

KALOKO MAKAI LOCATION



A PLACE BETWEEN THE MOUNTAIN AND THE SEA





KALOKO MAKAI MASTERPLAN VISION

13 Business Hotel & Convention
14 Science & Business Park
15 Sunny Kazuma Trail
16 Costco Commercial District

Extension





KALOKO MAKAI KEY FACTS

1,139 acres

Kaloko Makai main site area

57 acres

Kaloko Makai - Costco Commercial District Extension

1

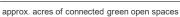
Transit Hub/ Neighbourhood TOD

10



km of cycle and pedestrian trails

61



1 main center/2 community centers

All figures subject to detailed planning and study



Powered by renewable energy



Recycling waste & Circular Economy



Protecting and Designing with Nature

Mixed-uses



Urban Center (TS, high density) Mixed Urban (T4, med. density) Sub-Urban (T3, low density) Schools

Lodge and Business Center Hospital Science and Business Park

up to 6000



Single and multi-family residential units Affordable Homes

SUSTAINABLE MOBILITY









KALOKO MAKAI PURPOSE AND KEY DESIGN OBJECTIVES













Create a diverse, sustained community of mixed uses, including residential, retail and commercial spaces, light industrial areas, recreational spaces, and open space. Cultivate intrinsic respect for the land and natural surroundings, develop an inherent Hawaiian sense of place and nourish a sustaining living environment. Provide housing for a diversity of people including the working families of Hawai'i nearby areas of workforce demand, improving quality of life through mixed uses and housing types. Contribute to the social fabric of the community by providing infrastructure and facilities, and by including school, hospital, recreational, and civic sites.

Engender and incorporate intelligent, planned sustainability by design.

Emphasize non vehicular transit and smart mobility for community - wide travel

KALOKO MAKAI PROJECT TIMELINE



KALOKO MAKAI SUGGESTED PHASING 0 100 200 400 800m Phase containing residential uses HULIKOA DRIVE Phase 5A Phase not Phase 4B Phase 1 Phase 2A containing residential uses Phase 2B (industrial) 13.5 GB Natural Zone Natural Landscape T3 Sub-Urban Zone Detached Homes, Landscaped Yards T3 T4 General Urban Zone Mixed SF and Small MF, Scattered Comm Phase 3A TS Urban Center Zone Shops/ Offices mixed with Town Hornes, Large MF Phase 4A SD1 Industrial Mixed Use Light Industrial and Mixed Use School Phase 5B Hospital Dryland Forest Phase 6 Park WWTP/F.S./Desallnization Plant Waste Water Treatment Rant Roadways Phase 3B Kohanalki Trali Preservation Area and Buffer (4) Proposed Listed Plant Species © Broadway Malyan

