



# 2015

Corporate Profile

CSR Report



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

# About This Report

This report contains Makita's "Long Term Objectives and Corporate Attitude," its "Main CSR Activities," and an "Overview of Makita."

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Period Fiscal Year 2015(FY2015, from April, 2014 to March, 2015)  
Scope Makita Corporation (the Corporation) and its consolidated 51 subsidiaries. (52 companies in total)  
• Personnel data refers to the Corporation.

Makita publishes annual reports containing its corporate activities.

### Corporate Profile / CSR Report



- Corporate Attitude
- CSR Activities
- Overview of the Corporation

### Annual Report



- Business Report
- Major Financial Data
- Major Financial Statements

### Environmental Report



- Environmental Policy
- Environmental Performance
- Environmental Activities



# Corporate Slogan / Corporate Attitude

## Long-term Target

## Strong Company

Makita has set itself the goal of consolidating a strong position in the global power tool industry as a global supplier of a comprehensive range of power tools that assist people in creating homes and living environments.

### Management Policy/Quality Policy

1. Makita strives to exist in harmony with society (a company that observes laws and regulations, acts ethically and never allows intervention of the anti-social organizations).
2. Makita values its customers (a market-driven company).
3. Makita is managed in a consistent and proactive manner (a company that strives to exist in perpetuity by adhering to a sound profit structure).
4. Valuing a stalwart corporate culture, Makita encourages each individual to perform to his highest level (a happy company).

### Fundamental Policy Regarding Product Safety

Makita has established a system for providing safe products to our customers (users and consumers), and our whole company is dedicated to ensuring that customers can enjoy peace-of-mind when using our products.

In the unlikely event of a major unforeseen product accident, we will work to speedily and accurately gather information regarding the accident, and to disclose that to customers and all related parties, both inside and outside the company.

\* Makita has established a Product Safety Voluntary Action Plan based on the "Fundamental Policy Regarding Product Safety" above.

### Code of Ethics

1. Honest and ethical conduct; no conflict of interest
2. Compliance with applicable laws and regulations
3. Full, fair, timely and understandable disclosure
4. Accountability for adhering to this Code
5. Enforcement mechanism
6. Approval for waiver of this Code

### Code of Conduct

1. Am I acting in accordance with ethical guidelines? (Would I be unashamed in front of anyone?)
2. Am I looking at things from the customer's point of view rather than the company's point of view? (Am I leaning more towards the customer than my supervisor or my colleagues?)
3. Am I acting and thinking independently and taking on challenges? (Am I caught up in past experiences and successes?)
4. Am I persistently improving and innovating technology? (Is there a reason we have to do it this way?)
5. When I am on site, do I respect the opinions there? (Do I accurately gather information and communicate adequately?)

## Toward a Sustainable Society that Combines the Environment and Economy





On March 21, 2015 Makita celebrated its 100th anniversary, and we would like to offer our heartfelt thanks to our loyal customers around the world and other stakeholders for the support and cooperation they have given us over many years.

Under its environmental vision “Go Green,” and out of consideration for the conservation, sustainability and diversity of the global environment, as well as in response to the needs of products themselves, Makita supplies tools that are friendly to both users and the environment by engaging in the development of rechargeable tools using lithium-ion batteries, gardening equipment featuring clean engines, etc. We also contribute to the creation of rich living environments in emerging countries undergoing rapid economic growth, by providing them with low-priced, highly durable products that meet their market needs. In addition, always giving priority to our customer-first approach, we have devoted all our energies to after-sale service since we began business as an electric motor sales and repair company. We still maintain our customer-first philosophy, even after we have grown into a global company that manufactures 90% of its products and earns more than 80% of its revenues overseas.

Under these basic principles, in FY2015, on the development side, we aggressively launched new products including cordless tools that employ high-capacity lithium-ion batteries and brushless DC motors, which significantly raise work amount on a single full battery charge. On the production side, overseas factories raised local content ratios, and also worked on introducing facilities that require less manpower to improve product quality and enhance productivity. On the marketing side, we established a sales subsidiary in Kazakhstan and relocated offices of our local subsidiaries in Australia and Mexico to upgrade systems to supply products and services. We will work to further expand our global network to ensure prompt and timely delivery of products and services, thereby winning the confidence of professional users around the world.

Engaging in these corporate activities as a comprehensive international tool supplier, we believe that contributing to the global environment and society is a worthy ambition. Under the slogan “Live Green & Grow Strong,” Makita will continue making constant efforts and steady progress to make greater contributions to help realize a sustainable society that combines environmental and economic goals in the next 100 years.

President, Representative Director

**Shiro Hori**

# Makita's Description of Business

As a global supplier of a comprehensive range of power tools that assist people in creating homes and living environments, Makita supports the creation of an enriched society on a global scale, through the provision of power tools, pneumatic tools, and outdoor power equipment.

As a leading company in the industry, we have established an integrated system from development and production to sales and after-sale service, aiming to provide high-quality and attractive products and services to satisfy our customers.

## Power Tools

### Direct support for home building work

Power tools are used in a wide variety of settings, including construction sites of houses and buildings and factories. Since the launch of the first domestically manufactured portable electric planer in 1958, Makita has been committed to the development of unique and innovative technologies to make drilling, fastening, cutting and grinding operations easier and more comfortable.

We offer a broad lineup of power tools backed by our superior and reliable technological capabilities.



Cordless Driver Drill



Combination Hammer



Cordless Circular Saw



Angle Grinder



Cordless Jig Saw



Cordless Multi Tool



Planer



Vacuum Cleaner



Laser Distance Measure





## Outdoor Power Equipment

### Enjoying an enriched lifestyle in harmony with nature

Makita offers an extensive range of products, from AC series for easy gardening to professional-use series of garden equipment designed to perform tough jobs, helping people create living spaces where they feel close to nature.



Petrol Brushcutter



Grass Trimmer



Hedge Trimmer



Petrol Chain Saw



Petrol Lawn Mower



Petrol Blower



## Pneumatic Tools

### Making operations at construction sites more smooth and efficient

Pneumatic tools are used mainly for performing work on the structural members of wooden houses, including external and internal walls. Pneumatic tools use compressed air to drive various types of nails and screws quickly and accurately. In recent years, we have focused our efforts on the development of compact, light yet powerful high-pressure pneumatic tools.



