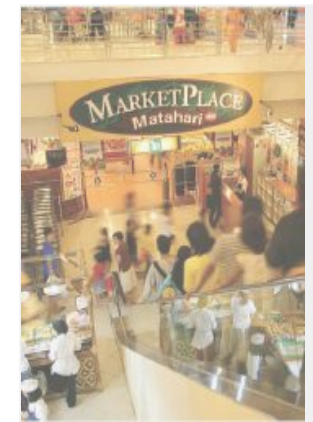


# Lippo Malls Indonesia Retail Trust

## *4Q 2013 Results Presentation*

13 Feb 2014



# 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 4Q 2013 Results

## 4Q 2013 Results

- 4Q 2013 Gross Rental Income increased by 13.5% YoY in IDR term
- 4Q 2013 Net Property Income increased by 11.7% YoY in IDR term
- 4Q 2013 Average IDR/SGD rate depreciated 15.4% YoY versus 4Q 2012
- FY 2013 DPU of 3.25 cents (up 10.2%) at an annualised DPU yield of 7.8%<sup>1</sup>

## Financial Position

- ~ 67.2% of LMIRT's S\$ 1.4 billion<sup>2</sup> asset portfolio remained unencumbered
- Weighted Average Maturity of debt facilities was ~ 2.0 years<sup>3</sup>, with no refinancing required until June 2014
- Gearing level of 34.3% as at 31 Dec 2013

## Economic and Retail Landscape

- Indonesia's economy expanded 5.8% YoY in 2013
- Indonesia's FDI increased by 25.4% YoY to IDR 71.2 trillion in 4Q 2013<sup>4</sup>
- Retail sales rose 11.3% YOY in Nov 2013<sup>5</sup> and expected to maintain growth momentum

## Portfolio Update

- Overall occupancy of 95.0% as at Dec 31, 2013
- Well-diversified portfolio with no single property contributing more than 12% of existing portfolio NPI
- New leases/Renewed leases of 15,168 sqm spaces.
- Average rental reversion of 11.1% during 4Q 2013

### Notes:

- 1 Based on a closing price of S\$0.415 as at 31 Dec 2013
- 2 Based on valuation by Rengganis, Wilson, Hendra and Winarta in IDR and converted to SGD using the closing rate of 9611.69 IDR/SGD as at 31 Dec 2013
- 3 As at 31 Dec 2013
- 4 Indonesia Investment Coordinating Board
- 5 Retail Sales Survey, Bank Indonesia



---

## Financial Results

## 4Q 2013 Financial Results – P&L

	4Q 2013 (Rp'mn)	4Q 2012 (Rp'mn)	Variance (%)	FY 2013 (Rp'mn)	FY 2012 (Rp'mn)	Variance (%)
<b>Gross Rental Income</b>	315,065	277,571	13.5%	1,267,289	1,124,304	12.7%
<b>Property Operating Expenses</b>	26,068	18,917	37.8%	76,727	188,120	NM
<b>Net Property Income</b>	288,997	258,654	11.7%	1,190,562	936,185	27.2%

## 4Q 2013 Financial Results – P&L

	4Q 2013 (S\$'000)	4Q 2012 (S\$'000)	Variance (%)	FY 2013 (S\$'000)	FY 2012 (S\$'000)	Variance (%)
<b>Gross Rental Income</b>	33,902	35,304	-4.0%	152,599	130,996	16.5%
<b>Property Operating Expenses</b>	2,805	2,406	16.6%	9,239	25,190	NM
<b>Net Property Income</b>	31,097	32,898	-5.5%	143,360	125,359	14.4%
<b>Distributable Income</b>	13,806	16,159	-14.6%	73,023	64,137	13.9%
<b>Distribution Per Unit (cents)<sup>1</sup></b>	0.56	0.74	-24.3%	3.25	2.95	10.2%
<b>Annualized Distribution Yield<sup>2</sup> (%)</b>	7.8%					

Notes:

1. Based on 2.453 billion units in issue as at 31 Dec 2013
2. Based on a closing price of S\$0.415 as at 31 Dec 2013

## 4Q 2013 Financial Results – Balance Sheet

	31-Dec-13	31-Dec-12
	(S\$ million)	(S\$ million)
Non Current Assets <sup>1</sup>	1,415.7 <sup>1</sup>	1,756.5 <sup>2</sup>
Current Assets	398.2	174.1
Total Debt	622.5	472.5
Other Liabilities	181.8	227.2
Net Assets	1,009.6	1,230.9
Net Asset Value	S\$0.41	S\$0.56
Total Units in Issue	2,453.3	2,191.8
Gearing Ratio	34.3%	24.5%

*Notes:*

1. Based on valuation by Rengganis, Wilson, Hendra and Winarta at 31 Dec 2013 in IDR and converted to SGD using the closing rate of 9611.69 IDR/SGD as at the end of 4Q 2013.
2. Based on valuation by Rengganis, Wilson and Winarta at 31 Dec 2012 in IDR and converted to SGD using the closing rate of 7852.86 IDR/SGD as at the end of 4Q 2012.

## Distribution Details

01 Oct 2013 – 31 Dec 2013

<b>Total DPU</b>	<b>0.56 cents</b>
<i>- Tax-Exempt</i>	<i>0.40 cents</i>
<i>- Capital</i>	<i>0.16 cents</i>
<b>Books Closure Date</b>	<b>21 Feb 2014</b>

**Distribution Payment Date**

**14 Mar 2014**

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\$ 1.4bn<sup>1</sup>
- 95.0% Occupancy vs 81.2% Industry Average
- Total NLA of 725,601 sqm<sup>2</sup>

## Portfolio Key Metrics

	Malls	NLA (sqm) <sup>2</sup>	Valuation (S\$m) <sup>1</sup>	Occupancy rate (%)
1	Bandung Indah Plaza	31,128	86.6	99.8%
2	Cibubur Junction	34,561	52.7	99.1%
3	Ekalokasari Plaza	26,820	40.4	80.8%
4	Gajah Mada Plaza	36,045	77.4	96.5%
5	Istana Plaza	27,357	77.2	99.9%
6	Mal Lippo Cikarang	30,649	54.4	99.5%
7	Plaza Medan Fair	58,423	114.7	97.0%
8	The Plaza Semanggi	64,379	144.1	92.8%
9	Pluit Village	89,570	146.2	84.6%
10	Sun Plaza	66,063	167.8	99.2%
11	Binjai Supermall	21,706	27.5	98.8%
12	Kramat Jati Indah	33,172	58.8	77.9%
13	Pejaten Village	42,197	97.7	99.1%
14	Palembang Square	32,681	65.2	96.5%
15	Palembang Square Ext	17,817	24.6	99.7%
16	Tamini Square	18,963	25.7	100.0%
A	<b>Mall Portfolio</b>	<b>631,531</b>	<b>1,260.9</b>	<b>94.2%</b>
B	<b>Retail Spaces</b>	<b>94,070</b>	<b>151.3</b>	<b>100.0%</b>
A+B	<b>Total portfolio</b>	<b>725,601</b>	<b>1,412.2</b>	<b>95.0%</b>
	<b>Industry Average</b>			<b>81.2%<sup>3</sup></b>

