



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.



### **Key Highlights**

	S\$'000			Rp'million			
	1Q 2020	1Q 2019	% Change	1Q 2020	1Q 2019	% Change	
Gross Rental Income (GRI)	36,569	37,427	(2.3)	372,250	390,016	(4.6)	
Total Gross Revenue <sup>1</sup>	64,928	65,912	(1.5)	660,928	686,849	(3.8)	
Net Property Income	39,761	40,513	(1.9)	404,743	422,174	(4.1)	
Income Available for Distribution to Unitholders	14,552	16,079	(9.5)				
Distribution to Unitholders	3,512	16,079	(78.2)				
DPU (Singapore cents)	0.12	0.55	(78.2)				

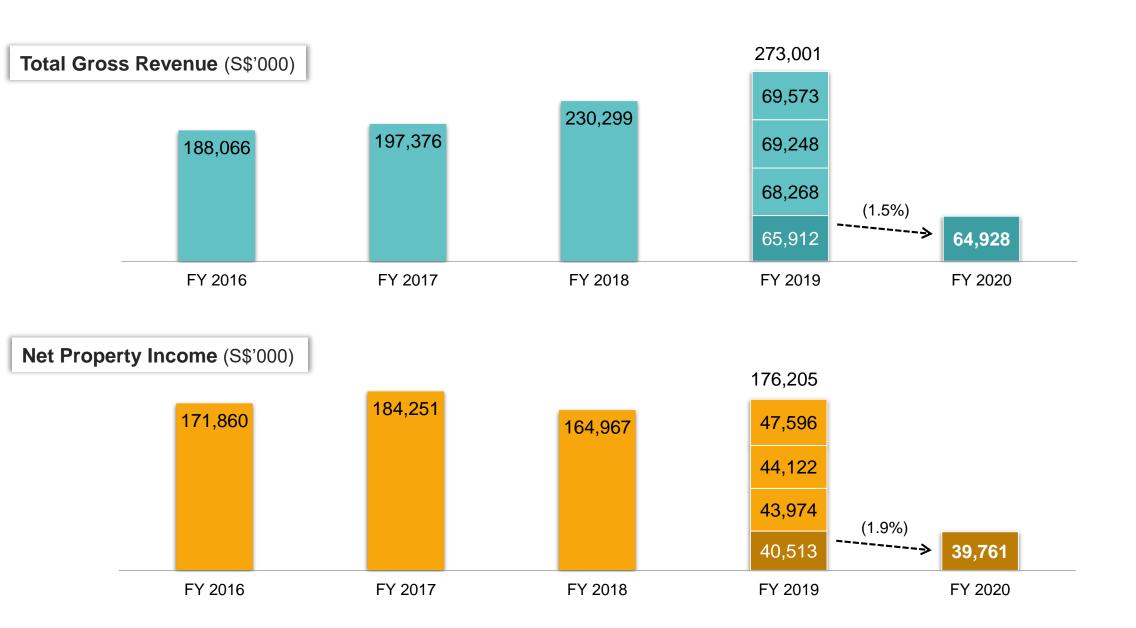
- □ GRI dipped 2.3% due to the expiry of master leases at Lippo Mall Kemang on 16 December 2019 which saw a reduction in rental income of S\$2.1 million, partially offset by positive rental reversion of 4.1% for the quarter
- S\$11.0 million of income available for distribution to Unitholders has been retained in view of the current Covid-19 situation and amidst the temporary closure of all malls under the Trust's portfolio

