# First Quarter Financial Results for Fiscal Year Ending March 2021, and Forecast for Entire Fiscal Year

August 5<sup>th</sup> 2020





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(Attachment) Ocean Network Express
Financial Results for FY2020 1st Quarter

#### 1. Overview of the 1st Quarter Results for FY Ending March 2021



Revenues

Revenue decreased mainly as a result of decreased transport volume and a sluggish market in the shipping business due to the effects of COVID-19.

Recurring Profit/Loss

While profit decreased in Bulk Shipping due to the decreased transport volume and the sluggish market, significant improvements in Global Logistics (Air Cargo/Liner/Logistics) exceeded the decline and profit increased by ¥10.1 billion vs. same period last year.

Extraordinary Profit/Loss

Reported impairment losses mainly for dry bulk carriers.

Review of Q1 under the impact of COVID-19 (Recurring profit/loss, vs. the same period last year)

Liner :Profits increased.

<ONE> Despite decreased liftings, high utilization maintained due to ONE's flexible tonnage adjustments and extra void sailings through alliances. Short-term freight rates were also stable.

Air Cargo :Profits increased significantly.

Freight levels rose significantly due to reduced international passenger flights,

and jet fuel prices remained low and emergency transport demand was also captured.

Logistics :Profits increased.

Both ocean and air freight forwarding volume decreased.

Freight levels rose significantly, and margin improved due to tight supply-demand balance

of air cargo market.

Cargo movement in contract logistics slowed down.

Bulk Shipping :Profits decreased.

Despite robust energy transport, shipping volume in car transport decreased significantly.

Dry bulk was impacted by the slow market.

#### **Summary of 1st Quarter Results**





				FY Ending Mar. 2021	Year-				
(Billions of yen)	Q1	Q2	H1	Q3	Q4	H2	Full-Year	Q1	on-year
Revenue	406.4	418.3	824.7	428.5	415.0	843.5	1,668.3	361.1	-45.2
Operating Profit	5.4	10.3	15.8	16.6	6.2	22.8	38.6	8.9	3.4
Recurring Profit	6.4	9.6	16.0	22.4	6.0	28.4	44.4	16.5	10.1
Net Income Attributable to Owners of the Parent Company	9.1	1.9	11.1	7.6	12.3	20.0	31.1	11.6	2.5
Exchange Rate	¥110.73	¥107.63	¥109.18	¥108.79	¥109.35	¥109.07	¥109.13	¥107.74	¥-2.99
Bunker Oil Prices	\$438.21	\$435.09	\$436.54	\$427.33	\$520.84	\$474.09	\$454.97	\$452.83	\$14.62

#### **Q1** Comparison by Industrial SEGs

#### Q1 Result



	Industrial Segment			FY E		FY Ending Mar. 2021	Year- on-year			
	(Billions of yen)	Q1	Q2	H1	Q3	Q4	H2	Full-year	Q1	on-year
	Liner	51.9	51.6	103.6	51.1	47.4	98.6	202.2	39.1	-12.7
	Lillei	1.9	7.7	9.7	3.6	0.0	3.7	13.4	6.7	4.7
Global	Air Cargo	17.7	18.6	36.3	20.3	18.5	38.8	75.1	28.8	11.1
<u>al</u> L	All Cargo	-4.4	-4.7	-9.1	-4.3	-2.0	-6.4	-15.5	9.3	13.8
.ogi:	Logistics	117.7	120.4	238.2	121.9	116.1	238.1	476.3	112.9	-4.8
Logistics	Logistics	-0.0	2.3	2.3	1.9	0.4	2.3	4.7	2.7	2.7
O I	(Total)	187.4	190.7	378.1	193.4	182.0	375.5	753.7	181.0	-6.4
	(Total)	-2.5	5.4	2.8	1.3	-1.6	-0.2	2.5	18.8	21.4
Bulk Shipping	Bulk	195.1	205.1	400.3	210.7	208.7	419.4	819.8	164.8	-30.2
ping	Shipping	9.2	5.0	14.2	20.5	9.3	29.9	44.1	-1.1	-10.3
	Real Estate	1.8	1.7	3.6	1.8	1.8	3.7	7.3	1.7	-0.0
O <del>t</del>	Real Estate	0.7	0.5	1.3	0.6	0.5	1.2	2.5	0.7	-0.0
Others	Other	39.7	37.1	76.8	44.7	44.0	88.8	165.6	27.3	-12.3
	Other	0.7	0.2	1.0	1.4	-0.7	0.7	1.7	-0.4	-1.2
	Elimination/	-17.7	-16.5	-34.2	-22.2	-21.6	-43.9	-78.2	-13.8	3.9
	Unallocation	-1.7	-1.6	-3.4	-1.6	-1.5	-3.1	-6.6	-1.3	0.3
	Consolidated	406.4	418.3	824.7	428.5	415.0	843.6	1,668.3	361.1	-45.2
	Consolidated	6.4	9.6	16.0	22.4	6.0	28.4	44.4	16.5	10.1

