
**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D. C. 20549**

FORM 8-K

CURRENT REPORT

Pursuant to Section 13 or 15(d) of The Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): **November 5, 2018**

MATSON, INC.

(Exact Name of Registrant as Specified in its Charter)

HAWAII
(State or Other Jurisdiction of
Incorporation)

001-34187
(Commission File Number)

99-0032630
(I.R.S. Employer Identification
No.)

1411 Sand Island Parkway
Honolulu, Hawaii
(Address of principal executive offices)

96819
(zip code)

Registrant's telephone number, including area code: **(808) 848-1211**
(Former Name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Item 2.02. Results of Operations and Financial Condition.

On November 5, 2018, Matson, Inc. (the “Company”) issued a press release announcing the Company’s earnings for the quarter ended September 30, 2018. A copy of the press release is attached hereto as Exhibit 99.1. In addition, the Company posted an investor presentation to its website. A copy of the investor presentation is attached hereto as Exhibit 99.2.

The information in this report (including Exhibits 99.1 and 99.2) is being furnished pursuant to Item 2.02 and shall not be deemed to be “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended.

Item 9.01. Financial Statements and Exhibits.

(a) - (c) Not applicable.

(d) Exhibits.

The exhibits listed below are being furnished with this Form 8-K.

99.1 [Press Release issued by Matson, Inc., dated November 5, 2018](#)

99.2 [Investor Presentation, dated November 5, 2018](#)

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

MATSON, INC.

/s/ Joel M. Wine

Joel M. Wine

Senior Vice President and Chief Financial Officer

Dated: November 5, 2018



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FOR IMMEDIATE RELEASE

MATSON, INC. ANNOUNCES THIRD QUARTER 2018 RESULTS AND RAISES 2018 OUTLOOK

- 3Q18 EPS of \$0.97 versus \$0.79 in 3Q17
- Net Income of \$41.6 million versus \$34.1 million in 3Q17
- EBITDA of \$91.5 million versus \$96.2 million in 3Q17
- Raises Full Year 2018 Outlook for Ocean Transportation

HONOLULU, Hawaii (November 5, 2018) – Matson, Inc. (“Matson” or the “Company”) (NYSE: MATX), a leading U.S. carrier in the Pacific, today reported net income of \$41.6 million, or \$0.97 per diluted share, for the quarter ended September 30, 2018. Net income for the quarter ended September 30, 2017 was \$34.1 million, or \$0.79 per diluted share. Consolidated revenue for the third quarter 2018 was \$589.4 million compared with \$543.9 million reported for the third quarter 2017.

For the nine months ended September 30, 2018, Matson reported net income of \$88.4 million, or \$2.06 per diluted share compared with \$65.1 million, or \$1.50 per diluted share in 2017. Consolidated revenue for the nine month period ended September 30, 2018 was \$1,657.9 million, compared with \$1,530.8 million in 2017.

Matt Cox, Matson’s Chairman and Chief Executive Officer, commented, “Our performance in the quarter was in line with our expectations with Ocean Transportation results approaching the level achieved last year and continued strong execution across all service lines in Logistics. We are pleased to see the exceptional performance of our Logistics segment for the quarter and year-to-date. For the quarter within Ocean Transportation, we saw a favorable rate environment in China and continued strong performance from SSAT, but we also faced unfavorable timing in fuel surcharge collections relative to fuel cost increases and lower volume in Alaska primarily due to a weaker-than-expected seafood season.”

Mr. Cox added, “We expect our businesses to continue to perform well in the fourth quarter, and, as a result, we are raising our outlook for Ocean Transportation and maintaining our outlook for Logistics. For the full year 2018, we expect Ocean Transportation operating income to be modestly higher than the level achieved in 2017. For the full year 2018 in Logistics, we are maintaining our higher outlook for operating income given the strong trends across all service lines.”

Third Quarter 2018 Discussion and Outlook for 2018

Ocean Transportation: The Company’s container volume in the Hawaii service in the third quarter 2018 was 1.1 percent lower year-over-year primarily due to one less sailing. The Hawaii economy continues to be strong, supported primarily by healthy tourism activity and low unemployment. The Company expects volume in 2018 to approximate the level achieved in 2017, reflecting a solid Hawaii economy and stable market share.

In China, the Company’s container volume in the third quarter 2018 was 3.3 percent lower year-over-year largely due to a dry-dock return sailing in the year ago period. Matson continued to realize a sizeable rate premium in the third quarter

2018 and achieved average freight rates higher than the third quarter 2017. For 2018, the Company expects freight rates to be higher than the average rate achieved in 2017 and volume to be modestly lower than the level achieved in 2017.

In Guam, the Company's container volume in the third quarter 2018 was flat on a year-over-year and sequential basis. For 2018, the Company continues to expect a heightened competitive environment and lower volume than the levels achieved in 2017.

In Alaska, the Company's container volume for the third quarter 2018 was 2.0 percent lower year-over-year, primarily due to lower southbound volume as a result of a weaker-than-expected seafood season compared with the very strong seafood harvest levels in 2017, partially offset by an increase in northbound volume. For 2018, the Company expects volume to be modestly higher than the level achieved in 2017 with improvement in northbound volume largely due to the dry-docking of a competitor's vessel, partially offset by lower southbound volume primarily due to a weaker-than-expected seafood season compared with the very strong seafood harvest levels in 2017.

As a result of the performance in the first nine months and the outlook trends noted above, the Company expects full year 2018 Ocean Transportation operating income to be modestly higher than the \$126.4 million† achieved in 2017.

Logistics: In the third quarter 2018, operating income for the Company's Logistics segment was \$2.6 million higher than in the third quarter 2017 due to improved performance across all of the service lines. The Company continues to expect Logistics' operating income for the full year 2018 to approximate \$30 million.

Depreciation and Amortization: For the full year 2018, the Company expects depreciation and amortization expense to be approximately \$132 million, inclusive of dry-docking amortization of approximately \$36 million.

EBITDA: The Company expects full year 2018 EBITDA to be modestly higher than the \$296.0 million achieved in 2017.

Other Income (Expense): The Company expects full year 2018 other income (expense) to be approximately \$2.5 million in income, which is attributable to other component costs related to the Company's pension and post-retirement plans.

Interest Expense: The Company expects interest expense for the full year 2018 to be approximately \$19 million.

