



# Supplementary Report -FY2016 3Q-

**K** "K" LINE  
川崎汽船株式会社

31<sup>st</sup> January 2017

## ◆ Loading Volume & Market Information by Business Segment

『Containerships』 “Capacity” “Volume” “Utilization” of Asia/North America & Asia/Europe	1
『Containerships』 “Volume” “Share” of Asia/North America (EB) & Asia/Europe (WB)	2
『Containerships』 “Average Freight” “Volume”	3
『Car Carriers』 “Volume” by Loading/Discharging Area	4
『Dry Bulk Carriers』 『Tankers』 “Baltic Dry Index” “World Scale”	5

## ◆ “K”Line Group Fleet Composition

“K”Line Group Vessels in Operation	6
『Containerships』 『Car Carriers』 『Dry Bulk Carriers』 『LNG Carriers and Tankers』	7
『Offshore Energy E&P Support』 『Heavy Lifters』 『Short Sea/Coastal』	8
New Buildings Delivery Schedule	8

## ◆ Others

“Non-Operating Income and Expenses” “Extraordinary Profits and Losses”	9
Performance per Segment	10



◆ Loading Volume & Market Information by Business Segment

『Containerships』

Value for our Next Century

“Capacity” “Volume” “Utilization” of Asia/North America & Asia/Europe - Action for Future -

(1,000TEU)

Asia / North America		2014FY							2015FY							2016FY				
		1H			2H				FY	1H			2H				FY	1H		2H
		1Q	2Q		3Q	4Q		1Q		2Q		3Q	4Q		1Q	2Q			3Q	
(E/Bound)	Capacity	217	231	448	223	211	434	882	243	262	505	258	245	504	1,009	265	277	542	270	
	Volume	213	230	443	219	196	414	858	243	248	490	210	197	407	898	233	266	498	264	
	Utilization(%)	98.3	99.7	99.1	97.9	92.7	95.4	97.3	99.7	94.6	97.1	81.4	80.3	80.9	89.0	87.8	95.9	92.0	97.5	
(W/Bound)	Capacity	217	231	448	223	211	434	882	243	262	505	258	245	504	1,009	265	277	542	270	
	Volume	119	107	226	117	104	221	447	119	101	221	103	106	209	429	116	110	226	127	
	Utilization(%)	54.7	46.4	50.5	52.6	49.3	51.0	50.7	49.1	38.7	43.7	39.7	43.3	41.5	42.6	43.8	39.7	41.7	47.1	

Asia / Europe		2014FY							2015FY							2016FY				
		1H			2H				FY	1H			2H				FY	1H		2H
		1Q	2Q		3Q	4Q		1Q		2Q		3Q	4Q		1Q	2Q			3Q	
(W/Bound)	Capacity	134	139	273	135	129	264	538	121	124	245	125	127	251	497	114	117	231	116	
	Volume	127	129	256	120	110	230	486	103	103	206	101	100	200	406	100	104	204	106	
	Utilization(%)	94.6	92.5	93.5	89.1	84.8	87.0	90.3	85.3	82.7	84.0	80.8	78.6	79.7	81.8	87.6	88.6	88.1	91.4	
(E/Bound)	Capacity	134	139	273	135	129	264	538	121	124	245	125	127	251	497	114	117	231	116	
	Volume	87	93	180	91	83	174	354	85	77	162	84	80	164	326	81	79	160	82	
	Utilization(%)	64.7	66.7	65.7	67.2	64.4	65.8	65.8	70.1	62.3	66.1	67.7	62.8	65.2	65.7	71.5	67.1	69.3	70.9	

# ◆ Loading Volume & Market Information by Business Segment

『Containerships』

“Volume” “Share” of Asia/North America (EB) & Asia/Europe (WB)

