# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D. C. 20549

# FORM 8-K

CURRENT REPORT
Pursuant to Section 13 or 15(d) of the
Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): JUNE 15, 2012

#### ALEXANDER & BALDWIN HOLDINGS, INC.

(Exact name of registrant as specified in its charter)

Hawaii

(State or other jurisdiction of incorporation)

000-00565

(Commission File Number)

99-0032630 (I.R.S. Employer Identification No.)

822 Bishop Street, P. O. Box 3440 Honolulu, Hawaii 96801

(Address of principal executive office and zip code)

(808) 525-6611

(Registrant's telephone number, including area code)

**Not Applicable** 

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2.):

- o Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- o Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- o Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- o Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 7.01. Regulation FD Disclosure

During the week of June 18, 2012, Matson Navigation Company, Inc. ("Matson"), a subsidiary of Alexander & Baldwin Holdings, Inc. (the "Company"), will host meetings with investors and analysts that will include a discussion of operating, strategic and financial matters of its business. Matson will be using the presentation materials attached as exhibit 99.1 to this Form 8-K. Additionally, the presentation materials are available on the Company's website at www.alexanderbaldwin.com and will be available for approximately one week following the meetings. The presentation material will also be available on Matson's website at www.matson.com. The information set forth in these materials speaks only as of June 15, 2012.

Statements in this Form 8-K and the attached exhibits that are not historical facts are "forward-looking statements," within the meaning of the Private Securities Litigation Reform Act of 1995, that involve a number of risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Factors that could cause actual results to differ materially from those contemplated in the statements include, without limitation, those described on pages 19-29 of the Form 10-K in the Company's 2011 annual report. These forward-looking statements are not guarantees of future performance.

#### Item 9.01. Exhibits

(d) Exhibits

99.1 Presentation Materials

#### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: June 15, 2012

ALEXANDER & BALDWIN HOLDINGS, INC.

/s/ Joel M. Wine

Joel M. Wine Senior Vice President, Chief Financial Officer and Treasurer

# Matson.



#### Matson Navigation Company, Inc.

(a wholly owned subsidiary of Alexander & Baldwin Holdings, Inc.)

June 18 - 22, 2012

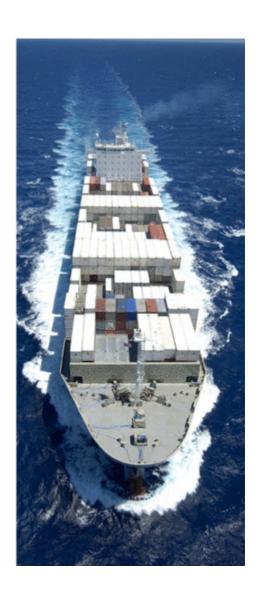
Statements in this presentation that set forth expectations or predictions are based on facts and situations that are known to us as of the date of this filing. Actual results may differ materially, due to risks and uncertainties, such as those described on pages 19-29 of the Alexander & Baldwin, Inc. ("A&B") 2011 Form 10-K and other subsequent filings with the SEC by Alexander & Baldwin and by Alexander & Baldwin Holdings, Inc. ("Holdings"). Statements in this presentation are not guarantees of future performance. We do not undertake any obligation to update our forward-looking statements.

Investors may obtain a free copy of all filings containing information about A&B, Holdings, and our holding company reorganization, from the SEC at the SEC's website at http://www.sec.gov after such documents have been filed with the SEC. In addition, copies of filings containing information about A&B, Holdings, and the holding company reorganization can be obtained without charge by sending a request to Alexander & Baldwin Holdings, Inc., P.O. Box 3440, Honolulu, Hawaii 96801-3440, Attention: Investor Relations; by calling (808) 525-6611; or by accessing them on the web at http://www.alexanderbaldwin.com.



## Company Overview

Joel Wine Senior Vice President and Chief Financial Officer



Matson.

#### Matson at a Glance

| Dollars in Millions  | 2011 Revenue | 2011 Operating Profit |
|----------------------|--------------|-----------------------|
| Ocean Transportation | \$ 1,078     | \$ 74                 |
| Logistics Services   | \$ 386       | \$ 5                  |
| Total                | \$1,463      | \$79                  |

Source: 2011 A&B Annual Report on Form 10-K which included other income and intercompany income

- Approximately 1,100 employees
- 17 Jones Act vessels (nine active ships and three active barges)
- Approximately 58,000 containers and equipment (80% company owned)
- 35% ownership in 6 West Coast terminals through joint venture with SSA Marine
- · Wholly-owned Top Ten third-party logistics broker

Matson.

## Separation Update

- Tax-free spin
  - June 18, 2012 Record Date
     Shareholders of record will receive one share of New A&B
     (SpinCo, to be renamed Alexander & Baldwin, Inc.) for each share of A&B Holdings (RemainCo, to be renamed Matson, Inc.)
  - June 29, 2012 Distribution Date
- First day of regular way NYSE trading under ticker "MATX" on July 2, 2012
  - When issued trading under "MATX.WI" symbol June 14 June 29
  - 42 million shares
  - Attractive cash dividend
  - No ongoing cross equity ownership between Alexander & Baldwin and Matson



### Key Investment Highlights

Matt Cox President Matson Navigation Company



#### Matson.

#### Key Investment Highlights

- Great brand equity
- Leading market share in core Hawaii and Guam shipping lanes
- Significant advantages in premium China service
- Diversified customer base
- Superior asset quality and flexibility
- Diversified revenue segment streams
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### Matson Through the Ages



