

19 April 2011

# **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.



Overview of LMIR Trust



## **Overview of LMIR Trust**



- Portfolio of Indonesian Retail Assets valued at S\$1.082 billion<sup>1</sup> including 8 retail malls and 7 retail spaces
- Strategically located within large population catchment areas: the Retail Malls are located in Greater Jakarta (5), Bandung (2), and Medan (1)
- Portfolio is well positioned in terms of target segment and diversified tenant base to benefit from Indonesia's flourishing economy and favorable demographics
- Low gearing provides funding opportunities for future growth

Notes:

# **Key Indicators of Indonesia**

237 million

In population

3.5 million sq m

Size of retail space in .Jakarta

6.3%

Indonesian Government's forecast of Annual GDP growth in 2011

us\$ 3,000

**GDP** per capita (Indonesia)

 $4_{th}$ 

Most populous nation in the world

US\$200.2 billion

Projected retail sales in 2014 by BMI

6.1%

GDP growth in 2010

us\$ 10,000

**GDP** per capita (Jakarta)

#### Sources:

- Badan Pusat Statistik Republik Indonesia (Indonesian Central Statistics Bureau)
- Cushman & Wakefield, Jakarta Retail Report 4Q 2010
- BMI Indonesia Retail Report 1Q 2011
- · Bank of Indonesia



## Quality and strategically located Retail Malls

#### THE PLAZA SEMANGGI



**Location** : South Jakarta

*NLA* : 63,786 sqm

**GFA** : 91,232 sqm

Appraised Value: S\$193.7 m



### **CIBUBUR JUNCTION**



**Location** : East Jakarta

*NLA* : 33,574 sqm

**GFA** : 49,341 sqm

Appraised Value: S\$71.1 m



#### **GAJAH MADA PLAZA**



**Location** : Central Jakarta

*NLA* : 34,278 sqm

**GFA** : 66,160 sqm

Appraised Value : S\$105.6 m



#### EKALOKASARI PLAZA



**Location** : Bogor

*NLA* : 25,458 sqm

**GFA** : 39,895 sqm

Appraised Value : S\$52.9 m







## **Quality and strategically located Retail Malls**

### MAL LIPPO CIKARANG



**Location** : Cikarang

**NLA** : 28,263 sqm

**GFA** : 37,418sqm

Appraised Value : S\$67.7 m







### **BANDUNG INDAH PLAZA**



**Location** : Bandung

**NLA** : 29,377 sqm

**GFA** : 55,196 sqm

Appraised Value : S\$116.9 m



#### **SUN PLAZA**



**Location** : Medan

*NLA* : 62,597 sqm

**GFA** : 73,871 sqm

Appraised Value : S\$179.7 m



### ISTANA PLAZA



**Location** : Bandung

*NLA* : 26,677 sqm

**GFA** : 37,434 sqm

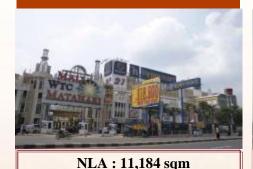
Appraised Value : S\$103.9 m



## Retail Spaces Master-leased to Matahari

LMIR Trust's portfolio includes 7 Retail Spaces with total NLA of 94,070 sqm, master-leased to Matahari for a period of 10+10 years, with fixed rental growth of 8% p.a. for the first 4 years and a revenue sharing formula thereafter

