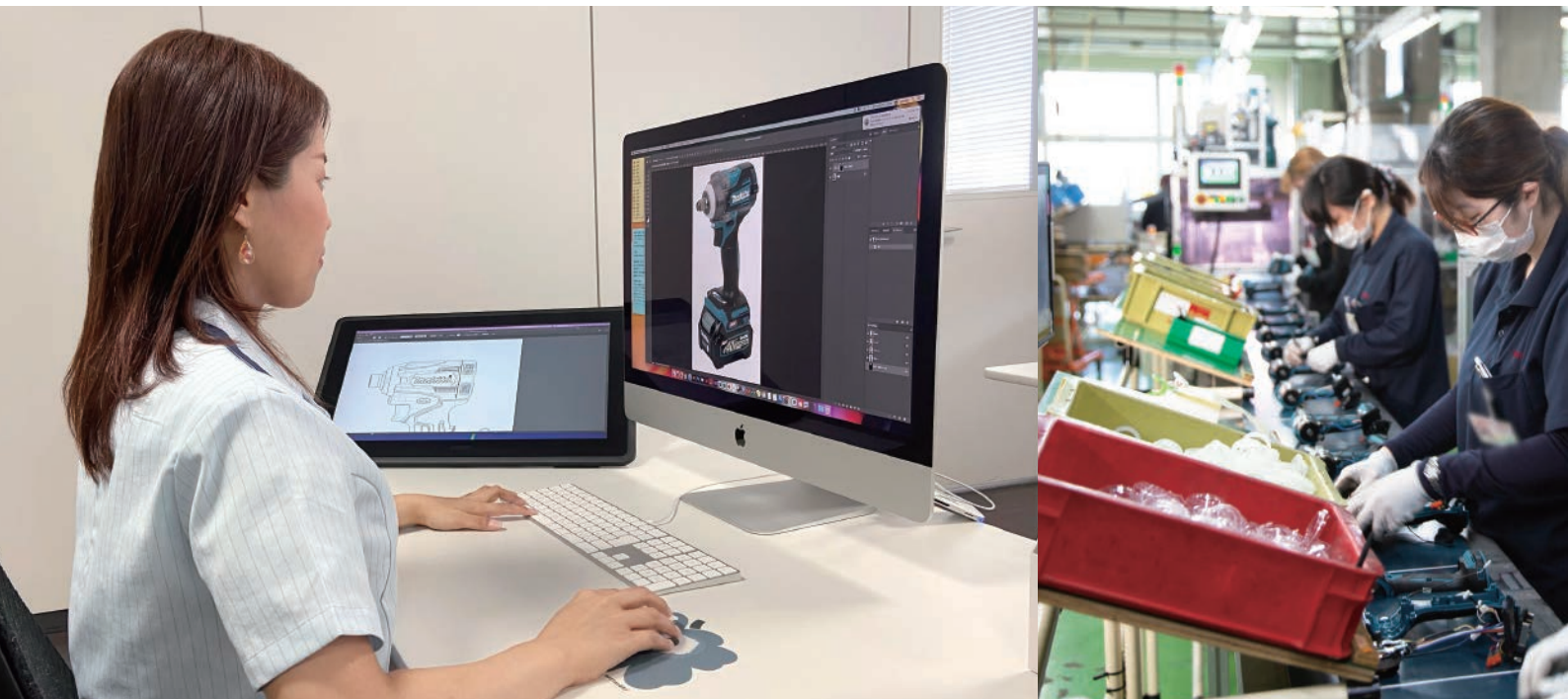
## Accessories

### Job Site Radio





# Product Manufacturing



## Product Development, Quality Assurance

## Produ

### Industry-Leading Product Development Capabilities

We were quick to adopt lithium-ion batteries for professional power tools, and we have the industry-leading capabilities for product development to develop them into a series of products. In product design, we utilize cutting-edge technologies like CAE analysis to further strengthen the original expertise of our long history so we can build Makita into a trusted brand. Our products go beyond functionality; they are designed for safety and refinement in consideration of user work environments as well as the natural environment.



### A System that Guarantees Quality, from Design to Mass Production

We have built a system that guarantees quality in all processes from design to mass production. During development, we emphasize designing-in and employ design that prevents the occurrence of defects. Then, we perform evaluation from perspectives such as laws and regulations, functionality, and durability, and confirm that the product will satisfy our customers.



