

DATA FILE 2012

KAWASAKI HEAVY INDUSTRIES, LTD.

Code No. (7012)

From our beginnings as a shipbuilder in 1878, the Kawasaki Heavy Industries Group has forged an extensive global presence that today spans a growing number of fields, encompassing transportation equipment such as rolling stock, aircraft, Kawasaki-brand motorcycles and more. Continually moving forward to meet the ever-changing demands of the marketplace, we have branched out into the energy and environmental sector to provide gas turbines, gas engines and a wide array of related plants and facilities. We have also broken new ground in the field of industrial equipment, where we have introduced state-of-the-art industrial plants, hydraulic equipment and robots.

Today the Kawasaki Group is leveraging the strengths of its advanced technologies to provide superior products and services designed to fulfill our customers' needs and help create a better tomorrow. "Working as One for the Good of the Planet" is the message at the heart of the Kawasaki Group Mission Statement which we set forth 2007. It is the driving force behind everything we do as a responsible corporate citizen.

As rampant growth in emerging markets across the globe tips the ecological scale, we are finding ways to bring balance between people and the environment through conservation and sustainable development. We are constantly working to provide products and services that will meet the needs of our customers and make a lasting difference in all our lives. You'll find a full spectrum of environmentally friendly features, including low-carbon, energy- and resource-efficient technologies, at work throughout the entire range of our business operations, which includes transportation equipment and systems, energy and environmental equipment, as well as industrial equipment.

We will continue expanding by making contributions to our customers and society through the development of innovative products, as well as by constant evolutions corresponding to changes in the business environment. The Kawasaki Group is committed to maintaining the trust of our stakeholders and communities wherever we operate, and to inspiring hopes and dreams in all of our employees. We look forward to sharing those hopes and dreams with you as we move forward together.

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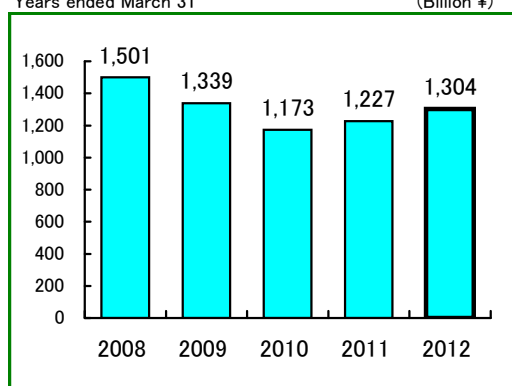
FINANCIAL HIGHLIGHTS

Kawasaki Heavy Industries, Ltd. and consolidated subsidiaries
Years ended March 31

	Millions of yen				
	2008	2009	2010	2011	2012
For the year:					
Net sales	¥1,501,097	¥1,338,597	¥1,173,473	¥1,226,949	¥1,303,778
Net income	35,141	11,728	(10,860)	25,965	23,323
Net income (loss) per share (yen)	21.1	7.0	(6.5)	15.5	13.9
Return on average shareholders' equity	11.4%	3.8%	(3.8%)	9.1%	7.8%
Cash dividends per share (yen)	5.0	3.0	3.0	3.0	5.0
At year end:					
Total assets	1,378,770	1,399,771	1,352,439	1,354,278	1,362,139
Working capital	157,741	165,791	238,755	247,992	271,183
Current ratio	119.1%	120.0%	134.5%	135.2%	139.0%
Total net assets	319,038	295,246	283,053	297,433	315,922

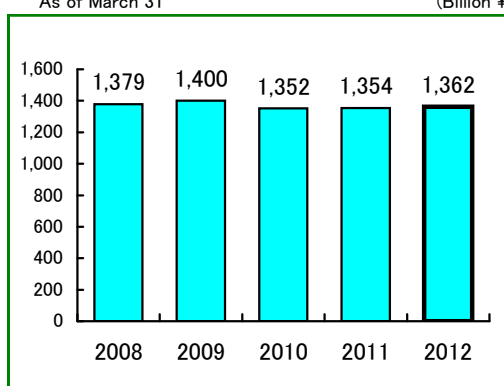
Net Sales

Years ended March 31 (Billion ¥)



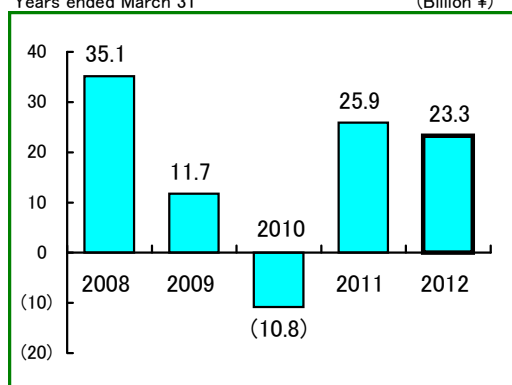
Total Assets

As of March 31 (Billion ¥)



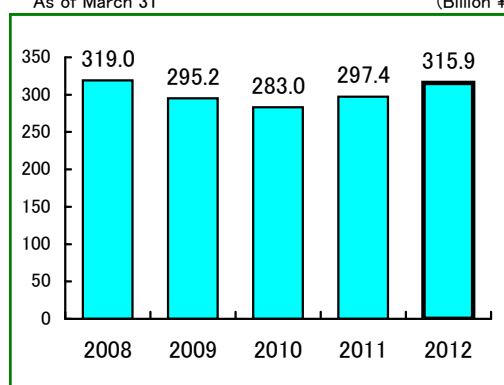
Net Income (Loss)

Years ended March 31 (Billion ¥)



Total net assets

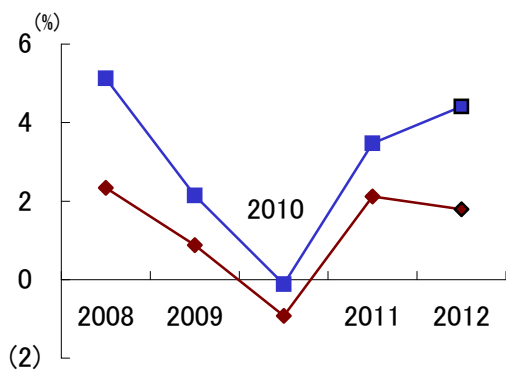
As of March 31 (Billion ¥)



KEY INDICATORS (CONSOLIDATED BASIS)

Ratio of Operating Income to Sales Return on Sales

Years ended March 31



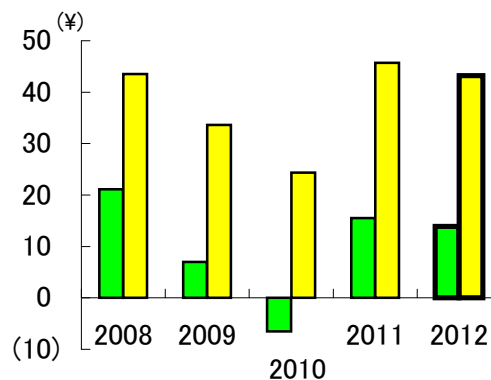
	2008	2009	2010	2011	2012
Operating Income to Sales	5.12	2.15	(0.11)	3.47	4.41
ROS	2.34	0.88	(0.93)	2.12	1.79

Operating Income to Sales: Operating Income/Net Sales × 100

ROS: Net Income/Net Sales × 100

Earnings per Share Cash Flow per Share

Years ended March 31



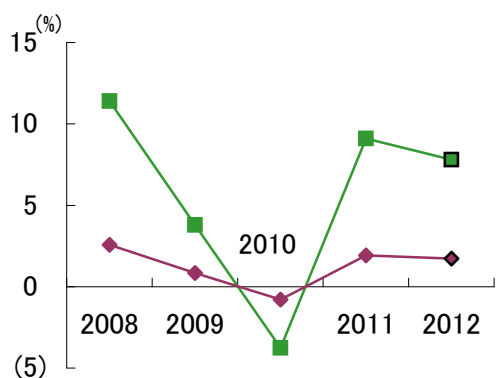
	2008	2009	2010	2011	2012
EPS	21.1	7.0	(6.5)	15.5	13.9
CFPS	43.5	33.6	24.3	45.7	43.2

Earnings per Share: Net Income/Average Number of Shares Outstanding

Cash Flow per Share: (Net Income + Depreciation) / Average Number of Shares Outstanding

Return on Shareholders' Equity Return on Assets

Years ended March 31



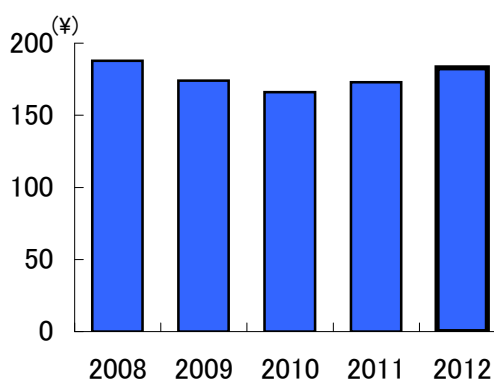
	2008	2009	2010	2011	2012
ROE	11.4	3.8	(3.8)	9.1	7.8
ROA	2.6	0.8	(0.8)	1.9	1.7

ROE: Net Income/(Net Assets - minority interest) × 100

ROA: Net Income/Average Total Assets × 100

Book Value per Share

As of March 31

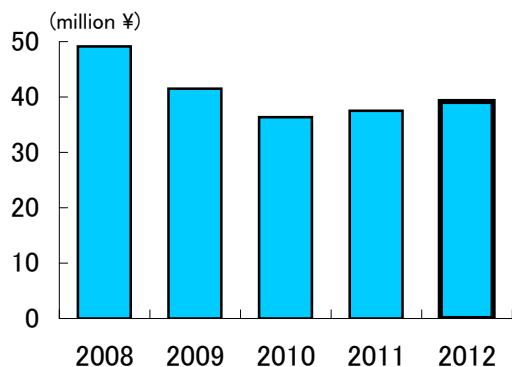


	2008	2009	2010	2011	2012
Book Value per Share	187.7	174.1	166.1	173.0	183.0

Book Value per Share: Total Net Assets / Number of Shares Outstanding

Net Sales per Employee

Years ended March 31

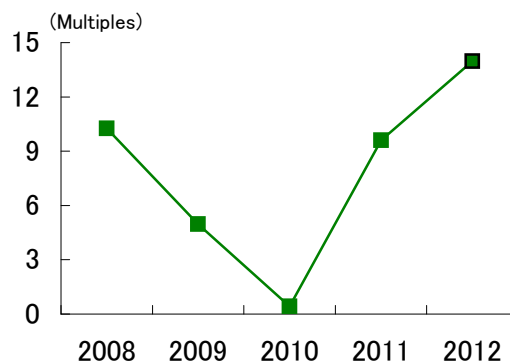


2008	2009	2010	2011	2012
49.11	41.49	36.33	37.51	39.19

Net Sales per Employee: Net Sales/Number of Employees

Interest Coverage

Years ended March 31

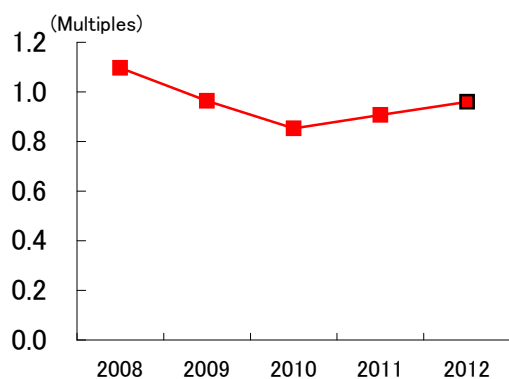


2008	2009	2010	2011	2012
10.27	4.97	0.43	9.61	13.97

Interest Coverage: (Operating Income + Interest and Dividend Income)/Interest Expense

Asset Turnover

Years ended March 31

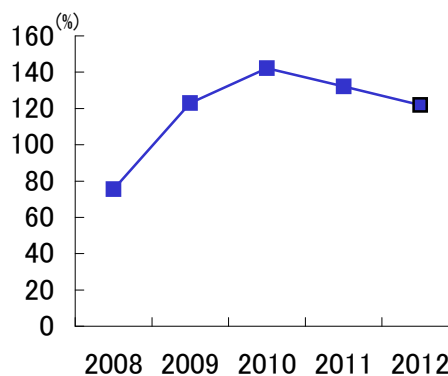


2008	2009	2010	2011	2012
1.10	0.96	0.85	0.91	0.96

Asset Turnover: Net Sales/Average Total Assets

Debt to Equity Ratio

As of March 31



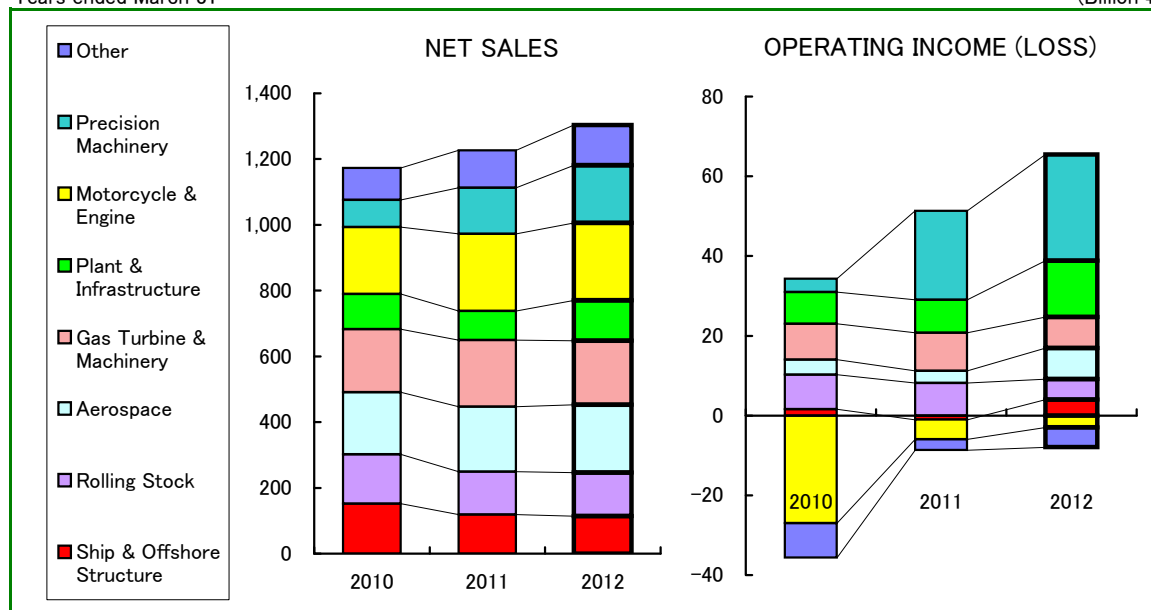
2008	2009	2010	2011	2012
76	123	142	132	122

Debt to Equity Ratio: (Interest Bearing Debt - Cash on Hand and in Banks) / (Total net assets - Minority interests) × 100

SEGMENT INFORMATION

Years ended March 31

(Billion ¥)



Net Sales

	2010	2011	2012
Ship & Offshore Structure	151.8	118.4	113.5
Rolling Stock	150.0	131.1	132.6
Aerospace	188.8	196.8	206.5
Gas Turbine & Machinery	191.3	202.6	194.6
Plant & Infrastructure	107.5	89.0	122.8
Motorcycle & Engine	203.0	234.4	235.2
Precision Machinery	82.7	140.3	175.0
Other	97.8	114.0	123.2
Total	1,173.4	1,226.9	1,303.7

Changes in Industry Segments and Segment Names

Attendant on the spin-off of the construction machinery business unit as a separate company, the change of industry segmentation for internal reporting of the crushing machine business unit and the Industrial Robots business unit, and reorganization of the Shipbuilding segment, industry segments and/or segment names have been changed as follows.

