

Supplementary Report

- 3rd Quarter FY2014 -

January 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)		2012							2013							2014			
		1H			2H			FY	1H			2H			FY	1H		2H	
		1Q	2Q	12F 1H	3Q	4Q	12F 2H		12 FY	1Q	2Q	13F 1H	3Q	4Q		13F 2H	13 FY		1Q
Asia/N.America	E/Bound	184	212	395	199	171	370	766	194	210	405	198	174	372	777	213	230	443	219
	W/Bound	106	118	224	114	110	224	449	108	107	215	123	112	235	450	119	107	226	117
		290	330	620	313	281	594	1,214	302	318	620	321	286	607	1,227	332	338	669	336
Asia/Europe	W/Bound	136	130	266	110	104	214	480	121	122	243	111	104	215	458	127	129	256	120
	E/Bound	87	90	178	85	74	158	336	81	80	160	80	80	160	320	87	93	180	91
		223	221	444	195	178	373	817	201	202	403	190	185	375	778	213	222	435	211

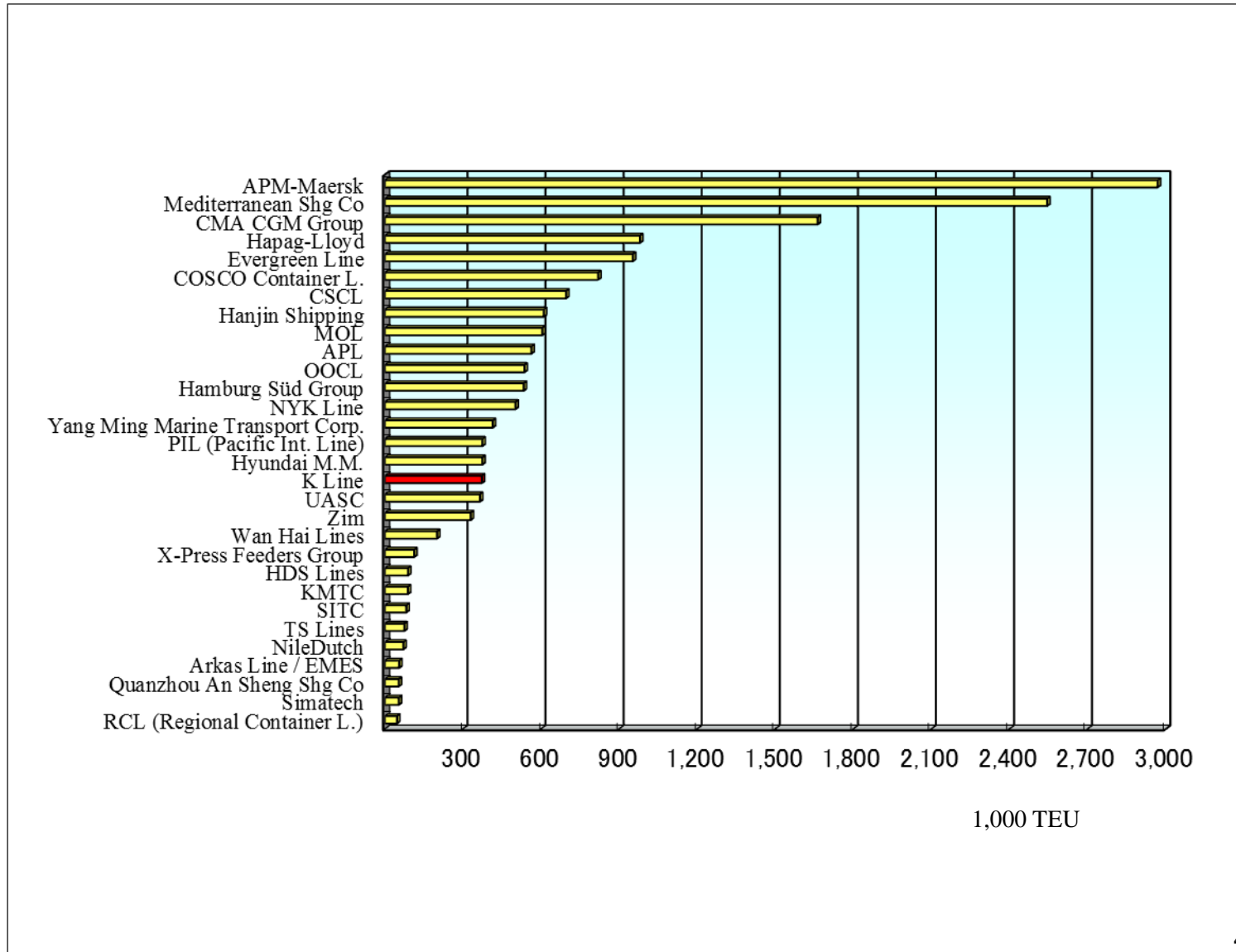
Load Factor(%)		2012							2013							2014			
		1H			2H			FY	1H			2H			FY	1H		2H	
		1Q	2Q	12F 1H	3Q	4Q	12F 2H		12 FY	1Q	2Q	13F 1H	3Q	4Q		13F 2H	13 FY		1Q
Asia/N.America	E/Bound	96.0%	96.6%	96.3%	96.4%	87.5%	92.1%	94.2%	90.9%	91.3%	91.1%	95.9%	90.7%	93.4%	92.2%	98.3%	99.7%	99.1%	97.9%
	W/Bound	55.6%	53.9%	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%
		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%
Asia/Europe	W/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%
	E/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%
		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%

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

Top 30 Container Carriers ranked by operating capacity

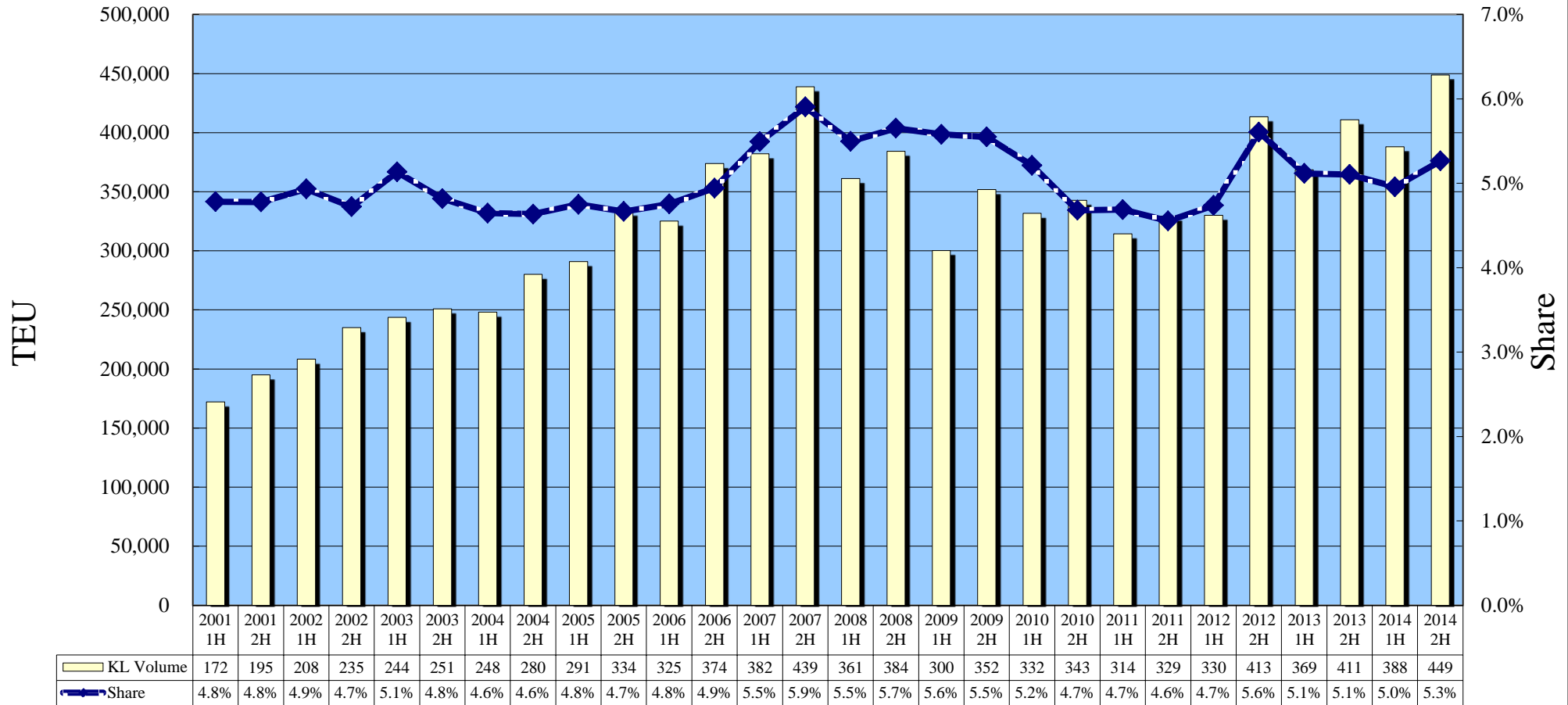
Rank	Operator	TOTAL
		TEU
1	APM-Maersk	2,968,696
2	Mediterranean Shg Co	2,544,328
3	CMA CGM Group	1,662,626
4	Hapag-Lloyd	979,834
5	Evergreen Line	952,328
6	COSCO Container L.	818,791
7	CSCL	696,390
8	Hanjin Shipping	610,189
9	MOL	604,032
10	APL	562,346
11	OOCL	536,076
12	Hamburg Süd Group	533,285
13	NYK Line	501,416
14	Yang Ming Marine Transport Corp.	414,067
15	PIL (Pacific Int. Line)	374,280
16	Hyundai M.M.	374,115
17	K Line	372,328
18	UASC	365,396
19	Zim	329,593
20	Wan Hai Lines	200,388
21	X-Press Feeders Group	112,472
22	HDS Lines	88,608
23	KMTC	88,579
24	SITC	82,166
25	TS Lines	74,573
26	NileDutch	70,638
27	Arkas Line / EMES	54,918
28	Quanzhou An Sheng Shg Co	53,305
29	Simatech	53,162
30	RCL (Regional Container L.)	46,718

Rank	Alliance	TEU
1	APM-Maersk	2,968,696
2	Mediterranean Shg Co	2,544,328
3	CKYH	2,215,375
4	GA	2,017,326
5	CMA CGM Group	1,662,626
6	TNWA	1,540,493
7	Evergreen Line	952,328
8	CSCL	696,390
9	Hamburg Süd Group	533,285
10	PIL (Pacific Int. Line)	374,280



