



Corporate Profile 2022



www.makita.biz



Live Green & Grow Strong

Makita Corporation

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

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Pursuing a “Strong Company” by Evolving a Supplier of a Comprehensive Range of

Since Makita’s founding in 1915, the Company has been devoted to providing products and services desired by its customers while upholding a hands-on approach to management. This tradition has remained unchanged all through the past 107 years. Looking back at the history of Makita, I understand that the Company could not have expanded its business to the present level without the support and cooperation from its customers, business partners, and other stakeholders around the world.

In the hope of growing by solving environmental issues and other social problems, Makita is now using cordless products as an axis to evolve into a supplier of a comprehensive range of cordless products—not only power tools but OPE (outdoor power equipment), cleaning equipment, and outdoor products.

We will use our industry-leading battery charging/discharging technology and motor technology to promote make any and all products cordless (going cordless/engine-less) in order to improve safety, convenience, and comfort, and to contribute to reducing gas emissions, noise, and fuel consumption. We will also continue to improve our services. Taking advantage of the extensive sales and service networks that we have built around the world, we will further reinforce our service system to ensure prompt and stable distribution and repair services, thereby contributing to reducing the burden on both worksites and the global environment while promoting decarbonization.

In the coming years, we will focus our efforts on addressing environmental issues. As part of endeavors to reduce environmental impacts, we will concentrate our efforts on developing cordless OPE that uses no fuels and therefore features zero emissions during operation. Moreover, we have set a goal for FYE 2040 to achieve virtually zero emissions of the greenhouse gases resulting from our business activities that involve the use of electricity and fuels, such as gasoline. While making company-wide efforts to achieve carbon neutrality, Makita will work to remain a company that is indispensable for its customers’ daily lives.

Just as we shifted our business target from motors to power tools, we will keep taking on a variety of new challenges so that we will be able to sustain our business under any kind of business environment. In pursuit of our long-term goal “Strong Company,” we will contribute to realization of a sustainable society through our corporate activities by upholding the following Management Policies: “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.”

Makita into Cordless Products



President, Representative Director

Munetoshi Goto

Long-term Target

Strong Company

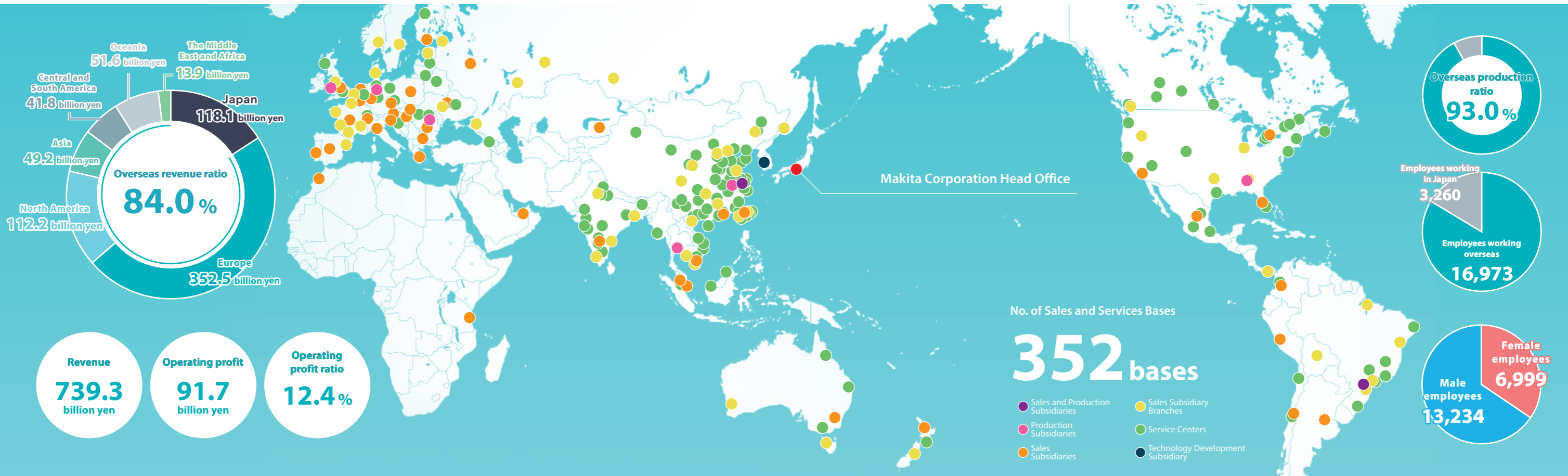
Makita has set itself the goal of contributing to the creation of sustainable society and consolidating a strong position in the industry worldwide as a global supplier of a comprehensive range of tools for creating comfortable homes and living environments, including cordless power tools, battery-operated outdoor power equipment and pneumatic tools.

