



Matson[®]

First Quarter 2024 Earnings Conference Call

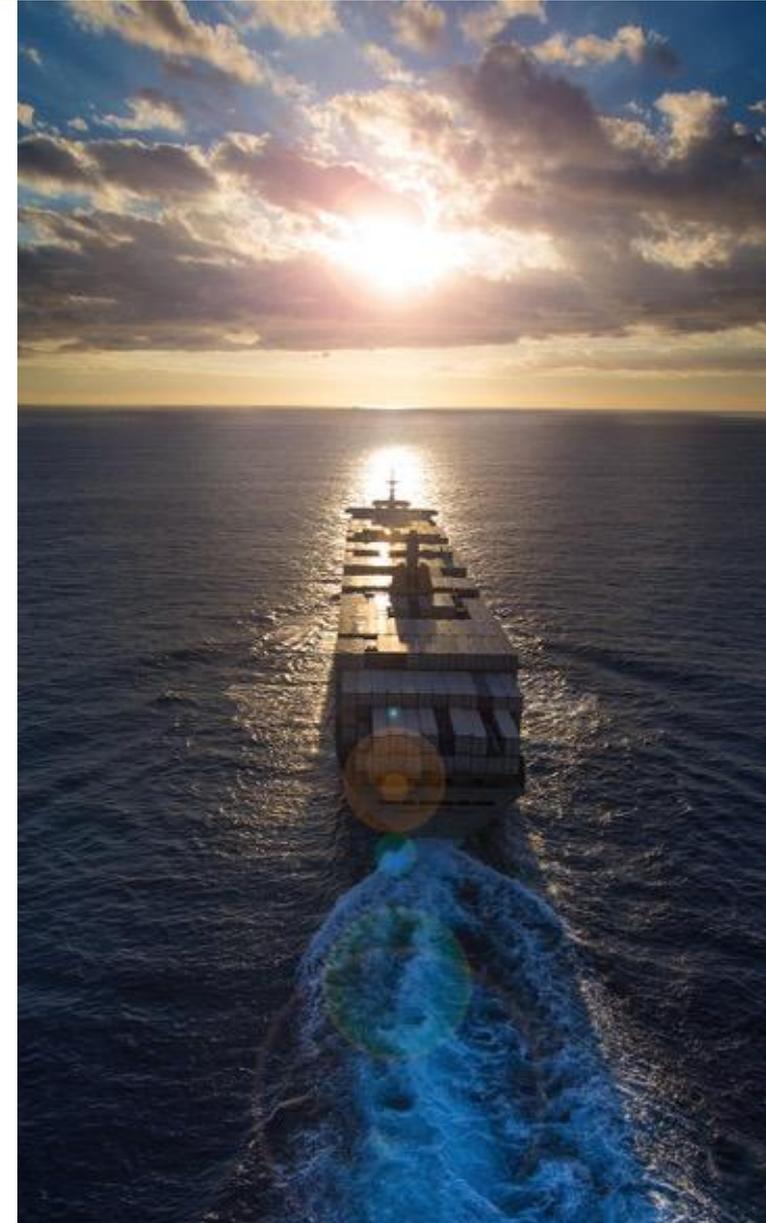
April 30, 2024

Forward-Looking Statements

Statements made during this presentation that set forth expectations, predictions, projections or are about future events are based on facts and situations that are known to us as of April 30, 2024.

We believe that our expectations and assumptions are reasonable. Actual results may differ materially, due to risks and uncertainties, such as those described on pages 13-25 of our Form 10-K filed on February 23, 2024 and other subsequent filings by Matson with the SEC. Statements made during this presentation are not guarantees of future performance.

We do not undertake any obligation to update our forward-looking statements.



Opening Remarks

- We are off to a solid start for the year with Ocean Transportation performing better than expected and Logistics meeting expectations in 1Q24
- Ocean Transportation 1Q24:
 - Operating income roughly flat YoY
 - Our China service experienced healthy demand coming out of a more traditional post-Lunar New Year period – higher YoY freight rates, but lower YoY volume
 - Lower YoY volumes in Hawaii and Alaska primarily due to lower general demand and an additional northbound sailing in the year ago period, respectively
 - Flat YoY volume in Guam
- Logistics 1Q24:
 - Operating income declined YoY due to continued market softness in transportation brokerage
- Raising Outlook for FY 2024:
 - Now expect consolidated operating income to be modestly higher than \$342.8 million achieved in 2023 – higher contribution from Ocean Transportation than in previous outlook

