

Supplementary Report

- FY2014 -

March 2015

Kawasaki Kisen Kaisha, Ltd.

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

Supplementary Information -1

- Shipping Markets-

1-1. “K” Line Container Loading Volume

| Loading Volume (Unit 1,000TEU) | | 2012FY | | | | | | | 2013FY | | | | | | | 2014FY | | | | | | |
|-----------------------------------|---------|--------|-----|-----|-----|-----|-----|-------|--------|-----|-----|-----|-----|-----|-------|--------|-----|-----|-----|-----|-----|-------|
| | | 1H | | 2H | | | FY | 1H | | 2H | | | FY | 1H | | 2H | | | FY | | | |
| | | 1Q | 2Q | 3Q | 4Q | 1Q | | 2Q | 3Q | 4Q | 1Q | 2Q | | 3Q | 4Q | | | | | | | |
| Asia/America | E/Bound | 184 | 212 | 395 | 199 | 171 | 370 | 766 | 194 | 210 | 405 | 198 | 174 | 372 | 777 | 213 | 230 | 443 | 219 | 196 | 414 | 858 |
| | W/Bound | 106 | 118 | 224 | 114 | 110 | 224 | 449 | 108 | 107 | 215 | 123 | 112 | 235 | 450 | 119 | 107 | 226 | 117 | 104 | 221 | 447 |
| | | 290 | 330 | 620 | 313 | 281 | 594 | 1,214 | 302 | 318 | 620 | 321 | 286 | 607 | 1,227 | 332 | 338 | 669 | 336 | 300 | 636 | 1,305 |
| Asia/Europe | E/Bound | 136 | 130 | 266 | 110 | 104 | 214 | 480 | 121 | 122 | 243 | 111 | 104 | 215 | 458 | 127 | 129 | 256 | 120 | 110 | 230 | 486 |
| | W/Bound | 87 | 90 | 178 | 85 | 74 | 158 | 336 | 81 | 80 | 160 | 80 | 80 | 160 | 320 | 87 | 93 | 180 | 91 | 83 | 174 | 354 |
| | | 223 | 221 | 444 | 195 | 178 | 373 | 817 | 201 | 202 | 403 | 190 | 185 | 375 | 778 | 213 | 222 | 435 | 211 | 193 | 404 | 839 |

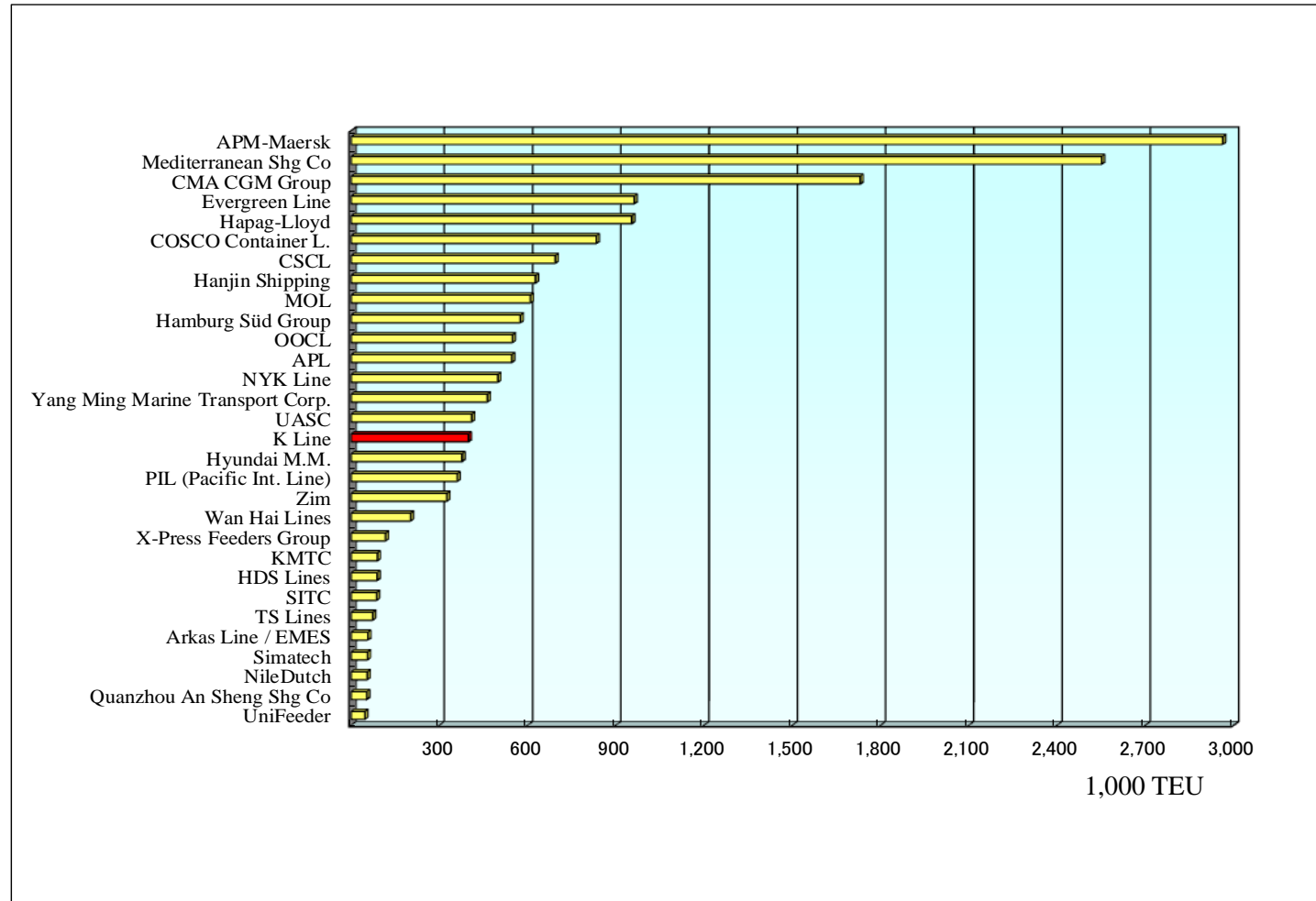
| Load Factor(%) | | 2012FY | | | | | | | 2013FY | | | | | | | 2014FY | | | | | | |
|----------------|---------|--------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|--------|-------|-------|-------|-------|-------|-------|
| | | 1H | | 2H | | | FY | 1 H | | 2H | | | FY | 1 H | | 2H | | | FY | | | |
| | | 1Q | 2Q | 3Q | 4Q | 1Q | | 2Q | 3Q | 4Q | 1Q | 2Q | | 3Q | 4Q | | | | | | | |
| Asia/America | E/Bound | 96.0% | 96.6% | 96.3% | 96.4% | 87.5% | 92.1% | 94.2% | 90.9% | 91.3% | 91.1% | 95.9% | 90.7% | 93.4% | 92.2% | 98.3% | 99.7% | 99.1% | 97.9% | 92.7% | 95.4% | 97.3% |
| | W/Bound | 55.6% | 53.9% | 54.7% | 55.4% | 56.2% | 55.8% | 55.2% | 50.5% | 46.5% | 48.4% | 59.7% | 58.3% | 59.0% | 53.4% | 54.7% | 46.4% | 50.5% | 52.6% | 49.3% | 51.0% | 50.7% |
| | | 75.8% | 75.2% | 75.5% | 75.9% | 71.8% | 73.9% | 74.7% | 70.7% | 68.9% | 69.7% | 77.8% | 74.5% | 76.2% | 72.8% | 76.5% | 73.1% | 74.8% | 75.2% | 71.0% | 73.2% | 74.0% |
| Asia/Europe | E/Bound | 95.1% | 88.0% | 91.5% | 90.2% | 86.4% | 88.3% | 90.1% | 93.7% | 91.4% | 92.5% | 95.8% | 91.4% | 93.6% | 93.0% | 94.6% | 92.5% | 93.5% | 89.1% | 84.8% | 87.0% | 90.3% |
| | W/Bound | 61.3% | 61.0% | 61.1% | 69.5% | 61.0% | 65.3% | 63.0% | 62.5% | 59.6% | 61.0% | 69.1% | 70.3% | 69.7% | 65.1% | 64.7% | 66.7% | 65.7% | 67.2% | 64.4% | 65.8% | 65.8% |
| | | 78.7% | 75.1% | 76.9% | 80.3% | 74.5% | 77.4% | 77.1% | 78.6% | 76.1% | 77.3% | 82.9% | 81.4% | 82.2% | 79.6% | 80.1% | 80.0% | 80.0% | 78.7% | 75.2% | 77.0% | 78.5% |

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

Top 30 Container Carriers ranked by operating capacity as of April 2015

| Rank | Operator | TOTAL TEU |
|------|-------------------------------|----------------|
| 1 | APM-Maersk | 2,962,707 |
| 2 | Mediterranean Shg Co | 2,551,089 |
| 3 | CMA CGM Group | 1,730,442 |
| 4 | Evergreen Line | 962,196 |
| 5 | Hapag-Lloyd | 954,064 |
| 6 | COSCO Container L. | 833,350 |
| 7 | CSCL | 694,127 |
| 8 | Hanjin Shipping | 626,783 |
| 9 | MOL | 609,422 |
| 10 | Hamburg Süd Group | 575,131 |
| 11 | OOCL | 548,302 |
| 12 | APL | 546,100 |
| 13 | NYK Line | 498,808 |
| 14 | Yang Ming Marine Transport Co | 463,329 |
| 15 | UASC | 410,104 |
| 16 | K Line | 398,963 |
| 17 | Hyundai M.M. | 377,060 |
| 18 | PIL (Pacific Int. Line) | 360,546 |
| 19 | Zim | 325,439 |
| 20 | Wan Hai Lines | 202,067 |
| 21 | X-Press Feeders Group | 116,838 |
| 22 | KMTC | 89,418 |
| 23 | HDS Lines | 88,608 |
| 24 | SITC | 86,608 |
| 25 | TS Lines | 73,352 |
| 26 | Arkas Line / EMES | 57,001 |
| 27 | Simatech | 55,817 |
| 28 | NileDutch | 55,118 |
| 29 | Quanzhou An Sheng Shg Co | 53,387 |
| 30 | UniFeeder | 46,760 |

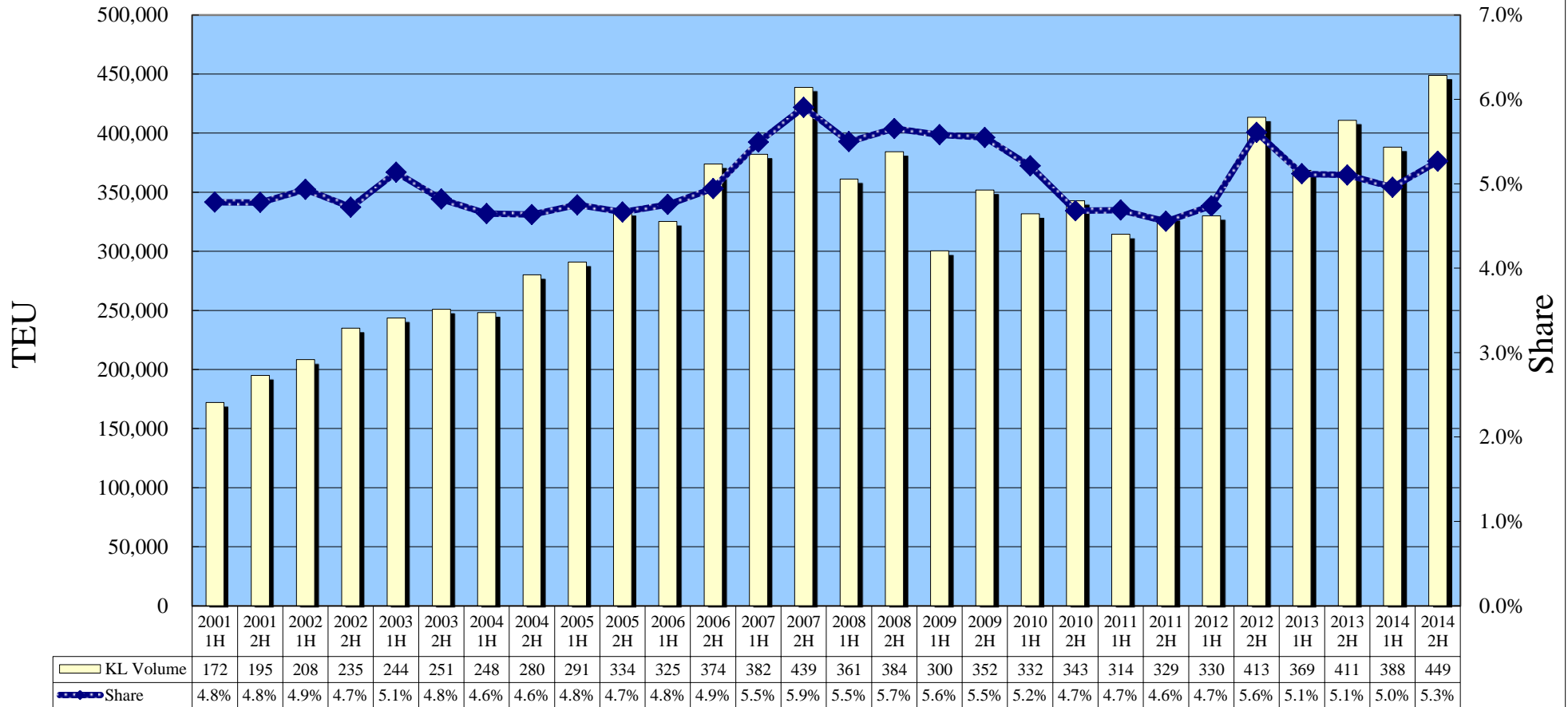
| Rank | Alliance | TEU |
|------|----------------------|------------------|
| 1 | APM-Maersk | 2,962,707 |
| 2 | Mediterranean Shg Co | 2,551,089 |
| 3 | CKYH | 2,322,425 |
| 4 | GA | 2,001,174 |
| 5 | CMA CGM Group | 1,730,442 |
| 6 | TNWA | 1,532,582 |
| 7 | Evergreen Line | 962,196 |
| 8 | CSCL | 694,127 |
| 9 | Hamburg Süd Group | 575,131 |
| 10 | UASC | 410,104 |



