



AB ALEXANDER & BALDWIN, INC.

2008 2nd Quarter Earnings
Conference Call

Statements in this call and presentation that set forth expectations or predictions are based on facts and situations that are known to us as of today, July 25, 2008.

Actual results may differ materially, due to risks and uncertainties, such as those described on pages 16-23 of the Form 10-K in our 2007 annual report and our other subsequent filings with the SEC. Statements in this call and presentation are not guarantees of future performance.

■ Earnings Summary, Performance & Trends

- Unit Operating Performance
- Financial Matters
- Economic and Market Outlook
- Q&A

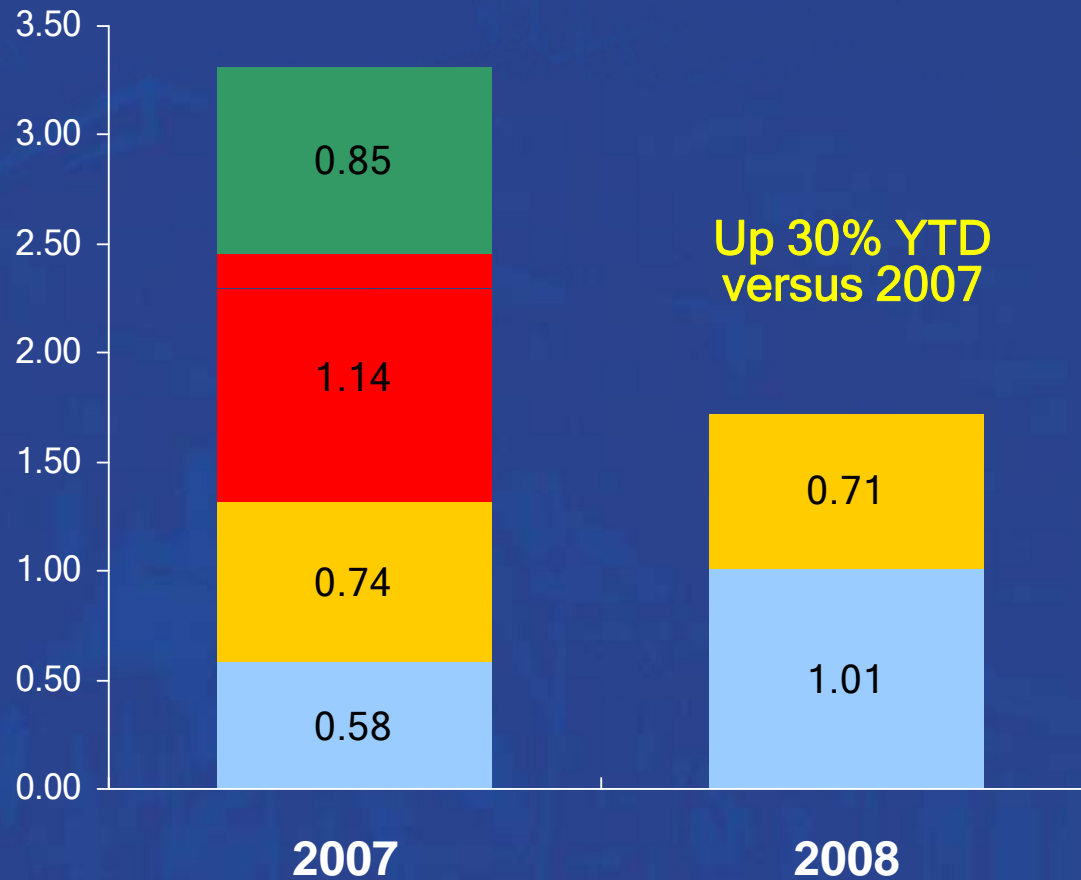
Recent Highlights & Trends

4

- Net Income: \$29.6 MM, near 2007 level
 - Sound performance in ocean transportation
 - Steady commercial leasing results
 - Slowing property sales
- Economic environment weakening
- Increased annual dividend by 10 cents in April
- S&P Affirmed A- Rating
- Agreement to acquire warehouse & distribution company

Earnings Per Share

Fully Diluted*

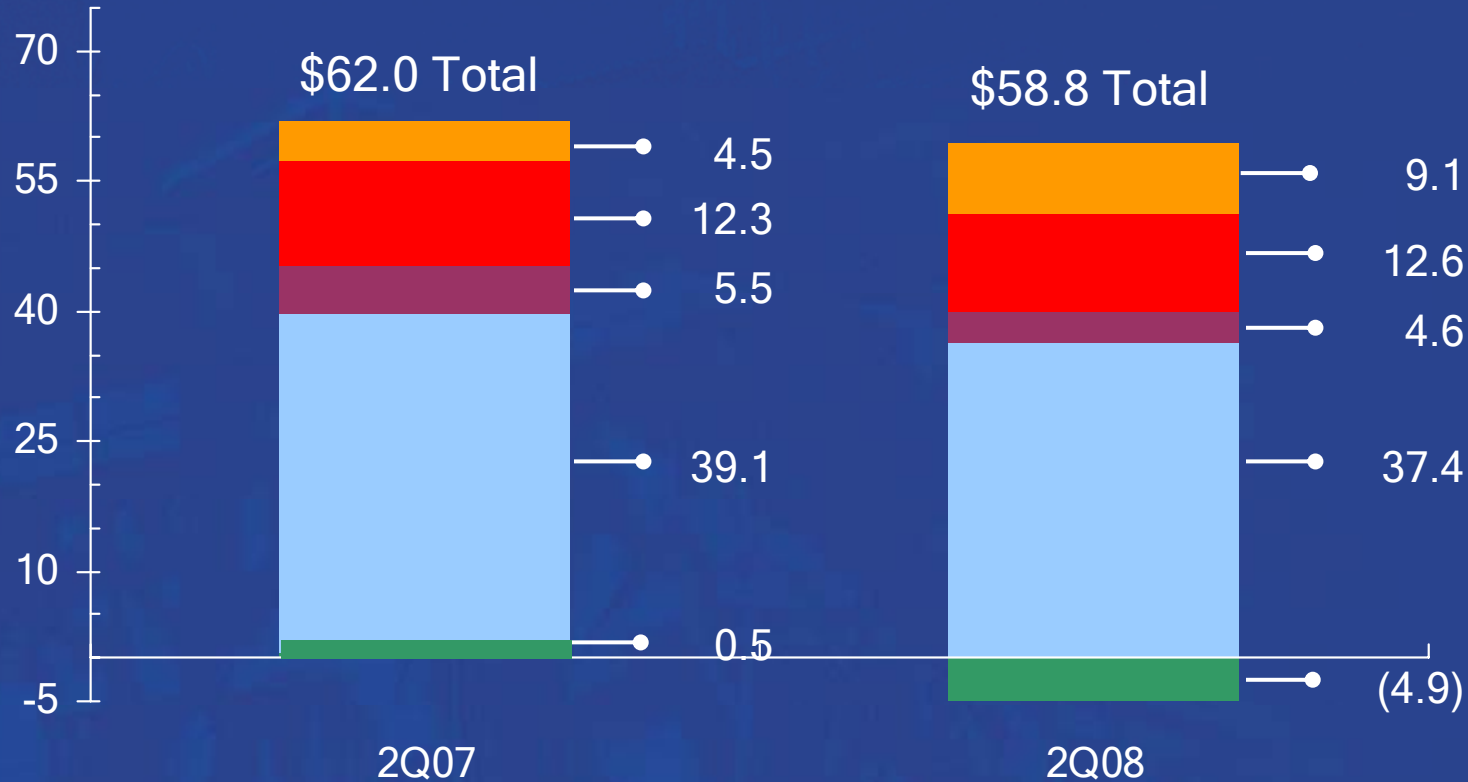


* Includes discontinued operations.

2Q08 Operating Profit

(Dollars in millions)*

Down 5% YOY



■ Agribusiness
 ■ Ocean Transportation
 ■ Logistics Services
 ■ Real Estate Leasing
 ■ Real Estate Sales

* Includes discontinued operations.



