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(Billion Yen)

	FY2020	%	FY2021	%	Change
Recurring Profit (Loss)	- 2.8	- 0.2	**29.9**	2.0	+ 32.7
Extraordinary Income / Losses	- 11.8		**0.9**		+ 12.7
Gain on sales of fixed assets	3.2		**1.6**		- 1.6
Gain on sales of shares of subsidiaries and affiliates	1.5		**-**		- 1.5
Impairment loss	- 15.2		**- 0.7**		- 14.4
Loss on valuation of shares of subsidiaries and affiliates	- 1.4		**-**		1.4
Income before income taxes	- 14.6	- 1.0	**30.8**	2.1	+ 45.5
Income taxes	2.7		**6.8**		+ 4.0
Net income attributable to non-controlling interests	1.8		**2.1**		+ 0.3
Net income (Loss) attributable to owners of parent	- 19.3	- 1.3	**21.8**	1.5	+ 41.1

Details

"Ê Sale of land

"Ì Certain affiliated company related to Energy System & Plant Engineering

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~ Effects of foreign exchange rates, change in sales, and change in product mix are approximate values calculated by our company based on certain criteria. In addition, each factor of change is often indivisible, and in particular, it may be desirable to check the change in sales and change in product mix.

~ $V D UHVXOW RI WKH DSSOLFDWLRQ RI WKH Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020) , operating profit in Aerospace Systems increased by approximately ¥5.2 billion from the previous accounting standard. This impact is included in change in product mix and other factors.

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(Billion Yen)

	End of Mar. 2021	%	End of Mar. 2022	%	Change
Trade payables	355.1		**344.3**		- 10.8
Interest-bearing debt	593.3		**501.4**		- 91.8
Contract liability (Advances received)	153.2		**256.1**		+ 102.8
Provision for losses on construction contracts	14.2		**9.6**		- 4.6
	5.9		**3.0**		- 2.9
Other liabilities	358.4		**409.5**		+ 51.1
Total liabilities	1,480.5	75.4	**1,524.2**	75.4	+ 43.7
7 R W D O V K D U H K R O G H U V b H T X L W \	465.4		**444.2**		- 21.2
Other net assets	17.3		**54.2**		+ 36.9
Total net assets	482.7	24.6	**498.5**	24.6	+ 15.7
Total liabilities & net assets	1,963.2	100.0	**2,022.7**	100.0	+ 59.4

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JGAAP
Net Sales
Cost of sales
Gross profit
Selling, general and administrative expenses
Operating Profit
Non-operating Income / Expenses
Gain and loss on foreign exchange
Net Interest expense (incl. dividend income)
Others
Recurring Profit
Extraordinary Income / Losses
Impairment loss
Others
Income before income taxes

IFRS
Net Sales
Cost of sales
Gross profit
Selling, general and administrative expenses
Equity in income of unconsolidated subsidiaries and affiliates
Others
Business Profit
Net Interest expense (incl. dividend income)
Income before income taxes

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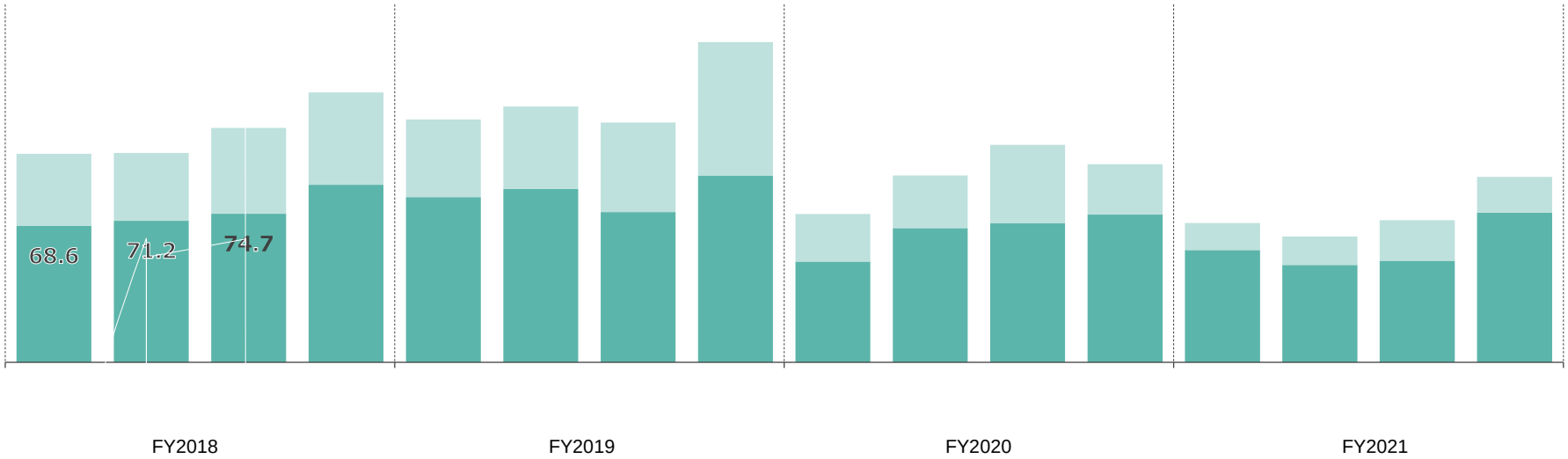
Details by Segment
-Aerospace systems-

