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

For six months ended September 30, 2003 and 2002 and one year ended March 31, 2003

<b>Operating results</b>				Thousands of	
	Millions			U.S. dollars	
	Six months ended	Six months ended		Six months ended	
	Sept. 30, 2003	Sept. 30, 2002	Change	Sept. 30, 2003	
Net sales Operating income (loss) Net loss Net loss per share (Yen)	523,270 1,616 3,396 2.4	539,691 (2,234) 3,488 2.5	-3%	\$ 4,703,551 14,526 30,526	
Financial condition	Millions of yen /	Thousands of U.S. d	ollars		
	Total assets	Shareholders' e	quity	Ratio of shareholders' equity to total assets	
As of September 30, 2003	1,160,291			16%	
As of March 31, 2003	1,149,161			15%	
As of September 30, 2003	\$ 10,429,581	\$			
	Yen / U.S. dollars	Thousand shares			
	Shareholders' equity	Number of shares			
	per share	issued and outstandi	ing		
As of September 30, 2003	125.4	1,442,582			
As of March 31, 2003	125.6	1,390,230			
As of September 30, 2003	\$ 1.13				
Cash flows				Thousands of	
	Millions		U.S. dollars		
	Six months ended	Six months ended		Six months ended	
	Sept. 30, 2003	Sept. 30, 2002		Sept. 30, 2003	
Operating activities					

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### **Condensed Consolidated Balance Sheets**

(Consolidated)

As of September 30, 2003 and 2002

Thousands of

Millions of yen U.S. dollars

As of As of As of Sept. 30, 2003 Sept. 30, 2002 Sept. 30, 2002

Assets: (f)Tj E276131J9 741.2003 Tm (f)Tj ET Q B 5o389 378.93 741.2039 741.Ti.27anks J9 741.235 -1.21 Tr1 TG1 T

#### **Consolidated Statements of Cash Flows**

For six months ended September 30, 2003 and 2002

		Thousands of		
	Million Six months ended	U.S. dollars		
	Sept. 30, 2003	Six months ended Sept. 30, 2002	Six months ended Sept. 30, 2003	
Cash flows from operating activities:	Ocpt. 30, 2003	Sept. 30, 2002	Осрі. 30, 2003	
Loss before income taxes and minority interests	(948)	\ (8,509)	\$ (8,521)	
Depreciation and amortization	15,̀796 <sup>°</sup>	15,348	141,987	
Provision for retirement and severance benefits	2,256	4,484	20,279	
Accrued bonuses	(2,801)	709	(25, 178)	
Provision for (Reversal of) allowance for doubtful accounts	277	(1,403)	2,490	
Gain (Loss) on sale of investments in subsidiaries	(118)	-	(1,061)	
Gain (Loss) on sale of securities	(413)	38	(3,712)	
Gain (Loss) on sale of fixed assets	(311)	648	(2,796)	
Gain on contribution of securities to employee reteirement benefit		(1,312)	(0.444)	
Provision for restructuring charges	(1,047)	(2.221)	(9,411)	
Interest and dividend income	(1,106) 3,941	(2,221) 5,157	(9,942) 35,425	
Interest expense Changes in assets and liabilities	3,341	3,137	30,420	
Decrease (increase) in				
: Trade receivables	80,614	74,404	724,620	
: Inventories	(40,904)	(49,120)	(367,676)	
: Other current assets	(8,240)	(5,661)	(74,067)	
Increase (decrease) in	(-, -)	ζ-,/	( / /	
: Trade payables	(51,844)	(48,634)	(466,013)	
: Advances received	39,964	44,454	359,227	
: Other current liabilities	(12,631)	(3,289)	(113,537)	
Other, net	(810)	1,071	(7,283)	
Sub total	21,675	26,164	194,831	
Cash received for interest and dividends	1,726	2,266	15,514	
Cash paid for interest	(3,986)	(4,761)	(35,829)	
Cash paid for income taxes	(8,415)	(2,601)	(75,640) \$ 98,876	
Net cash provided by operating activities	11,000	\ 21,068	\$ 98,876	
Cash flows from investing activities:				
Increase in time deposit due more than three months	(132)	(174)	(1,187)	
Acquisition of property, plant and equipment	(14,669)	(17,276)	(131,856)	
Proceeds from property, plant and equipment	1,584	489	14,238	
Acquisition of Intangible assets	(2,478)	(741)	(22,274)	
Proceeds from Intangible assets	12	22	108	
Acquisition of investment in securities	(406)	(876)	(3,649)	
Proceeds from investment in securities	819	139	7,362	
Increase (decrease) in short-term loans	235	(871)	2,112	
Payment received on long-term loans receivable Proceeds from collection of long-term loans receivable	(34) 123	(459) 408	(306)	
Proceeds from conection of long-term loans receivable  Proceeds from purchase of newly consolidated subsidiaries' stock	123	162	1,106	
Decrease in other investments	631	245	5,672	
Net cash used for investing activities	(14,315)	(18,932)	\$ (128,674)	
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Cash flows from financing activities:				
Increase (decrease) in short-term borrowings	13,682	(27,537)	122,984	
Proceeds from long-term debt	15,675	14,434	140,899	
Repayment of long-term debt	(31,007)	(25,105)	(278,714)	
Acquisition of treasury stock	(62)	(15)	(557)	
Cash dividends paid	(2,747)	(1)	(24,692)	
Cash dividends paid to minority interests	(128)	54,070 \$	473,097	

