

MAKITA CORP
Form 6-K
July 31, 2008

Table of Contents

UNITED STATES SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
Form 6-K
REPORT OF FOREIGN PRIVATE ISSUER
PURSUANT TO RULE 13a-16 or 15d-16 UNDER
THE SECURITIES EXCHANGE ACT OF 1934
For the month of July, 2008
Commission file number 0-12602
MAKITA CORPORATION

(Translation of registrant's name into English)
3-11-8, Sumiyoshi-cho, Anjo City, Aichi Prefecture, Japan

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.
Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101
(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101
(b)(7):

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby
furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.
Yes No

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82-

TABLE OF CONTENTS

SIGNATURES

Consolidated Financial Results

for the three months ended June 30, 2008

(U.S. GAAP Financial Information)

SUPPORT DOCUMENTATION (CONSOLIDATED)

Table of Contents

SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

MAKITA CORPORATION
(Registrant)

By: /s/ Masahiko Goto
Masahiko Goto
President and Representative Director

Date: July 31, 2008

Table of Contents

Makita Corporation
Consolidated Financial Results
for the three months ended June 30, 2008
(U.S. GAAP Financial Information)
(English translation of KESSAN TANSHIN
originally issued in Japanese language)

Table of Contents

**CONSOLIDATED FINANCIAL RESULTS
FOR THE THREE MONTHS ENDED JUNE 30, 2008**

July 31, 2008

Makita Corporation

Stock code: 6586

URL: <http://www.makita.co.jp/>

Masahiko Goto, President

1. Results of the three months ended June 30, 2008 (From April 1, 2008 to June 30, 2008)**(1) CONSOLIDATED OPERATING RESULTS**

| | Yen (millions) | | | |
|----------------------------|---|------|---|------|
| | For the three months ended June 30, 2007 | % | For the three months ended June 30, 2008 | % |
| Net sales | 80,615 | 30.1 | 84,636 | 5.0 |
| Operating income | 14,992 | 43.1 | 17,091 | 14.0 |
| Income before income taxes | 15,417 | 39.4 | 16,677 | 8.2 |
| Net income | 11,243 | 43.8 | 11,781 | 4.8 |
| | | Yen | | |
| Net income per share: | 78.24 | | 82.81 | |

Notes: 1. Amounts of less than one million yen have been rounded.

2. The table above shows the changes in the percentage ratio of net sales, operating income, income before income taxes, and net income against the corresponding period of the previous year.

(2) CONSOLIDATED FINANCIAL POSITION

| | Yen (millions) | |
|--|----------------------------|------------------------|
| | As of March 31, 2008 | As of June 30, 2008 |
| Total assets | 386,467 | 390,946 |
| Shareholders' equity | 316,498 | 318,561 |
| Shareholders' equity ratio to total assets (%) | 81.9% | 81.5% |
| | Yen | |
| Shareholders' equity per share | 2,201.36 | 2,262.96 |

2. Dividend information

| | Yen |
|--|------------------------------|
| | For the year ending March |
| | For the year ended |

Edgar Filing: MAKITA CORP - Form 6-K

| | March 31, 2008 | 31, 2009 (Forecast) |
|--------------------------|----------------------|------------------------|
| Cash dividend per share: | | |
| Interim | 30.00 | 30.00 |
| Year-end | 67.00 | (Note) |
| Total | 97.00 | (Note) |

- Notes:
1. The forecast for cash dividend announced on April 30, 2008 has not been revised.
 2. While the Company has set forth under the Articles of Corporation of the Company that the record date for the payment of dividend shall be the last day of a relevant period, at the present time, the projected amount of dividends as of the said record date has not yet been determined. For further details, refer to Explanation regarding proper use of business forecasts, and other significant matters on page 2.

1

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**3. Consolidated financial forecast for the year ending March 31, 2009 (From April 1, 2008 to March 31, 2009)**

| | Yen (millions) | | | |
|----------------------------|---|--------|---------------------------------------|-------|
| | For the six months ending September 30, 2008 | | For the year ending March 31, 2009 | |
| | | % | | % |
| Net sales | 169,500 | (0.0) | 343,000 | 0.1 |
| Operating income | 31,600 | (6.8) | 64,000 | (4.5) |
| Income before income taxes | 30,700 | (10.9) | 63,000 | (4.2) |
| Net income | 20,500 | (13.1) | 42,000 | (8.8) |
| | | | Yen | |
| Net income per share | 145.63 | | 298.35 | |

Note: The consolidated financial forecast for the year ending March 31, 2009 has not been revised.

