

Kennedy Wilson Reports Second Quarter 2011 Earnings

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BEVERLY HILLS, Calif., Aug 08, 2011 (BUSINESS WIRE) --

Kennedy-Wilson Holdings, Inc. (**NYSE: KW**) ("Kennedy Wilson" or the "Company"), an international real estate company, reported its third quarter 2011 net loss attributable to common shareholders of \$2.4 million (or \$0.06 per basic and diluted share) and net loss attributable to common shareholders of \$8.5 million (or \$0.22 per basic and \$0.20 per diluted share) for the same period in 2010. The Company's earnings before interest, taxes, depreciation and stock-based and merger-related compensation of \$10.5 million (or \$0.27 per basic share) for the same period in 2010.

The Company's earnings before interest, taxes, depreciation and stock-based and merger-related compensation ended June 30, 2011 were \$17.5 million and \$32.6 million, respectively, compared to \$24.8 million and \$32.6 million, respectively, for the same period in 2010.

### ***Investments***

- The Company's quarter-end cash position was \$191 million and total assets on its balance sheet totaled \$363.7 million as of December 31, 2010.
- Kennedy Wilson's investment account (the Company's equity in real estate and loan investments) totaled \$363.7 million as of December 31, 2010.

### ***Services***

- The Company's Assets Under Management ("AUM") increased from approximately \$7 billion at December 31, 2010 to approximately \$7.5 billion as of June 30, 2011.
- Kennedy Wilson auctioned and conventionally sold approximately \$180 million of properties in Europe during the six months ended June 30, 2011.

### ***Europe***

- Kennedy Wilson Europe was established with offices in Dublin, Ireland and London, England, also with a real estate portfolio primarily located in Western Europe.
- In July, Kennedy Wilson acted as an advisor on the \$1.5 billion equity investment in the Bank of Ireland.

### ***Adjusted EBITDA Metrics***

- During the six months ended June 30, 2011, the Company achieved an Adjusted EBITDA of \$32.6 million, compared to \$24.8 million for the same period in 2010.
- During the six months ended June 30, 2011, Kennedy Wilson's investments segment achieved an Adjusted EBITDA of \$17.5 million, compared to \$17.5 million for the same period in 2010.
- During the six months ended June 30, 2011, Kennedy Wilson's services segment achieved an Adjusted EBITDA of \$15.1 million, compared to \$7.3 million for the same period in 2010.

### ***Robust Acquisition Program***

- During the six months ended June 30, 2011, the Company, through consolidated and joint venture investments, completed \$738 million of real estate acquisitions through direct and joint venture investments. The Company's total real estate acquisitions for the six months ended June 30, 2011 were \$738 million, compared to \$738 million for the same period in 2010.

### ***Accessed Debt Financing and Capital Markets***

- Since November 2009, the Company has raised approximately \$3.4 billion of corporate capital and debt through the issuance of new debt and equity.
- In April 2011, the Company completed the sale and issuance of \$250 million in aggregate principal amount of new debt.

- During the six months ended June 30, 2011, the Company, through consolidated and joint ventures, incurred interest expense of \$1.1 million on debt in the United States and Japan at a weighted average interest rate of 3.14%.
- In June 2011, the Company issued 4.8 million shares of common stock to institutional investors for

### ***Significant Multifamily Platform***

- Kennedy Wilson's current multifamily platform consists of 12,906 units within 78 apartment communities and has equity investments in joint ventures that own 12,702 units. The units are located in 18 states and 10 foreign countries (18%).
- The Company's multifamily portfolio is 94% occupied and, on a trailing 12-month basis, produced positive cash flow (excluding depreciation and amortization). The current debt to capitalization ratio is 45%. Kennedy Wilson's aggregate equity investment in the portfolio is approximately 32% of the total ownership percentage, the Company has a promoted interest in the profits of these investments. The portfolio is generally in supply constrained markets that will experience rent growth over the next several years.
- On May 6, 2011, a joint venture owned by Kennedy Wilson and its partners sold a 286-unit multifamily community for \$10.5 million.

"The company has continued its growth strategy through the first half of 2011, increasing its AUM to approximately \$1.5 billion," said Michael J. Kennedy, Chairman and CEO of Kennedy Wilson. "We ended the second quarter with the highest cash balance in our history and continue to execute our business and investment platform."

