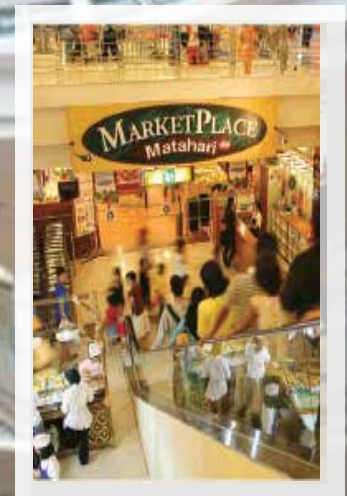
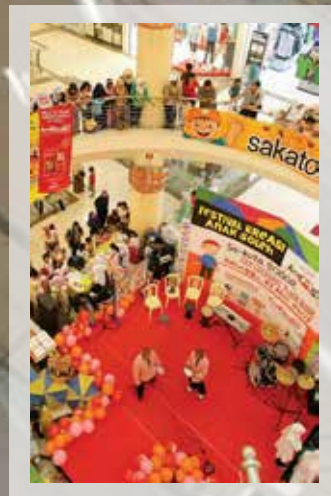


*Strictly confidential*

# Lippo Malls Indonesia Retail Trust

Update to Circular Dated 26 November 2012

*December 2012*



# Disclaimer

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This presentation has been prepared by LMIRT Management Ltd., in its capacity as the manager of Lippo Malls Indonesia Retail Trust (“**LMIR Trust**” and as manager of LMIR Trust, the “**Manager**”).

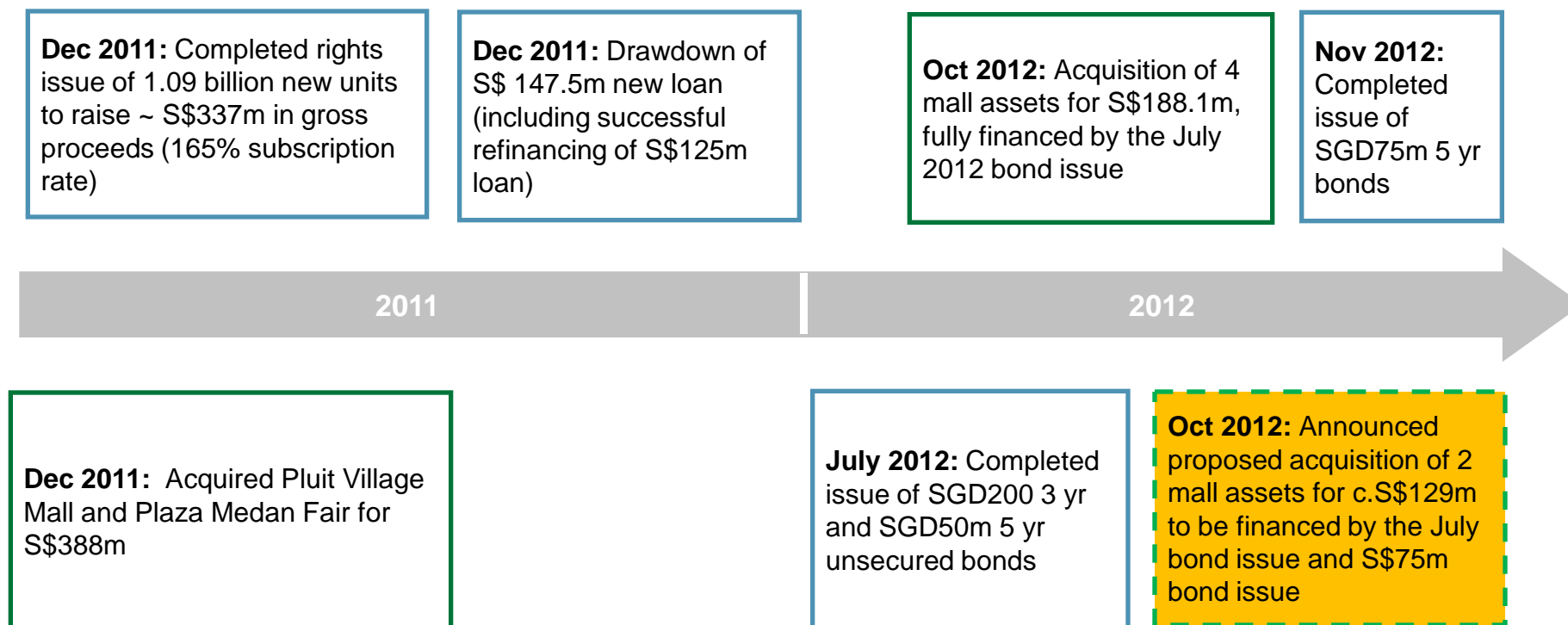
Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited (the “**SGX-ST**”). Listing of the units in LMIR Trust (“**Units**”) on the SGX-ST does not guarantee a liquid market for the Units.