Construction Coil Nailer



Cordless Clipped Head Framing Nailer



Air Compressor



## Accessories / After-sales Service

### Providing customers with peace of mind, through fine-tuned support services

The proper accessories (consumables such as saw blades and whetstones) can have significant impact on the quality and efficiency of work. Makita offers a full line of high-performance, durable accessories to fit the needs of your operation.

Furthermore, with our extensive after-sale service network, we support our customers through prompt repairs and timely supply of replacement parts.



# Makita - A Global Brand










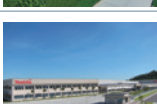
Makita have established directly operated business bases in over 40 countries around the world, and have upgraded our sales network in over 160 countries and after-sales service capabilities to become one of the leading companies in our industry. In addition, Makita is producing power tools in plants in the U.S.A., China, U.K., Germany, Brazil, Romania and Thailand. Currently, about 90% of our group's manufacturing work in terms of production volume is carried out overseas.

Makita's worldwide sales and service network, as well as the stable, high production quality ensured at its plants worldwide, are the embodiment of the Makita brand.

## ISO9001 and ISO14001 Certification

Makita has acquired ISO9001 and ISO14001 certification at the head office as well as at its plants both in Japan and overseas.

The newly established Thailand Plant will acquire ISO certification in compliance with this policy.

	(Certification Date)	ISO9001	ISO14001
Head Office		November, 1993	July, 2007
Okazaki Plant		November, 1993	July, 2007
U.S.A. Plant		June, 1996	December, 2009
U.K. Plant		September, 1993	July, 2009
Romania Plant		October, 2007	October, 2008
Germany Plant		October, 2002	January, 2010
Brazil Plant		August, 2009	March, 2010
China Plant (MCC)		March, 1997	November, 2008
China Plant (MKC)		March, 1997	November, 2008
Thailand Plant (Production started in July, 2012)		March, 2014	To be acquired



United Kingdom

Germany

Romania

Western Europe

United Kingdom  
France  
Spain  
Portugal  
Italy  
Greece  
The Netherlands  
Belgium  
Germany  
Denmark  
Switzerland

Middle East/Africa

United Arab Emirates  
Morocco



**Makita Corporation  
Head Office/Okazaki Plant**



**Plant**



**Sales Office**





Makita U.S.A.

### United States

### North America

United States  
Canada

### Central and South America

Mexico  
Brazil  
Argentina  
Chile  
Peru  
Colombia  
Panama

### Brazil



Makita Mexico

### Oceania

Australia  
New Zealand



Makita Australia

### Head Office/Okazaki Plant

### Japan

19 Branch Offices in Sapporo, Sendai, Utsunomiya, Niigata, Saitama, Tokyo, Chiba, Yokohama, Shizuoka, Nagoya, Gifu, Kanazawa, Kyoto, Osaka, Hyogo, Hiroshima, Takamatsu, Fukuoka, Kumamoto, and 114 Sales Offices in Japan

### Asia

Singapore  
China  
Hong Kong  
Taiwan  
India  
Vietnam  
Malaysia  
Cambodia



Makita Singapore

### China



### Thailand



### Eastern and Northern Europe/Russia

Finland, Norway, Sweden, Estonia  
Austria, Czech Republic, Slovakia  
Hungary, Poland, Slovenia, Ukraine  
Romania, Bulgaria, Russia, Kazakhstan

# Contributions to the Global Environment



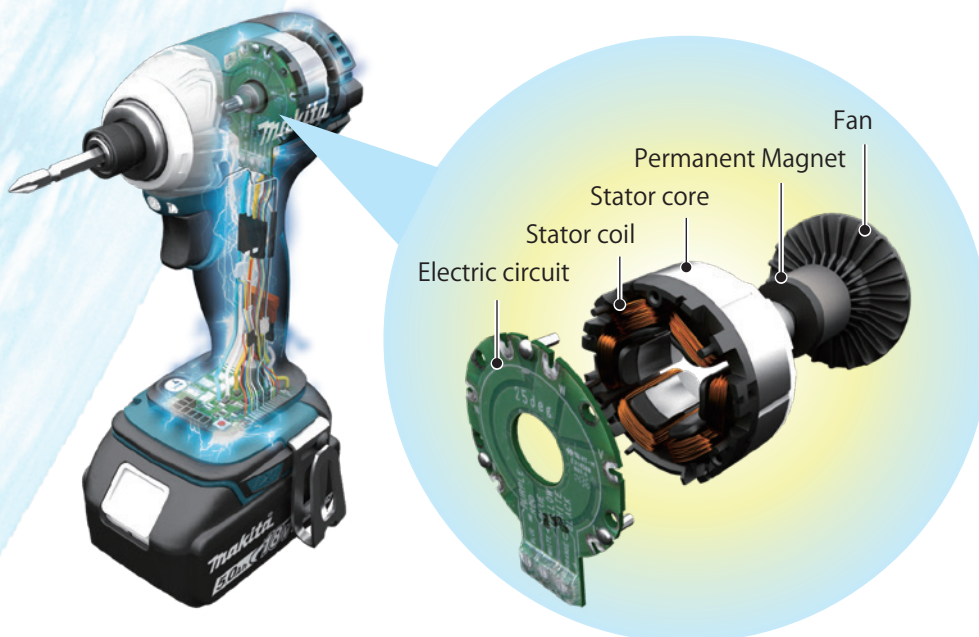
Makita designs and develops environment-conscious products. In this section, we spotlight the development of cordless tools, one of many environment-conscious design initiatives at Makita.

## Higher Work Output per Single Full Battery Charge

Makita has promoted the use of energy-efficient brushless DC motors in cordless tools, which significantly increase work amount on a single full battery charge.

### Brushless DC Motor

Unlike existing commutator motors, brushless DC motors do not use carbon brushes. Existing motors operate on electricity that flows when carbon brushes touch commutator plates. Meantime, brushless DC motors cause less electric loss and are energy efficient, since they use an electric circuit instead of carbon brushes and commutators to make non-contact operation possible.



