# KAWASAKI HEAVY INDUSTRIES, LTD. AND CONSOLIDATED SUBSIDIARIES FLASH CONSOLIDATED FINANCIAL RESULTS 

For the years ended March 31, 2009 and 2008

## Operating results

Net sales
Operating income
Net income
Earnings per share (Yen)

Financial condition

As of March 31, 2009
As of March 31, 2008
As of March 31, 2009

As of March 31, 2009
As of March 31, 2008
As of March 31, 2009
Millions of yen / Thousands of U.S. dollars

| Total assets |  | Net assets |  | Ratio of net assets to total assets |
| :---: | :---: | :---: | :---: | :---: |
| $¥$ | 1,399,771 | $¥$ | 295,246 | 21\% |
|  | 1,378,770 |  | 319,038 | 23\% |
| \$ | 14,245,583 | \$ | 3,004,743 | - |


| Yen / U.S. dollars |
| :---: |
| Net assets <br> per share |


| Thousand shares |
| :--- |
| Number of shares |
| issued and outstanding |


| $¥$ | $\mathbf{1 7 4 . 1}$ |
| :--- | ---: |
|  | 187.7 |
| $\$$ | 1.77 |

1,668,235
\$ $\quad 1.77$
$1,668,235$
-

## Cash flows

Operating activities
Investing activities
Financing activities
Cash and cash equivalents at end of term

| Millions of yen |  |  |  |
| ---: | ---: | ---: | ---: |
|  | $\mathbf{2 0 0 9}$ | 2008 |  |
|  | $\mathbf{( 4 1 , 2 5 7 )}$ | $¥$ | 75,766 |
|  | $\mathbf{( 7 2 , 2 8 4 )}$ |  | $(49,090)$ |
|  | $\mathbf{1 0 7 , 6 9 3}$ |  | $(27,392)$ |
|  | $\mathbf{3 1 , 4 1 4}$ |  | 38,169 |

Thousands of

| U.S. dollars |  |
| :---: | :---: |
| 2009 |  |
| $\$$ | $(419,876)$ |
|  | $(735,640)$ |
|  | $1,096,000$ |
|  | 319,703 |

## Fiscal year forecast



Notes : 1. This "FLASH CONSOLIDATED FINANCIAL RESULTS" and following financial statements have been prepared in conformity with generally accepted accounting principles and practices in Japan.
2. All US\$ amounts in these statements represent the arithmetical results of translating Japanese yen to U.S. dollars on the basis of $¥ 98.26=\$ 1$, the rate prevailing as of March 31, 2009, solely for the convenience of the readers.

