
Supplementary Report

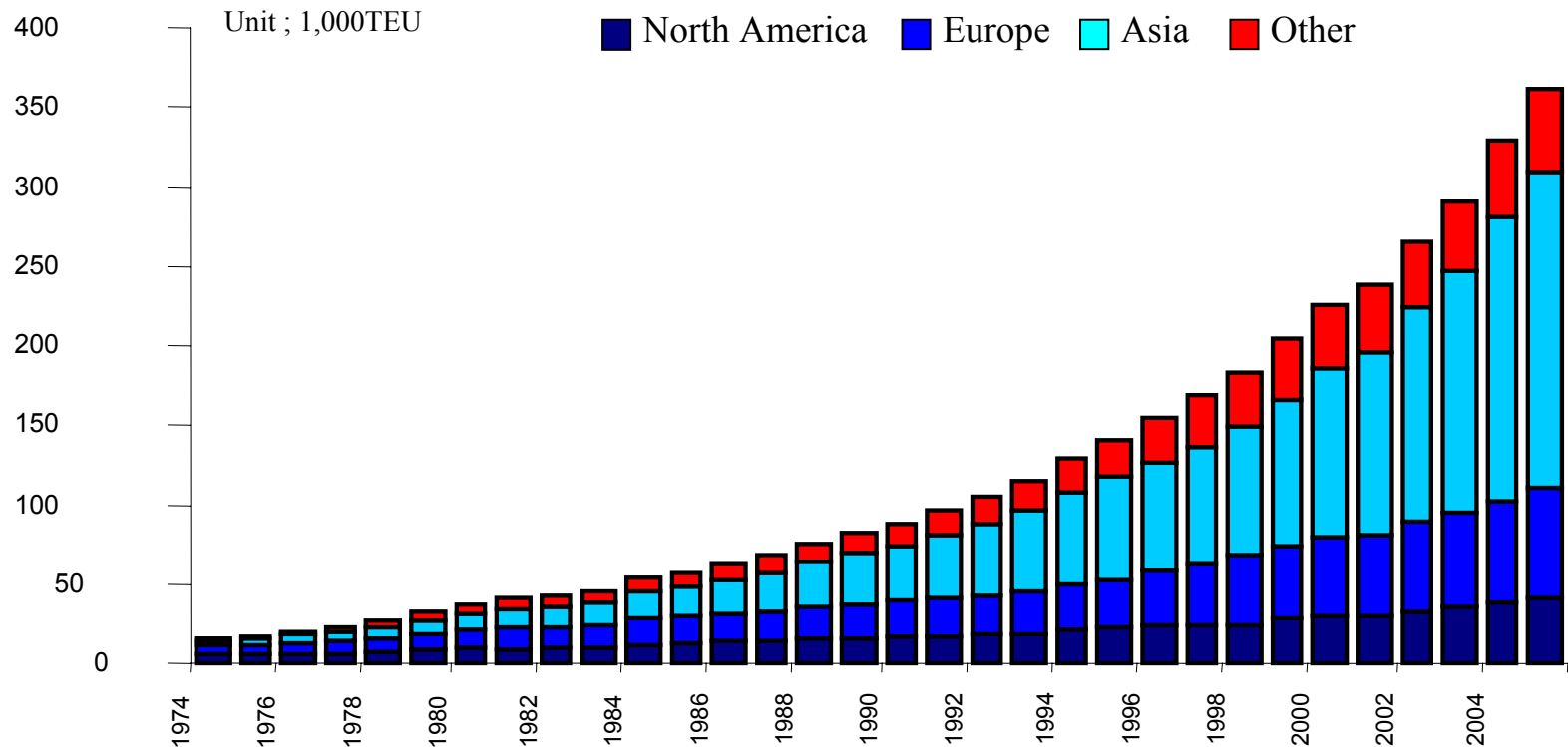
14 February 2004

Kawasaki Kisen Kaisha, Ltd.

Supplemental Information-1

Shipping Markets

1-1. Container Movements in the World (1974 – 2004)



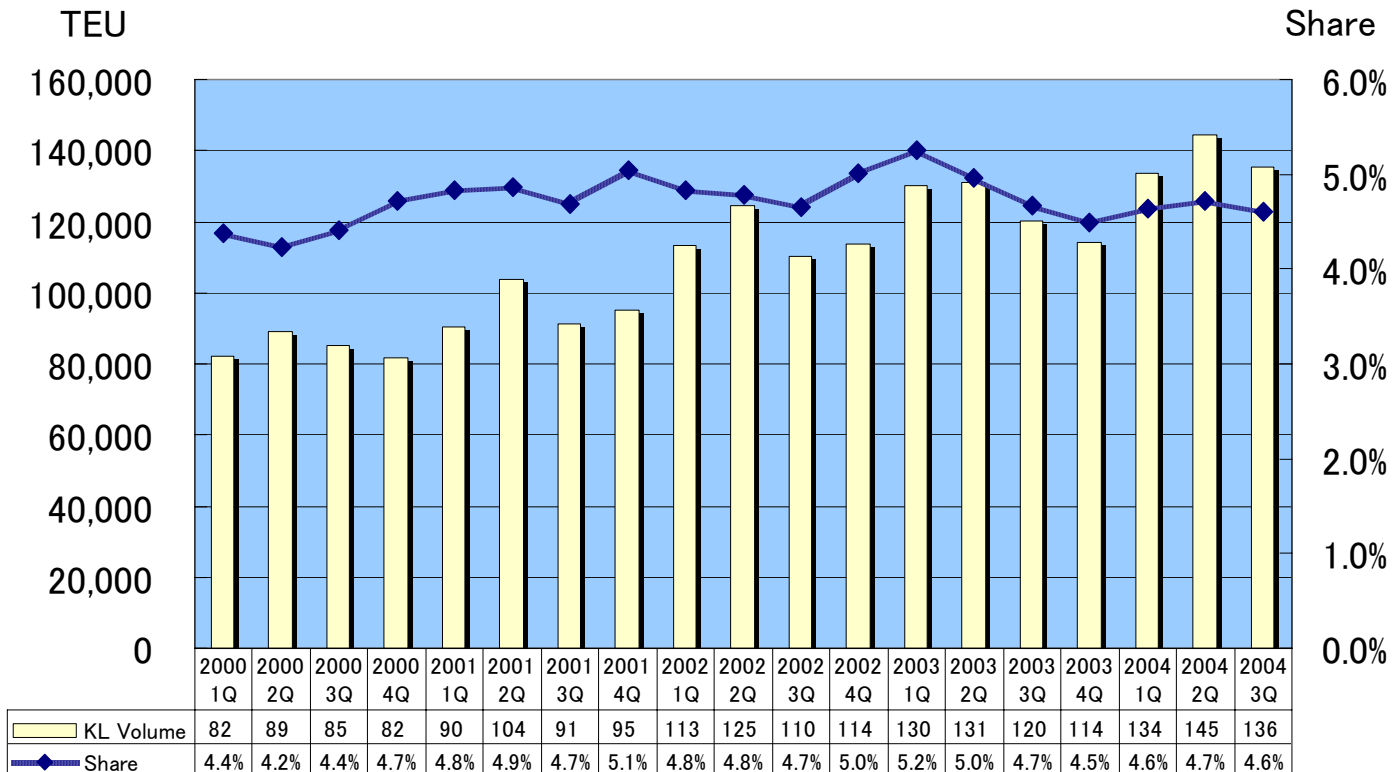
Source: Clarkson Research Studies

1-2. “K” Line Container Loading Volume

Loading Volume (Unit;1,000TEU)	E/W Bound	03F 1H	03F 3Q	03F (1Q-3Q)	03F 4Q	03F 2H	04F 1H	04F 3Q	04F (1Q-3Q)
Asia/N. America	E/Bound	261	120	381	114	234	279	136	414
	W/Bound	109	57	166	52	109	107	57	164
		370	177	547	166	343	386	192	579
Asia/Europe	W/Bound	179	87	266	90	177	193	97	289
	E/Bound	110	67	177	59	126	121	60	181
		289	154	443	149	303	314	157	470

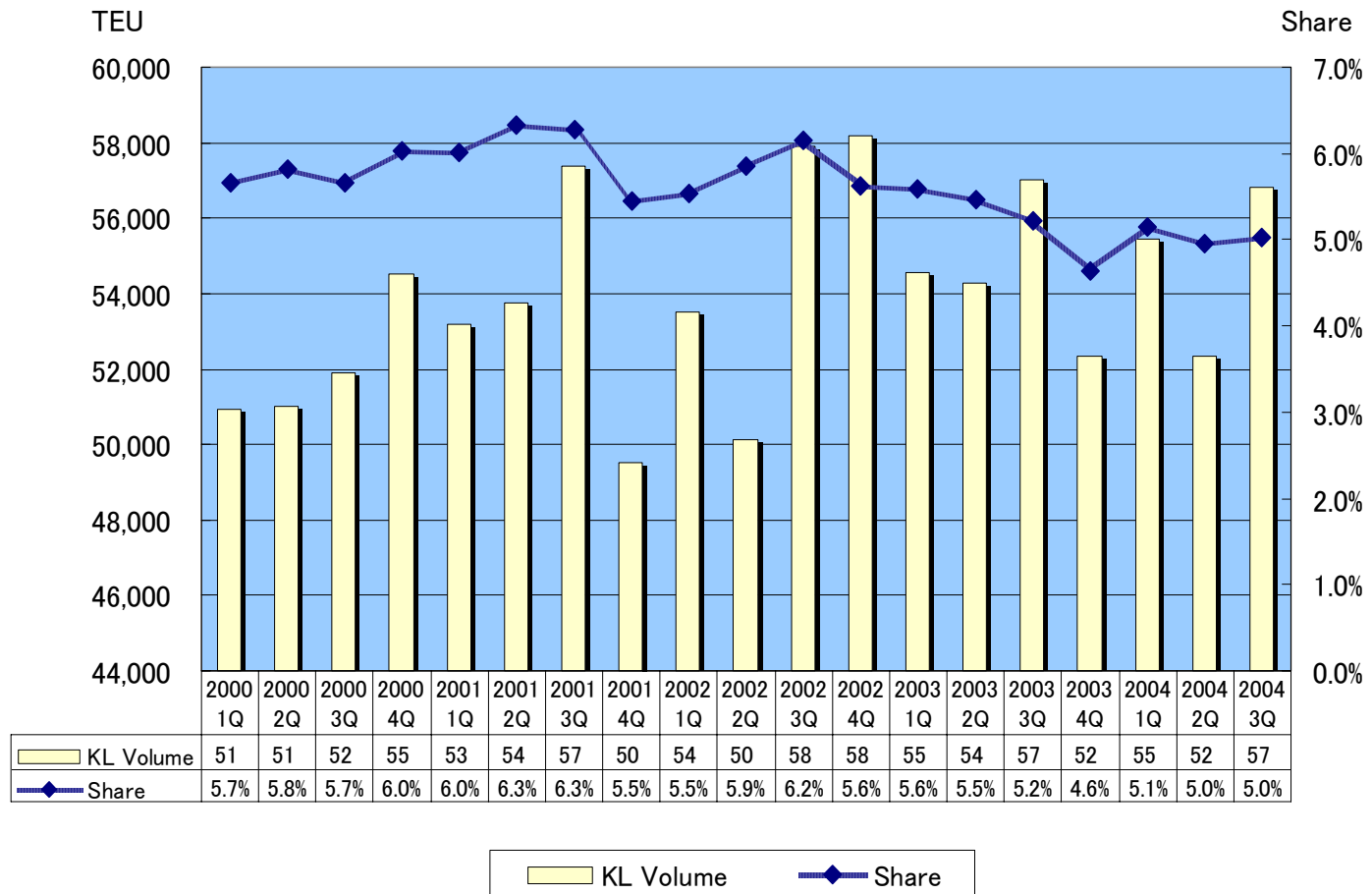
Load Factor(%)	E/W Bound	03F 1H	03F 3Q	03F (1Q-3Q)	03F 4Q	03F 2H	04F 1H	04F 3Q	04F (1Q-3Q)
Asia/N. America	E/Bound	94.2%	85.5%	91.3%	86.0%	85.8%	89.9%	86.2%	88.6%
	W/Bound	58.0%	59.4%	58.5%	58.1%	58.8%	54.3%	51.8%	53.5%
		79.6%	74.9%	78.0%	74.8%	74.9%	76.0%	72.1%	74.7%
Asia/Europe	W/Bound	94.2%	85.9%	91.4%	89.0%	87.5%	93.6%	90.7%	92.6%
	E/Bound	75.0%	88.3%	79.5%	81.1%	84.8%	79.8%	77.1%	78.9%
		85.9%	87.0%	86.2%	85.7%	86.3%	87.8%	84.9%	86.8%

1-3. “K”Line Container Volume & Share (Asia to North America 00F-04F 3Q)

