



ALEXANDER & BALDWIN
PARTNERS FOR HAWAII

Premier Commercial Real Estate Company

First Quarter 2024
Earnings Presentation
April 25, 2024

Safe Harbor Statement

Statements in this presentation that are not historical facts are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and involve a number of risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. These forward-looking statements include, but are not limited to, statements regarding possible or assumed future results of operations, business strategies, growth opportunities and competitive positions. Such forward-looking statements speak only as of the date the statements were made and are not guarantees of future performance. Forward-looking statements are subject to a number of risks, uncertainties, assumptions and other factors that could cause actual results and the timing of certain events to differ materially from those expressed in or implied by the forward-looking statements. These factors include, but are not limited to, prevailing market conditions and other factors related to the Company's REIT status and the Company's business, the evaluation of alternatives by the Company related to its non-core assets and business, and the risk factors discussed in the Company's most recent Form 10-K, Form 10-Q and other filings with the Securities and Exchange Commission. The information in this presentation should be evaluated in light of these important risk factors. We do not undertake any obligation to update the Company's forward-looking statements.

Agenda

Lance Parker, President & CEO
First Quarter Highlights

Clayton Chun, EVP, CFO & Treasurer
Financial Matters

Lance Parker, President & CEO
Closing Remarks

Q&A



First Quarter Highlights

Lance Parker, President & CEO

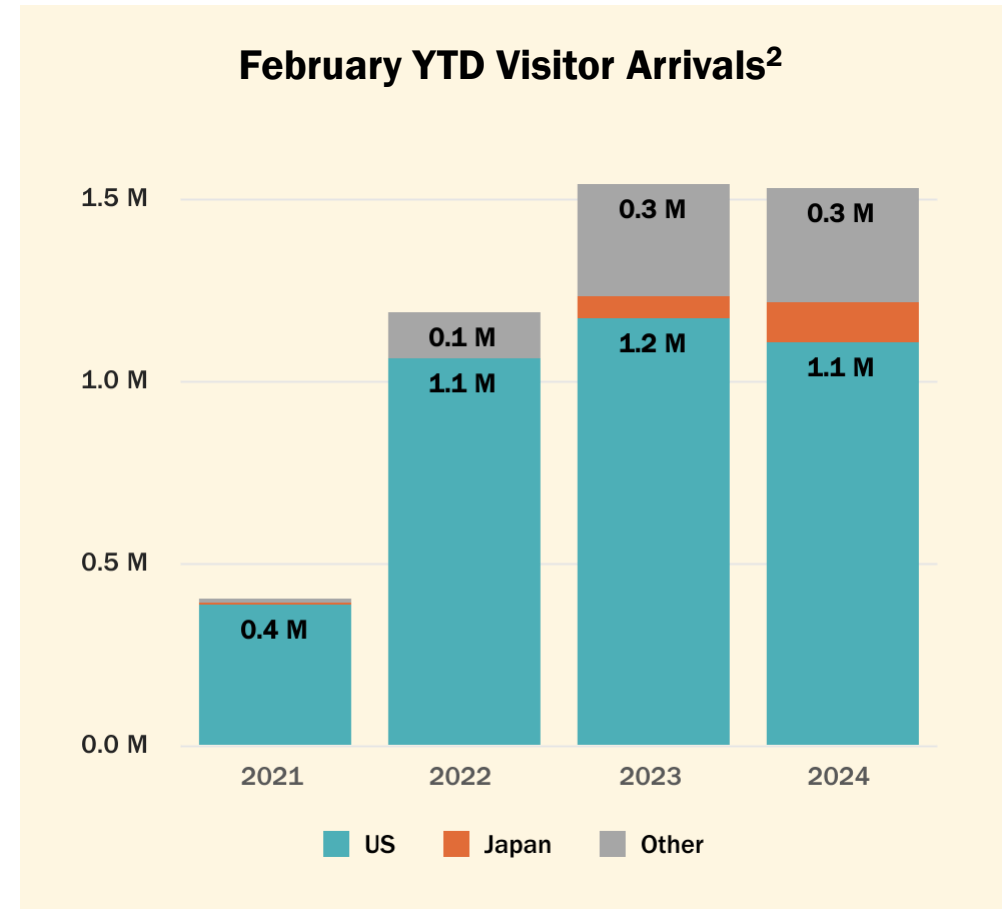
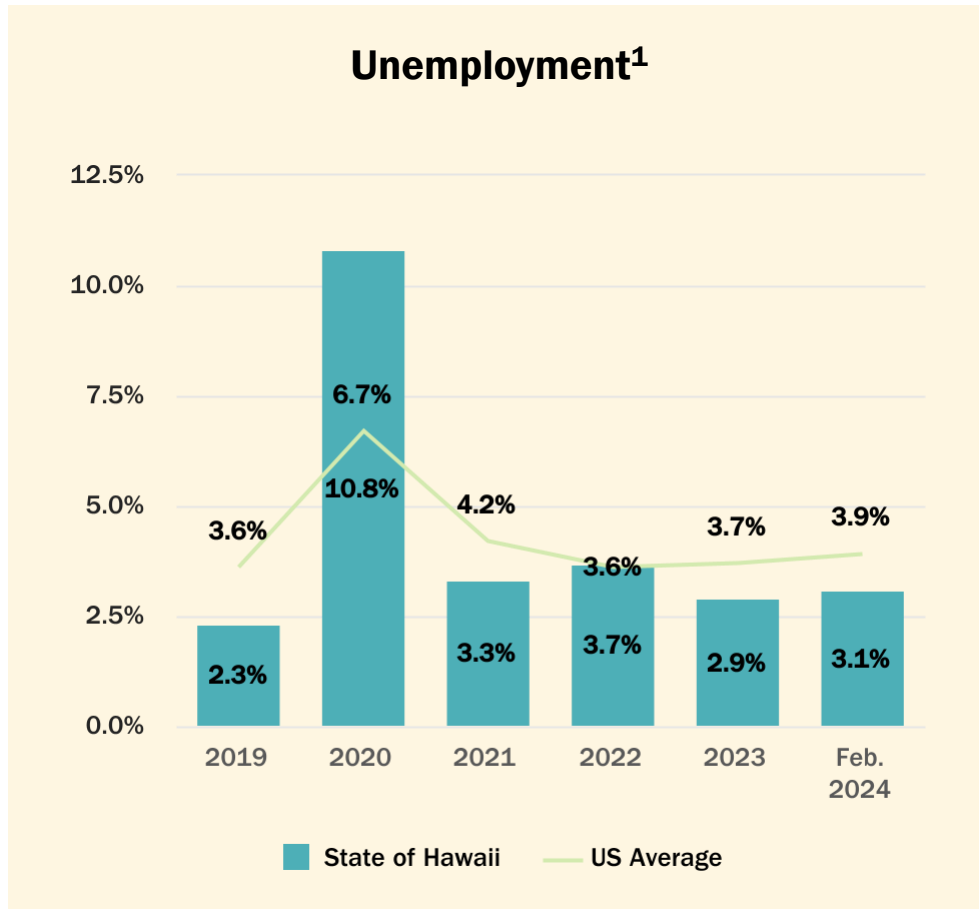
Q1 2024 Metrics

NOI Growth	4.4%
Same-Store NOI Growth	4.1%
Same-Store NOI Growth (excluding collections of prior year reserves)	3.9%
Same-Store Leased Occupancy	95.0% + 20 basis points from prior year
Same-Store Economic Occupancy	93.3% - 10 basis points from prior year
Spreads for New Leases	11.8%
Spreads for Renewal Leases	7.2%
ABR for SNO Leases	\$2.5 million

Other Highlights

- Sold more than 300 acres of land, exceeding initial 2024 expectations and contributing \$7.9 million of operating profit to Land Operations.
- Improved Supplemental Information package to provide additional period-over-period comparability and enable easier evaluation of Company performance.

