



1Q 2025 Earnings Conference Call
May 5, 2025

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 May 5, 2025.

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 12-23 of our Form 10-K filed on February 28, 2025 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

- 1Q25 as expected with significantly higher YoY consolidated operating income
 - Our China service was the primary driver and benefitted from the carryover of elevated freight rates from 4Q24 combined with healthy freight demand following a traditional post-Lunar New Year period
 - Higher YoY volume in Hawaii and Alaska and lower YoY volume in Guam
 - Logistics had lower operating income YoY primarily due to a lower contribution from freight forwarding and transportation brokerage, partially offset by a higher contribution from supply chain management
- Lowering 2025 outlook due to uncertainty in the market
 - There is significant uncertainty regarding tariffs and global trade, regulatory measures, the trajectory of the U.S. economy and other geopolitical factors

Hawaii Service

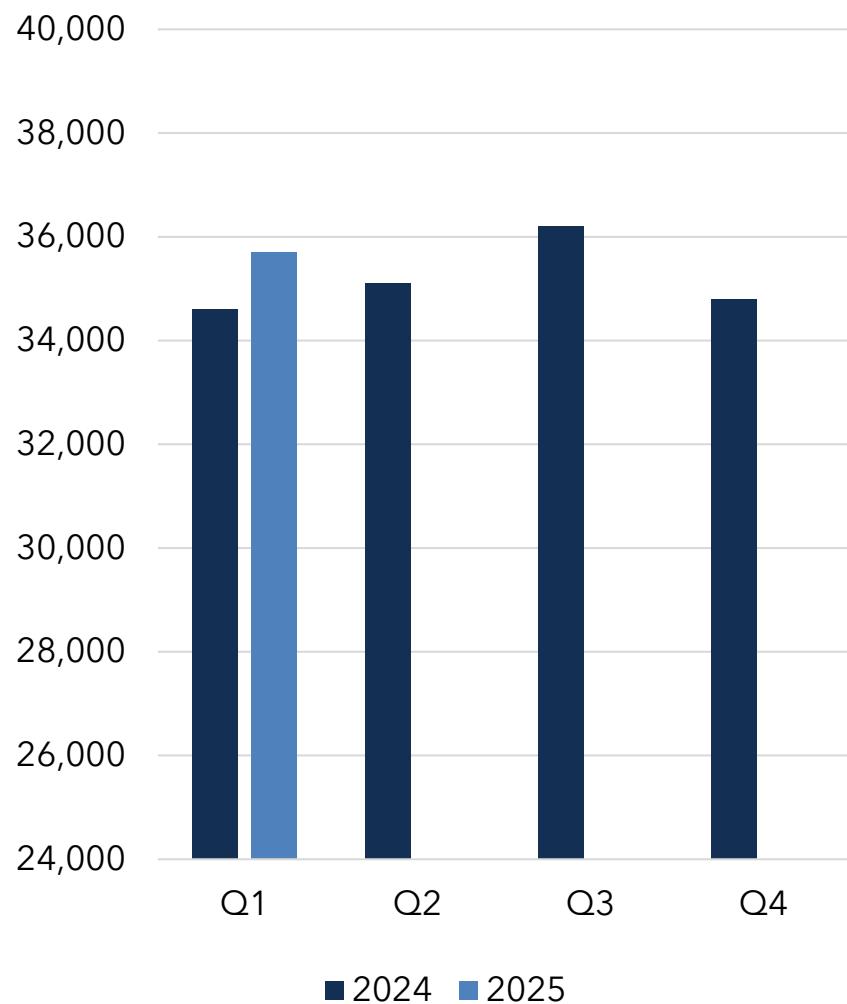
1Q25 Performance

- Container volume increased 3.2% YoY due to the dry-docking of a competitor's vessel