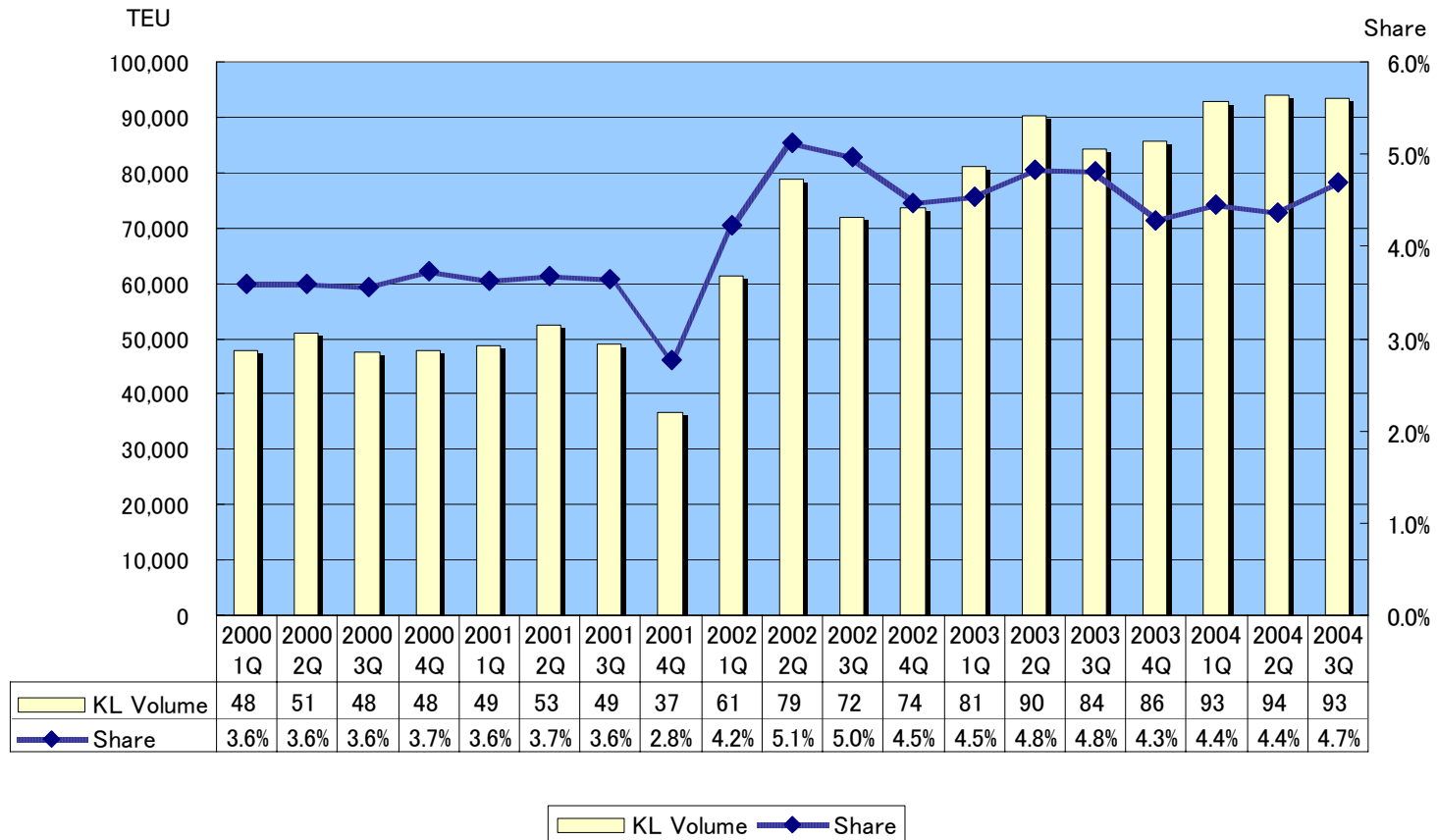


KL Volume Share

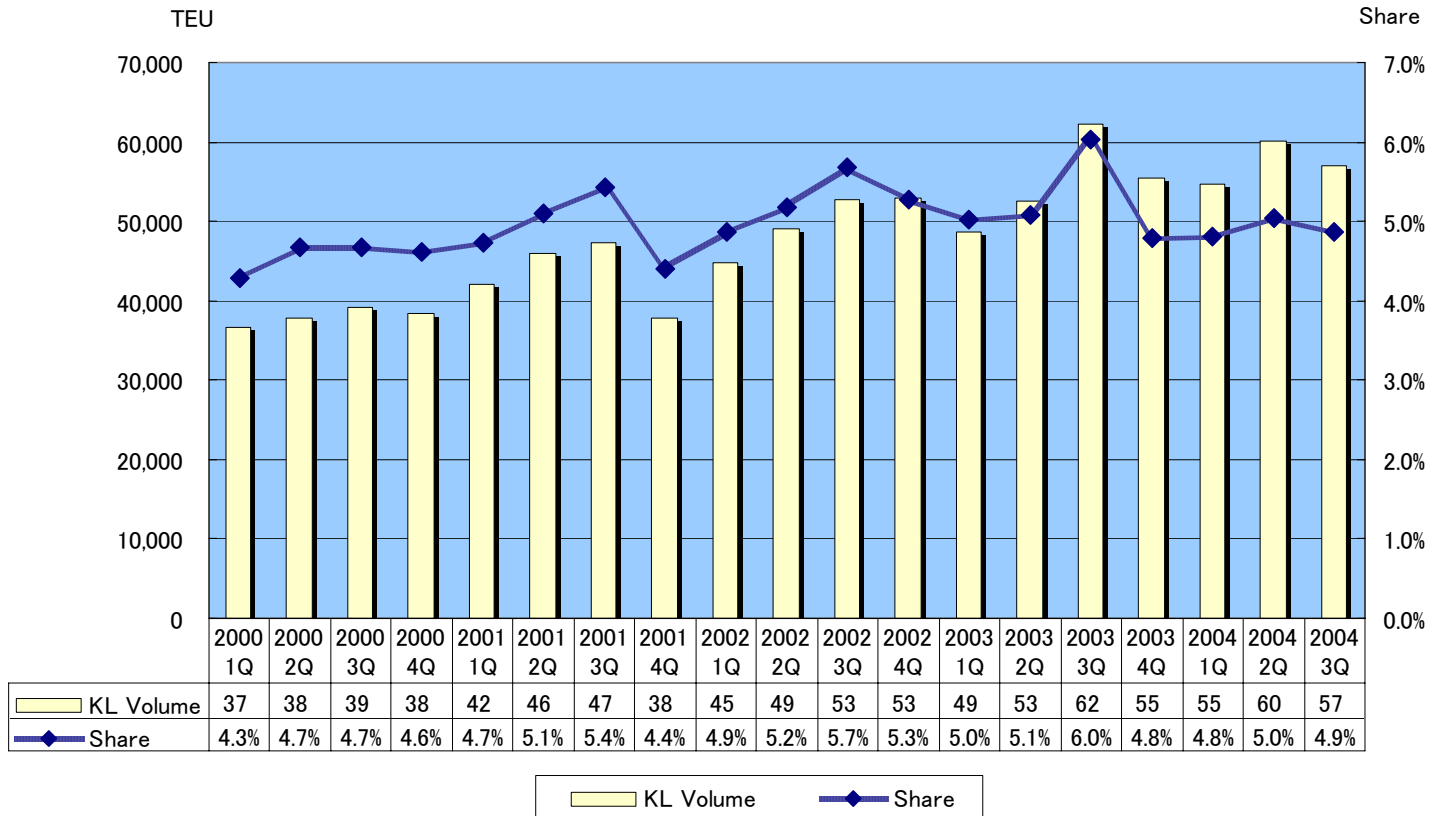
1-4. “K”Line Container Volume & Share (North America to Asia 00F-04F 3Q)



1-5. “K”Line Container Volume & Share (Asia (ex.India) to Europe 00F-04F 3Q)

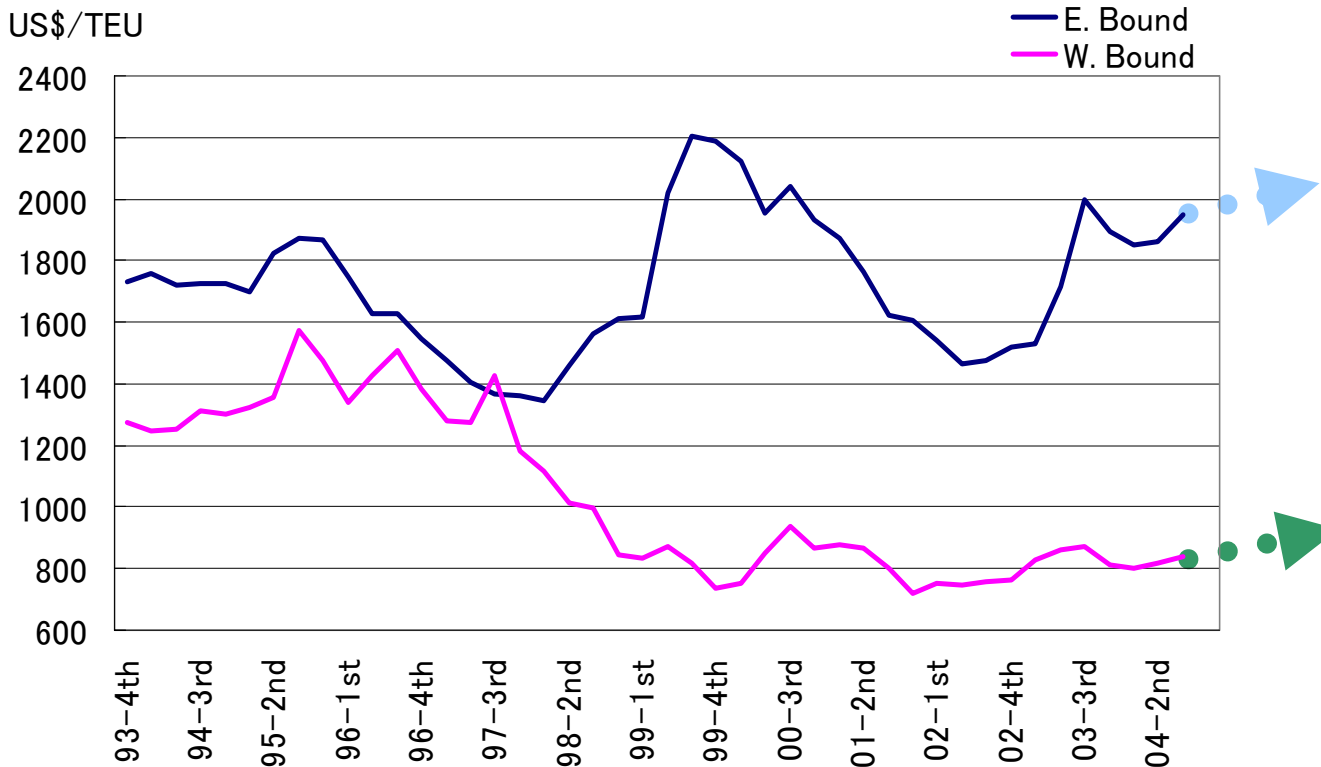


1-6. “K”Line Container Volume & Share (Europe to Asia (ex.India) 00F-04F 3Q)



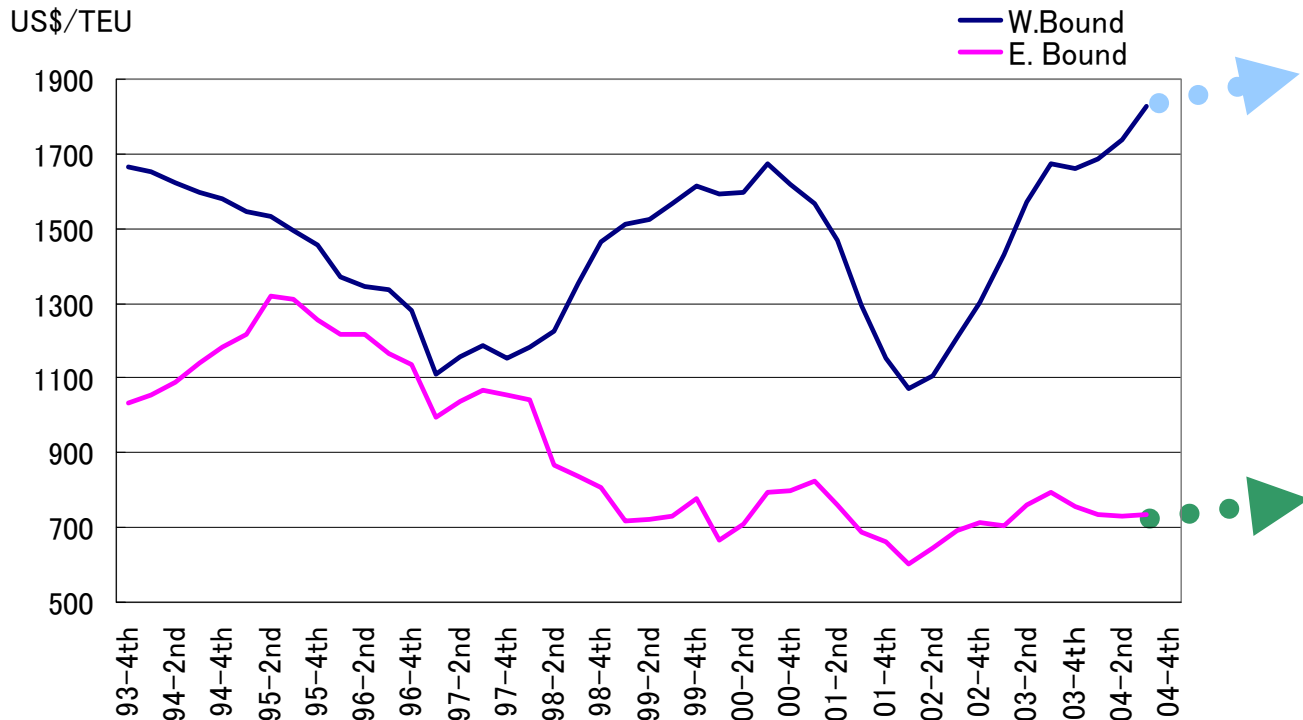
1-7. Trend of Average Container Freight (Asia-North America Trade)

(Data:CONTAINERIZATION INTERNATIONAL)

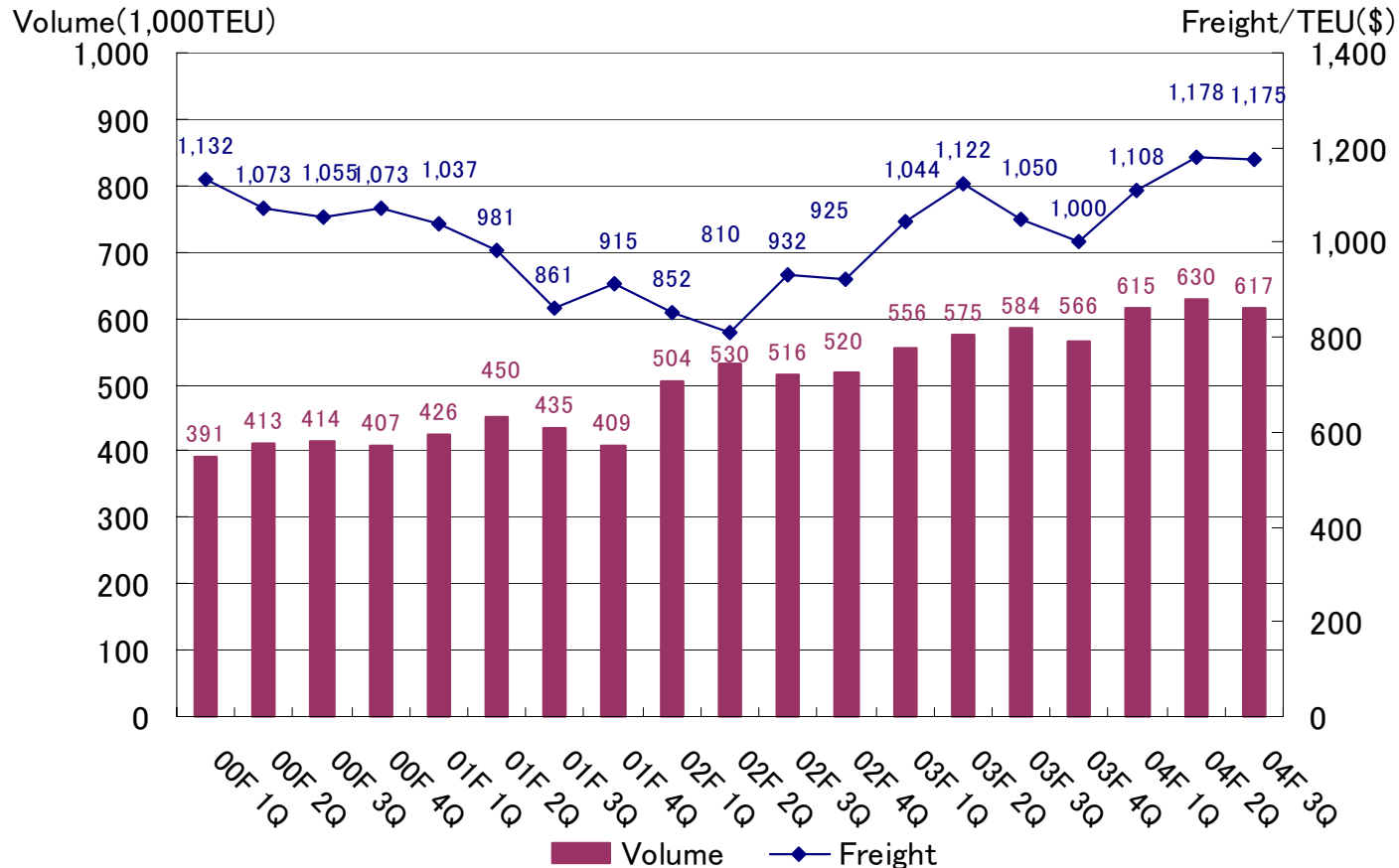


1-8. Trend of Average Container freight (Asia-Europe Trade)