4. Other

(1) Changes in important subsidiaries during the period (Changes in specific subsidiaries accompanied by changes in scope of consolidation): None

(2) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements:

Note: Refer to [Qualitative Information and Financial Statements] Section 4 Other on page 3.

(3) Changes in principle, procedure and representation of the accounting policies concerning quarterly consolidated financial statements preparation:

Note: Refer to [Qualitative Information and Financial Statements] Section 4 Other on page 3.

(4) Number of shares outstanding (common stock)

| | | |
|--|-----------------------|-------------|
| 1. Number of shares issued (including treasury stock): | As of June 30, 2008: | 144,008,760 |
| | As of March 31, 2008: | 144,008,760 |
| 2. Number of treasury stock: | As of June 30, 2008: | 3,236,709 |
| | As of March 31, 2008: | 235,135 |
| 3. Average number of shares outstanding: | As of June 30, 2008: | 142,272,994 |
| | As of June 30, 2007: | 143,699,966 |

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

1. The consolidated financial forecast for the year ending March 31, 2009 has not been revised. Regarding the assumptions for the forecasts and other matters, refer to [Qualitative Information and Financial Statements] Section 3 Qualitative information on consolidated financial forecast on page 3.

The financial forecasts given above are based on information as available at the present time, and include potential risks and uncertainties. As a consequence of factors above and other, actual results may vary from the forecasts provided above.

2.

Makita's basic policy on the distribution of profits is to maintain a consolidated dividend payout ratio of 30% or greater, with a lower limit on annual cash dividends of 18 yen per share. However, in the event special circumstances arise, computation of the amount of dividends will be based on consolidated net income after certain adjustments.

The Board of Directors plans to meet in April 2009 for a report on earnings for the year ending March 31, 2009. At the time, in accordance with the basic policy regarding profit distribution mentioned above, the Board of Directors plans to propose a dividend equivalent to at least 30% of net income. The Board of Directors will submit this proposal to the General Meeting of Shareholders scheduled for June 2009.

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

Table of Contents**[Qualitative Information and Financial Statements]****1. Qualitative information on consolidated operating results**

Net sales in this first quarter were 84,636 million yen, an increase of 5.0% compared to the same quarter of the previous year, as sales strength continued in emerging markets including Eastern Europe, Russia, Latin America, and the Middle East, which were partially offset by the sales decreases in the U.S. and Japan, where investments in the housing sector were weak.

With regard to earnings, operating income amounted to 17,091 million yen (ratio of operating income to net sales; 20.2%), up 14.0% from the same quarter of the previous year, income before income taxes amounted to 16,677 million yen (ratio of income before income taxes to net sales; 19.7%), up 8.2% and net income for the quarter amounted to 11,781 million yen (ratio of net income to net sales; 13.9%), up 4.8%.

Net sales by geographic area were as follows;

In Japan, as the long-stagnant new housing starts have not yet recovered in full, the sales decreased by 5.3% from the same quarter of the previous year to 11,447 million yen.

In Europe, while the growth rate of demand in Western Europe slowed down, the sales in Eastern Europe and Russia continued to be solid, resulting in 40,835 million yen, an increase of 8.5%.

In North America, in addition to the fact that the severe downturn in the U.S. housing market continues, in the foreign exchange market, U.S. dollar moved significantly weaker against Japanese yen in comparison with the rate of the same period of the previous year, which resulted in a decrease of 16.3% to 11,440 million yen.

In Asia, the business in Southeast Asia showed strong results, recording an increase of 29.8% to 7,036 million yen.

In other regions, as strong economies benefiting from soaring prices of natural resources still continue, the sales in Central and South America were up by 29.6% to 4,960 million yen, the sales in the Middle East and Africa rose by 19.5% to 4,826 million yen, and the sales in Oceania were higher by 4.0% to 4,092 million yen.

2. Qualitative information on consolidated financial position

(Analysis on assets, liabilities and shareholders' equity)

Total assets as of the end of this first quarter amounted to 390,946 million yen, which was an increase of 1.2% from the end of the previous year. Key factors for this included the increase in inventories carried out in anticipation of sales increases, and the increase in fixed assets associated with facilities and equipment at overseas plants.

Liabilities rose by 3.1% compared to the previous year-end to 69,535 million yen. The main reason for this increase was an increase in long-term deferred income taxes liabilities mainly as a result of the appreciation of the fair value of the securities investment portfolio of the Company.