### Environment-Conscious Design Concepts

Makita's concepts for environment-conscious products began with an assessment of products in 1992, and environment-conscious design began in earnest with the launch of Makita's global environment charter in 1993. Today, we continue to improve the energy efficiency of products, reduce weight, extend product life, and use environment-conscious materials to develop, manufacture, and sell products that are recyclable or safe for disposal.





### New Products in FY 2015

Notable among the new products launched in fiscal 2015 are a cordless angle grinder and a cordless oil-pulse driver. Both products employ an 18V lithium-ion battery and a brushless DC motor. The adoption of the brushless DC motor provides a significant increase in work amount on a single full battery charge over our products with brushed DC motors.

#### Cordless Angle Grinder DGA504

DGA504 is a cordless angle grinder that delivers power comparable to equipment powered by AC100V. The product employs an automatic mode switching device that automatically changes cutting speed according to operation.



#### Cordless Oil-Pulse Driver DTS141

DTS141 is a cordless oil-pulse driver that offers low-noise operation.

The product increases running torque with hydraulic pressure, while minimizing metal impact sound. This results in a significant decline in unpleasant noise when torque is generated.



### Publication of Product Environmental Data Sheets

Since September in 2010, we have published product environmental data sheets on our Japanese website, quantitatively indicating the environmental performance of each of our products, in order to give a better understanding of the environmental impacts of the products Makita supplies.

\* Product environmental data sheets include data such as product weights, noise levels, [reusability + recyclability] rates, recovery rates, and efficiency.  
URL: <http://www.makita.co.jp/company/environment.html>

## Approaches to Customers

Many customers who purchase Makita products are professional users, including carpenters and other craftsmen. Power tool requirements vary according to deviations in the working environment, methods of construction, and other factors that differ from region to region, as well as country to country.

Makita strives to use its sales and service network, both inside Japan and out, to respond to all of these needs, creating products which satisfy every professional user.

Makita was one of the first to adopt lithium-ion batteries for professional power tools and has launched relevant product series, boasting the highest level of product development capability in the industry.

Through our use of cutting edge technologies such as 3D analysis during product design, we further polish **our own top-level know-how** that we have accumulated over many years, building confidence in the Makita brand.

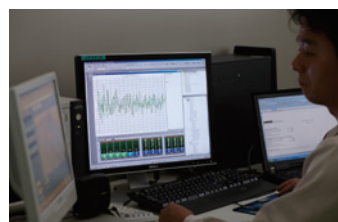
Makita does not stop at just creating products that have the necessary features but also emphasizes safety and sophistication of design. Moreover, Makita fully considers the users' working environment in the design of its products, making every attempt to minimize dust emission, noise, and vibration. Its products also reflect concern for the natural environment by meeting the "3R requirements" (reduce, reuse, recycle), including the reduced use of chemical substances.

At the Nisshin Office and Tokyo Technical Center, we enhance technical capabilities to develop Outdoor Power Equipment including engines.



# Product Development

## Quality Assurance



Products are checked from the planning stages of their development throughout each process, culminating in their manufacturing.

We take a user-oriented perspective when considering product **safety, functionality, and durability**, performing dozens of tests on each product.

We guarantee a level of quality that will satisfy every customer, in every country. In order to achieve that level of quality, we have established our own strict test standards, as well as investigating how users use our products, using our observations to continually revise and add to our check items.



The Makita Group has production bases in eight countries around the world. Positioned as the mother plant for overseas group factories, the Okazaki Plant serves as the hub of Makita's manufacturing, playing a role of providing the latest technologies to the world. Therefore, we promote studies on methods and development of production facilities regarding processing activities, including the manufacture of motors, with the aim of increasing cost competitiveness. In recent years, we have assigned the role of maturing and establishing new technologies on production floors to the China Plant, a quasi-mother plant. While considering opening factories in emerging countries where further growth is expected, we will evolve manufacturing, centering on the Okazaki and China Plants, so that products with **consistent quality** can be manufactured by anyone in any country.



## Production

## Sales

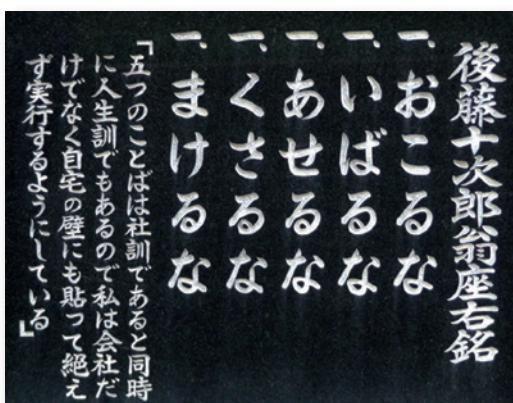


In order to ensure that Makita products are always in top-notch shape, and can be used with peace of mind, we offer meticulous after-sales service through our 19 branches and 114 sales offices throughout Japan. The same customer-centric, **speedy, and accurate service** cultivated in Japan is also offered worldwide.

In addition, in Japan and overseas, we have provided in-house training to our sales staff with the aim of improving their product knowledge and repair skills. Furthermore, we also offer this internal educational training to our retailers to familiarize them with the Makita brand and its products.

## Approaches to Employees

Makita is engaged in cultivating human resources with a diverse range of values.



“Managers should advise and talk to employees in a persuasive manner (don’t be arrogant).

If employees are constantly angry at each other, work won’t progress smoothly (don’t be angry).

One must not panic in the face of difficult conditions, such as a declining economy or problems with work (don’t panic),


or must not mope in such conditions (don’t mope).

Panicking and engaging in excessive competition is like signing one’s own death sentence.

That doesn’t mean, however, that one should be lax. If you fail, that will be the least productive course of action (don’t give up).”

These are the life teachings of Jujiro Goto, who helped build the foundation of Makita Corporation together with its founder, Mosaburo Makita, changing it from “a motor company” to “a power tool corporation.” These teachings are carried on to this day. Based on these admonitions, “Don’t be angry, don’t be arrogant, don’t panic, don’t mope, and don’t give up,” we are striving to create comfortable, diverse workplaces offering work-life balance.





In 2003, the Corporation was recognized by Aichi Prefecture as a Family Friendly Business. In 2009, it was awarded a Family Friendly Business by the Governor of Aichi Prefecture.

