



Annual General Meeting

16 June 2020



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. The value of units in LMIRT ("Units") and the income derived from them may fall as well as rise. The Units are not obligations of, deposits in, or guaranteed by, LMIRT Management Ltd, as manager of LMIR Trust (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.

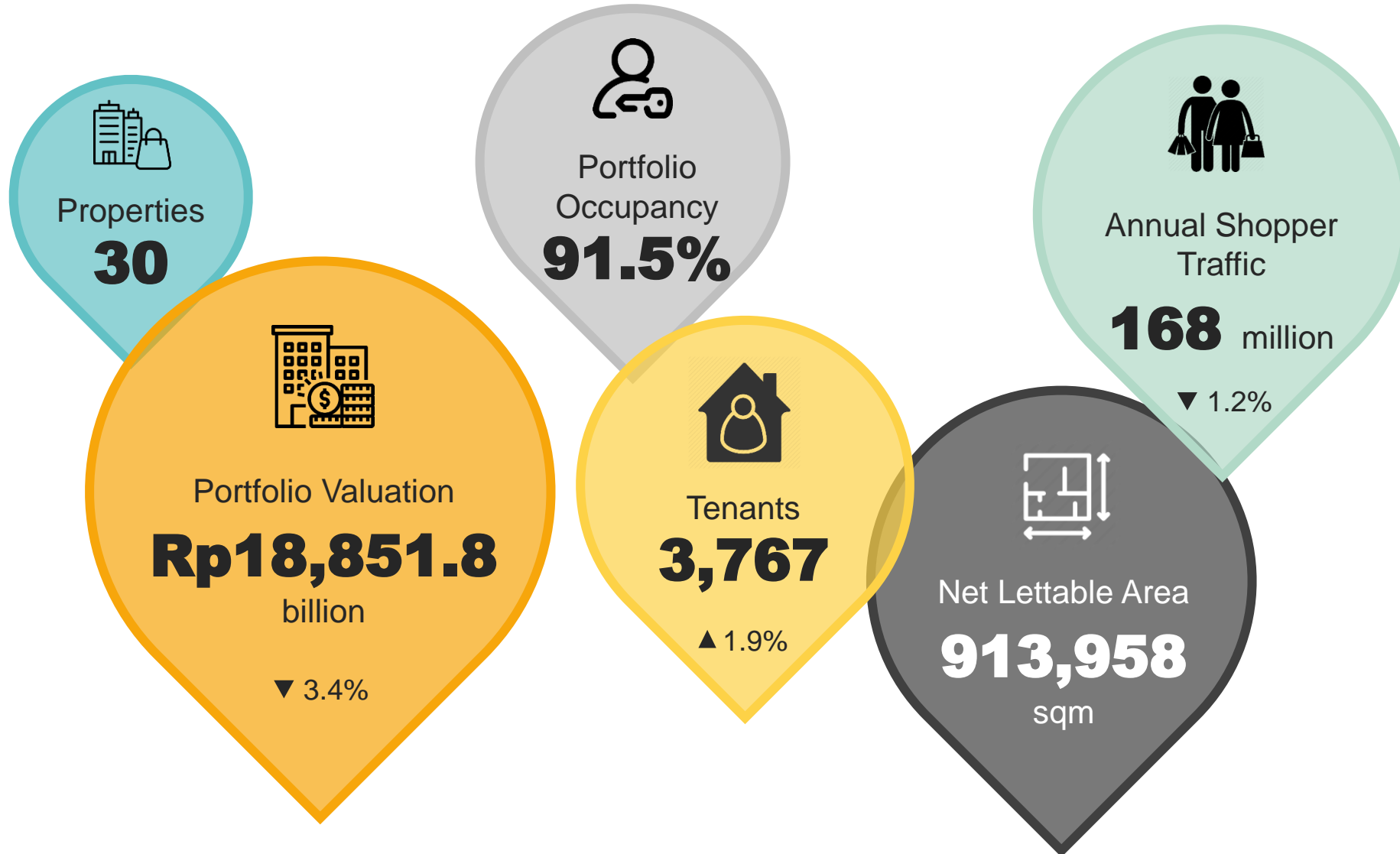
Investors have no right to request the Manager to redeem their Units while the Units are listed. It is intended that Unitholders may only deal in their Units through trading on Singapore Exchange Securities Trading Limited. Listing of the Units on the SGX-ST does not guarantee a liquid market for the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

This document is for information only and does not constitute an invitation or offer to acquire, purchase or subscribe for the Units. The past performance of LMIRT is not necessarily indicative of the future performance of LMIRT.