Income Taxes: In the third quarter 2018, the Company's effective tax rate was 24.2 percent. For the fourth quarter of 2018, the Company expects its effective tax rate to be approximately 26.0 percent.

Capital and Vessel Dry-docking Expenditures: In the third quarter 2018, the Company made maintenance capital expenditure payments of \$19.2 million, capitalized vessel construction expenditures of \$55.8 million, and dry-docking payments of \$5.4 million. For the full year 2018, the Company expects to make maintenance capital expenditure payments of approximately \$77 million, vessel construction expenditures (inclusive of capitalized interest and owner's items) of approximately \$350 million, and dry-docking payments of approximately \$19 million.

† As reclassified retrospectively in 2018 to reflect the Company's adoption of a new accounting standard. Refer to page 11 of the second quarter 2018 earnings release dated July 31, 2018 for more information about this reclassification.

Ocean Transportation — Three months ended September 30, 2018 compared with 2017

(Dollars in millions)	Three Months Ended September 30,			
	2018	2017	Change	
Ocean Transportation revenue	\$ 437.3	\$ 419.2	\$ 18.1	4.3 %
Operating costs and expenses	(388.6)	(368.2)	(20.4)	5.5 %
Operating income	\$ 48.7	\$ 51.0	\$ (2.3)	(4.5)%
Operating income margin	11.1 %	12.2 %		
Volume (Forty-foot equivalent units (FEU), except for automobiles) (1)				
Hawaii containers	37,500	37,900	(400)	(1.1)%
Hawaii automobiles	13,900	17,400	(3,500)	(20.1)%
Alaska containers	19,400	19,800	(400)	(2.0)%
China containers	17,600	18,200	(600)	(3.3)%
Guam containers	4,800	4,800	—	— %
Other containers (2)	4,500	3,300	1,200	36.4 %

(1) Approximate volumes included for the period are based on the voyage departure date, but revenue and operating income are adjusted to reflect the percentage of revenue and operating income earned during the reporting period for voyages in transit at the end of each reporting period.

(2) Includes containers from services in various islands in Micronesia and the South Pacific, and in Okinawa, Japan.

Ocean Transportation revenue increased \$18.1 million, or 4.3 percent, during the three months ended September 30, 2018, compared with the three months ended September 30, 2017. This increase was primarily due to higher fuel surcharge revenue and higher average freight rates in China.

On a year-over-year FEU basis, Hawaii container volume decreased 1.1 percent due to one fewer sailing; Alaska volume decreased by 2.0 percent primarily due to lower southbound volume as a result of a weaker-than-expected seafood season compared with the very strong seafood harvest levels in 2017, partially offset by an increase in northbound volume; China volume was 3.3 percent lower primarily due to an additional sailing in the year ago period; Guam volume was flat; and Other container volume increased 36.4 percent largely due to the new Okinawa, Japan service.

Ocean Transportation operating income decreased \$2.3 million, or 4.5 percent, during the three months ended September 30, 2018, compared with the three months ended September 30, 2017. This decrease was primarily due to the unfavorable timing of fuel surcharge collections and higher terminal handling costs, partially offset by higher rates in China and Hawaii.

The Company's SSAT terminal joint venture investment contributed \$9.2 million during the three months ended September 30, 2018, compared to a \$7.5 million contribution during the three months ended September 30, 2017. The increase was primarily attributable to higher lift volume.

Ocean Transportation — Nine months ended September 30, 2018 compared with 2017

(Dollars in millions)	Nine Months Ended September 30,			
	2018	2017	Change	
Ocean Transportation revenue	\$ 1,223.2	\$ 1,181.9	\$ 41.3	3.5 %
Operating costs and expenses	(1,113.5)	(1,075.6)	(37.9)	3.5 %
Operating income	\$ 109.7	\$ 106.3	\$ 3.4	3.2 %
Operating income margin	9.0 %	9.0 %		
Volume (Forty-foot equivalent units (FEU), except for automobiles) (1)				
Hawaii containers	111,800	112,900	(1,100)	(1.0)%
Hawaii automobiles	46,700	47,700	(1,000)	(2.1)%
Alaska containers	54,200	53,100	1,100	2.1 %
China containers	45,400	50,400	(5,000)	(9.9)%
Guam containers	14,500	15,600	(1,100)	(7.1)%
Other containers (2)	11,300	7,900	3,400	43.0 %

- (1) Approximate volumes included for the period are based on the voyage departure date, but revenue and operating income are adjusted to reflect the percentage of revenue and operating income earned during the reporting period for voyages in transit at the end of each reporting period.
- (2) Includes containers from services in various islands in Micronesia and the South Pacific, and in Okinawa, Japan.

Ocean Transportation revenue increased \$41.3 million, or 3.5 percent, during the nine months ended September 30, 2018, compared with the nine months ended September 30, 2017. This increase was primarily due to higher fuel surcharge revenue and higher average freight rates in China, partially offset by lower revenue in Guam.

On a year-over-year FEU basis, Hawaii container volume decreased by 1.0 percent primarily due to lower eastbound volume; Alaska volume increased by 2.1 percent primarily due to an increase in northbound volume related to the dry-docking of a competitor's vessel, partially offset by a decrease in southbound volume as a result of a weaker-than-expected seafood season compared with the very strong seafood harvest levels in 2017; China volume was 9.9 percent lower primarily due to fewer sailings and lower volume during the Lunar New Year period; Guam volume was 7.1 percent lower due to increased competition; and Other container volume increased 43.0 percent largely due to the new Okinawa, Japan service.

Ocean Transportation operating income increased \$3.4 million, or 3.2 percent, during the nine months ended September 30, 2018, compared with the nine months ended September 30, 2017. This increase was primarily due to lower vessel operating costs, higher rates in China and Hawaii and a higher contribution from SSAT, partially offset by higher terminal handling costs and a lower contribution from Guam.

The Company's SSAT terminal joint venture investment contributed \$28.8 million during the nine months ended September 30, 2018, compared to a \$19.3 million contribution during the nine months ended September 30, 2017. The increase was primarily attributable to higher lift volume.

Logistics — Three months ended September 30, 2018 compared with 2017

(Dollars in millions)	Three Months Ended September 30,			
	2018	2017	Change	
Logistics revenue	\$ 152.1	\$ 124.7	\$ 27.4	22.0 %
Operating costs and expenses	(142.2)	(117.4)	(24.8)	21.1 %
Operating income	\$ 9.9	\$ 7.3	\$ 2.6	35.6 %
Operating income margin	6.5 %	5.9 %		

Logistics revenue increased \$27.4 million, or 22.0 percent, during the three months ended September 30, 2018, compared with the three months ended September 30, 2017. This increase was primarily due to higher transportation brokerage revenue.

