

Matson

Connecting the Pacific:- *An Ocean of Opportunity*

Presentation to Association of Pacific Islands Legislatures
32nd General Assembly Conference
Honolulu, Hawai'i
26th June 2013



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Matson South Pacific

Matson Through the Ages



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1900s Years of Expansion

- 1901, Matson purchases first steamship, *Enterprise*
- Fleet grows to include freighters, passenger ships and sailing ships.
- Built Royal Hawaiian Hotel, one of the world's finest

1930s Passenger Era

- "White ships" era
- World-famous luxury liners make Hawaii a world-class destination

1940s World War II

- Entire Matson organization – personnel, ships, facilities, commandeered by U.S. government, full-scale war status
- Four passenger liners and 35 freighters to U.S. Maritime Commission; passenger ships converted to troop transport vessels
- Matson designated government agent/operator of 172 vessels, including its own 39 ships
- 11 Matson ships lost during the war

1950s-1970s Containerization

- 1956, Matson establishes research department
- 1958, first ship in the Pacific to carry containers on deck
- 1960, world's first all container ship, first A-frame gantry crane, container handling equipment, container freight system
- 1970, *Hawaiian Enterprise*, *Hawaiian Progress* largest, most powerful ships under U.S. flag

Currently The Modern Fleet

- 1980, launch *Maui & Kauai*
- 1992, launch first diesel powered ship, *R.J. Pfeiffer*
- 1996, bought six APL ships
- 1996, start Guam Service
- 2003-2006, launch four new ships
- 2006, start China Service
- 2012, establish Matson South Pacific

Matson.

Matson's Passenger and Hotel Era



Matson.

Matson's Passenger and Hotel Era



Matson.

Matson's Passenger and Hotel Era



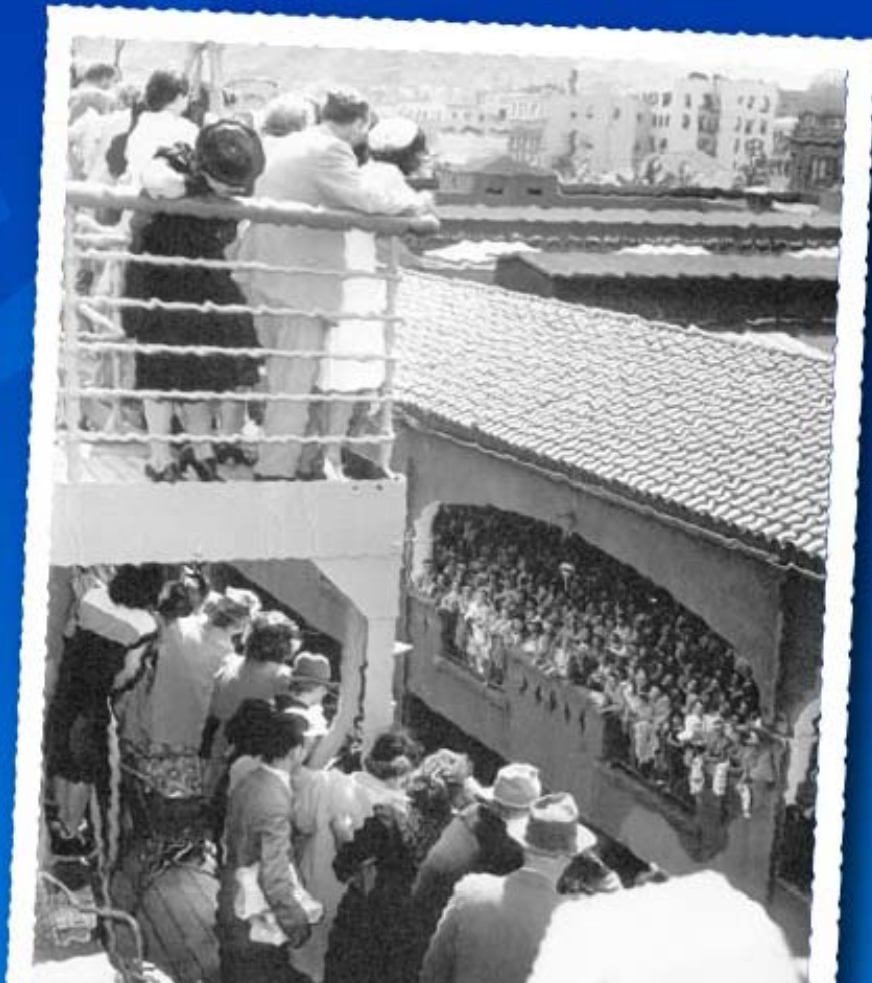
Matson.