<sup>\* (</sup>Upper) Revenue (Lower) Recurring Profit

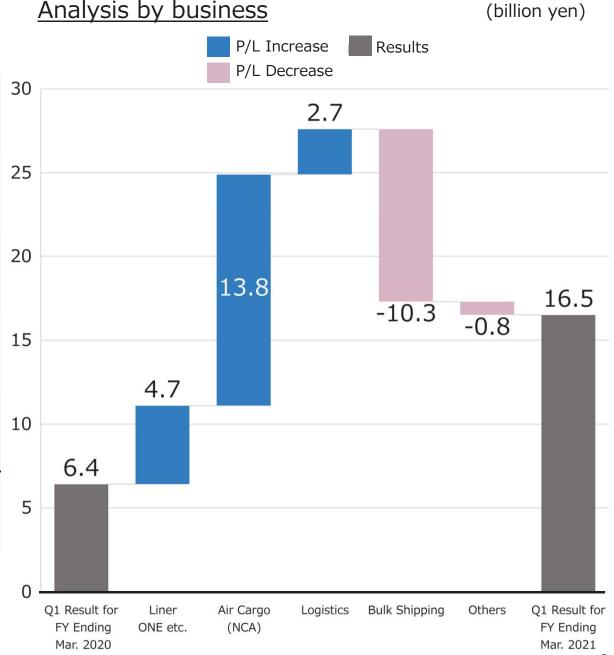
## **Analysis of Change in Recurring Profit**





between FY Ending					Mar.	2021
Analysis by factor	(billion	ven)	А	nalysis by	/ busir	ness

<u> </u>	<u> </u>	(* * 7 * )
Yen Appreciation	-0.2	¥107.74/\$ Appreciated by ¥2.99
Higher Bunker Oil Prices	-0.1	\$452.83/MT, Increased by \$14.62
Market Effects, etc.	-5.9	Liner (incl. ONE) +4.6 Bulk Shipping -10.5
Foreign Exchange Profit/Loss	0.5	
Others	15.8	* Air Cargo (NCA) + 13.8
Total	10.1	



#### 2. Forecast for FY Ending March 2021

#### **Forecast**



- Assumptions of the forecast
  - Based on the Q1 results of each segment, the forecast took into account each country's measures to contain
    the pandemic, economic policy trends and all possible elements in line with the attributes of each business
    that could be considered.
  - The economic activity levels assumed moderate recovery going forward.
- Recurring profit/loss: Upward revision / ¥20.0 billion for full year (+0 in previous forecast)
- ▶ Net income/loss: Profits forecasted / ¥13.5 billion ("To be determined" in previous forecast)
- ➤ Dividend forecast: Unchanged from previous forecast: ¥20/share for the year
- Responses to COVID-19
  - Thoroughly ensuring the safety of the employees Reinforcing the remote work system and shifting to a work system which prioritizes safety Reinforcing infection prevention measures on all sites including operating vessels
  - > Executing the borrowing of long-term funds and cost reductions and thoroughly securing free cash flows
  - > Thoroughly securing safe operations and maintaining operations including measures for crew changes

#### The impact of COVID-19 on crew changes and the forecast

- Countries have restricted the landing of foreign nationals to prevent the spread of the pandemic resulting in difficulties in crew changes.
- NYK has prioritized the health and safety of the crew, although additional costs arise for crew changes.
- These expenses are reflected in the current full-year forecast

#### 2. Forecast for FY Ending March 2021





<Trends of recurring profit/loss Full year: vs. previous forecast>

Liner Upward revision

While based on the results of Q1, the forecast from Q2 remain uncertain.