# **Key Financial Performance**

	S\$'	%	
	1Q 2020	1Q 2019	Change
Gross Rental Income	36,569	37,427	(2.3)
Carpark Income	2,464	4,610	(46.6)
Other Rental Income	607	680	(10.7)
Service Charge and Utilities Recovery	25,288	23,195	9.0
<b>Total Gross Revenue</b>	64,928	65,912	(1.5)
Property Management Fee	(1,862)	(1,879)	0.9
Property Operating and Maintenance Expenses	(20,766)	(19,910)	(4.3)
Other Property Operating Expenses	(2,539)	(3,610)	29.7
<b>Total Property Operating Expenses</b>	(25,167)	(25,399)	(0.9)
Net Property Income	39,761	40,513	(1.9)
Income Available for Distribution to Unitholders	14,552	16,079	(9.5)
Distribution to Unitholders	3,512	16,079	(78.2)
Distribution Per Unit (cents) <sup>1</sup>	0.12	0.55	(78.2)

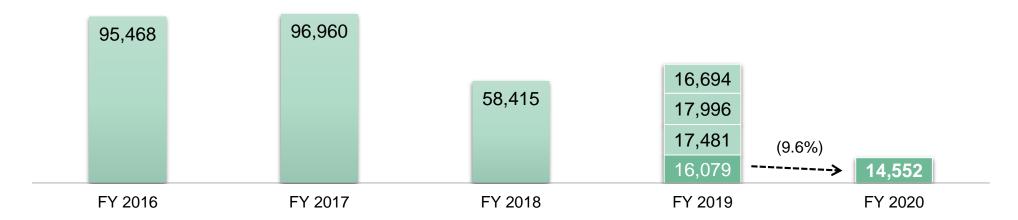
Rp'm	0/ 01	
1Q 2020	1Q 2019	% Change
372,250	390,016	(4.6)
25,082	48,039	(47.8)
6,179	7,086	(12.8)
257,417	241,708	6.5
660,928	686,849	(3.8)
(18,954)	(19,580)	3.2
(211,385)	(207,478)	(1.9)
(25,846)	(37,617)	(0.5)
(256,185)	(264,675)	3.2
404,743	422,174	(4.1)

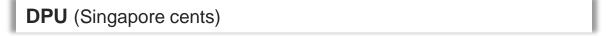
### **Gross Revenue and NPI**

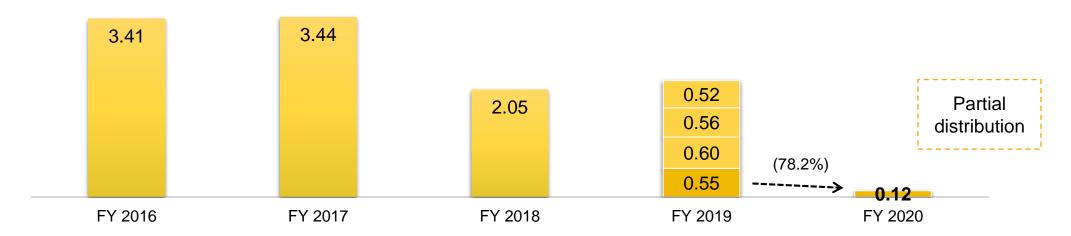


### **Distribution**

### **Income Available for Distribution to Unitholders** (S\$'000)







### **Balance Sheet**

S\$'million	31 March 2020	31 December 2019
Non Current Assets <sup>1</sup>	1,571.4	1,712.8
Cash and Cash Equivalents	145.7	109.7
Other Current Assets <sup>2</sup>	160.5	190.5
Total Debt	789.8	721.7
Other Liabilities	189.3	215.4
Total Equity <sup>3</sup>	898.5	1,075.9
Gearing Ratio <sup>4</sup>	42.1%	35.9%
Total Units In Issue (million)	2,926.8	2,894.9
Net Asset Value per unit (in cents) <sup>5</sup>	22.00	28.20