Portfolio Overview

A Snapshot



Portfolio Overview

Strategically located across Indonesia:

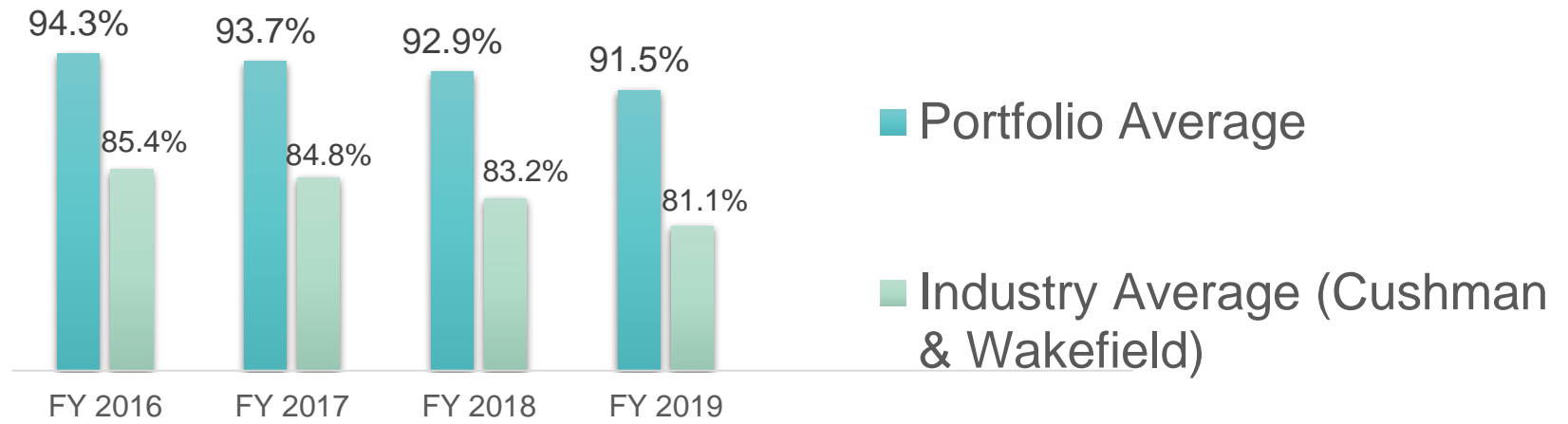
23 Retail Malls

7 Retail Spaces

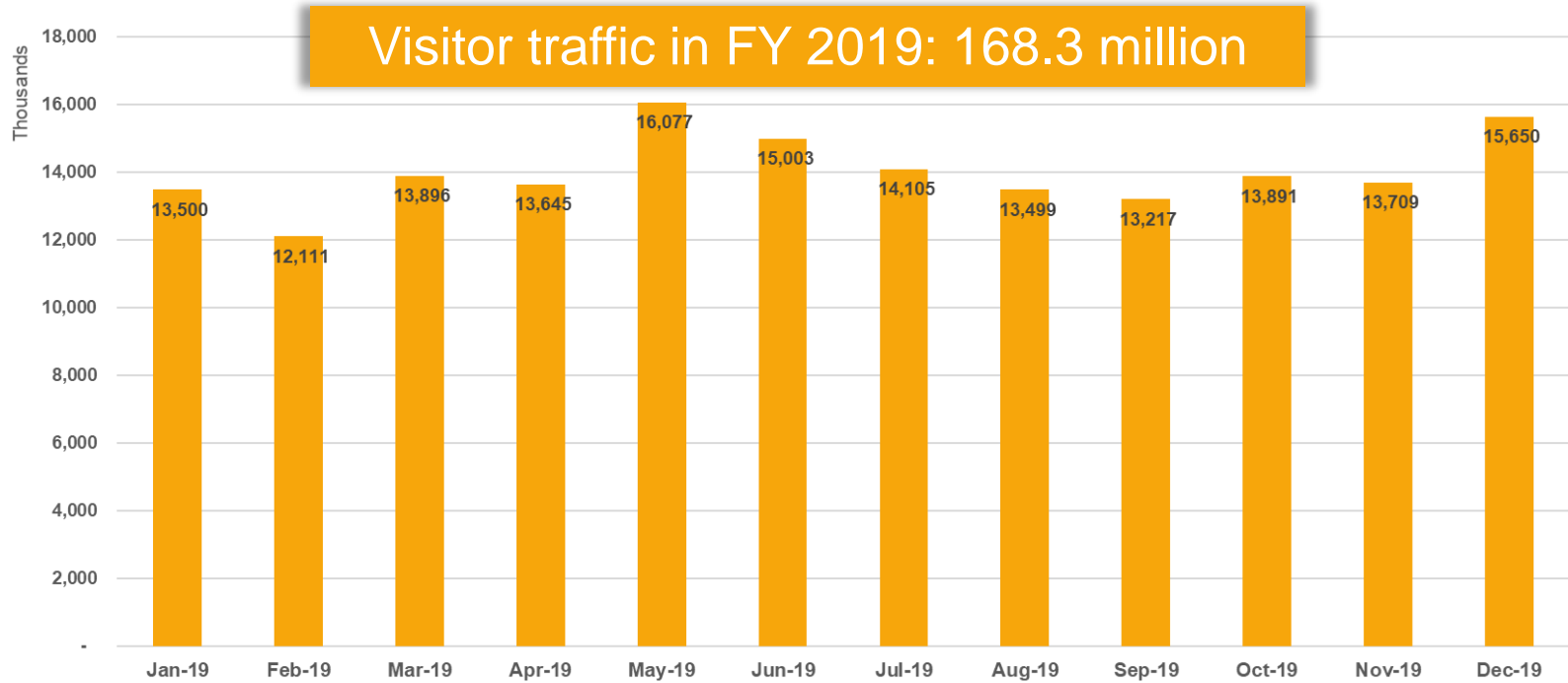


○ Retail Malls ○ Retail Spaces

High Occupancy Rate compared to Industry

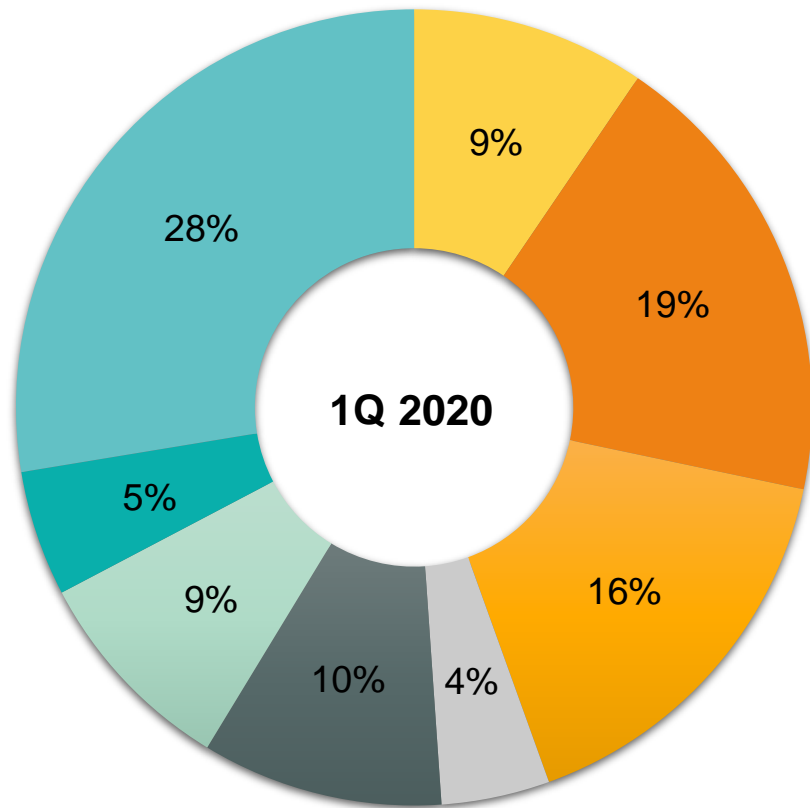


Stable Daily Visitor Traffic

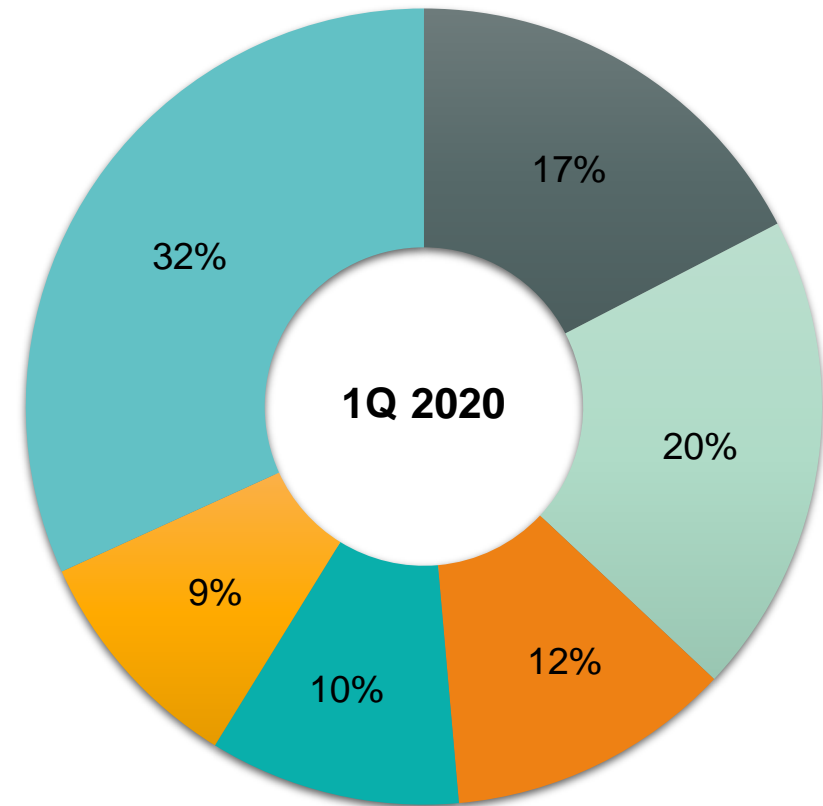


Diversified Tenant Sectors Reduces Concentration Risk

Trade Sector Breakdown by Gross Revenue*



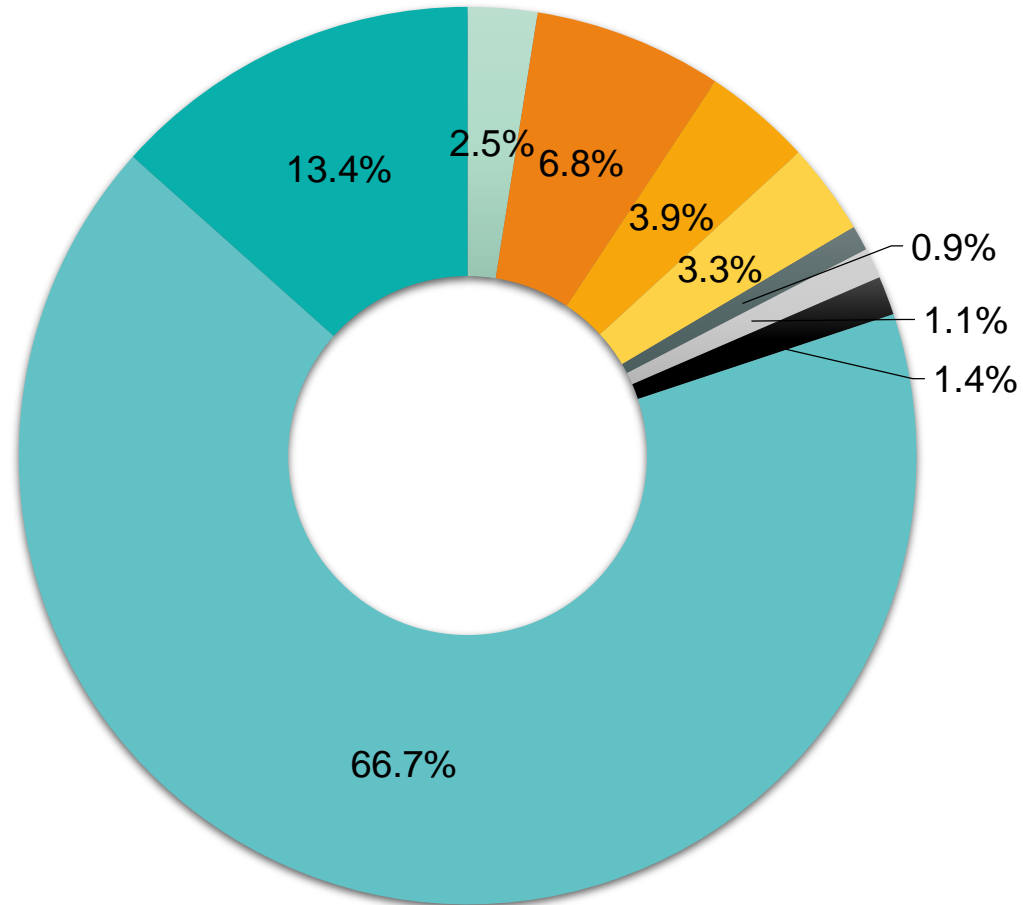
Trade Sector Breakdown by Net Lettable Area



- Casual Leasing
- F&B/Food Court
- Fashion
- Parking
- Department Store
- Supermarket/Hypermarket
- Leisure & Entertainment
- All Other Sectors

* Exclude other rental income and utilities recovery

Diversified Quality Tenants Reduces Concentration Risk



