

# Financial Results for Q3 FY2022, and FY2022 Full-year Forecast

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February 3, 2023

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**(Attachment) Ocean Network Express  
Financial Results for FY2022 3<sup>rd</sup> Quarter**

### Q3 review (Cumulative/ Year-on-year comparison)

#### ► Revenues: JPY2,050.1 billion (up JPY374.2 billion)

- Bulk Shipping – Increased shipping volumes in the automotive transportation division and secured transportation contracts when the market was high mainly in the small and medium-sized dry bulk carrier segments (up JPY232.0 billion)
- Liner & Logistics (Liner Trade, Air Cargo Transportation, Logistics) - Higher freight rates (up JPY125.7 billion)

#### ► Recurring profit: JPY1,005.9 billion (up JPY307.6 billion)

- Liner Trade – Although spot freight rates fell and cargo volumes slowed in Q3, profit levels remained high on support from the strong markets through 1H (up JPY224.3 billion)
- Bulk Shipping – Succeeded in capturing transportation needs by flexibly responding to the changes in transportation demand in the automotive transportation division, and resourcefully secured transportation contracts when the market was high in the dry bulk division (up JPY80.5 billion)
- Increased profit due to exchange rate fluctuation (Q1-3 exchange rate: ¥ 135.70 | Same period last year: ¥ 110.97)

#### ► Net income: JPY920.3 billion (up JPY228.1 billion)

### By segment (Cumulative recurring profit/ Year-on-year comparison)

#### ► **Liner Trade: JPY728.8 billion (up JPY224.3 billion)**

##### Container shipping (Ocean Network Express)

- Demand slowed from the latter part of Q2 due to multiple factors including inflation and increased consumer goods inventories mainly in Europe and North America, and conversely, shipping capacity increased as port congestion improved at most ports
- Although spot freight rates fell further and cargo volumes slowed in Q3, average freight rates including 1H greatly improved YoY

##### Terminals

- Handling volumes decreased YoY at both domestic and overseas terminals
- In Q3, although the ancillary income from container demurrage decreased as the container backlog diminished at overseas terminals, the income accumulated during 1H contributed to the bottom line

#### ► **Air Cargo Transportation: JPY56.4 billion (Generally unchanged)**

- The demand for shifting some ocean cargo to air freight weakened, and the peak demand that typically occurs during Q3 did not materialize, resulting in lower handling volumes YoY
- Conversely, the bottom line was supported by the acquisition of semiconductor-related freight and long-term contracts

### By segment (Cumulative recurring profit/ Year-on-year comparison)

#### ► **Logistics: JPY50.2 billion (up JPY4.5 billion)**

- **Air freight:** Cargo volumes did not recover even during Q3, which is usually the peak demand season. As a result, along with the decrease in handling volumes, profit levels declined
- **Ocean freight:** Although handling volumes declined YoY, profit continued to remain solid through increased sales of ancillary services including customs clearance and reduction in purchase prices caused by the drop of short-term freight rates since summer
- **Contract logistics:** Results remained strong on support from the firm demand for consumer goods, and in Europe and North America, the service prices were revised in line with the soaring personnel and utility costs

#### ► **Bulk Shipping: JPY174.4 billion (up JPY80.5 billion)**

##### Automotive Transportation

- The impact of the semiconductor shortage and COVID-19 on automobile production volumes began to diminish from Q3, and combined with optimized vessel deployment and acquisition of alternate cargo, shipping volumes increased YoY

##### Dry Bulk

- Although the market levels for all vessel segments trended lower YoY from Q2, the transportation contracts for small and medium-sized bulk carriers that were concluded in Q1 when the market was high supported the bottom line through Q3, and the overall results were firm

##### Energy

- VLCC and VLGC markets improved significantly YoY on support from firm cargo volumes
- LNG carriers and offshore business remained steady on support from the medium and long-term contracts

# Summary of Q3 Results

Q3 Results



| (Billions of yen)   | FY2021   |          |          |          |          |           | FY2022   |          |          |          | Year-on-year |
|---|----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|--------------|
|   | Q1       | Q2       | Q3       | Q1-3     | Q4       | Full-Year | Q1       | Q2       | Q3       | Q1-3     |              |
| Revenue   | 504.6    | 546.7    | 624.5    | 1,675.9  | 604.8    | 2,280.7   | 673.0    | 692.8    | 684.3    | 2,050.1  | 374.2        |
| Operating Profit  | 53.0     | 64.9     | 80.0     | 197.9    | 70.9     | 268.9     | 89.1     | 74.1     | 86.0     | 249.4    | 51.4         |
| Recurring Profit  | 153.6    | 243.6    | 301.0    | 698.3    | 304.8    | 1,003.1   | 377.7    | 387.6    | 240.6    | 1,005.9  | 307.6        |
| Net Income<br><small>Attributable to Owners of the Parent Company</small> | 151.0    | 260.2    | 280.8    | 692.2    | 316.8    | 1,009.1   | 343.3    | 362.6    | 214.3    | 920.3    | 228.1        |
| Exchange Rate   | ¥109.80  | ¥109.99  | ¥113.12  | ¥110.97  | ¥115.34  | ¥112.06   | ¥126.49  | ¥136.64  | ¥143.98  | ¥135.70  | ¥24.73       |
| Bunker Oil Prices   | \$441.92 | \$515.24 | \$555.96 | \$504.05 | \$616.36 | \$531.19  | \$789.48 | \$887.41 | \$732.07 | \$801.46 | \$297.41     |

# Q3 Comparison by Segment

Q3 Results



| Industrial Segment<br>(Billions of yen) | FY2021         |       |       |       |         |           | FY2022  |       |       |         | Year-on-year |       |
|---|----------------|-------|-------|-------|---------|-----------|---------|-------|-------|---------|--------------|-------|
|   | Q1             | Q2    | Q3    | Q1-3  | Q4      | Full-Year | Q1      | Q2    | Q3    | Q1-3    |              |       |
| Liner & Logistics                       | Liner Trade    | 50.1  | 43.8  | 47.0  | 141.0   | 49.4      | 190.5   | 51.8  | 49.4  | 52.2    | 153.5        | 12.4  |
|   |                | 111.3 | 179.0 | 214.0 | 504.4   | 229.7     | 734.2   | 270.4 | 296.5 | 161.7   | 728.8        | 224.3 |
|   | Air Cargo      | 43.9  | 45.8  | 51.8  | 141.6   | 47.1      | 188.7   | 62.5  | 61.3  | 54.4    | 178.3        | 36.7  |
|   | Transportation | 15.3  | 17.7  | 23.3  | 56.4    | 17.6      | 74.0    | 24.6  | 19.4  | 12.3    | 56.4         | 0.0   |
|   | Logistics      | 176.8 | 200.5 | 235.9 | 613.3   | 234.1     | 847.4   | 239.8 | 234.6 | 215.4   | 689.9        | 76.5  |
| (Total)                                 |                | 11.5  | 16.8  | 17.2  | 45.6    | 13.0      | 58.7    | 19.3  | 17.8  | 13.0    | 50.2         | 4.5   |
|   |                | 270.9 | 290.1 | 334.9 | 896.0   | 330.7     | 1,226.7 | 354.1 | 345.4 | 322.1   | 1,021.7      | 125.7 |
| Bulk Shipping                           |                | 138.2 | 213.5 | 254.7 | 606.5   | 260.4     | 867.0   | 314.4 | 333.8 | 187.2   | 835.5        | 228.9 |
|   | Bulk Shipping  | 217.6 | 239.2 | 267.6 | 724.6   | 249.9     | 974.5   | 292.2 | 324.2 | 340.2   | 956.6        | 232.0 |
| Others                                  |                | 16.0  | 31.6  | 46.2  | 93.9    | 45.1      | 139.1   | 64.1  | 55.2  | 55.0    | 174.4        | 80.5  |
|   | Real Estate    | 1.5   | 0.8   | 0.8   | 3.3     | 0.8       | 4.2     | 0.8   | 0.8   | 0.8     | 2.5          | -0.7  |
| Other                                   |                | 0.7   | 0.4   | 0.4   | 1.6     | 0.4       | 2.1     | 0.4   | 0.3   | 0.4     | 1.2          | -0.4  |
|   |                | 33.9  | 37.8  | 46.5  | 118.2   | 52.1      | 170.4   | 63.1  | 62.0  | 59.1    | 184.3        | 66.0  |
| Elimination/<br>Unallocation            |                | -0.6  | -1.0  | 0.6   | -1.1    | 0.0       | -1.2    | 0.3   | -0.2  | 0.5     | 0.6          | 1.7   |
|   |                | -19.5 | -21.3 | -25.4 | -66.2   | -28.8     | -95.1   | -37.3 | -39.8 | -38.0   | -115.1       | -48.9 |
| Consolidated                            |                | -0.7  | -0.9  | -0.9  | -2.7    | -1.1      | -3.8    | -1.6  | -1.6  | -2.6    | -5.9         | -3.1  |
|   |                | 504.6 | 546.7 | 624.5 | 1,675.9 | 604.8     | 2,280.7 | 673.0 | 692.8 | 684.3   | 2,050.1      | 374.2 |
|   | 153.6          | 243.6 | 301.0 | 698.3 | 304.8   | 1,003.1   | 377.7   | 387.6 | 240.6 | 1,005.9 | 307.6        |       |

