



2017

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 2017 (FY2017, from April, 2016 to March, 2017)

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 Makita

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?)

Message from Top Management

Toward the next 100 years

Strive to become a “Strong Company”





Always giving priority to its customer-first philosophy Makita has devoted all its energies to after-sales service since it began business in 1915. Its 100-year or more history and successful expansion of business are attributable to the support and cooperation of not only customers around the world but also business partners and all other interested parties. In addition, the strength of Makita's activities over a long period lies in its consistent "on-site principle." All of Makita's departments, including sales and after-sales service, product development and technology research, and production and plants, have thoroughly placed importance on their sites, ultimately leading to the provision of products and services that customers want to have. This basic attitude has been passed down to all corners of the Makita Group, which has globally developed its business.

The environment surrounding enterprises has become increasingly uncertain more than ever before. Since global political and economic situations have been changing rapidly, quicker decision-making is needed to stably conduct business activities. At the same time, as a responsible corporate citizen, each enterprise through its business activities must earnestly tackle various social problems, such as global environmental problems, natural disasters, and a dearth of workers. One of the Makita's efforts is the development of cordless products using lithium-ion batteries. Since lithium-ion battery products have many advantages including improved safety, convenience, and comfortability for users, and reduced exhaust gases, noise, and consumed fuel, Makita also focuses on the development of cordless gardening tools. The Corporation will bring these products to market promptly and timely. Through these business activities, Makita contributes to the establishment of a sustainable society.

To survive another 100 years, Makita will continue attempting various new things, just like it changed its core business from being an electric motor sales and repair company to being a power tool manufacturer. The Corporation will strive to become a "Strong Company," its long-term target, based on its Management Policy/Quality Policy: "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."

President, Representative Director

Munetoshi Goto

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, outdoor power equipment, and pneumatic tools.

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 Rotary Hammer Drill



Cordless Rear Handle Saw



Cordless Plunge Cut Circular Saw



Cordless Recipro Saw



Cordless Slide Compound Miter Saw



Cordless Green Laser Level



Slide Compound Saw



Cordless Vacuum Cleaner



Job Site Bluetooth Speaker



Outdoor Power Equipment

Enjoying an enriched lifestyle in harmony with nature

Makita's extensive range of products, from tools for easy gardening to specialist equipment for tough jobs, help people create living spaces filled with nature. In recent years, we have been developing high-performance, easy-to-handle, and environmentally-friendly cordless gardening equipment based on lithium-ion batteries.



Cordless Grass Trimmer



Multi Function Power Head + Various Attachments



High Pressure Washer



Petrol Blower



Petrol Chain Saw



Battery Powered Wheelbarrow



Pneumatic Tools

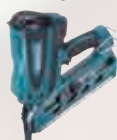
Making operations at construction sites more smooth and efficient

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.

Pneumatic Finish Nailer



Cordless Clipped Head Framing Nailer



Pneumatic Narrow Crown Stapler



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 about 50 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 China, U.S.A., 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.



Makita Germany



Makita Corporation
Head Office/Okazaki Plant



Plant



Sales Office

Head Office



ISO9001 November, 1993
ISO14001 July, 2007
(Certification Date)

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



ISO9001 October, 2002
ISO14001 January, 2010

Brazil Plant



August, 2009
March, 2010

China Plant (MCC)



March, 1997
November, 2008

China Plant (MKC)



March, 1997
November, 2008

Thailand Plant



March, 2014
To be acquired



Conversion from engine-powered to battery-powered

Exhaust gas-free, petrol-free, easy-starting, and low-noise operation

In 2005, Makita began selling a cordless impact driver employing a lithium-ion battery, ahead of all our competitors. Since then, we have launched lithium-ion battery products one after another, boasting one of the widest selections of cordless products in the industry. Recently, we have been expanding our lithium-ion battery product lineup by developing not only power tools but also dust collectors and gardening tools.