- 1. Included in the Non Current Assets are the Investment properties of S\$1,545.1 million as at 31 March 2020 and S\$1,696.8 million as at 31 December 2019. The carrying values of the properties are stated based on the independent valuation as at 31 December 2019. The valuations and property enhancements figures are recorded in the financial statements in IDR and translated into SGD using the respective exchange rate as at the end of each period.
- 2. The Other Current Assets included the Investment Properties held for divestment of S\$112.6 million as at 31 March 2020. On 30 December 2019, the Trust entered into a conditional sale and purchase agreement ("CSPA") to divest Pejaten Village and Binjai Supermall for a total consideration of Rp1,280.7 billion.
- 3. Total equity is represented by Unitholder's funds of S\$643.8 million and Perpetual Securities of S\$254.8 million as at 31 March 2020 and S\$816.3 million and Perpetual Securities of S\$259.6 million as at 31 December 2019.
- 4. Closing exchange rate of IDR/SGD was Rp11,369.64 as at 31 March 2020 vs. Rp10,320.74 as at 31 December 2019. The higher gearing ratio as at 31 March 2020 was due to the sharp depreciation of IDR as well as additional drawdown of \$\$40.0 million from the Trust's Revolving Credit Facility.
- 5. Net Asset Value per unit is calculated as Unitholder's funds over the units issued at the end of the period.