□ Matson Navigation

- Volume down in all trade lanes
- Implemented cost containment in response to softened markets
- China rate increases, achieved partial fuel recovery
- Strong financial results

□ Matson Integrated Logistics

- Volume decline from moderating economic climate
- Taking first loads at Savannah facility
- Definitive agreement to acquire regional, asset-light company

□ Real estate sales & developments

- Sales slowing, affected by overall softening of markets
- Continued investments in Wailea & Kukui'ula
- Entitled Maui Business Park II
- Project X activity picking up

□ Income Portfolio

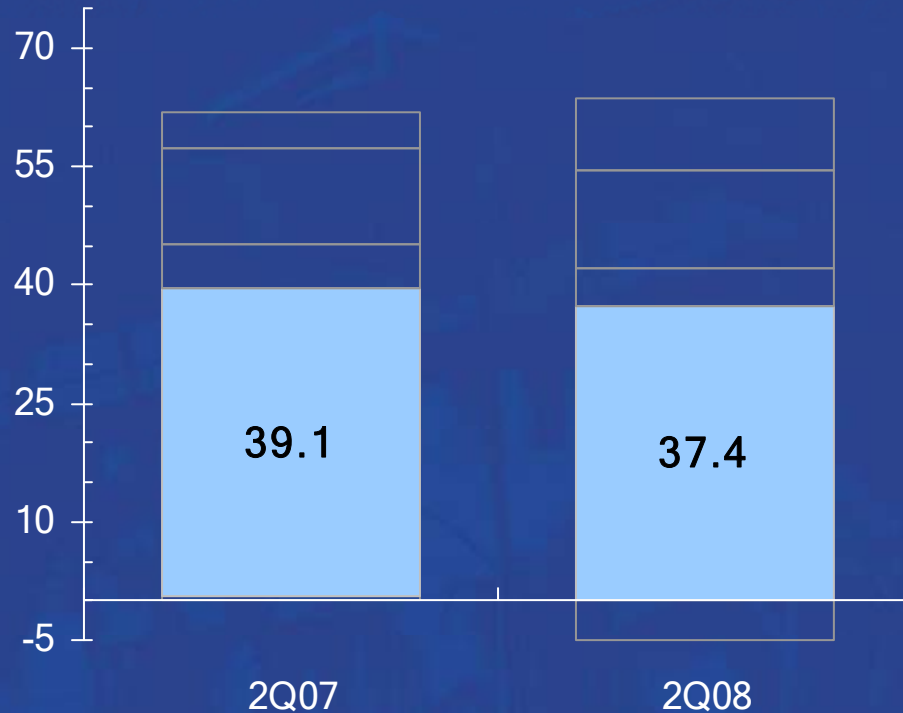
- High occupancy levels continue
- Slight moderation of Mainland office occupancy
- Hawaii commercial market strength remains intact

- Department of Justice update
 - DOJ investigating competitive practices in all domestic trades
 - Matson in Hawaii and Guam trades only
 - A&B/Matson fully cooperating with DOJ
- Civil suits have been filed
- Union contracts update
 - Reached agreement with 3 unlicensed unions
 - West Coast ILWU negotiations continue
 - Hawaii ILWU negotiations underway

- Earnings Summary, Performance & Trends
- **Unit Operating Performance**
- Financial Matters
- Economic and Market Outlook
- Q&A

Ocean Transportation 2Q08 Operating Profit

(Dollars in millions)



Hawaii service volumes off

Effective responses:

Network efficiencies

Lower equipment repositioning

China Service strong

Favorable contract increases

Partial capture of fuel costs

Modest volume decline

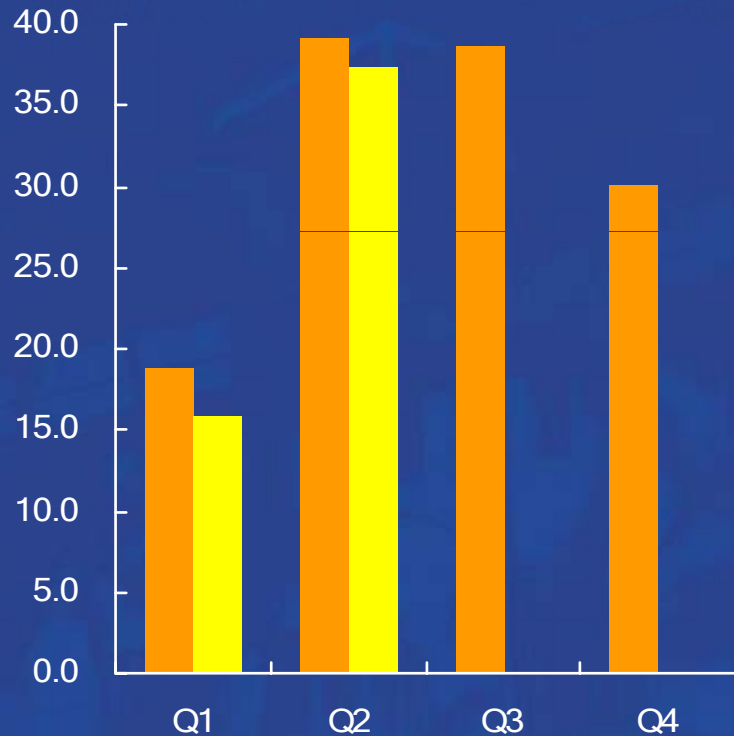
Guam service steady

SSAT earnings off in line with drop in int'l volume

Ocean Transportation

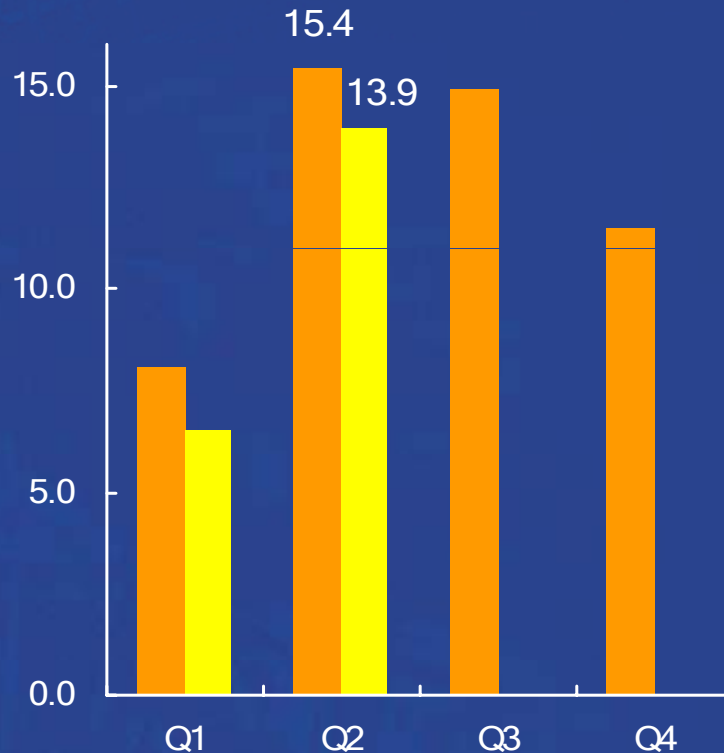
(Dollars in millions)

Operating Profit (\$MM)



2007 2008

Operating Margin (%)



2007 2008



Logistics Service 2Q08 Operating Profit

(Dollars in millions)



Intermodal volume declines
Exacerbated by Midwest flooding
Shift to Highway/Expedited continues

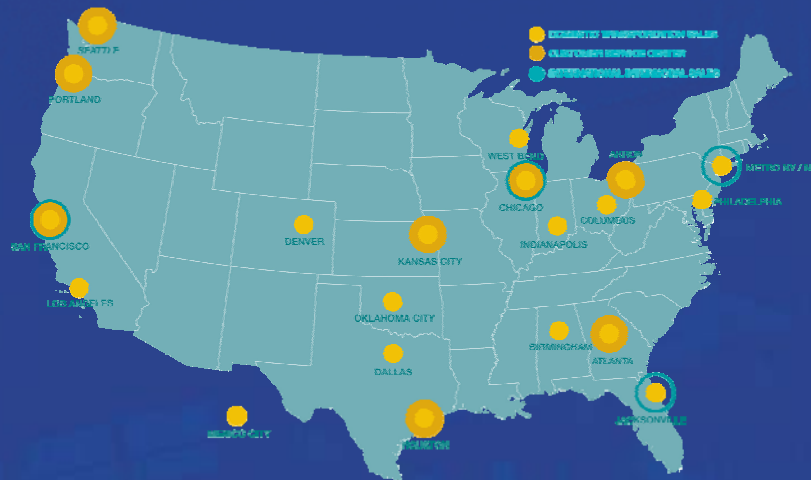
Highway service stable
Volume off, mirrors economy

Matson Global
Savannah launched
Acquisition pending



Matson Global Distribution Services Warehouse & Distribution Company Acquisition

14



Warehousing/distribution,
specialty “high touch”