Shareholders' equity was up by 0.7% compared to the previous year to 318,561 million yen.

3. Qualitative information on consolidated financial forecast

Despite generally solid emerging markets, as the market environments in Japan as well as in the U.S. are expected to remain severe, and the sense of deceleration in demand in Western European markets are expected to increase, the management environment surrounding Makita remains unpredictably challenging. In light of such uncertain circumstances, at the present time, the Company will not make any change to its forecast announced on April 30, 2008 for the results for six months ending September 30, 2008 and the results for the year ending March 31, 2009.

4. Other

(1) Changes in important subsidiaries during the period (Changes in specific subsidiaries accompanied by changes in scope of consolidation): None

(2) Adoption of simplified accounting methods and accounting methods that are specific to the preparation of quarterly consolidated financial statements:

With regard to the income tax expenses, the Company computes interim income tax expense (benefit) by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes for the fiscal first quarter ended June 30, 2008.

(3) Changes in principle, procedure and representation of the accounting policies concerning quarterly consolidated financial statements preparation:

Starting with this fiscal year, the Company has adopted the Fair Value Measurements pursuant to the Statement of Financial Accounting Standards No. 157. This Statement defines fair value as the price that would be received to sell

an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The adoption did not give rise to any material effect on the Company's consolidated financial position or results of operations.

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**5. Quarterly consolidated financial statements****(1) Quarterly consolidated balance sheets**

| | Yen (millions) | | | |
|---|--------------------------|-----------|--------------------------|-----------|
| | As of March 31, 2008 | | As of June 30, 2008 | |
| | Composition ratio (%) | | Composition ratio (%) | |
| ASSETS | | | | |
| CURRENT ASSETS: | | | | |
| Cash and cash equivalents | 46,306 | | 42,780 | |
| Time deposits | 2,393 | | 2,855 | |
| Marketable securities | 49,443 | | 31,686 | |
| Trade receivables- | | | | |
| Notes | 2,950 | | 3,519 | |
| Accounts | 60,234 | | 62,709 | |
| Less- Allowance for doubtful receivables | (1,018) | | (1,071) | |
| Inventories | 112,187 | | 125,747 | |
| Deferred income taxes | 6,478 | | 6,203 | |
| Prepaid expenses and other current assets | 11,382 | | 13,576 | |
| Total current assets | 290,355 | 75.1% | 288,004 | 73.7% |
| PROPERTY, PLANT AND EQUIPMENT, at cost: | | | | |
| Land | 18,370 | | 18,640 | |
| Buildings and improvements | 64,268 | | 64,461 | |
| Machinery and equipment | 75,651 | | 79,254 | |
| Construction in progress | 2,765 | | 5,845 | |
| | 161,054 | | 168,200 | |
| Less- Accumulated depreciation | (91,996) | | (93,802) | |
| | 69,058 | 17.9% | 74,398 | 19.0% |
| INVESTMENTS AND OTHER ASSETS: | | | | |
| Investment securities | 18,034 | | 19,459 | |
| Goodwill | 2,001 | | 1,998 | |
| Other intangible assets, net | 2,240 | | 2,400 | |
| Deferred income taxes | 1,826 | | 1,362 | |
| Other assets | 2,953 | | 3,325 | |
| | 27,054 | 7.0% | 28,544 | 7.3% |
| | 386,467 | 100.0% | 390,946 | 100.0% |

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents

| | Yen (millions) | | | |
|---|--------------------------|--------------|--------------------------|--------------|
| | As of March 31, 2008 | | As of June 30, 2008 | |
| | Composition ratio (%) | | Composition ratio (%) | |
| LIABILITIES AND SHAREHOLDERS EQUITY | | | | |
| CURRENT LIABILITIES: | | | | |
| Short-term borrowings | 1,724 | | 3,240 | |
| Trade notes and accounts payable | 23,372 | | 23,951 | |
| Other payables | 5,640 | | 6,091 | |
| Accrued expenses | 7,982 | | 7,259 | |
| Accrued payroll | 8,096 | | 6,288 | |
| Income taxes payable | 7,518 | | 6,407 | |
| Deferred income taxes | 58 | | 60 | |
| Other liabilities | 5,266 | | 6,664 | |
| Total current liabilities | 59,656 | 15.4% | 59,960 | 15.4% |
| LONG-TERM LIABILITIES: | | | | |
| Long-term indebtedness | 908 | | 889 | |
| Accrued retirement and termination allowances | 3,716 | | 3,677 | |
| Deferred income taxes | 1,215 | | 3,002 | |
| Other liabilities | 1,958 | | 2,007 | |
| | 7,797 | 2.0% | 9,575 | 2.4% |
| | 67,453 | 17.4% | 69,535 | 17.8% |
| MINORITY INTERESTS | 2,516 | 0.7% | 2,850 | 0.7% |
| SHAREHOLDERS EQUITY: | | | | |
| Common stock | 23,805 | | 23,805 | |
| Additional paid-in capital | 45,753 | | 45,753 | |
| Legal reserve | 5,669 | | 5,669 | |
| Retained earnings | 249,191 | | 251,340 | |
| Accumulated other comprehensive income (loss) | (7,657) | | 4,187 | |
| Treasury stock, at cost | (263) | | (12,193) | |
| | 316,498 | 81.9% | 318,561 | 81.5% |
| | 386,467 | 100.0% | 390,946 | 100.0% |

