



Makita Corporation

Consolidated Financial Results
for the nine months
ended December 31, 2014
(U.S. GAAP Financial Information)

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



CONSOLIDATED FINANCIAL RESULTS FOR THE NINE MONTHS ENDED DECEMBER 31, 2014 (Unaudited)

January 30, 2015

Makita Corporation

Stock code: 6586

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

Shiro Hori, President, Representative Director

1. Summary operating results of the nine months ended December 31, 2014 (From April 1, 2014 to December 31, 2014)

(1) CONSOLIDATED OPERATING RESULTS

	Yen (millions)			
	For the nine months ended December 31, 2013		For the nine months ended December 31, 2014	
		%		%
Net sales.....	283,137	25.1	311,119	9.9
Operating income	41,475	20.1	55,607	34.1
Income before income taxes	43,874	29.5	53,591	22.1
Net income attributable to Makita Corporation	30,943	31.5	36,727	18.7
Comprehensive income	73,633	107.4	68,773	(6.6)
Yen				
Earning per share (Basic)				
Net income attributable to Makita Corporation common shareholders.....	227.95		270.58	

Notes:

- Amounts of less than one million yen have been rounded.
- The table above shows the changes in the percentage ratio of net sales, operating income, income before income taxes, net income attributable to Makita Corporation, and comprehensive income against the corresponding period of the previous year.

(2) SELECTED CONSOLIDATED FINANCIAL POSITION

	Yen (millions)	
	As of March 31, 2014	As of December 31, 2014
Total assets.....	519,121	575,632
Total equity	439,444	495,706
Total Makita Corporation shareholders' equity.....	435,934	491,846
Total Makita Corporation shareholders' equity ratio to total assets (%)	84.0%	85.4%

2. Dividend Information

	Yen	
	For the year ended March 31, 2014	For the year ending March 31, 2015
Cash dividend per share:		
Interim.....	18.00	18.00
Year-end	73.00	(Note)
Total	91.00	(Note)

Notes:

- The forecast for cash dividend announced on April 28, 2014 has not been revised.
- The projected amount of dividends for the year ending March 31, 2015 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, 2015 (From April 1, 2014 to March 31, 2015)

	Yen (millions)	
	For the year ending March 31, 2015	
		%
Net sales.....	400,000	4.4
Operating income	68,000	23.8
Income before income taxes	65,700	15.3
Net income attributable to Makita Corporation	45,000	17.0
Earning per share (Basic)	Yen	
Net income attributable to Makita Corporation common shareholders.....	331.53	

Note: The consolidated financial forecast for the year ending March 31, 2015 has been revised.

4. Others

(Refer to [Qualitative Information and Financial Statements] Section 4 "Other" on page 4.)

- (1) Changes in important subsidiaries during the period (Changes in specified subsidiaries accompanied by changes in scope of consolidation during the quarter): None
- (2) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements: Yes
- (3) Changes in accounting policies, procedures and presentation rules applied in the preparation of the quarterly consolidated financial statements:
 1. Changes due to revisions to accounting standards: None
 2. Changes due to other reasons: None
- (4) Number of shares outstanding (common stock)
 1. Number of shares issued (including treasury stock):

As of December 31, 2014:	140,008,760
As of March 31, 2014:	140,008,760
 2. Number of treasury stock:

As of December 31, 2014:	4,273,423
As of March 31, 2014:	4,271,134
 3. Average number of shares outstanding:

For the nine months ended December 31, 2014:	135,736,564
For the nine months ended December 31, 2013:	135,741,769

Information regarding quarterly review

This consolidated financial results report is not subject to a quarterly review stipulated under the Financial Instruments and Exchange Act. As of the release date of this document, the quarterly review under the Financial Instruments and Exchange Act has not been completed.

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

1. Regarding the assumptions for the forecasts and other matters, refer to [Qualitative Information and Financial Statements] Section 3. "Explanation of Information Relevant to Forecast such as Consolidated Financial Performance Forecast" on page 4. The financial forecast given above are based on information as available at the present time, and include potential risks and uncertainties. As a consequence of the factors above and other, actual results may vary from the forecasts provided above.
2. 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 18 yen per share. However, in the event special circumstances arise, computation of the amount of dividends will be based on consolidated net income attributable to Makita Corporation after certain adjustments.