Multiple facilities

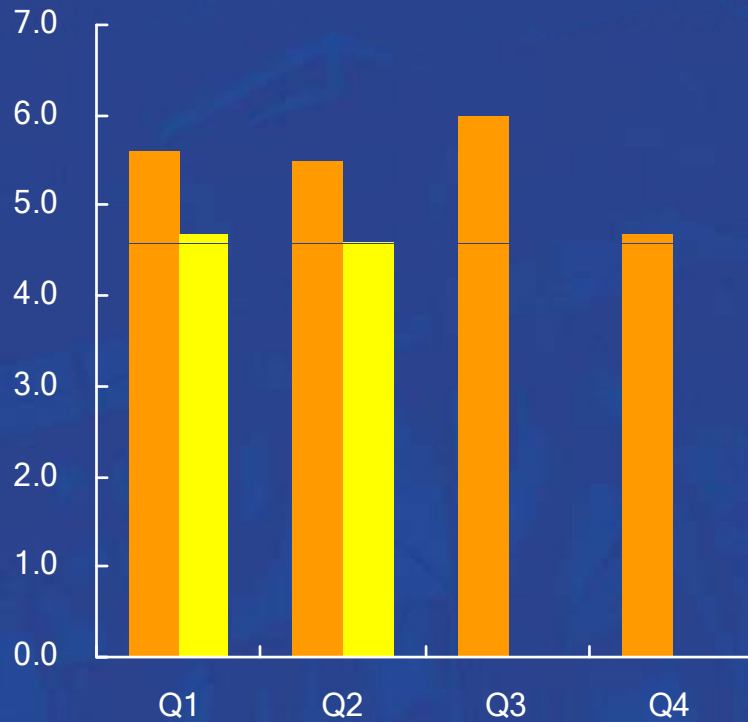
Scalable customer and
geography platform

Experienced, versatile
management team

Logistics Services

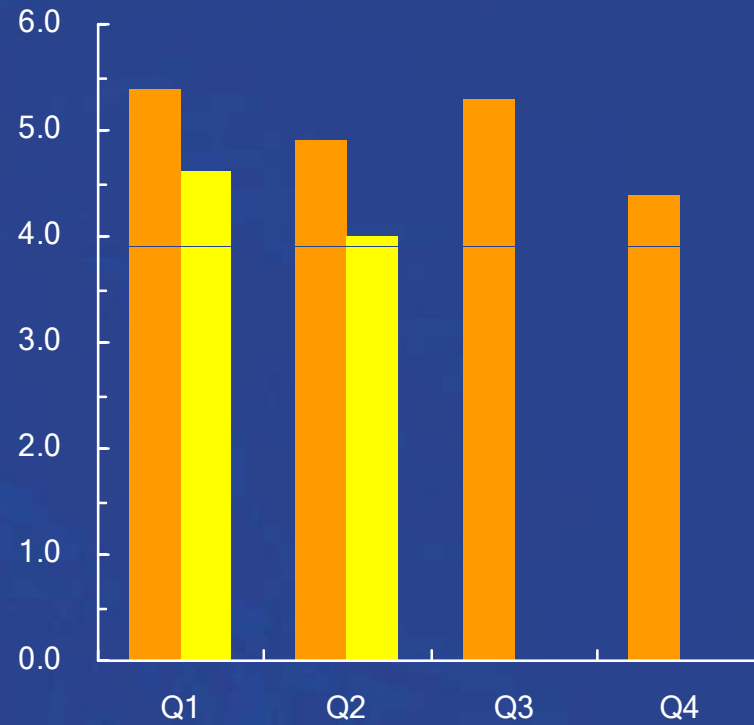
(Dollars in millions)

Operating Profit (\$MM)



2007 2008

Operating Margin (%)



2007 2008



Real Estate Leasing 2Q08 Operating Profit

(Dollars in millions)

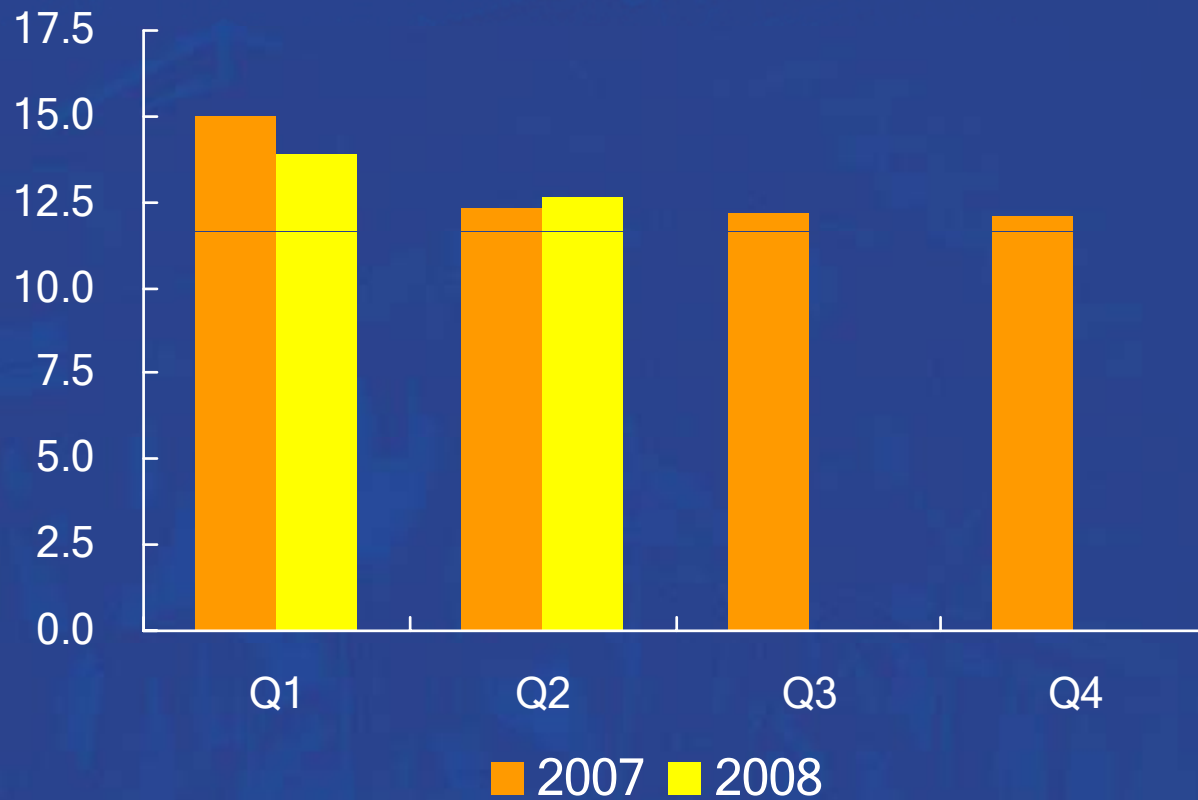


Sustained high occupancy
Hawaii performance strong
Mainland properties stable
Modest office occupancy decline (Phoenix)
Savannah Building A tenanted

Real Estate Leasing

(Dollars in millions)

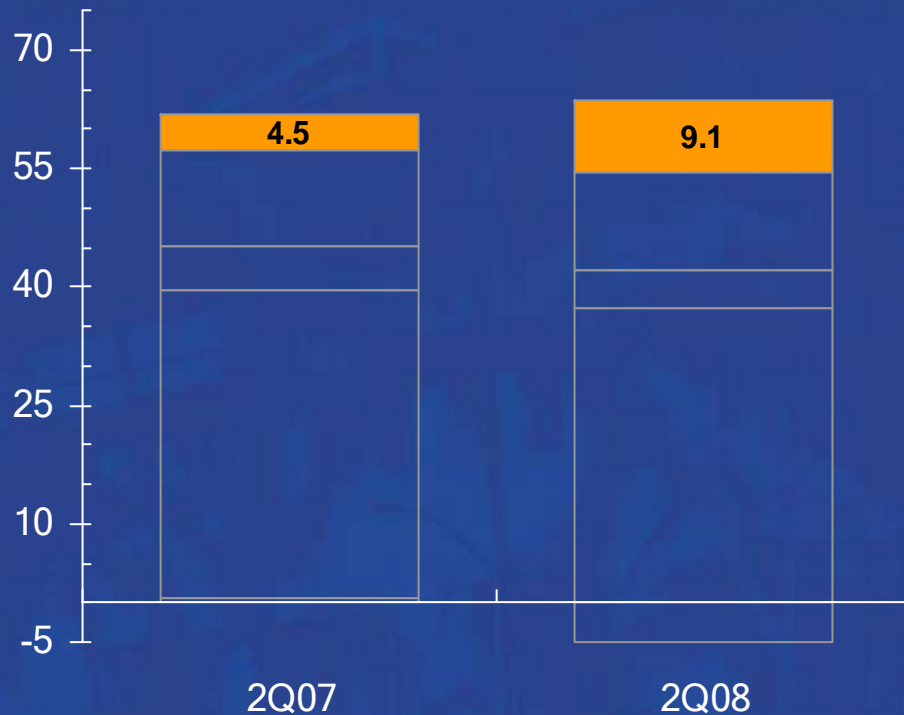
Operating Profit*



* Includes discontinued operations

Real Estate Sales 2Q08 Operating Profit

(Dollars in millions)*



Real Estate unit sales slowing

Small, non-core land sales

Construction on track


Maui Business Park II entitlement

* Includes discontinued operations.