Changes in Industry Segments

Effective April 2009:
construction machinery business unit:
Transferred from the Rolling Stock segment to the "Other" segment

Effective April 2010:
crushing machine business unit:
Transferred from the Rolling Stock segment to the Plant & Infrastructure segment

Industrial Robots business unit:
Transferred from the Consumer Products & Machinery segment to the Precision Machinery segment

Change in Segment Names

Effective April 2009:
Rolling Stock & Construction Machinery(previous)
⇒Rolling Stock(current)

Effective April 2010:
Consumer Products & Machinery (previous)
⇒Motorcycle & Engine (current)
Hydraulic Machinery (previous)
⇒Precision Machinery (current)

Effective October 2010:
Shipbuilding (previous)
⇒Ship & Offshore Structure (current)

Operating Income (Loss)

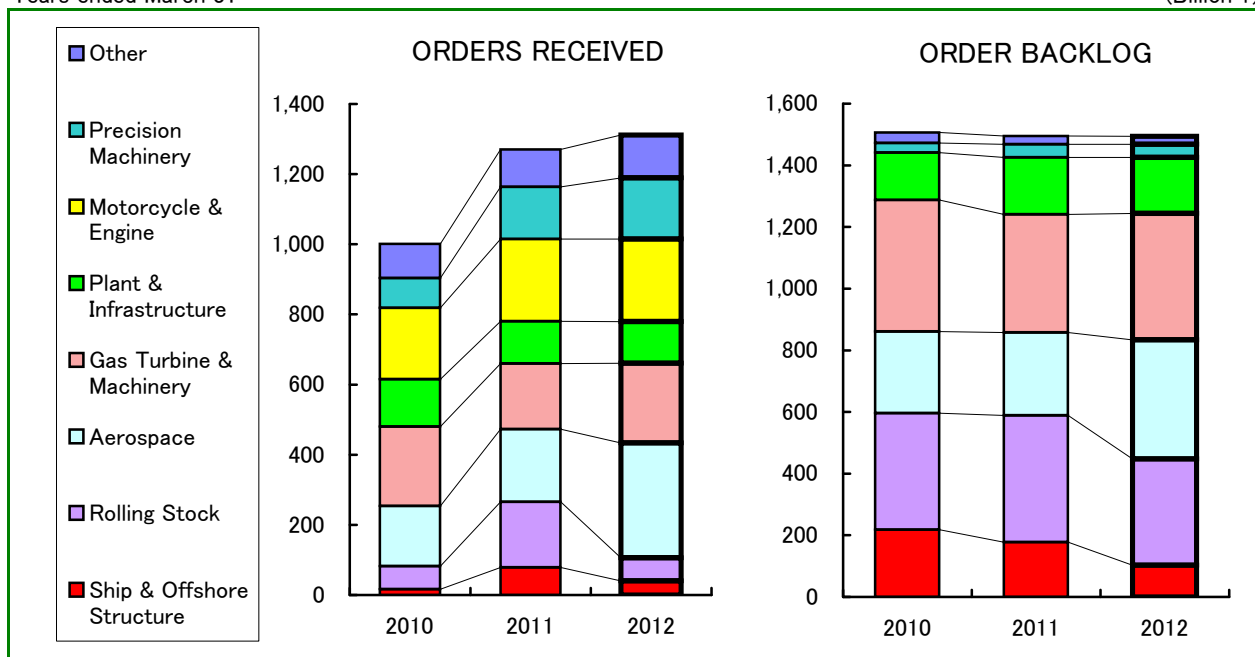
	2010	2011	2012
Ship & Offshore Structure	1.5	(1.0)	3.9
Rolling Stock	8.7	8.1	5.1
Aerospace	3.7	3.0	7.8
Gas Turbine & Machinery	8.9	9.5	7.7
Plant & Infrastructure	7.9	8.2	14.1
Motorcycle & Engine	(27.0)	(4.9)	(2.9)
Precision Machinery	3.4	22.3	26.6
Other	(8.6)	(2.7)	(5.0)
Total	(1.3)	42.6	57.4

Ratio of Operating Income (Loss) to Sales

	2010	2011	2012
Ship & Offshore Structure	1.0%	(0.9%)	3.5%
Rolling Stock	5.8%	6.2%	3.9%
Aerospace	2.0%	1.5%	3.8%
Gas Turbine & Machinery	4.7%	4.7%	4.0%
Plant & Infrastructure	7.4%	9.3%	11.5%
Motorcycle & Engine	(13.3%)	(2.1%)	(1.3%)
Precision Machinery	4.1%	15.9%	15.2%
Other	(8.8%)	(2.4%)	(4.1%)
Total	(0.1%)	3.5%	4.4%

Years ended March 31

(Billion ¥)



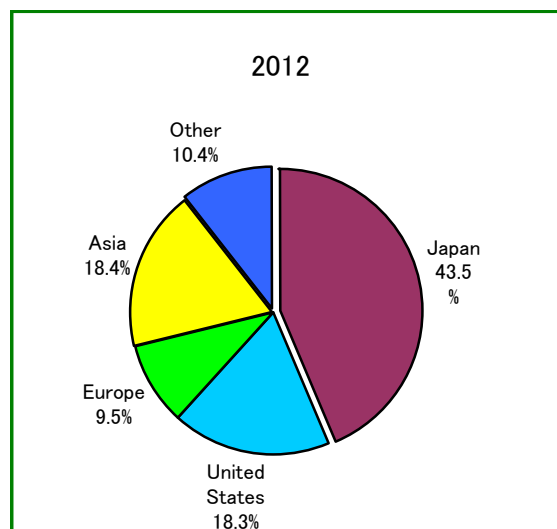
(Billion ¥)

	Orders Received		
	2010	2011	2012
Ship & Offshore Structure	16.1	78.9	39.9
Rolling Stock	66.2	187.1	66.0
Aerospace	171.3	206.7	327.2
Gas Turbine & Machinery	226.2	187.5	227.2
Plant & Infrastructure	135.6	119.9	119.2
Motorcycle & Engine	203.0	234.4	235.2
Precision Machinery	84.9	148.9	174.5
Other	97.5	106.8	122.2
Total	1,001.2	1,270.6	1,311.8

	Order Backlog		
	2010	2011	2012
Ship & Offshore Structure	218.1	177.2	102.8
Rolling Stock	378.3	411.5	345.1
Aerospace	264.7	269.4	386.3
Gas Turbine & Machinery	426.5	382.2	409.8
Plant & Infrastructure	153.8	185.4	181.6
Motorcycle & Engine	-	-	-
Precision Machinery	30.7	42.7	42.3
Other	34.6	26.5	25.8
Total	1,507.0	1,495.3	1,494.1

NET SALES BY GEOGRAPHIC REGION

Years ended March 31



	2012	
	Million ¥	% against net sales
United States	237,941	18.3%
Europe	123,317	9.5%
Asia	239,627	18.4%
Other	135,849	10.4%
Total Overseas Sales	736,734	56.5%
Japan	567,044	43.5%
Net Sales	1,303,778	100.0%

Ship & Offshore Structure

Main Products : LNG Carriers, LPG Carriers, VLCCs, Bulk Carriers, Submarines, Offshore Structures

(Years ended March 31) –Consolidated Basis–

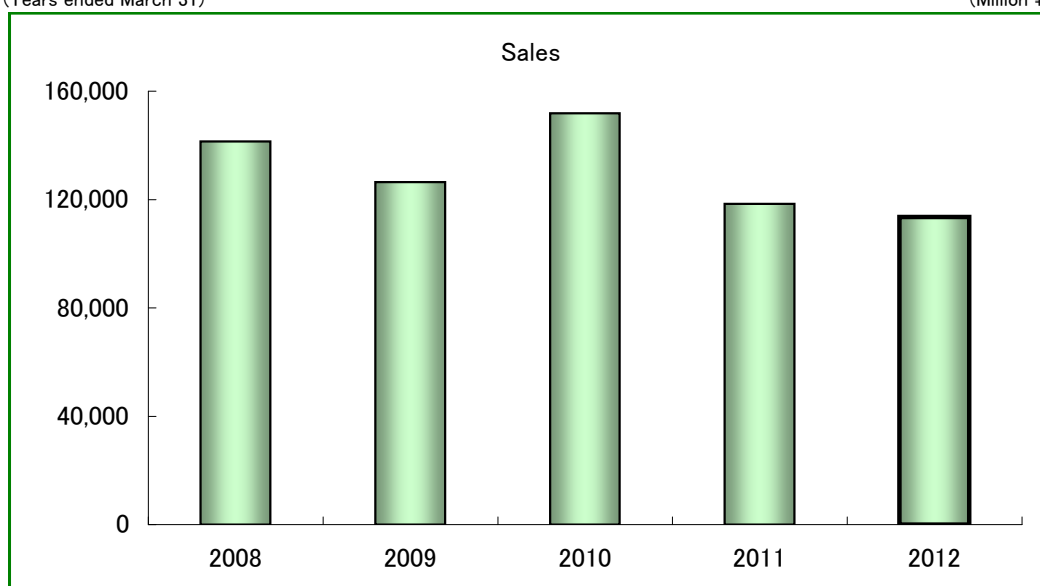
(Million ¥)

	2008	2009	2010	2011	2012
Sales	141,397	126,426	151,893	118,416	113,532
Orders Received	251,331	71,513	16,128	78,953	39,909
Order Backlog	414,176	356,937	218,134	177,254	102,870

Note: Segment denomination has changed from “Shipbuilding” to “Ship & Offshore Structure” in accordance with reorganization of company structure as of October 1, 2010

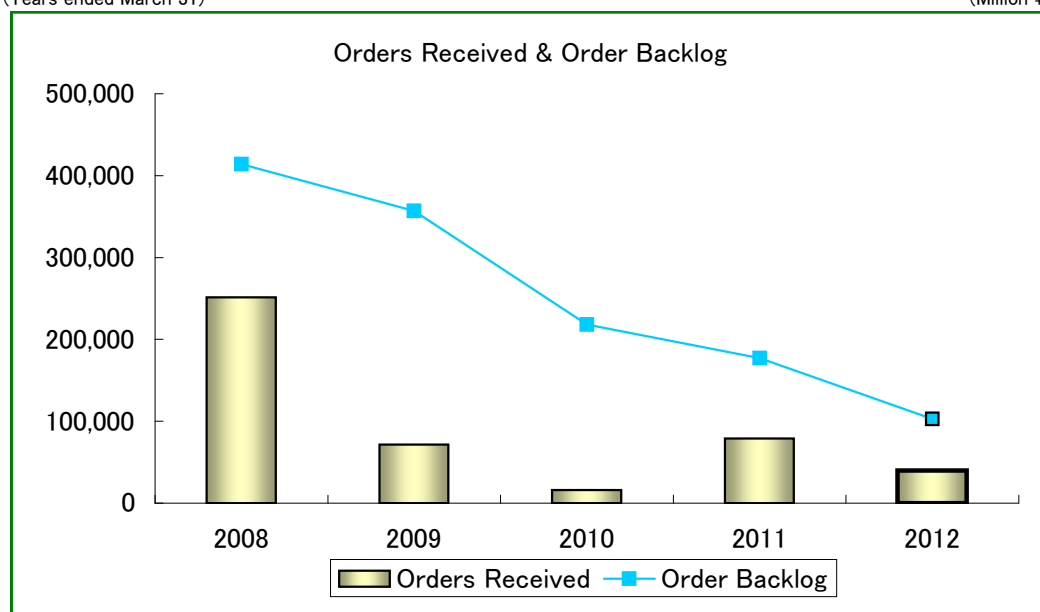
(Years ended March 31)

(Million ¥)



(Years ended March 31)

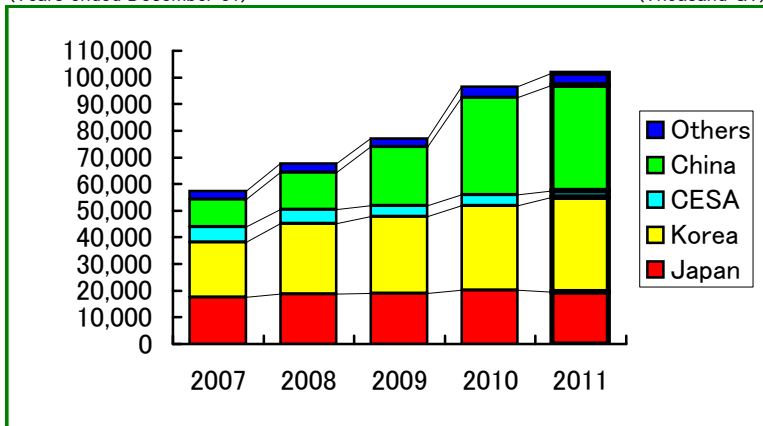
(Million ¥)



Newly Constructed Ships World Market Volume

(Years ended December 31)

(Thousand GT)



	(Thousand GT)				
	2007	2008	2009	2010	2011
Japan	17,525	18,656	18,972	20,218	19,360
Korea	20,593	26,379	28,849	31,698	35,650
CESA a)	5,715	5,479	4,162	4,110	2,474
China	10,553	13,956	21,969	36,437	39,496
Others	2,934	3,220	3,121	3,970	4,521
World Market Volume	57,320	67,690	77,073	96,433	101,501

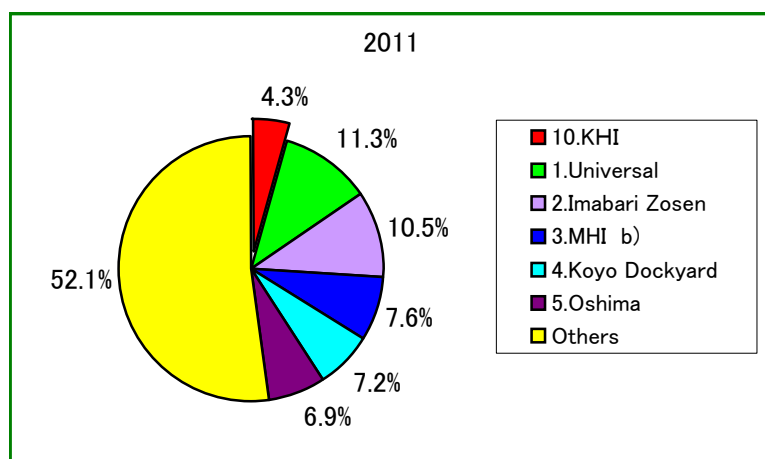
Notes: 1. Figures are on a ships volume completed (tonnage) basis for vessels of 100GT and above.

