

Financial Results for Third Quarter FY2013 (for the year ending March 31, 2014)

January 30, 2014



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Summary of Financial Results



Summary of Income Statement

(Billion Yen)

Operating Income	+ 23.1	(FY2012.3Q 22.9	Æ FY2013.3Q 46.0)
Net Sales	+ 34.9	H 885.8	Æ 920.8 H
Cost of Sales	- 2.5	H- 748.3	Æ- 750.8 H
Selling, general and administrative expenses	- 9.2	H- 114.6	Æ- 123.9 H
Salaries and benefits	- 2.5	H- 31.3	Æ- 33.9 H
R&D expenses	- 0.1	H- 27.2	Æ- 27.3 H
Non-operating Income/Expenses	- 15.8	(FY2012.3Q 8.5	Æ FY2013.3Q - 7.3)
Net Interest expense (incl. dividend income)	- 0.7	H- 1.2	Æ - 1.9 H
Equity in income of unconsolidated subsidiaries and affiliates	- 3.0	H 7.0	Æ 4.0 H
Gain and loss on foreign exchange	- 10.8	H 1.7	Æ - 9.1 H
Others	- 1.2	H 0.9	Æ - 0.2 H
Extraordinary Income/Losses	- 1.6	(FY2012.3Q - 1.6	Æ FY2013.3Q 0)
Provision for environmental measures	+ 1.3	H- 1.3	Æ 0 H
Loss on impairment of fixed assets	+ 0.2	H- 0.2 ^d	Æ 0 H
^d Loss on impairment of idle assets whose book values were written down to the recoverable amounts			

Rolling Stock

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

FY2013.3Q

Hvs. FY2012.3Q H

Orders Received:

Aerospace

Main Products : Aircrafts for Japan Ministry of Defense, Component parts for commercial aircrafts, Commercial helicopter, Missiles, Space equipment

FY2013.3Q

Hvs. FY2012.3Q H

Orders Received: Increased due to increase in orders received for component parts for Boeing 787

Net Sales: Increased due to sales increase for component parts for Boeing 777 and 787, and the Japan Ministry of Defense (MOD)

Operating Income: Increased significantly due to increase in sales and the effect of the depreciation of the yen

FY2013 Forecast

>&vs. Forecast in October)

Orders Received: Revised up due to increase in orders received for MOD

Net Sales: No change

Operating Income: Revised up due to change in

Gas Turbine & Machinery

Plant & Infrastructure

Precision Machinery

Main ProductsH Hydraulic components (pumps, motors & valves), Hydraulic systems for industrial use, Hydraulic marine machinery,
Precision Machinery / Electric-powered devices, Industrial Robots

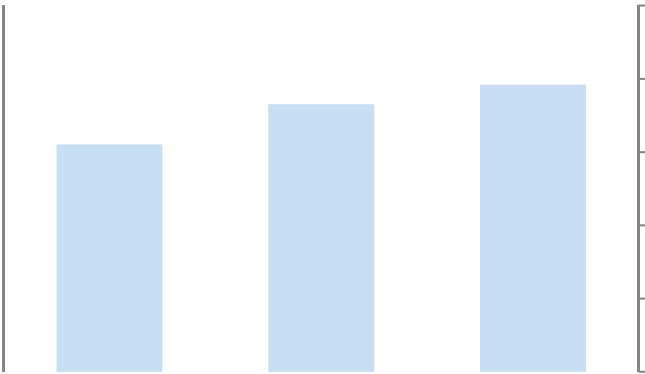
FY2013.3Q

Hvs. FY2012.3Q H

Orders Received: Increased due to increase in orders received for industrial robots for automotive industries and clean robots for semiconductor production equipment

Net Sales: Decreased due to sales decrease of hydraulic components for construction

Summary of Cash Flows



(Billion Yen)

<For Reference>

By-Segment Quantitative Plan of MTBP 2013 (FY2015 Target)

	Net sales	Operating income	Operating margin	Before-tax ROIC
Ship & Offshore Structure	135.0	6.0	4.4%	10.0%
Rolling Stock	180.0	13.0	7.2%	15.3%
Aerospace	270.0	20.0	7.4%	12.7%
Gas Turbine & Machinery	250.0	13.0	5.2%	7.5%
Plant & In80ds i Tw/TT2 1 Tf-72.Macs i Tw1 78 186.36 324.1105 Tm.0001 Tc040w	(135.0)	-87.66.9(6).4(.0)	-555.85	4.4

Kawasaki

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business results include, but are not limited to, economic conditions, the yen exchange rate against the U.S. dollar and other currencies, the tax system, and laws and regulations.

環境を大切にする