## Condensed Consolidated Balance Sheets

As of March 31, 2009 and 2008

|  | Millions of yen |  |  |  | Thousands of U.S. dollars |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  |  |  |
| Assets : |  |  |  |  |  |  |
| Current assets : |  |  |  |  |  |  |
| Cash on hand and in banks | $¥$ | 31,956 | $¥$ | 39,875 | \$ | 325,219 |
| Receivables, less allowance |  | 418,636 |  | 433,155 |  | 4,260,493 |
| Inventories |  | 476,441 |  | 439,310 |  | 4,848,779 |
| Other current assets |  | 68,764 |  | 69,942 |  | 699,816 |
| Total current assets |  | 995,797 |  | 982,282 |  | 10,134,307 |
| Investments and long-term loans less allowance |  | 54,289 |  | 79,675 |  | 552,504 |
| Net property, plant and equipment |  | 284,118 |  | 259,927 |  | 2,891,492 |
| Intangible and other assets |  | 65,567 |  | 56,886 |  | 667,280 |
| Total assets | $\ddagger$ | 1,399,771 | $\ddagger$ | 1,378,770 | \$ | 14,245,583 |
| Liabilities and net assets : |  |  |  |  |  |  |
| Current liabilities : |  |  |  |  |  |  |
| Short-term borrowings and current portion of long-term debt | $¥$ | 207,082 | ¥ | 137,681 | \$ | 2,107,490 |
| Payables |  | 358,478 |  | 431,000 |  | 3,648,260 |
| Advances from customers |  | 125,763 |  | 124,679 |  | 1,279,900 |
| Other current liabilities |  | 138,683 |  | 131,182 |  | 1,411,388 |
| Total current liabilities |  | 830,006 |  | 824,542 |  | 8,447,038 |
| Long-term liabilities : |  |  |  |  |  |  |
| Long-term debt, less current portion |  | 181,706 |  | 138,766 |  | 1,849,237 |
| Others |  | 92,813 |  | 96,424 |  | 944,565 |
| Total long-term liabilities |  | 274,519 |  | 235,190 |  | 2,793,802 |
| Net assets : |  |  |  |  |  |  |
| Common stock |  | 104,329 |  | 104,329 |  | 1,061,765 |
| Capital surplus |  | 54,282 |  | 54,291 |  | 552,432 |
| Retained earnings |  | 154,273 |  | 151,401 |  | 1,570,049 |
| Treasury stock |  | (468) |  | (460) |  | $(4,763)$ |
| Net unrealized gains on securities |  | 3,140 |  | 10,292 |  | 31,957 |
| Gains(losses) on hedging items |  | (264) |  | 5,217 |  | $(2,687)$ |
| Foreign currency translation adjustments |  | $(24,851)$ |  | $(11,878)$ |  | $(252,911)$ |
| Minority interests |  | 4,805 |  | 5,846 |  | 48,901 |
| Total net assets |  | 295,246 |  | 319,038 |  | 3,004,743 |
| Total liabilities and net assets | ¥ | 1,399,771 | $¥$ | 1,378,770 | \$ | 14,245,583 |

## Condensed Consolidated Statements of Income

For the years ended March 31, 2009 and 2008

|  | Millions of yen |  |  |  |  | Thousands of U.S. dollars |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2008 |  | $\begin{gathered} \hline \% \\ \text { Change } \end{gathered}$ |  |  |
|  |  |  |  |  |  |  |  |
| Net sales | $¥$ | 1,338,597 | ¥ | 1,501,097 | -11\% | \$ | 13,623,010 |
| Cost of sales |  | 1,146,944 |  | 1,262,032 |  |  | 11,672,542 |
| Gross profit |  | 191,653 |  | 239,065 |  |  | 1,950,468 |
| Selling, general and administrative expenses |  | 162,940 |  | 162,155 |  |  | 1,658,253 |
| Operating income |  | 28,713 |  | 76,910 | -63\% |  | 292,215 |
| Other income (expenses) : |  |  |  |  |  |  |  |
| Interest and dividend income |  | 4,352 |  | 5,005 |  |  | 44,291 |
| Equity in income of unconsolidated subsidiaries and affiliates |  | 8,709 |  | 7,642 |  |  | 88,632 |
| Interest expense |  | $(6,658)$ |  | $(7,980)$ |  |  | $(67,759)$ |
| Other, net |  | $(11,491)$ |  | $(23,522)$ |  |  | $(116,945)$ |
| Income before income taxes and minority interests |  | 23,625 |  | 58,055 | -59\% |  | 240,434 |
| Income taxes |  | $(10,761)$ |  | $(22,011)$ |  |  | $(109,516)$ |
| Minority interests in net income of consolidated subsidiaries |  | $(1,136)$ |  | (903) |  |  | $(11,561)$ |
| Net income | $¥$ | 11,728 | $\geq$ | 35,141 | -67\% | \$ | 119,357 |

## Condensed Consolidated Statements of Cash Flows

(Consolidated)
For the years ended March 31, 2009 and 2008


## Cash flows from operating activities:

Income before income taxes and minority interests
Adjustments to reconcile net income before income taxes and minority interests to net cash provided by operating activities:

Depreciation and amortization
Increase in assets
Increase (Decrease) in liabilities
Other
Net cash provided by operating activities
Cash flows from investing activities:
Acquisition of tangible and intangible assets
Acquisition of investments in securities
Other
Net cash used for investing activities

Cash flows from financing activities:
Increase in short-term borrowings
Proceeds from long-term debt
Repayment of long-term debt
Other
Net cash provided by (used for) financing activities
Effect of exchange rate changes
Net decrease in cash and cash equivalents
Cash and cash equivalents at beginning of year
Increase in cash and cash equivalents
due to changes in fiscal period of consolidated subsidiaries
Cash and cash equivalents at end of year

|  | Millions of yen |  |  | Thousands of$\frac{\text { U.S. dollars }}{2009}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 |  | 2008 |  |  |  |
| $¥$ | 23,625 | $¥$ | 58,055 | \$ | 240,434 |
|  | 44,334 |  | 37,455 |  | 451,191 |
|  | $(56,094)$ |  | $(29,042)$ |  | $(570,873)$ |
|  | $(55,670)$ |  | 36,437 |  | $(566,558)$ |
|  | 2,548 |  | $(27,139)$ |  | 25,930 |
| ¥ | $(41,257)$ | ¥ | 75,766 | \$ | $(419,876)$ |
|  | $(74,459)$ |  | $(50,836)$ |  | $(757,775)$ |
|  | $(3,043)$ |  | $(1,183)$ |  | $(30,969)$ |
|  | 5,218 |  | 2,929 |  | 53,104 |
| ¥ | $(72,284)$ | $\underline{\square}$ | $(49,090)$ | \$ | $(735,640)$ |
|  | 67,881 |  | 13,099 |  | 690,830 |
|  | 73,551 |  | 3,328 |  | 748,535 |
|  | $(25,017)$ |  | $(34,817)$ |  | $(254,600)$ |
|  | $(8,722)$ |  | $(9,002)$ |  | $(88,765)$ |
| ¥ | 107,693 | ¥ | $(27,392)$ | \$ | 1,096,000 |
|  | (907) |  | (501) |  | $(9,230)$ |
|  | $(6,755)$ |  | $(1,217)$ |  | $(68,746)$ |
|  | 38,169 |  | 39,228 |  | 388,449 |
|  | - |  | 158 |  | - |
| ¥ | 31,414 | $\pm$ | 38,169 | \$ | 319,703 |


|  |  | Millions of yen |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \hline \text { External } \\ \text { sales } \\ \hline \end{gathered}$ | 2009 |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Intersegment sales | Total sales |  | Operating expenses |  | Operatingincome (loss) |  | Total assets |  | Depreciation and amortization |  | Capital <br> expenditures |  |
| Shipbuilding | ¥ |  | 126,426 | $¥$ | 1,762 | \# | 128,188 | ¥ | 129,207 | ¥ | $(1,019)$ | ¥ | 139,017 | ¥ | 3,987 | ¥ | 7,116 |
| Rolling Stock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \& Construction Machinery |  | 186,454 |  | 1,368 |  | 187,822 |  | 176,453 |  | 11,369 |  | 200,482 |  | 5,140 |  | 6,147 |
| Aerospace |  | 200,425 |  | 1,873 |  | 202,298 |  | 206,476 |  | $(4,178)$ |  | 331,671 |  | 6,659 |  | 20,380 |
| Gas Turbines \& Machinery |  | 195,156 |  | 18,316 |  | 213,472 |  | 202,446 |  | 11,026 |  | 203,902 |  | 4,607 |  | 10,176 |
| Plant \& Infrastructure Engineering |  | 105,178 |  | 13,853 |  | 119,031 |  | 110,060 |  | 8,971 |  | 113,158 |  | 1,716 |  | 1,270 |
| Consumer Products \& Machinery |  | 336,459 |  | 4,038 |  | 340,497 |  | 350,640 |  | $(10,143)$ |  | 268,013 |  | 14,957 |  | 24,298 |
| Hydraulic Machinery |  | 84,919 |  | 8,524 |  | 93,443 |  | 85,054 |  | 8,389 |  | 60,430 |  | 3,729 |  | 10,539 |
| Other |  | 103,580 |  | 42,142 |  | 145,722 |  | 141,466 |  | 4,256 |  | 149,478 |  | 1,847 |  | 1,174 |
| Total |  | 1,338,597 |  | 91,876 |  | 1,430,473 |  | 1,401,802 |  | 28,671 |  | 1,466,151 |  | 42,642 |  | 81,100 |
| Eliminations and corporate |  |  |  | $(91,876)$ |  | $(91,876)$ |  | $(91,918)$ |  | 42 |  | $(66,380)$ |  | 1,692 |  | 1,350 |
| Consolidated total | ¥ | 1,338,597 | ¥ | - | ¥ | 1,338,597 | ¥ | 1,309,884 | ¥ | 28,713 | ¥ | 1,399,771 | ¥ | 44,334 | ¥ | 82,450 |