#### Mall WTC Matahari Units



Metropolis Town Square Units



**Depok Town Square Units** 



Java Supermall Units



NLA: 15,248 sqm

NLA: 13,045 sqm

NLA: 11,082 sqm

#### Malang Town Square Units



Plaza Madiun



NLA: 19,029 sqm

#### **Grand Palladium Unit**



NLA: 13,417 sqm

5 of the 7 Retail Spaces reside in strata-titled malls built by the Sponsor



Portfolio Performance



## **Annual Portfolio Revaluations 2010**

	IDR' million		SGD' million	
Property	Valuation as at 31 Dec 2009	Valuation as at 31 Dec 2010	Valuation as at 31 Dec 2010	
Gajah Mada Plaza	669,200	745,000	105.6	
Cibubur Junction	491,100	502,000	71.1	
The Plaza Semanggi	1,238,500	1,367,000	193.7	
Mal Lippo Cikarang	443,500	478,000	67.7	
Ekalokasari Plaza	343,500	373,000	52.9	
Bandung Indah Plaza	796,200	825,000	116.9	
Istana Plaza	642,800	733,000	103.9	
Sun Plaza	1,175,200	1,268,000	179.7	
TOTAL RETAIL MALLS	5,800,000	6,291,000	891.5	
TOTAL RETAIL SPACES	1,276,890	1,344,800	190.6	
TOTAL PORTFOLIO	7,076,890.0	7,635,800.0	1,082.0	

Note: Exchange rate as at 31 December 2010: Rupiah

<sup>1.</sup> Represents the book value in LMIR Trust's balance sheet as at 31 December 2010 based on either the most recent valuation plus any subsequent capital expenditure or if acquired recently purchase price plus any capital expenditure and other acquisition costs committed.

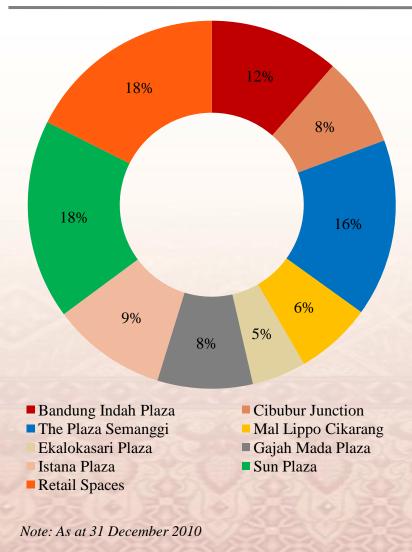
<sup>2.</sup> Valuation date for all properties is 31 December 2010

# **Historical Occupancy Rates (malls only)**

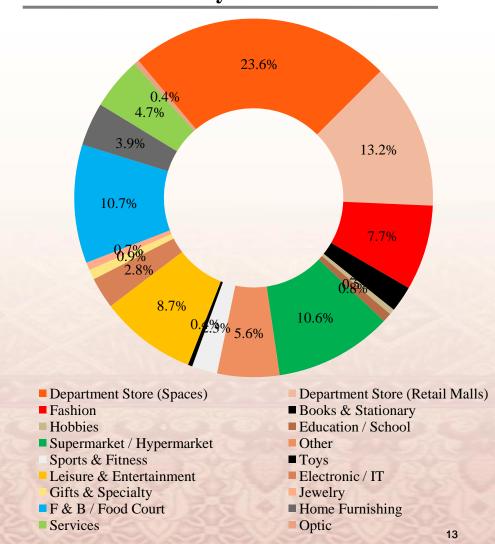


# **Portfolio Update: Diversification**

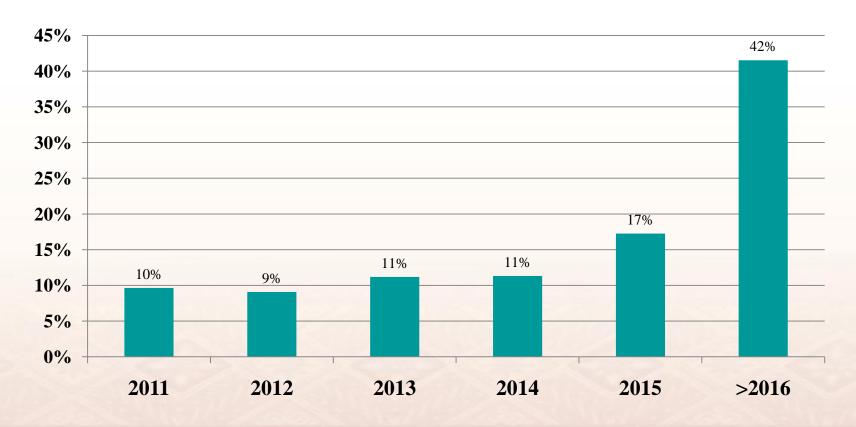
### Portfolio Income Breakdown



**NLA Breakdown by Trade Sectors** 



## **Lease Expiry as % of Total Portfolio NLA**



- Long lease expiry profile underpins portfolio stability
- Mixture of long-term and short term leases, provides growing & stable distributions