Net Sales
(billion yen)



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Market Overview

z Commercial business

– Demand for aircrafts and aircraft jet engines is sluggish because global passenger demand remains weak due to the great impact of and COVID-19

– Demand for some domestic short flights are graduduu9y.015 T1T Tc 0.0025 Tw 68 Td (e)-6.cTw -5.33323 92.1 (m).015 Tc 01t080 Tw -d [n-5.9 (o)-2.1 (r)-rc-5.33325 ( )]TJ

Specific Efforts

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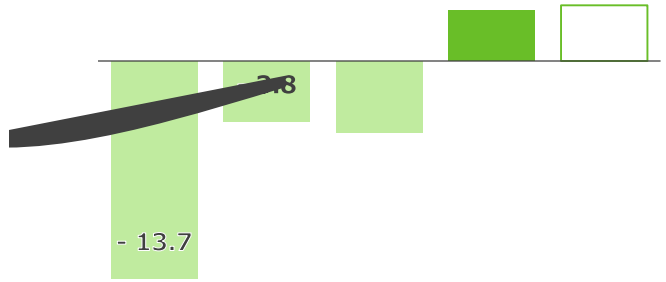

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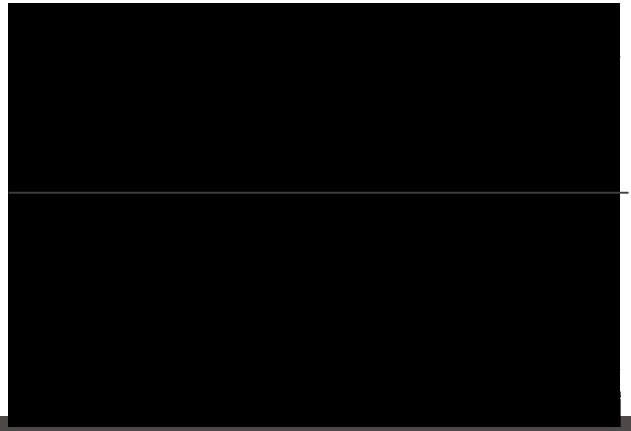
Appendix

Sales in components, overhaul and after -sales service (billion yen)



Progress of the M9 Project for Long Island Rail Road in the United States (End of

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- **Compliance with delivery schedules for overseas projects**

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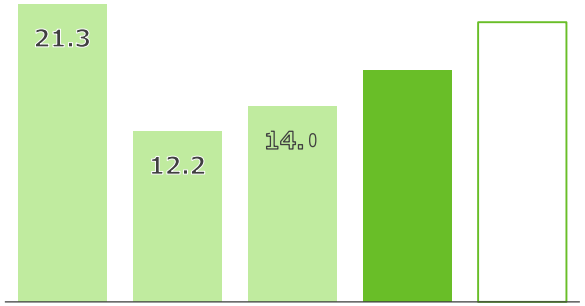

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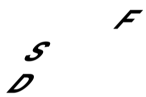
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Details by Segment

- Precision Machinery & Robot -

Net Sales
(billion yen)