Logistics operating income increased \$2.6 million, or 35.6 percent, for the three months ended September 30, 2018 compared with the three months ended September 30, 2017. The increase was due primarily to higher contributions from transportation brokerage.

Logistics — Nine months ended September 30, 2018 compared with 2017

(Dollars in millions)	Nine Months Ended September 30,			
	2018	2017	Change	
Logistics revenue	\$ 434.7	\$ 348.9	\$ 85.8	24.6 %
Operating costs and expenses	(411.1)	(332.7)	(78.4)	23.6 %
Operating income	\$ 23.6	\$ 16.2	\$ 7.4	45.7 %
Operating income margin	5.4 %	4.6 %		

Logistics revenue increased \$85.8 million, or 24.6 percent, during the nine months ended September 30, 2018, compared with the nine months ended September 30, 2017. This increase was primarily due to higher transportation brokerage revenue.

Logistics operating income increased \$7.4 million, or 45.7 percent, for the nine months ended September 30, 2018 compared with the nine months ended September 30, 2017. The increase was due primarily to higher contributions from transportation brokerage and freight forwarding.

Liquidity, Cash Flows and Capital Allocation

Matson's Cash and Cash Equivalents decreased by \$7.7 million to \$12.1 million during the nine months ended September 30, 2018. Matson generated net cash from operating activities of \$203.0 million during the nine months ended September 30, 2018, compared to \$147.0 million in the nine months ended September 30, 2017. Capital expenditures, including capitalized vessel construction expenditures, totaled \$267.3 million for the nine months ended September 30, 2018, compared with \$215.5 million in the nine months ended September 30, 2017. Total debt increased by \$51.0 million during the nine months to \$908.1 million as of September 30, 2018, of which \$866.0 million was long-term debt.

For the twelve months ended September 30, 2018, Matson's Net Income and EBITDA were \$255.3 million and \$295.4 million, respectively. The ratio of Matson's Net Debt to last twelve months EBITDA was 3.03 as of September 30, 2018.

As previously announced, Matson's Board of Directors declared a cash dividend of \$0.21 per share payable on December 6, 2018 to all shareholders of record as of the close of business on November 8, 2018.

Teleconference and Webcast

A conference call is scheduled for 4:30 p.m. EST when Matt Cox, Chairman and Chief Executive Officer, and Joel Wine, Senior Vice President and Chief Financial Officer, will discuss Matson's third quarter results.

Date of Conference Call: Monday, November 5, 2018
Scheduled Time: 4:30 p.m. EST / 1:30 p.m. PST / 11:30 a.m. HST
Participant Toll Free Dial-In #: 1-877-312-5524
International Dial-In #: 1-253-237-1144

The conference call will be broadcast live along with a slide presentation on the Company's website at www.matson.com, under Investors. A replay of the conference call will be available approximately two hours after the call through November 12, 2018 by dialing 1-855-859-2056 or 1-404-537-3406 and using the conference number 2189399. The slides and audio webcast of the conference call will be archived for one full quarter on the Company's website at www.matson.com, under Investors.

About the Company

Founded in 1882, Matson (NYSE: MATX) is a leading provider of ocean transportation and logistics services. Matson provides a vital lifeline to the domestic non-contiguous economies of Hawaii, Alaska, and Guam, and to other island economies in Micronesia. Matson also operates a premium, expedited service from China to Southern California and provides services to Okinawa, Japan and various islands in the South Pacific. The Company's fleet of owned and chartered vessels includes containerships, combination container and roll-on/roll-off ships and custom-designed barges. Matson Logistics, established in 1987, extends the geographic reach of Matson's transportation network throughout the continental U.S. Its integrated, asset-light logistics services include rail intermodal, highway brokerage, warehousing, freight consolidation, Asia supply chain services, and forwarding to Alaska. Additional information about the Company is available at www.matson.com.

GAAP to Non-GAAP Reconciliation

This press release, the Form 8-K and the information to be discussed in the conference call include non-GAAP measures. While 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") and Net Debt-to-EBITDA.

Forward-Looking Statements

Statements in this news release that are not historical facts are “forward-looking statements,” within the meaning of the Private Securities Litigation Reform Act of 1995, including without limitation those statements regarding earnings, operating income, other income (expense), profitability and cash flow expectations, fleet renewal progress, fleet deployments, fuel strategy, economic effects of competitors’ services, expenses, rate premiums and market conditions in the China service, trends in volumes, economic growth and construction activity in Hawaii, economic conditions in Alaska, lift volumes at SSAT, vessel deployments and operating efficiencies, and effective tax rates. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement, including but not limited to risks and uncertainties relating to regional, national and international economic conditions; new or increased competition or improvements in competitors’ service levels; fuel prices and our ability to collect fuel surcharges; our relationship with vendors, customers and partners and changes in related agreements; the actions of our competitors; our ability to offer a differentiated service in China for which customers are willing to pay a significant premium; the imposition of tariffs or a change in international trade policies; the ability of the shipyards to construct and deliver the Aloha Class and Kanaloa Class vessels on the contemplated timeframes; any unanticipated dry-dock or repair expenses; any delays or cost overruns related to the modernization of terminals; consummating and integrating acquisitions; changes in general economic and/or industry-specific conditions; competition and growth rates within the logistics industry; freight levels and increasing costs and availability of truck capacity or alternative means of transporting freight; changes in relationships with existing truck, rail, ocean and air carriers; changes in customer base due to possible consolidation among customers; conditions in the financial markets; changes in our credit profile and our future financial performance; our ability to obtain future debt financings; continuation of the Title XI and CCF programs; the impact of future and pending legislation, including environmental legislation; government regulations and investigations; repeal, substantial amendment or waiver of the Jones Act or its application, or our failure to maintain our status as a United States citizen under the Jones Act; relations with our unions; satisfactory negotiation and renewal of expired collective bargaining agreements without significant disruption to Matson’s operations; war, terrorist attacks or other acts of violence; the use of our information technology and communication systems and cybersecurity attacks; and the occurrence of marine accidents, poor weather or natural disasters. These forward-looking statements are not guarantees of future performance. This release should be read in conjunction with our Annual Report on Form 10-K and our other filings with the SEC through the date of this release, which identify important factors that could affect the forward-looking statements in this release. We do not undertake any obligation to update our forward-looking statements.