| | As of March 31, 2008 | As of June 30, 2008 |
|--|---------------------------------|--------------------------------|
| Total number of shares authorized | 496,000,000 | 496,000,000 |
| Number of shares issued | 144,008,760 | 144,008,760 |
| Number of shares issued (excluding treasury stock) | 143,773,625 | 140,772,051 |
| Number of treasury stock | 235,135 | 3,236,709 |

5

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**(2) QUARTERLY CONSOLIDATED STATEMENTS OF INCOME**

| | Yen (millions) | | | |
|--|--|-------------|--|-------------|
| | For the three months ended June 30, 2007 | | For the three months ended June 30, 2008 | |
| | (Amount) | (%) | (Amount) | (%) |
| NET SALES | 80,615 | 100.0 | 84,636 | 100.0 |
| Cost of sales | 47,862 | 59.4 | 49,404 | 58.4 |
| GROSS PROFIT | 32,753 | 40.6 | 35,232 | 41.6 |
| Selling, general, administrative and other expenses | 17,761 | 22.0 | 18,141 | 21.4 |
| OPERATING INCOME | 14,992 | 18.6 | 17,091 | 20.2 |
| OTHER INCOME (EXPENSES): | | | | |
| Interest and dividend income | 585 | | 558 | |
| Interest expense | (89) | | (77) | |
| Exchange gains (losses) on foreign currency transactions, net | 31 | | (359) | |
| Realized gains (losses) on securities, net | 12 | | (365) | |
| Other, net | (114) | | (171) | |
| Total | 425 | 0.5 | (414) | (0.5) |
| INCOME BEFORE INCOME TAXES | 15,417 | 19.1 | 16,677 | 19.7 |
| PROVISION FOR INCOME TAXES: | | | | |
| Current | 2,631 | | 3,131 | |
| Deferred | 1,543 | | 1,765 | |
| Total | 4,174 | 5.2 | 4,896 | 5.8 |
| NET INCOME | 11,243 | 13.9 | 11,781 | 13.9 |

Table of Contents**(3) CONDENSED QUARTERLY CONSOLIDATED STATEMENTS OF CASH FLOWS**

| | For the three months ended June 30, 2007 | Yen (millions) For the three months ended June 30, 2008 |
|--|---|---|
| Net cash provided by operating activities | 3,337 | 2,544 |
| Net cash provided by investing activities | 6,157 | 12,764 |
| Net cash used in financing activities | (7,928) | (20,280) |
| Effect of exchange rate changes on cash and cash equivalents | 908 | 1,446 |
| Net change in cash and cash equivalents | 2,474 | (3,526) |
| Cash and cash equivalents, beginning of period | 37,128 | 46,306 |
| Cash and cash equivalents, end of period | 39,602 | 42,780 |

(4) NOTES ON THE PRECONDITIONS FOR A GOING CONCERN: None**(5) CONDENSED QUARTERLY OPERATING SEGMENT INFORMATION**

For the three months ended June 30, 2007

| | Yen (millions) | | | | | | Corporate and elimi- nations | Consoli- dated |
|------------------------|-----------------------|--------|------------------|--------|-------|---------|---------------------------------------|-------------------|
| | Japan | Europe | North America | Asia | Other | Total | | |
| Sales: | | | | | | | | |
| (1) External customers | 16,479 | 37,760 | 13,540 | 2,888 | 9,948 | 80,615 | | 80,615 |
| (2) Inter-segment | 15,924 | 1,476 | 1,217 | 22,030 | 49 | 40,696 | (40,696) | |
| Total | 32,403 | 39,236 | 14,757 | 24,918 | 9,997 | 121,311 | (40,696) | 80,615 |
| Operating expenses | 27,056 | 33,079 | 14,143 | 21,518 | 8,666 | 104,462 | (38,839) | 65,623 |
| Operating income | 5,347 | 6,157 | 614 | 3,400 | 1,331 | 16,849 | (1,857) | 14,992 |