In the peak season, the recovery in liftings in the main routes will be

considered to a certain extent.

Air Cargo Upward revision

With the gradual return of international passenger flights, the tight

supply-demand balance is expected to ease. Certain recovery in cargo movement is expected from the current levels until the demand season.

Logistics
Upward revision

Improvement in profit/loss in Q1 results is contributing.

Contract logistics is on a recovery trend.

Whether ocean and air freight forwarding volume will recover is still uncertain.

> Bulk Shipping Remains unchanged from previous forecast

Car transport is expected to gradually improve from Q2, as previously

forecasted.

Market assumptions for dry bulk is partially revised based on Q1 results.

(The yearly average for larger vessels is revised upward, while that for

medium and smaller vessels is revised downward.)

Energy transport with mainly long-term contracts is expected to be stable.

#### **Summary of Forecast for FY Ending Mar. 2021** Forecast





	F	Y Ending	Mar. 202	20 (Resul	t)	FY Enc	ling Mar.	2021 (For	ecast)		
	Н	1	Н	12	Full-	н	1		Full-	Year-	Cange from Prev.
	Q1	Q2	Q3	Q4	year	Q1 (Result)	Q2	H2	year	on-year	Forecast
Dovenue	82	4.7	84	3.5	1 669 3	706	5.0	744.0	1 450.0	210.2	20.0
Revenue	406.4	4     418.3     428.5     415.0     361.1     344.8		744.0	1,450.0	-218.3	20.0				
On aunting Dunfit	15	15.8		22.8		0.0		10.0		25.6	0.0
Operating Profit	5.4	10.3	16.6	6.2	38.6	8.9	-8.9	13.0	13.0	-25.6	8.0
Documing Profit	16	16.0 28.4			44.4	12.0		8.0	20.0	-24.4	20.0
Recurring Profit	6.4	9.6	22.4	6.0	44.4	16.5	-4.6	8.0	20.0	-24.4	20.0
Net Income Attributable to	11	1.1	20	20.0		9.5		4.0	12.5		
Owners of the Parent Company	9.1	1.9	7.6	12.3	31.1	11.6	-2.2	4.0	13.5	-17.6	-
Exchange Rate	¥110.73	¥107.63	¥108.79	¥109.35	¥109.13	¥107.74	¥105.00	¥105.00	¥105.69	¥-3.44	¥0.69
Bunker Oil Prices (All Grades)	\$438.21	\$435.09	\$427.33	\$520.84	\$454.97	\$452.83	-	-	\$406.96	-\$48.01	-
Bunker Oil Prices (HSFO)	-	-	-	-	-	-	\$230.00	\$300.00	-	-	-
Bunker Oil Prices (VLSFO)	-	-	-	_	-	-	\$330.00	\$425.00	-	-	-

Sensitivity to recurring profit (Full Year)