The Board of Directors plans to meet in April 2015 for a report on earnings for the year ending March 31, 2015. 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 2015.

The consolidated dividend payout ratio is calculated as annual dividends per share divided by consolidated net income attributable to Makita Corporation per share (after adjustments for special circumstances) and multiplied by 100.



[Qualitative Information and Financial Statements]

1. Explanation of Consolidated Operating Results

Looking at the global economic situation during the nine months (the “period”) ended December 31, 2014, in Western Europe, the U.K. economy remained solid, while economic growth lost momentum in the euro zone. The Russian economy faced an increasingly tougher situation due to soured relations with Europe and the U.S. over political uncertainty in Ukraine and the economic sanctions. Meanwhile, the U.S. economy kept growing against the backdrop of solid consumer spending and housing investment. Turning to Asia, Chinese economic growth slowed but the overall economic situation in Asia gradually recovered. In Japan, consumer spending declined in reaction to the consumption tax rate hike, while the economy showed signs of recovery as seen in the increase in capital investment and exports.

Under these circumstances, our consolidated net sales for the period increased by 9.9% to 311,119 million yen compared to the same period of the previous year. This increase is attributed to active marketing activities amid uncertainty over the future business environment in Japan and abroad, along with the depreciation of the yen against major currencies such as the US dollar and the euro compared with the same period of the previous year. Operating income increased by 34.1% to 55,607 million yen (operating income ratio: 17.9%), supported by an improvement in cost of sales ratio due to the influence of currencies in addition to sales growth. Income before income taxes increased by 22.1% to 53,591 million yen (income before income taxes ratio: 17.2%) and net income attributable to Makita Corporation shareholders increased by 18.7% to 36,727 million yen (ratio of net income attributable to Makita Corporation shareholders: 11.8%) from the same period of the previous year.

Net sales by region are as follows:

Net sales in Japan increased by 6.7% to 48,931 million yen compared to the same period of the previous year. This was because demand remained steady for the construction of large-scale commercial facilities, mainly in urban areas, despite a decline in housing starts.

Net sales in Europe increased by 8.8% to 134,392 million yen. This was because the depreciation of the yen against the euro as compared to the same period of the previous year, and sales remained solid in main Western European markets.

Net sales in North America increased by 12.6% to 42,448 million yen. This was because of favorable sales to home improvement retailers compared to the same period of the previous year, as well as the weak yen against the US dollar.

Net sales in Asia increased by 13.3% to 29,748 million yen, although demand in Southeast Asian countries was mixed.

The sales situations in other regions are as follows. Net sales in Central and South America increased by 7.9% to 23,824 million yen due to steady sales, despite a stagnant market. In addition, net sales in Oceania grew to 17,265 million yen, up 14.2% compared to the same period of the previous year and those in the Middle East and Africa increased to 14,511 million yen, up 14.8% compared to the same period of the previous year because demand recovered in these regions.

2. Explanation of Consolidated Financial Position

Total assets as of December 31, 2014 increased by 56,511 million yen to 575,632 million yen compared to the balance as of March 31, 2014. The increase was mainly due to the increase in “Short-term investments” and “Inventories”.

Total liabilities as of December 31, 2014 increased by 249 million yen to 79,926 million yen compared to the balance as of March 31, 2014.

Total equity as of December 31, 2014 increased by 56,262 million yen to 495,706 million yen compared to the balance as of March 31, 2014. This increase was mainly due to the increase in “Retained earnings” and “Accumulated other comprehensive income”.



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

The consolidated financial forecast for the year ending March 31, 2015 has been revised, because consolidated financial results for the first nine months period of the fiscal year 2015 (April 1, 2014 to March 31, 2015) were steady besides the yen has been weaker against the U.S. dollar and the euro compared to the previous forecast.