The value of Units and the income from them may fall as well as rise. Units are not obligations of, deposits in, or guaranteed by, the Manager or any of its affiliates. An investment in Units is subject to investment risks, including the possible loss of the principal amount invested.

This presentation may contain forward-looking statements that involve assumptions, risks and uncertainties based on the Manager’s current view of future events. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of risks, uncertainties and assumptions – representative examples include, without limitation, general economic and industry conditions, interest rate trends, cost of capital, capital availability, shifts in expected levels of property rental income, change in operating expenses, property expenses and government and public policy changes and continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Manager’s current view of future events.

The past performance of LMIR Trust is not necessarily indicative of the future performance of LMIR Trust.

# LMIRT since September 2011 EGM



 Asset acquisitions

 Fundraising activities

# Key financial highlights

Positive 3Q 2012 results reflect LMIRT's strengths in acquisitions and asset enhancements

## Q3 2012 Results

- § Net Property Income up 31.3% on Q3 2011 and NAV of S\$0.53 per unit
- § Q3 2012 DPU of 0.73 cents, at an annualised yield of 6.4%<sup>1</sup>
- § Outstanding debt of S\$397.5 million, providing a gearing level of 22.7%.

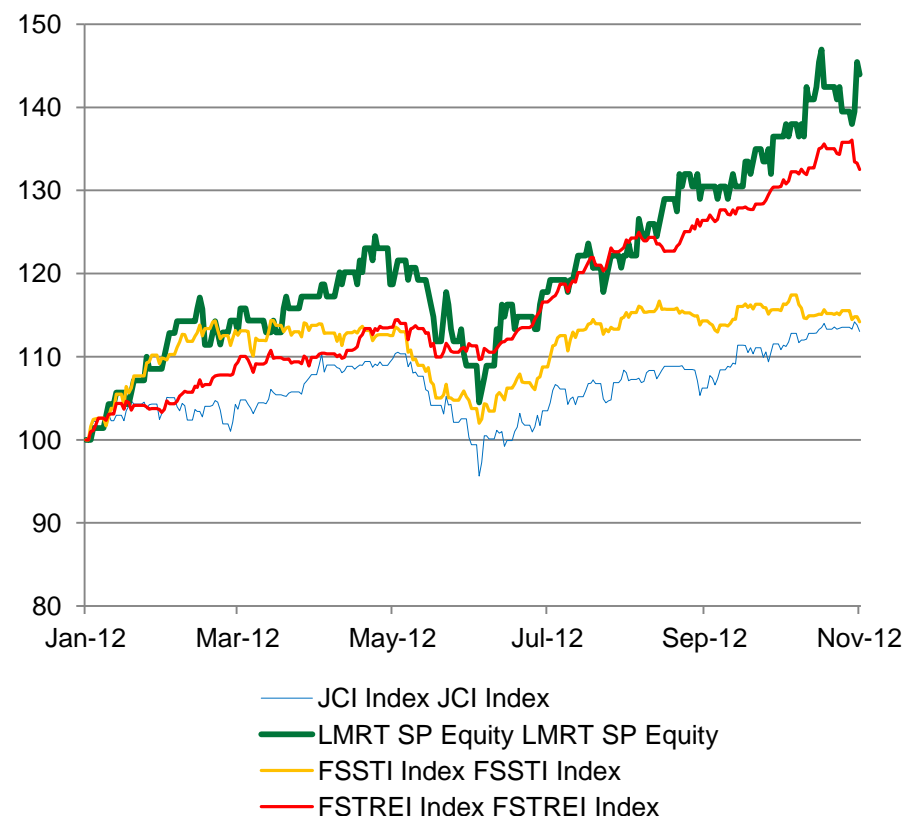
## Financial Position

- § Weighted average interest cost after S\$75m bond issue will be c.4.85% (vs 3.92% as at 3Q2011)
