

**KAWASAKI HEAVY INDUSTRIES, LTD. AND CONSOLIDATED SUBSIDIARIES**  
**FLASH CONSOLIDATED SALES REPORT**  
*For the first quarter ended June 30, 2003*

## 1. Net Sales

| First quarter ended Jun. 30, 2003 |                |                   |                             |
|-----------------------------------|----------------|-------------------|-----------------------------|
|                                   |                | (millions of yen) | (Thousands of U.S. dollars) |
| ¥                                 | <b>234,564</b> |                   | \$ 1,958,781                |

## Information by industry segment

| First quarter ended Jun. 30, 2003                            |   |                   |                             |
|--|---|-------------------|-----------------------------|
|  |   | (millions of yen) | (Thousands of U.S. dollars) |
| Shipbuilding   | ¥ | <b>25,915</b>     | (11%) \$ 216,411            |
| Rolling Stock,<br>Construction Machinery<br>& Crushing Plant |   | <b>27,343</b>     | (12%) 228,334               |
| Aerospace  |   | <b>22,839</b>     | (10%) 190,719               |
| Gas Turbines & Machinery                                     |   | <b>32,640</b>     | (14%) 272,564               |
| Plant & Infrastructure Engineering                           |   | <b>20,025</b>     | (9%) 167,224                |
| Consumer products & Machinery                                |   | <b>79,351</b>     | (34%) 662,640               |
| Other  |   | <b>26,451</b>     | (11%) 220,888               |
| <b>Total</b>   |   | <b>234,564</b>    | <b>(100%) 1,958,781</b>     |

## 2. Fiscal year forecast

|                                | Millions of yen |            |
|--------------------------------|-----------------|------------|
|                                | Net sales       | Net income |
| One year ending March 31, 2004 | ¥ 1,170,000     | ¥ 8,000    |

- Notes : 1. This "FLASH CONSOLIDATED SALES REPORT" has 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 ¥ 119.75=\$1, the rate prevailing as of June 30, 2003, solely for the convenience of the readers.