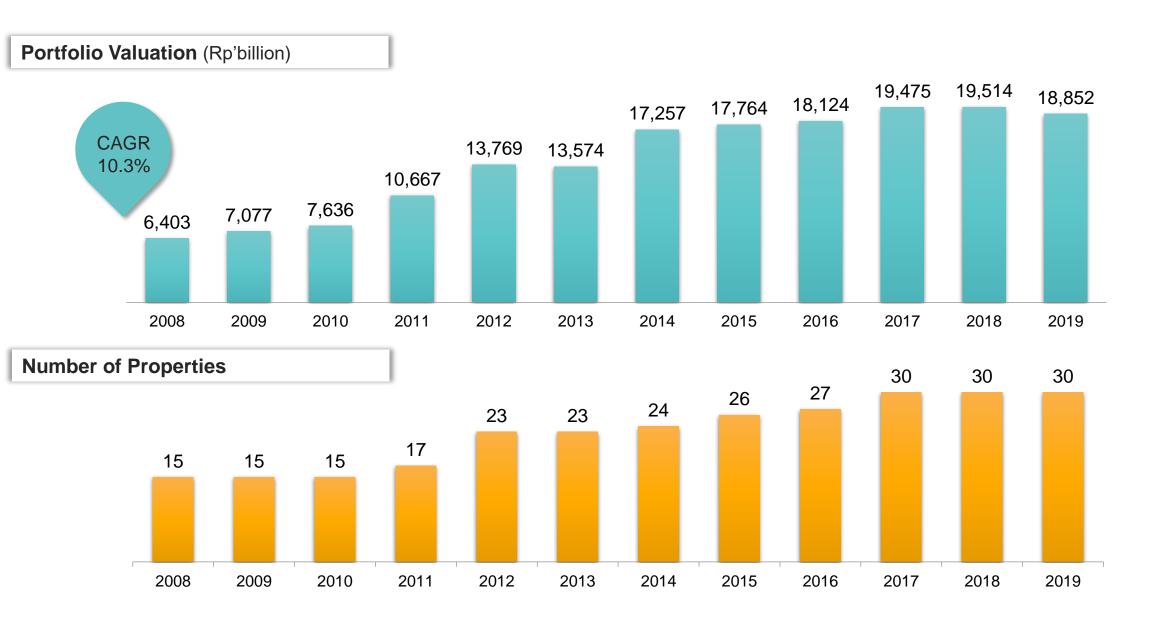
### **Distribution Details**



**Distribution Payment Date: 28 May 2020** 



### **A Growing Portfolio**





# **Valuation Portfolio**

Property	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019 <sup>1</sup>	%
Bandung Indah Plaza	673.7	796.2	825.0	885.0	910.0	832.0	801.5	801.5	797.8	756.2	764.7	711.3	3.8
Cibubur Junction	468.3	491.1	502.0	534.0	546.0	507.0	492.5	485.3	451.2	430.9	375.0	319.6	1.7
Lippo Ekalokasari Plaza	289.2	343.5	373.0	367.0	409.0	388.0	409.0	375.8	410.3	396.8	381.7	357.2	1.9
Gajah Mada Plaza	612.1	669.2	745.0	762.0	803.0	744.0	752.8	751.4	780.9	799.0	798.9	800.1	4.2
Istana Plaza	690.7	642.8	733.0	787.0	809.0	742.0	730.7	737.6	713.0	664.2	644.2	606.4	3.2
Mal Lippo Cikarang	397.6	443.5	478.0	490.0	529.0	523.0	565.0	561.3	609.1	643.9	689.1	752.2	4.0
The Plaza Semanggi	1,052.9	1,238.5	1,367.0	1,330.0	1,454.0	1,385.0	1,342.2	1,232.2	1,173.7	1,148.8	1,069.0	1,016.0	5.4
Depok Town Square Units	148.9	172.4	180.3	187.0	196.2	204.1	207.1	208.1	169.7	163.0	155.5	157.9	8.0
Grand Palladium Units	151.4	162.2	177.9	178.0	187.3	192.8	188.0	173.5	156.6	118.7	99.8	95.0	0.5
Java Supermall Units	151.6	175.9	177.5	184.0	193.6	186.1	192.5	193.7	153.6	143.3	148.4	139.6	0.7
Malang Town Square Units	148.7	177.1	179.7	186.0	195.4	192.4	207.8	213.5	172.6	162.0	170.0	172.2	0.9
Mall WTC Matahari Units	146.0	169.8	176.3	177.0	173.7	175.7	169.7	165.1	146.0	124.0	113.0	115.9	0.6
Metropolis Town Square Units	193.8	226.1	237.4	238.0	249.9	271.3	256.6	230.6	186.4	163.7	140.8	144.7	0.8
Plaza Madiun Units	194.9	193.4	215.7	222.0	240.5	231.8	242.4	250.7	226.9	199.3	211.5	230.7	1.2
Sun Plaza	1,082.9	1,175.2	1,268.0	1,371.0	1,470.0	1,613.0	1,680.4	1,693.7	1,826.1	1,967.1	2,156.6	2,261.0	11.9
Plaza Medan Fair				1,100.4	1,115.3	1,102.0	1,140.6	1,087.1	1,083.2	1,103.0	1,008.2	1,030.0	5.4
Pluit Village				1,668.2	1,537.7	1,405.0	1,305.1	1,146.0	1,026.8	953.0	846.2	815.2	4.3
Lippo Plaza Kramat Jati Palembang Square					549.0	565.1	573.7	565.0	573.8	595.3	647.0	660.6	3.5
Extension					242.0	236.1	256.1	248.1	258.0	276.3	288.0	294.0	1.6
Tamini Square					236.0	247.0	236.3	242.9	243.0	269.7	276.0	281.0	1.5
Palembang Square					603.0	627.0	641.4	642.6	649.5	689.5	719.0	738.0	3.9
Pejaten Village <sup>2</sup>					866.0	939.2	958.4	970.0	973.7	1,073.4	1,157.0	997.4	5.5
Binjai Supermall <sup>2</sup>					253.0	264.0	266.6	263.9	266.9	282.1	302.0	283.3	1.7
Lippo Mall Kemang							3,640.6	3,477.9	3,235.0	3,193.0	3,143.1	2,669.0	14.1
Lippo Plaza Batu								272.0	260.7	274.1	251.0	265.2	1.4
Palembang Icon								774.7	774.9	770.0	770.0	772.0	4.1
Lippo Mall Kuta									805.0	835.7	836.1	807.8	4.3
Lippo Plaza Kendari										316.0	354.8	358.0	1.9
Lippo Plaza Jogja										599.3	601.3	582.2	3.1
Kediri Town Square										363.7	396.2	418.3	2.2
Grand Total	6,402.7	7,076.9	7,635.8	10,666.6	13,768.6	13,573.7	17,257.3	17,764.3	18,124.4	19,475.4	19,514.1	18,851.8	100.0