Management Policy / Quality Policy

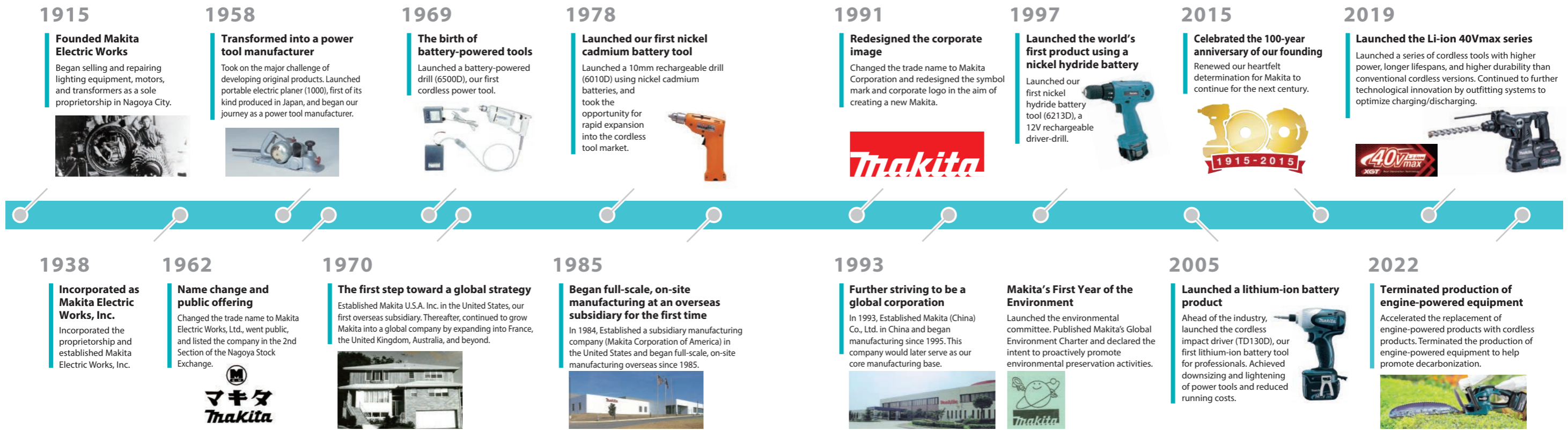
1. Makita strives to exist in harmony with society (a company that observes laws and regulations, acts ethically and never allows intervention of the anti-social organizations).
2. Makita values its customers (a market-driven company).
3. Makita is managed in a consistent and proactive manner (a company 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 or her highest level (a happy company).

Makita at a glance

Makita was born in 1915 as a motor sales and repair company. We went on to become the first company in Japan to manufacture and sell portable electric planers, and since then we have worked to build a steady position as a manufacturer of power tools. Today, we are continuing to evolve as a supplier of a comprehensive range of cordless products as we develop our sales, services, and manufacturing network around the world.



as of March 31, 2022



Makita's Description of Business

As a global supplier of a comprehensive range of tools for creating comfortable homes and living environments, Makita meets the diverse needs of our customers with a wide-ranging product lineup focused on cordless products like power tools and OPE. Thanks to our strengths of high inter-compatibility and a rich lineup of products, a single battery can be applied to many different Makita products.