MATSON, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Income
(Unaudited)

(In millions, except per-share amounts)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2018	2017	2018	2017
Operating Revenue:				
Ocean Transportation	\$ 437.3	\$ 419.2	\$ 1,223.2	\$ 1,181.9
Logistics	152.1	124.7	434.7	348.9
Total Operating Revenue	589.4	543.9	1,657.9	1,530.8
Costs and Expenses:				
Operating costs	(485.5)	(439.9)	(1,390.7)	(1,274.1)
Equity in income of Terminal Joint Venture	9.2	7.5	28.8	19.3
Selling, general and administrative	(54.5)	(53.2)	(162.7)	(153.5)
Total Costs and Expenses	(530.8)	(485.6)	(1,524.6)	(1,408.3)
Operating Income	58.6	58.3	133.3	122.5
Interest expense	(4.4)	(6.2)	(14.4)	(18.8)
Other income (expense), net	0.7	3.5	1.9	1.6
Income before Income Taxes	54.9	55.6	120.8	105.3
Income taxes	(13.3)	(21.5)	(32.4)	(40.2)
Net Income	\$ 41.6	\$ 34.1	\$ 88.4	\$ 65.1
Basic Earnings Per-Share:	\$ 0.97	\$ 0.79	\$ 2.07	\$ 1.51
Diluted Earnings Per-Share:	\$ 0.97	\$ 0.79	\$ 2.06	\$ 1.50
Weighted Average Number of Shares Outstanding:				
Basic	42.7	42.9	42.7	43.0
Diluted	43.1	43.2	43.0	43.3

MATSON, INC. AND SUBSIDIARIES
Condensed Consolidated Balance Sheets
(Unaudited)

(In millions)	September 30, 2018	December 31, 2017
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 12.1	\$ 19.8
Other current assets	289.0	246.2
Total current assets	<u>301.1</u>	<u>266.0</u>
Long-term Assets:		
Investment in Terminal Joint Venture	79.1	93.2
Property and equipment, net	1,347.2	1,165.7
Goodwill	323.7	323.7
Intangible assets, net	216.8	225.2
Other long-term assets	153.3	173.7
Total long-term assets	<u>2,120.1</u>	<u>1,981.5</u>
Total assets	<u>\$ 2,421.2</u>	<u>\$ 2,247.5</u>
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current Liabilities:		
Current portion of debt	\$ 42.1	\$ 30.8
Other current liabilities	283.6	255.5
Total current liabilities	<u>325.7</u>	<u>286.3</u>
Long-term Liabilities:		
Long-term debt	866.0	826.3
Deferred income taxes	311.5	285.2
Other long-term liabilities	174.3	171.5
Total long-term liabilities	<u>1,351.8</u>	<u>1,283.0</u>
Total shareholders' equity	743.7	678.2
Total liabilities and shareholders' equity	<u>\$ 2,421.2</u>	<u>\$ 2,247.5</u>

MATSON, INC. AND SUBSIDIARIES
Condensed Consolidated Statements of Cash Flows
(Unaudited)

<u>(In millions)</u>	<u>Nine Months Ended September 30,</u>	
	<u>2018</u>	<u>2017</u>
Cash Flows From Operating Activities:		
Net income	\$ 88.4	\$ 65.1
Reconciling adjustments:		
Depreciation and amortization	70.8	74.3
Deferred income taxes	26.5	22.3
Share-based compensation expense	8.2	7.8
Equity in income of Terminal Joint Venture	(28.8)	(19.3)
Distribution from Terminal Joint Venture	42.0	14.0
Other	(2.1)	2.1
Changes in assets and liabilities:		
Accounts receivable, net	(46.1)	(24.3)
Deferred dry-docking payments	(10.5)	(45.1)
Deferred dry-docking amortization	27.5	35.7
Prepaid expenses and other assets	3.0	4.3
Accounts payable, accruals and other liabilities	24.8	14.5
Other long-term liabilities	(0.7)	(4.4)
Net cash provided by operating activities	<u>203.0</u>	<u>147.0</u>
Cash Flows From Investing Activities:		
Capitalized vessel construction expenditures	(222.6)	(172.2)
Other capital expenditures	(44.7)	(43.3)
Proceeds from (payments for) disposal of property and equipment	31.3	(0.3)
Cash deposits into Capital Construction Fund	(246.6)	(64.6)
Withdrawals from Capital Construction Fund	247.5	95.8
Other	3.7	—
Net cash used in investing activities	<u>(231.4)</u>	<u>(184.6)</u>
Cash Flows From Financing Activities:		
Repayments of debt and capital leases	(17.0)	(19.5)
Proceeds from revolving credit facility	389.4	341.0
Repayments of revolving credit facility	(321.4)	(221.0)
Payment of financing costs	—	(1.7)
Proceeds from issuance of capital stock	0.5	0.4
Dividends paid	(26.3)	(25.2)
Repurchase of Matson common stock	—	(18.4)
Tax withholding related to net share settlements of restricted stock units	(4.5)	(7.2)
Net cash provided by financing activities	<u>20.7</u>	<u>48.4</u>
Net (Decrease) Increase in Cash and Cash Equivalents	(7.7)	10.8
Cash and Cash Equivalents, Beginning of the Period	19.8	13.9
Cash and Cash Equivalents, End of the Period	<u>\$ 12.1</u>	<u>\$ 24.7</u>
Supplemental Cash Flow Information:		
Interest paid, net of capitalized interest	\$ 14.5	\$ 20.5
Income tax paid, net of income tax refunds	\$ 4.6	\$ (0.1)
Non-cash Information:		
Capital expenditures included in accounts payable, accruals and other liabilities	\$ 0.4	\$ 1.5

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

NET DEBT RECONCILIATION

(In millions)	September 30, 2018
Total Debt:	\$ 908.1
Less: Cash and cash equivalents	(12.1)
Net Debt	\$ 896.0

EBITDA RECONCILIATION

(In millions)	Three Months Ended September 30,			Last Twelve Months
	2018	2017	Change	
Net Income	\$ 41.6	\$ 34.1	\$ 7.5	\$ 255.3
Add: Income taxes	13.3	21.5	(8.2)	(114.6)
Add: Interest expense	4.4	6.2	(1.8)	19.8
Add: Depreciation and amortization	23.0	24.3	(1.3)	96.9
Add: Dry-dock amortization	9.2	10.1	(0.9)	38.0
EBITDA (1)	\$ 91.5	\$ 96.2	\$ (4.7)	\$ 295.4

(In millions)	Nine Months Ended September 30,		
	2018	2017	Change
Net Income	\$ 88.4	\$ 65.1	\$ 23.3
Add: Income taxes	32.4	40.2	(7.8)
Add: Interest expense	14.4	18.8	(4.4)
Add: Depreciation and amortization	70.2	73.7	(3.5)
Add: Dry-dock amortization	27.5	35.7	(8.2)
EBITDA (1)	\$ 232.9	\$ 233.5	\$ (0.6)

- (1) EBITDA is defined as the sum of net income plus income taxes, interest expense and 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.