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

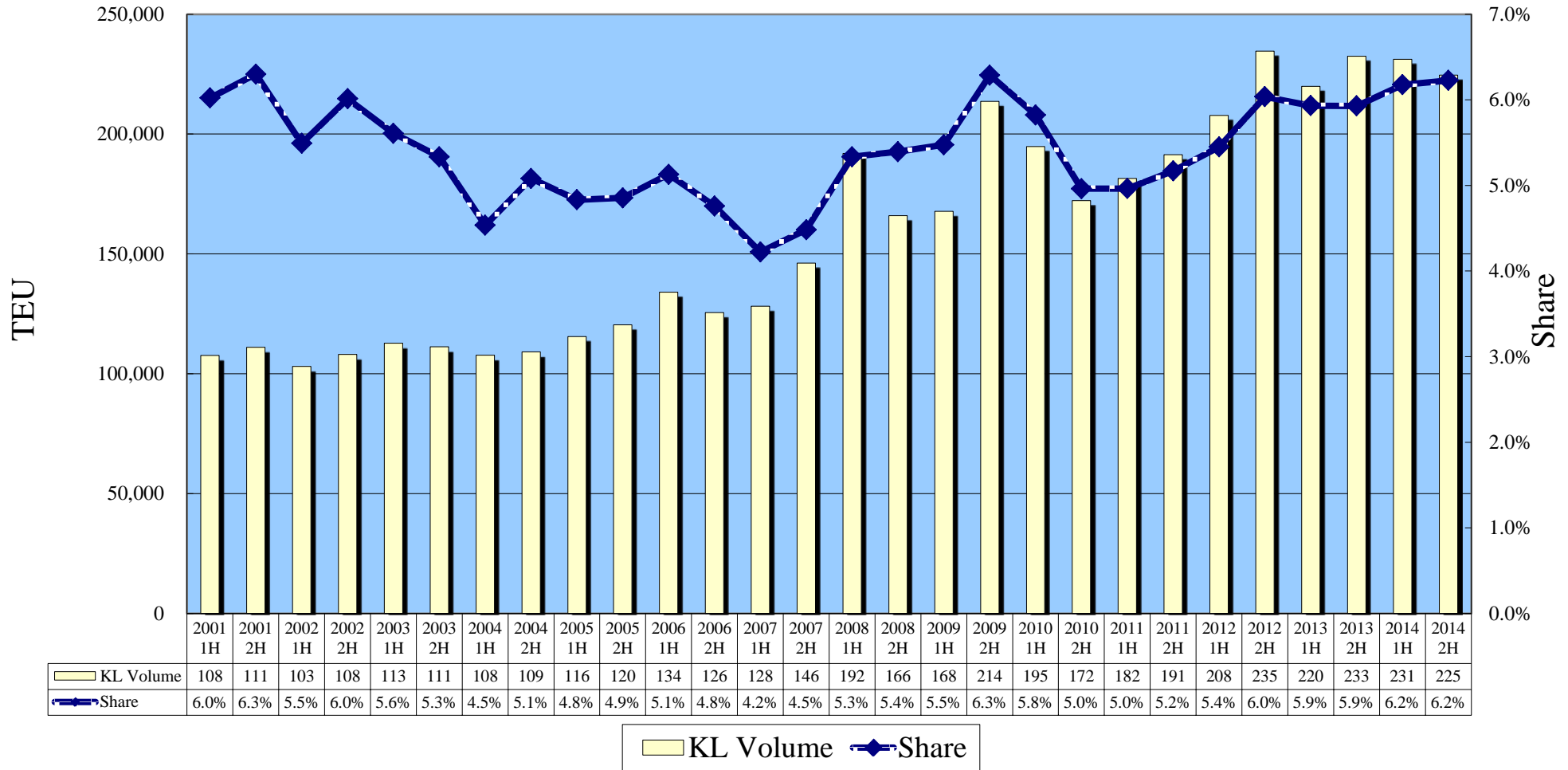
TPS EB KL Results



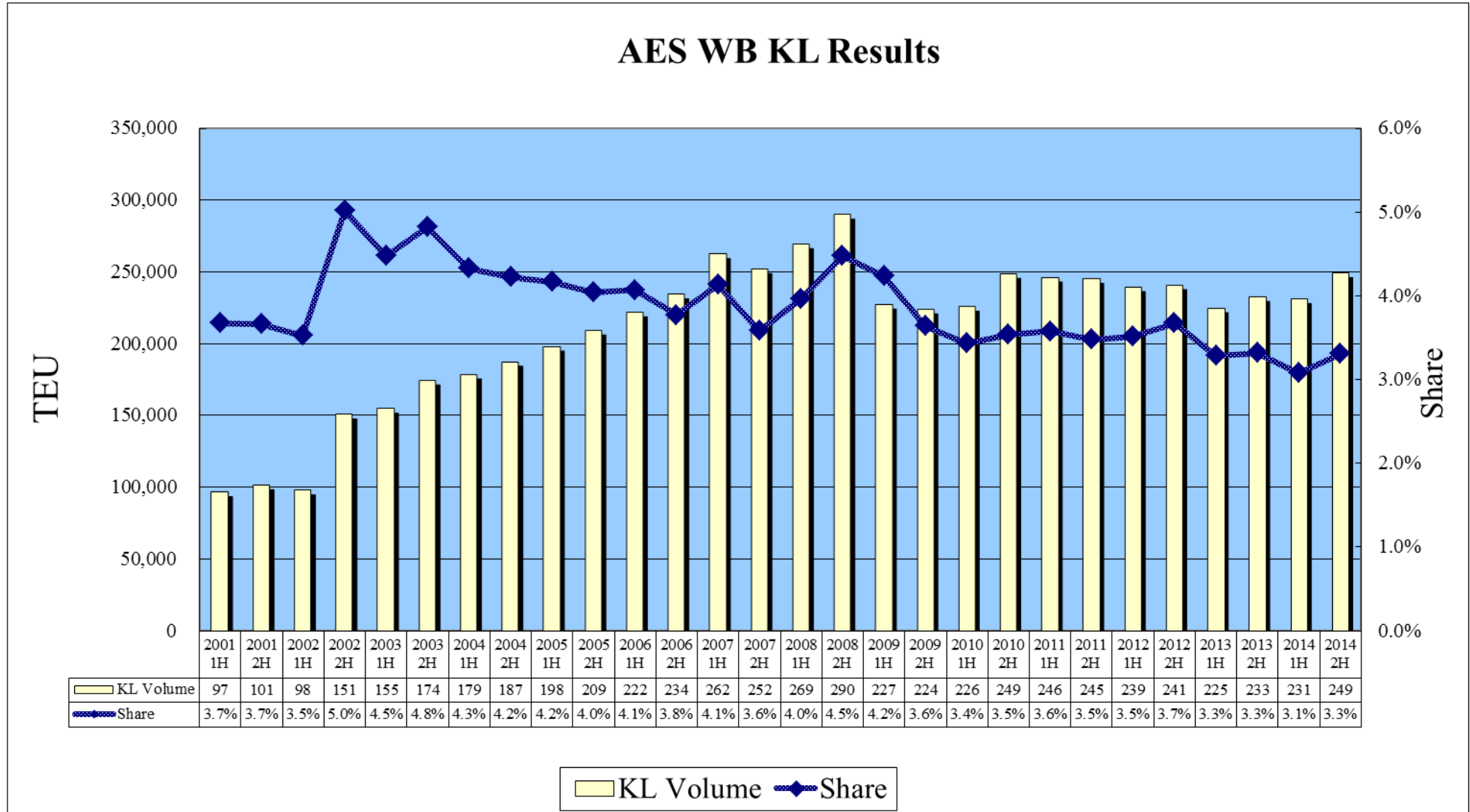
 KL Volume
  Share

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

TPS WB KL Results

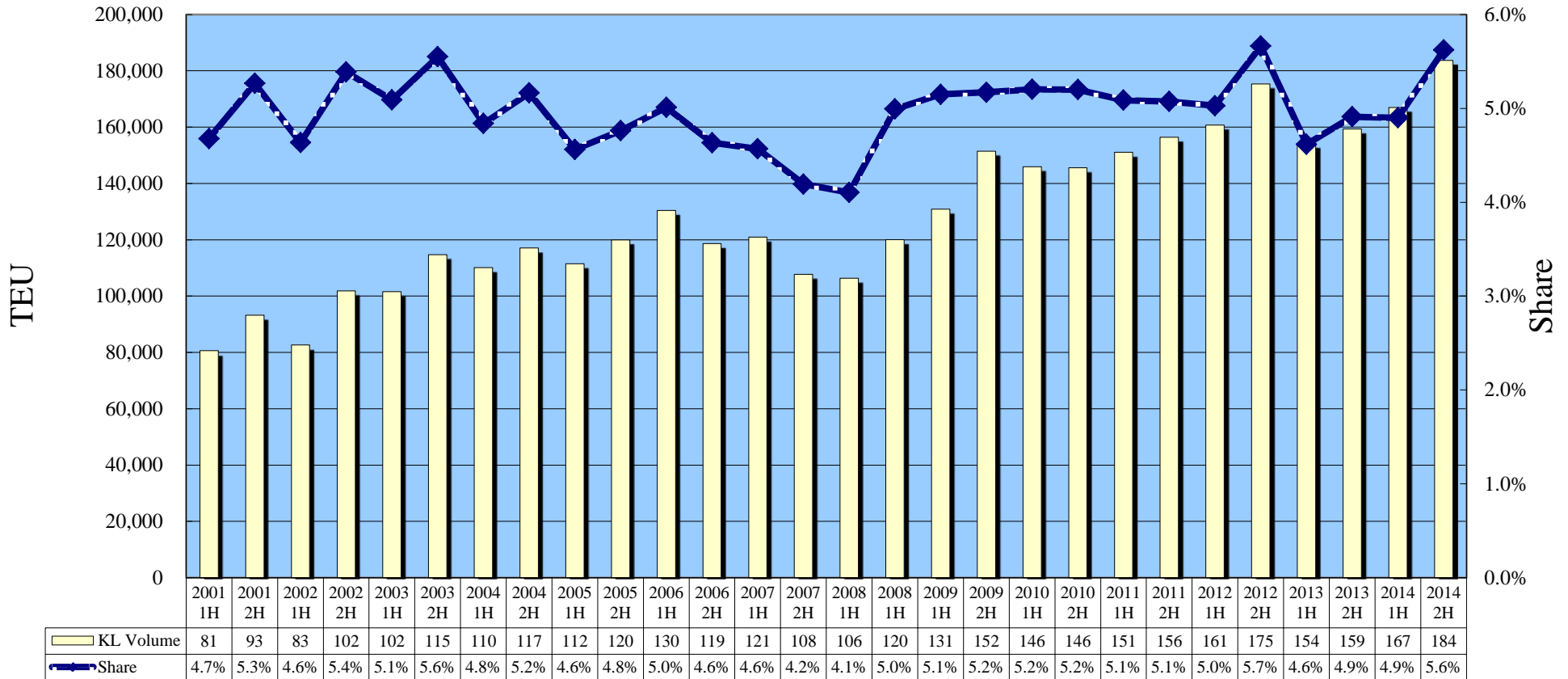


1-5. "K" Line Container Volume & Share (Asia (ex.India) to Europe '01-'14,)



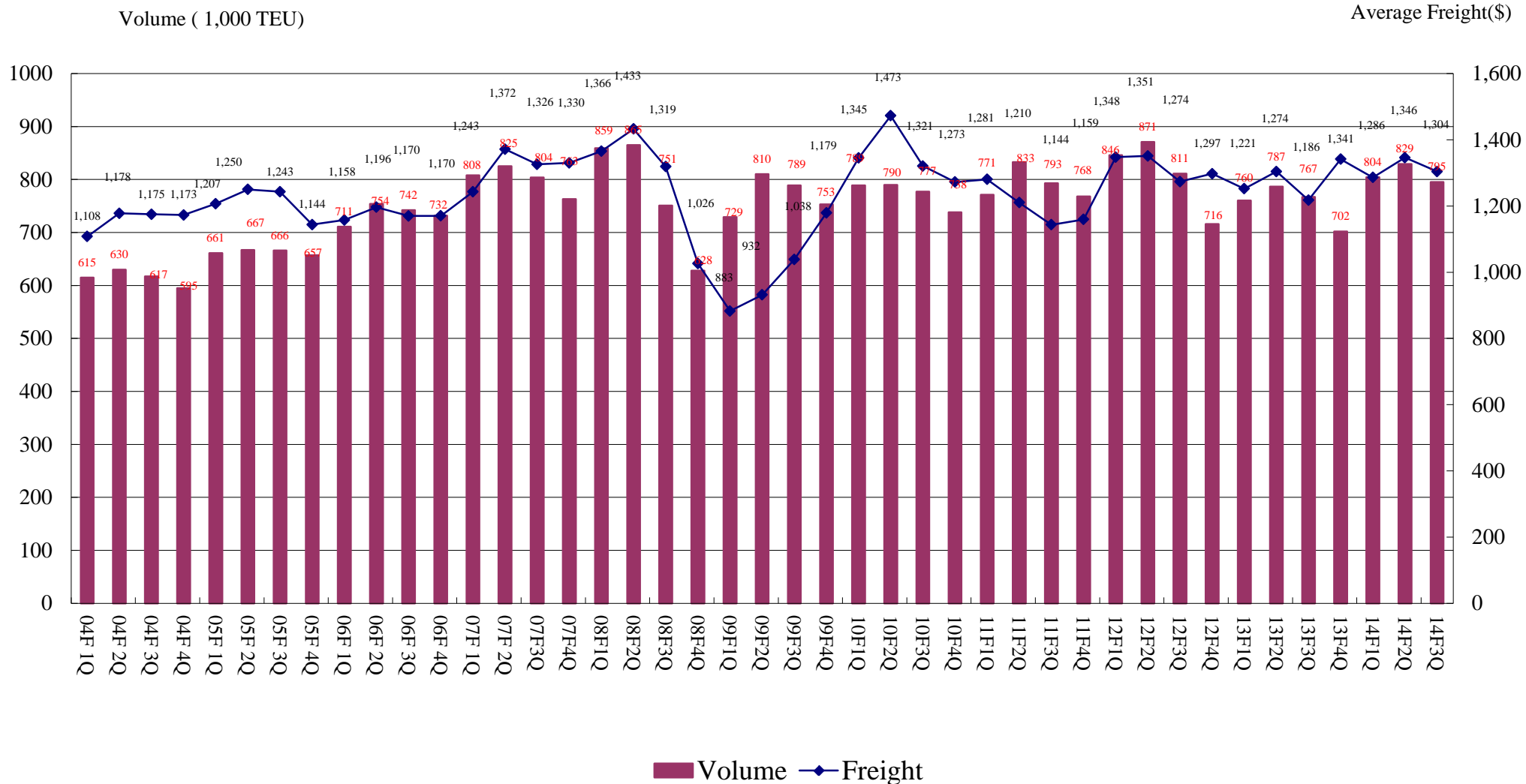
1-6. "K" Line Container Volume & Share (Europe to Asia (ex.India) '01-'14)