Revised Forecast for consolidated performance during the fiscal year 2015 (From April 1, 2014 to March 31, 2015)

	Yen (millions)				Yen
	Net sales	Operating income	Income before income taxes	Net income attributable to Makita Corporation	Earning per share (Basic) Net income attributable to Makita Corporation common shareholders
Forecast announced previously (A)	385,000	59,500	59,800	39,800	293.21
Revised forecast (B)	400,000	68,000	65,700	45,000	331.53
Changes (B-A).....	15,000	8,500	5,900	5,200	-
Percentage revision.....	3.9%	14.3%	9.9%	13.1%	-
Actual results for the previous year ended March 31, 2014	383,207	54,914	56,974	38,453	283.28

[Preconditions]

The above forecast is based on the assumption of exchange rates of 115 yen to the U.S. dollar and 130 yen to the euro for the three months period ending March 31, 2015.

The above forecast is based on the assumption of exchange rates of 109 yen to the U.S. dollar and 138 yen to the euro for the year ending March 31, 2015.

[Reference]

Our previous exchange rates that we announced on April 28, 2014 were 100 yen to the U.S. dollar and 135 yen to the euro for the year ending March 31, 2015.

The above forecast 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 forecast provided above.

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) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements:
 With regard to the income tax expenses, Makita computes interim income tax expense by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes for the reporting period.
- (3) Changes in accounting principles, procedures and presentations: None



5. Consolidated Financial Statements (Unaudited)

(1) Consolidated Balance Sheets

	Yen (millions)			
	As of March 31, 2014		As of December 31, 2014	
		Composition ratio		Composition ratio
ASSETS				
CURRENT ASSETS:				
Cash and cash equivalents.....	81,732		84,720	
Time deposits.....	15,673		18,553	
Short-term investments.....	41,048		61,350	
Trade receivables-				
Notes.....	1,402		1,339	
Accounts.....	64,176		62,749	
Less- Allowance for doubtful receivables.....	(1,001)		(1,061)	
Inventories.....	156,111		176,528	
Deferred income taxes.....	7,231		5,761	
Prepaid expenses and other current assets.....	13,665		16,646	
Total current assets.....	<u>380,037</u>	73.2%	<u>426,585</u>	74.1%
PROPERTY, PLANT AND EQUIPMENT, AT COST:				
Land.....	22,793		23,800	
Building and improvements.....	91,184		98,399	
Machinery and equipment.....	86,594		93,431	
Construction in progress.....	3,174		3,429	
Sub total.....	203,745		219,059	
Less- Accumulated depreciation and amortization.....	(112,143)		(119,565)	
Total net property, plant and equipment.....	<u>91,602</u>	17.6%	<u>99,494</u>	17.3%
INVESTMENTS AND OTHER ASSETS:				
Investments.....	30,413		31,492	
Goodwill.....	721		721	
Other intangible assets, net.....	4,692		4,710	
Deferred income taxes.....	623		905	
Other assets.....	11,033		11,725	
Total investments and other assets.....	<u>47,482</u>	9.2%	<u>49,553</u>	8.6%
Total assets.....	<u>519,121</u>	<u>100.0%</u>	<u>575,632</u>	<u>100.0%</u>



