

Lippo Malls Indonesia Retail Trust

3Q 2013 Results Presentation

06 Nov 2013



Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. These forward-looking statements reflect our current views with respect to future events and financial performance and are subject to certain risks and uncertainties, which could cause actual results to differ materially from historical results or those anticipated. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in the Indonesian retail industry including those factors which may affect our ability to attract and retain suitable tenants, our ability to manage our operations, reduced demand for retail spaces, our ability to successfully complete and integrate potential acquisitions, liability for damages on our property portfolios, the success of the retail malls and retail spaces we currently own, withdrawal of tax incentives, political instability, and legal restrictions on raising capital or acquiring real property in Indonesia. In addition to the foregoing factors, a description of certain other risks and uncertainties which could cause actual results to differ materially can be found in the section captioned "Risk Factors" in our preliminary prospectus lodged with the Monetary Authority of Singapore on 19 October 2007. Although we believe the expectations reflected in such forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the current view of management on future events. We undertake no obligation to publicly update or revise any forward looking statements, whether as a result of new information, future events or otherwise.

Key Highlights of 3Q 2013 Results

3Q 2013 Results

- Gross Rental Income of S\$ 39.0 million in 3Q 2013, up 13.6% versus 3Q 2012
- Net Property Income of S\$ 37.1 million, up 12.2% for 3Q 2013
- 3Q 2013 DPU of 0.87 cents (up 19.2%), YTD 2013 DPU of 2.69 cents (up 21.7%) at an annualised yield of 8.2%¹

Financial Position

- ~ 68% of LMIRT's S\$1.51² billion asset portfolio remains unencumbered
- Weighted Average Maturity of debt facilities was ~ 2.0 years³, with no refinancing required until June 2014
- Gearing level of 28.2% remained prudent

Economic and Retail Landscape

- Indonesia's GDP grew 5.8% YoY in 2Q 2013
- Indonesia's FDI increased 18.4% YoY to IDR 67.0 trillion in 3Q 2013⁴
- Retail sales rose 9.1% YOY in July 2013⁵ and expected to continue growing in the next 3-6 months

Portfolio Update

- Overall occupancy of 95.1% as at Sep 30, 2013
- Well-diversified portfolio with no single property contributing more than 11% of existing portfolio NPI
- New leases/Renewed leases of 19,039sqm spaces with average rental reversion of 27.1% during 3Q 2013

Notes:

1 Based on a closing price of S\$0.435 as at 30 September 2013

2 Based on valuation by Rengganis, Wilson and Winarta, as at 31 December 2012 in IDR, adjusted for property enhancements to-date and converted to SGD using the prevailing exchange rate of 9153.19 IDR/SGD as at the end of 3Q 2013

3 As at 30 Sep 2013

4 Indonesia Investment Coordinating Board

5 Retail Sales Survey, Bank Indonesia



Financial Results

3Q 2013 Financial Results – P&L

	3Q 2013 (S\$'000)	3Q 2012 (S\$'000)	Variance (%)	3Q 2013 (Rp'million)	3Q 2012 (Rp'million)	Variance (%)
Gross Rental Income	38,956	34,297	13.6%	326,105	261,024	24.9%
Property Operating Expenses	1,812	1,188	52.5%	15,168	9,042	67.8%
Net Property Income	37,144	33,109	12.2%	310,937	251,982	23.4%
Distributable Income	19,136	15,848	20.7%			
Distribution per Unit (cents)¹	0.87	0.73	19.2%			
Annualized Distribution Yield² (%)	8.25					

Notes:

1. Based on 2.2 billion units in issue as at 30 September 2013
2. Based on a closing price of S\$0.435 as at 30 September 2013

