



Thousands of

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

For six months ended September 30, 2008 and 2007 and one year ended March 31, 2008

## **Operating results**

		Millions	U.S. dollars					
	-	onths ended p. 30, 2008		nonths ended p. 30, 2007	Six months ended Sep. 30, 2008			
Net sales	¥	652,924	¥	699,540	\$	6,300,531		
Operating income		24,353		39,050		235,000		
Net income		12,336		19,878		119,039		
Earnings per share (Yen)		7.4		11.9				

## **Financial condition**

	Total assets	Net assets	Ratio of net assets to total assets
As of September 30, 2008	¥ 1,360,771	¥ 313,593	<b>23%</b>
As of March 31, 2008 As of September 30, 2008	1,378,770 \$ 13,131,053	319,038 \$ 3,026,083	<u> </u>
	Yen / U.S. dollars Net assets	Thousand shares Number of shares	
	per share	issued and outstandin	g
<b>As of September 30, 2008</b> As of March 31, 2008 As of September 30, 2008	¥ 184.5   187.7   \$ 1.78	<b>1,668,264</b> 1,668,305	

Millions of yen / Thousands of U.S. dollars

## **Cash flows**

		Millions		U.S. dollars			
	-	onths ended p. 30, 2008		nonths ended p. 30, 2007	Six months ended Sep. 30, 2008		
Operating activities	¥	8,547	¥	24,010	\$	82,476	
Investing activities		(29,584)		(20,190)		(285,477)	
Financing activities		11,843		(20,801)		114,282	
Cash and cash equivalents at end of term		28,616		22,819		276,136	

## **Fiscal vear forecast**

'iscal year forecast		Millions	s of yen	
		Net sales	N	let income
One year ending March 31, 2009	¥	1,450,000	¥	26,000

- 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  $\pm 103.63=$ \$1, the rate prevailing as of September 30, 2008, solely for the convenience of the readers.

### (Consolidated)

## **Condensed Consolidated Balance Sheets** As of September 30 and March 31, 2008

As of September 30 and March 31, 2008		Million	s of ven		Thou	usands of U.S. dollars
		As of		As of		As of
	Se	p. 30, 2008	Ma	r. 31, 2008	Se	p. 30, 2008
Assets :						
Current assets :						
Cash on hand and in banks	¥	29,898	¥	39,875	\$	288,507
Receivables, less allowance		354,549		433,155		3,421,297
Inventories		495,400		439,310		4,780,469
Other current assets		69,793		69,942		673,483
Total current assets		949,640		982,282		9,163,756
Investments and long-term loans less allowance		72,164		79,675		696,362
Net property, plant and equipment		275,726		259,927		2,660,677
Intangible and other assets		63,241		56,886		610,258
Total assets	¥	1,360,771	¥	1,378,770	\$	13,131,053
Liabilities and net assets :						
Current liabilities :						
Short-term borrowings						
and current portion of long-term debt	¥	156,103	¥	137,681	\$	1,506,350
Payables		380,030		431,000		3,667,181
Advances from customers		145,416		124,679		1,403,223
Other current liabilities		119,752		131,181		1,155,573
Total current liabilities		801,301		824,541		7,732,327
Long-term liabilities :		/		- /-		, - ,-
Long-term debt, less current portion		145,298		138,766		1,402,084
Others		100,579		96,425		970,559
Total long-term liabilities		245,877		235,191	-	2,372,643
Net assets :		, , , , , , , , , , , , , , , , , , , ,		·		<i>, ,</i>
Common stock		104,329		104,329		1,006,745
Capital surplus		54,289		54,291		523,873
Retained earnings		154,901		151,401		1,494,752
Treasury stock		(469)		(460)		(4,526)
Net unrealized gains on securities		4,787		10,292		46,193
Gains/losses on hedging items		4,107		5,217		39,631
Foreign currency translation adjustments		(14,137)		(11,878)		(136,418)
Minority interests		5,786		5,846		55,833
Total net assets		313,593		319,038		3,026,083
Total liabilities and net assets	¥	1,360,771	¥	1,378,770	\$	13,131,053

