



mapletree  
shaping and sharing



# Lippo-Mapletree Indonesian Retail Trust (LMIR Trust)

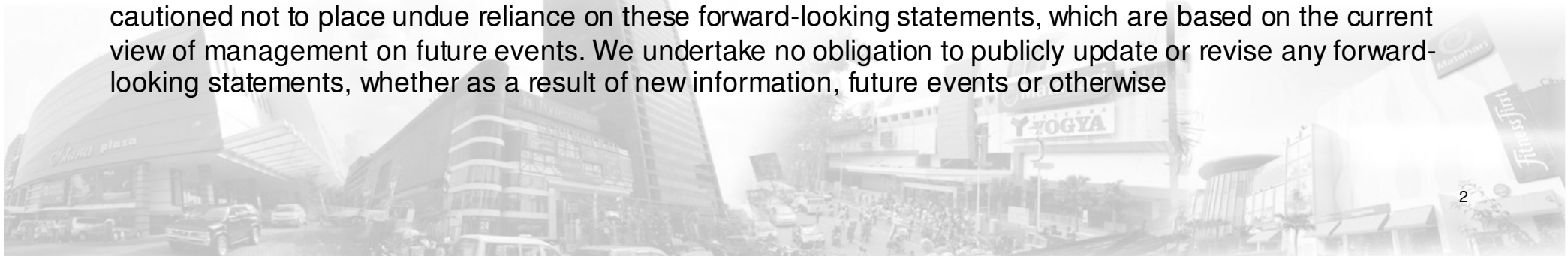
## Investor Meetings

*Singapore's First Indonesia Retail REIT*

March 2008

# 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 include, without limitation, statements relating to our profit forecast for our financial year ending 31 December 2007, and our profit projections for our financial years ending 31 December 2008 and 2009, respectively, and 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



# Presentation Team



## Chief Executive Officer

### Ms Viven G. Sitiabudi

- Former President of Lippo Karawaci
- 20 years of experience in management
- Over 10 years of listed companies CEO experience



## Chief Financial Officer

### Mr Rudi Chuan

- More than 25 years experience in finance
- 7 years of experience as financial controller of real estate entities



## Investment Manager

### Mr Jeremy Walker

- Former National Director – Retail of Jones Lang Lasalle, Australia
- More than 17 years of experience in real estate
- 12 years of focused retail real estate experience



# Agenda

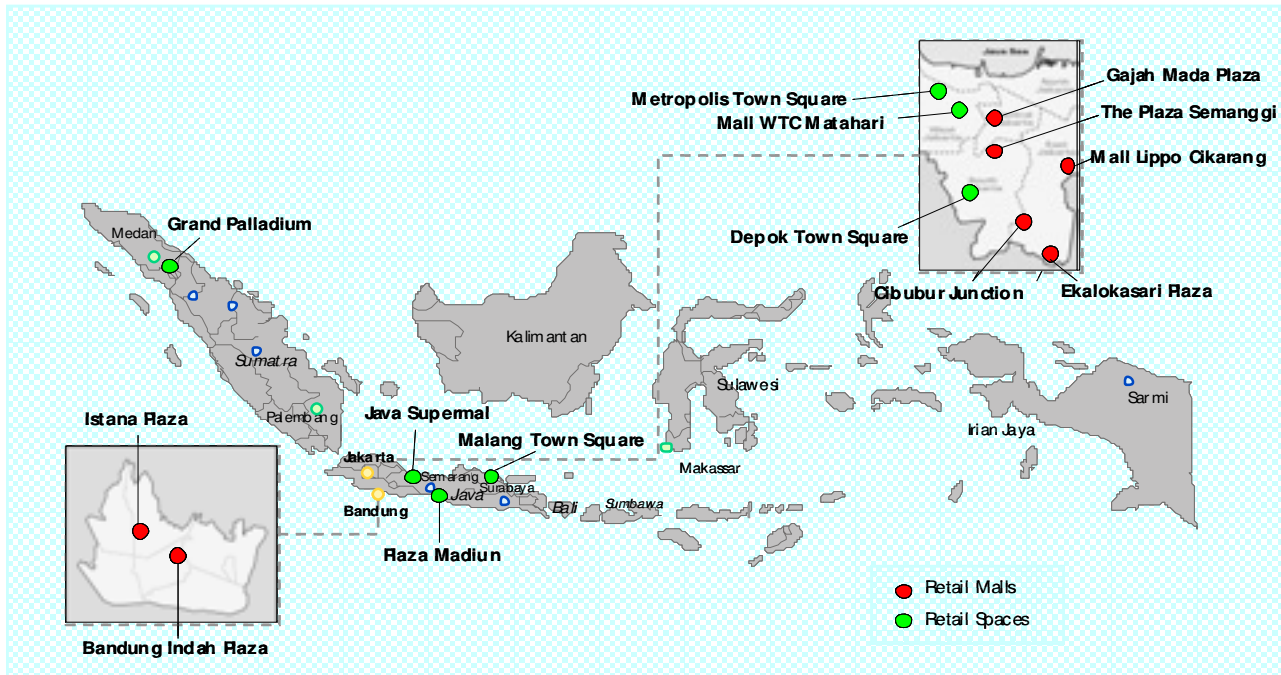
- Lippo-Mapletree Indonesia Retail Trust (“LMIR Trust”) Transaction Overview
- Overview of LMIR Trust
- LMIRT Growth Strategies
- Strong commitment & management team
- Financial Highlights
- Q&A



## Overview of LMIR Trust



# First Indonesia Retail REIT in Singapore



## Key statistics

- Portfolio of 7 quality Retail Malls and 7 Retail Spaces
- Total NLA: 313,452 sqm<sup>1</sup>
- Total valuation<sup>2</sup>: S\$1,004.7 mil
- Weighted average occupancy rate of the Retail Malls<sup>1</sup>: 91.6%
- Retail Spaces are master leased to Matahari for 10+10 years with stepped rental increments for 2007-2011 and variable rent increments for 2012-2016

