



Matson[®]

Fourth Quarter 2022 Preliminary Earnings Supplement

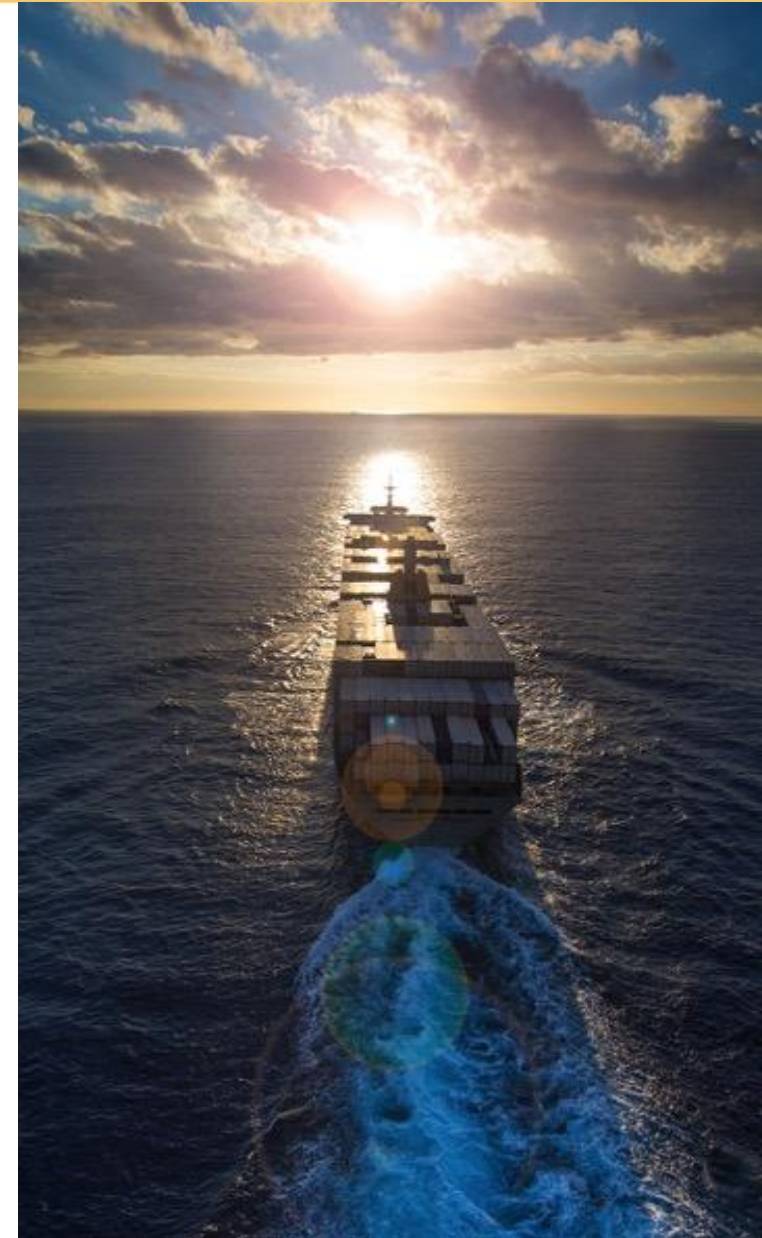
January 18, 2023

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 January 18, 2023.

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 26-37 of our Form 10-Q filed on November 3, 2022 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.



Preliminary Fourth Quarter 2022 Results

- Matson's Ocean Transportation and Logistics business segments performed well in a difficult business environment
- Ocean Transportation:
 - Our China service achieved lower year-over-year volume and freight rates which contributed to the decline in our consolidated operating income
 - Lower year-over-year volumes in Hawaii, Alaska and Guam compared to year ago period
- Logistics:
 - Lower YoY operating income primarily due to lower contribution from supply chain management consistent with lower demand in Transpacific tradelane
- In 4Q22, repurchased ~1.5 million shares for a total cost of \$101.9 million

Preliminary Fourth Quarter 2022 Results (continued)

(\$ in millions, except per share data)	Quarter Ended December 31, 2021	Quarter Ended December 31, 2022 Preliminary Range
INCOME STATEMENT		
<u>Operating Income</u>		
Ocean Transportation	\$ 460.7	\$ 70.0 - \$ 80.0
Logistics	14.8	12.0 - 13.0
Total operating income	475.5	82.0 - 93.0
Other income (expense), net	1.7	2.2 - 2.2
Interest income	-	6.9 - 6.9
Interest expense	(4.7)	(3.7) - (3.7)
Income before taxes	472.5	87.4 - 98.4
Income taxes	78.0	17.5 - 23.6
<i>Effective income tax rate</i>	16.5%	20.0% - 24.0%
Net income	\$ 394.5	\$ 69.9 - \$ 74.8
Diluted EPS	\$ 9.39	\$ 1.88 - \$ 2.01