- § Weighted average debt tenor = 2.6 years (vs 0.5 years in 3Q 2011)

## Portfolio Strength

- § Overall occupancy of 92.7% (including the new assets) as at 30 September 2012 versus industry average of 88.1%<sup>2</sup>
- § Well diversified portfolio
  - No single property contributing more than 14% of existing portfolio NPI
  - Number of tenants: Over 3,000

- § Unit price has increased 44% YTD
- § Outperformed the SREIT (33%), the STI (14%) and JCI (13%) indices as of 1 November 2012
- § LMIRT unit price was trading at a discount of 14% to NAV at end of September 2012 (compared to 41% in Dec 2011)



Notes:

<sup>1</sup> Based on a closing price as at 30 September 2012 of S\$0.455

<sup>2</sup> Source: Jones Lang Lasalle - Jakarta Property Market Review 2Q 2012

# Approvals sought from Unitholders

In October 2012, LMIRT announced the proposed related party acquisitions of Pejaten Village and Binjai Supermall, which require Unitholders' approval to proceed

## Resolution 1

### Acquisition of Pejaten Village from an Interested Person (Ordinary Resolution)

- § Pejaten Village vendors are indirect wholly-owned subsidiaries of the Sponsor
- § *Resolution 1 is conditional upon the passing of Resolution 3*

## Resolution 2

### Acquisition of Binjai Supermall from an Interested Person (Ordinary Resolution)

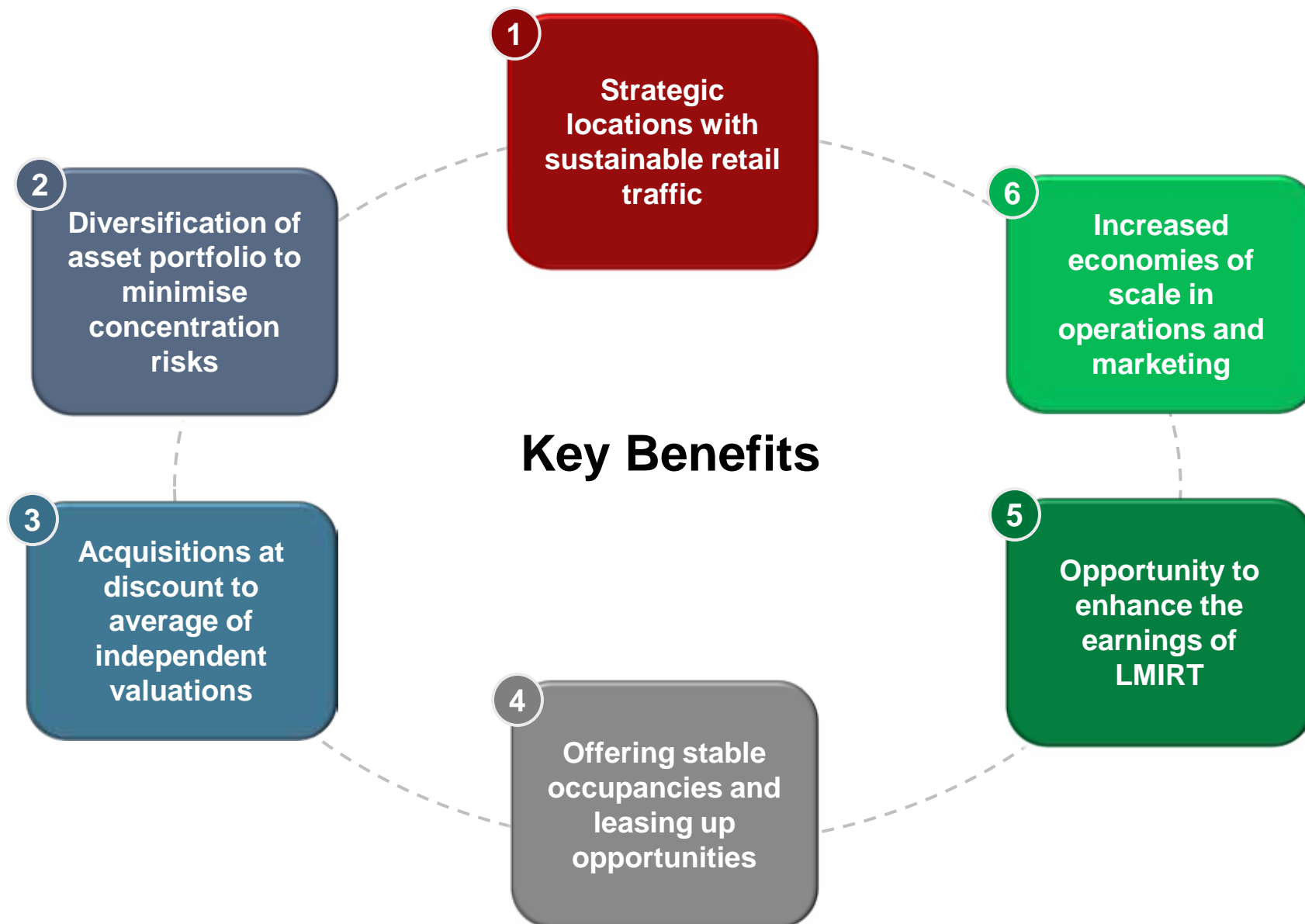
- § TMI (Binjai Supermall vendor) is an indirect wholly owned subsidiary of the Sponsor, and MPP (the other Binjai Supermall vendor) and the Sponsor are under common control by PT Multipolar Corporation Tbk
- § *Resolution 2 is conditional upon the passing of Resolution 3*