\* (Upper) Revenue (Lower) Recurring Profit

# Analysis of Change in Recurring Profit between FY2021 and FY2022

Q3 Results

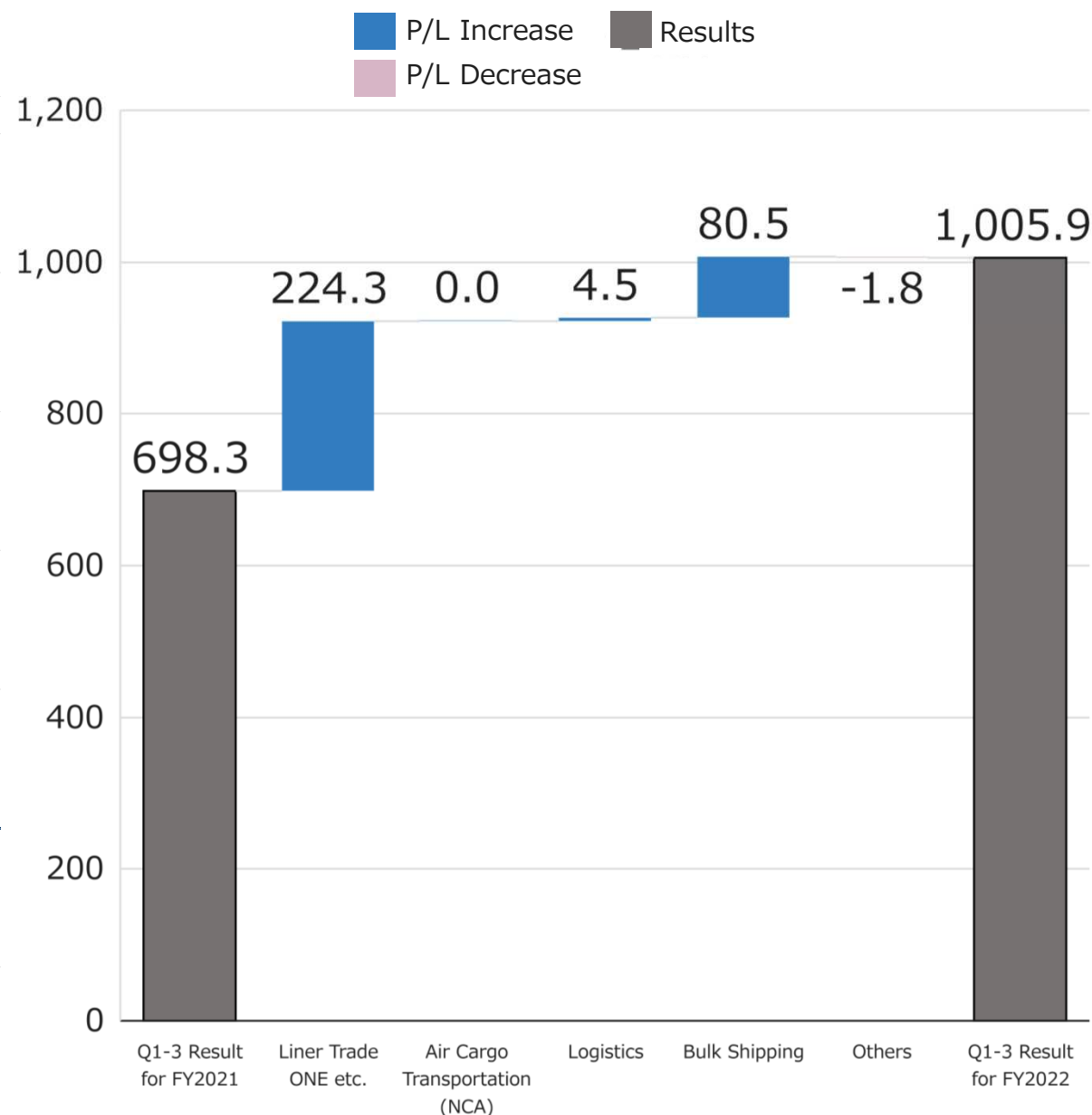


## Analysis by factor

|                              | (billion yen) |   |
|------------------------------|---------------|---|
| Yen Depreciation             | <b>129.9</b>  | ¥135.70/\$<br>Depreciated by ¥24.73             |
| Higher Bunker Oil Prices     | <b>-9.1</b>   | \$801.46/MT<br>Increased by \$297.41/MT         |
| Market Effects, etc.         | <b>181.3</b>  | Liner (incl. ONE) +123.5<br>Bulk Shipping +57.8 |
| Foreign Exchange Profit/Loss | <b>-2.7</b>   |   |
| Others                       | <b>8.1</b>    | Logistics + 4.5                                 |
| <b>Total</b>                 | <b>307.6</b>  |   |

## Analysis by business

(billion yen)





### Full-year forecast (Comparison with the forecast announced at the Q2 results)

#### ▶ Revenues: JPY2,600.0 billion (downward revision of JPY100.0 billion)

- Liner & Logistics (Liner Trade, Air Cargo Transportation, Logistics):  
Downward revision of JPY48.5 billion
- Bulk Shipping: Downward revision of JPY41.0 billion

#### ▶ Recurring profit: JPY1,080.0 billion (downward revision of JPY30.0 billion)

- Liner Trade and Air Cargo Transportation: Downward revision of JPY58.0 billion
- Bulk Shipping: Upward revision of JPY25.0 billion

#### ▶ Net income: JPY1,000.0 billion (downward revision of JPY30.0 billion)

#### ▶ Dividend: Year-end JPY160/share (after stock split)

- In accordance with the basic policy of providing shareholder returns generally targeting a consolidated payout ratio of 25%, it is planned to issue a year-end dividend of JPY160 per share, which is the same as the previous forecast
- Conducted a 3-for-1 stock split with a record date of September 30, 2022 and effective date of October 1, 2022  
Including the interim dividend of JPY1,050 per share already issued, based on the number of shares before the stock split, the full-year dividend will be equivalent to JPY1,530 per share

