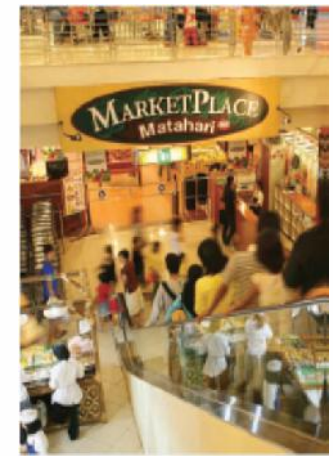


# Lippo Malls Indonesia Retail Trust

## 2Q 2015 Results Presentation

*5 August 2015*



# 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 1H 2015 Results

## 1H 2015 Results

- YTD Gross Rental Income increased by 25.3% in IDR term
- 1H 2015 DPU is SGD 1.52 cents, which represents an annualized yield of 8.3%

## Financial Position

- First-time Issuer Rating of 'Baa3' with a 'Stable' rating outlook from Moody's Investor Service
- Weighted Average Maturity of debt facilities was 1.94 years<sup>1</sup>
- Outstanding debt was S\$695 million as at 30 June 2015

## Economic and Retail Landscape

- Indonesia's FDI increased by 14.0% YoY to IDR 82.1 trillion in 1Q 2015<sup>2</sup>
- Bank Indonesia expects Indonesia's economy to grow 4.7% in 2015
- The Indonesian Retail Sales Index rose to 179.7, indicating a 19.8% YoY growth for the month of May 2015<sup>3</sup>

## Portfolio Update

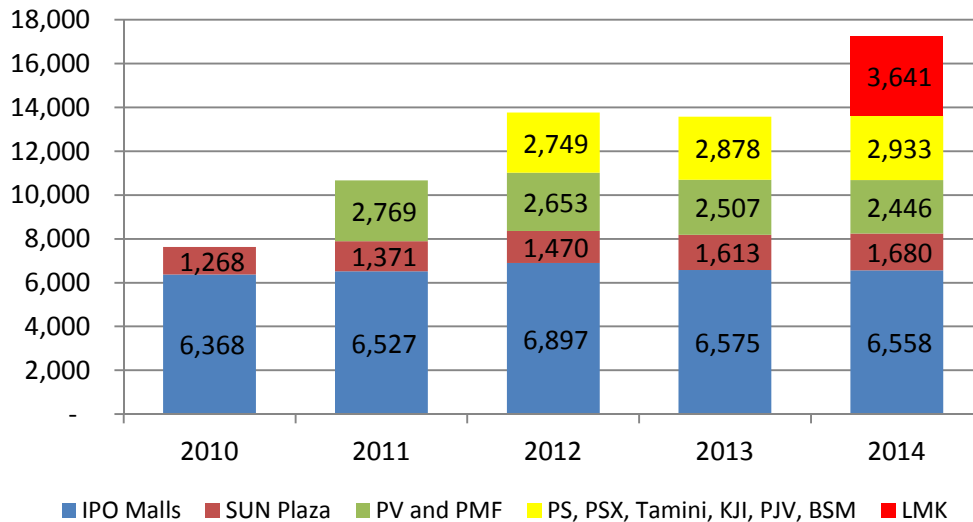
- Overall occupancy of 94.4% as at 30 June 2015
- New and renewed leases of approximately 25,115 square meters during 2Q 2015
- Average rental reversion was 11.4% during 2Q 2015

### Notes:

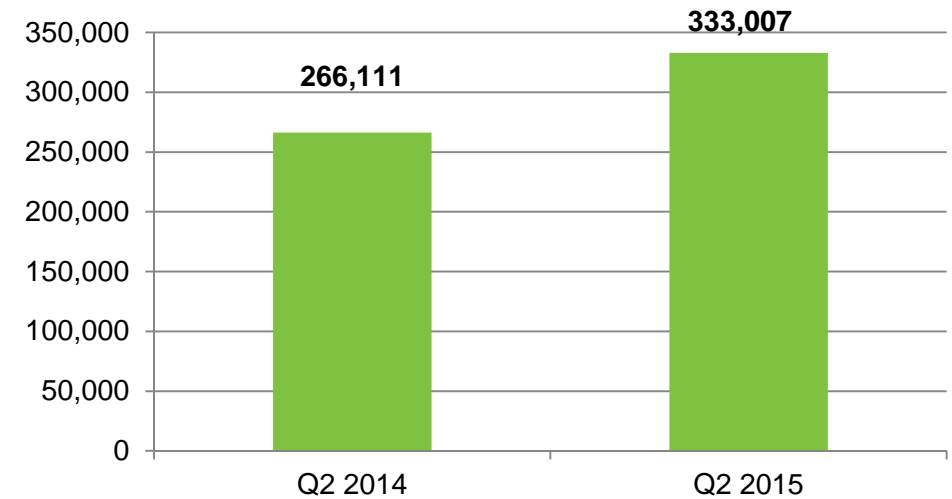
1. As at 30 Jun 2015
2. Indonesia Investment Coordination Board Q1 2015 Press Release
3. Bank Indonesia Retail Sales Survey