FY2018 FY2019 FY2020 FY2021

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Details by Segment

- Precision Machinery & Robot -

Market Overview

z Construction machinery

- High level of demand in China still continues despite a slight slowdown in 2022
- Demand outside China was recovered from the impact of COVID-19 and remains strong
- Electrification will be promoted due to the environmental regulations
- Automation and autonomy will be promoted due to the decline of skilled workers

z Robots

- General purpose robots for industrial use markets is good, particularly in regions where recovery from the impact of COVID-19 is rapid .
- In semiconductor markets, demand is strong due to increased capital investment .
- Shortage of electronic components and logistics disruption continue

Specific Efforts

Developing electrification and automation technology for construction machinery

- Development and supply of the latest hydraulic equipment and systems for electrification and automation to support customers

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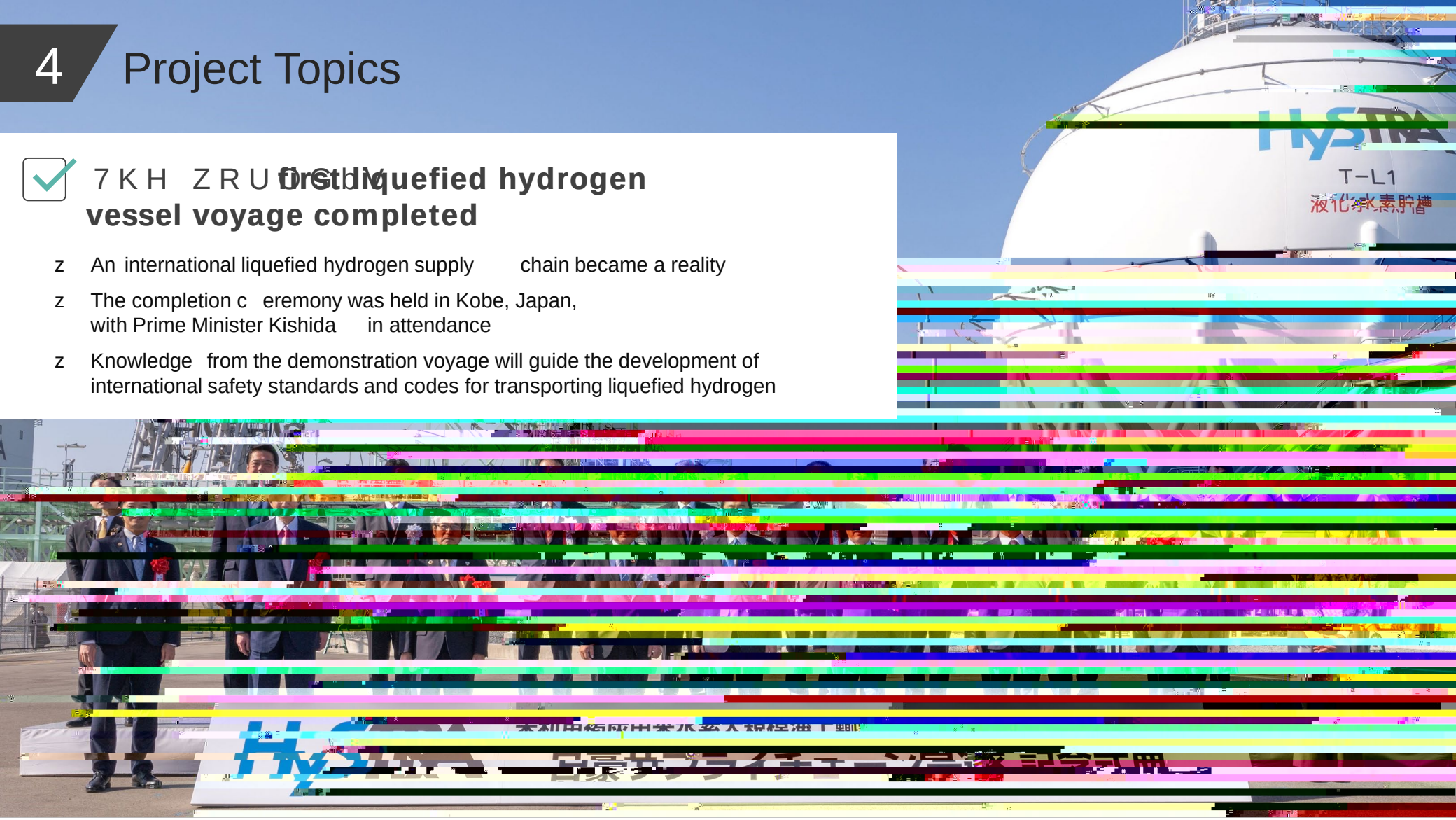
4 Project Topics