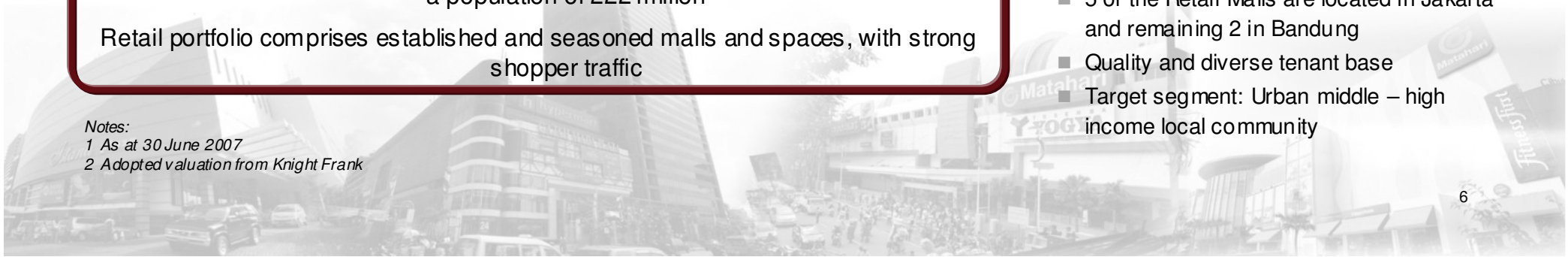
## Key characteristics

- Strategically located with large population catchment areas
- Conveniently accessible by public transportation and well connected by highways
- 5 of the Retail Malls are located in Jakarta and remaining 2 in Bandung
- Quality and diverse tenant base
- Target segment: Urban middle – high income local community

Portfolio centres on the island of Java, the most populated island in Indonesia with a population of 222 million

Retail portfolio comprises established and seasoned malls and spaces, with strong shopper traffic

Notes:  
 1 As at 30 June 2007  
 2 Adopted valuation from Knight Frank



# Quality and strategically located Retail Malls

## High Quality Retail Malls...

Gajah Mada Plaza



The Plaza Semanggi



Ekalokasari Plaza



Istana Plaza



Cibubur Junction



Mal Lippo Cikarang



Bandung Indah Plaza



## Anchored by premier local retailers...

**Matahari**

Largest retailer and department store in Indonesia

**h hypermart**

30 hypermarkets across Indonesia

**Centro Dept Store**

4 department stores across Indonesia

**RIMO**

6 department stores across Indonesia

**Giant**

14 hypermarkets across Indonesia

## Well complimented by Int'l & local specialty retailers



# Retail Spaces Master-leased to Matahari

LMIR Trust's initial portfolio will also include 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**



NLA : 11,184 sqm

**Metropolis Town Square Units**



NLA : 15,248 sqm

**Depok Town Square Units**



NLA : 13,045 sqm

**Java Supermall Units**



NLA : 11,082 sqm

**Malang Town Square Units**



NLA : 11,065 sqm

**Plaza Madiun**



NLA : 19,029 sqm

**Grand Palladium Unit**



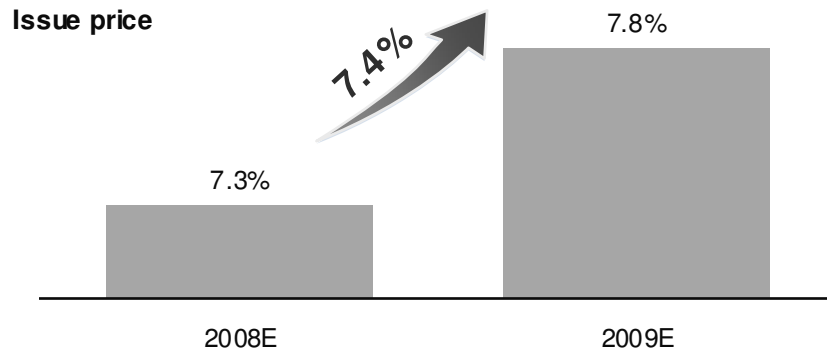
NLA : 13,417 sqm

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



# Strong and Stable DPU Growth

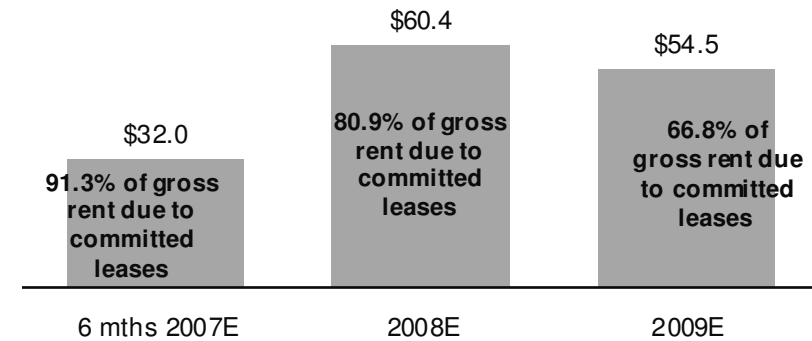
**Strong total return of 14.7%<sup>1</sup> based on organic growth only**



Note:

<sup>1</sup> Refers to returns from both distribution yield and DPU growth between 2008E and 2009E

**Majority of Gross Rent secured by committed leases (\$ million)**

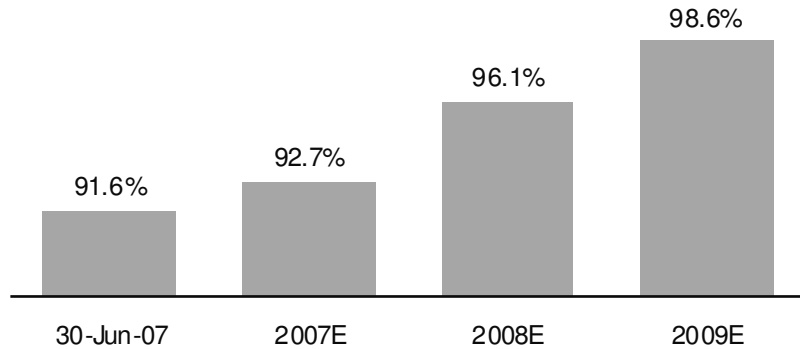


- **Strong total returns do not include new acquisitions**
- **100% income hedge for 5 years**