### **Conference Call and Webcast Details**

The Company will hold a live conference call and webcast to discuss results at 7:00 a.m. Pacific Time/11:00 a.m. Eastern Time on Thursday, August 4, 2011. The direct dial-in number for the conference call is **(800) 599-9829** for U.S. and Canada callers and **(617) 844-22326**.

A replay of the call will be available for one week beginning two hours after the live call and can be accessed at **6888** for international callers. The access code for the replay is **98422348**.

The webcast will be available at: <http://phx.corporate-ir.net/phoenix.zhtml?p=irol-eventDetails&c=217> hours after the original webcast on the Company's investor relations web site for one year.

### **About Kennedy Wilson**

Founded in 1977, Kennedy Wilson is an international real estate investment and services company headquartered in New York, New York, with offices in the United States, Europe, and Japan. The company offers a comprehensive array of real estate services including auction, conventional and private equity fund management and separate account businesses. Kennedy Wilson is a strategic investor of real estate companies. For more information on Kennedy Wilson, please visit [www.kennedywilson.com](http://www.kennedywilson.com).

### **Forward-Looking Statements**

Statements made by us in this report and in other reports and statements released by us that are not historical facts are forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended (the "Securities Act") and Section 21E of the Securities Exchange Act of 1934 (the "Exchange Act"). These forward-looking statements are necessarily estimates reflecting the judgment of our senior management and include comments that express our current opinions about trends and factors that may affect our business. Forward-looking statements are often identified by the words "believe," "anticipate," "estimate," "intend," "could," "plan," "expect," "project" or the negative of these words. Forward-looking statements are not guarantees of future performance, rely on a number of assumptions, and involve known and unknown risks and uncertainties that could cause our actual results to differ materially from any future results, performance or achievements, expressed or implied by such forward-looking statements. These statements are not guarantees of future performance, rely on a number of assumptions, and involve known and unknown risks and uncertainties that could cause our actual results to differ materially from any future results, performance or achievements, expressed or implied by such forward-looking statements. The risks and uncertainties described elsewhere in this report and other filings with the Securities

Factors" section of our annual report on Form 10-K for the year ended December 31, 2010. Any such fo should be considered in the context of the various disclosures made by us about our businesses includ SEC. Except as required under the federal securities laws and the rules and regulations of the SEC, we looking statements, whether as a result of new information, future events, changes in assumptions, or Non-GAAP Financial Information

In addition to the results reported in accordance with U.S. generally accepted accounting principles (G certain information, which includes non-GAAP financial measures (proforma Statements of Income, Ac Shareholders, Basic Adjusted Net (Loss) Income Attributable to Kennedy Wilson Common Shareholder reconciled to its closest GAAP measure in accordance with the SEC rules and is included in the attache financial measures are useful to both management and the Company's shareholders in their analysis ( Management also uses this information for operational planning and decision-making purposes. Non- substitute for any GAAP measures. Additionally, non-GAAP financial measures as presented by Kennec by other companies.

Tables Follow

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**  
**Consolidated Balance Sheets**

**Assets**

Cash and cash equivalents

Accounts receivable

Accounts receivable -- related parties

Notes receivable

Notes receivable -- related parties

Real estate, net

Investments in joint ventures (\$44,421,000 and \$34,687,000 carried at fair value as of June 30, 2011 and December 31, 2010)

Loan pool participations

---

Other assets

---

Goodwill

---

**Total assets**

---

**Liabilities and equity**

---

**Liabilities**

---

Accounts payable

---

Accrued expenses and other liabilities

---

Accrued salaries and benefits

---

Accrued and deferred tax liability

---

Senior notes payable

---

Notes payable

---

Borrowings under line of credit

---

Mortgage loans payable

---

Junior subordinated debentures

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**Total liabilities**

---

**Equity**

---

Cumulative preferred stock, \$0.0001 par value: 1,000,000 shares authorized  
\$1,000 per share liquidation preference,

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6.00% Series A, 100,000 shares issued as of June 30, 2011 and  
December 31, 2010, mandatorily convertible on May 19, 2015