Hawaii Service

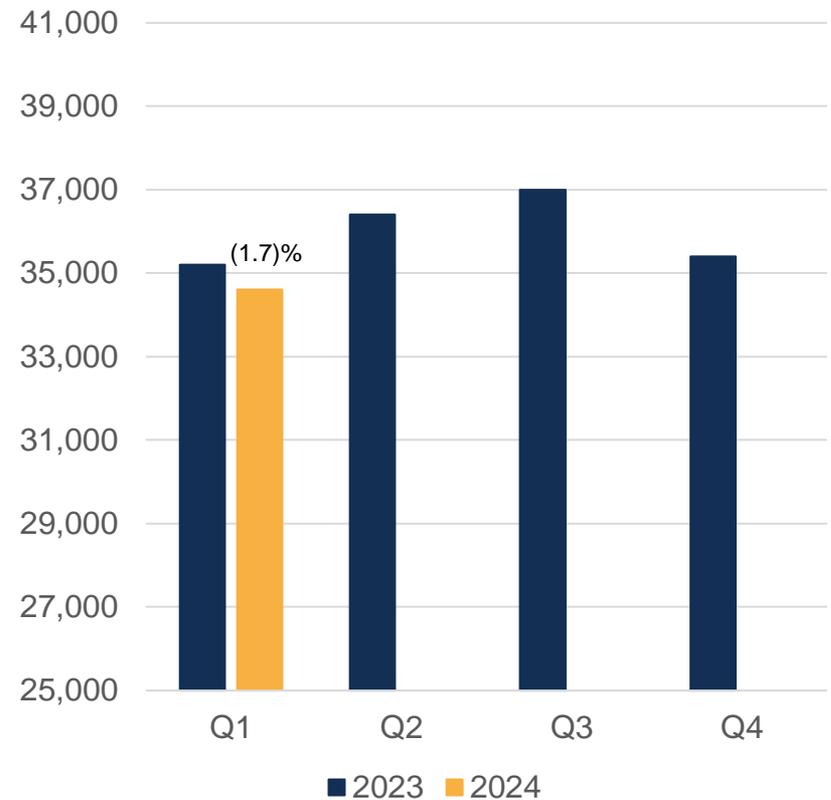
First Quarter 2024 Performance

- Container volume decreased 1.7% YoY due to lower general demand
- Tourist arrivals in 1Q24 were comparable YoY; Maui tourism remains impacted by last year's wildfires

Full Year 2024 Outlook

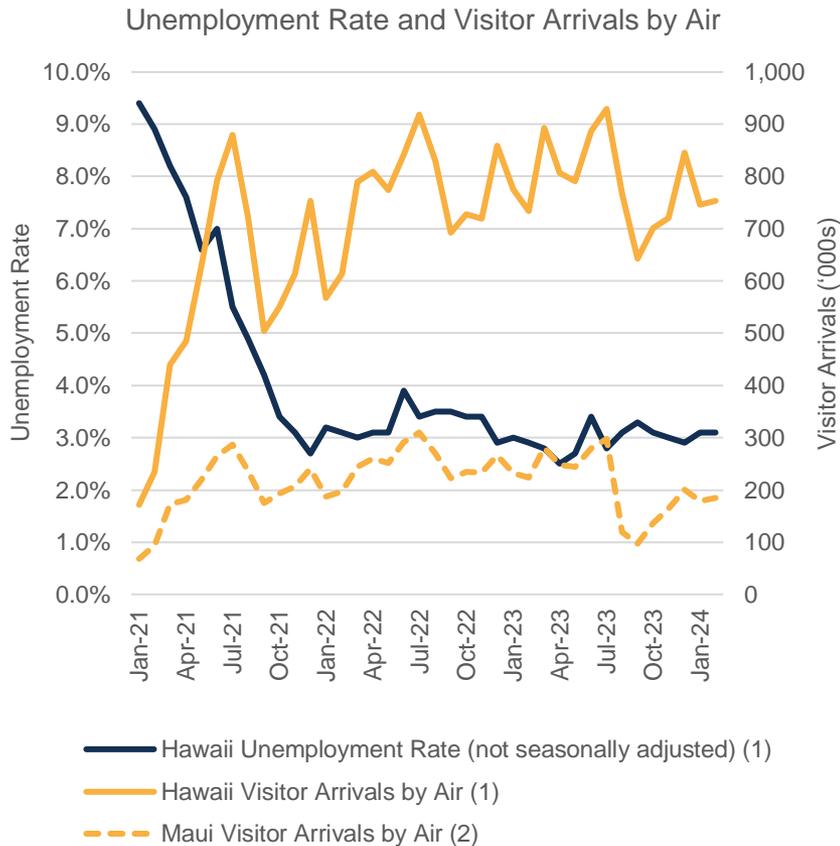
- Expect volume in 2024 to approach the level achieved last year

