# Financial Highlights Brief Report for 3rd Quarter FY2022

February 3rd, 2023



## A. Financial Highlights for 3rd Quarter FY2022

- A-1 : Financial Results for 3rd Quarter FY2022
- A-2 : Financial Results for 3rd Quarter FY2022 by Segment

## **B.** Forecasts and Initiatives for FY2022

- : Forecasts for FY2022 and Key Factors
  - : Forecasts for FY2022 by Segment
    - : Key Factors of Improvement for "K" Line's Own Businesses in FY2022 (Comparison with Financial Results for FY2021)

## **C. Status and Progress of Medium-term Management Plan**

- C-1 : Shareholder's Return Policy Update (FY2022)
- C-2 : External Environment Surrounding "K" Line Group

## Appendix. Index table etc.

B- 1

B-2

B- 3

Index

(Market Results and Assumptions/ Market Exposure)



# A. Financial Highlights for 3rd Quarter FY2022

## A. Financial Highlights for 3rd Quarter FY2022

# A-1 : Financial Results for 3rd Quarter FY2022

(hillion yon)

(billion yen										
Operating Devenues		FY2022		FY2	021					
Operating Revenues and Profit	1H	3Q	1-3Q (a)	1-3Q (b)	(a)-(b)					
Operating Revenues	482.9	245.9	728.8	556.5	172.3					
Operating Income	53.0	27.6	80.6	23.3	57.3					
Ordinary Income/Loss	567.5	74.4	641.9	433.6	208.3					
Net Income/Loss Attributable to Owners of Parent	565.4	72.8	638.2	423.3	214.9					
Exchange Rate(¥/\$)	¥131.56	¥143.98	¥135.70	¥110.97	¥24.73					
Bunker Price(/MT)	\$850	\$727	\$808	\$521	\$286					

#### Financial Results for 2nd Quarter FY2022

## Key Financial Indicator

			(billion yen)
Indicators	FY2022-3Q (c)	FY2021 (d)	(c)-(d)
Equity Capital	1,477.4	884.6	592.8
Interest-Bearing Liability	375.7	423.5	-47.8
DER	25%	48%	-23points
Equity Ratio	71%	56%	15points

### **Key Factors** (year-on year comparison)

- Operating income increased mainly due to higher transportation demand in the Dry Bulk segment and recovery from the impact of the COVID-19 pandemic in the Product Logistics segment including Car Carrier Business.
- Containership Business operated by equity-method affiliate OCEAN NETWORK EXPRESS PTE. LTD. (ONE) posted higher ordinary and net income as market conditions were at a high level, especially in the first half of the year, amid robust cargo demand, in addition to the rapid fluctuation toward the weakening of the yen.





# A-2 : Financial Results for 3rd Quarter FY2022 by Segment

#### Financial Results for 3rd Quarter FY2022 by Segment

			(billion yen)			
	Business Segment		FY2022		FY2	.021
(Upper row : Operating Revenues) (Lower row : Ordinary Income/Loss)		1H	3Q	1-3Q (e)	1-3Q (f)	(e)-(f)
		171.6	76.2	247.8	207.3	40.5
	Dry Bulk	26.0	-2.9	23.1	14.7	8.3
E	nergy Resource	50.8	26.2	76.9	66.6	10.4
	Transport	9.2	0.1	9.3	2.1	7.2
	Product Logistics	254.6	141.3	395.9	274.8	121.2
F	Product Logistics	536.9	79.0	615.9	425.3	190.6
	Containarchin	24.4	12.8	37.3	31.4	5.8
	Containership	504.0	60.7	564.6	415.9	148.7
	Other	5.9	2.2	8.2	7.9	0.2
	Unei	0.5	0.0	0.5	0.2	0.4
	Adjuctment	-	-	-	-	-
	Adjustment	-5.0	-1.9	-6.9	-8.7	1.8
	Total	482.9	245.9	728.8	556.5	172.3
	ΙΟΙΔΙ	567.5	74.4	641.9	433.6	208.3

#### Key Factors by Segments (year-on year comparison)

#### Dry Bulk

- The market conditions for Cape remained at a high level at the beginning of the period due to a tight vessel supply caused by longer port stays of vessels arising from COVID-19 measures. In the middle of the period, the market softened due to a decrease in congestion thanks to waning pandemic impact and a decrease in demand for transporting goods to China.
- Market conditions for Panamax and smaller sizes remained generally firm due to increased demand for transporting grain to China.