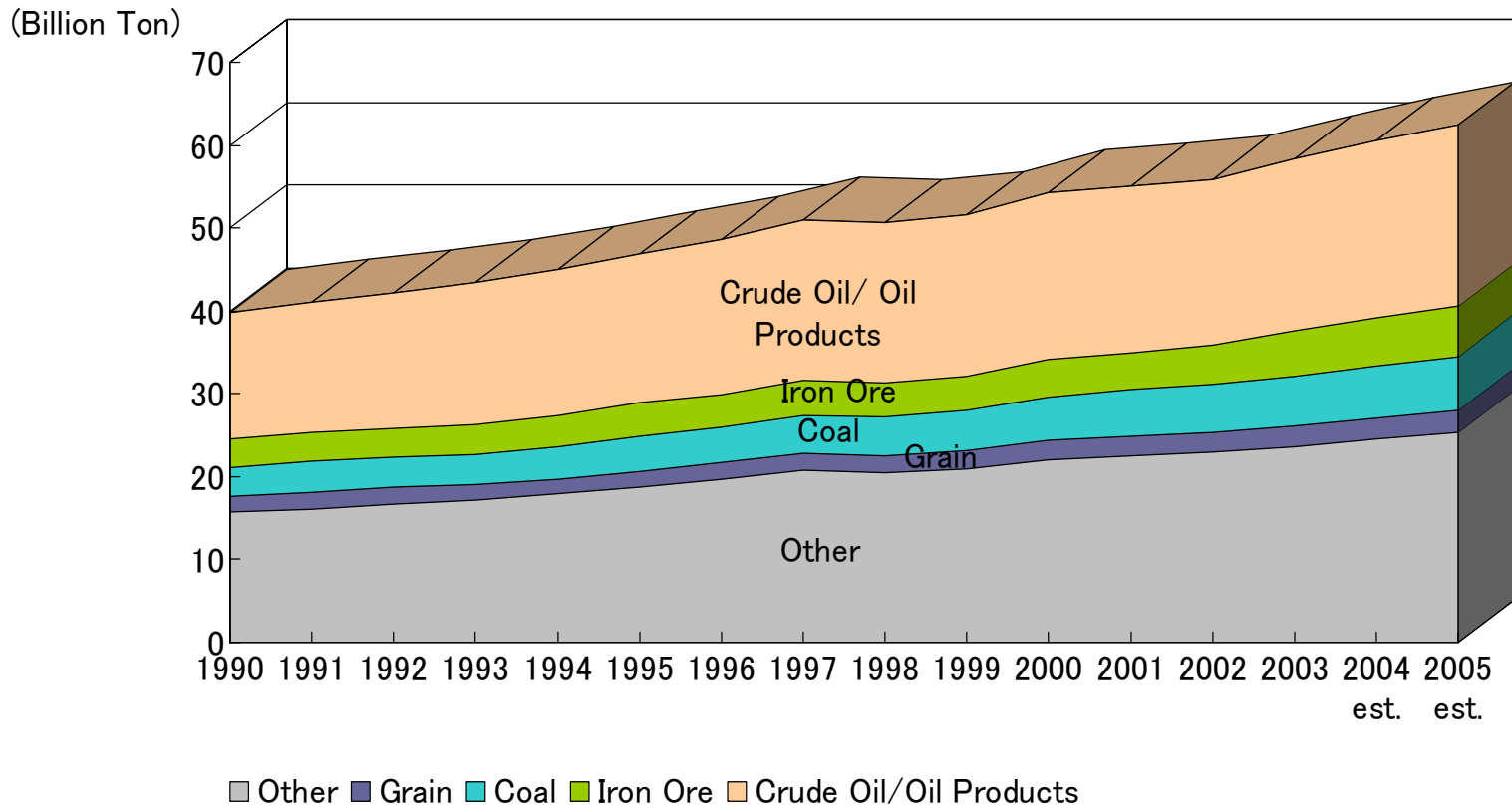
(Data:CONTAINERIZATION INTERNATIONAL)



1-9. Trend of Average Container Freight /Volume (“K”Line All Trades)



1-10. Transition of World Seaborne Bulk Cargo



1-11. World Seaborne Trade

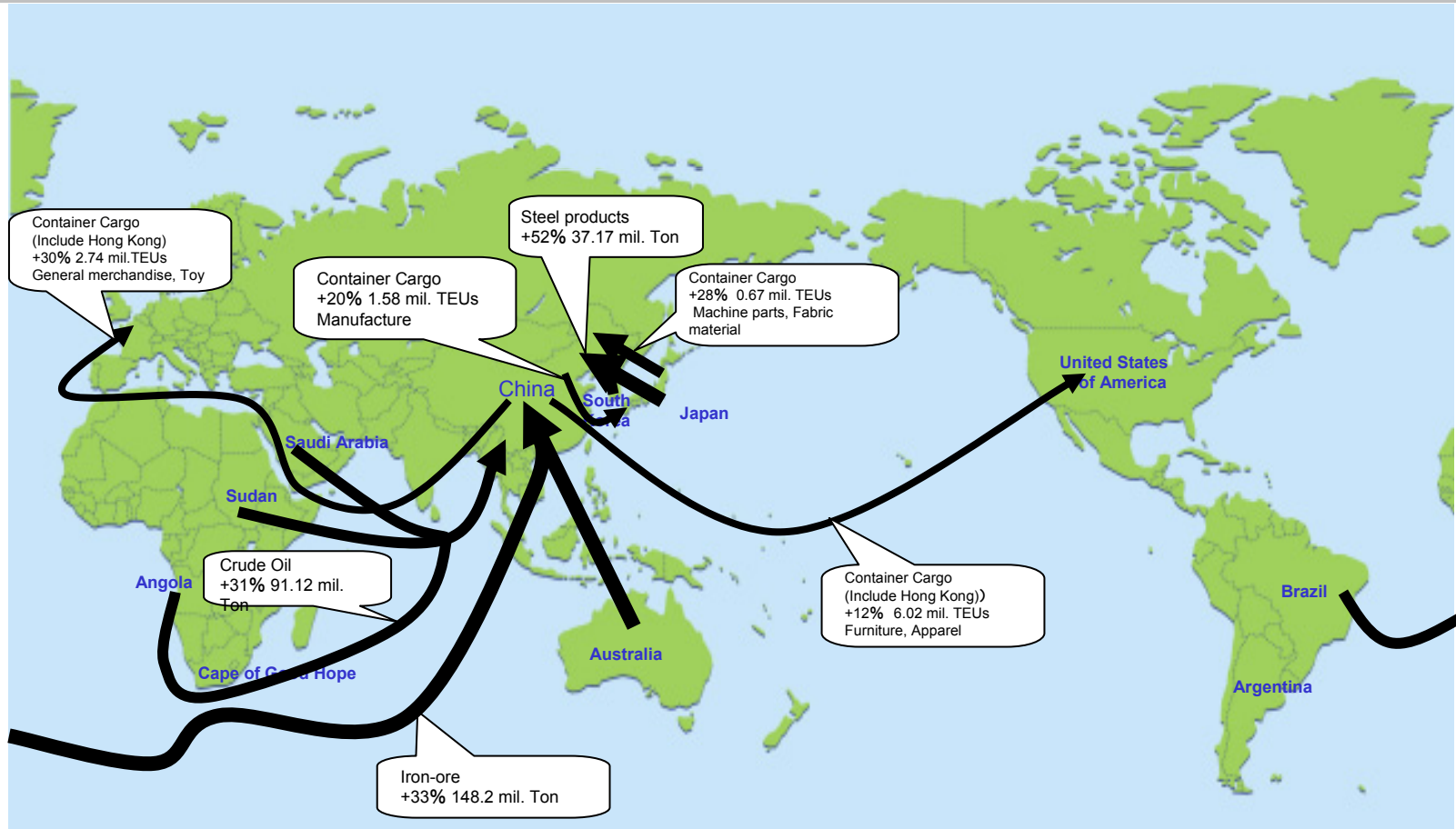
WORLD SEABORNE TRADE 1984 - 2005. TONNES

Figures in million tonnes

	<i>Crude Oil</i>	<i>Oil Products</i>	<i>Iron Ore</i>	<i>Coal</i>	<i>Grain</i>	<i>Bauxite and Alumina</i>	<i>Phosphate</i>	<i>Other Cargoes Estimate</i>	<i>Total Trade Estimate</i>
1984	930	297	306	232	207	44	44	1232	3292
1985	871	288	321	272	181	40	43	1277	3293
1986	958	305	311	276	165	41	41	1288	3385
1987	970	313	319	283	186	45	42	1303	3461
1988	1042	325	348	304	196	48	44	1368	3675
1989	1120	340	362	321	192	49	41	1435	3860
1990	1190	336	347	342	192	52	35	1483	3977
1991	1247	326	358	369	200	53	31	1526	4110
1992	1313	335	334	371	208	48	29	1583	4221
1993	1356	358	354	367	194	51	27	1632	4339
1994	1403	368	383	383	184	49	29	1707	4506
1995	1415	381	402	423	196	50	30	1790	4687
1996	1466	404	391	435	193	51	31	1888	4859
1997	1519	410	430	460	203	54	32	1984	5092
1998	1535	402	417	473	196	53	31	1966	5073
1999	1550	415	411	482	220	53	30	2008	5169
2000	1608	419	454	523	230	53	28	2119	5434
2001	1592	425	452	565	234	51	29	2165	5513
2002	1588	414	484	570	245	54	30	2210	5595
2003 est.	1650	435	540	610	240	55	30	2280	5840
2004 est.	1690	448	575	635	250	56	31	2370	6055
2005 est.	1725	464	605	655	260	57	31	2450	6247

Source : Fearnleys

1-12. China Impact on World Logistics



2003 actual result (Increase rate is YoY basis)

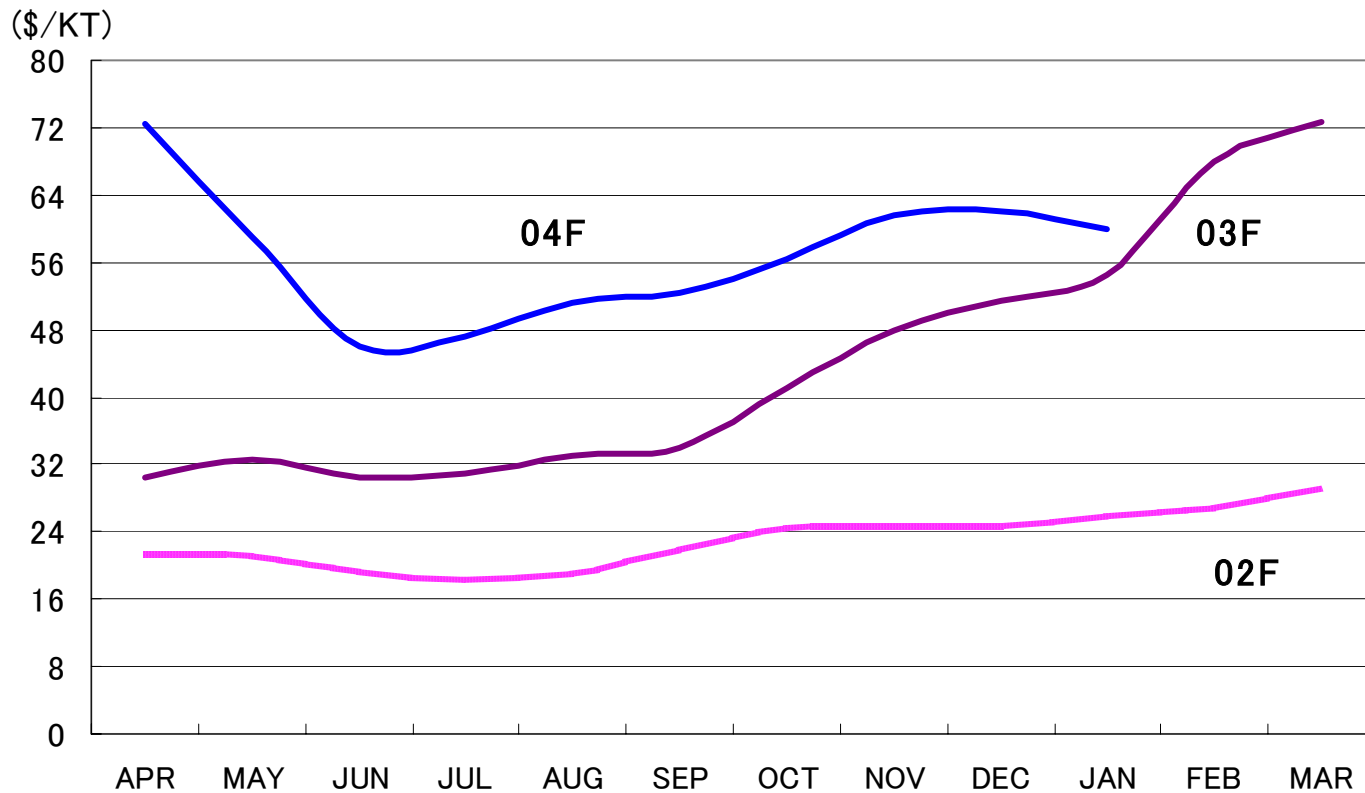
Source : Weekly Economist (April 2004)

1-13. China Factor to World Goods Production and Demand Expansion

	1995	2003	95~03 Increase	Increase contribution
World Crude Steel Production (million ton)	752	960	208	
(China)	93	222	129	62%
World Aluminum Metal Demand (ten-thousand ton)	2006	2700	694	
(China)	170	500	330	48%
World Oil Demand (ten-thousand barrel/day)	6990	7810	820	
(China)	342	543	201	25%
World Soybean Demand (million ton)	131	201	70	
(China)	14	39	25	36%
World Natural Rubber Demand (ten-thousand ton)	646	739	93	
(China)	84	131	47	51%
World Car Production (ten-thousand units)	4998	5884	886	
(China)	150	440	290	32%