Container Volume (FEU Basis)



Hawaii Service – Current Business Trends

Select Hawaii Economic Indicators



(1) Source: https://files.hawaii.gov/dbedt/economic/data_reports/mei/2024-02-state.xls

(2) Source: https://files.hawaii.gov/dbedt/economic/data_reports/mei/2024-02-maui.xls

(3) Source: https://uhero.hawaii.edu/wp-content/uploads/2024/02/24Q1_Forecast.pdf

UHERO Projections (3)

	2024P	2025P	2026P
Real GDP	1.5%	2.7%	2.6%
Construction Jobs Growth	1.8%	2.3%	3.2%
Population Growth	(0.1)%	0.0%	0.1%
Unemployment Rate	2.7%	2.4%	2.3%
Visitor Arrivals ('000s)	9,839.9	10,308.4	10,630.4
% change	2.0%	4.8%	3.1%

Commentary

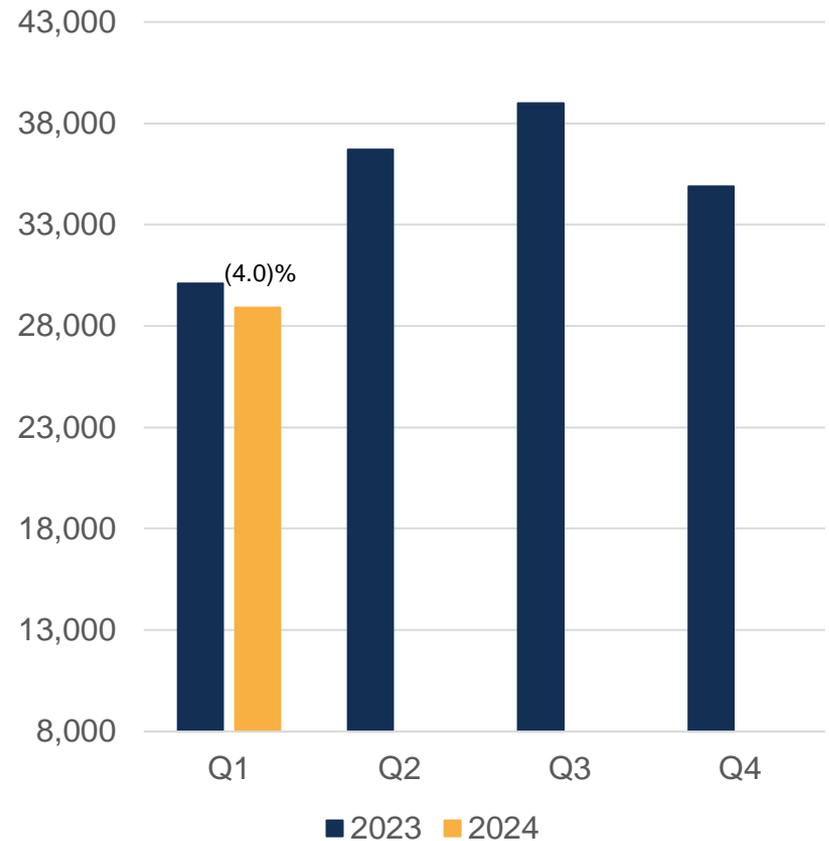
- According to UHERO, the Hawaii economy is projected to grow modestly
 - Low unemployment rate
 - Increase in construction activity
- Visitor arrivals projected to increase modestly
 - Continue to recover from the Maui wildfires last year
 - Gradual return of international visitors

China Service

First Quarter 2024 Performance

- Container volume decreased 4.0% YoY
 - Lower volumes for both CLX and MAX
- Higher average freight rates YoY

Container Volume (FEU Basis)



China Service – Current Business Trends

- Our China service experienced healthy demand coming out of a more traditional post-Lunar New Year period with a gradual recovery of volume after factories reopened and workers returned
 - Last year had a more accelerated increase in volume post-Lunar New Year
- Currently in the Transpacific marketplace, we continue to see steady U.S. consumer demand
- FY 2024 outlook:
 - Expect improving demand for CLX and MAX services in 2024 as compared to 2023
 - Expect average freight rates in 2024 to be higher than 2023 levels
- We continue to be focused on maintaining the two fastest and most reliable ocean services in the Transpacific