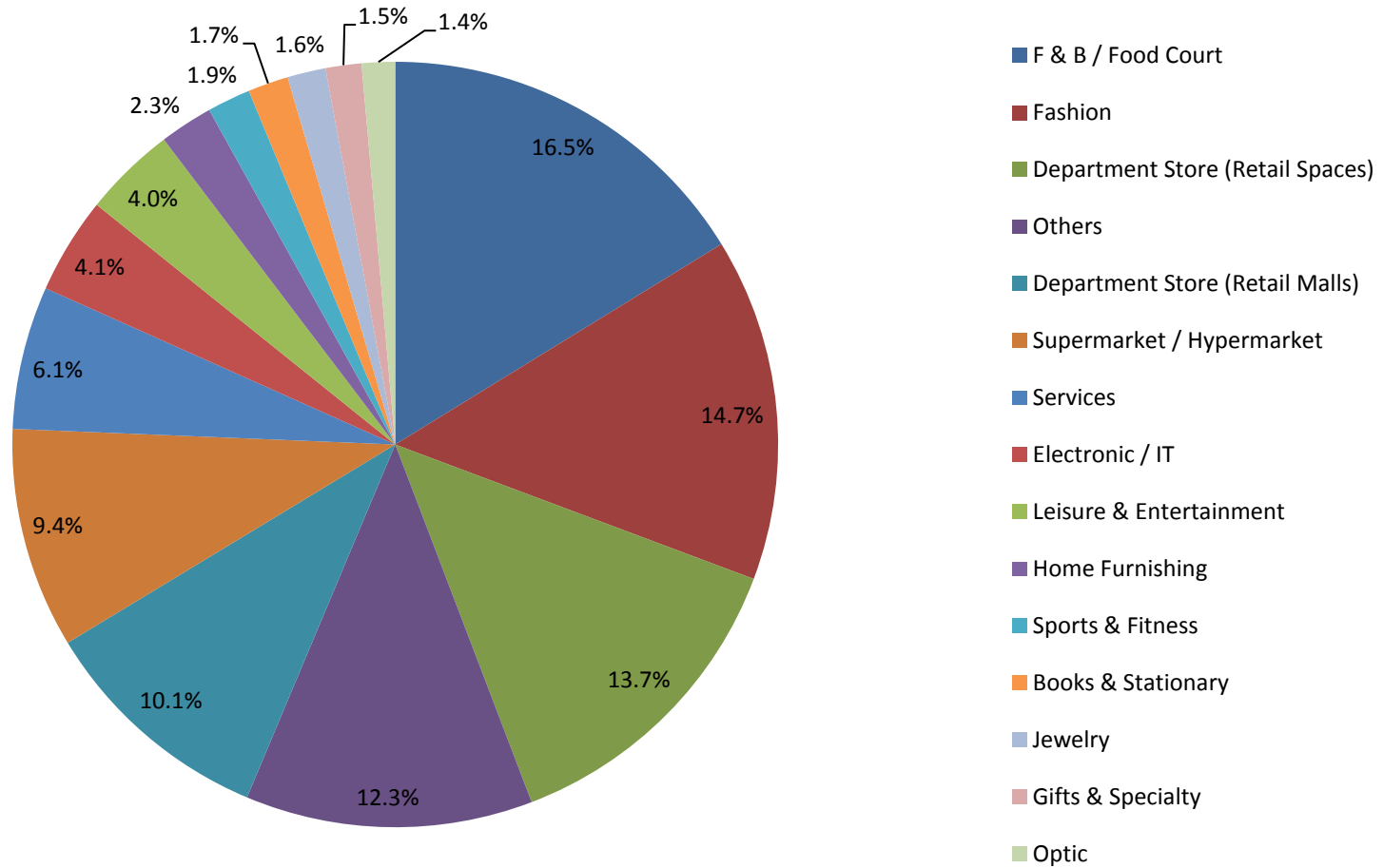
### Notes:

1. Based on valuation by Rengganis, Wilson, Hendra and Winarta at 31 Dec 2013 in IDR and converted to SGD using the closing rate of 9611.69 IDR/SGD as at 31 Dec 2013.
2. As at 31 Dec 2013
3. Colliers Market Report\_3Q 2013\_Retail (occupancy of the Greater Jakarta area)