# Performance Summary for 2Q 2015

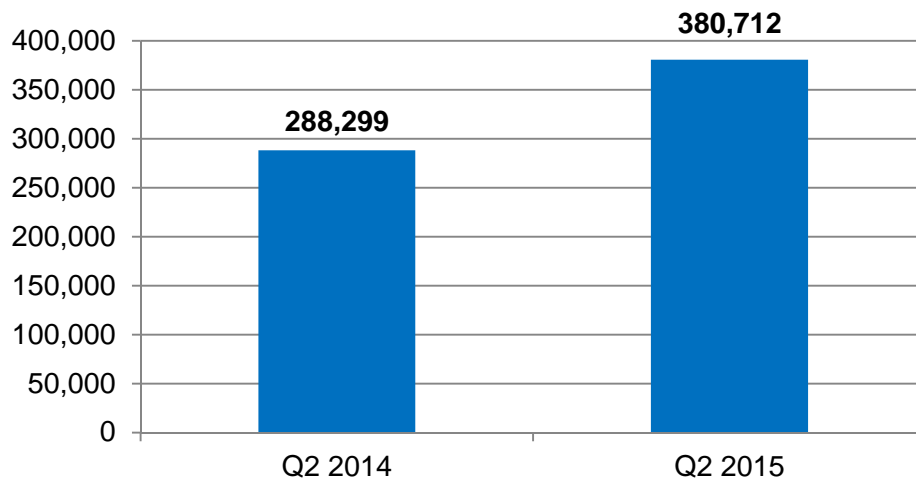
### Value of AUM (IDR billion)



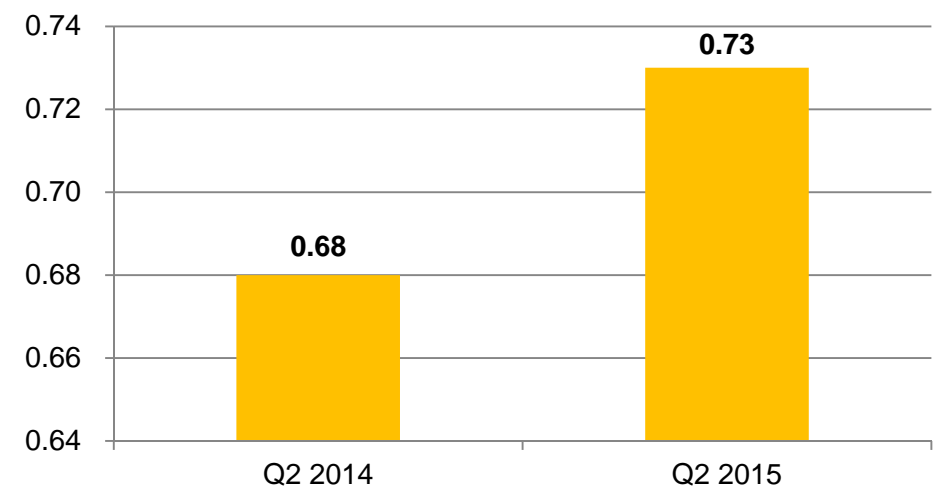
### Gross Rent (IDR million)

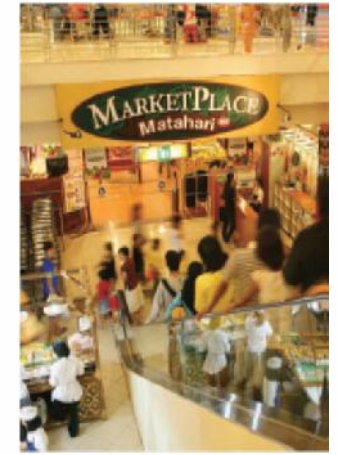


### NPI (IDR million)



### DPU (SGD cents)





---

## Financial Results

## 2Q 2015 Financial Results – P&L (in IDR)

	2Q 2015 (IDR million)	2Q 2014 (IDR million)	Variance
Gross Rent	333,007	266,111	25.1%
Rental Guarantee Income	-	3,051	-100%
Other Income	7,968	7,211	10.5%
Net Parking Income	50,774	24,190	NM
Rental of Electrical, Mechanical, and Mall Operating Equipment	14,420	6,465	NM
<b>Total Revenue</b>	<b>406,169</b>	<b>307,028</b>	<b>32.3%</b>
Property Management Fee	(9,135)	(8,267)	-10.5%
Property Management Expenses	(16,322)	(10,462)	-56.0%
<b>Total Property Operating Expenses</b>	<b>(25,457)</b>	<b>(18,729)</b>	<b>-35.9%</b>
<b>Net Property Income</b>	<b>380,712</b>	<b>288,299</b>	<b>32.1%</b>