Guam Service

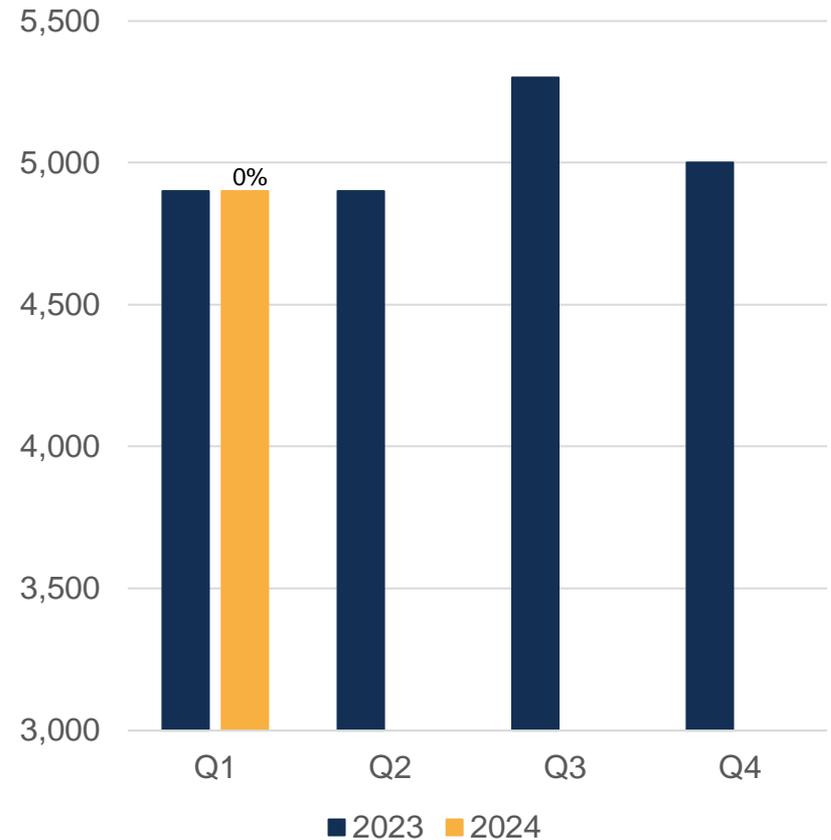
First Quarter 2024 Performance

- Container volume was flat YoY

Full Year 2024 Outlook

- Expect continued improvement in the economy with a low unemployment rate and a modest increase in tourism
- Expect volume to approximate the level achieved last year

Container Volume (FEU Basis)