	Yen (millions)			
	As of March 31, 2014		As of December 31, 2014	
		Composition ratio		Composition ratio
LIABILITIES				
CURRENT LIABILITIES:				
Short-term borrowings	4,147		3,764	
Trade notes and accounts payable	21,406		21,600	
Other payables	6,647		7,429	
Accrued expenses	10,566		11,874	
Accrued payroll	9,083		7,618	
Income taxes payable	8,210		3,615	
Deferred income taxes	1,029		497	
Other liabilities	8,199		9,209	
Total current liabilities	<u>69,287</u>	13.3%	<u>65,606</u>	11.4%
LONG-TERM LIABILITIES:				
Long-term indebtedness	16		12	
Accrued retirement and termination benefits	3,689		3,759	
Deferred income taxes	5,332		9,145	
Other liabilities	1,353		1,404	
Total long-term liabilities	<u>10,390</u>	2.0%	<u>14,320</u>	2.5%
Total liabilities	<u>79,677</u>	15.3%	<u>79,926</u>	13.9%
EQUITY				
MAKITA CORPORATION SHAREHOLDERS'				
EQUITY:				
Common stock	23,805		23,805	
Additional paid-in capital	45,421		45,421	
Legal reserve	5,669		5,669	
Retained earnings	366,919		391,294	
Accumulated other comprehensive income	5,693		37,244	
Treasury stock, at cost	(11,573)		(11,587)	
Total Makita Corporation shareholders' equity	<u>435,934</u>	84.0%	<u>491,846</u>	85.4%
NON-CONTROLLING INTEREST	3,510	0.7%	3,860	0.7%
Total equity	<u>439,444</u>	84.7%	<u>495,706</u>	86.1%
Total liabilities and equity	<u>519,121</u>	100.0%	<u>575,632</u>	100.0%
SHARES				
	As of March 31, 2014		As of December 31, 2014	
Total number of shares authorized	496,000,000		496,000,000	
Number of shares issued	140,008,760		140,008,760	
Number of shares issued (excluding treasury stock)	135,737,626		135,735,337	
Number of treasury stock	4,271,134		4,273,423	



(2) Consolidated Statements of Income

	Yen (millions)			
	For the nine months ended December 31, 2013		For the nine months ended December 31, 2014	
	Composition ratio		Composition ratio	
NET SALES	283,137	100.0%	311,119	100.0%
Cost of sales	181,802	64.2%	192,626	61.9%
GROSS PROFIT.....	101,335	35.8%	118,493	38.1%
Selling, general, administrative and others, net.....	59,860	21.2%	62,886	20.2%
OPERATING INCOME	41,475	14.6%	55,607	17.9%
OTHER INCOME (EXPENSE):				
Interest and dividend income	1,765		1,997	
Interest expense	(147)		(99)	
Exchange losses on foreign currency transactions, net	(837)		(4,019)	
Realized gains on securities, net.....	1,618		105	
Total other income (expense), net	2,399	0.9%	(2,016)	(0.7%)
INCOME BEFORE INCOME TAXES	43,874	15.5%	53,591	17.2%
Provision for income taxes:				
Current.....	13,010		13,138	
Deferred.....	(273)		3,423	
Total income tax expense	12,737	4.5%	16,561	5.3%
NET INCOME.....	31,137	11.0%	37,030	11.9%
Less-Net income attributable to the non-controlling interest.....	194	0.1%	303	0.1%
NET INCOME ATTRIBUTABLE TO MAKITA CORPORATION.....	30,943	10.9%	36,727	11.8%

Consolidated Statements of Comprehensive Income

	Yen (millions)	
	For the nine months ended December 31, 2013	For the nine months ended December 31, 2014
NET INCOME.....	31,137	37,030
OTHER COMPREHENSIVE INCOME:		
Foreign currency translation adjustment	37,908	30,628
Unrealized holding gains on available-for-sale securities.....	4,446	1,024
Pension liability adjustment	142	91
Total other comprehensive income	42,496	31,743
COMPREHENSIVE INCOME	73,633	68,773
Less-Comprehensive income attributable to the non-controlling interest.....	729	495
COMPREHENSIVE INCOME ATTRIBUTABLE TO MAKITA CORPORATION.....	72,904	68,278