Exchange rate: Approx. JPY0.18 billion increase per ¥1/\$ depreciation

Bunker oil prices: Approx. JPY0.31 billion increase per \$10/MT decrease

### Forecast by Industrial SEGs for FY Ending Mar. 2021 Forecast





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	Industrial Segment		FY Ending	Mar. 2020	(Result)		Ī	FY	Year-on-				
	(Billions of yen)	Q1	Q2	H1	H2	Full-year		Q1 (Result)	Q2	H1	H2	Full-year	year
		51.9	51.6	103.6	98.6	202.2		39.1	38.8	78.0	83.5	161.5	-40.7
	Liner	1.9	7.7	9.7	3.7	13.4		6.7	1.3	8.0	-6.5	1.5	-11.9
<u> </u>	4: 6	17.7	18.6	36.3	38.8	75.1		28.8	25.1	54.0	53.0	107.0	31.9
Global Logistics	Air Cargo	-4.4	-4.7	-9.1	-6.4	-15.5		9.3	0.6	10.0	3.5	13.5	29.0
Logis	Logistics	117.7	120.4	238.2	238.1	476.3		112.9	109.5	222.5	221.5	444.0	-32.3
tics	Logistics	-0.0	2.3	2.3	2.3	4.7		2.7	-1.8	1.0	0.0	1.0	-3.7
	(Total)	187.4	190.7	378.1	375.5	753.7		181.0	173.4	354.5	358.0	712.5	-41.2
	(Total)	-2.5	5.4	2.8	-0.2	2.5		18.8	0.1	19.0	-3.0	16.0	13.5
Bulk Shipping	Bulk	195.1	205.1	400.3	419.4	819.8		164.8	154.1	319.0	345.0	664.0	-155.8
ping	Shipping	9.2	5.0	14.2	29.9	44.1		-1.1	-2.8	-4.0	12.0	8.0	-36.1
	Real Estate	1.8	1.7	3.6	3.7	7.3		1.7	2.3	4.0	4.0	8.0	0.7
<u>0</u>	Real Estate	0.7	0.5	1.3	1.2	2.5		0.7	0.8	1.5	1.0	2.5	0.0
Others	Other	39.7	37.1	76.8	88.8	165.6		27.3	31.1	58.5	69.0	127.5	-38.1
	Other	0.7	0.2	1.0	0.7	1.7		-0.4	-1.6	-2.0	0.0	-2.0	-3.7
	Elimination/	-17.7	-16.5	-34.2	-43.9	-78.2		-13.8	-16.1	-30.0	-32.0	-62.0	16.2
	Unallocation	-1.7	-1.6	-3.4	-3.1	-6.6		-1.3	-1.1	-2.5	-2.0	-4.5	2.1
	Consolidated	406.4	418.3	824.7	843.6	1,668.3		361.1	344.8	706.0	744.0	1,450.0	-218.3
	Consolidated	6.4	9.6	16.0	28.4	44.4		16.5	-4.6	12.0	8.0	20.0	-24.4

<sup>\* (</sup>Upper) Revenue (Lower) Recurring Profit

#### Forecast by Industrial SEGs for FY Ending Mar. 2021





	Industrial Segment	Previous Forecast	R	evised Foreca	ıst	Change Full- Year
	(Billions of yen)	Full-year	H1	H2	Full-year	Full-year
	Liner	-	78.0	83.5	161.5	-
	Linei	-10.5	8.0	-6.5	1.5	12.0
Glo	Air Cargo	-	54.0	53.0	107.0	-
Global Logistics	Air Cargo	12.0	10.0	3.5	13.5	1.5
_ogis	Logistics	-	222.5	221.5	444.0	-
tics	Logistics	-2.5	1.0	0.0	1.0	3.5
	(Total)	-	354.5	358.0	712.5	-
	(Total)	-1.0	19.0	-3.0	16.0	17.0
Bulk Shipping	Bulk	-	319.0	345.0	664.0	-
ng	Shipping	7.5	-4.0	12.0	8.0	0.5
	Doel Fatata	-	4.0	4.0	8.0	-
Ott	Real Estate	2.5	1.5	1.0	2.5	0.0
Others	Other	-	58.5	69.0	127.5	-
	Other	-2.0	-2.0	0.0	-2.0	0.0
	Elimination/	-	-30.0	-32.0	-62.0	-
	Unallocation	-7.0	-2.5	-2.0	-4.5	2.5
	Concelidated	-	706.0	744.0	1,450.0	-
	Consolidated	0.0	12.0	8.0	20.0	20.0

<sup>\* (</sup>Upper) Revenue (Lower) Recurring Profit

## Appendix



#### **Segment Overview**





#### Liner

- Container: <ONE>: Cargo movement in Q1 declined by more than 10% vs. the same period last year.
   Utilization was maintained through flexible and expeditious tonnage adjustments in line with changes in cargo movement.
  - Cargo movement from Q2 is expected to moderately recover in the major routes but continue to decline in certain routes.
  - Based on the trends of the pandemic in the major demand areas, adjustments of short-term freight rates are also expected from the second half.
- Terminal: Increase from previous forecast
- (\*) As the timing of the transfer of the Overseas Terminal Business to ONE is yet undetermined, the forecast for the current year assumes that the parent companies will continue to hold the business.