Real Estate Sales

Maui Business Park-Phase II



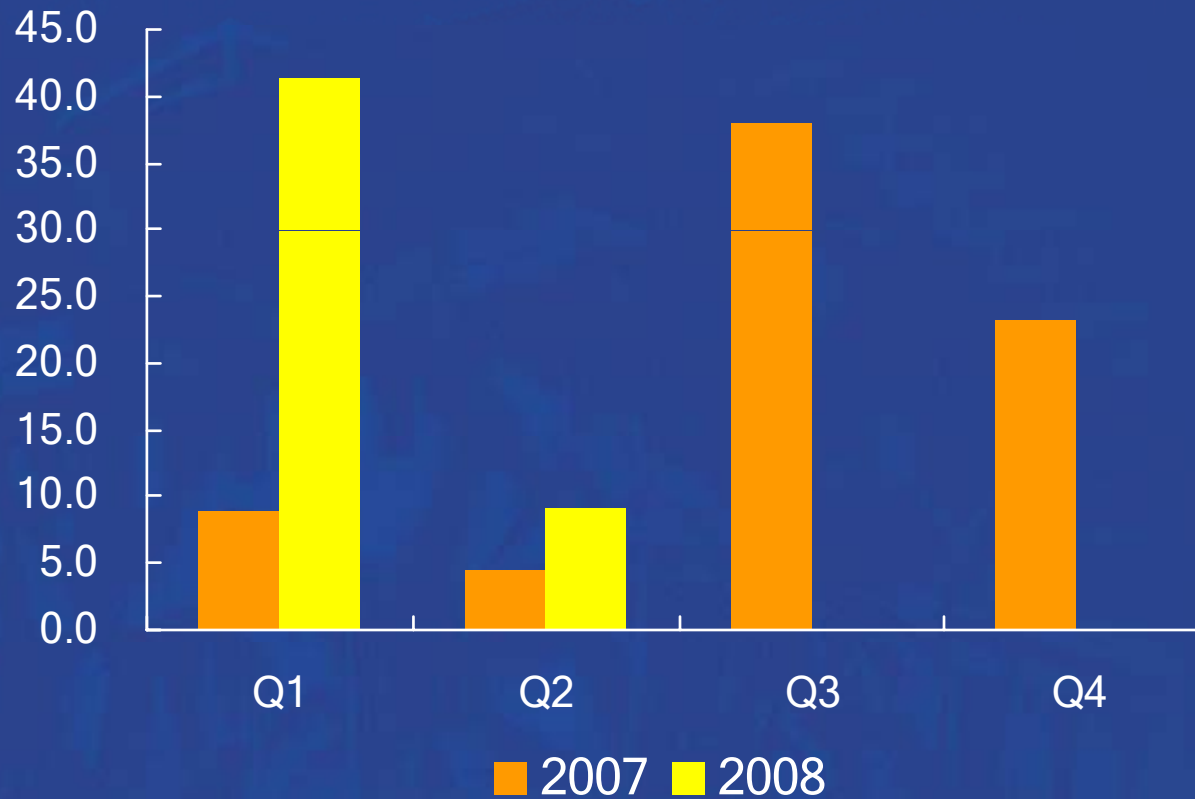
Maui

Location:	Kahului, Maui
Property Type:	Light Industrial
Acres:	179



Real Estate Sales

Operating Profit*

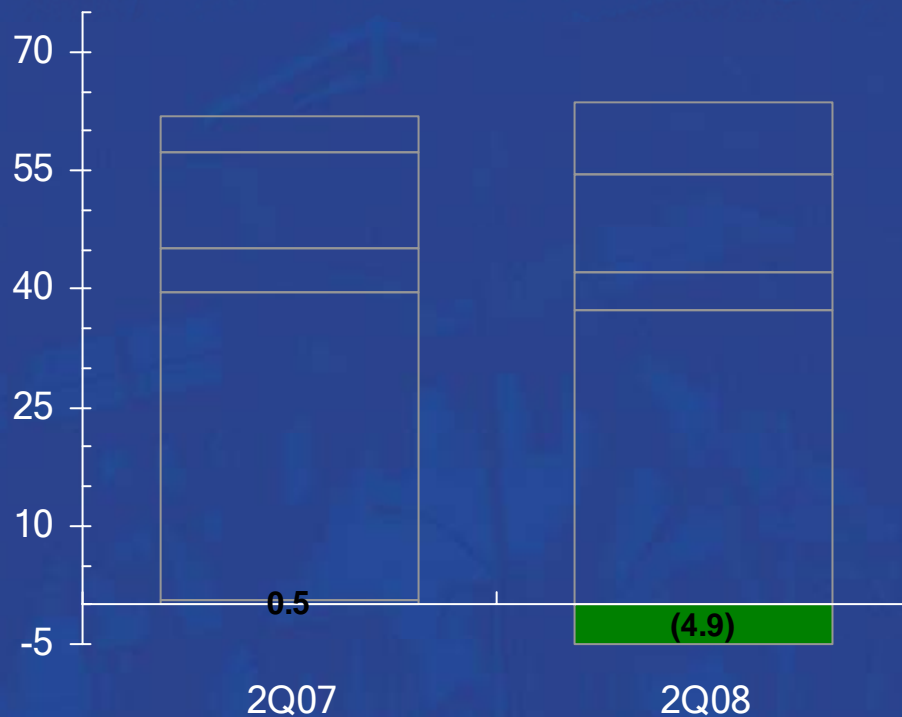


* Includes discontinued operations



Agribusiness 1Q08 Operating Profit

(Dollars in millions)



Operating costs and power sales prices higher, reflecting rise in fuel costs

Forecasted production levels fall

Specialty sugar progress

- Earnings Summary, Performance & Trends
- Unit Operating Performance
- **Financial Matters**
 - Economic and Market Outlook
 - Q&A

- S&P A - rating affirmed
 - Strong market positions, asset quality and balance sheet
 - Prudent financial/capital allocation policies

- FCF generation from multi-industry streams

- Cost containment initiatives, capital discipline

- Balance sheet remains strong
 - Debt to debt+equity only 30% at quarter end
 - Positioned well for future investment

Capital Expenditures

(Dollars in millions)

	YTD08	2008 E
Transportation	\$ 16	\$ 90
Real Estate	108	200
Agribusiness and Other	<u>10</u>	<u>20</u>
Total Cap. Expenditures	\$ 134	\$ 310
CapEx for RE Held For Sale	(31)	
CapEx As Investments/Other	(23)	
1031 Exchanges	<u>(5)</u>	
CapEx, per Cash Flow Statement	\$ 75	



2008 2nd Quarter Earnings Conference Call
July 25, 2008



Consolidated Cash Flows

(Dollars in millions)