For the three months ended June 30, 2008

| | Yen (millions) | | | | | | Corporate and elimi- nations | Consoli- dated |
|--|-----------------------|--------|------------------|------|-------|-------|---------------------------------------|-------------------|
| | Japan | Europe | North America | Asia | Other | Total | | |

Edgar Filing: MAKITA CORP - Form 6-K

Sales:

| | | | | | | | | |
|------------------------|--------|--------|--------|--------|--------|---------|----------|--------|
| (1) External customers | 17,175 | 40,730 | 11,604 | 3,283 | 11,844 | 84,636 | | 84,636 |
| (2) Inter-segment | 16,991 | 1,666 | 1,404 | 26,478 | 27 | 46,566 | (46,566) | |
| Total | 34,166 | 42,396 | 13,008 | 29,761 | 11,871 | 131,202 | (46,566) | 84,636 |
| Operating expenses | 30,064 | 35,414 | 12,787 | 25,563 | 9,896 | 113,724 | (46,179) | 67,545 |
| Operating income | 4,102 | 6,982 | 221 | 4,198 | 1,975 | 17,478 | (387) | 17,091 |

7

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**(6) NOTES IN CASE THERE IS ANY SIGNIFICANT CHANGE IN THE SHAREHOLDERS EQUITY
QUARTERLY CONSOLIDATED STATEMENT OF SHAREHOLDERS EQUITY AND COMPREHENSIVE
INCOME**

| | Yen (millions) For the three months ended June 30, 2008 |
|---|--|
| COMMON STOCK: | |
| Beginning balance | 23,805 |
| Ending balance | 23,805 |
| ADDITIONAL PAID-IN CAPITAL: | |
| Beginning balance | 45,753 |
| Ending balance | 45,753 |
| LEGAL RESERVE: | |
| Beginning balance | 5,669 |
| Ending balance | 5,669 |
| RETAINED EARNINGS: | |
| Beginning balance | 249,191 |
| Cash dividends | (9,632) |
| Net income | 11,781 |
| Ending balance | 251,340 |
| ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS): | |
| Beginning balance | (7,657) |
| Other comprehensive income for the period | 11,844 |
| Ending balance | 4,187 |
| TREASURY STOCK, at cost: | |
| Beginning balance | (263) |
| Purchases (Note) | (11,930) |
| Ending balance | (12,193) |

TOTAL SHAREHOLDERS EQUITY

318,561

Note: Purchases of treasury stock

In May 2008, the Company bought back its own shares on the market at 11,923 million yen.

8

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**SUPPORT DOCUMENTATION (CONSOLIDATED)****1. Consolidated financial results and forecast**

| | Yen (millions) | | | |
|----------------------------|--|------|--|-------|
| | For the three months ended June 30, 2007 (Results) | | For the three months ended June 30, 2008 (Results) | |
| | (Amount) | (%) | (Amount) | (%) |
| | | | | |
| Net sales | 80,615 | 30.1 | 84,636 | 5.0 |
| Domestic | 12,090 | 12.2 | 11,447 | (5.3) |
| Overseas | 68,525 | 33.9 | 73,189 | 6.8 |
| Operating income | 14,992 | 43.1 | 17,091 | 14.0 |
| Income before income taxes | 15,417 | 39.4 | 16,677 | 8.2 |
| Net income | 11,243 | 43.8 | 11,781 | 4.8 |
| Net income per share (Yen) | 78.24 | | 82.81 | |
| Employees | 9,443 | | 10,515 | |

| | Yen (millions) | | | | | |
|----------------------------|---|------|---|--------|---|-------|
| | For the year ended March 31, 2008 (Results) | | For the six months ending September 30, 2008 (Forecast) | | For the year ending March 31, 2009 (Forecast) | |
| | (Amount) | (%) | (Amount) | (%) | (Amount) | (%) |
| | | | | | | |
| Net sales | 342,577 | 22.4 | 169,500 | (0.0) | 343,000 | 0.1 |
| Domestic | 52,193 | 11.4 | 24,700 | (3.7) | 50,000 | (4.2) |
| Overseas | 290,384 | 24.6 | 144,800 | 0.6 | 293,000 | 0.9 |
| Operating income | 67,031 | 39.1 | 31,600 | (6.8) | 64,000 | (4.5) |
| Income before income taxes | 65,771 | 33.3 | 30,700 | (10.9) | 63,000 | (4.2) |
| Net income | 46,043 | 24.5 | 20,500 | (13.1) | 42,000 | (8.8) |
| Net income per share (Yen) | 320.30 | | 145.63 | | 298.35 | |
| Employees | 10,436 | | | | | |

Note: The table above shows the changes in the percentage ratio of Net sales, Operating income, Income before income taxes, and Net income against the corresponding period of the previous year.