## Resolution 3

### The Whitewash Resolution (Ordinary Resolution)

- § Waiver of the Singapore Code of Take-overs and Mergers, in the event that a Mandatory Offer is triggered as a result of acquisition fee in units
- § On 9 November 2012, SIC granted a waiver of the requirement to make a Mandatory Offer for the remaining units not owned/ controlled

# Key benefits of the proposed acquisitions



# Proposed related party acquisitions – Pejaten Village

Distributable income and yield for Pejaten Village increases by S\$0.4m and 0.1% respectively

## Pejaten Village



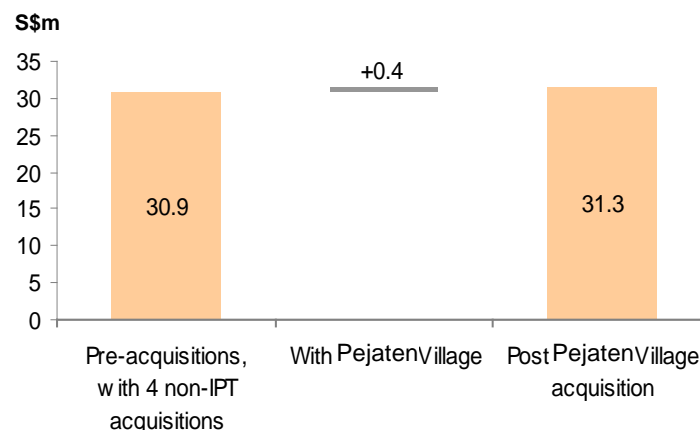
- < 6-level retail mall (including one basement level) located within a strategic area in South Jakarta
- < Completed in 2009 with title expiring between 2022 to 2027
- < Valuation (as of 30 Jun 12): S\$108.8m

Net Lettable Area (sq m)	:	41,847
Occupancy rate (as of 30 Sep 12)	:	96.3%
Purchase Consideration (S\$m) <sup>(1)</sup>	:	95.1

