

Property Overview

Project Details

Number of Floors	38
Building Height (Feet)	418
Gross Square Feet	743,000
LUO/Zonable Square Feet	505,410
Lot Size Square Feet	50,541

Condo

Type	Mix	Units	Avg. SF
2-Bedroom	48.5%	48	1,558
3-Bedroom	47.5%	47	2,327
4-Bedroom Penthouse	4.0%	4	4,680
Condo Total	100.0%	99	202,860

Hotel

Type	Mix	Units	Avg. SF
Standard Guestroom	64.8%	81	625
Regular Suite	12.8%	16	999
Large Suite	19.2%	24	1,087
Oriental Suite	1.6%	2	1,932
Presidential Suite	1.6%	2	2,438
Hotel Total	100.0%	125	101,401

Parking

276 spaces in above-ground parking podium

Mandarin Oriental Food & Beverage

Outlet	SF	Floor Location
Specialty Restaurant	4,600	Level 2
Hotel Lounge and Bar	3,000	Level 19
Three-Meal Restaurant	2,800	Level 19

Amenities

Retail Shops	Spa Facilities
Sky Lobby & Lounge	Amenity Deck with Pool & Cabanas
Specialty Dining	Wedding Chapel
Ballroom	Meeting Space

World-Renowned Design Team

Design Architect	[au]workshop architects + urbanists
Executive Architect	Architects Hawaii Ltd.
Landscape Architect	Hart Howerton
Interior Designer	Dianna Wong Architecture + Interior Design

Hotel Overview

- 125 guestrooms with standard rooms averaging 625 square feet starting on the 9th floor
- 65 percent guestrooms and 35 percent suites by unit count
- Amenities include:
 - A world-class spa, which is expected to be one of the most luxurious experiences in the hospitality industry. Mandarin Oriental has more Forbes 'Five Star Spas' than any other hotel group in the world. These include, among others, the group's hotels in Tokyo, Miami, New York, Hong Kong, Singapore and Bangkok. The fitness center will be adjacent to the spa and will feature state-of-the-art equipment for healthy living.
 - Almost 13,500 square feet of event space on the stunning bi-level sixth and seventh (mezzanine) floors. In addition to the event spaces, the screening room and multiple meeting rooms, the hotel will be the only luxury hotel in its competitive set to have a wedding chapel. The 800-square-foot wedding chapel will make the Mandarin Oriental uniquely competitive in capturing high-rated group transient business and the rest of the event spaces will capture high-rated corporate transient demand, diversifying the hotel's guest segmentation away from leisure transient demand. Because the leisure transient segment in Oahu is heavily dependent on OTAs, these amenities will help the Mandarin Oriental, Honolulu achieve better rates and margins than its competitive set.
 - 10,400 square feet of food and beverage space featuring the 4,600-square foot signature restaurant, a three-meal sky lobby restaurant on the 19th floor and a hotel lounge and bar on the 19th floor
 - Landscaped outdoor terrace and amenity deck with pools, cabanas and shaded relaxation space
 - State-of-the-art fitness center and separate hotel and residential indoor-outdoor amenity decks
 - Valet parking and 24-hour concierge service

Amenities		
Amenity	SF	Location
Ground Floor Retail	8,100	Ground Floor
Specialty Restaurant	4,600	Level 2
Wedding Chapel	800	Level 6
Ballroom & Meeting Space	13,500	Level 6 & 7
Screening Room	2,600	Level 7
Hotel Pool & Amenity Deck	11,700	Level 8
Spa	17,700	Level 8
Three-Meal Sky Lobby Restaurant	2,800	Level 19
Hotel Lounge & Bar	3,000	Level 19
Total Hotel Amenities	64,800	Ground Floor - Level 19

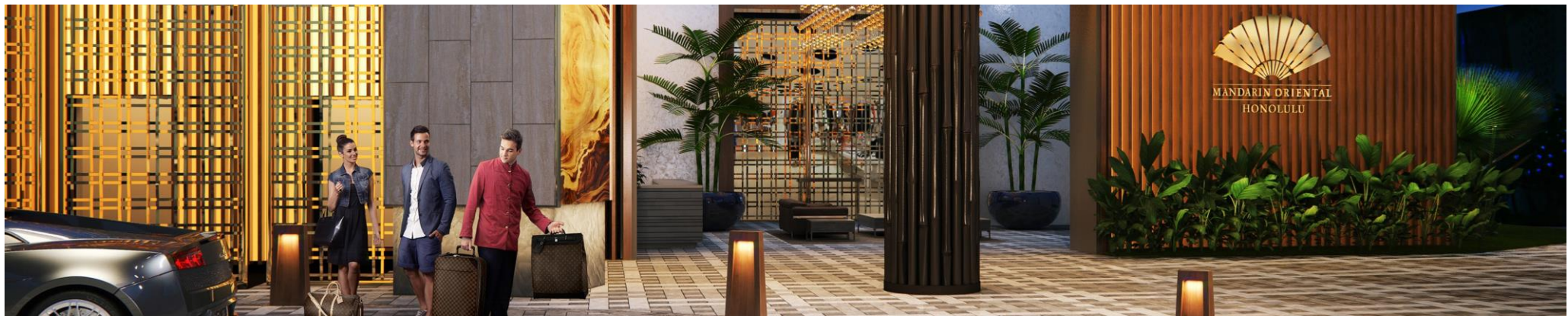
Hotel	Total Keys/Units	Location
Total Keys	125	Level 9 - 18