Source : Alphaliner (<http://www.alphaliner.com/>)

1-3. "K" Line Container Volume & Share (Asia to North America '01-'14)

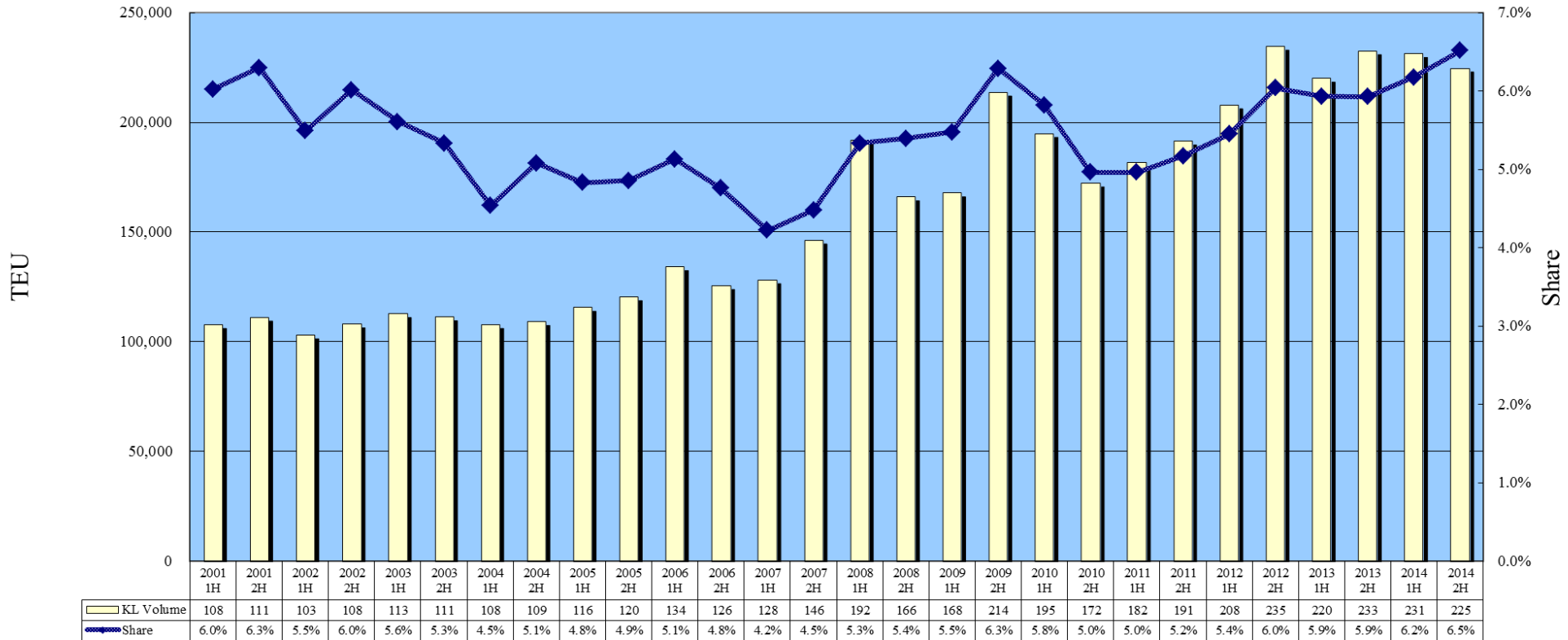
TPS EB KL Results



KL Volume Share

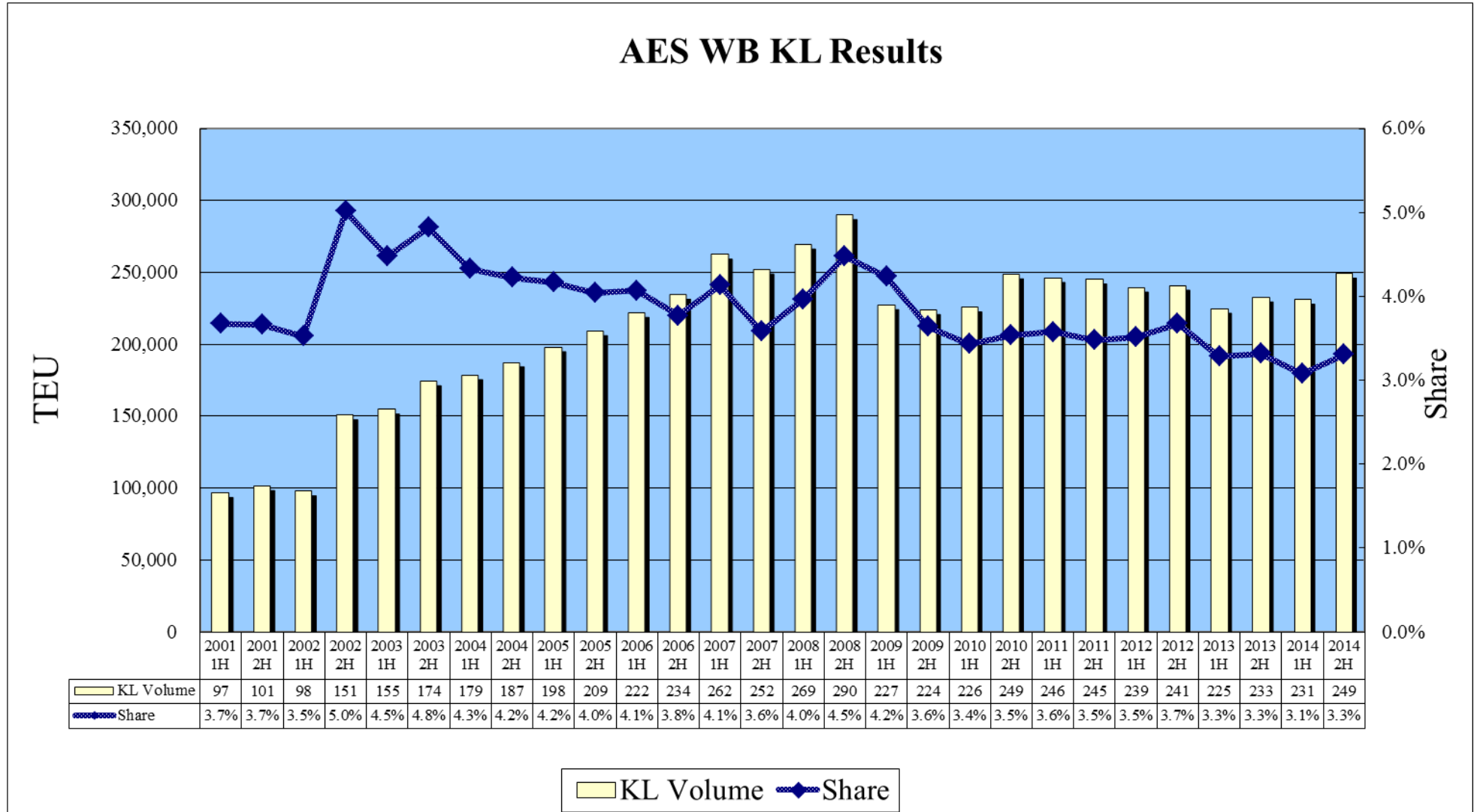
1-4. "K" Line Container Volume & Share (North America to Asia '01-'14)

TPS WB KL Results



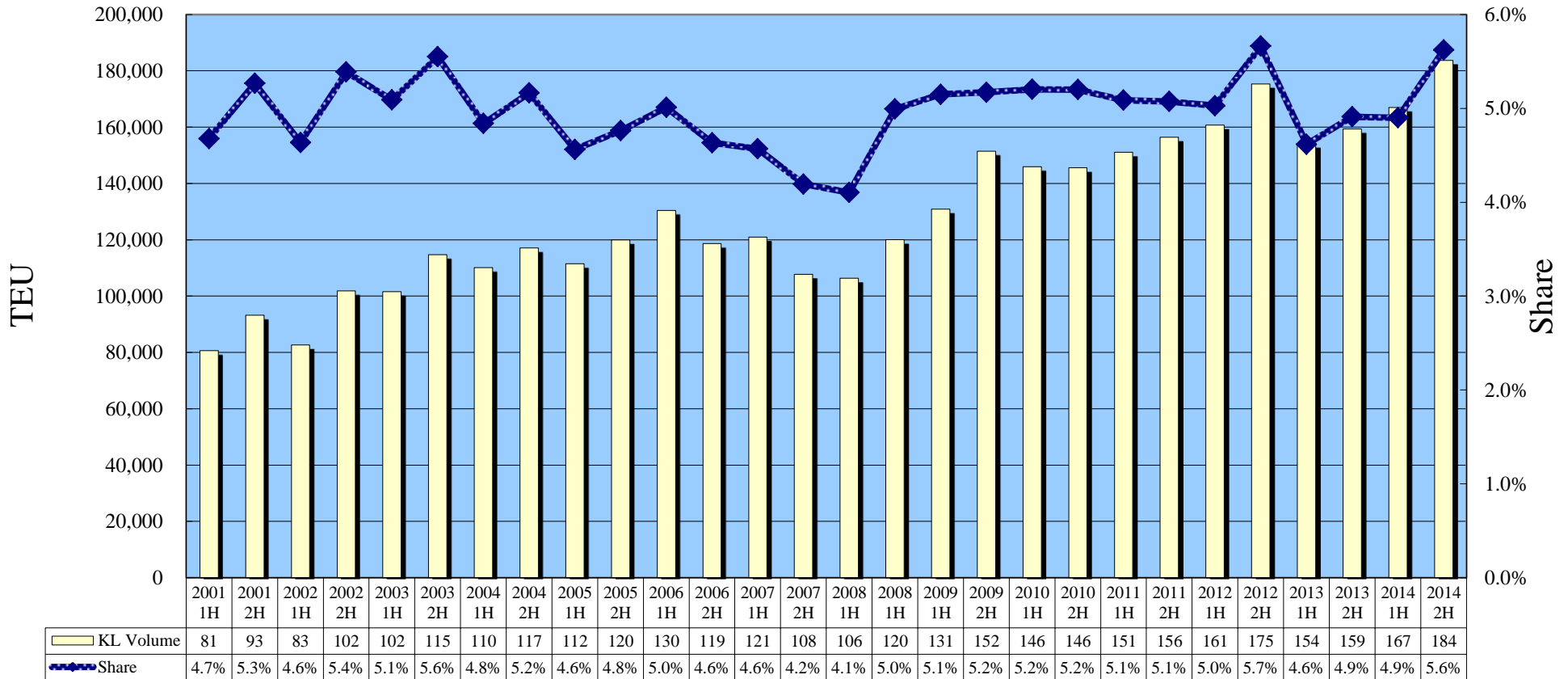
KL Volume Share

1-5. "K" Line Container Volume & Share (Asia (ex.India) to Europe '01-'14,)



1-6. "K" Line Container Volume & Share (Europe to Asia (ex.India) '01-'14)