AES EB KL Results

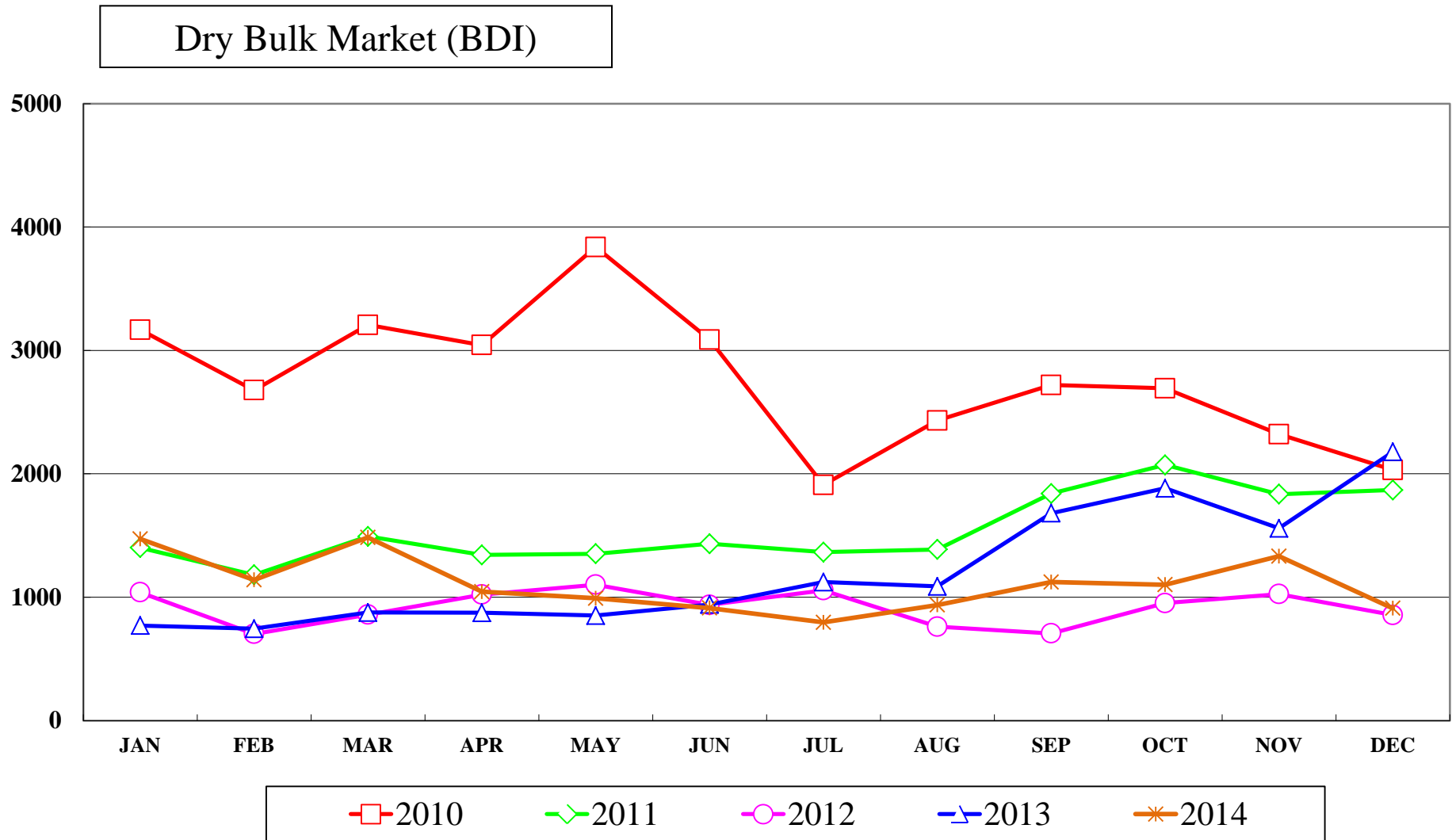


KL Volume Share

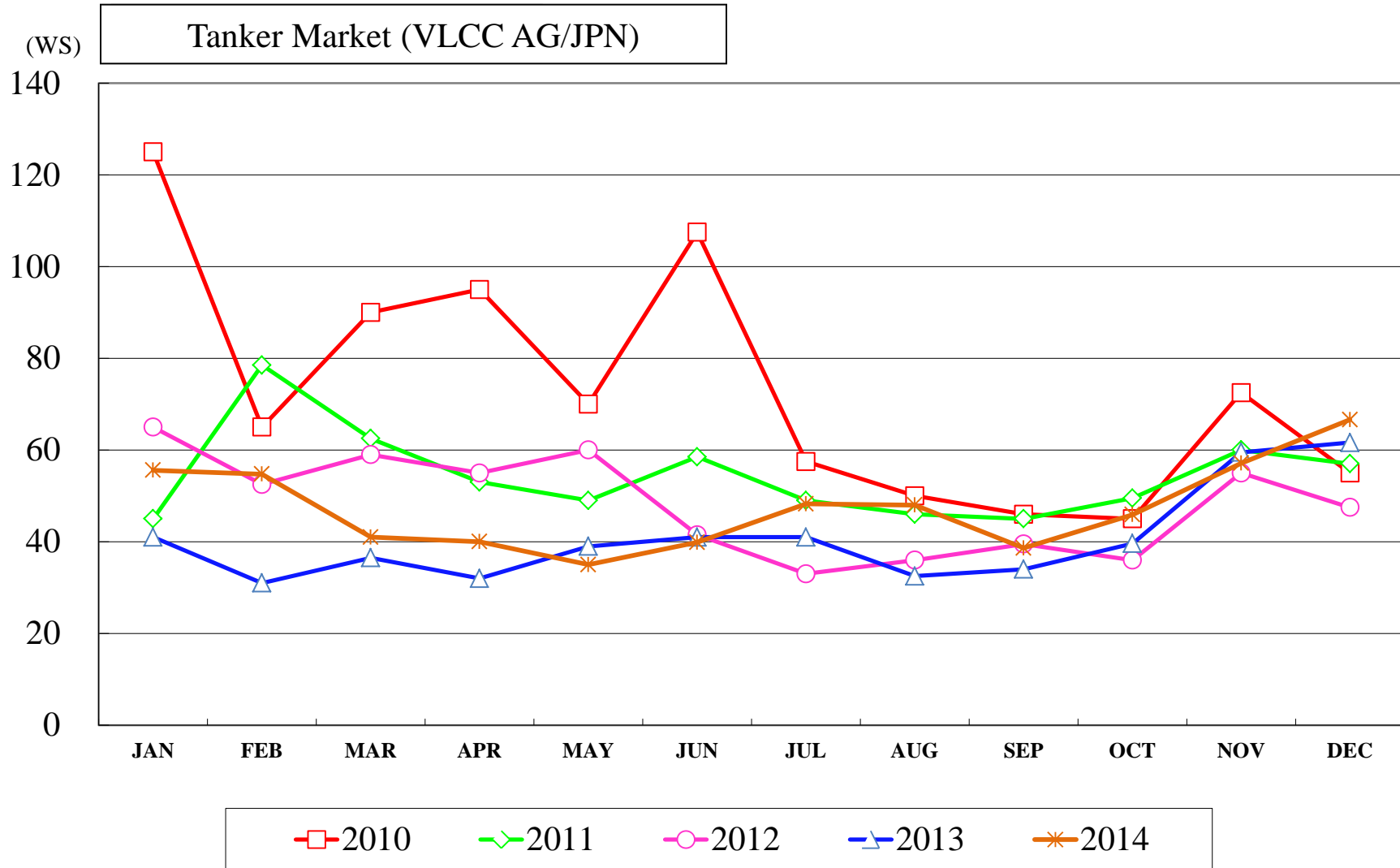
1-7. Trend of Average Container Freight/Volume (“K” Line All Trades) (2004F-2014F3Q)



