The condensed financial statements and notes for the third quarter and first nine months of 1997 are presented below with comparative 1996 financial statements.

## ALEXANDER \& BALDWIN, INC. AND SUBSIDIARIES <br> Condensed Statements of Income <br> (In thousands, except per share amounts)

| Three Months Ended | Nine Months Ended |  |
| :---: | :---: | :---: |
| September 30 | September 30 |  |
| 1997 | 1996 | 1997 |
| ------- | -- | 1996 |
| (unaudited) | (unaudited) |  |


| Revenue: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Net sales, revenue from services and rentals | \$321, 869 | \$328, 308 | \$905, 861 | \$885, 363 |
| Interest, dividends and other | 4,137 | 5,521 | 34, 325 | 15,434 |
| Total revenue | 326, 006 | 333,829 | 940, 186 | 900,797 |
| Costs and Expenses: |  |  |  |  |
| Costs of goods sold, services |  |  |  |  |
| Selling, general and administrative | 26,260 | 28,111 | 79,353 | 81,652 |
| Interest | 6,770 | 8,469 | 22,515 | 25,655 |
| Income taxes | 12,690 | 13,991 | 36,396 | 28,330 |
| Total costs and expenses | 304, 134 | 310,704 | 878,810 | 852,711 |
| Net Income | \$ 21, 872 | \$ 23, 125 | \$ 61, 376 | \$ 48, 086 |
| Earnings Per Share | \$ 0.48 | \$ 0.51 | \$ 1.36 | \$ 1.06 |
| Dividends Per Share | \$ 0.22 | \$ 0.22 | \$ 0.66 | \$ 0.66 |
| Average Number of Shares Outstanding | 45,135 | 45,293 | 45,227 | 45,298 |

## ALEXANDER \& BALDWIN, INC. AND SUBSIDIARIES <br> Industry Segment Data <br> (In thousands)

| Three Months Ended |  |
| :---: | :--- |
| September | 30 |
| 1997 | 1996 |
| ---- | --- |
| (unaudited) |  |


| Nine Months Ended |
| :--- |
| September 30 |
| 1997 |
| ---1996 |
| (unaudited) |

Revenue:
Ocean Transportation Property Development and Management:

| Leasing | 9,320 | 8,918 | 28,045 | 26,891 |
| :---: | :---: | :---: | :---: | :---: |
| Sales | 4, 080 | 15,299 | 22,671 | 22,585 |
| Food Products | 132,816 | 139,518 | 352,135 | 354, 466 |
| Other | 684 | 1,393 | 2,104 | 2,731 |
| Total | \$326, 006 | \$333, 829 | \$940, 186 | \$900, 797 |

Operating Profit:(1)
Ocean Transportation
\$ 24, 405 \$ 20, 646 \$ 81, 262 \$ 64, 907
Property Development and Management:

| Leasing | 6,105 | 6,032 | 18,772 | 18,217 |
| :--- | ---: | ---: | ---: | ---: |
| Sales | 1,257 | 8,673 | 5,917 | 11,900 |

Food Products $11,470 \quad 11,848 \quad 20,142 \quad 13,656$
(1) Before interest expense, corporate expenses and income taxes