# Diversified Trade Mix

As at 31 Dec 2013

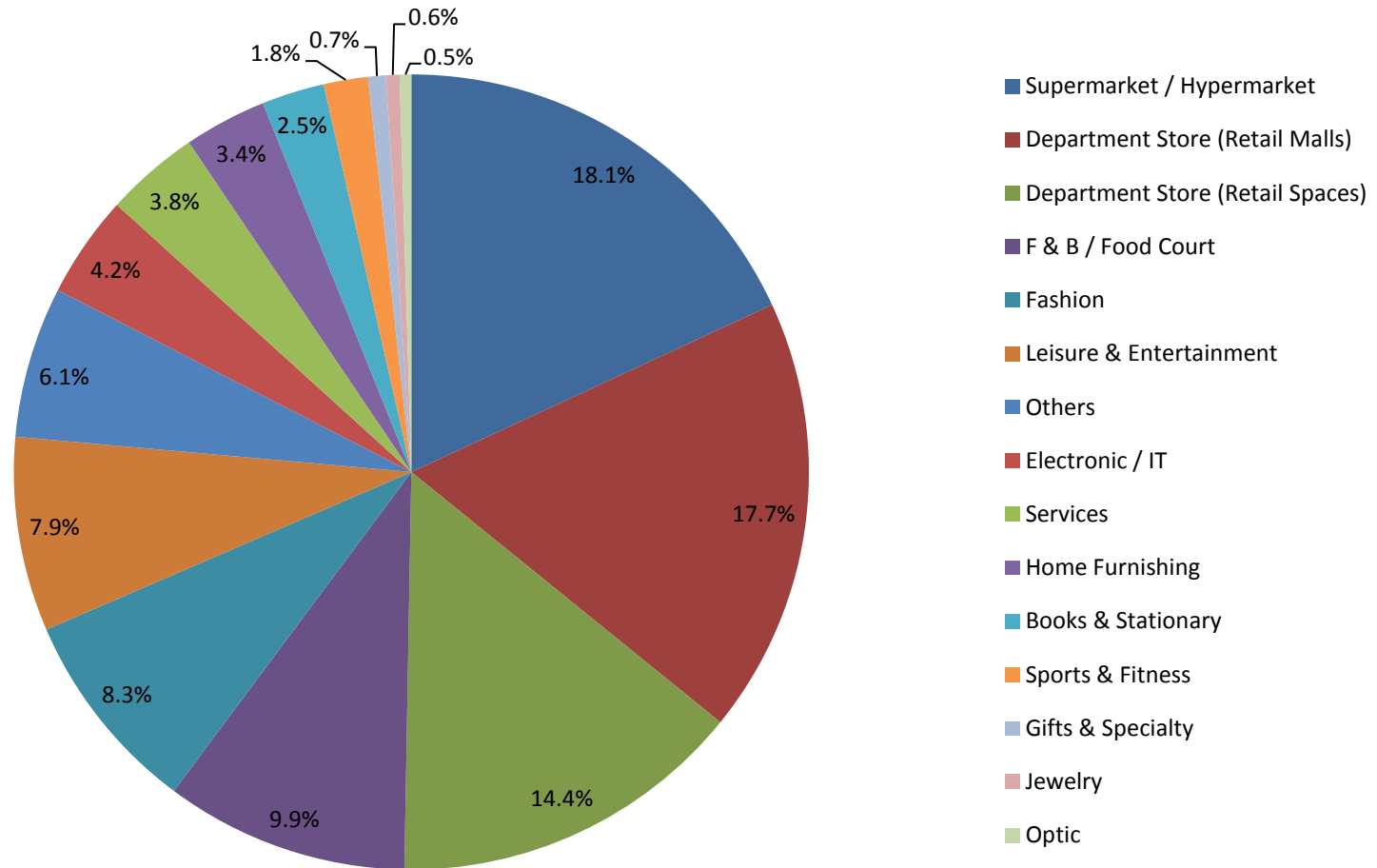
## Trade Sector Breakdown by Rental Income