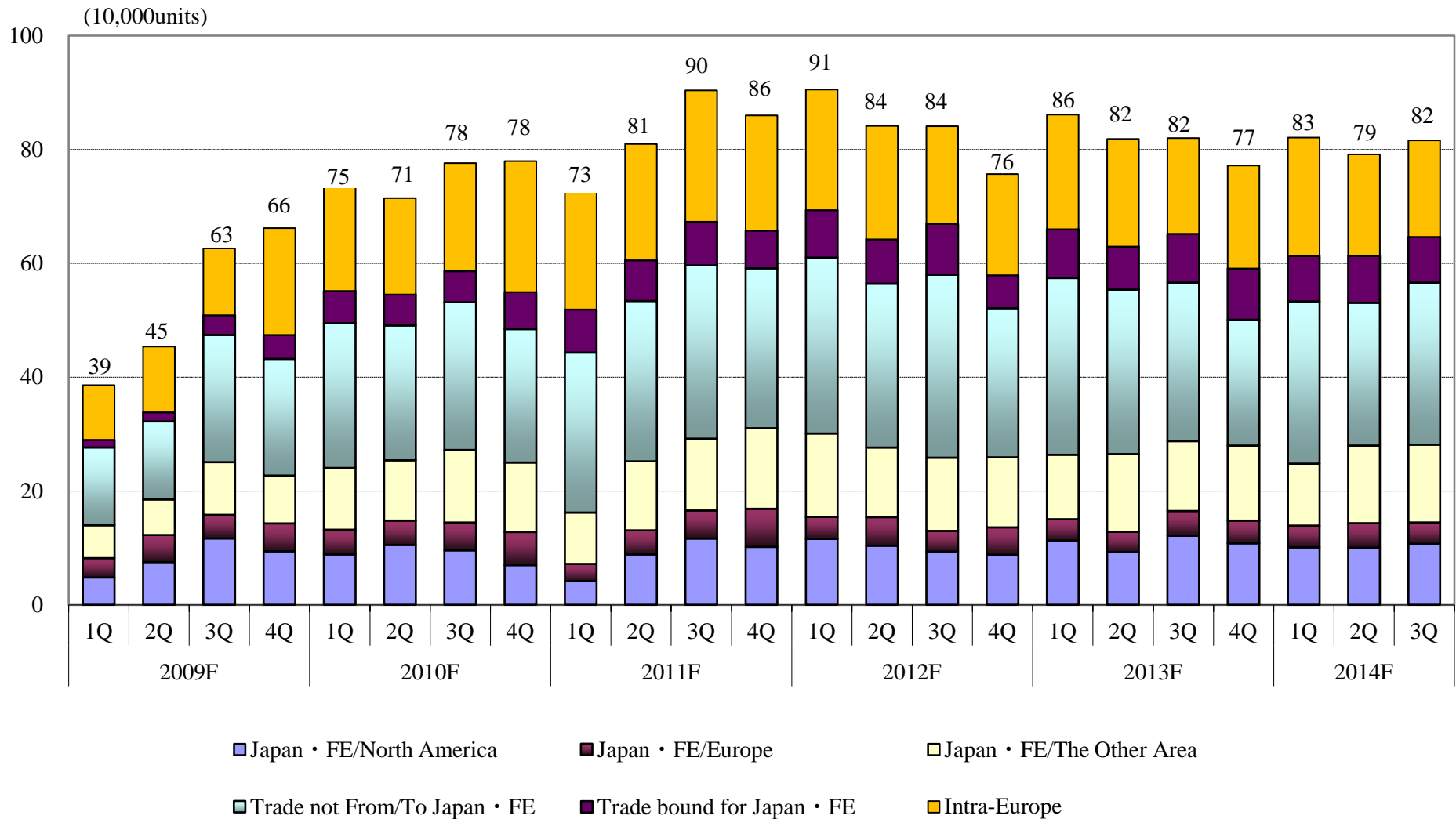
1-8. Dry Bulk Market



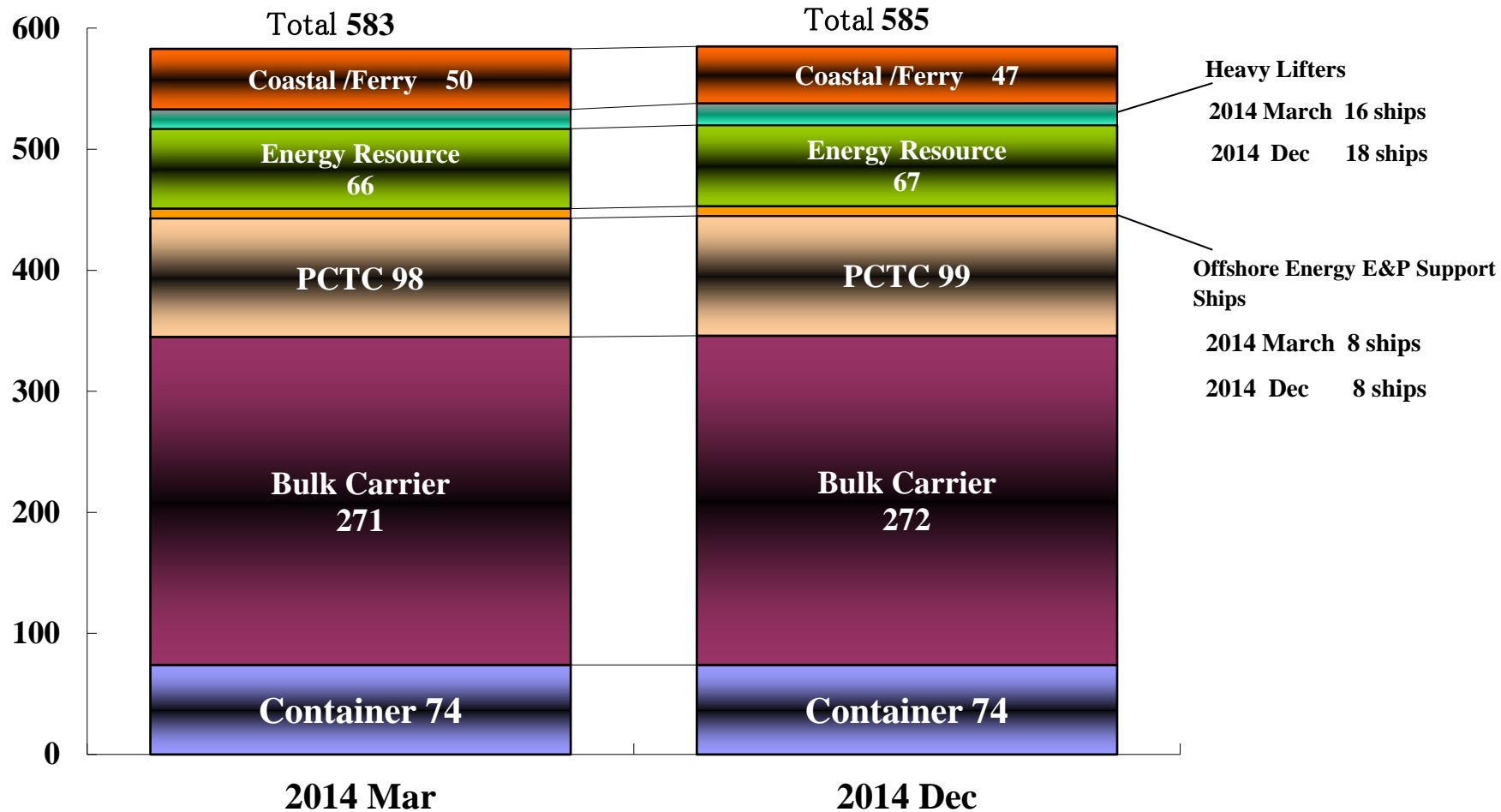
1-9. Tanker Market



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



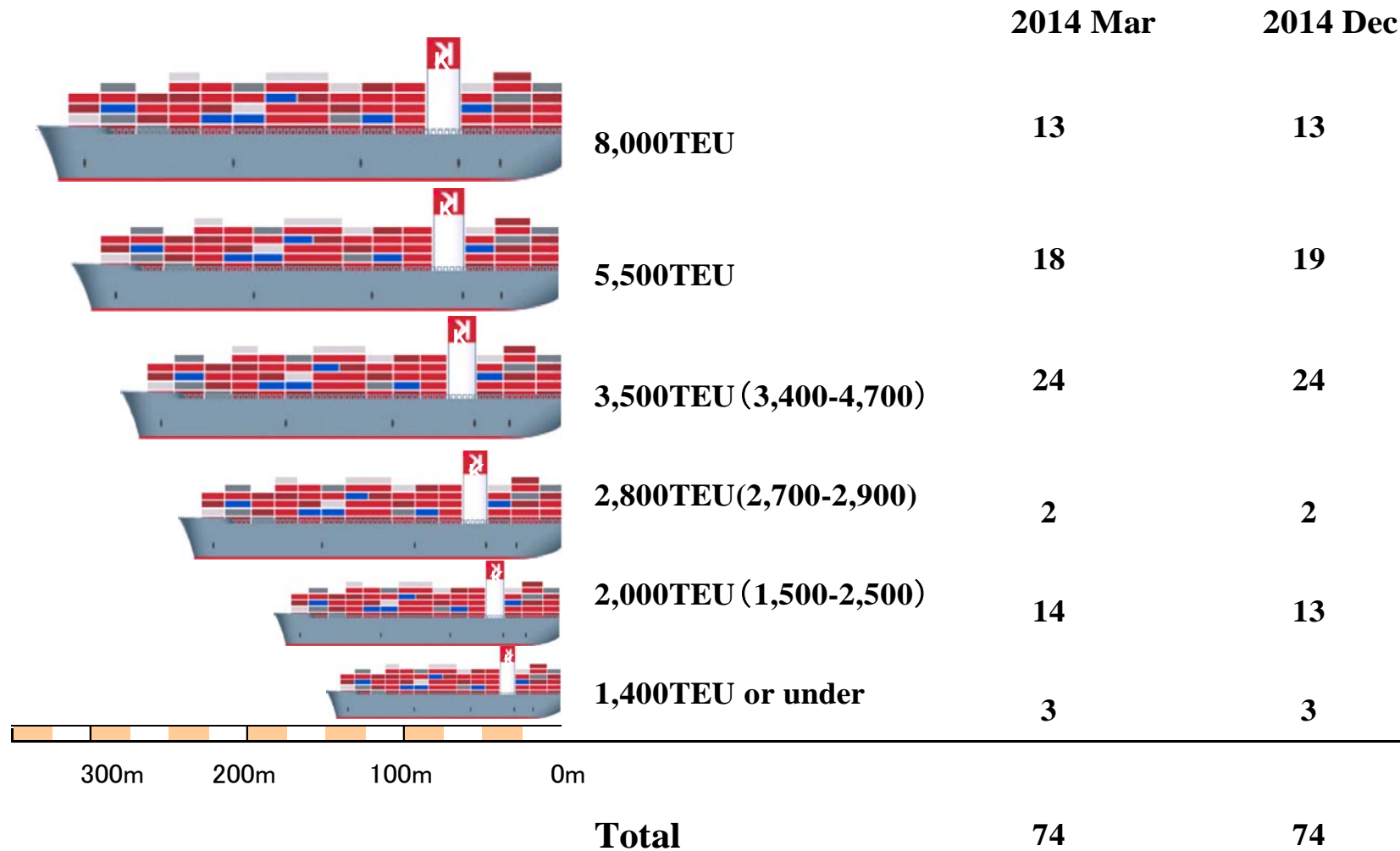
1-11. “K” Line Vessel Fleet Composition



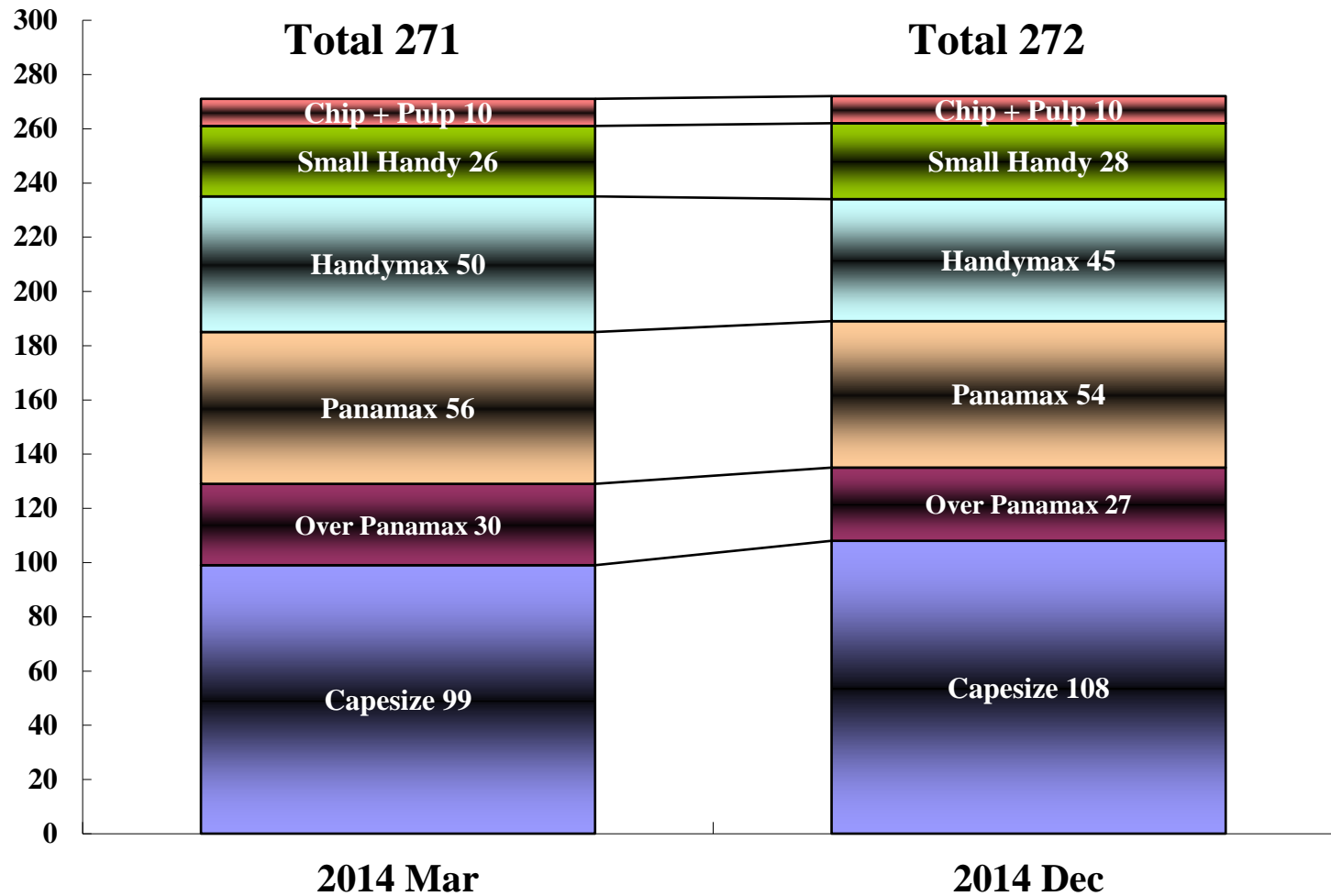
Note: The number of Energy Resource Transportation includes 23 vessels owned by SPC of the projects (23 LNG Carriers).