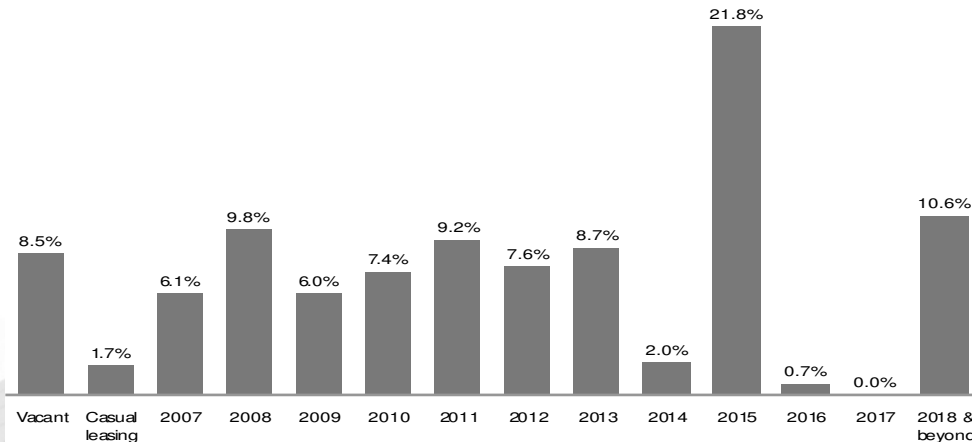


# Stable & High Occupancy Rates

Forecast weighted average occupancy rates



Tenancy lease expiry profile (by NLA) – Retail Malls only



- Quality portfolio provides earnings stability
- Active asset management strategies expected to increase occupancy from 91.6% to 98.6% by Dec 2009
- Long lease expiry profile provides organic growth opportunities
- Mixture of long-term and short term leases, provides growing & stable distributions

Strong portfolio fundamentals underpin LMIR Trust's growing & stable distributions

# LMIR Trust Growth Strategies



# A targeted Growth Strategy

## 1 Strong acquisition pipeline

- Sponsor has granted Right of First Refusal over 5 malls under development
- MOU signed to acquire 3 retail malls from third parties
- A fragmented and diverse retail market provides further acquisition growth opportunities

## 2 Asset enhancements

- 4 of the Retail Malls identified for asset enhancements are completed
- Asset enhancement plans for two Retail Malls
- Potential to enhance retail properties and create value by acquiring under-managed malls from third party owners

## 3 Organic growth

- Strong retail sales growth outlook underpinned by improving macroeconomic fundamentals
- Growing & affluent urban middle income class estimated at 66 million people
- Active portfolio management and tenant re-mixing / re-positioning strategies to capture changing consumer behaviour and preferences



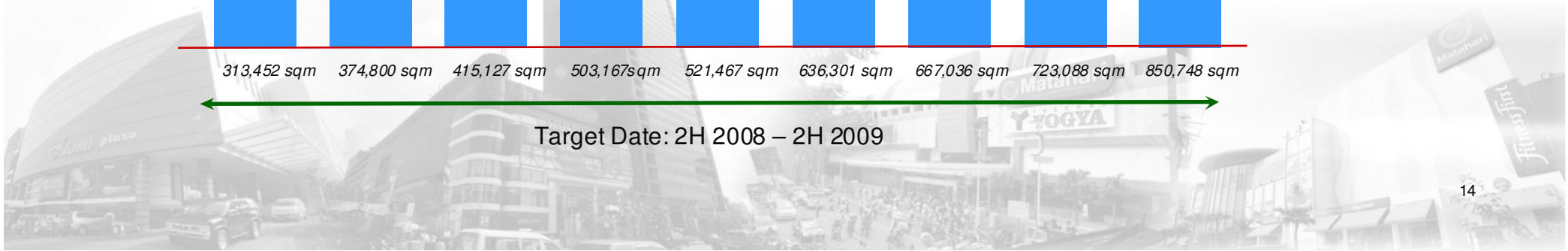
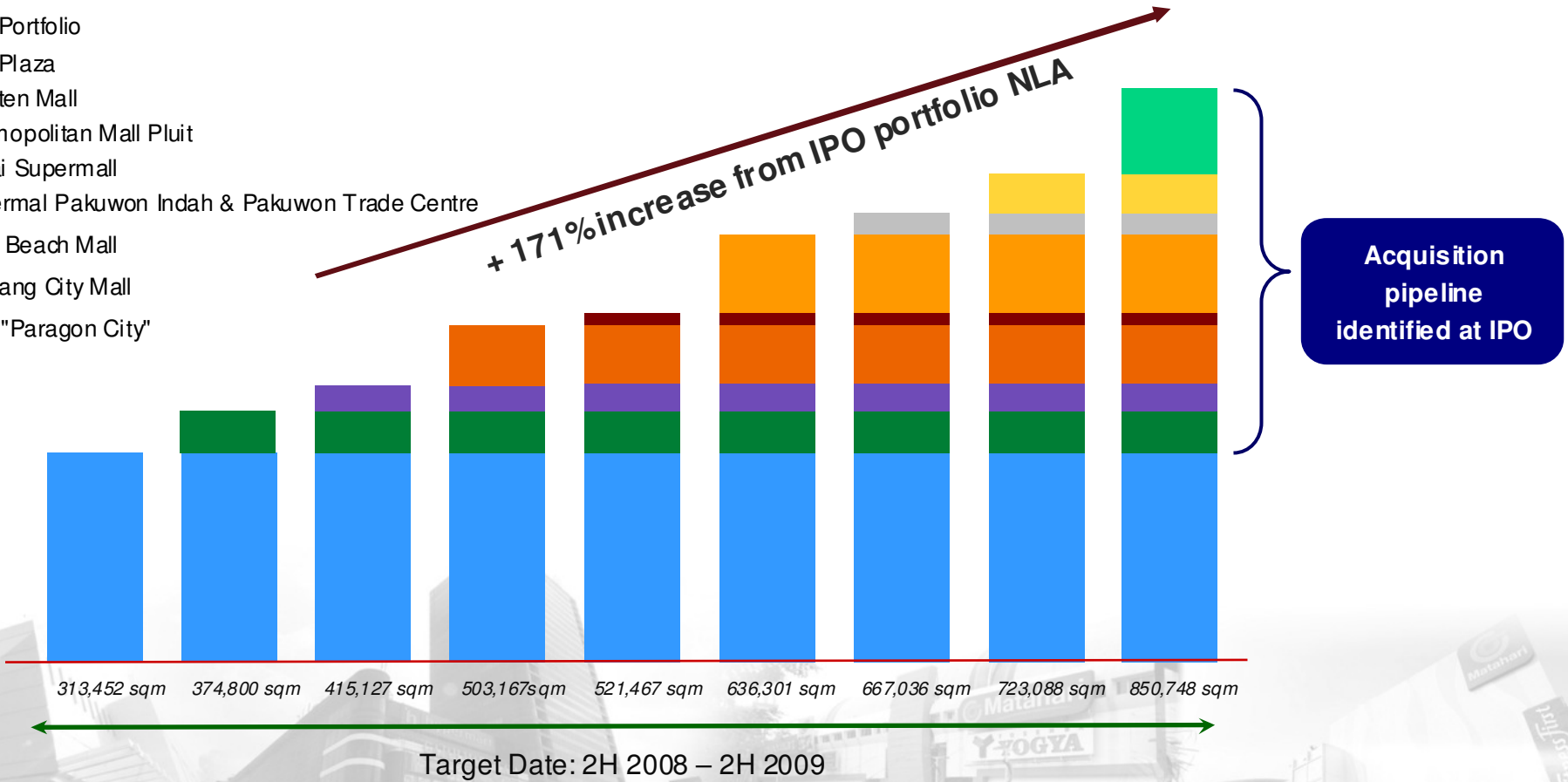
# 1 Acquisitions