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6.46% Series B, 32,550 shares issued as of June 30, 2011 and  
December 31, 2010, mandatorily convertible on November 3, 2018

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Common stock, \$0.0001 par value: 125,000,000 shares authorized, 46,089,646 and 41,177,658 shares issued and 44,974,706 and 40,179,906 shares outstanding as of June 30, 2011 and December 31, 2010, respectively

Additional paid-in capital

Retained earnings

Accumulated other comprehensive income

Common stock held in treasury, at cost, \$0.0001 par value, 1,114,940 and 1,111,690 held at June 30, 2011 and December 31, 2010, respectively

**Total Kennedy-Wilson Holdings, Inc. shareholders' equity**

Noncontrolling interests

**Total equity**

**Total liabilities and equity**

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**

**Consolidated Statements of Operations and Comprehensive (Loss) Income  
(Unaudited)**

|                                              | <b>Three months ended June 30,</b> |              |
|----------------------------------------------|------------------------------------|--------------|
|                                              | <b>2011</b>                        | <b>2010</b>  |
| <b>Revenue</b>                               |                                    |              |
| Management and leasing fees                  | \$ 2,346,000                       | \$ 2,346,000 |
| Management and leasing fees -- related party | 2,600,000                          | 2,600,000    |
| Commissions                                  | 1,962,000                          | 1,962,000    |
| Commissions -- related party                 | 647,000                            | 647,000      |

|                                                                    |                   |          |
|--------------------------------------------------------------------|-------------------|----------|
| Sale of real estate                                                | --                | .        |
| Rental and other income                                            | 955,000           | (        |
| <b>Total revenue</b>                                               | <b>8,510,000</b>  | <b>!</b> |
| <b>Operating expenses</b>                                          |                   |          |
| Commission and marketing expenses                                  | 736,000           | !        |
| Compensation and related expenses                                  | 8,257,000         | .        |
| Cost of real estate sold                                           | --                | .        |
| General and administrative                                         | 3,040,000         | :        |
| Depreciation and amortization                                      | 463,000           | :        |
| Rental operating expenses                                          | 642,000           | :        |
| <b>Total operating expenses</b>                                    | <b>13,138,000</b> | <b>:</b> |
| Equity in joint venture income (loss)                              | 2,551,000         | (        |
| Interest income from loan pool participations and notes receivable | 2,241,000         | :        |
| <b>Operating income (loss)</b>                                     | <b>164,000</b>    | <b>(</b> |
| <b>Non-operating income (expense)</b>                              |                   |          |
| Interest income                                                    | 152,000           | !        |
| Interest income -- related party                                   | 249,000           | :        |
| Remeasurement gain                                                 | 6,348,000         | :        |
| Gain on extinguishment of debt                                     | --                | :        |
| Interest expense                                                   | (6,228,000        | ) (      |
| <b>Income before provision for income taxes</b>                    | <b>685,000</b>    | <b>:</b> |

|                                                                                            |                 |   |
|--------------------------------------------------------------------------------------------|-----------------|---|
| Provision for income taxes                                                                 | (172,000 )      | ! |
| <b>Net income</b>                                                                          | 513,000         | ! |
| Net income attributable to the noncontrolling interests                                    | (299,000 )      | ! |
| <b>Net income attributable to Kennedy-Wilson Holdings, Inc.</b>                            | 214,000         | ! |
| Preferred dividends and accretion of preferred stock issuance costs                        | (2,636,000 )    | ! |
| <b>Net (loss) income attributable to Kennedy-Wilson Holdings, Inc. common shareholders</b> | (2,422,000 )    | ! |
| Other comprehensive loss, net of tax                                                       | 1,094,000       | ! |
| <b>Total comprehensive (loss) income</b>                                                   | \$ (1,328,000 ) | ! |
| <b>Basic (loss) income per share</b>                                                       |                 |   |
| Basic (loss) income attributable to Kennedy-Wilson Holdings, Inc. common shareholders      | \$ (0.06 )      | ! |
| Weighted average number of common shares outstanding                                       | 39,118,313      | ! |
| <b>Diluted (loss) income per share</b>                                                     |                 |   |
| Diluted (loss) income attributable to Kennedy-Wilson Holdings, Inc. common shareholders    | \$ (0.06 )      | ! |
| Weighted average number of common shares outstanding                                       | 39,118,313      | ! |
| Dividends declared per common share                                                        | \$ 0.04         | ! |