## 2Q 2015 Financial Results – P&L (in S\$)

	2Q 2015 (S\$ '000)	2Q 2014 (S\$ '000)	Variance
Gross Rent	34,149	28,754	18.8%
Rental Guarantee Income	-	330	-100%
Other Income	819	779	5.1%
Net Parking Income	5,211	2,673	94.9%
Rental of Electrical, Mechanical, and Mall Operating Equipment	1,475	699	NM
<b>Total Revenue</b>	<b>41,654</b>	<b>33,235</b>	<b>25.3%</b>
Property Management Fee	(937)	(893)	-4.9%
Property Management Expenses	(1,668)	(1,190)	-40.2%
<b>Total Property Operating Expenses</b>	<b>(2,605)</b>	<b>(2,083)</b>	<b>-25.1%</b>
<b>Net Property Income</b>	<b>39,049</b>	<b>31,152</b>	<b>25.3%</b>
Distributable Income	19,875	16,608	19.7%
<b>Distribution Per Unit (cents) <sup>1</sup></b>	<b>0.73</b>	<b>0.68</b>	<b>7.4%</b>
Annualized Distribution Yield <sup>2</sup>	8.3%		

Notes:

1. Based on 2.721 billion units in issue as at 30 June 2015.
2. Based on a closing price of S\$0.365 as at 30 June 2015.

## 2Q 2015 Financial Results – Balance Sheet (in S\$)

	30 June 2015 S\$ million	31 December 2014 S\$ million
Non Current Assets	1,750.4 <sup>1</sup>	1,845.9 <sup>2</sup>
Current Assets	234.6	171.6
Total Debt	695.0	630.0
Other Liabilities	221.4	237.8
Net Assets	1,068.6	1,149.7
Net Asset Value	S\$ 0.39	S\$ 0.42
Total Units In Issue	2,720.9	2,701.8
Gearing Ratio	35.0%	31.2%

*Notes:*

1. Included in the Non Current Assets are the Investment properties of S\$ 1,718.3 million. The carrying values of the properties are stated based on the independent valuation as at 31 December 2014 and adjusted for property enhancements to date. The valuations and property enhancements figures are recorded in the financial statements of the Indonesian subsidiaries in Indonesian Rupiah and translated into Singapore Dollars using the exchange rate as at end of the period.
2. Included in the Non current Assets are the Investment properties of S\$1,806.9 million. The carrying values of the properties are stated based on the independent valuation as at 31 December 2014 in the financial statements of the Indonesian subsidiaries in IDR and translated into SGD using the exchange rate as at the end of the period.



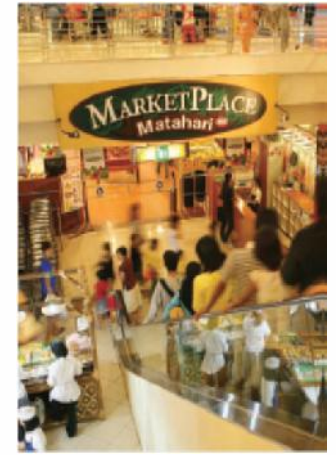
## Distribution Details

1 April 2015 – 30 June 2015

<b>Total DPU</b>	<b>0.73 cents</b>
- <i>Tax-Exempt</i>	<i>0.50 cents</i>
- <i>Capital</i>	<i>0.23 cents</i>
<b>Books Closure Date</b>	<b>18 August 2015</b>