#### Energy Resource Transport

 LNG Carrier, Thermal Coal Carrier, VLCC (Very Large Crude Carrier) and LPG Carrier Businesses secured stable profits backed by medium- to longterm charter contracts

#### Product Logistics

- In Car Carrier Business, although carmakers in part saw affects to production and delivery due to factors such as the semiconductor and automotive parts shortage, our earnings rose thanks to an improvement in vessel operation efficiency and profitability as robust cargo demand continued.
- In the Containership segment, market conditions weakened due to a temporary decline in cargo demand. This was due to a combination of seasonal factors and a decline in consumption caused by a US interest rate hike and other factors.

\* The above figures includes foreign exchange loss that affects to all business segments.



# B. Forecast and Initiatives for FY2022

# **B-1 : Forecasts for FY2022 and Key Factors**

#### Forecasts for FY2022

Operating Devenues			FY2022			FY2	021	vs As of Nov. 2022	
Operating Revenues and Profit/Loss	1H	3Q	4Q	2H	Total	Total	Y-o-Y	Total	(g)-(i)
		- 2	Forecast	Forecast	(g)	(h)	(g)-(h)	(i)	
Operating Revenues	482.9	245.9	211.2	457.1	940.0	757.0	183.0	920.0	20.0
Operating Income/Loss	53.0	27.6	4.5	32.0	85.0	17.7	67.4	80.0	5.0
Ordinary Income/Loss	567.5	74.4	18.1	92.4	660.0	657.5	2.5	710.0	-50.0
Net Income/Loss Attributable to Owners of Parent	565.4	72.8	11.7	84.5	650.0	642.4	7.6	700.0	-50.0
Exhange Rate(¥/\$)	¥131.56	¥143.98	¥129.57	¥136.77	¥134.17	¥112.06	¥22.11	¥132.02	¥2.15
Bunker Price(/MT)	\$850	\$727	\$662	\$695	\$772	\$551	\$222	\$780	-\$8

#### **Key Factors** (year-on-year comparison)

\$772/MT

- Operating income is expected to increase by 67.4 billion yen compared to FY2021 and reach 85.0 billion yen, due to steady growth mainly in Car Carrier Business.
- Although the current containership market will likely remain sluggish, ordinary income is forecast to be 660.0 billion yen.
- Net income will improve year on year due to the improvement in ordinary income.
- The assumed year-end exchange rate applicable to the earnings of consolidated subsidiaries, including equity-method affiliates, is ¥128/\$ (previously announced year-end exchange rate was ¥130/\$).
- In comparison to our second quarter forecast, we expect for a deterioration in ordinary income due to a containership market decline, change on the year end
  exchange rate assumption and temporary foreign exchange loss incurred by extreme exchange rate volatility from the middle of the fiscal year onwards.

#### Key factor assumption

- Yen-US\$ exchange rate ¥134.17/\$ (average for FY2022)
- Bunker price
- Market assumption
   Please refer to Appendix

#### **Estimates sensitivity** (4Q 3 months)

- Yen-US\$ rate: each ¥1 weaker
- (stronger) adds (subtracts) ±4.8 bln
- Bunker price: each \$10/MT down (up) adds (subtracts) ±0.00 bln

\*Exchange rate fluctuations related to equity in earnings of subsidiaries, "ONE" is included.

#### Shareholder's return

Dividend: The expected year-end dividend is 300 yen per share, an additional return of 200 yen per share from the previous forecast. When combined with the interim dividend of 100 yen per share, the full-year dividend is expected to be 400 yen per share (based on shares after stock split\*), while the pre-split full-year dividend forecast is 1,200 yen per share.

→ details : P11 Shareholder's Return Policy Update (FY2022)

\*The note is made taking the effect of stock split implemented on October 1, 2022 into consideration.