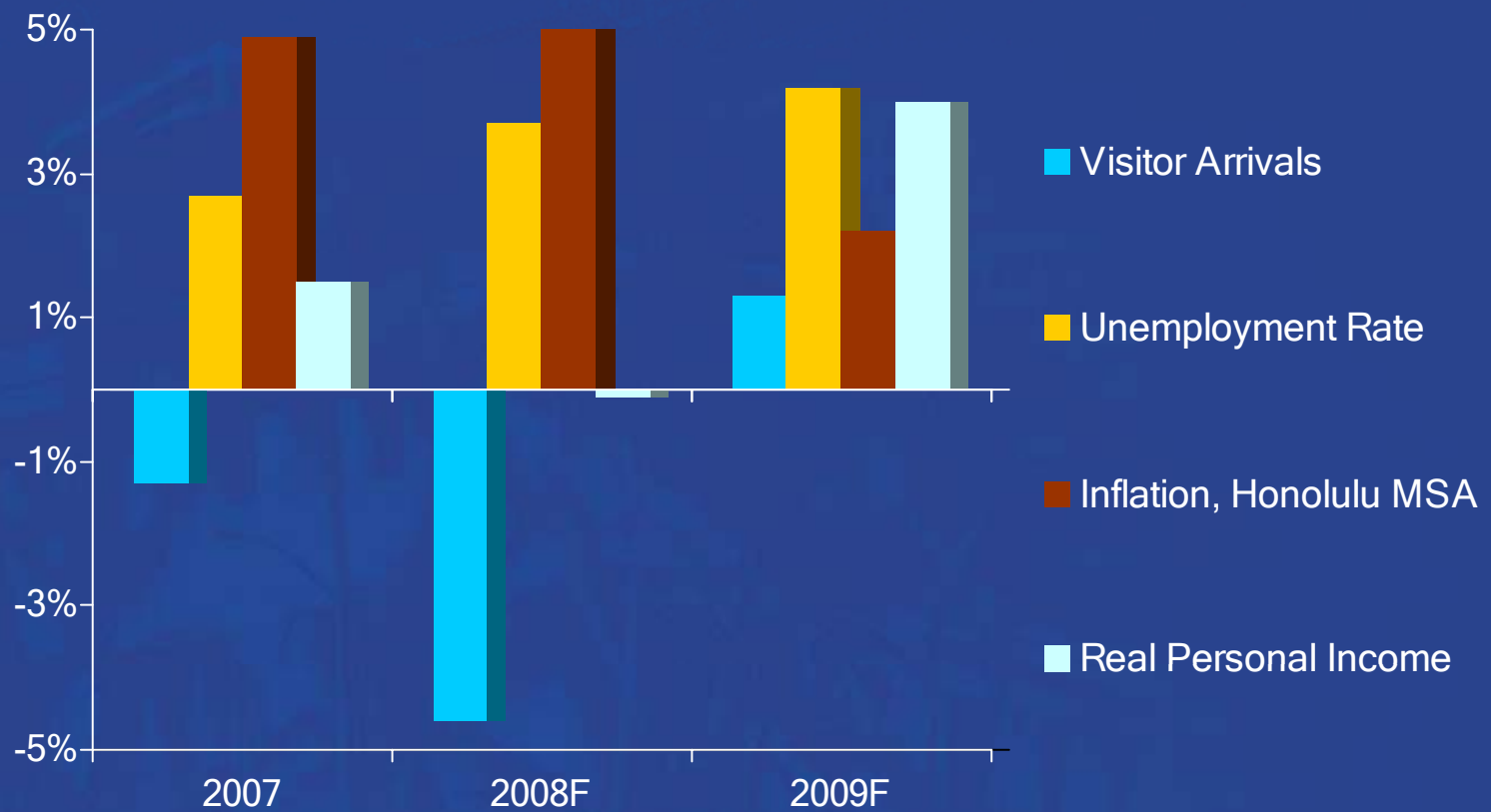
25

Six months ending:	6/30/08	6/30/07
Operating Cash Flows	\$ 181	\$34
Capital Expenditures	(75)	(45)
CCF Withdrawals, Net	(1)	(6)
Debt, Net	(18)	40
Dividends	(25)	(23)
Repurchases	(50)	0
All Other, Net	(9)	7
Change in Cash	\$ 3	\$ 7

- Earnings Summary, Performance & Trends
- Unit Operating Performance
- Financial Matters
- Economic and Market Outlook
- Q&A

Hawaii Economic Indicators

Year over Year Percentage Change

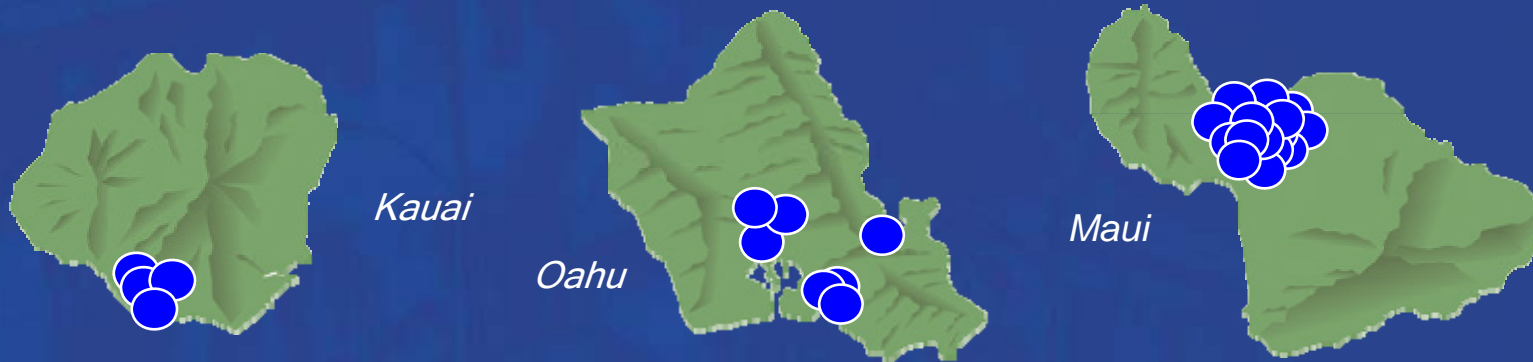


*Data source: University of Hawaii Economic Research Organization, June 2008

Hawaii Real Estate Overview

Hawaii Commercial Markets

	Vacancy	Average asking rent
Office	8.1%	\$2.80 psf
Retail	3.4%	\$3.38 psf
Industrial	4.0%	\$1.26 psf