3Q 2013 Financial Results – Balance Sheet

	30-Sep-13 (S\$ million)	31-Dec-12 (S\$ million)
Non Current Assets ¹	1,511.8 ¹	1,756.5 ²
Current Assets	166.0	174.1
Total Debt	472.5	472.5
Other Liabilities	208.9	227.2
Net Assets	996.4	1,230.9
Net Asset Value	S\$0.45	S\$0.56
Total Units in Issue	2,200.4	2,191.8
Gearing Ratio	28.2%	24.5%

Notes:

1. Based on valuation by Rengganis, Wilson and Winarta, as at 31 December 2012 in IDR, adjusted for property enhancements to-date and converted to SGD using the prevailing exchange rate of 9153.19 IDR/SGD as at the end of 3Q 2013.
2. Based on valuation by Rengganis, Wilson and Winarta, as at 31 December 2012 in IDR and converted to SGD using the prevailing exchange rate of 7852.86 IDR/SGD as at the end of 4Q 2012.

Distribution Details

01 Jul 2013 – 30 Sep 2013

Total DPU	0.87 cents
<i>- Tax-Exempt</i>	<i>0.68 cents</i>
<i>- Capital</i>	<i>0.19 cents</i>
Books Closure Date	14 Nov 2013

Distribution Payment Date

29 Nov 2013

Since listing in Nov 2007, LMIR Trust has maintained a payout policy of 100% of distributable income



Portfolio Performance

Portfolio Overview

LMIRT is well-positioned to leverage on the strong Indonesian macro outlook and buoyant retail sector

- Portfolio valuation of S\$ 1.51bn¹
- 95.1% Occupancy vs 85.9% Industry Average
- Total NLA of 719,695 sqm

Portfolio Key Metrics

	Malls	NLA (sqm)	Valuation (S\$m) ²	Occupancy rate (%)
1	Bandung Indah Plaza	31,128	115.9	99.7%
2	Cibubur Junction	34,464	69.5	99.2%
3	Ekalokasari Plaza	26,159	52.1	74.0% ³
4	Gajah Mada Plaza	35,780	102.3	98.2%
5	Istana Plaza	27,403	103	99.5%
6	Mal Lippo Cikarang	31,373	67.4	98.4%
7	Plaza Medan Fair	58,305	142	97.8%
8	The Plaza Semanggi	64,247	185.2	93.5%
9	Pluit Village	89,510	195.8	86.2%
10	Sun Plaza	64,885	187.2	99.2%
11	Binjai Supermall	18,441	32.2	96.7%
12	Kramat Jati Indah	33,107	69.9	83.6%
13	Pejaten Village	42,171	110.3	98.7%
14	Palembang Square	31,914	76.8	94.2%
15	Palembang Square Ext	17,775	30.8	99.7%
16	Tamini Square	18,963	30.0	100.0%
A	Mall Portfolio	625,625	1,570.4	94.4%
B	Retail Spaces	94,070	182.9	100.0%
A+B	Total portfolio	719,695	1,753.3	95.1%
	Industry Average			85.9%⁴