#### 1882 From Sail to Steam

- 1882, Capt. Matson sails schooner Emma Claudina to Hilo on first Matson voyage
- · Matson operates six sailing ships before the turn of the century

#### 1900s

#### Years of Expansion

- 1901, Matson purchases first steamship. Enterprise
- · Fleet grows to include freighters, passenger ships and sailing ships.
- Built Royal Hawaiian Hotel, one of the world's finest

#### 1930s

#### Passenger Era

- · "White ships" era
- · World-famous luxury liners make Hawaii a world-class destination

#### 1940s

#### World War II

- · Entire Matson organization personnel, ships, facilities, commandeered by U.S. government, full-scale war status
- · Four passenger liners and 35 freighters to U.S. Maritime Commission; passenger ships converted to troop transport vessels
- Matson designated government agent/operator of 172 vessels, including its own 39 ships
- 11 Matson ships lost during the war

#### 1950s-1970s

#### Containerization

- 1956, Matson establishes research department
- · 1958, first ship in the Pacific to carry containers on deck
- · 1960, world's first all container ship, first Aframe gantry crane, container handling equipment, container freight system
- · 1970, Hawaiian Enterprise, Hawaiian Progress largest, most powerful ships under U.S. flag

#### Currently The Modern Fleet

- · 1980, launch Maui & Kauai
- 1992, launch first diesel powered ship, R.J. Pfeiffer
- · 1996, bought six APL ships
- 1996, start Guam Service
- 2003-2006, launch four new ships
- · 2006, start China Service

Matson.

#### The Matson Brand

- Premier Ocean Transportation and Logistics Provider
- Delivering Innovation
- Reliability Beyond the Norm
- Financial Stability
- Delivering Value to Our Customers



## Matson Strategic Vision

Sustain and expand Matson's market leadership and profitability in ocean transportation and logistics services

- · Build on our historic island strengths in the Pacific
- Leverage the Matson brand and our capabilities into compatible new geographies and services
- Intensify our world-class customer service differentiation

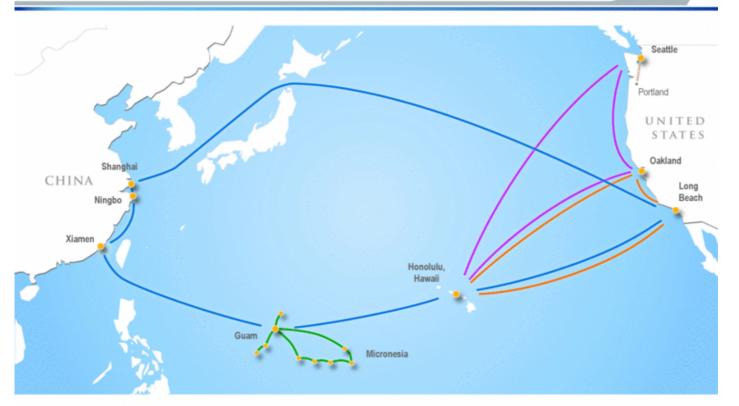


#### Key Investment Highlights

- · Great brand equity
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Matson,

### Matson Ocean Transportation: Connecting the Pacific Unlike Anyone Else



Matson.

#### Hawaii Service

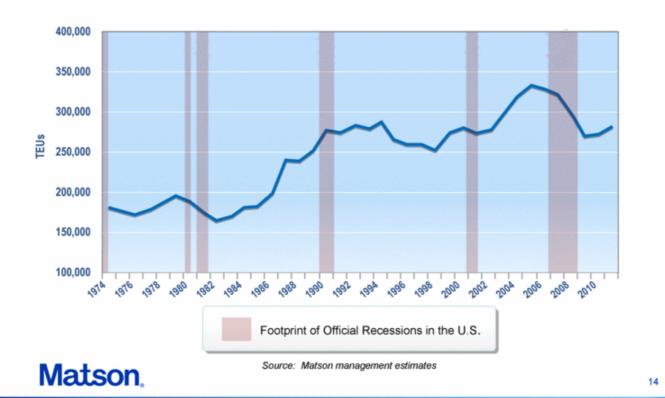


- Largest West Coast to Hawaii container and auto carrier
- Nine ships providing three arrivals per week into Honolulu
- · Dedicated terminal operations
- Own and operate neighbor island barge network
- · Principal carrier in the trade

Matson, 13

#### Hawaii Containers East & West Combined

#### Matson Hawaii Total TEU Volumes



#### Hawaii: Poised for Growth

- Positive economic trends
- International tourism a growth opportunity
  - Hawaii among the world's most desirable vacation destinations
  - Experience catering to growing demand from Asian tourists
- Infrastructure projects expected to support expansion of construction industry



| Statistic           | 2010  | 2011  | 2012 |
|---------------------|-------|-------|------|
| Real GDP            | -0.1% | 1.2%  | 2.3% |
| Unemployment        | 6.6%  | 6.3%  | 6.2% |
| Visitor Arrivals    | 7.7%  | 3.5%  | 4.1% |
| Construction Income | -5.8% | -5.6% | 5.2% |

Source: University of Hawaii Economic Research Organization (UHERO)