Data sources: Colliers Monroe Friedlander
Data for 2Q08

● A&B Leasing portfolio property

Hawaii Real Estate Overview

Oahu SFH and Condominium Resales

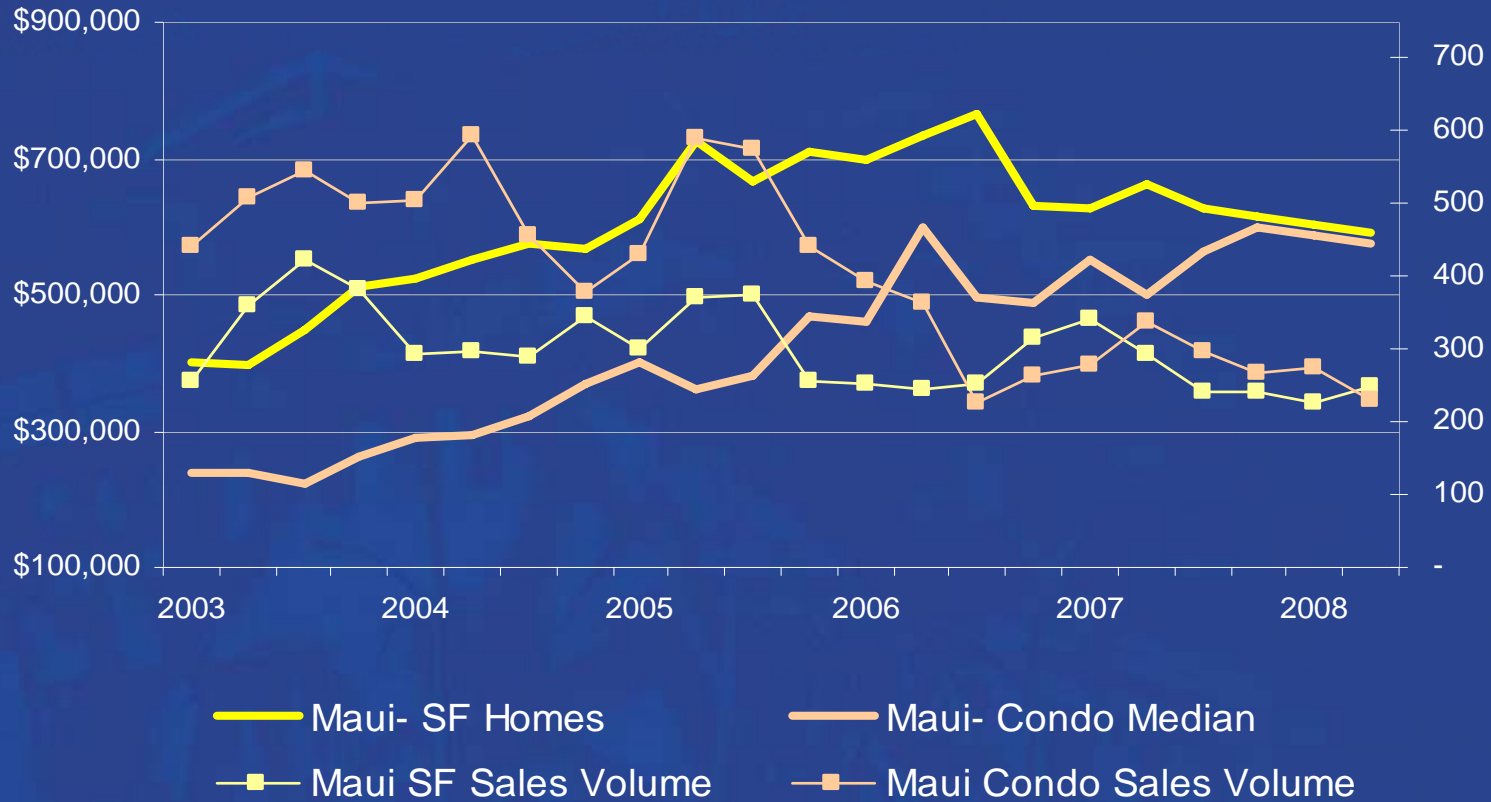


Data sources: Title Guaranty Report, Honolulu Board of Realtors



Hawaii Real Estate Overview

Maui SFH and Condominium Resales



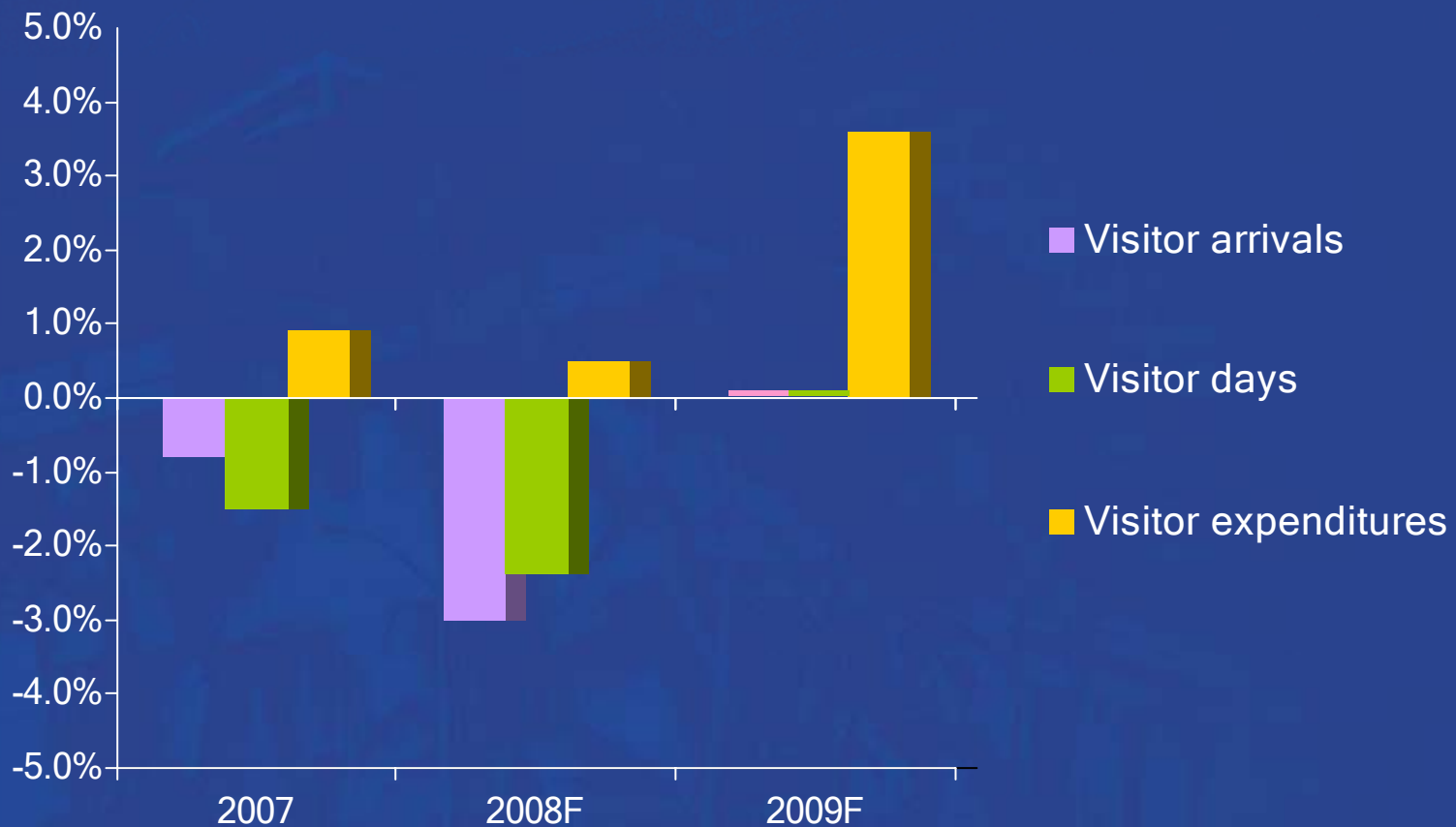
Data sources: Title Guaranty Report, Maui Board of Realtors