# Diversified Trade Mix

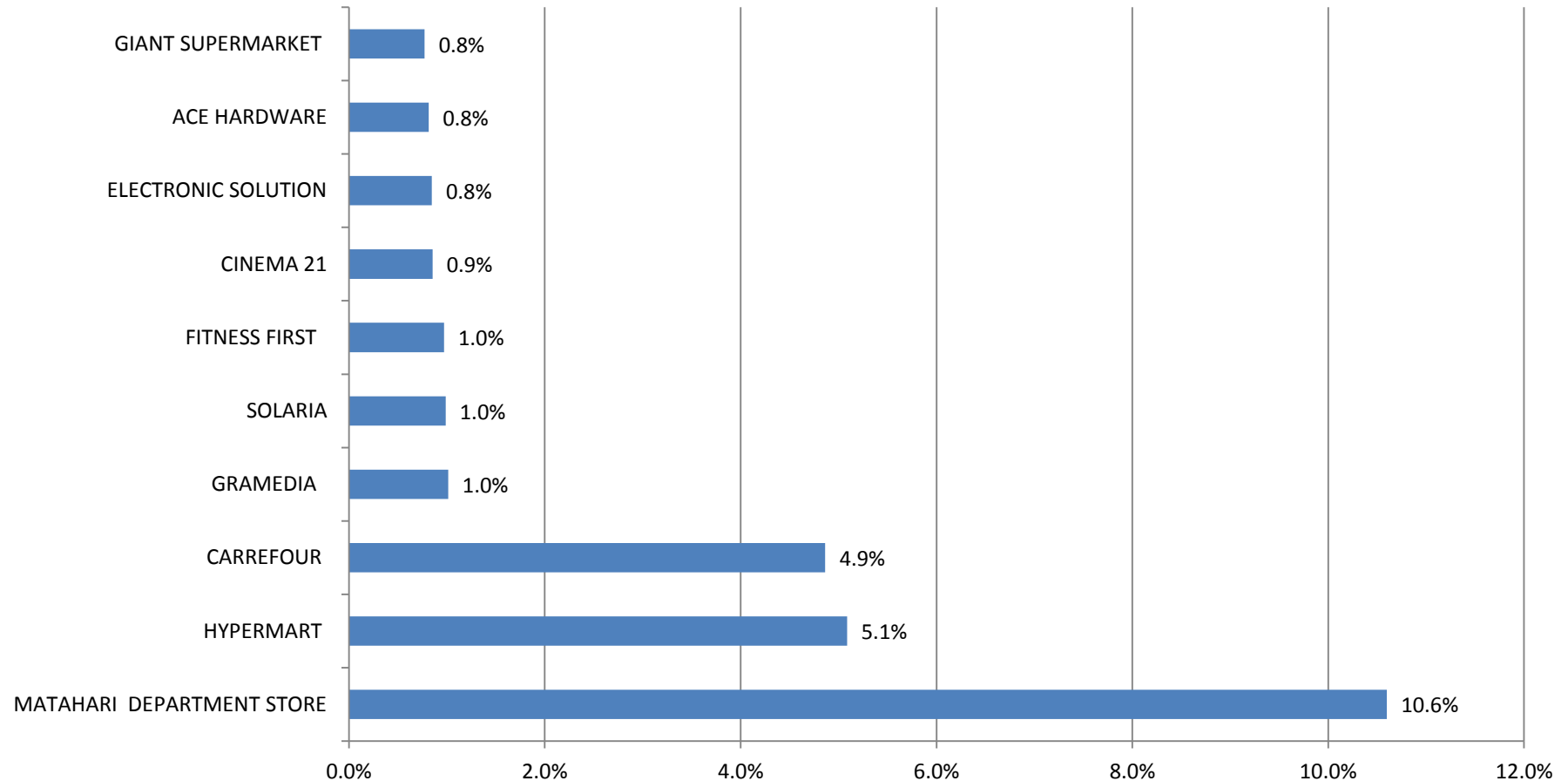
As at 31 Dec 2013

## Trade Sector Breakdown by NLA



# Top 10 Tenants By Gross Rental Income

*As at 31 Dec 