AES EB KL Results

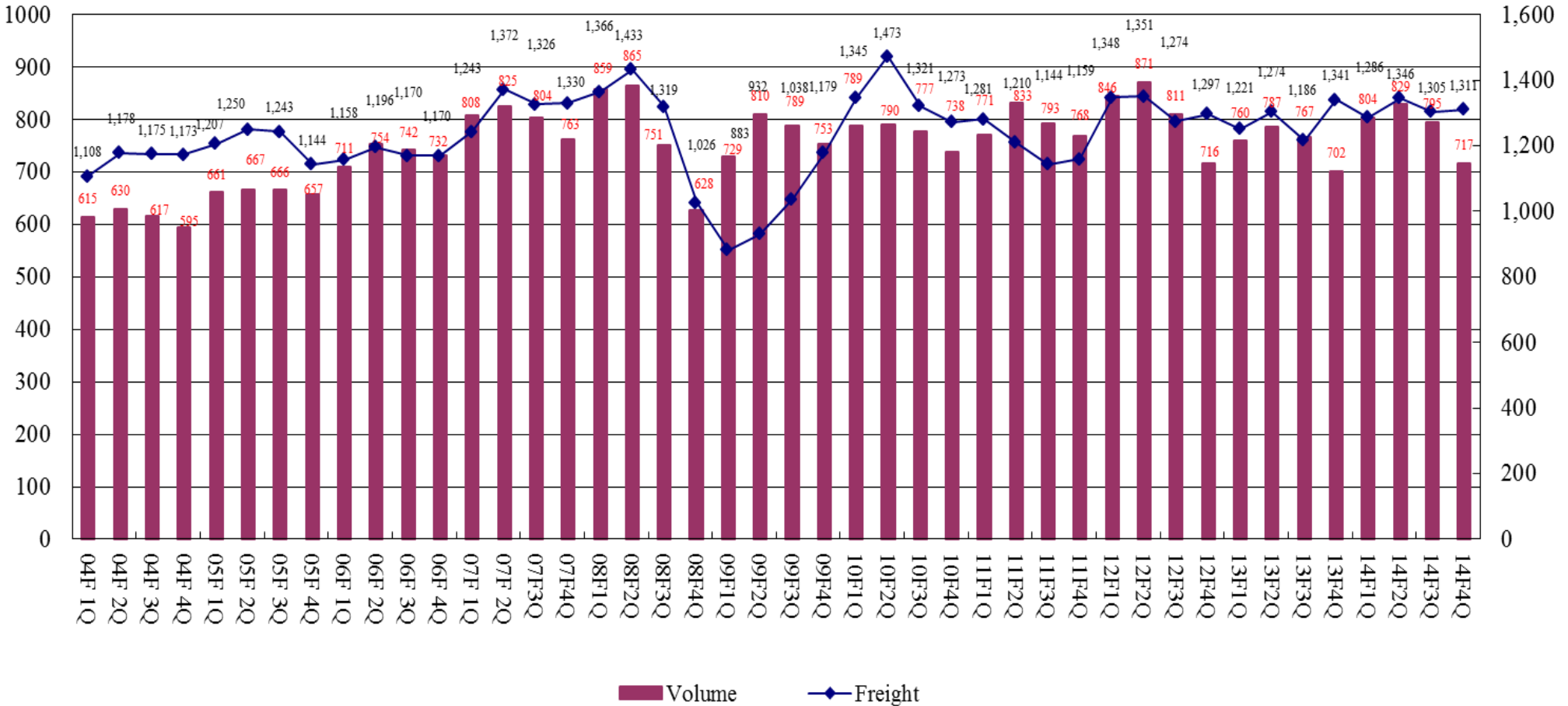


KL Volume
 Share

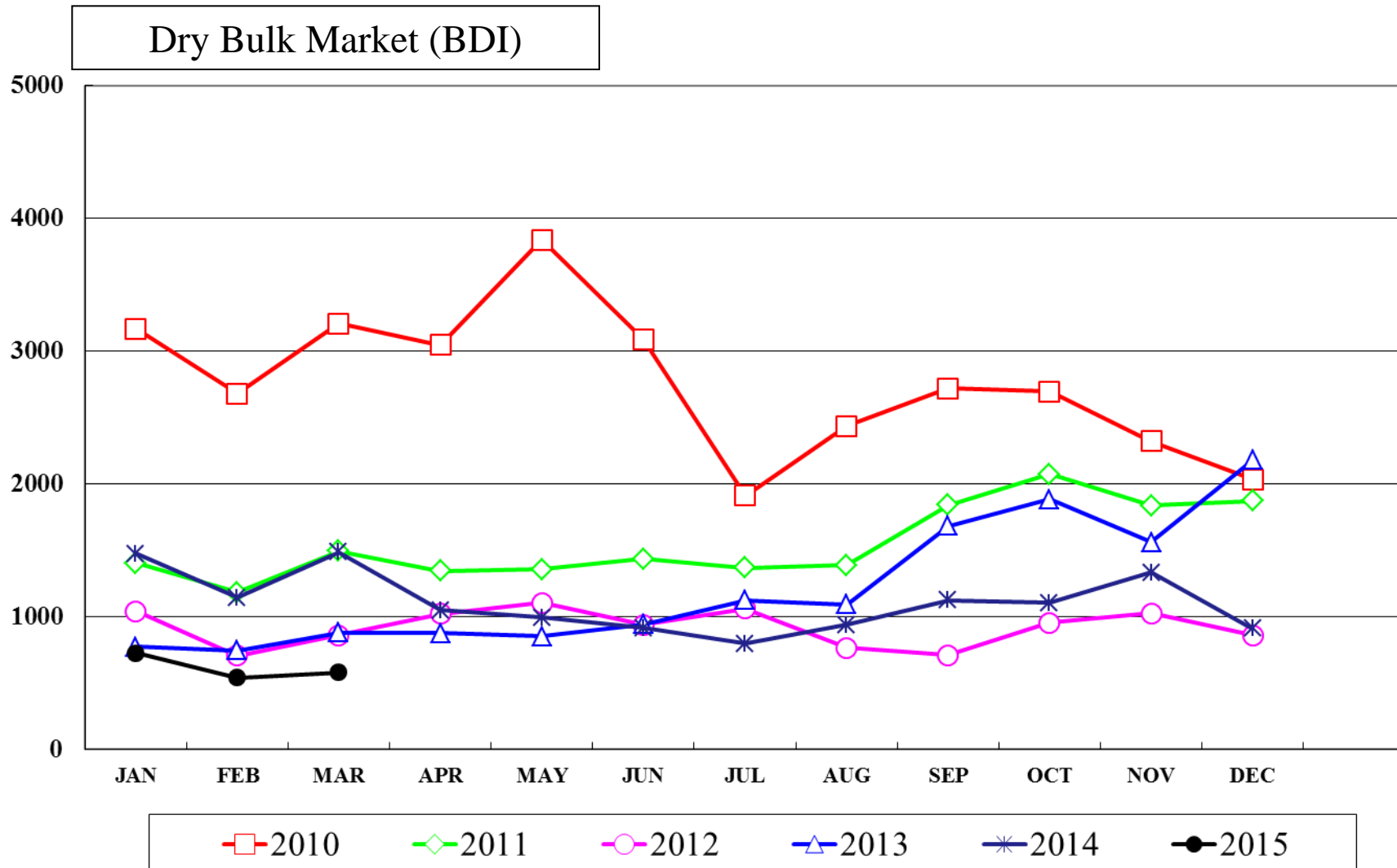
1-7. Trend of Average Container Freight/Volume (“K” Line All Trades) (2004F-2014F)

Volume (1,000TEU)

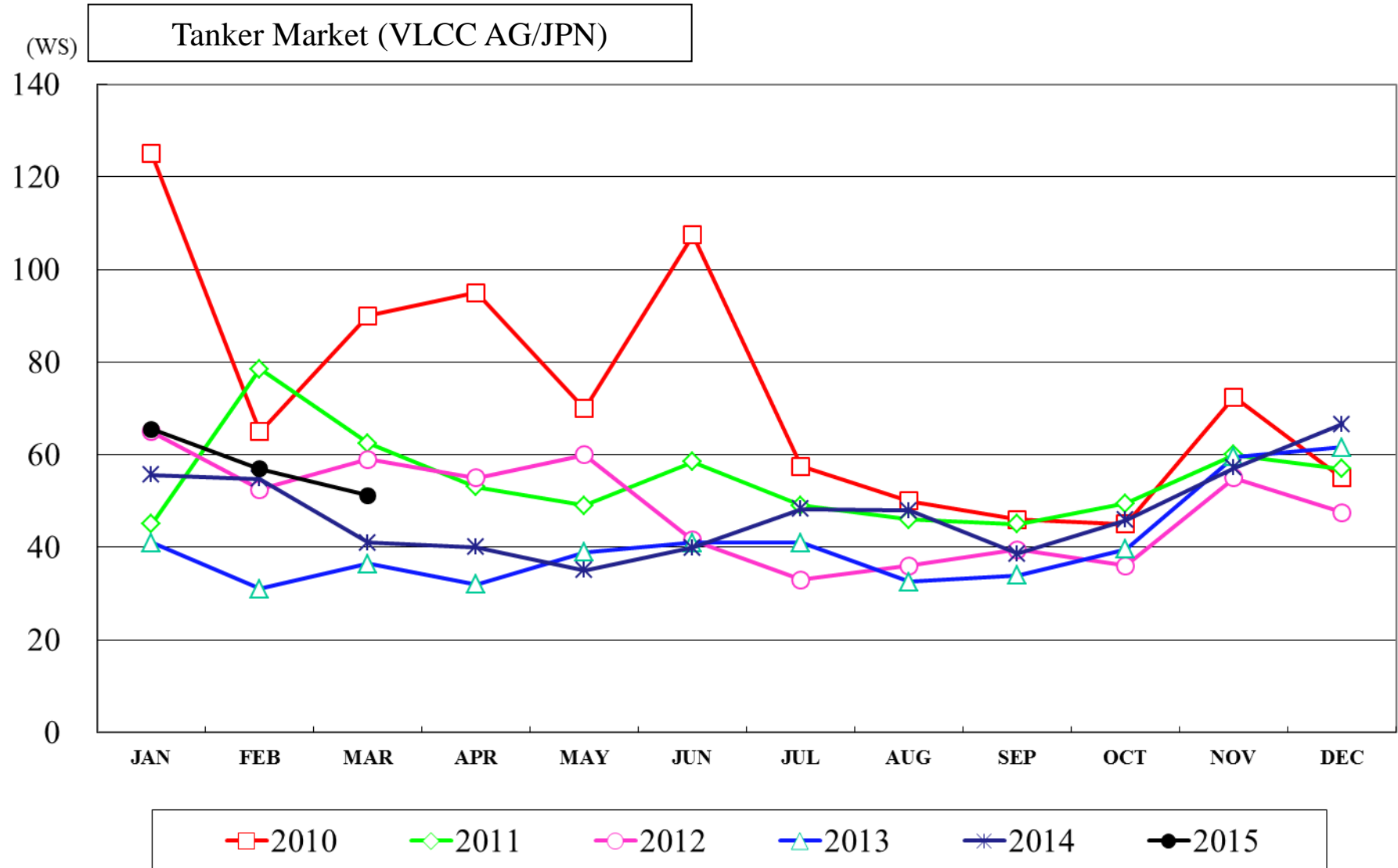
Average Freight(\$)



