



ALEXANDER & BALDWIN
PARTNERS FOR HAWAII'

Premier Commercial Real Estate Company

Second Quarter 2025
Earnings Presentation
July 24, 2025

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 remaining legacy assets, and the risk factors discussed in Part I, Item 1A of the Company's most recent Form 10-K under the heading "Risk Factors", 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

- Accomplishments
- Second Quarter Highlights

Clayton Chun, EVP, CFO & Treasurer

- Financial Matters

Lance Parker, President & CEO

- Closing Remarks
- Q&A



Second Quarter Highlights

Lance Parker, President & CEO

Q2 2025 Accomplishments

- **Improve CRE Performance**
 - Achieved 5.3% same-store NOI growth
 - Driven by improved occupancy
- **Focus on internal and external growth**
 - Continued progress on build-to-suit developments
 - Maui BTS expected to be complete in 1Q26 with \$1.0 million of NOI uplift
 - Oahu developments expected to be complete in 4Q26 with \$2.8 million of NOI uplift
 - Combined will add 150,000 square feet of GLA to portfolio
 - Transaction market is opening up - the team is busy
- **Further streamline business and cost structure**
 - Resolved legacy liabilities within Land Operations

Q2 2025 Highlights

Q2 2025

NOI Growth	6.3%
Same-Store NOI Growth	5.3%
Spreads for New & Renewal Leases	6.8%

As of June 30, 2025

Leased Occupancy	95.8%
Economic Occupancy	94.8%
ABR for SNO Leases ¹	\$5.8 million

¹ Includes \$1.9 million of ABR for improved properties, \$0.7 million for ground leases and \$3.1 million of ABR for development and redevelopment



Financial Matters

Clayton Chun, EVP, CFO and Treasurer

Financial Results

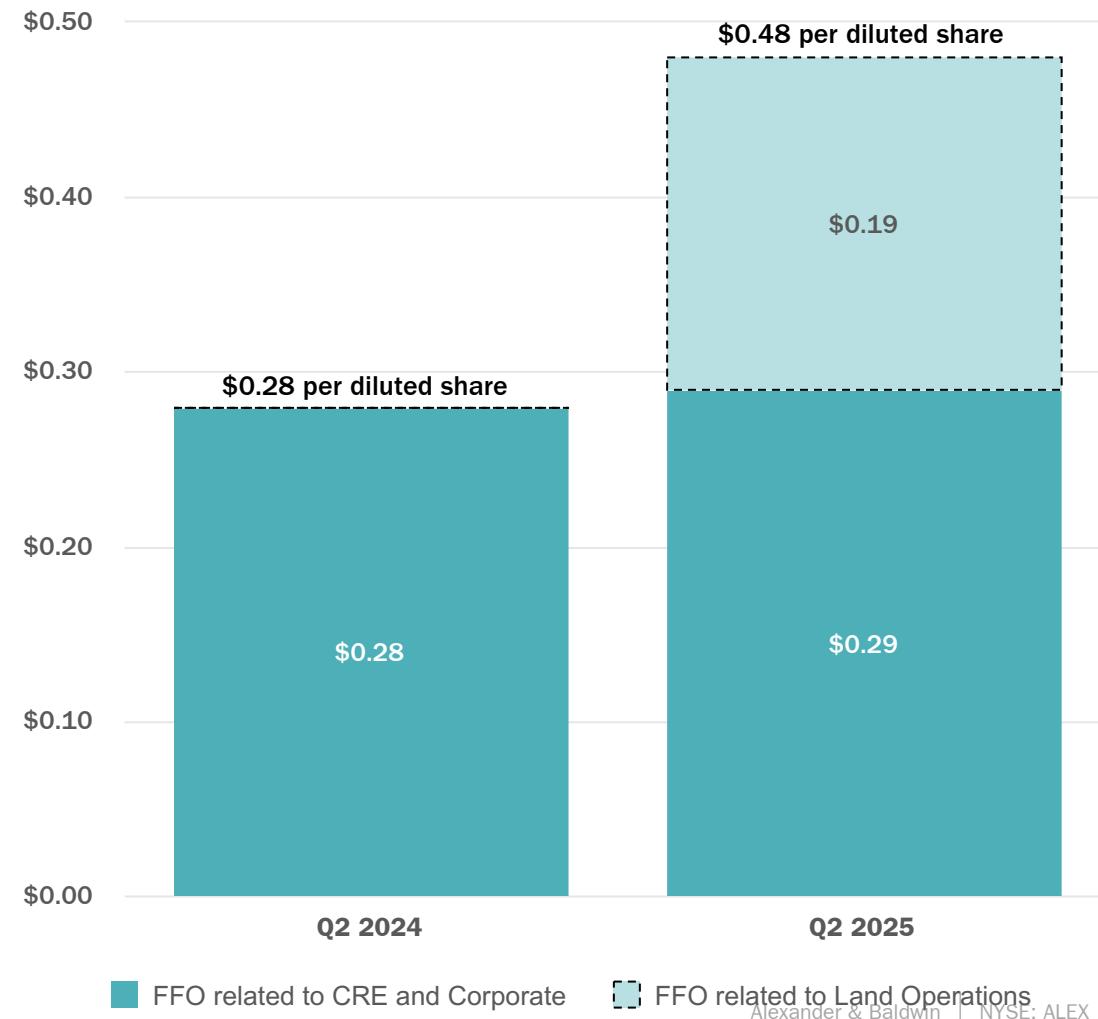
Q2 2025		
Net income ¹	\$25.1M	\$0.35 per diluted share
FFO	\$35.2M	\$0.48 per diluted share
FFO related to CRE and Corporate	\$21.2M	\$0.29 per diluted share