Matson[®]

***Third Quarter 2018
Earnings Conference Call***

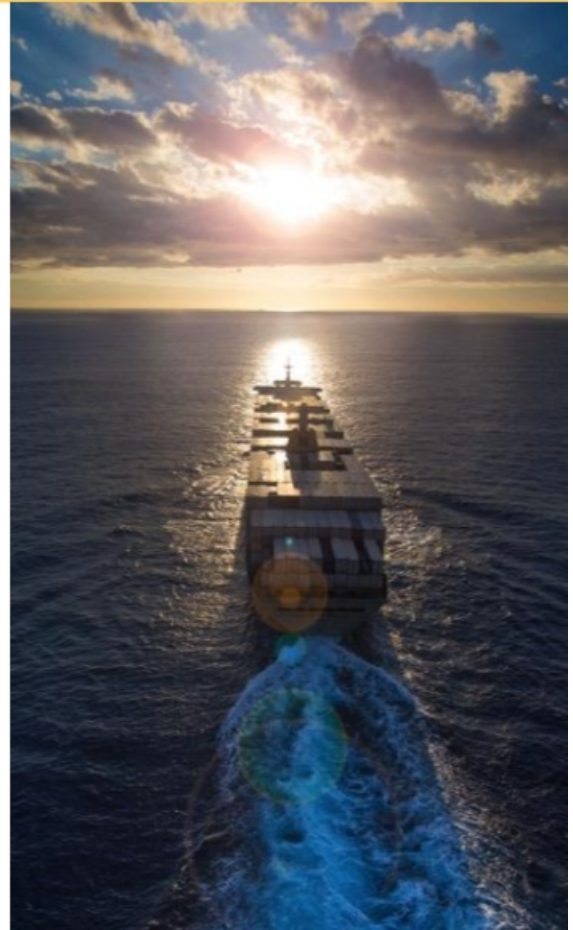
November 5, 2018

Forward-Looking Statements

Statements made during this call and 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 today, November 5, 2018.

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 13-21 of our 2017 Form 10-K filed on February 23, 2018, and other subsequent filings by Matson with the SEC. Statements made during this call and presentation are not guarantees of future performance.

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



Opening Remarks

- Matson's results in 3Q18 were in line with expectations

- Favorable contributors include:

- Higher rates in China
- Higher contribution from SSAT
- Higher contribution from Logistics
- Steady performance in Hawaii

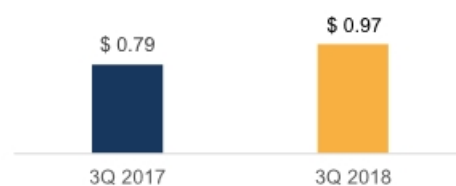
- Unfavorable trends include:

- Timing of fuel surcharge collections
- Ongoing competitive dynamics in Guam
- Weaker-than-expected SB seafood season in Alaska

- FY 2018 Outlook:

- Raises Ocean Transportation outlook
- Maintains higher Logistics outlook

EPS, Fully Diluted



Net Income
(\$ in millions)



EBITDA
(\$ in millions)



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

The Daniel K. Inouye

We welcome the first of four new ships into the fleet with the arrival of the *Daniel K. Inouye*.



Hawaii Service

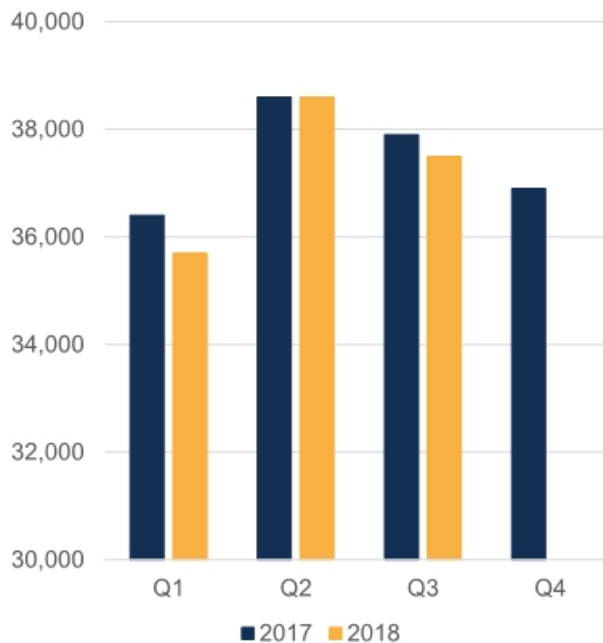
Third Quarter 2018 Performance

- Container volume decreased 1.1% YoY
 - One less sailing
 - Stable market share
- Favorable ongoing economic conditions in Hawaii

Full Year 2018 Outlook

- Expect volume to approximate the level achieved in 2017 as Hawaii economy remains solid

Container Volume (FEU Basis)



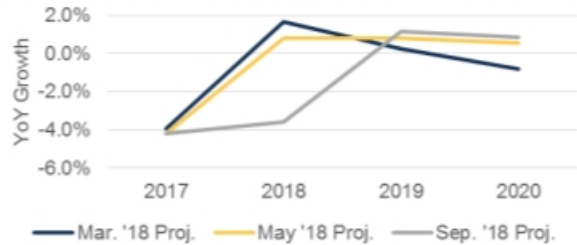
Hawaii Economic Indicators

Hawaii's economic trajectory remains favorable, and the construction cycle over the medium-term continues to be positive.