Note: As at 31 December 2010

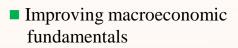


# LMIR Trust Growth Strategies



## **Targeted Growth Strategies**

■ 5 AEIs were completed in 2010, with total NLA around 6,894 sqm of space, and total ROI is expected to be above 30%



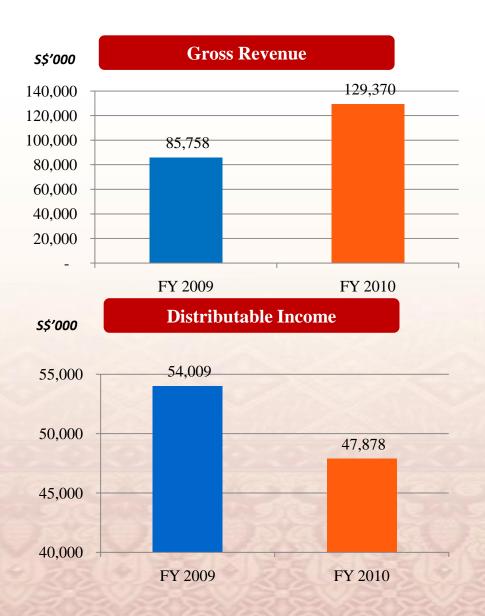
- Growing & affluent urban middle income class
- Active portfolio management and tenant re-mixing / re-positioning strategies

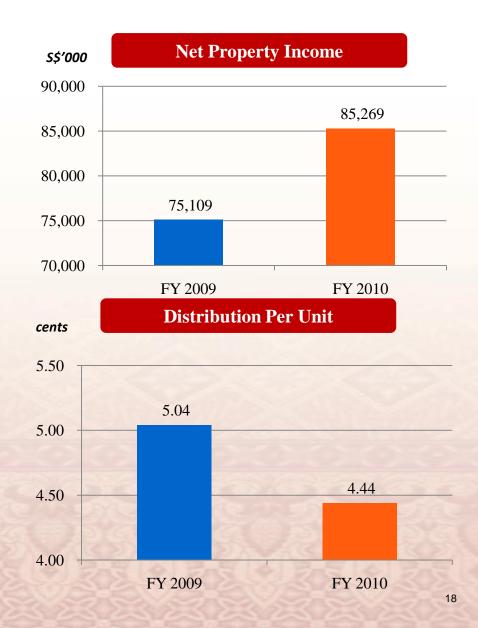


- Large available pipeline from both Sponsor and third parties.
- ROFR over malls from Sponsor
- A fragmented and diverse retail market provides further acquisition growth opportunities



## **Financial Highlights**





### FY 2010 Financial Results – Balance Sheet

	31-Dec-10	31-Dec-09		
	(S\$ million)	(S\$ million)		
Non Current Assets	1,082.4	1,056.1		
Current Assets	130.1	132.1		
Total Debt	125.0	125.0		
Other Liabilities	185.6	171.7		
Net Assets	901.9	891.5		
Net Asset Value	S\$0.83	S\$0.83		
Average Cost of Debt	7.7% p a	7.7% p a		
Total Units in Issue	1,081.7	1,074.9		
Gearing Ratio	10.3	10.5		
Interest Cover Ratio	11.3 times	11.3 times		

#### Notes:

<sup>1.</sup> Adopted valuation from KJPP Rengganis as at 31 December 2010 in IDR, converted to SGD at the year end exchange rate

<sup>2.</sup> DB loan expires on 24 March 2012. Interest cost is fixed at 2.03% until 31 May 2011 plus margin and costs.