(\$ in millions)	Quarter Ended December 31, 2022
BALANCE SHEET	
<u>Total debt</u>	
Private placement term loans	\$ 195.0
Title XI debt	322.5
Revolving credit facility	-
Total debt (1)	\$ 517.5
Cash and cash equivalents	~ \$ 250.0
Capital Construction Fund	\$ 518.2

(1) Total debt is presented before any adjustment for deferred loan fees as required by U.S. GAAP.

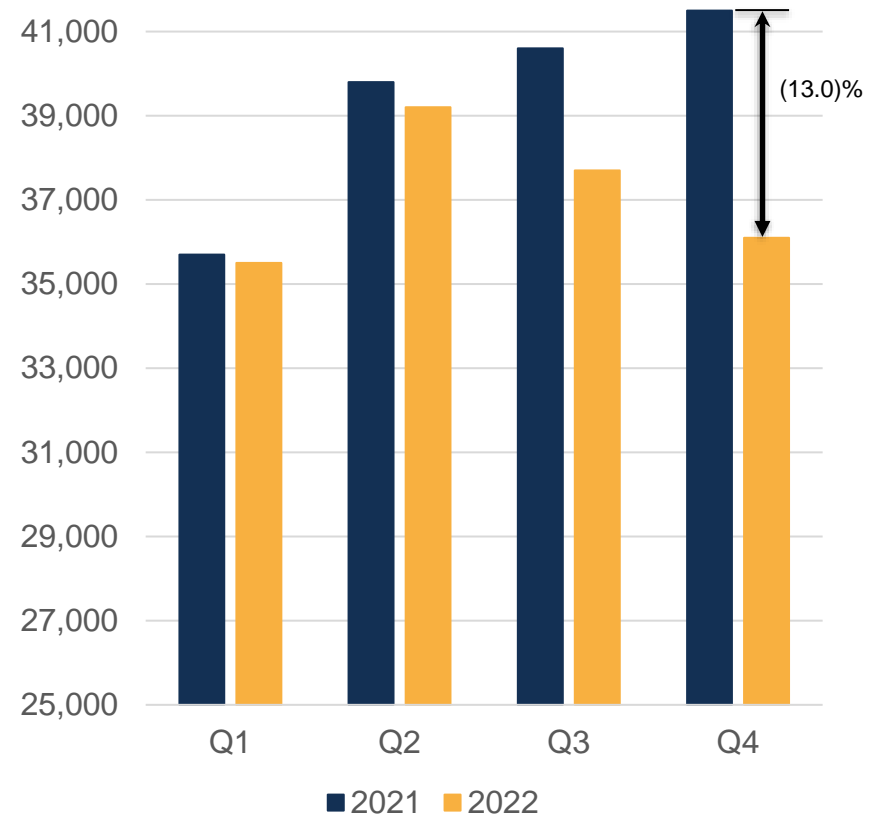
Commentary on the Transpacific Tradelane

- As mentioned on the 3Q22 earnings call, we expected 4Q22 and 1Q23 to be challenging in the Transpacific tradelane as retailers' inventories adjust to consumer demand levels and as ocean liners reduce vessel capacity to meet lower demand levels
- Currently in the Transpacific marketplace, business conditions remain challenging as retailers continue to right-size inventories amidst weakening consumer demand, increasing interest rates and economic uncertainty
 - As such, we expect our CLX and CLX+ services in 1Q23 and 1H23 to reflect freight demand levels below normalized conditions with lower YoY volumes and a lower rate environment
 - Absent an economic “hard landing” in the U.S., we expect improved trade dynamics in 2H23 as the Transpacific marketplace transitions to a more normalized level of demand
- Regardless of the economic environment, we operate the two fastest and most reliable ocean services and, as a result, we expect to continue to earn a significant rate premium to the Shanghai Containerized Freight Index (SCFI)

Fourth Quarter 2022 Performance

- Container volume decreased 13.0% YoY
 - Lower retail- and hospitality-related demand compared to elevated pandemic levels in 4Q21
 - Extra week in 4Q21
 - 4Q22 volume lower than volume achieved in 4Q19
- During 4Q22, domestic tourist arrivals remained relatively strong although a little softer in December