Full Year 2025 Outlook

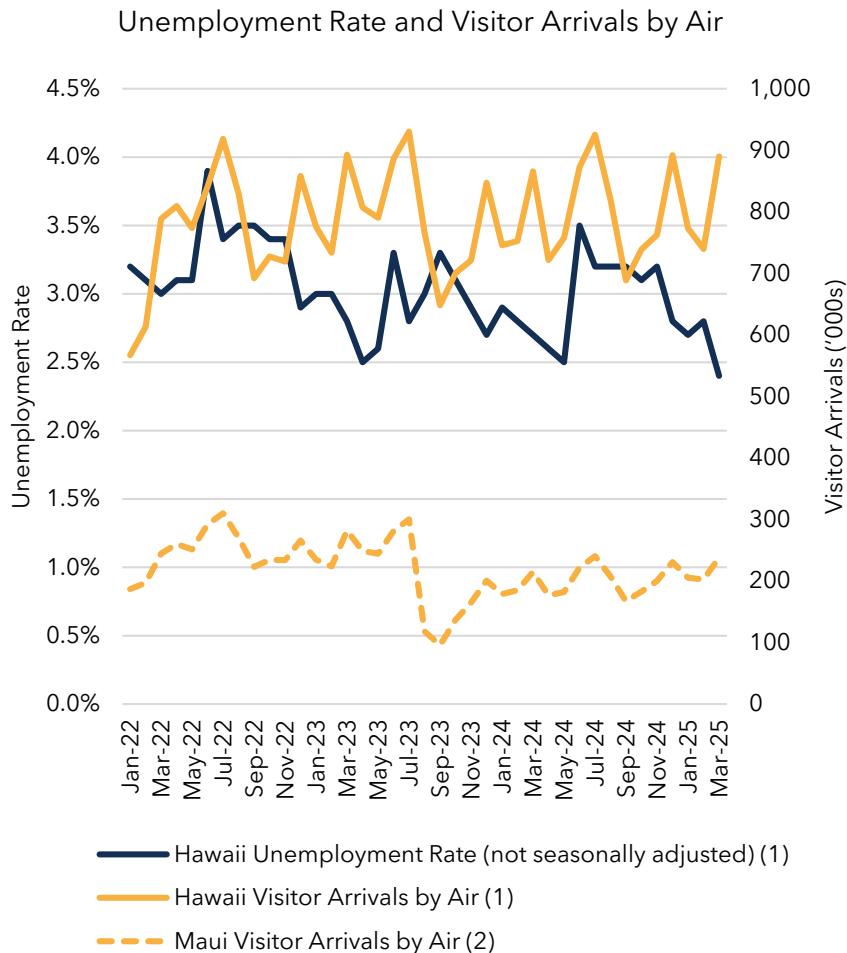
- Expect volume in 2025 to be comparable to the level achieved last year reflecting:
 - Modest economic growth
 - Stable market share

Container Volume (FEU Basis)



Hawaii Service – Current Business Trends

Select Hawaii Economic Indicators



(1) Source: https://files.hawaii.gov/dbedt/economic/data_reports/mei/2025-03-state.xls

(2) Source: https://files.hawaii.gov/dbedt/economic/data_reports/mei/2025-03-maui.xls

(3) Source: <https://uhero.hawaii.edu/wp-content/uploads/2025/02/UHEROForecastForTheStateOfHawaii25Q1.pdf>

UHERO Projections (3)

	2025P	2026P	2027P
Real GDP	1.6%	1.6%	1.1%
Construction Jobs Growth	2.5%	0.9%	(0.7)%
Population Growth	0.0%	(0.1)%	(0.1)%
Unemployment Rate	3.4%	3.6%	3.6%
Visitor Arrivals ('000s)	9,939.8	9,887.6	9,857.8
% change	2.6%	(0.5)%	(0.3)%

Commentary

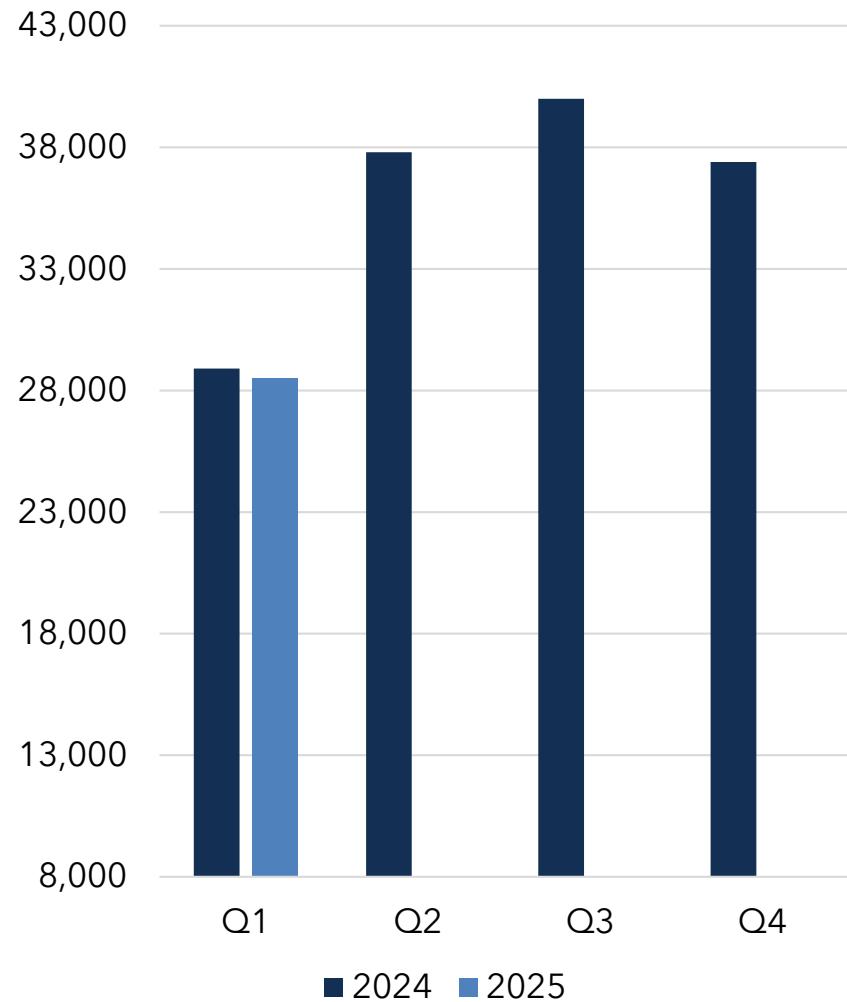
- According to UHERO, the Hawaii economy remains stable with...
 - Low unemployment rate
 - Strong construction activity
 - Stable tourism
- ...offset by
 - Challenging population growth
 - High inflation and interest rates