### By segment (Recurring profit/ Comparison with the forecast announced at the Q2 results)

#### ▶ **Liner Trade: JPY767.0 billion (downward revision of JPY48.0 billion)**

##### Container shipping (Ocean Network Express)

- It is expected to take some time for spot freight rates to improve and cargo volumes to recover following Chinese New Year
- Although full-year profit levels are expected to remain firm on support from the strong results through 1H, profit levels are expected to decline in Q4

##### Terminals

- At overseas terminals, handling volumes and ancillary income from container demurrage are expected to continue to fall

#### ▶ **Air Cargo Transportation: JPY63.0 billion (downward revision of JPY10.0 billion)**

- Following Q3 in which the typically strong demand during the peak season did not materialize, the supply-and-demand balance is expected to slacken due to weak cargo volumes

### By segment (Recurring profit/ Comparison with the forecast announced at the Q2 results)

#### ► **Logistics: JPY55.0 billion (upward revision of JPY3.0 billion)**

- **Air freight:** Although cargo volumes are expected to be weak, full-year profit levels are forecast to remain firm
- **Ocean freight:** Although slowing cargo volumes will have an impact, profit levels are expected to remain at certain levels as a result of the drop in purchase prices caused by the sluggish market in 2H.
  - **Contract logistics:** Although handling volumes have declined in America, continued efforts will be made to further stabilize profits by revising the contracts and reducing costs mainly in Europe

#### ► **Bulk Shipping: JPY205.0 billion (upward revision of JPY25.0 billion)**

##### Automotive Transportation

- The impact of the semiconductor and automotive component shortages on finished-car production volumes is diminishing. In Q4, demand is expected to remain strong as production recovers, and transportation volumes are forecast to increase YoY

##### Dry Bulk

- Although the contracts for small and medium-size bulk carriers concluded during Q1 when the market was high continue to support the overall business results through 2H, the markets for all vessel segments are expected to remain weak in Q4 as was the case in Q3.

##### Energy

- VLCC and VLGC markets are expected to remain firm, although they will decline from Q3 levels.
- LNG carriers and offshore business are expected to remain firm on support from the medium and long-term contracts

# Summary of Forecast for FY2022

Forecast



| (Billions of yen)                                       | FY2021(Result) |          |          |          |           | FY2022(Forecast) |          |             |          |           | Year-on-Year | Change from Prev. Forecast |
|---|----------------|----------|----------|----------|-----------|------------------|----------|-------------|----------|-----------|--------------|----------------------------|
|   | 1H             |          | 2H       |          | Full-year | 1H (Result)      |          | 2H          |          | Full-Year |              |                            |
|   | Q1             | Q2       | Q3       | Q4       |           | Q1               | Q2       | Q3 (Result) | Q4       |           |              |                            |
| Revenue   | 1,051.3        |          | 1,229.3  |          | 2,280.7   | 1,365.8          |          | 1,234.2     |          | 2,600.0   | 319.3        | -100.0                     |
|   | 504.6          | 546.7    | 624.5    | 604.8    |           | 673.0            | 692.8    | 684.3       | 549.9    |           |              |                            |
| Operating Profit  | 117.9          |          | 151.0    |          | 268.9     | 163.3            |          | 126.7       |          | 290.0     | 21.1         | 20.0                       |
|   | 53.0           | 64.9     | 80.0     | 70.9     |           | 89.1             | 74.1     | 86.0        | 40.6     |           |              |                            |
| Recurring Profit  | 397.2          |          | 605.9    |          | 1,003.1   | 765.3            |          | 314.7       |          | 1,080.0   | 76.9         | -30.0                      |
|   | 153.6          | 243.6    | 301.0    | 304.8    |           | 377.7            | 387.6    | 240.6       | 74.1     |           |              |                            |
| Net Income Attributable to Owners of the Parent Company | 411.3          |          | 597.7    |          | 1,009.1   | 706.0            |          | 294.0       |          | 1,000.0   | -9.1         | -30.0                      |
|   | 151.0          | 260.2    | 280.8    | 316.8    |           | 343.3            | 362.6    | 214.3       | 79.7     |           |              |                            |
| Exchange Rate   | ¥109.80        | ¥109.99  | ¥113.12  | ¥115.34  | ¥112.06   | ¥126.49          | ¥136.64  | ¥143.98     | ¥130.00  | ¥134.28   | ¥22.22       | ¥-3.01                     |
| Bunker Prices (All Grades)                              | \$441.92       | \$515.24 | \$555.96 | \$616.36 | \$531.19  | \$789.47         | \$887.41 | \$732.07    | \$660.00 | \$767.24  | \$236.05     | -\$34.61                   |
| Bunker Prices (HSFO)                                    | -              | -        | -        | -        | -         | -                | -        | -           | \$420.00 | -         | -            | -                          |
| Bunker Prices (VLSFO)                                   | -              | -        | -        | -        | -         | -                | -        | -           | \$680.00 | -         | -            | -                          |

## ► Sensitivity to recurring profit (3 months for Q4)

Exchange rate:      Approx. JPY1.78 billion increase per ¥1/\$ depreciation\*

Bunker prices:      Approx. JPY0.12 billion increase per \$10/MT decrease

(\* ) Equity in earnings/losses of affiliates denominated in foreign currency is translated at the average exchange rate for the period

# Forecast by Segment for FY2022

## Forecast



| Industrial Segment<br>(Billions of yen) | FY2021 (Result) |       |       |         |       |       |           | FY2022(Forecast) |             |             |             |       |       |           | Year-on-year |       |
|---|-----------------|-------|-------|---------|-------|-------|-----------|------------------|-------------|-------------|-------------|-------|-------|-----------|--------------|-------|
|   | Q1              | Q2    | 1H    | Q3      | Q4    | 2H    | Full-year | Q1 (Result)      | Q2 (Result) | 1H (Result) | Q3 (Result) | Q4    | 2H    | Full-year |              |       |
| Liner & Logistics                       | Liner Trade     | 50.1  | 43.8  | 94.0    | 47.0  | 49.4  | 96.5      | 190.5            | 51.8        | 49.4        | 101.2       | 52.2  | 44.5  | 96.8      | 198.0        | 7.5   |
|   |                 | 111.3 | 179.0 | 290.3   | 214.0 | 229.7 | 443.8     | 734.2            | 270.4       | 296.5       | 567.0       | 161.7 | 38.3  | 200.0     | 767.0        | 32.8  |
|   | Air Cargo       | 43.9  | 45.8  | 89.7    | 51.8  | 47.1  | 98.9      | 188.7            | 62.5        | 61.3        | 123.9       | 54.4  | 46.6  | 101.1     | 225.0        | 36.3  |
|   | Transportation  | 15.3  | 17.7  | 33.0    | 23.3  | 17.6  | 41.0      | 74.0             | 24.6        | 19.4        | 44.0        | 12.3  | 6.7   | 19.0      | 63.0         | -11.0 |
|   | Logistics       | 176.8 | 200.5 | 377.3   | 235.9 | 234.1 | 470.1     | 847.4            | 239.8       | 234.6       | 474.4       | 215.4 | 178.6 | 394.1     | 868.5        | 21.1  |
|   |                 | 11.5  | 16.8  | 28.4    | 17.2  | 13.0  | 30.3      | 58.7             | 19.3        | 17.8        | 37.1        | 13.0  | 4.9   | 17.9      | 55.0         | -3.7  |
| (Total)                                 |                 | 270.9 | 290.1 | 561.0   | 334.9 | 330.7 | 665.6     | 1,226.7          | 354.1       | 345.4       | 699.6       | 322.1 | 269.7 | 591.9     | 1,291.5      | 64.8  |
|   |                 | 138.2 | 213.5 | 351.8   | 254.7 | 260.4 | 515.1     | 867.0            | 314.4       | 333.8       | 648.3       | 187.2 | 49.8  | 237.0     | 885.0        | 18.0  |
| Bulk Shipping                           |                 | 217.6 | 239.2 | 456.9   | 267.6 | 249.9 | 517.6     | 974.5            | 292.2       | 324.2       | 616.4       | 340.2 | 252.4 | 592.6     | 1,209.0      | 234.5 |
|   |                 | 16.0  | 31.6  | 47.7    | 46.2  | 45.1  | 91.3      | 139.1            | 64.1        | 55.2        | 119.4       | 55.0  | 30.6  | 85.6      | 205.0        | 65.9  |
| Others                                  | Real Estate     | 1.5   | 0.8   | 2.4     | 0.8   | 0.8   | 1.7       | 4.2              | 0.8         | 0.8         | 1.7         | 0.8   | 0.4   | 1.3       | 3.0          | -1.2  |
|   |                 | 0.7   | 0.4   | 1.2     | 0.4   | 0.4   | 0.9       | 2.1              | 0.4         | 0.3         | 0.8         | 0.4   | 0.3   | 0.7       | 1.5          | -0.6  |
|   | Other           | 33.9  | 37.8  | 71.7    | 46.5  | 52.1  | 98.6      | 170.4            | 63.1        | 62.0        | 125.2       | 59.1  | 65.1  | 124.3     | 249.5        | 79.1  |
|   |                 | -0.6  | -1.0  | -1.7    | 0.6   | 0.0   | 0.5       | -1.2             | 0.3         | -0.2        | 0.0         | 0.5   | -3.0  | -2.5      | -2.5         | -1.3  |
| Elimination/<br>Unallocation            |                 | -19.5 | -21.3 | -40.8   | -25.4 | -28.8 | -54.3     | -95.1            | -37.3       | -39.8       | -77.1       | -38.0 | -37.8 | -75.8     | -153.0       | -57.9 |
|   |                 | -0.7  | -0.9  | -1.7    | -0.9  | -1.1  | -2.1      | -3.8             | -1.6        | -1.6        | -3.3        | -2.6  | -3.5  | -6.1      | -9.5         | -5.7  |
| Consolidated                            |                 | 504.6 | 546.7 | 1,051.3 | 624.5 | 604.8 | 1,229.3   | 2,280.7          | 673.0       | 692.8       | 1,365.8     | 684.3 | 549.9 | 1,234.2   | 2,600.0      | 319.3 |
|   |                 | 153.6 | 243.6 | 397.2   | 301.0 | 304.8 | 605.9     | 1,003.1          | 377.7       | 387.6       | 765.3       | 240.6 | 74.1  | 314.7     | 1,080.0      | 76.9  |