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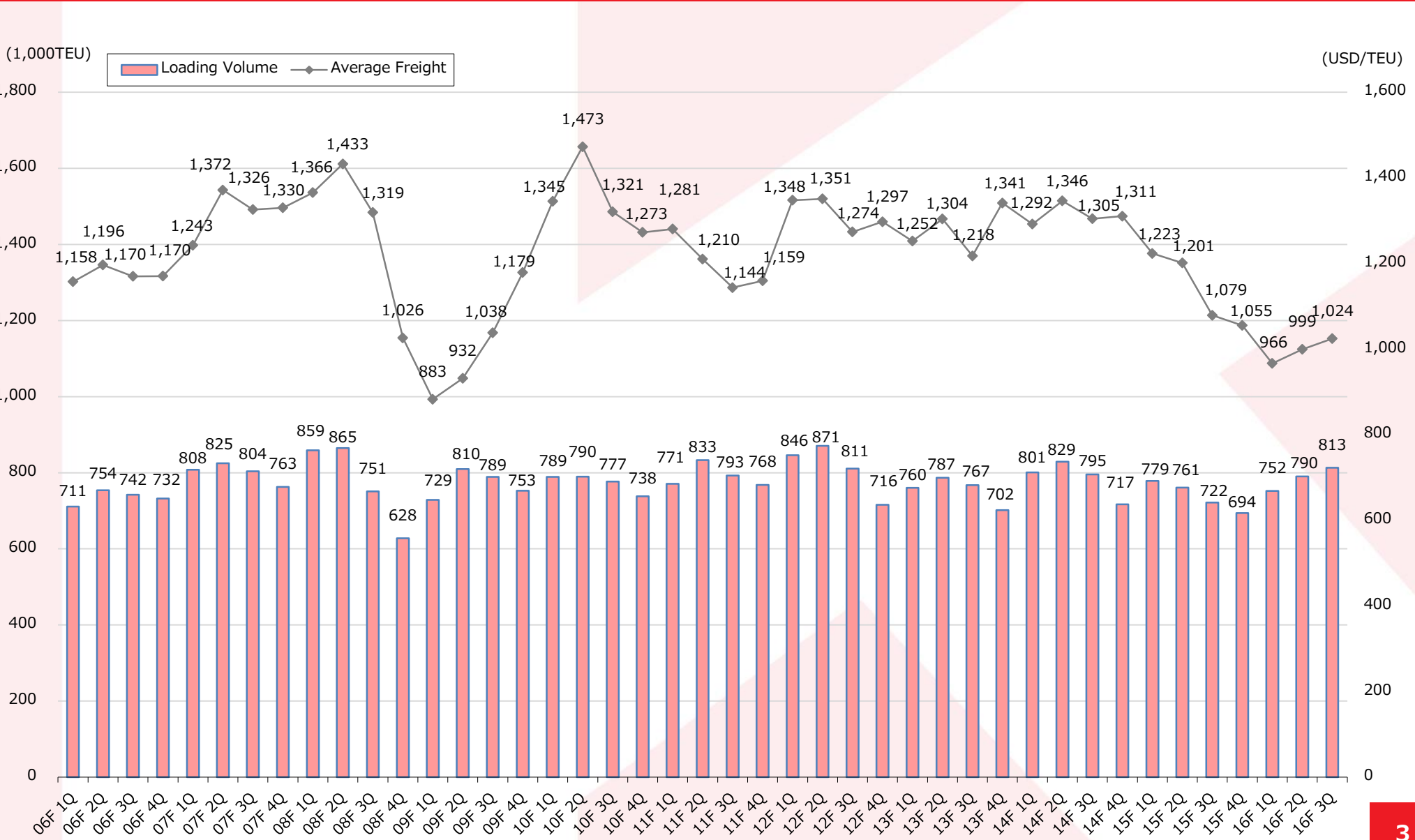


Asia/N.America (1,000TEU)	403	315	343	332	348	316	336	302	398	373	407	374	443	414	490	407	498
Asia/Europe (1,000TEU)	297	252	231	202	257	233	265	214	266	214	243	215	256	230	206	200	204
Asia/N.America Share (%)	5.7	5.4	5.7	5.4	4.8	4.8	4.6	4.5	5.0	5.2	5.1	4.9	5.1	5.1	5.2	4.9	5.2
Asia/Europe Share (%)	4.2	4.5	3.9	3.3	3.7	3.5	3.7	3.2	3.9	3.3	3.3	3.1	3.2	3.3	2.8	2.8	2.7