China Service

1Q25 Performance

- Significantly higher freight rates YoY
 - Elevated freight rates from 4Q24 were carried over into 1Q25
- Container volume decreased 1.4% YoY

Container Volume (1) (FEU Basis)



(1) Includes containers transshipped in China from other Asian ports.

China Service – Current Business Trends

- Currently, there is significant uncertainty regarding tariffs and global trade, regulatory measures, the trajectory of the U.S. economy and other geopolitical factors
- Since the tariffs were implemented in April, our container volume has declined approximately 30% YoY
- Given the pronounced market decline in demand in the Transpacific in April, coupled with limited visibility to our container demand, we expect:
 - 2Q25 container volume and average freight rates to be lower YoY
 - Full year 2025 container volume and average freight rates to be lower YoY
- Working closely with our Asia trans-shipment partners as our customers look at options to diversify and grow their manufacturing locations
 - We will continue to follow our customers as they reposition and expand their manufacturing footprint in response to changing tariffs as part of our “catchment basin” strategy in Asia
 - In 1Q25, announced a new direct service connecting Ho Chi Minh to our CLX and MAX Shanghai departures
 - Providing the fastest connecting times out of Vietnam
 - Expansion based on success and customer feedback received since launching our inaugural direct service connection from Haiphong two years ago
 - In the near-term, expect higher volumes from Vietnam
 - We are well-positioned with our multi-year trans-shipment relationships to scale up as expedited freight volumes grow in the region
 - Expect the uncertain environment to accelerate the diversification of our “catchment basin” in Asia

China Service - Current Business Trends

(continued)

- Believe we are in the early innings of the U.S.-China trade negotiations
 - Expect disruptive conditions in the Transpacific with ocean carriers blanking China sailings and implementing service changes due to lower volume in response to the tariffs
 - We have also seen some carriers add ports of call and increase capacity and allocations in strings from other Asia origins
 - At some point, retailers will need to continue to restock their shelves or risk significant inventory issues
 - We also expect consumer demand for e-commerce goods will continue to grow
- Matson is a trusted supply chain partner
 - Expect to run our business like we always have with a focus on speed, on-time arrivals, and customer service
 - Solid relationships with partners in the region provide opportunities for further diversification of where our freight is originated
 - We have the resources and assets to move quickly to adapt to a changing environment and find opportunities

USTR 301 - Initial Observations

- On April 17, 2025, United States Trade Representative (USTR) finalized its notice of action under Section 301
 - Follows the President's Executive Order on April 9, 2025

Relevant Actions and Proposed Actions

- Certain service fees on (i) the maritime transport services of Chinese operators and shipowners and (ii) operators using Chinese-built vessels on a non-discriminatory basis
 - Effective on October 14, 2025
 - Annual increase to service fees
 - Each vessel will be charged a maximum of five times annually
- USTR proposing additional duties on ship-to-shore cranes, containers and certain chassis of China

Exemptions

- A group of small vessel operators received exemptions from the USTR:
 - Short sea shipping
 - Great Lakes shipping
 - Caribbean shipping
 - Small vessels

Matson is exempt from the USTR's notice of action due to our size, but is still negatively impacted directly by lower volume and indirectly by merchandise tariffs paid by our customers

Source: <https://ustr.gov/sites/default/files/files/Press/Releases/2025/301%20Ships%20-%20Action%20FRN%204-17.pdf>