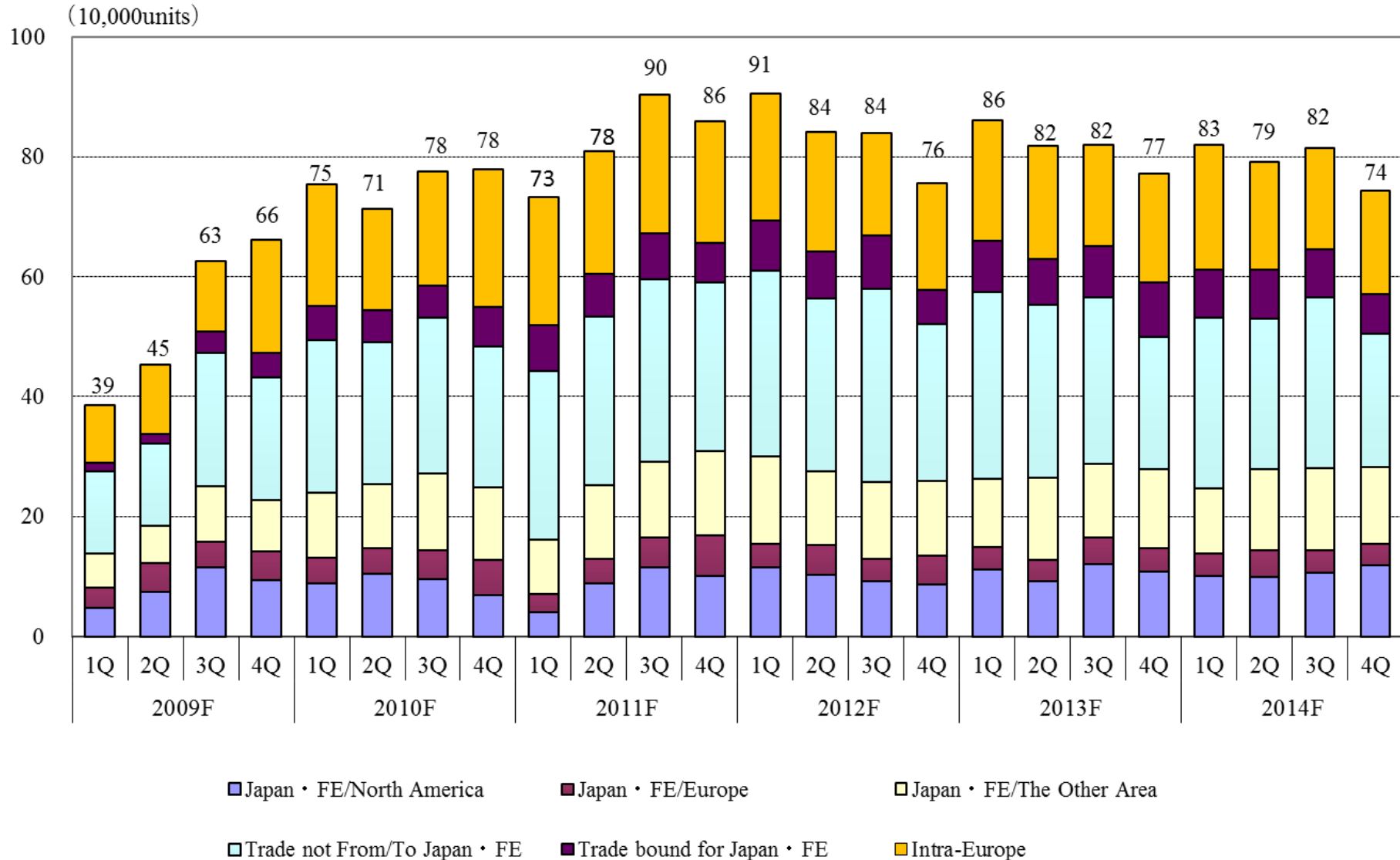
1-8. Dry Bulk Market



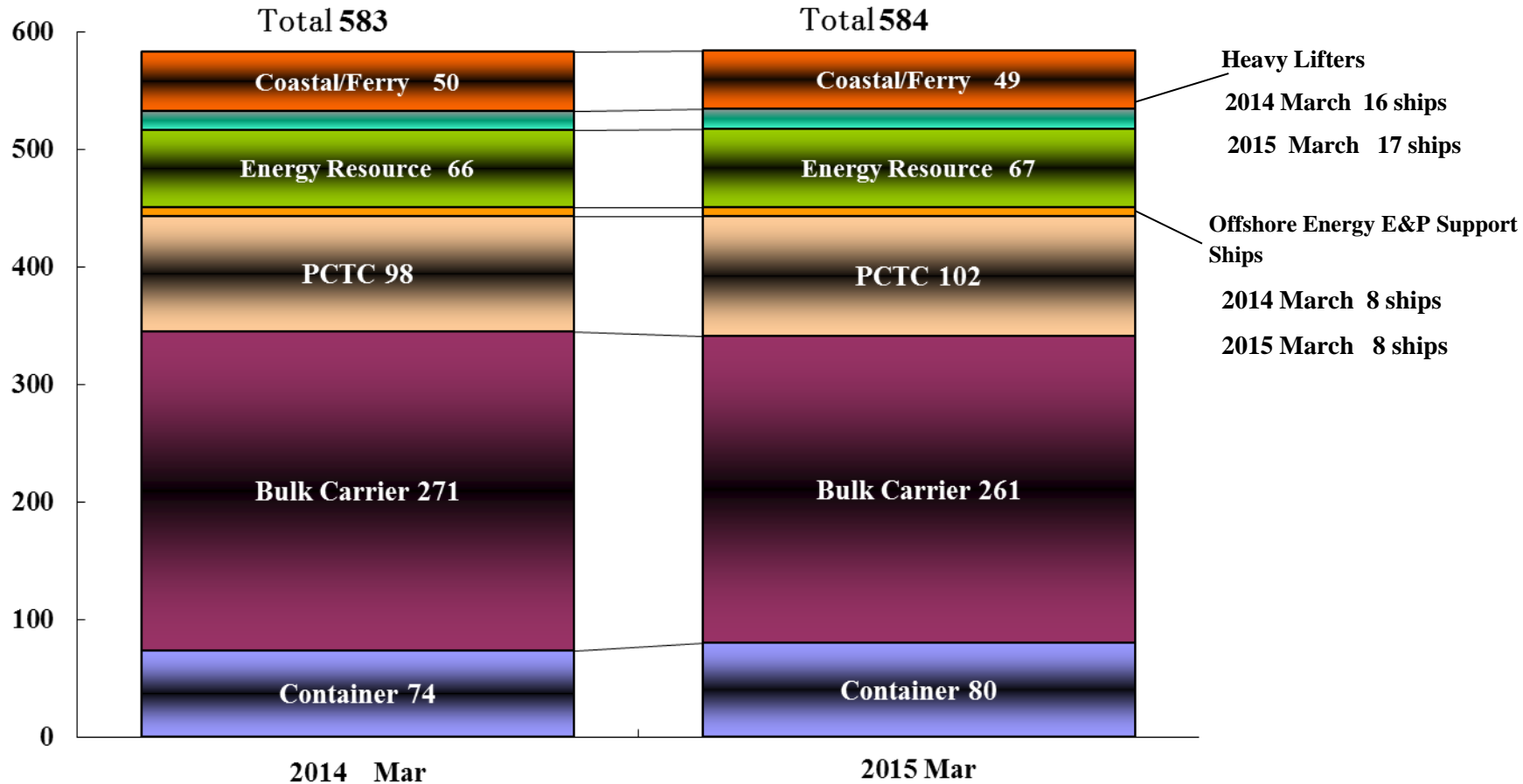
1-9. Tanker Market



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



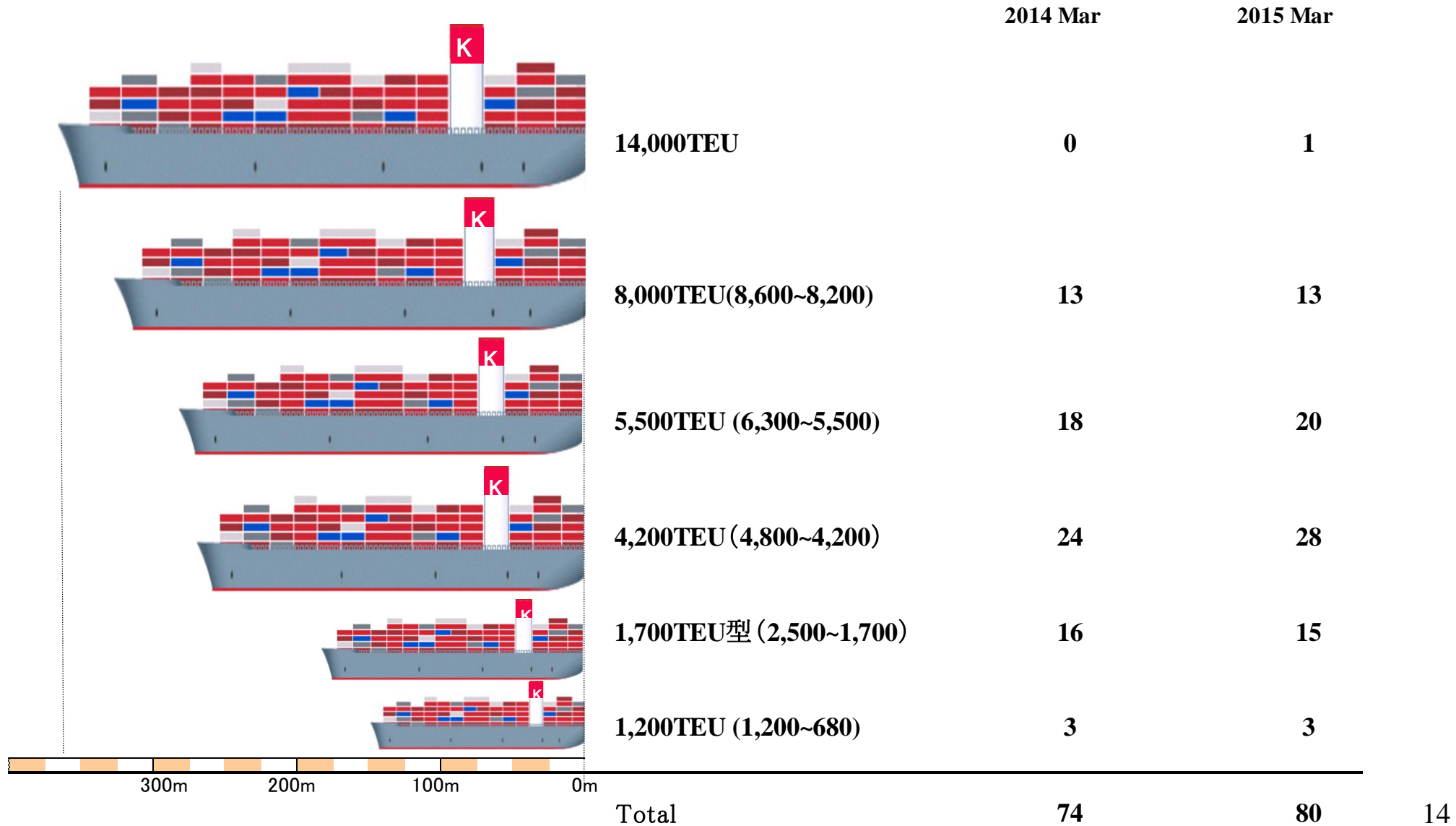
1-11. “K” Line Vessel Fleet Composition



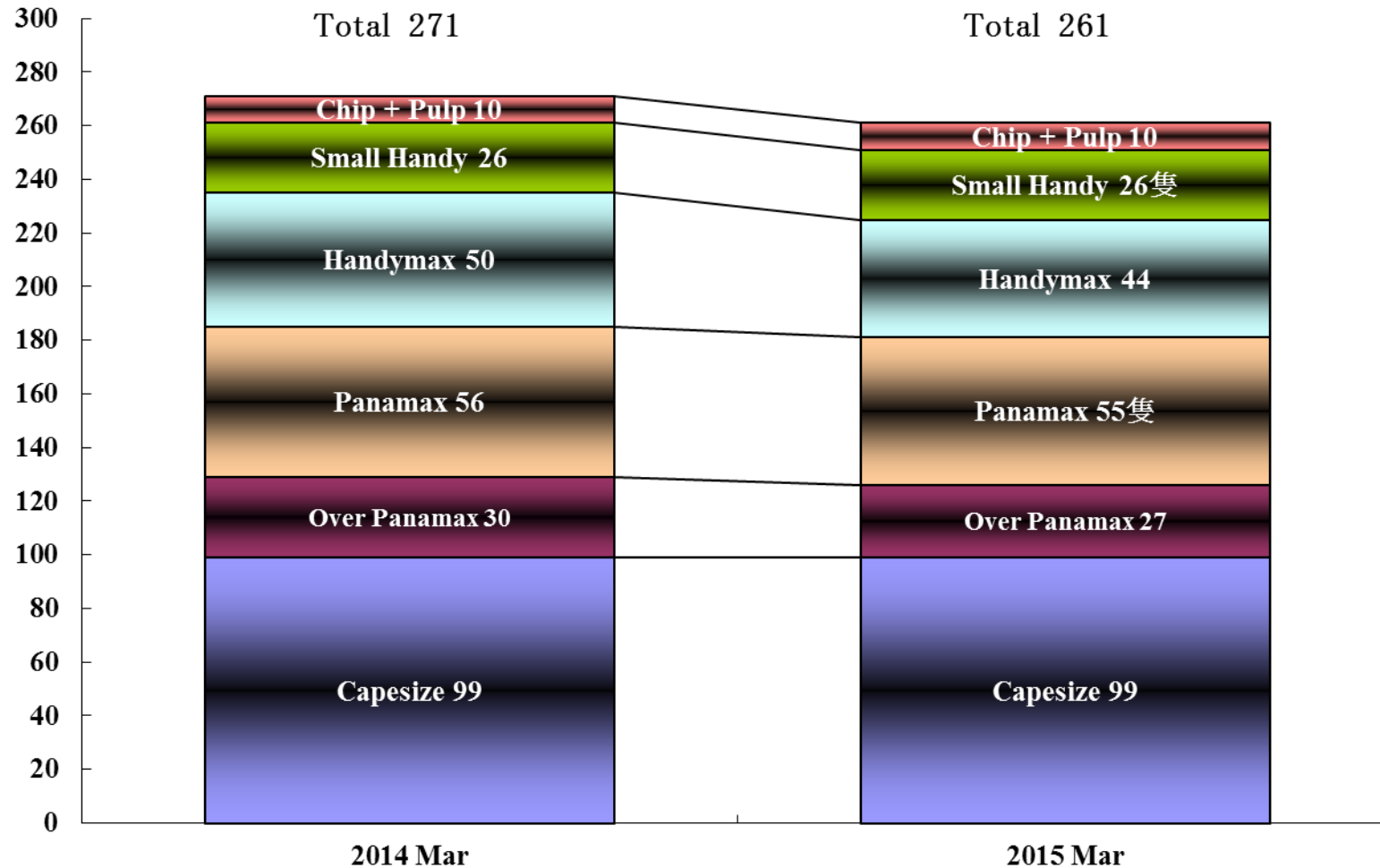
Note: The number of Energy Resource Transportation includes 23 vessels owned by SPC of the projects (23 LNG Carriers).