Container Volume (FEU Basis)



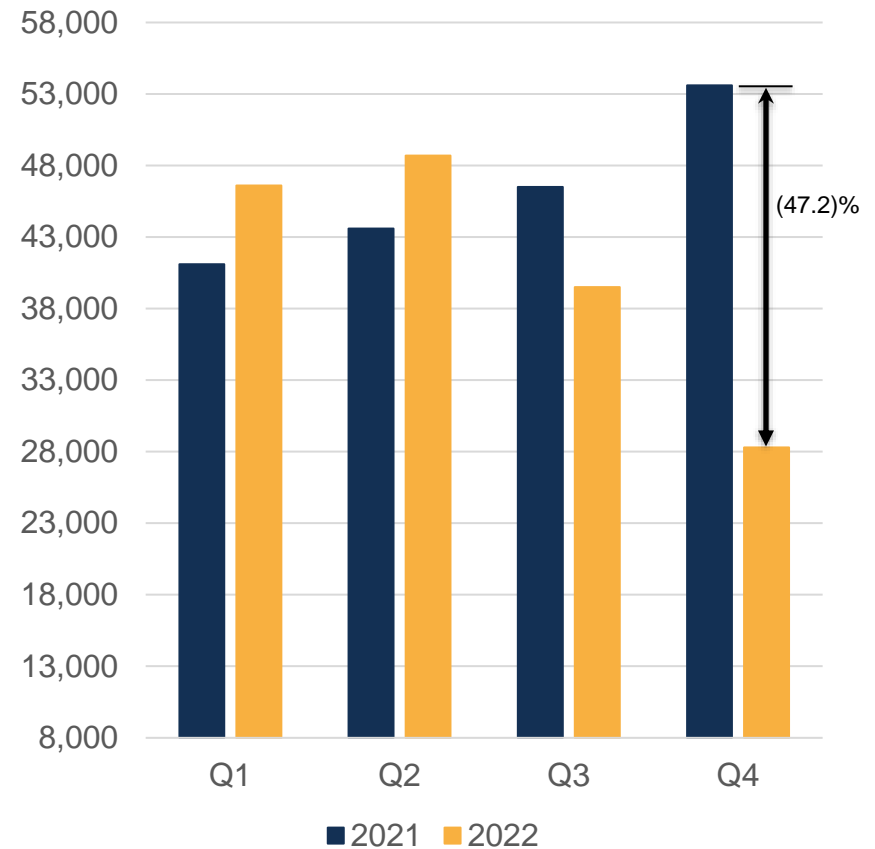
Note: 4Q21 volume figure includes the benefit of a 53rd week.

China Service

Fourth Quarter 2022 Performance

- Container volume decreased 47.2% YoY
 - Lower demand for our CLX and CLX+ services
 - No CCX service in 4Q22
 - CCX service discontinued in 3Q22
 - Extra week in 4Q21

Container Volume (FEU Basis)