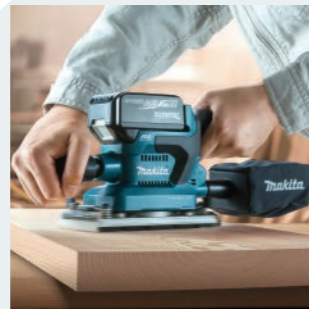
Construction and building

Direct Support for Housing Construction

Our products are used in housing and building construction sites, factories, and a variety of other locations. In 1958, Makita became the first company in Japan to manufacture and sell portable electric planers. Since then, we have been working to develop original technology and provide a rich lineup with solid technical capabilities so we can enable more comfortable work in drilling, fastening, cutting, polishing, and other operations.



Cordless Trimmer



Cordless Finishing Sander



Cordless Recipro Saw



Cordless Polisher



Cordless Concrete Vibrator



Cordless Combination Hammer



Cordless Power Cutter

Cleaning

To meet the needs of professionals who are engaged in cleaning work not only at construction sites but also offices, stores, and warehouses, we offer a wide range of products with features such as greater mobility, higher suction power and durability, and lower noise.



Cordless Backpack Vacuum Cleaner



Cordless Cleaner



Robotic Cleaner

Gardening

In Harmony with Nature, Seeking a Richer Way of Life

For everything from light gardening to demanding professional labor, Makita has a wide range of product lines that support the creation of lush, verdant living environments. In the aim of existing in harmony with the environment, we are proactively developing cordless OPE that rivals the power of engine-powered equipment but with no gas emissions, no fuel requirements, simple startup, and much lower noise.



Battery Powered Backpack Blower



Cordless Garden Sprayer



Cordless Chain Saw



Cordless Grass Trimmer

For making Environment in and around the workplace comfortable, For outdoor events, For disaster preparedness.

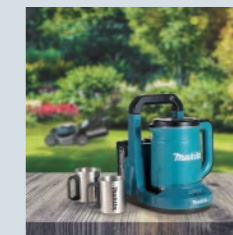
We have also expanded our product lines that enable comfortable on-site work so they can be useful in outdoor activities and disaster preparedness as well as on-site.



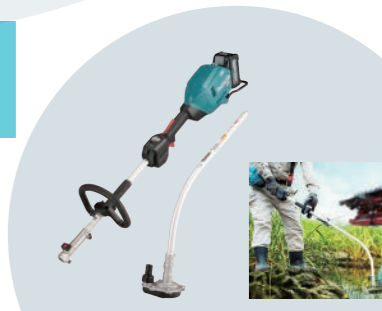
Cordless Heat Gun



Cordless Dust Blower



Cordless Kettle



Pump Attachment Accessories



Cordless Radio with Lantern

Product Manufacturing

Product Development, Quality Assurance



Production

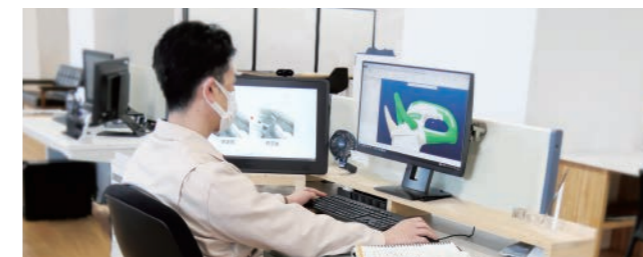


Sales and services

Through our integrated network of development, manufacturing, and sales services around Japan and the world, Makita will continue to deliver high-quality, industry-leading services along with products that aptly meet global user needs.

Industry-Leading Product Development Capabilities

We were quick to adopt lithium-ion batteries for professional power tools, and we have the industry-leading capabilities for product development to develop them into a series of products. In product design, we utilize cutting-edge technologies like CAE analysis to further strengthen the original expertise of our long history so we can build Makita into a trusted brand. Our products go beyond functionality; they are designed for safety and refinement in consideration of user work environments as well as the natural environment.



A System that Guarantees Quality, from Design to Mass Production

We have built a system that guarantees quality in all processes from design to mass production. During development, we emphasize designing-in and employ design that prevents the occurrence of defects. Then, we perform evaluation from perspectives such as laws and regulations, functionality, and durability, and confirm that the product will satisfy our customers.