## ALEXANDER \＆BALDWIN，INC．AND SUBSIDIARIES <br> Condensed Balance Sheets <br> （In thousands）

| ASSETS | $\begin{gathered} \text { September } 30 \\ 1997 \\ --- \\ \text { (unaudited) } \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 1996 \\ --- \\ \text { (audited) } \end{gathered}$ |
| :---: | :---: | :---: |
| Current Assets： |  |  |
| Cash and cash equivalents | \＄14，891 | \＄23，824 |
| Accounts and notes receivable，net | 204，102 | 172， 266 |
| Inventories | 123， 305 | 102， 722 |
| Real estate held for sale | 13，738 | 17，383 |
| Deferred income taxes | 17，157 | 17，708 |
| Prepaid expenses and other | 11，908 | 12，114 |
| Accrued deposits to Capital Construction Fund | $(11,104)$ | $(1,656)$ |
| Total current assets | 373，997 | 344， 361 |
| Investments | 105，824 | 91，602 |
| Real Estate Developments | 67，109 | 70，144 |
| Property，at cost | 1，959，898 | 1，927， 058 |
| Less accumulated depreciation and amortization | 923，154 | 864， 002 |
| Property－net | 1，036，744 | 1，063， 056 |
| Capital Construction Fund | 148， 095 | 178，616 |
| Other Assets | 59，520 | 52，843 |
| Total | \＄1，791， 289 | \＄1，800， 622 |

## LIABILITIES AND <br> SHAREHOLDERS＇EQUITY

Current Liabilities：

Current portion of long－term debt
Short－term commercial paper borrowings
Accounts payable
Other
Total current liabilities
Long－term Liabilities：
Long－term debt
Capital lease obligations
Post－retirement benefit obligations Other

Total long－term liabilitie
Deferred Income Taxes
Shareholders＇Equity：
Capital stock
Additional capital
Unrealized holding gains on securities
Retained earnings
Cost of treasury stock
Total shareholders＇equity

Total
\＄
42，159
65，500
54，506
104，911
207， 070
－－－－

272，393
2，000
116，644
56，034
447，071
447，071
360，562
－－－－－－－

36，914
48， 817
56，815
586，931
$(12,897)$
716，580
\＄1，791，289
ニニニニニニニニニニ
\＄44， 082
62，000
50， 496
86，352
242，930
－－－－－－－－
345，618
12， 039
116，047
48，747
522，451
350，913

37，150
43，377
48，205
568，969
$(13,373)$
684，328
\＄1，800， 622
ニニニニニニニニニニ

## ALEXANDER \& BALDWIN, INC. AND SUBSIDIARIES

Condensed Statements of Cash Flows
(In thousands)

|  |  | Sept 1997 <br> (unau |  | nded 30 1996 --- |
| :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities | \$ | 103,908 | \$ | 90, 026 |
| Cash Flows from Investing Activities: |  |  |  |  |
| Capital expenditures |  | $(32,262)$ |  | $(181,137)$ |
| Proceeds from disposal of property, investments and other assets |  | 475 |  | 10,749 |
| Deposits into Capital Construction Fund |  | (10, 000) |  | $(8,323)$ |
| Withdrawals from Capital Construction Fund |  | 50,000 |  | 145,500 |
| Increase in investments |  | $(2,221)$ |  | - |
| Reduction in investments |  | 1,798 |  | 1,184 |
| Net cash provided by (used in) investing activities |  | 7,790 |  | $(32,027)$ |
| Cash Flows from Financing Activities: |  |  |  |  |
| Proceeds from issuances of long-term debt |  | 34,500 |  | 43,000 |
| Payments of long-term debt |  | $(119,680)$ |  | $(70,762)$ |
| Proceeds (payments) of short-term commercial paper borrowings - net |  | 3,500 |  | $(9,500)$ |
| Proceeds from issuances of capital stock |  | 1,645 |  | 473 |
| Repurchases of capital stock |  | $(10,721)$ |  | $(1,250)$ |
| Dividends paid |  | $(29,875)$ |  | $(29,901)$ |
| Net cash used in financing activities |  | $(120,631)$ |  | $(67,940)$ |
| Net Decrease in Cash and Cash Equivalents | \$ | $(8,933)$ | \$ | $(9,941)$ |
| Other Cash Flow Information: |  |  |  |  |
| Interest paid, net of amounts capitalized | \$ | 23,961 | \$ | 26,633 |
| Income taxes paid, net of refunds |  | 11,731 |  | 17,018 |
| Other Non-Cash Information: |  |  |  |  |
| Net accrued deposits (withdrawals) to Capital |  |  |  |  |
| Depreciation |  | 67,198 |  | 66,577 |
| Tax-deferred property exchanges |  | 9,589 |  | 12,325 |
| Increase in unrealized holding gains |  | 8,610 |  | 2,865 |