## **Unit Price Performance in 2010**





#### Notes:

- ❖ LMIR Trust unit price (15%)has slightly under performed the SREIT (18%) and JCI (46%), for the FY 2010, but over performed the STI index (10%)
- ❖ Market capitalization was S\$573 million¹ as of 31 December 2010
- ❖ LMIRT unit price has been trading at a <u>discount</u> of 33% to NAV at end of December 2010
- ❖ Traded Volume for the FY 2010 was 477 million units (i.e. average volume traded per day was 0.1% of average units o/s)



## **Conclusion**

- Based on announced DPU and year end unit price, attractive yield of **8.6%**
- Share price trading at a substantial discount to NAV (33%)
- Well-balanced property diversification with no single property accounting for more than 18% of Net Property Income
- Portfolio occupancy rate remains higher than industry average
- **Conservative gearing** provides capacity for further yield accretive acquisitions
- Access to future acquisitions in a fragmented and diverse retail market
- Underlying macro economy of Indonesia continuing to grow along side the domestic consumer confidence,
- LMIRT is committed to deliver **stable results** to our unit holders

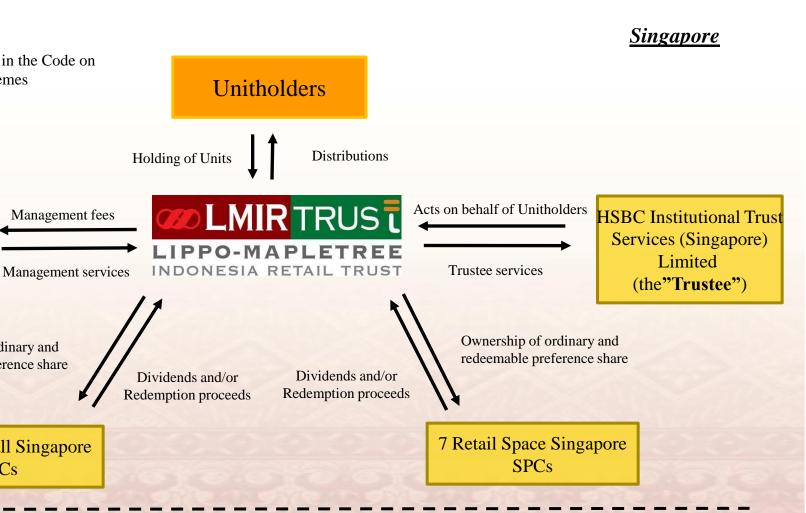


## **Trust Structure (Singapore)**

### **Appendix A**

#### **Regulatory Mechanisms**

- Property Funds Guidelines in the Code on Collective Investment Schemes
- Securities and Futures Act
- Trustee's Act
- SGX Listing Rules



Lippo-Mapletree Indonesia Retail Trust Management Ltd (the "Manager")