Contribution of Tenants to Gross Revenue
– No single party contributes more than 10% to gross revenue

- LK Master Leases
- Matahari
- Hypermart
- Sky Parking
- Cinemaxx
- Timezone
- Other Related-Party Tenants
- Non-Related Party Tenants
- Utilities Income



Financial Highlights

Improved Financial Highlights

	S\$'000			Rp'million		
	FY 2019	FY 2018	% Change	FY 2019	FY 2018	% Change
Gross Rental Income	155,259	155,215	-	1,602,944	1,641,639	(2.4)
Total Gross Revenue	273,001	230,299	18.5	2,818,551	2,435,769	15.7
Net Property Income	↑ 176,205	164,967	6.8	1,819,197	1,744,782	4.3
Income Available for Distribution to Unitholders	68,250	58,415	16.8			
Distribution to Unitholders	64,850	58,415	11.0			
DPU (Singapore cents)	↑ 2.23	2.05	8.8			

The Trust achieved better financial performance in FY19 and increased DPU to Unitholders

Balance Sheet – Solid Underlying Fundamentals

S\$'million	31 March 2020	31 December 2019
Non Current Assets	1,571.4	1,712.8
Cash and Cash Equivalents	145.7	109.7
Other Current Assets	160.5	190.5
Total Debt	789.8	721.7
Other Liabilities	189.3	215.4
Total Equity	898.5	1,075.9
Gearing Ratio	42.1%	35.9%
Total Units In Issue (million)	2,926.8	2,894.9
Net Asset Value per unit (in cents)	22.00	28.20

The Trust's Balance Sheet weakened in 1Q 2020 due to Rupiah's sharp depreciation which has since recovered

Key Highlights for 2019

❑ **Strategic Acquisition**

On 12 March 2019, LMIRT entered into a conditional sales and purchase agreement (the “CSPA”) with a wholly-owned subsidiary of PT Lippo Karawaci Tbk, the Sponsor of LMIR Trust, for the proposed acquisition of Lippo Mall Puri