2013, excludes retail space*

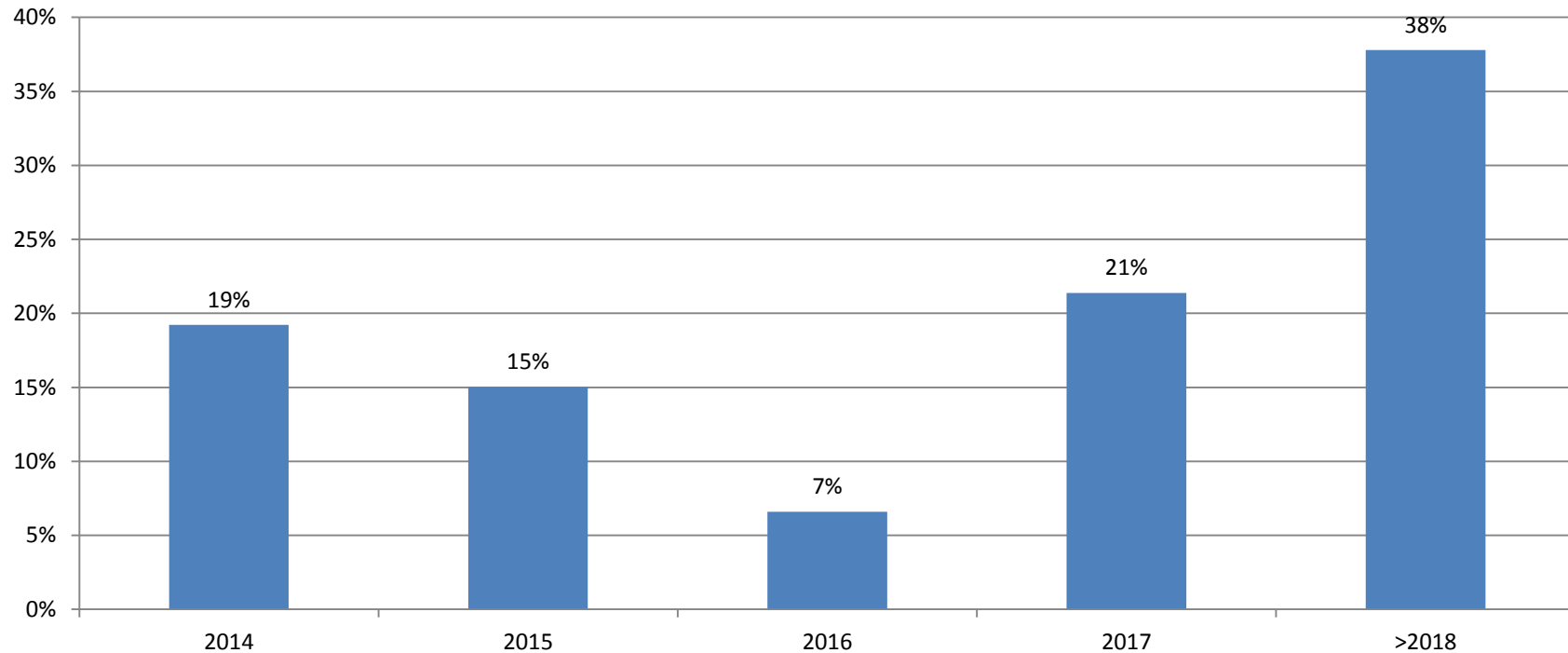


- Top 10 tenants contribute approximately 26.8% of LMIRT Retail Mall Portfolio's Gross Rental Income