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

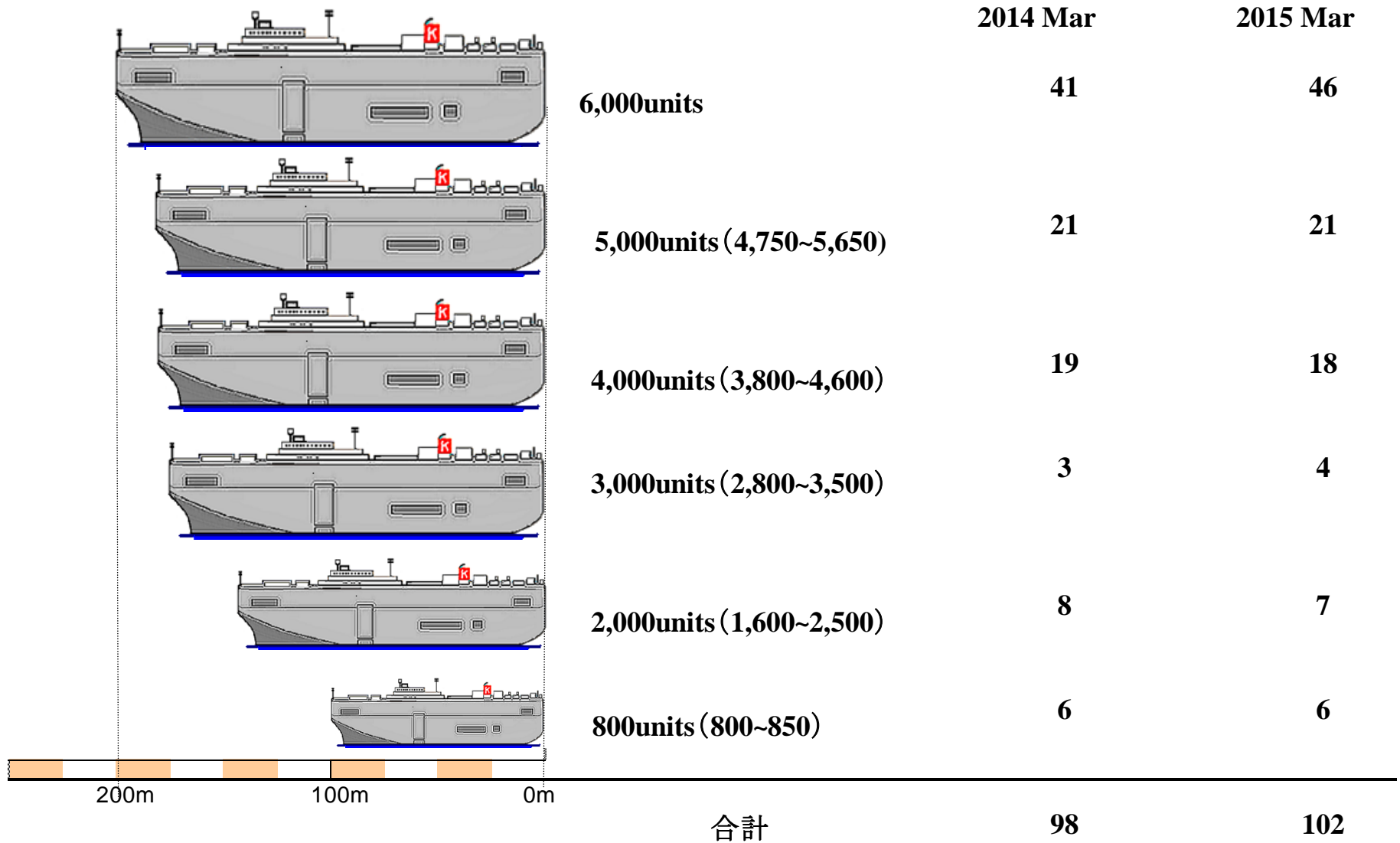
1-12. “K” Line Container Vessel Fleet Composition



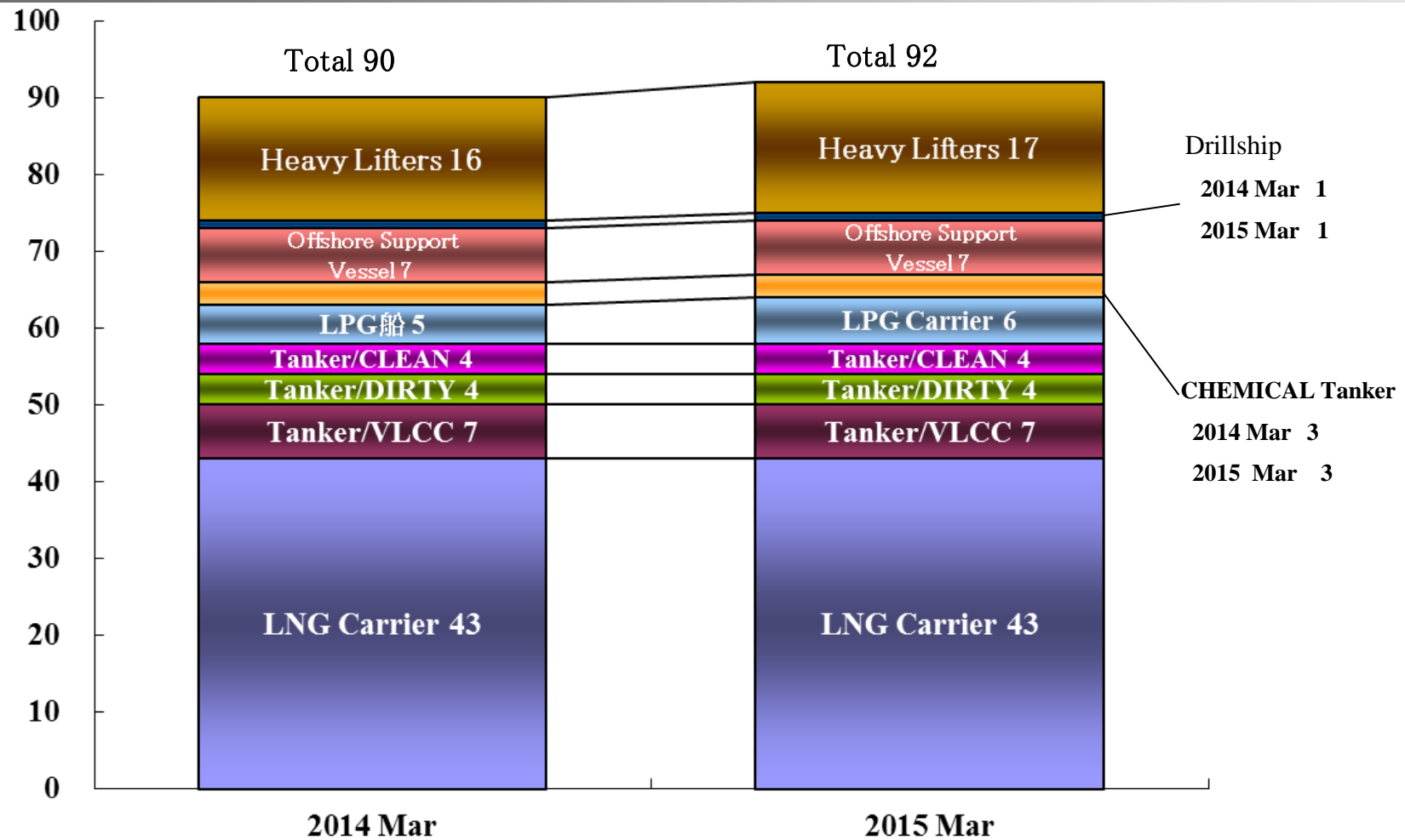
1-13. “K” Line Bulk Carrier Fleet Composition



1-14. “K” Line PCTC Vessel Fleet Composition



1-15. “K” Line Energy Resource Transportation, Offshore Energy E&P Support & Heavy Lifter 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).

1-16. Fleet Upgrading Plan

<Fleet Upgrading Plan>

No. of Newbuildings during FY2014-2017

*Including vessels to be chartered from ship owners upon delivery.

FY2014 : 17 newbuildings were delivered

FY2015 : 22 newbuildings to be delivered

| | 2014F | 2015F | 2016F | 2017F |
|-----------------------|-------------------|-----------------|-----------------|-----------------|
| | Already delivered | To be delivered | To be delivered | To be delivered |
| Containership | 1 | 4 | 0 | 0 |
| 14000TEU | 1 | 4 | | |
| Dry Bulkers | 10 | 11 | 2 | 14 |
| Capesize | 3 | | 1 | 8 |
| Panamax | 4 | 5 | | 1 |
| Handymax | 1 | 3 | | 2 |
| Smallhandy | 1 | 1 | | 1 |
| Chip/Pulp | | | | |
| Corona | 1 | 2 | 1 | 1 |
| PCTC | 1 | 5 | 4 | 2 |
| 6000units | 1 | | | |
| 7500units | | 4 | 4 | 2 |
| LNG | 0 | 1 | 4 | 0 |
| Tanker | 1 | 0 | 0 | 1 |
| LPG | 1 | | | 1 |
| CHEMICAL | | | | |
| Energy New Biz | 0 | 0 | 0 | 0 |
| Offshore | | | | |
| Drillship | | | | |
| Heavy Lifter | 0 | 0 | 0 | 0 |
| Coastal | 4 | * 1 | 1 | 0 |
| Total | 17 | 22 | 11 | 17 |

*Domestic Offshore Ship

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

| Type of Vessel | 2015 Mar | | | | | | 2014 Mar | |
|----------------------------|------------|-------------------|------------|-------------------|------------|-------------------|------------|-------------------|
| | Owned | | Chartered | | Total | | Total | |
| | No. | DWT(MT) | No. | DWT(MT) | No. | DWT(MT) | No. | DWT(MT) |
| Container ships | 9 | 603,246 | 71 | 4,239,400 | 80 | 4,842,646 | 74 | 4,382,638 |
| Dry Bulk Carriers | 70 | 7,878,109 | 191 | 21,669,926 | 261 | 29,548,035 | 271 | 29,741,257 |
| Car Carriers | 35 | 521,979 | 67 | 1,024,818 | 102 | 1,546,797 | 98 | 1,466,049 |
| LNG Carriers | 42 | 3,476,851 | 1 | 77,163 | 43 | 3,554,014 | 43 | 3,554,014 |
| Oil Tankers | 11 | 1,643,407 | 13 | 1,720,368 | 24 | 3,363,775 | 23 | 3,313,946 |
| Offshore Support Vessels | 7 | 32,481 | 0 | 0 | 7 | 32,481 | 7 | 32,481 |
| Drillships | 1 | - | 0 | - | 1 | - | 1 | - |
| Heavy Lifters | 14 | 147,736 | 3 | 39,226 | 17 | 186,962 | 16 | 166,824 |
| Short Sea and Coastalships | 21 | 233,690 | 28 | 363,724 | 49 | 597,414 | 50 | 587,816 |
| Total | 210 | 14,537,499 | 374 | 29,134,625 | 584 | 43,672,124 | 583 | 43,245,025 |