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**  
**Proforma Statements of Income**  
**(Unaudited)**

**Three Months Ended June 30,**

**2011**

|                                   | <b>Consolidated</b> | <b>Pro Rata<br/>Unconsolidated<br/>Investments</b> | <b>Proforma<br/>Total</b> |
|-----------------------------------|---------------------|----------------------------------------------------|---------------------------|
| <b>Revenue</b>                    |                     |                                                    |                           |
| Management and leasing fees       | \$ 4,946,000        | \$ --                                              | \$ 4,946,000              |
| Commissions                       | 2,609,000           | --                                                 | 2,609,000                 |
| Sale of real estate               | --                  | 25,009,000                                         | 25,009,000                |
| Rental and other income           | 955,000             | 14,940,000                                         | 15,895,000                |
| Interest income                   | --                  | 3,140,000                                          | 3,140,000                 |
| <b>Total revenue</b>              | <b>8,510,000</b>    | <b>43,089,000</b>                                  | <b>51,599,000</b>         |
| <b>Operating expenses</b>         |                     |                                                    |                           |
| Commission and marketing expenses | 736,000             | --                                                 | 736,000                   |
| Compensation and related expenses | 8,257,000           | --                                                 | 8,257,000                 |
| Cost of real estate sold          | --                  | 22,420,000                                         | 22,420,000                |
| General and administrative        | 3,040,000           | --                                                 | 3,040,000                 |
| Depreciation and amortization     | 463,000             | 3,984,000                                          | 4,447,000                 |

|                                                                    |             |             |              |
|--------------------------------------------------------------------|-------------|-------------|--------------|
| Rental operating expenses                                          | 642,000     | 6,649,000   | 7,291,000    |
| <b>Total operating expenses</b>                                    | 13,138,000  | 33,053,000  | 46,191,000   |
| Equity in joint venture income (loss)                              | 2,551,000   | (2,551,000) | --           |
| Interest income from loan pool participations and notes receivable | 2,241,000   | (2,241,000) | --           |
| <b>Operating income (loss)</b>                                     | 164,000     | 5,244,000   | 5,408,000    |
| <b>Non-operating income (expense)</b>                              |             |             |              |
| Interest income                                                    | 401,000     | (401,000)   | --           |
| Remeasurement gain                                                 | 6,348,000   | --          | 6,348,000    |
| Gain on extinguishment of debt                                     | --          | --          | --           |
| Interest expense                                                   | (6,228,000) | (4,843,000) | (11,071,000) |
| <b>Income before provision for income taxes</b>                    | 685,000     | --          | 685,000      |
| Provision for income taxes                                         | (172,000)   | --          | (172,000)    |
| <b>Net income</b>                                                  | \$ 513,000  | \$ --       | \$ 513,000   |

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**  
**Proforma Statements of Income**  
**(Unaudited)**

**Six Months Ended June 30,**

**2011**

|                                   | <b>Consolidated</b> | <b>Pro Rata<br/>Unconsolidated<br/>Investments</b> | <b>Proforma<br/>Total</b> |
|-----------------------------------|---------------------|----------------------------------------------------|---------------------------|
| <b>Revenue</b>                    |                     |                                                    |                           |
| Management and leasing fees       | \$ 9,957,000        | \$ --                                              | \$ 9,957,000              |
| Commissions                       | 5,170,000           | --                                                 | 5,170,000                 |
| Sale of real estate               | 417,000             | 31,135,000                                         | 31,552,000                |
| Rental and other income           | 1,693,000           | 33,422,000                                         | 35,115,000                |
| Interest income                   | --                  | 6,379,000                                          | 6,379,000                 |
| <b>Total revenue</b>              | <b>17,237,000</b>   | <b>70,936,000</b>                                  | <b>88,173,000</b>         |
| <b>Operating expenses</b>         |                     |                                                    |                           |
| Commission and marketing expenses | 1,373,000           | --                                                 | 1,373,000                 |
| Compensation and related expenses | 16,089,000          | --                                                 | 16,089,000                |
| Cost of real estate sold          | 397,000             | 27,152,000                                         | 27,549,000                |