### A Global Manufacturing System

We have plants in eight countries around the world (Japan, China, Romania, Thailand, the United Kingdom, Brazil, the United States, and Germany); about 90% of products manufactured by Makita are made abroad. Going forward, we will continue to strive to further enhance our manufacturing capabilities so we can quickly produce and supply products in response to local needs.

### Uniform Quality in Craftsmanship

Because we can efficiently manufacture products of stable quality, we develop in-house robots and share expertise on mass production between factories. While working to save manpower at manufacturing sites, our craftsmanship has evolved to produce products of uniform quality, no matter where they are made or by whom.



Through our integrated network of development, manufacturing, and sales services around Japan and the world, Makita will continue to deliver high-quality, industry-leading services along with products that aptly meet global user needs.



ction

Sales and services



Okazaki Plant



China Plant



Romania Plant



Thailand Plant

The Industry-leading Service Network

With directly managed sales bases in about 50 countries around the world in addition to our foundation of 123 sales offices in Japan, we are able to provide meticulous services adapted to customers and regions, thereby contributing to improving work efficiency and productivity for our customers. Even amid the COVID-19 pandemic, we have contributed to building richer communities and lifestyles by using the industry-leading sales and service network to promptly deliver our products to our customers in various regions.



Promotional Activities

Makita proactively participates in exhibitions, seminars, demonstration events, user visits, and all kinds of promotional activities in Japan and around the world. We also aim to improve convenience and customer satisfaction by promoting DX (digital transformation) such as apps and an AI inquiry-response system.





# Contribution to Solving Social Challenges

## Decarbonization: Switching from Engine-Powered Products to Cordless Products



Conventionally, engine-powered products have been the mainstream for lawn mowers, chain saws, and other OPE. But while they excel in power and stamina, they posed an issue in terms of the environmental impact of their gas emissions. To address this issue, we are promoting the replacement of such equipment with zero-emissions cordless products to contribute to [achieving a decarbonized society](#). Further, the aim of switching to cordless products is to eliminate emissions of atmospheric pollutants contained in the exhaust gas from engine-powered equipment, and thus to contribute to reducing the environmental burden.

### The Benefits of Cordless Products Over Engine-Powered Products

No exhaust is released during use

Low noise and low vibration

- Lower environmental burden
- Less physical strain on users
- Helps ensure a more comfortable environment in and around the workplace

Zero start-up procedures, no refueling, and a lightweight design

- Easy to use for women and the elderly



\*During equipment operation





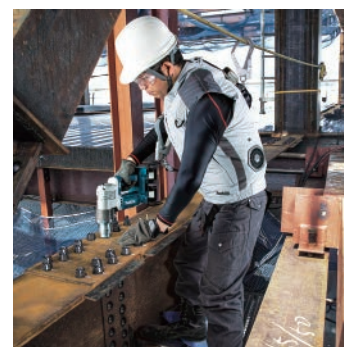
Through our products and services, we will help to solve environmental issues and other social problems and contribute to the achievement of a sustainable society. We will continue to expand our lineup of cordless products that are convenient and environmentally friendly, and will work to evolve into a supplier of a comprehensive range of cordless products. At the same time, we will build an exhaustive network of sales and service bases all over the globe in order to strengthen our system to provide prompt distribution and repair services, and to contribute to decarbonization and to reducing the burden on workplaces around the world and on the global environment.

## Building Cities and Infrastructure Around the World



As a global supplier of power tools and OPE used at building and construction sites, we are contributing to building cities and infrastructure around the world.

As we were permitted to continue our business activities in many regions as an essential business even under lockdown, our products are indispensable in [building richer communities and lifestyles](#).



### Making Contributions Amid the COVID-19 pandemic

In 2020, cross-border movement restrictions were imposed in many areas due to the spread of COVID-19, but even under these conditions, we utilized our exhaustive sales and service network to promptly deliver our products to local customers, thereby contributing to local communities around the world.