2. a) Community of European Shipyards' Associations

Source: IHS Fairplay "World Fleet Statistics"

Newly Constructed Ships Domestic Share

(Years ended December 31)



Notes: 1. Figures are on a ships volume completed (tonnage) basis.

2. a) Mitsui Engineering & Shipbuilding.

b) Mitsubishi Heavy Industries.

c) Kawasaki Shipbuilding Corporation (Remerged into KHI as of Oct. 1, 2010)

Source: The Shipbuilders' Association of Japan

2007 (%)	
1.Imabari Zosen	14.9
2.Universal	13.2
3.Tsuneishi	8.8
4.MES a)	7.8
5.Oshima	7.4
12.Kawasaki S.C. c)	3.6

2008 (%)	
1.Imabari Zosen	13.6
2.Universal	12.8
3.MES a)	8.4
4.MHI b)	8.3
5.Oshima	7.4
10.Kawasaki S.C. c)	4.9

2009 (%)	
1.Imabari Zosen	14.0
2.Universal	12.6
3.MES a)	8.2
4.Koyo Dockyard	7.5
5.MHI b)	7.1
10.Kawasaki S.C. c)	4.9

2010 (%)	
1.Universal	12.7
2.Imabari Zosen	12.1
3.MHI b)	6.9
4.Koyo Dockyard	6.3
5.Oshima	6.1
11.KHI	3.5

2011 (%)	
1.Universal	11.3
2.Imabari Zosen	10.5
3.MHI b)	7.6
4.Koyo Dockyard	7.2
5.Oshima	6.9
10.KHI	4.3

Rolling Stock

Main Products: Electric train cars(incl. Shinkansen), Electric and diesel locomotives, Passenger coaches, Monorail cars,
Platform screen doors, Gigacell (High-Capacity, Full Sealed Ni-MH Battery)

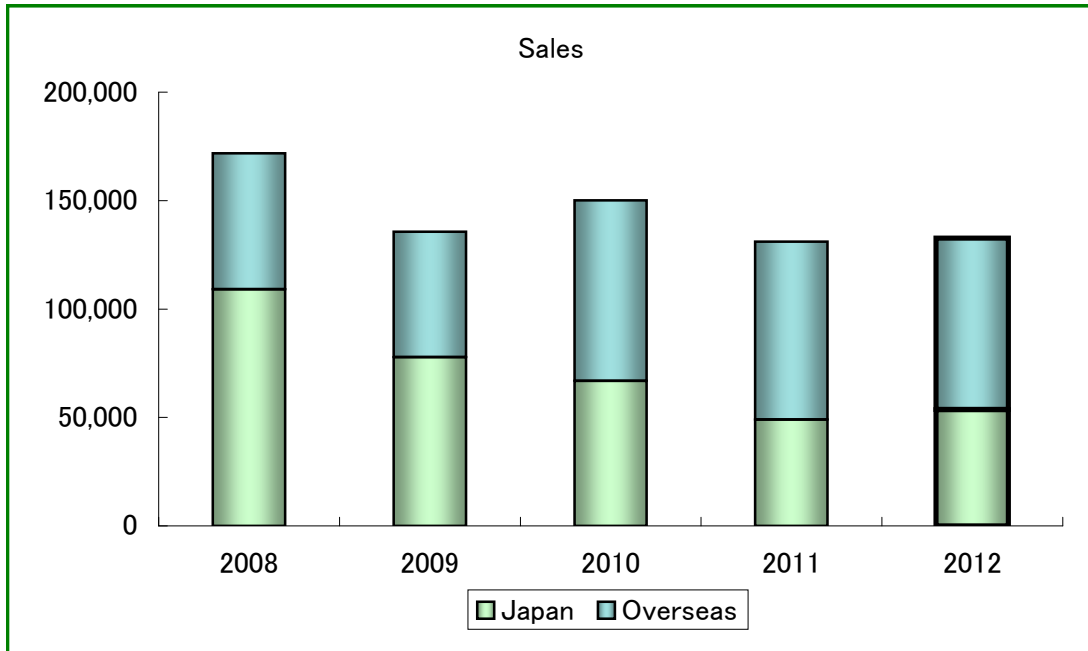
(Years ended March 31)-Consolidated Basis-

(Million ¥)

	2008	2009	2010	2011	2012
Sales	171,739	135,612	150,071	131,104	132,684
Orders Received	183,254	219,781	66,269	187,122	66,099
Order Backlog	431,377	460,820	378,391	411,560	345,170

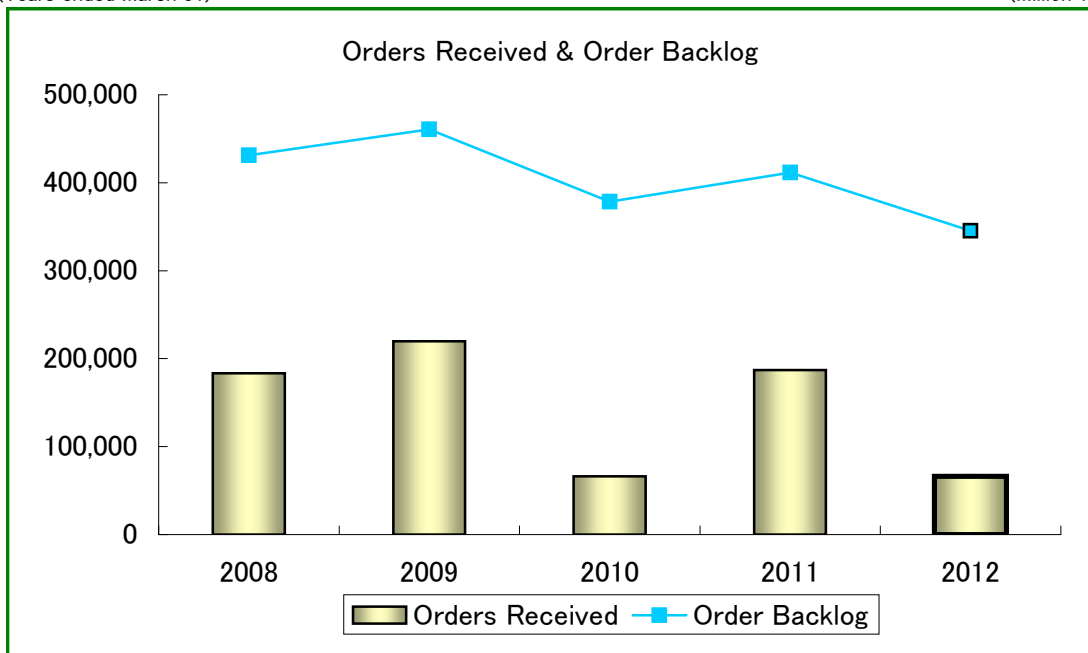
(Years ended March 31)

(Million ¥)



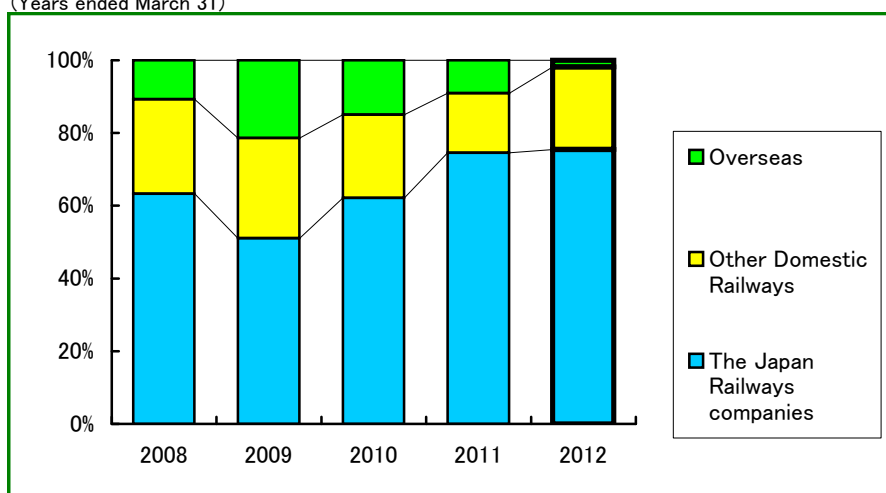
(Years ended March 31)

(Million ¥)



Japanese Rolling Stock Production by Demand Sector

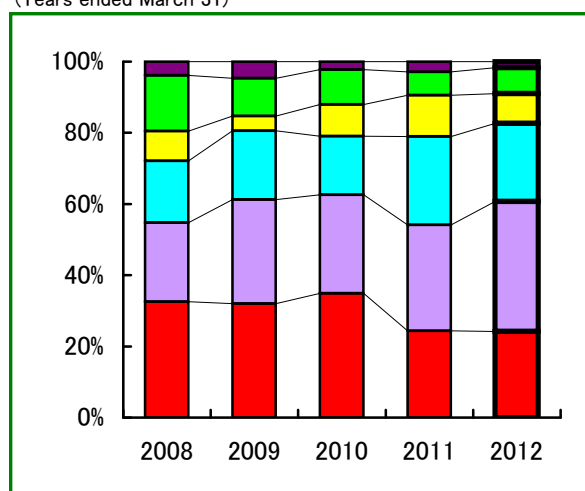
(Years ended March 31)



	2008	2009	2010	2011	2012
The Japan Railways companies	63%	51%	62%	75%	75%
Other Domestic Railways	26%	28%	23%	16%	23%
Overseas	11%	21%	15%	9%	2%
Total	100%	100%	100%	100%	100%

Major Rolling Stock Suppliers to the Japan Railways companies

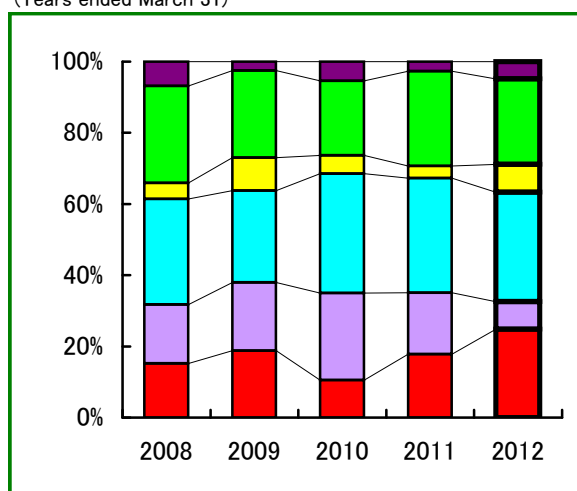
(Years ended March 31)



	2008	2009	2010	2011	2012
■ KHI	32.6%	32.0%	34.9%	24.3%	24.2%
■ Nippon Sharyo	22.2%	29.2%	27.6%	29.8%	36.5%
■ Hitachi	17.3%	19.3%	16.4%	24.8%	21.9%
■ Kinki Sharyo	8.4%	4.2%	9.0%	11.6%	8.4%
■ J-TREC a)	15.6%	10.6%	9.8%	6.5%	7.2%
■ Others	3.9%	4.7%	2.3%	2.9%	1.7%
Total	100%	100%	100%	100%	100%

Major Rolling Stock Suppliers to Domestic Railways except the Japan Railways companies

(Years ended March 31)



	2008	2009	2010	2011	2012
■ KHI	15.2%	18.8%	10.6%	17.8%	24.9%
■ Nippon Sharyo	16.5%	19.1%	24.4%	17.3%	7.7%
■ Hitachi	29.7%	25.8%	33.5%	32.2%	30.7%
■ Kinki Sharyo	4.5%	9.3%	5.1%	3.4%	7.9%
■ J-TREC a)	27.3%	24.5%	21.0%	26.6%	24.0%
■ Others	6.8%	2.5%	5.4%	2.7%	4.8%
Total	100%	100%	100%	100%	100%

Note: 1. For the purpose of comparing corporate market shares, rail car procurement volume has been converted into standardized numerical values based on the type of car (i.e., conventional passenger cars, freight cars, Shinkansen cars and locomotives.)

2. a) Japan Transport Engineering Company (Until Mar. 3, 2012 "Tokyu Car Corporation")

Source: Japan Association of Rolling Stock Industries.