#### **Guam Service**

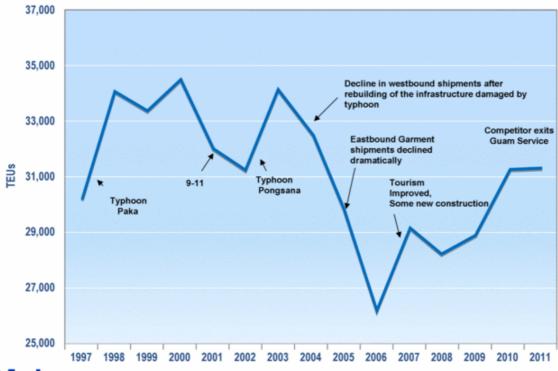


- Matson has historically carried over one-half of U.S.-origin freight
- Currently serves entire market with the departure of the second carrier from the trade
- Easy connections from Oakland and Pacific Northwest to Guam via terminal in Honolulu
- Chartered Matson ship serves neighboring islands of Micronesia

Matson. 16

#### Guam Containers East & West Combined

#### **Matson Guam Total TEU Volumes**



Matson.

Source: Matson management estimates

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Matson.

#### China Service

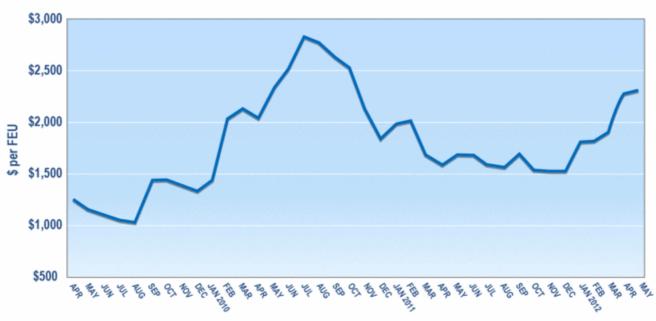


- Five ships connect Xiamen, Ningbo and Shanghai weekly to the Long Beach port
- Matson's share in historically established Ningbo-Shanghai to Southern California is approximately 5-6%
- Fastest transit time from Shanghai: 10 days vs. 12-14 (current trade standard)
- 10-day transit together with next-day freight availability generates a 3-6 day competitive advantage
- Round trip dual head-haul revenue model provides significant economic competitive advantage

Matson. 19

#### Transpacific Eastbound Freight Rates

#### To U.S. West Coast Ports (2009-2012)

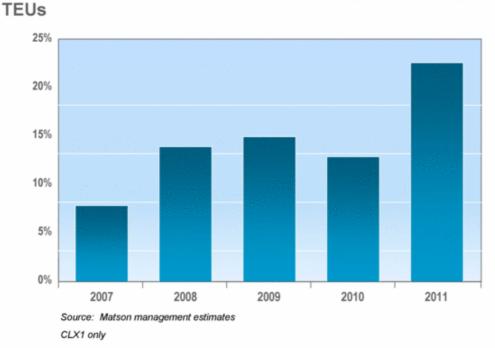


Source: Shanghai Containerized Freight Index

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#### Case Study: Matson's Garment Market Penetration

#### Garment Market Share from Xiamen, Ningbo and Shanghai



Matson. 21

# The Next Target: Focus on Premium Freight with Delivery Precision



- Most air freight carriers: 4 6 days
- Matson: 10 days, next-day cargo availability
- Sea air option for premium service, premium value

Source: Matson marketing



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Matson. 23

#### **Diversified Customer Base**

| Hawaii Westbound<br>Market Segments   | Approx. % of Matson's<br>Volume |
|---------------------------------------|---------------------------------|
| Freight Forwarders                    | 30~32%                          |
| Food, Grocery, Produce                | 27~30%                          |
| Paper products, Agriculture and Other | 10~12%                          |
| Retail                                | 12~15%                          |
| Building Materials                    | 8~10%                           |
| Government Agencies (Military, USPO)  | 5~7%                            |
| Household Goods                       | 3~5%                            |

| Guam Westbound Segments        | Approx. % of Matson's<br>Volume |
|--------------------------------|---------------------------------|
| Guam Commercial Dry            | 50~54%                          |
| Guam Military Dry and Reefer   | 13~22%                          |
| Guam Commercial Reefer         | 6~11%                           |
| CNMI Commercial Dry and Reefer | 5~9%                            |
| Palau and Yap                  | 5~8%                            |

Source: Matson management estimates



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### **Diversified Customer Base**

| Eastbound Segment                       | Approx. % of Matson's<br>Volume |
|---|---------------------------------|
| Freight All Kinds                       | 33~37%                          |
| Garments, Footwear, Fashion Accessories | 29~31%                          |
| General Department Store Merchandise    | 13~17%                          |
| Furniture and Bedding                   | 8~14%                           |
| Laptop Computers, Consumer Electronics  | 4~7%                            |
| Industrial Chemicals and Related        | 2~4%                            |
| All Other                               | 1~2%                            |