Guam Service

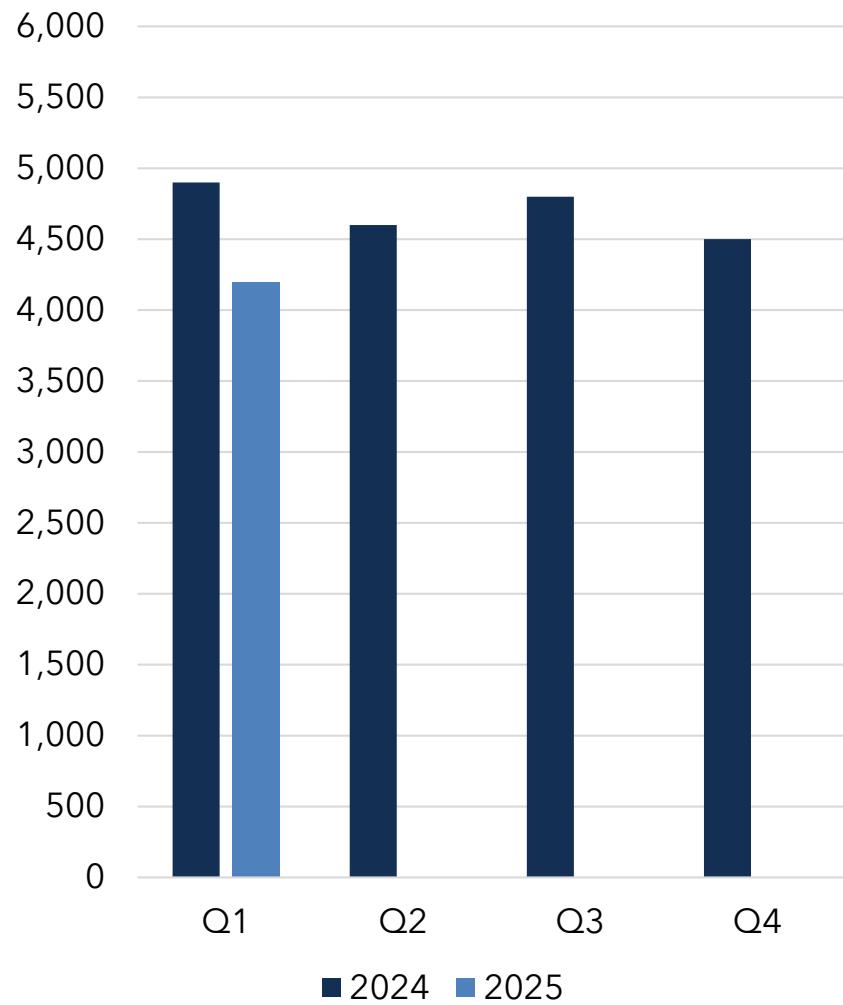
1Q25 Performance

- Container volume decreased 14.3% YoY
- Primarily due to lower demand from retail and food and beverage segments

Full Year 2025 Outlook

- Expect Guam's economy to remain stable with a slow recovery in tourism, a low unemployment rate, and some increase in construction activity
- Expect volume to approach the level achieved last year

Container Volume (FEU Basis)