# 1 Strong Acquisition Pipeline

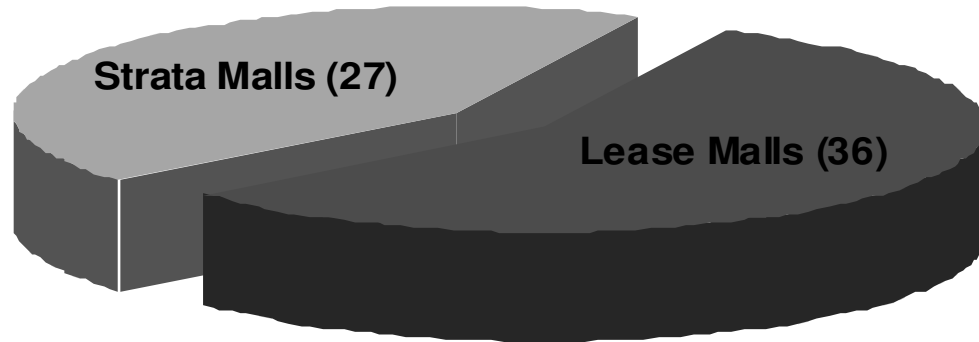
Total NLA of 537,296 sqm or 171% of IPO portfolio identified as acquisition pipeline from ROFR from Sponsor and third party acquisitions

- IPO Portfolio
- Sun Plaza
- Pejaten Mall
- Cosmopolitan Mall Pluit
- Binjai Supermall
- Supermal Pakuwon Indah & Pakuwon Trade Centre
- Kuta Beach Mall
- Kemang City Mall
- Puri "Paragon City"

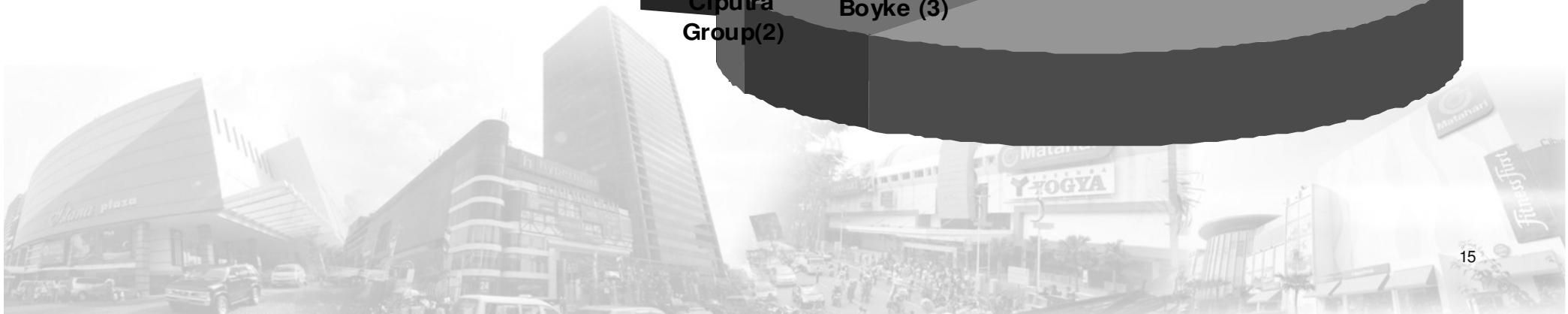
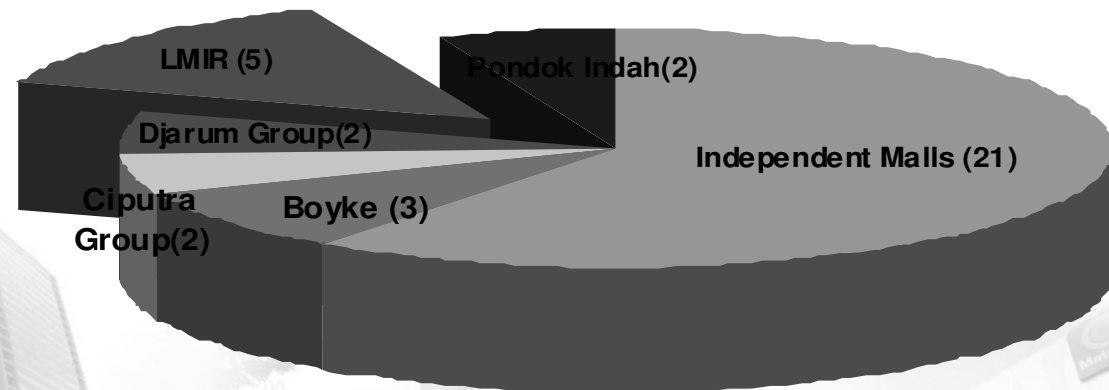


# Retail Malls in Jakarta

## Jakarta Lease and Strata Malls



## Jakarta Lease Malls



# Retail Malls in Jakarta

Jakarta - List of Malls	
Number of Malls	63
Number of Lease Malls	36
Number of Strata Malls	27