# Lease Expiry Profile

As at 31 Dec 2013

Weighted Average Lease Expiry (by NLA) as at 31 Dec 2013: 4.94 years



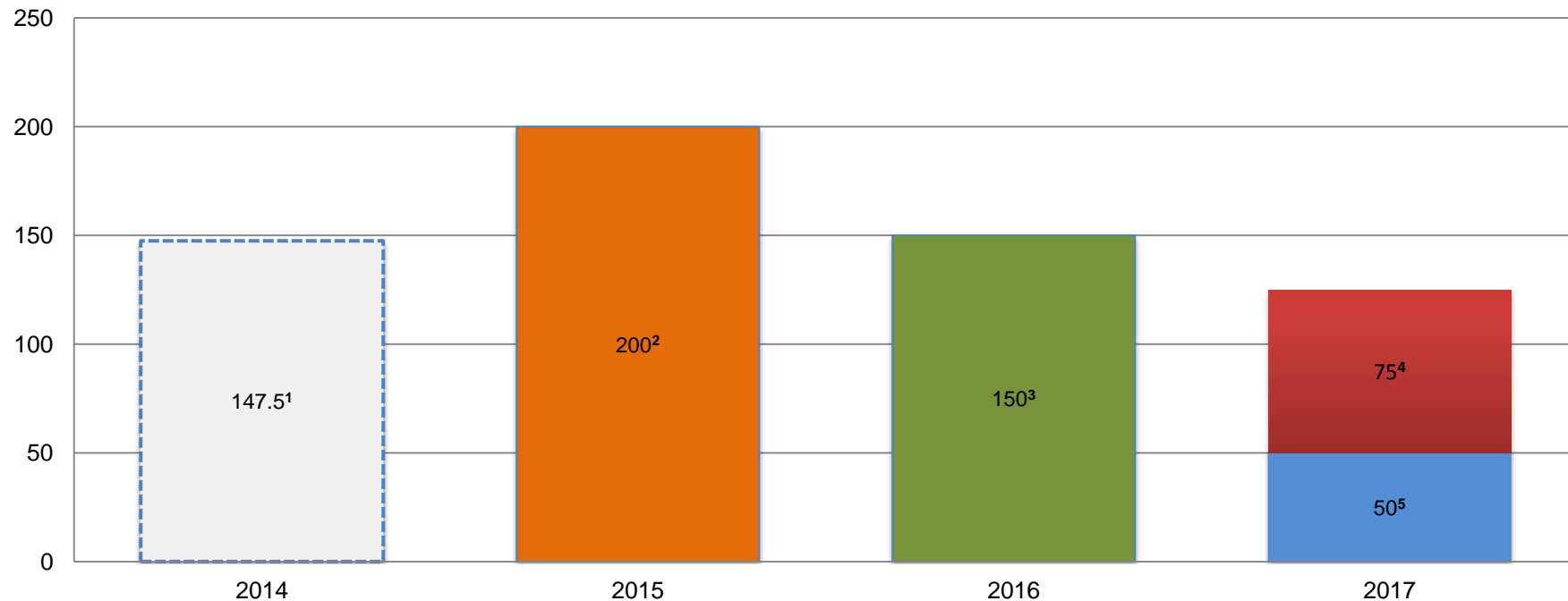
- LMIRT's portfolio lease terms represent a balanced mix of long-term anchor leases and shorter-term leases for non-anchor tenants, providing both stability and growth potential