Aerospace

Main Products: Aircrafts for Japan Ministry of Defense, Component parts for commercial aircrafts (BOEING , Embraer), Missiles

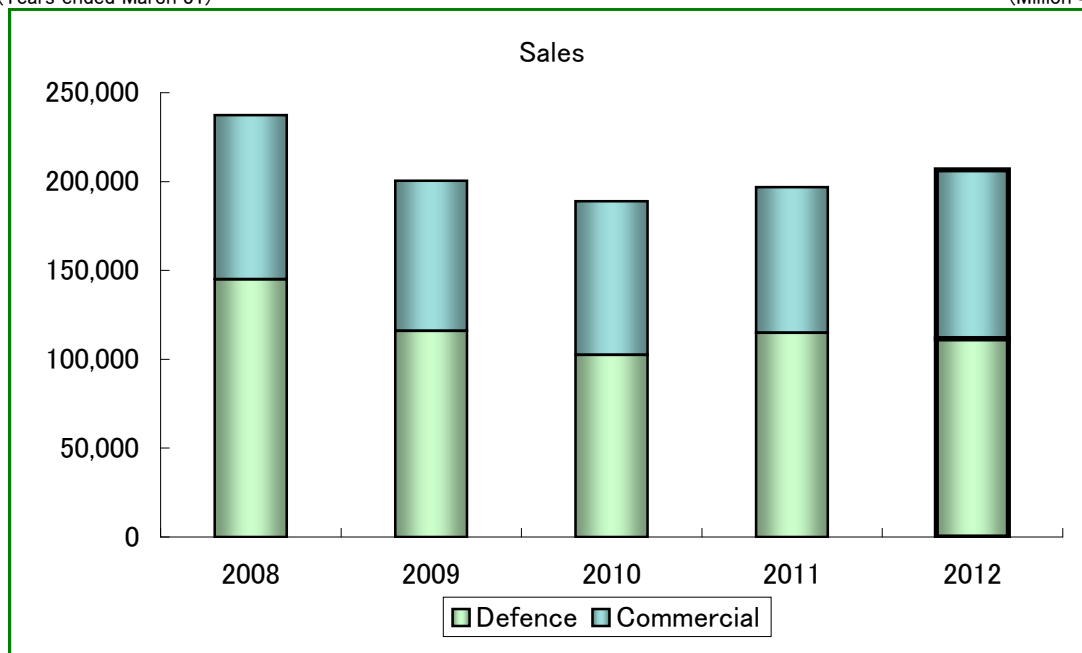
(Years ended March 31)-Consolidated Basis-

(Million ¥)

	2008	2009	2010	2011	2012
Sales	237,349	200,425	188,892	196,876	206,580
Orders Received	202,506	239,177	171,380	206,730	327,233
Order Backlog	248,332	286,601	264,788	269,470	386,376

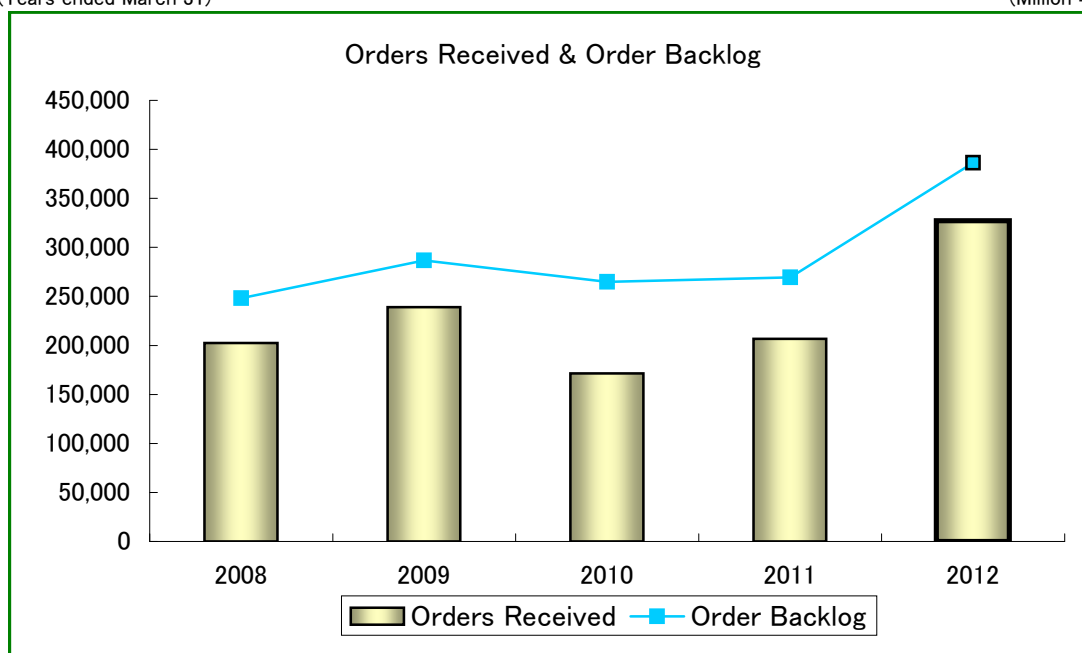
(Years ended March 31)

(Million ¥)



(Years ended March 31)

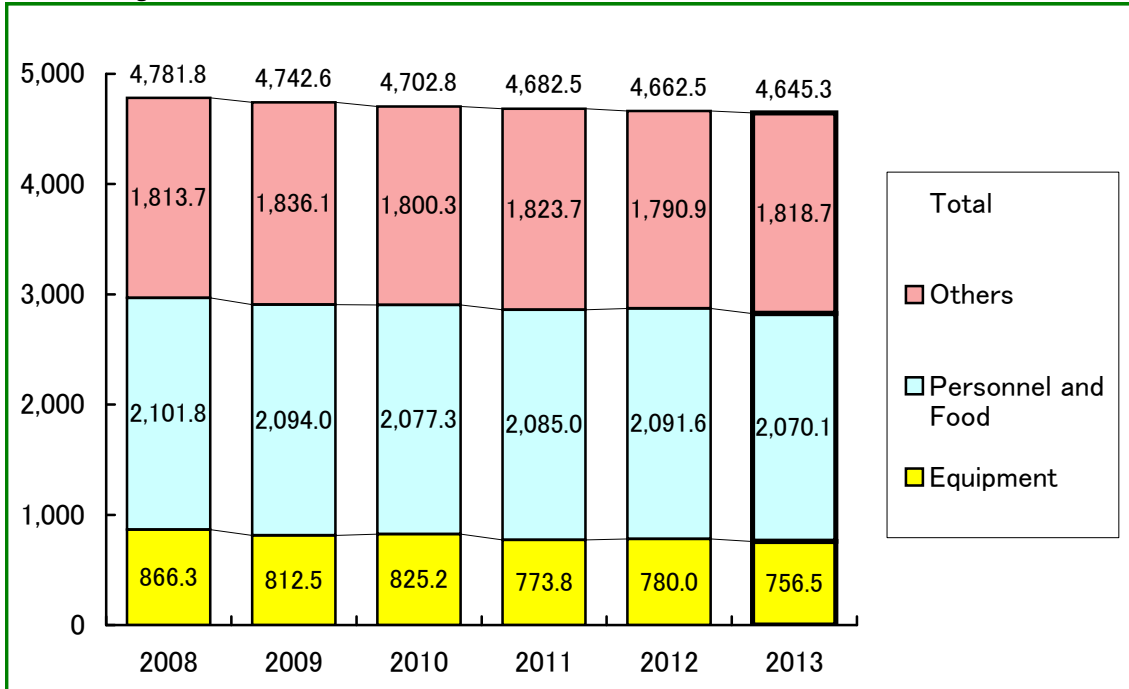
(Million ¥)



Japan's Defense Budget (Initial Budget Base)

(Years ending March 31)

(Billion ¥)



Source: Japan's Ministry of Defense.

Major Suppliers to Japan's Ministry of Defense

(Years ended March 31)

2007			2008			2009		
	Billion ¥	% Share		Billion ¥	% Share		Billion ¥	% Share
1. MHI a)	277.6	21.0	1. MHI a)	327.5	25.1	1. MHI a)	314.0	22.7
2. KHI	130.6	9.9	2. Mitsubishi Electric	96.1	7.4	2. Mitsubishi Electric	155.6	11.3
3. Mitsubishi Electric	117.7	8.9	3. NEC	71.7	5.5	3. KHI	153.0	11.1
4. NEC	83.1	6.3	4. KHI	66.8	5.1	4. NEC	98.2	7.1
5. IHIMU b)	44.6	3.4	5. Toshiba	57.0	4.4	5. Fujitsu	44.3	3.2

2010			2011			2012		
	Billion ¥	% Share		Billion ¥	% Share		Billion ¥	% Share
1. MHI a)	262.9	20.8	1. MHI a)	260.0	22.2	1. MHI a)	288.8	19.6
2. Mitsubishi Electric	182.7	14.5	2. Mitsubishi Electric	101.6	8.7	2. KHI	209.9	14.3
3. KHI	104.3	8.3	3. KHI	89.2	7.6	3. Mitsubishi Electric	115.3	7.8
4. NEC	72.2	5.7	4. NEC	86.3	7.4	4. NEC	115.1	7.8
5. Fujitsu	49.5	3.9	5. IHIMU b)	78.5	6.7	5. Fujitsu	52.9	3.6

Notes: a) Mitsubishi Heavy Industries.

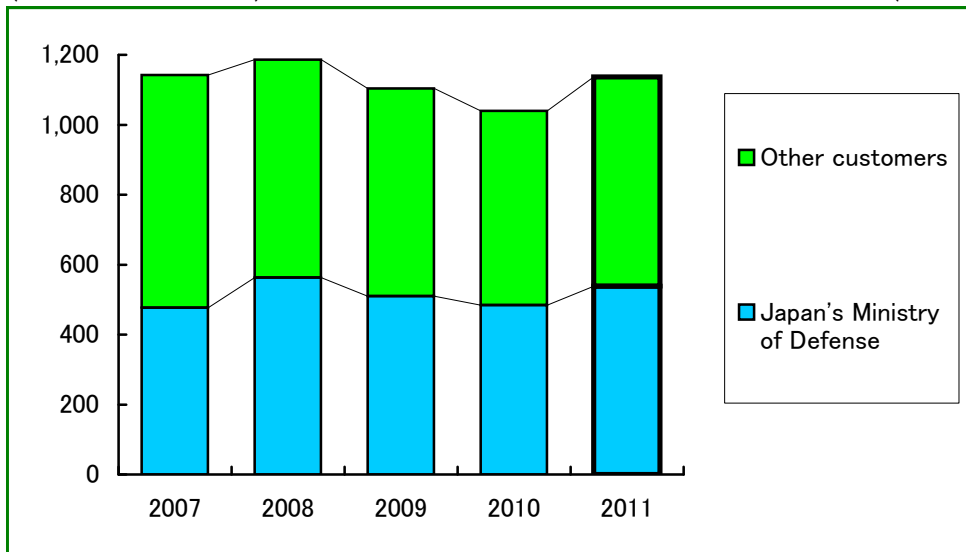
b) IHI Marine United.

Source: Japan's Ministry of Defense.

Japanese Aircraft Production by Demand Sector

(Years ended December 31)

(Billion ¥)

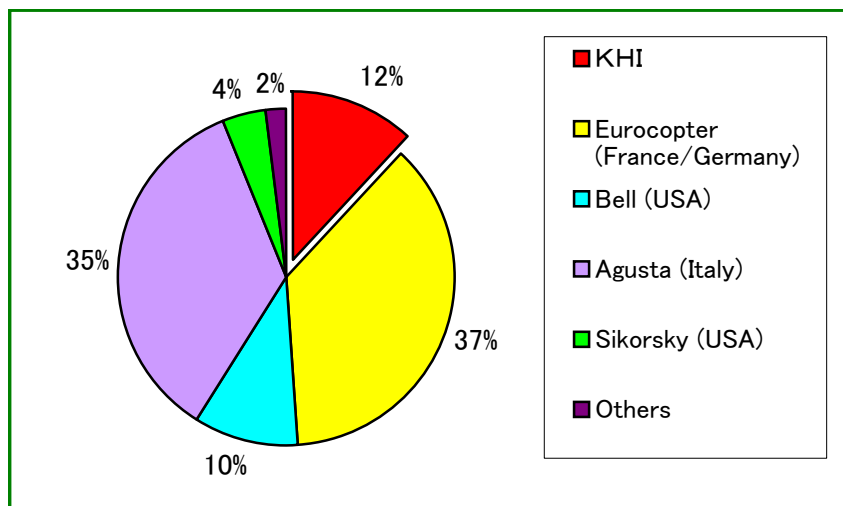


	2007	2008	2009	2010	2011
Japan's Ministry of Defense	477,103	563,416	509,751	484,072	538,100
Other customers	664,827	622,913	593,912	556,344	598,644
Total	1,141,930	1,186,329	1,103,663	1,040,416	1,136,744

Source: The Society of Japanese Aerospace Companies

Helicopters Domestic Share for Commercial Use (The average of 2007–2011)

(Year ended March 31)



KHI	12%
Eurocopter (France/Germany)	37%
Bell (USA)	10%
Agusta (Italy)	35%
Sikorsky (USA)	4%
Others	2%
Total	100%

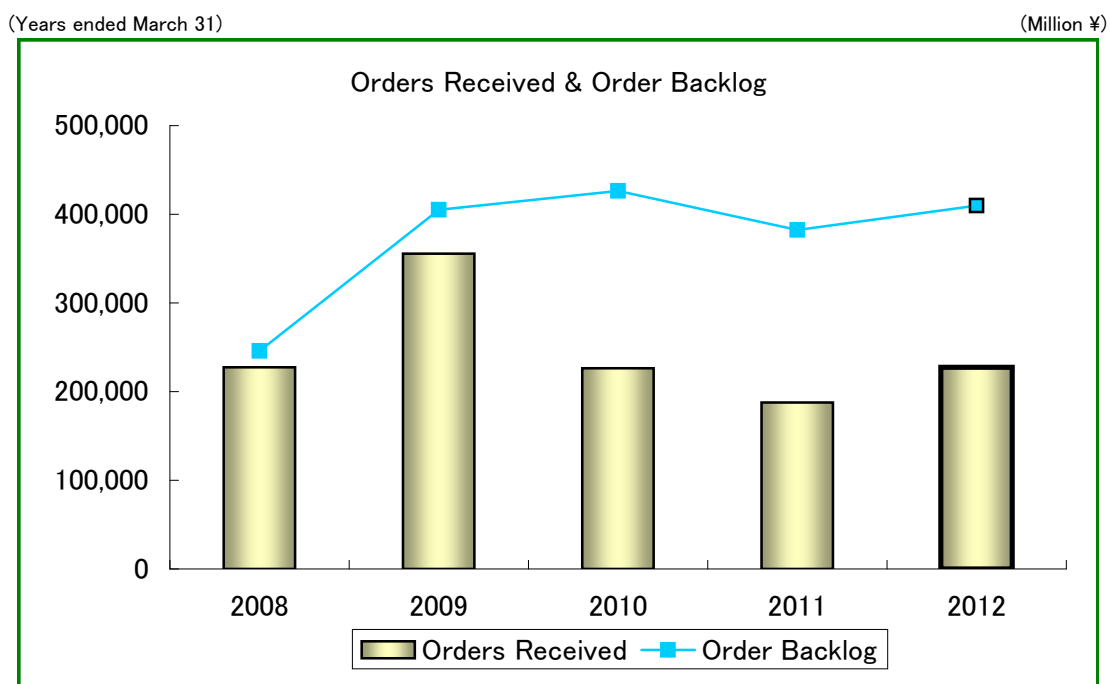
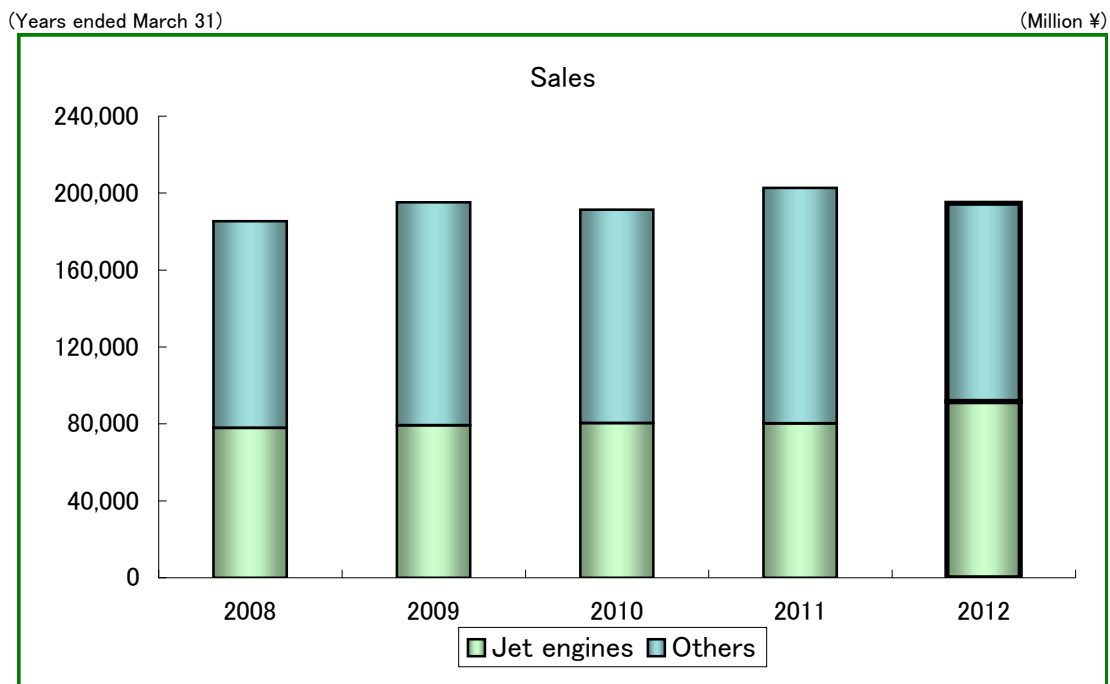
Note: Figures are calculated on the basis of the enrollment number of double-turbine helicopters.