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

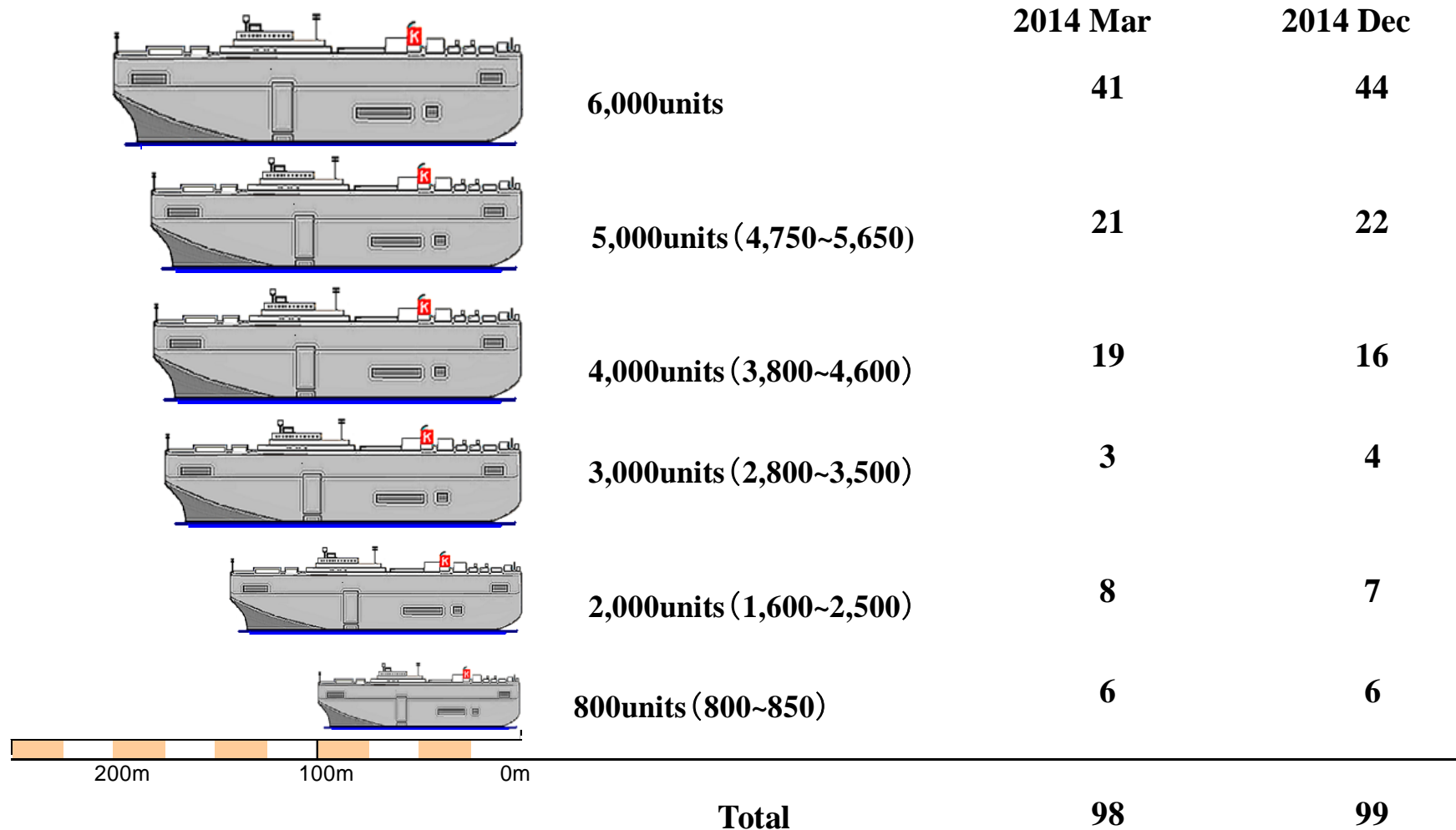
1-12. “K” Line Container Vessel Fleet Composition



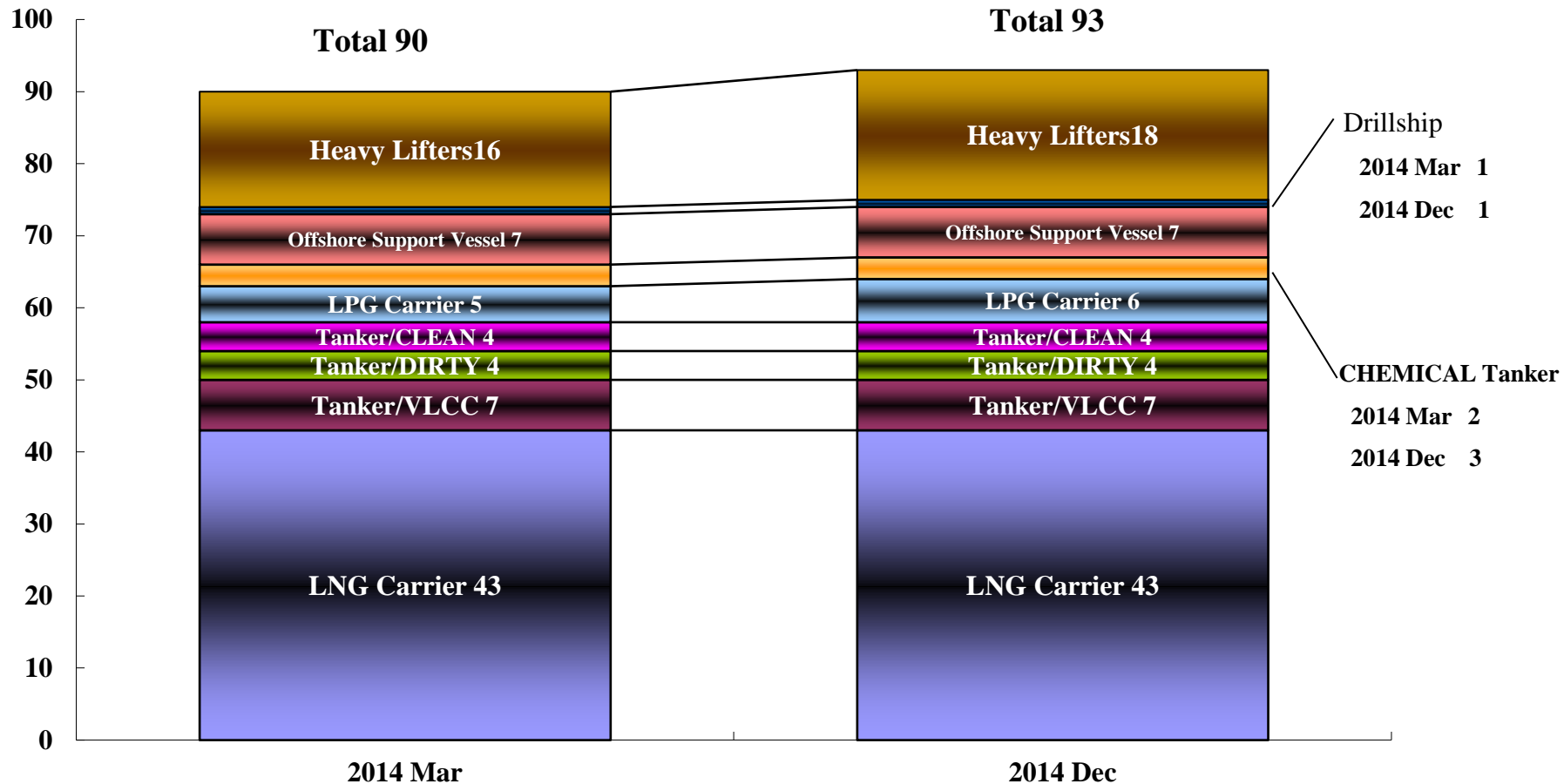
1-13. "K" Line Bulk Carrier Fleet Composition



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 vessels to be received FY2014-2017

FY2014 : 16 newbuildings to be delivered
(13 vessels were already delivered by 3Q)

FY2015 : 19 newbuildings to be delivered

Those vessels includes charter in from ship owners upon completion.

	2014F		2015F	2016F	2017F
	To be delivered	Already delivered by 3Q	To be delivered	To be delivered	To be delivered
Containership	1		4	0	0
<u>14000TEU</u>	1		4		
Dry Bulkers	10	(8)	9	2	13
Capesize	3	(2)		1	8
Panamax	4	(4)	5		1
Handymax	1	(1)	1		2
Smallhandy	1		1		1
Chip/Pulp					
Corona	1	(1)	2	1	1
PCTC	1	(1)	4	4	2
6000units	1	(1)			
7500units			4	4	2
LNG	0	(0)	1	4	0
Tanker	1	(1)	0	0	0
LPG	1	(1)			
CHEMICAL					
Energy New Biz	0	(0)	0	0	0
Offshore					
Drillship					
Heavy Lifter	0	(0)	0	0	0
Coastal	3	(3)	* 1	1	0
Total	16	(13)	19	11	15