# Debt Maturity Profile

As at 31 Dec 2013

Weighted Average Maturity of Debt Facilities as at 31 Dec 2013: 2.0 years

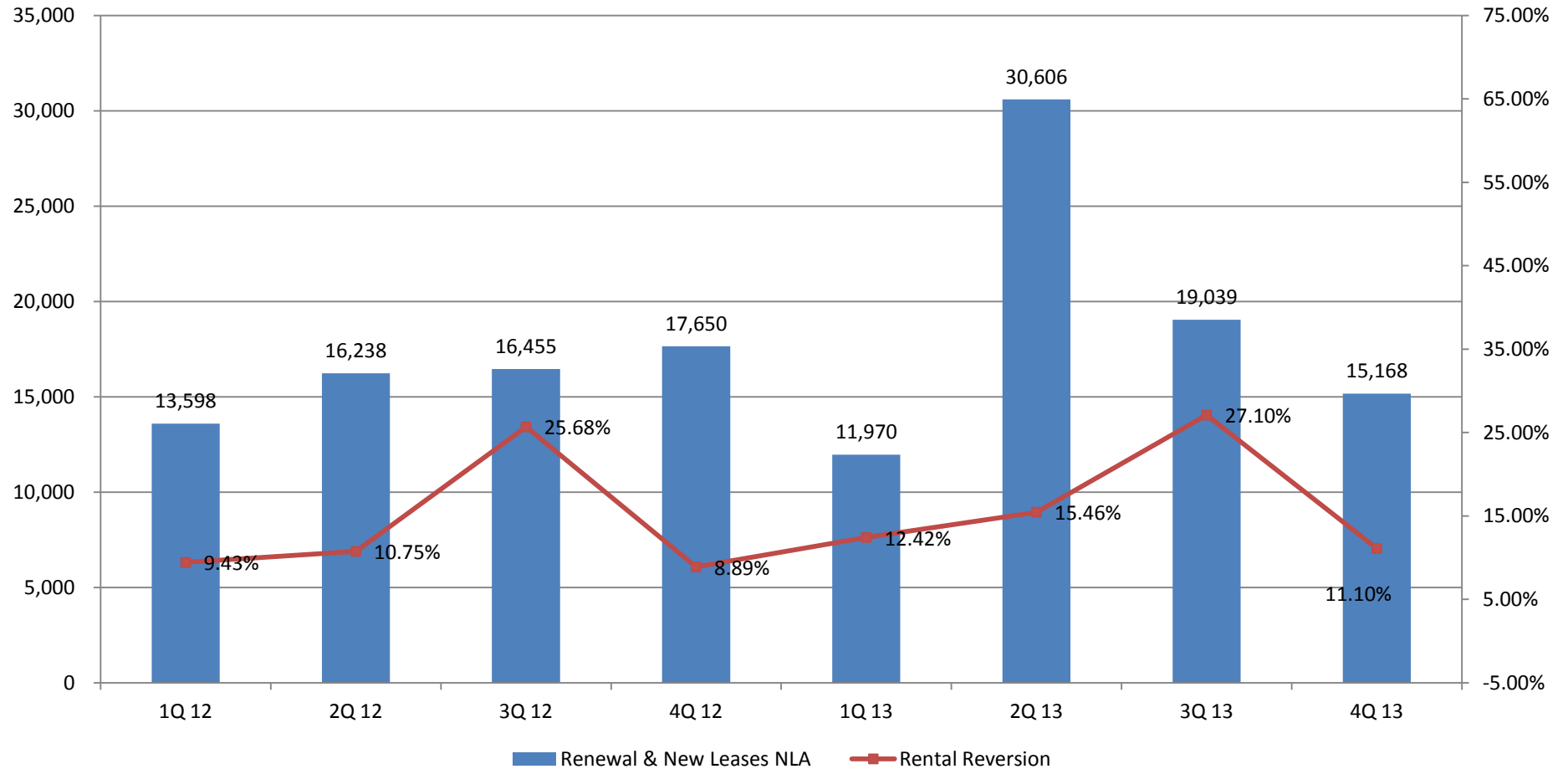
**Debt Maturity Profile (S\$, mn)**



**Notes:**

- 1 S\$ 147.5 million loan facility with all-in-cost of 6.77% p.a. to mature in June 2014 was already repaid off in Jan-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

---

- FY2013 Net Property Income up 14.4% YoY
- FY2013 Distributable Income increased by 13.9% YoY to SGD 73.0 mn
- FY2013 full year DPU of 3.25 cents equivalent to DPU yield of 7.8%
- Portfolio occupancy rate remained higher than the industry average at 95%
- As at 31 Dec 2013, LMIRT's outstanding debt was S\$622.5 million at gearing level of 34.3%
- Clarity of growth in a fragmented retail market with a visible pipeline of Sponsor and 3<sup>rd</sup> party malls
- Indonesia's domestic demand driven economy remained resilient in the face of global uncertainty