Source: Matson management estimates



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Matson. 28

#### Superior Fleet Quality And Performance

- Average age of current
   9-ship active fleet is 19 years
   compared with 32 years for
   closest competitor
- Arrivals among best in the world:
  - 75 85% arrivals on-time or within 59 minutes compared with Industry standard of 24 hours
  - About half of the 15 25% late arrivals due to weather
- Strategic re-fleeting plan calls for 2 new Jones Act containerships in next 3 – 5 years for approximately \$200 million each to replace/retire existing older vessels

| Vessel         | Туре   | Age | Capacity<br>(TEU) | Route                 |
|----------------|--------|-----|-------------------|-----------------------|
| R. J. PFEIFFER | Diesel | 20  | 2,245             | Hawaii / Guam / China |
| MOKIHANA       | Diesel | 29  | 1,994             | Hawaii Turnaround     |
| MANULANI       | Diesel | 7   | 2,372             | Hawaii / Guam / China |
| МАНІМАНІ       | Diesel | 30  | 2,824             | Hawaii Turnaround     |
| MANOA          | Diesel | 30  | 2,824             | Hawaii Turnaround     |
| MANUKAI        | Diesel | 9   | 2,378             | Hawaii / Guam / China |
| MAUNAWILI      | Diesel | 8   | 2,378             | Hawaii / Guam / China |
| MAUNALEI       | Diesel | 6   | 1,992             | Hawaii / Guam / China |
| MAUI           | Steam  | 34  | 1,644             | Hawaii Turnaround     |
| Average        |        | 19  |                   |                       |
| WAIALEALE      | Barge  | 21  | Ro-Ro             | Inter-Island Barge    |
| MAUNA LOA      | Barge  | 28  | 335               | Inter-Island Barge    |
| HALEAKALA      | Barge  | 28  | 335               | Inter-Island Barge    |
| MATSONIA       | Steam  | 39  | 1,727             | Drydock               |
| KAUAI          | Steam  | 32  | 1,644             | Reserve               |
| LURLINE        | Steam  | 39  | 1,646             | Reserve               |
| LIHUE          | Steam  | 41  | 2,018             | Reserve               |
| MAUNA KEA      | Barge  | 24  | 379               | Reserve               |
|                |        |     |                   |                       |

Source: Matson management



#### Mix of Assets to Best Serve Customers

#### Matson Container Fleet as of 2/29/2012

|                 | Total  |
|-----------------|--------|
| Containers      |        |
| Drys            | 32,695 |
| Reefers         | 4,610  |
| Flat Racks      | 2,366  |
| Other           | 1,058  |
| Total:          | 40,729 |
| Chassis         | 16,150 |
| Reefer Gen-sets | 1,433  |
| GRAND TOTAL:    | 58,312 |

Source: Matson management estimates

Approximately 80/20 Owned/Leased Portfolio

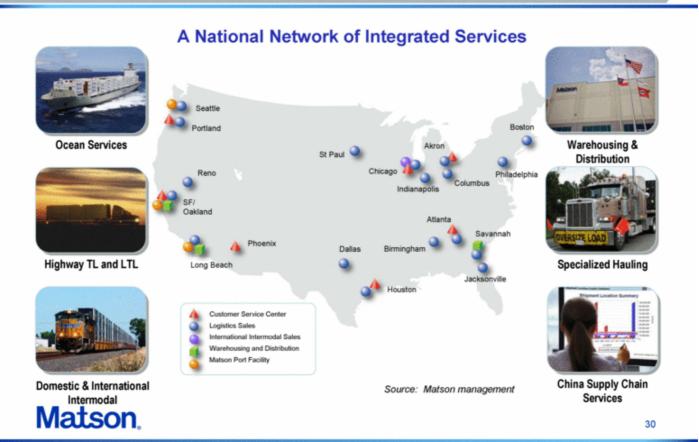


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Matson. 2

#### **Matson Logistics Services**



#### Matson Logistics Overview

- Top 10 third-party logistics broker
- Leverages Matson brand
- Long-term relationships with customers and vendors
- Scalable model with high ROIC







Matson.

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#### **Matson Logistics Priorities**

- Achieve organic growth as a national provider of integrated logistics solutions
  - Highway and intermodal brokerage
  - Distribution and warehouse services
- Increase coordinated cross-selling with Ocean Transportation
- Pilot a 53-foot domestic container program to expand potential customer base
- Pursue growth in freight forwarding and NVOCC services in China consolidation
- Goal to return operating margins to historical 2 to 4 percent range



**Matson** 

#### SSA Terminals Joint Venture

- Formed July 1999 SSA Marine (65%) and Matson (35%)
- Service
  - U.S. West Coast Stevedoring/Terminal Operator
  - Container Equipment Maintenance
  - Chassis Pools
  - On-Dock Rail
- Locations

|                | Terminals |       |        |
|----------------|-----------|-------|--------|
|                | SSAT      | Total | %SSAT* |
| Long Beach/LA  | 2         | 14    | 14%    |
| Oakland        | 2         | 8     | 25%    |
| Seattle/Tacoma | 2         | 9     | 22%    |
|                | 6         | 31    | 19%    |

| Lifts<br>% SSAT* |
|------------------|
| 10-15%           |
| 30-35%           |
| 30-35%           |
| 20-25%           |

Source: Matson management estimates

\*Represents percentage of total locations/volumes as appropriate

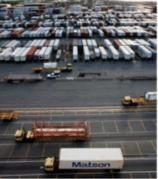


#### Strategic Benefits of Dedicated Terminals

- Guaranteed berth/cranes
  - Quick turn of vessels
  - Maintain sailing schedules
- Fast cargo availability
  - Quick truck turns
  - Quick yard turns
- Flexibility to receive freight close to departure
- Increased customer satisfaction







#### Matson.

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## Key Investment Highlights

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Matson.