**Tentative Distribution Payment Date 31 August 2015**

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



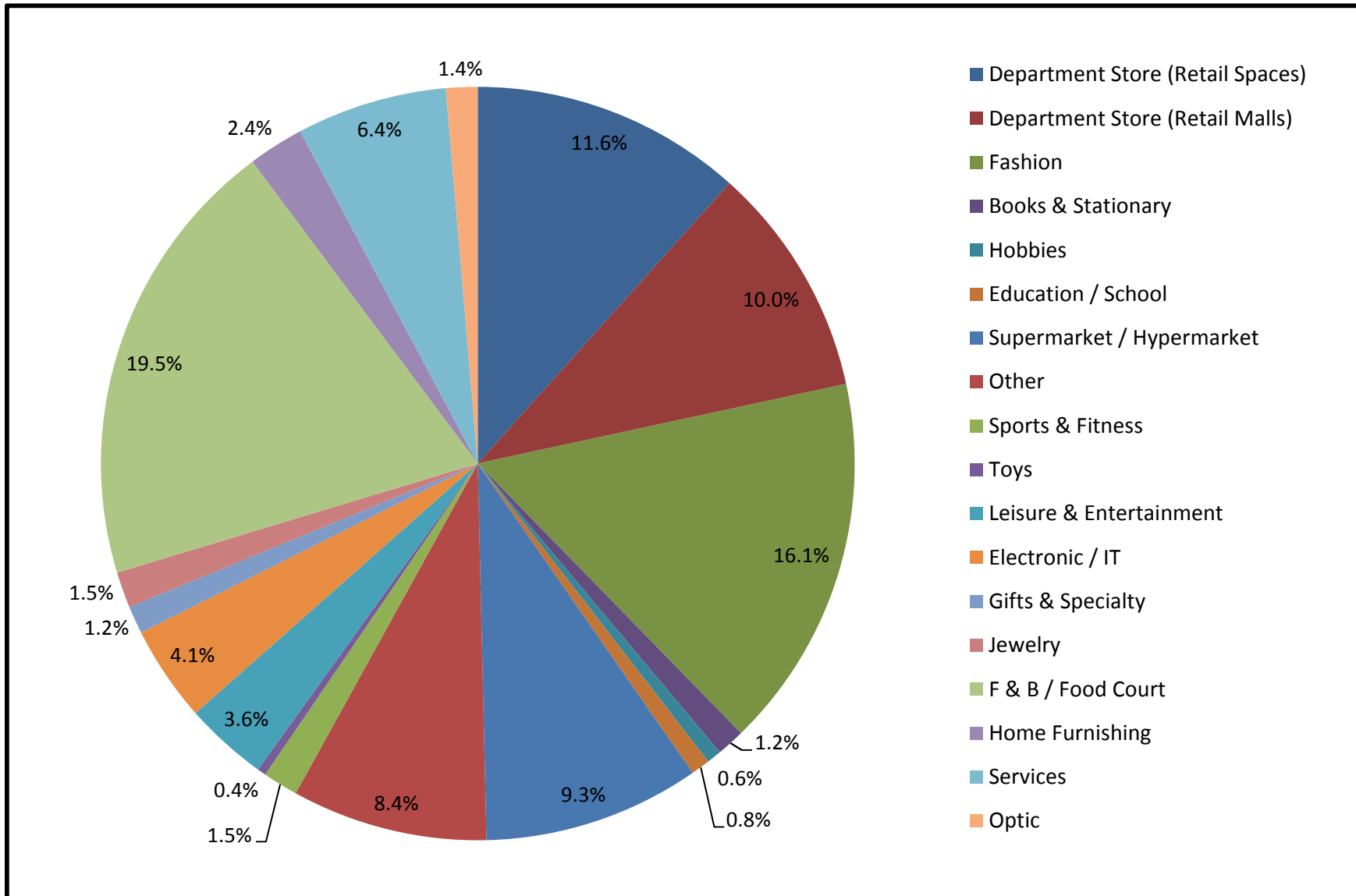
---