Note: The number of owned vessels includes co-owned vessels,

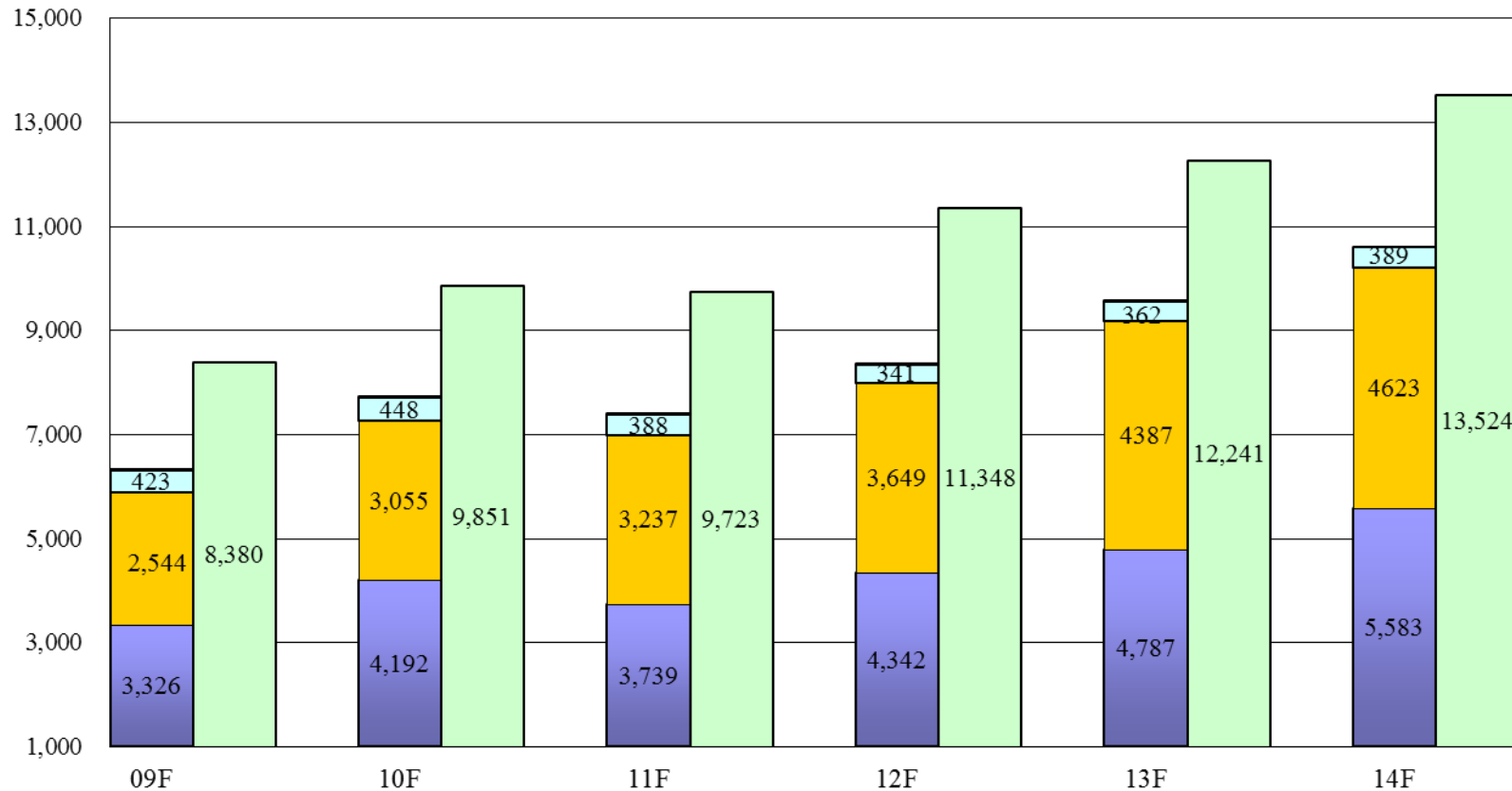
and deadweight tonnage includes share of other companies' ownership in co-owned vessels.

Supplementary Information-2

- Financial Data -

2-1. Transition of Operating Revenues

(billion yen)



■ Container
 ■ Bulk
 Carroer/Car Carrier
 ■ Energy Rransportation
 ■ Others
 ■ Consolidated Total

2-2. Breakdown on Non-Operating, Extra-Ordinary Items (2014FY)

| 1.Non-operating Income/Loss | (Billion yen) | | |
|--|---------------|----------|-------------|
| | 14F1H | 14F2H | Accumulated |
| Consolidated Total | 10 | 0 | 11 |
| Financial Gain/Loss | ▲ 34 | ▲ 27 | ▲ 61 |
| Equith in Earnings of Affiliated Companies | 15 | 7 | 22 |
| Exchange Gain/Loss | 24 | 18 | 42 |
| Others | 5 | 3 | 8 |

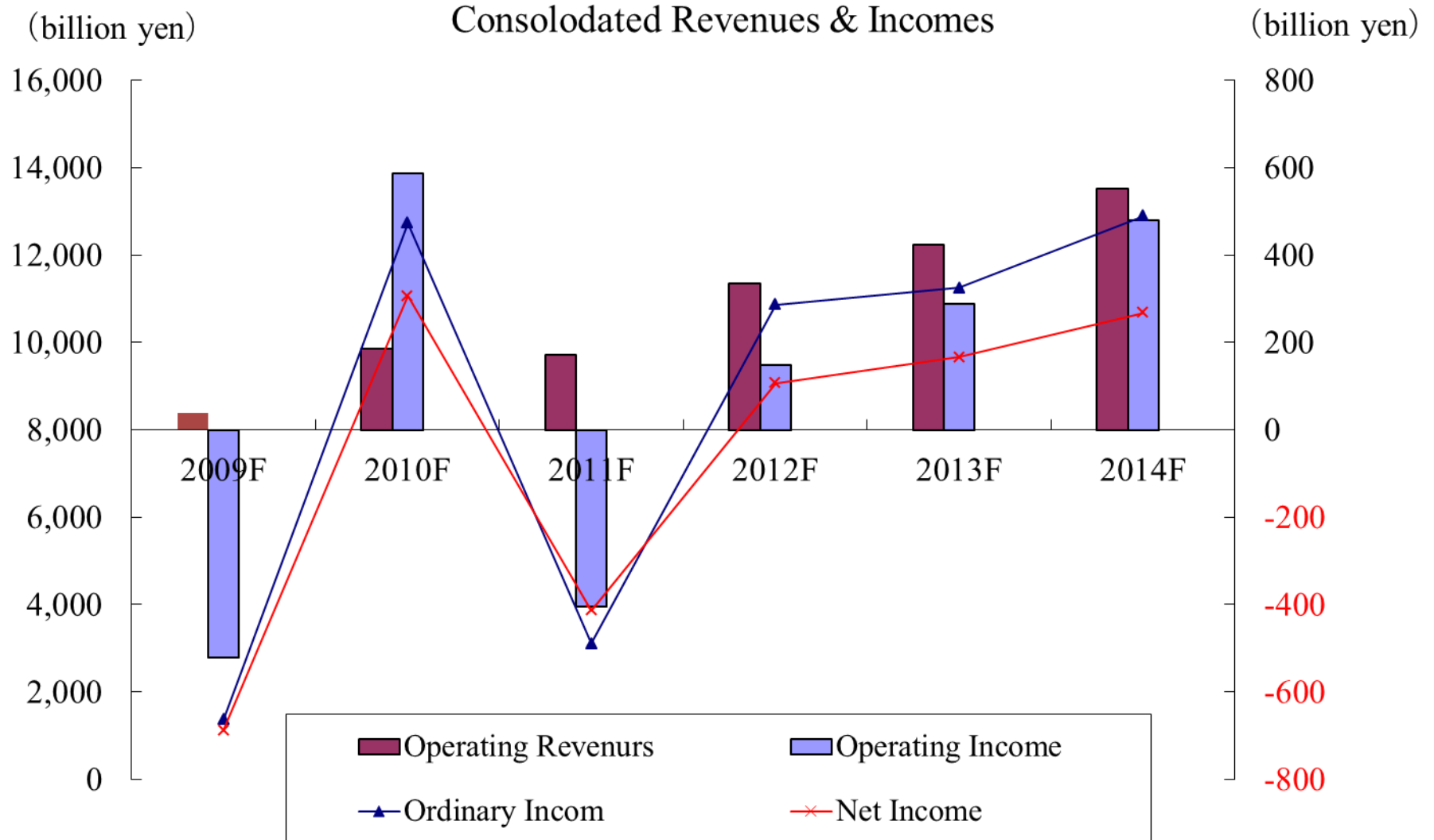
2.Estraordinary Income/Loss

| | | | |
|--|-----------|-------------|------------|
| Consolidated Total | 70 | ▲ 74 | ▲ 3 |
| Sale and Disposal of Fixed Assets | 25 | 54 | 79 |
| Gain/Loss in Revaluation of Investment Securitie | 0 | 77 | 77 |
| Loss provision related to the Anti-Monopoly Act | ▲ 70 | 0 | ▲ 70 |
| Others | 116 | ▲ 205 | ▲ 89 |

