

Supplementary Report - Fiscal Year 2013 -

July 2013

Kawasaki Kisen Kaisha LTD

1. Shipping Markets
2. Financial Data
3. Historical Data - For 5 Years -

Supplemental Information -1

- Shipping Markets-

1-1. “K” Line Container Loading Volume/Load Factor

Loading Volume (Unit:1,000TEU)		12F1Q	12F2Q	12F1H	12F3Q	12F4Q	12F2H	12FY	13F1Q
Asia/N.America	E/Bound	184	212	395	199	171	370	766	194
	W/Bound	106	118	224	114	110	224	449	108
		290	330	620	313	281	594	1,214	302
Asia/Europe	W/Bound	136	130	266	110	104	214	480	121
	E/Bound	87	90	178	85	73	158	336	81
		223	221	444	195	177	373	817	201

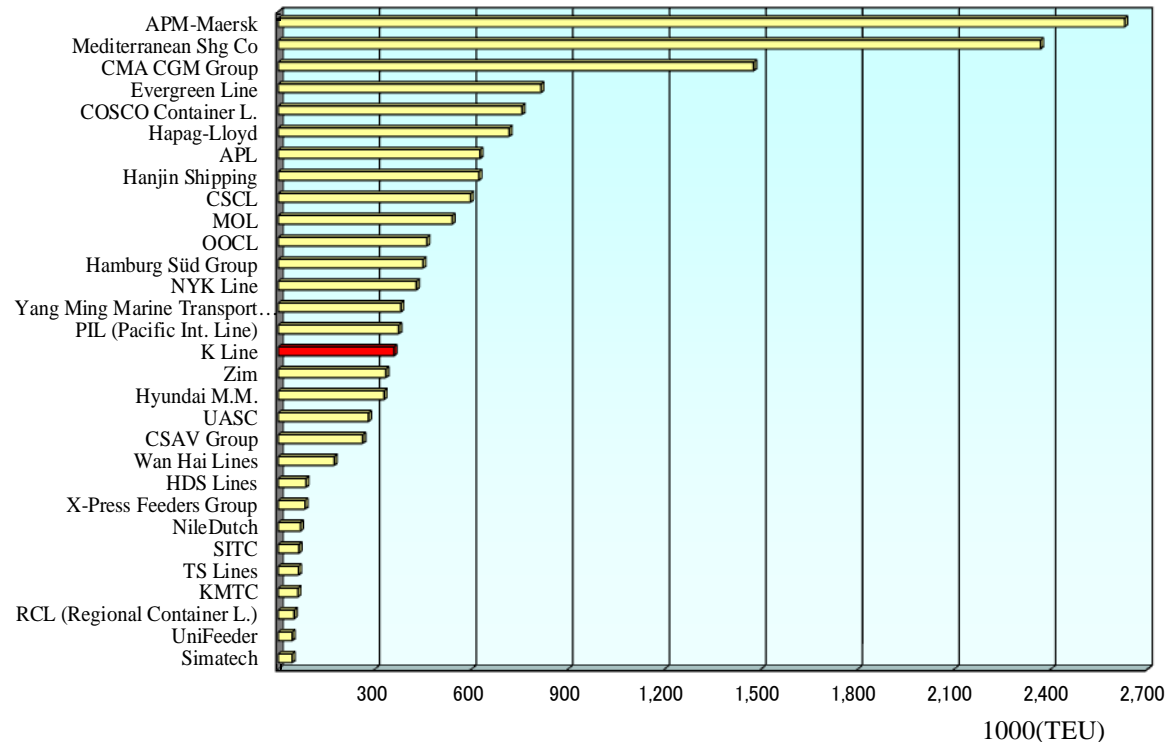
Load Factor(%)		12F1Q	12F2Q	12F1H	12F3Q	12F4Q	12F2H	12FY	13F1Q
Asia/N.America	E/Bound	96.0%	96.6%	96.3%	96.4%	87.5%	92.1%	94.2%	90.9%
	W/Bound	55.6%	53.9%	54.7%	55.4%	56.2%	55.8%	55.2%	50.5%
		75.8%	75.2%	75.5%	75.9%	71.8%	73.9%	74.7%	70.7%
Asia/Europe	W/Bound	95.1%	88.0%	91.5%	90.2%	86.4%	88.3%	90.1%	93.7%
	E/Bound	61.3%	61.0%	61.1%	69.5%	61.0%	65.3%	63.0%	62.5%
		78.2%	74.5%	76.3%	79.8%	73.7%	76.8%	76.5%	78.6%

1-2. Line/Alliance wise Vessel/Capacity Comparison

Top 30 Container Carriers ranked by operating capacity

as of July 2013

Rank	Operator	TOTAL TEU
1	APM-Maersk	2,629,536
2	Mediterranean Shg Co	2,368,052
3	CMA CGM Group	1,476,831
4	Evergreen Line	816,339
5	COSCO Container L.	757,512
6	Hapag-Lloyd	717,666
7	APL	626,861
8	Hanjin Shipping	623,594
9	CSCL	597,620
10	MOL	540,266
11	OOCL	461,675
12	Hamburg Süd Group	449,841
13	NYK Line	429,248
14	Yang Ming Marine Transport Corp.	381,190
15	PIL (Pacific Int. Line)	374,289
16	K Line	359,798
17	Zim	334,296
18	Hyundai M.M.	329,187
19	UASC	280,474
20	CSAV Group	262,498
21	Wan Hai Lines	174,318
22	HDS Lines	86,320
23	X-Press Feeders Group	83,235
24	NileDutch	68,827
25	SITC	64,713
26	TS Lines	63,398
27	KMTC	61,279
28	RCL (Regional Container L.)	49,834
29	UniFeeder	43,562
30	Simatech	43,391



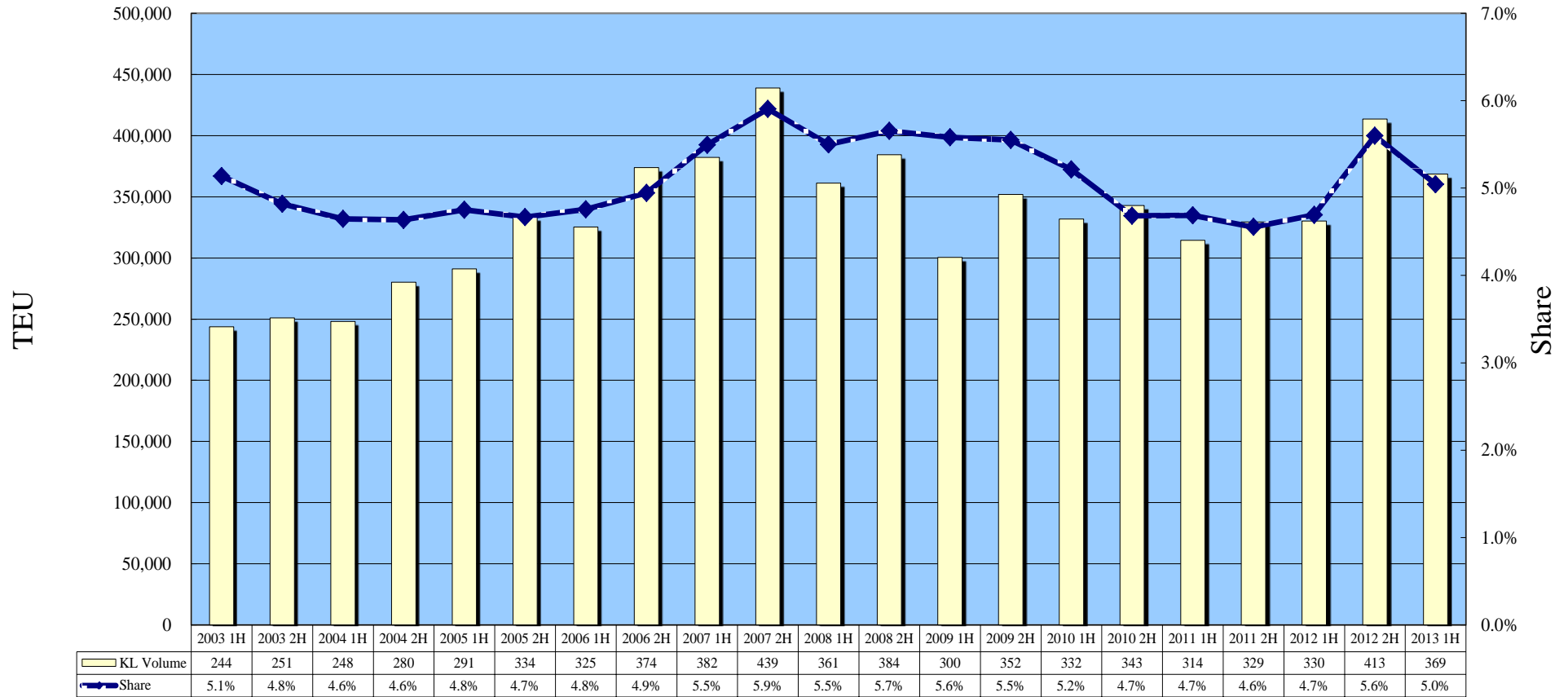
Rank	Alliance	TEU
1	APM-Maersk	2,629,536
2	Mediterranean Shg Co	2,368,052
3	CKYH	2,122,094
4	GA	1,608,589
5	TNWA	1,496,314
6	CMA CGM Group	1,476,831
7	Evergreen Line	816,339
8	CSCL	597,620
9	Hamburg Süd Group	449,841
10	PIL (Pacific Int. Line)	374,289

Source : AXSliner (<http://www1.axsmarine.com>)

1-3. "K" Line Container Volume & Share (Asia to North America '03-'13)

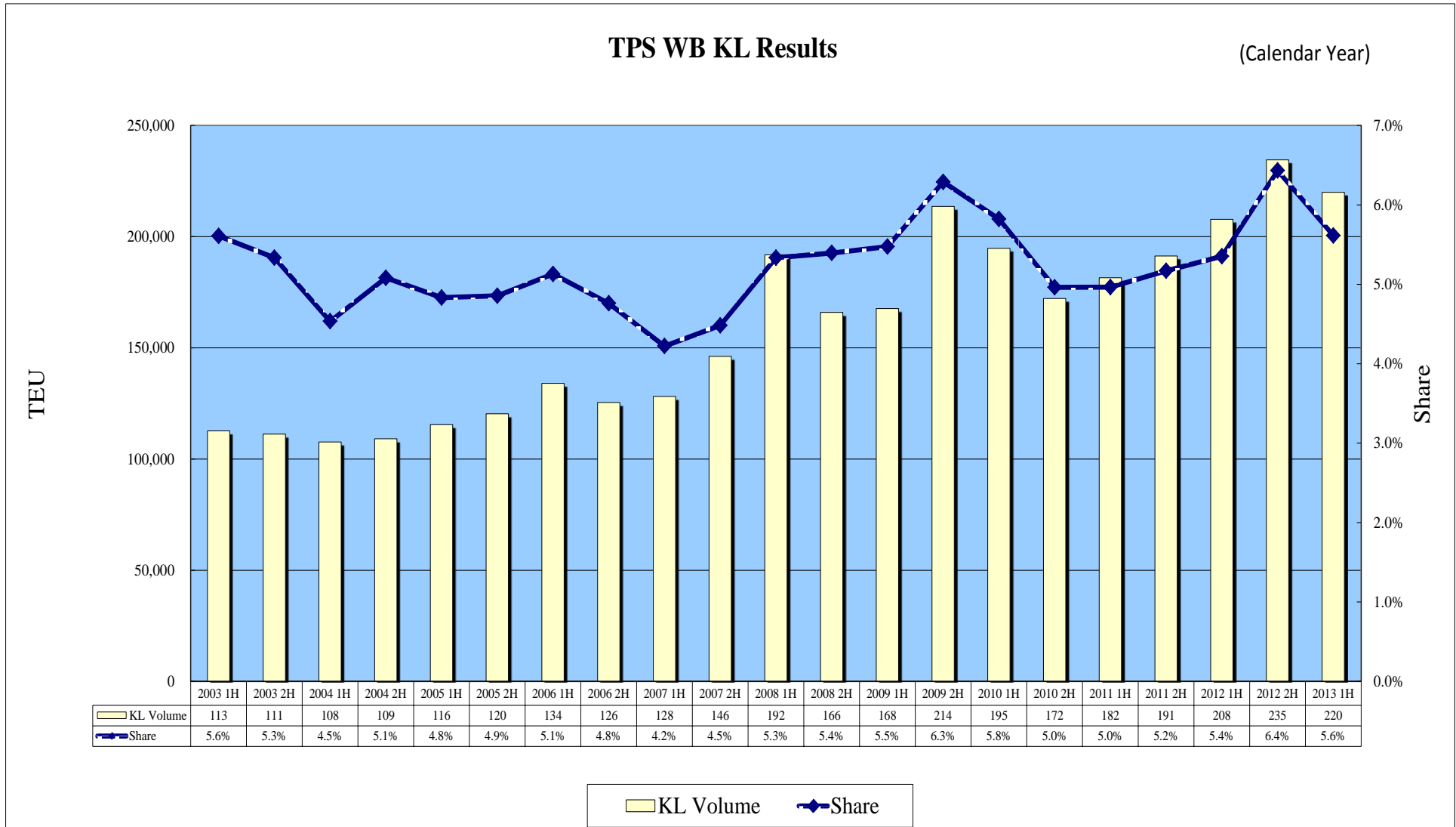
TPS EB KL Results

(Calendar Year)