Ownership of ordinary and redeemable preference share

17 Retail Mall Singapore SPCs

Indonesia

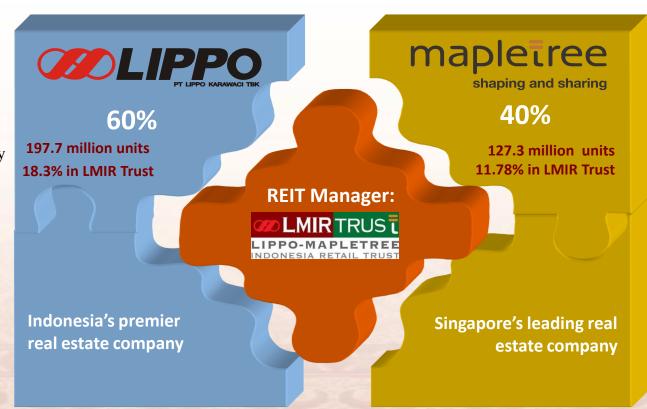
## **Major Indonesian Conglomerate**



### **LMIR Trust Management Ltd**

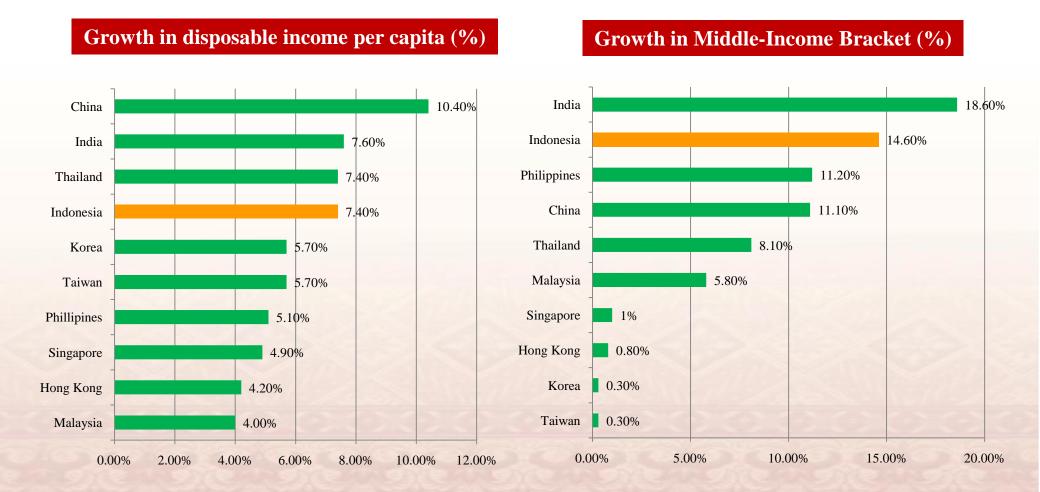
### Partnership between two leading real estate forces

- Lippo is one of Indonesia's largest conglomerates
- Lippo Karawaci ("LK") is the largest listed property company in Indonesia.
- LK has the most integrated business model of all property companies in Indonesia.
- LK rated by 3 rating agencies-B by S&P, B1 by Moody's and B+ by Fitch.



- Leading real estate company in Singapore with Asian focus.
- Owns and manages over S\$14.4 billion of real estate assets pan Asia.
- Owner/Manager of one of Asia's best malls #

### Indonesian – Urban Agglomeration to Propel Demand



Source: United Nations Department of Economics and Social Affairs Population Division, World Urbanization Prospects

## **Key Investment Highlights**

# S-REIT with sole focus on Indonesia

• The only S-REIT investing in Indonesia's growing retail property market, accessing a huge population with a significant proportion of middle-income consumers

### Burgeoning Indonesian economy

• Indonesia's economy continues to beat forecasts in FY 2010, with GDP growth for 2010 was 6.1%, above most forecasts.

#### **Stable Portfolio**

• Well diversified portfolio with staggered expiries and occupancy rates being higher than industry average

### **Growth Potential**

• There will be opportunities to further expand LMIR Trust's portfolio due to the available pipeline

### **Strong Sponsor**

• Lippo Karawaci is the largest property company in Indonesia and has extensive experience in developing and managing shopping malls

### **Appendix F**

# **Portfolio Update: Occupancy**

No.	Malls	NLA (sqm)	As at Sept 10 (%)	As at Dec 10 (%)
1	Bandung Indah Plaza	29,377	94.6	96.9
2	Cibubur Junction	33,574	98.7	99.1
3	Ekalokasari Plaza	25,458	91.1	91.0
4	Gajah Mada Plaza	34,278	99.1	99.1
5	Istana Plaza	26,677	99.2	99.2
6	Mal Lippo Cikarang	28,263	99.0	98.9
7	The Plaza Semanggi	63,786	97.1	97.1
8	Sun Plaza	62,597	99.1	99.3
A	Mall Portfolio	304,009	97.5	97.8
В	Retail Spaces	94,070	100.0	100.0
A+B	Total Portfolio	398,079	98.1	98.3
	Industry Average <sup>1</sup>			86.3