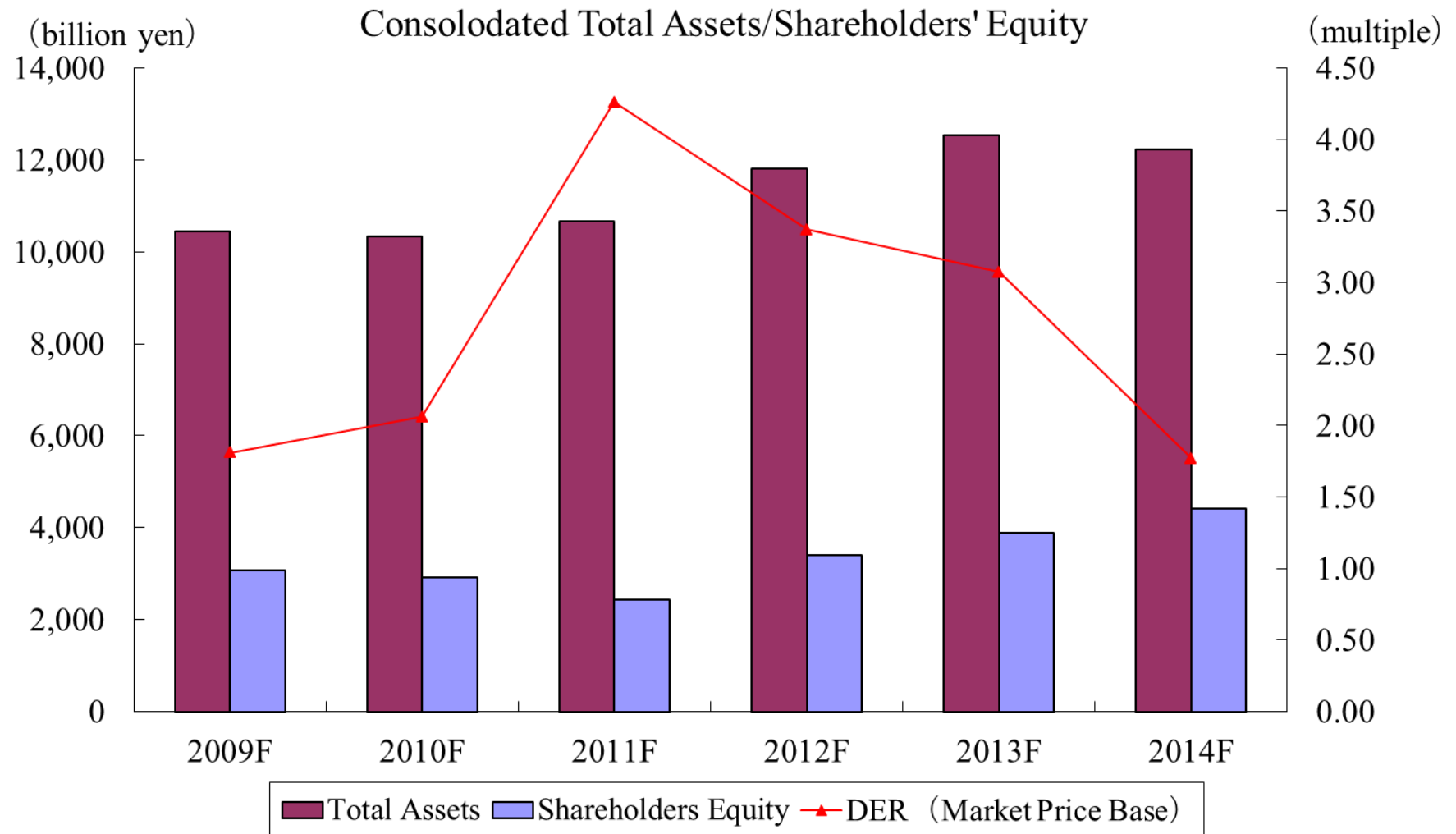
Supplemental Information -3

Historical Data - For 5 Years -

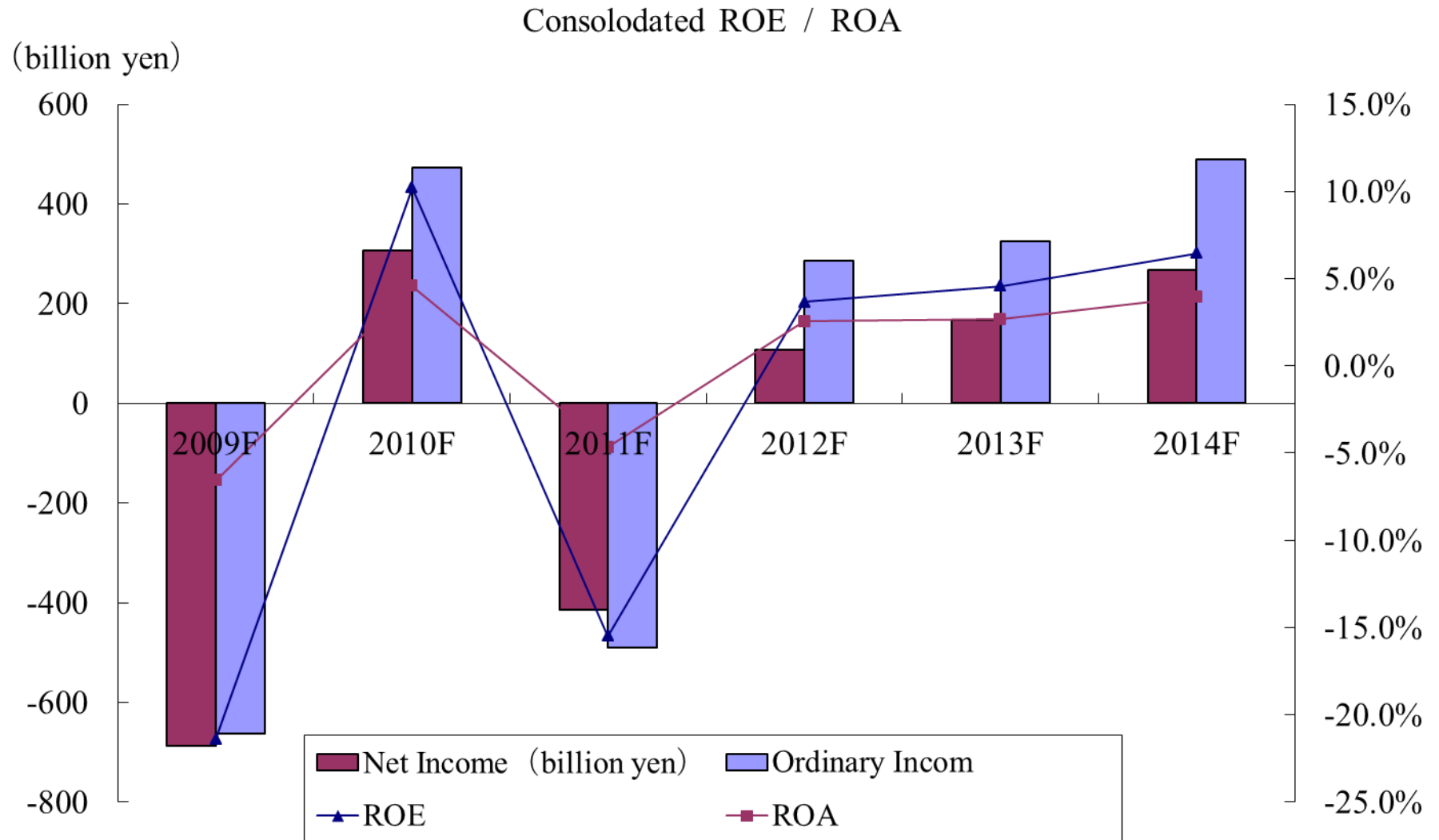
3-1. Consolidated Revenues & Incomes



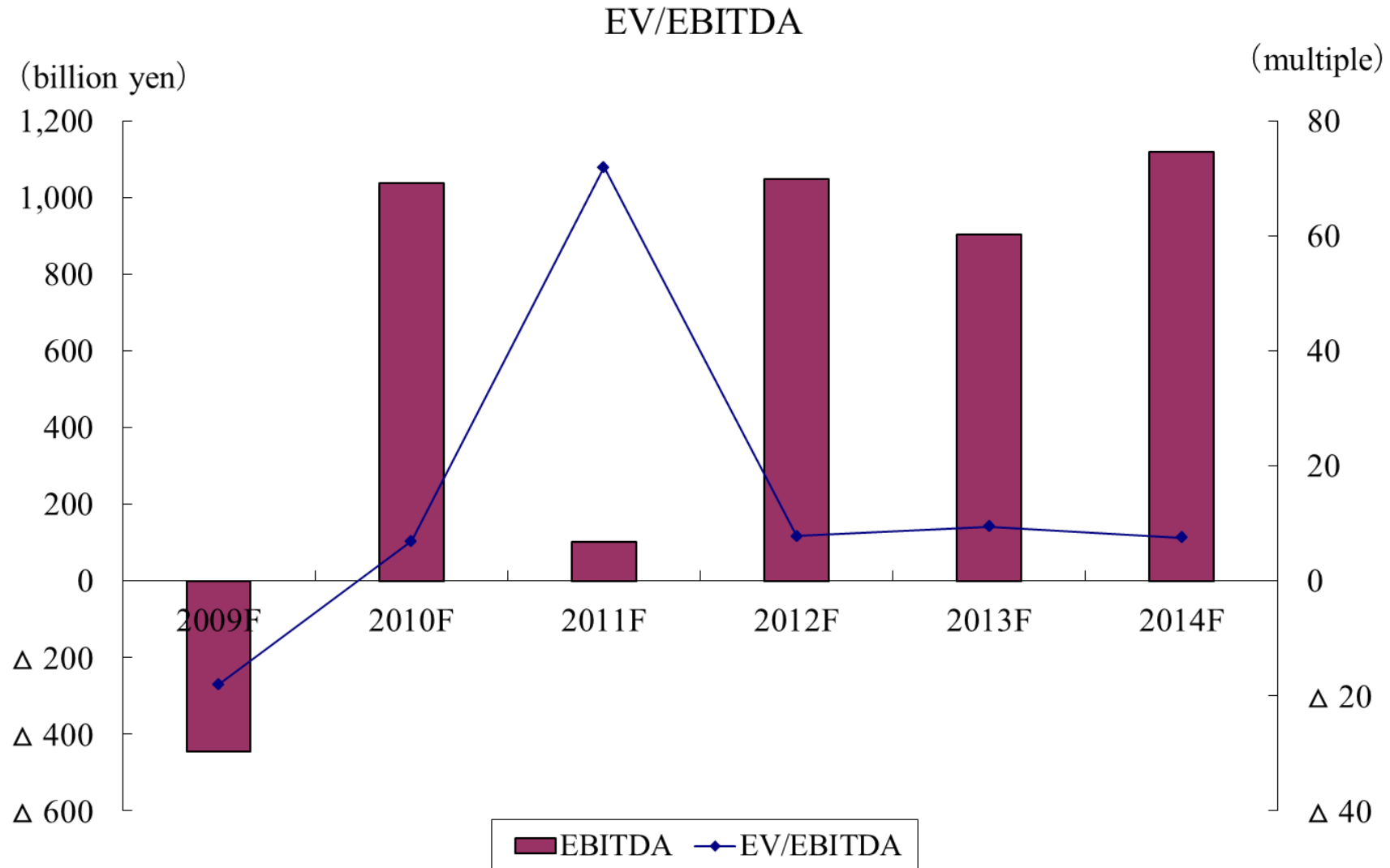
3-2. Consolidated Total Assets/Shareholders' Equity