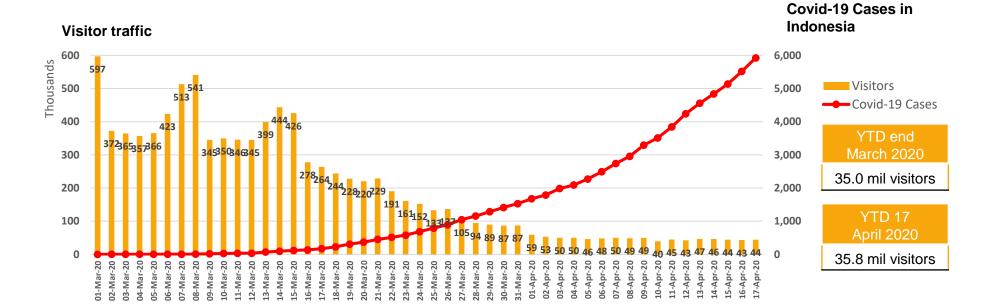
<sup>1.</sup> Based on valuation conducted by Savills Valuation and Professional Services (S) Pte Ltd, Cushman & Wakefield VHS Pte Ltd, Colliers International Consultancy & Valuation (Singapore) Pte Ltd, KJPP Rengganis, Hamid dan Rekan (in association with CBRE), Jones Lang LaSalle Property Consultants Pte Ltd and KJPP Wilson & Rekan (in association with Knight Frank) as at 31 December 2019.

<sup>2.</sup> For Binjai Supermall and Pejaten Village, the stated values are the sale consideration for the divestment of the two assets, as per the announcement on 30 December 2019. The valuation conducted as at 30 June 2019 in accordance with the Code of Collective Investment Scheme was Rp309.0 billion for Binjai Supermall and Rp1,040.0 billion for Pejaten Village.

# High Occupancy Rate



# Daily Visitor Traffic (1 March to 17 April 2020)



### **Lease Expiry and Renewals**



- Weighted Average Lease Expiry (by NLA) as at 31 March 2020: 3.9 years
- Balanced mix of long-term anchor leases and shorter-term leases for non-anchor tenants provide both stability and growth potential
- Average rental reversion YTD March: 4.1%

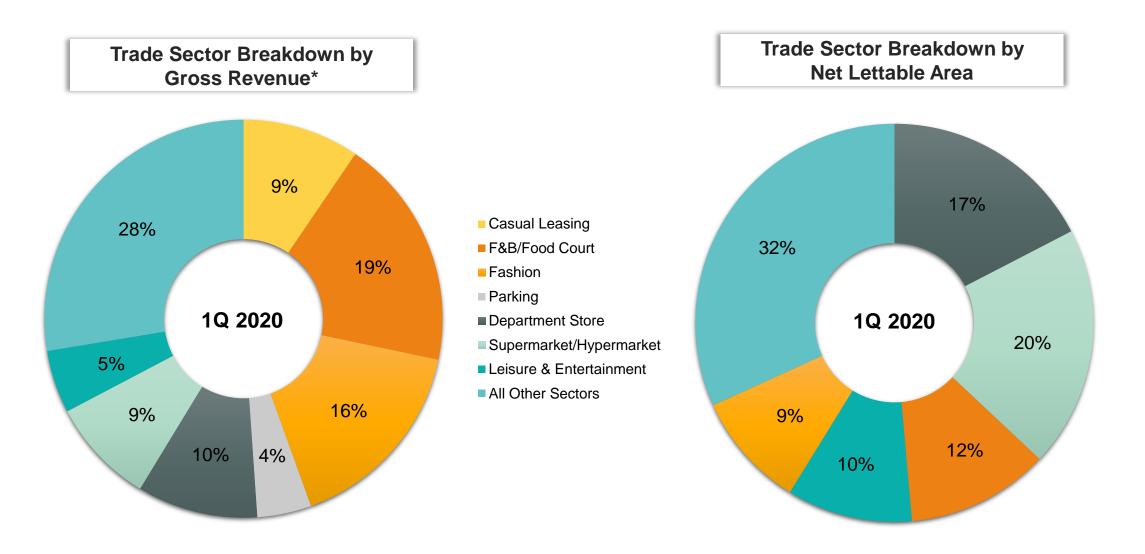
Lease expiry as at 31 March 2020	FY2020*	FY2021	FY2022	FY2023	>FY2024
Number of unit lots expiring	1,064	820	796	393	1,311
Leased area expiring (sqm)	166,375	74,653	123,478	85,558	319,325
Expiries as % of total NLA as at 31 Mar 2020	18.4%	8.2%	13.6%	9.4%	35.3%