A Global Manufacturing System

We have plants in eight countries around the world (Japan, China, Romania, Thailand, the United Kingdom, Brazil, the United States, and Germany); about 90% of products manufactured by Makita are made abroad. Going forward, we will continue to strive to further enhance our manufacturing capabilities so we can quickly produce and supply products in response to local needs.



Uniform Quality in Craftsmanship

Because we can efficiently manufacture products of stable quality, we develop in-house robots and share expertise on mass production between factories. While working to save manpower at manufacturing sites, our craftsmanship has evolved to produce products of uniform quality, no matter where they are made or by whom.



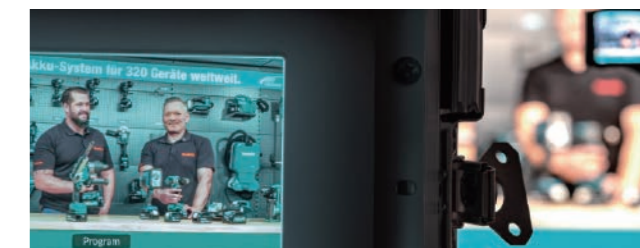
The Industry-leading Service Network

With directly managed sales bases in about 50 countries outside Japan in addition to 127 sales offices (as of April 2022) in Japan, Makita is able to provide meticulous services for respective customers and regions, thereby contributing to improving work efficiency and productivity of its customers. Even amid the COVID-19 pandemic, under which travel was restricted, our industry-leading sales and service networks enabled prompt and stable delivery of our products and services to our customers in various regions, which helped build more enriched communities and lifestyles.



Promotional Activities

Makita proactively participates in exhibitions, seminars, demonstration events, user visits, and all kinds of promotional activities in Japan and around the world. To improve IT services for customers outside Japan, we are also promoting DX (digital transformation). For example, we are reinforcing the functions of websites for distributors to enhance convenience for distributors and their business efficiency.





Contribution to Solving Social Challenges



Through the provision of its products and services, Makita helps to solve environmental and other social problems and are friendly to both users and the environment, and to work to evolve into a supplier of a comprehensive range of cordless strengthen our system to ensure prompt and stable distribution and repair services. Through these endeavors, we will work

contributes to the achievement of a sustainable society. We will continue to expand our lineup of cordless products that products. At the same time, we will build and maintain exhaustive service and sales networks all over the globe in order to to achieve decarbonization while helping to reduce the burden on worksites around the world.

Decarbonization: Switching from Engine-Powered Products to Cordless Products



To date, engine-powered products have been the mainstream for lawn mowers, chain saws, and other items of OPE. But while they excel in power and durability, their gas emissions cause a serious environmental problem. In response, Makita is promoting the replacement of engine-powered equipment with cordless products, which emit no exhaust gases when they are used, so as to contribute to building a carbon neutral society. Since the cordless products do not emit atmospheric pollutants, which are contained in the exhaust gas of engine-powered equipment, replacing the latter with the former also helps reduce environmental impacts.

Merits of cordless products

- Lower environmental burden
- Less physical strain on users
- Helps ensure a more comfortable environment in and around the workplace
- Easy to use for women and the elderly

exhaust
Zero*

fuel
Zero*

start-up procedures
Zero

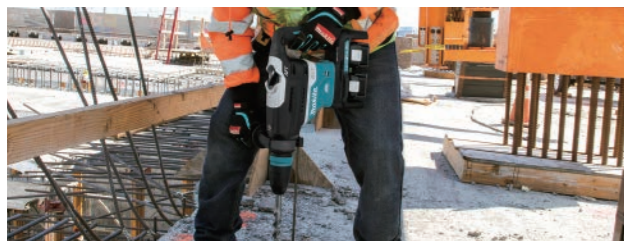
Low noise

*During equipment operation

Replacement with Cordless Products



Replacing plug-in AC products with cordless products can help solve labor shortages, one of the societal problems we are faced with. In addition to featuring higher work efficiency and the ease of use, cordless products can prevent on-site accidents caused by stumbling over cords. Since cordless products can be used in places without any power sources, they can improve work efficiency and productivity at worksites, which in turn facilitates urban development projects. As we have increasing numbers of disasters due to climate change, our cordless products can also shorten the reconstruction period from disasters.