#### Air Cargo

(p.15)

- In Q1, freight spiked due to the tightened supply-demand balance resulting from the decreased supply exceeding the decreased demand.
- From Q2, while requiring time, international passenger flights are expected to gradually recover.
- Cargo movement is expected to recover by peak season
  (Cargo from Japan to North America, which was severely impacted, will also gradually recover.)
- Trends of jet fuel prices will be closely watched.

#### Logistics

(p.16)

- In Q1, both ocean and air freight forwarding volume decreased by about 20% vs. the same period last year.
- Q1 profit/loss was underpinned by the strong margin of the air freight forwarding business.
- Freight forwarding volume from Q2 is still uncertain.
- Improvement of regional business portfolio and organization and the enhancement of business efficiency will be promoted.

#### **Segment Overview**





#### **Bulk Shipping**

#### Dry Bulk

(p.17)

- <Market assumptions: Yearly average (vs. previous forecast)>
   Larger vessels: Upward revision based on the recovery trend from latter part of Q1
   Medium and smaller vessels: Downward revision due to slow movement of minor bulk cargo
- Preparation for volatile market by fixing profit/loss with Forward Freight Agreements (FFA)
- Continued redelivery of high-cost vessels as part of medium-term management plan measures

#### Energy

(p.17)

<Market assumptions: Yearly average (vs. previous forecast)>
VLCC market is expected to improve and LPG carrier is almost in line

 Expected to proceed according to the previous forecast since the entire segment is mostly based on long-term contracts.

#### Car Carrier

(p.18)

- In Q1, shipping volume decreased by 35% vs. same period last year (under completion of voyage standards), and about 50% under completion of loading standards
- In Q2, shipping volume decreased by 50% vs. same period last year (under completion of voyage standards), and about 30% under completion of loading standards
- From Q2, a moderate recovery in shipping volume is expected but the degree will vary according to the routes and areas.

#### **Segment-Overview: Global Logistics**

#### Segment



#### **▶ 1.** Air Cargo Transportation (NCA)

	F	Y Ending	Mar. 202	20 (Resu	t)	FY End	ling Mar.	2021 (Fo	recast)	Change from Prev.
	1	Н	2	:H	Full-	1	н	2H	Full-	Forecast
	Q1	Q2	Q3	Q4	year	Q1	Q2		year	(Full-year)
Revenue	36	5.3	38	3.8	75.1	54	54.0		107.0	_
(Billions of yen)	17.7	18.6	20.3	18.5	/311	28.8	25.1	53.0	10710	
Recurring Profit	-9	0.1	-6	5.4	-15.5	10	10.0		13.5	1.5
(Billions of yen)	-4.4	-4.7	-4.3	-2.1	15.5	9.3	0.6	3.5	13.3	1.5
Chargeable Weight	19	90	19	97	386	23	31	233	464	
(1,000 tons)	93	96	99	98	360	118	113	233	404	_
Volume (RTK)	1,0	)62	1,0	1,098		1,3	312	1 227	2,638	
(mil.ton kilo)	529	533	560	538	2,161	649	662	1,327	2,036	_
Capacity (ATK)	1,7	790	1,7	714	2 502	2,042		)42		
(mil.ton kilo)	894	896	894	820	3,503	1,017	1,025	2,001	4,043	_
YIELD	8	4	8	<b>35</b>	85	10	09	93	101	
FY3/09 Q1=100	88	81	85	85	85	121	96	93	101	_
MOPS	\$	78	\$68		\$73	\$38		\$58	\$48	_
US\$ per bbl	\$80	\$77	\$76	\$59	1 ' -	\$30	\$45	1	<b>9-70</b>	