Alaska Service

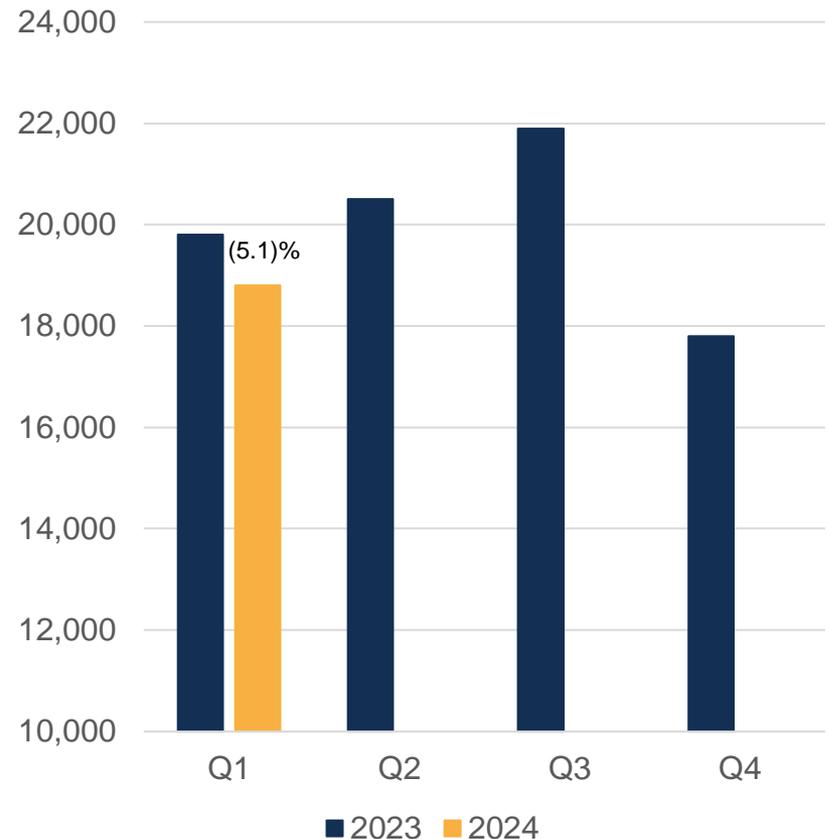
First Quarter 2024 Performance

- Container volume decreased 5.1% YoY
 - One less northbound sailing compared to last year
 - Adjusting for one less sailing, northbound volume was roughly flat and overall Alaska volume decreased 1.7%

Full Year 2024 Outlook

- Expect continued economic growth in Alaska supported by a low unemployment rate, jobs growth and lower levels of inflation
- Expect volume to approximate the level achieved last year

Container Volume (FEU Basis)



Note: an additional northbound sailing in 1Q23.

SSAT Joint Venture

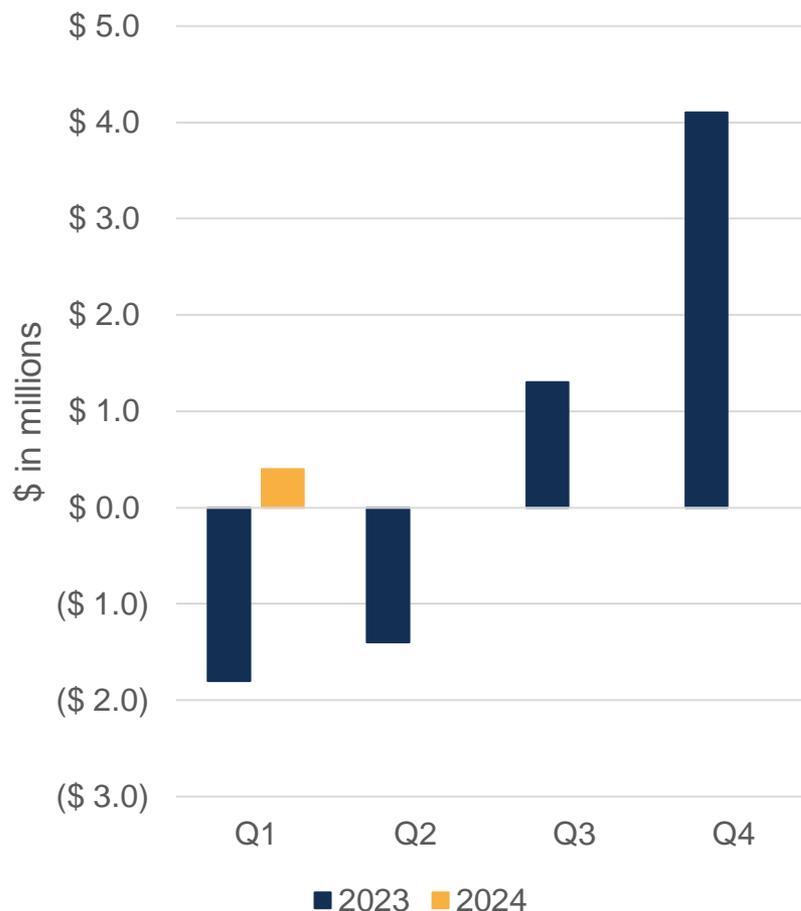
First Quarter 2024 Performance

- Terminal joint venture contribution was \$0.4 million; YoY increase of \$2.2 million
 - Primarily due to higher lift volumes

Full Year 2024 Outlook

- Expect contribution to be higher than 2023 due to an expected increase in lift volumes