Furthermore, in recent years, there has been a growing awareness of the natural and workplace environments, and greater importance is being placed on measures to reduce exhaust gases, noise, and vibration. To meet such requirements, we have been trying hard to develop battery products with the following features: powerful as petrol-engine products, no emission of exhaust gases, no use of petrol, easy-starting, and overwhelming low noise. We will strive to maintain harmony with environment.



Development of human and environment-friendly products



A cordless carrier powered by an 18-volt lithium-ion battery. The carrier does not use petrol or emit exhaust gas. It also features easy-starting, low-vibration and low-noise operation.



Battery Powered Wheelbarrow
DCU180



Cordless Grass Trimmer
DUR187U



Cordless Chain Saw
DUC353



Expanding our service networks in Russia and the United States

The Company is further upgrading its global network to reinforce its meticulous sales activities, which have close ties with customers.

In February 2017, we opened a branch in Yekaterinburg, Russia, our seventh branch in that nation. In addition to being the largest city in the Ural Federal District, Yekaterinburg is developing as a center of heavy industry in Russia. We will continue improving our services in major cities of Russia, with its vast geographic area.

In March 2017, meanwhile, we opened a branch in Dallas, Texas, our fourth branch in the United States. For many years, Dallas has been a transportation hub, and today it also functions as a major U.S. financial and economic center. Also located in Texas is the Port of Houston, the nation's second-largest port in terms of cargo volume handled. In addition to serving as a distribution base, the Dallas Branch has exhibition and training facilities, equipped with features to satisfy our customers' needs.



▲ Yekaterinburg Branch, Russia



▲ Dallas Branch, the United States

Makita has been selected among top 100 corporations leading global business for second straight year

Makita has been named one of the Top 100 Global Innovators for 2016 by Clarivate Analytics, formerly the Intellectual Property & Science business of Thomson Reuters. This is Makita's second successive appearance on the list.

Clarivate Analytics is a world-renowned information services company. Using its patent database, the company analyzes intellectual property and patent trends to select 100 corporations and institutions that lead global business, according to four evaluation criteria: patent volume, patent-grant success rates, global reach and invention influence.

Makita will continue pursuing proactive R&D activities while working hard to protect and utilize the intellectual property gained through such activities in the global market.



▲ Top 100 Global Innovators for 2016 trophy

Approaches to product manufacturing

Many customers around the world use Makita products. Required functions and performance of the products vary from region to region and country to country. Using our extensive sales and service network, both within Japan and overseas, we strive to continue offering products that respond precisely to customers' needs with high quality and one of the best after-sales-service networks in the industry.

The Makita Group develops power tools and OPE including engines at five R&D bases at home and abroad.

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.

Moreover, Makita does not stop at simply creating products that have the necessary features but also considers safety, sophistication of design, the users' working environment, and the conservation of global environment in the design of its products.

Additionally, one of the main features is that we have used our extensive sales and service network around the world to create an environment where products are being developed from closer to the users' point of view, including visits of persons responsible for product development to places where our customers work.



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



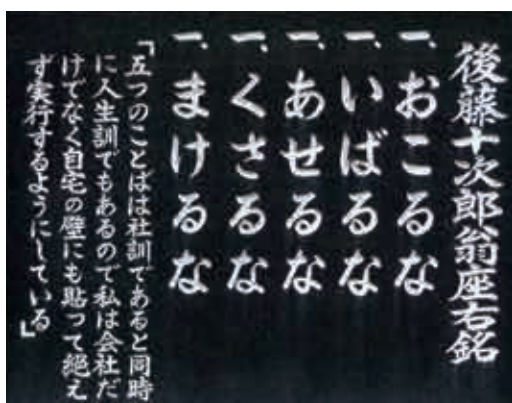
Sales



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. Customers' demands and comments gained through these activities are a great source contributing to Makita's product manufacturing. 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.



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

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

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.



Makita has been striving to create workplaces where a variety of human resources can develop enthusiasm for their work and play an active role without worry. In 2009, it was selected from "Family Friendly Businesses" in Aichi Prefecture and received an award as a company that sets a good example to other enterprises for its efforts.