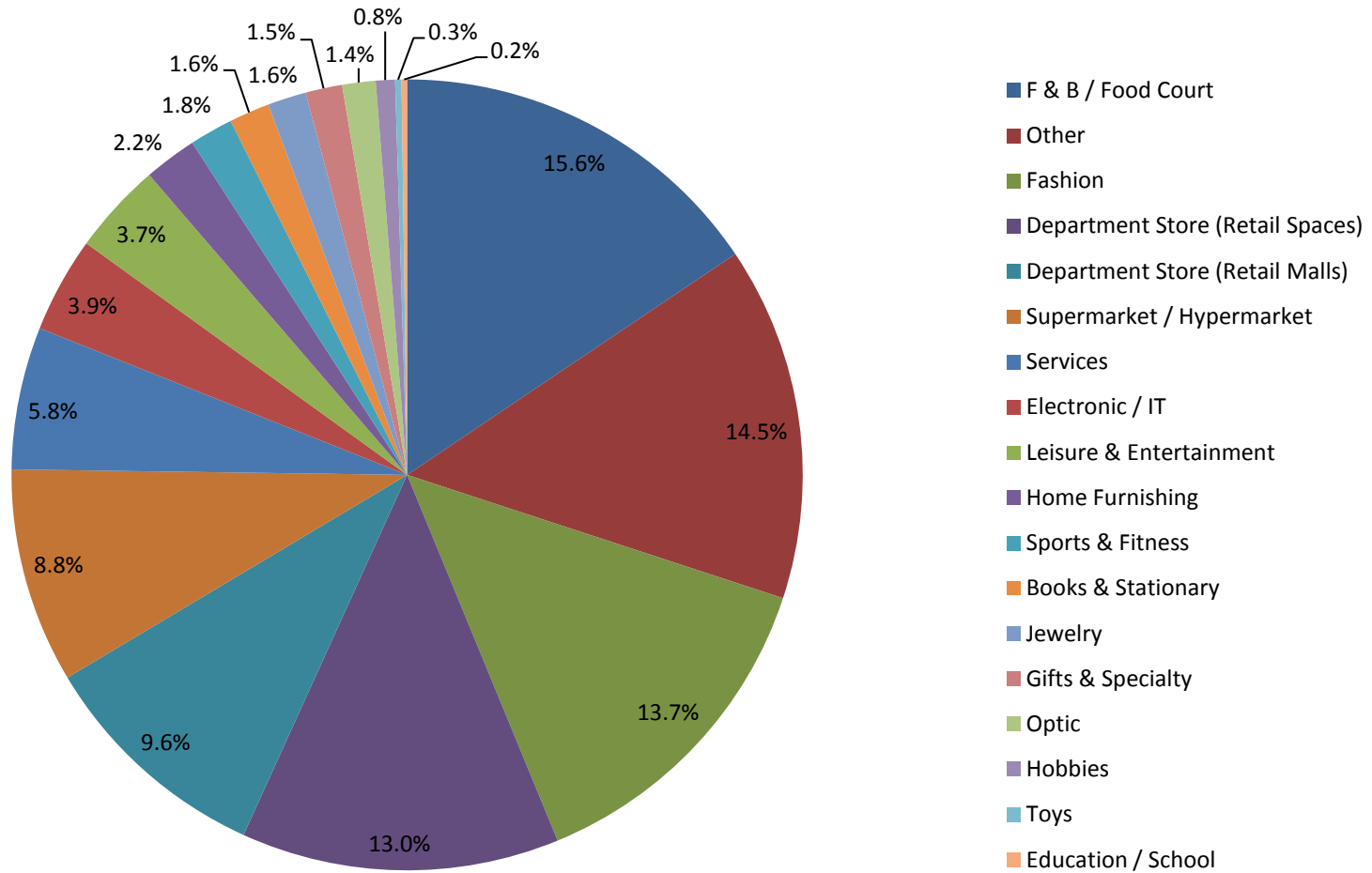
Notes:

- 1 Based on valuation by Rengganis, Wilson & Winarta as at 31 Dec 2012 in IDR, adjusted for property enhancements to-date and converted to SGD using the exchange rate of 9153.19 IDR/SGD as at the end of 3Q 2013.
- 2 Valuations by Rengganis, Wilson and Winarta as at 31 Dec 2012 and converted to SGD using exchange rate of 7852.86 IDR/SGD as at the end of 4Q 2012
- 3 Due to on-going AEI
- 4 Colliers Market Report _2Q 2013_Retail