(billion yen)

# B-2: Forecasts for FY2022 by Segment

#### Forecasts for FY2022 by Segment

			(billion yen)						
Business Segment			FY2022			FY2	021	vs As of N	lov. 2022
(Upper row : Operating Revenues)	1H	20	4Q	2H	Total	Total	Y-o-Y	Total	(i) $(l)$
(Lower row: Ordinary Income/Loss)	TU	3Q	Forecast	Forecast	(j)	(k)	(j)-(k)	(I)	(j)-(l)
	171.6	76.2	61.2	137.4	309.0	276.5	32.5	303.0	6.0
Dry Bulk	26.0	-2.9	1.0	-2.0	24.0	23.7	0.3	33.0	-9.0
Energy Resource	50.8	26.2	24.0	50.2	101.0	89.7	11.2	97.0	4.0
Transport	9.2	0.1	0.7	0.8	10.0	4.8	5.2	13.0	-3.0
Draduct Lagistica	254.6	141.3	122.1	263.4	518.0	380.2	137.8	509.0	9.0
Product Logistics	536.9	79.0	20.1	99.2	636.0	640.8	-4.8	675.0	-39.0
Containarchin	24.4	12.8	12.7	25.6	50.0	41.7	8.3	46.0	4.0
Containership	504.0	60.7	5.4	66.1	570.0	623.8	-53.8	613.0	-43.0
Othor	5.9	2.2	3.9	6.1	12.0	10.6	1.4	11.0	1.0
Other	0.5	0.0	0.4	0.5	1.0	-0.1	1.1	1.0	-0.0
Adjustment	-	-	-	-	-	-	-	-	-
Adjustment	-5.0	-1.9	-4.2	-6.1	-11.0	-11.7	0.7	-12.0	1.0
Tatal	482.9	245.9	211.2	457.1	940.0	757.0	183.0	920.0	20.0
Total	567.5	74.4	18.1	92.4	660.0	657.5	2.5	710.0	-50.0

#### Key Factors by Segments (year-on-year comparison)

#### Dry Bulk

· As market conditions in major economies are expected to weaken due to inflation and other factors, we will appropriately manage our market exposure while improving vessel deployment efficiency for continued improvement in profitability.

#### Energy Resource Transport

• LNG Carrier, Thermal Coal Carrier, VLCC (Very Large Crude Carrier), and LPG Carrier Businesses are expected to secure stable profits backed by mediumto long-term charter contracts.

#### Product Logistics

In Car Carrier Business, semiconductor supply constraints and other factors have had an impact on passenger car production. However, in anticipation of continued strong cargo movement demand, we will work on various measures such as rate restorations and H&H cargo\* increase while maintaining vessel deployment flexibility to allow rapid response to global economic trends and changes in cargo demand.

(hillion von)

In the Containership segment, the market adjustment is expected to continue from the second half of the fiscal year onwards. This is due to the ending of significant supply chain disruptions, as well as economic slowdown and falling demand, especially in Europe and the US.

\* Oversized cargo such as construction and agricultural machinery, and rail vehicles