Real GDP Growth



Construction Jobs Growth



Real Building Permits Growth



"...[T]he fundamentals underpinning the local economy look favorable. Global tourism continues to power forward, and there remains a healthy pipeline of construction work that should stabilize the industry near its current level. And even with the recent job weakness, Hawaii continues to enjoy its lowest unemployment in many years."

– UHERO, September 21, 2018

Source: http://uhero.hawaii.edu/assets/18Q3_SU_Public.pdf

China Expedited Service (CLX)

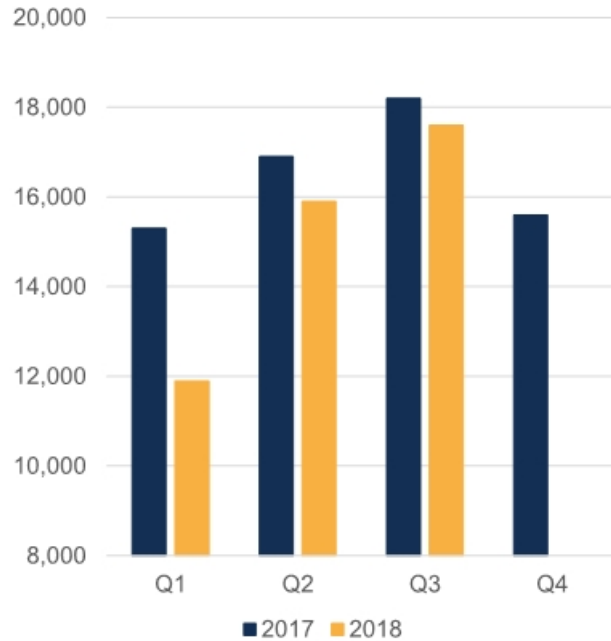
Third Quarter 2018 Performance

- Every CLX vessel was full
- Container volume decreased 3.3% YoY
 - 1 dry-dock return voyage in 3Q17
- Continued to realize a sizeable rate premium

Full Year 2018 Outlook

- Transpacific capacity in excess of demand in 1H; nearing capacity-demand balance in 2H
 - Expect CLX service to have a stronger fourth quarter than normal
- Expect average rate to be higher than the level achieved in 2017
- Expect volume to be modestly lower than 2017 level, which included multiple dry-dock return voyages

Container Volume (FEU Basis)



China – U.S. Tariffs

- In July/August, U.S. implemented 25% tariff on \$50 billion worth of products
- In September, U.S. implemented initial 10% tariff on additional \$200 billion worth of products; tariff moves to 25% on January 1
 - Finished garments and footwear not part of proposed tariffs
- What our customers are saying:
 - Believe the 25% tariff on January 1 will proceed
 - Have advanced some cargo ahead of tariff step-up
 - Exploring manufacturing location alternatives for the long-term
 - Will take time to adjust supply chains
 - Majority of cargo likely to be sourced from other Asia origins
- Transpacific vessel supply-demand is single biggest factor to weigh
 - Potential risk related to pull-forward of volume
- Significant uncertainty remains

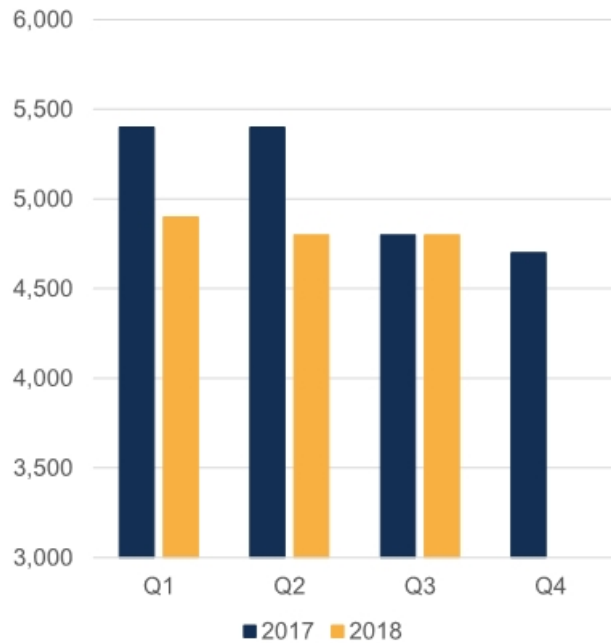
Third Quarter 2018 Performance

- Container volume was flat YoY and sequentially
 - Continued competitive pressure from APL
- Market was flat YoY

Full Year 2018 Outlook

- Expect heightened competitive environment and lower volume
- Matson's transit advantage expected to remain with superior on-time performance

Container Volume (FEU Basis)



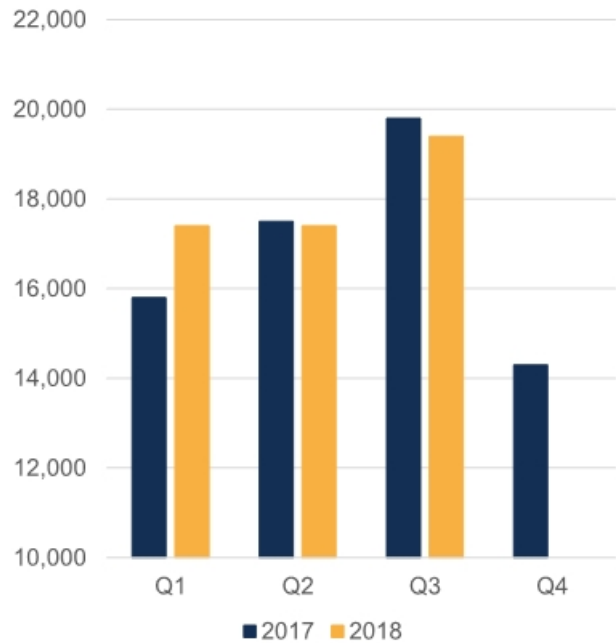
Third Quarter 2018 Performance

- Container volume decreased 2.0% YoY
 - Weaker-than-expected SB seafood season
 - Increase in NB volume
- Signs of Alaska economy beginning to stabilize

Full Year 2018 Outlook

- Expect FY 2018 volume to be modestly higher than the level achieved in 2017
 - Improvement in NB volume largely related to a dry-docking of a competitor's vessel
 - Weaker-than-expected SB seafood season given last year's very strong seafood harvest

Container Volume (FEU Basis)



Note: 1Q 2018 and 4Q 2017 volume figures include volume related to a competitor's vessel dry-docking.