Diversified Trade Mix

As at 30 Sep 2013

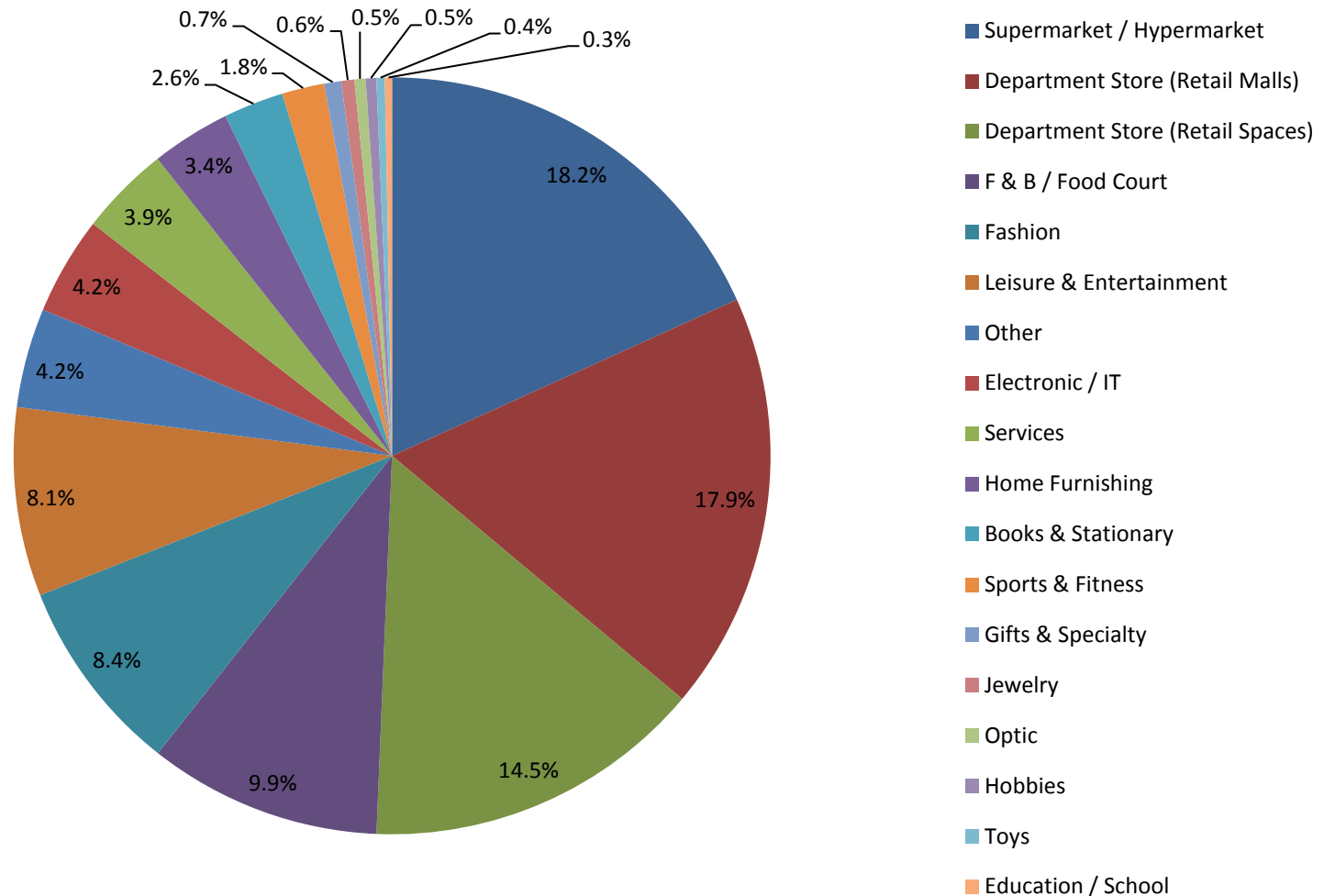
Trade Sector Breakdown by Rental Income



Diversified Trade Mix