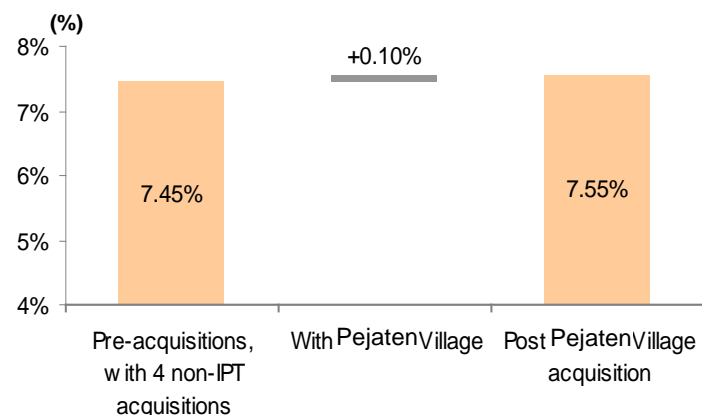
### Key Property Highlights:

- Ü Strategically located in South Jakarta area near dense population
- Ü NPI Yield (FY2011) – 6.2%<sup>(2)(3)(4)(5)</sup>
- Ü Quality tenants including Hypermart, Matahari, XXI Cineplex, Gramedia, Fitness First

### Distributable income (6M 2012)



### Distribution Yield (6M 2012)



Notes: Please see the announcement issued by LMIRT on 22 October 2012 for details in respect of the above

- 1) Based on the relevant exchange rate of S\$1.00 to Rp.7,865.2 as at 19 November 2012, as per the circular dated 26 November 2012
- 2) In the case of a real estate investment trust, the net property income is a close proxy to the net profits attributable to its assets.
- 3) Based on the FY2011 Consolidated Financial Statements.
- 4) Based on the FY2011 average rupiah exchange rate of S\$1.00 to Rp.6,939.1.
- 5) Since 1 Jan 2012, tenants Hypermart and Matahari rental rates were revised upwards

# Proposed related party acquisitions – Binjai Supermall

Initial dilution on distributable income and yield as 2 of Binjai Supermall’s anchor tenants will only contribute rent upon acquisition. Further, the mall is currently undergoing AEI which is expected to be completed by March 2013

## Binjai Supermall



- < First and only modern retail mall in Binjai City
- < 3-level retail mall
- < Completed in 2007 with title expiring in 2016 (may be extendable for 20 years)
- < Valuation (as of 30 Jun 12): S\$31.8m

Net Lettable Area (sq m)	:	23,022
Occupancy rate (as of 30 Sep 12)	:	91.2% <sup>(1)</sup>
Purchase Consideration (S\$m) <sup>(2)</sup>	:	30.2

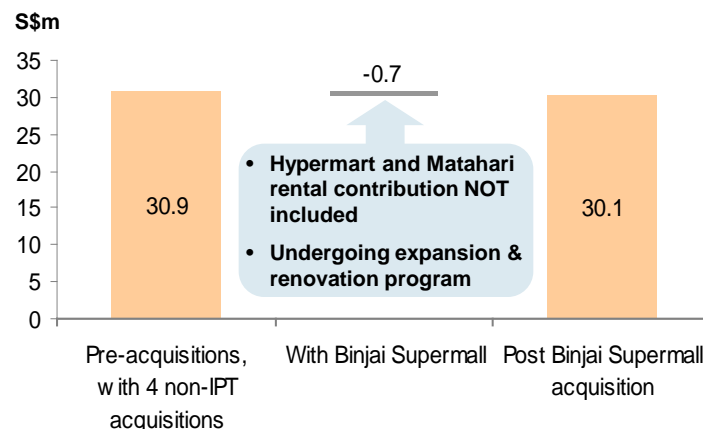
### Key Property Highlights:

- Ü Strategically located in Binjai – a transit point between Medan, the largest city in Sumatra, and Aceh, ensuring sustainable retail traffic
- Ü Currently undergoing an expansion and renovation program which is expected to increase NLA by >25% by March 2013
- Ü NPI Yield (FY2011) – 3.6%<sup>(3)(4)(5)</sup> (undergoing expansion and renovation)
- Ü Quality tenants including Hypermart, Matahari, Gramedia, EMI, Studio 21