KL Volume Share

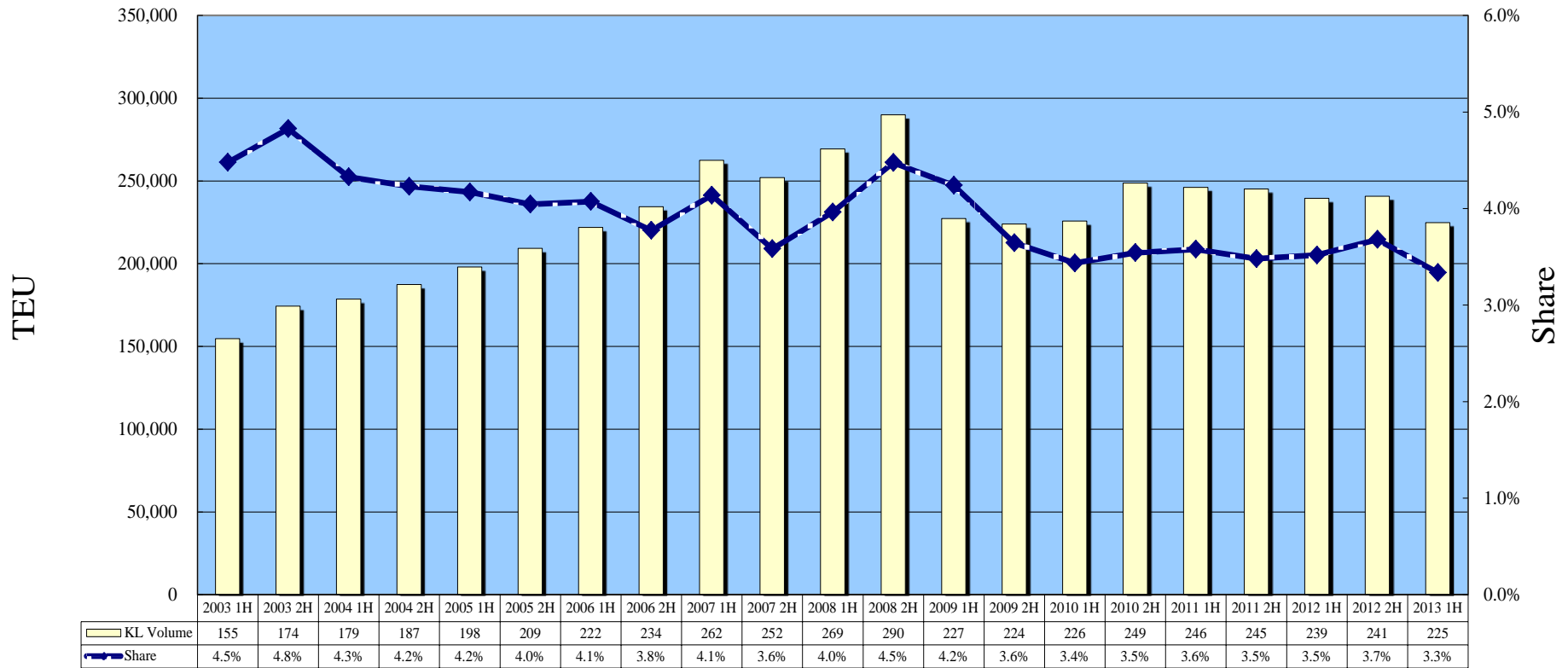
1-4. "K" Line Container Volume & Share (North America to Asia '03-'13)





1-5. "K" Line Container Volume & Share (Asia to Europe '03-'13,)

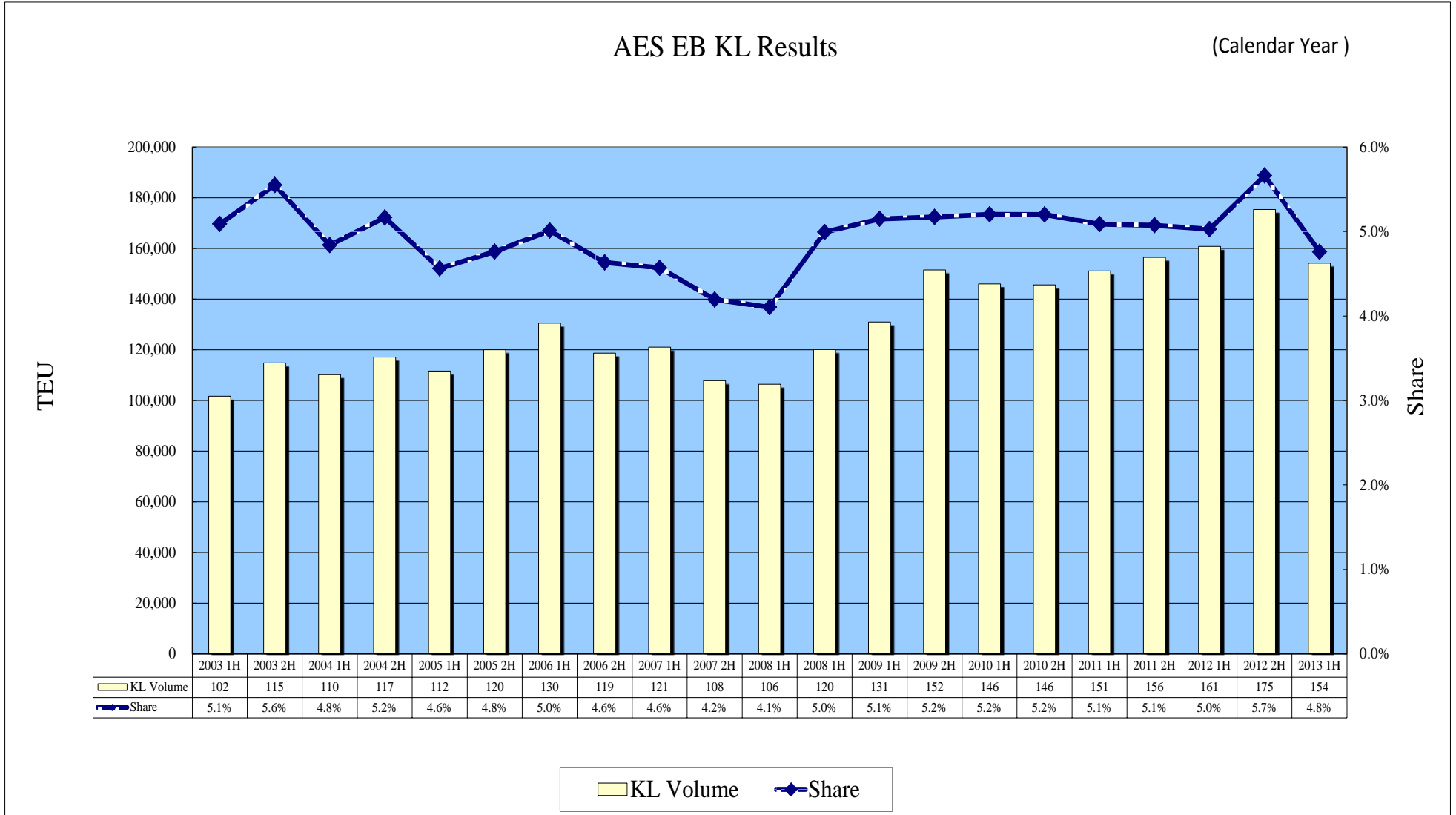
AES WB KL Results

(Calendar Year)