### **Committed Renewal in 2020**

Approximately 37% of expired leases or due to expire in 2020 has renewed / committed to renew their leases

<sup>\*</sup> Figures are for leases expiring between April 2020 to December 2020. Leased area are as of 31 March 2020.

### **Diversified Quality Tenants**



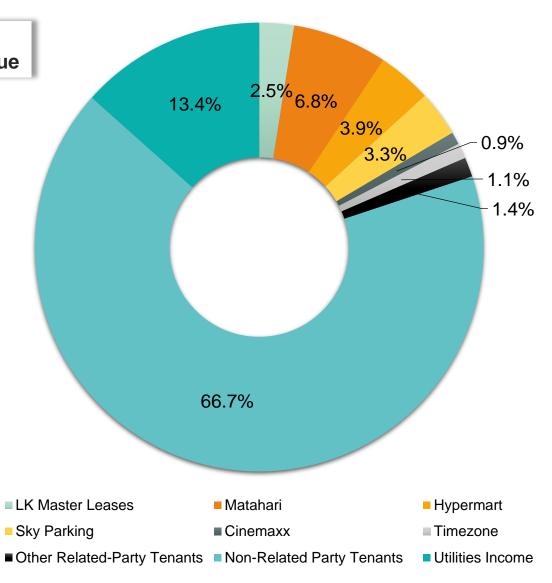
<sup>\*</sup> Exclude other rental income and utilities recovery

### **Diversified Quality Tenants**

Contribution of Tenants to Gross Revenue

- No single party contributes more than 10% to gross revenue

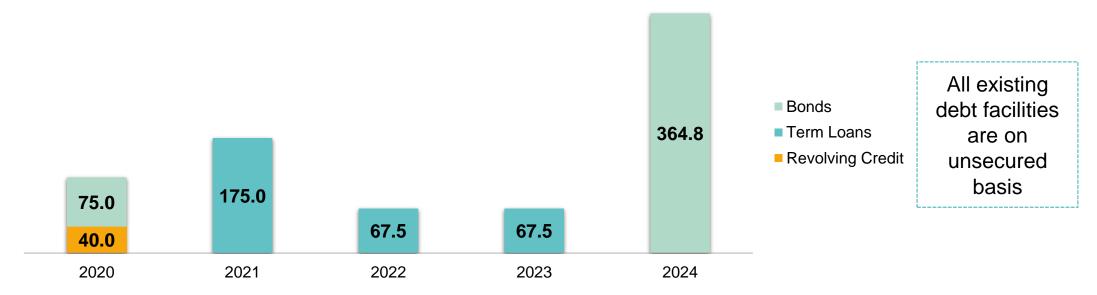
- As at 31 March 2020, revenue from related-party tenants, including Lippo Karawaci, Matahari, Hypermart, Cinemaxx etc accounted for 19.9% but none accounted for more than 10%
- Non-related party tenants comprising international and local brands accounted for 66.7%



### **Debt Maturity Profile**

Total Debt	Gearing	Interest Cover (Excluding Perpetual)	Fixed Rate Debt Ratio	Weighted Ave. Maturity of Debt	All-in cost (Excluding Perpetual)	All-in cost (Including Perpetual)
S\$789.8 m	42.1%	4.3 times	96.2%	2.8 years	6.0%	6.2%