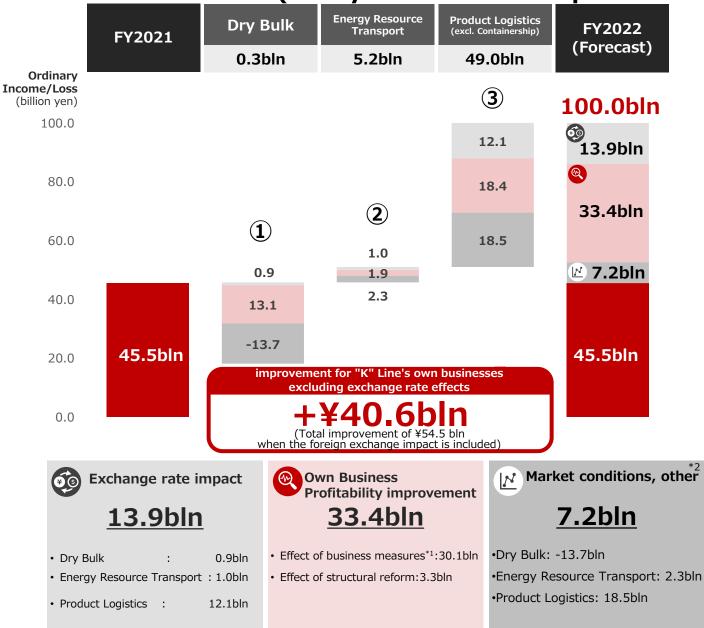


## **B.** Forecasts and Initiatives for FY2022

# K. K. K. KISEN KAISHA, LTD.

## B-3 : Key Factors of Improvement for "K" Line's Own Businesses

## in FY2022 (Full-year results comparison with the previous year)



## **①Dry Bulk**

- Realizing fleet optimization through structural reforms, continuing to implement efficient vessel deployment, and reducing operating costs
- Expanding stable earnings by acquiring new medium- to long-term contracts based on a stronger customer-oriented sales system

## **②Energy Resource Transport**

- Ensuring stable earnings through medium- to long-term contracts
- Enhancing profitability by withdrawing from unprofitable businesses

#### **③Product Logistics** (excl. Containership)

#### **Car Carriers**

- Improving profitability through rate restorations
- Improving fleet competitiveness by securing large size vessel
- Cargo volumes are expected to continue their post-pandemic recovery, and the tight supply and demand situation is expected to remain
- Strategically pursuing new and high-and-heavy cargo contracts, while maintaining space for existing cargo
- Continuing efforts to enhance vessel operation efficiency through route rationalization, etc.

#### Short sea and coastal/Port /Logistics

- Promoting business through collaboration among our subsidiary companies to utilize the respective knowledge and experience of each company
- Maintaining efforts to create synergies among Group businesses

\*1 acquisition of new contracts, ship allocation efficiency etc. \*2 including impact of oil prices



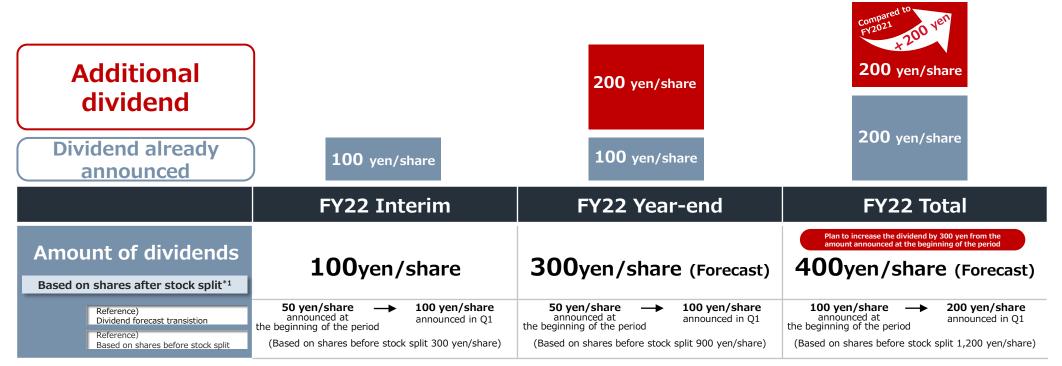
# C. Status and Progress of Medium-term Management Plan

# KAWASAKI KISEN KAISHA, LTD.

# C-1 : Shareholder's Return Policy Update (FY2022)

## Planning to increase the year-end dividend as part of an additional return policy and proceeding with share buyback as planned

Earnings and operating cash flows in the first year of the new medium-term management plan exceed initial forecasts. In preparation for the May announcement of financial results, we will continue to update our capital policy while maintaining awareness of our optimal capital structure, including operating cash flows, the investment necessary to improve corporate value, and additional shareholder returns during the period of the medium-term management plan up to FY2026.



We are repurchasing "K" Line stock up to a total value of 100.0 billion yen (max.) or up to a total of 35,236,000 shares (max.) (based on shares after stock split).

As of January 31, 2023, a total of 31,791,400 shares (90.2%<sup>\*2</sup>) have been acquired for a total value of 78.4 billion yen (78.4%<sup>\*3</sup>) (Nov 8, 2022 to Jan 31, 2023).