(a) The condensed balance sheet as of September 30, 1997, the condensed statements of income and industry segment data for the three months and nine months ended September 30, 1997 and 1996, and the condensed statements of cash flows for the nine months ended September 30, 1997 and 1996 are unaudited. Because of the nature of the Company's operations, the results for interim periods are not necessarily indicative of results to be expected for the year, but in the opinion of management, all material adjustments necessary for the fair presentation of interim period results have been included in the interim financial statements.
(b) Estimated effective annual income tax rates differ from statutory rates, primarily due to the dividends-received deductions and various tax credits.
(c) Statement of Financial Accounting Standards No. 128, "Earnings Per Share," is effective for financial statements for both interim and annual periods ending after December 15, 1997. The Statement will not have a material impact on the Company's computation and presentation of earnings per share.
(d) Certain amounts have been reclassified to conform with the current year presentation.

## OPERATING RESULTS

Net income for the third quarter of 1997 was $\$ 21,872,000$, or $\$ 0.48$ per share. Net income for the comparable period of 1996 was $\$ 23,125,000$, or $\$ 0.51$ per share. Revenue for the third quarter of 1997 was $\$ 326,006,000$, compared with revenue of $\$ 333,829,000$ in the third quarter of 1996.

Net income for the first nine months of 1997 was $\$ 61,376,000$, or $\$ 1.36$ per share, versus $\$ 48,086,000$, or $\$ 1.06$ per share, in 1996. Results for the first nine months of 1997 included $\$ 12,478,000$, or $\$ 0.28$ per share, resulting from the favorable settlement of protracted litigation related to an insurance claim. Net income for the same period in 1996 included a special charter payment that contributed $\$ 3,545,000$, or $\$ 0.08$ per share, to income. Excluding these unusual items, nine-month 1997 net income rose about 10 percent. Revenue for the first nine months of 1997 was $\$ 940,186,000$, compared with revenue of \$900, 797, 000 a year earlier. Excluding the unusual items, nine-month 1997 revenue rose three percent.

## FINANCIAL CONDITION AND LIQUIDITY

The Company's principal liquid resources, comprising cash and cash equivalents, receivables, sugar and coffee inventories and unused lines of credit, less accrued deposits to the Capital Construction Fund (CCF), totaled $\$ 551.5$ million at September 30, 1997, an increase of $\$ 38.5$ million from December 31, 1996. This increase was due primarily to an increase in receivables, higher sugar and coffee inventories and higher unused lines of credit, partially offset by an increase in accrued deposits to the CCF and a decrease in cash and cash equivalents. Receivables increased $\$ 31.8$ million, due primarily to an increase in government and other receivables at Matson Navigation Company, Inc. (Matson) and increased sales by California and Hawaiian Sugar Company, Inc. (C\&H). Sugar and coffee inventories increased $\$ 22.1$ million, due to seasonal production at the Company's Maui sugar plantation and an increase in raw and refined sugar carried in inventory at C\&H. Accrued deposits to the CCF increased $\$ 9.4$ million. The $\$ 8.9$ million decrease in cash and cash equivalents was primarily the result of debt repayments.

Working capital was \$106.9 million at September 30, 1997, an increase of $\$ 5.5$ million from the amount at the end of 1996. This increase was due primarily to increases in receivables, accounts payable, and sugar and coffee inventories, partially offset by the increase in accrued deposits to the CCF and lower cash balances.

RESULTS OF SEGMENT OPERATIONS -
THIRD QUARTER 1997 COMPARED WITH THE THIRD QUARTER 1996
OCEAN TRANSPORTATION revenue of $\$ 179.1$ million for the third quarter of 1997 was six-percent higher than the 1996 third-quarter revenue. Operating profit of $\$ 24.4$ million rose 18 percent over the third quarter of 1996 , primarily the result of higher revenue in the Hawaii and Guam services, and improved cargohandling productivity. Total third-quarter 1997 Hawaii container and automobile volumes were virtually unchanged from the 1996 third-quarter levels.