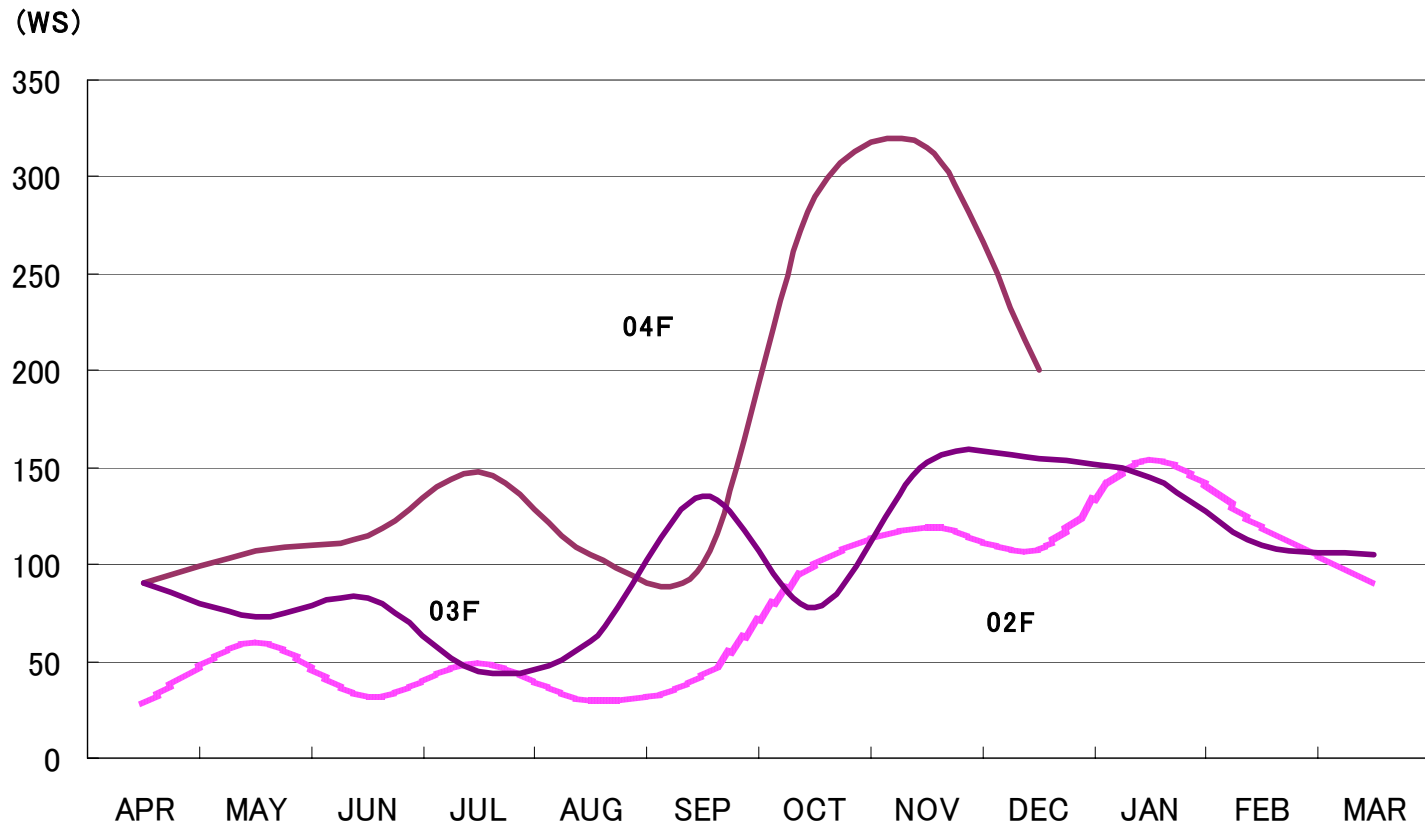
1-14. Bulker Market

PANAMAX US GULF/JAPAN GRAIN

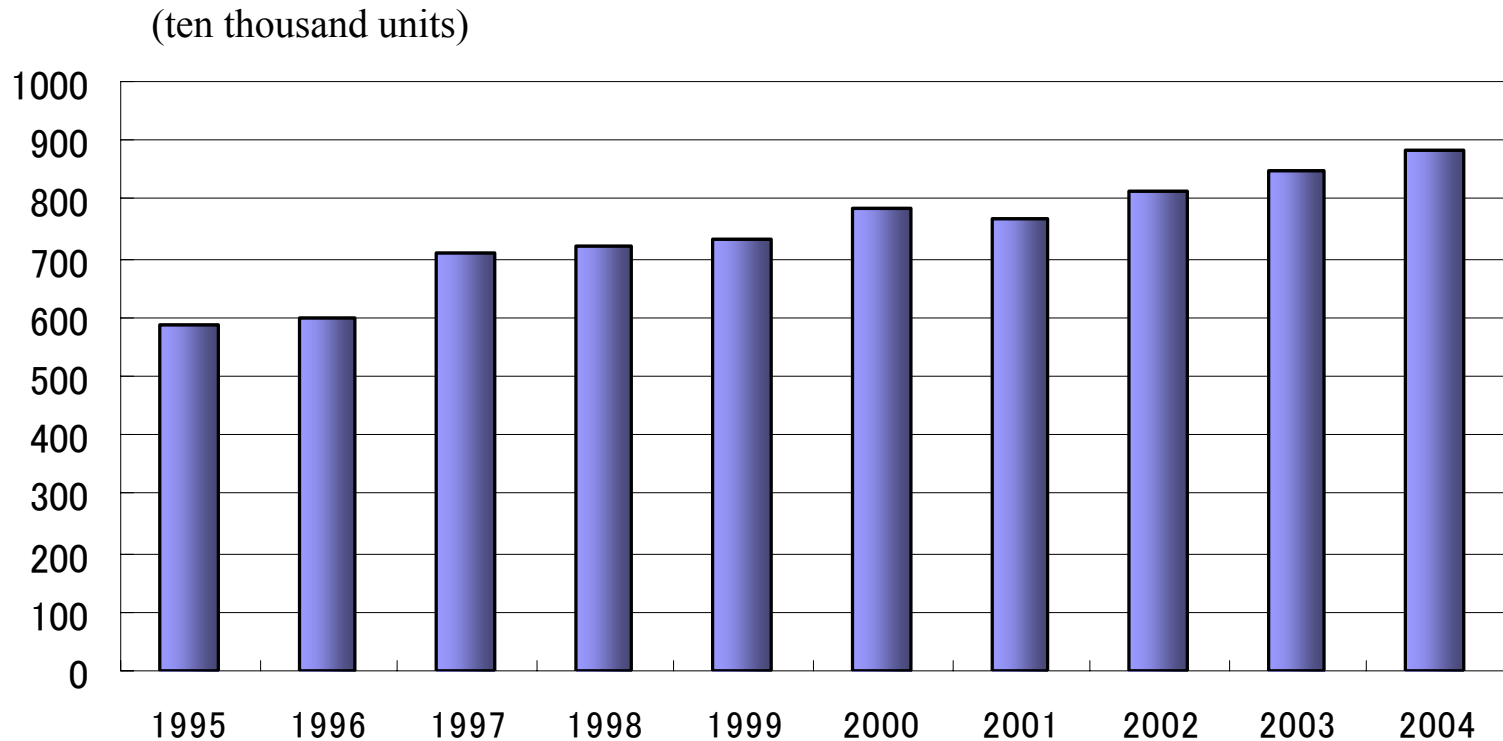


1-15. Tanker Market

Tanker Market (VLCC Arabian Gulf/Japan)

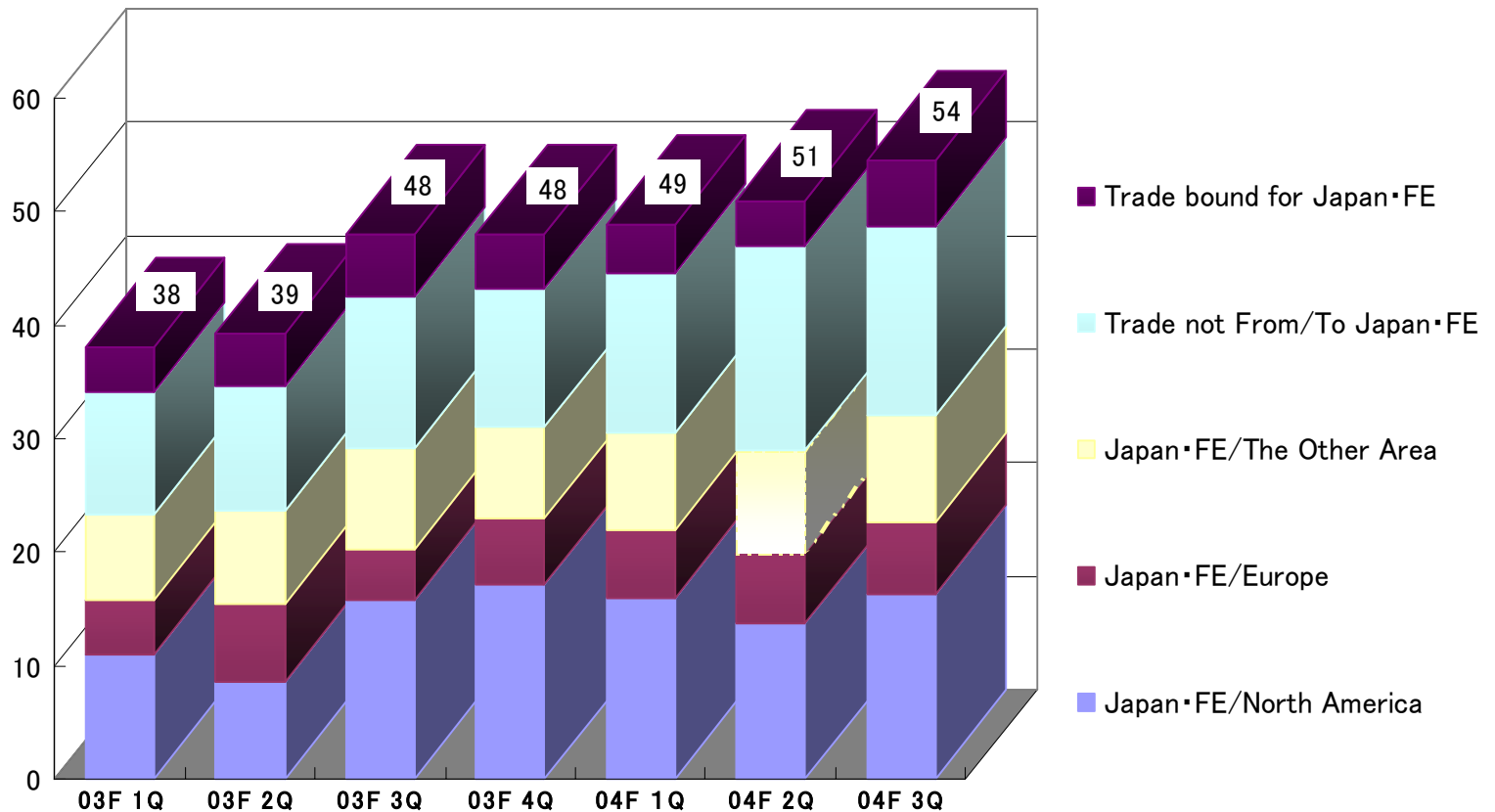


1-16. Transition of the World Car Transportation



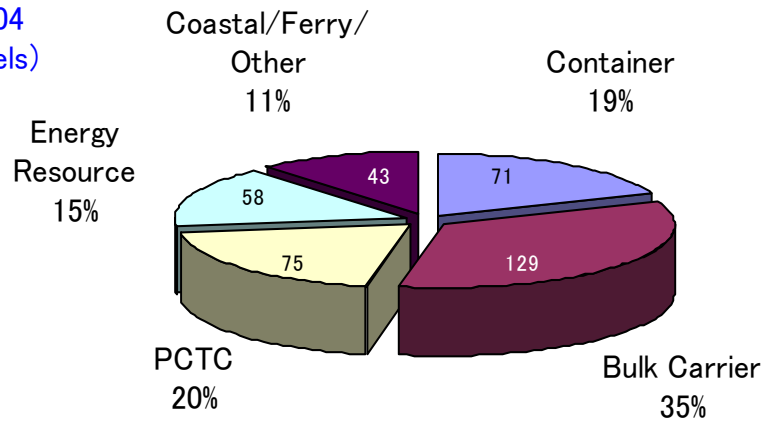
1-17. Transition of Cars/Trucks Transported by “K” Line PCTC Fleet

(ten thousand units)

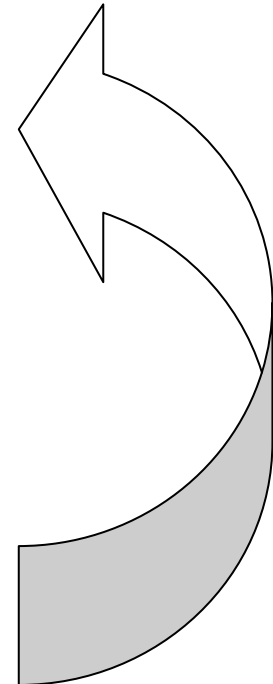
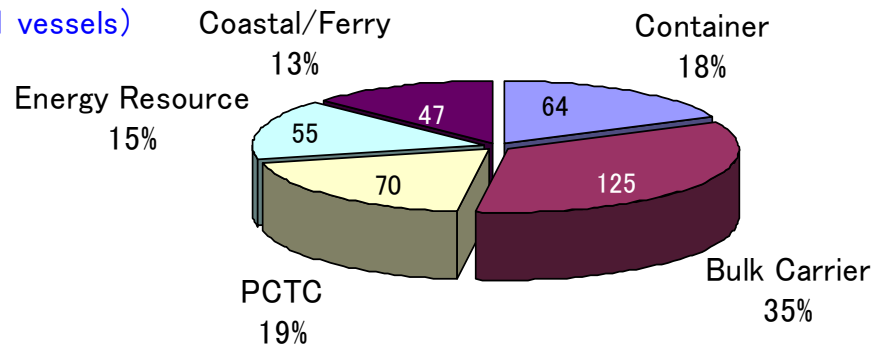


1-18. “K”Line Vessel Fleet Composition






December 2004
 (total 376 vessels)



March 2004
 (Total 361 vessels)

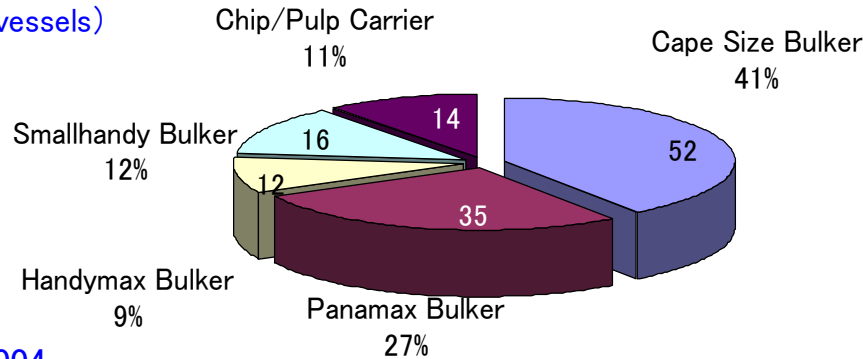


1-19. “K”Line Container Vessel Fleet Composition

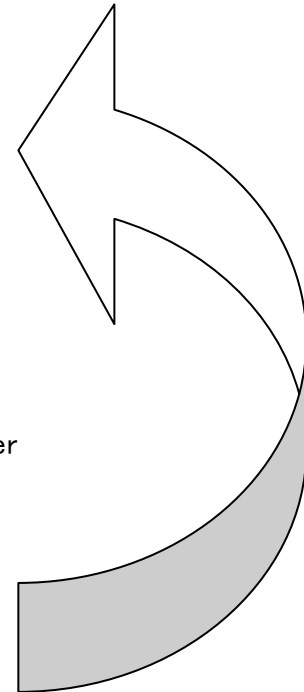
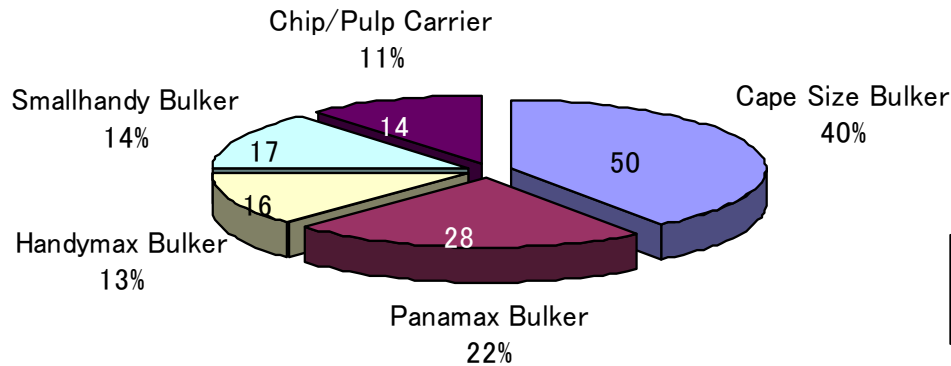
	March '04	December '04
 5500TEU over	13	13
 3500TEU (3400-4700)	17	19
 2800TEU (2700-2900)	4	6
 2000TEU (1500-2500)	13	11
 1400TEU or under	17	22
Total	64	71

1-20. “K”Line Bulk Carrier Fleet Composition







December 2004
(Total 129 vessels)



March 2004
(Total 125 vessels)

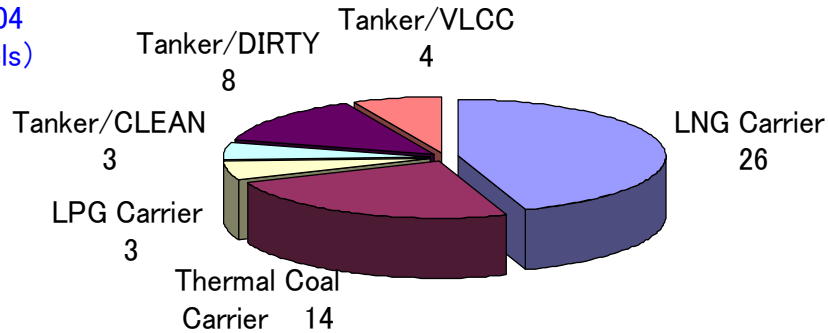


1-21. “K”Line PCTC Vessel Fleet Composition

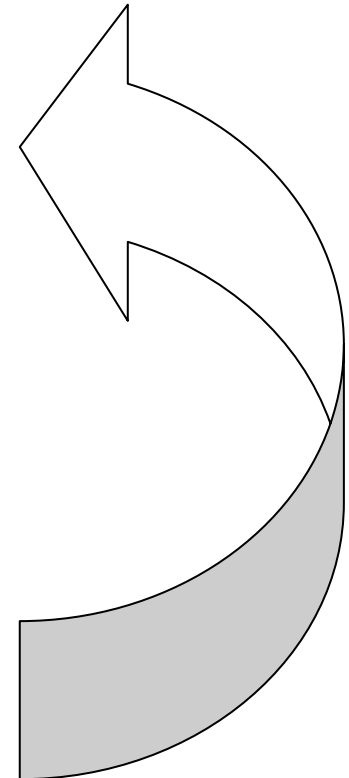
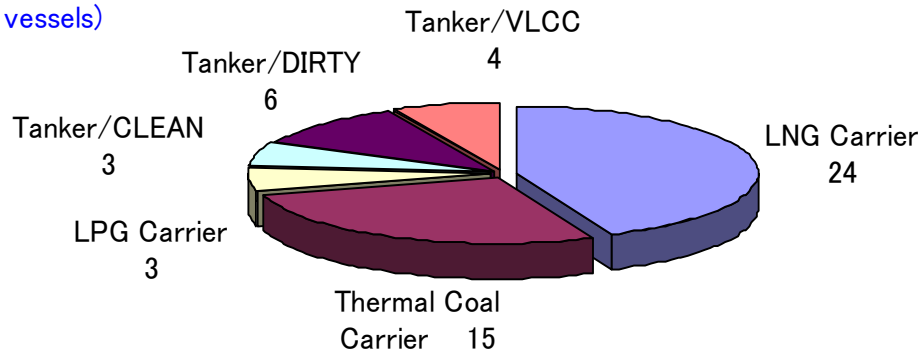
		March '04	December '04
	6000units	7	8
	5000units (4750-5650)	26	26
	4000units (3800-4600)	15	17
	3000units (2800-3500)	13	13
	2000units (1600-2500)	4	2
	<u>800units (800-850)</u>	<u>5</u>	<u>9</u>
	Total	70	75