Economic Update



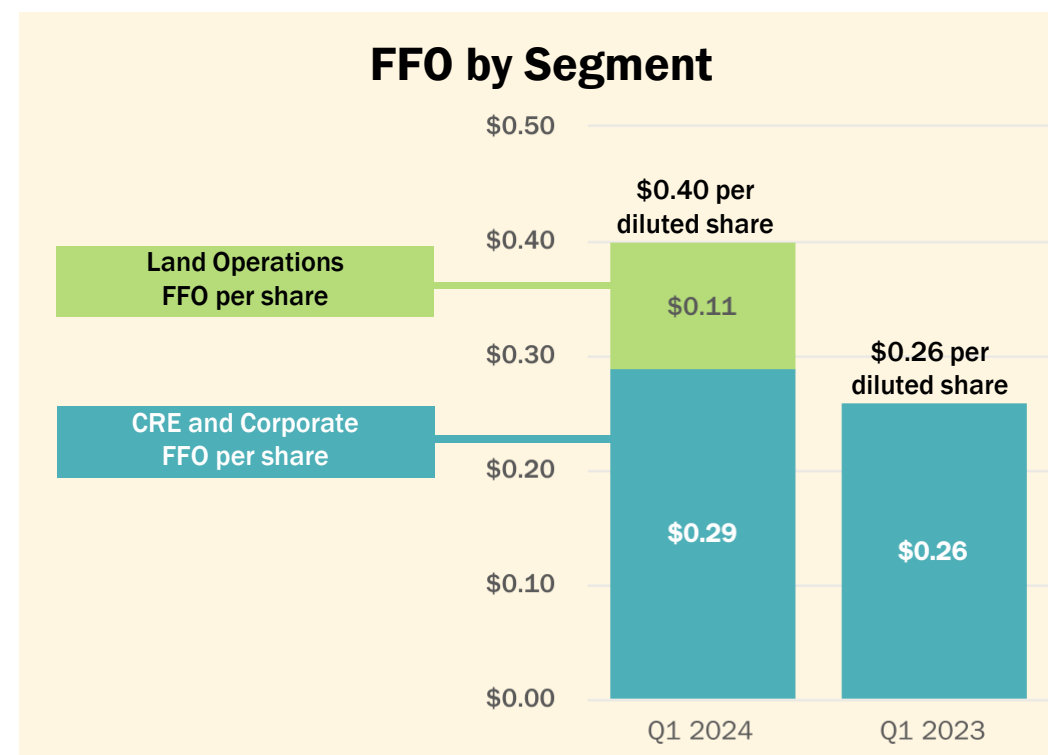
Financial Matters

Clayton Chun, EVP, CFO and Treasurer

Financial Results

	Q1 2024	
Net income¹	\$20.0M	\$0.28 per diluted share
Income from continuing operations¹	\$20.2M	\$0.28 per diluted share
FFO	\$29.2M	\$0.40 per diluted share
Adjusted FFO	\$25.5M	\$0.35 per diluted share

Quarterly results for Q1 2024 benefited from collections of previously reserved amounts of approximately \$0.8 million, or \$0.01 per diluted share, compared to \$0.7 million, or \$0.01 per diluted share in Q1 2023



¹ Represents amounts available to A&B common shareholders.