(3) Consolidated Statements of Cash Flows

	Yen (millions)	
	For the nine months ended December 31, 2013	For the nine months ended December 31, 2014
CASH FLOWS FROM OPERATING ACTIVITIES:		
Net income.....	31,137	37,030
Adjustments to reconcile net income to net cash provided by operating activities-		
Depreciation and amortization	6,525	6,331
Deferred income tax expense	(273)	3,423
Realized gains on securities, net	(1,618)	(105)
Losses (gains) on disposal or sales of property, plant and equipment, net.....	(343)	201
Impairment of goodwill and long-lived assets	800	-
Changes in assets and liabilities-		
Trade receivables	2,291	4,715
Inventories	373	(9,039)
Trade notes and accounts payable and accrued expenses	(1,865)	(839)
Income taxes payable.....	(1,545)	(6,564)
Accrued retirement and termination benefits.....	(773)	(607)
Other, net	(570)	(132)
Net cash provided by operating activities	34,139	34,414
CASH FLOWS FROM INVESTING ACTIVITIES:		
Capital expenditures, including interest capitalized	(8,463)	(9,742)
Purchases of available-for-sale securities	(17,020)	(18,773)
Proceeds from sales of available-for-sale securities	6,953	247
Proceeds from maturities of available-for-sale securities	100	100
Proceeds from maturities of held-to-maturity securities.....	3,300	2,300
Proceeds from sales of property, plant and equipment	803	660
Investment in time deposit.....	(15,619)	(18,471)
Withdrawal of time deposit	14,324	18,008
Other, net	(302)	(331)
Net cash used in investing activities	(15,924)	(26,002)
CASH FLOWS FROM FINANCING ACTIVITIES:		
Additions to borrowings with original maturities of three months or less, net	50	45
Additions to borrowings with original maturities of more than three months	3,359	2,259
Payments on borrowings with original maturities of more than three months	(948)	(3,185)
Purchase of treasury stock, net	(43)	(14)
Cash dividends paid.....	(9,773)	(12,352)
Other, net	61	(112)
Net cash used in financing activities.....	(7,294)	(13,359)
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS.....	6,703	7,935
NET CHANGE IN CASH AND CASH EQUIVALENTS	17,624	2,988
CASH AND CASH EQUIVALENTS, BEGINNING OF PERIOD ...	62,283	81,732
CASH AND CASH EQUIVALENTS, END OF PERIOD	79,907	84,720



(4) Notes on the assumptions for a going concern: None

(5) Note in case there is any significant change in the shareholders' equity: None

(6) Condensed Operating Segment Information

	Yen (millions)							
	For the nine months ended December 31, 2013							
	Japan	Europe	North America	Asia	Other area	Total	Eliminations	Consolidated
Sales:								
(1) External customers	62,591	124,328	38,375	13,478	44,365	283,137	-	283,137
(2) Inter-segment	42,716	3,534	2,633	118,967	90	167,940	(167,940)	-
Total	<u>105,307</u>	<u>127,862</u>	<u>41,008</u>	<u>132,445</u>	<u>44,455</u>	<u>451,077</u>	<u>(167,940)</u>	<u>283,137</u>
Operating expenses	90,536	115,955	39,149	115,907	41,297	402,844	(161,182)	241,662
Operating income (loss)	14,771	11,907	1,859	16,538	3,158	48,233	(6,758)	41,475

	Yen (millions)							
	For the nine months ended December 31, 2014							
	Japan	Europe	North America	Asia	Other area	Total	Eliminations	Consolidated
Sales:								
(1) External customers	66,066	134,850	43,734	16,729	49,740	311,119	-	311,119
(2) Inter-segment	59,538	4,095	2,782	134,728	101	201,244	(201,244)	-
Total	<u>125,604</u>	<u>138,945</u>	<u>46,516</u>	<u>151,457</u>	<u>49,841</u>	<u>512,363</u>	<u>(201,244)</u>	<u>311,119</u>
Operating expenses	108,123	122,109	44,678	130,291	46,546	451,747	(196,235)	255,512
Operating income (loss)	17,481	16,836	1,838	21,166	3,295	60,616	(5,009)	55,607



SUPPORT DOCUMENTATION (CONSOLIDATED)

1. Consolidated Financial Results and Forecast

	Yen (millions)			
	For the nine months ended		For the nine months ended	
	December 31, 2013	(%)	December 31, 2014	(%)
Net sales.....	283,137	25.1	311,119	9.9
Domestic	45,865	11.1	48,931	6.7
Overseas	237,272	28.2	262,188	10.5
Operating income	41,475	20.1	55,607	34.1
Income before income taxes	43,874	29.5	53,591	22.1
Net income attributable to Makita Corporation	30,943	31.5	36,727	18.7
Earning per share (Basic)				
Net income attributable to Makita Corporation				
common shareholders (Yen)	227.95		270.58	
Number of Employees	12,742		13,165	