1-22. “K”Line Energy Transport Fleet Composition

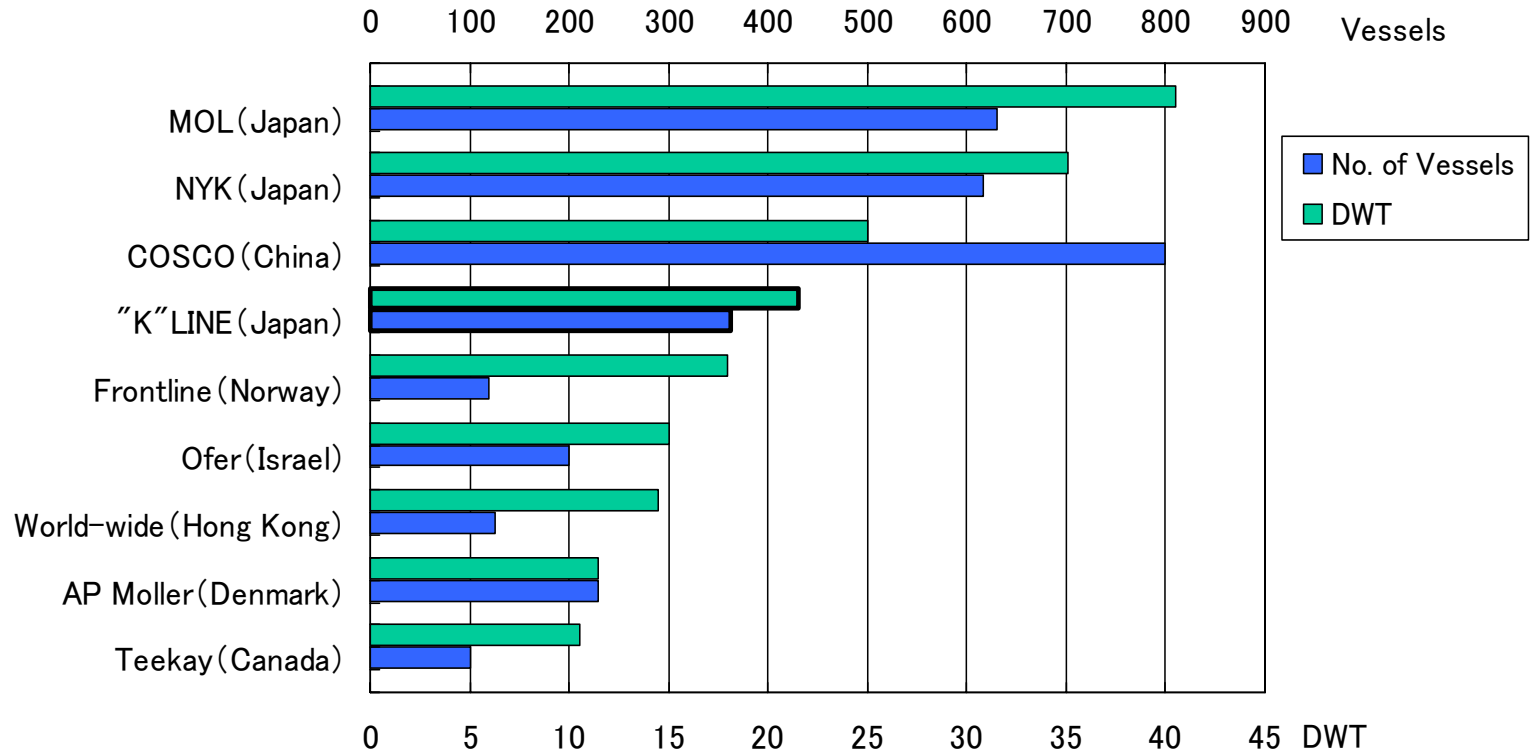
December 2004
(Total 58 vessels)



March 2004
(Total 55 vessels)

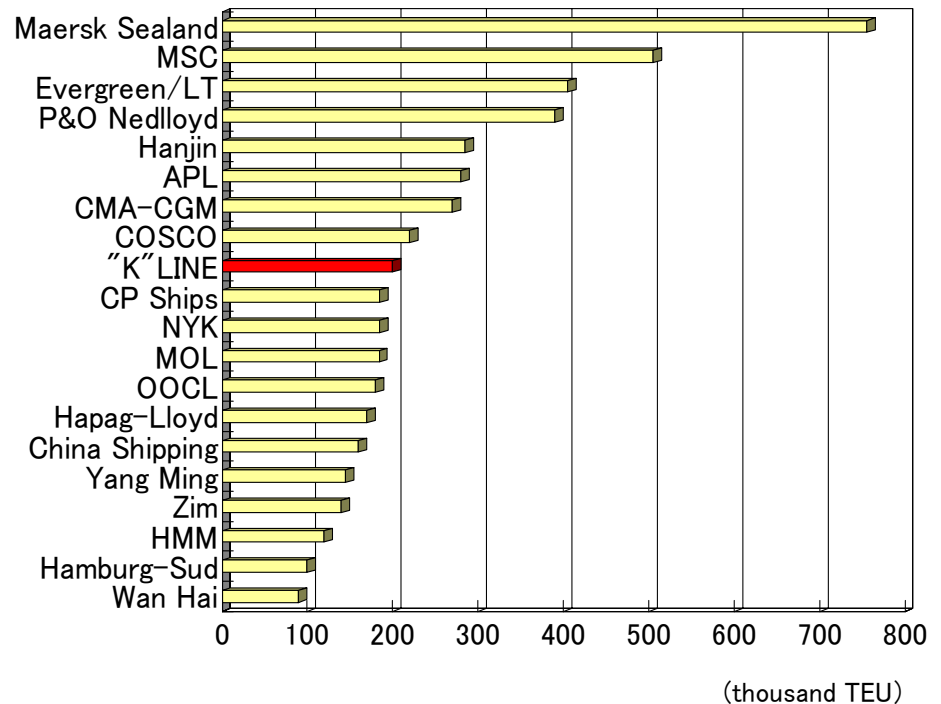


1-23. Major Shipping Companies Fleet Scale Comparison



Source : Lloyds Register Fairplay

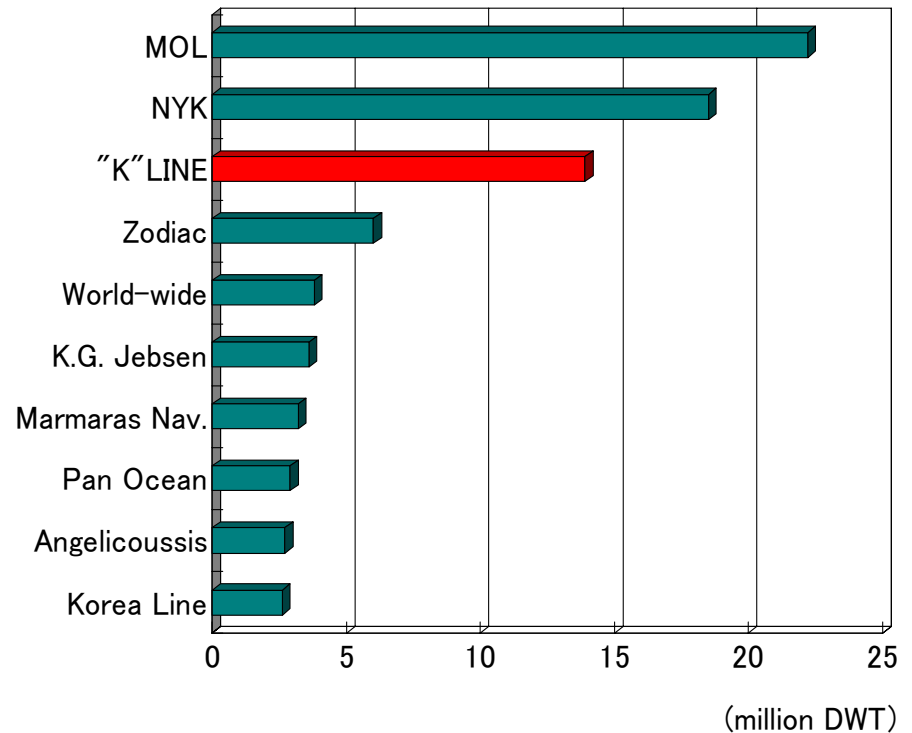
1-24. Major Containership Companies in the World



Source : MDS Transmodal "Containership Databank" February 2004

As of February 2004

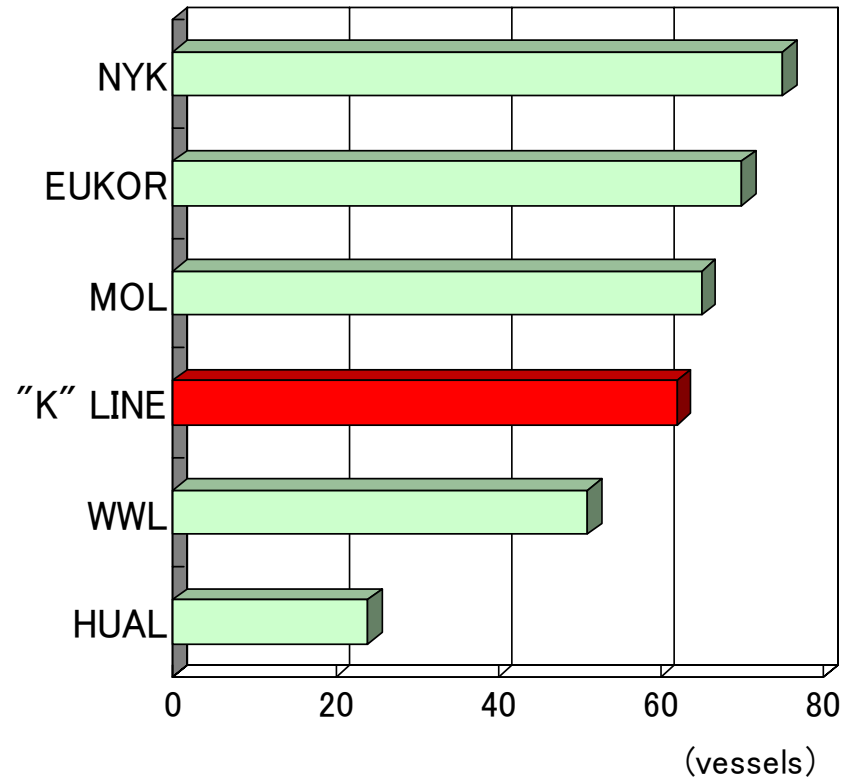
1-25. Major Bulk Carriers in the World



Source : Clarkson Bulkcarrier Register 2004

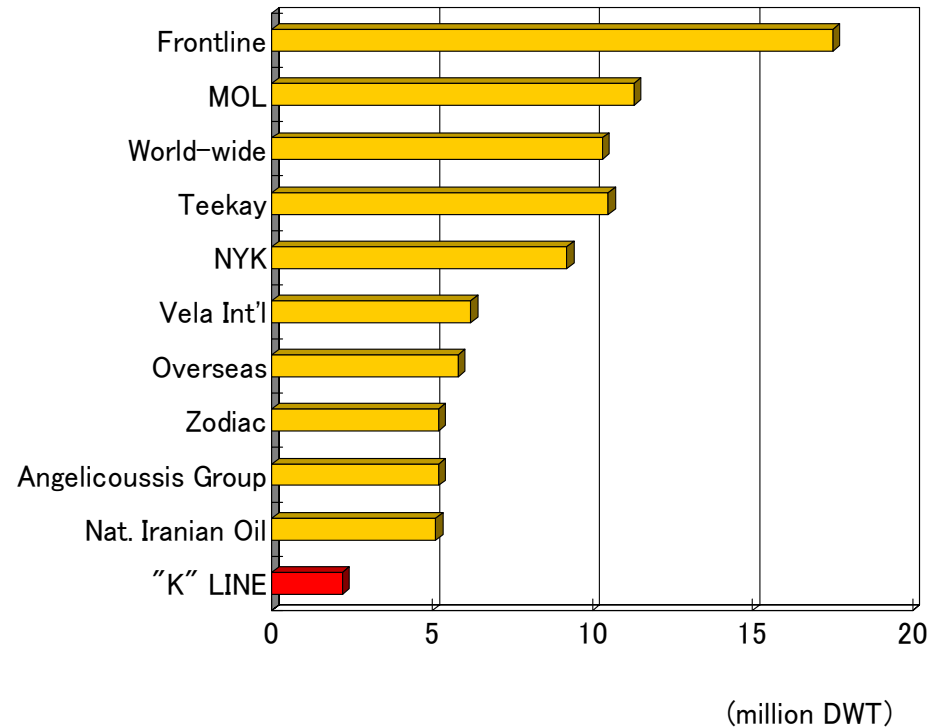
As of January 2004

1-26. Major PCTC Carriers in the World



Source : data of our company, 2004

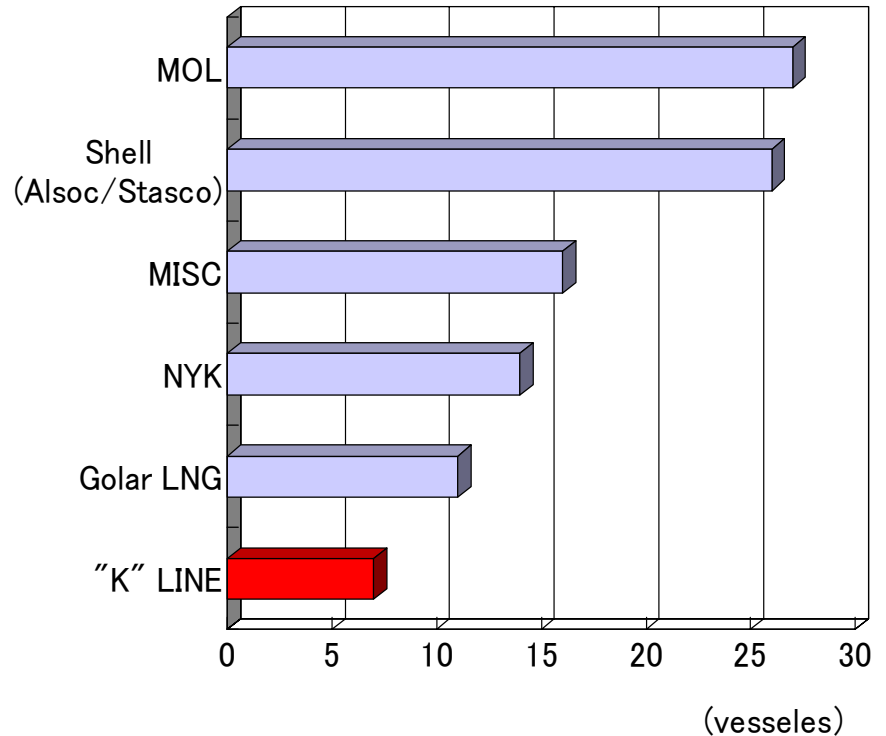
1-27. Major Crude Oil Tanker Carriers in the World



Source : Clarkson Tanker Register 2004

As of January 2004

1-28. Major LNG Carriers in the World



The number of LNG carriers under shipping management of each company, or held over 50% of shares is counted.