LEASE MALLS		
No	Name of Malls	Developer
1	Senayan City	Agung Podomoro (PT. Manggala Gelora Perkasa)
2	Plaza Bintaro Jaya	Ancol (PT. Jaya Realty Property.Tbk)
3	Mal Onere	Bellagio ( Megapolitan Group )
4	Sudirman Place	Boyke (PT. Aneka Bina Lestari)
5	Mal Blok M	Boyke (PT. Langgeng Ayomlestari )
6	Plaza Indonesia Ex	Boyke (PT. Plaza Indonesia Realty, Tbk)
7	Mall Metropolitan	Ciputra Group ( PT.Metropolitan Land)
8	Mal Ciputra	Ciputra Group (PT. Ciputra Sentra)
9	Grand Indonesia	Djarum Group ( PT.Grand Indonesia )
10	Mal Depok	Djarum Group (PT. Propindo Sedayu)
11	Gbubur Junction	LMIR
12	Mall Lippo Cikarang	LMIR
13	Mega Mall Pluit	PT Duta Wisata Loka
14	Ekalokasari Plaza	LMIR
15	Gajah Mada Plaza	LMIR
16	Plaza Semanggi	LMIR
17	Mal Mangga Dua	Napan (PT. Jakarta Sinar Intertrade)
18	Mal Cilandak	Navy (PT. Karya tumbuh Bersama Indo)
19	Mal Puri Indah	Pondok Indah Group (PT. Antilope Madju Puri Indah)
20	Mal Pondok Indah	Pondok Indah Group (PT. Metropolitan Kencana)
21	Cilandak Town Square	PT Graha Megaria Raya
22	Mal Arion	PT. Arta Margasakti
23	Plaza Pondok Gede	PT. Budikencana Megahjaya
24	Sport Mall	PT. Gamma Investa Lestari
25	Plaza BSD	PT. Indo realty Suryapersada
26	Mal Taman Anggrek	PT. Mulia Intipelangi
27	Plaza Blok M	PT. Pakuwon Sentosa Abadi
28	Plaza Atrium	PT. Plaza Adika Lestari
29	Plaza Senayan	PT. Senayan Trikarya Sempana
30	Mal Sunter	PT. Sola Sandimas
31	Plaza Gbubur	PT. Surya Spektrum Inti
32	Mal Artha Gading	PT. Swadaya Pandrauha
33	Mal Matahari ( Puri Daan Mogot )	PT.Fajar Surya Perkasa
34	Mal Kalibata	PT.Tribandana Bina Sarana
35	Supermal Karawaci	Salim Group (PT. Supermal Karawaci)
36	Mal Kelapa Gading	Summarecon Group (PT. Summarecon Agung)





## 2 Asset enhancements



# Asset Enhancement – Update

Asset enhancement initiatives to create an additional 22,550 sqm by second half of 2007

## Bandung Indah Plaza



Walkway (before)



Alfresco dining (after)



Disjointed buildings (before)



Adjoining floors (after)

- Enhancement work completed in 2007
- NLA increased 3,843 sqm to 30,315 sqm
- 88.98% centre occupancy rate as at January 2008
- New committed rents S\$45.4/sqm (above projection)
- Asset enhancement works enable specialty base rent to increase by 300%

## Mal Lippo Cikarang



Hypermart



Hypermart



Hypermart

- NLA increased 10,694 sqm to 28,688 sqm
- Newly created space has been fully leased
- 97.70% centre occupancy rate as at January 2008

# Asset Enhancement – Update

Asset enhancement initiatives to create an additional 22,550 sqm by second half of 2007

## Ekalokasari Plaza



CINEMA 21



3<sup>rd</sup> Floor Lobby



Food Court



Food Court

- NLA increased 5,013 sqm to 25,600 sqm
- 90.50% occupancy rate as at January 2008
- Newly created area includes cinema, food court, and gymnasium

## The Plaza Semanggi



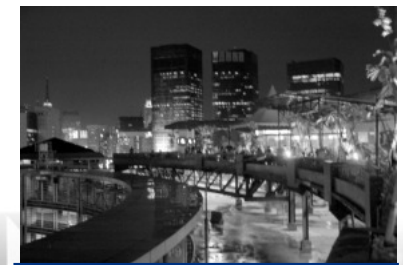
Plangi Sky Dinning (day)



Plangi Sky Dinning (day)



Plangi Sky Dinning (night)



Plangi Sky Dinning (night)

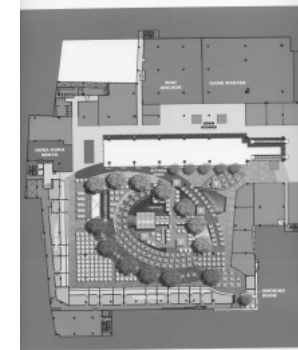
- NLA increased by 3,000 sqm to 61,685 sqm
- 96.80% occupancy rate as at January 2008
- Opened in February 2008

# Newly Identified AEI Work

## Proposed asset enhancement plans to increase rent income by S\$1.114 mil per annum

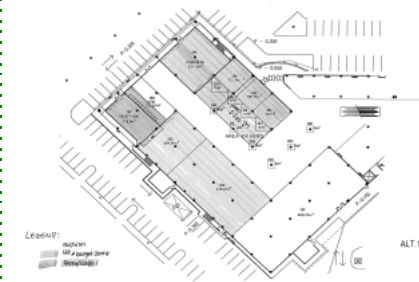
### Istana Plaza

- 99.60% occupancy rate as at January 2008
- Propose to convert an existing ice skating rink into specialty units
- 451.43 sqm of NLA will be converted from the 956 sqm proposed area
- Projected rents S\$46.15/sqm vs. current rents 9.38/sqm per month (incremental rental income of S\$142,400 per annum)
- Estimated costs of S\$392,000, ROI of 36%
- AE work to be completed in approximately 8 months, expected to be occupied by 10/2008



### Mal Lippo Cikarang

- 97.70% occupancy rate as at January 2008
- Propose to convert an existing supermarket into an area for big tenants and specialty units
- 1930 sqm of NLA will be converted from the 2,243 sqm proposed area
- Projected rents S\$17/sqm vs. current rents S\$9.5/sqm per month (incremental rental income of S\$138,138 per annum)
- Estimated costs of S\$291,150, ROI of 47%
- AE work to be completed in approximately 8 months, expected to be occupied in early 2009
- Propose to build an alfresco dining restaurant
- Additional 3,020 sqm of NLA will be created
- Projected rents of S\$23/sqm vs. current average rents of S\$26.5/sqm per month (incremental rental income of S\$833,520 per annum)
- Estimated costs of S\$2,577,850, ROI of 32%
- AE work to be completed in approximately 9 months, expected to be occupied in early 2009