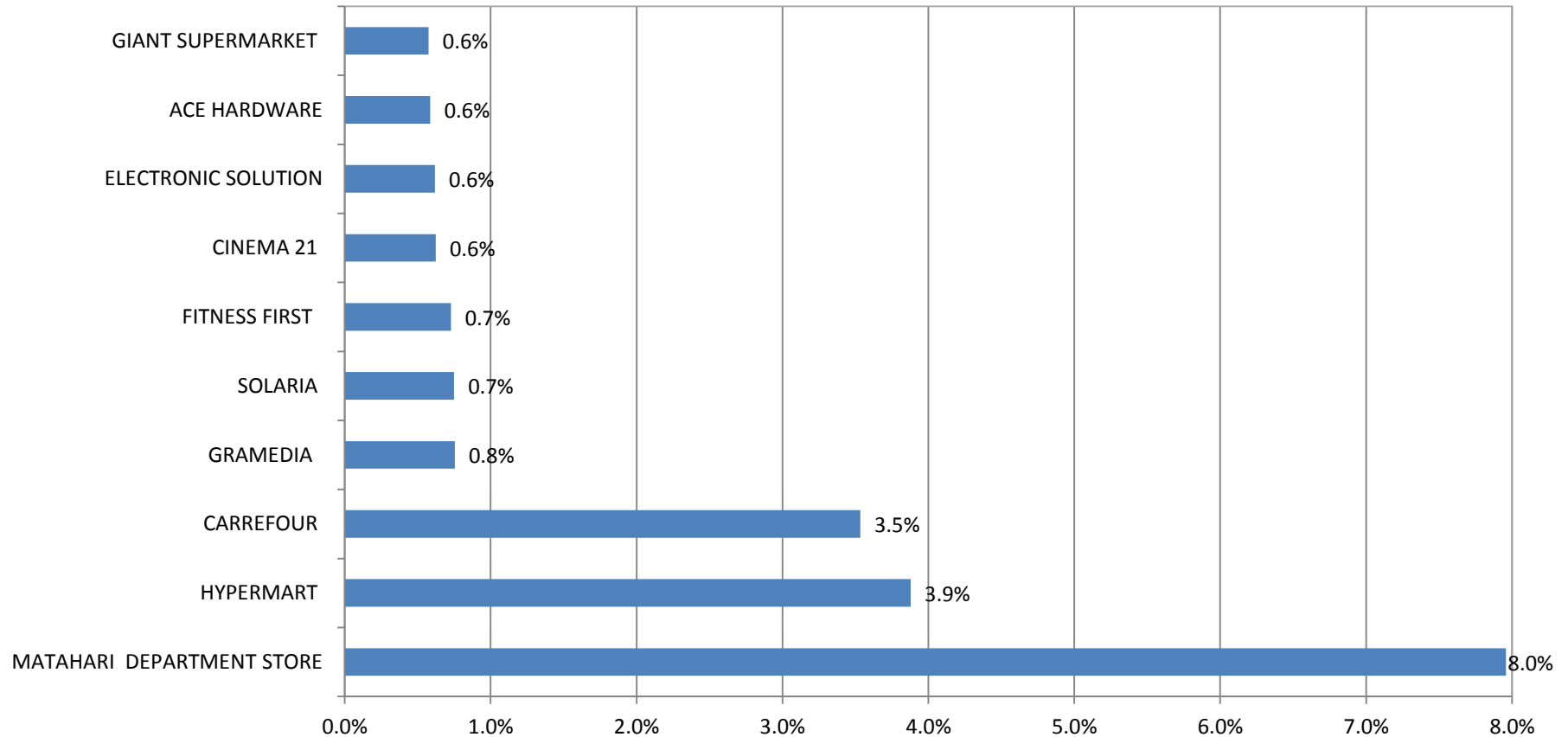
As at 30 Sep 2013

Trade Sector Breakdown by NLA



Top 10 Tenants By Gross Rental Income

As at 30 Sep 2013, excludes retail space