Alaska Service

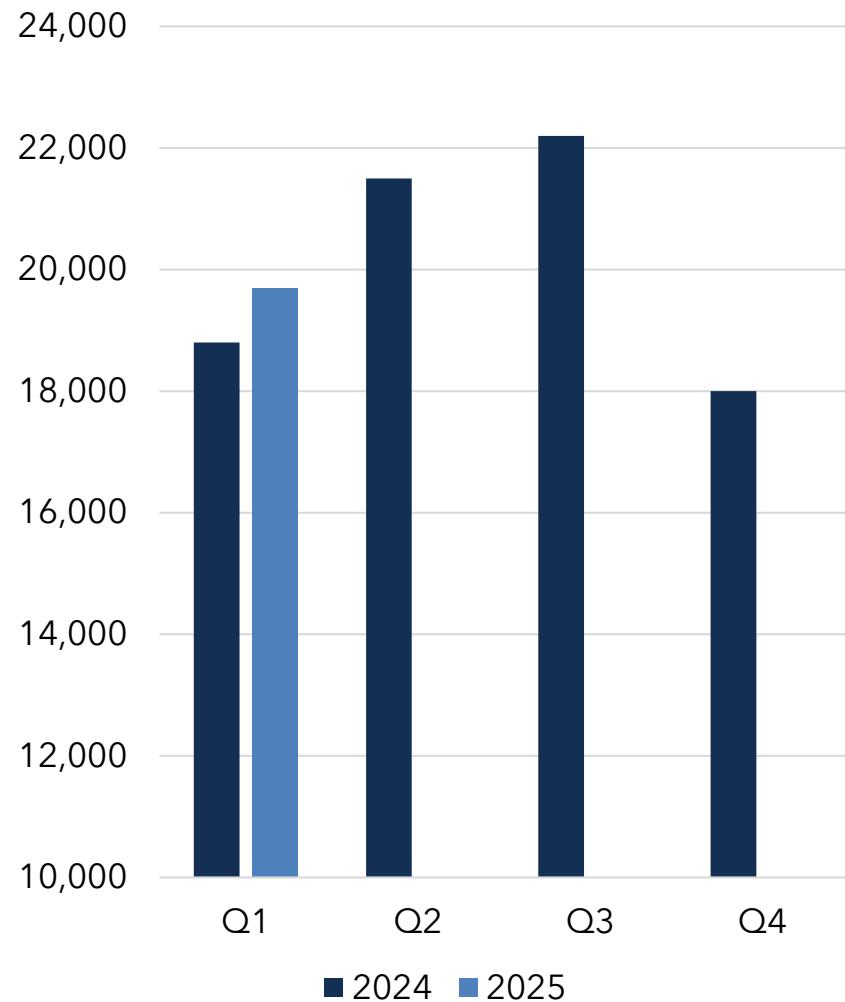
1Q25 Performance

- Container volume increased 4.8% YoY
 - Higher northbound volume, partially offset by an additional sailing in the year ago period

Full Year 2025 Outlook

- Expect continued economic growth supported by a low unemployment rate, jobs growth and continued oil and gas exploration and production activity
- Expect volume to be comparable to the level achieved last year

Container Volume (FEU Basis)



SSAT Joint Venture

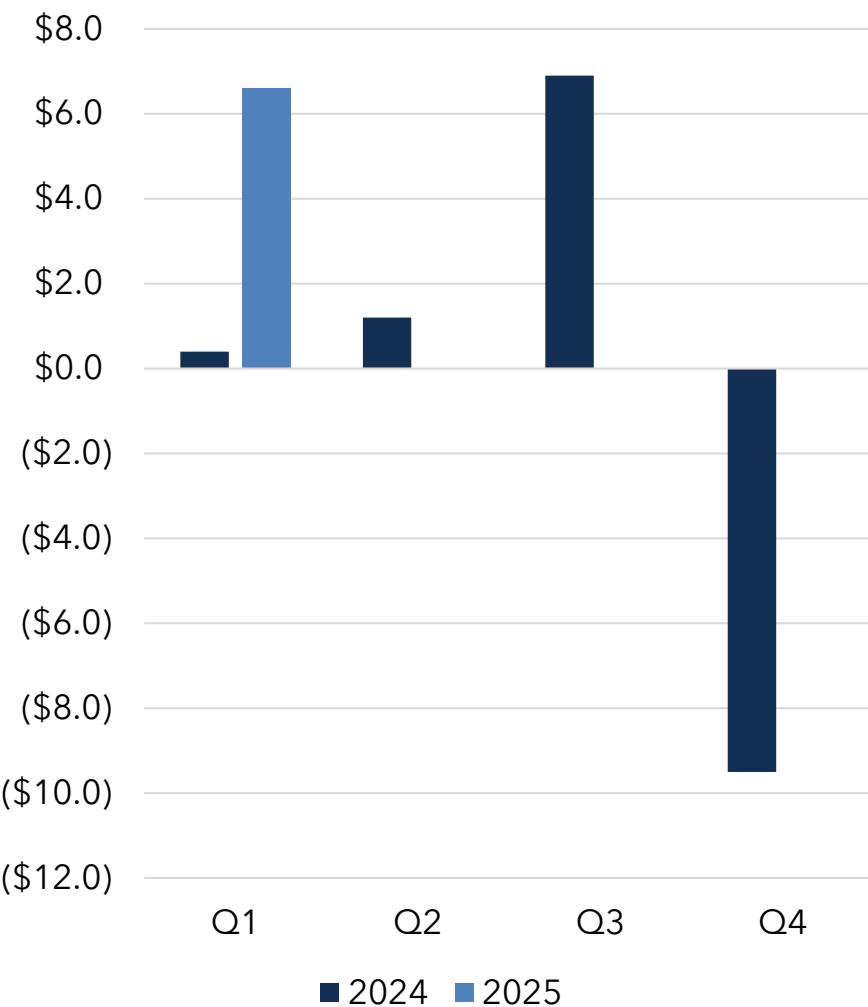
1Q25 Performance

- Terminal joint venture contribution was \$6.6 million; YoY increase of \$6.2 million
 - Primarily due to higher lift volume