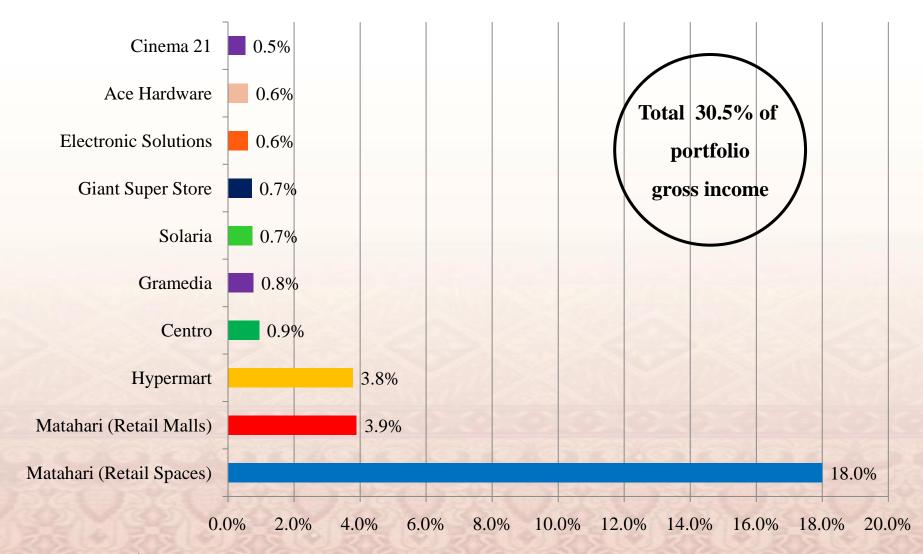
- LMIR Trust's mall portfolio occupancy is at 98.3% as of 31 December 2010, which is higher than the industry average of 86.3%<sup>1</sup>
- Occupancy is generally been higher than average due to good locations of the malls, good customer targeting and strong mall operator in Lippo Karawaci
- In general the performance of each malls have been favourable

#### Note:

- 1. Source: Cushman & Wakefield, 4Q 2010 Jakarta Retail Report
- 2. Occupancy rate at the LMIRT malls as of end December 2010

### **Appendix G**

# **Top 10 Tenants by Gross Income**



Note: As at 31 December 2010

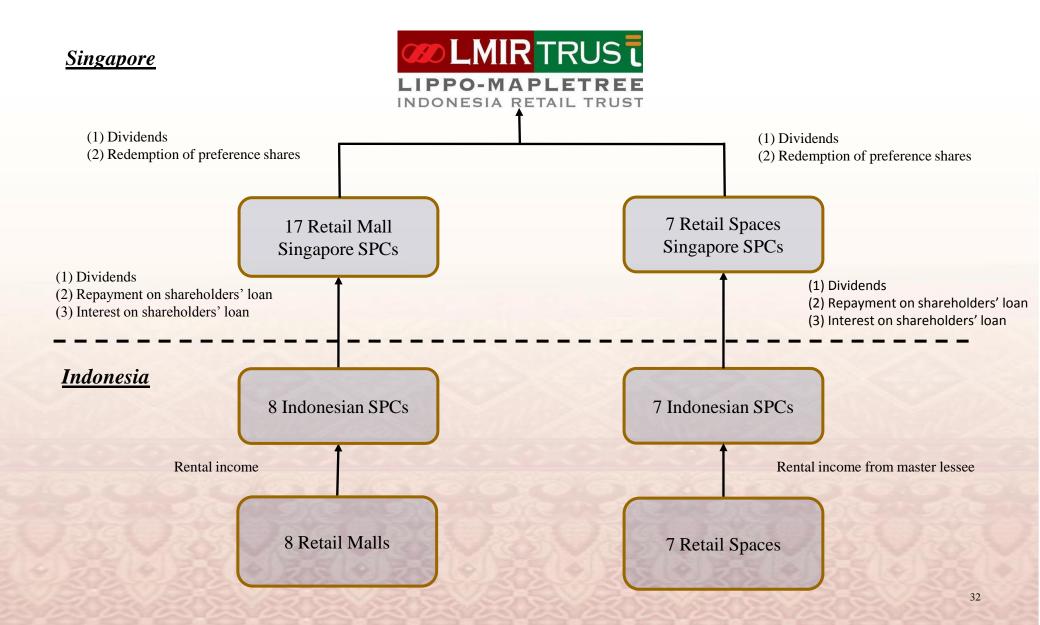
## Access to acquisitions through Sponsor and third parties