Guestroom & Suites

The Mandarin Oriental, Honolulu will feature 125 guestrooms and suites, with some of the largest average room sizes in the market. The guestrooms are distributed between floors 9 through 18 of the 36-story structure and all units have large, trellised lanais. Standard rooms average 625 square feet, with average suite sizes ranging from 999 square feet for regular suites to 2,438 square feet for presidential suites. The high suite-to-guestroom ratio, at 35 percent, is comparable only to the Trump International Hotel Waikiki and the Ritz-Carlton, Waikiki Beach. Each guestroom will feature ceilings at least 9.5 feet, which will be one of the most spacious heights in the market. Additionally, each room will be immaculately appointed per the luxurious Mandarin Oriental specifications.

Hotel Guestroom Mix

Room Type	Avg Interior SF	Units	% of Units	Location
Standard	625	81	64.8%	Level 9 - 18
Regular Suite	999	16	12.8%	Level 10 - 18
Large Suite	1,087	24	19.2%	Level 9 - 18
Oriental Suite	1,932	2	1.6%	Level 17 - 18
Presidential Suite	2,438	2	1.6%	Level 17 - 18
Total/Average	811	125	100.0%	Level 9 - 18



Residential Overview

With residences occupying floors 20 through 38 of the Property, the Mandarin Oriental, Honolulu will offer the most exquisite residential product in the city, with well-appointed finishes and an immensely luxurious amenity base. The residences will also benefit from the affiliation with The Mandarin Oriental Hotel Group, a leading hospitality and residence brand that is renowned throughout the world, especially in Asia.

Residential Programming Summary

- Standing 38 stories tall at the bustling corner of Atkinson Drive and Kapiolani Boulevard, the Mandarin Oriental, Honolulu will be one of the most prominent additions to the Ala Moana skyline
- Private hotel and residential lobbies will create an intimate arrival experience for condominium owners
- Private valet garage parking will be available on floors three through five of the tower
- Condominium units, beginning at the 20th floor (a height of 220 feet) and ending at the 38th floor penthouse level (a height of 400 feet), will amount to more than 200,000 square feet of net saleable luxury dwellings, most of which are three-bedroom units averaging 2,300 square feet
- In addition to the aforementioned, the residences will also feature:
 - Floor-to-ceiling windows with unobstructed panoramic ocean, Diamond Head, Waikiki, or Koʻolau Mountain views
 - Expansive trellised lanais
 - Access to hotel amenities including amenity deck, fitness center, and full-service spa and services including in-room dining and maid service



Residential Unit Mix

The residences at the Mandarin will all be two- and three-bedroom layouts, except for four four-bedroom penthouses. Each luxurious residence will feature 9.5-foot ceilings, floor-to-ceiling windows and a large, shaded lanai that allows residents to enjoy sweeping views of the ocean, Diamond Head, Waikiki, the Mountains, and Downtown Honolulu. Residences start on the 20th floor with, at most, six residences per floor. With sparsely populated floors and a private lobby and amenities deck, the Mandarin Oriental, Honolulu will offer discerning condominium buyers the ultimate in luxury, exclusivity, privacy and intimacy.

Condominium Unit Mix

Room Type	Avg Interior SF	Units	% of Units	Location
2-Bedroom	1,558	48	48.5%	Level 20 – 35
3-Bedroom	2,327	47	47.5%	Level 20 – 37
4-Bedroom Penthouse	4,860	4	4.0%	Level 37 & 38
Total/Average	2,049	99	100.0%	Level 20 – 38

Residential Assumptions

# of Units	99	Avg. Unit SF	2,049
Net Saleable SF	202,860	Avg. Price per Unit	\$7,200,000
Avg. Base Price per SF	\$3,500	Condominium Marketing Fee	2.0%
Branding Fee	4.0%	Condominium Closing Costs	5.0%