## Portfolio Performance

# Diversified Trade Mix

As at 30 June 2015

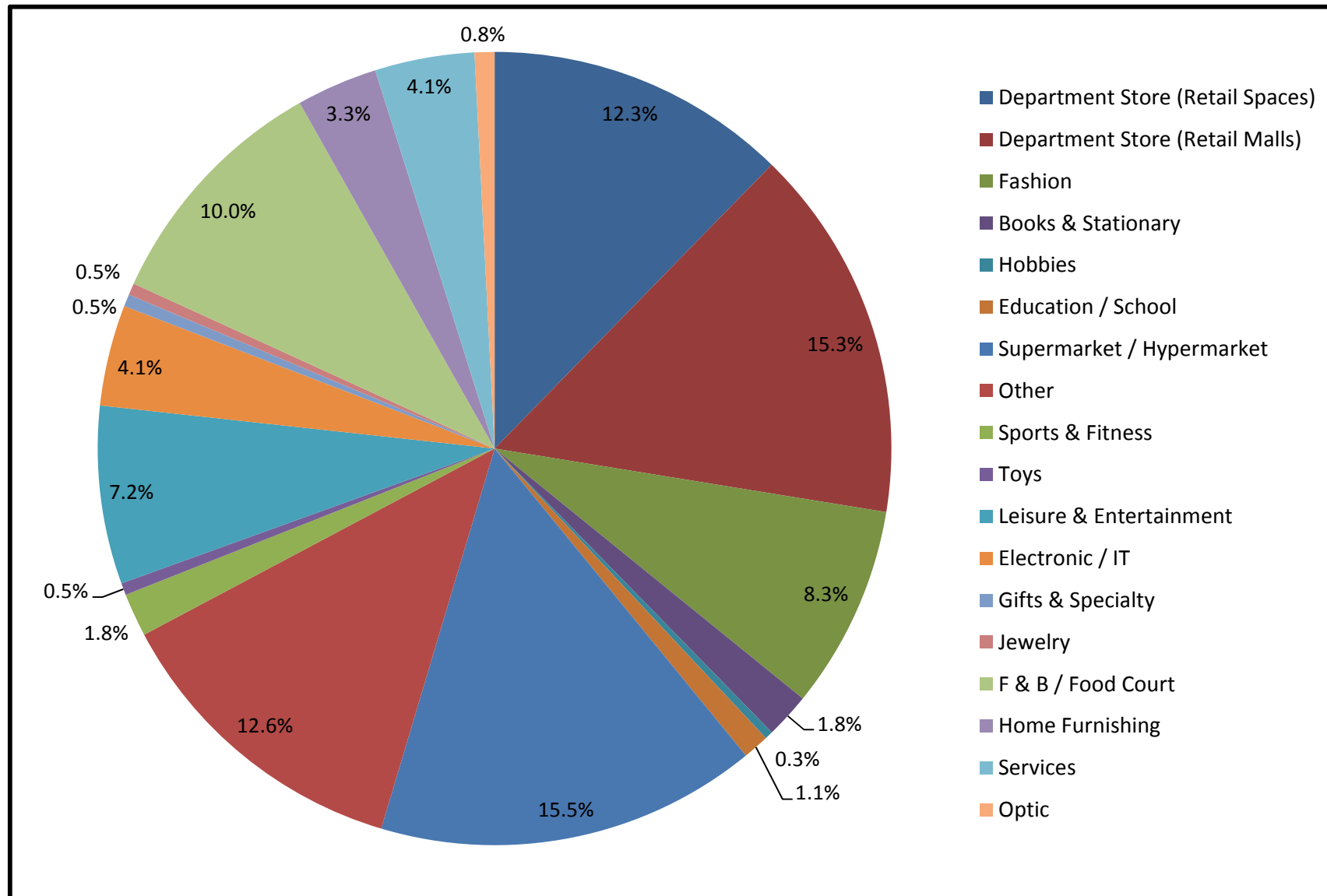
## Trade Sector Breakdown by Rental Income