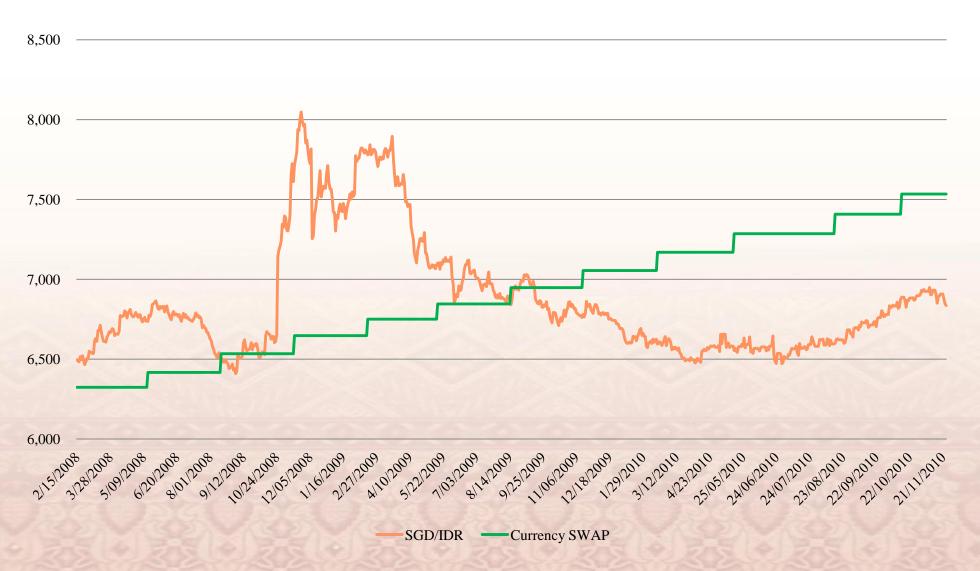
### LK has 25 malls under management throughout in Indonesia



### **Appendix I**

## **LMIR Trust Distribution Flow**







# **Ordinary Resolutions**

### **Ordinary Resolution 1**

→ To receive and adopt the Trustee's Report, the Statement by the Manager and Audited Financial Statements of LMIR Trust for the year ended 31 December 2010

### **Ordinary Resolution 2**

→ To re-appoint RSM Chio Lim LLP as Auditors of LMIR Trust and to authorize the Manager to fix their remuneration

### **Ordinary Resolution 3**

→ To authorize the Manager to issue Units and to make or grant convertible instruments as set out in the notice of meeting

### **Ordinary Resolution 4**

→ To transact any other business which may be properly brought forward

## **Note on Ordinary Resolution 3**

Thee Ordinary Resolution 3 above, if passed, will empower the Manager from the date of this Annual General Meeting until the date of the next Annual General Meeting of LMIR Trust, to issue Units and to make or grant instruments (such as securities, warrants or debentures) convertible into Units and issue Units pursuant to such instruments, up to a number not exceeding, in total, 50% of the total number of issued Units (excluding treasury Units) in LMIR Trust, of which up to 20% may be issued other than on a *pro rata basis to Unitholders (excluding treasury Units, if any). For* the avoidance of doubt, the Manager may, if Ordinary Resolution 3 is passed, issue Units up to a number not exceeding 50% on a pro rata basis (which includes, without limitation, issuance of Units by way of a renounceable rights issue or a non - renounceable preferential offering).

The Ordinary Resolution 3 above, if passed, will empower the Manager from the date of this Annual General Meeting until the date of the next Annual General Meeting of LMIR Trust, to issue Units as either full or partial payment of fees which the Manager is entitled to receive for its own account pursuant to the Trust Deed.

For determining the aggregate number of Units that may be issued, the percentage of issued Units will be calculated based on the issued Units at the time the Ordinary Resolution 3 above is passed, after adjusting for new Units arising from the conversion or exercise of any Instruments which are outstanding at the time this Resolution is passed and any subsequent bonus issue, consolidation or subdivision of Units.