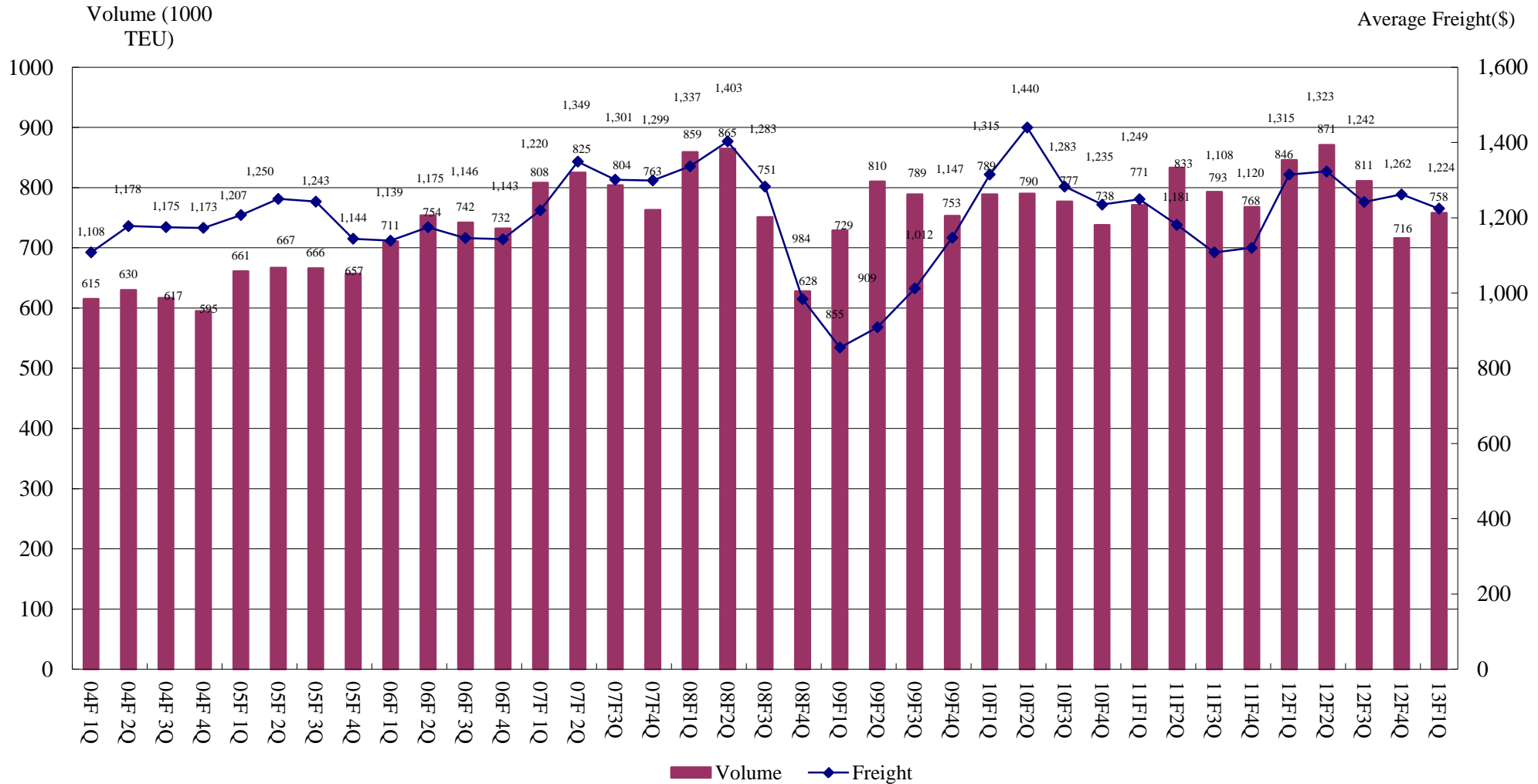


 KL Volume
  Share

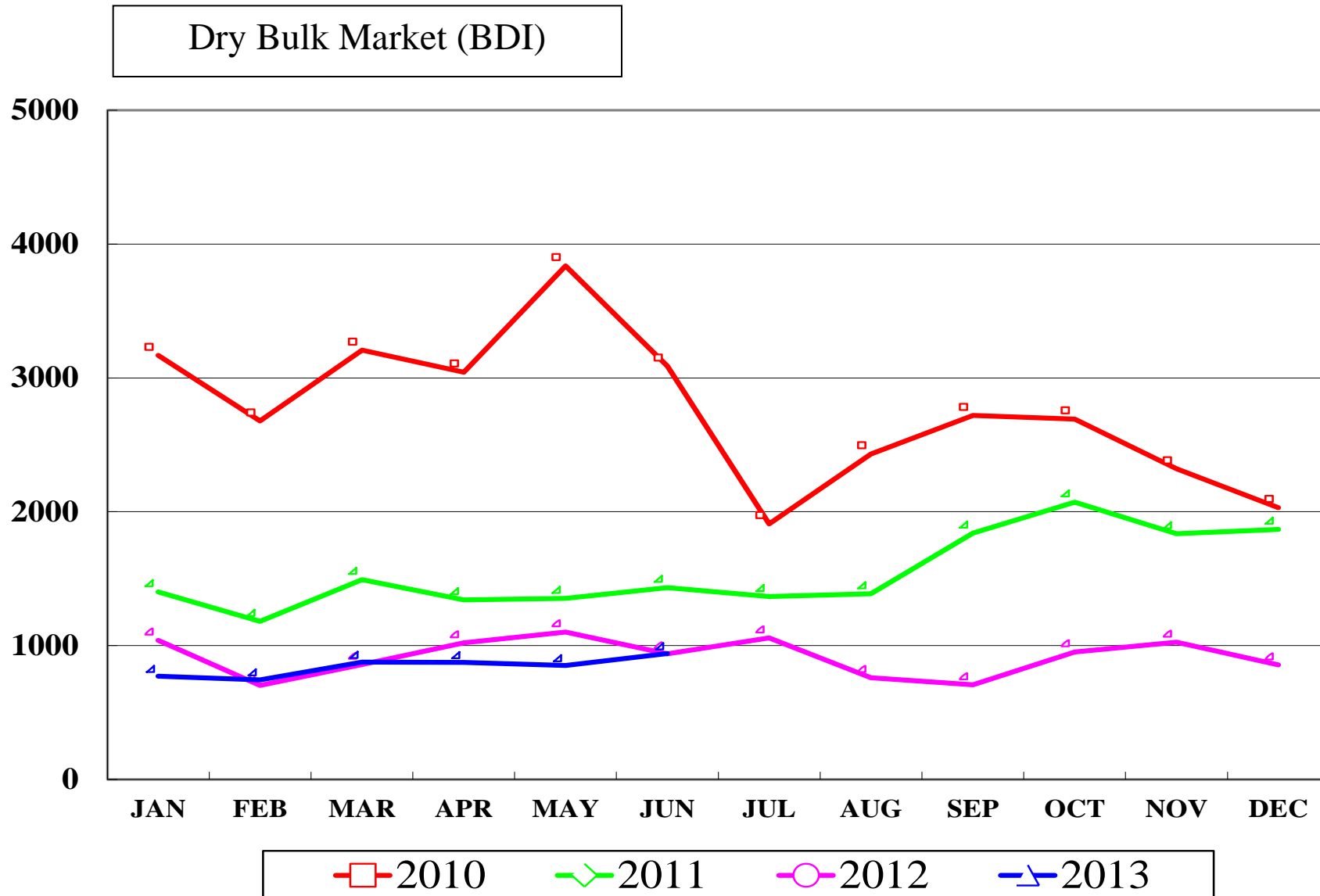
1-6. "K" Line Container Volume & Share (Europe to Asia '03-'13)



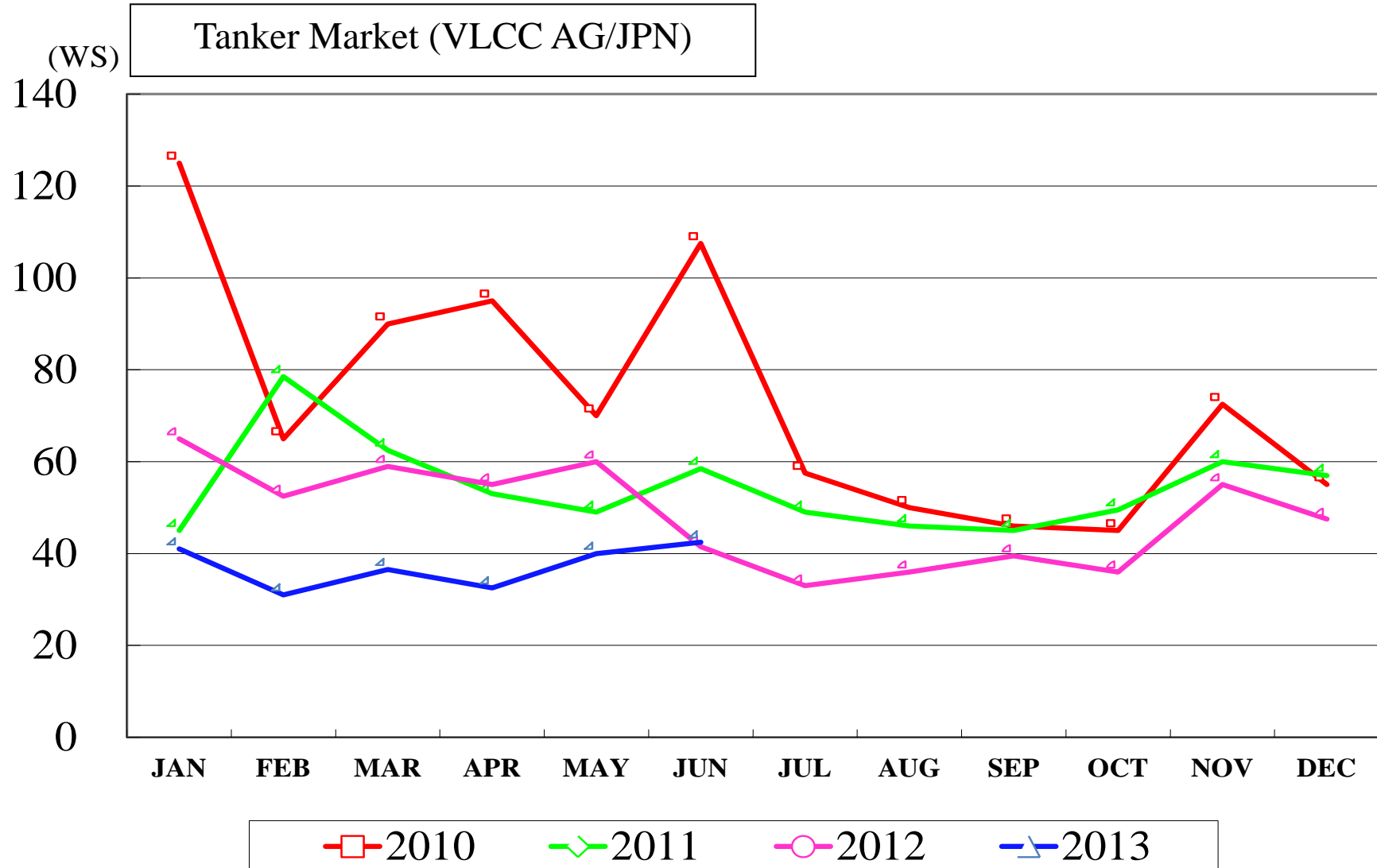
1-7. Trend of Average Container Freight/Volume (“K” Line All Trades) (2004F-2013F1Q)