Diversity Promotion

Hiring of Foreign Employees

About 80% of the employees of Makita Group 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, 2017, 18 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 14 female employees at the assistant manager level. Meanwhile, overseas, more than 100 female employees hold manager-level positions, supporting Makita's operations around the world.

Hiring of People with Disabilities

As of April 1, 2017, our hiring rate of people with disabilities fell below 2.0%. We are now striving to increase the number of employees with disabilities to keep the ratio above 2.0%.

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. As of April 1, 2017, 179 employees have been 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 FY2017, we accepted 15 university students as interns.

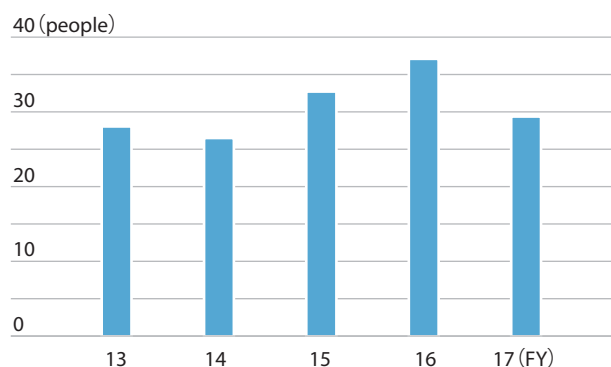
Child Raising Support

Childcare Leave System

Launched in 1990, we have seen the utilization rate of the childcare leave system remain stable.

Employees often take childcare leave more than once.

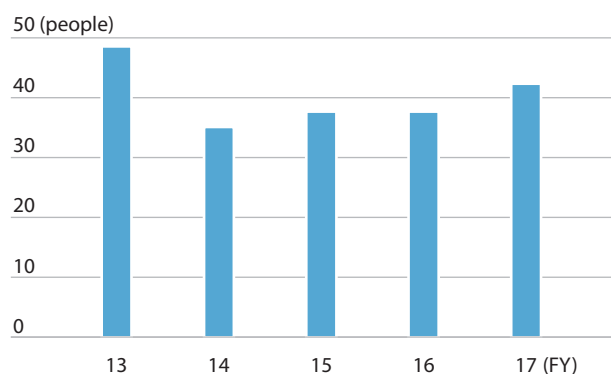
As of the end of FY2017, 29 employees (28 females and one male) utilized the childcare leave system. In FY2017, the percentage of employees returning to the workplace after taking childcare leave stood at 93.8% (15 out of 16 employees).



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 FY2017, 41 employees utilized this system (including 2 male employees).



Approaches to Local Communities

While expanding its business worldwide as “a global supplier of power tools used in building homes and in everyday life,” Makita is aiming to grow with the community through activities closely related to each region, such as participating in events, supporting various sports and cultural activities, supporting restoration from disasters, and donating its products.

Participation in local community activities



■ Local cleanup activities (Japan)

We regularly perform cleaning around our head office and the Okazaki Plant, endeavoring to keep the local community clean.



■ Participating in a charity run event (Germany)

A portion of the participation fees is donated so that children who have grown up in a poor family can participate in sports clubs. We form a team and participate in the charity run event.



■ Donation (Brazil)

The city of Ponta Grossa, where Makita Brazil has its plant, focuses on volunteer activities. The city distributes goods donated by citizens and enterprises to families living in financial difficulty. Employees at Makita Brazil donated clothing and similar items (around 1,400 pieces) to the city.



Supporting the training of engineers



■ Sponsoring ASEAN Skills Competition (Malaysia)

An “ASEAN Skills Competition” was held in Kuala Lumpur. Makita Malaysia sponsored the competition and donated Makita products for five skills categories: Furniture, Welding, Refrigeration and Air-conditioning Technology, Advertising Arts, and Electric Works. The donated products were distributed to each technical training school in Malaysia

after the competition to be used as training tools. Accordingly, Makita Malaysia received a plate and a certificate to express gratitude from Y.B. DATO' SERI Dr. Ahmad Zahid bin Hamdi, Deputy Prime Minister and Minister of Home Affairs, Malaysia.