#### Seasoned Management Team

#### More than 175 Years of Combined Transportation Experience

| Name              | Title                        | Matson | Years in<br>Transportation |
|-------------------|------------------------------|--------|----------------------------|
| Matthew J. Cox    | President & CEO <sup>1</sup> | 2001   | 23                         |
| Joel M. Wine      | SVP & CFO <sup>2</sup>       | 2011   | 1                          |
| Ronald J. Forest  | SVP, Operations              | 1995   | 34                         |
| David L. Hoppes   | SVP, Ocean Services          | 1989   | 31                         |
| Kevin C. O'Rourke | SVP, General Counsel         | 1992   | 34                         |
| Vic S. Angoco     | SVP, Pacific                 | 1996   | 22                         |
| Rusty K. Rolfe    | EVP, Matson Logistics        | 2001   | 30                         |

<sup>&</sup>lt;sup>1</sup>Matt Cox is currently President of Matson Navigation Company, Inc.

Matson.

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<sup>&</sup>lt;sup>2</sup>Joel Wine is currently SVP and CFO of Alexander & Baldwin Holdings, Inc.

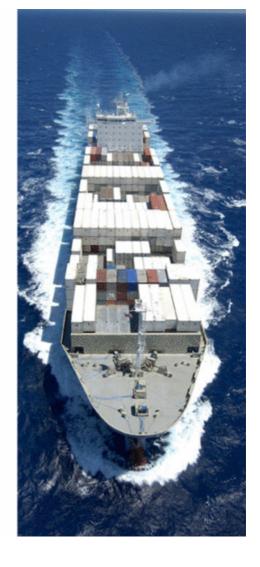
#### Strong Balance Sheet and Cash Flow Generation

- Income from continuing operations plus depreciation and amortization less CAPEX for last three years exceeded \$230 million
- Debt to EBITDA of 2.3 X
- Subject to Board approval, we expect an attractive cash dividend of \$0.15 per share quarterly or \$0.60 per share annually starting Q3 2012

Matson. 3

# Financial Highlights

Joel Wine Senior Vice President and Chief Financial Officer



#### Matson.

#### Selected Unaudited Pro Forma Income Statement Data

| \$ Millions (Except per share)               | 2009      | 2010      | 2011                 |
|--|-----------|-----------|----------------------|
| Revenues                                     | \$1,209.1 | \$1,370.6 | \$1,462.7            |
| Operating costs                              | 1,037.0   | 1,146.1   | 1,281.4 <sup>1</sup> |
| Equity terminal joint venture                | (6.2)     | (12.8)    | (8.6)                |
| SG&A   | 113.6     | 112.8     | 112.2                |
| Operating Income                             | 64.7      | 124.5     | 77.7                 |
| Income from continuing operations before tax | 56.0      | 117.8     | 64.3                 |
| Income tax                                   | 22.5      | 46.7      | 22.3                 |
| Income from Continuing Operations            | \$33.5    | \$71.1    | \$42.0               |
| Earnings per share                           |           |           |                      |
| Basic  | \$0.82    | \$1.72    | \$1.01               |
| Diluted                                      | \$0.82    | \$1.71    | \$1.00               |

<sup>&</sup>lt;sup>1</sup> 2011 included CLX2 related costs of \$7.1 million primarily related to container repositioning that did not qualify for discontinued operations treatment

Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company

Refer to exhibit 99.2 included in the 8-K filed April 11, 2012 for a detailed discussion of the unaudited pro forma financial statements and pro forma adjustments

Expenses related to the separation are anticipated to range from \$20 to \$22 million pre-tax and expected to be shared approximately equally by Matson and Alexander & Baldwin



#### Matson Ten-Year Financial Data



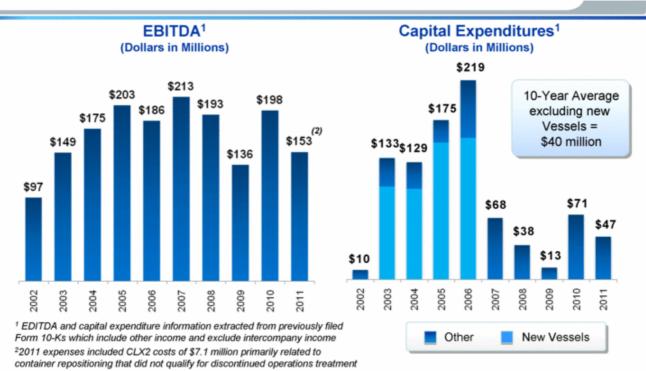
<sup>&</sup>lt;sup>1</sup>Revenue and operating profit information extracted from previously filed Form10-Ks which include other income and intercompany income

Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company

Matson.

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#### Matson Ten-Year Financial Data



Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company



<sup>&</sup>lt;sup>2</sup>2011 expenses included CLX2 costs of \$7.1 million primarily related to container repositioning that did not qualify for discontinued operations treatment

## Ocean Transportation



Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company

Matson.