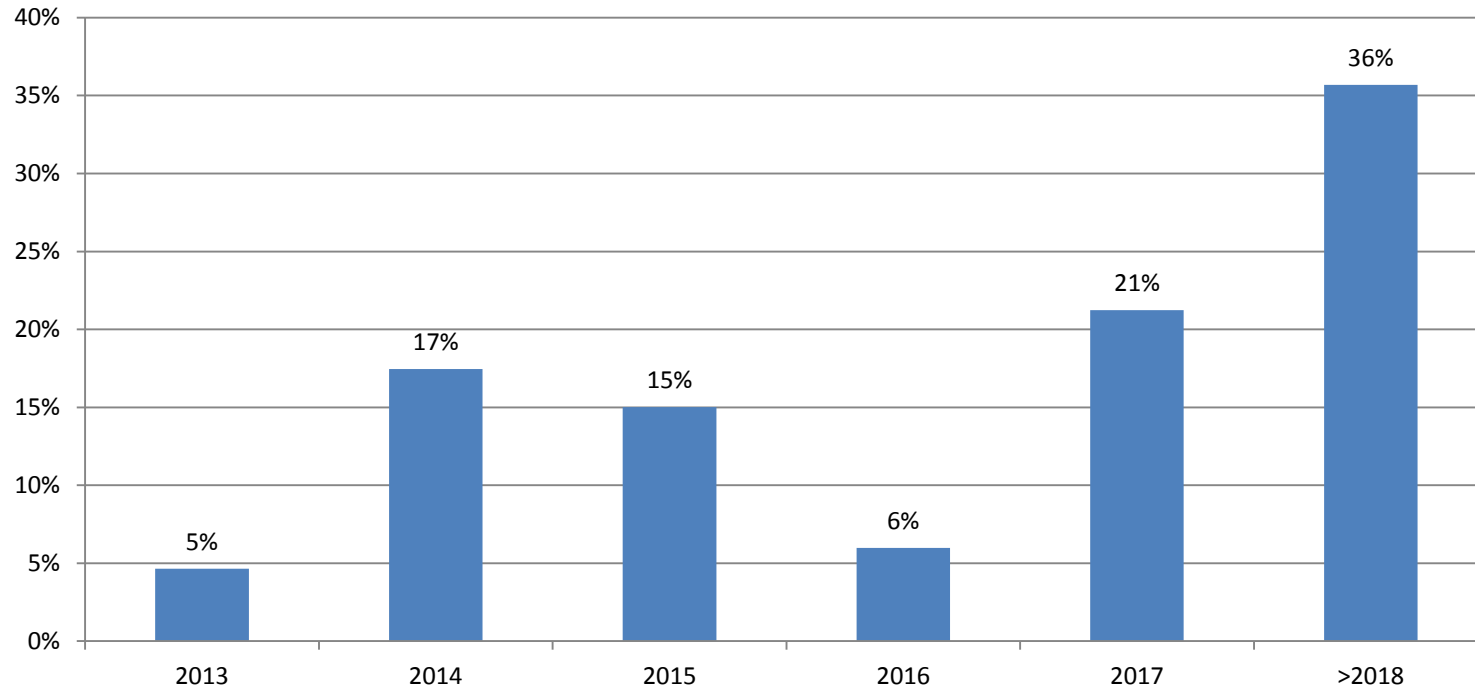


- Top 10 tenants contribute approximately 20.0% of LMIRT Retail Mall Portfolio's Gross Rental Income

