

The Makita logo is displayed in white text on a red rectangular background. The word "Makita" is in a stylized, italicized font. The logo is positioned in the top right corner of the page, with green leaf-like graphics surrounding it.

2016

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 2016 (FY2016, from April, 2015 to March, 2016)
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

Become a truly global company

To create rich living environments and a sustainable society



Always giving priority to its customer-first approach, Makita has devoted all its energies to after-sale service since it began business as an electric motor sales and repair company in 1915.

We still maintain our customer-first philosophy, even since growing to become a global company that manufactures 90% of its products and earns more than 80% of its revenues overseas following our 100-year or more history of manufacturing.

We need to accomplish robust growth by properly recognizing the dizzying pace of change in the market and quickly responding to it in a timely manner, while earnestly addressing as a responsible corporate citizen the challenges that society faces, including global environmental problems, in order to contribute to the creation of an affluent society. We believe that striking a balance between the above two propositions will lead us to become a “truly global company.”

Makita has set the following as its Management Policy/Quality Policy: “1. Makita strives to exist in harmony with society”; “2. Makita values its customers”; “3. Makita is managed in a consistent and proactive manner”; and “4. Valuing a stalwart corporate culture, Makita encourages each individual to perform to his highest level.” Basing on these management and quality policies, under the motto “Live Green & Grow Strong,” the Corporation will develop products that are both user- and global environment-friendly, providing them worldwide as a global supplier of a comprehensive range of power tools that assist people in creating homes and living environment. Through these business activities, Makita will continue making efforts to contribute to the creation of rich living environments and a sustainable society.

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 Hammer Driver Drill



Rotary Hammer



Plunge Cut Circular Saw



Angle Grinder



Cordless Slide Compound Miter Saw



Cordless Recipro Saw



Cordless Multi Tool



Corded and Cordless Vacuum Cleaner



Job Site Radio



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



Electric Hedge Trimmer



Cordless Blower



Cordless Lawn Mower



Petrol Chain Saw



Battery Powered Pruning Shears



Pneumatic Tools

Making operations at construction sites more smooth and efficient

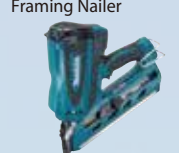
Pneumatic tools are used mainly for performing work on the structural members of wooden houses, including external and internal walls. Pneumatic tools use compressed air to drive various types of nails and screws quickly and accurately.



Pneumatic Framing Nailer



Cordless Clipped Head Framing Nailer



Pneumatic Brad Nailer



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 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



Western Europe

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



United Kingdom

Germany



Romania



Eastern and Northern Europe/Russia

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

China



Thailand



Middle East/Africa

United Arab Emirates
Morocco



Makita Gulf (United Arab Emirates)



Makita Australia



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



Expansion of lithium-ion battery product lineup

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. We will keep endeavoring to explore further possibility of lithium-ion battery technology.



Robotic Cleaner
DRC200

Support for the efficient cleanup work

Makita's battery technology—a robotic cleaner jointly developed with Sharp Corporation, a backpack cleaner featuring both a large-volume dust collecting capability and mobility of a handheld cleaner, and a dust collector that allows users to select AC or DC power supply according to working environment—helps to improve efficiency and reduce users' work load in cleaning works.

Cordless Backpack Vacuum Cleaner
DVC260





For more eco-friendly and comfortable gardening

Features of Makita's cordless gardening tools include: exhaust gas-free operation, low-noise and low-vibration operation, easy maintenance, and friendliness to human health and the global environment.

We have also developed various professional-use series designed to perform tough jobs. The use of our battery technology for outdoor power equipment (OPE) is expected to grow further in the future.



Cordless Chain Saw
DUC353



Battery Powered Pruning Shears
DUP361



Cordless Grass Trimmer
DUR365U

For comfortable working environment



Cordless Fan Jacket
DFJ400

Cordless Heated Vest
DCV200

We offer a broad lineup of lithium-ion battery products that help people to work comfortably at workplaces where it is difficult to access a conventional power supply.



