

Details by Segment - Rolling Stock -

FY2023 (vs. FY2022)

Orders received



-¥224.4 bil.

Decreased from the previous fiscal year when we received orders for large projects such as new subway cars for the NYCTA

Revenue



+¥64.0 bil.

Increased due to an increase in the U.S., despite a decrease in Japan and Asia

Business profit



+¥2.3 bil.

Increased due to higher revenue, etc., despite decline in domestic operations

FY2024 forecast (vs. FY2023)

Orders received



+¥71.3 bil.

Increase due to an increase in orders for Asia

Revenue



+¥14.1 bil.

Increase due to an increase in revenue for the U.S., despite a decrease in Japan

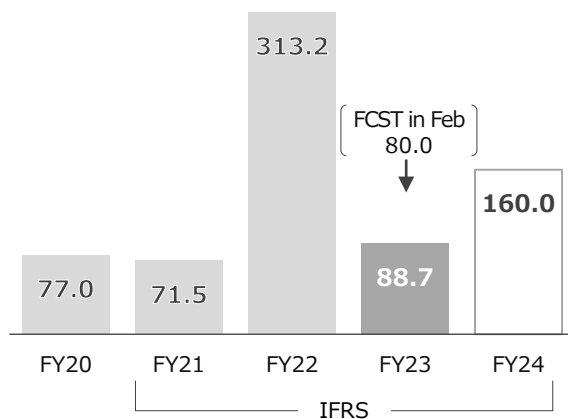
Business profit



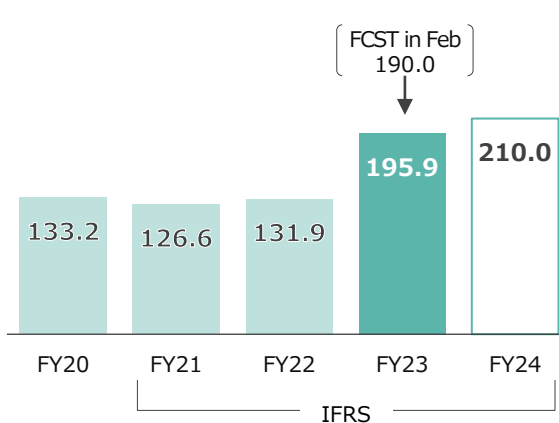
+¥3.3 bil.

Increase due to an increase in revenue

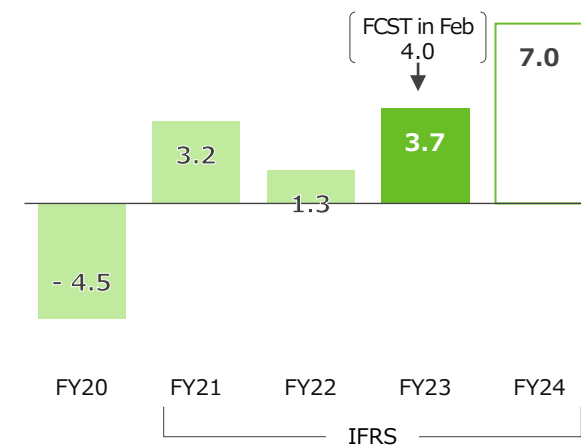
Orders received (billion yen)



Net Sales or Revenue (billion yen)



Operating Profit or Business Profit (billion yen)



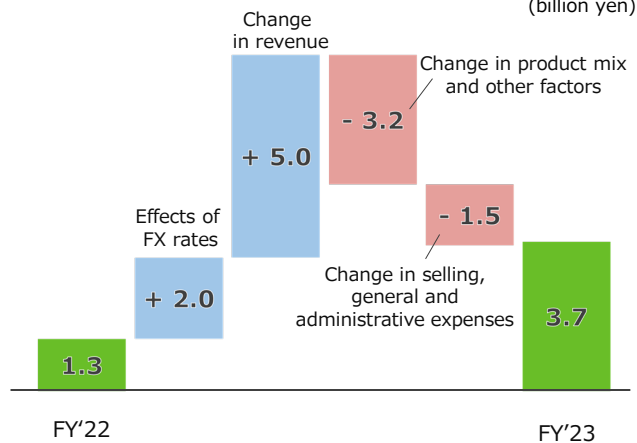
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(Billion Yen)