*Domestic Offshore Ship

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

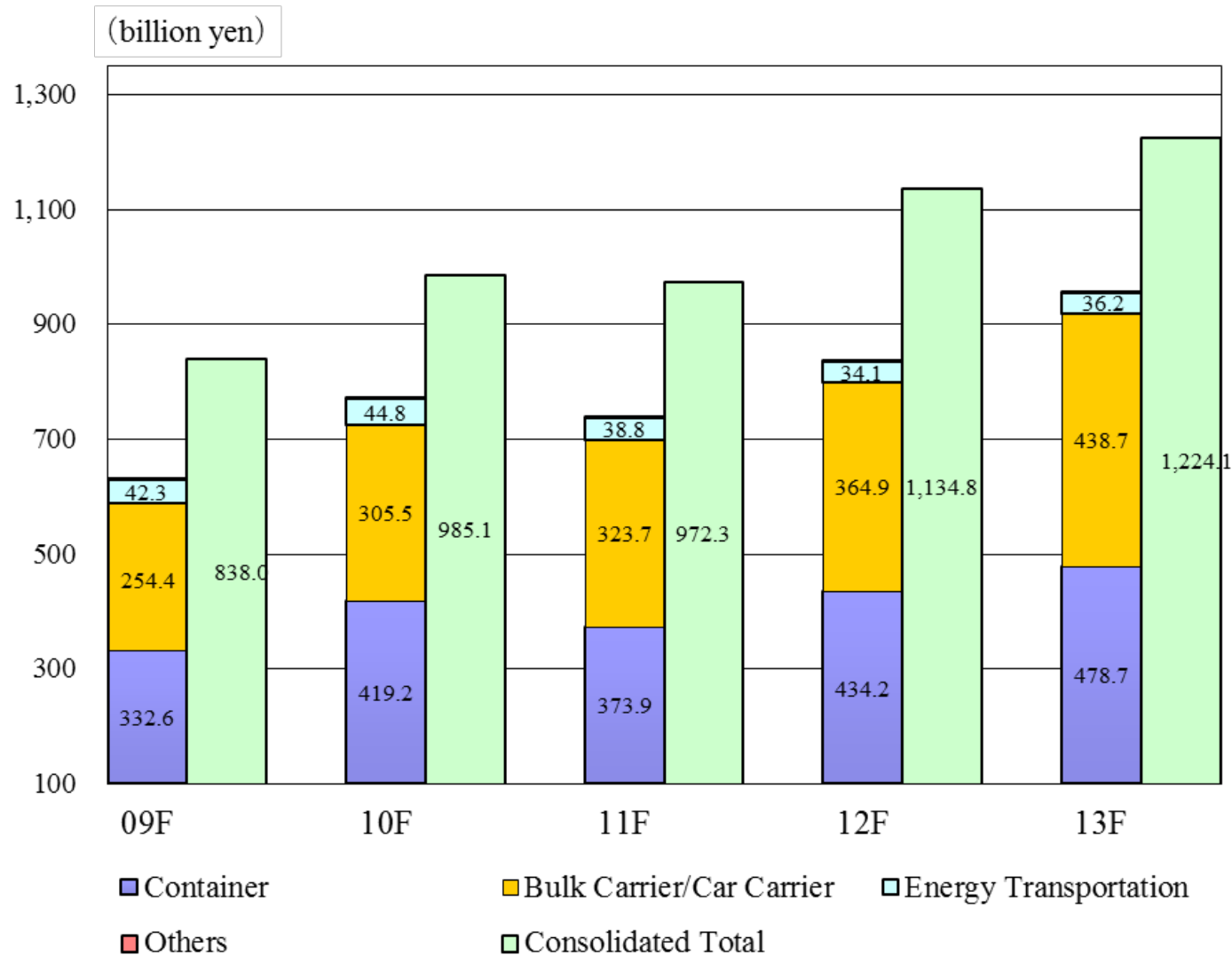
	Dec 2014						Mar 2014	
	Owned		Chartered		Total		Total	
Type of Vessel	No.	DWT(MT)	No.	DWT(MT)	No.	DWT(MT)	No.	DWT(MT)
Contianerships	15	993,291	59	3,420,280	74	4,413,571	74	4,382,638
Dry Bulk Carriers	73	8,087,680	199	22,904,833	272	30,992,513	271	29,741,257
Car Carriers	35	521,979	64	980,775	99	1,502,754	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	4	39,014	18	186,750	16	166,824
Short Sea and Coastalships	21	233,690	26	323,605	47	557,295	50	587,816
Total	219	15,137,115	366	29,466,038	585	44,603,153	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



2-2. Breakdown on Non-Operating, Extra-Ordinary Items (2014FY 3Q)

1. Non-operating Income/Loss

	14FY 1H	14FY 3Q	(Billion yen) Accumulated
Consolidated Total	1.0	4.8	5.9
Financial Gain/Loss	▲ 3.4	▲ 0.9	▲ 4.3
Equity in Earnings of Affiliated Companies	1.5	0.7	2.2
Exchange Gain/Loss	2.4	4.7	7.0
Others	0.5	0.4	0.9

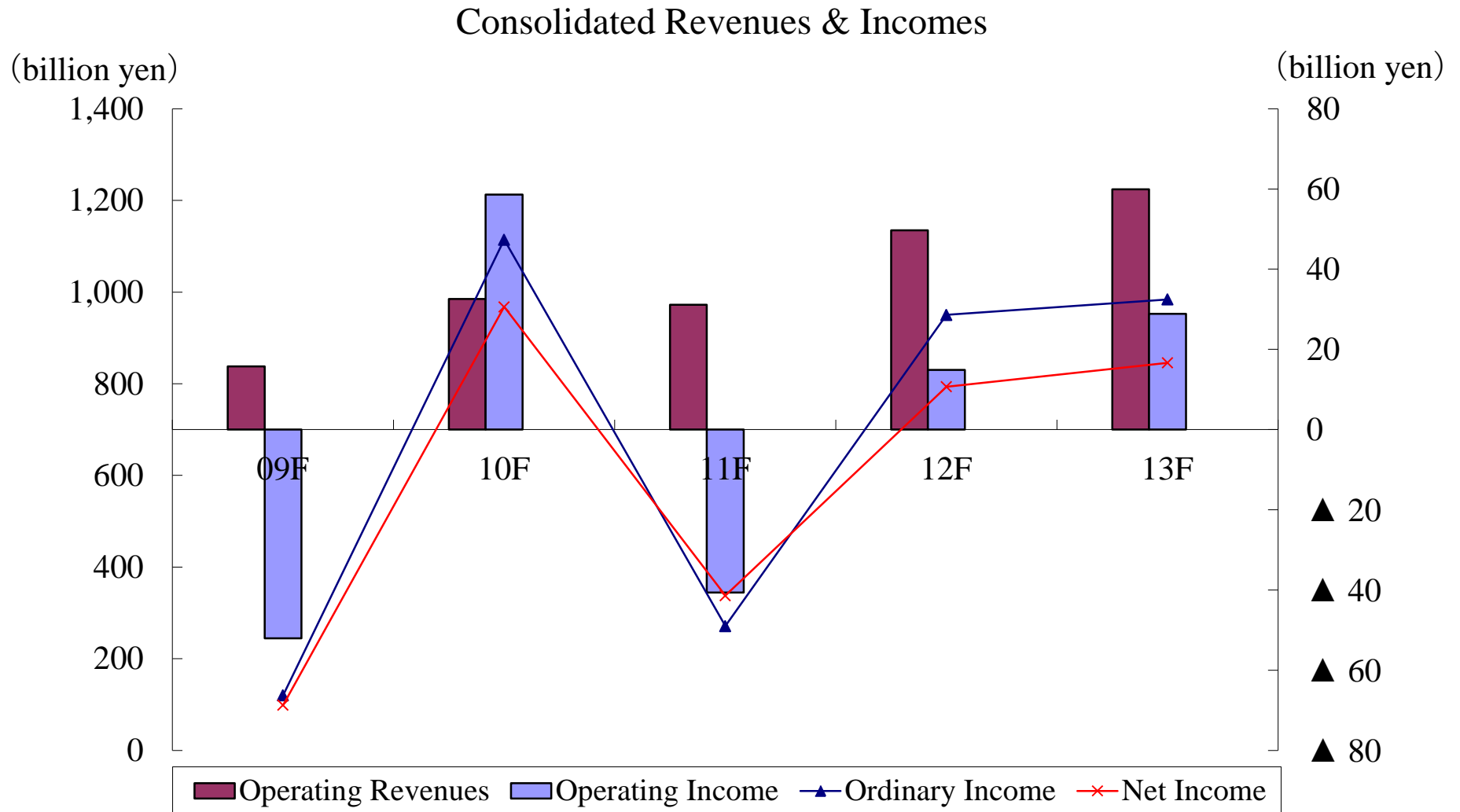
2. Extraordinary Income/Loss

	13FY 1H	13FY 3Q	Accumulated
Consolidated Total	7.0	0.1	7.1
Sale and Disposal of Fixed Assets	2.5	1.0	3.5
Gain/Loss on Revaluation of Investment Securities	0.0	0.0	0.0
Loss provision related to the Anti-Monopoly Act	▲ 7.0	0.0	▲ 7.0
Others	11.6	▲ 0.9	10.7

