



Matson[®]

Second Quarter 2020 Preliminary Earnings Supplement

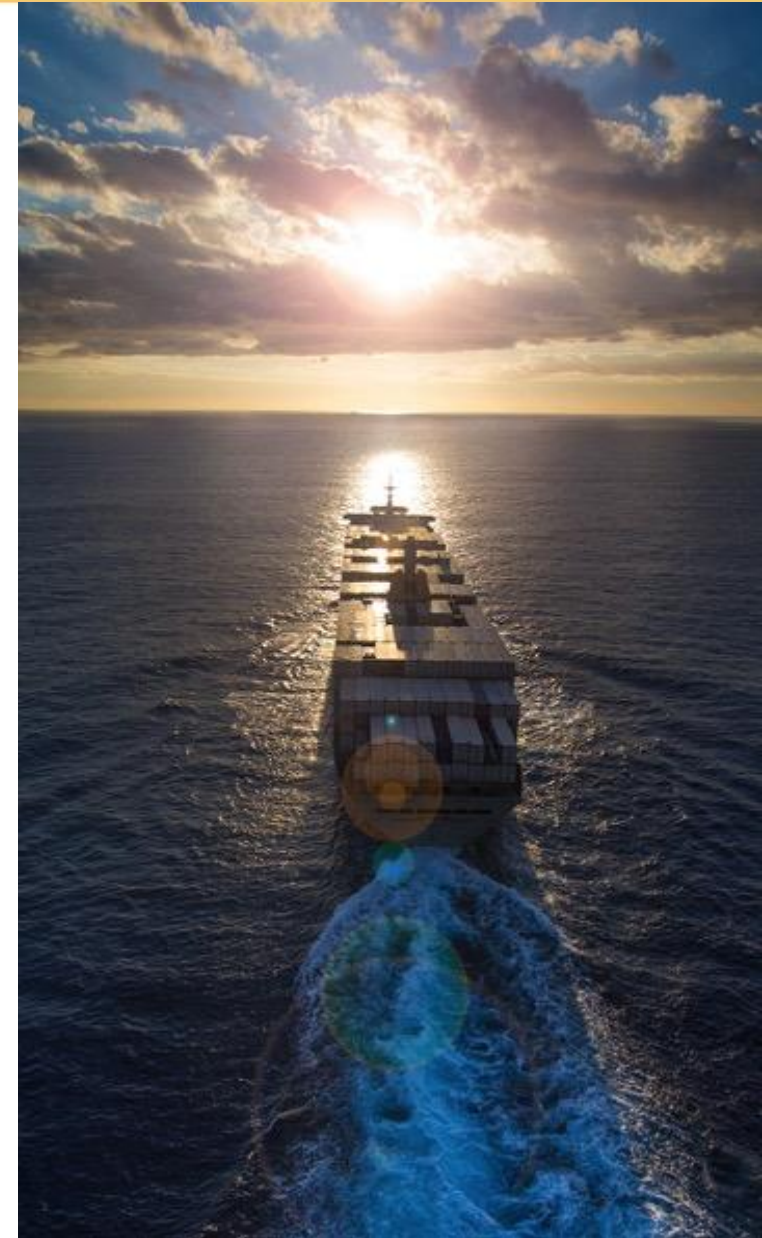
July 9, 2020

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 July 9, 2020.

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 24-34 of our Form 10-Q filed on May 5, 2020 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 Second Quarter 2020 Results

- Matson's lines of business performed well despite challenges from the COVID-19 pandemic and subsequent economic effects
- Operational and financial actions taken in the last few months have helped during this difficult period and led to opportunities
 - Introduction of CLX vessel charters – principally drove the increase in 2Q20 consolidated operating income year-over-year
 - On track with operational changes and cost management initiatives mentioned on May 5th earnings call
 - Expect to exceed high end of \$40 to \$50 million range due to additional CLX vessel charters
- Ocean Transportation
 - CLX strength – chartered voyages in addition to normal weekly vessels at capacity
 - Hawaii and Alaska volumes better-than-expected on May 5th earnings call
 - SSAT challenged by cancelled sailings
- Logistics
 - Some business lines remain challenged by COVID-19 and its subsequent economic effects
 - Year-over-year decline in operating income due to lower contributions from transportation brokerage and freight forwarding

Preliminary Second Quarter 2020 Results (continued)