Source : Barry Rogliano Salles ,etc

As of 31 December 2003

Supplemental Information-2

Financial Data

2-1. Breakdown on Non-Operating , Extra-Ordinary Items (2004F 3Q)

1. Non-Operating Income/Loss

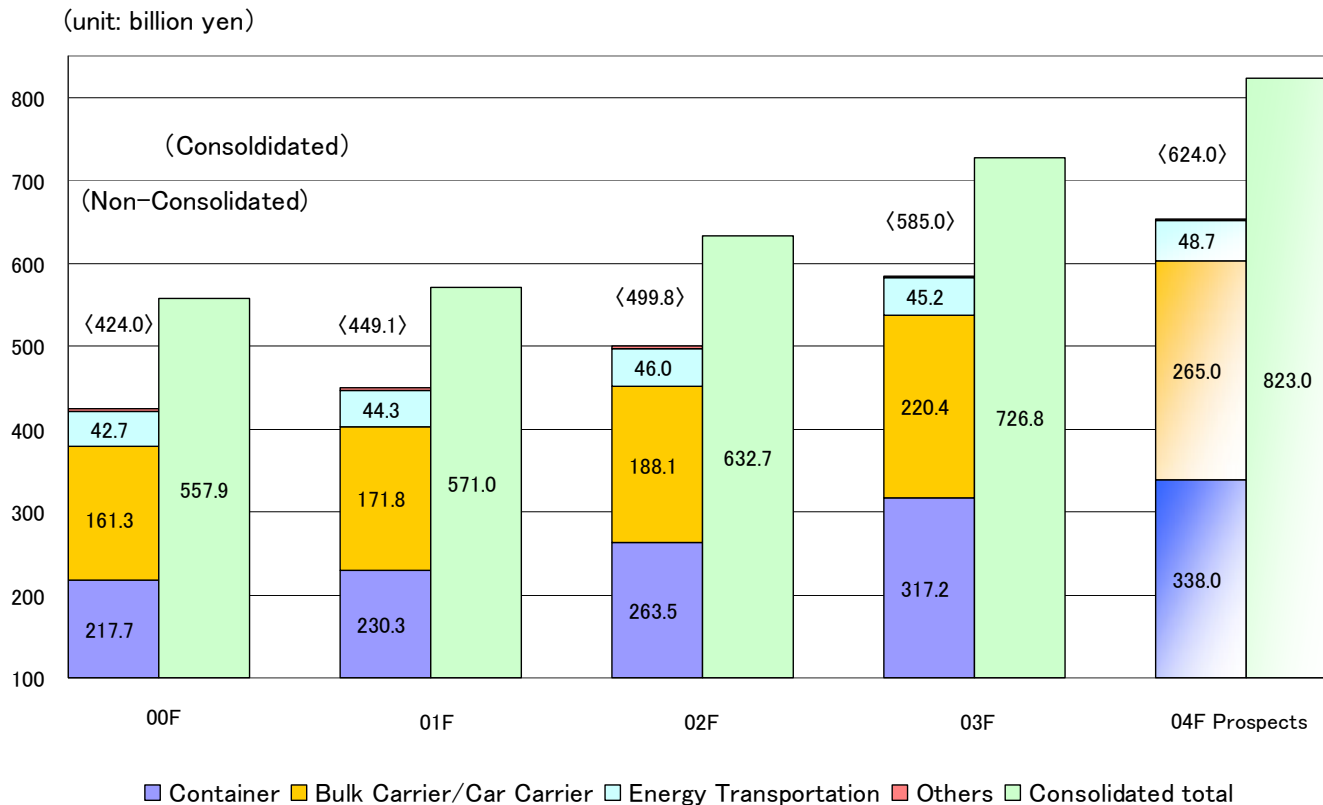
(unit : billion yen)

	1H	3Q	Sum total		1H	3Q	Sum total
Consolidated Total	1.7	-1.8	-0.1	Non-Consolidated Total	1.6	0	1.6
Financial Gain/Loss	-1.2	-0.8	-2.0	Financial Gain/Loss	-0.1	1.2	1.1
Exchange Gain/Loss	2.4	-1.4	1.0	Exchange Gain/Loss	1.7	-1.3	0.4
Others	0.5	0.4	0.9	Others	0.0	0.1	0.1

2. Extra-Ordinary Income/Loss

	1H	3Q	Sum total		1H	3Q	Sum total
Consolidated Total	-8.8	-2.9	-11.7	Non-Consolidated Total	-6.3	-2.5	-8.8
Impairment losses on fixed assets	-7.0	0	-7.0	Impairment losses on fixed assets	-4.7	0	-4.7
Sales and disposal of fixed assets	-0.7	0	-0.7	Sales and disposal of fixed assets	-1.0	0	-1.0
Affiliated company liquidation loss	0	-3.1	-3.1	Affiliated company liquidation loss	0	-2.7	-2.7
Others	-1.1	0.2	-0.9	Others	-0.6	0.2	-0.4

2-2. Transition of Operating Revenues

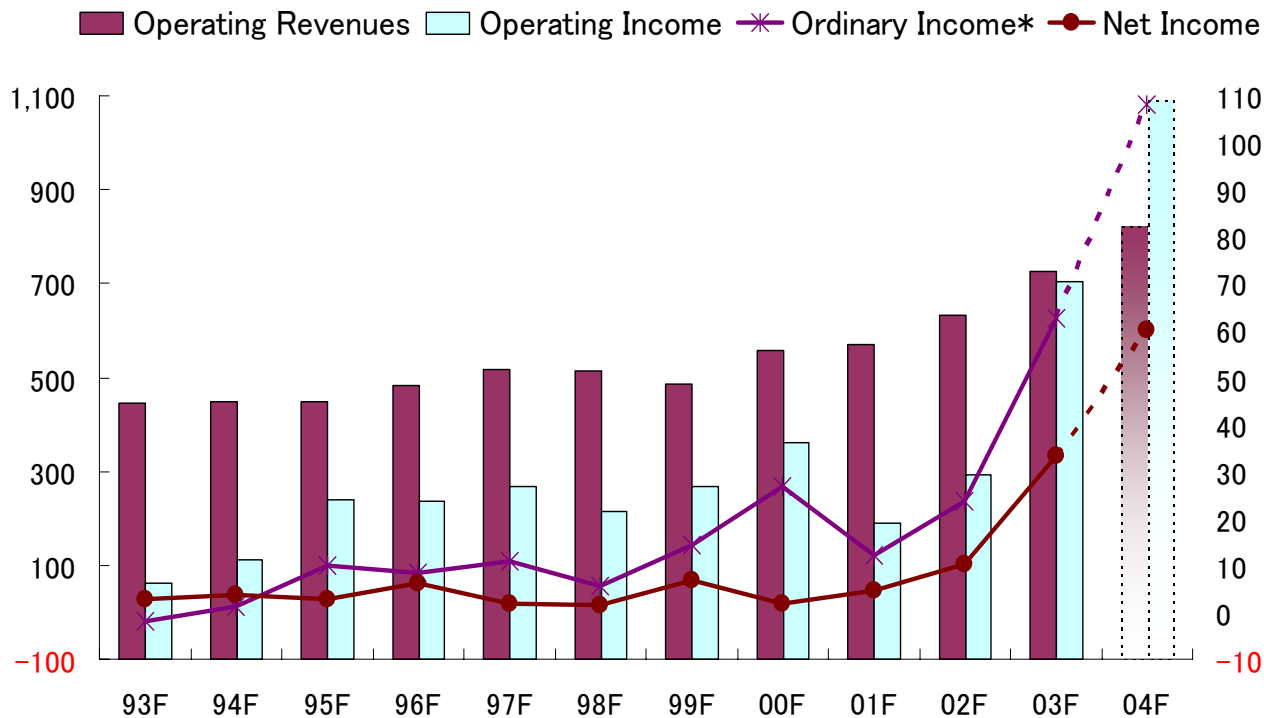


Supplemental Information-3

Historical Data

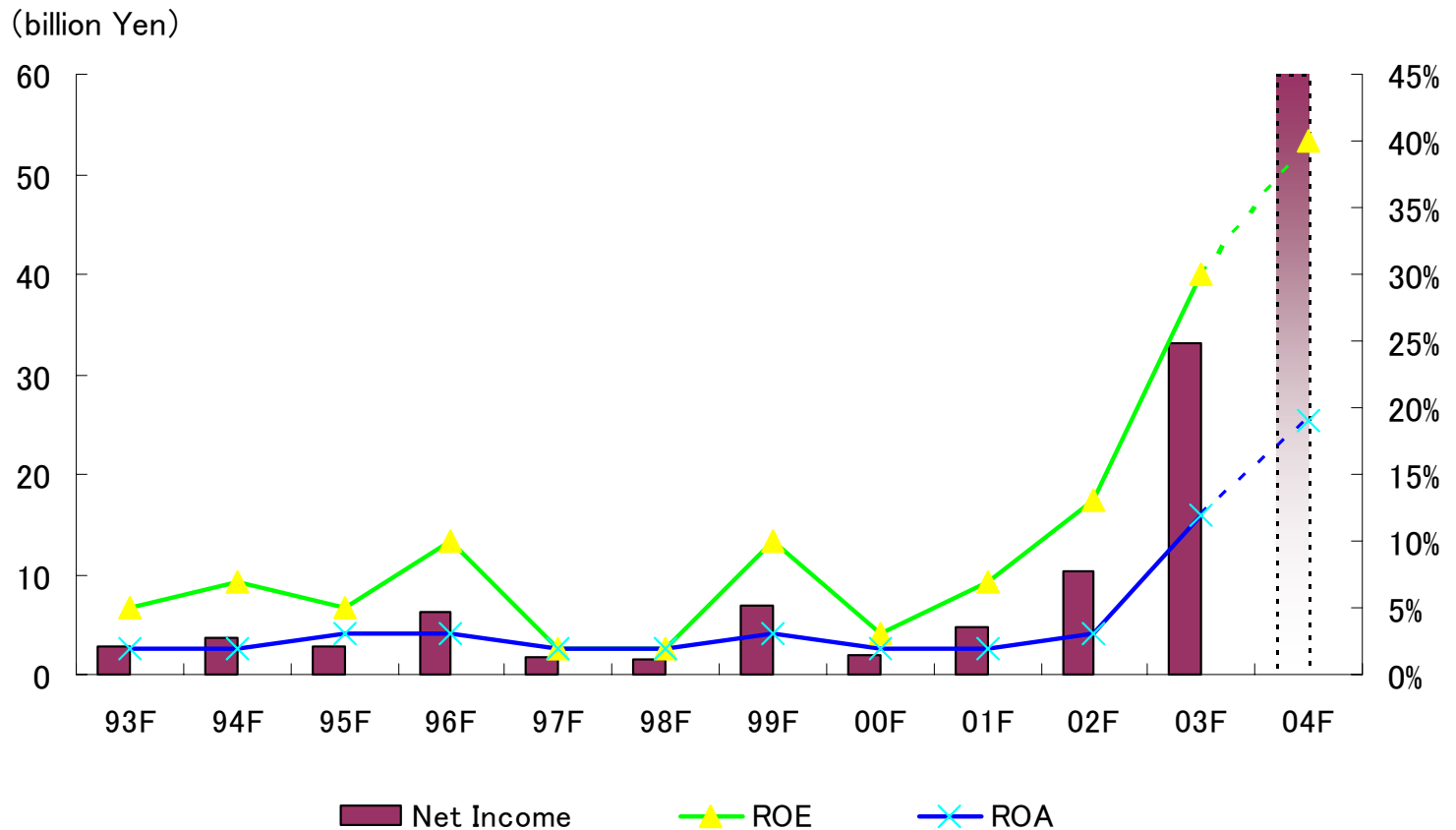
3-1. Consolidated Revenues&Incomes

(unit: billion yen)