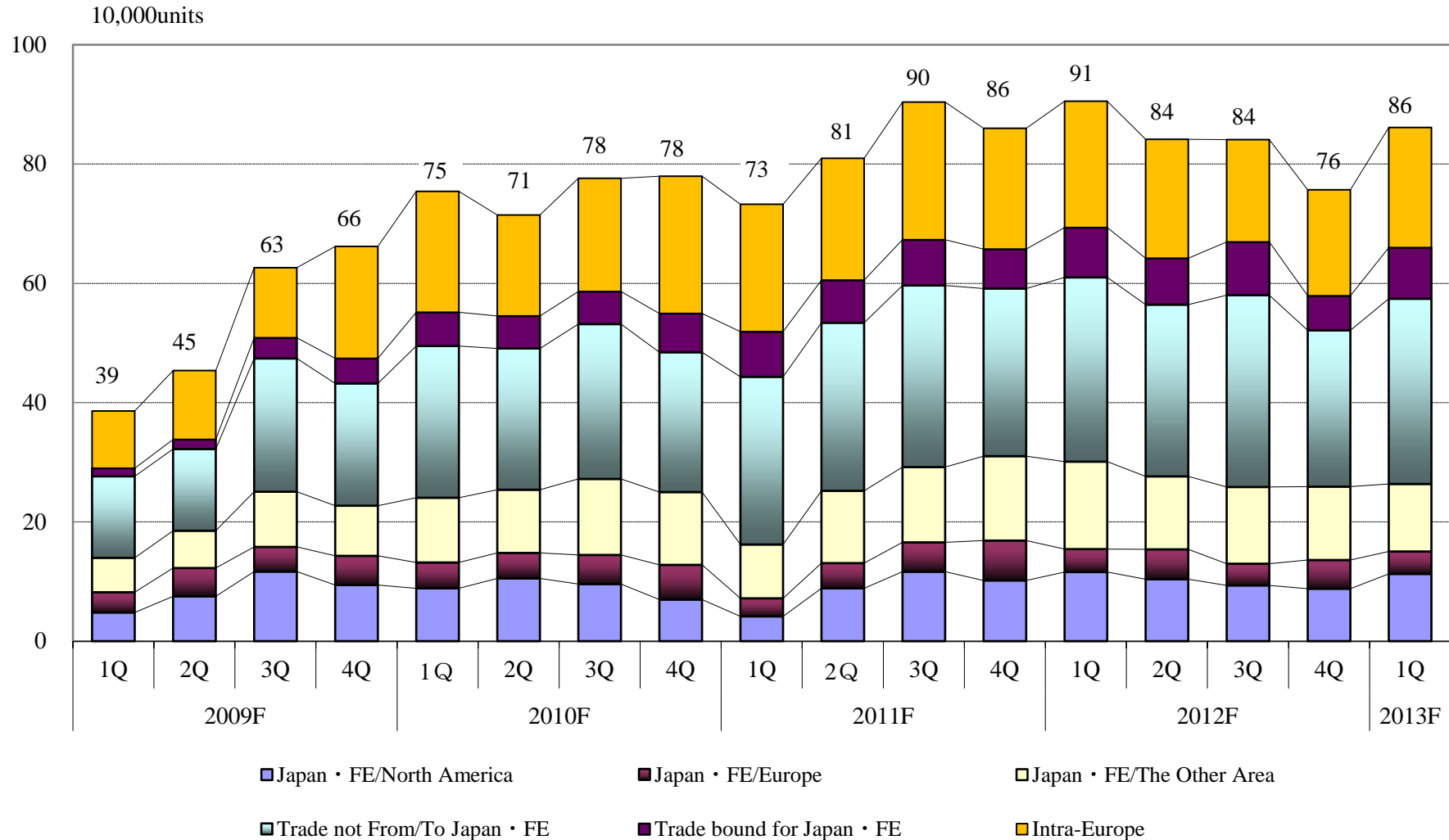
1-8. Dry Bulk Market



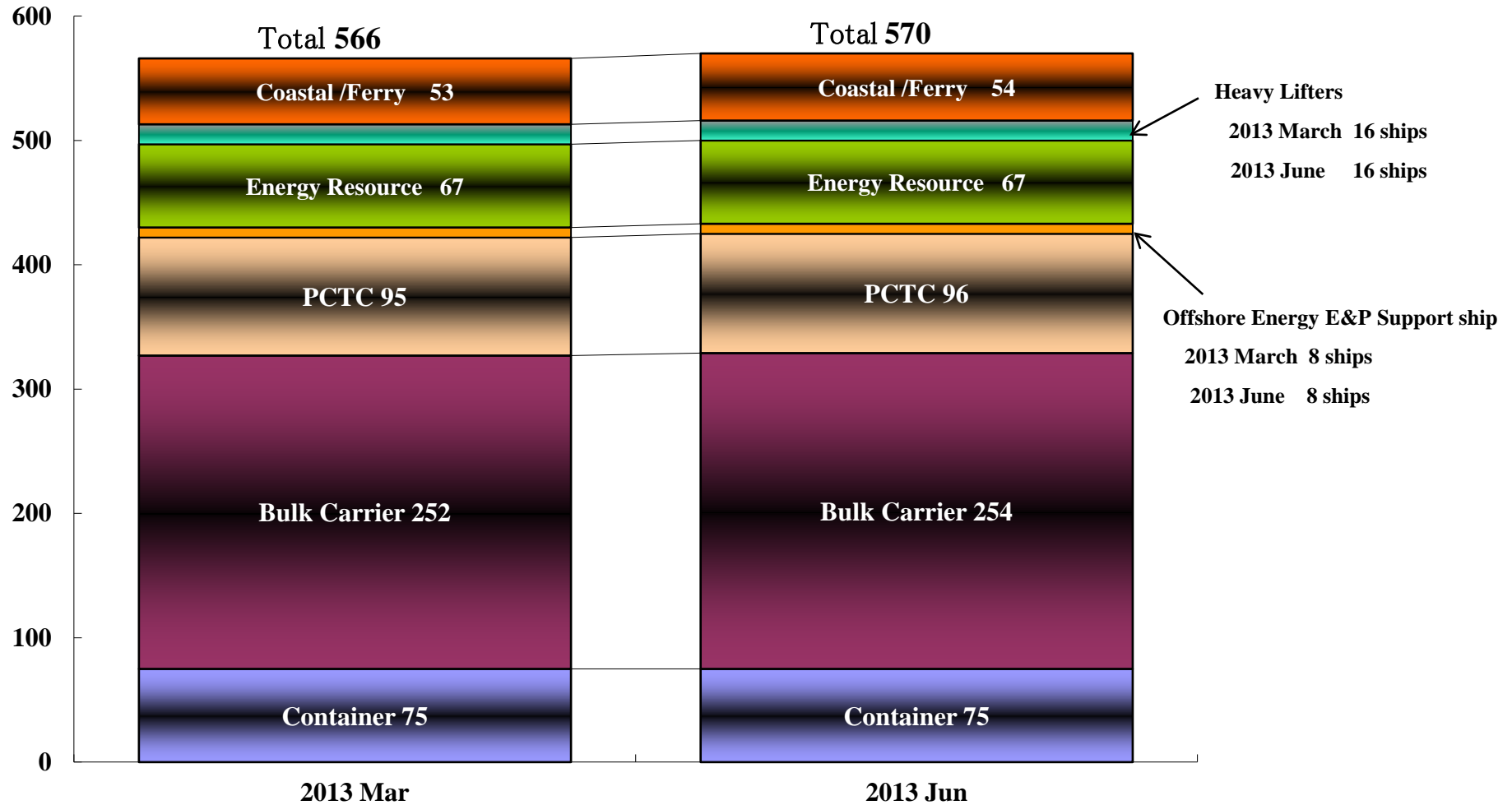
1-9. Tanker Market



1-10. Cars/Trucks Transported by “K” Line PCTC Fleet



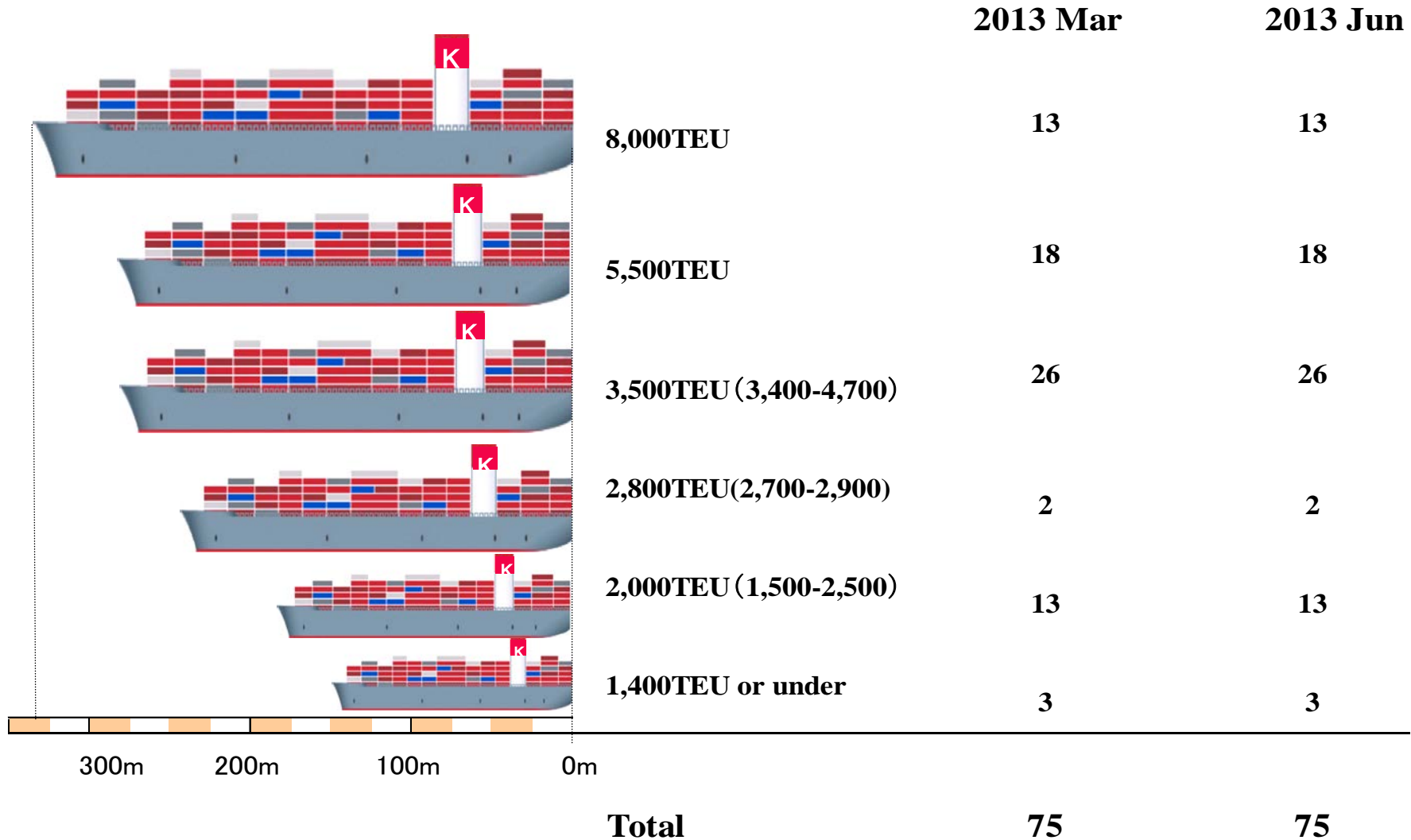
1-11. “K” Line Vessel Fleet Composition



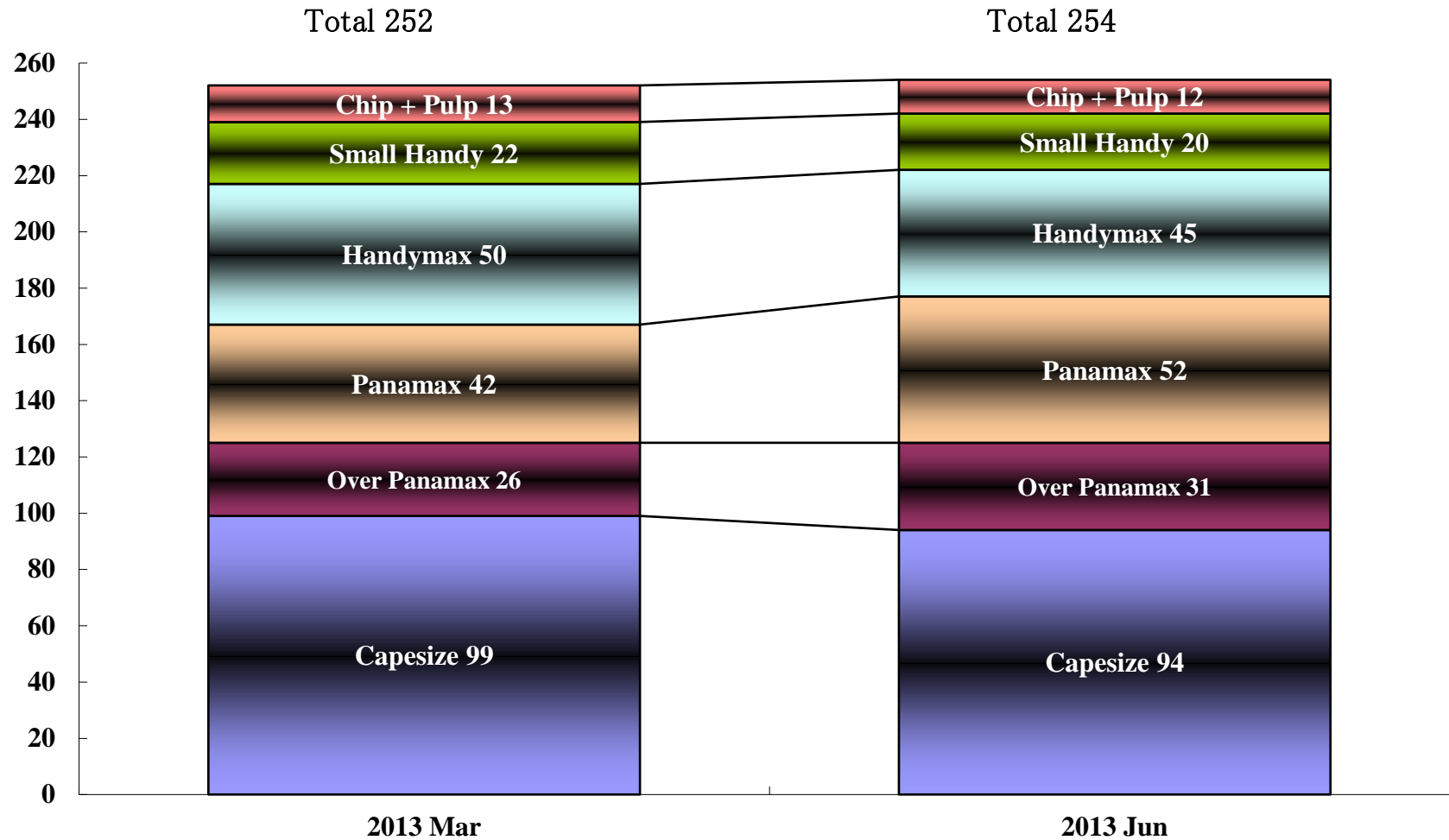
Note: The number of Energy Resource Transportation includes 23 vessels owned by SPC of the projects (23 LNG Carriers).

