

November 15, 2024

Kawasaki Kisen Kaisha, Ltd.

“K” LINE held FY2024 Dry Bulk Global Meeting

Kawasaki Kisen Kaisha, Ltd. (“K” LINE) held a global meeting for the dry bulk business at the company’s head office over a two-day period from November 7 to 8. The meeting gathered not only the members of the dry bulk team at the head office but also 26 national staff and representatives from 11 major overseas offices, with about 100 people engaging in lively discussions in either operation or sales sessions.

At the meeting, Masatoshi Taguchi, Managing Executive Officer (responsible for the Dry Bulk Carriers Unit) explained the role of the dry bulk business in “K” LINE’s portfolio, how to manage reasonable exposure to market risks, and the importance of initiatives to motivate customers to keep choosing “K” Line, including the polishing of “earning power” through vessel assignment optimization, after which everyone affirmed that they will work in unison to continue making efforts to further grow the dry bulk business and increase corporate value.

This year’s theme was “Evaluation of activities since last year’s meeting and future action plans!”

The KPIs identified in the previous fiscal year, such as safety/efficiency in navigation, profitability, low-carbon/decarbonization efforts for CO2 emissions reduction, were analyzed and reflected on during the operation sessions, with frank discussions taking place about increasing safety and profitability in navigation and cargo operations as well as environment and DX challenges.

At the sales sessions, the participants analyzed and planned initiatives for achieving sales targets this year and expanding the revenue base in the future as well as were updated on challenges and progress related to the environment, both at “K” LINE

and with customers. Moreover, they checked the business structure for maintaining high-quality services and otherwise debated ways to enhance “K” LINE’s strengths through the concerted efforts of the Tokyo head office and overseas locations.

Going forward, “K” LINE will regularly hold global meetings and share KPIs globally, thereby improving customer-oriented service quality while also creating a sense of unity among our employees and strengthening teamwork. Our dry bulk business will realize sustainable profitability growth while at the same time growing and expanding the business together with customers, further developing its business network on a foundation of global diversity and adding environmental reaction to the advanced transportation knowhow accumulated over many years.

Global meeting



Group photo after the meeting



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