❑ **Capital Management**

On 13 June 2019, LMIRT Capital Pte. Ltd., the Trust’s wholly-owned subsidiary, successfully issued its first US\$250 million 5-year Guaranteed Senior Notes. The Notes are also Asia-Pacific’s first U.S. dollar high-yield bond issued by a REIT

Key Highlights for 2019

❑ **Inaugural Divestment – Recycling of Capital**

On 30 Dec 2019, LMIRT entered into a CSPA with PT NWP Retail, a joint venture between Warburg Pincus and PT City Retail Developments to divest Pejaten Village and Binjai Supermall, marking the Trust's inaugural divestment since the Trust's listing in 2007

❑ **Creating Value for Unitholders**

Achieved a total return of 35% for unitholders, outperforming the average total returns of 23% generated within the S-REIT market in 2019



Looking Ahead

Leading Through the Pandemic

Current Reality

- ❑ Unprecedented global Economic Crisis leading to impact on retail discretionary spending
- ❑ Every Crisis has a beginning, middle and an end. We will get through it
- ❑ The Pandemic affects everyone – Landlords, Tenants, Consumers. This creates opportunities for partners to work together

Solid fundamentals of our quality retail malls **have not changed..** it's about **proactively managing with flexibility** through the changing stages of the Pandemic

Leading Through the Pandemic

Management Approach

- ❑ Strategic focus balancing liquidity, stability and flexibility
- ❑ Health and Safety is paramount
- ❑ Proactive Retailer engagements focusing on future occupancy rate and collections
- ❑ Proactive and transparent communication with all stakeholders
- ❑ Strategic growth opportunities often appear during a crisis

Solid fundamentals of our quality retail malls **have not changed**.. it's about **proactively managing with flexibility** through the changing stages of the Pandemic

Strategic Direction of LMIRT

Solid Business Foundation

- ❑ Growing Middle Class in Indonesia whose population enjoy shopping!
- ❑ Retail Malls underpinned by well populated trade areas and retail mix
- ❑ Reputation of Lippo Malls Branding - Largest Mall player in the market with a dedicated Indonesian management team
- ❑ Solid relationships with our Capital management partners – Banks, Equity and Debt Investors

Strategic direction remains **unchanged** to **maximise** the **long term asset value** of our high quality well located retail assets that our shoppers regularly enjoy resulting in **regular and stable distributions** to our Unitholders

Strategic Direction of LMIRT

Future Strategy Building on this Foundation

- ❑ Deliver our Vision by returning to regular and stable distributions as soon as prudent
- ❑ Divestment of Malls that are accretive to the Trust
- ❑ Growth of Funds under Management in strategic locations
- ❑ Capital Management strategies for stability and growth
- ❑ Value add retail trends and concepts to support our mall business

Strategic direction remains unchanged to maximise the long term asset value of our high quality well located retail assets that our shoppers regularly enjoy resulting in regular and stable distributions to our Unitholders

Favourable Indonesian Retail Outlook

Strong Middle-Income Growth

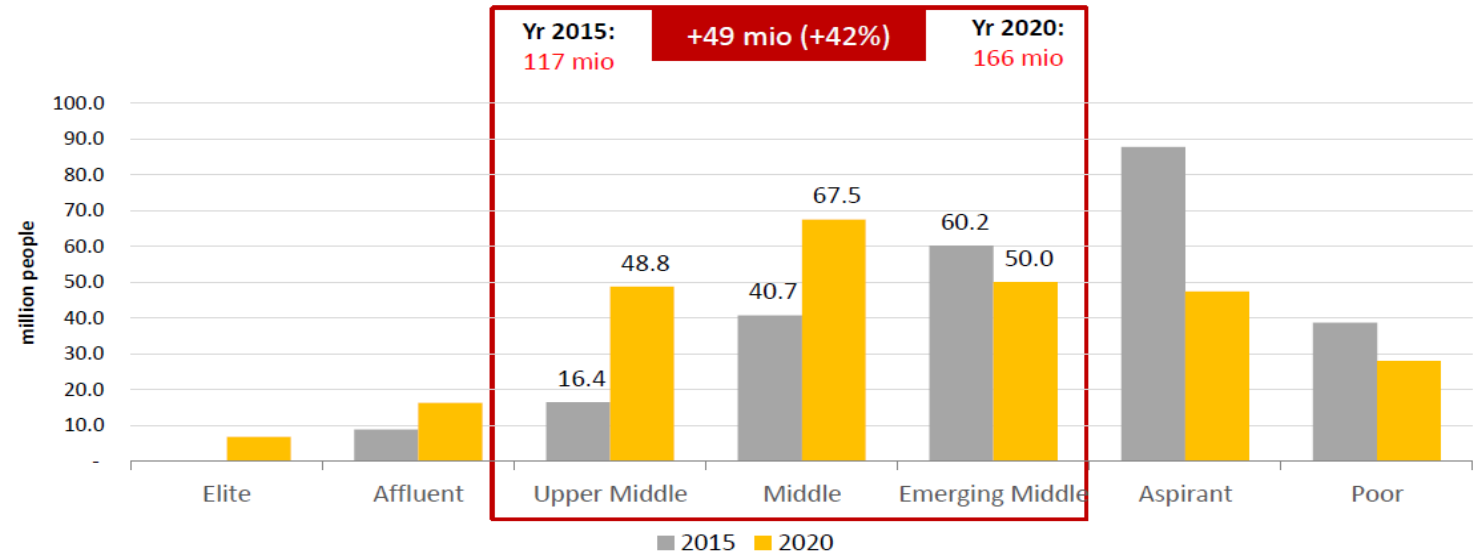
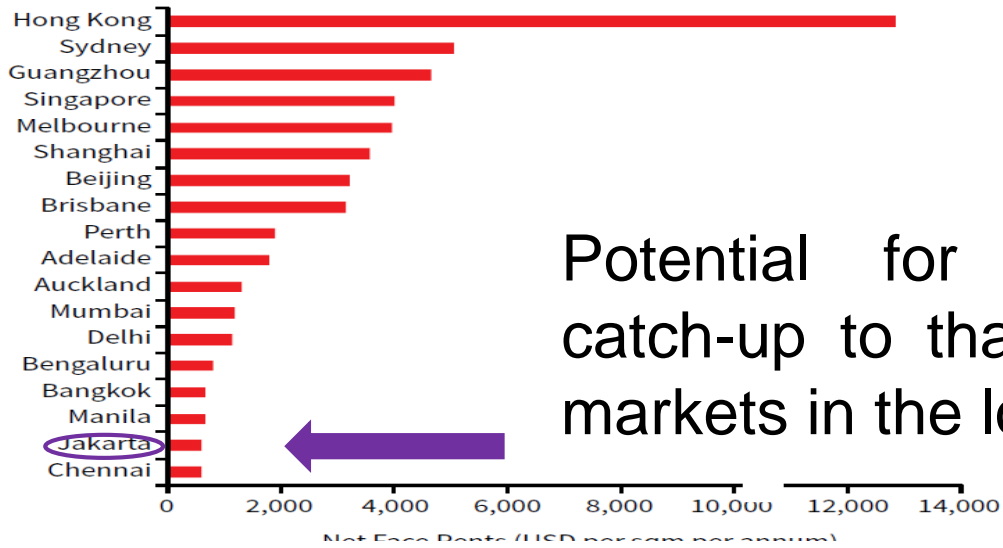