Full Year 2025 Outlook

- Expect the contribution from SSAT to be lower than the \$17.4 million achieved last year without taking into account the \$18.4 million impairment charge at SSAT during the fourth quarter 2024

Equity in Income of JV (\$ in millions)



Matson Logistics

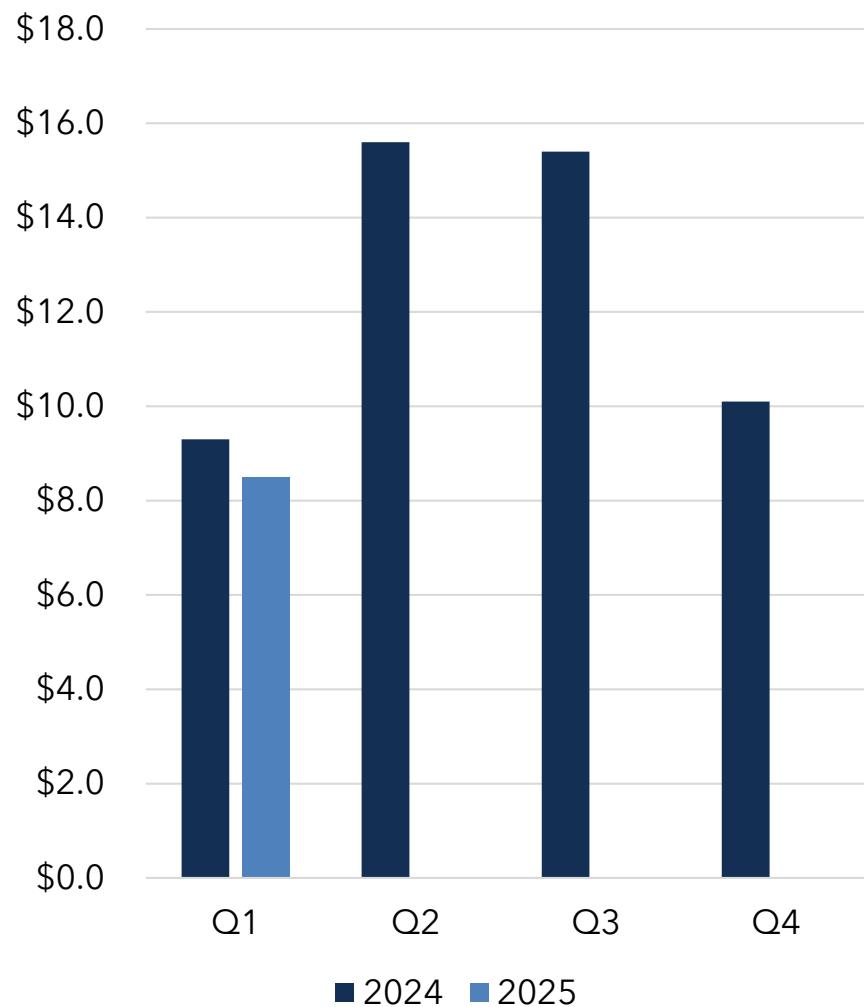
1Q25 Performance

- Operating income of \$8.5 million; YoY decrease of approximately \$0.8 million
 - Lower contribution from freight forwarding and transportation brokerage, partially offset by a higher contribution from supply chain management

Full Year 2025 Outlook

- Expect operating income to be lower than the level achieved last year due to a challenging environment for all business lines

Operating Income (\$ in millions)