Financial Results

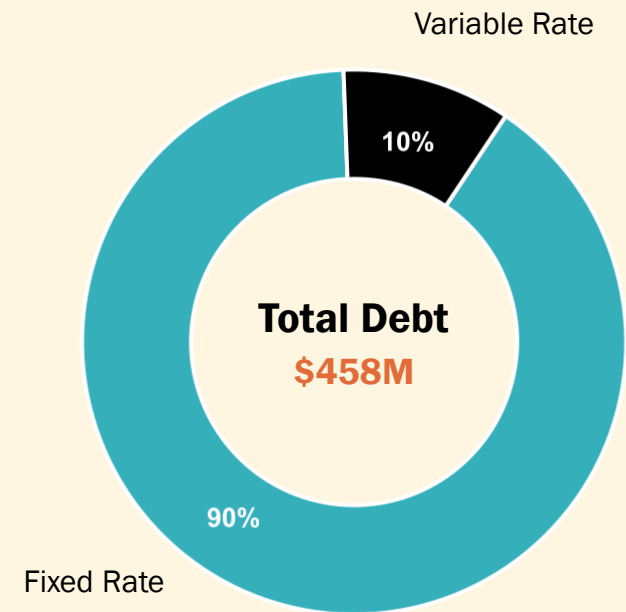
G&A

- G&A decreased \$1.5 million, or 17.1% to \$7.2 million compared to \$8.7 million in 2023
- Target 2024 G&A run rate that approximates \$7.8 million per quarter



Strong & Flexible Balance Sheet

- Net debt / TTM Consolidated Adjusted EBITDA of **3.8x** compared to **4.2x** in Q4 2023
- \$58 million mortgage secured by Laulani Village will be repaid with proceeds from 8-year private placement note issued in April 2024
- Refinancing and interest rate swap will fix 100% of the Company's debt and will increase weighted-average cost of debt by 10 to 15 bps on a proforma basis



Total Liquidity	\$470
Cash	\$16M
Undrawn Revolver	\$454M

Guidance

Clayton Chun, EVP, CFO and Treasurer

Revised Full-Year 2024 Guidance

Revised Guidance Considerations

Metric	Revised	Initial
CRE Same-Store NOI	1.1% to 2.1%	1.0% to 2.0%
Same Store NOI, excluding collections of amounts reserved in previous years	2.1% to 3.1%	2.0% to 3.0%
FFO per diluted share	\$1.05 to \$1.16	\$0.95 to \$1.05
Adjusted FFO per diluted share	\$0.89 to \$1.00	\$0.80 to \$0.90

Retail / Industrial Assets:

- Retail and industrial assets classes will continue to perform as anticipated.

Ground Lease Assets:

- Q2 2023 benefited from ABR increase of \$1.1 million and one-quarter of retroactive rent.
- No material fair market value resets expected in 2024.