\* (Upper) Revenue (Lower) Recurring Profit

# Forecast by Segment for FY2022

Forecast



| Industrial Segment<br>(Billions of yen) | Previous Forecast |         |           | Revised Forecast |                |       |       |           | Change from<br>Prev. Forecast |        |
|---|-------------------|---------|-----------|------------------|----------------|-------|-------|-----------|-------------------------------|--------|
|   | 1H<br>(Result)    | 2H      | Full-year | 1H<br>(Result)   | Q3<br>(Result) | Q4    | 2H    | Full-year | Full-year                     |        |
| Liner & Logistics                       | Liner Trade       | 101.2   | 98.8      | 200.0            | 101.2          | 52.2  | 44.5  | 96.8      | 198.0                         | -2.0   |
|   | Air Cargo         | 567.0   | 248.0     | 815.0            | 567.0          | 161.7 | 38.3  | 200.0     | 767.0                         | -48.0  |
|   | Transportation    | 123.9   | 126.1     | 250.0            | 123.9          | 54.4  | 46.6  | 101.1     | 225.0                         | -25.0  |
|   | Logistics         | 44.0    | 29.0      | 73.0             | 44.0           | 12.3  | 6.7   | 19.0      | 63.0                          | -10.0  |
|   |                   | 474.4   | 415.6     | 890.0            | 474.4          | 215.4 | 178.6 | 394.1     | 868.5                         | -21.5  |
|   |                   | 37.1    | 14.9      | 52.0             | 37.1           | 13.0  | 4.9   | 17.9      | 55.0                          | 3.0    |
| (Total)                                 |                   | 699.6   | 640.4     | 1,340.0          | 699.6          | 322.1 | 269.7 | 591.9     | 1,291.5                       | -48.5  |
|   |                   | 648.3   | 291.8     | 940.0            | 648.3          | 187.2 | 49.8  | 237.0     | 885.0                         | -55.0  |
| Bulk Shipping                           | Bulk Shipping     | 616.4   | 633.6     | 1,250.0          | 616.4          | 340.2 | 252.4 | 592.6     | 1,209.0                       | -41.0  |
|   |                   | 119.4   | 60.6      | 180.0            | 119.4          | 55.0  | 30.6  | 85.6      | 205.0                         | 25.0   |
| Others                                  | Real Estate       | 1.7     | 1.3       | 3.0              | 1.7            | 0.8   | 0.4   | 1.3       | 3.0                           | 0.0    |
|   |                   | 0.8     | 0.7       | 1.5              | 0.8            | 0.4   | 0.3   | 0.7       | 1.5                           | 0.0    |
|   | Other             | 125.2   | 129.8     | 255.0            | 125.2          | 59.1  | 65.1  | 124.3     | 249.5                         | -5.5   |
|   | 0.0               | -2.5    | -2.5      | 0.0              | 0.5            | -3.0  | -2.5  | -2.5      | 0.0                           |        |
| Elimination/<br>Unallocation            |                   | -77.1   | -70.9     | -148.0           | -77.1          | -38.0 | -37.8 | -75.8     | -153.0                        | -5.0   |
|   |                   | -3.3    | -5.7      | -9.0             | -3.3           | -2.6  | -3.5  | -6.1      | -9.5                          | -0.5   |
| Consolidated                            |                   | 1,365.8 | 1,334.2   | 2,700.0          | 1,365.8        | 684.3 | 549.9 | 1,234.2   | 2,600.0                       | -100.0 |
|   |                   | 765.3   | 344.7     | 1,110.0          | 765.3          | 240.6 | 74.1  | 314.7     | 1,080.0                       | -30.0  |