Source: Japan Aeronautical Engineers' Association

Gas Turbine & Machinery

Main Products: Jet engines, Gas turbine co-generation system, Gas turbines & steam turbines for marines & land, Diesel engines, Marine propulsion system, Aero-dynamic machinery

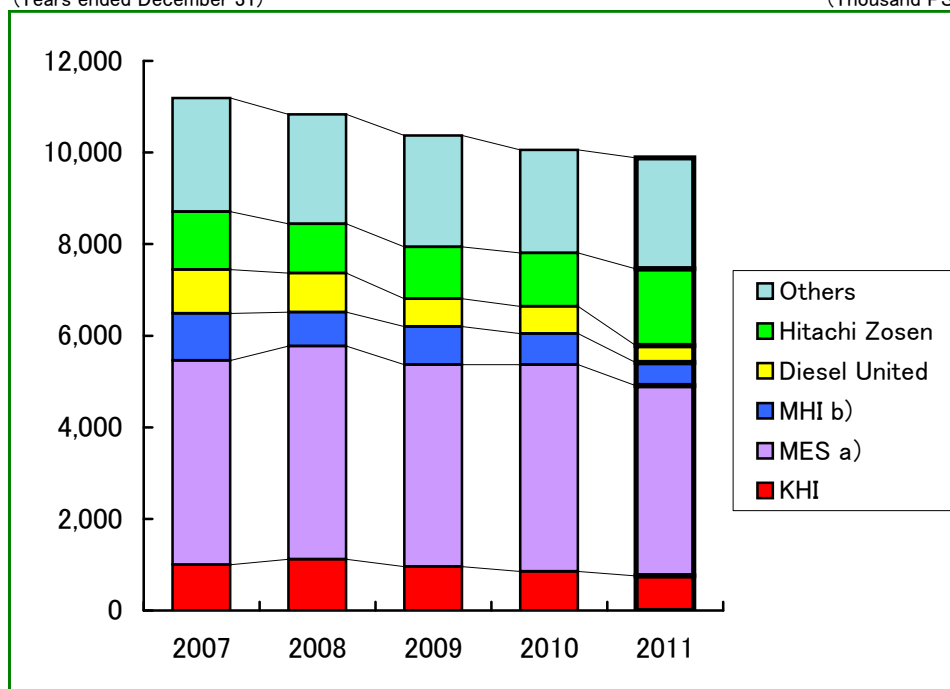
(Years ended March 31)–Consolidated Basis–					(Million ¥)
	2008	2009	2010	2011	2012
Sales	185,486	195,156	191,379	202,692	194,655
Orders Received	227,422	355,517	226,228	187,582	227,281
Order Backlog	245,962	405,196	426,506	382,269	409,819



Diesel Engines Domestic Production

(Years ended December 31)

(Thousand PS)



(Thousand PS)

	2007	2008	2009	2010	2011
KHI	1,001	1,121	954	853	756
MES a)	4,459	4,650	4,414	4,512	4,150
MHI b)	1,027	742	829	682	504
Diesel United	954	852	612	589	368
Hitachi Zosen	1,264	1,079	1,130	1,172	1,676
Others	2,486	2,388	2,436	2,247	2,425
Total	11,191	10,832	10,375	10,055	9,879

Notes: 1. Figures are shown on the basis of horse power (PS).

2. a) Mitsui Engineering & Shipbuilding.

b) Mitsubishi Heavy Industries.

Source: KP Data.

Diesel Engines Domestic Share

(Years ended December 31)

	2007	2008	2009	2010	2011
KHI	8.9%	10.3%	9.2%	8.5%	7.7%
MES a)	39.8%	42.9%	42.5%	44.9%	42.0%
MHI b)	9.2%	6.9%	8.0%	6.8%	5.1%
Diesel United	8.5%	7.9%	5.9%	5.9%	3.7%
Hitachi Zosen	11.3%	10.0%	10.9%	11.7%	17.0%
Others	22.3%	22.0%	23.5%	22.2%	24.5%

Note: 1. Figures are shown on the basis of horse power (PS).

2. a) Mitsui Engineering & Shipbuilding.

b) Mitsubishi Heavy Industries.

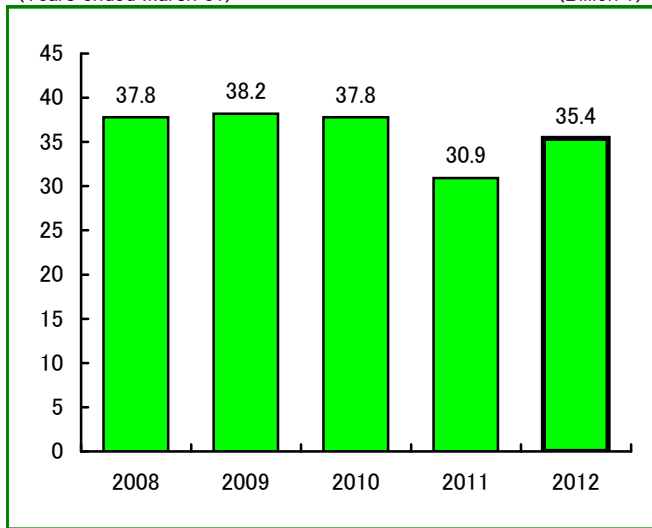
Source: KP Data.

Gas Turbine Generator Sales

-Consolidated Basis-

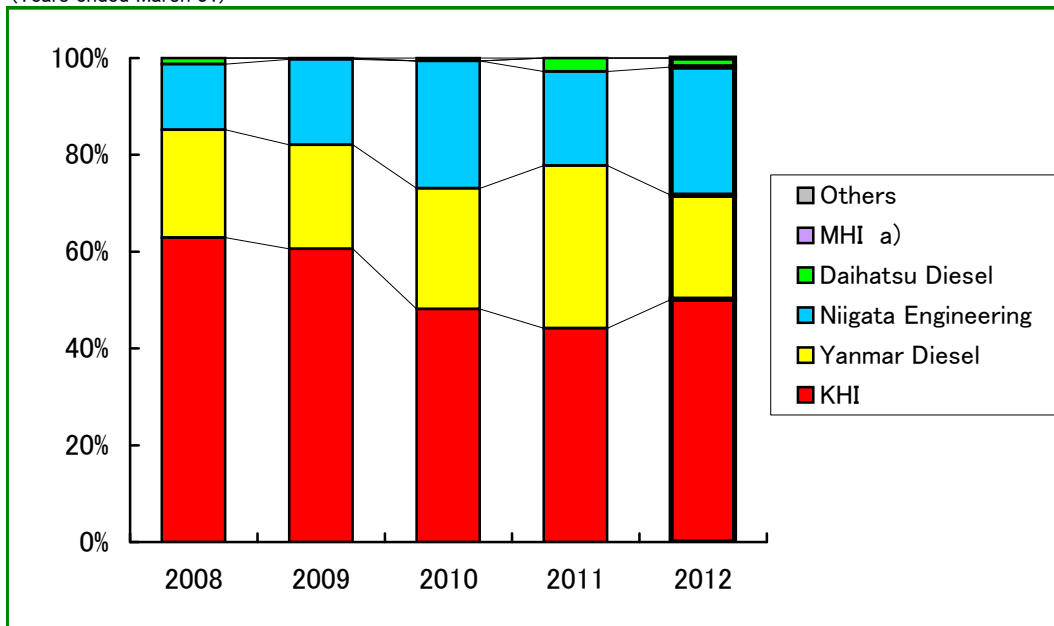
(Years ended March 31)

(Billion ¥)



Gas Turbine Generators Share In Japan

(Years ended March 31)



	2008	2009	2010	2011	2012
KHI	62.9%	60.6%	48.2%	44.2%	50.1%
Yanmar Diesel	22.3%	21.4%	24.9%	33.6%	21.5%
Niigata Engineering	13.6%	17.7%	26.4%	19.4%	26.5%
Daihatsu Diesel	1.2%	0.3%	0.0%	2.8%	1.9%
MHI a)	0.0%	0.0%	0.0%	0.0%	0.0%
Others	0.0%	0.0%	0.6%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Notes: 1. Figures represent sales for medium- and small-sized gas turbine generators (up to 2,000kW).

2. a) Mitsubishi Heavy Industries.

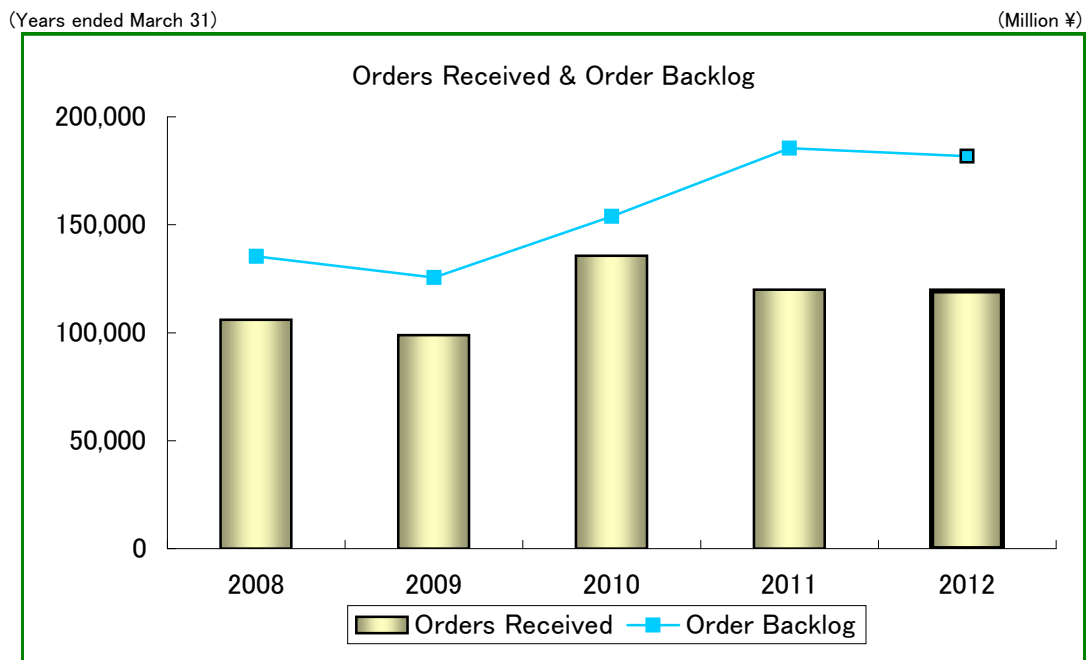
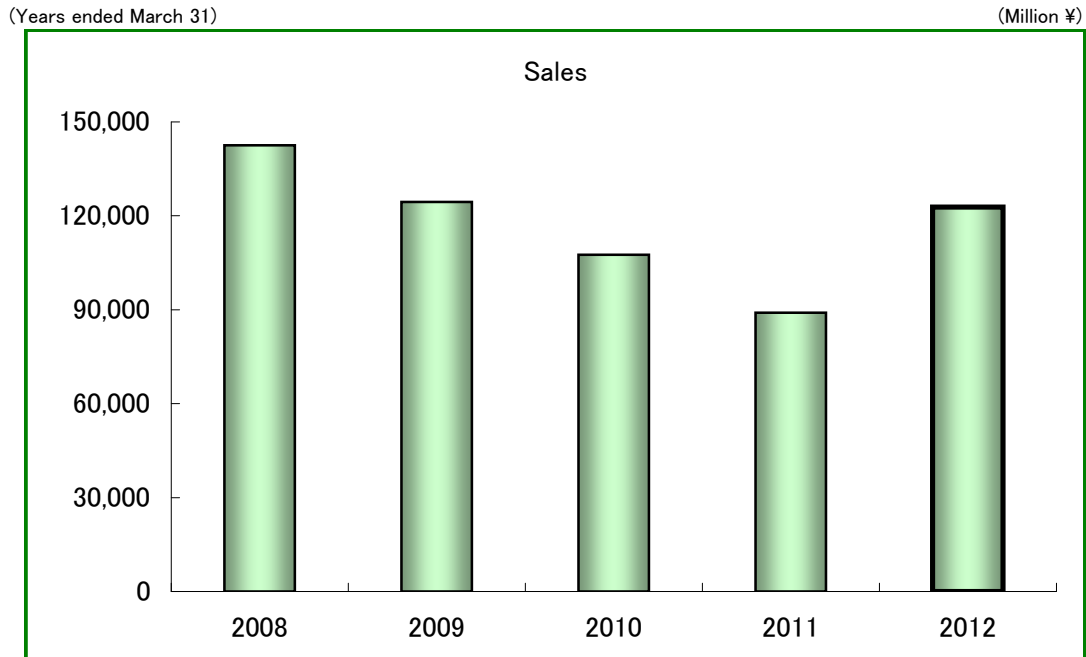
Source: Denki Nichinichi Shimbun, "Ranking Series".