#### **Segment-Overview: Global Logistics**





#### **2.** Logistics

		FY Ending Mar. 2018	FY	Ending	Mar. 20	20 (Res	ult)	FY En	ecast)	Change		
		(Result)	Н	1	Н	12	Full-	H	1		Full-	from Prev. Forecast
		Full- year	Q1	Q2	Q3	Q4	year	Q1 (Result)	Q2	H2	year	(Full- year)
	TEU		39	95	36	59	764	320		252	672	
Ocean	(1,000TEUs)		764	154	166	352	672	-				
Export	Year-on-	5%	-6	%	-8	%	-6%	-19%		-5%	-12%	_
	Year	370	-6%	-6%	-4%	-9%	-0%	-19%	-18%	-5%	-12%	-
	Weight	200	16	59	16	58	227	135		150	204	
Air	(1,000 tons)	380	83	86	89	79	337	64	71	159	294	-
Export	Year-on-	1%	-11	L%	-10	0%	_110%	-20%		-5%	-13%	_
	Year	170	-11%	-11%	-12%	-9%	-11%	-23%	-17%	-J 70	-13 70	<b>%</b> -

#### **Segment-Overview: Bulk Shipping Business**





#### **▶** 3. Bulk Shipping – 1) Market trend and forecast

			FY Endin	g Mar. 2020	(Result)		FY Eı	Prev. Forecast			
		Q1	Q2	Q3	Q4	Full-year	Q1 (Result)	Q2	H2	Full-year	Full-year
п	BDI	994	2,035	1,542	572	1,286	766	1,525	1,173	1,159	1,103
Dry B	Cape (5TC)	11,363	29,423	21,932	4,503	16,805	9,598	22,000	14,500	15,150	13,500
Bulk Carriers	Panamax (Pac)	8,602	13,296	10,124	5,396	9,354	7,108	12,250	10,875	10,277	9,375
rriers	Handymax (Pac)	7,593	10,481	9,507	4,949	8,133	5,732	9,000	8,500	7,933	8,875
	Handy (Pac)	6,254	7,236	7,299	4,728	6,379	5,131	8,000	7,500	7,033	7,750
Tankers	VLCC	12,565	26,456	91,476	73,109	50,922	90,916	25,000	28,750	43,354	40,000
ærs	VLGC	50,691	53,795	66,010	50,699	55,299	33,007	20,000	25,000	25,752	26,250

#### **Segment-Overview: Bulk Shipping Business**





#### **▶** 3. Bulk Shipping – 2) Car Carrier

	FY I	Ending N	Mar. 202	20 (Resi	ult)	FY	Ending (Fore	021								
	H	l1	Н	12	Full-		H1		H1		H1		H1		Full-	Year-on- year
	Q1	Q2	Q3	Q4	year	Q1 (Result)	Q2	H2	year							
All Trade	1(	62	1!	55	317	9	93		93		234	_				
(10,000 Cars)	79	83	75	79	31/	52	42	141	234	_						
Year-on-	ear-on3% -10%		0%	-7%	-42	-42%		-26%	_							
year	-9%	3%	-12%	-8%			-50%	-9%	-2070	_						

Calculated on voyage-completion basis



Financial Results for FY2020 1st Quarter JULY 31, 2020

## Index



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   FY2020 Action Plan, Full-year forecasts p.5
- 4. Reference (Fleet Structure, Service Structure)p.6

### 1. FY2020 1st Quarter Results



#### Outline

Liftings largely decreased due to COVID-19 impact. On the other hand, contributed by relatively stable short-term market, cost reduction by flexible fleet size adjustment and extra void sailings, and preceding effect of sharp bunker price drop before being followed by decrease in Bunker Surcharge, achieved profit of US\$167 million.