Figure 1: Asia Pacific Shopping Centre Rents, 1Q20



Potential for rents to catch-up to that of other markets in the long term

Source: Markplus Insight, Jones Lang LaSalle, The Retail Index 1Q2020

Nielsen Report on Impact of Covid-19 on Mall Visit Behaviour in Jakarta

SUMMARY

49%



Despite the COVID-19 Pandemic, half of the respondents still visited the mall mainly to buy their **household needs** – groceries and medicines/vitamins.

84%



Even though the intention to visit the mall is much higher when the pandemic is over, it still needs time to be back to normal.

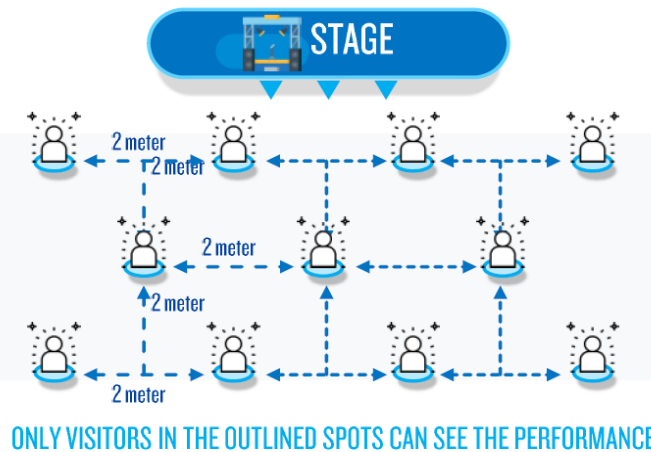
The trust that mall managements will do extra effort for **sanitations and safety** is one of their main reasons for people to visit the malls in the future once the pandemic is over.

ONCE THE PANDEMIC IS OVER, VISITORS ARE EXPECTING MALLS MORE FOR A PLACE FOR REFRESHING.

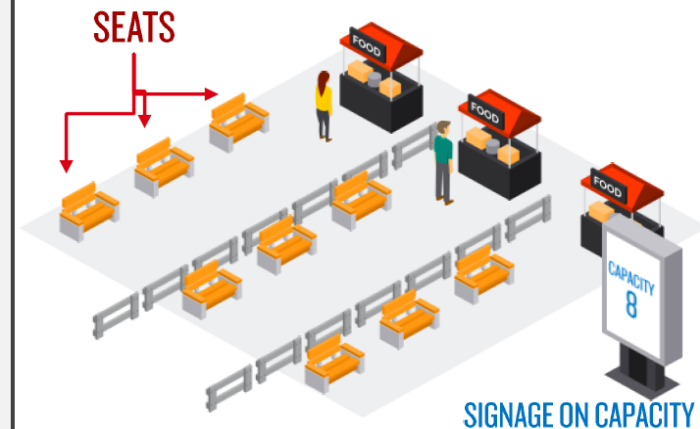
FREE SPACES (USUALLY USED FOR BAZAAR)
FOR WALKING SPACE