As at 31 March 2020



### Notes:

- 1. S\$40.0 million 4.15% revolving credit facilities
- 2. \$\$75.0 million 4.10% bond due 22 June 2020
- 3. S\$175.0 million 3.15% + SOR term loan due 21 August 2021
- 4. S\$67.5 million 3.05% + SOR term loan due 9 November 2022
- 5. S\$67.5 million 3.25% + SOR term loan due 9 November 2023
- 6. US\$250.0 million 7.25% bond, swapped to SGD at 6.71% due 19 June 2024

Perpetual: S\$140.0 million 7.0% Subordinated Perpetual Securities was issued on 27 September 2016 Perpetual: S\$120.0 million 6.6% Subordinated Perpetual Securities was issued on 19 June 2017



### Situation in Indonesia

- □ 31 March Government declared a Covid-19 public health emergency
  - Large-scale social restrictions imposed limitations on social activities and applied border restrictions (PSBB)
  - Regional quarantines partial quarantines for smaller areas
  - All foreign nationals banned from visiting or transiting Indonesia, ban will remain in place until crisis is over
- On 21 April, President Joko "Jokowi" Widodo announced a nationwide ban on the traditional Idul Fitri mudik (exodus)
- □ As at 29 April, it has over 9,771 cases and 784 deaths, and over 1,391 have recovered

### Significant Impact on 2Q 2020

- □ End March announced the temporary closure of all 23 retail malls and 7 retail spaces from 1 to 14 April, except for essential services such as supermarkets, pharmacies and clinics and tenants providing delivery orders, which remain open but at shorter operating hours 11am to 6pm
- □ Temporary closure extended till 13 May
- Rental from tenants will be waived during the closure period
- □ Portfolio daily shopper traffic fell from around 300,000 visitors before the Covid-19 outbreak in mid March to around 50,000 visitors in April as only essential services remained open
- □ Despite reducing operating cost by 30-40% with a 70% reduction in Utilities and 50% in outsourced security and cleaning services, net property income is expected to be significantly lower in 2<sup>nd</sup> Quarter due to the mall closures

- □ The ongoing Covid-19 pandemic has created much uncertainty and has affected LMIR Trust's financial performance and has made it necessary for the Trust to deviate from its stated policy of distributing at least 90% of its tax-exempted income. A more modest and prudent distribution strategy will have to be adopted in light of the challenging circumstances in the months ahead.
- The Trust has issued perpetual securities amounting to \$\$260 million. These perpetual securities confer the right to receive distributions semi-annually but the Trust has the discretion to elect not to pay any distribution for each period. As these perpetual securities are subordinated in nature to senior obligations and in view of the uncertain situation around the Covid-19 pandemic, no distributions attributed to these perpetual securities have been accrued. Any decision to make such distributions would be decided closer to such distributions.
- □ The Trust remains in compliance with our debt financial covenants and has adequate financial reserves to fulfil our obligations into the foreseeable future

### **Government Covid-19 Mitigation Measures**

- □ Singapore Government Covid-19 Relief Measures and regulations do not apply or benefit LMIR Trust as its assets and operations are based in Indonesia
- □ MAS's announcement that the timeline for S-REITs to distribute at least 90% of their taxable income to qualify for tax transparency to be extended from 3 months to 12 months (after the end of Financial Year (FY) 2020) does not apply to LMIR Trust as this tax transparency treatment applies only to specified income from Singapore immovable properties ("taxable income") whilst the Trust's income is entirely foreign sourced and subject to foreign domestic tax.
- □ Indonesian Government Relief Measures have limited positive impact on LMIR Trust's financial position as such measures are focused on healthcare, SMEs and low income wage earners

### **Credit Ratings**

In April,

- Moody's changed LMIR Trust's outlook to negative from stable and affirmed the Ba3
  corporate family rating of LMIR Trust and Ba3 backed senior unsecured rating on
  the USD bond issued by LMIR Trust
- Fitch Ratings lowered its outlook on LMIR Trust long-term foreign-currency issuer
  default rating to negative from stable due to the Covid-19 outbreak and affirmed the
  Trust's long-term senior unsecured rating at BB