# Diversified Trade Mix

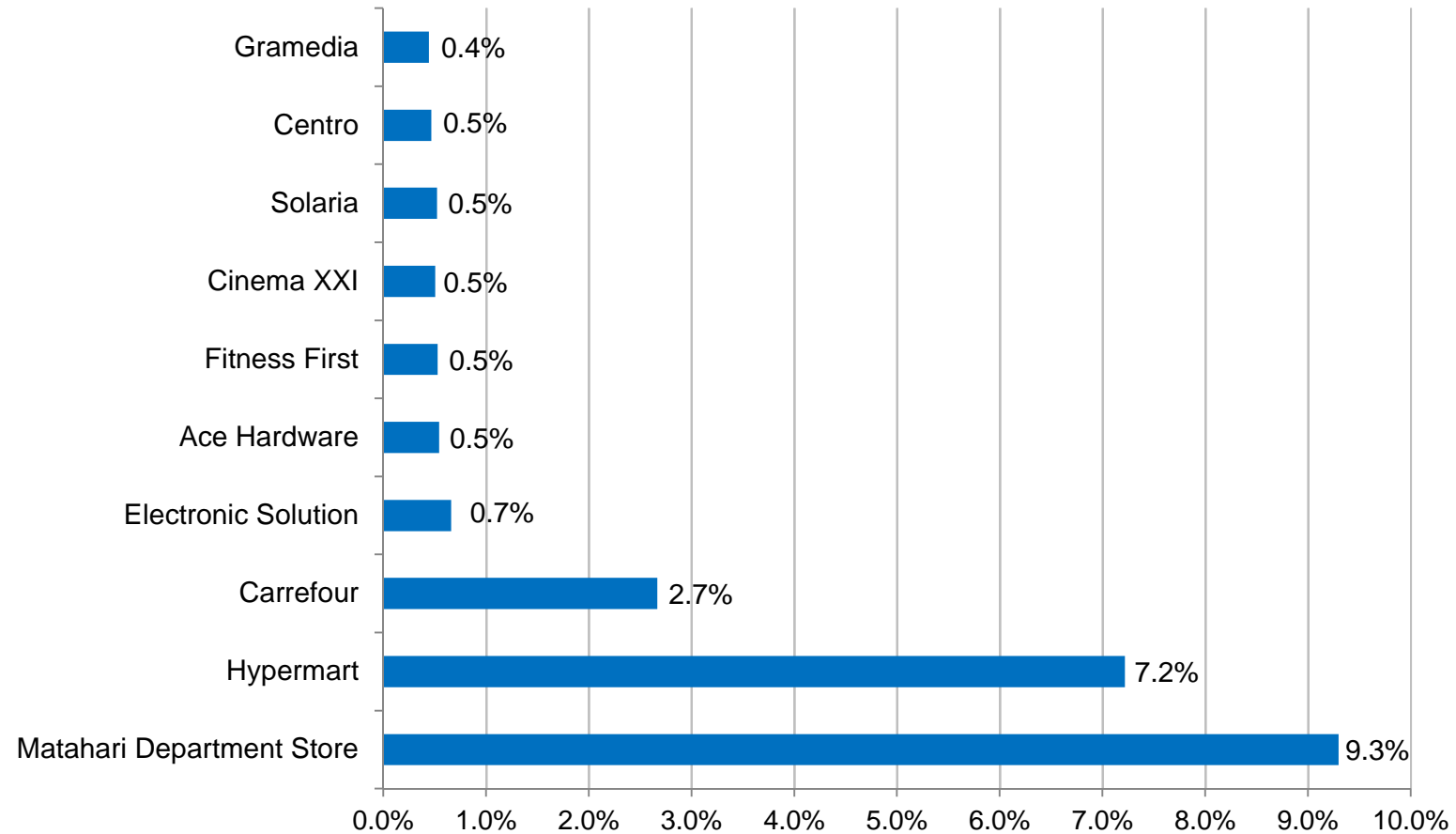
As at 30 June 2015

## Trade Sector Breakdown by NLA



# Top 10 Tenants By Gross Rental Income

*As at 30 June 2015, includes retail space*

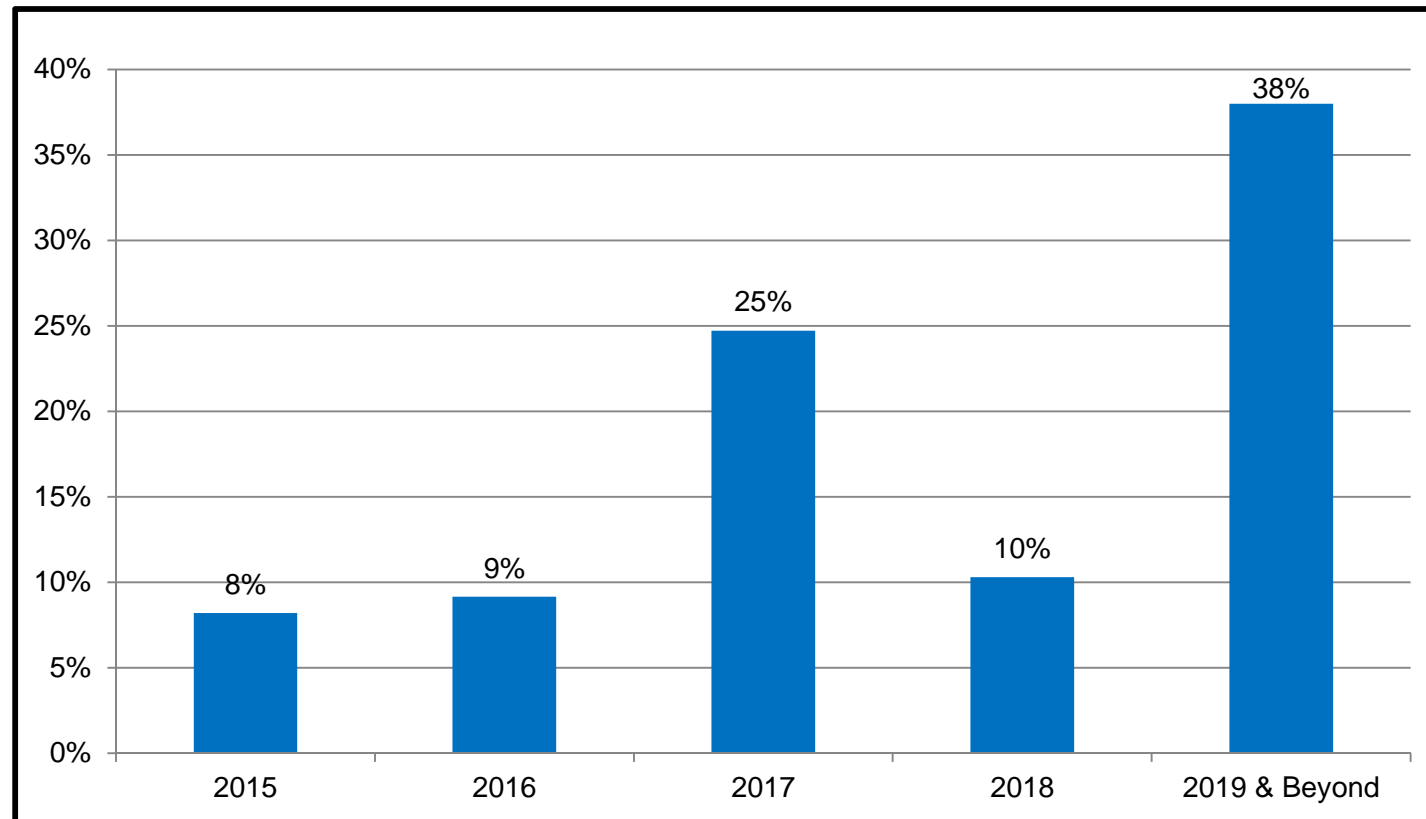


- Top 10 tenants contribute approximately 22.8% of LMIRT Retail Mall Portfolio's Gross Rental Income