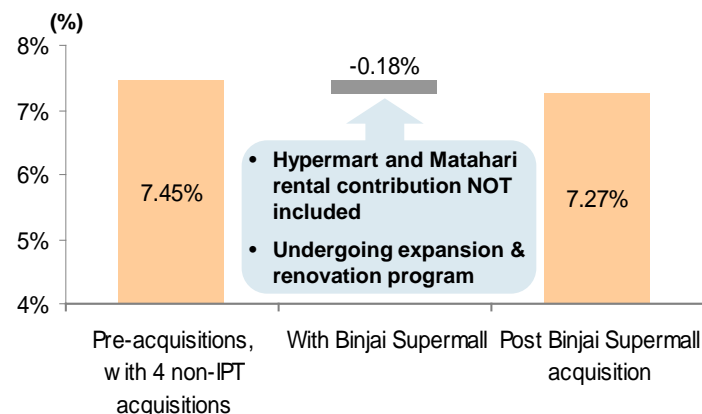
Notes: Please see the announcement issued by LMIRT on 22 October 2012 for details in respect of the above

- 1) Occupancy rate would be c.75% assuming completion of AEI
- 2) Based on the relevant exchange rate of S\$1.00 to Rp.7,865.2 as at 19 November 2012, as per the circular dated 26 November 2012
- 3) In the case of a real estate investment trust, the net property income is a close proxy to the net profits attributable to its assets.
- 4) Based on the FY2011 Consolidated Financial Statements.
- 5) Based on FY2011 average rupiah exchange rate of S\$1.00 to Rp.6,939.1.

### Distributable income (6M 2012)



### Distribution Yield (6M 2012)

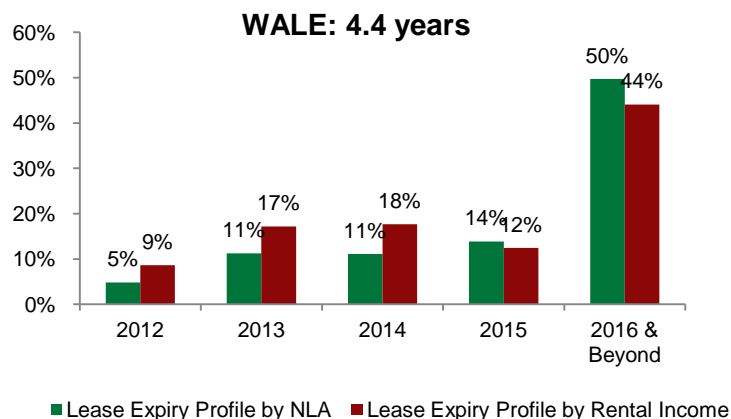




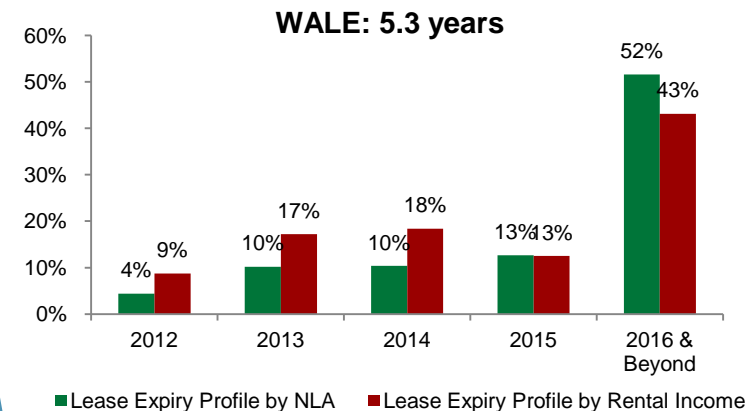
# Enhanced portfolio post acquisition with top quality tenants

Acquisitions improve quality of portfolio diversification and lease expiry profile