# ◆ Loading Volume & Market Information by Business Segment

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『Containerships』 “Average Freight” “Volume”

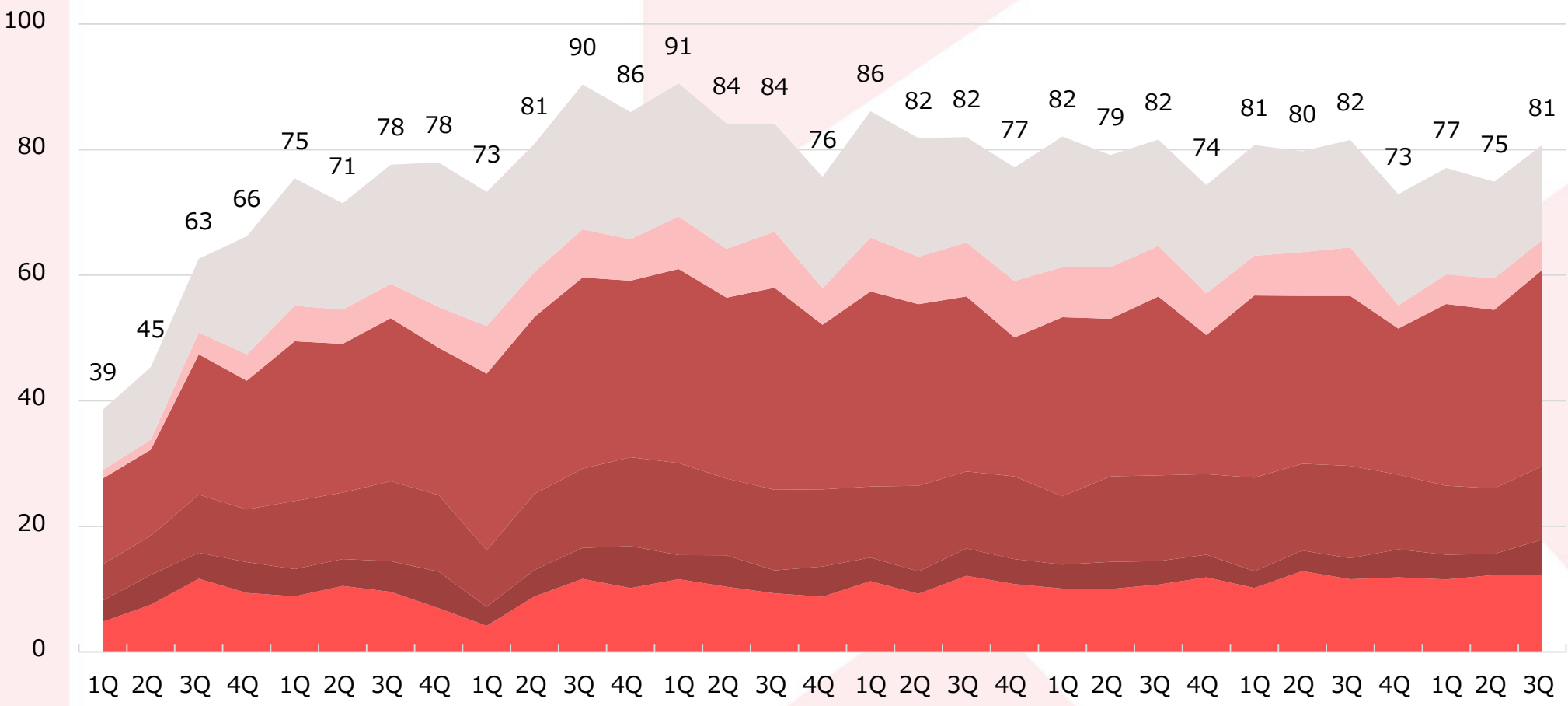


◆ Loading Volume & Market Information by Business Segment

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『Car Carriers』 “Volume” by Loading/Discharging Area

(10,000 Units)