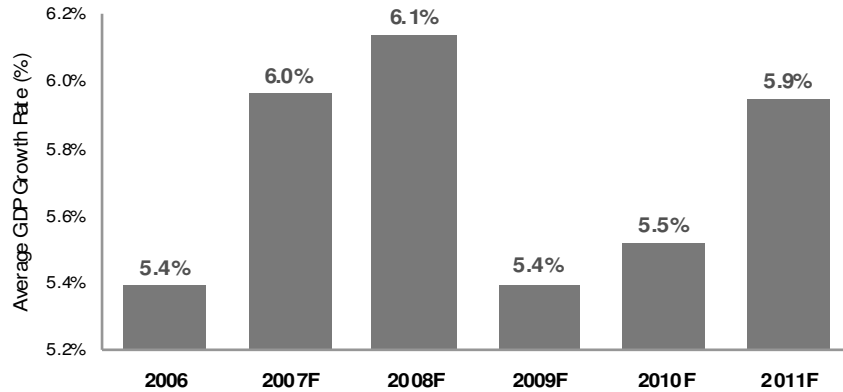
### 3 Active asset management



2

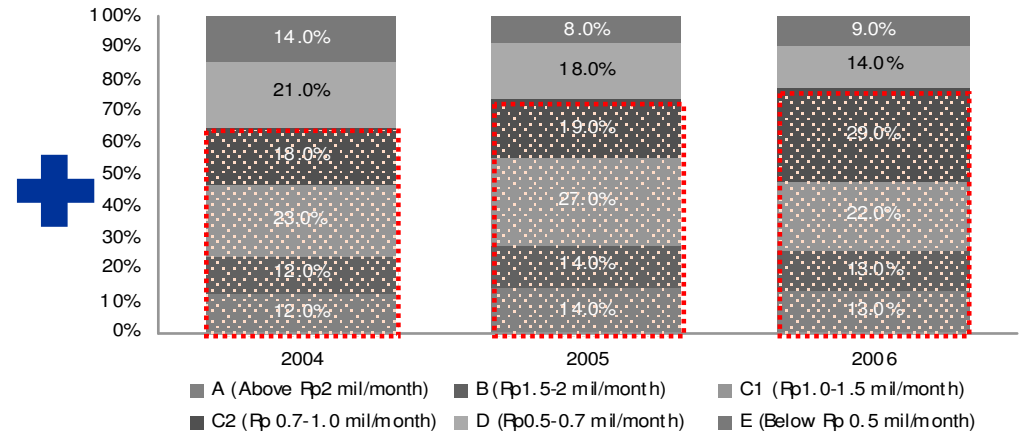
# Organic Growth – Exposure to the Growing Indonesian Retail Sector