|                                                                    |             |              |              |
|--------------------------------------------------------------------|-------------|--------------|--------------|
| General and administrative                                         | 5,853,000   | --           | 5,853,000    |
| Depreciation and amortization                                      | 897,000     | 7,709,000    | 8,606,000    |
| Rental operating expenses                                          | 1,053,000   | 12,505,000   | 13,558,000   |
| <b>Total operating expenses</b>                                    | 25,662,000  | 47,366,000   | 73,028,000   |
| Equity in joint venture income (loss)                              | 7,807,000   | (7,807,000)  | --           |
| Interest income from loan pool participations and notes receivable | 4,787,000   | (4,787,000)  | --           |
| <b>Operating income (loss)</b>                                     | 4,169,000   | 10,976,000   | 15,145,000   |
| <b>Non-operating income (expense)</b>                              |             |              |              |
| Interest income                                                    | 667,000     | (667,000)    | --           |
| Remeasurement gain                                                 | 6,348,000   | --           | 6,348,000    |
| Gain on extinguishment of debt                                     | --          | --           | --           |
| Interest expense                                                   | (7,757,000) | (10,309,000) | (18,066,000) |
| <b>Income before provision for income taxes</b>                    | 3,427,000   | --           | 3,427,000    |

|                            |                     |              |                     |
|----------------------------|---------------------|--------------|---------------------|
| Provision for income taxes | (835,000)           | --           | (835,000)           |
| <b>Net income</b>          | <b>\$ 2,592,000</b> | <b>\$ --</b> | <b>\$ 2,592,000</b> |

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**

**Adjusted Net (Loss) Income Attributable to Kennedy Wilson Common Shareholders  
(Unaudited)**

|                                                                                                      | <b>Three months ended J</b> |
|------------------------------------------------------------------------------------------------------|-----------------------------|
|                                                                                                      | <b>2011</b>                 |
| Net loss attributable to Kennedy-Wilson Holdings, Inc. common shareholders                           | \$ (2,422,000 )             |
| <b>Non-GAAP adjustments:</b>                                                                         |                             |
| Add back:                                                                                            |                             |
| Stock based compensation                                                                             | 1,298,000                   |
| Common stock issuance discount treated as preferred dividend                                         | 600,000                     |
| Merger-related compensation expense                                                                  | --                          |
| <b>Adjusted Net (Loss) Income Attributable to Kennedy Wilson Common Shareholders</b>                 | <b>\$ (524,000 )</b>        |
| <b>Basic weighted average number of common shares outstanding</b>                                    | <b>39,118,313</b>           |
| <b>Basic Adjusted Net (Loss) Income Attributable to Kennedy Wilson Common Shareholders Per Share</b> | <b>\$ (0.01 )</b>           |

**Kennedy-Wilson Holdings, Inc. and Subsidiaries**  
**EBITDA and Adjusted EBITDA**  
**(Unaudited)**

|                                                                                                                  | <b>Three months ended June 30,</b> |             |
|------------------------------------------------------------------------------------------------------------------|------------------------------------|-------------|
|                                                                                                                  | <b>2011</b>                        | <b>2010</b> |
| Net income                                                                                                       | \$ 513,000                         | \$          |
| Add back:                                                                                                        |                                    |             |
| Interest expense                                                                                                 | 6,228,000                          | 2,1         |
| Kennedy-Wilson's share of interest expense included in investment in joint ventures and loan pool participations | 4,843,000                          | 2,3         |
| Depreciation and amortization                                                                                    | 463,000                            | 296         |
| Kennedy-Wilson's share of depreciation and amortization included in investment in joint ventures                 | 3,984,000                          | 2,2         |
| Income taxes                                                                                                     | 172,000                            | 5,9         |
| <b>EBITDA</b>                                                                                                    | <b>16,203,000</b>                  | <b>22,</b>  |
| Merger-related compensation expense                                                                              | --                                 | --          |
| Stock-based compensation                                                                                         | 1,298,000                          | 2,0         |
| <b>Adjusted EBITDA</b>                                                                                           | <b>\$ 17,501,000</b>               | <b>\$</b>   |

SOURCE: Kennedy-Wilson Holdings, Inc.  
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