Plant & Infrastructure

Main Products : Industrial plants (cement, chemical and others), Power plants, LNG & LPG tanks, Municipal refuse incineration plants,
Shield machines, Crushing machines

(Years ended March 31)–Consolidated Basis–					(Million ¥)
	2008	2009	2010	2011	2012
Sales	142,547	124,410	107,580	89,012	122,800
Orders Received	106,046	98,932	135,664	119,987	119,284
Order Backlog	135,288	125,619	153,830	185,414	181,698

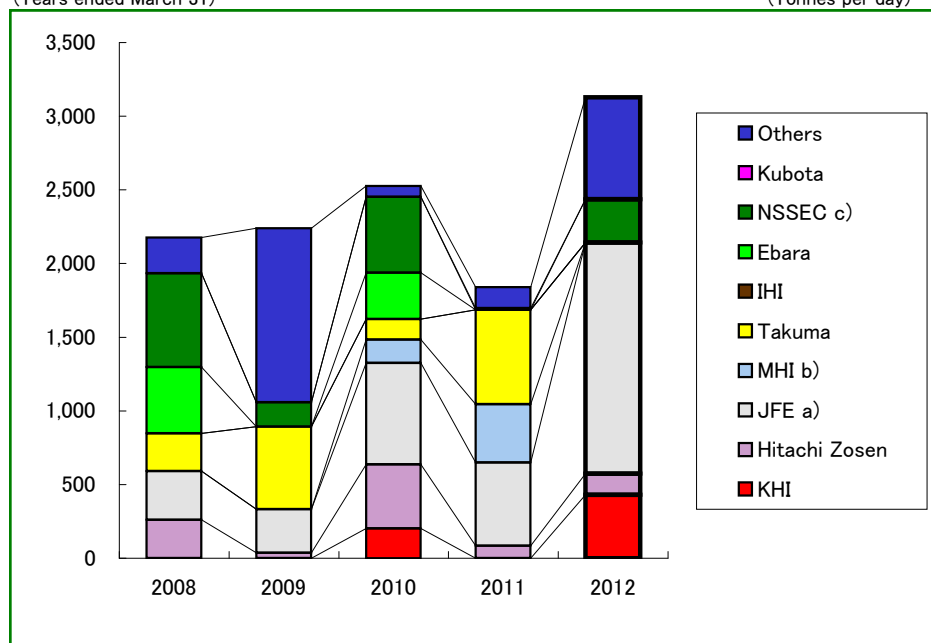
Note: Segment denomination has changed from “Energy & Environmental Engineering” to “Plant & Infrastructure” in accordance with reorganization of company structure as of October 1, 2010



Refuse Incineration Plants Domestic Market Volume

(Years ended March 31)

(Tonnes per day)



	2008	2009	2010	2011	2012
KHI	0	0	202	0	430
Hitachi Zosen	260	36	435	85	143
JFE a)	330	297	688	565	1,570
MHI b)	0	0	160	395	0
Takuma	258	560	139	640	0
IHI	0	0	0	0	0
Ebara	450	0	315	0	0
NSSEC c)	635	165	515	0	292
Kubota	0	0	0	12	0
Others	244	1,182	74	143	694
Total Market Volume	2,177	2,240	2,528	1,840	3,129

Refuse Incineration Plants Domestic Share

(Years ended March 31)

	2008	2009	2010	2011	2012
KHI	0.0%	0.0%	8.0%	0.0%	13.7%
Hitachi Zosen	11.9%	1.6%	17.2%	4.6%	4.6%
JFE a)	15.2%	13.3%	27.2%	30.7%	50.2%
MHI b)	0.0%	0.0%	6.3%	21.5%	0.0%
Takuma	11.9%	25.0%	5.5%	34.8%	0.0%
IHI	0.0%	0.0%	0.0%	0.0%	0.0%
Ebara	20.7%	0.0%	12.5%	0.0%	0.0%
NSSEC c)	29.2%	7.4%	20.4%	0.0%	9.3%
Kubota	0.0%	0.0%	0.0%	0.7%	0.0%
Others	11.1%	52.7%	2.9%	7.7%	22.2%

Notes: 1. Figures represent tonnes of processing capacity per day for ordered units.

2. a) JFE Engineering Corporation.

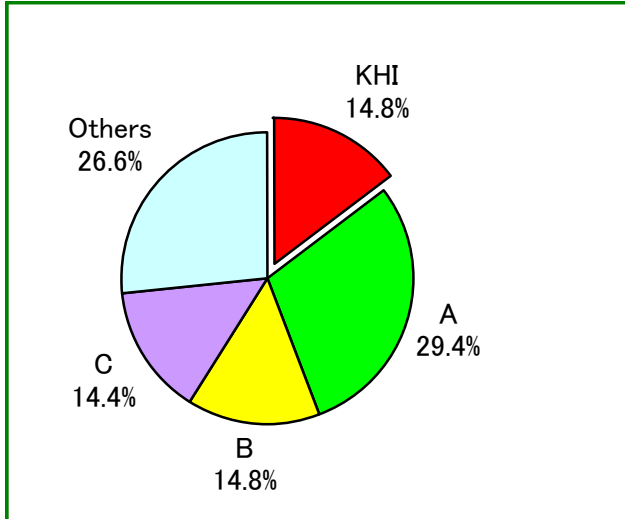
b) Mitsubishi Heavy Industries Environmental & Chemical Engineering Co., LTD.

c) Nippon Steel & Sumikin Engineering Co., LTD. (Until Sep. 29, 2012 "Nippon Steel")

Source: KHI's estimates.

**Shield Machines and Tunnel Boring Machines
 –Large-Diameter Model
 Domestic Share (2008–2012 Total)**

(Years ended March 31)



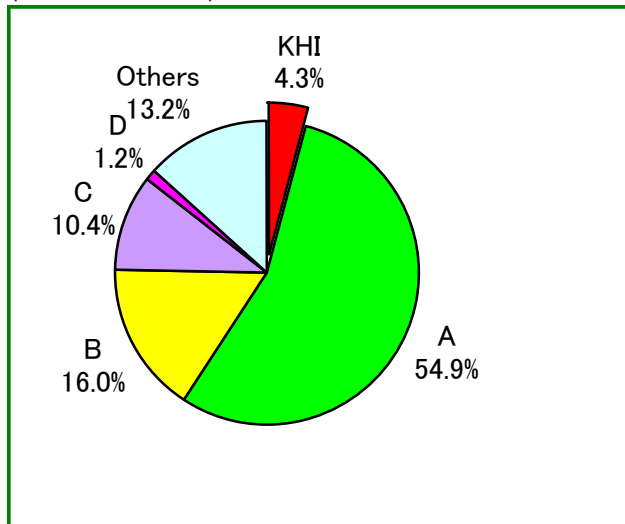
Notes: 1. Segments A, B and C represent the shares of the three other major companies in this market.

2. Figures are shown on a sales amount basis.

Source: KHI's estimates.

**Shield Machines and Tunnel Boring Machines
 Domestic Share (2012)**

(Year ended March 31)



Notes: 1. Segments A, B, C and D represent the shares of the four other major companies in this market.

2. Figures are shown on a sales amount basis.

Source: KHI's estimates.

Motorcycle & Engine

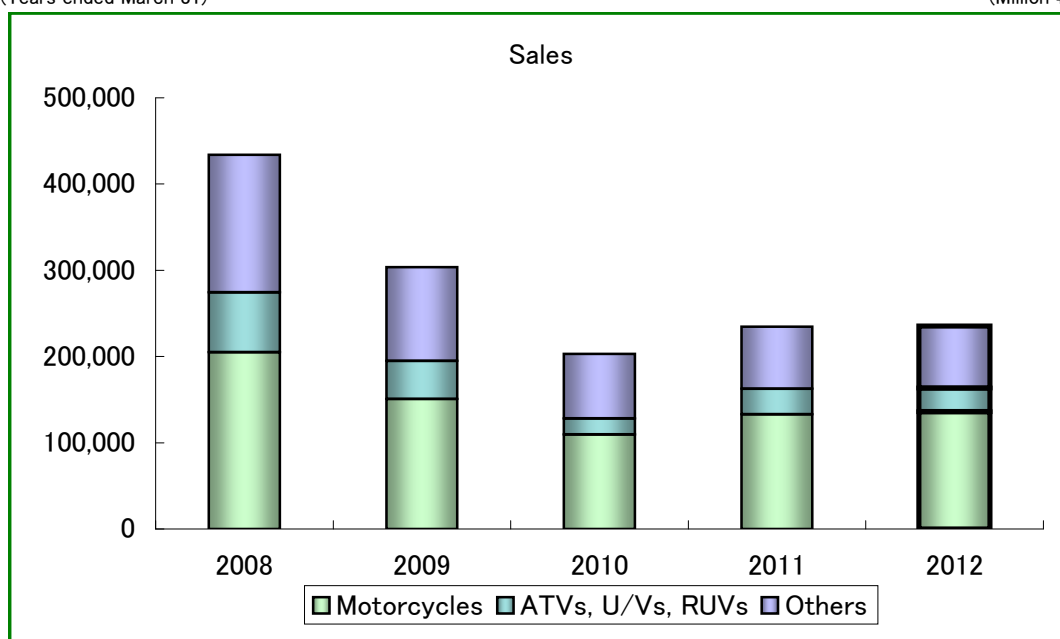
Main Products: Motorcycles, All-Terrain Vehicles(ATVs), Utility Vehicles, Personal Watercraft, General-Purpose Gasoline Engines

(Years ended March 31)–Consolidated Basis– (Million ¥)

	2008	2009	2010	2011	2012
Sales	433,963	303,757	203,084	234,479	235,243

Note: Segment denomination has changed from “Consumer Products & Machinery” to “Motorcycle & Engine” in accordance with reorganization of company structure as of April 1, 2010

(Years ended March 31) (Million ¥)

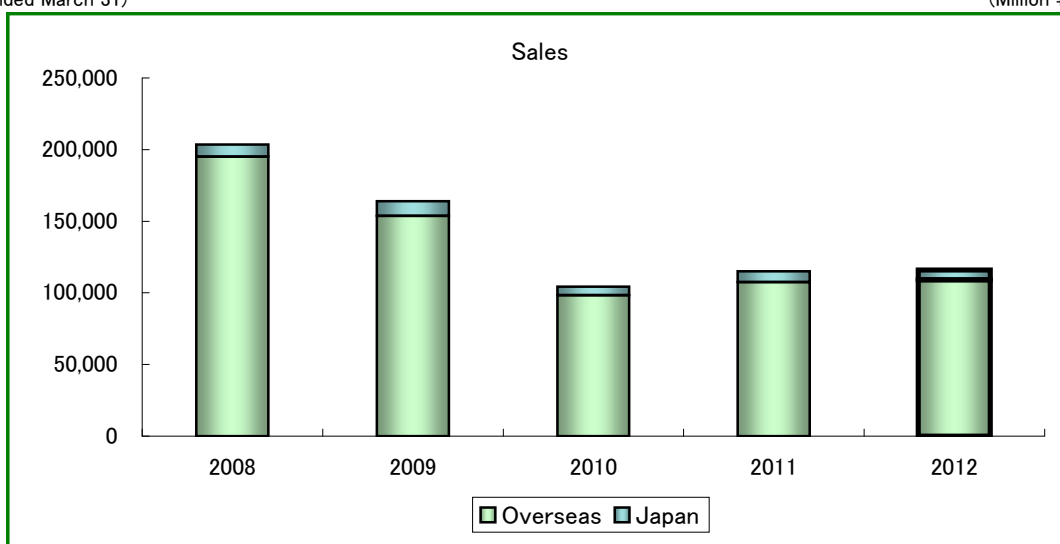


Motorcycle Sales

–Parent Only–

(Years ended March 31)

(Million ¥)



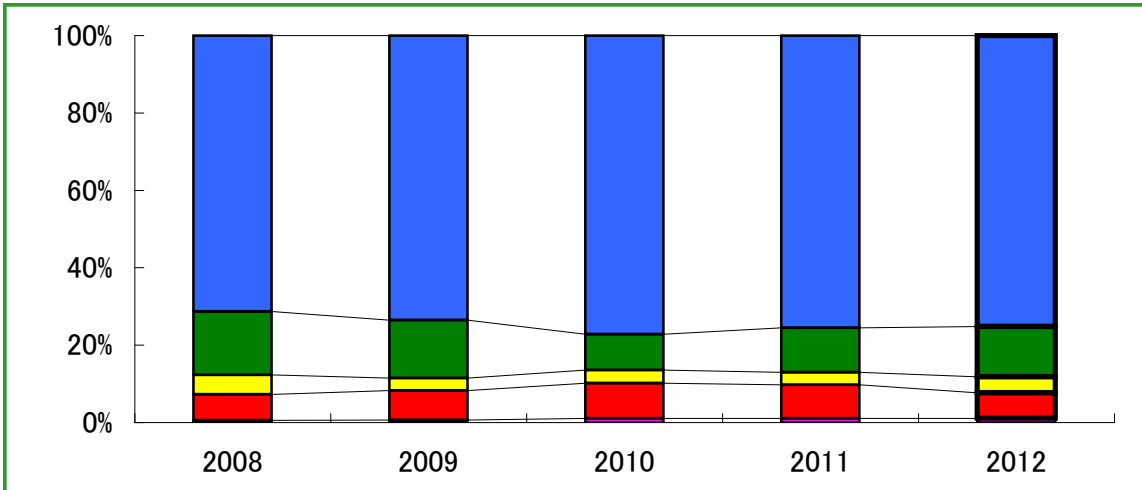
	2008	2009	2010	2011	2012
Domestic	8,421	10,323	5,959	7,397	6,840
Exports	195,017	153,674	98,273	107,564	109,044
Total Motorcycle Sales	203,438	163,997	104,232	114,961	115,884

Note: Including sales of spare parts.