Supporting restoration from disasters



■ Supporting restoration from the 2017 flood (Peru)

March 2017 saw an outbreak of mosquitoes and insects, which transmit dengue fever, due to a flood and inundation of a river caused by torrential rains mainly in northern and central Peru. Together with pest-control firms, its customers, Makita Peru supported the extermination of disease-carrying insects using mist blowers (PM7650H) and assisted cleanup activities.



■ Donations of Makita products to support restoration from the 2017 landslide disaster in Colombia, South America

When a landslide disaster caused by torrential rains occurred in southwestern Colombia in April 2017, we donated goods to the suffered area. Furthermore, employees of Makita Colombia voluntarily asked for donations and donated food for the stricken area.

Educational activities



■ Workshops held by a DIY club (Japan)

Our employees, members of a DIY club, engage in activities that convey the fun of manufacturing, for instance, by holding workshops that give children the opportunity to use power tools.

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 (CO₂) 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.

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.

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.



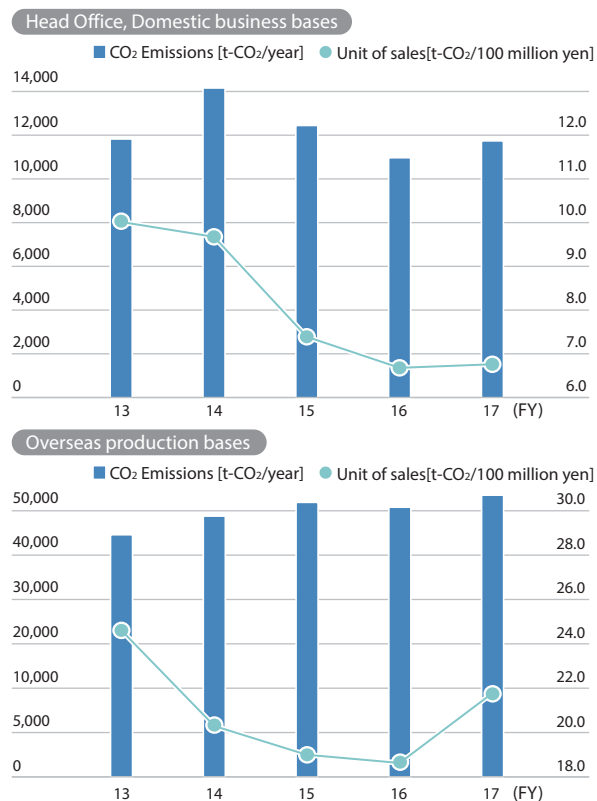
Makita's Contributions to the Prevention of Global Warming

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 CO₂ emissions aimed at preventing global warming. In terms of CO₂ emissions reduction, Makita has successfully achieved its long-term goal set in 2006 of "reducing CO₂ 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 FY2017, we also took various measures to reduce energy consumption, including adopting LED lighting, introducing high-efficiency equipment, and preventing air leakages. Despite our efforts, however, CO₂ emissions and CO₂ emissions per unit of sales increased due to the rise in the use of air conditioners caused by a record hot summer and cold winter.

Moreover, we disclosed materials related to the promotion of energy conservation inside the Corporation and also carried out regular energy conservation patrols in our offices and factories.

CO₂ Emissions Trends



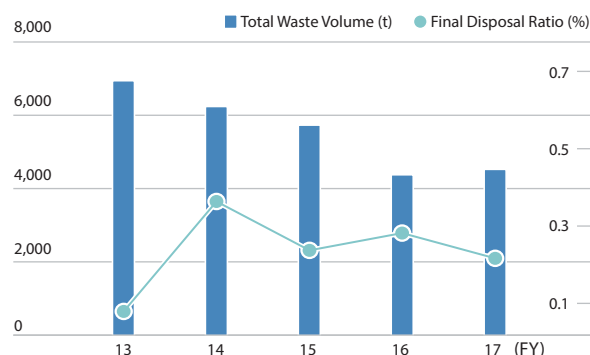
Makita Zero Waste, Zero Emissions

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 Waste, Zero Emissions" — landfill disposal less than 1% of total waste.