#### Fuel Surcharge Methodology

 Matson seeks to recover up to 100% of fuel-related costs from its customers in Hawaii and Guam

Surcharge rate is adjusted periodically during the year

to account for changes in fuel costs, consumption and freight volume

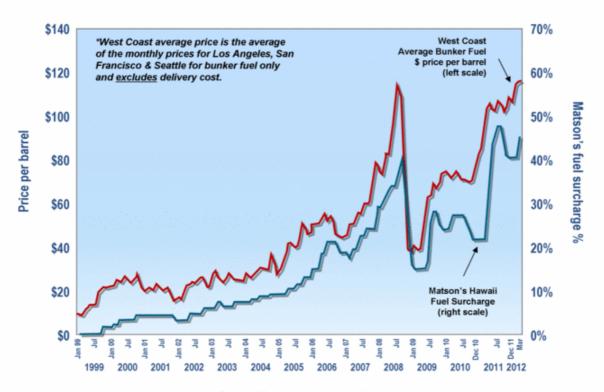
 While surcharge mechanism is very efficient over the course of a year, there are quarter-over-quarter lags



#### Matson.

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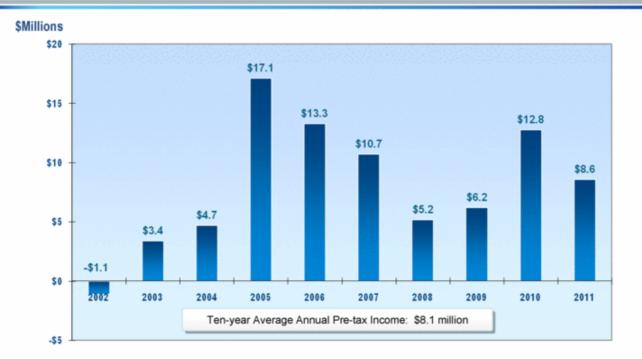
# History of Matson's Fuel Surcharge in Hawaii Service





Source: Matson management estimates

### Pre-Tax Income (Loss) SSAT Investment



More detailed information is available in previously filed Form 10-Ks

Matson.

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## **Logistics Services**



Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the proforma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company

**Matson** 

### Selected Pro Forma Balance Sheet Data As of December 31, 2011

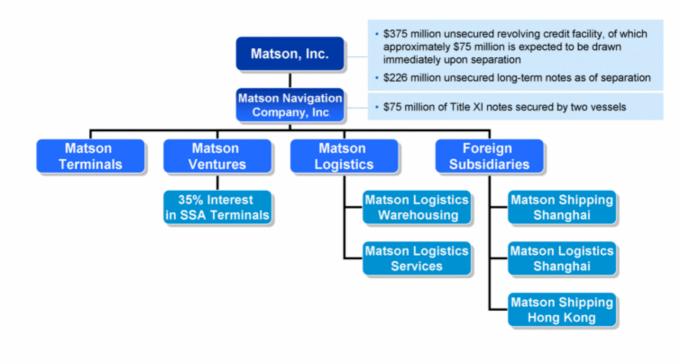
|   | Dollars in | Millions                   |         |
|---|------------|----------------------------|---------|
| Total current assets                        | \$ 207.9   |                            |         |
| Investments in affiliates                   | 56.5       |                            |         |
| Property, net                               | 800.5      |                            |         |
| Other assets                                | 97.3       |                            |         |
| Total Assets                                | \$1,162.2  |                            |         |
| Total current liabilities                   | \$191.6    | Current portion of LT debt | \$ 17.5 |
| Total long-term liabilities                 | 733.0      | Long-term debt             | \$340.1 |
| Total shareholders' equity                  | 237.6      | Total debt                 | \$357.6 |
| Total Liabilities & Shareholders'<br>Equity | \$1,162.2  |                            |         |

Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company

Refer to exhibit 99.2 included in the 8-K filed April 11, 2012 for a detailed discussion of the unaudited pro forma financial statements and pro forma adjustments



#### Matson: Active Subsidiaries and Affiliates



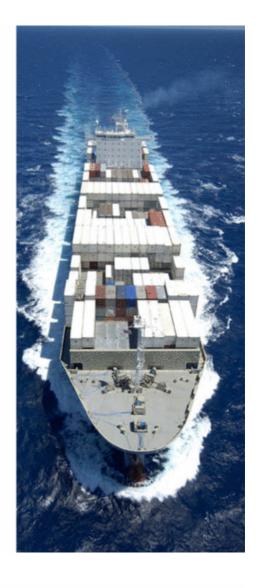
Matson.

## Fixed Rate Debt As of Separation

| Dollars in<br>Millions | Obligor           | Principal Interest Annual Amount Rate Amortization |        | Annual<br>Amortization | Maturity<br>Begin Final |      |
|------------------------|-------------------|--|--------|------------------------|-------------------------|------|
| Unsecured Note         | Matson, Inc.      | \$ 56.0  | 5.79 % | \$ 7.0                 |                         | 2020 |
| Unsecured Note         | Matson, Inc.      | \$ 77.5  | 3.66 % | \$ 9.1                 | 2015                    | 2023 |
| Unsecured Note         | Matson, Inc.      | \$ 55.0  | 4.16 % | \$ 5.2                 | 2017                    | 2027 |
| Unsecured Note         | Matson, Inc.      | \$ 37.5  | 4.31 % | \$ 2.4                 | 2017                    | 2032 |
| Title XI Secured       | Matson Navigation | \$ 38.5  | 5.27 % | \$ 2.2                 |                         | 2029 |
| Title XI Secured       | Matson Navigation | \$ 36.3  | 5.34 % | \$ 2.2                 |                         | 2028 |
| Total                  |                   | \$ 300.8   | 1      | -                      |                         |      |

Notes: \$38.5 million Title XI note secured by Maunawili and \$36.3 million Title XI note secured by Manukai