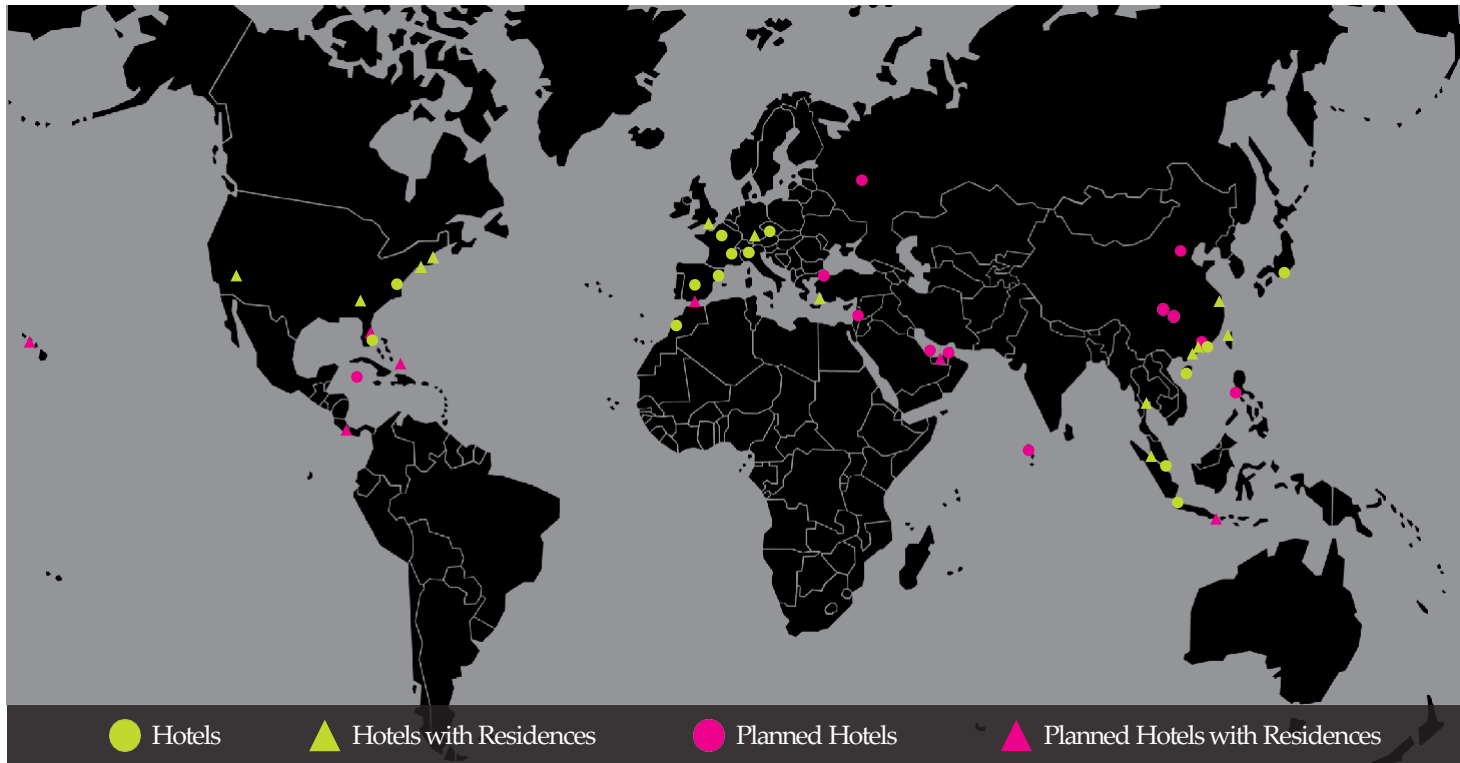
Pre-Sale Assumptions

Sales Office Opening/Pre-Sales Begin	Q2 2020	Projected Sell-Out Date	Q4 2021
Pre-Sales Period	78 Weeks	Deposit Due at Presales	30.0%

Mandarin Oriental Hotel Group

- Founded in 1963, Mandarin Oriental Hotel Group is a member of the Jardine Matheson Group, a British international hotel investment and management group and owns and operates some of the most luxurious hotels, resorts, and residences in the world.
- The hotel group currently operates 32 hotels (7 of which include residences) across North America, Asia and Europe with an additional 20 hotels (14 of which include residences) planned or under construction.
- Mandarin Oriental hotels have been consistently recognized by global publications including Forbes, Travel+Leisure and Michelin Guide and have won countless awards including *Best Hotel Group* from Travel+ and *Best of the Best - Hotel* from Robb Report.

www.mandarinoriental.com



“The small and stylish Mandarin Oriental Hotel Group takes top honours among hotel chains in both the United States and the Americas, earning the highest rating for Front Desk Service, Overall Design and Value for Cost among all hotel chains in North America.”

Condé Nast Traveler, US

“A truly top-of-the-line collection of fashionable, upscale hotels. This Asia-based chain combines amazing locations, gorgeous rooms, outstanding service catering to your every whim, world-class, cutting-edge spas and some of the best dining in their respective cities; exceptional attention to detail includes high-tech electronics, swanky bath amenities and plush terry robes.”