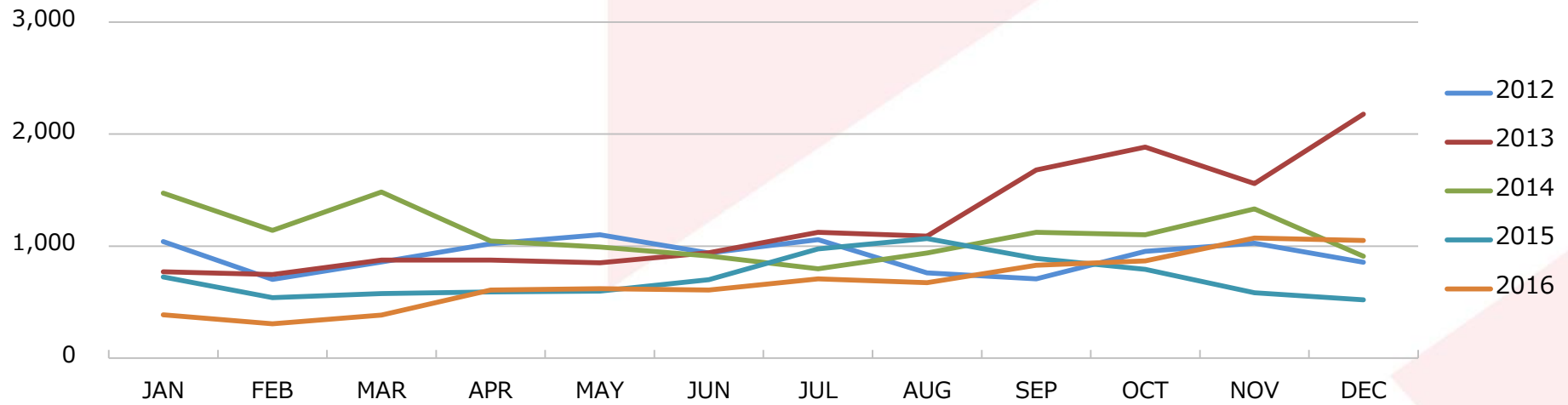


FE/North America FE/Europe FE/Others not From/To FE Bound for FE Intra-Europe

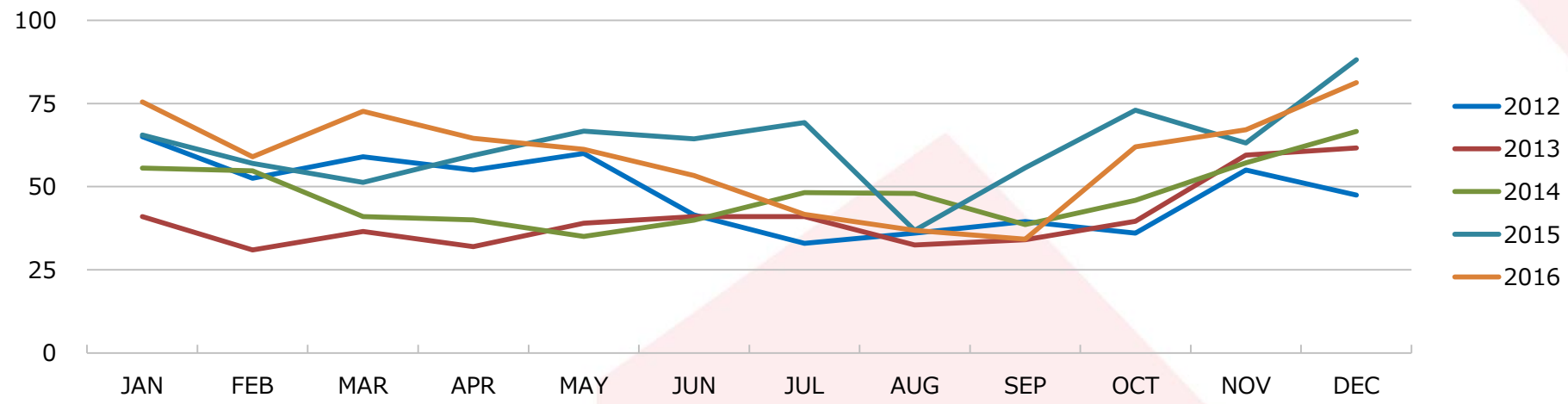
◆ Loading Volume & Market Information by Business Segment