Please refer to page 3 for the qualitative information on consolidated financial forecast for the six months and fiscal year 2009.

2. Consolidated net sales by geographic area

| | Yen (millions) | | | | | |
|--|--|-----|--|-----|---|-----|
| | For the three months ended June 30, 2007 (Results) | | For the three months ended June 30, 2008 (Results) | | For the year ended March 31, 2008 (Results) | |
| | (Amount) | (%) | (Amount) | (%) | (Amount) | (%) |
| | | | | | | |

Edgar Filing: MAKITA CORP - Form 6-K

| | | | | | | |
|----------------------------|--------|------|--------|--------|---------|------|
| Japan | 12,090 | 12.2 | 11,447 | (5.3) | 52,193 | 11.4 |
| Europe | 37,632 | 44.0 | 40,835 | 8.5 | 160,360 | 29.3 |
| North America | 13,672 | 14.0 | 11,440 | (16.3) | 56,422 | 9.6 |
| Asia | 5,422 | 17.3 | 7,036 | 29.8 | 22,629 | 16.2 |
| Other regions | 11,799 | 39.9 | 13,878 | 17.6 | 50,973 | 33.7 |
| Central and South America | 3,828 | 39.3 | 4,960 | 29.6 | 16,764 | 32.0 |
| The Middle East and Africa | 4,038 | 37.8 | 4,826 | 19.5 | 18,687 | 43.0 |
| Oceania | 3,933 | 42.8 | 4,092 | 4.0 | 15,522 | 25.7 |
| Total | 80,615 | 30.1 | 84,636 | 5.0 | 342,577 | 22.4 |

Note: The table above sets forth Makita's consolidated net sales by geographic area based on the customer's location for the periods presented. Accordingly, it differs from operating segment information on page 7.

9

English Translation of KESSAN TANSHIN originally issued in Japanese language

Table of Contents**3. Exchange rates**

| | Yen | | | | |
|-----------------|--|---|---|---|---|
| | For the three months ended June 30, 2007 (Results) | For the three months ended June 30, 2008 (Results) | For the year ended March 31, 2008 (Results) | For the six months ending September 30, 2008 (Forecast) | For the year ending March 31, 2009 (Forecast) |
| Yen/U.S. Dollar | 120.82 | 104.56 | 114.44 | 100 | 100 |
| Yen/Euro | 162.75 | 163.44 | 161.59 | 158 | 158 |

4. Sales growth in local currency basis (major countries)

| | For the three months ended June 30, 2008 (Results) (%) |
|--------------------|--|
| U.K. | 3.9 |
| Germany | 0.9 |
| France | 4.7 |
| Russia | 31.4 |
| U.S.A. | (7.4) |
| China | 24.0 |
| Brazil | 46.5 |
| Makita Gulf (UAE)* | 43.3 |
| Australia | 7.2 |

* Including export sales for the Middle East and Africa.

5. Production ratio (unit basis)

| | For the three months ended June 30, 2007 (Results) (%) | For the three months ended June 30, 2008 (Results) (%) | For the year ended March 31, 2008 (Results) (%) |
|----------|--|--|--|
| Domestic | 24.7 | 20.7 | 22.5 |
| Overseas | 75.3 | 79.3 | 77.5 |

6. Consolidated capital expenditures, depreciation and amortization, and R&D cost

| | Yen (millions) | | | |
|-------------------------------|---|---|--|--|
| | For the three months ended June 30, 2007 (Results) | For the three months ended June 30, 2008 (Results) | For the year ended March 31, 2008 (Results) | For the year ending March 31, 2009 (Forecast) |
| Capital expenditures | 3,961 | 5,458 | 15,036 | 25,000 |
| Depreciation and amortization | 1,802 | 2,181 | 8,871 | 10,700 |
| R&D cost | 1,403 | 1,686 | 5,922 | 6,500 |

10

English Translation of KESSAN TANSHIN originally issued in Japanese language