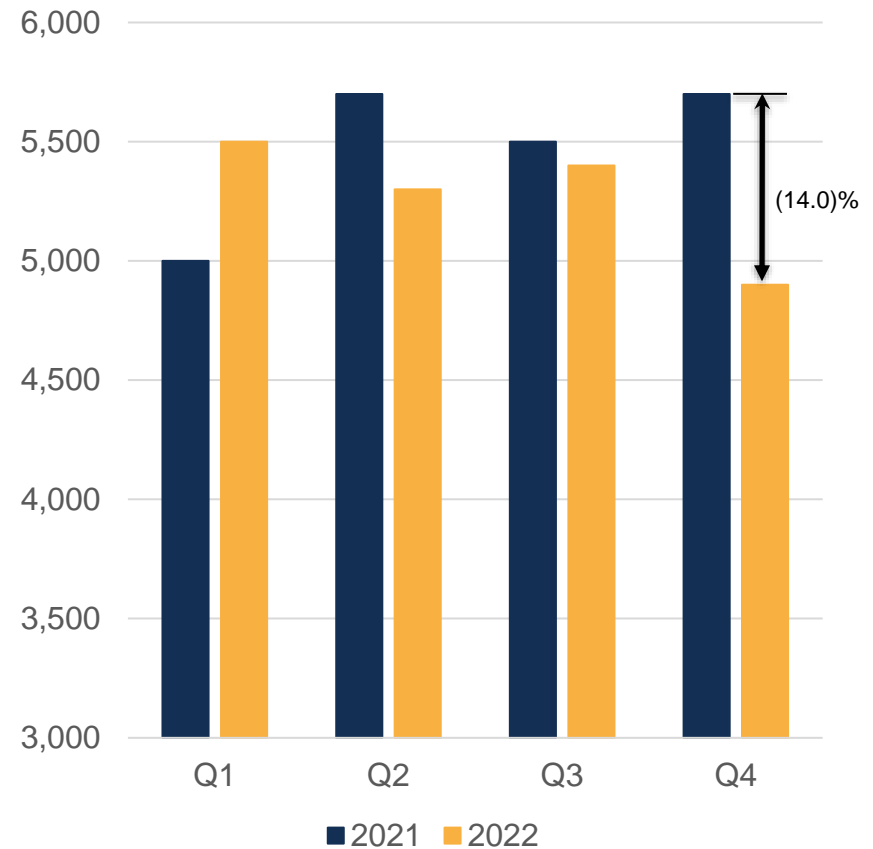


Note: CCX service started in 3Q21 and ended in 3Q22. 4Q21 volume figure includes the benefit of a 53rd week.

Fourth Quarter 2022 Performance

- Container volume decreased 14.0% YoY primarily due to lower retail-related demand
 - 4Q22 volume higher than volume achieved in 4Q19

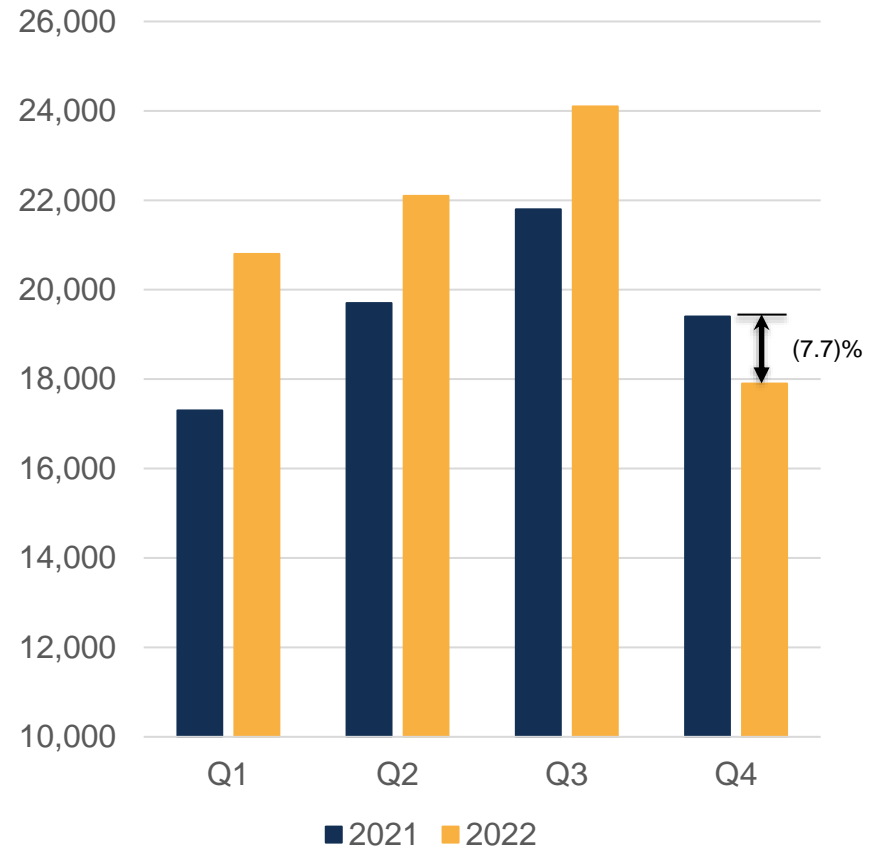
Container Volume (FEU Basis)



Fourth Quarter 2022 Performance

- Container volume decreased 7.7% YoY
 - Lower northbound volume primarily due to one less sailing and one less week
 - Lower southbound volume primarily due to lower domestic seafood volume and one less week
 - Higher AAX export seafood volume
- 4Q22 volume higher than volume achieved in 4Q19

Container Volume (FEU Basis)



Note: 4Q21 volume figure includes the benefit of a 53rd week.

Fourth Quarter 2022 Performance

- Operating income of \$12 to \$13 million; YoY decrease of approximately \$1.8 to \$2.8 million
 - Primarily due to lower contribution from supply chain management consistent with lower demand in Transpacific tradelane

Operating Income