7KH ZRUOG¶V first liquefied hydrogen vessel voyage completed

- An international liquefied hydrogen supply chain became a reality
- The completion ceremony was held in Kobe, Japan, with Prime Minister Kishida in attendance
- Knowledge from the demonstration voyage will guide the development of international safety standards and codes for transporting liquefied hydrogen



Press release

https://global.kawasaki.com/news_220409_-1e.pdf

Marking a significant step towards the utilization of hydrogen as a new energy sou

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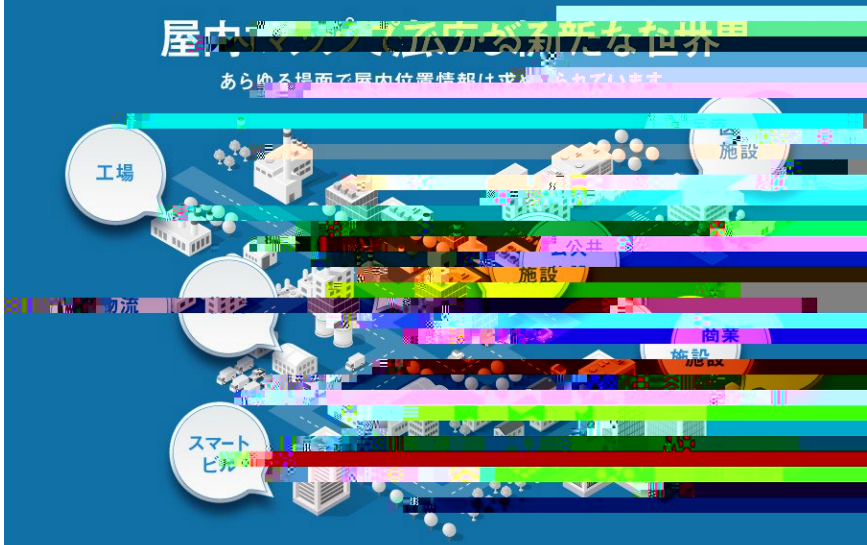
4

Launched “Indoor location solutions “

- . D Z D V D **completely new business model selling “services”** rather than “products”
- In addition to map app deployment, Software Development Kit subscription enables higher profitability
- The area, where services can be provided, already covers about 15,000 floors in 1,300 facilities nationwide .
- Kawasaki aims to become the Defacto Standard for Indoor Location Solutions

:KDWbV n,QGRRU ORFDWLRQ

The demand for services that utilize indoor location information-5. /P9003 Tc 55.04e24-1093.2 (55



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4

Revision of Material Issues

Sustainable Finance

ESG Indices

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4 Appendix
- Others -

z Order Backlog Bbillion yen)

	FY2020	FY2021	
	Actual	**Actual**	Change
Aerospace Systems	527.8	**619.8**	+ 92.0
Rolling Stock	443.2	**388.1**	- 55.0
	474.3		

z Net sales by region Bbillion yen)

~ F O D V V by country or region based on the customer's location.

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4 Appendix
- Others -

z Net Sales in Foreign Currencies by Segment (USD)

(billion USD)

	FY2020 Actual	FY2021 **Actual**	FY2022 Forecast
Aerospace Systems	0.68	**0.57**	0.94
Rolling Stock	0.08	**0.06**	0.02
Energy Solution & Marine Engineering	0.27	**0.28**	0.22
Precision Machinery & Robot	0.17	**0.23**	0.20
Motorcycle & Engine	0.42	**0.62**	0.63
Total	1.61	**1.76**	2.01

~ , P S D 6rW operating profit / business profit by FX fluctuation of 1 yen

z Weighted-average exchange rates

(EUR/JPY)

FY2019 actual	121.70
FY2020 actual	124.61
FY2021 actual	130.47
FY2022 forecast	130.00

z Net Sales in Foreign Currencies(EUR)

(billion EUR)

FY2019 actual	0.44
FY2020 actual	0.32
FY2021 actual	0.44
FY2022 forecast	0.57

~ , P S D 6rW operating profit / business profit by FX fluctuation of 1 yen

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