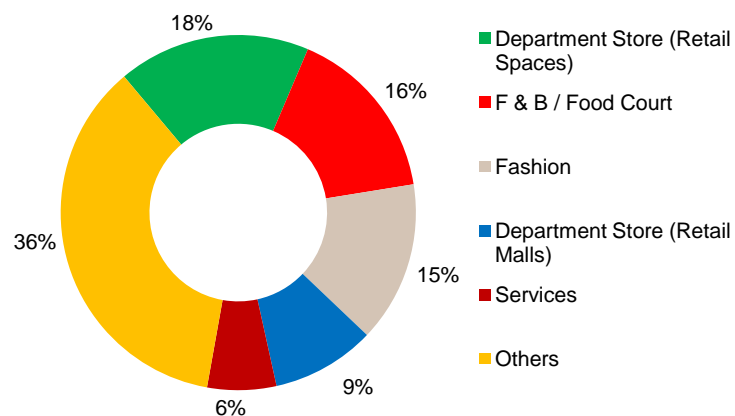
**Lease Expiry Profile for the Existing Portfolio<sup>(1)(2)</sup>**



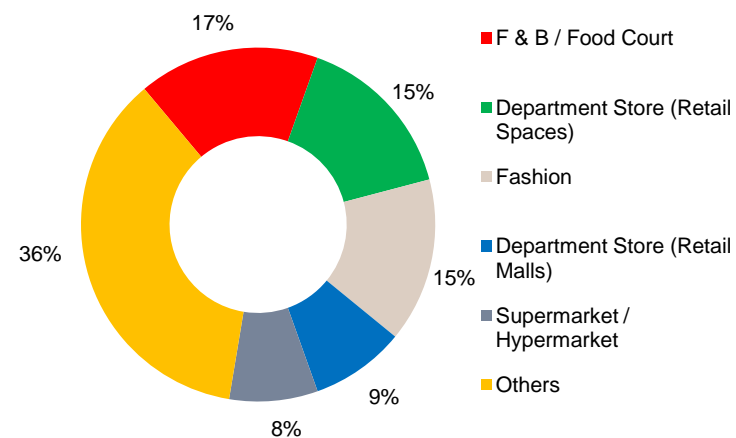
**Lease Expiry Profile for the Enlarged Portfolio<sup>(1)(2)(4)</sup>**



**Usage Mix by Rental Income pre acquisition<sup>(1)(3)</sup>**



**Usage Mix by Rental Income post acquisition<sup>(1)(3)(4)</sup>**



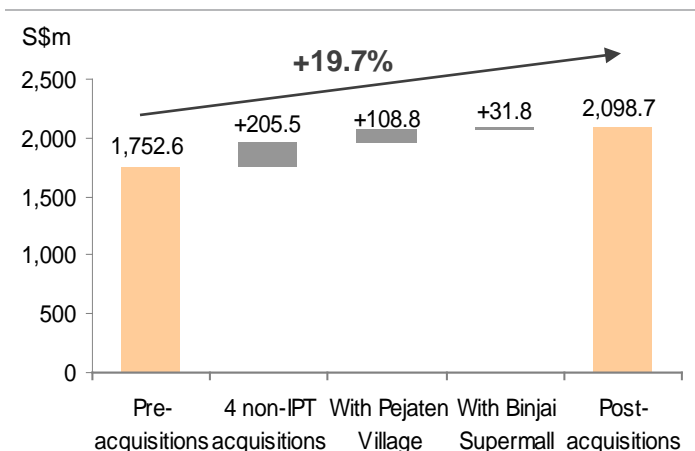
**Notes:**

- (1) Rental Income excludes retail turnover rent
- (2) As at 30 Jun 2012
- (3) For June 2012
- (4) Exclude the contribution from the Binjai units owned by MPP