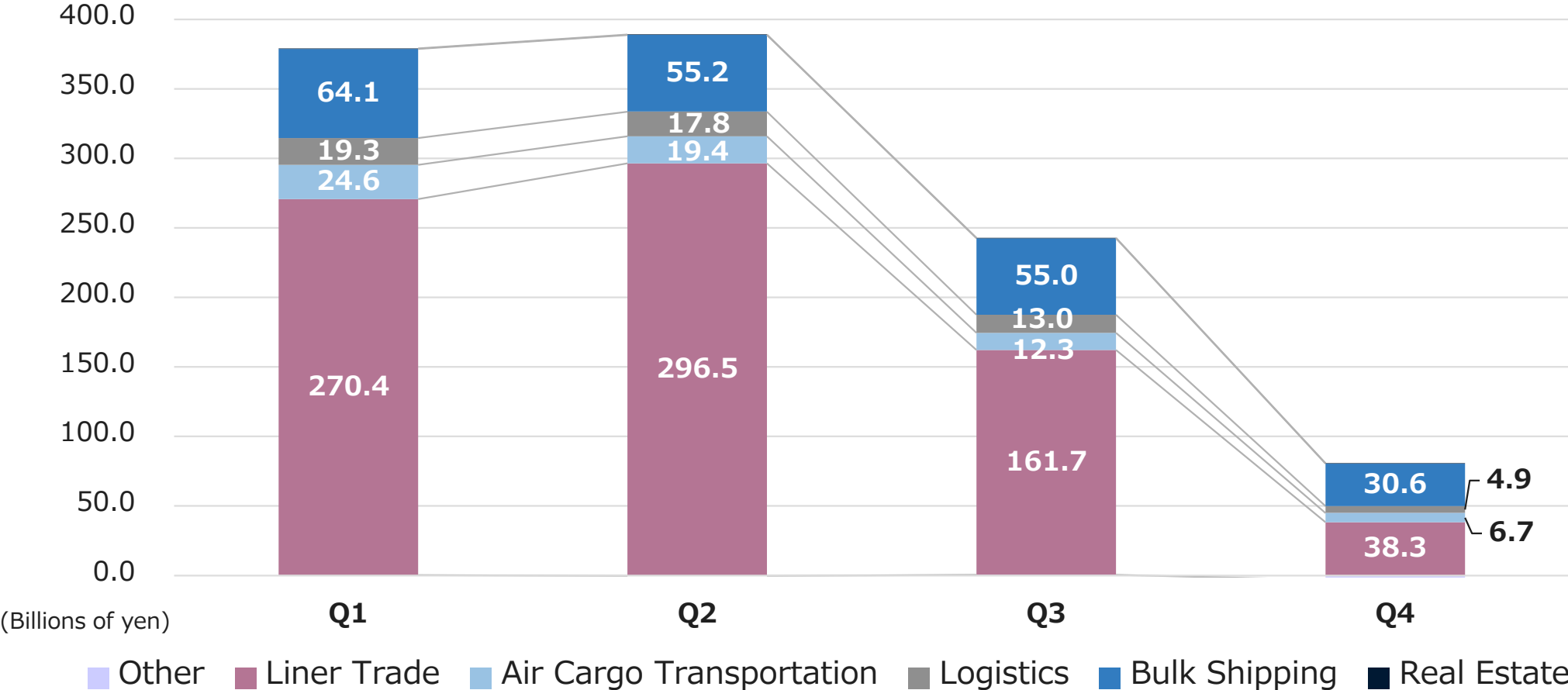
\* (Upper) Revenue (Lower) Recurring Profit

# Changes in Recurring Profit in FY2022 (by segment)



## Changes from 1H

- **Liner & Logistics:** While supply chains moves towards normalization, demand slowed due to multiple factors including high consumer goods inventories and inflation, and short-term freight rates for containers further declined. Also in air cargo transportation, the peak demand that typically occurs during Q3 did not materialize, resulting in weak cargo volumes. Logistics business was similarly affected.
- **Bulk Shipping:** Although dry bulk markets dropped, shipping volumes remained firm in automotive transportation. Energy business also remained steady, supported by the medium and long-term contracts centered on LNG carriers.



# ▶ Appendix



### ► 1. Air Cargo Transportation (NCA)

|  | FY2021(Result) |      |       |       |               | FY2022(Forecast) |       |                |       |               | Change from<br>Prev.<br>Forecast<br>(Full-year) |
|--|----------------|------|-------|-------|---------------|------------------|-------|----------------|-------|---------------|---|
|  | 1H             |      | 2H    |       | Full-<br>year | 1H(Result)       |       | 2H             |       | Full-<br>year |   |
|  | Q1             | Q2   | Q3    | Q4    |               | Q1               | Q2    | Q3<br>(Result) | Q4    |               |   |
| <b>Revenue</b><br>(Billions of yen)                          | 89.7           |      | 99.0  |       | 188.7         | 123.9            |       | 101.1          |       | 225.0         | -24.9   |
|  | 43.9           | 45.8 | 51.8  | 47.1  |               | 62.5             | 61.3  | 54.4           | 46.6  |               |   |
| <b>Recurring Profit</b><br>(Billions of yen)                 | 33.0           |      | 41.0  |       | 74.0          | 44.0             |       | 19.0           |       | 63.0          | -10.0   |
|  | 15.3           | 17.7 | 23.3  | 17.6  |               | 24.6             | 19.4  | 12.3           | 6.7   |               |   |
| <b>Chargeable Weight</b><br>(1,000 tons)                     | 250            |      | 210   |       | 460           | 199              |       | 189            |       | 388           | -10   |
|  | 129            | 121  | 110   | 101   |               | 97               | 10    | 99             | 90    |               |   |
| <b>Volume (RTK)</b><br>(mil.ton kilo)                        | 1,425          |      | 1,252 |       | 2,677         | 1,185            |       | 1,108          |       | 2,293         | -107  |
|  | 726            | 699  | 651   | 602   |               | 598              | 587   | 579            | 529   |               |   |
| <b>Capacity (ATK)</b><br>(mil.ton kilo)                      | 1,874          |      | 1,715 |       | 3,589         | 1,779            |       | 1,700          |       | 3,479         | -151  |
|  | 953            | 922  | 890   | 825   |               | 880              | 899   | 897            | 803   |               |   |
| <b>YIELD</b><br>FY3/09 Q1=100                                | 144            |      | 190   |       | 164           | 241              |       | 204            |       | 223           | -10   |
|  | 139            | 149  | 193   | 187   |               | 251              | 231   | 208            | 201   |               |   |
| <b>MOPS</b><br>US\$ per bbl                                  | \$74           |      | \$100 |       | \$87          | \$139            |       | \$122          |       | \$130         | \$14  |
|  | \$71           | \$77 | \$89  | \$112 |               | \$148            | \$130 | \$119          | \$125 |               |   |
| <b>Operating Time of the<br/>Air Crafts</b><br>FY2020 Q1=100 | 114            |      | 104   |       | 109           | 104              |       | -              |       | -             | -   |
|  | 115            | 113  | 109   | 99    |               | 104              | 104   | 104            | -     |               |   |

※ Chargeable Weight, Volume (RTK), Capacity (ATK) and YIELD do not include sales business for our subsidiaries and partner airlines.  
 ※ Operating Time does not include dry-lease air crafts.

## ► 2. Logistics

|                 |                        | FY2020<br>(Result) | FY2021(Result) |     |     |      | Full-<br>year | FY2022(Forecast) |                |      |     | Change<br>from Prev.<br>Forecast<br>(Full-year) |               |
|-----------------|------------------------|--------------------|----------------|-----|-----|------|---------------|------------------|----------------|------|-----|---|---------------|
|                 |                        |                    | 1H             |     | 2H  |      |               | 1H(Result)       |                | 2H   |     |   | Full-<br>year |
|                 |                        | Full-year          | Q1             | Q2  | Q3  | Q4   | Q1            | Q2               | Q3<br>(Result) | Q4   |     |   |               |
| Ocean<br>Export | TEU<br>(1,000TEUs)     | 723                | 370            |     | 351 |      | 721           | 336              |                | 324  |     | 660   | -18           |
|                 | Year-on-<br>Year       | -5%                | 188            | 182 | 182 | 168  |               | 167              | 169            | 164  | 160 |   |               |
|                 |                        |                    |                | 10% |     | -9%  |               | -9%              |                | -8%  |     | -8%   | -3%           |
| Air<br>Export   | Weight<br>(1,000 tons) | 326                | 201            |     | 199 |      | 400           | 158              |                | 144  |     | 302   | -19           |
|                 | Year-on-<br>Year       | -3%                | 100            | 101 | 106 | 93   |               | 82               | 76             | 74   | 70  |   |               |
|                 |                        |                    |                | 52% |     | 2%   |               | -21%             |                | -27% |     | -24%  | -5%           |
|                 |                        |                    | 56%            | 49% | 16% | -10% | -18%          | -25%             | -30%           | -25% |     |   |               |