## Diversity Promotion

### Hiring of Foreign Employees

About 80% of the employees of Makita are hired locally overseas. As part of our efforts to cultivate global human resources who will lead Makita tomorrow, we hire international students in Japan. As of April 1, 2015, 24 foreign employees were working for Makita in Japan as full time worker.

### Increasing Presence of Female Workers

In Japan, female employees have worked with Makita for 17 years on average and play an active role in various divisions. There are 12 female employees at the assistant manager level. Meanwhile, overseas, around 100 female employees hold manager-level positions, supporting Makita's operations around the world.

### Hiring of People with Disabilities

According to a report made in June 2015, our hiring rate of people with disabilities stood at 2.09%, exceeding the statutory employment rate. We are now making efforts to increase the number of employees with disabilities, mainly by expanding the scope of employment.

### Hiring of the Elderly

We offer re-employment until age 65 for employees who have reached the mandatory retirement age of 60, but who wish to continue working. Currently, approximately 70% of our retirement age employees wish to be re-employed, and we offer opportunities for many employees to remain active.

In FY2015, 51 employees were re-employed through this offer.

## Acceptance of Internship Students

In response to requests from educational institutions, we have actively accepted internship students in recent years.

In FY2015, we accepted 18 university students as interns in 14 divisions.

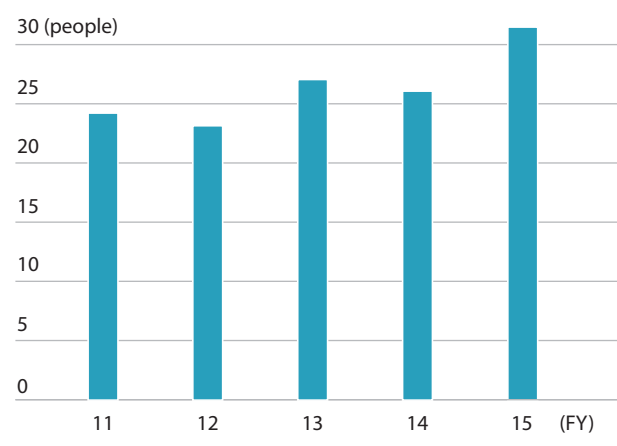
## Child Raising Support

### Childcare Leave System

Launched in 1990, we have seen the utilization rate of the childcare leave system steadily grow.

Employees often take childcare leave more than once.

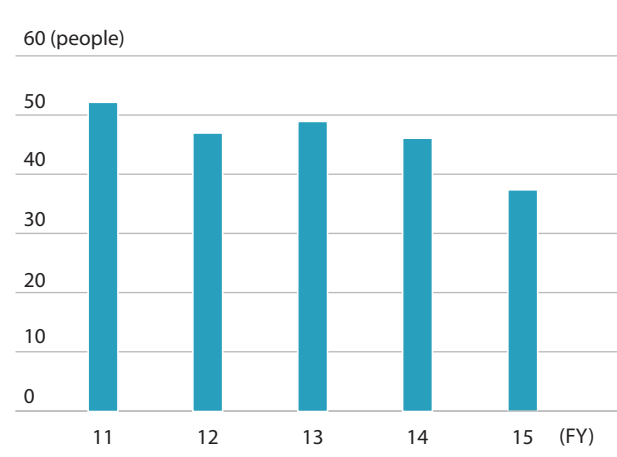
As of the end of FY2015, 32 employees utilized the childcare leave system.



### Childcare Reduced Working Hours System

This system, initiated in 1992, has been effectively utilized in accordance with its objectives ever since its inception, and has become a steady fixture at Makita.

As of the end of FY2015, 38 employees utilized this system.



## Approaches to Local Communities

Makita is involved in business on a global scale, and contributes to communities with a wide range of cultures. The Makita brand is in use in countries all over the world and in a variety of fields, from construction sites in industrialized countries and urban development projects of newly emerging economies that have been experiencing rapid growth, to sporting events and community activities.

Developing close ties to regional communities in all parts of the world and becoming an integral part of people's lives – that is Makita's objective.

### Donations of Makita's Products to Support Restoration from Disastrous Fire in Chile

In April 2014, a disastrous fire occurred and continued for several days in Valparaiso, a city in central Chile, forcing more than 10,000 people to evacuate.

Makita Chile donated engine chainsaws for use in demolishing collapsed buildings, as well as rechargeable flashlights to a local voluntary fire brigade through a local retailer because the restoration of electric power was delayed.



Makita's retailer (second from right) donates our products to a local fire department

### Donations of Makita's Products to Support Restoration from Vanuatu Cyclone

In March 2015, Pam, one of the strongest cyclones ever, hit the South Pacific, causing great damage to the Republic of Vanuatu, with 166,600 people suffering its effects.

With the aim of helping restoration from damages caused by the cyclone, through retailers in Vanuatu, Makita Australia donated engine chainsaws for removing fallen trees and rubble as well as mist blowers and sprayers for preventing infectious diseases spreading to organizations conducting rescue activities in each area.



Makita's retailer (right) donates engine chainsaws to a representative of a Christian church conducting rescue activities.

### Cleaning Activities

Each year, as part of the "Keep Our City Clean" campaigns held in Anjo City in May and October, we gather volunteers to perform cleaning around our head office. Each month, we also clean the walking trail along the east side of the Okazaki Plant.

We will continue to actively participate in environmental conservation activities in local communities.



Cleanup activities around the head office (October, 2014)

Cleaning the walking trail along the east side of the Okazaki Plant (May, 2014)





## Approaches to Environment



The “Go Green” slogan symbolizes Makita’s commitment to continually providing new value as a comprehensive international supplier of tools. We hope to always remain a company that maintains a steady eye on society, challenging ourselves to create a “sustainable recycling-oriented society” that combines the environment with the economy.

### Environmental Policy

#### Basic Principles

As a global supplier of power tools used in building homes and in everyday life, Makita is aiming to conduct a wide range of environmental protection activities, taking into consideration biodiversity, to build an affluent society for future generations.

#### Policies

##### 1. Enforcement of environmental administrative structure

To conduct our business in an environmentally and friendly way, we will organize our environmental administrative structure on a global scale.