## **Condensed Consolidated Statements of Income**

For six months ended September 30, 2008 and 2007

F of six months ended September 50, 2006 and 20	,07	Million	s of ven			Tho	usands of U.S. dollars
	Six months ended Sep. 30, 2008			onths ended p. 30, 2007	% Change	-	nonths ended ep. 30, 2008
Net sales	¥	652,924	¥	699,540	-7%	\$	6,300,531
Cost of sales		547,663		582,117			5,284,792
Gross profit		105,261		117,423			1,015,739
Selling, general and administrative expenses		80,908		78,373			780,739
Operating income		24,353		39,050	-38%		235,000
Other income (expenses) :							
Interest and dividend income		2,501		2,468			24,134
Equity in income of unconsolidated							
subsidiaries and affiliates		3,311		2,331			31,950
Interest expense		(3,429)		(3,859)			(33,089)
Other, net		(1,183)		(8,153)			(11,416)
Income before income taxes and						_	
minority interests		25,553		31,837	-20%		246,579
Income taxes		(12,589)		(11,470)			(121,480)
Minority interests in net income of							
consolidated subsidiaries		(628)		(489)			(6,060)
Net income	¥	12,336	¥	19,878	-38%	\$	119,039

#### For three months ended September 30, 2008

1 <i>,</i>			Thou	sands of			
	Mil	lions of yen	U.S. dollar				
	Three n	nonths ended	Three	months ended			
	Sep	o. 30, 2008	Se	p. 30, 2008			
Net sales	¥	350,392	\$	3,381,183			
Cost of sales		293,220		2,829,489			
Gross profit		57,172		551,694			
Selling, general and administrative expenses		41,319		398,717			
Operating income		15,853		152,977			
Other income (expenses) :							
Interest and dividend income		855		8,251			
Equity in income of unconsolidated							
subsidiaries and affiliates		1,956		18,875			
Interest expense		(1,579)		(15,237)			
Other, net		(6,357)		(61,344)			
Income before income taxes and							
minority interests		10,728		103,522			
Income taxes		(6,134)		(59,191)			
Minority interests in net income of							
consolidated subsidiaries		(360)		(3,474)			
Net income	¥	4,234	\$	40,857			

## **Condensed Consolidated Statements of Cash Flows** For six months ended September 30, 2008 and 2007

#### (Consolidated)

For six months ended September 30, 2008 and 2007							
					Thou	sands of	
			s of yen			U.S. dollars	
		onths ended		onths ended	Six months ended		
	Sep	. 30, 2008	Sep.	. 30, 2007	Sep. 30, 2008		
Cash flows from operating activities:							
Income before income taxes and minority interests	¥	25,553	¥	31,837	\$	246,579	
Adjustments to reconcile net income before income taxes and minority							
interests to net cash provided by operating activities:							
Depreciation and amortization		20,025		17,642		193,236	
Decrease in assets		22,602		33,312		218,103	
Decrease in liabilities		(41,356)		(30,659)		(399,074)	
Other		(18,277)		(28,122)		(176,368)	
Net cash provided by operating activities	¥	8,547	¥	24,010	\$	82,476	
Cash flows from investing activities:							
Acquisition of tangible and intangible assets		(30,787)		(23,964)		(297,086)	
Acquisition of investments in securities		(24)		(1,111)		(232)	
Other		1,227		4,885		11,841	
Net cash used for investing activities	¥	(29,584)	¥	(20,190)	\$	(285,477)	
Cash flows from financing activities:							
Increase (decrease) in short-term borrowings		20,381		(5,369)		196,671	
Proceeds from long-term debt		21,008		3,220		202,721	
Repayment of long-term debt		(20,910)		(10,108)		(201,776)	
Other		(8,636)		(8,544)		(83,334)	
Net cash provided by (used for) financing activities	¥	11,843	¥	(20,801)	\$	114,282	
Effect of exchange rate changes		(359)		413		(3,465)	
Net decrease in cash and cash equivalents		(9,553)		(16,568)		(92,184)	
Cash and cash equivalents at beginning of year		38,169		39,229		368,320	
Increase in cash and cash equivalents							
due to changes in fiscal period of consolidated subsidiaries		-		158		-	
Cash and cash equivalents at end of year	¥	28,616	¥	22,819	\$	276,136	

## Segment information (a) Information by industry segment

	Millions of yen										
				Six month	s end	ded Septem	ber 3	0, 2008			
Shipbuilding	External sales		Intersegment sales		Total sales		Operating expenses			perating ome (loss)	
	¥	53,735	¥	906	¥	54,641	¥	54,383	¥	258	
Rolling Stock											
& Construction Machinery		83,679		730		84,409		77,345		7,064	
Aerospace		95,291		810		96,101		95,541		560	
Gas Turbines & Machinery		91,790		8,485		100,275		95,490		4,785	
Plant & Infrastructure Engineering		46,692		5,170		51,862		47,169		4,693	
Consumer products & Machinery		177,622		3,661		181,283		180,981		302	
Hydraulic Machinery		47,297		4,356		51,653		46,608		5,045	
Other		56,818		19,488		76,306		74,488		1,818	
Total		652,924		43,606		696,530		672,005		24,525	
Eliminations		-		(43,606)		(43,606)		(43,434)		(172)	
Consolidated total	¥	652,924	¥	-	¥	652,924	¥	628,571	¥	24,353	