Supplemental Information -3

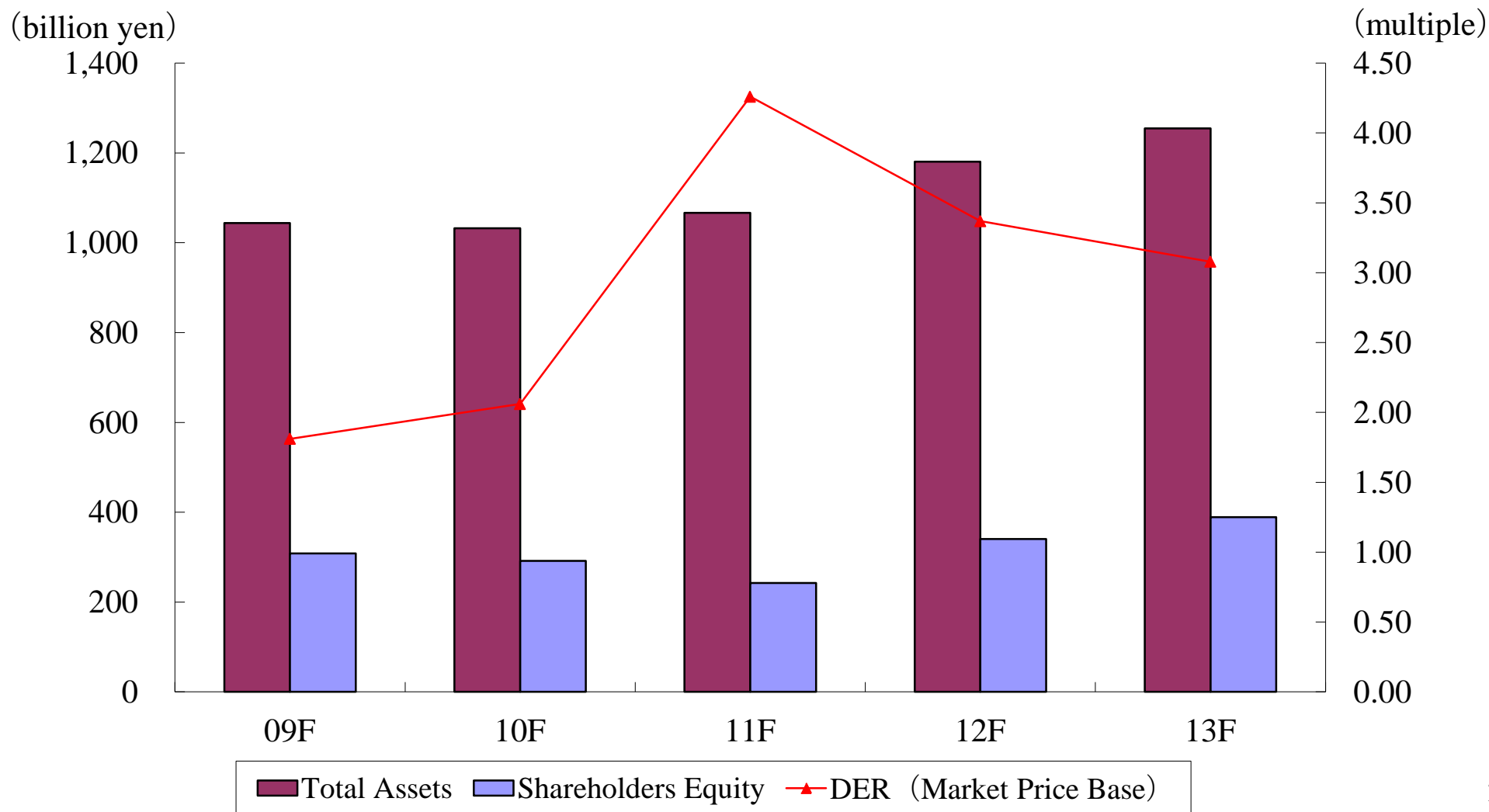
Historical Data - For 5 Years -

3-1. Consolidated Revenues & Incomes

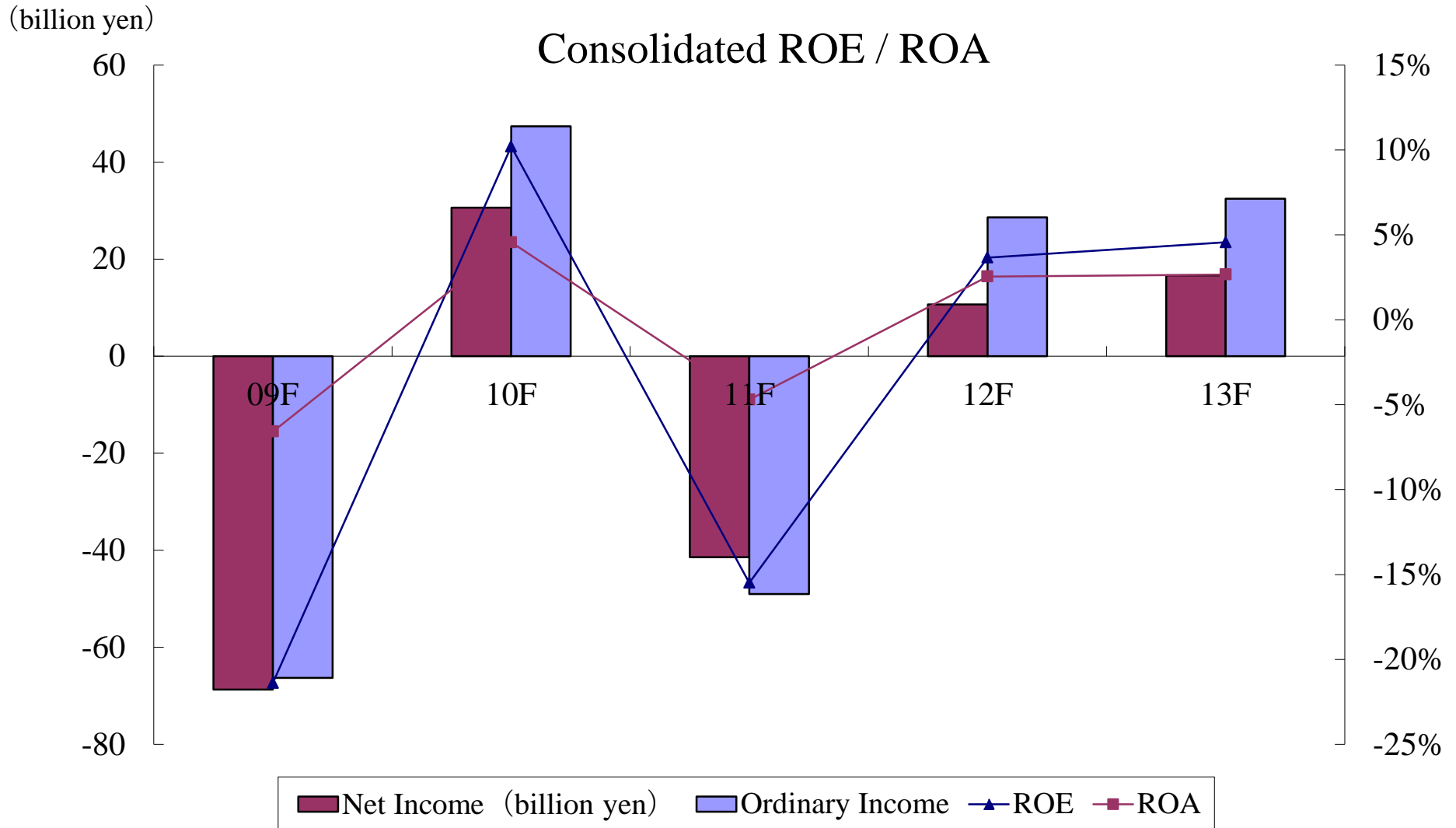


3-2. Consolidated Total Assets/Shareholders' Equity

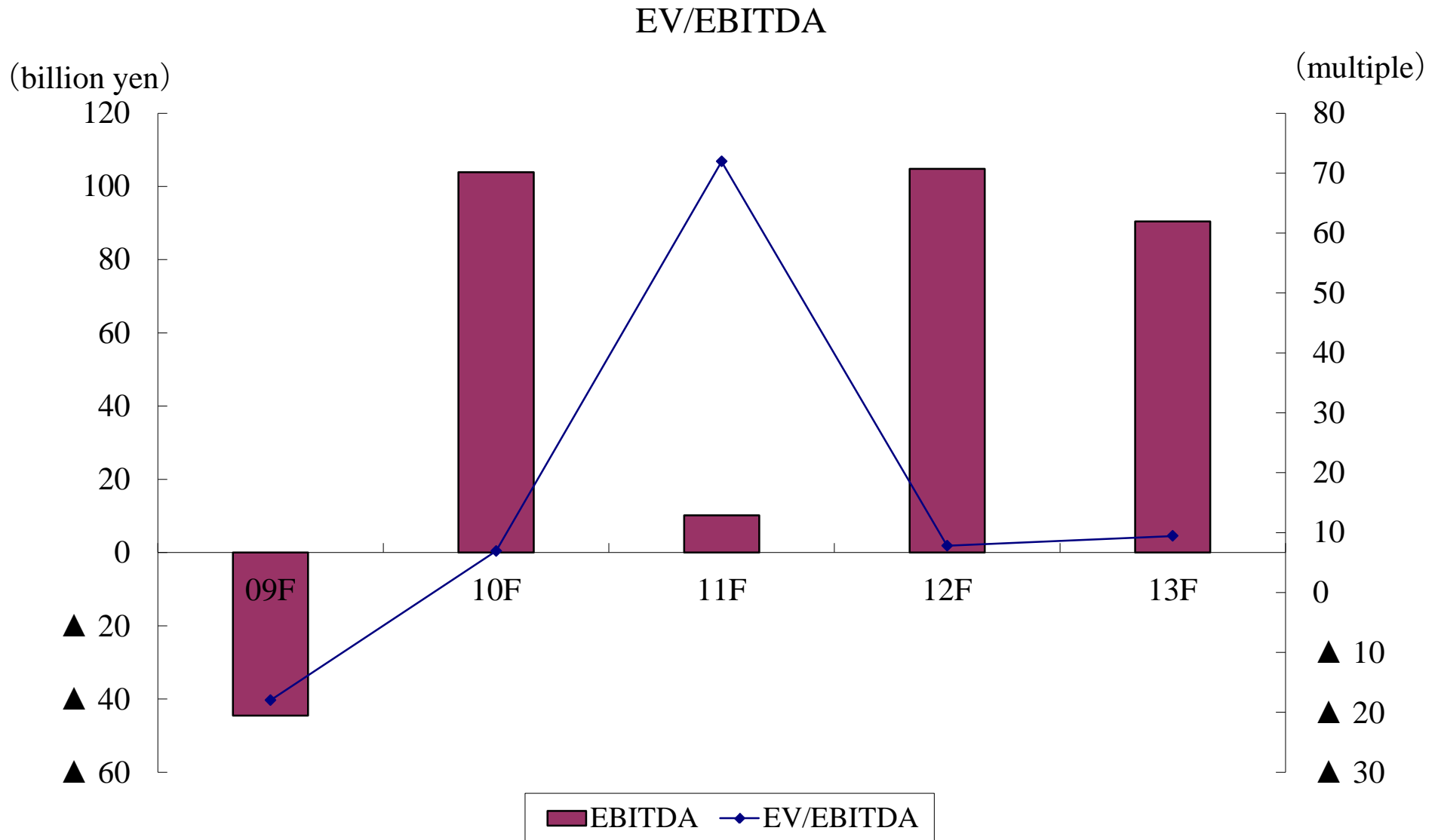
Consolidated Total Assets/Shareholders' Equity