We will continue our environment-protection activities under our new definition of "Zero Waste, 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.

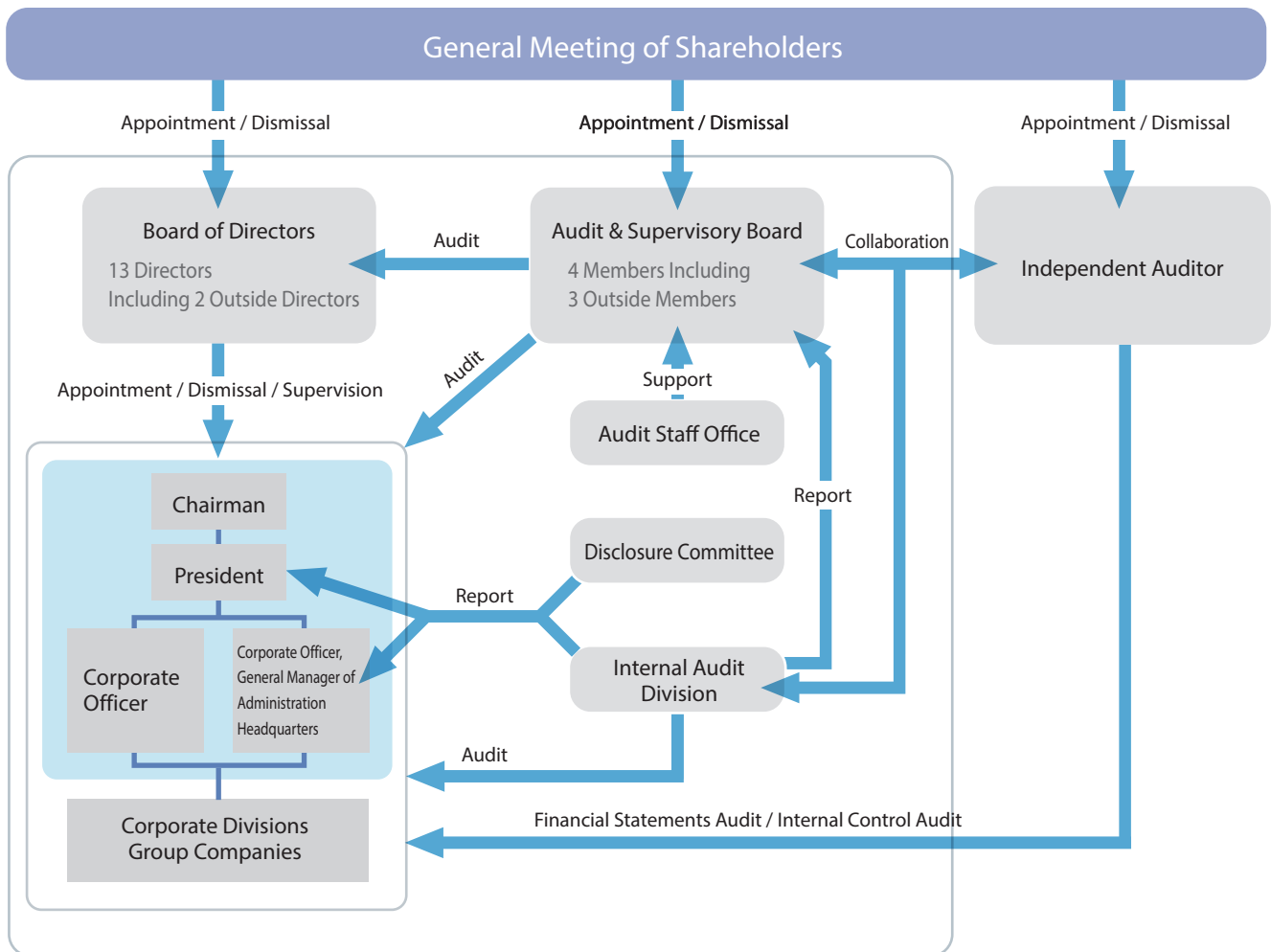


Restriction of Hazardous Substances



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 13 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 28, 2017)