Equity in Income of Joint Venture



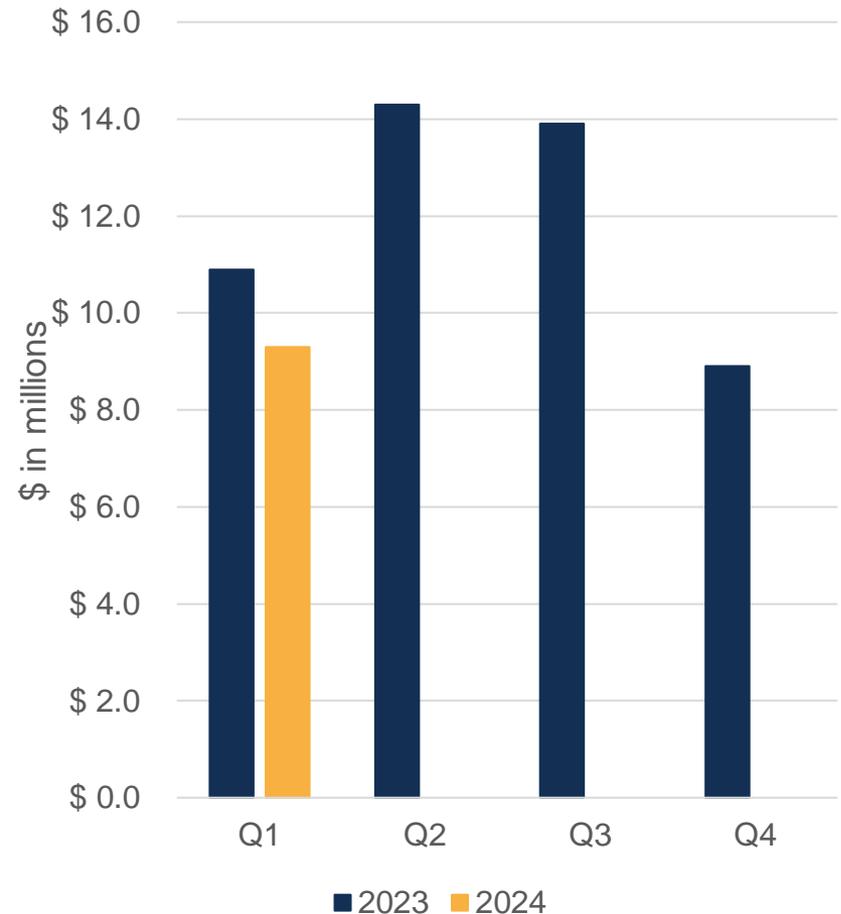
First Quarter 2024 Performance

- Operating income of \$9.3 million; YoY decrease of approximately \$1.6 million
 - Lower contribution from transportation brokerage

Full Year 2024 Outlook

- Expect challenging business conditions for transportation brokerage to continue
- Expect operating income to be lower in 2024 than the level achieved in 2023

Operating Income



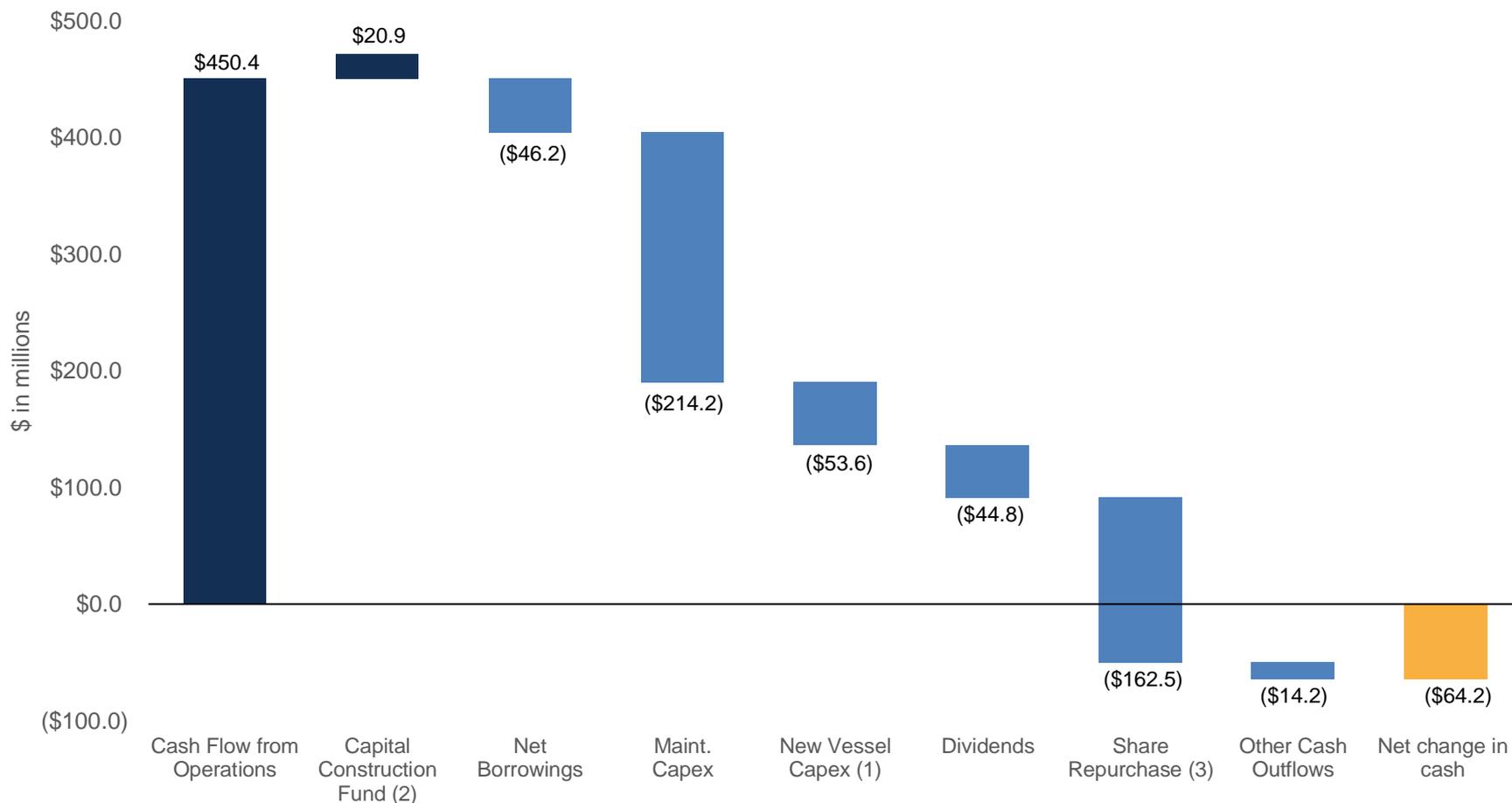
Financial Results – Summary Income Statement

