KAILUA TOWN
OAHU, HAWAII
A&B Properties is the real estate subsidiary of Alexander & Baldwin, Inc., Hawaii’s fourth largest private landowner, holding nearly 88,000 acres primarily on the islands of Maui and Kauai. The Company manages a portfolio comprising over 4.7 million square feet of leasable space in Hawaii and on the U.S. Mainland. A&B is the largest owner of grocery/drug-store anchored retail centers and is the second largest owner of retail assets in Hawaii. A&B is also one of the state’s most active real estate investors with development projects on Oahu, Maui, Kauai and the Big Island.
Oahu Demographics

- Population: 998,714
- Female: 49.1%
- College Graduate: 32.7%
- Median Age: 37.8
- Households: 309,602
- Average Household Size: 3.1
- Median Single-Family Home Value (2016): $735,000
- Median Household Income: $74,460
- Retail Sales Per Capita (2012): $13,352

Source: U.S. Census Bureau; Honolulu Board of Realtors

Oahu Visitor Stats (2016)

- Five consecutive years of record visitor arrivals and expenditures
- Annual Visitors: 5.5 million
- Daily Tourist Spending: $196 per person per day
- Average Length of Stay: 6.9 days
- #1 Activity: Shopping

Source: State of Hawaii Department of Business, Economic Development & Tourism
Kailua (Hawaiian for “Two Seas”) is a place of bountiful natural beauty, where the mountains meet a crescent bay. Kailua is known for picturesque beaches, great restaurants and wonderful people. It has a tight knit community, laid-back vibe and beautiful beaches...it’s what appeals to visitors and locals alike.
KAILUA DEMOGRAPHICS (2015)

<table>
<thead>
<tr>
<th>Distance</th>
<th>Population</th>
<th>Households</th>
<th>Average HH Income</th>
<th>$75K + Households</th>
<th>$100K + Households</th>
<th>Visitors Per Week</th>
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<tbody>
<tr>
<td>2-Mile</td>
<td>35,909</td>
<td>11,293</td>
<td>$174,12</td>
<td>7,306</td>
<td>5,338</td>
<td>3,000+</td>
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<tr>
<td>3-Mile</td>
<td>47,140</td>
<td>15,667</td>
<td>$120,981</td>
<td>9,824</td>
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<tr>
<td>5-Mile</td>
<td>96,736</td>
<td>29,866</td>
<td>$107,921</td>
<td>16,932</td>
<td>12,403</td>
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</table>

Significant additional vacation renter base
Source: The Nielsen Company
KAILUA IS A TOP PERFORMING RETAIL MARKET

RETAILERS SEE AVERAGE GROSS SALES HIGHER THAN OTHER OAHU DESTINATIONS AND THE NATIONAL AVERAGE:

Kailua Retail Average
Hawaii Retail Average
US Regional Mall Average

$740
$482
$335

Kailua Retail Average
Hawaii Retail Average (Colliers International)
US Regional Mall Average (ICSC)

Note: Kailua Retail Average is as of September 2015. Hawaii Retail is as of fiscal year-end 2014-2015. US Regional Mall Averages are for 2015.

REPORTING TENANTS (70% OR 270,000 SF OF RETAIL GLA)
- 28% OF GLA > $1,000 PSF SALES
- 56% OF GLA > $500 PSF SALES

PROPERTIES
16

GROSS LEASABLE AREA
51,696 sq. ft.

KAILUA ANCHOR RETAILERS
California Pizza Kitchen
Pier 1
Safeway
Whole Foods

Charming beach community on the windward shore of the island of Oahu

Second highest household income and one of the highest value beachfront residential estates in Hawaii

3,000+ tourists weekly drawn to Kailua's spectacular beaches and shopping

Kailua's beaches consistently ranked on TripAdvisor's 10 best beaches in U.S.
New 51,696 sq. ft. retail center scheduled to open in late 2017

- Lau Hala Shops, located at 573 Kailua Road, is poised to be the centerpiece of the Kailua retail market
- The center will be anchored by a 13,000-square-foot retailer and 2 outdoor-oriented restaurants and bolstered by an eclectic mix of retail merchants and service retailers
- Adaptive reuse of former Macy’s/Liberty House building

<table>
<thead>
<tr>
<th>PHASE 1 – LAU HALA SHOPS</th>
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<tbody>
<tr>
<td><strong>PHASE 1</strong></td>
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<tr>
<td><strong>New 51,696 sq. ft. retail center scheduled to open in late 2017</strong></td>
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<tr>
<td>Gross Leasable Area *</td>
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<tr>
<td>Retail In-Line *</td>
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<tr>
<td>Restaurants *</td>
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<tr>
<td>Small Anchor *</td>
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<tr>
<td>Second Level *</td>
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*As of: February 8, 2017
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Largest owner of grocery/drug-anchored retail centers and second largest owner of retail assets in Hawaii