Composites of Consumer Product Sales

-Parent Only-

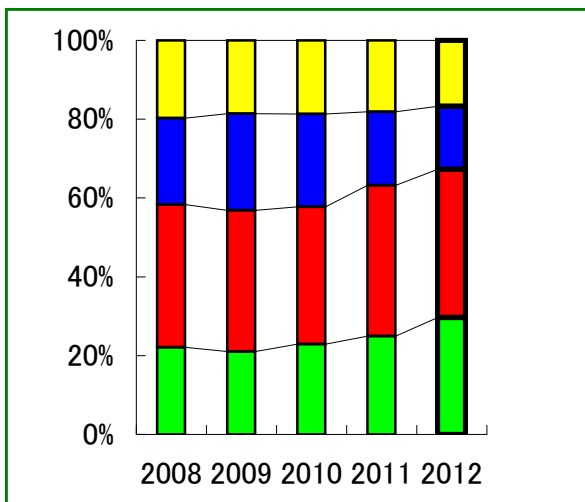
(Years ended March 31)



	2008	2009	2010	2011	2012
Motorcycles	71.3%	73.6%	77.1%	75.5%	75.2%
ATVs, U/Vs, RUVs	16.4%	14.9%	9.3%	11.5%	12.9%
Personal Watercraft	5.0%	3.2%	3.3%	3.2%	4.2%
Gasoline Engines	6.8%	7.6%	9.1%	8.7%	6.6%
Automobile Transmissions	0.5%	0.7%	1.1%	1.1%	1.1%

ATVs: All-Terrain Vehicles U/Vs: Utility Vehicles RUVs: Recreation Utility Vehicles

Motorcycle Sales Share In Japan



(Years ended March 31)

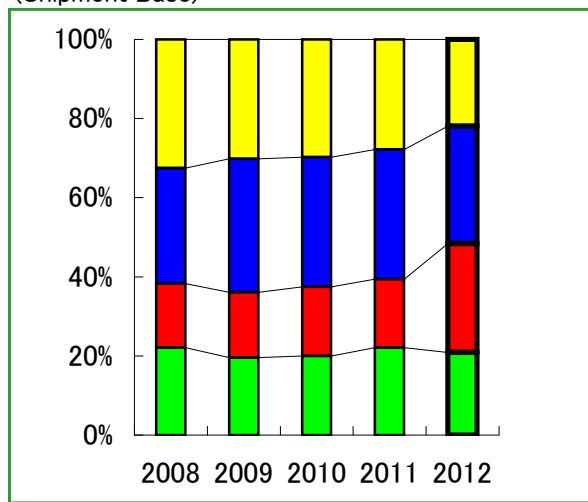
	2008	2009	2010	2011	2012
KHI	22.1%	21.0%	22.9%	24.9%	29.6%
Honda Motor	36.2%	35.9%	34.9%	38.3%	37.7%
Yamaha Motor	21.9%	24.5%	23.5%	18.7%	16.0%
Suzuki Motor	19.8%	18.6%	18.7%	18.1%	16.7%

Note: Engine displacement of more than 251cc.

Source: Japan Automobile Manufacturers Association Inc.

Motorcycle Sales Export Share

(Shipment Base)



(Years ended March 31)

	2008	2009	2010	2011	2012
KHI	22.1%	19.6%	20.0%	22.1%	20.8%
Honda Motor	16.2%	16.5%	17.5%	17.3%	27.5%
Yamaha Motor	29.2%	33.7%	32.7%	32.8%	29.7%
Suzuki Motor	32.5%	30.2%	29.8%	27.8%	21.9%

Note: Engine displacement of more than 251cc.

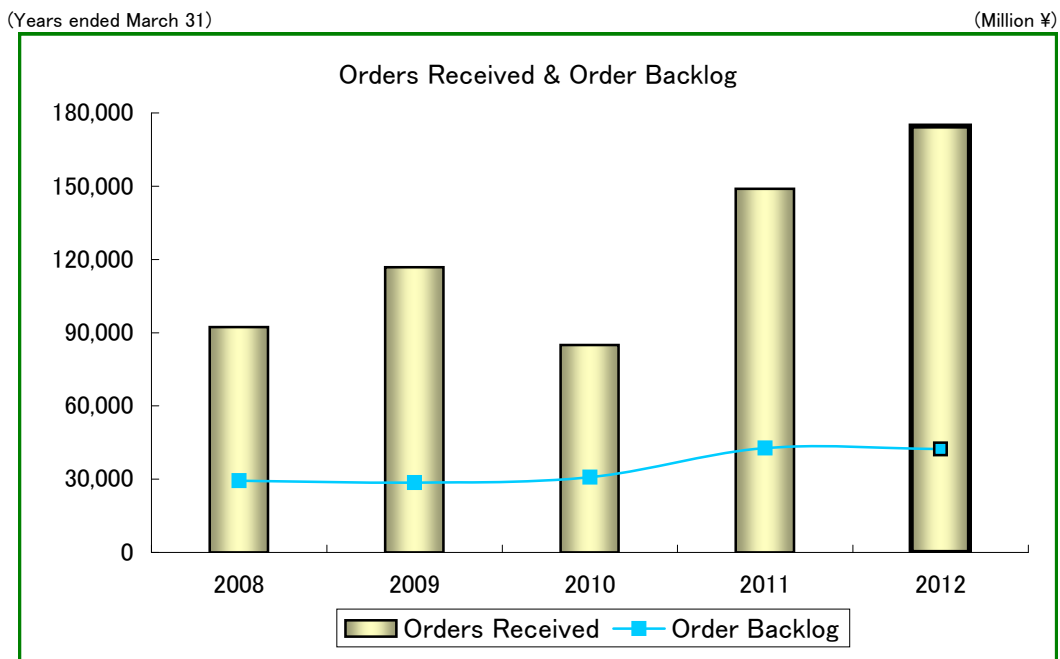
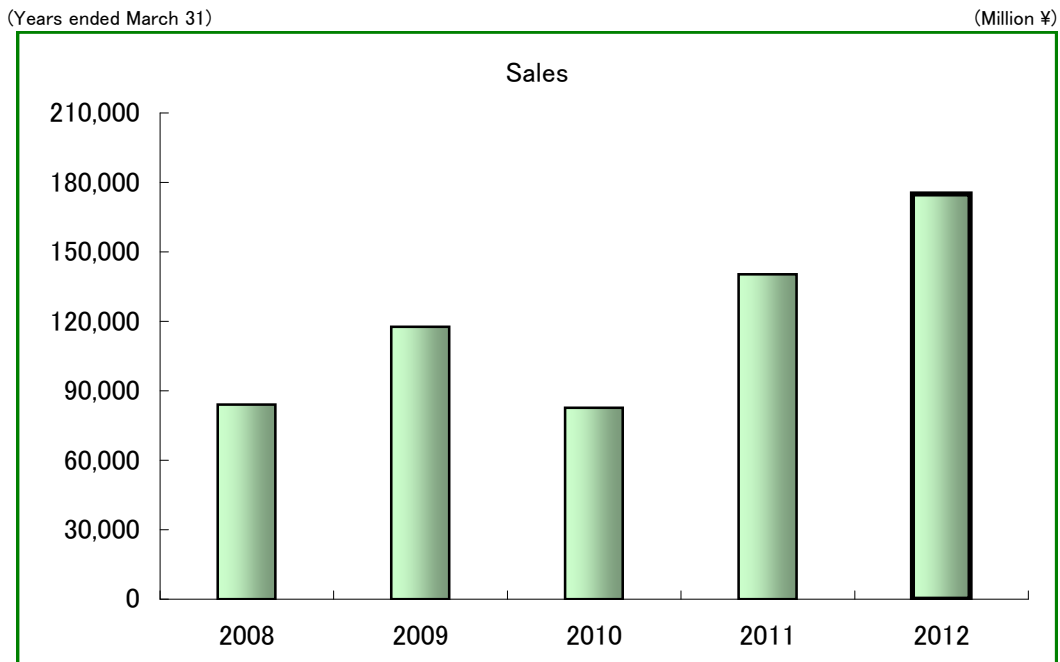
Source: Japan Automobile Manufacturers Association Inc.

Precision Machinery

Main Products: Hydraulic components (pumps, motors & valves), Hydraulic systems for industrial use, Hydraulic marine machinery,
Industrial Robots

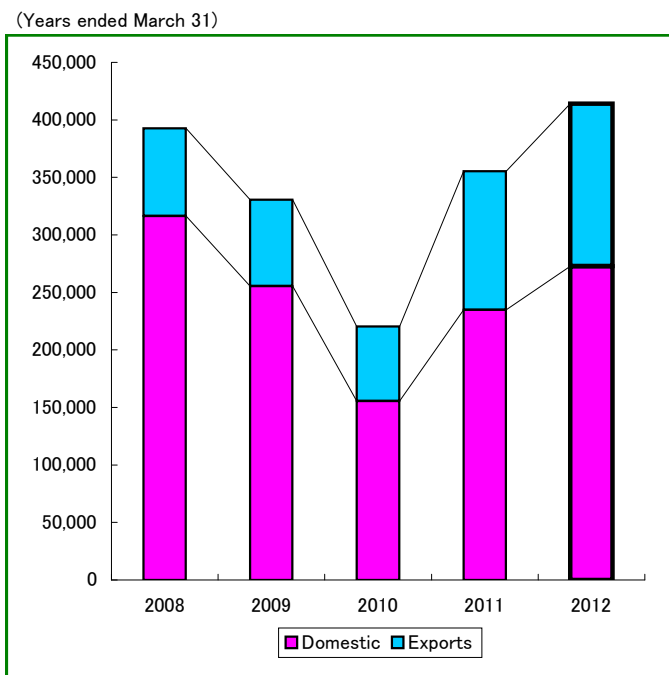
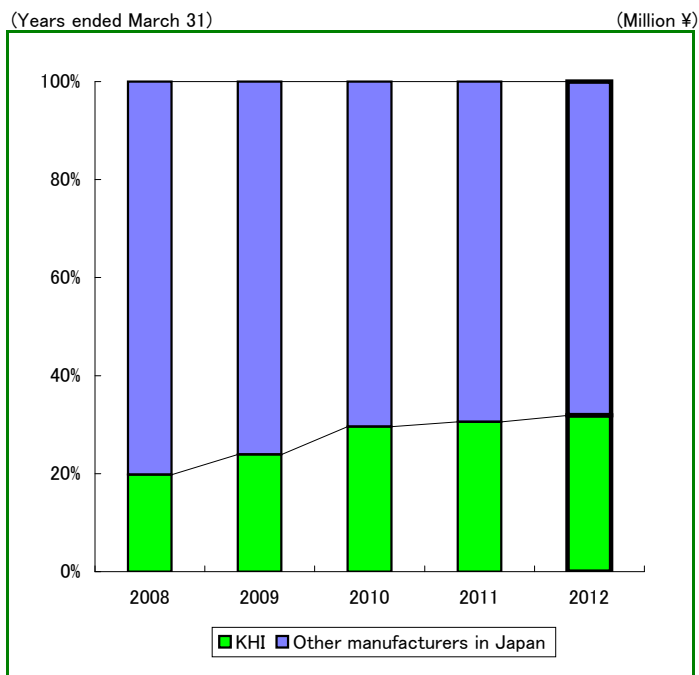
(Years ended March 31)–Consolidated Basis–	2008	2009	2010	2011	2012
Sales	84,028	117,621	82,715	140,328	175,077
Orders Received	92,335	116,845	84,948	148,955	174,587
Order Backlog	29,317	28,539	30,772	42,790	42,300

Note: Segment denomination has changed from "Hydraulic Machinery" to "Precision Machinery" in accordance with reorganization company structure as of April 1, 2010



Hydraulic Products Market Volume

Hydraulic Products Share (Including Export)



Note: Figures represent the total sales of domestic hydraulic manufacturers which are affiliated with Japan Fluid Power Association.

Source: KHI's estimates.

Source: Japan Fluid Power Association

	(Million ¥)				
	2008	2009	2010	2011	2012
Domestic	316,310	255,370	155,496	234,916	272,675
Exports	76,297	75,121	65,016	120,549	141,337
Total	392,607	330,491	220,512	355,465	414,012

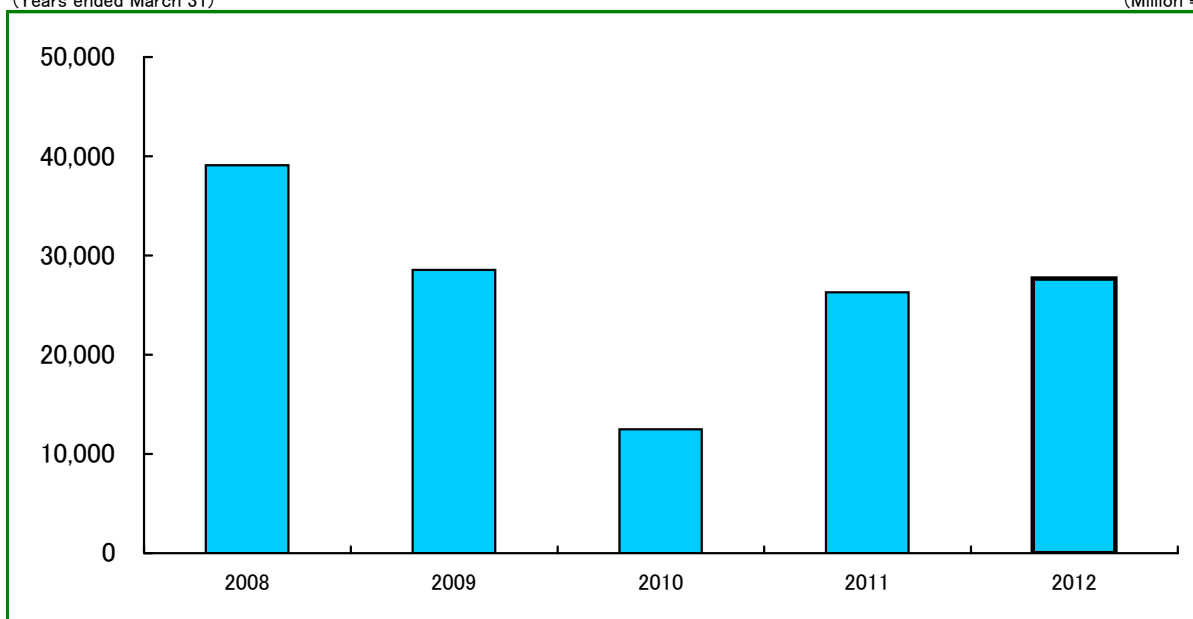
	2008	2009	2010	2011	2012
KHI	19.8%	23.9%	29.6%	30.6%	31.9%
Other manufacturers in Japan	80.2%	76.1%	70.4%	69.4%	68.1%
Total	100.0%	100.0%	100.0%	100.0%	100.0%