	Yen (millions)					
	For the year ended		For the six months		For the year ending	
	March 31, 2014	(%)	ended September	(%)	March 31, 2015	(%)
Net sales.....	383,207	23.8	207,642	11.7	400,000	4.4
Domestic	66,019	16.7	32,427	9.8	63,500	(3.8)
Overseas	317,188	25.3	175,215	12.1	336,500	6.1
Operating income	54,914	21.0	37,986	47.7	68,000	23.8
Income before income taxes	56,974	24.7	37,094	37.3	65,700	15.3
Net income attributable to Makita Corporation	38,453	23.7	25,505	33.5	45,000	17.0
Earning per share (Basic)						
Net income attributable to Makita Corporation						
common shareholders (Yen)	283.28		187.90		331.53	
Number of Employees	12,804		13,180		-	

Notes:

1. 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 corresponding period of the previous year.
2. Please refer to [Qualitative Information and Financial Statements] Section 3. "Explanation of Information Relevant to Forecast such as Consolidated Financial Performance Forecast" on page 4.



2. Consolidated Net Sales by Geographic Area

	Yen (millions)							
	For the nine months ended December 31, 2013		For the nine months ended December 31, 2014		For the year ended March 31, 2014		For the six months ended September 30, 2014	
		(%)		(%)		(%)		(%)
Japan	45,865	11.1	48,931	6.7	66,019	16.7	32,427	9.8
Europe.....	123,484	35.2	134,392	8.8	165,357	32.3	91,105	10.7
North America	37,696	25.8	42,448	12.6	49,891	20.3	28,026	14.1
Asia.....	26,265	22.5	29,748	13.3	35,004	20.3	19,725	19.5
Other regions	49,827	17.9	55,600	11.6	66,936	16.5	36,359	10.3
Central and South America.....	22,071	29.7	23,824	7.9	28,069	22.5	15,299	5.0
Oceania.....	15,113	10.6	17,265	14.2	20,805	10.4	11,116	12.7
The Middle East and Africa.....	12,643	9.1	14,511	14.8	18,062	15.1	9,944	16.5
Total.....	283,137	25.1	311,119	9.9	383,207	23.8	207,642	11.7

Note: The table above sets forth Makita's consolidated net sales by geographic area based on the customer's location for the periods presented. Accordingly, it differs from "Condensed Operating Segment Information" on page 9. The table above shows the changes in the percentage ratio of net sales compared to the corresponding period of the previous year.

3. Exchange Rates

	Yen				
	For the nine months ended December 31, 2013	For the nine months ended December 31, 2014	For the year ended March 31, 2014	For the six months ended September 30, 2014	For the year ending March 31, 2015 (Forecast)
Yen/U.S. Dollar.....	99.36	106.73	100.17	103.01	109
Yen/Euro.....	132.17	140.21	134.21	138.90	138

Note: The above forecast is based on the assumption of exchange rates of 115 yen to the U.S. dollar and 130 yen to the euro for the three months period ending March 31, 2015.

4. Production Ratio (unit basis)

	For the nine months ended December 31, 2013	For the nine months ended December 31, 2014	For the year ended March 31, 2014	For the six months ended September 30, 2014
	Composition ratio	Composition ratio	Composition ratio	Composition ratio
Domestic.....	11.1%	10.0%	11.2%	9.9%
Overseas	88.9%	90.0%	88.8%	90.1%

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

	Yen (millions)				
	For the nine months ended December 31, 2013	For the nine months ended December 31, 2014	For the year ended March 31, 2014	For the six months ended September 30, 2014	For the year ending March 31, 2015 (Forecast)
Capital expenditures	8,463	9,742	11,417	6,807	14,000
Depreciation and amortization.....	6,525	6,331	8,622	4,102	9,000
R&D cost.....	6,567	6,737	8,720	4,552	9,300