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

|                   |          | FY2021(Result) |        |        |        |           | FY2022(Forecast) |             |             |        |           | Prev. Forecast |
|-------------------|----------|----------------|--------|--------|--------|-----------|------------------|-------------|-------------|--------|-----------|----------------|
|                   |          | Q1             | Q2     | Q3     | Q4     | Full-Year | Q1 (Result)      | Q2 (Result) | Q3 (Result) | Q4     | Full-Year | Full-year      |
| Dry Bulk Carriers | BDI      | 2,791          | 3,732  | 3,478  | 2,020  | 3,005     | 2,517            | 1,659       | 1,522       | 1,020  | 1,680     | 1,670          |
|                   | Cape     | 31,280         | 42,380 | 42,306 | 14,603 | 32,642    | 21,347           | 13,764      | 15,022      | 7,500  | 14,408    | 14,028         |
|                   | Panamax  | 25,912         | 33,612 | 29,127 | 23,006 | 27,914    | 26,580           | 17,194      | 15,987      | 12,500 | 18,065    | 18,193         |
|                   | Handymax | 25,407         | 34,278 | 30,382 | 24,853 | 28,730    | 28,873           | 19,742      | 14,717      | 11,500 | 18,708    | 18,779         |
|                   | Handy    | 22,420         | 32,204 | 31,229 | 23,840 | 27,423    | 27,535           | 18,720      | 14,905      | 11,000 | 18,040    | 17,814         |
| Tankers           | VLCC     | -589           | -3,053 | 1,685  | -7,290 | -2,312    | -11,190          | 25,579      | 60,061      | 40,000 | 28,612    | 17,347         |
|                   | VLGC     | 35,655         | 22,961 | 39,657 | 30,039 | 32,078    | 45,958           | 38,630      | 102,217     | 45,000 | 57,951    | 39,147         |

※ Cape = 5TC, Panamax = 5TC, Handymax = 10TC, Handy = 7TC

※ Dry Bulk Charter Market (Spot Time Charter)

5TC = 5 Trade Average, 10TC = 10 Trade Average, 7TC = 7 Trade Average (Unit : \$/day)

### ▶ 3. Bulk Shipping – 2) Automotive Transportation

|                                   | FY2021(Result) |     |     |     |           | FY2022(Forecast) |     |             |     |           | Change from Prev. Forecast (Full-year) |
|-----------------------------------|----------------|-----|-----|-----|-----------|------------------|-----|-------------|-----|-----------|--|
|                                   | 1H             |     | 2H  |     | Full-year | 1H(Result)       |     | 2H          |     | Full-Year |  |
|                                   | Q1             | Q2  | Q3  | Q4  |           | Q1               | Q2  | Q3 (Result) | Q4  |           |  |
| <b>All Trade</b><br>(10,000 Cars) | 205            |     | 210 |     | 415       | 218              |     | 234         |     | 452       | 3                                      |
|                                   | 107            | 98  | 103 | 107 |           | 106              | 112 | 124         | 110 |           |  |
| <b>Year-on-year</b>               | 41%            |     | -0% |     | 17%       | 6%               |     | 11%         |     | 9%        | 1%                                     |
|                                   | 23%            | 67% | 2%  | -2% |           | -1%              | 14% | 20%         | 2%  |           |  |

※ Including Intra-European Trade (incl. space-chartered trade)

# ONE

**OCEAN NETWORK EXPRESS**

Financial Results for FY2022 3<sup>rd</sup> Quarter

January.31, 2023

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- 5. Initiatives for FY2022 P.7**
- 6. Reference P.8**  
(Fleet Structure, Service Structure, Current Orders of New Vessels)

# 1. FY2022 3rd Quarter Results

## □ Outline

**ONE's profit for FY2022's third quarter is US\$ 2,768 million, a significant deterioration from the same period last year (-US\$ 2,120m) and the previous quarter (-US\$ 2,752m) resulting from a rapid reduction in the short-term freight market.**

- Cargo demand decreased especially in East-West trades mainly due to the increase in inventories in North America which became clearer in July-August, and a decline in consumption in Europe due to progressive rising inflation.
- On the supply side, global port congestion improved, resulting in an increase in tonnage supply.
- The short-term freight rate market deteriorated sharply from 2Q due to a further softening of the supply-demand balance resulting in a sharp fall-in profitability compared with both 3Q FY2021 and 2Q FY2022.

## □ FY2022 3rd Quarter Results and PL Analysis

(Unit: Million US\$)

|             | FY2021     |            |            |            |               | FY2022     |            |            |            |               | 3Q Results to 2Q Results |            | 3Q Results to FY2021 3Q |            |
|-------------|------------|------------|------------|------------|---------------|------------|------------|------------|------------|---------------|--------------------------|------------|-------------------------|------------|
|             | 1Q Results | 2Q Results | 1H Results | 3Q Results | 1Q-3Q Results | 1Q Results | 2Q Results | 1H Results | 3Q Results | 1Q-3Q Results | Change                   | Change (%) | Change                  | Change (%) |
| Revenue     | 5,776      | 7,557      | 13,333     | 8,332      | 21,665        | 9,019      | 9,367      | 18,386     | 6,254      | 24,640        | -3,113                   | -33%       | -2,078                  | -25%       |
| EBITDA      | 2,924      | 4,572      | 7,496      | 5,286      | 12,782        | 5,859      | 5,843      | 11,702     | 3,060      | 14,762        | -2,783                   | -48%       | -2,226                  | -42%       |
| EBIT        | 2,657      | 4,295      | 6,952      | 5,019      | 11,970        | 5,561      | 5,528      | 11,089     | 2,732      | 13,821        | -2,796                   | -51%       | -2,287                  | -46%       |
| Profit/Loss | 2,559      | 4,200      | 6,760      | 4,889      | 11,648        | 5,499      | 5,521      | 11,019     | 2,768      | 13,788        | -2,752                   | -50%       | -2,120                  | -43%       |

|                           |       |       |       |       |       |       |       |       |       |       |        |      |       |      |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|------|-------|------|
| Bunker Price (US\$/MT)    | \$465 | \$509 | \$487 | \$531 | \$501 | \$750 | \$875 | \$812 | \$747 | \$791 | -\$128 | -15% | \$216 | 41%  |
| Bunker consumption (K MT) | 906   | 891   | 1,797 | 854   | 2,651 | 773   | 771   | 1,543 | 732   | 2,275 | -39    | -5%  | -123  | -14% |
| Lifting (K TEU)           | 3,104 | 3,181 | 6,285 | 2,939 | 9,224 | 2,939 | 2,898 | 5,837 | 2,648 | 8,484 | -250   | -9%  | -292  | -10% |



- Lifting: Significant decrease due to reduced demand from Europe and the US.
- Operation costs: Higher ship costs, but lower fuel costs due to a reduction in the number of voyages. Increased in total.
- Freight: Significant drop in short-term market conditions.
- Variable costs: Slight increase due to an increase in costs related to empty containers which are offset against lower cargo handling costs as a result of lower loading volumes.
- Bunker prices: Bunker prices increased.
- Overhead costs: No change from 3Q FY2022.