	Millions of yen											
				Six mont	hs end	ded Septembe	er 30, 2	2007				
	External sales		Intersegment sales		Total sales		Operating expenses		Operating income (loss)			
Shipbuilding	¥	77,480	¥	932	¥	78,412	¥	76,111	¥	2,301		
Rolling Stock												
& Construction Machinery		70,244		591		70,835		69,674		1,161		
Aerospace		118,247		868		119,115		108,422		10,693		
Gas Turbines & Machinery		84,289		6,322		90,611		84,917		5,694		
Plant & Infrastructure Engineering		49,647		6,802		56,449		55,043		1,407		
Consumer products & Machinery		212,512		2,577		215,089		202,769		12,320		
Hydraulic Machinery		39,977		4,254		44,231		40,324		3,908		
Other		47,144		18,024		65,168		63,868		1,297		
Total		699,540		40,370		739,910		701,128		38,781		
Eliminations		-		(40,370)		(40,370)		(40,638)		269		
Consolidated total	¥	699,540	¥	-	¥	699,540	¥	660,490	¥	39,050		

	Thousands of U.S. dollars										
	Six months ended September 30, 2008										
		External sales		ersegment sales	Total sales		Operating expenses			Dperating ome (loss)	
Shipbuilding	\$	518,527	\$	8,743	\$	527,270	\$	524,780	\$	2,490	
Rolling Stock & Construction Machinery		807,479		7,044		814,523		746,357		68,166	
Aerospace		919,531		7,816		927,347		921,943		5,404	
Gas Turbines & Machinery		885,747		81,878		967,625		921,451		46,174	
Plant & Infrastructure Engineering		450,565		49,889		500,454		455,167		45,287	
Consumer products & Machinery		1,714,002		35,328		1,749,330		1,746,415		2,915	
Hydraulic Machinery		456,403		42,034		498,437		449,755		48,682	
Other		548,277		188,053		736,330		718,789		17,541	
Total		6,300,531		420,785		6,721,316		6,484,657		236,659	
Eliminations		-		(420,785)		(420,785)		(419,126)		(1,659)	
Consolidated total	\$	6,300,531	\$	-	\$	6,300,531	\$	6,065,531	\$	235,000	

## (b) Information by geographic area

					Mil	lions of yen								
		Six months ended September 30, 2008												
		External sales		Intersegment sales		Total sales		Operating expenses	Operating income (loss)					
Japan	¥	465,767	¥	119,156	¥	584,923	¥	567,873	¥	17,050				
North America		106,348		12,944		119,292		120,529		(1,237)				
Europe		56,119		2,539		58,658		57,558		1,100				
Asia		19,857		19,299		39,156		37,239		1,917				
Other Areas		4,833		123		4,956		4,651		305				
Total		652,924		154,061		806,985		787,850		19,135				
Eliminations		-		(154,061)		(154,061)		(159,279)		5,218				
	¥	652,924	¥	-	¥	652,924	¥	628,571	¥	24,353				

	Millions of yen												
		Six months ended September 30, 2007											
	External		Intersegment		Total		Operating		Operating				
	sales		sales		sales		expenses		income (loss)				
Japan	¥	491,024	¥	143,302	¥	634,326	¥	595,440	¥	38,886			
North America		118,166		12,691		130,857		134,404		(3,547)			
Europe		72,010		2,334		74,344		71,413		2,931			
Asia		13,863		11,683		25,546		24,724		822			
Other Areas		4,477		118		4,595		4,493		102			
Total		699,540		170,128		869,668		830,474		39,194			
Eliminations		-		(170,128)		(170,128)		(169,984)		(144)			
Consolidated total	¥	699,540	¥	-	¥	699,540	¥	660,490	¥	39,050			