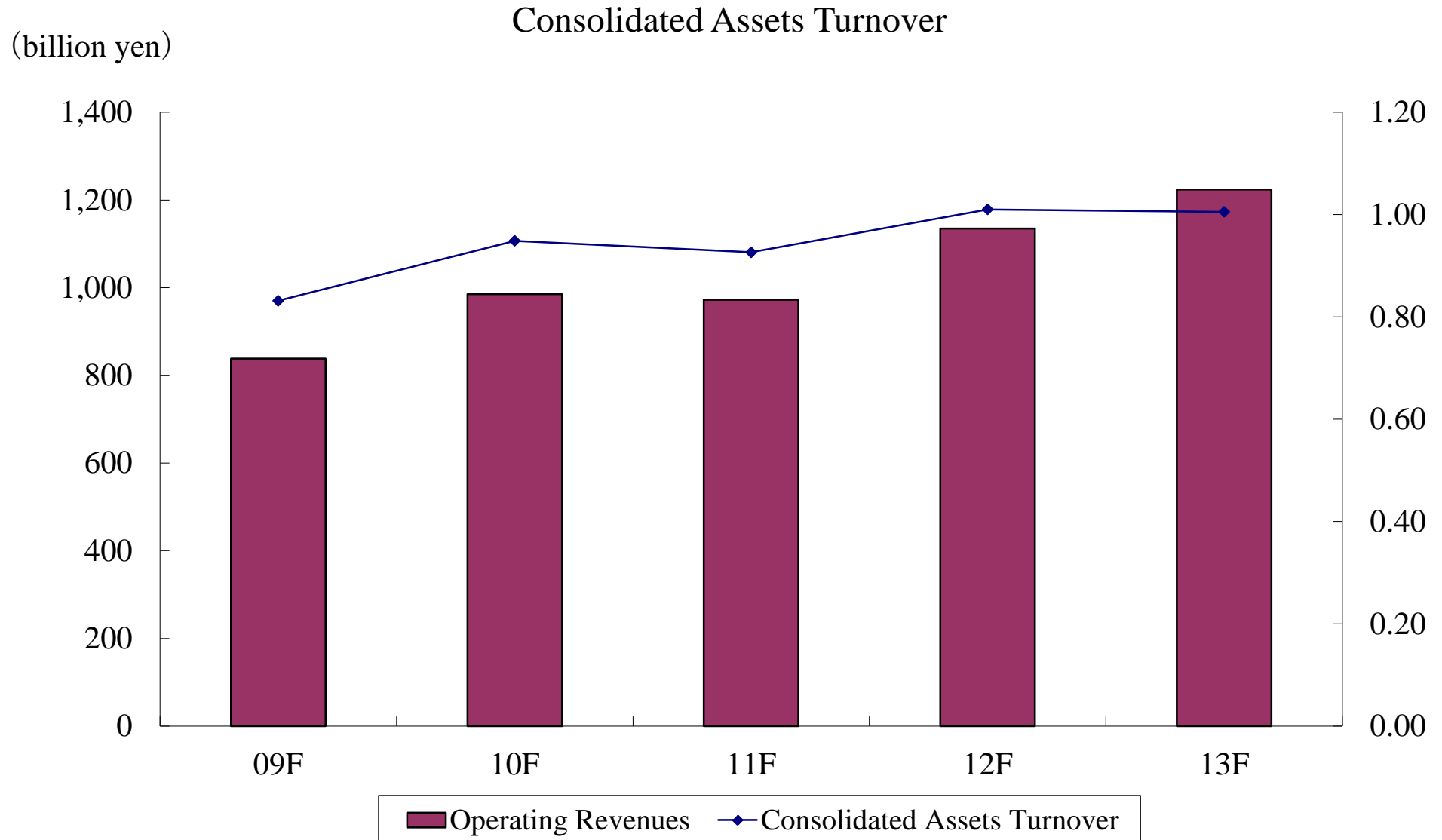
3-3. Consolidated ROE / ROA



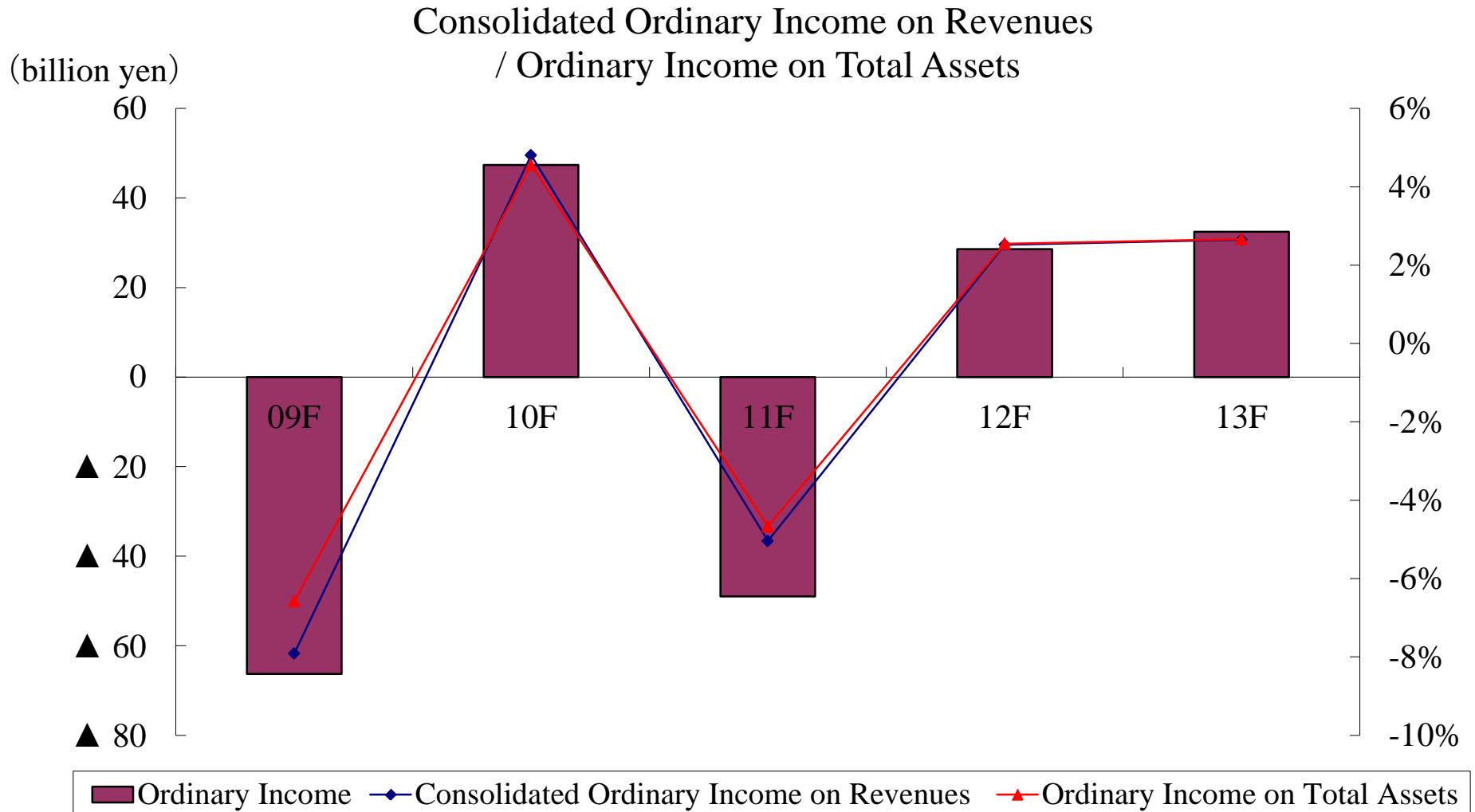
3-4. Consolidated EV/EBITDA



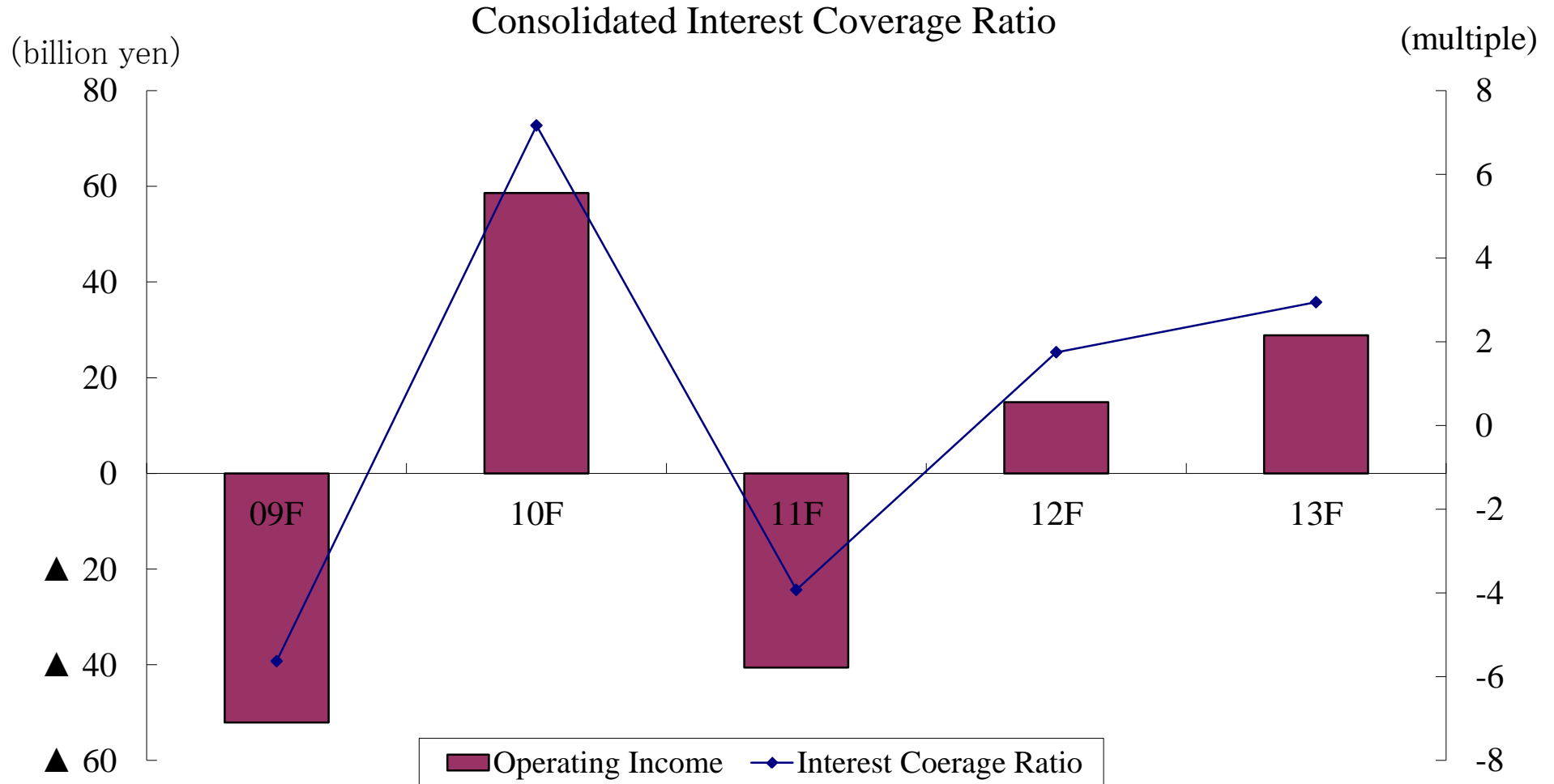
3-5. Consolidated Assets Turnover



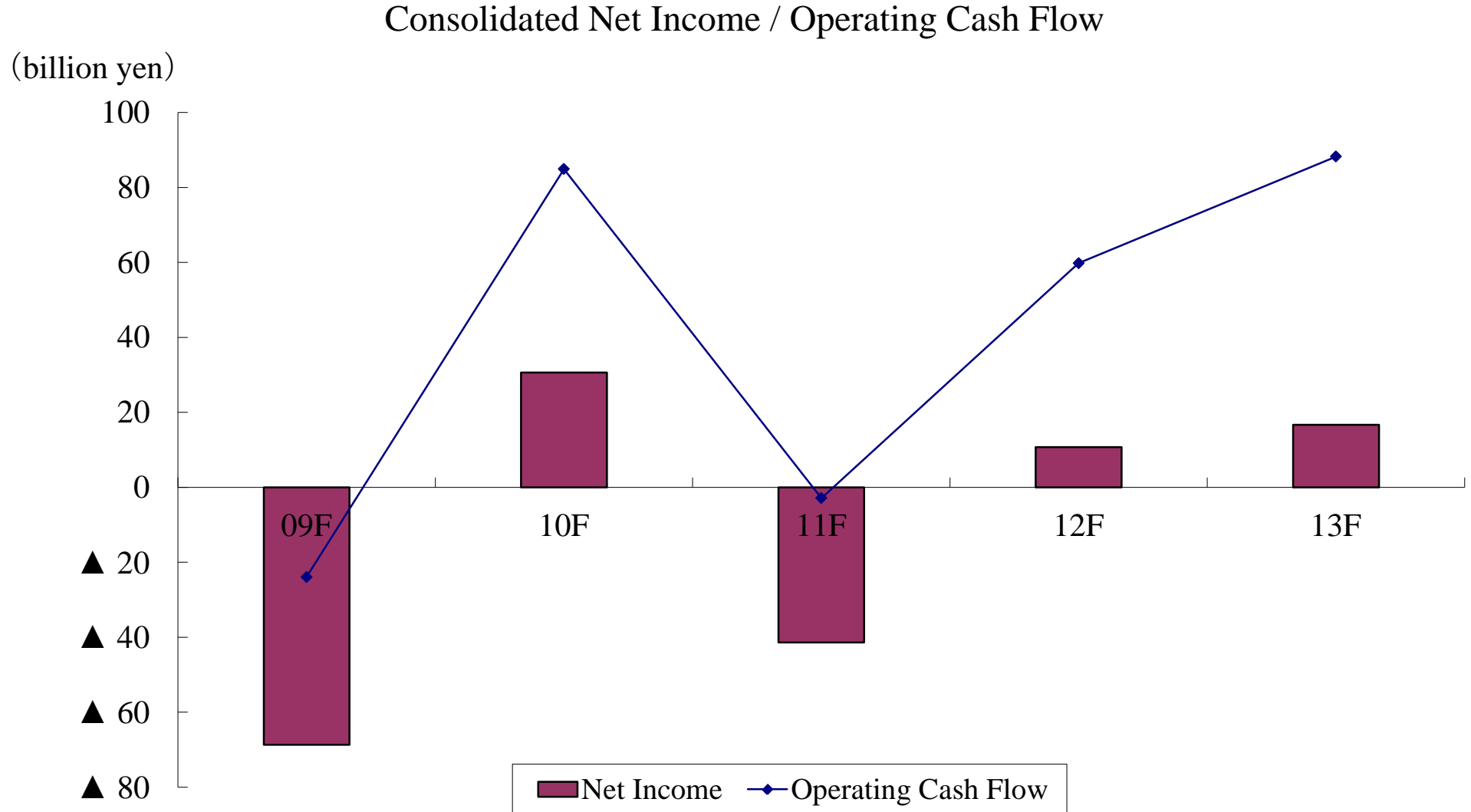
3-6. Consolidated Ordinary Income on Revenues / Ordinary Income on Total Assets



3-7. Consolidated Interest Coverage Ratio



3-8. Consolidated Net Income / Operating Cash Flow



3-9. Consolidated Segment Information

(Unit: million yen)

	09F
Operating Revenues	
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)

	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	13F
Operating Revenues		
Containership Business	552,810	582,398
Bulk Shipping Business	502,571	572,686
Offshore Energy E&P	35,712	32,818
Support & Heavy Lifter		
Other Business	43,678	36,224
Total	1,134,771	1,224,126
Ordinary Income		
Containership Business	6,630	▲ 142
Bulk Shipping Business	24,064	41,261
Offshore Energy E&P	▲ 2,422	▲ 4,503
Support & Heavy Lifter		
Other Business	6,566	2,635
Total	34,839	39,252
Eliminations	▲ 6,250	▲ 6,797
Consolidated	28,589	32,455

* 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
Operating Revenues	631,747	772,321	737,994	834,217	954,427
Container	332,649	419,248	373,938	434,172	478,657
Bulk Carrier & Car Carrier	254,442	305,522	323,664	364,860	438,720
Energy Transportation	42,332	44,825	38,826	34,104	36,187
Other Shipping Business	956	1,407	371	23	11
Other Business	1,368	1,319	1,195	1,059	850
Operating Income	▲ 59,462	41,656	▲ 49,375	▲ 7,017	7,413
Ordinary Income	▲ 53,731	41,162	▲ 48,748	13,643	18,234
Net Income	▲ 56,949	24,620	▲ 37,044	▲ 4,168	11,353
Total Assets	569,028	580,087	557,862	575,488	663,658
Total Liabilities	363,076	376,444	396,753	363,341	426,745
Shareholder's Equity	205,952	203,642	161,109	207,778	213,778