『Dry Bulk Carriers』 『Tankers』 “Baltic Dry Index” “World Scale”


Baltic Dry Index



World Scale VLCC(AG/JPN)

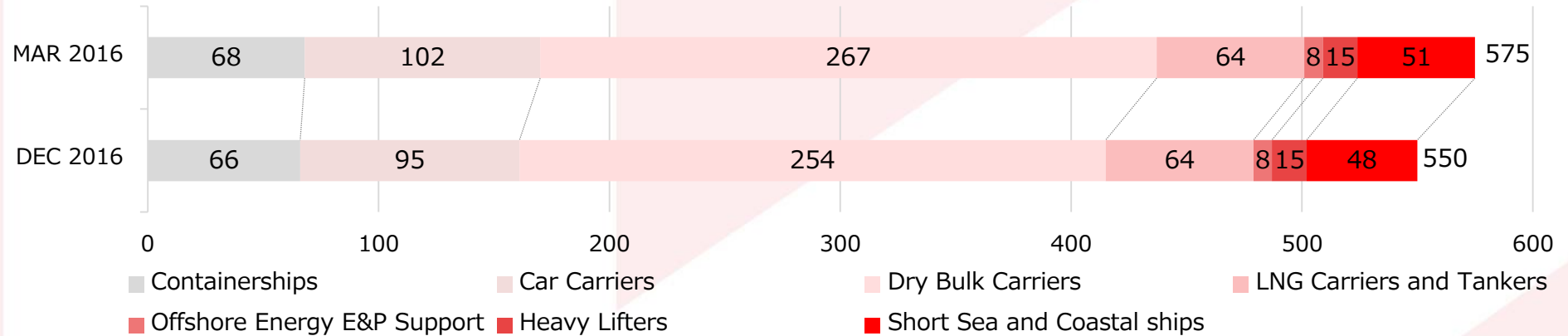


# ◆ "K"Line Group Fleet Composition

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## "K"Line Group Vessels in Operation

### "K"Line Group Fleet Composition



Type of Vessel	DEC 2016		DEC 2016		DEC 2016		MAR 2016	
	Owned	DWT(MT)	Chartered	DWT(MT)	Total	DWT(MT)	Total	DWT(MT)
Containerships	7	460,448	59	3,812,739	66	4,273,187	68	4,434,061
Car Carriers	34	503,826	61	1,000,486	95	1,504,312	102	1,614,391
Dry Bulk Carriers	63	7,387,246	191	22,551,768	254	29,939,014	267	29,226,541
LNG Carriers	41	3,432,936	1	77,163	42	3,510,099	41	3,419,771
Oil Tankers	11	1,446,119	11	1,706,659	22	3,152,778	23	3,258,643
Offshore Support Vessels	7	32,481	0	0	7	32,481	7	32,481
Drillships	1	-	0	0	1	-	1	-
Heavy Lifters	13	138,192	2	19,926	15	158,118	15	158,118
Short Sea and Coastal ships	21	218,895	27	345,921	48	564,816	51	589,057
<b>Total</b>	<b>198</b>	<b>13,620,143</b>	<b>352</b>	<b>29,514,662</b>	<b>550</b>	<b>43,134,805</b>	<b>575</b>	<b>42,733,063</b>

\* The number of owned 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.