##### 2. Continuous improvement and pollution prevention

Makita will endeavor to continuously improve the quality of environmental protection activities and prevent from pollution.

##### 3. Compliance with applicable laws and regulations

Makita will comply with applicable laws, regulations and standards concerning the environment. Moreover, Makita will take preventive action against environmental pollution, based on our environmental principle.

##### 4. Establishment and review of objectives and aims

Makita will endeavor to fully understand environmental impacts we may cause and periodically review the environmental objectives and goals within the technically and economically possible range.

##### 5. Reduction of environmental burden

Makita endeavors to promote the following activities to reduce its environmental burden.

- Reduction of green house gas (CO<sub>2</sub>) emissions by conservation of resources and energy.
- Reduction of industrial waste and promotion of waste reuse.
- Replacement from substance of environmental concern and emission control.
- Implementation of product assessment and development of environment-conscious products at the stage of tool design and development.

##### 6. Disclosure

Makita will make this environmental policy known to all of our employees through internal communication and will positively announce it to the public.

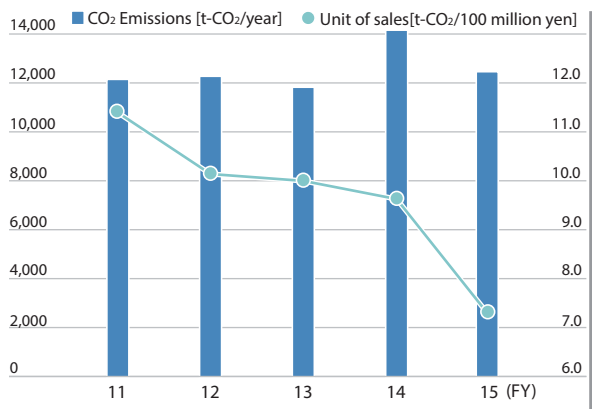


## Makita's Contributions to the Prevention of Global Warming

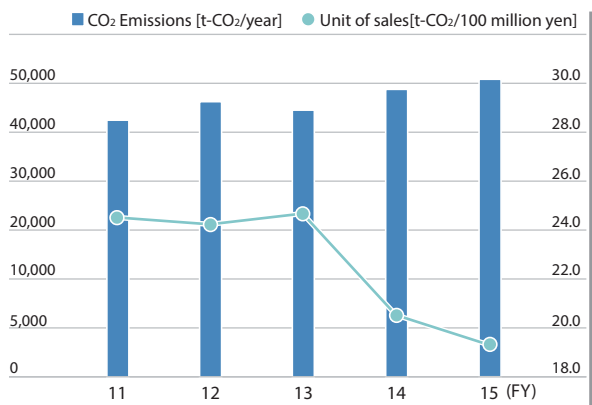
In 1993, Makita established the Makita Global Environment Charter. Since then, Makita has addressed various environmental issues in accordance with the Charter. In recent years, we have focused our efforts on reducing CO<sub>2</sub> emissions aimed at preventing global warming. In terms of CO<sub>2</sub> emissions reduction, Makita has successfully achieved its long-term goal set in 2006 of "reducing CO<sub>2</sub> emissions per unit of sales by at least 21% by FY2011 from FY2001 levels."

From FY2014, toward achieving the new long-term goal (reducing company-wide energy consumption by over 7.73% by FY2021, with FY2013 as the baseline) set in accordance with the electric machinery and electronics industry's Commitment to a Low Carbon Society, we are making utmost efforts to reduce energy consumption so as to help prevent global warming.

In FY2015, we took various measures to reduce energy consumption, including adopting LED lighting, improving the operation of air conditioners, introducing high-efficiency equipment, and preventing air leakage. As a result, CO<sub>2</sub> emissions decreased and CO<sub>2</sub> emissions per unit of sales also declined.



CO<sub>2</sub> Emissions Trends (Head Office, Domestic business bases)



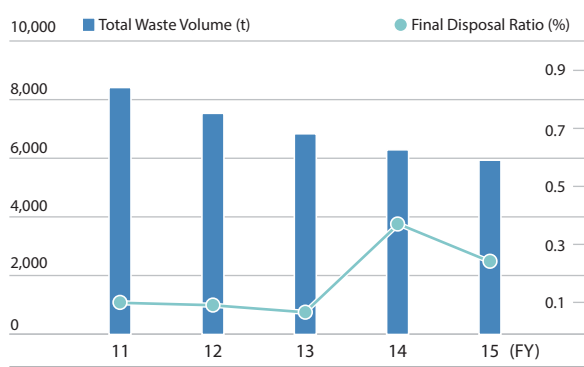
CO<sub>2</sub> Emissions Trends (Overseas production bases)

## Makita Zero Emissions

In response to the global social concerns such as the future depletion of energy resources, and insufficient waste disposal space, Makita has dedicated itself to environmental protection throughout its business activities. As for reduction of final waste disposal volume, since FY2007 in Japan we have continuously achieved "zero emissions"—landfill disposal less than 1% of total waste.

We will continue our environment-protection activities under our new definition of "zero emissions"—a final disposal rate of not more than 0.5%.

We believe that these efforts are essential for environmental protection, and we will continue to take a number of approaches throughout our business activities to continue to carry out our societal mission.



Waste / Valuable Resource Volume and Final Disposal Ratio  
(Head Office, Okazaki, Nisshin, Numazu (FY2014 only))

## Reduced Use of Chemical Substances

With regard to the EU's REACH (Registration, Evaluation, Authorization and Restriction of Chemical Substances) regulations, since FY2010 we have promoted REACH-compliant component procurement by investigating, managing, and supplying information regarding substances of very high concern (SVHC) contained in our products.

We also continually engage in component procurement in compliance with the RoHS Directive (directive on the restriction of the use of certain hazardous substances in electrical and electronic equipment) adopted by EU member states.