Disaster Preparedness



In a disaster situation or other environments without an ensured power supply, the Makita batteries used in products such as cordless cleaners can also be used in radios, lighting, and many other emergency goods. And, with a dedicated USB adapter, you can use Makita batteries to charge smartphones, offering peace of mind as disasters increase in frequency.



Building Cities and Infrastructure Around the World



Through the sales of power tools and OPE for use at building and construction sites, Makita contributes to the building of cities and infrastructures around the world. As we were permitted to continue our business activities in many regions as an essential business even under lockdown, our products are indispensable in building richer communities and lifestyles.



Making Contributions Amid the COVID-19 pandemic

Even when cross-border movements were restricted in many countries due to the COVID-19 pandemic, Makita continued to deliver its products and services steadily and promptly through its exhaustive sales and service networks, thereby contributing to local communities around the world. In spite of the constraints on face-to-face activities during the COVID-19 pandemic, we have been able to resolve local issues by offering online training for vendors and agents on subjects like how to use and maintain Makita products, product knowledge, and repair.



Brazil



United States



Argentina

Approaches to Local Communities

In pursuit of developing Makita in tandem with local communities, we are engaged in various programs tailored to each region, including support of sports and cultural activities and disaster-relief activities. To support the sound growth of children in local communities, in Thailand, Makita's employees donated various articles to a local orphanage, while in Japan, Makita provided students with an opportunity to learn about the workplace. Moreover, in Poland, Makita supported the "Architectural Olympics" competition for students to stimulate their interest in manufacturing.



Thailand



Poland



Japan

Environment



In quest of both environmental preservation and the sustainable growth of Makita's business, the Company has established the Environmental Management Promotion Framework, under which it is promoting environmentally conscious business activities. In 1998, the Company formulated its Environmental Policies, in line with which it has been committed to various environmental programs. At present, we are further reinforcing our commitments under the following two major themes: "Contributions to Decarbonization" and "Contributions to Resource-Circulating Society." For details of Makita's environmental commitments, please refer to its Environmental Report.



2022 Environmental Report

Contributions to Decarbonization

To create a carbon neutral society, Makita is developing products that help solve environmental problems while at the same time promoting environmentally conscious business activities. To reduce emissions of CO₂ and other greenhouse gases, the Company has set numerical targets.

Setting Targets for Reducing Greenhouse Gas Emissions

Makita has set the following targets for reducing greenhouse gas emissions: to cut 50% of the greenhouse gas emissions derived from the consumption of electricity and fuels (gas, gasoline, etc.) in its business activities by FYE 2030 with FYE 2020 as the baseline; reduce greenhouse gas emissions to virtually zero by FYE 2040; and to reduce greenhouse gas emissions across the entire supply chain to virtually zero by FYE 2050.

Initiatives with Our Products

While engine-powered products have been the mainstream for lawn mowers, chain saws, and other items of OPE, their gas emissions have a significant environmental impact. By promoting the replacement of engine-powered products with cordless OPE, which features zero emissions during its operation, Makita is working to help promote decarbonization. At the same time, Makita terminated the manufacturing of engine-powered products in consideration of growing awareness of environmental problems around the world, as well as expanding needs for highly convenient cordless products.



Initiatives in our Business Activities

To reduce greenhouse gas emissions, Makita has introduced energy-saving products, including LED lighting and high-efficiency devices (air conditioners, compressors, manufacturing equipment, etc.). To promote the use of renewable energy sources, the Company is also installing solar panels and geothermal heating and cooling systems. We are also engaged in activities to raise employees' environmental awareness. To promote energy-saving, for example, we hand out related materials and regularly patrol offices and factory floors to check the status of energy saving efforts.