Zagat

Mandarin Oriental Hotel Group

Existing Locations

Hotel Name	Year Opened	Total Hotel Units	Total Residential Units
Mandarin Oriental, Bangkok	1974	368	146
Mandarin Oriental, Guangzhou ¹	2013	293	24
Mandarin Oriental, Hong Kong	1963	501	0
The Landmark, Mandarin Oriental (Hong Kong)	2005	109	0
Mandarin Oriental, Jakarta	1979	272	0
Mandarin Oriental, Kuala Lumpur ¹	1998	592	40
Mandarin Oriental, Macau	2010	213	92
Mandarin Oriental, Sanya	2009	296	0
Mandarin Oriental, Pudong, Shanghai ¹	2013	362	210
Mandarin Oriental, Singapore	1987	468	0
Mandarin Oriental, Taipei	2014	303	26
Mandarin Oriental, Tokyo	2005	179	0
Mandarin Oriental, Boston	2008	148	49
Mandarin Oriental, Canouan	2019	39	0
Mandarin Oriental, Miami	2000	326	0
Mandarin Oriental, New York	2003	244	64
Mandarin Oriental, Santiago	2019	360	0
Mandarin Oriental, Washington DC	2004	426	0
Mandarin Oriental, Abu Dhabi	2019	394	0
Mandarin Oriental, Barcelona	2009	120	0
Mandarin Oriental, Bodrum ²	2014	92	233
Mandarin Oriental, Doha	2019	482	0
Mandarin Oriental, Geneva	2000	189	0
Mandarin Oriental, Lake Como	2019	75	0
Mandarin Oriental Hyde Park, London	1996	193	84
Mandarin Oriental Ritz, Madrid	2020	167	0
Mandarin Oriental, Marrakech	2015	61	0
Mandarin Oriental, Milan	2015	104	0
Mandarin Oriental, Munich ³	2000	73	19
Mandarin Oriental, Prague	2006	99	0
Mandarin Oriental, Paris	2011	178	0
Total		7,726	1,239

Proposed Locations

Hotel Name	Total Hotel Units	Total Residential Units
The Project	125	99
Mandarin Oriental, Bali	114	91
Mandarin Oriental, Beijing	241	0
Mandarin Oriental, Chengdu	345	0
Mandarin Oriental, Chongqing	231	0
Mandarin Oriental, Maldives	114	0
Mandarin Oriental, Manila	275	0
Mandarin Oriental, Shenzhen	190	0
Mandarin Oriental, Boca Raton	TBD	89
Mandarin Oriental, Costa Rica	130	TBD
Mandarin Oriental, Dallas	TBD	100
Mandarin Oriental, Grand Cayman	TBD	89
Mandarin Oriental, Fifth Ave. New York	TBD	TBD
Mandarin Oriental, Dellsis Cay, Turks and Caicos	150	TBD
Mandarin Oriental, Dubai	255	144
Mandarin Oriental Etiler, Istanbul	TBD	TBD
Mandarin Oriental, Marbella	114	TBD
Mandarin Oriental, Mayfair	TBD	80
Mandarin Oriental, Moscow	TBD	TBD
Mandarin Oriental, Muscat	TBD	155
Total	2,284	847

1. Residential components of these properties offer serviced apartments for rent as opposed to serviced condos for sale
2. Residential component of this property offers serviced apartments for rent as well as serviced condos for sale
3. Residential component of this property is currently under development

Mandarin Oriental Hotel Group



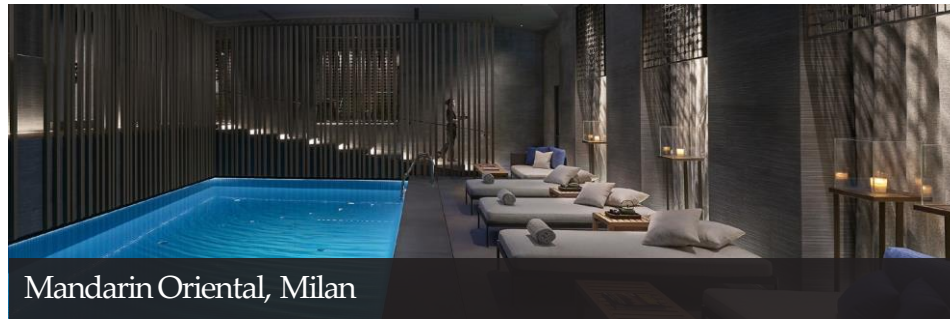
Mandarin Oriental, Paris



Mandarin Oriental, New York



Mandarin Oriental, Taipei



Mandarin Oriental, Milan



Mandarin Oriental Hyde Park, London



Mandarin Oriental, Tokyo



Mandarin Oriental, Las Vegas