## Replacement with Cordless Products



We are contributing to solving [labor shortages](#) as a social problem by proactively replacing plug-in AC products, which were once the mainstream, with cordless products with good work efficiency. With no need for a cord, cordless products offer benefits including better work efficiency and ease of use, and can also contribute to preventing on-site accidents caused by stumbling over cords. Because they can be used in places without an ensured power supply, they also contribute to [improving productivity at worksites](#) and even support the building of comfortable communities and early recovery from disasters, which are becoming increasingly common due to climate change.



## Disaster Preparedness



In a disaster situation or other environments without an ensured power supply, the Makita batteries used in products such as cordless cleaners can also be used in radios, lighting, and many other emergency goods. And, with a dedicated USB adapter, you can use Makita batteries to charge smartphones, offering [peace of mind](#) as disasters increase in frequency.



# Employees

Supporting SDGs

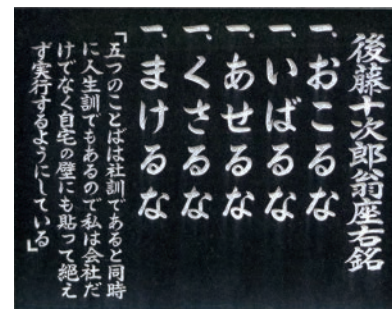


Makita's human resource capabilities are an essential asset to supporting the growth of society. We provide each and every one of our employees with the opportunity to fully exercise their potential.

## Fostering Human Resources

"Don't be angry, arrogant, panic, mope, or give up." These are the words of Jujiro Goto, who along with founder Mosaburo Makita built this company and transformed it into "a power tools corporation." Grounded in this personal philosophy of Mr. Goto, we strive to provide each and every Makita employee with [the opportunity to exercise his or her talents](#).

In Japan, in addition to our stratified training system, we have established a lecture system for a variety of training and correspondence education programs, including practical plant training. We proactively arrange [opportunities for postings at overseas bases](#), including on-site OJT (on-the-job training) for our young employees at our international locations to help them build skills. We are also striving to develop our human resources outside Japan, and at the China Plant, our core manufacturing base, we offer training for managers on subjects like better leadership skills and problem-solving.

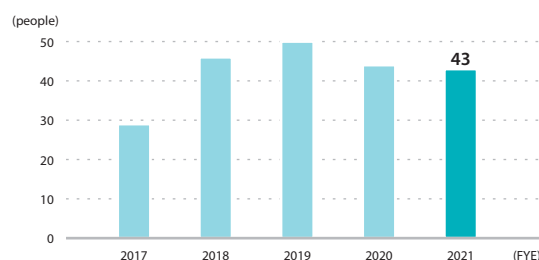


## Child Raising Support

We introduced a [childcare leave system](#) in 1990 and use of this system remains stable, with employees commonly taking childcare leave twice or more. In FYE 2021, 43 employees used childcare leave (including four male employees) and we achieved a 100% return rate, with 21 out of 21 employees who took leave returning to work.

The [childcare reduced working-hours system](#) for childcare that we introduced in 1992 has also become a well-established system. It was used by 50 employees (including two male employees) in FYE 2021.

Childcare Leave System



## Diversity Promotion

### Employment of Non-Japanese Workers

[About 80%](#) of the Makita Group's employees are [local hires at our overseas bases](#). We also appoint non-Japanese Corporate Officers and make other efforts to support the success of employees of all nationalities. Even in Japan, we hire foreign students as part of our efforts to develop the global human resources who will support Makita in the future.

### Supporting Female Success

The average years of service for our full-time female employees is about the same as for their male counterparts (men: 17.2 years; women: 16.8 years), and women play active roles in a variety of different divisions. With [more than 190 women](#) in manager-class roles group-wide, our female employees support Makita's global business foundation.

We will continue to build environments and workplaces where female employees can work with peace of mind and achieve success.

### Employment of Elderly and Disabled Workers

In addition, while continuing to hire workers with disabilities, we also re-hire employees who wish to continue working after the mandatory retirement age of 60 and make other efforts to create an environment where all kinds of workers can succeed.



# Environment

In order to contribute to the achievement of a sustainable society, Makita is promoting climate change response, elimination of plastic, and other environmentally friendly corporate activities.