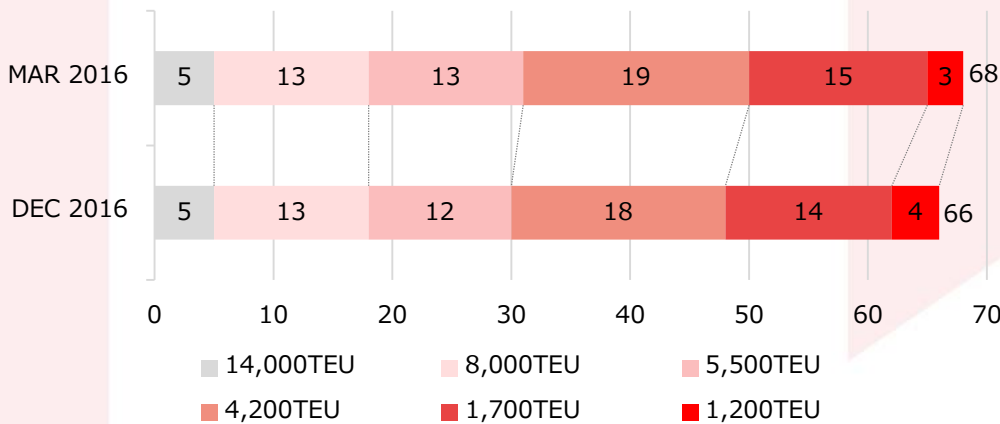


# ◆ "K"Line Group Fleet Composition

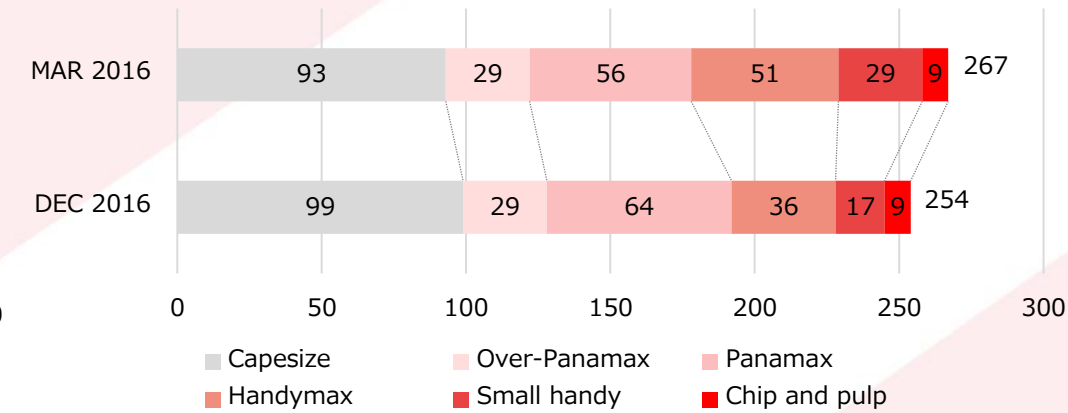
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『Containerships』 『Car Carriers』 『Dry Bulk Carriers』  
『LNG Carriers and Tankers』