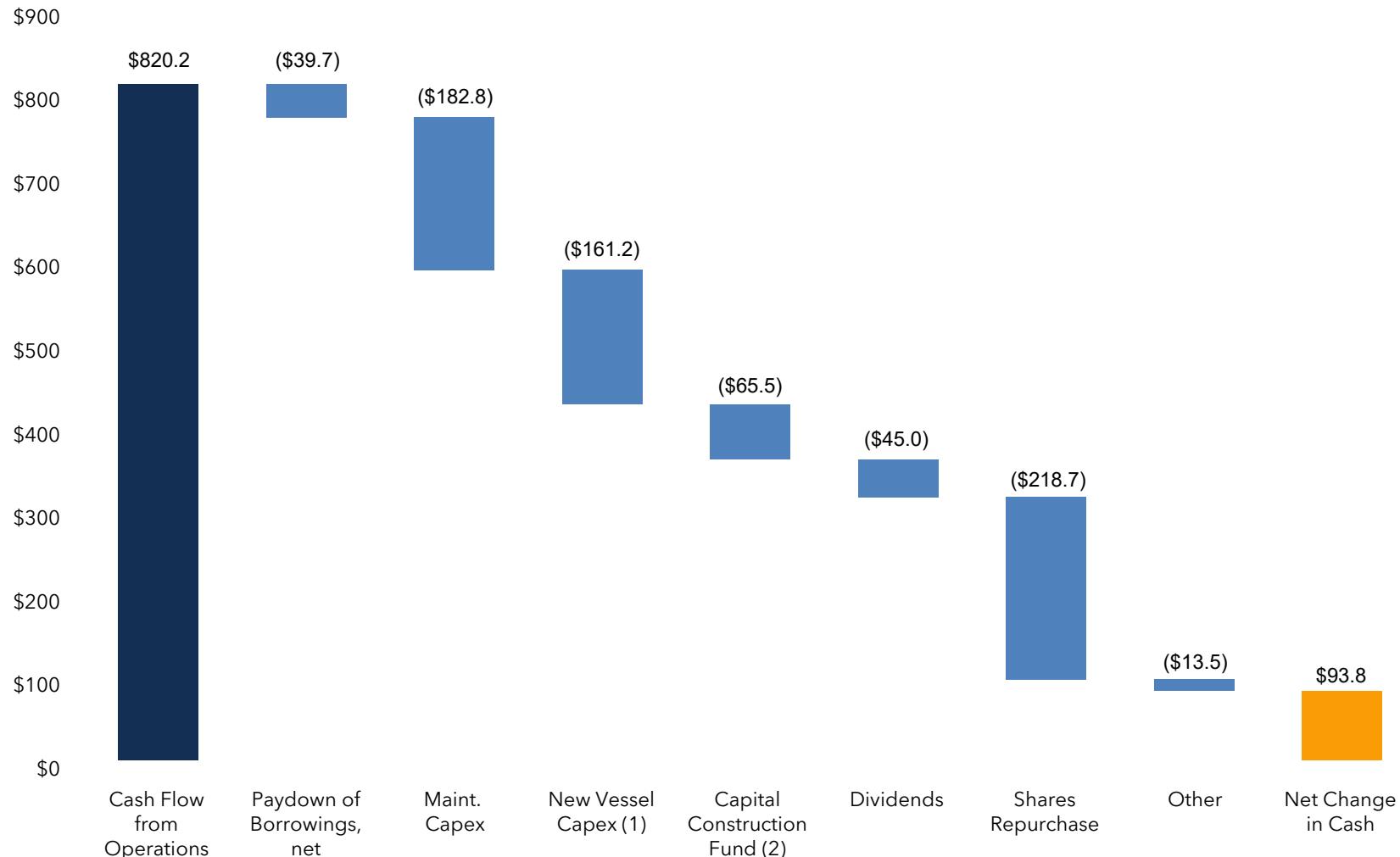


Financial Results – Summary Income Statement

(\$ in millions, except per share data)	First Quarter			
	Quarter Ended 3/31		Δ	
	2025	2024	\$	%
Revenue				
Ocean Transportation	\$637.4	\$579.0	\$58.4	10.1%
Logistics	144.6	143.1	1.5	1.0%
Total Revenue	\$782.0	\$722.1	\$59.9	8.3%
Operating Income				
Ocean Transportation	\$73.6	\$27.6	\$46.0	166.7%
Logistics	8.5	9.3	(0.8)	(8.6)%
Total Operating Income	\$82.1	\$36.9	\$45.2	122.5%
Interest income	9.4	8.8	0.6	6.8%
Interest expense	(1.7)	(2.2)	0.5	(22.7)%
Other income (expense), net	2.4	1.8	0.6	33.3%
Income taxes	(19.9)	(9.2)	(10.7)	116.3%
Net Income	\$72.3	\$36.1	\$36.2	100.3%
Weighted Average Number of Shares Outstanding (diluted)	33.2	34.6	(1.4)	(4.0)%
GAAP EPS, diluted	\$2.18	\$1.04	\$1.14	109.6%
Depreciation and Amortization (incl. dry-dock amortization)	\$47.2	\$44.1	\$3.1	7.0%
EBITDA	\$131.7	\$82.8	\$48.9	59.1%

Cash Generation and Uses of Cash

Last Twelve Months Ended March 31, 2025 (\$ in millions)



(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.