#### ■ FY2020 1<sup>st</sup> Quarter Results

(UNIT : Million US\$)

	FY2019
	1Q
	Results
Revenue	2,875
Profit/Loss	5

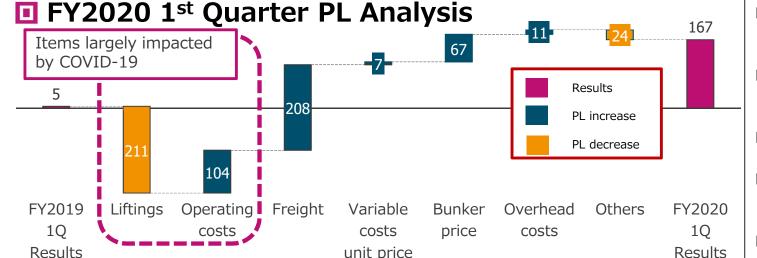
FY2020
1Q
Results
2,736
167

1Q				
Change	Change			
	(%)			
-139	-4.8%			
162	3173%			

Bunker Price (US\$/MT)	\$432		
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	\$348

-\$84	-20%



- 1Q/FY2020 other results
- EBITDA : US\$488million
- ☐ EBIT : US\$242million
- Bunker Consumption: 877K MT
- Liftings : 2,673K TEU
- Liftings : Reduction by COVID-19 impact
- Operating costs: Reduction from extra void sailings and flexible adjustment of fleet size
- Freight: Improved due to steady short-term market (including OBS effect)
- ☐ Variable costs unit price: Almost as same level as last year.
- Bunker Price: Decreased unit price
- Overhead costs: Decrease mainly on agency costs and IT system costs
- Others: FX rate factor, etc.

## 2. Liftings, Utilization Rates, Freight Index in major trades



(Unit: 1,000TEU)

			FY2019					
Liftings / Utilization by Trades		1Q	2Q	1H	3Q	4Q	2H	Full Year
		Results						
Asia - North America	Lifting	669	773	1,442	665	585	1,250	2,692
Eastbound	Utilization	86%	94%	90%	93%	92%	93%	91%
Asia - Europe	Lifting	460	488	947	440	443	882	1,830
Westbound	Utilization	87%	95%	91%	92%	100%	96%	93%

FY2020
1Q
Results
610
96%
347
96%

Asia - North America	Lifting	350	310	660	320	331	650	1,310
Westbound	Utilization	47%	37%	42%	42%	49%	45%	44%
Asia - Europe	Lifting	323	328	651	362	325	687	1,339
Eastbound	Utilization	64%	64%	64%	72%	67%	69%	67%

327	
51%	
290	
75%	

(Unit: 100 = average freight rates as of FY2018 1Q)

				FY2019			
Freight Index by Trades	1Q Results	2Q Results	1H Results	3Q Results	4Q Results	2H Results	Full Year Results
Asia - North America Eastbound	103	105	104	104	110	107	105
Asia - Europe Westbound	100	101	100	98	111	105	102

FY2020
1Q
Results
110
106

> Liftings, Utilization Rates: Liftings reduced by COVID-19 impact.

High utilization rates maintained by extra void sailings in correspondence

with cargo demand.

Freight Index : Steady short-term market trend.

## 3. COVID-19 impact & countermeasures, FY2020 Action Plans, Full-year forecasts



#### COVID-19 impact & countermeasures

Impact on cargo demand

Decrease of cargo caused by global demand shrink was approximately 20% or slightly less in 1<sup>st</sup> Quarter over the same period last year, but demand is gradually coming back towards 2<sup>nd</sup> Quarter and currently it is at the level of approximately 10% less compared to last year. However, seeing the still spreading infection worldwide, future cargo demand is still uncertain, and we will closely monitor the situation.

Crisis Management

Crisis Management Committee headed by CEO as the core decision making body, and with utmost priority on safety of employees' and ships crews', endeavoring continuity of stable liner containership service, which is essential social infrastructure. Globally conducting BCP, making use of digital technology.

Cost saving initiatives

Conducting flexible vessel deployment in accordance with cargo demand and flexibly adjusting fleet size to reduce operating cost as much as possible.