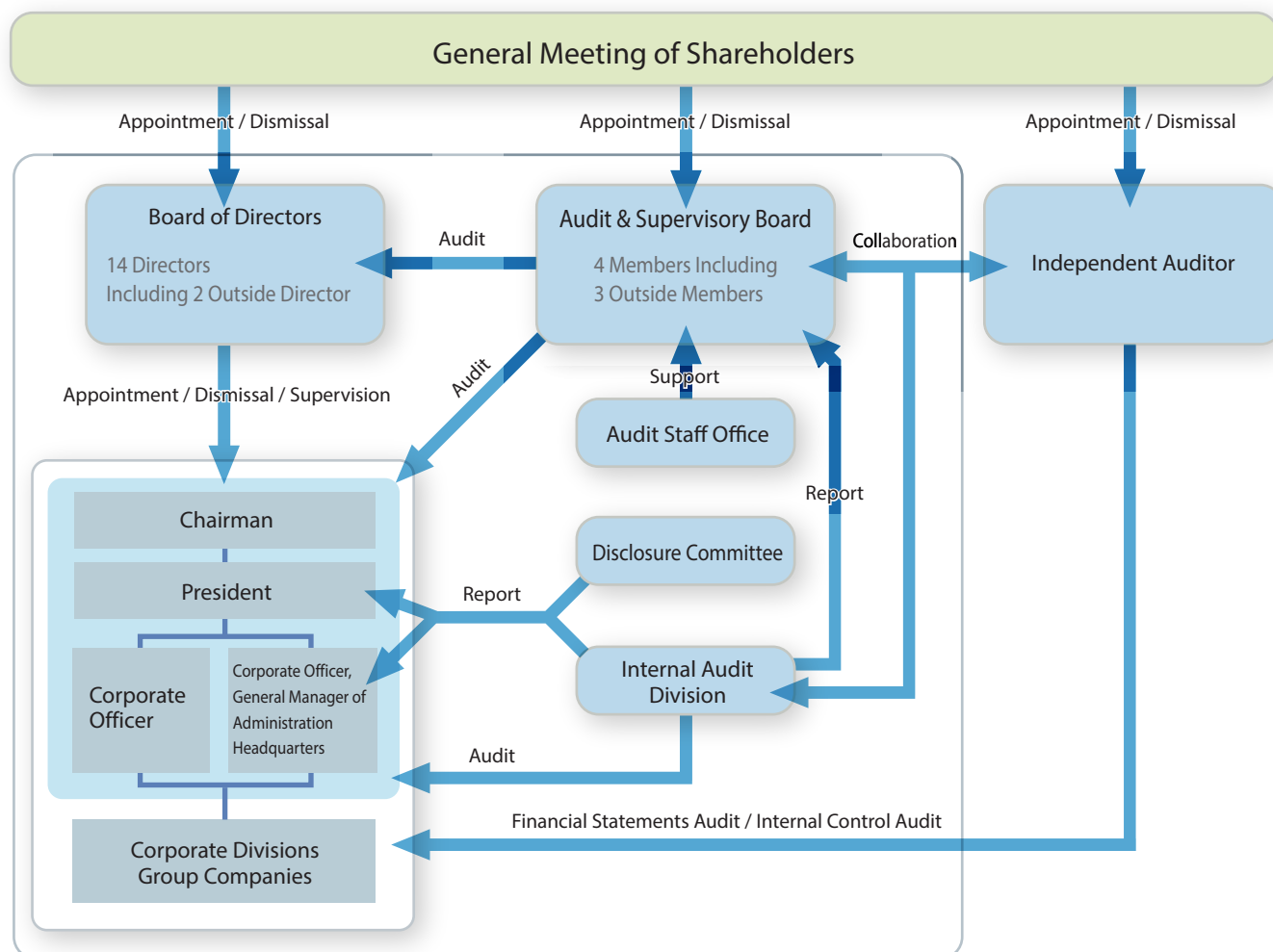


Restriction of Hazardous Substances



# Corporate Governance

The Corporation is taking the active initiatives to improve its corporate governance. In order to bolster the functionality of our Board of Directors and Audit & Supervisory Board, we are proactive in our enlisting of Independent Directors / Audit & Supervisory Board Members. Furthermore, we strive to implement operational reforms, such as establishing a structure for swift decision-making, and enriching discussions regarding critical management issues by increasing the effectiveness of the Board of Directors through the implementation of a corporate officer system and the creation of an Internal Audit Division.



## Board of Directors

Our Board of Directors, composed of 14 Directors (including 2 Outside Directors) meets monthly, deciding on critical issues and the management direction of the Corporation, while strictly managing and monitoring the operations of the Representative Directors and all working beneath them. The Outside Director, making use of deep insight and rich experience, offers unique opinions and advice on issues under consideration at the Board of Directors meetings, contributing to the transparency and healthiness of corporate management.

## Audit & Supervisory Board

The Audit & Supervisory Board, made up of 4 Audit & Supervisory Board Members (including 3 Outside Audit & Supervisory Board Members), decides on issues such as auditing policy and the division of roles between Audit & Supervisory Board Members. Each Audit & Supervisory Board Member attends the Board of Directors meetings and other important meetings, auditing the operations of Directors, while holding monthly Audit & Supervisory Board meetings and performing appropriate auditing.



# Data File

## Directors and Audit & Supervisory Board Members (as of June 25, 2015)

### Directors

\* Chairman

**Masahiko Goto**

\* President

**Shiro Hori**

Director, Managing Corporate Officer

**Tadayoshi Torii**

Director, Corporate Officer

**Tomoyasu Kato**

General Manager of Research and Development Headquarters

**Hisayoshi Niwa**

General Manager of Quality Headquarters

**Shinichiro Tomita**

General Manager of Purchasing Headquarters

**Tetsuhisa Kaneko**

General Manager of Production Headquarters

**Yoji Aoki**

General Manager of Administration Headquarters

**Tomoyuki Ota**

Assistant General Manager of Research and Development Headquarters

**Munetoshi Goto**

General Manager of International Sales Headquarters

**Takashi Tsuchiya**

General Manager of Domestic Sales Marketing Headquarters

**Masaki Yoshida**

Assistant General Manager of Production Headquarters (in charge of China Plant)

### Outside Director

**Akiyoshi Morita**

Advisor of Aichi Steel Corporation / Outside Director of Showa Denko Corporation

**Masahiro Sugino**

Advisor of LIXIL Corporation

\* denotes Representative Director.