|  | Millions of yen |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | External <br> sales |  | Intersegment sales |  | Total sales |  |  | 2008 |  |  |  |  |  |  |  |  |
|  |  |  | Operating expenses | $\begin{gathered} \text { Operating } \\ \text { income (loss) } \\ \hline \end{gathered}$ |  | Total assets |  | Depreciation and amortization |  | Capital expenditures |  |
| Shipbuilding | ¥ | 141,397 |  |  | $¥$ | 1,568 | $¥$ | 142,965 | $¥$ | 139,712 | $¥$ | 3,253 | $¥$ | 134,577 | * | 2,459 | $¥$ | 4,161 |
| Rolling Stock |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \& Construction Machinery |  | 171,739 |  | 727 |  |  |  | 172,466 |  | 165,293 |  | 7,173 |  | 161,585 |  | 3,579 |  | 6,454 |
| Aerospace |  | 237,349 |  | 1,644 |  | 238,993 |  | 228,117 |  | 10,876 |  | 281,517 |  | 6,232 |  | 6,154 |
| Gas Turbines \& Machinery |  | 185,486 |  | 16,940 |  | 202,426 |  | 189,034 |  | 13,392 |  | 188,133 |  | 3,765 |  | 5,392 |
| Plant \& Infrastructure Engineering |  | 142,547 |  | 13,747 |  | 156,294 |  | 145,455 |  | 10,839 |  | 132,174 |  | 1,926 |  | 1,318 |
| Consumer Products \& Machinery |  | 433,963 |  | 8,244 |  | 442,207 |  | 422,537 |  | 19,670 |  | 315,309 |  | 13,517 |  | 19,367 |
| Hydraulic Machinery |  | 84,028 |  | 8,724 |  | 92,752 |  | 83,635 |  | 9,117 |  | 53,348 |  | 2,659 |  | 4,801 |
| Other |  | 104,588 |  | 40,234 |  | 144,822 |  | 142,469 |  | 2,353 |  | 164,445 |  | 1,699 |  | 1,674 |
| Total |  | 1,501,097 |  | 91,828 |  | 1,592,925 |  | 1,516,252 |  | 76,673 |  | 1,431,088 |  | 35,836 |  | 49,321 |
| Eliminations and corporate |  | - |  | $(91,828)$ |  | (91,828) |  | (92,065) |  | 237 |  | $(52,318)$ |  | 1,619 |  | 1,217 |
| Consolidated total | ¥ | 1,501,097 | ¥ |  | ¥ | 1,501,097 | ¥ | 1,424,187 | ¥ | 76,910 | $\ddagger$ | 1,378,770 | ¥ | 37,455 | ¥ | 50,538 |