KALOKO MAKAI DEVELOPMENT PROFORMA

		Pre Developmen	Phase 1	Phase 2A	Phase 2B	Phase 3A	Phase 3B	Phase 4A	Phase 4B	Phase 5A	Phase 5B	Phase 6	Total
Capital Raise		\$30,000,000											\$30,000,000
Revenue													7,,
Residential													
Unit Sold Hard Deposits After Publi	c Report		896	593	598	930	341	535	414	0	0	692	4,999
Unit Total Sales			\$386,989,464	\$224,345,159	\$839,115,587	\$660,923,019	\$197.919.867	\$177,367,393	\$240.658.348	\$ 0	\$ 0	\$1,608,422,577	\$4,335,741,414
Unit Rentals			\$2,232,039	\$5.878.614	\$9.961.836	\$18.574.946	\$25.311.736	\$52.111.209	\$88,100,509	\$120.991.366	\$124.621.107	\$133,245,167	\$581.028.529
Unit Rental Phase Sale to Fund			QZ,ZOZ,OOO	40,010,011	\$6.696.118	\$17,635,843	\$29.885.508	\$55.724.837	\$75,935,208	\$156.333.626	\$264.301.528	\$362,974,098	\$969,486,765
CAM Fees-Allotments as well from	n \$9.000		\$8.065.301	\$13,405,459	\$18.783.629	\$27,154,019	\$30,219,549	\$35.038.068	\$38,765,563	\$38,765,563	\$38,765,563	\$44,995,228	\$293.957.942
Residential Revenue	π ψ5,000		\$397,286,804	\$243,629,232	\$874.557.170	\$724,287,826	\$283,336,660	\$320,241,507	\$443,459,628	\$316.090.555	\$427,688,198	\$2.149.637.070	\$6.180.214.650
Other Rental			Q007,E00,001	QZ 10,020,202	φον 1,00ν,110	Ψ12 1,201,020	Ψ200,000,000	Ψ020,211,001	ψ110,100,020	40.10,000,000	ψ 121,000,100	QL, 110,001,010	ψο, 100,Σ 1 1,000
Commercial/Retail			\$3,253,420	\$4,955,714	\$6,778,959	\$9,685,488	\$11,341,438	\$13,177,377	\$15,334,030	\$15,794,051	\$16,267,873	\$18,947,182	\$115,535,532
Office			\$7,741,203	\$15,153,939	\$18,285,606	\$27,970,852	\$28,809,977	\$38,648,452	\$39,807,906	\$41,002,143	\$42,232,207	\$43,499,173	\$303,151,457
Hotel/Covention Center			ψ1,1+1,200	ψ10,100,303	ψ10,200,000	\$6.526.920	\$9.334.708	\$11.242.755	\$11.799.777	\$12,174,416	\$12,539,648	\$12.915.837	\$76.534.059
Hospital Naming/Donor						ψ0,020,320	ψυ,υυ π ,100	\$550,000,000	ψ11,733,777	\$12,17 4,4 10	ψ12,000,040	Ψ12,310,037	\$550.000.000
Rental Community LLC Sales								ψ550,000,000	\$100,000,000	\$100,000,000	\$250,000,000		\$450,000,000
Leasehold Rental Income 99 Year	r ¢ 275 v	rdable Condos			\$25.547	\$43.549	\$53,736	\$77.823	\$85,799	\$100,000,000	\$112.596	\$112.596	\$430,000,000
Land Loan for Investor Return	1 4 2131	ruable Coridos	\$125,000,000		φ2J,J41	φ40,043	φυυ, 100	911,023	903,733	φ102,030	φ112,350	φ112,350	
Construction Line of Credit			\$20,000,000	\$60,000,000									
Hotel Sale/Construction Loan			φ20,000,000	\$00,000,000		\$150,000,000						\$500,000,000	\$650,000,000
Other Revenue			\$155.994.622	\$80.109.652	\$25.090.111	\$194,226,808	\$49.539.859	\$613.146.406	\$167.027.511	\$169.073.507	\$321.152.324	\$575,474,789	\$2,145,221,048
Total Inflows		\$30,000,000	\$553,281,427	\$323.738.885	\$899.647.281	\$918,514,635	\$332.876.519	\$933.387.914	\$610,487,139	\$485,164,062	\$748.840.522	\$2,725,111,860	\$8,355,435,698
		\$30,000,000	\$333,201,421	\$323,730,000	\$099,047,20 I	\$910,514,035	\$332,070,319	φ933,30 <i>1</i> ,914	\$610,467,139	\$400,104,002	\$140,040,322	\$2,725,111,000	\$6,333,433,696
Cost													
Land Acquisition	\$15,000,000	\$15,000,000											\$15,000,000
Soft Costs	\$50,000,000	\$15,000,000	\$30,000,000	\$5,000,000									\$50,000,000
Residential Development			\$318,361,184	\$193,775,470	\$555,081,634	\$507,361,057	\$178,261,109	\$175,616,296	\$229,954,860	\$0	\$0	\$1,234,450,521	\$3,392,862,130
Less (Community Bond)	\$35,000		\$13,396,916	\$8,105,366	\$13,749,995	\$15,610,163	\$6,311,385	\$6,712,365	\$7,674,254	\$0	\$0	\$21,212,299	\$92,772,743
Escrow and Fees	3.50%		\$13,544,631	\$7,852,081	\$29,369,046	\$23,132,306	\$6,927,195	\$6,207,859	\$8,423,042	\$0	\$0	\$56,294,790	\$151,750,949
Commercial/Retail Development			\$8,133,550	\$4,011,728	\$4,186,434	\$6,757,902	\$3,413,463	\$3,739,240	\$4,403,329	\$0	\$0	\$5,478,184	\$40,123,830