## Audit & Supervisory Board Members

### Standing Audit & Supervisory Board Members

**Toshihito Yamazoe**

**Haruhito Hisatsune**

### Audit & Supervisory Board Members

**Michiyuki Kondo**

(Attorney at Law)

**Fusahiro Yamamoto**

(Certified Public Accountant)

Messrs. Haruhito Hisatsune, Michiyuki Kondo, and Fusahiro Yamamoto are Outside Audit & Supervisory Board Members.

## Corporate Officer (as of June 25, 2015)

**Tim Donovan**

President of Makita Corporation of America and in charge of Brazil Plant

**Takashi Omote**

In charge of Central and South America Sales and President of Makita do Brasil Ferramentas Elétricas Ltda.

**Yasushi Fukaya**

In charge of Europe Sales

**Tomoharu Yasuda**

Assistant General Manager of Domestic Sales Marketing Headquarters: Tokyo Area

**Shinichi Sakamoto**

In charge of Asia Sales and Managing Director of Makita China Sales

**Atsunobu Iwakura**

Assistant General Manager of Domestic Sales Marketing Headquarters: Osaka Area

**Hideki Shimazoe**

Assistant General Manager of Domestic Sales Marketing Headquarters: Nagoya Area and Rabbit Sales Department

## Corporate Data (as of March 31, 2015)

### Corporate Name

**Makita Corporation**

### Head Office

3-11-8, Sumiyoshi-cho, Anjo, Aichi 446-8502, Japan

Phone : +81-566-98-1711

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

### Date of Founding

March 21, 1915

### Date of Incorporation

December 10, 1938

### Record Date

March 31

### Common Stock Listings

Tokyo and Nagoya Stock Exchanges

### Paid-in Capital

¥24,205,610 thousand

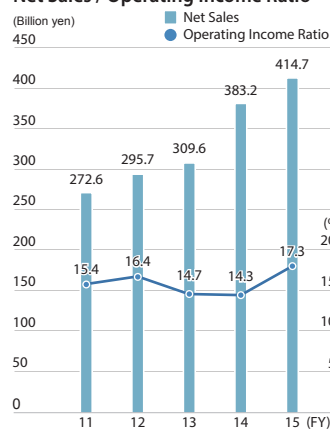
### Number of Employees

13,835 (Consolidated) 2,878 (Parent)

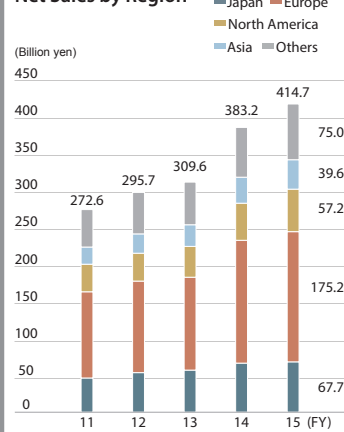
### Description of Business

Production and sales of electric power tools, woodworking machines, pneumatic tools, gardening equipment and household equipment

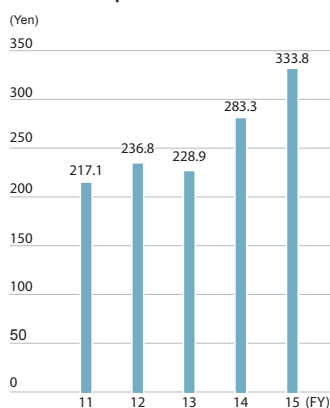
### Net Sales / Operating Income Ratio



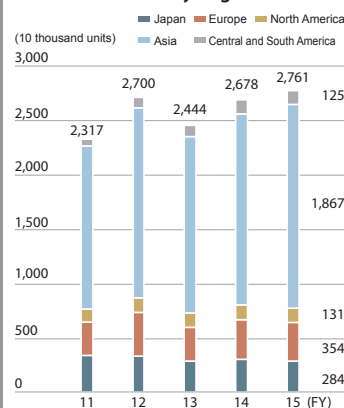
### Net Sales by Region



### Net Income per Share



### Production Units by Region



# History of Makita

## 1915

### Founding

#### 1915

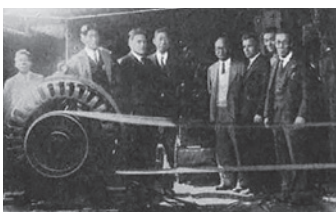
Founded Makita Electric Works (proprietorship) in Nagoya, Aichi. Began selling and repairing lighting equipment, motors, and transformers.



Factory in Nagoya

#### 1935

First exported electric generators and motors to the Soviet Union.



On-site inspection by Soviet government official

#### 1938

Incorporated the proprietorship's business form and established Makita Electric Works, Inc.

#### 1945

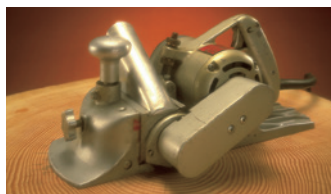
Moved the plant to the current head office in Sumiyoshi-Cho, Anjo, Aichi.

## 1958

### Transformation

#### 1958

Launch of the first Japan-made portable electric planer



Model 1000 120 mm electric planer

1959 Transformed into an electric power tool manufacturer.

Initiated exports of electric power tools with shipment of Model 1300 Electric Hand Planers to Australia.

#### 1960

Completion of a new main plant



Jujuro Goto's opening speech at the 45th anniversary celebration and new plant completion ceremony

#### 1962

Changed the trade name to Makita Electric Works, Ltd.



Newly instituted company emblem and selected typeface for the company name

Listed the company in the 2nd Section of Nagoya Stock Exchange.

1963 Became an entirely debt-free company.

1968 Listed the company in the 2nd Section of Tokyo Stock Exchange.

1969 Model 6500D Battery-powered Drill (first rechargeable power tool).

## 1970

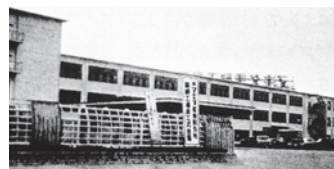
### Overseas Expansion

#### 1970

Designated to the 1st Section of Tokyo, Nagoya and Osaka Stock Exchanges.