# Lease Expiry Profile

As at 30 June 2015

Weighted Average Lease Expiry (by NLA) as at 30 Jun 2015: 4.89 years

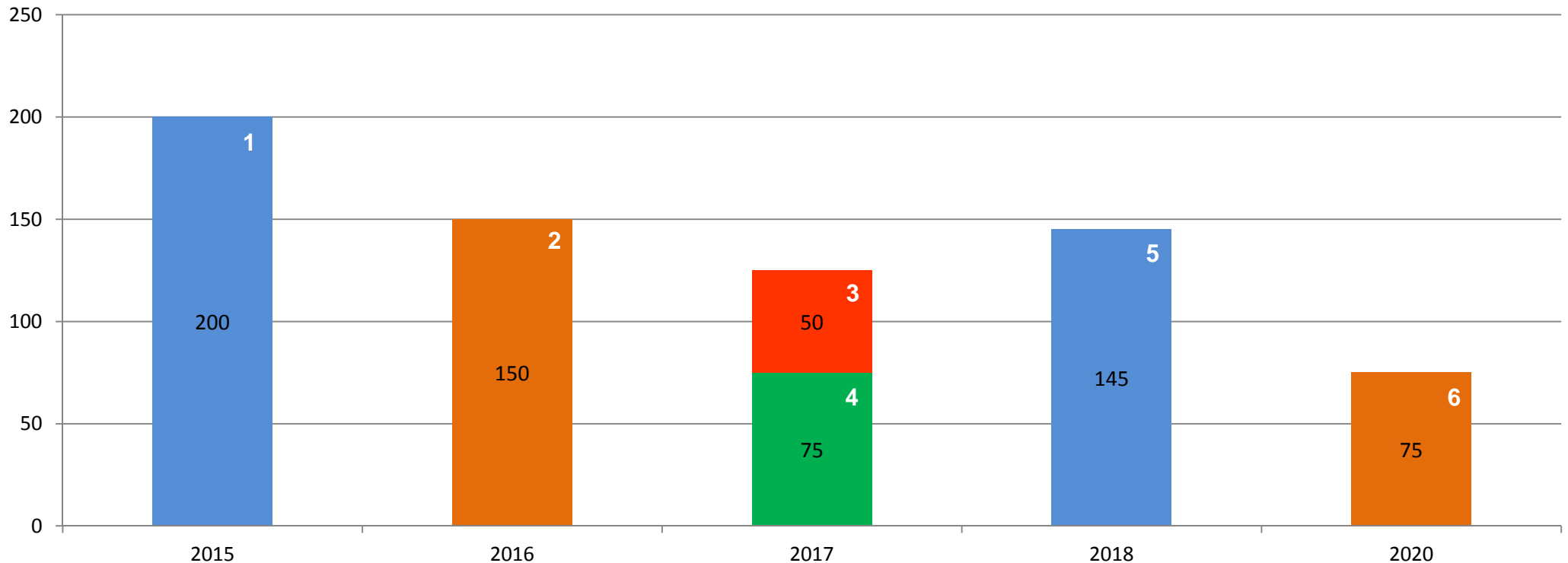


- LMIRT's portfolio lease terms represent a balanced mix of long-term anchor leases and shorter-term leases for non-anchor tenants, providing both stability and growth potential.