Matson's Passenger and Hotel Era



Matson.

Matson's Passenger and Hotel Era



Matson.

Matson's Passenger and Hotel Era



Matson®

Matson's Passenger and Hotel Era



Matson Today

Honolulu, Hawaii – Corporate Headquarters

Mainland Offices

Oakland – Central Mainland Office

Phoenix – Customer Support

- Kansas City
- Atlanta
- Oakland (Sales Operations)
- Chicago
- Portland
- Long Beach (Sales Operations)
- Detroit
- Seattle
- Salt Lake City

Pacific Offices

Guam

China:

Auckland, NZ

- Ningbo
- Xiamen
- Shanghai
- Hong Kong

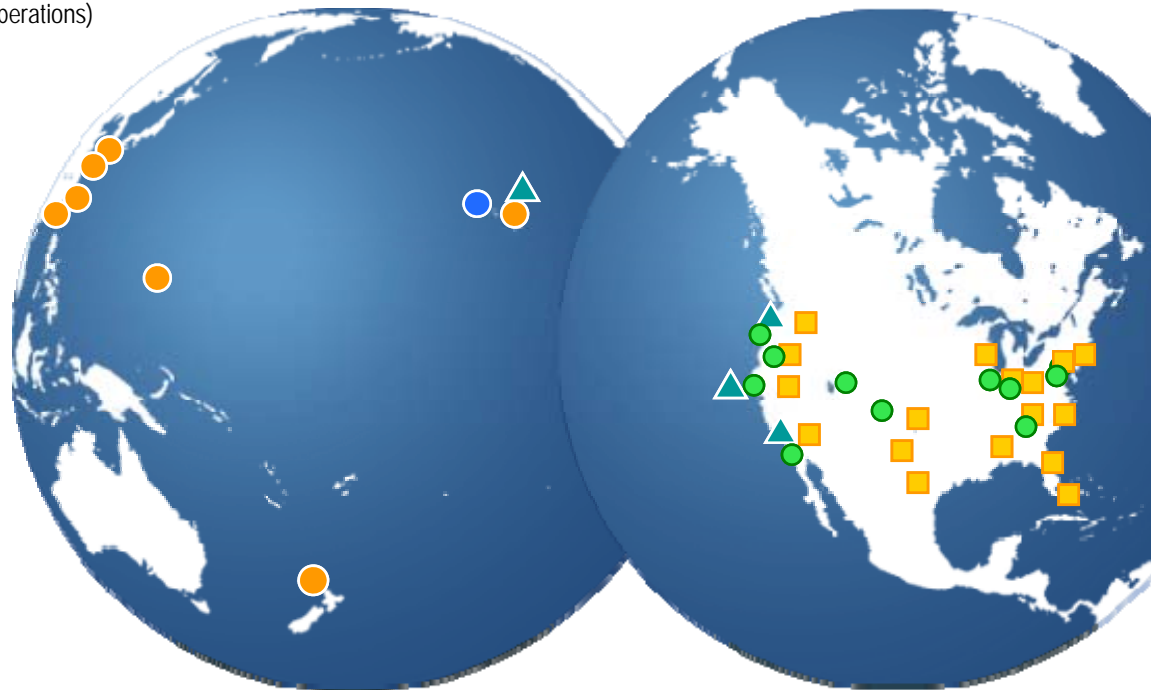
Terminal Locations

Long Beach, Oakland, Honolulu & Seattle

Matson Logistics Offices

Concord – Headquarters

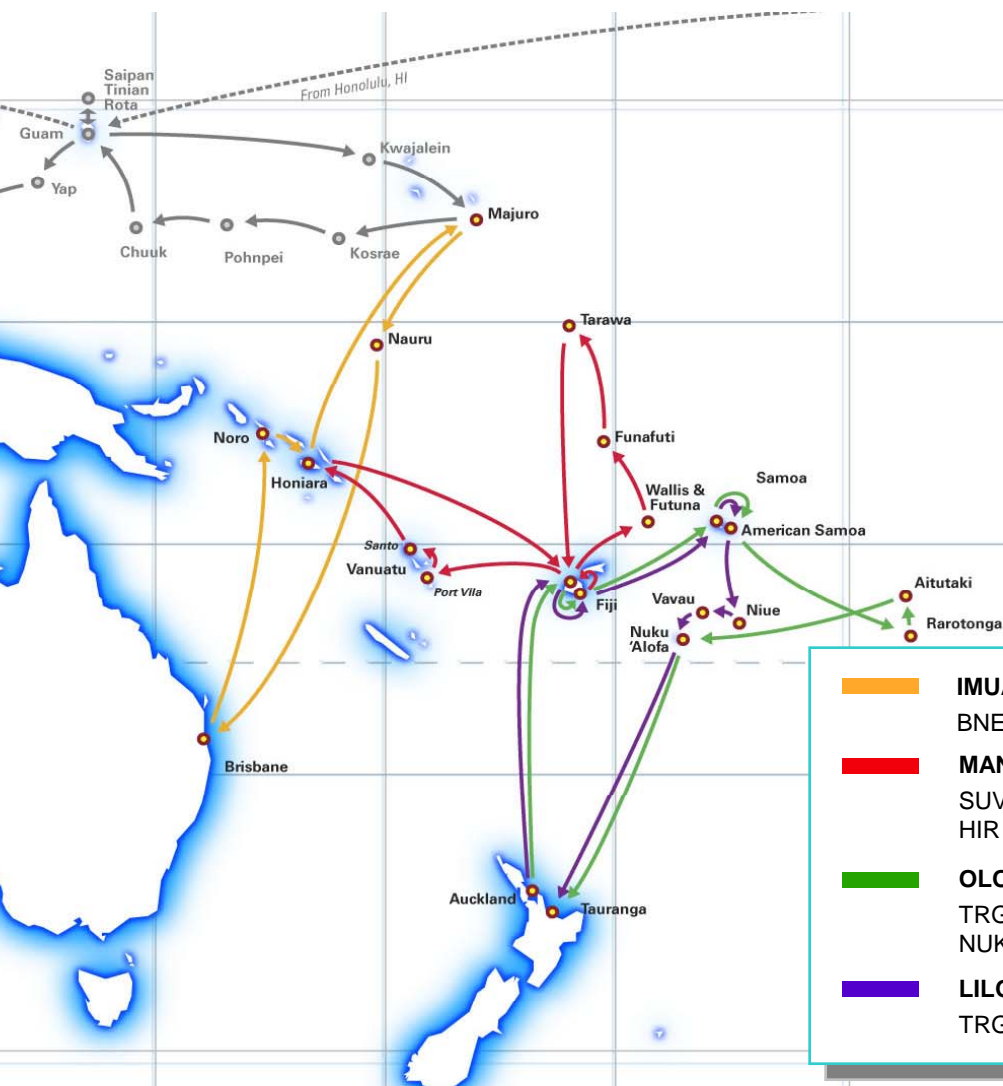
- Seattle
- Indianapolis
- Miami
- Portland
- Chicago
- Jacksonville
- Long Beach
- Columbus
- Philadelphia
- Kansas City
- West Bend
- Metro NY/NJ
- Oklahoma City
- Birmingham
- Akron
- Dallas
- Atlanta



Matson Today: Connecting the North Pacific



Connecting the North and South Pacific in Ocean of Opportunity



Matson South Pacific Routing Service Details

—	IMUA	Australia-Solomons-Nauru-Majuro	28 days
		BNE – HIR – NOR – MAJ – NAU – BNE	
—	MANA	North & West of Fiji	28 days
		SUV – LTK – WLS – FUT – FUN – TAR – SUV – VIL – SAN – HIR – SUV	
—	OLOMANA	Fiji and Polynesia w/Cooks	28 days
		TRG – AKL – LTK – SUV – APW – PPG – RAR – AIT – NUK – TRG	
—	LILOA	Fiji and Polynesia w/Niue & Vavau	28 days
		TRG – AKL – LTK – SUV – APW – PPG – NIU – VAV – NUK – TRG	

The Pacific we serve- Diverse, Unique, Challenging

- 20 ports across 15 countries
- Geo-political
- Size
- Port operations
- Stable shipping is critical



the Pacific we serve- linking markets and facilitating
trade routes

Open up global markets

Enter island trade

Economic development

Social development

Stakeholder partnership



Matson

Mahalo