(\$ in millions, except per share data)	Quarter Ended June 30, 2019	Quarter Ended June 30, 2020 Preliminary Range		
INCOME STATEMENT				
Operating Income				
Ocean Transportation	\$ 19.7	\$ 40.5	-	\$ 42.5
Logistics	11.3	8.0	-	9.0
Total operating income	31.0	48.5	-	51.5
Other income (expense), net	0.8	1.0	-	1.0
Interest expense	(6.1)	(8.2)	-	(8.2)
Income before income taxes	25.7	41.3	-	44.3
Income taxes	7.3	10.9	-	11.7
<i>Effective income tax rate</i>	28.4%	26.5%	-	26.5%
Net income	\$ 18.4	\$ 30.4	-	\$ 32.6
Diluted EPS	\$ 0.43	\$ 0.70	-	\$ 0.75

(\$ in millions)	Quarter Ended June 30, 2020
BALANCE SHEET	
Net debt	
Total debt (1)	\$ 890.0
Cash and cash equivalents	(19.5)
Net debt	\$ 870.5
Total debt (1)	
<i>Private Placement Term Loans:</i>	
5.79 %, payable through 2020 (2)	-
3.66 %, payable through 2023	27.4
4.16 %, payable through 2027	36.7
3.37 %, payable through 2027	75.0
3.14 %, payable through 2031	178.8
4.31 %, payable through 2032	29.0
4.35 %, payable through 2044 (3)	-
3.92 %, payable through 2045 (3)	-
<i>Title XI Debt:</i>	
5.34 %, payable through 2028	18.7
5.27 %, payable through 2029	20.9
1.22 %, payable through 2043 (4)	185.9
1.35 %, payable through 2044 (4)	139.6
Revolving credit facility (5)	178.0
Total debt	\$ 890.0

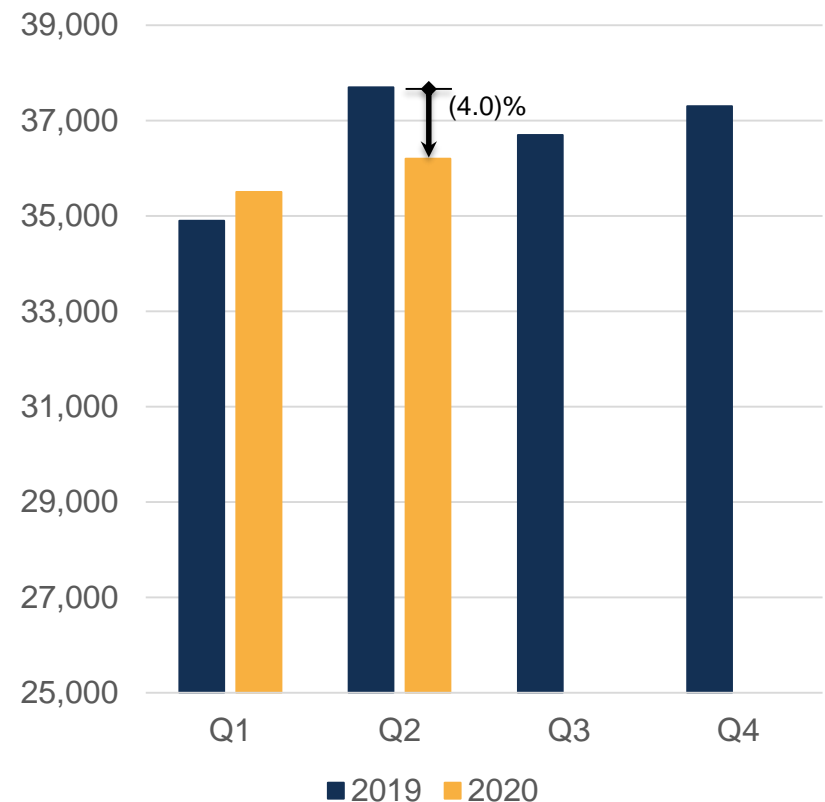
- Leverage ratio under debt agreements below 3.25x

- (1) Total debt is presented before any adjustment for deferred loan fees as required by US GAAP.
- (2) Matured in Q2 2020.
- (3) Redeemed in Q2 2020.
- (4) Issued in Q2 2020.
- (5) Available borrowings of approximately \$425 million at end of Q2 2020.

Second Quarter 2020 Performance

- Container volume decreased 4.0% YoY
 - Freight volume decline primarily due to near-zero tourism and temporary closure of retail stores
 - Partially offset by volume from Pasha due in part to the dry-docking of one of its vessels
 - Westbound container market down mid-teens %
- Hawaii economy in significant downturn
 - State's 14-day quarantine for visitors extended at least to July 31
 - Difficult environment for tourism-related businesses
 - Many businesses remain closed
 - Unemployment hit a historic high

Container Volume (FEU Basis)