Regularly patrol to check the status of energy saving efforts



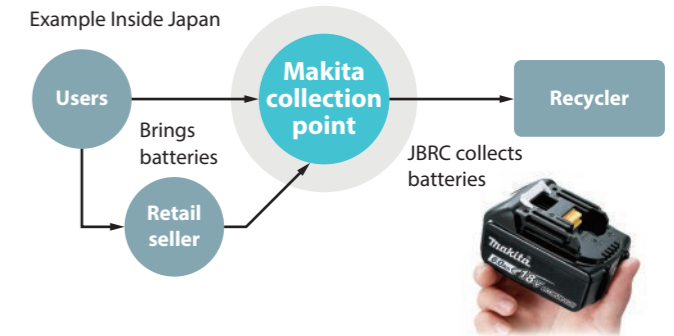
An article in Makita's inhouse magazine

Contributions to a Resource-Circulating Society

To build a resource-circulating society, Makita is promoting the recycling of batteries, elimination of the use of plastics, and other programs to ensure efficient use of limited resources.

Battery Recycling

As "a Supplier of a Comprehensive Range of Cordless Products" and as a company that supplies a large volume of batteries, we believe that, for the sake of environmental protection and the effective utilization of resources, collecting used batteries is a crucial task. In Japan, as a member of the JBRC (Japan Portable Rechargeable Battery Recycling Center), we are involved in voluntary battery collection and recycling activities in line with the Act on the Promotion of Effective Utilization of Resources. Outside Japan, we cooperate with vendors and specialized organizations in the appropriate collection of batteries according to local laws and systems. We are also building and operating battery collection systems in many countries and regions to promote the recycling of resources.

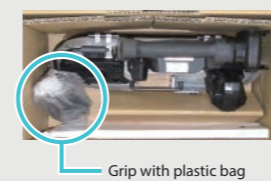


Promoting the Elimination of Plastic

Since plastic waste discharged to the ocean causes global environmental pollution, campaigns to reduce the use of single-use plastic have spread across the world. To contribute to the building of a sustainable society and to the conservation of biodiversity, Makita is working to reduce the volume of single-use plastic used for its product packages. In addition to conventional efforts to simplify packaging, in FYE 2021, Makita began to reduce the use of polyethylene bags in its product packages and to replace plastic packaging materials with eco-friendly materials, such as paper and biomass plastics.



Example of eliminating plastics

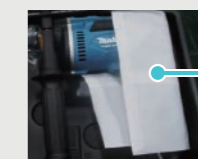


Grip with plastic bag



Elimination of plastic bags by devising internal materials

Previously, we would pack parts in polyethylene bags to protect our products from damage, but we have come up with an innovative way to fix the parts in place internally, thereby reducing the use of polyethylene bags.



Changes in wrapping materials for accessories from plastic to paper



We replaced plastic bags with either paper or biomass plastic bags.

Employees



Supporting SDGs

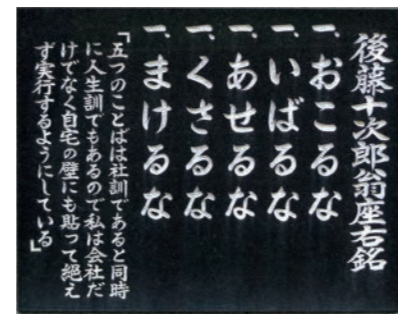


Makita's human resource capabilities are an essential asset to supporting the growth of society. We provide each and every one of our employees with the opportunity to fully exercise their potential.

Fostering Human Resources

"Don't be angry, arrogant, panic, mope, or give up." These are the words of Jujiro Goto, who along with founder Mosaburo Makita built this company and transformed it into "a power tools corporation." Grounded in this personal philosophy of Mr. Goto, we strive to provide each and every Makita employee with the opportunity to exercise his or her talents.

In Japan, in addition to our stratified training system, tailored to match each employee's career stage, we have established a system to provide a variety of training programs, including practical plant training, and correspondence education programs, part of whose tuitions is paid by the Company. We proactively arrange opportunities for postings at overseas bases, including on-site OJT (on-the-job training) for our young employees at our international locations to help them build skills. We are also striving to develop our human resources outside Japan, and at the China Plant, our core manufacturing base, we offer training for managers on subjects like better leadership skills and problem-solving.