Directors

* Chairman

Masahiko Goto

* President

Munetoshi Goto

Director, Managing Corporate Officer

Tadayoshi Torii

General Manager of Production Headquarters

Director, Corporate Officer

Hisayoshi Niwa

General Manager of Quality Headquarters

Shinichiro Tomita

General Manager of Purchasing Headquarters

Tetsuhisa Kaneko

General Manager of Research and Development Headquarters

Tomoyuki Ota

Assistant General Manager of Research and Development Headquarters

Takashi Tsuchiya

General Manager of Domestic Sales Marketing Headquarters

Masaki Yoshida

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

Takashi Omote

General Manager of International Sales Headquarters

Yukihiro Otsu

General Manager of Administration Headquarters

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

Mitsuhiko Wakayama

Akira Kodama

Audit & Supervisory Board Members

Fusahiro Yamamoto

(Certified Public Accountant)

Shoji Inoue

(Attorney at Law)

Messrs. Akira Kodama, Fusahiro Yamamoto, and Shoji Inoue are Outside Audit & Supervisory Board Members.

Corporate Officer (as of June 28, 2017)

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

Larry Peck

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

Rich Chapman

Executive Vice President of Makita U.S.A. Inc.

Barry Smart

Sales and Marketing Director of Makita (U.K.) Ltd.

Corporate Data (as of March 31, 2017)

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

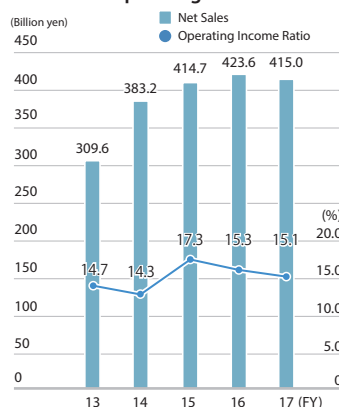
Number of Employees

15,344 (Consolidated) 2,853 (Parent)

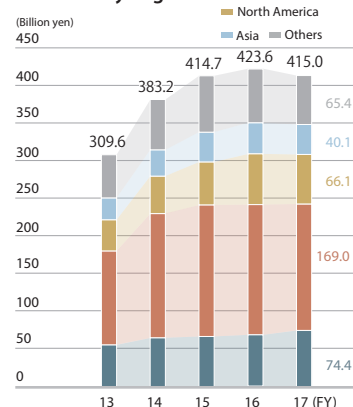
Description of Business

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

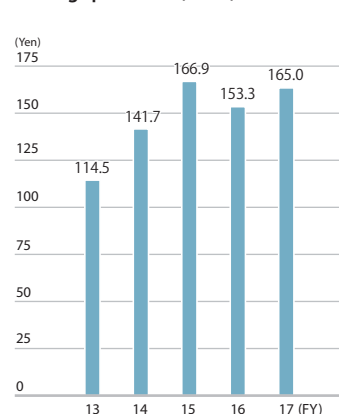
Net Sales / Operating Income Ratio



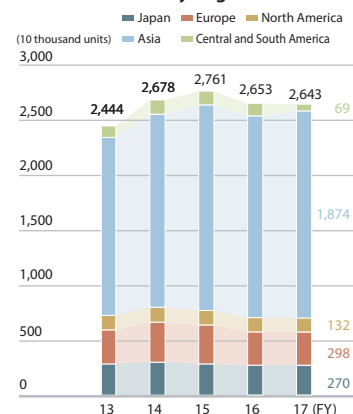
Net Sales by Region



Earnings per Share (Basic)*



Production Units by Region



*: The figures for Earnings per Share (Basic) have been restated for the Previous fiscal years to give retroactive effect to the stock split.