SSAT Joint Venture

Third Quarter 2018 Performance

- Terminal joint venture contribution was \$9.2 million, \$1.7 million higher than last year
 - Increase primarily attributable to increased lift volume

Full Year 2018 Outlook

- Expect FY 2018 terminal joint venture contribution to be higher than the 2017 level
 - Expect to continue to benefit from launch of new global shipping alliances
 - SSAT's reputation as the best operator on the US West Coast
 - Strong import and export volume on the US West Coast

Equity in Income of Joint Venture



Third Quarter 2018 Performance

- Operating income increased \$2.6 million YoY to \$9.9 million
 - Improved performance across all service lines
 - Tight truck market plays to Matson Logistics' strengths in customer service
- Span performing well in a flat market

2018 Outlook

- Expect full year 2018 operating income to approximate \$30 million

Operating Income



Financial Results – Summary Income Statement

(\$ in millions, except per share data)	Year-to-Date				Third Quarter			
	YTD Ended 09/30		Δ		Quarters Ended 9/30		Δ	
	2018	2017	\$	%	2018	2017	\$	%
Revenue								
Ocean Transportation	\$ 1,223.2	\$ 1,181.9	\$ 41.3	3.5%	\$ 437.3	\$ 419.2	\$ 18.1	4.3%
Logistics	434.7	348.9	85.8	24.6%	152.1	124.7	27.4	22.0%
Total Revenue	\$ 1,657.9	\$ 1,530.8	\$ 127.1	8.3%	\$ 589.4	\$ 543.9	\$ 45.5	8.4%
Operating Income								
Ocean Transportation	\$ 109.7	\$ 106.3	\$ 3.4	3.2%	\$ 48.7	\$ 51.0	(\$ 2.3)	-4.5%
Logistics	23.6	16.2	7.4	45.7%	9.9	7.3	2.6	35.6%
Total Operating Income	\$ 133.3	\$ 122.5	\$ 10.8	8.8%	\$ 58.6	\$ 58.3	\$ 0.3	0.5%
Depreciation and Amortization (incl. dry-dock amortization)	\$ 97.7	\$ 109.4	(\$ 11.7)	-10.7%	\$ 32.2	\$ 34.4	(\$ 2.2)	-6.4%
Interest Expense	\$ 14.4	\$ 18.8	(\$ 4.4)		\$ 4.4	\$ 6.2	(\$ 1.8)	
Income Tax Rate	26.8% ⁽¹⁾	38.2%			24.2%	38.7%		
Net Income	\$ 88.4	\$ 65.1	\$ 23.3		\$ 41.6	\$ 34.1	\$ 7.5	
EPS, diluted	\$ 2.06	\$ 1.50	\$ 0.56		\$ 0.97	\$ 0.79	\$ 0.18	
EBITDA	\$ 232.9	\$ 233.5	(\$ 0.6)	-0.3%	\$ 91.5	\$ 96.2	(\$ 4.7)	-4.9%

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

(1) Includes a non-cash tax adjustment of \$3.1 million resulting from a reduction in the alternative minimum tax receivable under the Tax Cuts and Jobs Act.

Financial Results – Summary Balance Sheet

(\$ in millions)	September 30, 2018	December 31, 2017
ASSETS		
Cash and cash equivalents	\$ 12.1	\$ 19.8
Other current assets	289.0	246.2
Total current assets	301.1	266.0
Investment in Terminal Joint Venture	79.1	93.2
Property and equipment, net	1,347.2	1,165.7
Intangible assets, net	216.8	225.2
Goodwill	323.7	323.7
Other long-term assets	153.3	173.7
Total assets	\$ 2,421.2	\$ 2,247.5
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current portion of debt	\$ 42.1	\$ 30.8
Other current liabilities	283.6	255.5
Total current liabilities	325.7	286.3
Long-term debt	866.0	826.3
Other long-term liabilities	485.8	456.7
Total long-term liabilities	1,351.8	1,283.0
Total shareholders' equity	743.7	678.2
Total liabilities and shareholders' equity	\$ 2,421.2	\$ 2,247.5

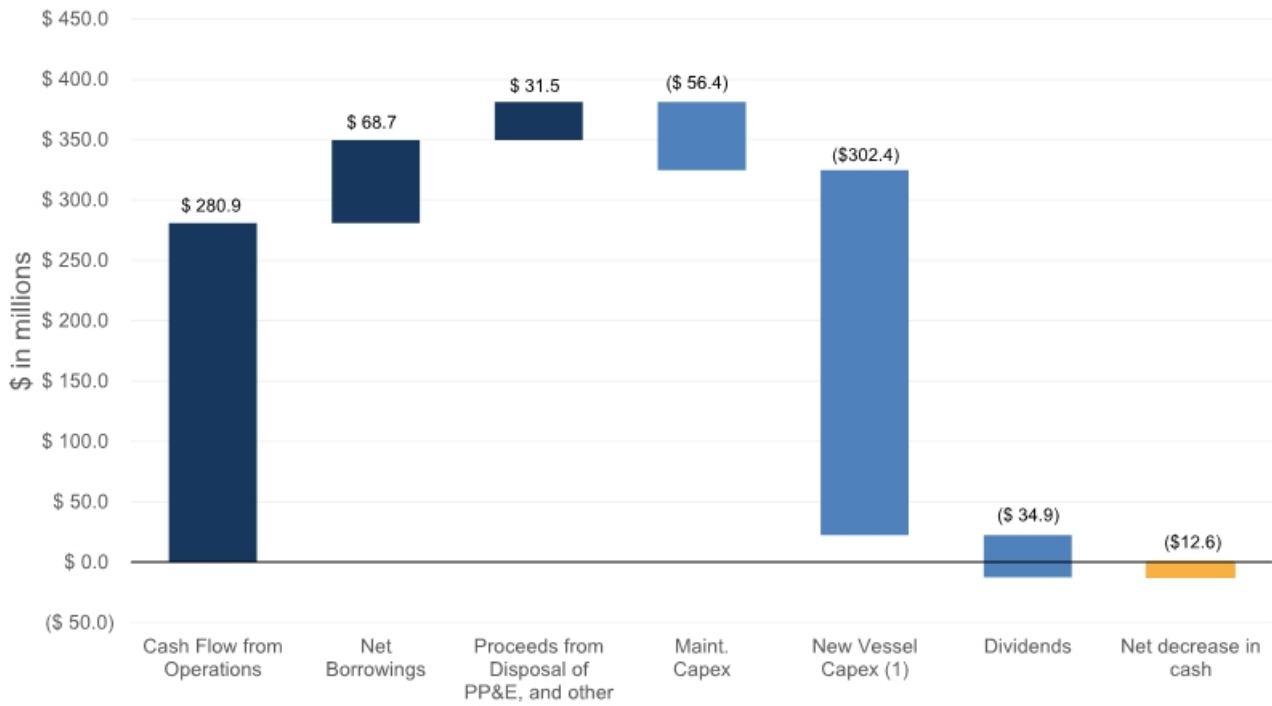
Debt Levels

- Total debt of \$908.1 million
- Net debt of \$896.0 million
- Net debt-to-LTM EBITDA of 3.0x