**Average real GDP growth of 5.7% over next 5 years**



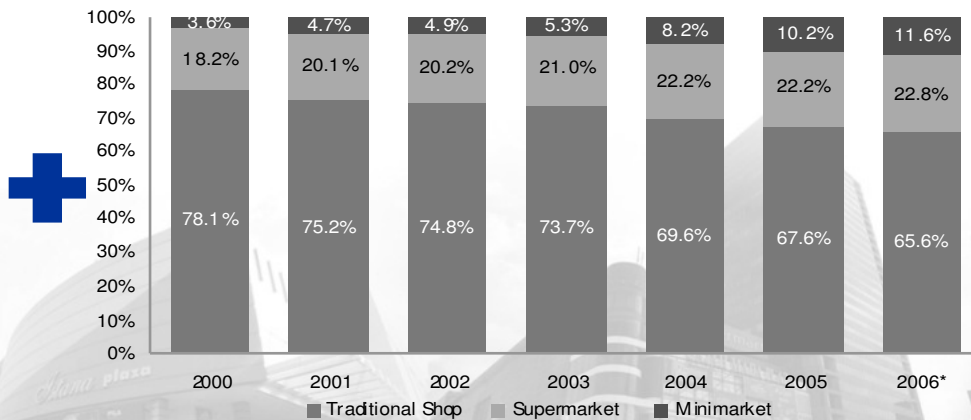
Source: Economic Intelligence Unit

**Significant growth of urban middle income class from 65% to 77% of population over the last 3 years**



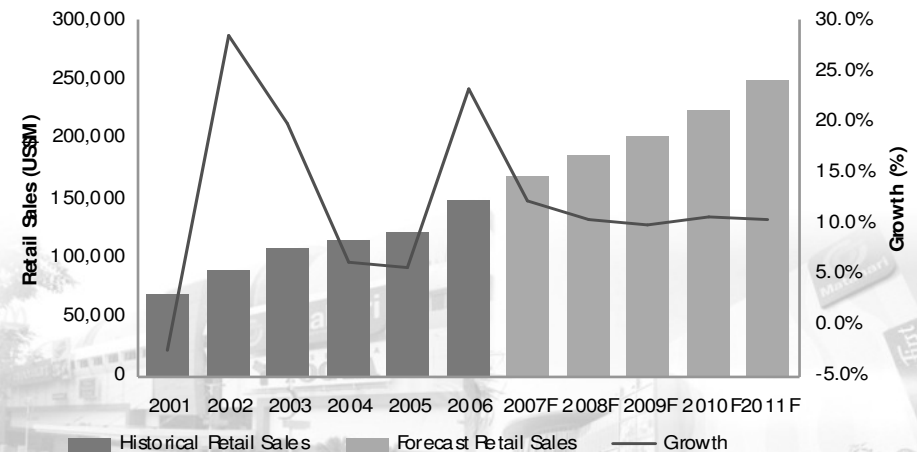
Source: ACNielsen

**Increasing acceptance of modern retail shopping formats**



Source: ACNielsen

**Expected growth in retail sales averaging 11%p.a. to 2011**



Source: Economic Intelligence Unit

## Strong Commitment & Experience Management Team



# Strong Commitment by the Lippo Group



①

Right of first refusal over future developments and offers

②

Strategic stake in LMIR Trust & management fee in units

③

Rental guarantee over newly created & untenanted spaces

④

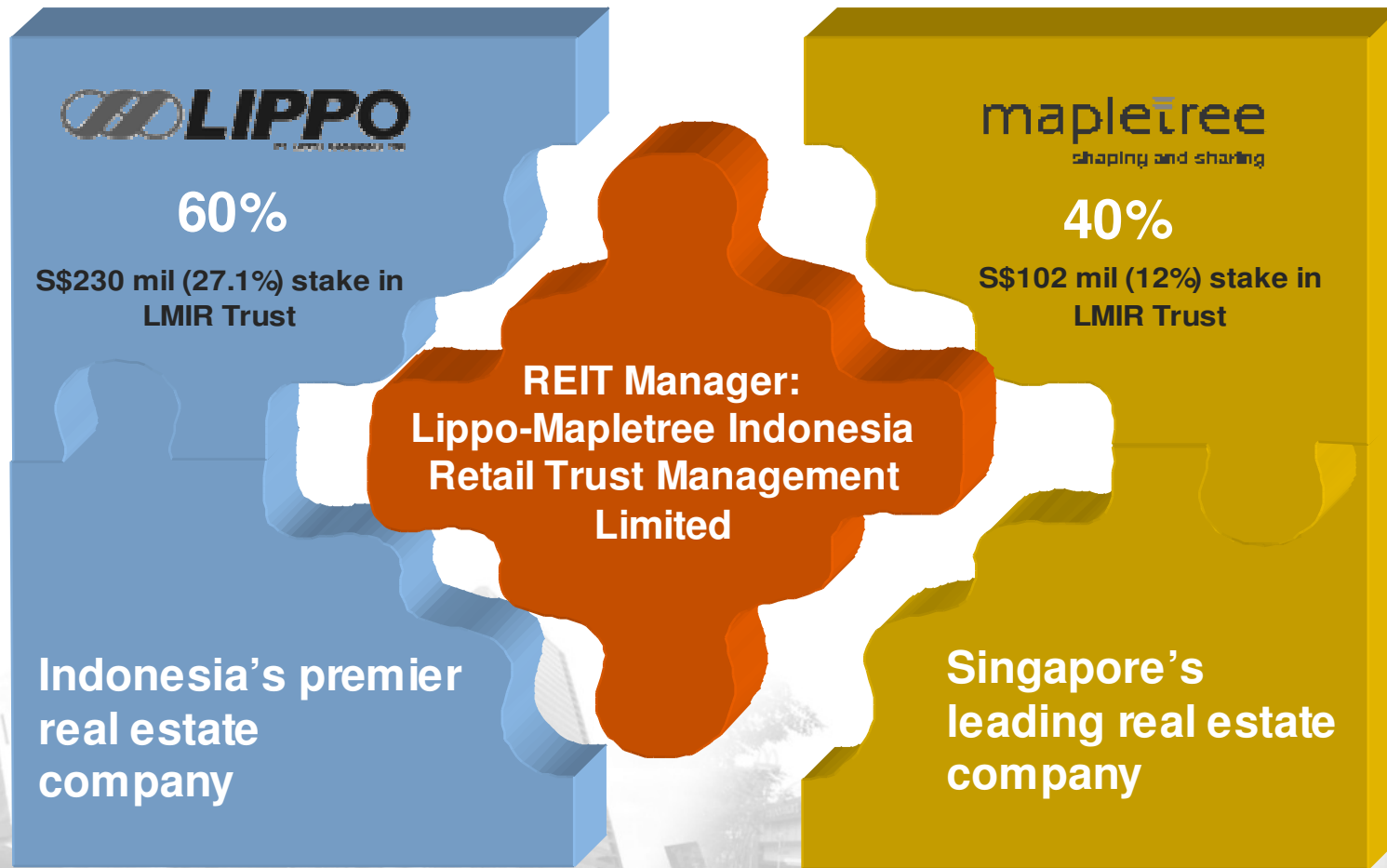
Operating cost subsidy, if needed





# Manager of LMIR Trust: LMIR Trust Management Ltd

## Partnership between two leading real estate forces



# Experienced Management Team with Deep Indonesian and Retail Experience



## Chief Executive Officer

**Ms Viven G. Sitiabudi**  
Chief Executive Officer



- Former President of Lippo Karawaci
- 20 years of management, marketing and sales experience
- Over 10 years of listed companies CEO experience
- 15 years with the Lippo Group in senior positions



## Chief Financial Officer

**Mr Rudi Chuan Hwee Hiow**  
CFO, Investor Relations & Compliance Manager



- More than 25 years experience in finance
- Last 7 years in financial controller capacity in real estate entities
- Former SVP (Finance & Accounting) of Macquarie Pacific Star Prime REIT Management Ltd



## Asset Manager

**Mr Andreas Kartawinata**



- Over 20 years experience in real estate operations and business development
- Over 13 years of retail mall management experience
- Chair man of the Indonesia Mall Association



## Investment Manager

**Mr Jeremy S. Walker**

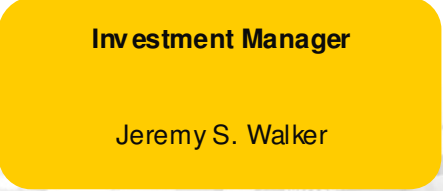
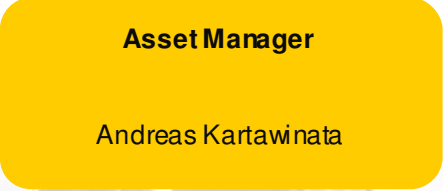
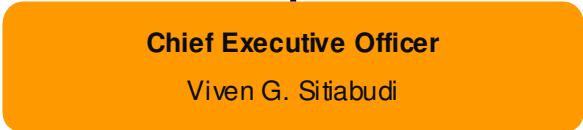


- Former National Director – Retail of Jones Lang Lasalle, Australia
- More than 17 years experience in real estate with 12 years focused on retail
- Significant experience in acquisitions, divestment, asset management, marketing and leasing of retail malls

# Reputable & Experienced Board



- 3 x **Independent Directors**
- 2 x Non-Executive Directors from **Mapletree** senior management
- 3 member **Audit Committee** made up of **Independent Directors**
- Committed to highest corporate governance standards & transparency