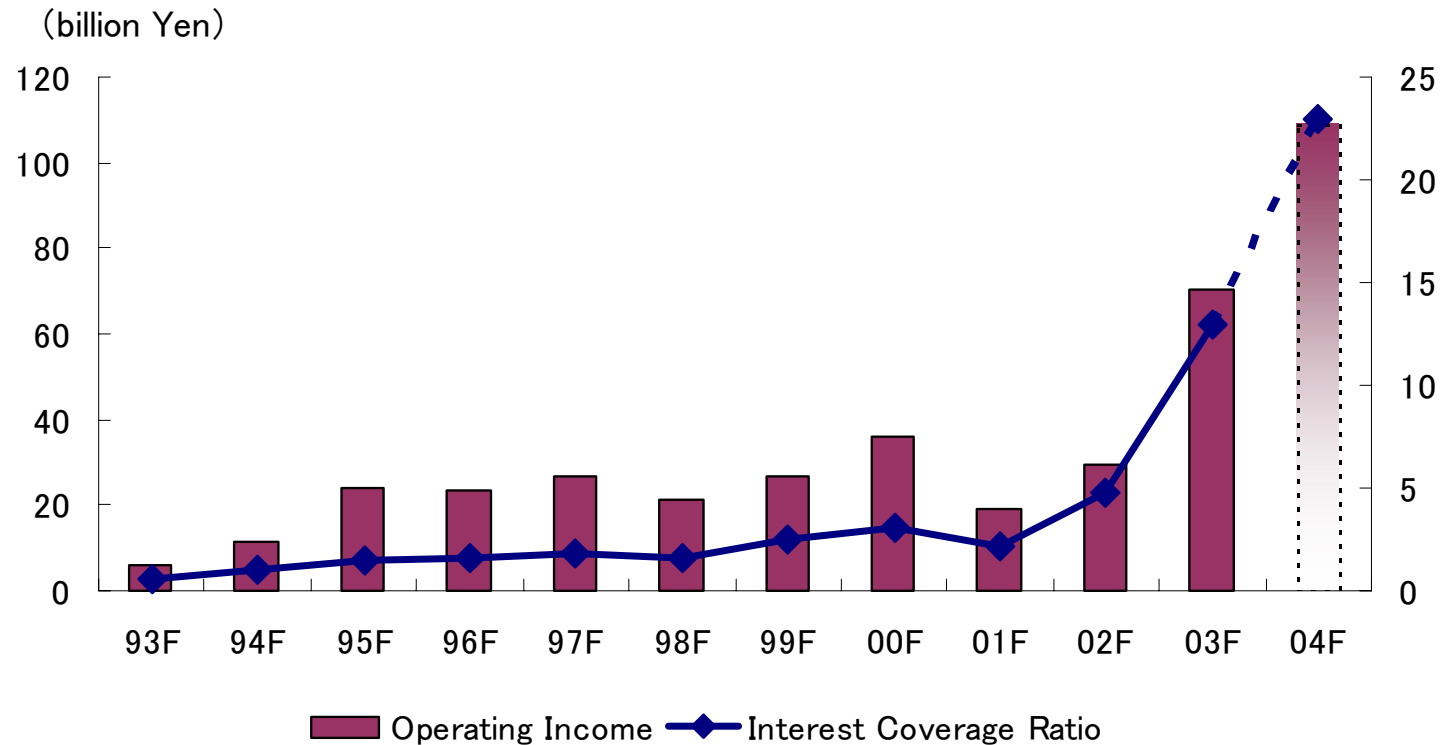


* Ordinary income is income before income taxes and extra-ordinary items

3-2. Consolidated ROE/ROA

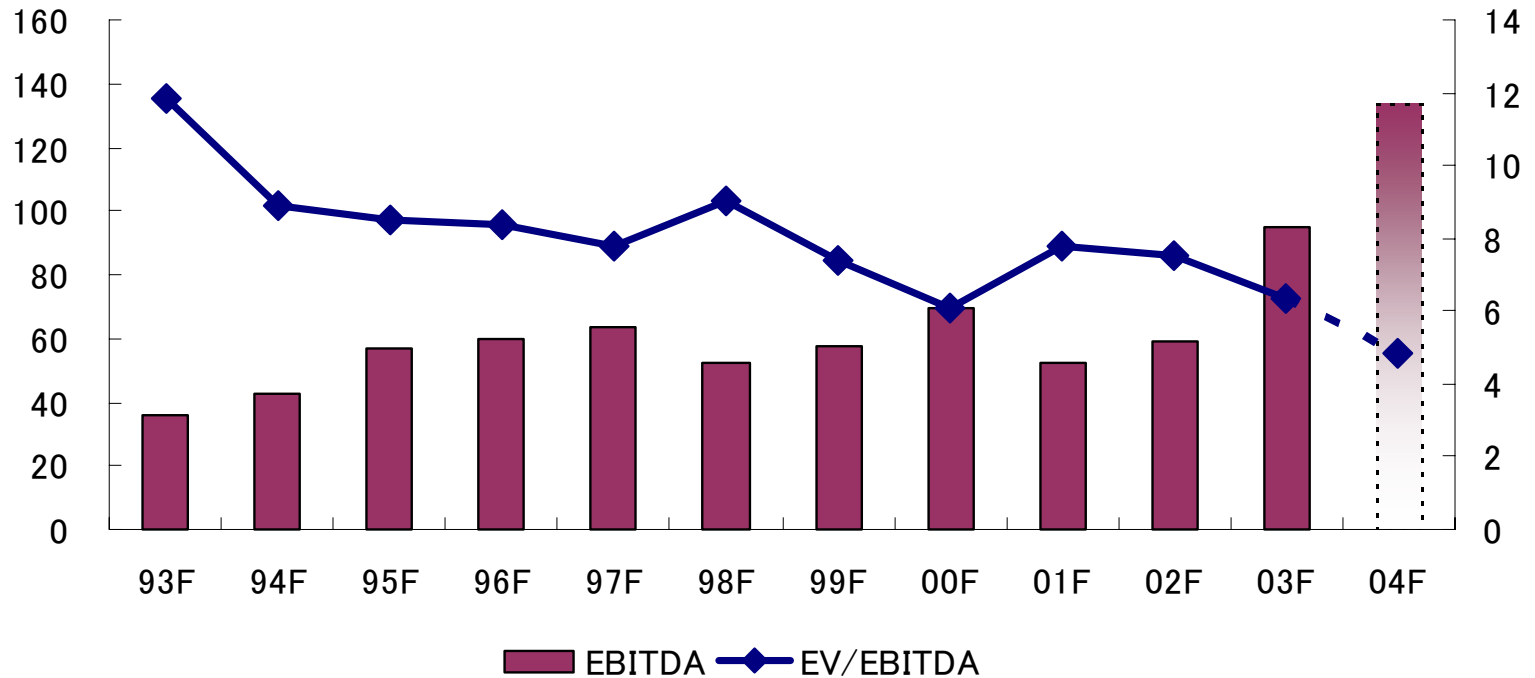


3-3. Consolidated Interest Coverage Ratio

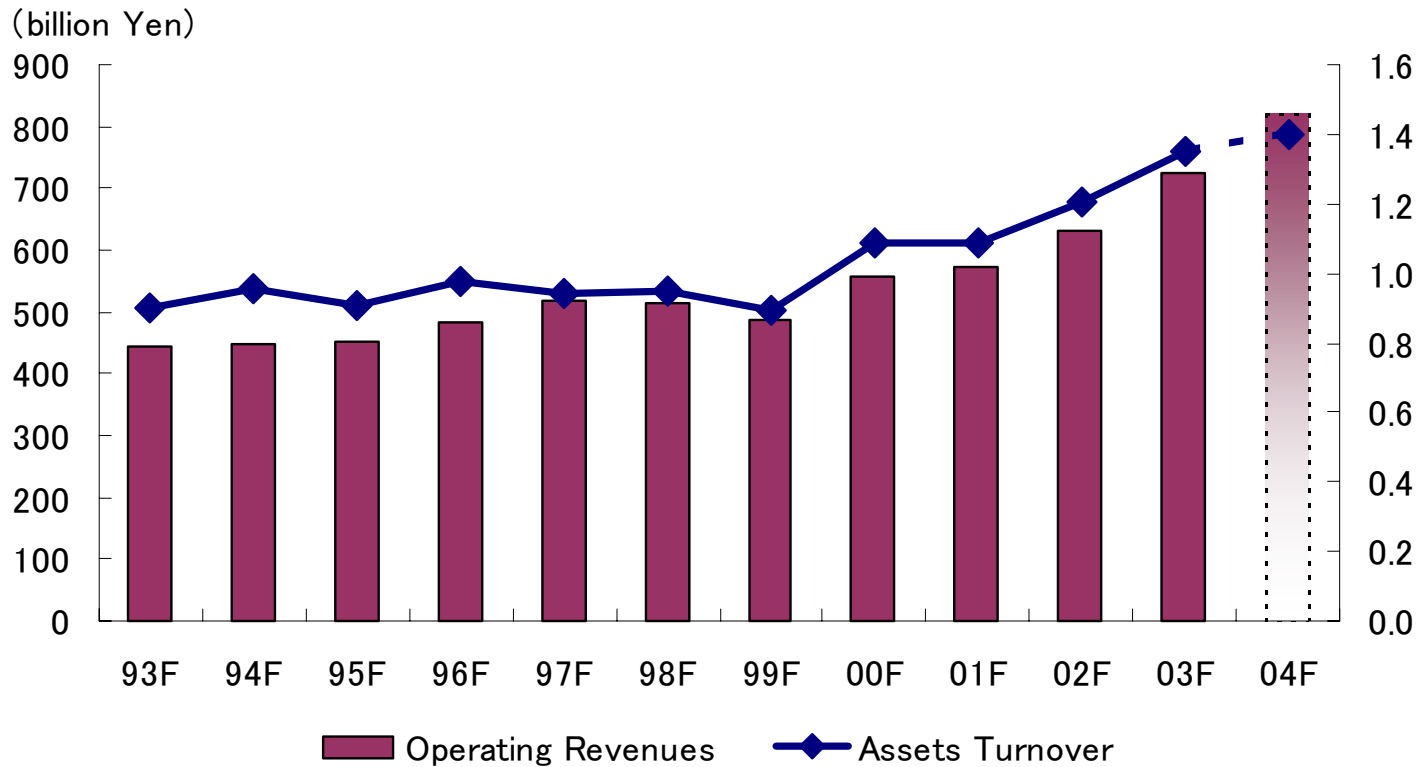


3-4. Consolidated EV/EBITDA

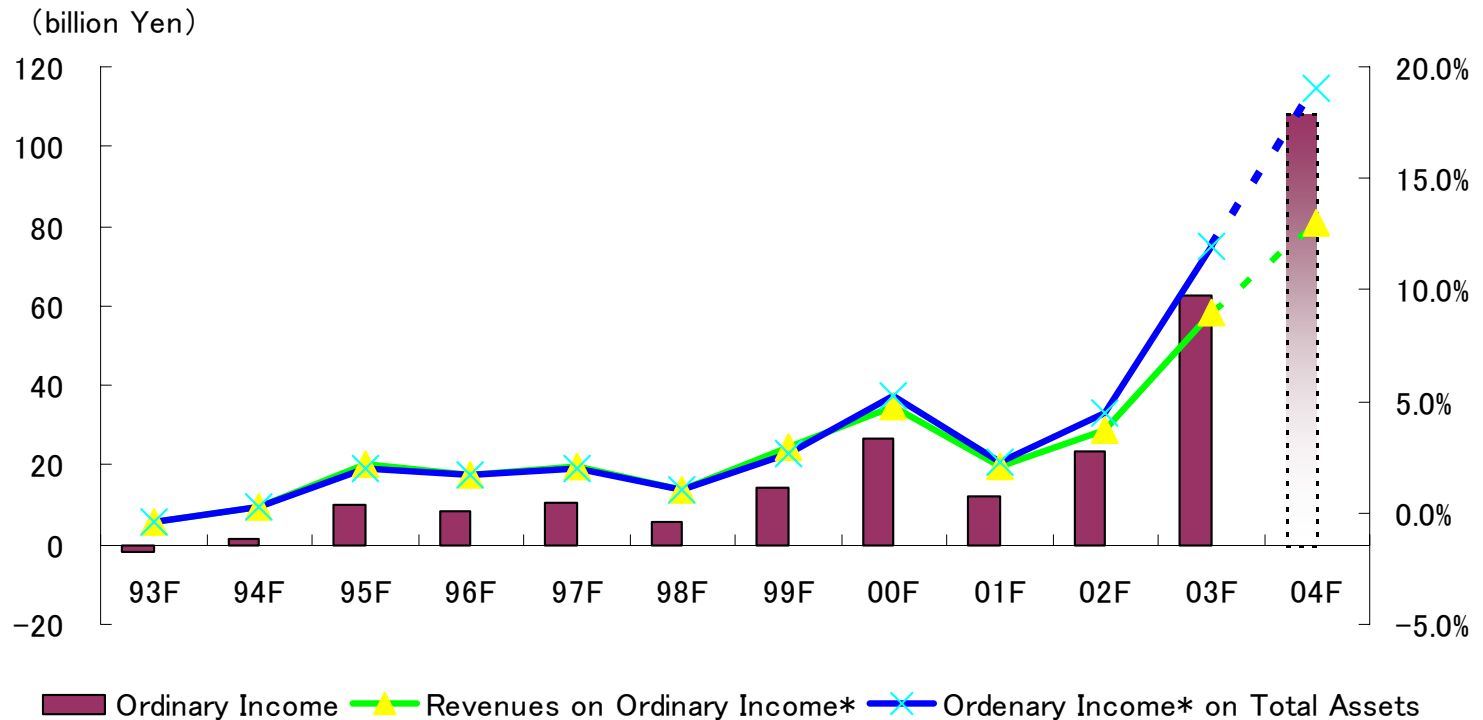
(billion Yen)