## Supporting SDGs



## Responding to Climate Change

### Initiatives with Our Products

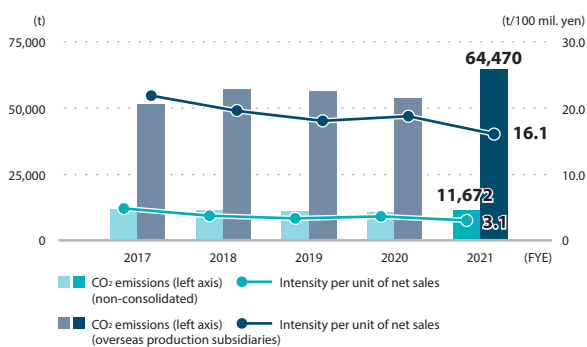
While engine-powered products have conventionally been the mainstream for OPE, the environmental impact of their gas emissions has become a major problem. By focusing on cordless OPE with zero emissions during operation, Makita is [contributing to the achievement of a decarbonized society](#). Also, with rising awareness of environmental issues around the world and the expanding needs for highly convenient cordless products, we have decided to stop manufacturing engine-powered products as of the end of March 2022.



### Initiatives in our Business Activities

In the aim of reducing CO<sub>2</sub> emissions, we are involved in energy-saving activities including introducing LED lighting and high-efficiency devices (air conditioners, compressors, manufacturing equipment, etc.), as well as awareness-raising activities to improve employee environmental awareness, such as distributing materials promoting energy-saving and conducting regular patrols of offices and factories to check the status of energy saving efforts. And, at our sales locations in Japan, we are rolling out the installation of solar panels. We are also [promoting the use of renewable energy](#) outside Japan, with some of our subsidiaries installing solar panels or introducing geothermal heating and cooling systems. Though emissions levels did rise in FYE 2021 in line with increased sales, they fell on intensity per unit of net sales.

### Changes in CO<sub>2</sub> Emissions (Scope1, Scope2)



The solar panels installed on the roof of the Makita S.p.A. (in Italy) office building.

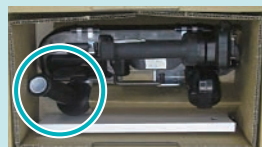
## Promoting the Elimination of Plastic

In order to contribute to the achievement of a sustainable society and to conserving biodiversity, we are working to [reduce the amount of single-use plastic in our product packaging](#). In addition to our existing efforts to simplify packaging, since FYE 2021, we have reduced the use of polyethylene bags in our product packaging and are switching to packaging made from paper and other environmentally-friendly materials.

### Example of eliminating plastics



Conventional approach: plastic bag (polyethylene) packaging



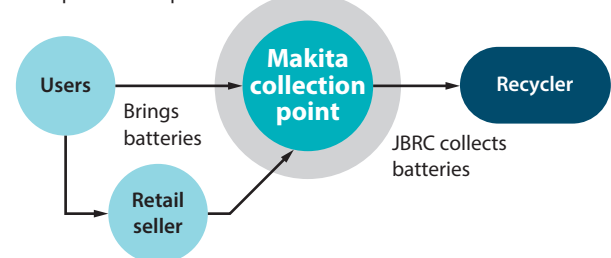
Current approach: packaging without plastic bags

Previously, we would pack parts in polyethylene bags to protect our products from damage, but we have come up with an innovative way to fix the parts in place internally, thereby reducing the use of polyethylene bags.

## Battery Recycling

In Japan, as a member of the JBRC (Japan Portable Rechargeable Battery Recycling Center), we are involved in [voluntary battery collection](#) and [recycling activities](#) in line with the Act on the Promotion of Effective Utilization of Resources. Outside Japan, we cooperate with vendors and specialized organizations in the appropriate collection of batteries according to local laws and systems. We are also building and operating battery collection systems in many countries and regions to promote the recycling of resources.

### Example Inside Japan





# Local Communities

By cooperating in sports and cultural activities and providing disaster support, we aim to grow together with society through activities tailored to each region.

## Thailand

### Volunteer Activities at Local Nursery and Elementary Schools

Our employees have donated resources to local nursery and elementary schools in order to support the healthy growth of children in local communities.



## Netherlands

### Supporting a Woodworking School Project

In order to increase interest in craftsmanship, we have supported students from a woodworking school in a project to build a boat from scratch.



## America

### Sponsoring Sporting Events

We have sponsored a snowmobile tournament to contribute to the promotion of local sports.