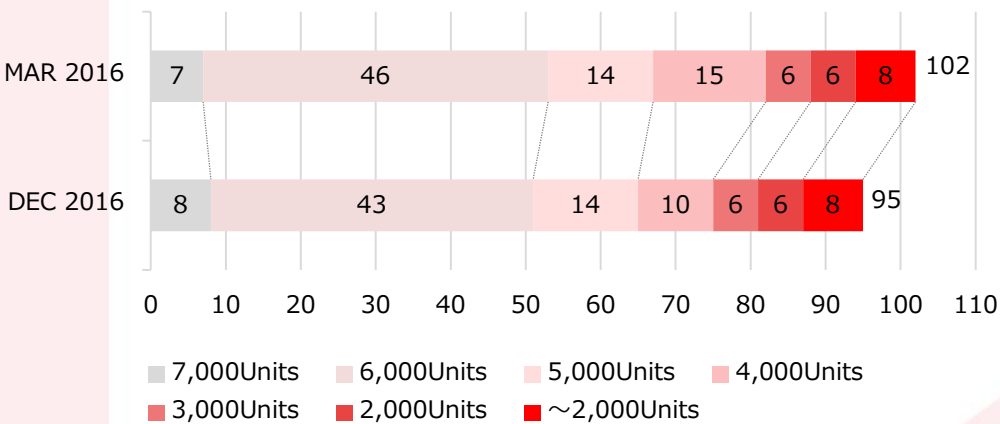
## Containerships



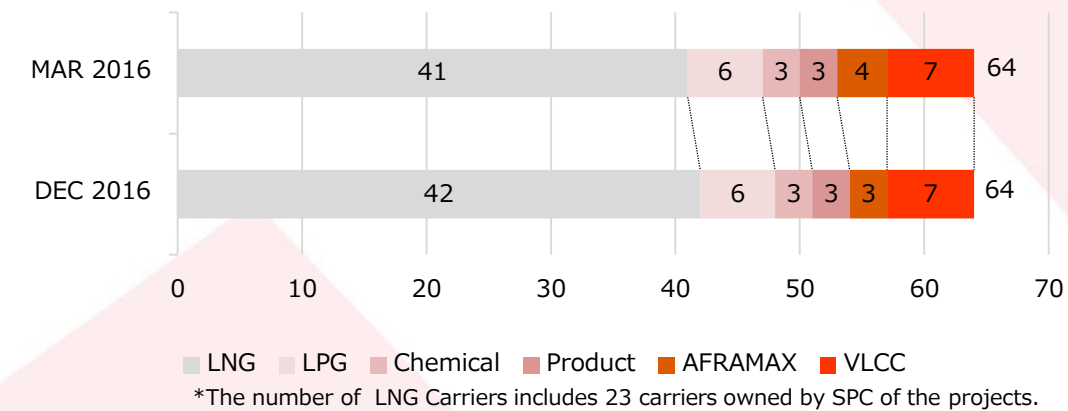
## Dry Bulk Carriers



## Car Carriers



## LNG Carriers and Tankers



# ◆ "K" Line Group Fleet Composition

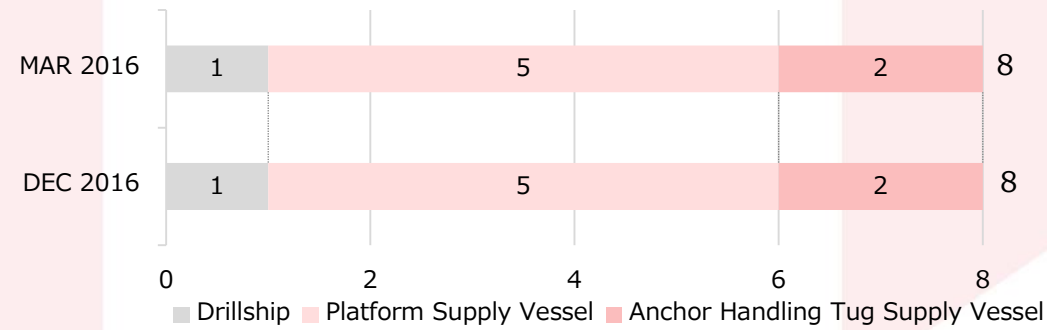
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## 『Offshore Energy E&P Support』 New building delivery schedule