_____ : The number of Offshore Energy E&P Support vessel includes 1 vessel owned by SPC of the project (1 Drillship).

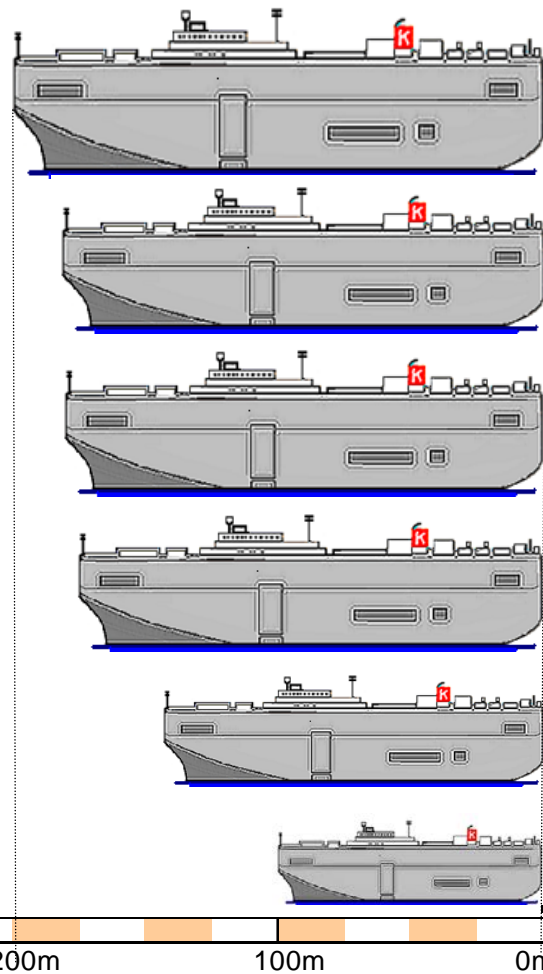
1-12. “K” Line Container Vessel Fleet Composition



1-13. “K” Line Bulk Carrier Fleet Composition

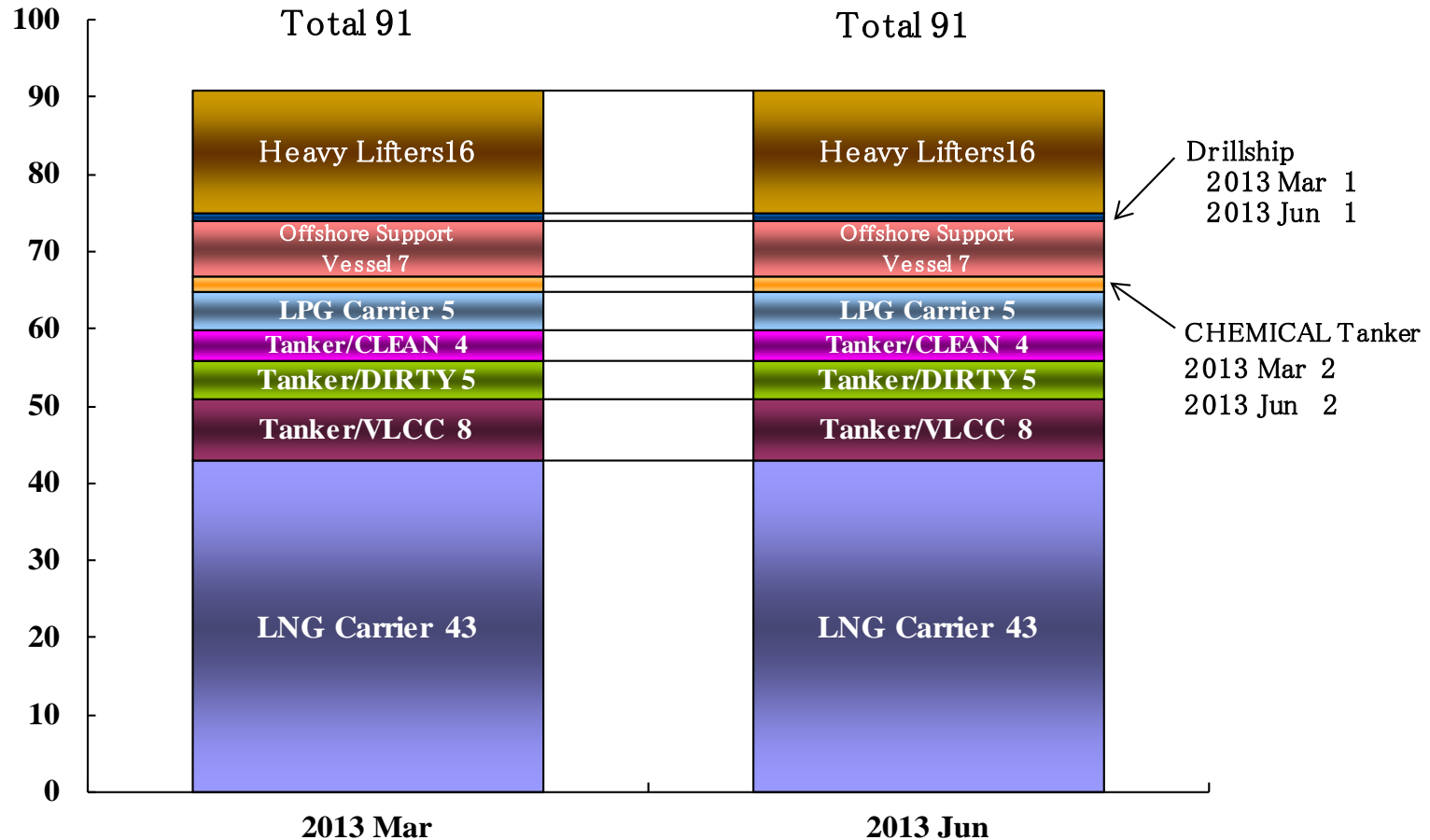


1-14. “K” Line PCTC Fleet Composition



	2013 Mar	2013 Jun
6,000units	35	36
5,000units (4,750~5,650)	23	24
4,000units (3,800~4,600)	20	19
3,000units (2,800~3,500)	3	3
2,000units (1,600~2,500)	8	8
800units (800~850)	6	6
Total	95	96

1-15. “K” Line Energy Transport Fleet Composition, Offshore Energy E&P Support & Heavy Lifter Fleet Composition



Note: The number of LNG Carrier includes 23 vessels owned by SPC of the projects .

: The number of Offshore Energy E&P Support vessel includes 1 vessel owned by SPC of the project (1 Drillship).

1-16. Fleet Upgrading Plan

<Fleet Upgrading Plan>

No. of Newbuildings during FY13-16

*Including to be owned and chartered

FY2013 : 29 Newbuildings to be delivered

(5 ships were already delivered in 1st quarter)

FY2014 : 13 Newbuildings to be delivered

	2013F		2014F	2015F	2016F
	To be delivered	Already delivered by 1Q	To be delivered	To be delivered	To be delivered
Containership	0	(0)	1	4	0
1700TEU					
2400TEU					
3500TEU					
4500TEU					
6400TEU					
More than 8000TEU			1	4	
Dry Bulkers	23	(4)	10	8	1
Capesize	4		2	1	
Panamax	8	(1)	6	3	
Handymax	5	(2)	1		
Smallhandy	2			2	
Chip/Pulp					
Corona	4	(1)	1	2	1
PCTC	4	(0)	0	0	0
2000units					
3800units					
4300units					
5000units					
6000units	4				
LNG	0	(0)	0	1	2
Tanker	1	(0)	1	0	0
VLCC					
AFRAMAX					
LR II					
LPG			1		
CHEMICAL	1				
Energy New Biz	0	(0)	0	0	0
Offshore					
Drillship					
Heavy Lifter	0	(0)	0	0	0
Coastal	1	(1)	1	0	0
Total	29	(5)	13	13	3

1-17. “K” Line Group Composition of Fleet

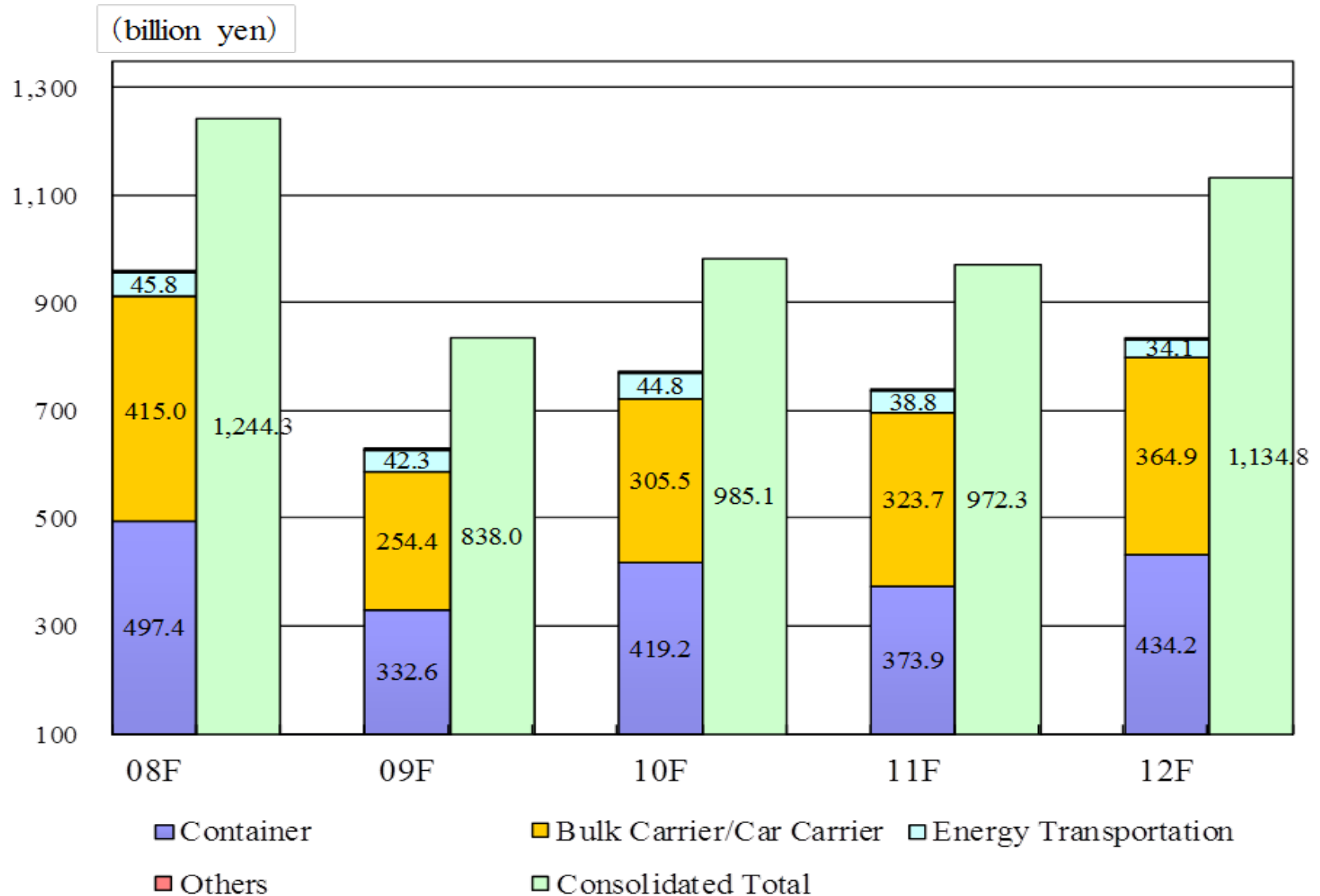
	Jun 2013						Mar 2013	
	Owned		Chartered		Total		Total	
Type of Vessel	No.	DWT(MT)	No.	DWT(MT)	No.	DWT(MT)	No.	DWT(MT)
Containerships	10	668,214	65	3,797,288	75	4,465,502	75	4,465,732
Dry Bulk Carriers	71	8,053,053	183	20,021,452	254	28,074,505	252	28,101,549
Car Carriers	36	536,205	60	871,370	96	1,407,575	95	1,384,768
LNG Carriers	42	3,476,851	1	77,163	43	3,554,014	43	3,554,014
Oil Tankers	10	1,614,111	14	2,072,739	24	3,686,850	24	3,686,850
Offshore Support Vess	7	32,481	0	0	7	32,481	7	32,481
Drillships	1	-	0	-	1	-	1	-
Heavy Lifters	16	166,824	0	0	16	166,824	16	166,824
Short Sea and Coastal	25	261,349	29	353,137	54	614,486	53	576,235
Total	218	14,809,088	352	27,193,149	570	42,002,237	566	41,968,453

Note: The number of owned vessels includes co-owned vessels, and deadweight tonnage includes the co-ownership interest of other companies in co-owned vessels.