Lease Expiry Profile

As at 30 Sep 2013

Weighted Average Lease Expiry as at 30 Sep 2013: 5.1 years



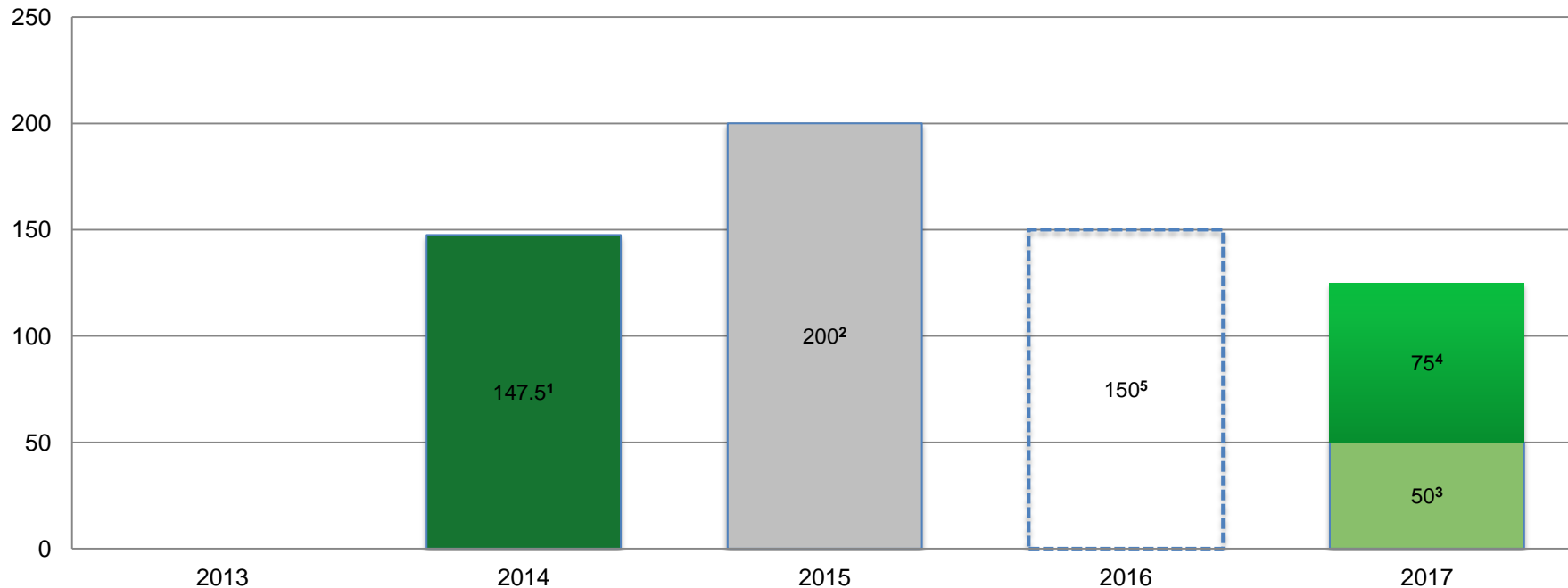
- LMIRT's portfolio lease terms represent a balanced mix of long-term anchor leases and shorter-term leases for non-anchor tenants, providing both stability and growth potential