## 2. Liftings, Utilization Rates, Freight Index in Major Trades

(Unit: 1,000TEU)

| Liftings / Utilization by Trades |             | FY2021 |      |       |      |      |       |           | FY2022 |     |       |     |
|----------------------------------|-------------|--------|------|-------|------|------|-------|-----------|--------|-----|-------|-----|
|                                  |             | 1Q     | 2Q   | 1H    | 3Q   | 4Q   | 2H    | Full Year | 1Q     | 2Q  | 1H    | 3Q  |
| Asia - North America             | Lifting     | 615    | 649  | 1,264 | 564  | 523  | 1,088 | 2,352     | 577    | 578 | 1,155 | 449 |
| Eastbound                        | Utilization | 100%   | 100% | 100%  | 100% | 100% | 100%  | 100%      | 100%   | 91% | 95%   | 80% |
| Asia - Europe                    | Lifting     | 436    | 443  | 879   | 411  | 422  | 833   | 1,712     | 402    | 395 | 796   | 368 |
| Westbound                        | Utilization | 100%   | 100% | 100%  | 97%  | 97%  | 97%   | 100%      | 95%    | 95% | 95%   | 90% |
| Asia - North America             | Lifting     | 328    | 309  | 638   | 258  | 240  | 498   | 1,135     | 278    | 276 | 554   | 297 |
| Westbound                        | Utilization | 54%    | 54%  | 54%   | 47%  | 51%  | 49%   | 52%       | 48%    | 51% | 49%   | 49% |
| Asia - Europe                    | Lifting     | 339    | 347  | 687   | 305  | 289  | 594   | 1,281     | 282    | 267 | 549   | 243 |
| Eastbound                        | Utilization | 82%    | 78%  | 80%   | 69%  | 63%  | 66%   | 73%       | 58%    | 56% | 57%   | 54% |

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

| Freight Index by Trades |           | FY2021 |     |     |     |     |     |           | FY2022 |     |     |     |
|-------------------------|-----------|--------|-----|-----|-----|-----|-----|-----------|--------|-----|-----|-----|
|                         |           | 1Q     | 2Q  | 1H  | 3Q  | 4Q  | 2H  | Full Year | 1Q     | 2Q  | 1H  | 3Q  |
| Asia - North America    | Eastbound | 185    | 247 | 216 | 285 | 304 | 294 | 252       | 354    | 389 | 372 | 264 |
| Asia - Europe           | Westbound | 327    | 451 | 389 | 539 | 552 | 546 | 466       | 530    | 508 | 519 | 303 |

### ➤ Liftings, Utilization Rates

Asia-North America E/B : Cargo volumes to North America fell sharply compared to 2Q due to the build-up of inventories on US side. The utilization rates also fell sharply due to an increase in the supply of vessels after terminal operations resumed. For the same reason, both liftings and utilization rates declined compared to the same period of the previous year.

Asia-Europe W/B: Lifting and utilization rates fell compared to 2Q due to a decline in consumer demand caused by high energy prices and rising inflation. For the same reason, they are also significantly lower year-on-year.

### ➤ Freight Index

: Short-term freight rates fell sharply compared to both 3Q in FY2021 and 2Q in FY2022.



### 3. Supply Chain Disruption : Impact & Countermeasures

|                      |   |
|----------------------|---|
| Business environment | <ul style="list-style-type: none"> <li>➤ The slowdown in demand that began in August was further reinforced, particularly from Asia to North America and Europe. Cargo movements from Asia to North America fell by 19% year-on-year in Oct and Nov due to lower US imports as retail stocks remained at high levels. Cargo movements from Asia to Europe fell by 26% year-on-year in Oct and Nov due to a decline in consumption caused by high energy prices and rising inflation.</li> <li>➤ Some logistics disruptions occurred landside such as: the impact of the lockdown on economic activity in China, congestion at European container yards, truck driver strikes in South Korea and congestion on North American railways, particularly in Canada. However, port functions are nearly back to normal on a global basis. The supply of vessel capacity has increased as global port congestion has eased.</li> <li>➤ North American West Coast labour negotiations are still ongoing.</li> </ul> |
|----------------------|---|



|                       |                           |  |
|-----------------------|---------------------------|--|
| ONE's countermeasures | Customer service oriented | <ul style="list-style-type: none"> <li>➤ Expansion of “Chat” functionality. By the end of May this year, approximately 90% of customer service employees worldwide will have access to the “Chat” function, with the aim of improving communications with customers and providing quicker solutions.</li> </ul>  |
|                       | Operation excellency      | <ul style="list-style-type: none"> <li>➤ Maintaining vessel utilization rates by increase blank sailings, particularly during the year-end and Chinese New Year holidays.</li> <li>➤ Use of routes via the Cape of Good Hope on the Far East-Europe/North America East Coast Loop (return voyages) as appropriate, in order to reduce idling time of vessels through blank sailings.</li> <li>➤ Reduction of fuel consumption/CO2 emissions through slow steaming, etc.</li> <li>➤ Optimise container supply by returning leased containers and distribute empty containers to the right place at the right time.</li> </ul> |
|                       | Quality of employee       | <ul style="list-style-type: none"> <li>➤ CSR activities continue to keep employees connected with contributions to local communities.</li> </ul>   |



**Supply chain disruption, mainly due to port congestion, is now normalising. ONE will seek to respond flexibly to market demands by optimising the supply of vessel space and container equipment.**

# 4. FY2022 Full Year Forecasts

## □ Outline

**The full year FY2022 forecast is US\$ 14,728 million (profit after-tax) although profitability is expected to deteriorate in 4Q due to the softening of supply and demand.**

- For 3Q, a recorded profit of US\$ 2,768 million (after tax). In the 4Q, the number of blank sailings is expected to increase due to the longer slack season around Chinese New Year and the time it takes for the cargo volume to recover after the holidays. Together with the assumption that the freight market will require some time for recovery, we forecast a profit of US\$ 940 million (after tax) for 4Q.

## □ FY2022 Full Year Forecasts

\* As of end of Oct 2022

(Unit: Million US\$)

|             | FY2022 (Previous Forecast*) |              |                     | FY2022 (Latest) |            |              |              |                     | Full Year |            |
|-------------|-----------------------------|--------------|---------------------|-----------------|------------|--------------|--------------|---------------------|-----------|------------|
|             | 1H Results                  | 2H Forecasts | Full Year Forecasts | 1H Results      | 3Q Results | 4Q Forecasts | 2H Forecasts | Full Year Forecasts | Change    | Change (%) |
| Revenue     | 18,386                      | 11,530       | 29,916              | 18,386          | 6,254      | 4,507        | 10,761       | 29,147              | -769      | -3%        |
| EBITDA      | 11,702                      | 4,760        | 16,462              | 11,702          | 3,060      | 1,257        | 4,317        | 16,019              | -443      | -3%        |
| EBIT        | 11,089                      | 4,130        | 15,219              | 11,089          | 2,732      | 927          | 3,659        | 14,748              | -471      | -3%        |
| Profit/Loss | 11,019                      | 4,250        | 15,269              | 11,019          | 2,768      | 940          | 3,708        | 14,728              | -542      | -4%        |

|                        |       |       |       |       |       |       |       |       |       |     |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|
| Bunker Price (US\$/MT) | \$812 | \$813 | \$813 | \$812 | \$747 | \$691 | \$719 | \$767 | -\$46 | -6% |
|------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-----|

|             | FY2021 (Actual) |            |                   | Full Year |            |
|-------------|-----------------|------------|-------------------|-----------|------------|
|             | 1H Results      | 2H Results | Full Year Results | Change    | Change (%) |
| Revenue     | 13,333          | 16,765     | 30,098            | -951      | -3%        |
| EBITDA      | 7,496           | 10,783     | 18,279            | -2,260    | -12%       |
| EBIT        | 6,952           | 10,244     | 17,196            | -2,447    | -14%       |
| Profit/Loss | 6,760           | 9,997      | 16,756            | -2,028    | -12%       |

|                        |       |       |       |       |     |
|------------------------|-------|-------|-------|-------|-----|
| Bunker Price (US\$/MT) | \$487 | \$539 | \$512 | \$255 | 50% |
|------------------------|-------|-------|-------|-------|-----|

### Compared to the last forecast

- ❑ Lifting: Decreased due to less cargo movement and increased blank sailings
- ❑ Operation Cost: Less port costs and bunker costs due to the increase of blank sailings
- ❑ Freight: Decreased due to a fall in prices of the short-term freight market
- ❑ Variable Cost: Decreased due to lower lifting volume
- ❑ Bunker Price: Decreased
- ❑ Overhead Costs: Same level as the previous forecast
- ❑ Others: Same level as the previous forecast