	Thousands of U.S. dollars											
	Six months ended September 30, 2008											
	External sales		In	Intersegment sales		Total sales		Operating expenses		Dperating ome (loss)		
Japan	\$	4,494,519	\$	1,149,821	\$	5,644,340	\$	5,479,813	\$	164,527		
North America		1,026,228		124,906		1,151,134		1,163,071		(11,937)		
Europe		541,532		24,501		566,033		555,418		10,615		
Asia		191,614		186,230		377,844		359,346		18,498		
Other Areas		46,638		1,187		47,825		44,880		2,945		
Total		6,300,531		1,486,645		7,787,176		7,602,528		184,648		
Eliminations		-		(1,486,645)		(1,486,645)		(1,536,997)		50,352		
Consolidated total	\$	6,300,531	\$	-	\$	6,300,531	\$	6,065,531	\$	235,000		

## (c) Overseas sales

(		Millions of yen								
		Six month Sep. 30		Six months ended Sep. 30, 2007				nonths ended ep. 30, 2008		
	Overseas sales		% against net sales	Overseas sales		% against net sales	Overseas sales			
North America	¥	148,385	22.8%	¥	162,065	23.1%	\$	1,431,873		
Europe Asia		68,378 74,082	10.4% 11.3%		81,694 64,742	11.6% 9.3%		659,828 714,870		
Other Areas		71,595	11.0%		77,624	11.1%		690,872		
Total	¥	362,440	55.5%	¥	386,125	55.1%	\$	3,497,443		

# **Net sales, orders and order backlog by industry segment** For six months ended September 30, 2008 and 2007

	_	Millions of yen						Thousands of U.S. dollars	
	S	Six months	ended	Six months ended		%	Six months ended		
	Sep. 30, 2008		2008	Sep. 30, 2007			Change	Sep. 30, 2008	
Net sales :									
Shipbuilding	¥	53,735	(8%)	¥	77,480	(11%)	-31%	\$	518,527
Rolling Stock									
& Construction Machinery		83,679	(13%)		70,244	(10%)	+19%		807,479
Aerospace		95,291	(15%)		118,247	(17%)	-19%		919,531
Gas Turbines & Machinery		91,790	(14%)		84,289	(12%)	+9%		885,747
Plant & Infrastructure Engineering		46,692	(7%)		49,647	(7%)	-6%		450,565
Consumer products & Machinery		177,622	(27%)		212,512	(30%)	-16%		1,714,002
Hydraulic Machinery		47,297	(7%)		39,977	(6%)	+18%		456,403
Other		56,818	(9%)		47,144	(7%)	+21%		548,277
Total	¥	652,924	(100%)	¥	699,540	(100%)	-7%	\$	6,300,531
Orders :									
Shipbuilding	¥	58,444	(8%)	¥	85,631	(12%)	-32%	\$	563,968
Rolling Stock			. ,						
& Construction Machinery		136,098	(19%)		121,605	(17%)	+12%		1,313,307
Aerospace		58,366	(8%)		73,726	(10%)	-21%		563,215
Gas Turbines & Machinery		119,369	(17%)		93,527	(13%)	+28%		1,151,877
Plant & Infrastructure Engineering		49,032	(7%)		41,557	(6%)	+18%		473,145
Consumer products & Machinery		177,622	(25%)		212,512	(29%)	-16%		1,714,002
Hydraulic Machinery		55,098	(8%)		44,040	(6%)	+25%		531,680
Other		63,237	(8%)		52,238	(7%)	+21%		610,219
Total	¥	717,266	(100%)	¥	724,836	(100%)	-1%	\$	6,921,413

			Million	s of y	en			-	housands of U.S. dollars
		As of			As of	%	As of		
		Sep. 30, 2008			Mar. 31, 2	Change	Sep. 30, 2008		
Order backlog :									
Shipbuilding	¥	421,518	(26%)	¥	414,176	(27%)	+2%	\$	4,067,529
Rolling Stock									
& Construction Machinery		484,027	(30%)		431,377	(28%)	+12%		4,670,723
Aerospace		215,310	(13%)		248,332	(16%)	-13%		2,077,680
Gas Turbines & Machinery		278,576	(17%)		245,962	(16%)	+13%		2,688,179
Plant & Infrastructure Engineering		137,506	(9%)		135,288	(9%)	+2%		1,326,894
Consumer products & Machinery		-	( - %)		-	(-%)	-%		-
Hydraulic Machinery		37,117	(2%)		29,317	(2%)	+27%		358,168
Other		35,630	(3%)		29,211	(2%)	+22%		343,819
Total	¥	1,609,684	(100%)	¥	1,533,663	(100%)	+5%	\$	15,532,992