# Debt Maturity Profile

As at 30 June 2015

Weighted Average Maturity of Debt Facilities as at June 2015: 1.94 years



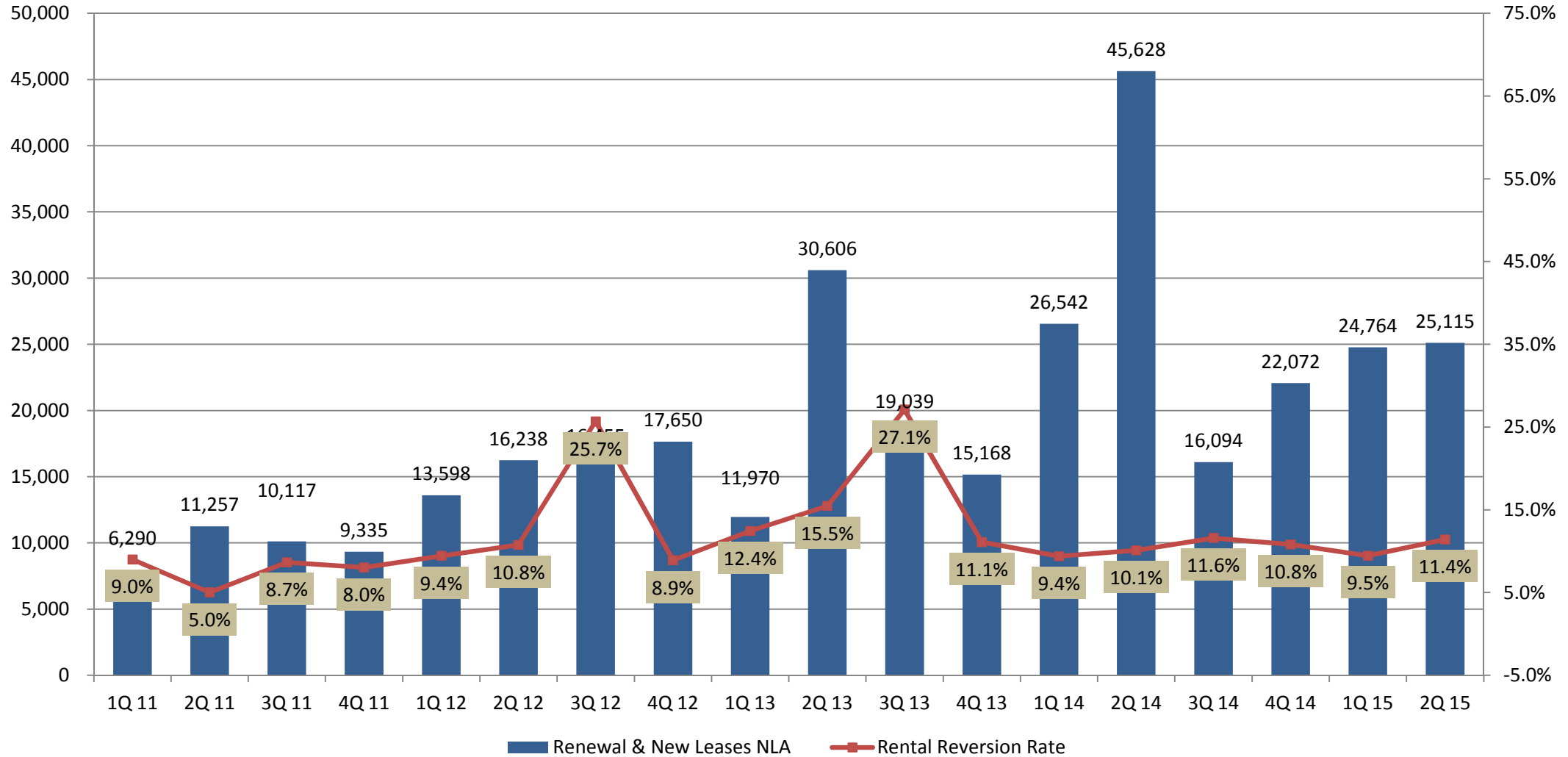
## Notes:

- 1 S\$ 200 million 4.88% fixed rate note (EMTN Program) due July 2015 (All in cost of debt: 5.2%)\*
- 2 S\$ 150 million 4.25% fixed rate note (EMTN Program) due October 2016 (All in cost of debt: 4.6%)
- 3 S\$ 50 million 5.875% fixed rate note (EMTN Program) due July 2017 (All in cost of debt: 6.5%)
- 4 S\$ 75 million 4.48% fixed rate note (EMTN Program) due November 2017 (All in cost of debt: 5.0%)
- 5 S\$ 145 million 5.57% p.a. (after taking into account interest rate swap contracts) term loan due December 2018
- 6 S\$ 75 million 4.1% fixed rate note (EMTN Program) due June 2020 (All in cost of debt: 4.3%)

\*refinanced on 3 July 2015

# Rental Reversion Trend

As at 30 June 2015





## Our Value Proposition

---

- 2Q2015 Net Property Income of S\$39.0 million
- 2Q2015 Distributable Income of S\$19.9 million
- 2Q2015 DPU of 0.73 cents contributes to 1H 2015 annualized DPU yield of 8.3%
- Portfolio occupancy rate stood at 94.4%, remained higher than the industry average
- As at 30 June 2015, LMIRT's outstanding debt was S\$695 million.
- 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