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

Cash Generation and Uses of Cash

Last Twelve Months Ended September 30, 2018



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

New Vessel Payments and Percent of Completion

Vessel Construction Expenditures

(\$ in millions)	FY 2018		
	1Q	2Q	3Q
Cash Capital Expenditures	\$ 54.0	\$ 104.6	\$ 50.6
Capitalized Interest	3.7	4.5	5.2
Capitalized Vessel Construction Expenditures	\$ 57.7	\$ 109.1	\$ 55.8



Installation of the house on the *Kaimana Hila* at the Philly Shipyard, August 2018.

Updated Vessel Timing and Percent of Completion

	Percent of Completion ⁽¹⁾	Delivery Timing	
		Previous	Current
<i>Kaimana Hila</i>	83%	1Q '19	1Q '19
<i>Lurline</i>	57%	4Q '19	4Q '19
<i>Matsonia</i>	10%	2Q '20	4Q '20

(1) As of November 1, 2018.

Actual and Estimated Vessel Progress Payments

(\$ in millions)	Cumulative through 12/31/17	Fiscal Year Ending December 31,			Total
		2018	2019	2020	
Two Aloha Class Containerships	\$ 253.8	\$ 137.3	\$ 19.8	\$ 0.0	\$ 410.9
Two Kanaloa Class Con-Ro Vessels	111.2	179.7	168.2	57.5	516.6
Total New Vessel Payments	\$ 365.0	\$ 317.0	\$ 188.0	\$ 57.5	\$ 927.5

FY 2018 Outlook Items

Operating income:	
Ocean Transportation	Modestly higher than \$126.4 million ⁽¹⁾ achieved in FY 2017
Logistics	Approximately \$30 million
Depreciation and Amortization	Approximately \$132 million, including \$36 million in dry-dock amortization
EBITDA	Modestly higher than the FY 2017 level of \$296.0 million
Other Income/(Expense)	Approximately \$2.5 million
Interest Expense	Approximately \$19 million
GAAP Effective Tax Rate	Approximately 26% for 4Q18

(1) Reflects the \$128.8 million in Ocean Transportation Operating Income as reported in the 2017 Form 10-K filed on February 23, 2018 less the retrospective reclassification adjustment indicated on slide 19 and referenced in footnote 2 of the Form 10-Q filed on May 2, 2018.



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Addendum

Addendum – Operating Income Reconciliation

OPERATING INCOME RECONCILIATION

	Three Months Ended				Year Ended
	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	December 31, 2017
Ocean Transportation (in millions)					
Operating income as previously reported	\$ 14.5	\$ 39.0	\$ 54.6	\$ 20.7	\$ 128.8
Reclassification of net periodic benefit costs (1)	0.8	1.0	(3.6)	(0.6)	(2.4)
Operating income as reclassified	\$ 15.3	\$ 40.0	\$ 51.0	\$ 20.1	\$ 126.4

	Three Months Ended				Year Ended
	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	December 31, 2017
Logistics (in millions)					
Operating income as previously reported	\$ 1.9	\$ 6.9	\$ 7.2	\$ 4.6	\$ 20.6
Reclassification of net periodic benefit costs (1)	—	0.1	0.1	0.1	0.3
Operating income as reclassified	\$ 1.9	\$ 7.0	\$ 7.3	\$ 4.7	\$ 20.9

- (1) The Company adopted *Compensation – Retirement Benefits (Topic 715), Improving the Presentation of Net Periodic Pension Cost and Benefit Cost* (“ASU 2017-07”), during the quarter ended March 31, 2018. ASU 2017-07 requires employers that sponsor defined benefit pension and post-retirement plans to present the service cost component of net benefit cost in the same income statement line item as other employee compensation costs arising from services rendered, and that only the service cost component will be eligible for capitalization. The other components of the net periodic benefit cost must be presented separately from the line item that includes the service cost component and outside of the income from operations subtotal. The Company recorded a retrospective reclassification to Ocean Transportation operating income, Logistics operating income, and to other income (expense) to conform prior year amounts to the current period presentation. There was no change to income before income taxes for all periods presented.

Addendum – 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”), and Net Debt/EBITDA.

NET DEBT RECONCILIATION

(In millions)	September 30, 2018
Total Debt	\$ 908.1
Less: Cash and cash equivalents	(12.1)
Net Debt	\$ 896.0

EBITDA RECONCILIATION

(In millions)	Three Months Ended			Last Twelve Months
	2018	September 30, 2017	Change	
Net Income	\$ 41.6	\$ 34.1	\$ 7.5	\$ 255.3
Add: Income taxes	13.3	21.5	(8.2)	(114.6)
Add: Interest expense	4.4	6.2	(1.8)	19.8
Add: Depreciation and amortization	23.0	24.3	(1.3)	96.9
Add: Dry-dock amortization	9.2	10.1	(0.9)	38.0
EBITDA (2)	\$ 91.5	\$ 96.2	\$ (4.7)	\$ 295.4

(In millions)	Nine Months Ended		
	2018	September 30, 2017	Change
Net Income	\$ 88.4	\$ 65.1	\$ 23.3
Add: Income taxes	32.4	40.2	(7.8)
Add: Interest expense	14.4	18.8	(4.4)
Add: Depreciation and amortization	70.2	73.7	(3.5)
Add: Dry-dock amortization	27.5	35.7	(8.2)
EBITDA (2)	\$ 232.9	\$ 233.5	\$ (0.6)

(2) EBITDA is defined as the sum of net income plus income taxes, interest expense and 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.