SPACES FOR LIVE MUSIC/ENTERTAINMENT
WITH SPOT GUIDANCE:



PROVIDE SEATS FOR QUEUING
IN ENTRANCE INSIDE MALL



Covid-19 Impact on LMIR Trust

The Onset of the Pandemic in Indonesia

- ❑ 31 March - Government declared a Covid-19 public health emergency
 - Large-scale social restrictions (PSBB) imposed alongside regional quarantines
- ❑ As at 15 June 2020, it has over 39,294 cases and 2,198 deaths, and over 15,123 have recovered
- ❑ End March – LMIRT announced the temporary closure of all 23 retail malls and 7 retail spaces, except for essential services which remain open but at shorter operating hours - 11am to 6pm. These closures have been extended in accordance with provincial regulations

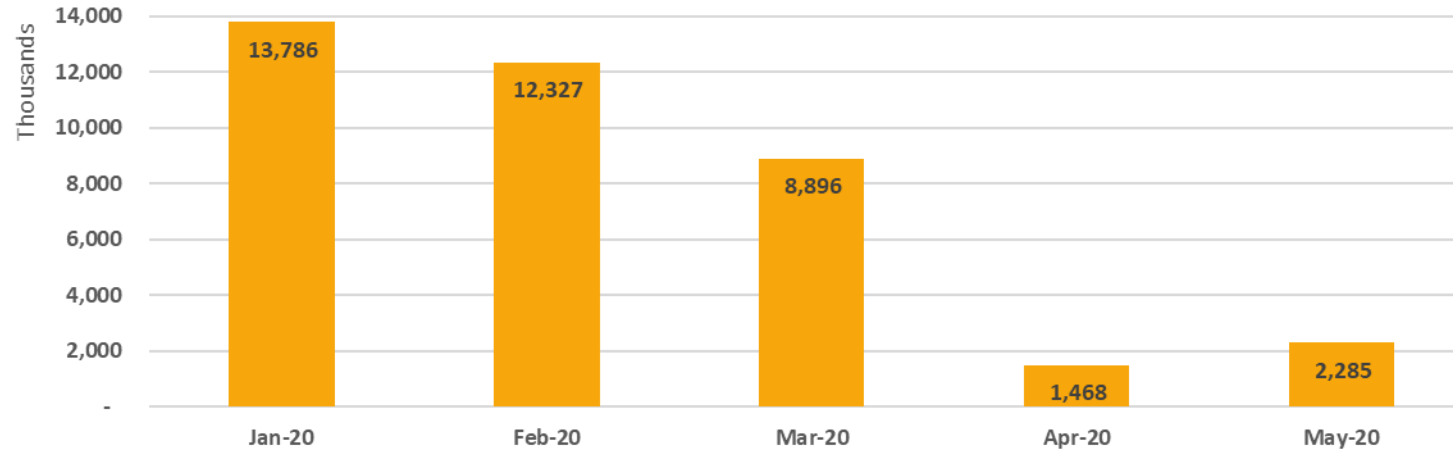
Covid-19 Impact on LMIR Trust

Reopening of Mall Operations

- ❑ As at 16 June 2020, 21 retail malls and 7 retail spaces have resumed operations as PSBBs are gradually relaxed across Indonesia. The remaining 2 retail malls - Mall Lippo Cikarang and Lippo Plaza Ekalokasari Bogor, are scheduled to reopen on 3 July when the PSBB in their areas have been lifted.
- ❑ Most retail stores, including dine-in at F&B outlets, have reopened except for entertainment outlets, including cinemas and kids entertainment, which remain closed due to existing Government regulations
- ❑ Adopt precautionary measures such as temperature checks, mandatory use of face masks and provision of hand sanitisers within the mall premises to reassure shoppers that the mall remains a safe place to visit