Supplementary Information-2

- Financial Data -

2-1. Transition of Operating Revenues



2-2. Breakdown on Non-Operating, Extra-Ordinary Items (2013 1Q)

1. Non-operating Income/Loss (Billion yen)

	1Q
Consolidated Total	3.6
Financial Gain/Loss	▲ 1.5
Equity in Earnings of Affiliated Companies	0.7
Exchange Gain/Loss	3.8
Others	0.6

2. Extraordinary Income/Loss

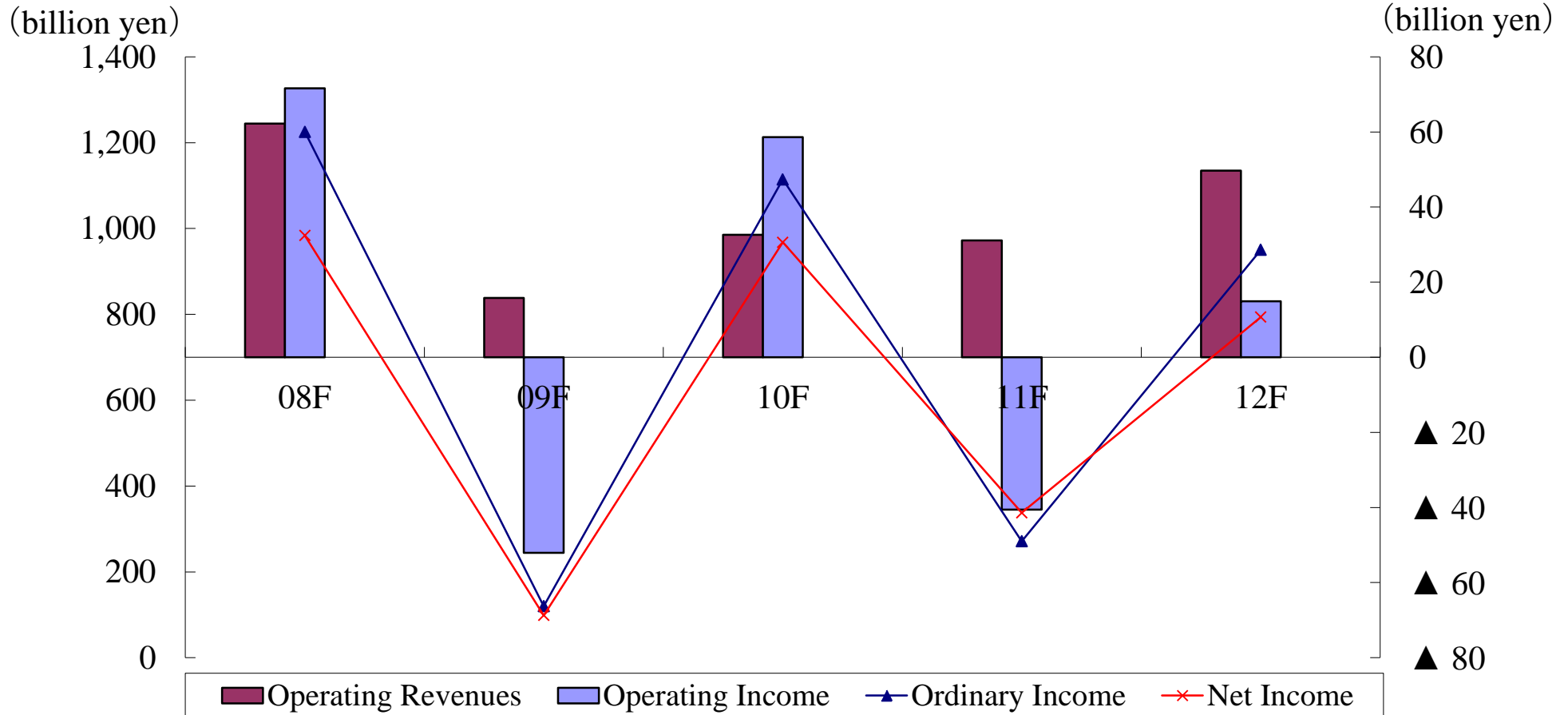
Consolidated Total	▲ 2.0
Sale and Disposal of Fixed Assets	2.5
Gain/Loss on Revaluation of Investment Securities	▲ 2.9
Others	▲ 1.5