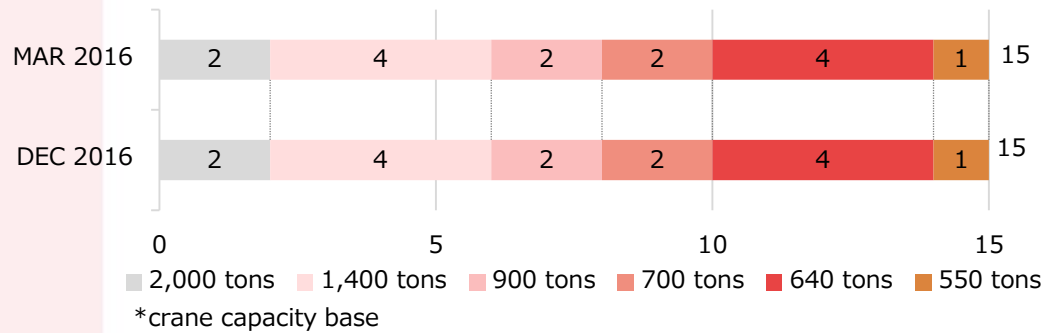
## 『Heavy Lifters』

## 『Short Sea/Coastal』

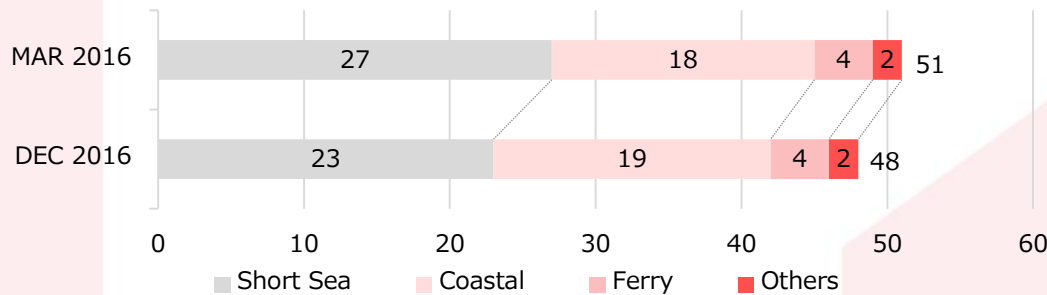
### Offshore Energy E&P Support



### Heavy Lifters



### Short Sea / Coastal



### New building delivery schedule

	FY2016	FY2017	FY2018
Containerships	0	3	0
14,000TEU		3	
Dry Bulk Carriers	3	8	7
Capesize	1	2	4
Panamax	1	1	
Handymax		2	
Smallhandy		1	
Chip/Pulp		1	
Corona	1	1	3
Car Carriers	3	2	3
7,500 Units	3	2	3
LNG Carriers	1	4	2
Tankers	0	2	5
VLCC		1	2
AFRAMAX			2
LPG		1	1
Offshore Energy E&P Support	0	0	0
Offshore			
Drillship			
Heavy Lifters	0	0	0
Short Sea/Coastal	2	1	1
<b>Total</b>	<b>9</b>	<b>20</b>	<b>18</b>

“Non-Operating Income and Expenses”  
“Extraordinary Profits and Losses”

	(billion yen)		
<b>Non-Operating Income and Expense</b>	1H	3Q	1-3Q
Financial Gain/Loss	△ 1.7	△ 1.1	△ 2.8
Equity in Earnings of Affiliated Companies	1.3	0.9	2.2
Exchange Gain/Loss	△ 8.5	7.5	△ 1.1
Others	△ 0.8	0.2	△ 0.5
<b>Consolidated Total</b>	<b>△ 9.7</b>	<b>7.5</b>	<b>△ 2.2</b>

<b>Extraordinary profits and Losses</b>	1H	3Q	1-3Q
Gain on Sales of Fixed Assets	△ 2.5	△ 0.7	△ 3.1
Impairment Loss	△ 2.5	△ 0.1	△ 2.7
Loss on Cancellation of Chartered Vessels	△ 5.0	0.1	△ 4.9
Others	0.4	0.1	0.5
<b>Consolidated Total</b>	<b>△ 9.6</b>	<b>△ 0.7</b>	<b>△ 10.2</b>

## Performance per Segment

## Operating Revenues

	(million yen)					
	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Containerships	444,971	395,460	552,810	582,398	677,428	622,962
Dry Bulk Carriers	447,111	463,507	502,571	572,686	600,687	570,151
Offshore Energy E&P Support & Heavy Lifters	-	-	35,712	32,818	35,317	24,656
Others	93,002	113,342	43,678	36,224	38,988	87,225
Total	985,084	972,310	1,134,771	1,224,126	1,352,421	1,304,996

## Ordinary Income

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Containerships	29,005	△ 41,772	6,630	△ 142	20,623	△ 10,049
Dry Bulk Carriers	16,991	△ 8,628	24,064	41,261	36,501	24,656
Offshore Energy E&P Support & Heavy Lifters	-	-	△ 2,422	△ 4,503	△ 5,670	△ 6,553
Others	4,739	6,605	6,566	2,635	3,024	1,826
Total	50,735	△ 43,795	34,839	39,252	54,477	9,879
Adjustment	△ 3,385	△ 5,160	△ 6,250	△ 6,797	△ 5,497	△ 6,541
Consolidated	47,350	△ 48,955	28,589	32,455	48,981	3,338

\*From 2012FY, business segments have been revised.

Logistics Business : 「Other Business」 → 「Containership Business」

Energy Transportation Business Development ・ Offshore Support Vessels ・ Heavy Lifters : 「Bulk Shipping Business」 → 「Offshore Energy E&P Support & Heavy Lifters」 (New)