Established Makita U.S.A. Inc. (first overseas subsidiary)

Completion of the Okazaki Plant



Okazaki Plant at the time of completion

1971 Established Makita France S.A. (first European overseas subsidiary, changed the name to Makita France SAS in 2004)

1972 Established Makita Electric (U.K.) Ltd. (in the United Kingdom) (changed the name to Makita (U.K.) Ltd. in 1992)

1973 Established Makita (Australia) Pty. Ltd. Established Makita Power Tools Canada Ltd. (changed the name to Makita Canada Inc. in 1991)

1974 Established Makita Benelux B.V. (in the Netherlands) (changed the name to Makita Nederland B.V. in 2010)

Established Makita S.p.A. (in Italy)

1977 Started trading of American Depository Receipt on NASDAQ (National Association of Securities Dealers Automated Quotations) (NASDAQ listing terminated in 2013)

Established S.A. Makita N.V. (in Belgium)

Established Makita Werkzeug GmbH (in Germany)

## 1980

1980 Started production of power tools in Canada. (Production terminated in 2009)

#### 1981

Established Makita Brasil Ferramentas Elétricas Ltda.

Started production of power tools in Brazil.

Established Makita Werkzeug Gesellschaft mbH. (in Austria)

1983 Established Makita Power Tools Singapore Pte. Ltd. (changed the name to Makita Singapore Ltd. in 1991)

1984 Established Makita Corporation of America

#### 1985

Started production of power tools in the United States.



U.S. plant (Makita Corporation of America)

1988 Established Makita (Taiwan) Ltd.

1989 Established Makita Espana S.A. (in Spain) (changed the name to Makita, S.A. in 1991)

Established Makita Manufacturing Europe Ltd. (in the United Kingdom)

#### 1991

Started production of power tools in the United Kingdom



U.K. plant (Makita Manufacturing Europe Ltd.)

## Products Developed by Makita

Here we introduce some of the many products developed over the years.



Circa 1920  
MI (magnetic induction)  
three-phase induction motor



Circa 1930  
Oil filtering device



1946  
Automatic rotating  
thresher



1958  
Model 3000 electric  
groove cutter



1962  
Model 6000 13.5 mm  
electric drill



1969  
Model 2400 255 mm  
tabletop circular saw



1978  
Model 6010D 10 mm  
rechargeable drill (first Ni-Cd  
battery tool)



On March 21, 2015, we commemorated our centennial anniversary. We would like to introduce the 100-year history of Makita, which was founded as an electric motor sales and repair company and has since grown into an integrated supplier of electric power tools, always keeping in mind our customers' needs.

# 1991

# 2000

# 2015

## Dramatic Growth

### 1991

**Corporate name changed to Makita Corporation**



A new company logo designed by industrial designer Mr. Giorgetto Giugiaro

**Acquired Sachs Dolmar GmbH, chain saw manufacturer. (in Germany)**  
(changed the name to Makita Engineering Germany GmbH in 2015)



Germany plant (Makita Engineering Germany GmbH)

- 1992 Established Makita Power Tools (HK) Ltd. (in Hong Kong)
- 1993 Establishment of Makita's global environment charter (Makita's first year of the environment)
- Established Makita (New Zealand) Ltd.
- Established Makita (China) Co., Ltd.
- 1994 Established Makita Sp.zo.o. (in Poland)
- Established Makita México, S.A. de C.V.
- 1995 Established Makita International Europe Ltd. (in the United Kingdom)
- Established Makita, spol.sr.o (in Czech Republic)

**Started production of power tools in China.**



China plant (Makita (China) Co., Ltd.)

- 1996 Established Makita Elektromos Kíséptértékesítő Kft. (in Hungary)
- 1997 Established Makita Gulf FZE. (in the United Arab Emirates)
- 1998 Established Makita Herramientas Eléctricas de Argentina S.A.
- 1999 Established Makita Chile Comercial Ltda.
- Established Makita Hellas S.A. (in Greece)

- 2000 Established Makita Romania S.R.L.
- Established Makita SA (in Switzerland)

**Establishment of the second production base in China**



China Plant (Makita (Kunshan) Co., Ltd.)

- 2001 Established Makita Latin America Inc.
- Established Makita Oy (in Finland)
- 2002 Launched the 2nd brand MAKTEC specifically for the Asian market.

### 2003

**Completion of new corporate headquarters**



- Established Makita LLC. (in Russia)
- Established Makita s.r.o. (in Slovakia)

### 2005

**Launch of lithium-ion battery products**

Model TD130D cordless impact driver (the first lithium-ion battery product)



- Established SC Makita EU S.R.L. (in Romania)
- Established Makita Ukraine LLC.
- 2006 Acquired nailer business from Kanematsu-NNK Corp.

- 2007 Established Makita Peru S.A.

**Started production of power tools in Romania.**



Romania plant (SC Makita EU S.R.L.)

Made Fuji Robin Industries Ltd. a consolidated subsidiary.  
(changed the name to Makita Numazu Corporation in 2007, was merged into the Corporation in 2013, business operations closed in 2014)

- 2008 Established Makita Bulgaria EOOD
- Established Makita Power Tools India Private Ltd.
- Established Makita Colombia, S.A.

**Completion of second plant in Brazil**



Brazil plant (Makita do Brasil Ferramentas Elétricas Ltda.)

- Established Makita Africa s.a.r.l.a.u. (in Morocco)
- 2009 Established Makita Vietnam Co., Ltd.

- 2011 Established Makita Manufacturing (Thailand) Co., Ltd.
- Established Makita d.o.o. (in Slovenia)

### 2012

**Started production of power tools in Thailand.**



Thailand plant (Makita Manufacturing (Thailand) Co., Ltd.)

- 2013 Established Makita Power Tools (Malaysia) Sdn. Bhd.
- Established Makita Europe N.V. (Belgium)

### 2015

**Centennial anniversary**



**Launched the Gold color series, special models to commemorate our centennial anniversary.**



1981 Model AN5000 air nailer (first pneumatic tool)  
Model AC6001 air compressor



1996 Model 6213D cordless driver drill (overseas specification; the first Ni-MH battery tool)



2005 Model HR4011C 40 mm rotary hammer (equipped with anti-vibration technology)



2006 Model TP130D Cordless 4 Mode Impact Driver (the first 4 Mode Impact Driver in the industry)



2013 Model MUR182UD cordless grass trimmer



2014 Model TD148D cordless impact driver (with brushless motor)



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