	FY2022	FY2023				FY2024	
	Actual	FCST in Feb.	Actual	Chg. Vs. FY22	Chg. Vs. FCST	Forecast	Chg. Vs. FY23
Orders Received	313.2	80.0	88.7	- 224.4	+ 8.7	160.0	+ 71.3
<i>Domestic & Asia</i>	58.1	76.0	87.3	+ 29.2	+ 11.3	140.0	+ 52.7
<i>North America</i>	255.1	4.0	1.4	- 253.7	- 2.6	20.0	+ 18.6
Revenue	131.9	190.0	195.9	+ 64.0	+ 5.9	210.0	+ 14.1
<i>Domestic & Asia</i>	94.8	80.0	81.2	- 13.5	+ 1.2	65.0	- 16.2
<i>North America</i>	37.1	110.0	114.6	+ 77.5	+ 4.6	145.0	+ 30.4
Business Profit	1.3	4.0	3.7	+ 2.3	- 0.3	7.0	+ 3.3
<i>[Margin]</i>	<i>[1.0%]</i>	<i>[2.1%]</i>	<i>[1.9%]</i>	<i>[+ 0.8pt]</i>	<i>[- 0.2pt]</i>	<i>[3.3%]</i>	<i>[+ 1.4pt]</i>

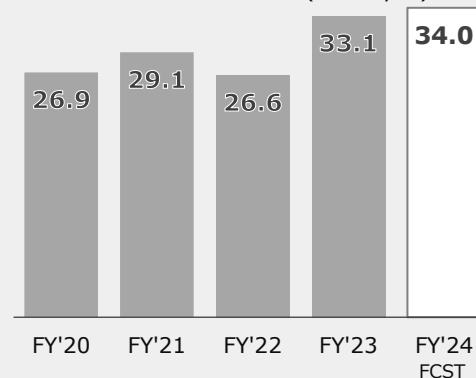
Details of change in Business Profit(Loss)

(billion yen)