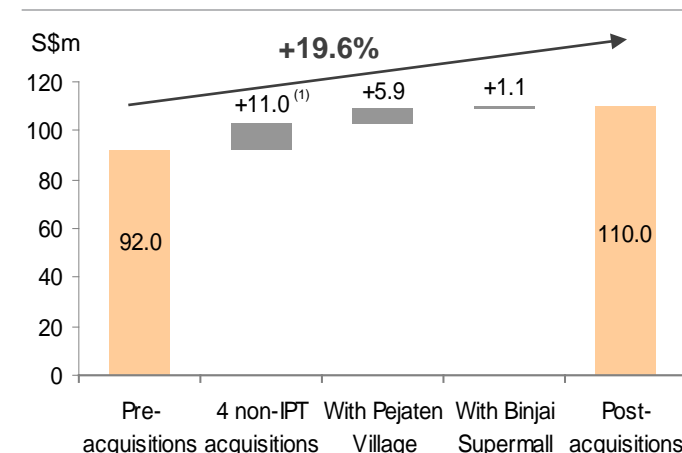
# Pro forma financial effects of the acquisitions

Total assets and NPI will increase by 19.7% and 19.6% respectively, with gearing at 25.3% post completion of the acquisitions

## Total Assets (As at 30 September 2012)

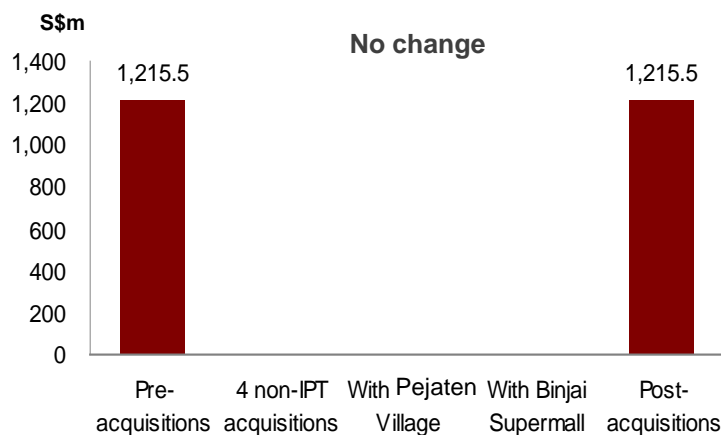


## Net Property Income (FY2011)

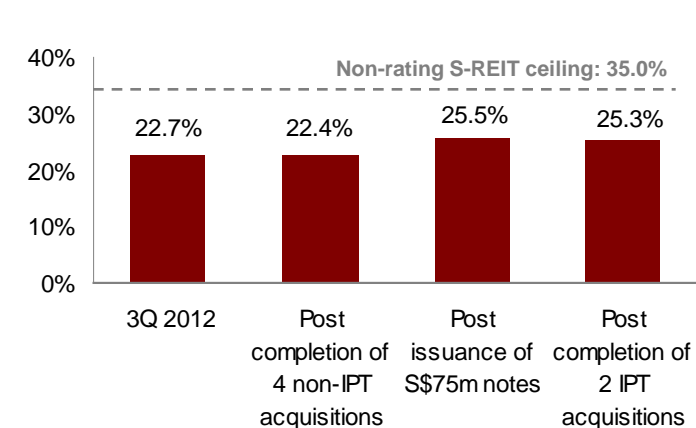


Notes: (1) Does not include NPI contribution from Palembang Square Extension given mall operations only commenced in 2012

## Net Asset Value



## Aggregate Leverage



# Conclusion - Approvals sought from Unitholders

<b>Resolution 1</b>	<p><b>Acquisition of Pejaten Village from an Interested Person (Ordinary Resolution)</b></p> <p><i>Resolution 1 is conditional upon the passing of Resolution 3</i></p>
<b>Resolution 2</b>	<p><b>Acquisition of Binjai Supermall from an Interested Person (Ordinary Resolution)</b></p> <p><i>Resolution 2 is conditional upon the passing of Resolution 3</i></p>
<b>Resolution 3</b>	<p><b>The Whitewash Resolution (Ordinary Resolution)</b></p>

## Key Dates:

<b>Last date for lodgement of Proxy Forms</b>	11 December 2012, 2.00 p.m.
<b>Date of EGM</b>	13 December 2012, 2.00 p.m.
<b>Target date for completion of Pejaten Village acquisition</b>	Not later than 31 December 2012
<b>Target date for completion of Binjai Supermall acquisition</b>	Not later than 31 December 2012