Debt Maturity Profile

As at 30 Sep 2013

Weighted Average Maturity of Debt Facilities as at 30 Sep 2013: 2.0 years

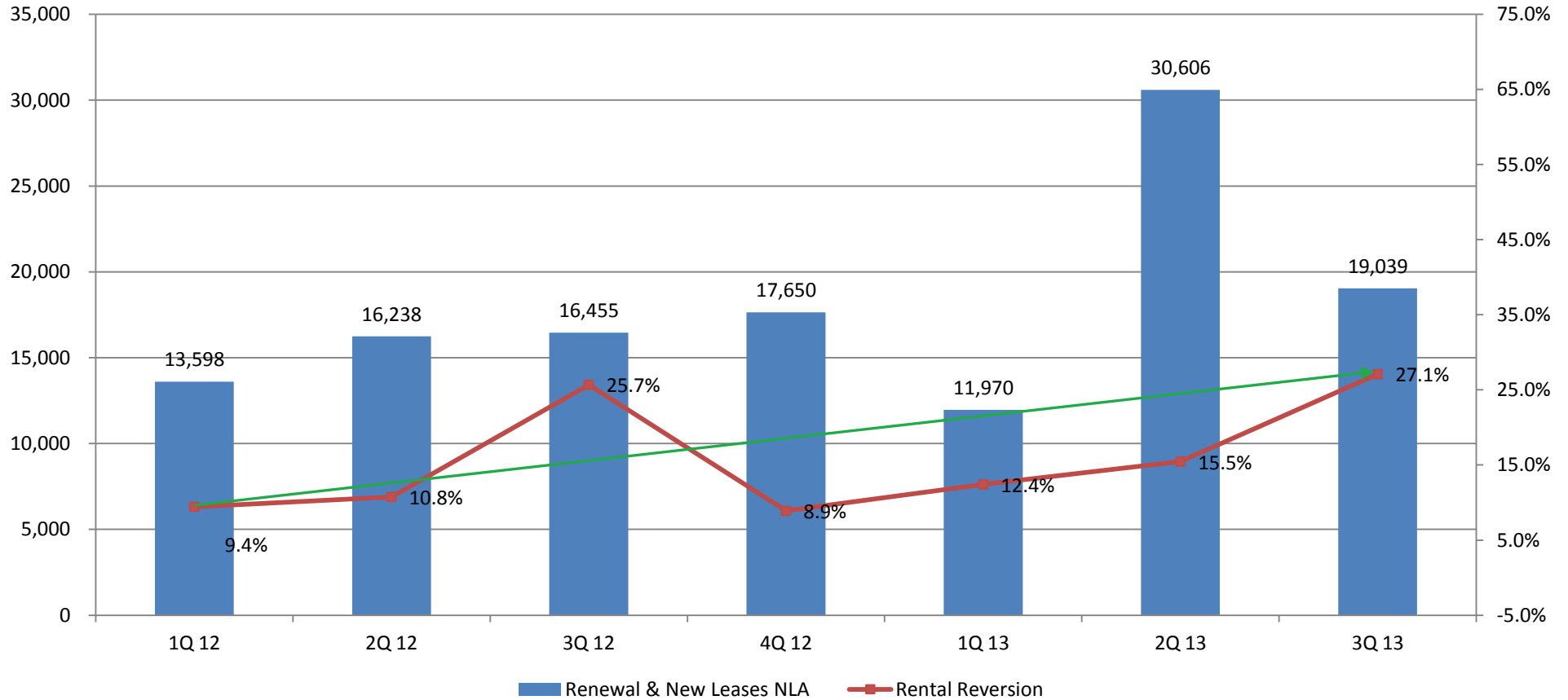
Debt Maturity Profile (S\$, mn)



Notes:

- 1 S\$ 147.5 million loan facility to mature in June 2014.
- 2 S\$ 200 million 4.88% fixed rate note (EMTN Program) to mature in July 2015
- 3 S\$ 50 million 5.875% fixed rate note (EMTN Program) to mature in July 2017
- 4 S\$ 75 million 4.48% fixed rate note (EMTN Program) to mature in Nov 2017
- 5 S\$150 million 4.25% fixed rate note (EMTN Program) issued on 04 Oct 2013 to mature in Oct 2016

Rental Reversion Trend



Our Value Proposition

- Net Property Income up 12.2% in 3Q 2013
- 3Q 2013 DPU of 0.87 cents with annualized DPU yield of 8.2%
- 4% discount to NAV based on S\$0.435 as at 30 Sep 2013
- Property diversification with no single property accounting for more than 11% of net property income
- Portfolio occupancy rate continues improving and remains higher than the industry average
- As at 30 Sep 2013, LMIRT's outstanding debt was S\$472.5 million at gearing level of 28.2%
- Clarity of growth in a fragmented retail market with a visible pipeline of Sponsor and 3rd party malls
- Target to grow LMIR Trust's portfolio to S\$4 billion over the next 3 - 5 years
- Indonesia's domestic demand driven economy remains resilient in the face of global uncertainty
- LMIRT is committed to deliver stable results to our unit holders