Shipbuilding
Rolling Stock
\& Construction Machinery
Aerospace
Gas Turbines \& Machinery
Plant \& Infrastructure Engineering
Consumer Products \& Machinery
Hydraulic Machinery
Other
Total
Eliminations and corporate
Consolidated total

(b) Information by geographic area

|  |  | Millions of yen |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2009 |  |  |  |  |  |  |  |  |  |  |
|  |  | $\begin{aligned} & \text { External } \\ & \text { sales } \end{aligned}$ | Intersegment sales |  | Total sales |  | Operating expenses |  | $\begin{gathered} \text { Operating } \\ \text { income (loss) } \end{gathered}$ |  | Total assets |  |
| Japan | ¥ | 974,454 | $¥$ | 247,020 | $¥$ | 1,221,474 | ¥ | 1,208,067 | ¥ | 13,407 | $¥$ | 1,169,702 |
| North America |  | 220,856 |  | 24,500 |  | 245,356 |  | 246,742 |  | $(1,386)$ |  | 182,269 |
| Europe |  | 90,898 |  | 4,563 |  | 95,461 |  | 94,753 |  | 708 |  | 59,217 |
| Asia |  | 43,328 |  | 41,818 |  | 85,146 |  | 80,594 |  | 4,552 |  | 38,421 |
| Other Areas |  | 9,061 |  | 251 |  | 9,312 |  | 8,945 |  | 367 |  | 2,970 |
| Total |  | 1,338,597 |  | 318,152 |  | 1,656,749 |  | 1,639,101 |  | 17,648 |  | 1,452,579 |
| Eliminations and corporate |  | - |  | $(318,152)$ |  | $(318,152)$ |  | $(329,217)$ |  | 11,065 |  | $(52,808)$ |
| Consolidated total | ¥ | 1,338,597 | ¥ | - | \# | 1,338,597 | ¥ | 1,309,884 | ¥ | 28,713 | ¥ | 1,399,771 |


|  | Millions of yen |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2008 |  |  |  |  |  |  |  |  |  |  |  |
|  | External sales |  | Intersegment sales |  | Total sales |  | Operating expenses |  | Operating income (loss) |  | Total assets |  |
| Japan | $¥$ | 1,058,487 | $¥$ | 307,546 | $¥$ | 1,366,033 | ¥ | 1,291,102 | $¥$ | 74,931 | $¥$ | 1,103,514 |
| North America |  | 267,560 |  | 25,202 |  | 292,762 |  | 293,276 |  | (514) |  | 191,075 |
| Europe |  | 131,608 |  | 5,321 |  | 136,929 |  | 132,449 |  | 4,480 |  | 83,928 |
| Asia |  | 33,297 |  | 24,752 |  | 58,049 |  | 56,597 |  | 1,452 |  | 37,917 |
| Other Areas |  | 10,145 |  | 247 |  | 10,392 |  | 10,119 |  | 273 |  | 3,335 |
| Total |  | 1,501,097 |  | 363,068 |  | 1,864,165 |  | 1,783,543 |  | 80,622 |  | 1,419,769 |
| Eliminations and corporate |  | - |  | $(363,068)$ |  | $(363,068)$ |  | $(359,356)$ |  | $(3,712)$ |  | $(40,999)$ |
| Consolidated total | ¥ | 1,501,097 | ¥ | - | ¥ | 1,501,097 | $¥$ | 1,424,187 | ¥ | 76,910 | ¥ | 1,378,770 |