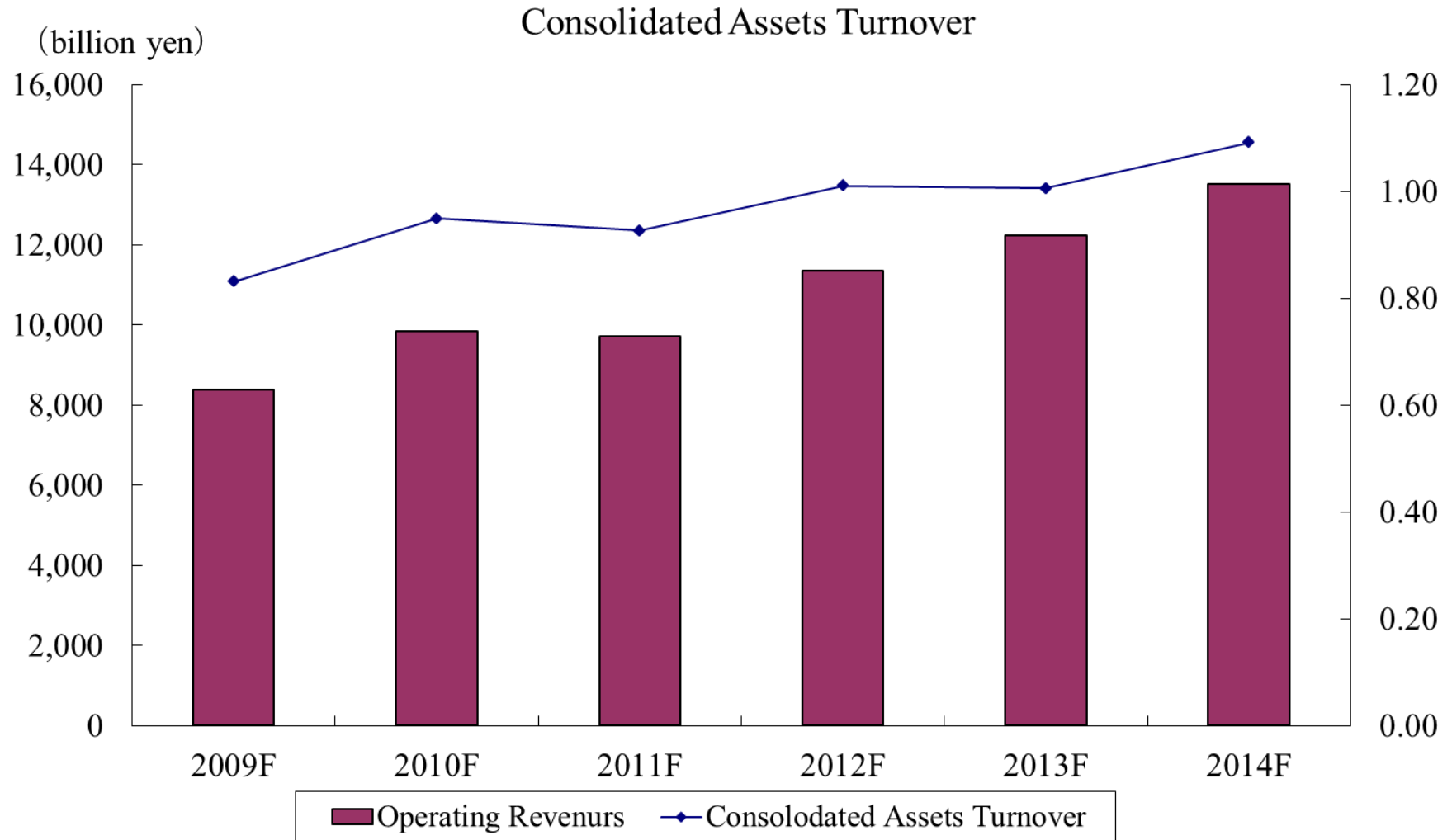
3-3. Consolidated ROE / ROA



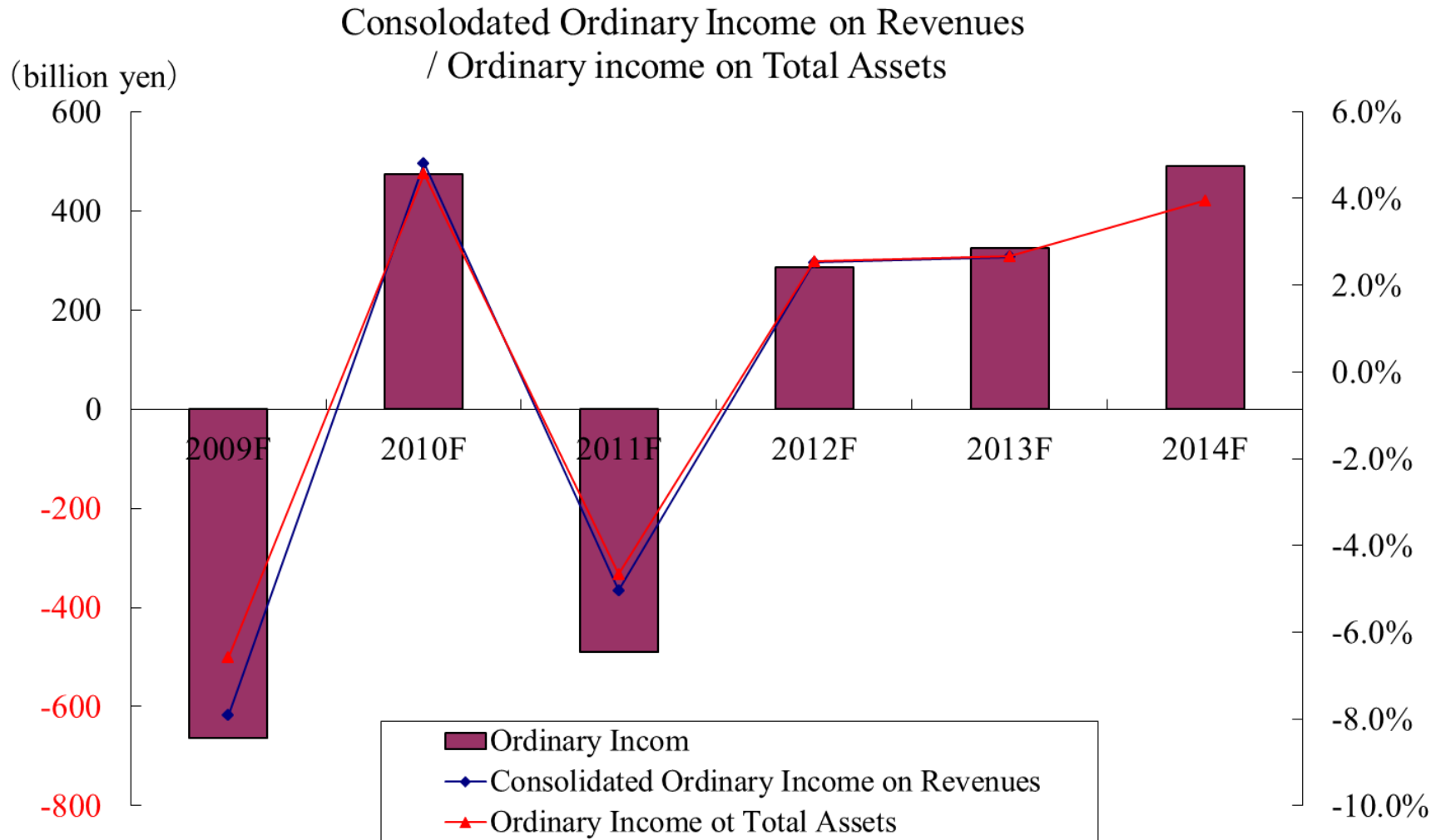
3-4. Consolidated EV/EBITDA



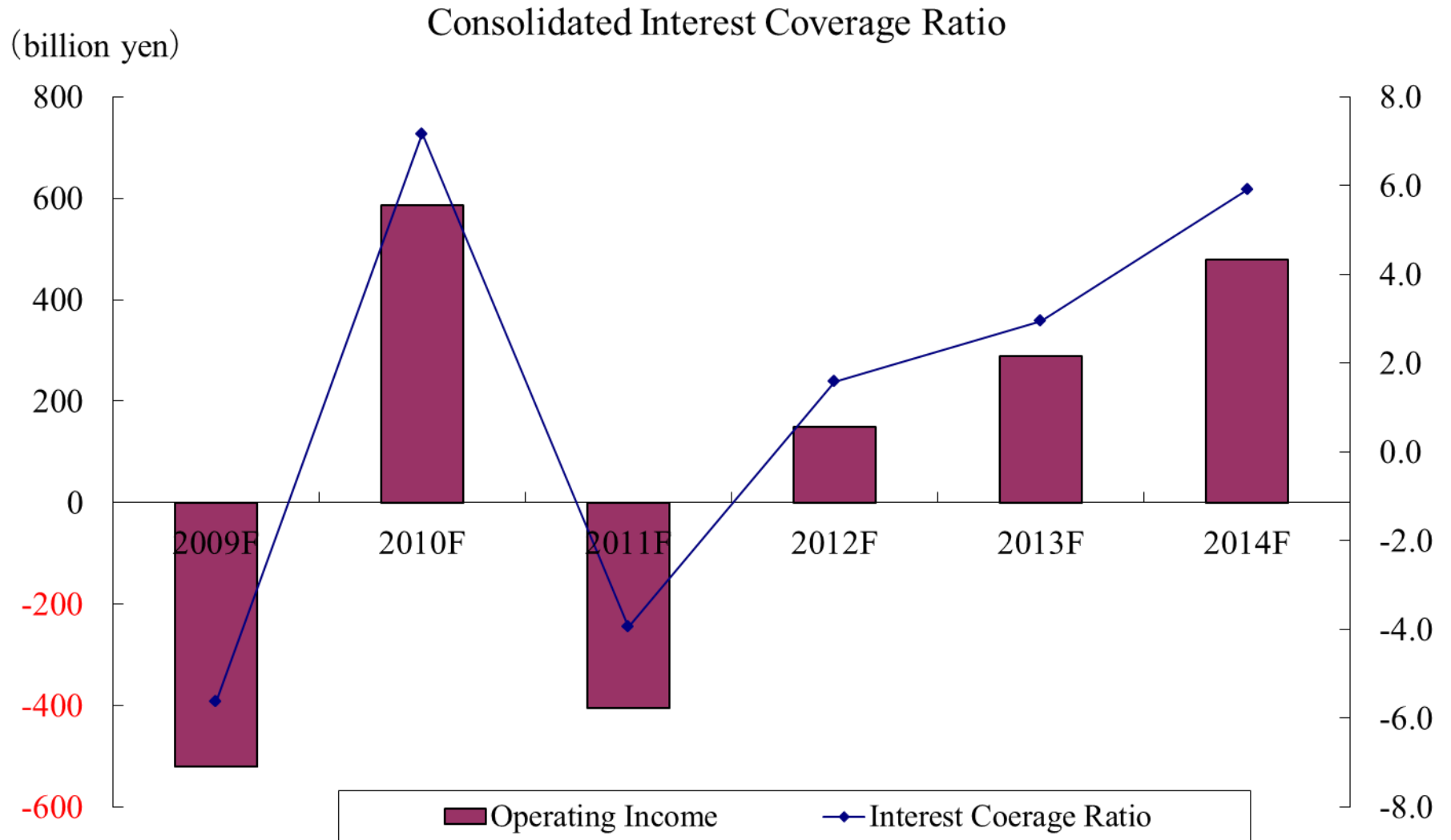
3-5. Consolidated Assets Turnover



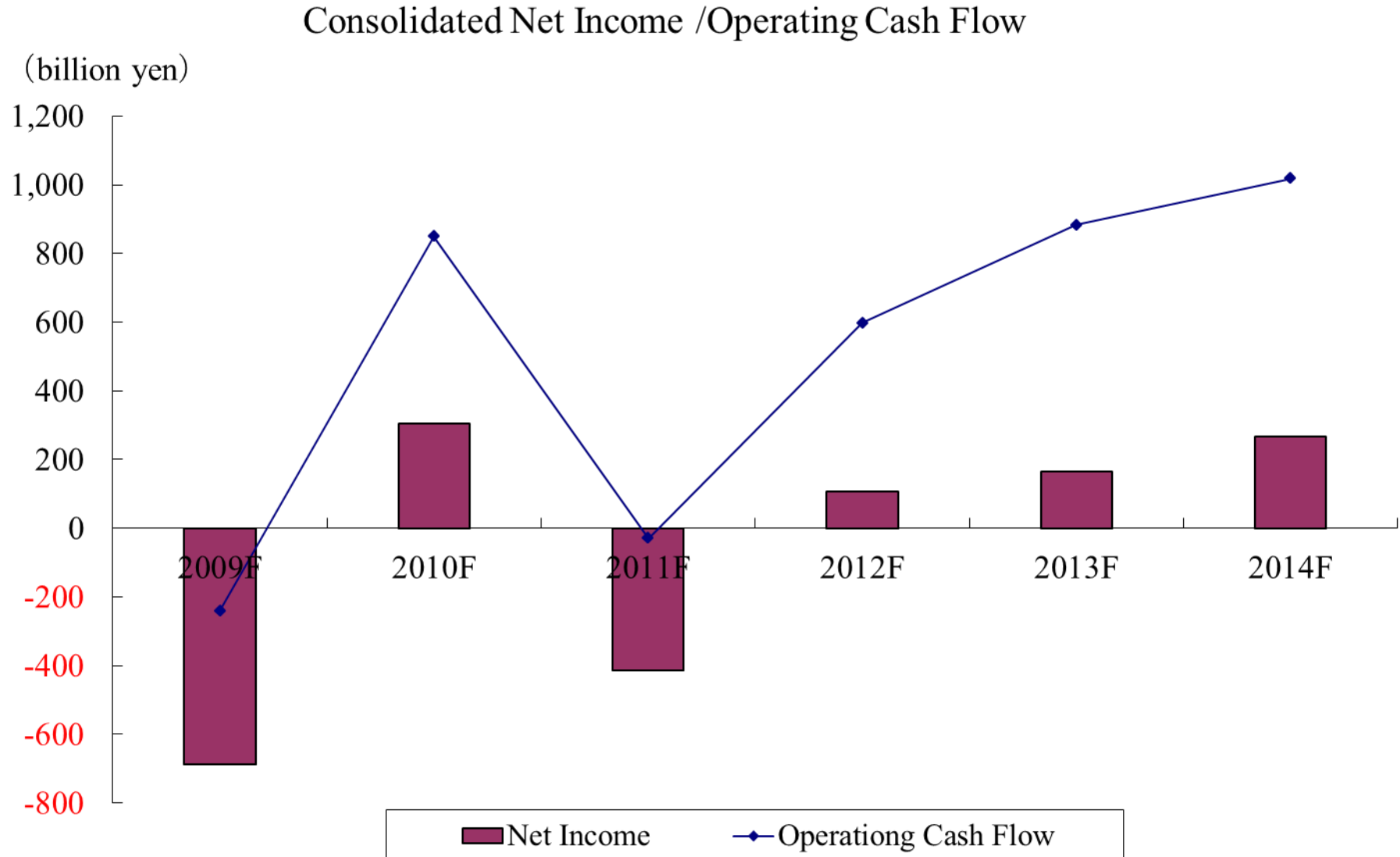
3-6. Consolidated Ordinary Income on Revenues / Ordinary Income on Total Assets



3-7. Consolidated Interest Coverage Ratio



3-8. Consolidated Net Income / Operating Cash Flow



3-9. Consolidated Segment Information

(Unit: million yen)

| | 09F |
|---|---------|
| Operating Revenue | |
| Marine Transportation | 729,683 |
| Freight Forwarding / Harbor Transportation | 87,918 |
| Others | 20,431 |
| Total | 838,033 |
| Operating Income | |
| Marine Transportation | -59,060 |
| Freight Forwarding / Harbor Transportation | 4,726 |
| Others | 2,176 |
| Total | -52,158 |
| Eliminations | 83 |
| Consolidated | -52,075 |

(Unit: million yen)

| | 12F | 13F | 14F |
|--|-----------|-----------|-----------|
| Operating Revenues | | | |
| Containership Business | 552,810 | 582,398 | 677,428 |
| Bulk Shipping Business | 502,571 | 572,686 | 600,687 |
| Other Energy E&P Support & Heavy Lifter | 35,712 | 32,818 | 35,317 |
| Other Business | 43,678 | 36,224 | 38,988 |
| Total | 1,134,771 | 1,224,126 | 1,352,421 |
| Ordinary Income | | | |
| Containership Business | 6,630 | -142 | 20,623 |
| Bulk Shipping Business | 24,064 | 41,261 | 36,501 |
| Other Energy E&P Support & Heavy Lifter | -2,422 | -4,503 | -5,670 |
| Other Business | 6,566 | 2,635 | 3,024 |
| Total | 34,839 | 39,252 | 54,477 |
| Eliminations | -6,250 | -6,797 | -5,497 |
| Consolidated | 28,589 | 32,455 | 48,981 |

(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 |

* From 2010FY, business segments have been revised.

* From 2012FY, business segments have been revised.

3-10. Non-Consolidated Financial Data

(Unit: million yen)

| | 09F | 10F | 11F | 12F | 13F | 14F |
|----------------------------|---------|---------|---------|---------|---------|-----------|
| Operating Revenues | 631,747 | 772,321 | 737,994 | 834,217 | 954,427 | 1,060,231 |
| Container | 332,649 | 419,248 | 373,938 | 434,172 | 478,657 | 558,325 |
| Bulk Carrier & Car Carrier | 254,442 | 305,522 | 323,664 | 364,860 | 438,720 | 462,329 |
| Energy Transportaion | 42,332 | 44,825 | 38,826 | 34,104 | 36,187 | 38,900 |
| Other Shipping Bussiness | 956 | 1,407 | 371 | 23 | 11 | 0 |
| Othe Bussiness | 1,368 | 1,319 | 1,195 | 1,059 | 850 | 677 |
| Operating Income | -59,462 | 41,656 | -49,375 | -7,017 | 7,413 | 17,015 |
| Ordinary Income | -53,731 | 41,162 | -48,748 | 13,643 | 18,234 | 48,491 |
| Net Income | -56,949 | 24,620 | -37,044 | -4,168 | 11,353 | 39,029 |
| Total Assets | 569,028 | 580,087 | 557,862 | 575,488 | 663,658 | 656,312 |
| Total Liabilities | 363,076 | 376,444 | 396,753 | 363,341 | 426,745 | 378,269 |
| Shareholder's Equity | 205,952 | 203,642 | 161,109 | 207,778 | 213,778 | 246,020 |