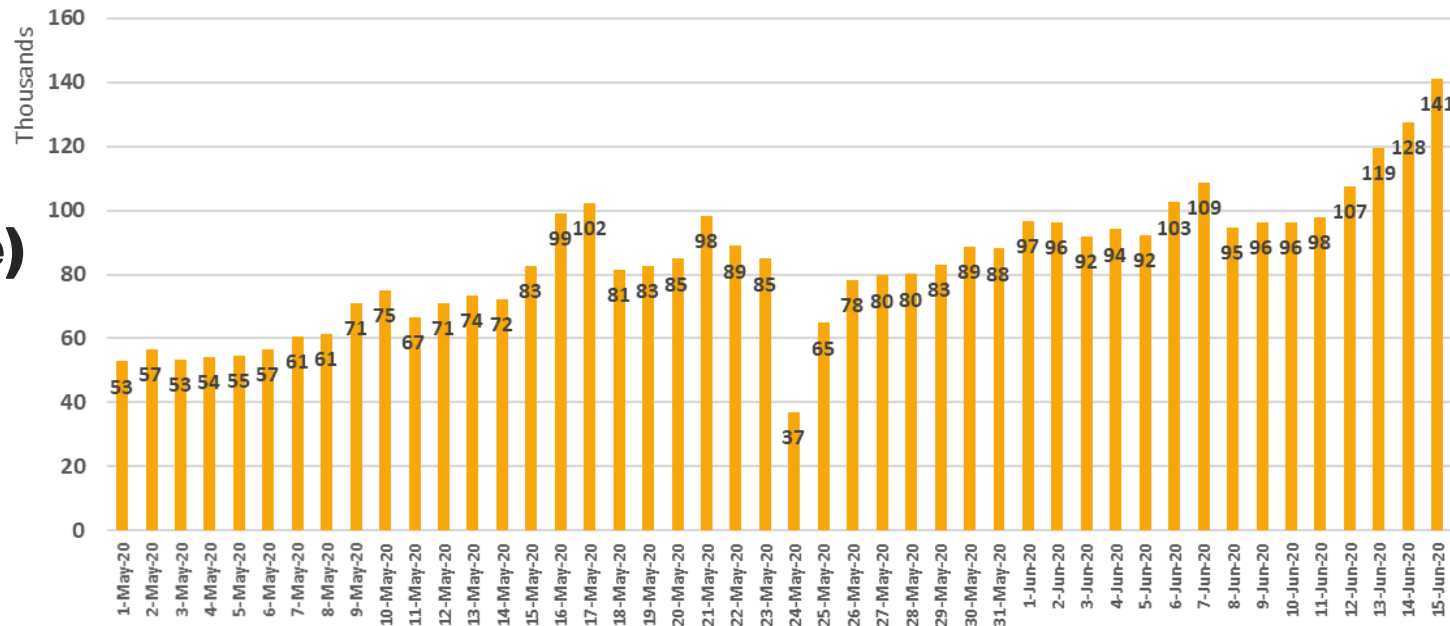
Visitor Traffic 2020

Monthly Visitor Traffic Declined due to Covid-19



YTD May 2020
38.8 mil visitors

Daily Visitor Traffic (1 May to 15 June) Since Mall Openings Shows Improvement



1 June to 15 June 2020
1.6 mil visitors

Covid-19 Impact on LMIR Trust

Financial Impact

- ❑ During mall closure, rental from tenants have been waived and discounts given on service charges. Rental from essential services, such as supermarkets, continue to be collected but pro-rated to reflect the shorter operating hours. Entertainment outlets which remain closed will continue to enjoy rental waivers
- ❑ Despite reducing operating cost by 30-40%, net property income is expected to be significantly lower in 2Q 2020 due to the mall closures
- ❑ The Trust remains in compliance with our debt financial covenants and has adequate financial reserves to fulfil our obligations into the foreseeable future.

Measures to Manage Covid-19

- ❑ Continuous focus on Health and Safety Measures with Close Monitoring and Co-operation with Authorities on the evolving situation around Covid-19 in Indonesia
- ❑ Proactive Retailer engagement focusing on future occupancy rate and collections
- ❑ Support Retailers with extensive marketing campaigns to drive footfall
- ❑ Strengthen cost management initiatives and oversight of capital expenditure
- ❑ Strengthen Capital Management and banking relationships and maintain access to the SGD and USD Capital Markets to build up liquidity and balance sheet resilience
 - Scheduled Payment of the Perpetual Note Coupon due on 19 June 2020 and Repayment of SGD75 million Senior Bond due on 22 June 2020

Lippo Mall Puri: Strategic Acquisition of a Flagship Asset

Description	<ul style="list-style-type: none"> Two eight-storey buildings and two lower ground floors connected by an underground and overhead retail walkway Part of the St. Moritz Jakarta Integrated Development, which is the largest mixed-use development in West Jakarta with a total construction floor area of approximately 850,000 sqm
Location	West Jakarta, Java
Year of Commencement	Commenced operations in 2014
GFA / NLA	165,172 sqm / 115,600 sqm
Key Tenants	Matahari Department Store, SOGO, Food Hall, Zara, Cinema XXI, Timezone, Parkson, Uniqlo, & H&M
Carpark Lots	5,006
Occupancy Rate	93.7%
Property Title	Strata title certificates to be issued at completion



Organic Growth: Asset Enhancement Initiatives



SUN PLAZA, Medan – Nearing Completion



Artist's Impression of the exterior of the mall

Organic Growth: Asset Enhancement Initiatives



Gajah Mada Plaza

On Hold but Opportunity to Rework Plans to Cater to Post-Covid-19 Retail Environment



Unlocking Value with Divestments

Divestment of Pejaten Village and Binjai Supermall for a combined sale consideration of Rp1,280.7 billion



Property

Purchase Consideration in 2012

Sale Consideration

Pejaten Village

Rp748.0 billion

Rp997.4 billion



Property

Purchase Consideration in 2012

Sale Consideration

Binjai Supermall

Rp237.5 billion

Rp283.3 billion

Embracing The New Normal

- ❑ Proper Hygiene and Social Distancing measures within the malls will give shoppers peace of mind
- ❑ Mutual Understanding among Landlord, Tenants and shoppers that everyone is on the same boat and we must work together to overcome the challenges
- ❑ Video on Lippo Mall Kemang's efforts to embrace the new normal



Thank You