# 5. Initiatives for FY2022

|          |             |   |
|----------|-------------|---|
| Strategy |             | <p><b>Steadily execute business in accordance with ONE's Midterm Strategy and Green Strategy announced in March 2022</b></p>  |
|          |             | <ol style="list-style-type: none"> <li><b>1. As a container shipping company that supports the supply chain, ONE will steadily make investments and continuously provide high-quality, safe global transportation services.</b></li> <li><b>2. ONE has positioned green strategies as its top management priority and will continue to address industry challenges, including decarbonization.</b></li> <li><b>3. The company will continue to enhance digitalization, operational efficiency, and risk management to further increase industry-leading profitability and safety.</b></li> </ol>  |
| Progress | Investment  | <ul style="list-style-type: none"> <li>➤ The first of the ten 15,000 TEU type vessels (ONE Freedom) hired from Seaspan has been delivered (Oct/2022). Remaining nine vessels are arriving in 2023.</li> <li>➤ New Philippines feeder service (Singapore/Manila/Davao) expanding ONE's network to North-South Philippines. (Nov/2022)</li> <li>➤ Together with its major shareholders, ONE proposed to acquire shares of Atlas Corp, which owns Seaspan Corporation, the world's largest container vessel owner, and reached agreement. (Dec/2022)</li> <li>➤ Definitive agreements with NYK &amp; MOL to acquire a 51% stake of terminal companies in US West Coast as part of the integration of the container shipping businesses from the parent companies. (Dec/2022)</li> <li>➤ Procurement of own special containers to improve yield management. (32,000 units of reefer container &amp; 950 units of other special equipment, Dec/2022)</li> <li>➤ New South America West Coast feeder service to South America West Coast (Iquique/Arica/Callao) to reinforce Asia-SAWC service. (Jan/2023)</li> </ul> |
|          | Environment | <ul style="list-style-type: none"> <li>➤ In 2022 ONE obtained a B score for its environmental disclosure and performance from CDP*. (2020: D score, 2021: C score)</li> <li>➤ Bow Wind Shield equipped to 2 large size vessels (ONE Trust, ONE Tradition) to reduce aerodynamic drag during navigation and CO2 emission and fuel consumption. (Dec/2022)</li> <li>➤ CII monitoring function has been now in place for vessel movement management system to comply to CII. (Dec/2022)</li> </ul>   |
|          | Digital     | <ul style="list-style-type: none"> <li>➤ Continued improvements to UI/UX of ONE eCommerce and ONE's Mobile App, enabling the self-service completion of all processes; from quotation to booking, B/L issuance, payments and cargo release.</li> <li>➤ Promotion of ONE's digital tools worldwide.</li> </ul>   |
|          | Safety      | <ul style="list-style-type: none"> <li>➤ Nine vessels including ONE Helsinki awarded in ONE's safety campaign for operational vessels (Dec/2022)</li> </ul>   |

\* Not-for-profit charity that runs the global disclosure system for investors, companies, cities, states and regions to manage their environmental impacts.

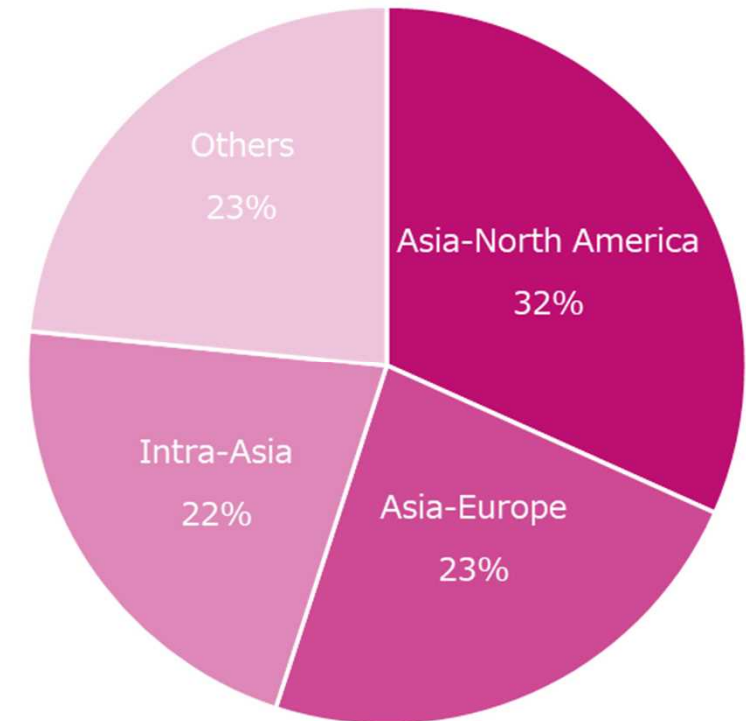
# 6. Reference (Fleet Structure, Service Structure, Current Orders of New Vessels)

## ▣ Fleet Structure

| Size                |                | 1)As of end Sep. 2022 | 2)As of end Dec. 2022 | 2)-1)   |
|---------------------|----------------|-----------------------|-----------------------|---------|
| >= 20,000 TEU       | Capacity (TEU) | 120,600               | 120,600               | 0       |
|                     | Vessels        | 6                     | 6                     | 0       |
| 10,500 - 20,000 TEU | Capacity (TEU) | 504,200               | 519,572               | 15,372  |
|                     | Vessels        | 37                    | 38                    | 1       |
| 9,800 - 10,500 TEU  | Capacity (TEU) | 110,200               | 110,200               | 0       |
|                     | Vessels        | 11                    | 11                    | 0       |
| 7,800 - 9,800 TEU   | Capacity (TEU) | 355,677               | 355,677               | 0       |
|                     | Vessels        | 40                    | 40                    | 0       |
| 6,000 - 7,800 TEU   | Capacity (TEU) | 138,307               | 138,307               | 0       |
|                     | Vessels        | 21                    | 21                    | 0       |
| 5,200 - 6,000 TEU   | Capacity (TEU) | 32,814                | 32,814                | 0       |
|                     | Vessels        | 6                     | 6                     | 0       |
| 4,600 - 5,200 TEU   | Capacity (TEU) | 78,260                | 83,293                | 5,033   |
|                     | Vessels        | 16                    | 17                    | 1       |
| 4,300 - 4,600 TEU   | Capacity (TEU) | 62,952                | 62,952                | 0       |
|                     | Vessels        | 14                    | 14                    | 0       |
| 3,500 - 4,300 TEU   | Capacity (TEU) | 16,358                | 16,358                | 0       |
|                     | Vessels        | 4                     | 4                     | 0       |
| 2,400 - 3,500 TEU   | Capacity (TEU) | 83,874                | 86,615                | 2,741   |
|                     | Vessels        | 31                    | 32                    | 1       |
| 1,300 - 2,400 TEU   | Capacity (TEU) | 12,163                | 10,354                | ▲ 1,809 |
|                     | Vessels        | 7                     | 6                     | ▲ 1     |
| 1,000 - 1,300 TEU   | Capacity (TEU) | 10,628                | 10,628                | 0       |
|                     | Vessels        | 10                    | 10                    | 0       |
| < 1,000 TEU         | Capacity (TEU) | 966                   | 966                   | 0       |
|                     | Vessels        | 1                     | 1                     | 0       |
| Total               | Capacity (TEU) | 1,526,999             | 1,548,336             | 21,337  |
|                     | Vessels        | 204                   | 206                   | 2       |

## ▣ Service Structure

(FY2022 Q3 Structure of dominant and non-dominant space)



## ▣ Current Orders of New Vessels (Including Long-Term Chartered Vessel)

|                             | As of end Sep. 2022 | Delivered in 3Q FY2022 | New Order in 3Q FY2022 | As of end Dec. 2022 |
|-----------------------------|---------------------|------------------------|------------------------|---------------------|
| No. of Order Book (Vessels) | 36                  | 1                      | -                      | 35                  |



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