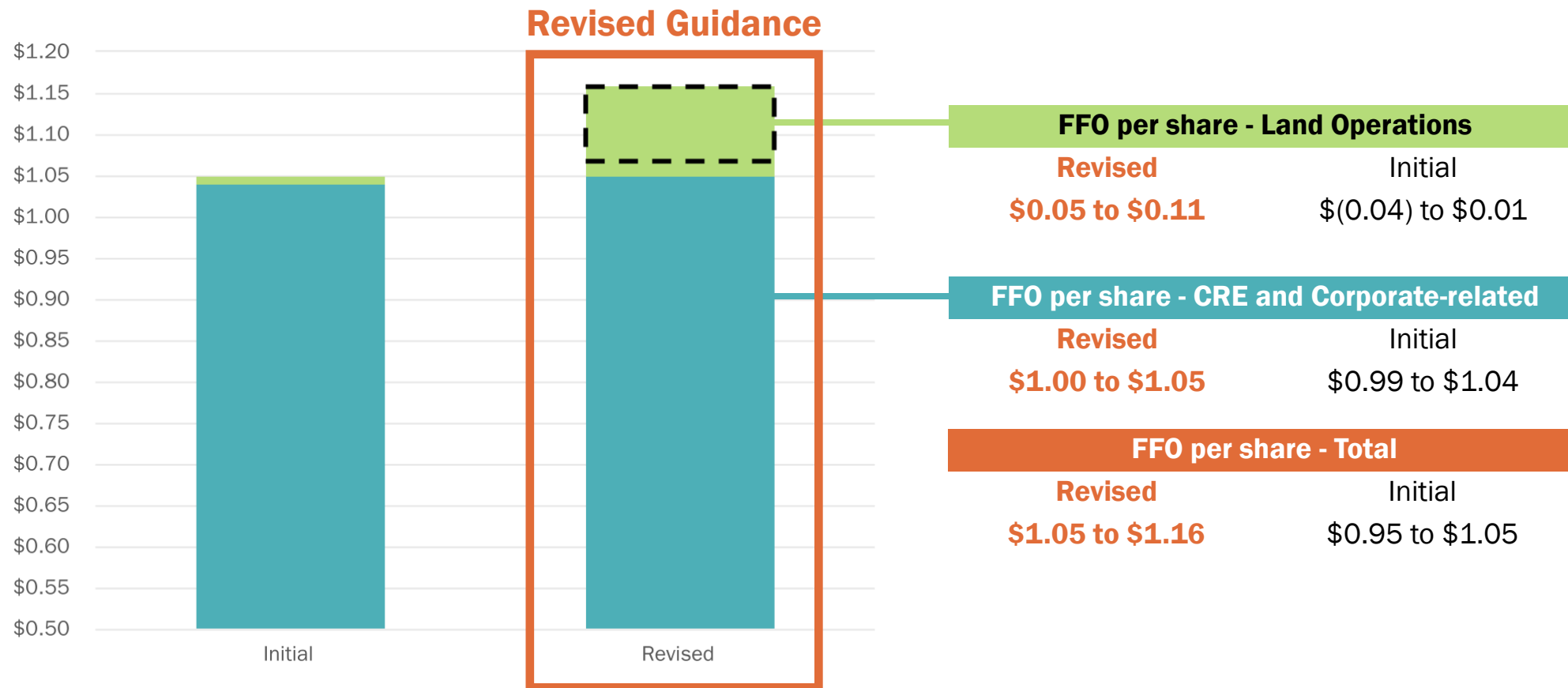
Office Assets:

- Tenant move outs will result in further NOI reductions within this asset class.

Land Operations:

- Sale of more than 300 acres of land in Q1 2024 was expected in 2025 and was not factored into initial 2024 guidance.