3-5. Consolidated Assets Turnover

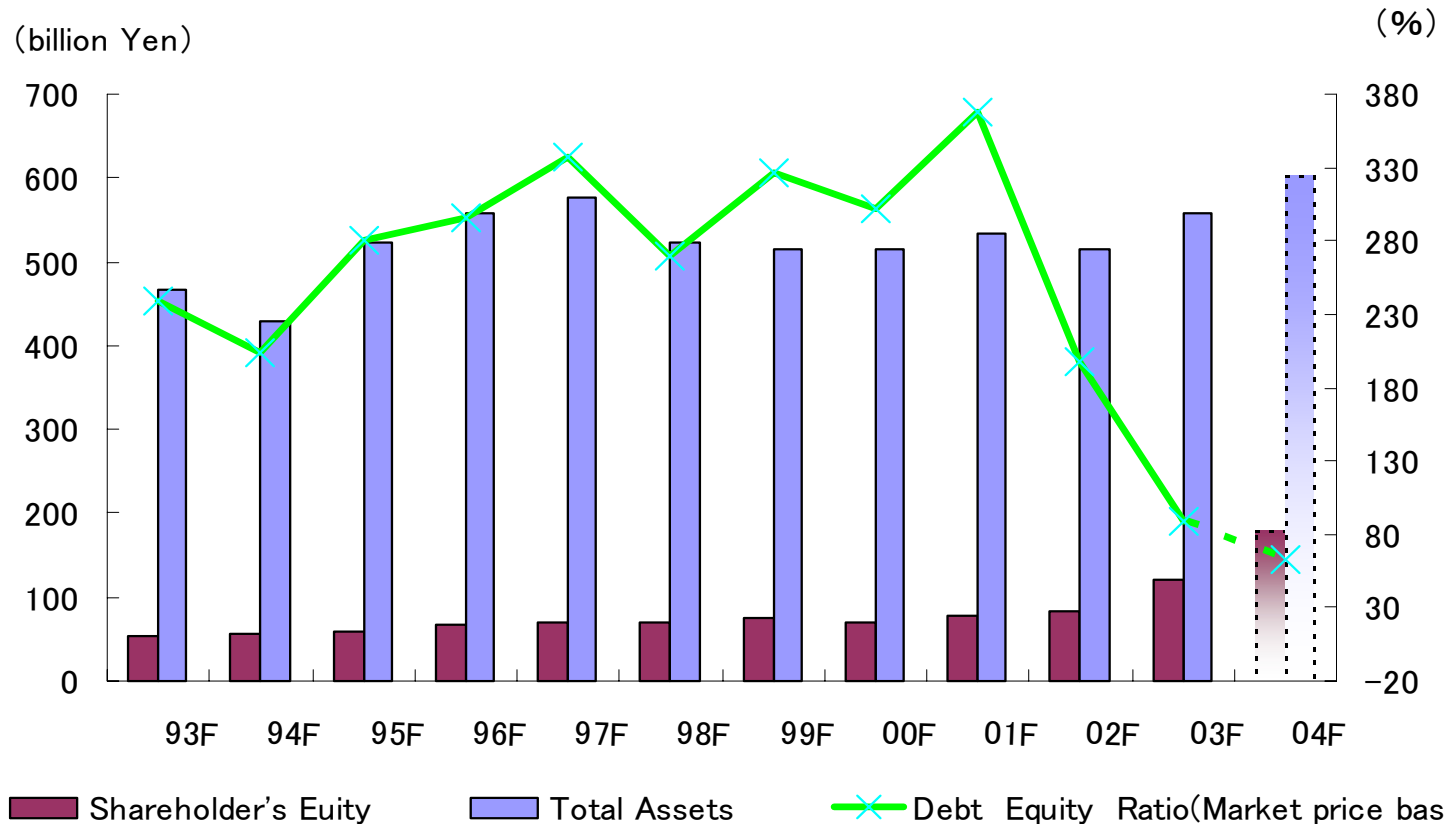


3-6. Consolidated Ordinary Income* on Revenues/Ordinary Income on Total Assets

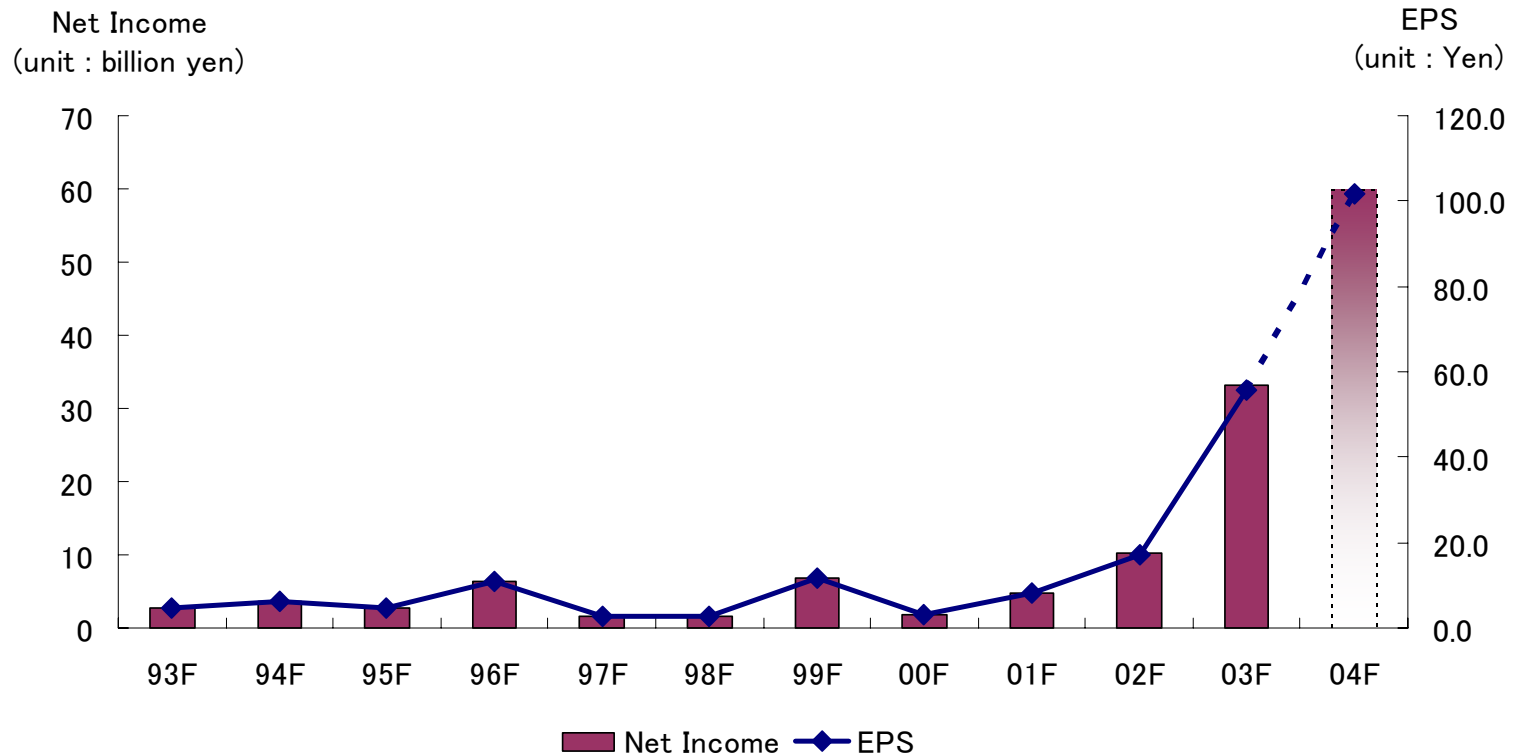


* Ordinary income is income before income taxes and extra-ordinary items

3-7. Consolidated Debt Equity Ratio

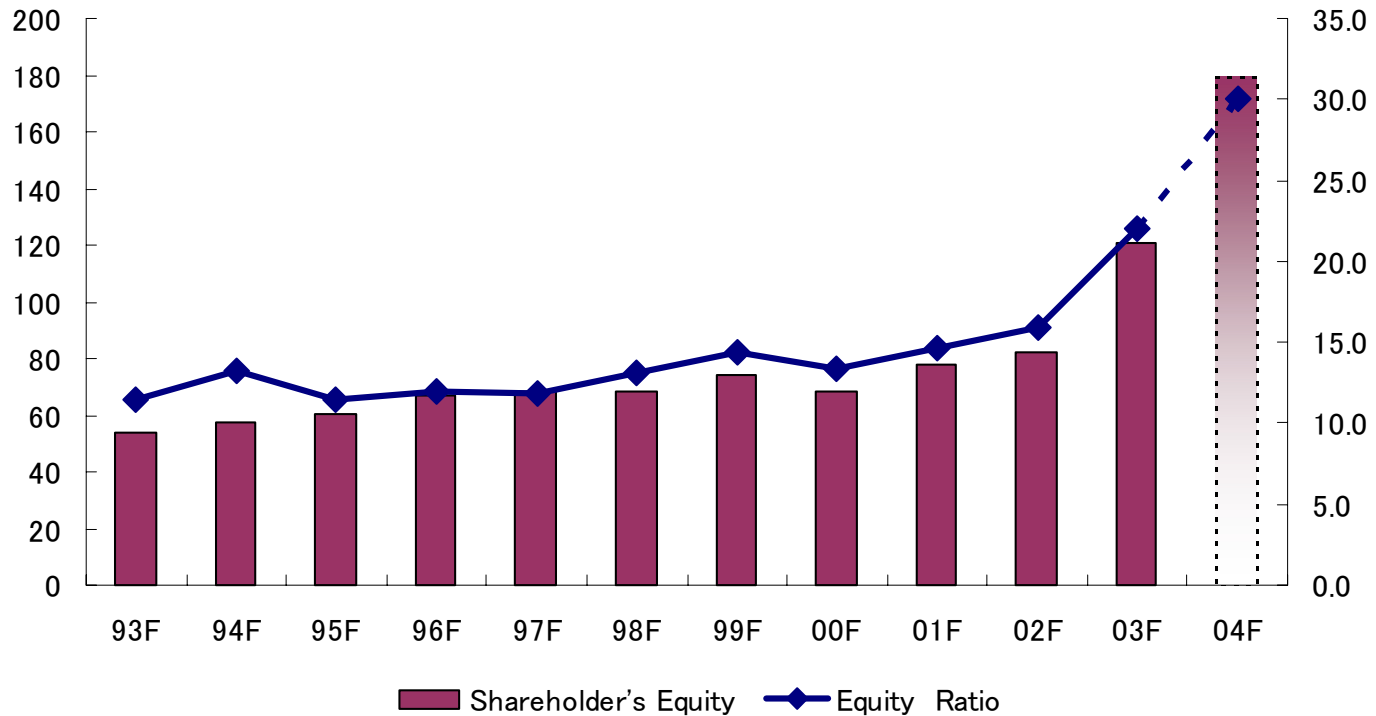


3-8. Consolidated Net Income & EPS

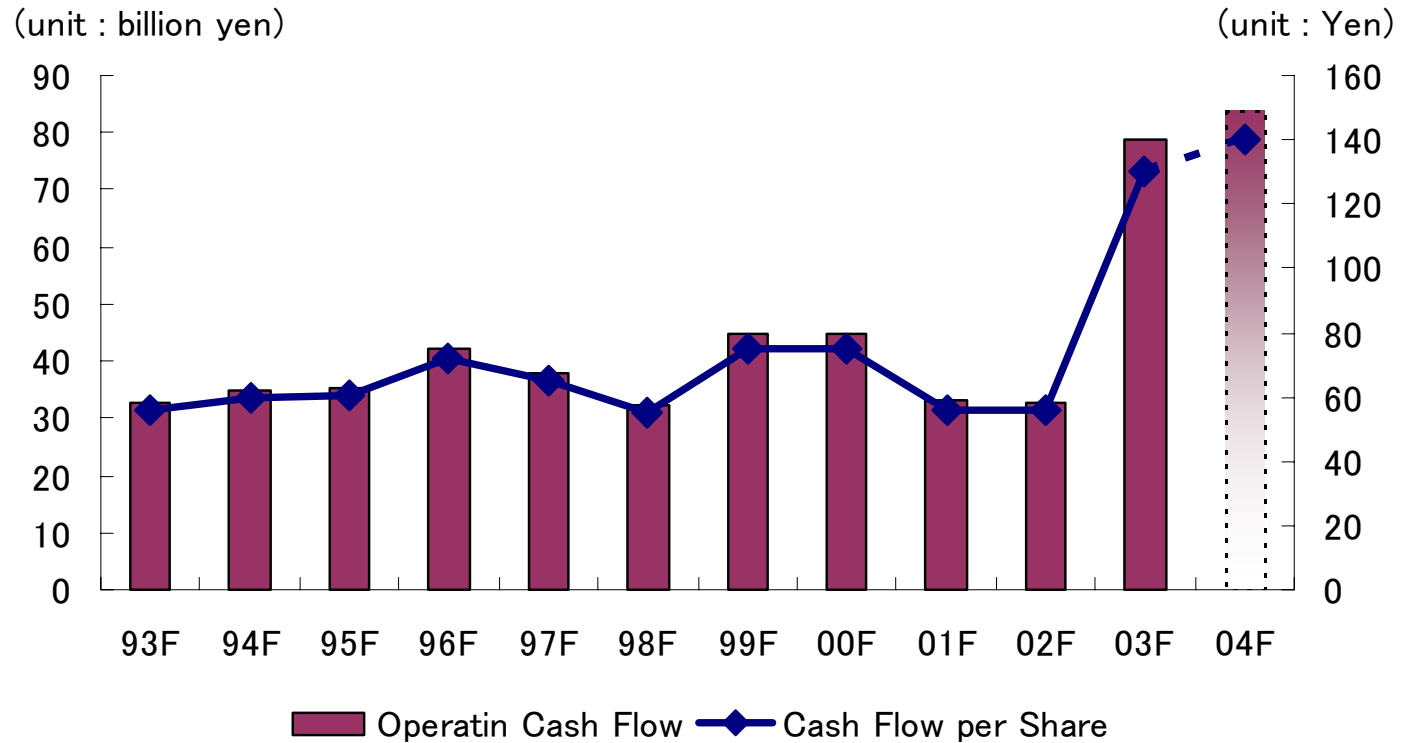


3-9. Consolidated Shareholder's Equity & Equity Ratio

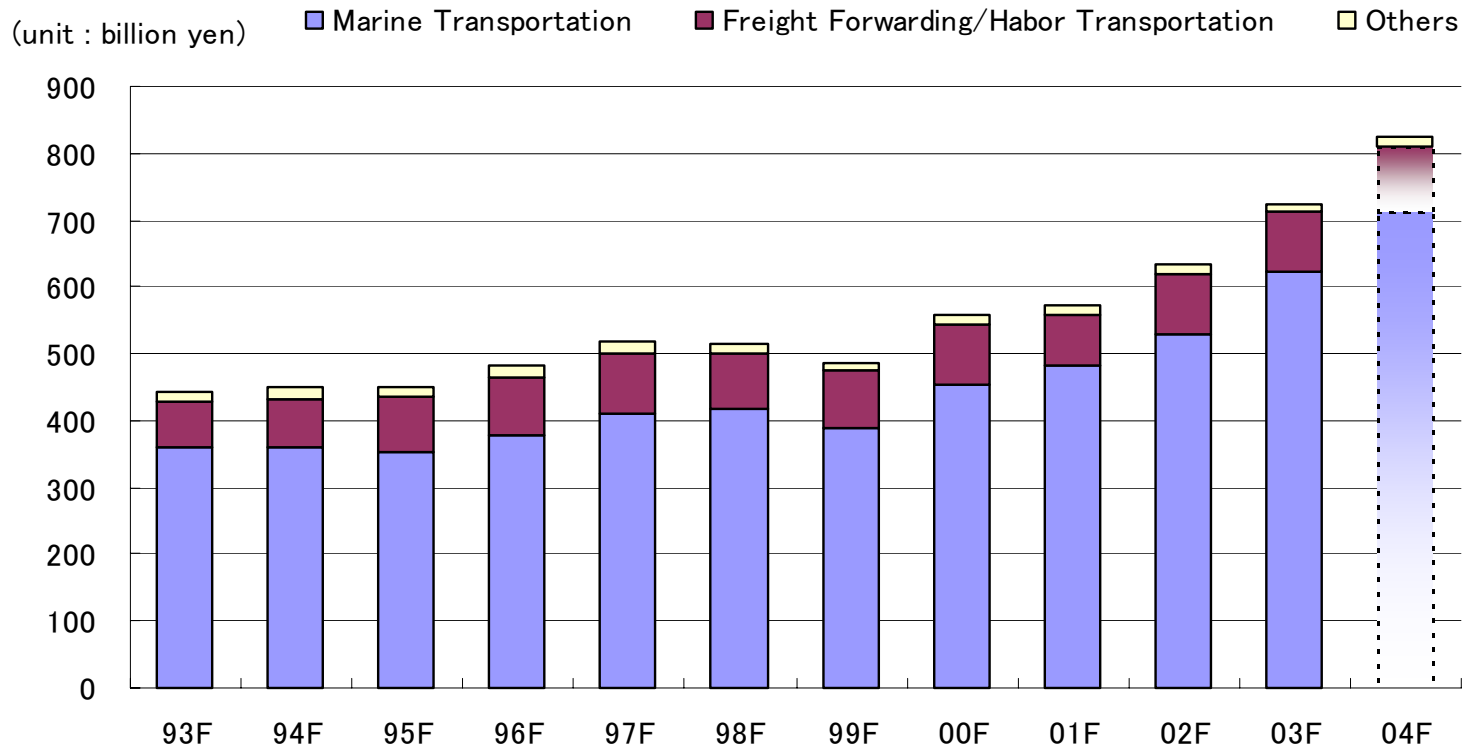
Shareholder's Equity
 (unit : billion yen)



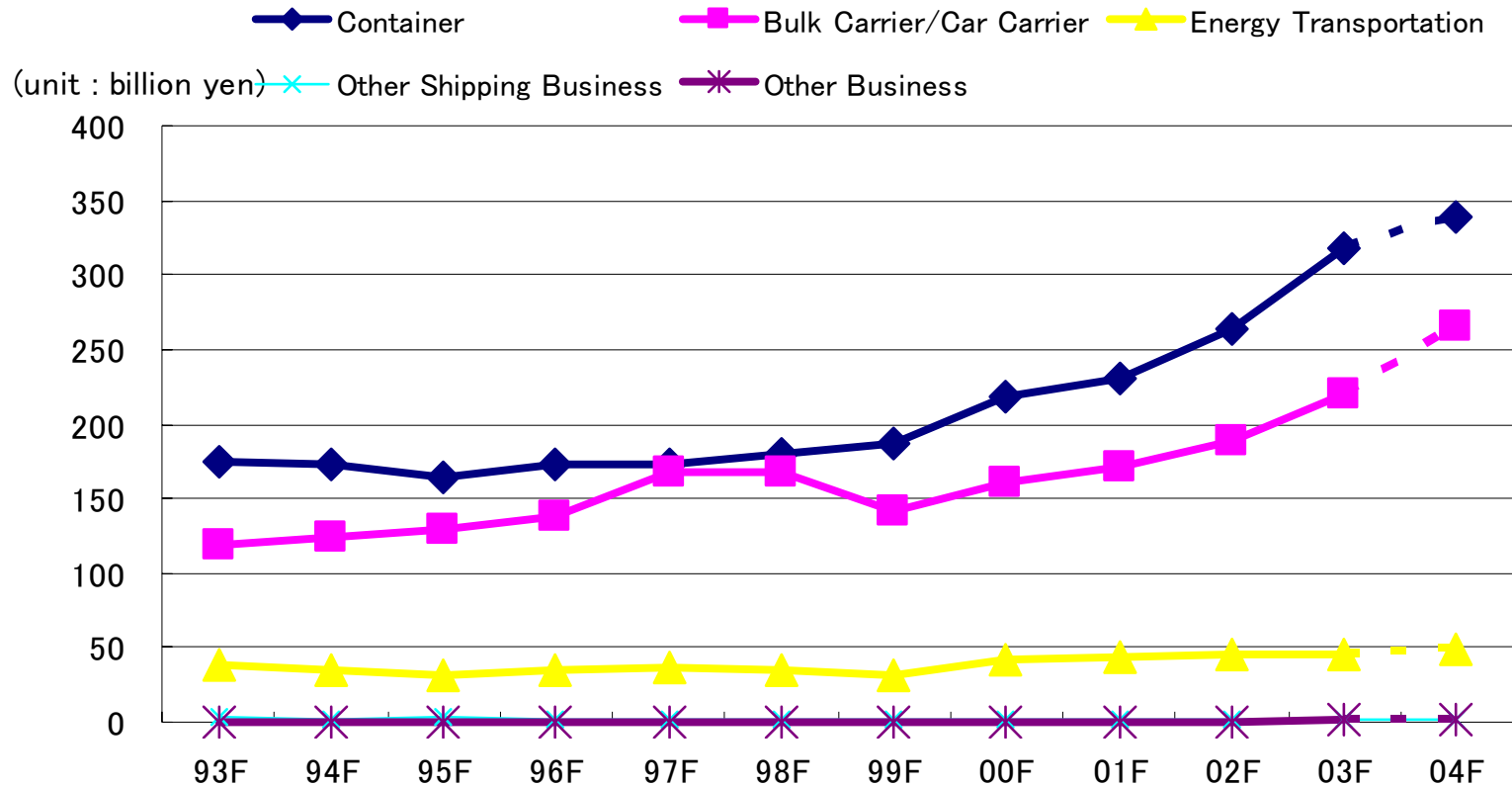
3-10. Consolidated Operating Cash Flow



3-11. Consolidated Segment-wise Operating Revenues



3-12. Non-Consolidated Division-wise Operating Revenues



3-13. Consolidated Segment Information

(unit : million yen)

	93F	94F	95F	96F	97F	98F	99F	00F	01F	02F	03F
Operating Revenues											
Marine Transportation	359,809	361,318	352,090	378,793	411,893	415,820	390,430	455,385	481,200	530,228	622,118
Freight Forwarding/ Harbor Transportation	66,811	71,562	82,075	86,271	89,951	83,614	83,407	89,527	75,757	88,773	89,885
Others	17,472	16,089	15,928	17,555	15,910	13,665	11,855	12,956	14,055	13,722	12,662
Total	444,092	448,969	450,093	482,619	517,754	513,099	485,692	557,868	571,012	632,723	724,665
Operating Income											
Marine Transportation	4,424	8,925	22,230	22,003	21,669	18,645	22,136	29,947	13,148	22,383	61,267
Freight Forwarding/ Harbor Transportation	1,659	1,626	1,566	308	3,686	1,220	3,893	4,885	4,536	4,800	8,062
Others	119	605	251	1,204	770	1,105	828	1,084	1,274	2,087	1,269
Total	6,202	11,156	24,047	23,515	26,125	20,970	26,857	35,916	18,958	29,270	70,598
Eliminations	-1	16	18	84	795	536	-40	91	89	10	-65
Consolidated	6,201	11,172	24,065	23,599	26,920	21,506	26,817	36,007	19,047	29,280	70,533

3-14. Non-Consolidated Financial Data

(unit: million yen)

	93F	94F	95F	96F	97F	98F	99F	00F	01F	02F	03F
Operating Revenues	335,756	334,858	328,122	348,611	379,601	385,482	362,029	424,021	449,153	499,791	584,958
Container	174,754	172,237	163,403	172,897	172,451	180,455	186,214	217,698	230,353	263,456	317,185
Bulk & Carrier	119,530	124,793	129,866	138,290	168,428	167,558	141,626	161,306	171,837	188,112	220,364
Energy Transportation	37,921	35,323	32,194	34,944	36,445	35,745	32,330	42,749	44,363	46,045	45,231
Other Shipping Business	3,551	2,505	2,659	2,480	2,277	1,722	1,858	1,809	1,800	1,396	1,291
Other Business	0	0	0	0	0	0	0	457	799	780	882
Operating Income	2,363	7,319	12,788	12,281	17,171	12,766	16,809	24,444	8,299	19,843	55,068
Ordinary Income*	-588	988	9,827	6,949	10,258	8,233	11,133	21,582	7,115	16,434	49,670
Net Income	-2,458	54	1,594	1,811	2,244	3,015	4,042	4,532	2,786	6,535	24,452
Total Assets	279,380	253,502	245,896	255,032	258,367	241,432	242,278	241,295	259,200	269,140	329,965
Total Liabilities	228,858	202,927	193,727	200,780	201,870	183,675	183,304	178,677	194,792	203,268	233,126
Shareholder's Equity	50,522	50,575	52,169	54,252	56,497	57,757	58,974	62,618	64,408	65,872	96,839
Dividend per Share	0	0	0	0	3	3	4	5	3	5	10
Dividend Yield	-	-	-	-	78.2	58.2	58.1	65.5	63.9	45.9	24.2

* Ordinary income is income before income taxes and extra-ordinary items