(\$ in millions, except per share data)	First Quarter			
	Quarters Ended 3/31		Δ	
	2024	2023	\$	%
Revenue				
Ocean Transportation	\$ 579.0	\$ 551.0	\$ 28.0	5.1%
Logistics	143.1	153.8	(10.7)	(7.0)%
Total Revenue	\$ 722.1	\$ 704.8	\$ 17.3	2.5%
Operating Income				
Ocean Transportation	\$ 27.6	\$ 27.8	(\$ 0.2)	(0.7)%
Logistics	9.3	10.9	(1.6)	(14.7)%
Total Operating Income	\$ 36.9	\$ 38.7	(\$ 1.8)	(4.7)%
Interest income	8.8	8.2	0.6	7.3%
Interest expense	(2.2)	(4.5)	2.3	(51.1)%
Other income (expense), net	1.8	1.8	-	0.0%
Income taxes	(9.2)	(10.2)	1.0	(9.8)%
Net Income	\$ 36.1	\$ 34.0	\$ 2.1	6.2%
Weighted Average Number of Shares Outstanding (diluted)	34.6	36.3	(1.7)	(4.7)%
GAAP EPS, diluted	\$ 1.04	\$ 0.94	\$ 0.10	10.6%
Depreciation and Amortization (incl. dry-dock amortization)	\$ 44.1	\$ 41.2	\$ 2.9	7.0%
EBITDA	\$ 82.8	\$ 81.7	\$ 1.1	1.3%

See the Appendix for a reconciliation of GAAP to non-GAAP Financial Metrics.

Cash Generation and Uses of Cash

Last Twelve Months Ended March 31, 2024



(1) Includes capitalized interest and owner's items.

(2) Includes cash deposits into the Capital Construction Fund (CCF) and interest income on cash deposits and fixed-income securities in the CCF, net of withdrawals for milestone payments.

(3) Includes taxes.

Financial Results – Summary Balance Sheet

(\$ in millions)	March 31, 2024	December 31, 2023
ASSETS		
Cash and cash equivalents	\$ 25.9	\$ 134.0
Other current assets	486.1	468.3
Total current assets	512.0	602.3
Investment in SSAT	85.2	85.5
Property and equipment, net	2,115.7	2,089.9
Intangible assets, net	172.5	176.4
Capital Construction Fund (CCF)	606.8	599.4
Goodwill	327.8	327.8
Other long-term assets	399.9	413.3
Total assets	\$ 4,219.9	\$ 4,294.6
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current portion of debt	\$ 39.7	\$ 39.7
Other current liabilities	490.8	522.6
Total current liabilities	530.5	562.3
Long-term debt, net of deferred loan fees	379.4	389.3
Other long-term liabilities	936.2	942.3
Total long-term liabilities	1,315.6	1,331.6
Total shareholders' equity	2,373.8	2,400.7
Total liabilities and shareholders' equity	\$ 4,219.9	\$ 4,294.6

(1) Total Debt is presented before any reduction for deferred loan fees as required by GAAP.