Financial Results – Summary Balance Sheet

(\$ in millions)	March 31,	December 31,
	2025	2024
ASSETS		
Cash and cash equivalents	\$122.0	\$266.8
Other current assets	346.0	342.8
Total current assets	468.0	609.6
Investment in SSAT	91.0	84.1
Property and equipment, net	2,314.0	2,260.9
Intangible assets, net	156.3	159.4
Capital Construction Fund (CCF)	685.4	642.6
Goodwill	327.8	327.8
Other long-term assets	484.5	511.0
Total assets	\$4,527.0	\$4,595.4
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current portion of debt	\$39.7	\$39.7
Other current liabilities	506.7	520.7
Total current liabilities	546.4	560.4
Long-term debt, net of deferred loan fees	340.9	350.8
Other long-term liabilities	1,006.5	1,032.2
Total long-term liabilities	1,347.4	1,383.0
Total shareholders' equity	2,633.2	2,652.0
Total liabilities and shareholders' equity	\$4,527.0	\$4,595.4

Share Repurchase

- 1Q25: approximately 0.5 million shares repurchased for total cost of \$69.2 million ⁽¹⁾

Debt Levels

- Total Debt of \$390.8 million ⁽²⁾
 - Decreased by \$10.1 million in 1Q25

(1) Includes stock repurchased during the quarter but not settled and taxes on share repurchases that will be paid after the quarter end.

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

2025 Outlook

2Q25 Outlook

Ocean Transportation Operating Income	To be meaningfully lower than the \$109.0 million achieved in 2Q24
Logistics Operating Income	To be lower than the \$15.6 million achieved in 2Q24
Consolidated Operating Income	To be meaningfully lower than the \$124.6 million achieved in 2Q24

FY 2025 Outlook Items

Ocean Transportation Operating Income	To be lower than the \$500.9 million achieved in 2024
Logistics Operating Income	To be lower than the \$50.4 million achieved in 2024
Consolidated Operating Income	To be lower than the \$551.3 million achieved in 2024
Depreciation and Amortization	Approx. \$200 million, including approx. \$26 million in dry-dock amortization
Interest Income	Approximately \$31 million
Interest Expense (1)	Approximately \$7 million
Other Income (Expense)	Approximately \$9 million
GAAP Effective Tax Rate	Approximately 23.0%
Dry-Docking Payments	Approximately \$40 million

(1) Interest expense excludes capitalized interest

Capital Expenditures Update

(\$ in millions)	FY 2025	Comments
Expected New vessel construction milestone payments and related costs	\$305	<ul style="list-style-type: none">Includes owner's items and capitalized interest expense
Expected Maintenance and other capital expenditures	\$100 - \$120	<ul style="list-style-type: none">2025 capex includes approximately \$14 million in equipment lease buyouts
Total	\$405 - \$425	

New Vessel Milestone Payments

- We expect to make approximately \$225 million in milestone payments during the balance of 2025 from the CCF
- We expect our next cash contribution into the CCF to be in 2028

Expected Remaining 2025 New Vessel Construction Milestone Payments by Quarter (\$ in millions)

2Q25	Approximately \$36
3Q25	Approximately \$71
4Q25	Approximately \$118
Total	Approximately \$225

Closing Thoughts

- We are navigating an unsettled and rapidly changing environment
 - For the last two decades, we have operated our expedited ocean service through significant periods of uncertainty and disruption
 - We have come out of those periods better for it as we demonstrate what we do best for our customers, which is to be a trusted supply chain partner with a consistent, reliable and fast service
 - We believe we are in the early innings of the U.S. - China trade negotiations and expect a deal to be reached although timing is unclear
- Despite the current uncertainties, we remain confident in our long-term prospects due to the diversification of our businesses and cash flows, our focus on serving niche markets where we are an integral part of the supply chain, and the strength of our balance sheet
 - Our businesses are durable and capable of withstanding short-term fluctuations while creating long-term shareholder value.
- We remain committed to maintaining the reliability of our vessel operations and providing high-quality service to our customers and the communities that rely on us
- Matson has over 140 years of operating history and has historically performed well during periods of supply chain disruption given our competitive advantages and the reliability of our services
 - We remain committed to looking for growth, either organically or via acquisition, and are prepared to act quickly if an opportunity presents itself during this period of uncertainty
- We expect to continue to return capital to shareholders through dividends and our share repurchase program

Matson®



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").

MATSON, INC. AND SUBSIDIARIES Net Income to EBITDA Reconciliations (Unaudited)

(In millions)	Three Months Ended			Last Twelve Months
	2025	2024	Change	
Net Income	\$ 72.3	\$ 36.1	\$ 36.2	\$ 512.6
Subtract: Interest income	(9.4)	(8.8)	(0.6)	(48.9)
Add: Interest expense	1.7	2.2	(0.5)	7.0
Add: Income taxes	19.9	9.2	10.7	133.7
Add: Depreciation and amortization	40.6	37.3	3.3	156.4
Add: Dry-dock amortization	6.6	6.8	(0.2)	27.0
EBITDA (1)	<u>\$ 131.7</u>	<u>\$ 82.8</u>	<u>\$ 48.9</u>	<u>\$ 787.8</u>

(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.