Continued Improvements to Cost Structure

- Estimated annual, carrying costs run-rate for Land Operations has narrowed to a range of \$3.75 million to \$4.5 million
- Second quarter 2025 G&A decreased \$0.2 million to \$7.0 million, or 3.3% compared to 2024.

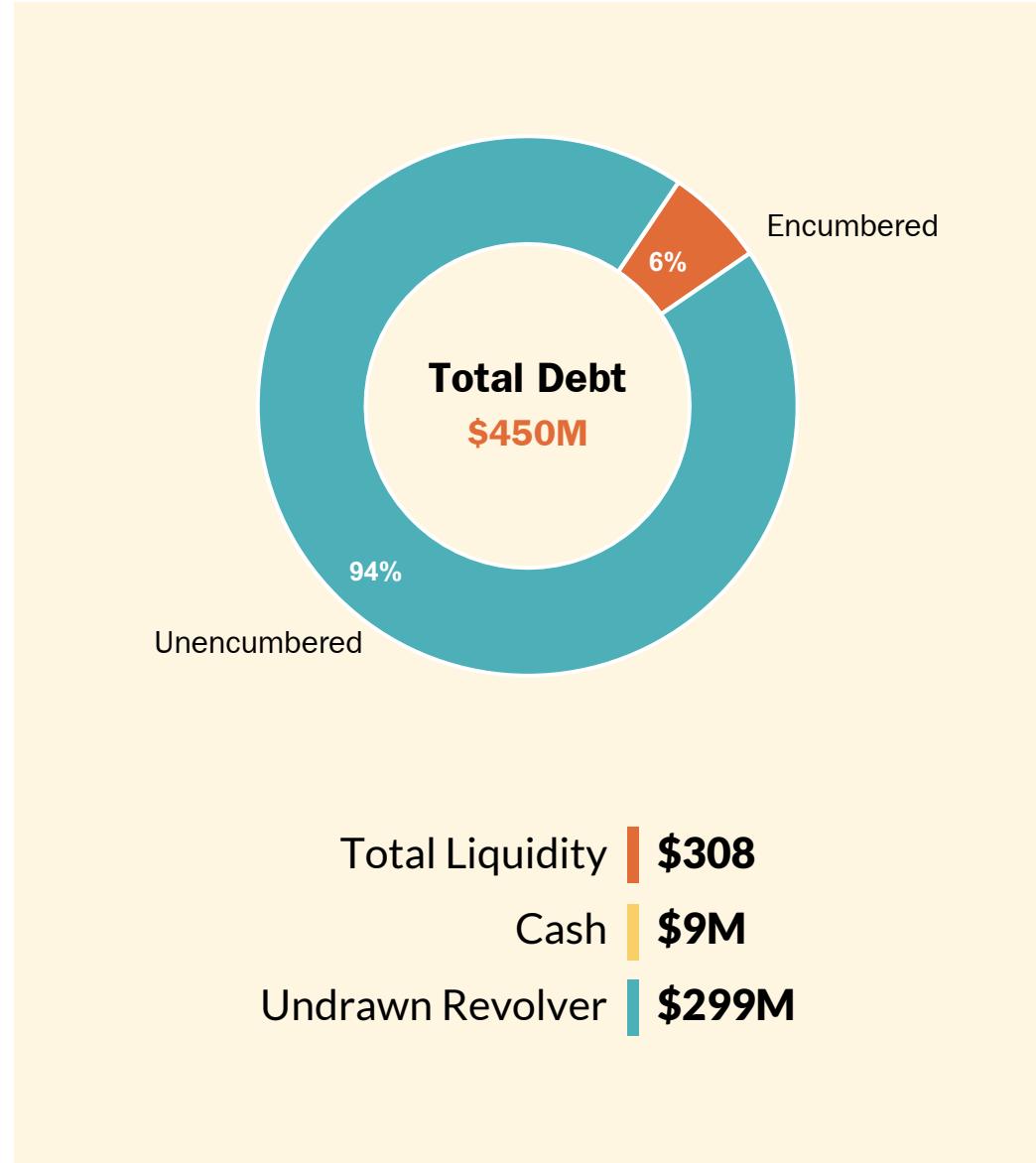
¹ Represents amounts available to A&B common shareholders.