PROPERTY DEVELOPMENT AND MANAGEMENT - LEASING revenue of $\$ 9.3$ million for the third quarter of 1997 was five-percent higher than in the third quarter of 1996 and operating profit of $\$ 6.1$ million was one-percent higher than in the comparable period of 1996. These increases were the result of properties added to the portfolio in 1996 and early 1997 and increased rental rates, offset, in part, by the absence of income from properties that had been sold.

PROPERTY DEVELOPMENT AND MANAGEMENT - SALES revenue of $\$ 4.1$ million was significantly lower than the $\$ 15.3$ million recorded in the third quarter of 1996. Operating profit from property sales this quarter was $\$ 1.3$ million, versus \$8.7 million a year earlier. Sales in the third quarter of 1997 included an undeveloped 29 -acre parcel for a county landfill expansion, one developed business lot and 13 residential properties on Maui. Sales in the third quarter of 1996 included a seven-acre parcel on Maui leased to Kmart, another smaller developed business lot and 25 residential properties.

The mix of property sales in any quarter can be diverse. These sales can include property sold under threat of condemnation, developed residential real estate, commercial properties, developable subdivision lots and undeveloped land. The sales of undeveloped land and subdivision lots generally provide greater contribution margins than sales of developed and commercial property, due to the low historical-cost basis of the Company's Hawaii land.

Consequently, property sales revenue trends and the amount of real estate available for sale are not necessarily indicators of future profitability for this segment.

FOOD PRODUCTS revenue of $\$ 132.8$ million for the third quarter of 1997 was fivepercent lower than the revenue reported for the comparable period of 1996. Operating profit decreased three percent to $\$ 11.5$ million in the third quarter of 1997, from $\$ 11.8$ million in the same period in 1996 . The decrease was primarily due to reduced Hawaii agribusiness results, partially offset by improved results at C\&H, the Company's West Coast sugar refinery operation.

## RESULTS OF SEGMENT OPERATIONS -

FIRST NINE MONTHS OF 1997 COMPARED WITH THE FIRST NINE MONTHS OF 1996
OCEAN TRANSPORTATION revenue of $\$ 535.2$ million, for the first nine months of 1997, rose eight percent and operating profit of $\$ 81.3$ million rose 25 percent. However, excluding the insurance settlement, which contributed $\$ 20.0$ million on a pretax basis, and a one-time charter payment in the first quarter of 1996, which contributed $\$ 5.6$ million, nine-months operating profit for the ocean transportation segment rose just three percent. For the first nine months, Matson's total Hawaii container volume was down two percent and its total automobile volume was down three percent.

PROPERTY DEVELOPMENT AND MANAGEMENT - LEASING revenue of $\$ 28$ million, for the first nine months of 1997, was four-percent greater than the results in the comparable 1996 period. Nine-months 1997 property leasing operating profit of $\$ 18.8$ million was three-percent higher than in the nine months of 1996. This increase was due to the same reasons as the third quarter increase. The additional leased properties in the first nine months of 1997 included two office buildings in Hawaii (Honolulu, Oahu and Wailuku, Maui) and a retail center in Greeley, Colorado. The leased-property portfolio benefited from continuing high occupancy levels for Mainland properties, where 1997 year-todate occupancy rates averaged 98 percent, versus 97 percent for the same period in 1996. Occupancy levels for Hawaii properties averaged 78 percent, versus 87 percent last year. The decrease this year was due primarily to the recently acquired office buildings in Hawaii that have relatively low occupancy rates and to the continued weak economy in Hawaii. For the first nine months of 1997, the Hawaii property contributed slightly more than half of total property leasing revenue.