**Note**  
<sup>1</sup> Audit Committee members  
<sup>2</sup> Chairman of Audit Committee



# Financial Highlights



# LMIR Trust Distribution Flow

## From the Singapore SPCs to LMIR Trust

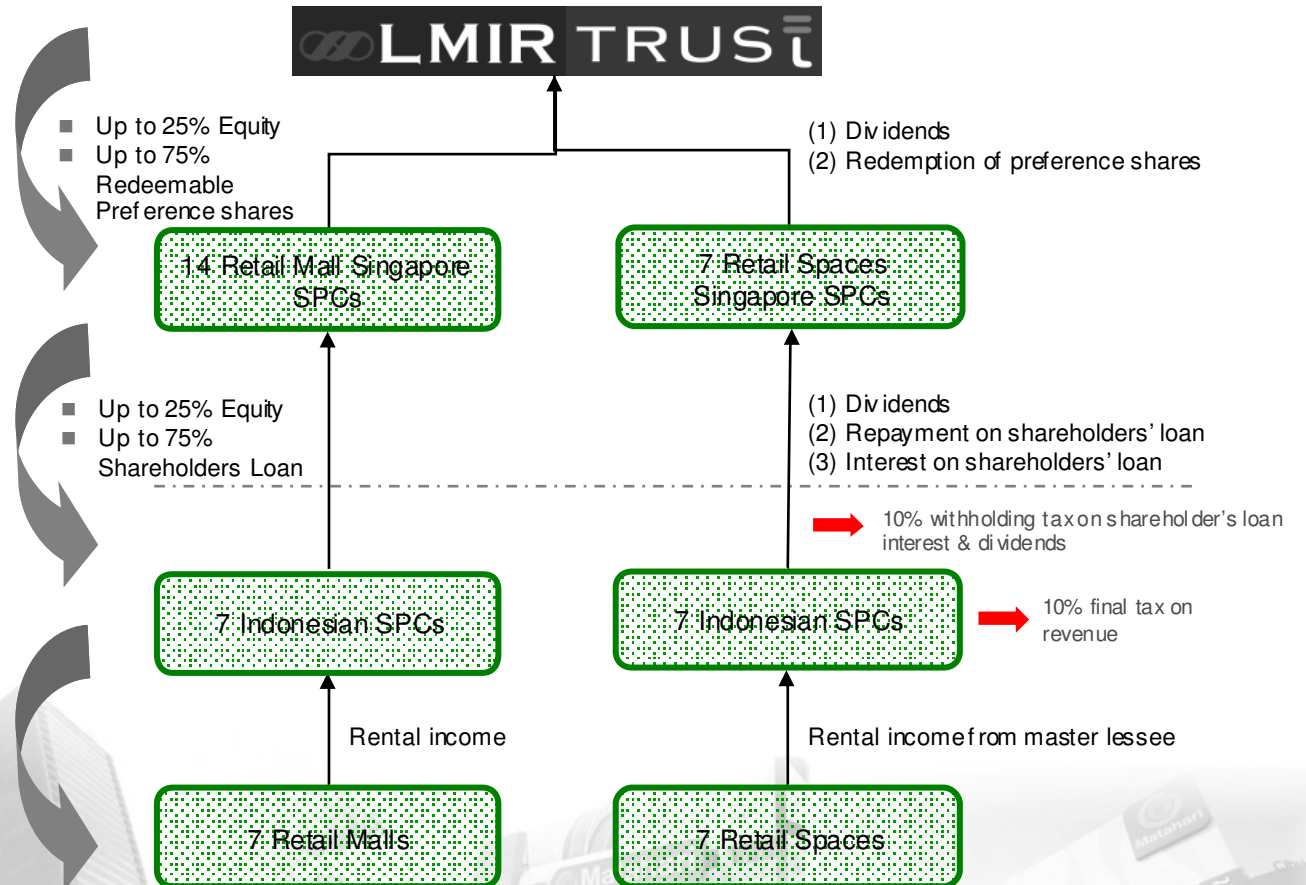
- Singapore SPCs capitalised by up to 25% equity and up to 75% redeemable preference shares
- Redeemable preference shares closely matches the value of shareholders' loans extended from Singapore SPCs to Indonesia SPCs

## From the Indonesian SPCs to the Singapore SPCs

- Indonesian SPCs capitalised by up to 25% equity and up to 75% shareholders loan
- Dividend and interest payment subject to withholding tax (10%)

## From the properties to the Indonesian SPCs

- Rental income from tenants subject to final income tax of 10%



# Key Financial Highlights

## Forecast & Projected DPU<sup>1</sup>

- 2007E<sup>2</sup>

- 2008E

- 2009E

2.74 cents

5.84 cents

6.27 cents

## Net Asset Value (NAV)

S\$0.91

## Gearing @ IPO

0%

## (Discount) to NAV<sup>1</sup>

(12.1%)

Note:

1 Based on issue price of S\$0.80

2 For 6 months (Jul 2007 – Dec 2007)

# Risk & Capital Management Strategy

## Prudent risk and capital management

### Income hedging

- Distributions fully hedged for 5 years from Listing Date
- Hedge to be “top-up” on a rolling basis thereafter for existing and new acquisitions
- Capital is not hedged

Provides flexibility for investors to hedge individual capital risk

Allows investors to benefit from Rp\$ appreciation

### Significant debt headroom

- 0% gearing at IPO
- Debt headroom of approximately S\$600<sup>1</sup> mil, assuming 35% gearing limit<sup>2</sup> provides future acquisition funding flexibility

Debt headroom of approximately S\$600<sup>1</sup> mil assuming 60% gearing limit<sup>2</sup> if credit rating is obtained

#### Note

<sup>1</sup> Assuming 100% debt financing

<sup>2</sup> Based on MAS Property Fund Guidelines



# Alignment of Interest With Unitholders

Performance based management fees designed to align management's interests with unitholders<sup>1</sup>

100% of Performance fee to be paid in Units for the Forecast Period and Projection Years

## Base Fee

- 0.25% per annum of the value of the Deposited Property

## Performance fee

- 4.0% per annum of the Net Property Income

## Acquisition fee

- 1% of the acquisition price of the acquired properties

## Property Management fees

- 2.0% per annum of Gross Revenue
- 2.0% per annum of Net Property Income
- 0.5% per annum in lieu of leasing commissions

Note

<sup>1</sup> The Manager may elect to receive the fees in cash or Units or a combination of both at its sole discretion after the Forecast Period 2007 and Projection Years 2008 and 2009



# Key Investment Highlights