## **Appendix**

#### Matson.

# Quarterly Unaudited Operating Profit From Continuing Operations



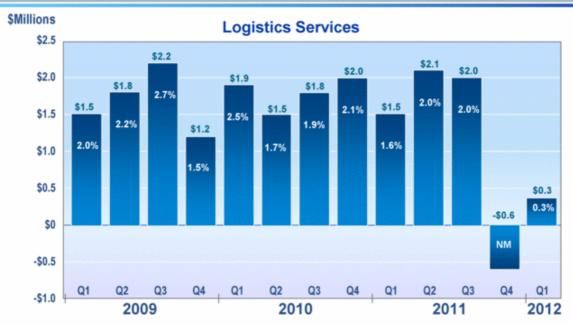
2011 expenses included CLX2 costs of \$7.1 million primarily related to container repositioning that did not qualify for discontinued operations treatment

As reported in Form 10-Qs and 10-Ks previously filed with the SEC

Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company



## **Quarterly Unaudited Operating Profit**



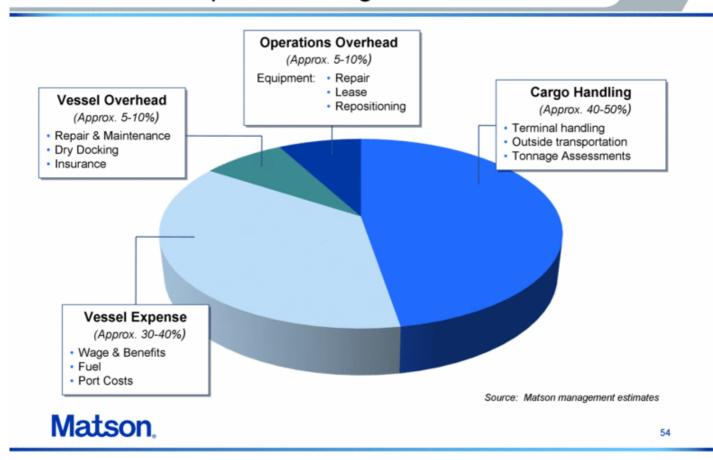
NM = Not meaningful

As reported in Form 10-Qs and 10-Ks previously filed with the SEC

Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements will be incurred in future periods related directly to costs associated with operating as a publicly traded company

Matson.

# Financial: Operating Costs of Ocean Transportation Segment



## Selected Segment Data

|                                | 2002    | 2003    | 2004    | 2005    | 2006    | 2007   | 2008   | 2009   | 2010   | 2011   |
|--------------------------------|---------|---------|---------|---------|---------|--------|--------|--------|--------|--------|
| Capital<br>Expenditures        |         |         |         |         |         |        |        |        |        |        |
| Ocean<br>Transportation        | \$10.5  | \$133.2 | \$128.6 | \$173.9 | \$217.1 | \$65.8 | \$35.5 | \$12.7 | \$69.4 | \$44.2 |
| Vessel Purchases               | \$ 1.5  | \$100.1 | \$ 98.2 | \$148.8 | \$154.6 | \$ 1.9 | \$ 1.3 | \$ 0.2 | 0      | 0      |
| Logistics Services             |         | \$ 0.2  | \$ 0.1  | \$ 1.3  | \$ 1.7  | \$ 2.0 | \$ 2.4 | \$ 0.6 | \$ 1.8 | \$ 3.0 |
| Total CAPEX                    | \$10.5  | \$133.4 | \$128.7 | \$175.2 | \$218.8 | \$67.8 | \$37.9 | \$13.3 | \$71.2 | \$47.2 |
| Depreciation &<br>Amortization |         |         |         |         |         |        |        |        |        |        |
| Ocean<br>Transportation        | \$ 51.0 | \$ 51.0 | \$ 56.8 | \$ 59.5 | \$ 58.1 | \$63.2 | \$66.1 | \$67.1 | \$69.0 | \$70.6 |
| Logistics Services             |         | \$ 0.9  | \$ 1.2  | \$ 1.4  | \$ 1.5  | \$ 1.5 | \$ 2.3 | \$ 3.5 | \$ 3.2 | \$ 3.2 |
| Total D&A                      | \$51.0  | \$51.9  | \$58.0  | \$60.9  | \$59.6  | \$64.7 | \$68.4 | \$70.6 | \$72.2 | \$73.8 |

More detailed information is available in previously filed Form 10-Ks



#### Management's Use of Non-GAAP Financial Measures – 2011

Alexander & Baldwin Holdings, Inc. and Matson report operating profit and EBITDA in accordance with GAAP and on a non-GAAP basis. The Company's and Matson's presentation of non-GAAP financial measures excludes certain losses related to the operation and shutdown of CLX2. Matson estimates additional administrative expenses of approximately \$8 to \$10 million annually, not included in the pro forma financial statements, will be incurred in future periods related directly to costs associated with operating as a publicly traded company.

| Reconciliation of GAAP to Non-GAAP Measures  Dollars in Millions  |         |
|---|---------|
| Matson operating profit (transportation and logistics)  | \$79.1  |
| Depreciation and amortization   | \$73.8  |
| EBITDA  | \$152.9 |
| CLX2 shutdown losses that do not qualify for discontinued operations treatment (i.e. container repositioning costs) | \$7.1   |
| Adjusted EBITDA   | \$160.0 |

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#### Jones Act Background

- Federal law that ensures ocean carriers engaged in domestic shipping meet certain requirements
  - Owned by minimum of 75% U.S. citizens
  - Vessels must be built in U.S. shipyards
  - Crewed by U.S. citizens
  - Prevents foreign-flag vessels from carrying cargo between points in the U.S.
- More than 50 maritime countries have similar laws, including Australia, Canada, France, Germany, Russia and China
- Important for national defense, environmental protection and safety