Office Development			\$19,353,007	\$17,951,250	\$6,692,623	\$22,841,694	\$0	\$22,435,439	\$0	\$0	\$0	\$0	\$89,274,012
Rental Unit Maintenance	25.00%		\$558,010	\$1,469,654	\$2,490,459	\$4,643,736	\$6,327,934	\$13,027,802	\$22,025,127	\$30,247,842	\$31,155,277	\$33,311,292	\$145,257,132
HOA/CAM Maintenance	25.00%		\$2,016,325	\$3,351,365	\$4,695,907	\$6,788,505	\$7,554,887	\$8,759,517	\$9,691,391	\$9,691,391	\$9,691,391	\$11,248,807	\$73,489,486
Commercial/Retail Maintenace	25.00%		\$813,355	\$1,238,928	\$1,694,740	\$2,421,372	\$2,835,360	\$3,294,344	\$3,833,508	\$3,948,513	\$4,066,968	\$4,736,796	\$28,883,883
Office Maintenace	25.00%		\$1,935,301	\$3,788,485	\$4,571,401	\$6,992,713	\$7,202,494	\$9,662,113	\$9,951,976	\$10,250,536	\$10,558,052	\$10,874,793	\$75,787,864
Marketing Expenses	3.00%		\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$13,007,224	\$130,072,242
Community General Development			\$16,666,667	\$29,166,667	\$29,166,667	\$284,672,927	\$29,166,667	\$579,166,667	\$29,166,667	\$33,333,333	\$33,333,333	\$20,833,333	\$1,084,672,927
Natural Zone	\$25,000,000		\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333				\$58,333,333
Parks	\$25,000,000		\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$8,333,333	\$83,333,333
School	\$25,000,000			\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$12,500,000	\$112,500,000
Hotel/Covention Center	\$255,506,260					\$255,506,260							\$255.506.260
Hospital	\$1					,		\$550,000,000					\$550,000,000
Dryland Forest	\$25.000.000									\$12,500,000	\$12,500,000		\$25,000,000
Infrastructure	\$50,000,000		\$15,000,000	\$3.888.889	\$3.888.889	\$3.888.889	\$3,888,889	\$3.888.889	\$3,888,889	\$3,888,889	\$3,888,889	\$3.888.889	\$50,000,000
Water Waste Treatment	\$30,000,000		*,,	**,***,***	**,***,***	*-,,	*-,,	**,***,***	\$30,000,000	**,***,***	**,***,***	40,000,000	\$30,000,000
Industrial	\$25.000.000								\$8.333.333	\$8.333.333	\$8.333.333		\$25.000.000
Total Outflows	Ψ20,000,000	\$30.000.000	\$452,786,169	\$292,607,107	\$668,595,018	\$898,118,488	\$264.896.606	\$845,517,754	\$380,353,601	\$112,701,061	\$114,034,467	\$1,415,336,928	\$5,474,947,198
		300,000,000	J.102,100,100	JE02,007,107	\$000,000,010	\$000, 1 10, 100	2201,000,000	40 10,011,104	4000,000,001	¥112,101,001	4111,001,101	27,110,000,020	\$0,171,017,100
First Traunche Investor Return		,	\$ 90.000.000										
Construction Line Payoffs				\$ 25,000,000		9	\$ 35,000,000	\$ 35,000,000					
				- 20,000,000		•	- 00,000,000	- 00,000,000					
Net Cash Flow		\$0	\$10.495.258	\$6,131,778	\$231.052.263	\$20.396.147	\$32,979,912	\$52,870,160	\$230,133,538	\$372.463.001	\$634.806.054	\$1,309,774,931	\$2,880,488,500
Not Odon Flow		. 40	ψ10, 133,230	\$0, 151,770	Ψ <u>Ε</u> Ο1,002,200	020, 030,147	\$02, 013,312	402, 070,100	ΨΕσο, 100,000	ψ 012,10 3,001	\$001;000,001	\$1,500;11 1 ,551	ΨΞ,000,400,000
Cumulative Net Cash Flow		\$0	\$10.495.258	\$16.627.036	\$247.679.299	\$268.075.446	\$301.055.358	\$353.925.518	\$584.059.056	\$956.522.058	\$1.591.328.112	\$2.901.103.043	
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This presentation is an assessment and estimate of costs and revenues as of today. These numbers are subject to adjustment as final bids and timelines are received, and contractual commitments are made. Efforts will be undertaken to find competitive vendors and save costs where the company believes they are desirable. This document is provided in connection with raising money for a real estate investment. There are no forward looking statements in this document. The terms and conditions of any investment and all representations related to such investment would only be included in and subject to the final investment contracts executed between the company and any investor. This information is confidential, and not for disclosure to anyone without getting the company's permission to forward it.