Supplemental Information -3

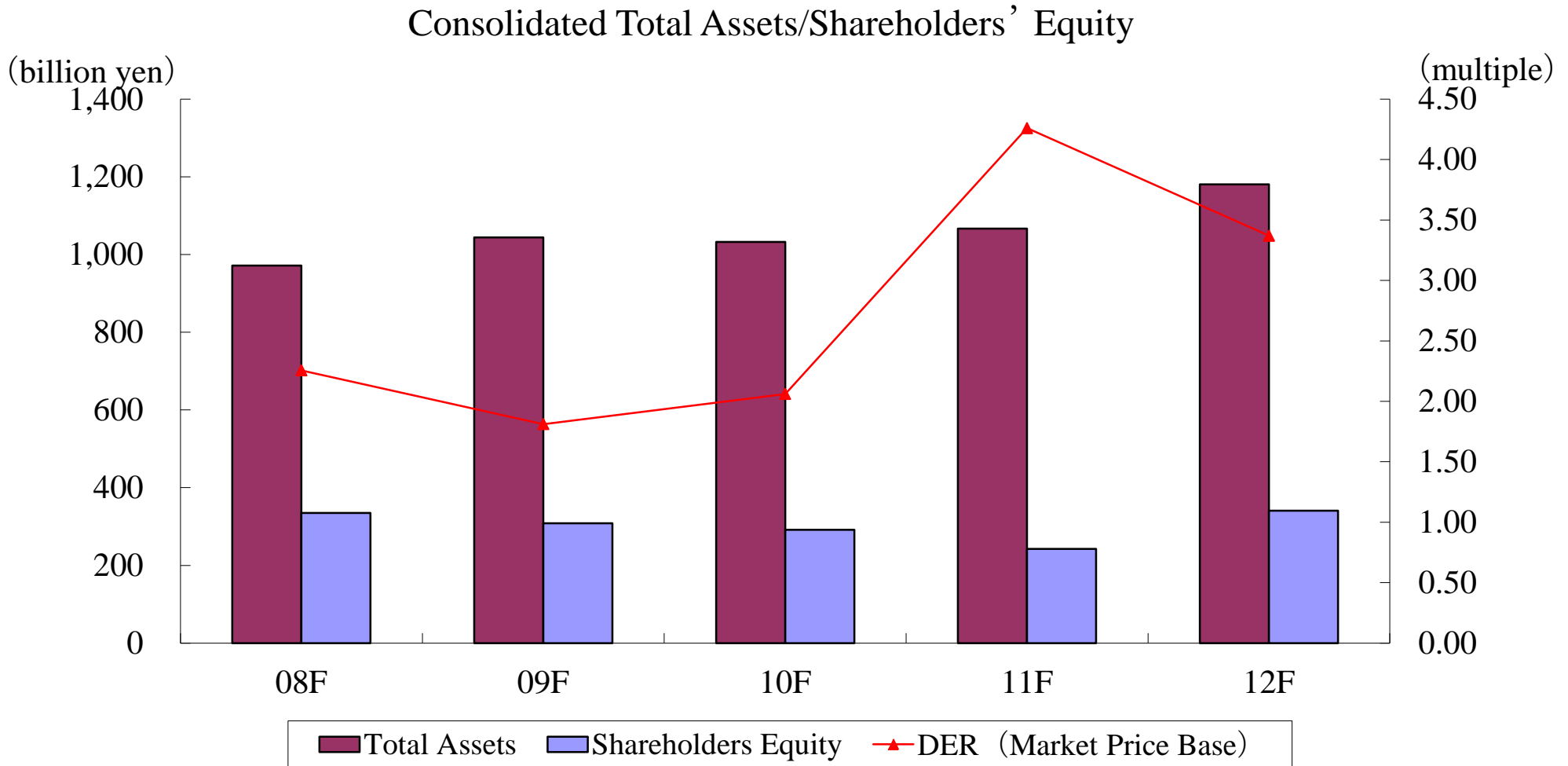
Historical Data - For 5 Years -

3-1. Consolidated Revenues & Incomes

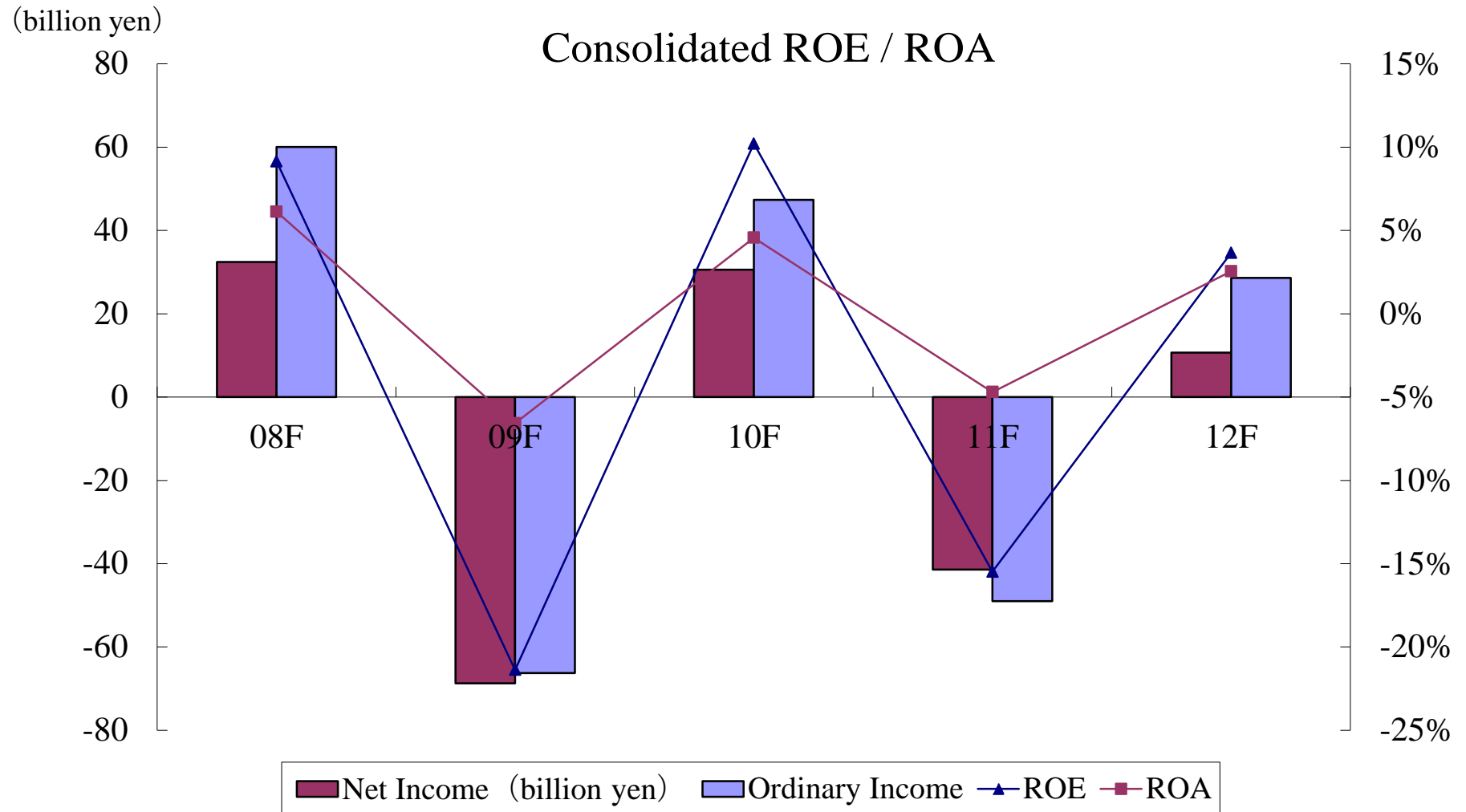
Consolidated Revenues & Incomes



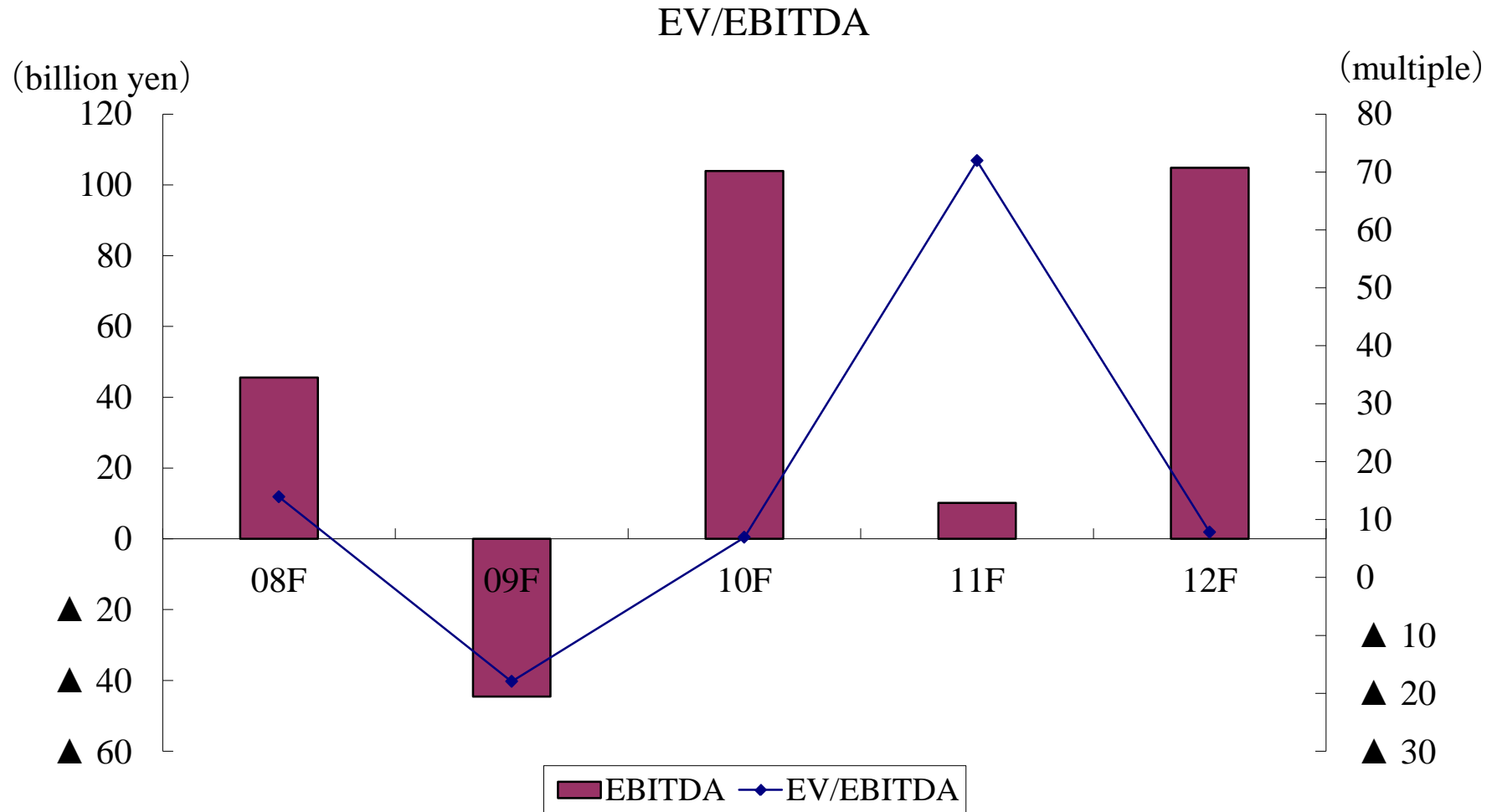
3-2. Consolidated Total Assets/Shareholders' Equity