Q&A

■ Supplemental Information - Operating Metrics

Hawaii Economic Indicators

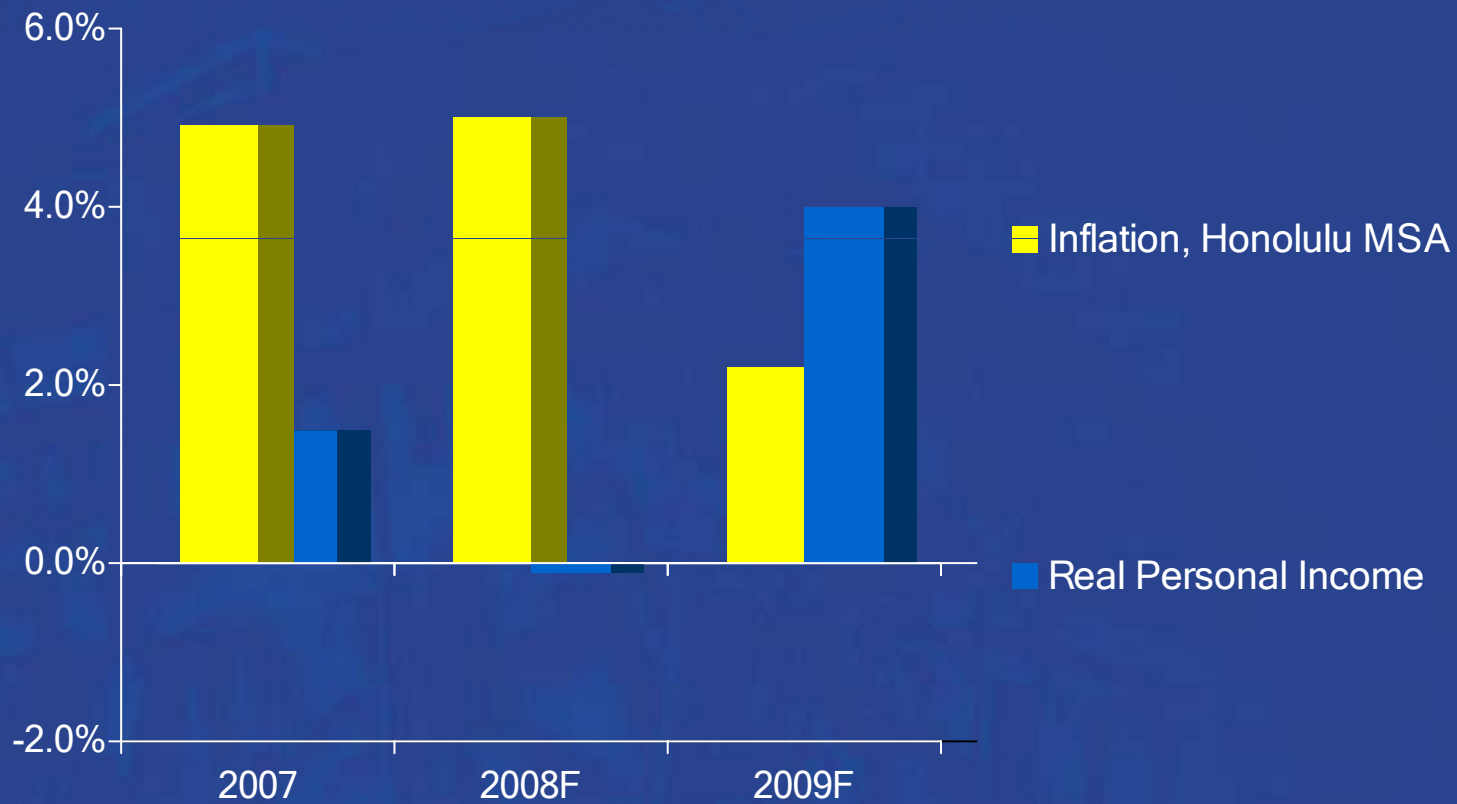
Year over Year Percentage Change



*Data source: DBEDT, Quarterly Statistical & Economic Report 2nd Quarter 2008

Hawaii Economic Indicators

Year over Year Percentage Change

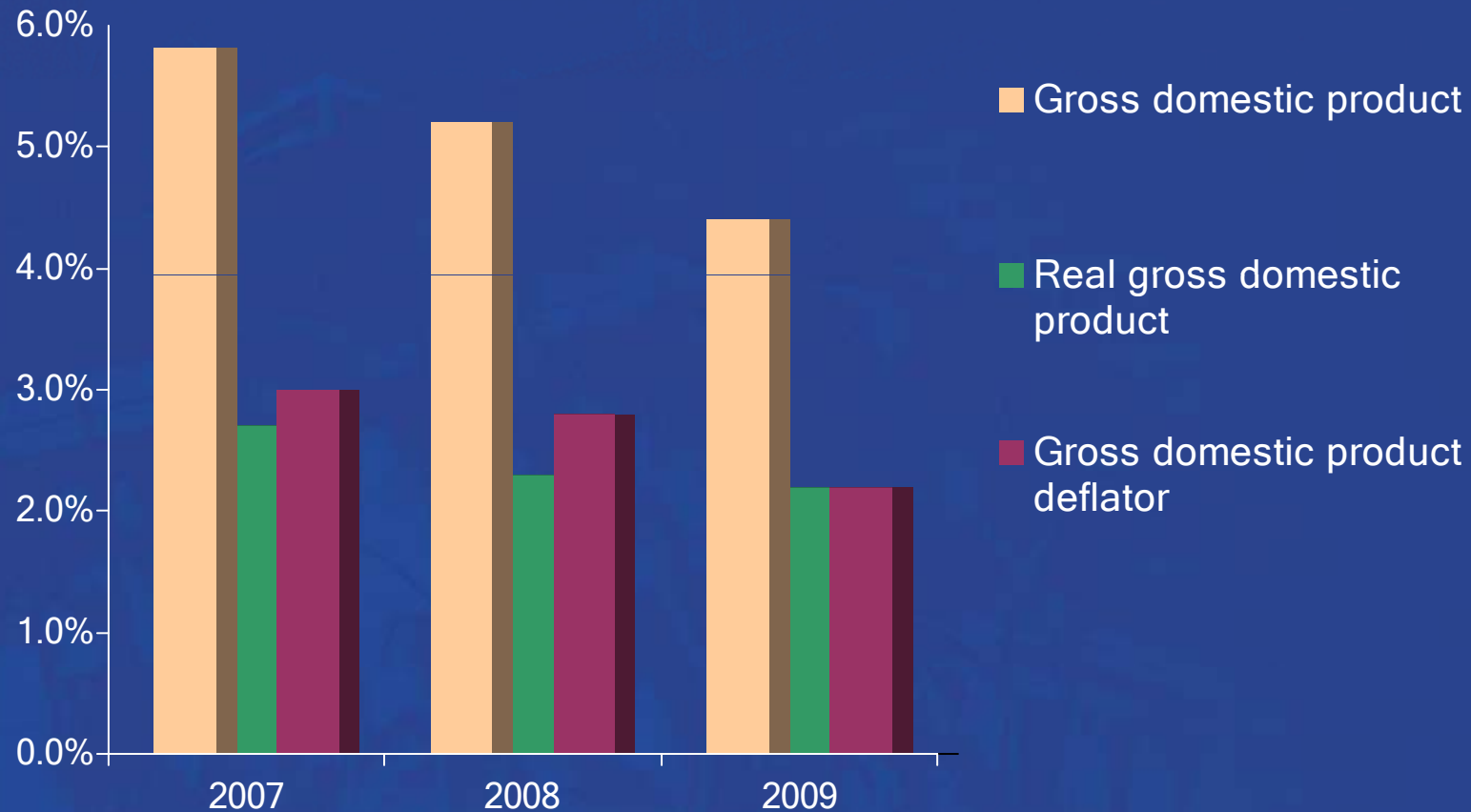


*Data source: University of Hawaii Economic Research Organization, June 2008

Hawaii Economic Indicators

Year over Year Percentage Change

35



*Data source: DBEDT, Quarterly Statistical & Economic Report 2nd Quarter 2008

2008 2nd Quarter Earnings Conference Call
July 25, 2008



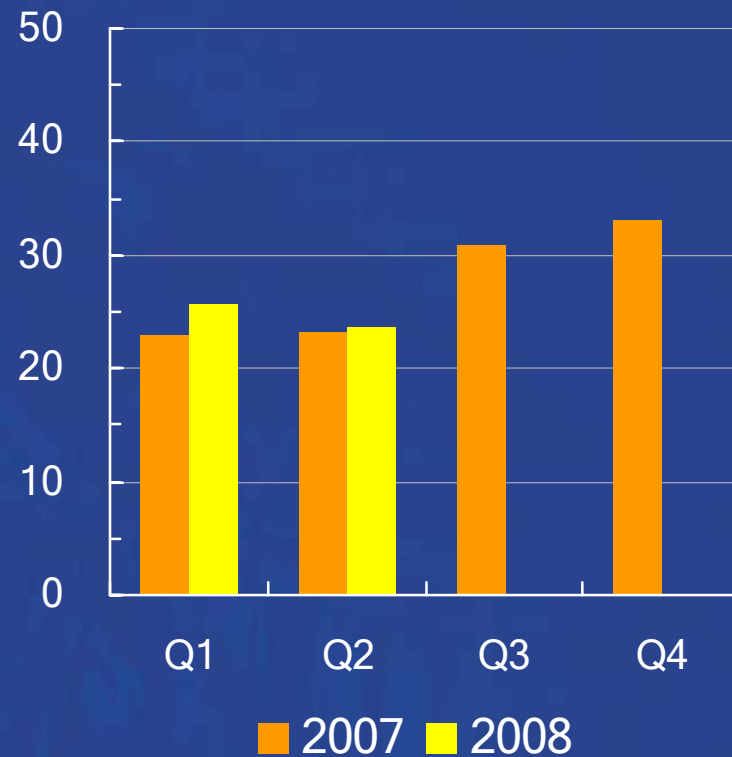
Ocean Transportation

Hawaii Volume Metrics

Hawaii Containers (in thousands)



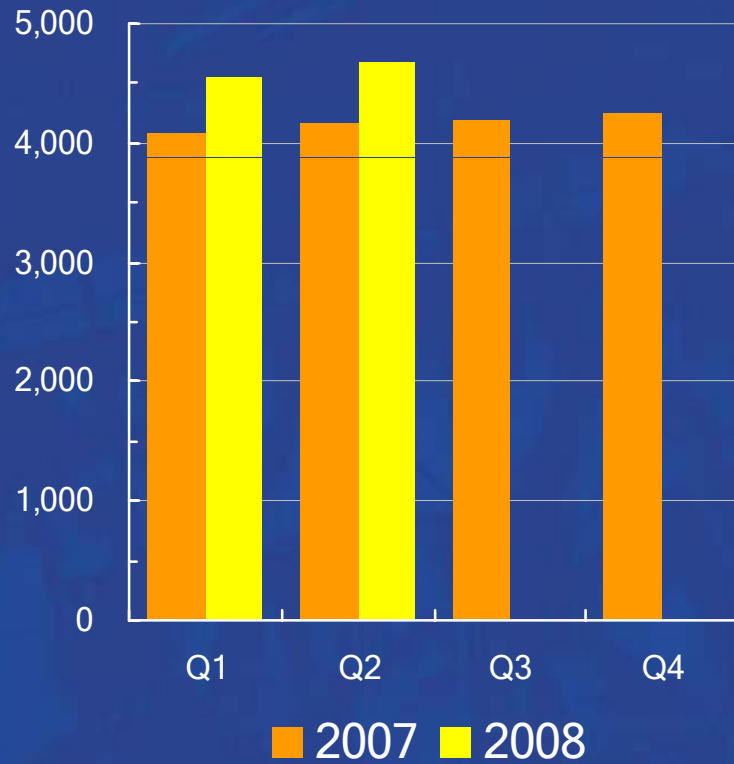
Automobiles (in thousands)