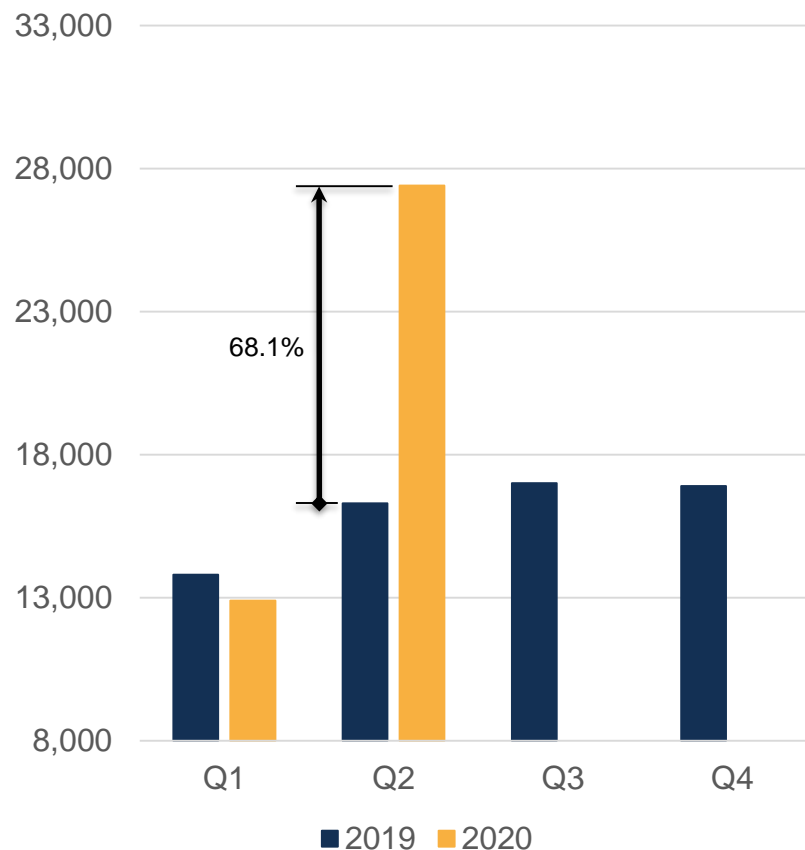
Note: 2Q 2020 volume figure includes volume related to Pasha's vessel dry-docking.

China Expedited Service (CLX)

Second Quarter 2020 Performance

- Container volume increased 68.1% YoY
- Continued dislocation in air freight markets led to strong demand for Matson's expedited service
 - Normal weekly vessels sailed at capacity
 - Introduced vessel charters to supplement CLX service given high demand
 - 7 additional vessel charter sailings during the quarter
- Demand driven by PPE, e-commerce, working-from-home electronics, and other high-demand goods
- *Daniel K. Inouye* moved into the CLX at quarter end to add capacity to regular CLX service

Container Volume (FEU Basis)



Note: 2Q 2020 volume figure includes volume related to seven vessel charters.

China Expedited Service (CLX)

Why Matson introduced the vessel charters in the second quarter...

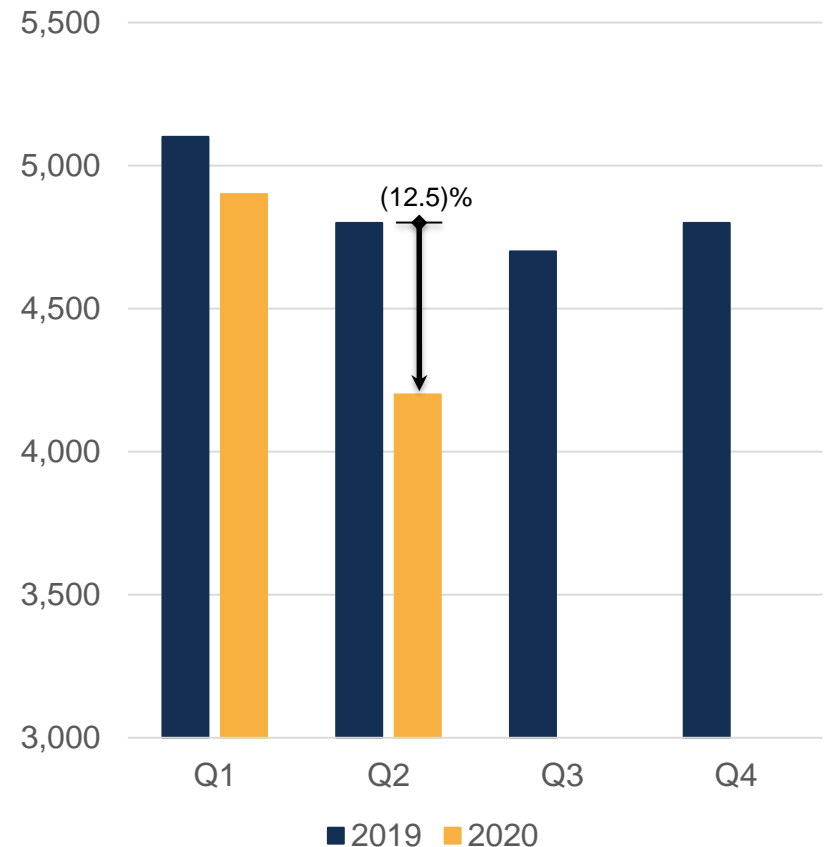
- Builds upon our successful 15-year track record of operating the CLX
 - Long-standing relationships with customers
 - Relentless focus on on-time freight availability for customers
 - Cargo from vessel charters offloaded at SSAT-operated Pier A in Long Beach and transloaded on Matson-dedicated chassis to the off-dock facility at Shippers Transport
- Unique set of conditions provided Matson this opportunity
 - Exceptional demand for expedited ocean freight due to supply and demand volatility resulting from COVID-19 pandemic
 - Dislocation in the transpacific air freight market continued from the first quarter
 - Low vessel charter rates
 - Significantly lower fuel costs