PROPERTY DEVELOPMENT AND MANAGEMENT - SALES revenue of $\$ 22.7$ million, for the first nine months of 1997, was virtually the same as the $\$ 22.6$ million in sales recorded in the nine months of 1996. Operating profit from property sales in the first nine months of $\$ 5.9$ million, however, was about half the $\$ 11.9$ million in 1996, due primarily to the mix of properties sold. Nine-month sales in 1997 included an undeveloped 29 -acre parcel, a one-acre developed lot, an industrial warehouse in California, 40 residential and four developed business lot sales. Sales in the comparable period of 1996 included the seven-acre developed lot leased to Kmart, a developed business property, two improved business lots and 44 residential properties.

FOOD PRODUCTS revenue of $\$ 352.1$ million, for the first nine months of 1997, was one-percent lower than the revenue reported for the comparable period of 1996. For the nine months of 1997, however, operating profit of $\$ 20.1$ million was 47 percent higher than the $\$ 13.7$ million earned in the same period last year. Sugar refining results improved substantially over 1996, primarily due to lower raw sugar costs. However, Hawaii agribusiness results were considerably lower than in 1996, reflecting lower sugar production caused by adverse weather conditions and lower yields.

## OTHER MATTERS

INSURANCE LITIGATION: On February 13, 1997, Matson received a cash settlement of $\$ 33,650,000$ for a contested insurance claim in connection with repairing port facilities damaged by a 1989 earthquake. As noted previously, this settlement resulted in additional net income of $\$ 12,478,000$ in the first nine months of 1997.

SUGAR QUOTA PROGRAM: On September 19, 1997, the Secretary of Agriculture established, under the Federal Agriculture Improvement and Reform (FAIR) Act and in accordance with the Harmonized Tariff Schedule (HTS), the aggregate quantity of sugars and syrups that can be imported into the United States. The maximum import quantity for fiscal year 1998 was set at $1,800,000$ metric tons raw value (MTRV). Of the 1.8 million MTRV, 1.2 million MTRV is immediately available. The remaining 600, 000 MTRV will be made incrementally available during the first five months of 1998 if the "stocks-to-use" ratio, as published in the 1998 World Agricultural Supply and Demand, is not greater than 15.5 percent.

TAX-DEFERRED EXCHANGES: In the first nine months of 1997, the Company sold two parcels of land for $\$ 9,589,000$. The proceeds from these sales are reflected in the Condensed Statements of Cash Flows under the caption "Other Non-Cash Information" and were reinvested in 1997 on a tax-deferred basis. In October

1997, the Company purchased a 105,000 square foot shopping center, The Village at Indian Wells, located near Palm Desert, California, for $\$ 13$ million, using the proceeds from previous tax-deferred transactions.

SHARE REPURCHASES: During the first nine months of 1997, the Company repurchased approximately 407,000 shares of its common stock, for an aggregate of $\$ 10,722,000$ ( $\$ 26.34$ per share, on average).

ENVIRONMENTAL MATTERS: As with most industrial and land-development companies of its size, the Company's operations have certain risks, which could result in expenditures for environmental remediation. The Company believes that it is in compliance, in all material respects, with applicable environmental laws and regulations, and works proactively to identify potential environmental concerns. Management believes that appropriate liabilities have been accrued for environmental matters.

ECONOMIC CONDITIONS: Near-term, the economy of Hawaii continues to grow slowly on an inflation-adjusted basis. Inflation, at just under one percent, however, is considerably below the national rate. Recent economic forecasts anticipate real growth in Gross State Product of less than one percent for 1997 and of about one percent for 1998. That outlook is based on a leveling off in the rate of job losses and anticipation of a modest recovery in the job count in 1998, a one-percent improvement in forecast visitor arrivals in 1998 and an end of the cyclical construction-industry decline. One potentially positive factor for the longer-term is a set of recommendations for economic revitalization made recently by a high-level task force formed by Hawaii's governor and legislative leaders. These recommendations include proposals for far-reaching tax and regulatory changes. Although the recommendations would have to be adopted by the legislature in its 1998 term, they are supported by a broad constituency of government, business and labor leaders.

## PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

The Company, from time to time, may make or may have made certain forwardlooking statements, whether orally or in writing, such as forecasts and projections of the Company's future performance or statements of management's plans and objectives. Such forward-looking statements may be contained in, among other things, Securities and Exchange Commission (SEC) filings, such as the Form 10-Q, press releases made by the Company and oral statements made by the officers of the Company. Except for historical information contained in these written or oral communications, such communications contain forwardlooking statements. These forward-looking statements involve a number of risks and uncertainties that could cause actual results to differ materially from those projected in the statements, including, but not limited to: (1) economic conditions in Hawaii and elsewhere; (2) market demand; (3) competitive factors and pricing pressures in the Company's primary markets; (4) legislative and regulatory environment at the federal, state and local levels, such as government rate regulations, government administration of the U.S. sugar program, and retention of cabotage laws; (5) dependence on raw sugar suppliers and other third-party suppliers; (6) fuel prices; (7) labor relations and (8) other risk factors described elsewhere in these communications and from time to time in the Company's filings with the SEC.

## ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K

(a) Exhibits
11. Statement re computation of per share earnings.
27. Financial Data Schedule.
(b) Reports on Form 8-K

No reports on Form $8-\mathrm{K}$ were filed during the quarter.

## SIGNATURES

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

ALEXANDER \& BALDWIN, INC.
(Registrant)

Date: November 12,1997

/s/ Glenn Rogers
Glenn R. Rogers Executive Vice President and Chief Financial Officer
/s/ Thomas A. Wellman Thomas A. Wellman Controller
11. Statement re computation of per share earnings.
27. Financial Data Schedule.

## ALEXANDER \& BALDWIN, INC.

COMPUTATION OF EARNINGS PER SHARE
FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 1997 AND 1996 (In thousands, except per share amounts)

| Three Months Ended | Nine Months Ended |  |  |
| :---: | :---: | :---: | :---: |
| September 30 | September 30 |  |  |
| 1997 | 1996 | 1997 | 1996 |
| ---- | ---- | --- | --- |

Primary Earnings Per Share

| Net income | \$ 21, 872 | \$ 23,125 | \$ 61, 376 | \$ 48, 086 |
| :---: | :---: | :---: | :---: | :---: |
| Average number of shares outstanding | 45,135 | 45,293 | 45,227 | 45,298 |
| Primary earnings per share | \$ 0.48 | \$ 0.51 | \$ 1.36 | \$ 1.06 |

## Fully Diluted Earnings Per Share

Net income $\quad \$ 21,872$ \$ 23,125 \$ 61, 376 \$48,086
==ニ===== ==ニ===== ======== =======

Average number of shares outstanding Effect of assumed exercise of outstanding stock options

Average number of shares outstanding after assumed exercise of outstanding stock options

Fully diluted earnings per share

| 45,135 | 45,293 | 45,227 | 45,298 |
| :---: | :---: | :---: | :---: |
| 124 | 75 | 121 | 59 |
| 45,259 | 45,368 | 45,348 | 45,357 |
| \$ 0.48 | \$ 0.51 | \$ 1.35 | \$ 1.06 |

The schedule contains summary financial information extracted from the condensed balance sheet as of September 30, 1997 and the condensed statement of income for the nine months ended September 30, 1997 and is qualified in its entirety by reference to such financial statements.

1000

9-MOS
DEC-31-1996
SEP-30-1997
793
14,100
211,083
6,983
123,305
373,997
1,959, 898
923,154
1,791,289
267,076
272,393
0
0
36,914
679,666
1,791, 289
905, 861
940, 186
740,546
740,546
0
0
22,515
97,772 36,396
61,376
0
0
0
61,376
1.36
1.35