FFO by Segment



Balance Sheet and Capital Markets

- Net debt / TTM Consolidated Adjusted EBITDA of **3.3x** compared to **3.6x** in Q4 2024.
- Including the effects of interest rate swaps, at quarter end, the Company had a weighted-average interest rate of 4.67% and 95.3% of the Company's debt was at fixed rates.
- Paid a second quarter dividend of \$0.225 on July 9th, 2025.
- Board declared a third quarter dividend of \$0.225, payable on October 7, 2025.



Guidance

Clayton Chun, EVP, CFO and Treasurer

Full-Year 2025 Guidance

Metric	Q2 2025 YTD Actual	Revised	Previous
Net Income (Loss) available to A&B common shareholders per diluted share	\$0.64	\$0.91 to \$0.96	\$0.68 to \$0.74
FFO per diluted share	\$0.84	\$1.35 to \$1.40	\$1.17 to \$1.23
FFO related to CRE and Corporate	\$0.59	\$1.12 to \$1.16	\$1.11 to \$1.16
CRE Same-Store NOI	4.7%	3.4% to 3.8%	2.4% to 3.2%

Guidance Considerations

Commercial Real Estate

- Same-Store NOI growth rate in the third quarter will slow due to strong 3Q24 comp
- Same-Store NOI growth rate in 4Q25 is expected to be consistent with 1H25.

Corporate

- 2025 G&A is expected to be flat to improved by \$0.01 per share compared to 2024

Land Operations

- Expect improved annual carrying cost run rate of \$3.75 million to \$4.5 million

Closing Remarks

Lance Parker, President & CEO

Q&A

Appendix

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' 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 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.

(dollars in thousands; unaudited)

CRE Net Operating Income

Reconciliations of CRE operating profit to NOI and Same-Store NOI are as follows:

	Three Months Ended June 30,	
	2025	2024
CRE Operating Profit	\$ 22,205	\$ 22,611
Depreciation and amortization	10,007	8,890
Straight-line lease adjustments	71	(712)
Favorable/(unfavorable) lease amortization	(47)	(100)
Sales-type lease adjustments	(204)	—
Termination fees and other	(3)	(527)
Interest and other income (expense), net	(23)	(40)
Selling, general, and administrative	1,614	1,510
NOI	33,620	31,632
Less: NOI from acquisitions, dispositions, and other adjustments	(888)	(544)
Same-Store NOI	\$ 32,732	\$ 31,088
Same-Store NOI growth	5.3 %	

(dollars in thousands, except per share data; unaudited)

Funds From Operations (FFO) and FFO related to CRE and Corporate

Reconciliations of Net Income to FFO and FFO related to CRE and Corporate are as follows:

	Three Months Ended June 30,	
	2025	2024
Net Income (Loss) available to A&B common shareholders	\$ 25,128	\$ 9,104
Depreciation and amortization of commercial real estate properties	10,004	8,890
(Income) loss from discontinued operations, net of income taxes	23	2,625
FFO	35,155	20,619
Land Operations Operating Profit	(13,906)	(168)
FFO related to CRE and Corporate	\$ 21,249	\$ 20,451
Net income (loss) available to A&B common shareholders per diluted share	\$ 0.35	\$ 0.13
FFO per diluted share	\$ 0.48	\$ 0.28
FFO per diluted share related to CRE and Corporate	\$ 0.29	\$ 0.28
Weighted average diluted shares outstanding (FFO/FFO Related to CRE and Corporate)	72,868	72,692

(dollars in thousands; unaudited)

Net Debt

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

	June 30, 2025	December 31, 2024
Secured debt	\$ 55,150	\$ 54,714
Unsecured term debt	244,147	270,123
Unsecured revolving credit facility	<u>151,000</u>	<u>150,000</u>
Total debt	450,297	474,837
Net unamortized deferred financing cost / discount (premium)	312	347
Cash and cash equivalents	<u>(8,579)</u>	<u>(33,436)</u>
Net debt	<u><u>\$ 442,030</u></u>	<u><u>\$ 441,748</u></u>

(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 June 30, 2025	TTM December 31, 2024
Net Income (Loss)	\$ 78,008	\$ 60,537
Adjustments:		
Depreciation and amortization	37,601	36,312
Interest expense	23,388	23,169
Income tax expense (benefit)	(24)	174
Consolidated EBITDA	\$ 138,973	\$ 120,192
Asset impairments	256	256
(Gain) loss on commercial real estate transactions ¹	(4,103)	—
(Gain) loss on fair value adjustments related to interest rate swaps	—	(3,675)
Non-recurring financing-related charges	—	2,350
(Income) loss from discontinued operations, net of income taxes and excluding depreciation, amortization and interest expense	469	3,466
Consolidated Adjusted EBITDA	<u>\$ 135,595</u>	<u>\$ 122,589</u>

¹Includes selling profits from a sales-type lease.

(unaudited)

Reconciliation of Non-GAAP Guidance

Reconciliations of Net Income (Loss) available to A&B common shareholders per diluted share, to the forward-looking range of Funds From Operations (“FFO”) per diluted share and FFO per diluted share related to CRE and Corporate are as follows:

	Six Months Ended June 30, 2025	Full-Year 2025 Guidance - Current ¹		Full-Year 2025 Guidance - Prior	
		Low	High	Low	High
Net Income (Loss) available to A&B common shareholders per diluted share	\$ 0.64	\$ 0.91	\$ 0.96	\$ 0.68	\$ 0.74
Depreciation and amortization of commercial real estate properties	0.26	0.50	0.50	0.49	0.49
(Gain) loss on commercial real estate transactions	(0.06)	(0.06)	(0.06)	—	—
FFO per diluted share	0.84	1.35	1.40	1.17	1.23
<u>Less: Land Operations Operating Profit per diluted share²</u>	<u>0.25</u>	<u>0.23</u>	<u>0.24</u>	<u>0.06</u>	<u>0.07</u>
FFO per diluted share related to CRE and Corporate	\$ 0.59	\$ 1.12	\$ 1.16	\$ 1.11	\$ 1.16

¹ The Full-Year 2025 Guidance - Current is as of the date of this presentation and assumes that diluted shares equal the latest year-to-date ending amount.

² Land Operations operating profit (loss) divided by diluted shares is equal to FFO per diluted share related to Land Operations as there are no reconciling items between Land Operations operating profit (loss) and FFO for the Land Operations segment.

Reconciliation of Non-GAAP Guidance (Continued)

The forward looking guidance includes certain forward-looking information, including CRE Same-Store NOI growth %, that is not presented in accordance with GAAP. In reliance on the exception in Item 10(e)(1)(i)(B) of Regulation S-K, we do not provide a quantitative reconciliation of such forward-looking CRE Same-Store NOI growth % amounts to the most directly comparable GAAP financial measure. These forward-looking same-store calculations include only activity from properties owned for comparable periods. We are unable, without unreasonable effort, to provide a meaningful or reasonably accurate calculation or estimation of certain reconciling items, including but not limited to, (i) occupancy changes; (ii) terms for new and renewal leases; (iii) collections from tenants; and (iv) other nonrecurring/unplanned income or expense items. These items are inherently uncertain and depend on various factors, many of which are beyond our control, and the unavailable components could have a significant impact on our future financial results.