#### In principle, the shares repurchased/to be repurchased will be cancelled

- \*1 Regarding the fiscal 2021 full-year and fiscal 2022 interim dividends, the amounts before the stock split are shown for comparison with the fiscal 2022 year-end and total. We implemented a stock split and each share of common stock owned by shareholders listed or recorded in the closing register of shareholders on the record date of September 30, 2022, has been split into 3 shares per share.
- \*2 Fulfillment percentage to the total number of shares that may be repurchased (up to 35,236,000 shares)
- \*3 Fulfillment percentage to the total repurchasable amount 100.0 billion yen (max.)



# C. Status and Progress of Medium-term Management Plan

## Continuing uncertainty in the business environment

#### **Fragmentation of the** global economy (US-China decoupling)

Additional risk factors

> **Energy Prices** (Interest rate policy and energy price impact on the global economy)

China's economic direction after the end of its zero-**COVID** policy

- Continuation of geopolitical risks such as Ukraine's uncertain future and the fragmentation of the global economy hinging on US-China friction
- Continuation of deep-rooted inflationary pressure due to interest rates rising and remaining high in Europe and the US and increasing resource and energy prices
- Uncertain economic direction due to resurging infections after the lifting of China's zero-COVID policy, and due to economic recovery

	Externa	al Environment	Anticipated Risks and Opportunities	Action Based on the Medium-term Management Plan		
	International Conditions	<ul> <li>Impact on the economy such as high prices caused by the Russia-Ukraine situation</li> <li>Expansion of the scope of economic sanctions on Russia such as energy embargos</li> </ul>	<ul> <li>Although there are concerns about the impact on trade for some cargo, the impact on market conditions is expected to be minor.</li> <li>Impact on the European economy due to a long-term curtailment of gas supply from Russia</li> </ul>	<ul> <li>Strengthening of resilience to market conditions through the emergence of effect of structural reforms</li> <li>Strengthening earning power through resource allocation according to the</li> </ul>		
	Pandemic	<ul> <li>Increase in the number of global infections due to variant strains</li> <li>Economic direction after the lifting of China's zero-COVID policy</li> </ul>	<ul> <li>Continued burden on the entire supply chain and decrease in the volume of production of goods due to the shortages of parts and semiconductors</li> <li>Resurging infections in China and economic recovery</li> </ul>	<ul> <li>characteristics of each business based on the portfolio strategy</li> <li>Working with customers to respond to "changes in the business environment" and the "energy mix</li> </ul>		
ΨŢ	Global Economy	<ul> <li>Unpredictable exchange rate volatility</li> <li>Deep-rooted inflationary pressure</li> <li>Interest rates that are rising and remaining high in Europe and the US</li> <li>Increased resource prices</li> </ul>	<ul> <li>Slowdown of the real economy due to rising procurement costs and other factors, and the negative impact on purchasing power in Europe and the US</li> <li>Continuation of global inflationary pressure</li> </ul>	<ul> <li>transition phase"</li> <li>Strengthening of safety and quality management systems as a shipping company supporting global social infrastructure</li> </ul>		
Ĝ	Strengthening of Regulations Related to Decarbonization	Application of treaty on new CO2 emission regulations to large ocean-going vessels	<ul> <li>Increase in benefits of environmentally friendly vessels due to restrictions on output of existing vessels and the necessity to make modifications to improve fuel efficiency</li> <li>Impact of the expansion of industries covered by the EU-ETS*</li> </ul>	• Realizing growth by considering the low-carbon/zero-carbon shift of the Company and society as a business opportunity based on the long-term management vision		