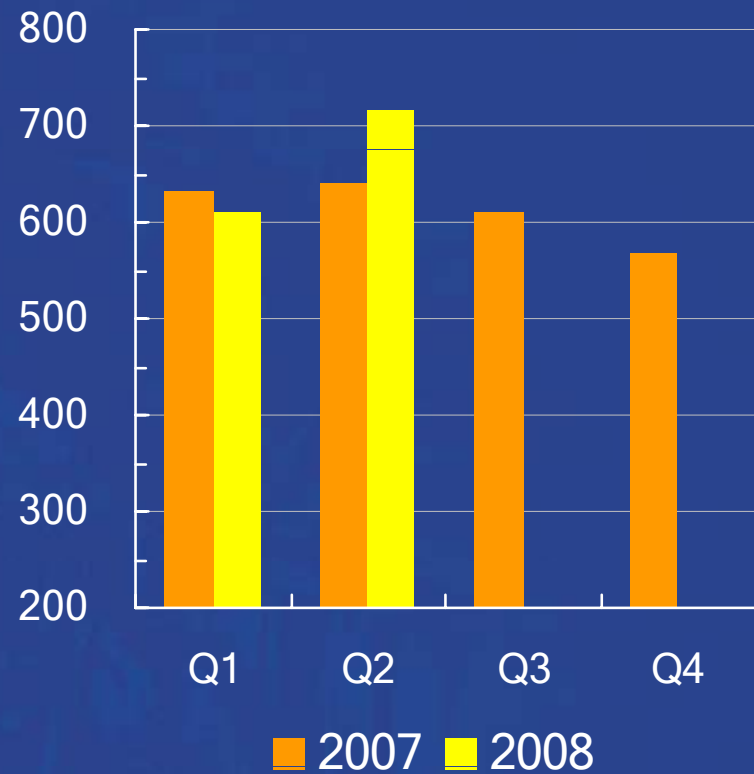
Ocean Transportation

Hawaii Yield Metrics

Westbound Containers (\$/container)

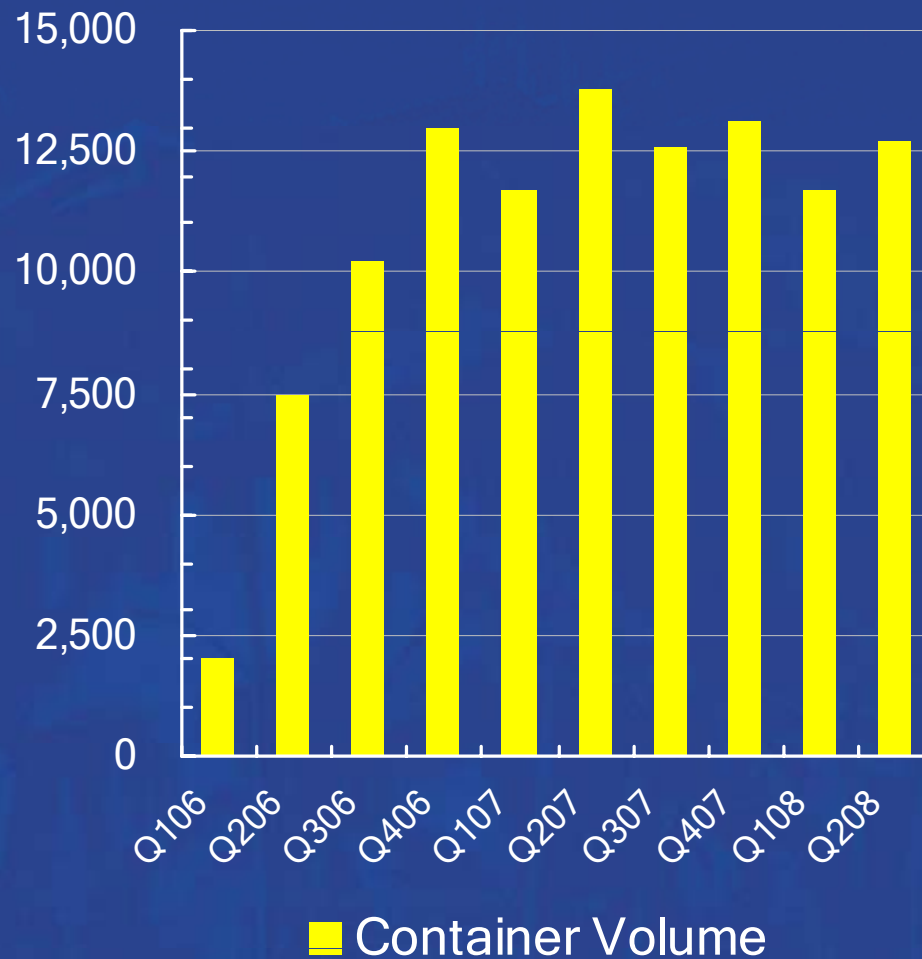


Westbound Automobiles (\$/automobile)



China Service Container Volume

Since Inception of service in Feb 2006



* Direct fuel costs

Ocean Transportation

On-time Performers

39

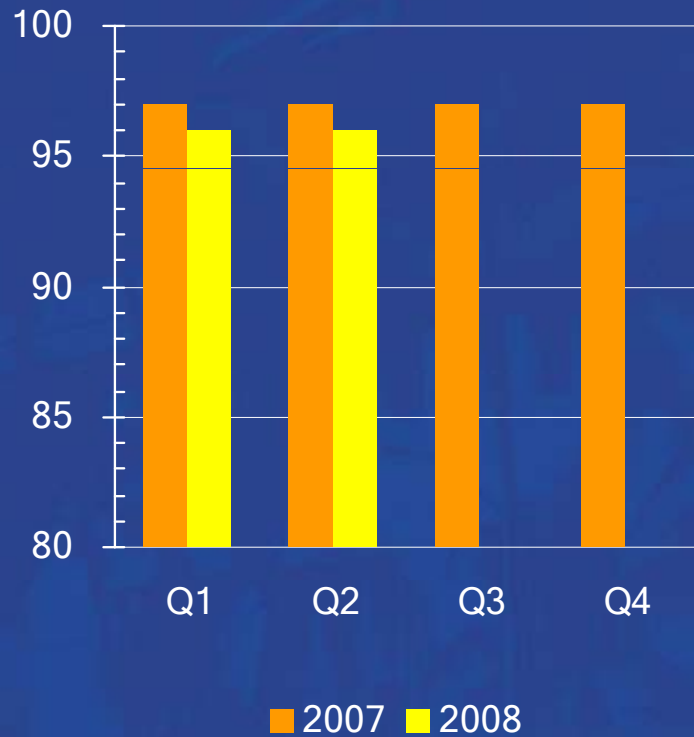
Carrier	Percentage of On-time Vessels	On-time Vessel Reliability Ranking
MATSON	94%	1
Maersk Line	63%	10
Cosco	58%	26
APL	60%	16
NYK	49%	36

Source: Drewry Shipper Insight 1Q08
October – December 2007

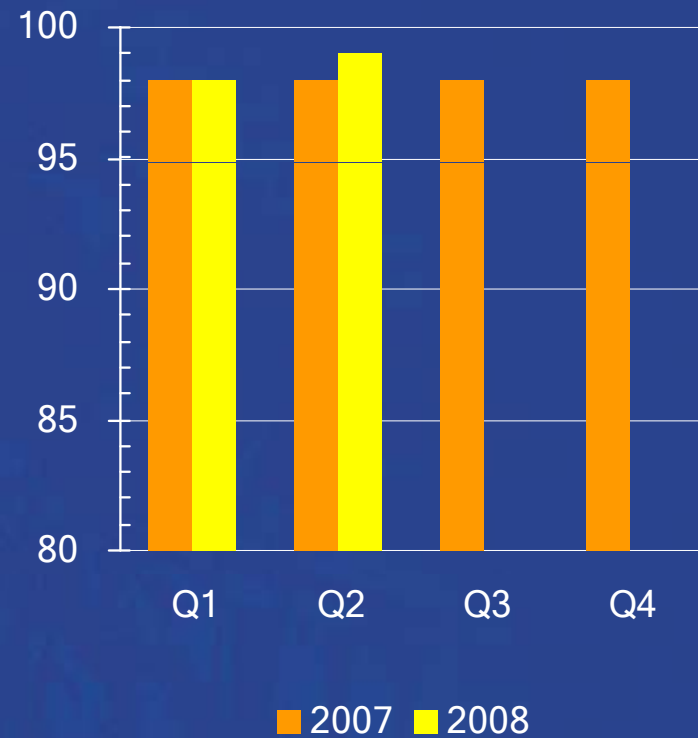
Real Estate Leasing

Operating Metrics - Occupancy

Mainland



Hawaii



Hawaii Real Estate Outlook

Hawaii Residential Resales - Condominiums

Condominium Median Sales Prices (Quarterly)



Hawaii Real Estate Outlook

Hawaii Residential Resales - Single Family Homes

Single Family Median Sales Prices (Quarterly)