# Segment information (a) Information by industry segment

	(millions of yen)								
	Six months ended September 30, 2003								
	External	Intersegment	Total	Operating	Operating				
	sales	sales	sales	expenses	income (loss)				
Shipbuilding	51,683	780	52,463	48,606	3,857				
Rolling Stock, Construction Machinery									
	E7 00E	4 505	E0 470	E7 00E	4 475				
& Crushing Plant	57,885 69,815	1,585 983	59,470 70,798	57,995 68,727	1,475				
Aerospace Gas Turbines & Machinery	65,799	5,269	70,798 71,068	70,333	2,071 735				
Plant & Infrastructure Engineering	50,530	5,566	56,096	61,096	(5,000)				
Consumer products & Machinery	165,651	1,661	167,312	169,950	(2,638)				
Other	61,907	19,605	81,512	80,267	1,245				
Total	523,270	35,449	558,719	556,974	1,745				
Eliminations	-	(35,449)	(35,449)	(35,320)	(129)				
Consolidated total	523,270	(00,440)	523,270	521,654	1,616				
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			(millions of yen)						
			ths ended September						
	External	Intersegment	Total	Operating	Operating				
	sales	sales	sales	expenses	income (loss)				
Shipbuilding Rolling Stock, Construction Machinery	\ 49,823	\ 711	\ 50,534	52,066	\ (1,532)				
& Crushing Plant	79,423	1,197	80,620	79,633	987				
Aerospace	45,657	829	46,486	45,146	1,340				
Gas Turbines & Machinery	67,694	5,441	73,135	71,070	2,065				
Plant & Infrastructure Engineering	80,128	10,713	90,841	95,439	(4,598)				
Consumer products & Machinery	162,316	2,291	164,607	164,768	(161)				
Other	54,650	18,269	72,919	73,355	(436)				
Total	539,691	39,451	579,142	581,477	(2,335)				
Eliminations		(39,451)	(39,451)	(39,552)	101				
Consolidated total	\ 539,691		\ 539,691	\ 541,925	\ (2,234)				
	(thousands of U.S. dollars)								
		Six month	s ended Septemb	er 30, 2003					
	External	Intersegment	Total	Operating	Operating				
	sales	<u>sales</u>	sales	expenses	income (loss)				
Shipbuilding Rolling Stock, Construction Machinery	\$ 464,566	\$ 7,011	\$ 471,577	\$ 436,908	\$ 34,669				
& Crushing Plant	520,315	14,247	534,562	521,303	13,259				
Aerospace	627,551	8,836	636,387	617,771	18,616				
Gas Turbines & Machinery	<i>5</i> 91, <i>4</i> 52	47,362	638,814	632,207	6,607				
Plant & Infrastructure Engineering	454,202	50,031	504,233	<i>549,178</i>	(44,945)				
Consumer products & Machinery	1,488,998	14,930	1,503,928	1,527,640	(23,712)				
Other	556,467	176,225	732,692	721,501	11,191				
Total	4,703,551	318,642	5,022,193	5,006,508	15,685				
Eliminations		(318,642)	(318,642)	(317,483)	(1,159)				
Consolidated total	\$ 4,703,551	\$ -	\$ <i>4,703,551</i>	\$ <i>4,689,0</i> 25	\$ 14,526				

### (b) Information by geographic area

	Six months ended September 30, 2003										
	Ex	ternal	Inters	segment		Total	C	perating	(	Operating	
	s	ales	s	ales		sales	e	expenses	inc	ome (loss)	
Japan		366,350		68,812		435,162		435,661		(499)	
North America		101,934		8,057		109,991		110,870		(879)	
Europe		44,119		2,263		46,382		45,652		730	
Asia		8,385		4,819		13,204		13,514		(310)	
Other Areas		2,482		41		2,523		2,472		51	
Total		523,270		83,992		607,262		608,169		(907)	
Eliminations		-		(83,992)		(83,992)		(86,515)		2,523	
		523,270		-		523,270		521,654		1,616	
				Six mor	iths end	ded September	30, 20	02			
	Ex	ternal	Intersegment			Total		Operating		Operating	
	5	sales	S	sales		sales		expenses	in	come (loss)	
Japan		363,783	\	78,793	\	442,576	\	448,631	\	(6,055)	
North America		126,182		7,984		134,166		133,803		363	
Europe		37,360		1,891		39,251		38,162		1,089	
Asia		10,184		3,540		13,724		13,488		236	
Other Areas		2,182		62		2,244		2,161		83	
Total		539,691		92,270		631,961		636,245		(4,284)	
Eliminations				(92,270)		(92,270)		(94,320)		2,050	
Consolidated total		539,691		(32,270)		539,691		541,925		(2,234)	

Six months ended September 30, 2003							
External	Intersegment	Total	Operating	Operating			

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

Mhinery

**Ca**hing

Turbines

&

products

(Consolidated)

\*\*Onstrtion\*\*
&

Aerospace Gas

Plant Consumer Other

Total

Orders

Shipbuilding Rolling

Construction

Aerospace

:

Stock,

Machinery

Crushing

							281,142
Gas	53,364	(10%)		50,106	(12%)	+7%	479,676
Plant	57,318	(11%)		81,967	(16%)	-30%	515,218
Consumer	165,651	(32%)		162,316	(31%)	+2%	1,488,997
Other	64,221	(12%)		52,358	(7%)	+23%	577,267
Total	521,255	(100%)	\	523,025	(100%)	-% \$	4,685,438

of Thousands dollars Millions U.S.

%