History of Makita

In 1958, Makita Corporation, which was founded in 1915 as an electric motor sales and repair company, became the first company in Japan to manufacture and sell portable electric planers. Over the half century since, Makita has worked to build a steady position as a manufacturer of power tools. Today, Makita continues to provide products and services that are beneficial to all types of customers engaged in housing construction. Makita's history is one of close interaction with customers and parallels the evolution of power tools.

1910 ~

Founding

1915

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

1935 First exported electric generators and motors to the Soviet Union.



1938 Incorporated the proprietorship's business form and established Makita Electric Works, Inc.

1945 Moved the plant, in an attempt to avoid air raids, to the current head office in Sumiyoshi-Cho, Anjo, Aichi.

1970 ~

Expansion

1978

Model 6010D Rechargeable Drill 10 mm
(first Ni-Cd battery tool)



1970 Designated to the 1st Section of Tokyo and Nagoya Stock Exchanges.

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

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)

1950 ~

Transformation

1958

Model 1000 Electric Hand Planer 120 mm
(the first product in Japan)



1959 Transformed into an electric power tool manufacturer.

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

1962 Changed the trade name to Makita Electric Works, Ltd.

Went public and 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).

1980 ~

1981

Model AN5000
Air Nailer
(first pneumatic tool)



Model AC6001
Air Compressor



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 South America)

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.

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)



1990 ~

1996

Model 6213D Rechargeable Driver-drill
(first Ni-MH battery tool)



1991 Acquired Sachs Dolmar GmbH, chain saw manufacturer. (in Germany)
(changed the name to Makita Engineering Germany GmbH in 2015)

Introduced corporate identity (CI) program.
Changed the name to Makita Corporation.

Started production of power tools in Europe (in the United Kingdom)

1992 Established Makita Power Tools (HK) Ltd. (in Hong Kong)

2000 ~

2005

Model HR4011C Rotary Hammer 40 mm
(with Anti Vibration Technology)



2000 Established Makita Romania S.R.L.

Established Makita SA (in Switzerland)

Established Makita (Kunshan) Co., Ltd. (in China)

2001 Established Makita Latin America Inc.

Established Makita Oy (in Finland)

2002 Launched the 2nd brand MAKTEC specifically for the Asian market.

2003 Established Makita LLC. (in Russia)

Established Makita s.r.o. (in Slovakia)

Dramatic Growth

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.

1996 Established Makita Elektromos Kiszéptékesítő 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)



2005

Model TD130D, Cordless Impact Driver
(first Li-ion battery tool)

2005 Model TD130D, Cordless Impact Driver
(first Li-ion battery tool)

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.

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)

2010 ~

Steady Progress

2015

Model RC200D,
Robotic Cleaner



2011 Established Makita Manufacturing (Thailand) Co., Ltd.

Established Makita d.o.o. (in Slovenia)

2012 Started production of power tools in Thailand.

2013 Established Makita Power Tools (Malaysia) Sdn. Bhd.

Panama Branch commenced operations

Established Makita Europe N.V. (Belgium)

Opening of Cambodia parts center

Announced business collaboration and capital alliance with Sharp Corporation

2014 Established Makita Kazakhstan LLP

2015 Centennial anniversary

Bolivia Branch commenced operations

Model RC200D, Robotic Cleaner

2016 Latvia Factory Service Center commenced operations

Krasnodar Branch commenced operations (Russia)

2017 Yekaterinburg Branch commenced operations (Russia)

Dallas Branch commenced operations (America)

Warsaw Branch commenced operations (Poland)

2008 Established Makita Bulgaria EOOD

Established Makita Power Tools India Private Ltd.

Established Makita Colombia S.A.S

2009 Established Makita Vietnam Co., Ltd.



Go Green

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

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