#### FY2020 Action Plans

Further enhancement of competitiveness and differentiation

#### **Customer service oriented**

- Hyundai Merchant Marine joined THE ALLIANCE. Providing more competitive and various products (Vessel deployment & service)
- Improvement of customer experience, through enhancement of touch point with customers (live-chat, ecommerce and so on)
- Online contents about our new digital service for customers' better quidance
- Hosting and participating at online events to keep close customer communication

#### **Operation excellency**

- Collaboration with terminal operators to improve operational efficiency, initiate cost saving activities.
- Operational efficiency improvement such as stowage planning utilizing technology initiated by Kumamoto Engineering lab.
- Introducing AI-based empty stock and empty repositioning optimization.

#### **Quality of employee**

- With ONE Core Value, inspiring and motivating employees and promoting their deeper understanding about the company's vision.
- Providing more digitalized education programs.
- Leveraging the use of social media for further information sharing among the employees and managements
- ➤ Global CSR activities for local communities (⇒Link to CSR website)

#### FY2020 Full-year forecasts

COVID-19 pandemic is ongoing and uncertain situation continues. Forecasting FY2020 performance reasonably is still difficult and therefore FY2020 full-year forecasts are not yet fixed.

#### 4. Fleet Structure & Service Structure

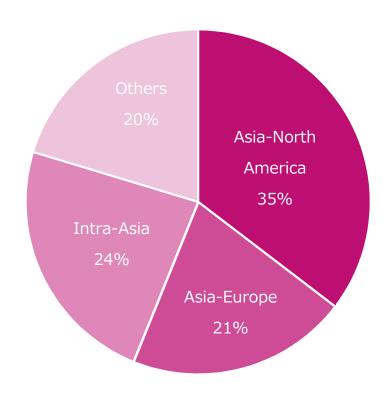


#### Fleet Structure

	Size		1) As of end Mar 2020	2)As of end June 2020	2)-1)
As of end of 1Q	>= 20,000 TEU	Capacity(TEU)	120,600	120,600	0
		Vessels	6	6	0
	10,500 - 20,000 TEU	Capacity(TEU)	349,000	396,600	47,600
		Vessels	25	29	4
	9,800 - 10,500 TEU	Capacity(TEU)	100,100	100,100	0
		Vessels	10	10	0
	7,800 - 9,800 TEU	Capacity(TEU)	356,811	374,326	17,515
		Vessels	40	42	2
	6,000 - 7,800 TEU	Capacity(TEU)	234,706	202,080	<b>▲</b> 32,626
		Vessels	36	31	<b>4</b> 5
	5,200 - 6,000 TEU	Capacity(TEU)	100,910	83,992	<b>▲</b> 16,918
		Vessels	18	15	<b>A</b> 3
	4,600 - 5,200 TEU	Capacity(TEU)	123,372	113,580	<b>▲</b> 9,792
		Vessels	25	23	<b>A</b> 2
	4,300 - 4,600 TEU	Capacity(TEU)	71,816	62,952	<b>▲</b> 8,864
		Vessels	16	14	<b>A</b> 2
	3,500 - 4,300 TEU	Capacity(TEU)	29,750	25,408	<b>▲</b> 4,342
		Vessels	7	6	<b>1</b>
	2,400 - 3,500 TEU	Capacity(TEU)	63,671	60,704	<b>▲</b> 2,967
		Vessels	24	23	<b>1</b>
	1,300 - 2,400 TEU	Capacity(TEU)	12,070	10,296	<b>▲</b> 1,774
		Vessels	7	6	<b>1</b>
	1,000 - 1,300 TEU	Capacity(TEU)	8,488	7,452	<b>▲</b> 1,036
		Vessels	8	7	<b>A</b> 1
	< 1,000 TEU	Capacity(TEU)	0	0	0
		Vessels	0	0	0
	Total	Capacity(TEU)	1,571,294	1,558,090	<b>▲</b> 13,204
		Vessels	222	212	▲ 10

#### Service Structure

(FY2020 1Q Structure of dominant and non-dominant space)





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