Cordless Coffee Maker
DCM500

Job Site Radio
DMR108

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

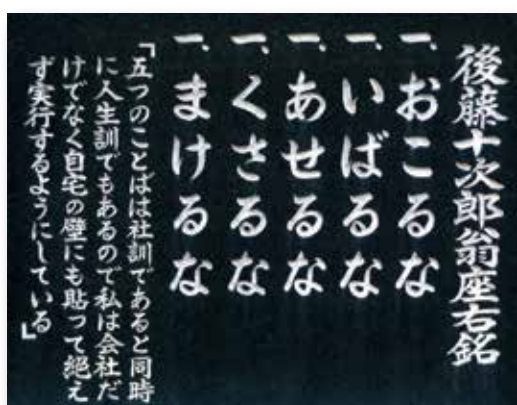


Sales

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, 2016, 22 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 13 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

As of the end of FY2016 our hiring rate of people with disabilities stood at 1.97% (FY2015: 2.09%). 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. As of April 1, 2016, 194 employees have been re-employed through this offer and are working using their experience and knowledge.

Acceptance of Internship Students

In response to requests from educational institutions, we have actively accepted internship students in recent years. In FY2016, we accepted 17 university students as interns in 13 divisions.

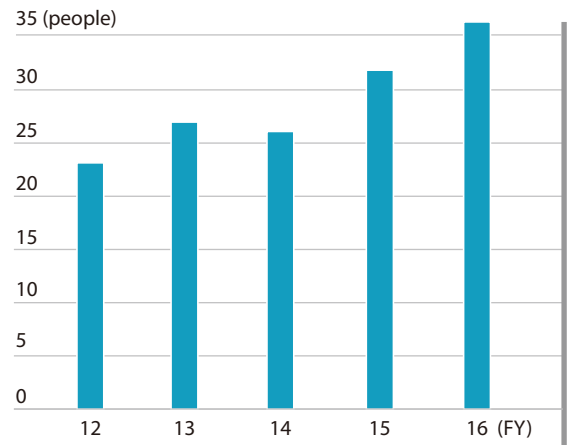
Child Raising Support

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 FY2016, 36 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 FY2016, 37 employees utilized this system.



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, donating its products, and holding seminars on power tools.

Participation in local community activities



Participating in a local community charity event (UK)
We participate in a dragon boat race held by a charity organization, enlivening the atmosphere at the event.



Participating in a charity run event (Germany)
We form a team and participate in a charity run event held in Hamburg. A portion of the participation fees collected are donated.



Donations to a local summer camp (The Netherlands)
We donate used pallets after turning them into play equipment for children.



Local cleanup activities (Japan)
We regularly perform cleaning around our head office and the Okazaki Plant, endeavoring to keep the local community clean.



Donations to the Japanese Brazilian Association (Brazil)
We participate in an event held by the local Japanese Brazilian Association and deepen our relationship with them through donations of Makita products.



Donation activities to support poor families (Brazil)
Through NPO organizations, we donate clothing brought by our employees to families living in financial difficulty.



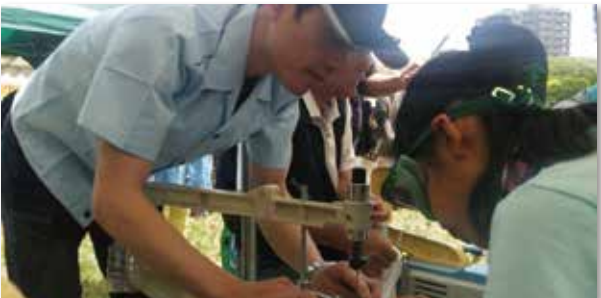
Supporting restoration from disasters



Donations of Makita products to support restoration from the 2015 Nepal earthquake (Singapore)

When a large earthquake struck central Nepal in April 2015, Makita Singapore, the subsidiary responsible for sales of Makita products in Nepal, donated engine cutters and chainsaws for use in demolishing collapsed buildings and removing rubble to the army and police in Nepal through a local retailer.

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.



Seminars at vocational training schools (Australia)

Our employees visit vocational training schools to hold seminars on safe and correct use of power tools, helping students who aim to become craftsmen to acquire knowledge and improve techniques.

Contribution to sports and cultural activities



Donations of Makita products to a traditional craftsman event (Germany)

We donate our products to an event that hands down to people today the traditional customs of young German craftsmen who have completed their training, helping preserve the craftsman culture.



Support for a tree climbing championship (Hong Kong)

We not only support promotion of a sport in the natural environment but also donate our products to a chainsaw competition held at the same time, helping workers improve their techniques.

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.