Promoting Diversity & Inclusion

Makita strive to maintain a diverse workplace and ensure that they can fully develop their potential abilities. This is because we firmly believe that a company should be a place where all employees, regardless of age, gender, nationality, or the presence of disability, respect each other and can maximize their individual abilities. To make the workplace more friendly for employees, we have various support systems, including childcare leave and a reduced-working-hours system for childcare. At present, the number of male employees who take childcare leave is increasing.



Supporting Female Success

The average years of service for our full-time female employees is about the same as for their male counterparts 17 years, and women play active roles in a variety of different divisions. With more than 200 women in manager-class roles group-wide, our female employees support Makita's global business foundation. We will continue to build environments and workplaces where female employees can work with peace of mind and achieve success.

Employment of Non-Japanese Workers

About 80% of the Makita Group's employees are local hires at our overseas bases. We also appoint non-Japanese Corporate Officers and make other efforts to support the success of employees of all nationalities. Even in Japan, we hire foreign students as part of our efforts to develop the global human resources who will support Makita in the future.

Employment of Disabled Workers

In December 2021, we opened Makita Farm to provide disabled employees willing to work with job opportunities. By operating the farm, Makita provides its employees with a workplace where they can fully develop their own potential without concerns.

Corporate Data

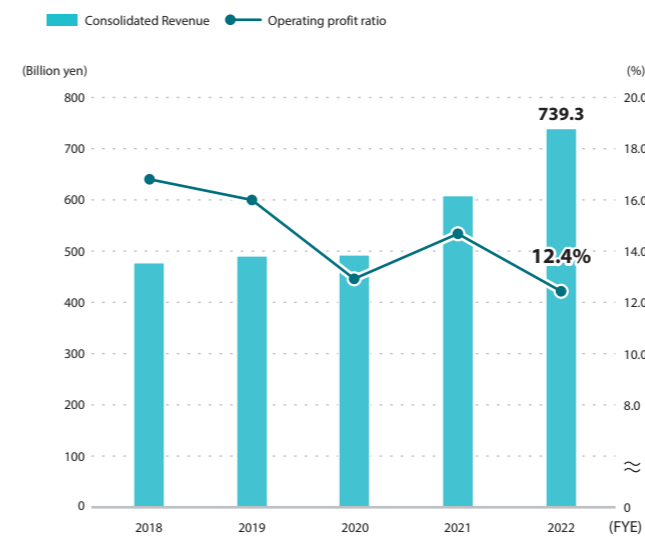


Data

(as of March 31, 2022)

Corporate Name	Makita Corporation	Consolidated Subsidiaries	52
Head Office	3-11-8, Sumiyoshi-cho, Anjo, Aichi 446-8502, Japan Phone: +81-566-98-1711	Principal Consolidated Subsidiaries	Sales subsidiaries Makita U.S.A. Inc. Makita (U.K.) Ltd. Makita Werkzeug GmbH (Germany) Makita France SAS Makita Oy (Finland)
U R L	https://www.makita.biz/		
Date of Founding	March 21, 1915		
Date of Incorporation	December 10, 1938		
Stock Exchanges that Makita is Listed on	Tokyo Stock Exchange the Prime Market Nagoya Stock Exchange the Premier Market (as of April 4, 2022)		Sales and production subsidiary Makita (China) Co., Ltd.
Representative Directors	Chairman Masahiko Goto President Munetoshi Goto		Production subsidiaries Makita (Kunshan) Co., Ltd. SC Makita EU S.R.L. (Romania)
Paid-in Capital	¥24,205,610 thousand		
Number of Employees	20,233		Technology development subsidiary Makita Engineering Korea Co., Ltd.
Description of Business	Production and sales of electric power tools, outdoor power equipment, pneumatic tools and household equipment		

Consolidated Revenue / Operating profit ratio



Revenue by Region