FFO Guidance Considerations



Closing Remarks

Lance Parker, President & CEO

Q&A

Appendix

Prudential Private Placement Note

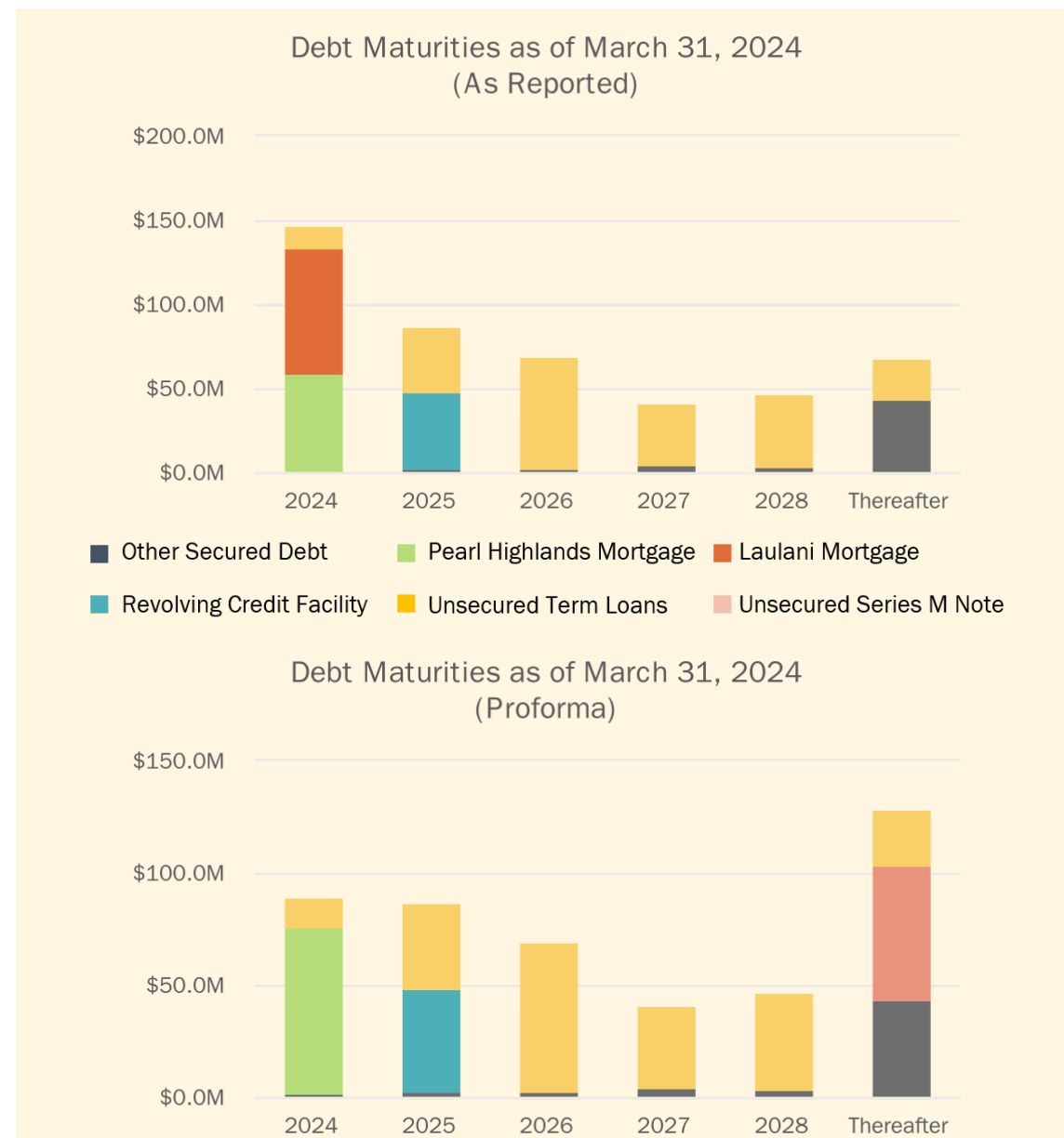
- Issued \$60.0 million unsecured note at interest rate of 6.09%
- Matures on April 15, 2032
- Proceeds will be used to pay off Laulani Village mortgage

Interest Rate Swap

- Fixes 1-month Secured Overnight Financing Rate (SOFR) + 125 basis points at 4.88%
- Will fix interest on \$46.0 million Revolving Credit Facility

Impact of Private Placement Note and Interest Rate Swap

	March 31, 2024 (As Reported)	March 31, 2024 (Proforma)
Total Debt	\$458 million	\$460 million
Weighted-Average Maturity	2.4 years	3.4 years
Weighted-Average Interest Rate	4.43%	4.55%
% of Debt that is Fixed Rate	90%	100%
% of Debt that is Unsecured	59%	72%
Unencumbered CRE Property Ratio	77%	84%



Statement On Use Of Non-GAAP Financial Measures

The Company uses non-GAAP measures when evaluating operating performance because management believes that they provide additional insight into the Company's and segments' core operating results, and/or the underlying business trends affecting performance on a consistent and comparable basis from period to period. These measures generally are provided to investors as an additional means of evaluating the performance of ongoing core operations. The non-GAAP financial information presented herein should be considered supplemental to, and not as a substitute for or superior to, financial measures calculated in accordance with GAAP.

Required reconciliations of these non-GAAP financial measures to the most directly comparable financial measure calculated and presented in accordance with GAAP are set forth in the following slides. Additional information on non-GAAP financial measures is included in the Company's quarterly Supplemental Information report, which is furnished to the SEC and available at www.alexanderbaldwin.com.