Matson will offer this supplemental CLX+ service through peak season (end of October) or potentially longer as our customers' needs dictate.

Second Quarter 2020 Performance

- Container volume decreased 12.5% YoY
 - Freight volume decline primarily due to lower demand for retail-related goods as COVID-19 mitigation measures remained in effect
 - To a lesser extent, reduced tourism to the island had a modest negative impact on freight

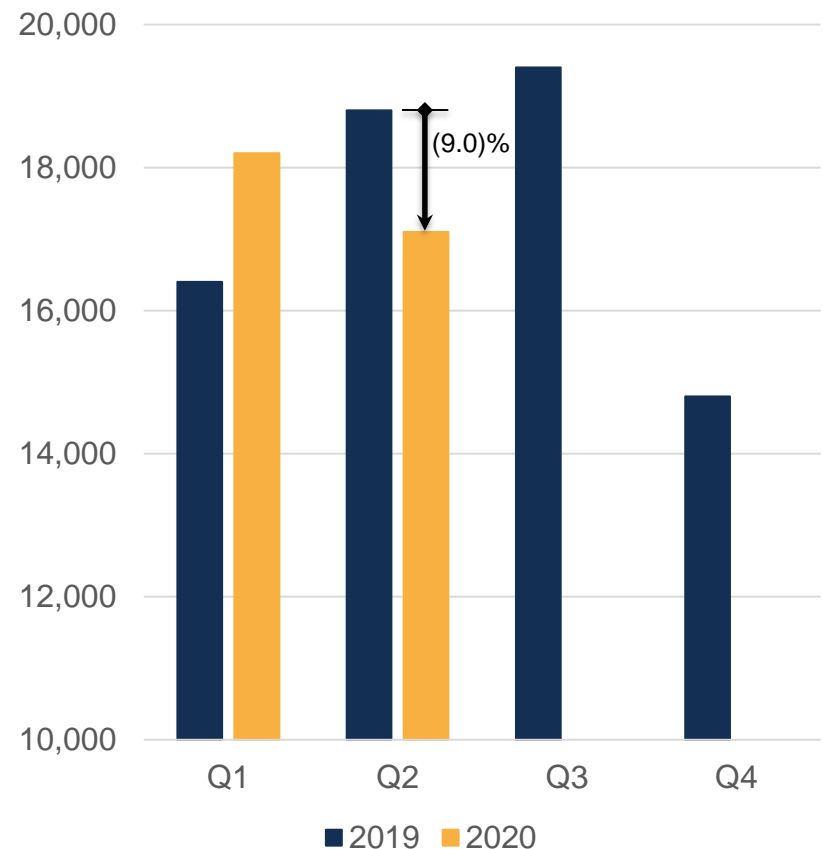
Container Volume (FEU Basis)



Second Quarter 2020 Performance

- Container volume decreased 9.0% YoY
 - Lower northbound volume primarily due to:
 - Lower demand for retail-related goods, as an effect of the state's COVID-19 mitigation efforts
 - One less sailing compared to the year ago period
 - Moderately lower southbound volume
- Gradual reopening of local economy in late May and early June improved freight demand and led to better-than-expected northbound volume vs. expectations on May 5th earnings call

Container Volume (FEU Basis)



Note: 1Q 2020 volume figure includes volume related to a competitor's vessel dry-docking.

Second Quarter 2020 Performance

- Operating income decreased \$2.3 to \$3.3 million YoY to \$8.0 to \$9.0 million
 - Lower contributions from transportation brokerage and freight forwarding
 - Some business lines remain challenged by COVID-19 and its subsequent economic effects

Operating Income