|  | Thousands of U.S. dollars |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  |  |  |  |  |  |  |  |  |  |  |
|  | External sales |  | Intersegment sales |  | Total sales |  | Operating expenses |  | $\begin{gathered} \text { Operating } \\ \text { income (loss) } \end{gathered}$ |  | Total assets |  |
| Japan | \$ | 9,917,097 | \$ | 2,513,943 | \$ | 12,431,040 | \$ | 12,294,596 | \$ | 136,444 | \$ | 11,904,152 |
| North America |  | 2,247,669 |  | 249,338 |  | 2,497,007 |  | 2,511,113 |  | $(14,106)$ |  | 1,854,966 |
| Europe |  | 925,076 |  | 46,438 |  | 971,514 |  | 964,309 |  | 7,205 |  | 602,656 |
| Asia |  | 440,953 |  | 425,585 |  | 866,538 |  | 820,212 |  | 46,326 |  | 391,014 |
| Other Areas |  | 92,215 |  | 2,555 |  | 94,770 |  | 91,034 |  | 3,736 |  | 30,226 |
| Total |  | 13,623,010 |  | 3,237,859 |  | 16,860,869 |  | 16,681,264 |  | 179,605 |  | 14,783,014 |
| Eliminations and corporate |  | - |  | $(3,237,859)$ |  | $(3,237,859)$ |  | $(3,350,469)$ |  | 112,610 |  | $(537,431)$ |
| Consolidated total | \$ | 13,623,010 | \$ | - | \$ | 13,623,010 | \$ | 13,330,795 | \$ | 292,215 | \$ | 14,245,583 |

(c) Overseas sales

North America
Europe
Asia
Other Areas
Total

| Millions of yen |  |  |  |  |  | $\begin{gathered} \begin{array}{c} \text { Thousands of } \\ \text { U.S. dollars } \end{array} \\ \hline 2009 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 |  |  | 2008 |  |  |  |  |
|  | verseas sales | \% against net sales |  | rseas ales | \% against net sales |  | Overseas sales |
| ¥ | 309,979 | 23.1\% | ¥ | 358,717 | 23.9\% | \$ | 3,154,681 |
|  | 116,298 | 8.7\% |  | 153,613 | 10.2\% |  | 1,183,574 |
|  | 174,310 | 13.0\% |  | 161,906 | 10.7\% |  | 1,773,967 |
|  | 130,051 | 9.7\% |  | 148,315 | 9.9\% |  | 1,323,540 |
| ¥ | 730,638 | 54.5\% | $\ddagger$ | 822,551 | 54.7\% | \$ | 7,435,762 |

## Net sales, orders and order backlog by industry segment

For the years ended March 31, 2009 and 2008


|  | Millions of yen |  |  |  |  |  | \% <br> Change | Thousands of U.S. dollars |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | As ofMar. 31, 2009 |  |  | $\begin{gathered} \hline \text { As of } \\ \text { Mar. } 31,2008 \end{gathered}$ |  |  |  | As ofMar. 31, 2009 |  |
| Order backlog : |  |  |  |  |  |  |  |  |  |
| Shipbuilding | $¥$ | 356,937 | (21\%) | $¥$ | 414,176 | (27\%) | -14\% | \$ | 3,632,577 |
| Rolling Stock |  |  |  |  |  |  |  |  |  |
| \& Construction Machinery |  | 478,566 | (28\%) |  | 431,377 | (28\%) | +11\% |  | 4,870,405 |
| Aerospace |  | 286,601 | (17\%) |  | 248,332 | (16\%) | +15\% |  | 2,916,762 |
| Gas Turbines \& Machinery |  | 405,196 | (24\%) |  | 245,962 | (16\%) | +65\% |  | 4,123,713 |
| Plant \& Infrastructure Engineering |  | 112,163 | (6\%) |  | 135,288 | (9\%) | -17\% |  | 1,141,492 |
| Consumer products \& Machinery |  | - | (-\%) |  | - | (-\%) | -\% |  | - |
| Hydraulic Machinery |  | 28,539 | (2\%) |  | 29,317 | (2\%) | -3\% |  | 290,444 |
| Other |  | 31,161 | (2\%) |  | 29,211 | (2\%) | +7\% |  | 317,127 |
| Total | ¥ | 1,699,163 | (100\%) | \# | 1,533,663 | (100\%) | +11\% | \$ | 17,292,520 |