Industrial Robot Sales

-Parent Only-

(Years ended March 31)

(Million ¥)



	(Million ¥)				
	2008	2009	2010	2011	2012
Sales	39,098	28,533	12,487	26,299	27,691

CONDENSED BALANCE SHEETS

Kawasaki Heavy Industries, Ltd. and consolidated subsidiaries

As of March 31

ASSETS	Millions of yen					
	2007	2008	2009	2010	2011	2012
Current assets:						
Cash on hand and in banks	¥39,351	¥39,875	¥31,956	¥34,745	¥47,233	¥34,316
Receivables	446,850	437,295	421,748	420,423	419,279	419,734
Allowance for doubtful receivables	(4,273)	(4,140)	(3,112)	(2,424)	(2,829)	(3,255)
	442,577	433,155	418,636	417,999	416,450	416,479
Inventories	427,934	439,310	476,441	418,224	425,322	441,897
Deferred tax assets	32,694	25,250	33,232	25,204	35,887	33,007
Other current assets	19,362	44,692	35,532	35,506	26,827	41,487
Total current assets	961,918	982,282	995,797	931,678	951,719	967,186
Property, plant and equipment	814,101	835,610	880,831	899,636	915,962	939,560
Accumulated depreciation	(560,282)	(575,683)	(596,713)	(615,228)	(640,182)	(664,810)
Net property, plant and equipment	253,819	259,927	284,118	284,408	275,780	274,750
Investments and intangible and other assets						
Investments in securities	87,277	70,052	45,852	53,285	50,291	53,257
Deferred tax assets	27,725	38,337	42,773	51,503	47,193	37,614
Goodwill and other intangible assets	15,128	16,053	19,574	20,719	19,249	18,786
other	12,113	12,119	11,657	10,846	10,046	10,546
Total investments and intangible and other assets	142,243	136,561	119,856	136,353	126,779	120,203
Total assets	¥1,357,980	¥1,378,770	¥1,399,771	¥1,352,439	¥1,354,278	¥1,362,139
LIABILITIES AND NET ASSETS						
	Millions of yen					
	2007	2008	2009	2010	2011	2012
Current liabilities:						
Short-term borrowings and current portion of long-term debt	¥138,463	¥137,681	¥207,355	¥158,799	¥174,697	¥147,924
Trade payables	412,501	431,000	358,478	302,739	319,272	310,775
Advances from customers	124,445	124,679	125,763	99,532	80,816	99,051
Income tax payable	13,365	16,836	8,710	4,833	5,988	4,627
Accrued bonuses	17,811	19,263	14,242	14,202	15,692	20,582
Provision for product warranty	5,100	6,734	7,638	6,640	7,288	7,128
Provision for losses on construction contracts	12,363	8,836	20,931	17,991	33,068	30,977
Provision for restructuring charges	-	-	-	6,326	1,077	-
Deferred tax liabilities	296	270	932	859	765	1,465
Other current liabilities	82,162	79,242	85,957	81,002	65,064	73,474
Total current liabilities	806,506	824,541	830,006	692,923	703,727	696,003
Long-term liabilities:						
Long-term debt, less current portion	165,754	138,766	181,933	270,110	254,447	259,243
Retirement and severance benefits	77,484	81,928	79,969	89,240	80,556	75,052
Deferred tax liabilities	3,996	5,433	2,938	2,526	3,990	4,060
Other	8,862	9,064	9,679	14,587	14,125	11,859
Total long-term liabilities	256,096	235,191	274,519	376,463	353,118	350,214
Net assets:						
Shareholders' equity:						
Common stock:						
Authorized--- 3,360,000,000 shares						
Issued----- 1,671,892,659 shares in 2012	103,188	104,329	104,329	104,329	104,340	104,484
Capital surplus	53,179	54,291	54,282	54,275	54,251	54,394
Retained earnings	125,799	151,401	154,273	137,689	158,615	176,414
Treasury stock, at cost	(55)	(460)	(468)	(552)	(30)	(22)
Accumulated other comprehensive income:						
Net unrealized gains on securities	19,342	10,292	3,140	5,305	3,876	3,989
Gains/losses on hedging items	(1,608)	5,217	(264)	(162)	(990)	246
Foreign currency translation adjustments	(9,417)	(11,878)	(24,851)	(23,803)	(31,006)	(33,451)
Minority interests	4,950	5,846	4,805	5,972	8,377	9,868
Total net assets	295,378	319,038	295,246	283,053	297,433	315,922
Total liabilities and net assets	¥1,362,930	¥1,378,770	¥1,399,771	¥1,352,439	¥1,354,278	¥1,362,139

CONDENSED STATEMENTS OF OPERATIONS

Kawasaki Heavy Industries, Ltd. and consolidated subsidiaries

Years ended March 31

	Millions of yen					
	2007	2008	2009	2010	2011	2012
Net sales	¥1,438,619	¥1,501,097	¥1,338,597	¥1,173,473	¥1,226,949	¥1,303,778
Cost of sales	1,213,524	1,262,032	1,146,944	1,023,610	1,037,079	1,088,918
Gross profit	225,095	239,065	191,653	149,863	189,870	214,860
Selling, general and administrative expenses	155,953	162,155	162,940	151,179	147,242	157,375
Operating income	69,142	76,910	28,713	(1,316)	42,628	57,484
Other income (expenses):						
Interest and dividend income	3,807	5,005	4,352	3,615	2,306	2,331
Equity in income of nonconsolidated subsidiaries and affiliates	2,694	7,642	8,709	6,522	9,205	8,567
Interest expense	(6,650)	(7,980)	(6,658)	(5,399)	(4,677)	(4,282)
Other expenses, net	(23,725)	(23,522)	(11,491)	(7,243)	(10,867)	(15,394)
Income (loss) before income taxes and minority interests	45,268	58,055	23,625	(3,821)	38,595	48,706
Income taxes						
Current	(16,623)	(23,271)	(16,783)	(8,805)	(14,340)	(9,932)
Deferred	1,337	1,260	6,022	2,822	3,503	(12,899)
Minority interests in net income of consolidated subsidiaries	(210)	(903)	(1,136)	(1,056)	(1,793)	(2,552)
Net income (loss)	¥29,772	¥35,141	¥11,728	(¥10,860)	¥25,965	¥23,323

	Millions of yen					
	2007	2008	2009	2010	2011	2012
Per share amounts (yen):						
Net income (loss)	¥18.9	¥21.1	¥7.0	(¥6.5)	¥15.5	¥13.9
Cash dividends	5.0	5.0	3.0	3.0	3.0	5.0
Other data:						
Capital expenditures (Million ¥)	39,269	50,538	82,450	59,272	55,334	63,919
Depreciation and amortization (Million ¥)	30,279	37,455	44,334	51,423	50,276	48,901
R&D expenses (Million ¥)	33,819	36,228	38,256	38,057	37,090	39,940
Number of employees (person)	29,211	30,563	32,266	32,297	32,706	33,267

CONDENSED STATEMENTS OF COMPREHENSIVE INCOME

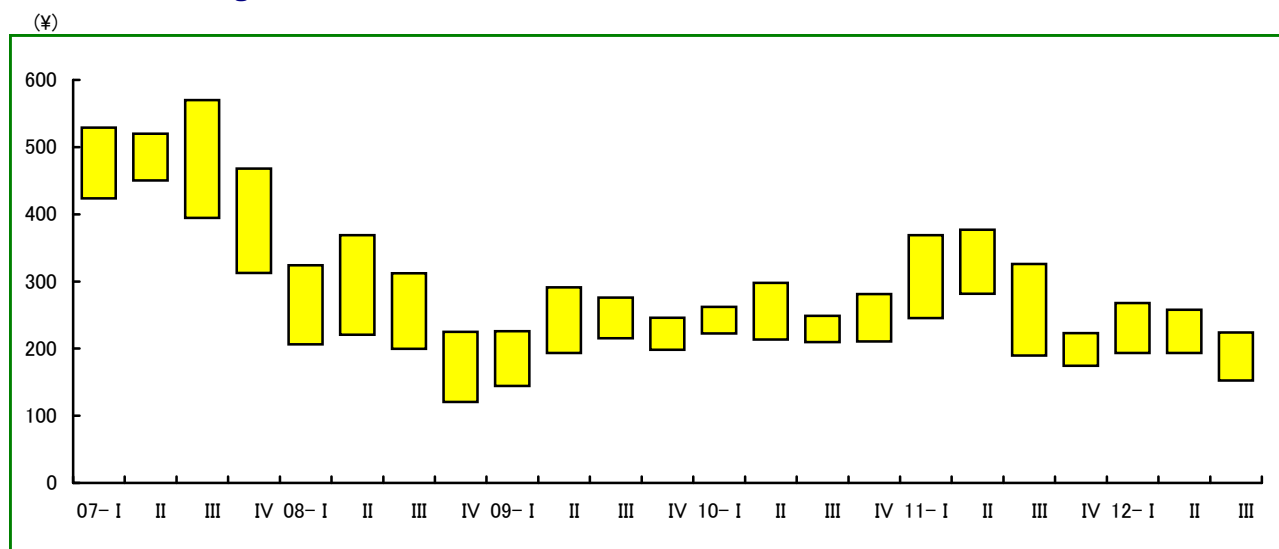
Kawasaki Heavy Industries, Ltd. and consolidated subsidiaries

Years ended March 31

	Millions of yen					
	2007	2008	2009	2010	2011	2012
Income before minority interests	¥ -	¥ -	¥ -	¥ -	¥27,758	¥25,875
Other comprehensive loss:						
Net unrealiaed gains (losses) on securities	-	-	-	-	(1,437)	106
Deferred gains (losses) on securities	-	-	-	-	(480)	1,281
Foreign currency translation adjustments	-	-	-	-	(5,422)	(2,924)
Share of other comprehensive loss of associates accounted for using equity method	-	-	-	-	(2,167)	231
Total other comprehensive loss	-	-	-	-	(9,506)	(1,306)
Comprehensive income	-	-	-	-	18,252	24,569
Comprehensive income attributable to:						
Owners of the parent company	-	-	-	-	16,506	22,228
Minority interests	-	-	-	-	1,746	2,341

STOCK INFORMATION

Stock Price Range

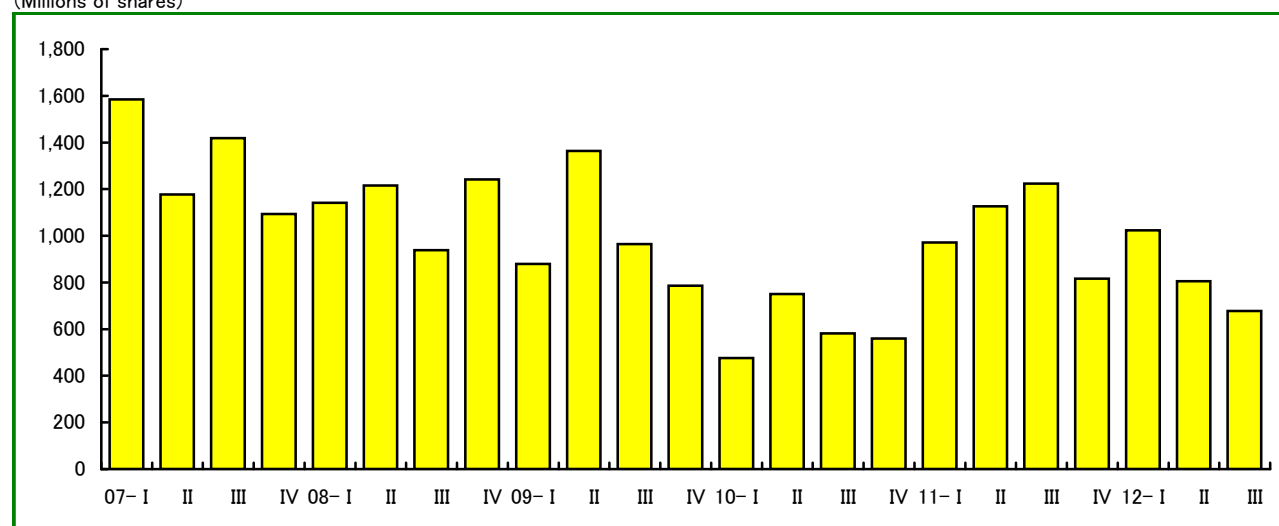


(¥)

	2007				2008				2009				2010				2011				2012		
	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III
High	529	520	570	468	324	369	312	225	226	291	276	246	262	298	249	281	369	377	326	223	268	258	224
Low	423	450	394	312	206	220	199	120	144	193	215	198	222	213	209	210	245	281	189	174	193	193	152

Stock Trading Volume

(Millions of shares)



(Millions of shares)

	2007				2008				2009				2010				2011				2012		
	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III
	1,585	1,177	1,419	1,094	1,141	1,215	938	1,241	880	1,364	965	786	476	750	582	560	972	1,126	1,224	816	1,023	806	678

Paid-in Capital	
¥ 104,484,658,872	
Number of Shares	
Authorized	3,360,000,000 shares
Outstanding	1,671,892,659 shares
(Dilution)	0 shares)
As of March 31, 2012	

Paid-in Capital	
¥ 104,484,658,872	
Number of Shares	
Authorized	3,360,000,000 shares
Outstanding	1,671,892,659 shares
(Dilution)	0 shares)
As of September 30, 2012	

Stock Listings

Tokyo, Osaka, Nagoya

Transfer Agent

Sumitomo Mitsui Trust Bank, Limited
1-4-1, Marunouchi, Chiyoda-ku, Tokyo 100-8233, Japan

Handling Office
Sumitomo Mitsui Trust Bank, Limited
Stock Transfer Agency Business Planning Department
4-5-33, Kitahama, Chuo-ku, Osaka 540-8639, Japan

ADR (American Depositary Receipt) Information

Ratio: 1 ADR = 4 Ordinary Shares
Exchange: OTC (Over-the-Counter)
Symbol: KWHIY
CUSIP: 486359201
Depository: The Bank of New York Mellon
101 Barclay St., 22 West, New York, NY 10286, U.S.A.
Phone: +1-201-680-6825 U.S. Toll Free: 888-269-2377 (888-BNY-ADRS)

CORPORATE DATA

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Year of Incorporation

1896

KAWASAKI HEAVY INDUSTRIES, LTD.