



AARON D. HILL
CEO & PRESIDENT

September 30, 2024

Dear Shareholder,

I am pleased to announce that at our September Board meeting, the Board of Directors declared a \$4.50 per share dividend (\$18 per share prior to the 4-for-1 stock split) payable on September 30, 2024, to shareholders of record as of September 18, 2024. Enclosed please find your quarterly dividend check (or appropriate support for direct deposit and wiring).

I would also like to take this opportunity to notify you of a special dividend that is projected for the end of the fourth quarter of this year. This special dividend is a direct result of the successful completion of the AXA Joint Venture and will be approximately \$20 per share (\$80 per share prior to the 4-for-1 stock split). The AXA Joint Venture was a core plus investment strategy targeting 11% to 13% returns achieved by purchasing high-quality, in-fill assets that had current vacancy or short-term remaining lease terms. It began in 2018 with 2 industrial assets and grew to 6 industrial assets totaling 1.5 million square feet by 2020. Over half of the buildings were purchased off-market, providing a significant buyer advantage over fully marketed properties. The final venture total return was more than 20%, well above targeted returns. I would like to formally recognize the outstanding execution of this investment strategy by the entire Bixby team. From sourcing and acquisition, to financing, property management, accounting, leasing, construction, asset management and ultimately disposition, these results would not be possible without the contributions of each member of the organization.

September would usually be the time you receive the updated independent valuation of Bixby by Stout Risius Ross, LLC. However, since this is a determination of the **Gross Value** of Bixby without the application of discounts for lack of control and the lack of marketability and therefore not representative of the price at which an individual share of stock would change hands between a willing buyer and a willing seller, the Board has decided to discontinue the distribution of Stout's valuation.

Since moving to the independent transfer agent, there has also been some confusion about the stock valuation because Bixby is required by the transfer agent to provide them with an estimate of value per share for them to process transfers. Solely for processing purposes the value we provide is the Total Shareholders' Equity from the most recent Consolidated Balance Sheet in the Audited Financial Statements divided by the number of outstanding shares. This calculation should not be viewed as Bixby's opinion of the value of a share of its common stock because it does not take into account all the other factors relevant to a valuation between a willing seller and willing buyer, including the application of discounts for lack of control and lack of marketability mentioned above. Bixby employees are not privy to the price of individual stock transactions and cannot provide any valuation guidance. Please consult your estate, financial and/or tax planning advisors to assist you with any valuation of Bixby common stock. For your reference here is a snapshot of the December 31, 2023, Balance Sheet and a calculation of both the pre-split and post-split calculation.

1501 QUAIL STREET, SUITE 230
NEWPORT BEACH, CA 92660

P: 949.336.7000 ● BIXBYLAND.COM

BIXBY LAND COMPANY AND SUBSIDIARIES

Consolidated Balance Sheets
As of December 31, 2023 and 2022

ASSETS	2023	2022
LAND, BUILDING AND IMPROVEMENTS, NET (Note 2)	\$ 582,785,000	\$ 581,855,000
INVESTMENTS IN UNCONSOLIDATED REAL ESTATE VENTURES (Note 4)	13,118,000	8,742,000
OTHER ASSETS		
Cash and cash equivalents	85,050,000	54,934,000
Certificate of deposit	—	5,064,000
Rent and other receivables	1,284,000	767,000
Deferred straight-line rents	12,860,000	12,321,000
Prepaid expenses	3,015,000	1,878,000
Lease commissions, net	9,498,000	8,791,000
Intangible assets, net (Note 5)	7,872,000	10,672,000
Deferred financing costs, deposits and other assets, net	2,838,000	2,078,000
TOTAL OTHER ASSETS	<u>122,417,000</u>	<u>96,505,000</u>
TOTAL ASSETS	<u>\$ 718,320,000</u>	<u>\$ 687,102,000</u>
LIABILITIES AND EQUITY		
LIABILITIES		
Notes payable, net of deferred financing costs (Note 6)	\$ 368,733,000	\$ 341,424,000
Secured line of credit (Note 7)	—	—
Accounts payable and accrued liabilities (Note 9)	24,140,000	30,617,000
Below-market leases, net (Note 9)	4,028,000	4,786,000
Security deposits and prepaid rent	6,926,000	5,241,000
Interest rate swap liability	182,000	—
TOTAL LIABILITIES	<u>404,009,000</u>	<u>382,068,000</u>
COMMITMENTS AND CONTINGENCIES (Note 13)		
EQUITY (Note 1)		
Common stock, no par value, 182,145 shares authorized, issued and outstanding as of December 31, 2023 and 2022	39,323,000	39,323,000
Retained earnings	274,988,000	265,711,000
TOTAL SHAREHOLDERS' EQUITY	<u>314,311,000</u>	<u>305,034,000</u>
Noncontrolling interests (related party) (Notes 4 and 12)	—	—
TOTAL EQUITY	<u>314,311,000</u>	<u>305,034,000</u>
TOTAL LIABILITIES AND EQUITY	<u>\$ 718,320,000</u>	<u>\$ 687,102,000</u>

12/31/2023 Total Shareholders' Equity = \$314,311,000
 Shares outstanding pre-split = 182,145
 Shares outstanding post-split = 728,580
 Total Shareholders' Equity per share (pre-split) = \$1,726
 Total Shareholders' Equity per share (post-split) = \$431

Please plan to attend the Mid-Term Update that we will be holding virtually on October 19, 2024, from 10:00 am to 11:00 am Pacific time. We will spend time updating you on the operations of Bixby year-to-date as well as providing you with the opportunity to ask questions. You should have already received a notification via email with information on the event and how to RSVP, which is required to receive a link to attend this virtual meeting. You may also contact Debbie Heinze at dheinze@bixbyland.com if you have any questions.

It is always nice to hear from you so if you have any questions or comments, so do not hesitate to contact me directly at 949.336.7018 or ahill@bixbyland.com.

Sincerely,



Aaron D. Hill

Encl.: Dividend Check (or appropriate support for direct deposit and wiring)

1501 QUAIL STREET, SUITE 230
NEWPORT BEACH, CA 92660

P: 949.336.7000 ● BIXBYLAND.COM