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## Matson Executive Management

| Executive Officer                                      | Background   |
|--|--|
| Matthew J. Cox<br>President & CEC                      |  |
| Joel M. Wine,<br>Senior Vice Pres<br>Chief Financial C |  |
| Ronald J. Forest<br>Senior Vice Pres<br>Operations     |  |
| Dave Hoppes,<br>Senior Vice Pres<br>Ocean Transport    | <ul> <li>Instrumental role in starting Matson's Long Beach Express from China in 2006, the first time in over 35.</li> </ul> |
| Matson.  | 58   |

## Matson Executive Management

| Executive Officer |  | Background   |  |  |  |  |
|-------------------|--|--|--|--|--|--|
|                   | Kevin O'Rourke,<br>Senior Vice President,<br>General Counsel     | <ul> <li>Currently senior vice president and general counsel of Matson Navigation Company, Inc.</li> <li>Joined Matson in 1992 as vice president and general counsel</li> <li>Prior to Matson, senior vice president and general counsel of Crowley Maritime Corporate; vice president of United States Lines and attorney with Donovan Leisure Newton and Irvine in New York</li> </ul>   |  |  |  |  |
|                   | Vic Angoco,<br>Senior Vice President,<br>Pacific                 | <ul> <li>Currently senior vice president of the Pacific division of Matson Navigation Company, Inc.</li> <li>Originally form Guam, joined Matson in 1996 as manager of operations in Guam</li> <li>Prior to joining Matson, manager of operations for American President Lines (APL) and manager of operations in Guam for Sea-Land Services</li> </ul>  |  |  |  |  |
|                   | Rusty Rolfe,<br>Executive Vice<br>President,<br>Matson Logistics | <ul> <li>Currently executive vice president of Matson Logistics, a wholly-owned subsidiary of Matson Navigation Company, Inc.</li> <li>Joined Matson Logistics in 2001 as executive vice president with 19 years of transportation experience</li> <li>Prior to Matson, president of RISS/USSI, a division of Worldpoint Logistics; several positions at American President Lines (APL) and LTL and rail industry companies</li> </ul> |  |  |  |  |

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## Matson Board of Directors Upon Separation

| Board Member |                                    | Background  |
|--------------|------------------------------------|---|
|              | Walter A. Dods, Jr.,<br>Chairman   | <ul> <li>Chairman of the Board of Alexander &amp; Baldwin</li> <li>Has served as chairman since January 2010</li> <li>Has served as lead independent director of A&amp;B since 2006 and as a director of A&amp;B since 1989</li> <li>Previously served as the CEO of BancWest Corp and First Hawaiian Bank</li> </ul>   |
|              | W. Blake Baird,<br>Director        | <ul> <li>Chairman and CEO of Terreno Realty Corporation, a San Francisco-based public REIT since 2010</li> <li>Joined the board of directors of Alexander &amp; Baldwin in 2006</li> <li>Previously served as president and director of AMB Property Corporation</li> <li>Prior to joining AMB Property Corporation, spent 15 years working at Morgan Stanley in its Real Estate Investment Banking Group</li> </ul>  |
|              | Michael J. Chun,<br>Director       | <ul> <li>President and headmaster of the Kamehameha Schools, Kapalama Campus</li> <li>Joined the board of directors of Alexander &amp; Baldwin in 1990</li> <li>Director of the Bank of Hawaii Corporation</li> </ul>   |
|              | Matthew J. Cox,<br>President & CEO | <ul> <li>Current president of Matson Navigation Company, with responsibilities encompassing all major divisions of Matson and will continue in this role post separation</li> <li>Joined Matson in 2001 as senior vice president and chief financial officer and had a key role in the start up of Matson's China – Long Beach Express service in 2006</li> <li>Prior to Matson, had 15 years of experience in the transportation industry, the last 12 of which were spent at American President Lines, Ltd (APL)</li> </ul> |



## Matson Board of Directors Upon Separation

| Board Member |  | Background  |
|--------------|--|---|
|              | Admiral Thomas B.<br>Fargo, USN (Ret.) | <ul> <li>Non-executive Chairman of the Board of Huntington Ingalls Industries</li> <li>Joined the board of directors of Alexander &amp; Baldwin in 2011</li> <li>Formerly held the position of Commander of the U.S. Pacific Command</li> <li>Serves on the Boards of Directors for Hawaiian Electric Industries and US Automobile Association in addition to smaller private equity and venture capital portfolio companies</li> </ul> |
| ?            | Constance H. Lau,<br>Director          | <ul> <li>President, CEO and director of Hawaiian Electric Industries, the holding company for Hawaiian Electric Company and American Savings Bank</li> <li>Started her career with Hawaiian Electric in 1984</li> <li>Joined the board of directors of Alexander &amp; Baldwin in 2009</li> </ul>   |
|              | Jeffrey N. Watanabe,<br>Director       | <ul> <li>Non-executive Chairman of Hawaiian Electric Industries, Inc</li> <li>Prior to founding Watanabe Ing law firm in 1971, acted as deputy attorney general of the State of Hawaii</li> <li>Appointed director of Alexander &amp; Baldwin in 2003 and also serves as director of First Insurance Company of Hawaii, Ltd., Grace Pacific Corporation and Cellular Bioengineering, Inc.</li> </ul>                                    |

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