Appendix

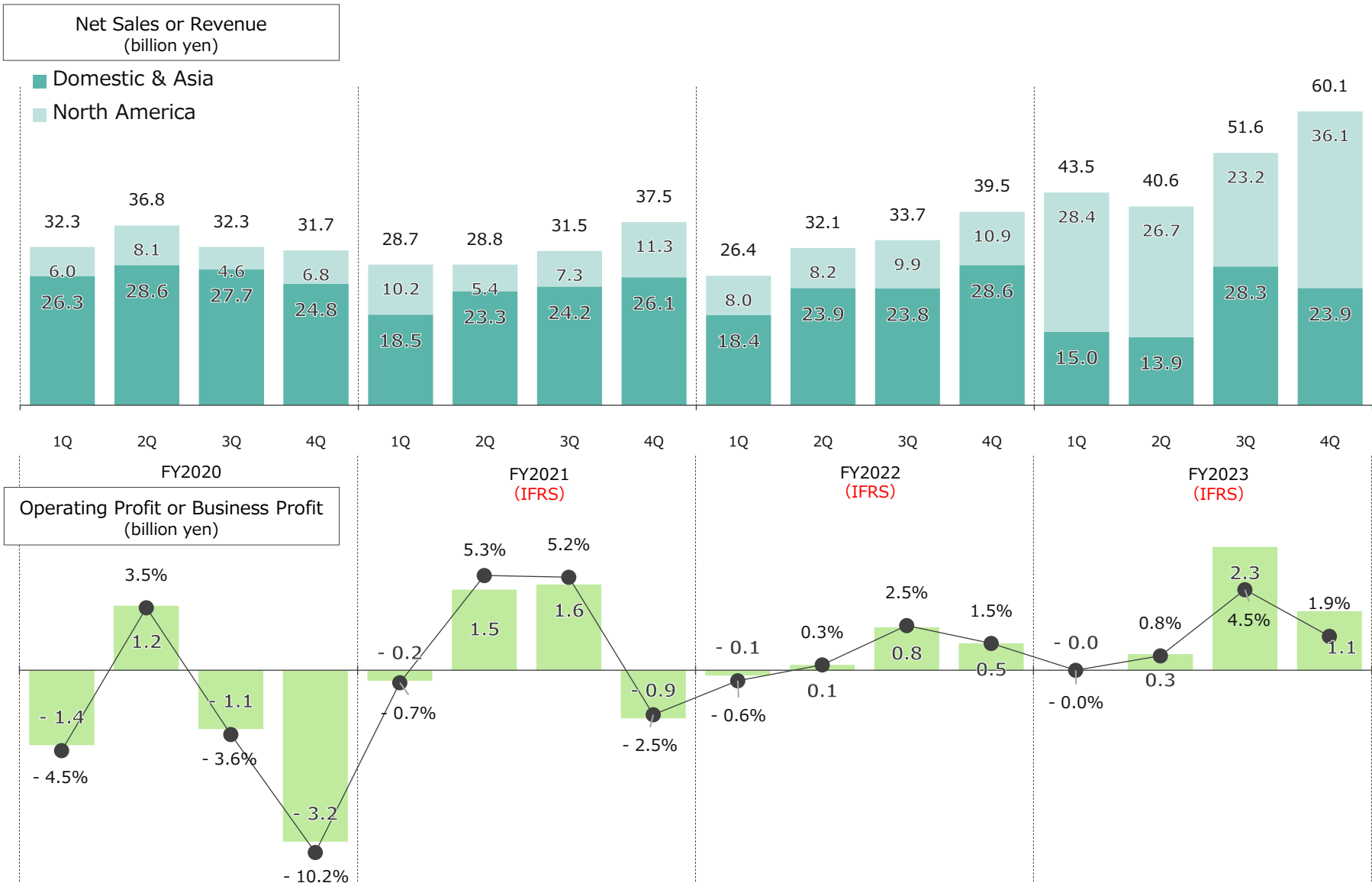
Revenue in components, overhaul and after-sales service(billion yen)



Progress of the M9 Project for Long Island Rail Road in the U.S. (End of March '24)

- 190 cars out of 202 were delivered
- Delivery of the last unit is scheduled for **Q1 FY'24**

Details by Segment - Rolling Stock -



Market Overview

- The impact of COVID-19
 - Railway relate investment is resuming in both domestic and foreign markets as the impact of COVID-19 subsides
- Supply chain Risk
 - Prolonged procurement of equipment, mainly electronic components, requires attention, but the impact is limited
- Medium and long term forecast
 - The overseas railway market is expected to grow steadily due to the need for railway infrastructure in emerging countries and environmental measures in urban areas.



Rolling stock for Dhaka Mass Transit Company Limited

Specific Efforts



Compliance with delivery schedules for overseas projects

- Dhaka MRT Line-6**
- ▶ All the 24 trains (144cars) have been shipped and 18 trains out of them have been delivered to the customer
 - ▶ **The last car and facilities will be delivered in FY'24 Q1**

- U.S. R211**
- ▶ Proto-trains for R211A has completed verification test in operation line and have been delivered
 - ▶ The production of trains(640 cars) for the option1 contract will start in FY'24
 - ▶ **Verification test of proto-trains has been completed in FY'23 Q1**
 - ▶ **The last car for the base contract will be delivered in FY'24 Q4**
 - ▶ **The delivery of cars for the option1 contract will start in FY'25**

- U.S. M-9**
- ▶ All trains (92 cars) under the base contract were delivered by Q1 FY'21
 - ▶ Option cars are being delivered
 - ▶ **The last car have shipped in FY'23 Q4**



Achieving quality levels trusted by customers

- Reduction of spoilage and repair costs
- Further promotion of Kawasaki Production System



Expansion of components sales, after-sales service, and maintenance business

- Promotion of remote track monitoring service for North American market
- Promotion of train condition monitoring equipment for domestic market