# Appendix



#### Dry Bulk Market Results and Assumption

	FY2021					FY2022				
Dry Bulk Market	1Q	2Q	3Q	4Q	Total	1Q	2Q	ЗQ	4Q Forecast	Forecast
CAPE	\$31,100	\$42,400	\$42,650	\$14,750	\$32,750	\$21,600	\$13,700	\$14,900	\$10,650	\$15,200
PANAMAX	\$24,700	\$32,300	\$27,900	\$21,900	\$26,750	\$25,300	\$15,850	\$14,700	\$12,000	\$16,950
HANDYMAX	\$25,550	\$34,250	\$30,500	\$25,150	\$28,900	\$28,900	\$19,750	\$14,850	\$12,000	\$18,850
SMALL HANDY	\$22,500	\$32,200	\$31,350	\$24,100	\$27,600	\$27,550	\$18,700	\$15,050	\$11,000	\$18,100

#### Tanker Market Results and Assumption

World Scale	FY2021					FY2022				
(WS)	1Q	2Q	3Q	4Q	Total	1Q	2Q	ЗQ	4Q Forecast	Forecast
VLCC	33	33	42	39	37	46	71	95	45	64
(Middle East/Japan)	\$4,850	\$2,750	\$7,700	∆\$2,050	\$3,300	∆\$3,250	\$32,250	\$66,200	\$26,150	\$30,350
AFRAMAX	84	91	103	109	97	167	214	254	181	204
(South Asia/Japan)	\$5,000	\$5,650	\$6,650	\$7,000	\$6,100	\$18,000	\$35,500	\$55,000	\$48,350	\$39,200

#### Transition of Fleet Scale

Vessel Type	FY2020	FY2021	FY2022-3Q
CAPE	86	88	81
Panamax and Smaller size	88	80	74
Wood Chip Carriers	7	6	7
Total	181	174	162
VLCC	6	6	6
LPG Carriers	4	4	4
Other Tankers	6	5	2
Thermal Coal Carriers	26	31	30
LNG Carriers	44	43	44
Total	86	89	86

#### FY2022 : Market Exposure

Vessel Type	Market Exposure
CAPE	9%
Panamax and Smaller size	4%
Wood Chip Carriers	0%
VLCC	0%
LPG Carriers	0%
Thermal Coal Carriers	2%



## Appendix

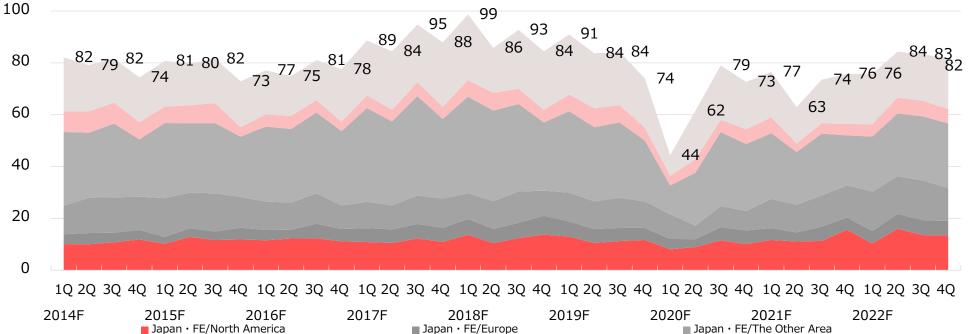


# **Car Carriers Total Units Carried by Service Routes**

Total Units Carried	FY2021 FY2022									
(1,000 units)	1Q	2Q	3Q	4Q	Total	1Q	2Q	ЗQ	4Q Forcast	Forcast
Outbound	275	252	288	327	1,142	303	362	346	317	1,329
Homebound	61	33	40	44	179	48	62	60	55	224
Others	254	203	238	193	889	212	242	248	249	951
Intra-Europe	175	140	168	193	677	195	177	179	198	748
Total Units Carried	765	629	735	757	2,886	758	843	832	819	3,252
Number of Fleet	81	80	84	83	83	87	86	86	86	86