Share Repurchase

- 1Q24: ~0.4 million shares repurchased for total cost of \$48.9 million

Debt Levels

- Total Debt of \$430.5 million⁽¹⁾
 - In 1Q24, reduced total debt by \$10.1 million

Tax Refund

- On April 19, 2024, Matson received a tax refund of \$118.6 for 2021 federal taxes and \$10.2 million in earned interest income

2024 Outlook

FY 2024 Outlook Items

	Full Year	Second Quarter
Operating Income:		
Ocean Transportation	To be higher than the \$294.8 million achieved in 2023	To be moderately higher than the \$82.4 million achieved in the 2Q23
Logistics	To be lower than the \$48.0 million achieved in 2023	To be lower than the \$14.3 million achieved in 2Q23
Consolidated	To be modestly higher than the \$342.8 million achieved in 2023	To be modestly higher than the \$96.7 million achieved in 2Q23
Depreciation and Amortization	Approximately \$180 million, including \$27 million in dry-dock amortization	-
Interest Income	Approximately \$45 million	Approximately \$18 million (includes \$10.2 million of interest income from tax refund)
Interest Expense (excluding capitalized interest)	Approximately \$8 million	-
Other Income/(Expense)	Approximately \$7 million	-
GAAP Effective Tax Rate	Approximately 22%	-
Dry-docking Payments	Approximately \$35 million	-

Reaffirming Capital Expenditures Outlook

(\$ in millions)	FY 2024	FY 2025	FY 2026	Comments
Maintenance and other capital expenditures	\$110 – 120	\$100 – 110	\$80 – 90	<ul style="list-style-type: none"> Includes Phase II and III work at Sand Island, Honolulu
LNG installations and reengining on existing vessels	\$70 – 80	\$10 – 15	-	<ul style="list-style-type: none"> <i>Manukai</i> currently in drydock for installation of new engine and equipment to operate on LNG and conventional fuels (current estimated total cost \$72 million) – currently scheduled to exit drydock in 2H24 <i>Kaimana Hila</i> LNG install currently expected to start in 2Q24 and last ~5 months (current estimated total cost \$47 million)
Sub-total maintenance and other capex	\$180 – 200	\$110 – 125	\$80 – 90	
New vessel construction milestone payments and related costs	\$75	\$380	\$360	<ul style="list-style-type: none"> Includes owner's items and capitalized interest expense Milestone payments are expected to be paid from CCF funds
Total	\$255 – 275	\$490 – 505	\$440 – 450	



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Appendix

Appendix – Non-GAAP Measures

Matson reports financial results in accordance with U.S. generally accepted accounting principles (“GAAP”). The Company also considers other non-GAAP measures to evaluate performance, make day-to-day operating decisions, help investors understand our ability to incur and service debt and to make capital expenditures, and to understand period-over-period operating results separate and apart from items that may, or could, have a disproportional positive or negative impact on results in any particular period. These non-GAAP measures include, but are not limited to, Earnings Before Interest, Income Taxes, Depreciation and Amortization (“EBITDA”).

(In millions)	Three Months Ended			Last Twelve Months
	2024	March 31, 2023	Change	
Net Income	\$ 36.1	\$ 34.0	\$ 2.1	\$ 299.2
Subtract: Interest income	(8.8)	(8.2)	(0.6)	(36.6)
Add: Interest expense	2.2	4.5	(2.3)	9.9
Add: Income taxes	9.2	10.2	(1.0)	74.9
Add: Depreciation and amortization	37.3	35.0	2.3	144.5
Add: Dry-dock amortization	6.8	6.2	0.6	25.9
EBITDA (1)	\$ 82.8	\$ 81.7	\$ 1.1	\$ 517.8

- (1) EBITDA is defined as earnings before interest, income taxes, depreciation and amortization (including deferred dry-docking amortization). EBITDA should not be considered as an alternative to net income (as determined in accordance with GAAP), as an indicator of our operating performance, or to cash flows from operating activities (as determined in accordance with GAAP) as a measure of liquidity. Our calculation of EBITDA may not be comparable to EBITDA as calculated by other companies, nor is this calculation identical to the EBITDA used by our lenders to determine financial covenant compliance.