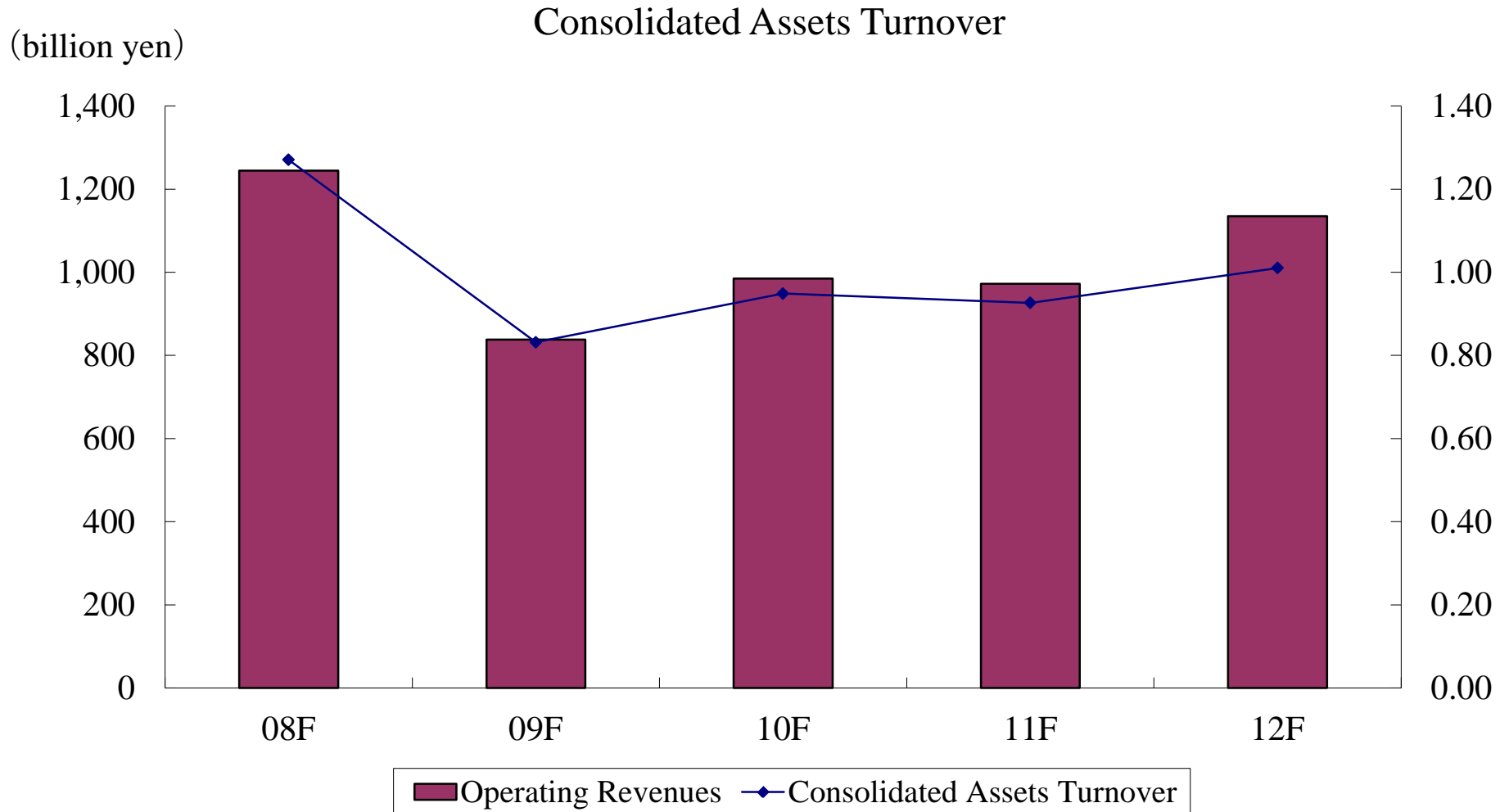
3-3. Consolidated ROE / ROA



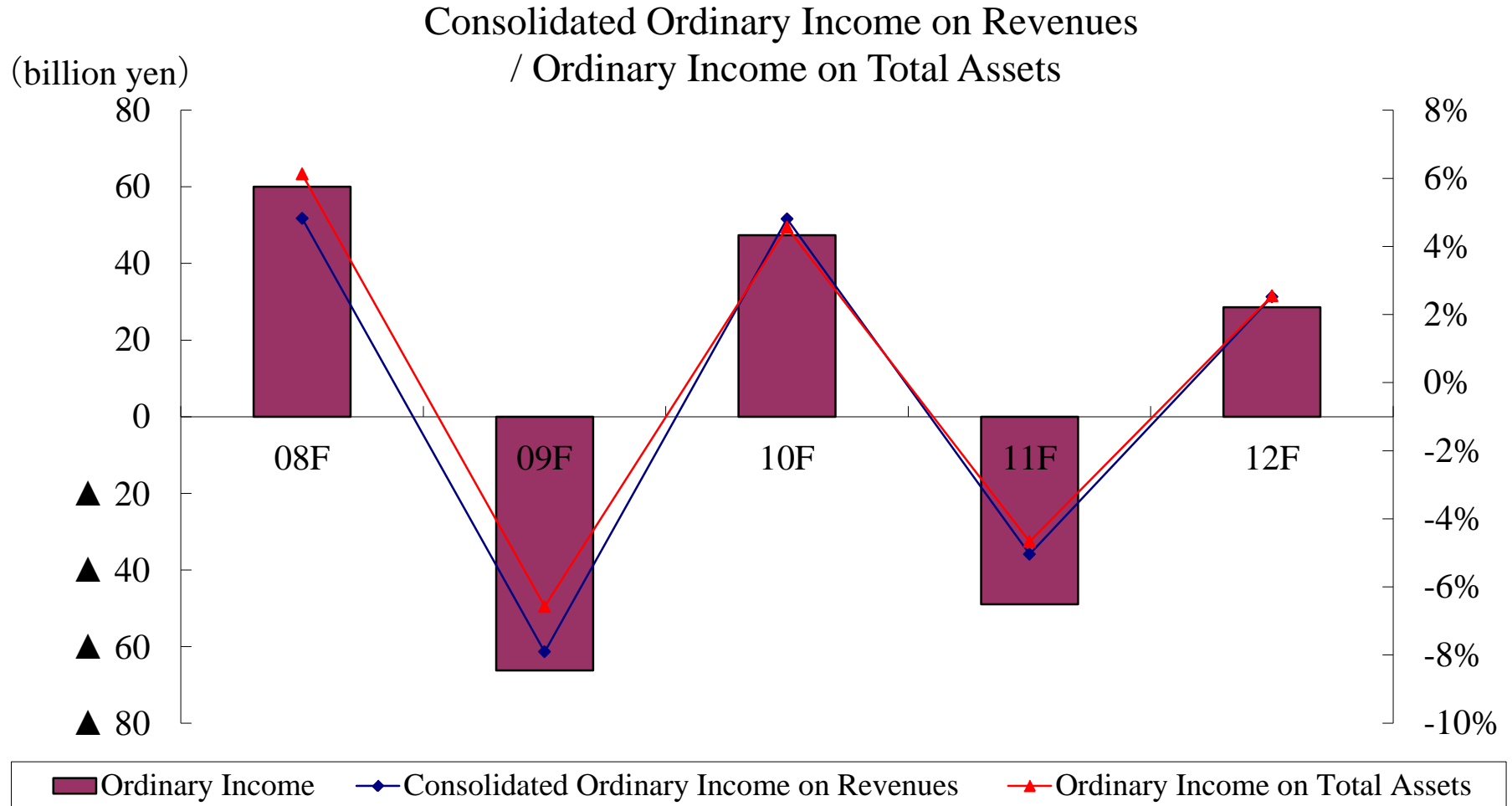
3-4. Consolidated EV/EBITDA



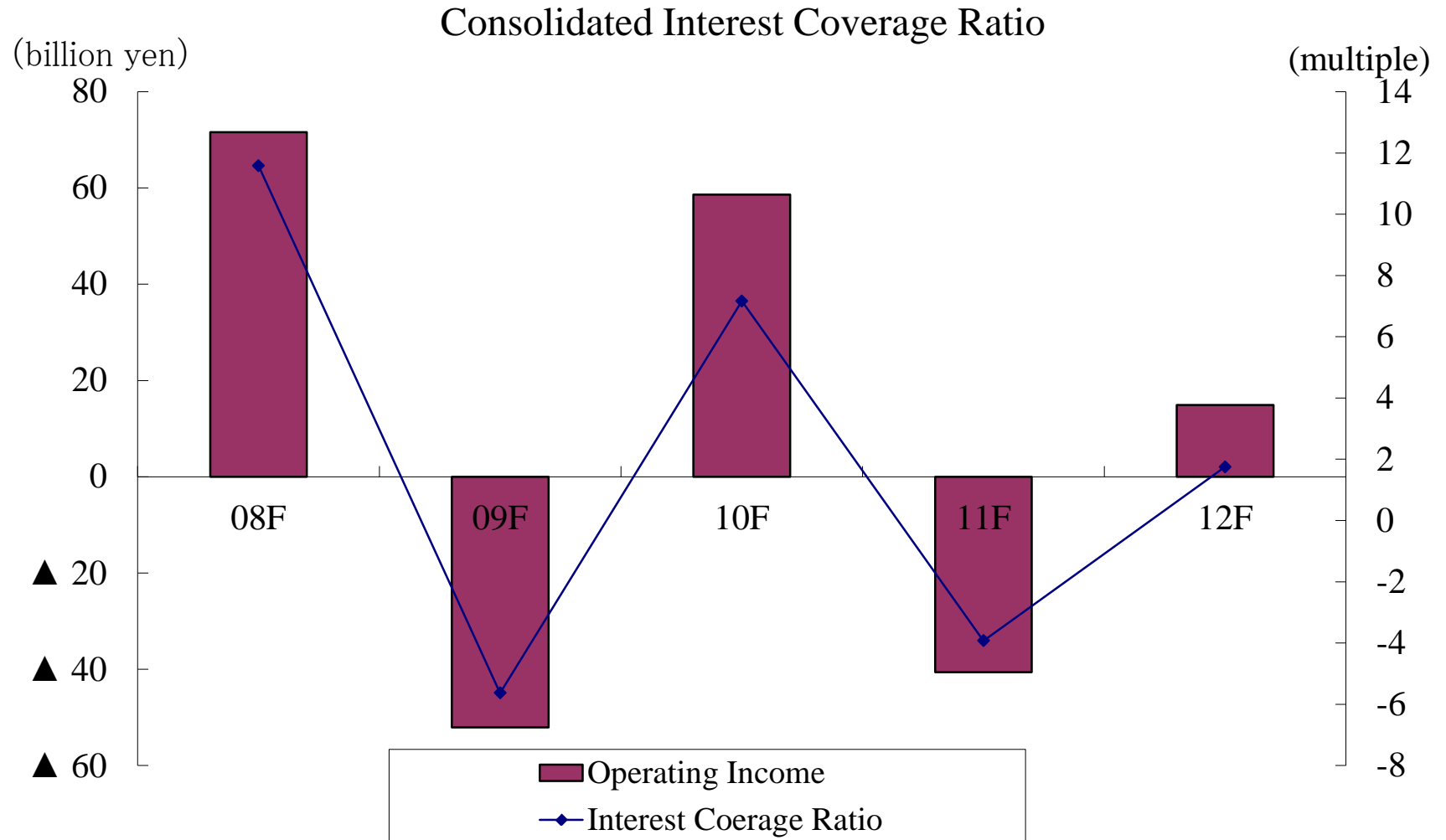
3-5. Consolidated Assets Turnover



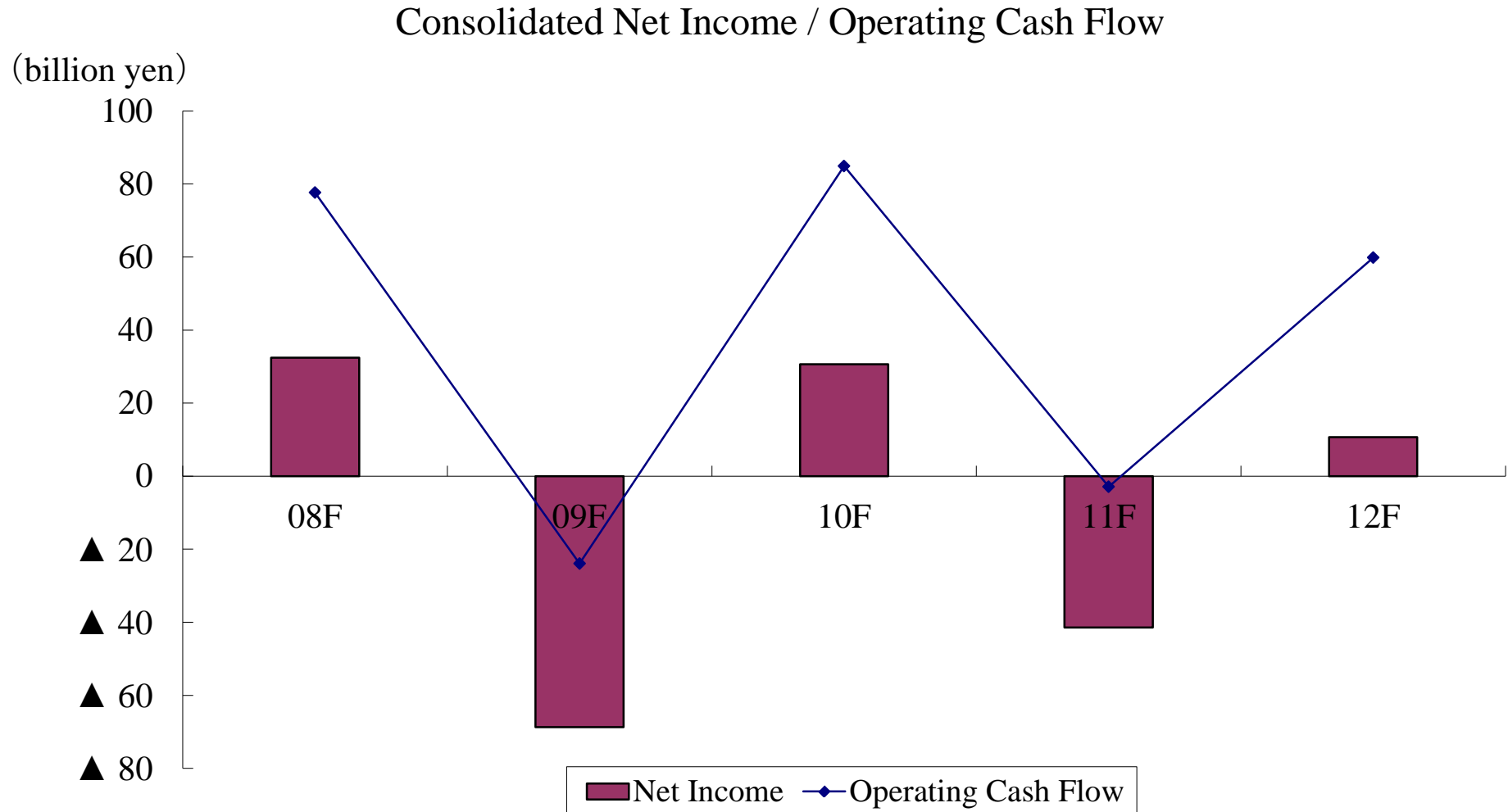
3-6. Consolidated Ordinary Income on Revenues / Ordinary Income on Total Assets



3-7. Consolidated Interest Coverage Ratio



3-8. Consolidated Net Income / Operating Cash Flow



3-9. Consolidated Segment Information

(Unit: million yen)

	08F	09F
Operating Revenues		
Marine Transportation	1,110,475	729,683
Freight Forwarding / Harbor Transportation	108,874	87,918
Others	24,968	20,431
Total	1,244,317	838,033
Operating Income		
Marine Transportation	60,005	▲ 59,060
Freight Forwarding / Harbor Transportation	9,289	4,726
Others	2,234	2,176
Total	71,528	▲ 52,158
Eliminations	76	83
Consolidated	71,604	▲ 52,075

(Unit: million yen)

	10F	11F
Operating Revenues		
Containership Business	444,971	395,460
Bulk Shipping Business	447,111	463,507
Other Business	93,002	113,342
Total	985,084	972,310
Ordinary Income		
Containership Business	29,005	▲ 41,772
Bulk Shipping Business	16,991	▲ 8,628
Other Business	4,739	6,605
Total	50,735	▲ 43,795
Eliminations	▲ 3,385	▲ 5,160
Consolidated	47,350	▲ 48,955

(Unit: million yen)

	12F
Operating Revenues	
Containership Business	552,810
Bulk Shipping Business	502,571
Offshore Energy E&P	35,712
Support & Heavy Lifter	
Other Business	43,678
Total	1,134,771
Ordinary Income	
Containership Business	6,630
Bulk Shipping Business	24,064
Offshore Energy E&P	▲ 2,422
Support & Heavy Lifter	
Other Business	6,566
Total	34,839
Eliminations	▲ 6,250
Consolidated	28,589

* From 2010FY, business segments have been revised.

* From 2012FY, business segments have been revised.

3-10. Non-Consolidated Financial Data

(Unit: million yen)

	08F	09F	10F	11F	12F
Operating Revenues	960,109	631,747	772,321	737,994	834,218
Container	497,388	332,649	419,248	373,938	434,172
Bulk Carrier & Car Carrier	414,964	254,442	305,522	323,664	364,860
Energy Transportation	45,766	42,332	44,825	38,826	34,104
Other Shipping Business	798	956	1,407	371	23
Other Business	1,193	1,368	1,319	1,195	1,059
Operating Income	24,613	▲ 59,462	41,656	▲ 49,375	▲ 7,017
Ordinary Income	20,763	▲ 53,731	41,162	▲ 48,748	13,643
Net Income	799	▲ 56,949	24,620	▲ 37,044	▲ 4,168
Total Assets	498,022	569,028	580,087	557,862	575,488
Total Liabilities	272,517	363,076	376,444	396,753	363,342
Shareholder's Equity	225,505	205,952	203,642	161,109	212,146