APPENDIX

(dollars in thousands; unaudited)

CRE Net Operating Income

Reconciliations of CRE operating profit to CRE NOI, Same-Store NOI and Same-Store NOI Excluding Collections of Amounts Reserved in Previous Years are as follows:

	Three Months Ended March 31,	
	2024	2023
CRE Operating Profit	\$ 21,981	\$ 20,877
Depreciation and amortization	8,975	9,092
Straight-line lease adjustments	(592)	(1,335)
Favorable/(unfavorable) lease amortization	(96)	(275)
Termination income	(1)	—
Other (income)/expense, net	(59)	2
Selling, general, administrative and other expenses	1,556	2,066
NOI	31,764	30,427
Less: NOI from acquisitions, dispositions, and other adjustments	217	114
Same-Store NOI	31,547	30,313
Less: Collections of amounts reserved in previous years	(755)	(679)
		\$
		—
Same-Store NOI excluding collections of amounts reserved in previous years	\$ 30,792	\$ 29,634
Same-Store NOI Growth	4.1 %	
Same-Store NOI growth, excluding collections of amounts reserved in previous years	3.9 %	

APPENDIX

(dollars in thousands; unaudited)

Funds From Operations (FFO) and Adjusted FFO

Reconciliations of Net Income to FFO and Adjusted FFO are as follows:

	Three Months Ended March 31,	
	2024	2023
Net Income (Loss) available to A&B common shareholders	\$ 19,974	\$ 5,306
Depreciation and amortization of commercial real estate properties	8,975	9,092
(Income) loss from discontinued operations, net of income taxes	256	4,198
Income (loss) attributable to discontinued noncontrolling interest	—	(28)
FFO	29,205	\$ 18,568
Add (deduct) Adjusted FFO defined adjustments		
(Gain)/loss on sale of legacy business	—	(1,117)
Non-cash changes to liabilities related to legacy operations ¹	—	350
Legacy joint venture (income)/loss ²	(698)	(388)
(Gain)/loss on fair value adjustments related to interest rate swaps	(3,675)	—
Non-recurring financing charges	2,350	—
Amortization of share-based compensation	1,126	1,576
Maintenance capital expenditures ³	(2,018)	(1,312)
Leasing commissions paid	(315)	(294)
Straight-line lease revenue	(592)	(1,335)
Amortization of net debt premiums or discounts and deferred financing costs	243	239
Amortization of above and below-market leases, net	(96)	(275)
Adjusted FFO	\$ 25,530	\$ 16,012

¹ Primarily related to environmental reserves associated with legacy business activities in the Land Operations segment

² Includes joint ventures engaged in legacy business activities within the Land Operations segment

³ Includes ongoing maintenance capital expenditures only

APPENDIX

(dollars in thousands; unaudited)

Net Debt

A reconciliation of the Company's net debt is as follows.

	March 31, 2024	December 31, 2023
Secured debt	\$ 188,322	\$ 189,713
Unsecured term debt	223,252	237,251
Unsecured revolving credit facility	46,000	37,000
Total debt	457,574	463,964
Net unamortized deferred financing cost / discount (premium)	142	149
Cash and cash equivalents	(15,683)	(13,517)
Net debt	\$ 442,033	\$ 450,596

APPENDIX

(dollars in thousands; unaudited)

TTM Consolidated Adjusted EBITDA

Reconciliations of the Company's consolidated net income to Consolidated EBITDA and Consolidated Adjusted EBITDA are as follows:

	TTM March 31, 2024	TTM December 31, 2023
Net Income (Loss)	\$ 47,637	\$ 32,963
Adjustments:		
Depreciation and amortization	36,644	36,791
Interest expense	23,432	22,963
Income tax expense (benefit)	30	35
Interest expense related to discontinued operations	300	496
Consolidated EBITDA	\$ 108,043	\$ 93,248
Asset impairments	4,768	4,768
(Gain)/loss on fair value adjustments related to interest rate swaps	(957)	2,718
Non-recurring financing charges	2,350	—
(Income) loss from discontinued operations, net of income taxes and excluding depreciation, amortization and interest expense	3,605	7,351
Consolidated Adjusted EBITDA	\$ 117,809	\$ 108,085