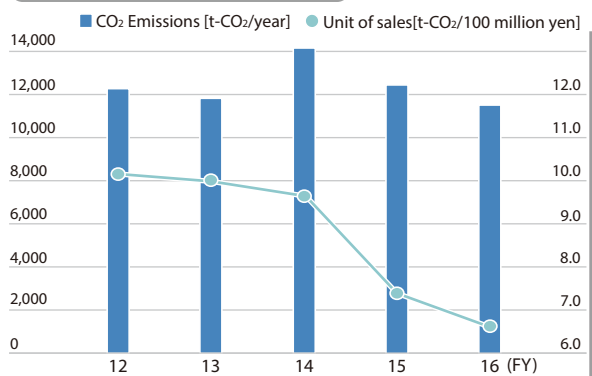
Makita's Contributions to the Prevention of Global Warming

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.

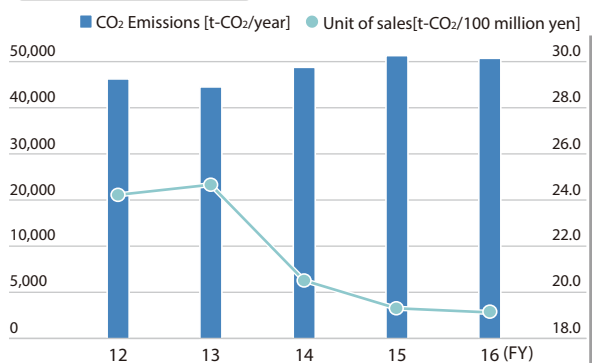
In FY2016, we also took various measures to reduce energy consumption, including adopting LED lighting, improving the operation of air conditioners, introducing high-efficiency equipment, and preventing air leakages. As a result, CO₂ emissions decreased and CO₂ emissions per unit of sales also declined. 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.

Head Office, Domestic business bases



CO₂ Emissions Trends

Overseas production bases



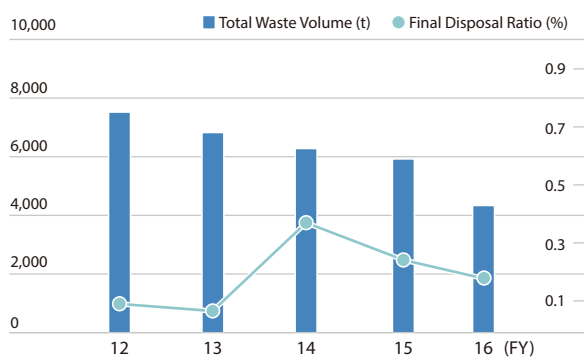
CO₂ Emissions Trends

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.