## Japan

### Visiting Local Junior High Schools

As part of our social contribution activities, we have visited a nearby junior high school for lectures to help students learn more about the SDGs.



## Response to the COVID-19 pandemic

Although our face-to-face activities have been limited during the COVID-19 pandemic, we have been able to resolve local issues by offering online training for vendors and agents on subjects like how to use and maintain Makita products, product knowledge, and repair.

Photos from online training sessions

### Poland



### Slovenia



### Netherlands



### Latin America



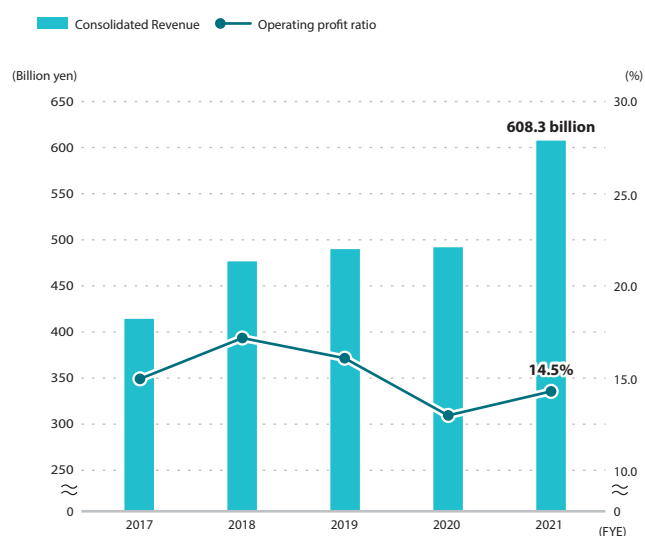
# Corporate Data



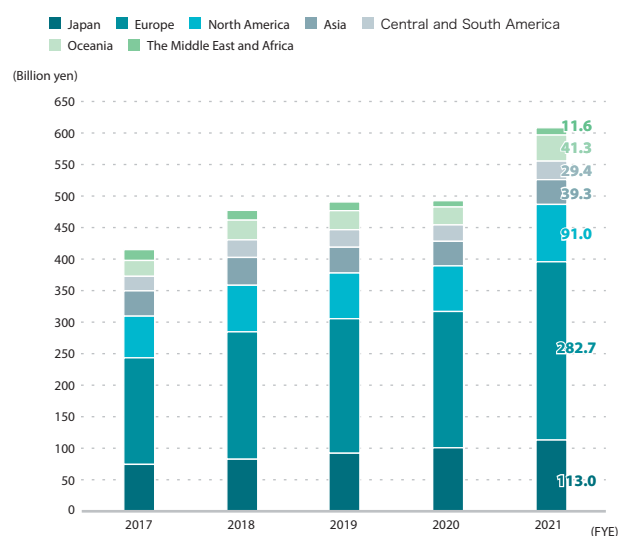
(as of March 31, 2021)

Corporate Name	Makita Corporation	Consolidated Subsidiaries	53
Head Office	3-11-8, Sumiyoshi-cho, Anjo, Aichi 446-8502, Japan	Principal Consolidated Subsidiaries	<b>Sales subsidiaries</b> Makita U.S.A. Inc. Makita (U.K.) Ltd. Makita Werkzeug GmbH (Germany) Makita France SAS Makita Oy (Finland) Makita LLC (Russia) Makita (Australia) Pty. Ltd.
Phone	+81-566-98-1711		
URL	<a href="https://www.makita.biz/">https://www.makita.biz/</a>		
Date of Founding	March 21, 1915		
Date of Incorporation	December 10, 1938		
Representative Directors	Chairman Masahiko Goto President Munetoshi Goto		<b>Sales and production subsidiaries</b> Makita (China) Co., Ltd. Makita do Brasil Ferramentas Elétricas Ltda.
Paid-in Capital	¥24,205,610 thousand		
Number of Employees	18,624		<b>Production subsidiaries</b> Makita (Kunshan) Co., Ltd. SC Makita EU S.R.L. (Romania)
Description of Business	Production and sales of electric power tools, outdoor power equipment, pneumatic tools and household equipment		

## Consolidated Revenue / Operating profit ratio



## Revenue by Region





**[www.makita.biz](http://www.makita.biz)**

**Makita Corporation**

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