#### (10,000 Units)

■ Trade not From/To Japan • FE



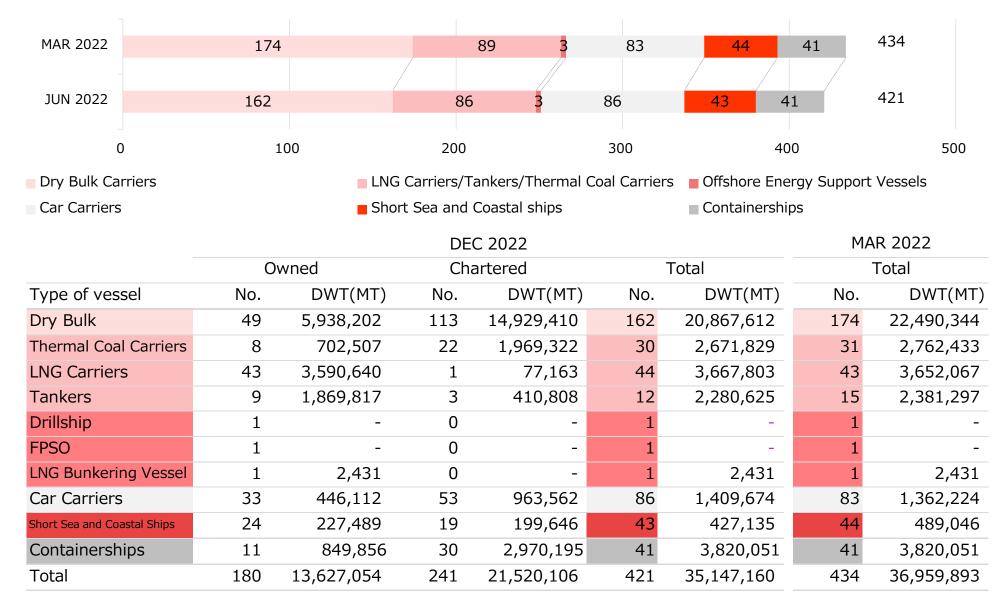
Trade bound for Japan • FE

Intra-Europe

## Appendix



# "K" Line Group Fleet Composition



\* The numer of owners vessels includes co-owned vessels, and deadweight tonnage includes share of other companies' ownership in co-owned vessels.

\* Includes flagships and spot and/or short-term activities at the end of term.

# "K" Line Group Vessels in Operation/New Building Delivery Schedule

#### **"**K" Line Group Vessels in Operation

Segment	Business/Ves	sel Types	Mar-22	Dec-22
Dry Bulk	Total	CAPE OVER PANAMAX PANAMAX HANDYMAX SMALL HANDY CHIP	80 8 46 30 4 6 <b>174</b>	76 5 36 31 7 7 <b>162</b>
	- otdi	VLCC	6	6
	Tankers	AFRAMAX Chemical Tankers LPG Carriers Total	2 3 4 15	2 0 4 12
Energy Resource Transport	LNC Carriers	TOCAT	43	44
	Thermal Coal Carriers Drillship FPSO	5	31 1 1	30 1 1
	LNG Bunkering Vesse		1	1
	Total		92	89
	Car Carriers	7,000 Units 6,000 Units 5,000 Units 4,000 Units 3,000 Units 2,000 Units ~2,000 Units Total	17 38 10 3 4 4 7 83	17 39 11 4 4 4 7 86
Product Logistics	Containerships	14,000TEU 8,000TEU 5,500TEU 4,200TEU 1,700TEU 1,200TEU Total	12 13 4 7 5 0 41	12 13 4 7 5 0 41
	Short Sea and Coasta	al Ships	44	43
	Total		168	170
Grand Total			434	421

#### New Building Delivery Schedule

Number of Vessel	2022	2023	2024
CAPE		2	1
OVER PANAMAX		1	
HANDYMAX			1
LPG Carriers		1	
LNG Carriers		1	
FPSO		1	
Liquefied CO2 vessel			2
Car Carriers (7,000 Unit)		1	4
Short Sea and Coastal Ships	1	2	2
Total	1	9	10



#### [Disclaimer]

Information contained in this material is provided solely for informational purposes and is not an offer or a solicitation of an offer to buy or sell securities.

You are requested to make investment decisions using your own judgment.

#### [Forward-looking statements]

This material contains forward-looking statements concerning future plans and forecast, these statements are based on information currently available.

Furthermore, "K" LINE therefore cautions readers that actual results may differ materially from economic conditions, supply and demand in the shipping industry, price of bunker, foreign currency exchange rates.