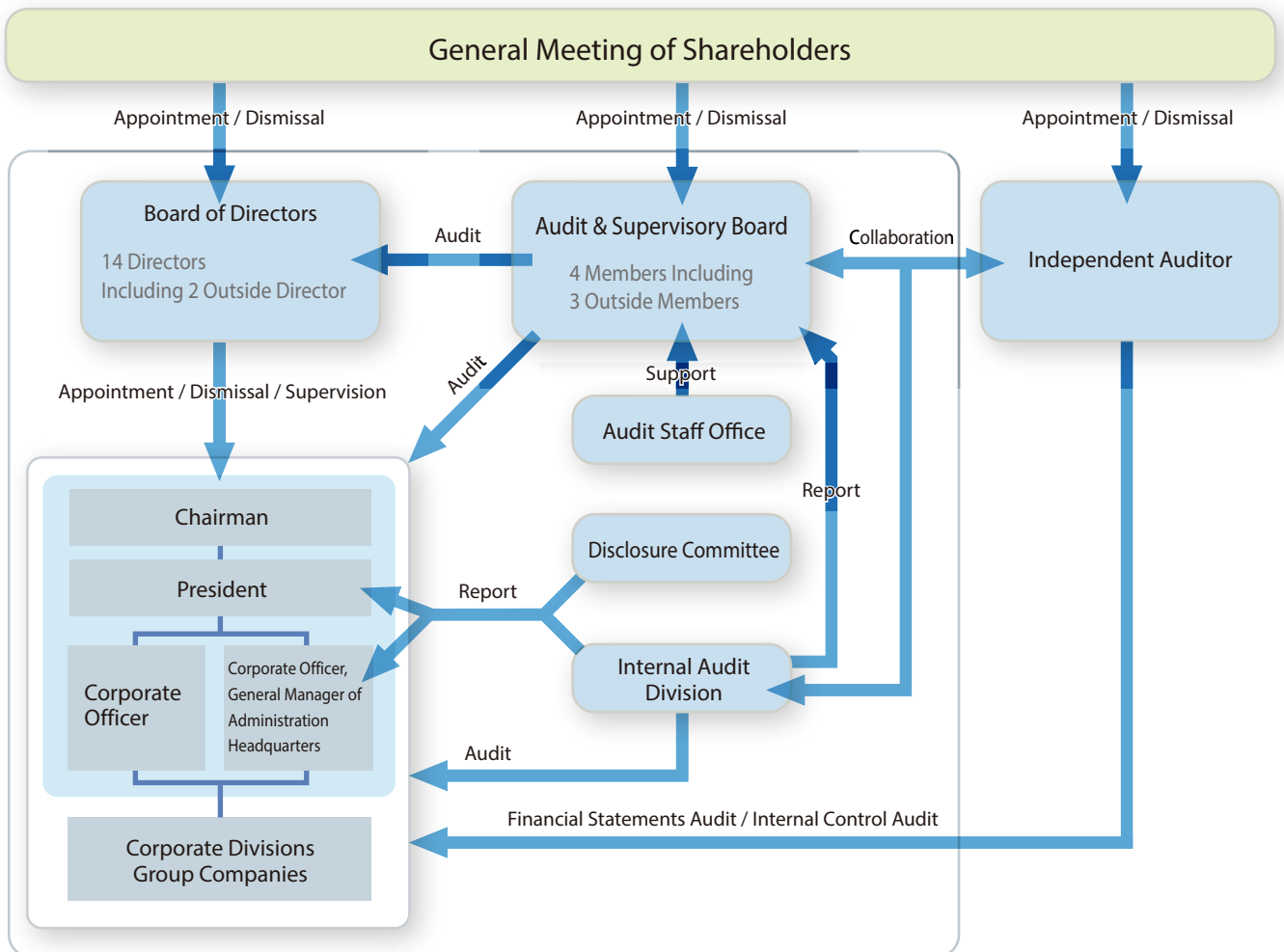


Restriction of Hazardous Substances



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 28, 2016)

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

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, 2016)

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, 2016)

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

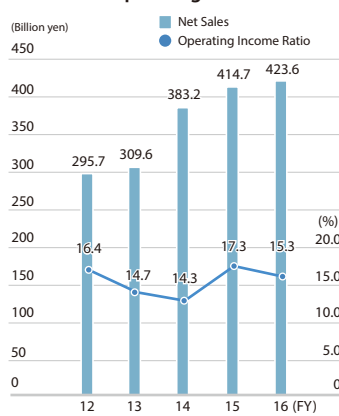
Number of Employees

14,784 (Consolidated) 2,856 (Parent)

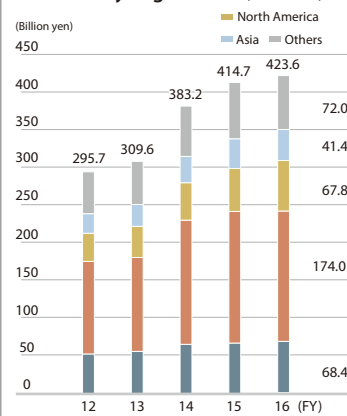
Description of Business

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

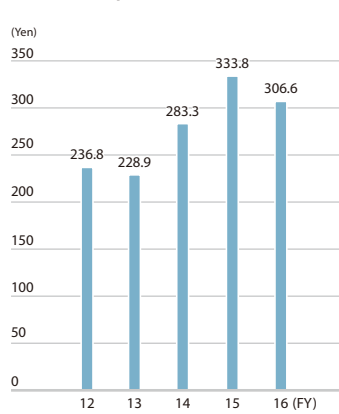
Net Sales / Operating Income Ratio



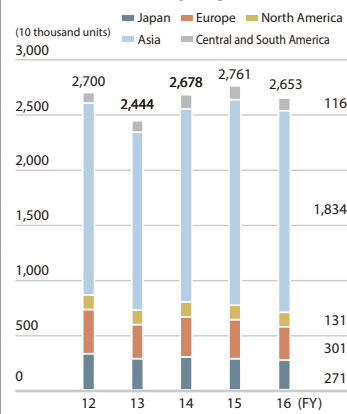
Net Sales by Region



Net Income per Share



Production Units by Region



History of Makita

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)

2008 Established Makita Bulgaria EOOD

Established Makita Power Tools India Private Ltd.

Established Makita Power Tools India Private Ltd.

Established Makita Africa s.a.r.l.a.u. (in Morocco)

2009 Established Makita Vietnam Co., Ltd.



Go Green

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



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Issued : September, 2016