30,288 sqm

99.5%

250

Valuation

Location

GFA

NLA

Occupancy

Number of

Tenants

	Bandung Indah Plaza	Cibubur Junction	Ekalokasari Plaza	Gajah Mada Plaza
		Cirubuli M		
n	Rp711.3 billion	Rp319.6 billion	Rp357.2 billion	Rp800.1 billion
1	Jalan Merdeka, Bandung, West Java	Jalan Jambore, Cibubur, East Jakarta	Jalan Siliwangi 123, Bogor, West Java	Jalan Gajah Mada, Central Jakarta
	75,868 sqm	66,935 sqm	58,859 sqm	79,830 sqm

28,637 sqm

89.6%

94

36,535 sqm

67.5%

165

34,023 sqm

98.1%

195

	Istana Plaza	Mal Lippo Cikarang	Semanggi	Sun Plaza
		THE PORT OF THE PO		
Valuation	Rp606.4 billion	Rp752.2 billion	Rp1,016.0 billion	Rp2,261.0 billion
Location	Jalan Pasir Kaliki, Bandung, West Java	Jalan MH Thamrin, Lippo Cikarang, West Java	Jalan Jenderal Sudirman, South Jakarta	Jalan Haji Zainul Arifin Medan, North Sumatera
GFA	47,533 sqm	39,604 sqm	155,122 sqm	167,000 sqm
NLA	27,454 sqm	28,627 sqm	60,084 sqm	69,783 sqm
Occupancy	82.3%	91.8%	74.5%	96.5%
Number of Tenants	163	137	391	378

The Plaza

Plaza Medan Fair

Pluit Village

Lippo Plaza Kramat Jati Palembang Square Extension









Valuation	Rp1,030.0 billion	Rp815.2 billion	Rp660.6 billion	Rp294.0 billion
Location	Jalan Jenderal Gatot Subroto No.30, Medan Petisah, Medan, North Sumatera	Jalan Pluit Indah Raya, Penjaringan, North Jakarta	Jalan Raya Bogor Km 19, Kramat Jati, East Jakarta	Jalan Angkatan 45/POM IX, Palembang, South Sumatera
GFA	141,866 sqm	150,905 sqm	65,446 sqm	23,825 sqm
NLA	67,968 sqm	86,591 sqm	32,951 sqm	18,036 sqm
Occupancy	99.3%	95.4%	97.6%	98.0%
Number of Tenants	442	304	112	30

	Tamini Square	Palembang Square	Pejaten Village <sup>1</sup>	Binjai Supermall <sup>1</sup>
	Carrieda			Binjal'su ERMALI
Valuation	Rp281.0 billion	Rp738.0 billion	Rp997.4 billion	Rp283.3 billion
Location	Jalan Raya Taman Mini, East Jakarta	Jalan Angkatan 45/POM IX, Palembang, South Sumatera	Jalan Warung Jati Barat, South Jakarta	Jalan Soekamo, Hatta No.14, Binjai, North Sumatra
GFA	18,963 sqm	50,000 sqm	91,749 sqm	44,153 sqm
NLA	17,475 sqm	30,510 sqm	42,210 sqm	23,432 sqm
Occupancy	100.0%	97.6%	96.3%	98.0%
Number of Tenants	13	137	152	111

<sup>1.</sup> For Binjai Supermall and Pejaten Village, the stated values are the sale consideration for the divestment of the two assets, as per the announcement on 30 December 2019. The valuation conducted as at 30 June 2019 in accordance with the Code of Collective Investment Scheme was Rp309.0 billion for Binjai Supermall and Rp1,040.0 billion for Pejaten Village

	Lippo Mall Kemang	Lippo Plaza Batu	Palembang Icon	Lippo Mall Kuta	
				EPPOING RUP	
/aluation	Rp2,669.0 billion	Rp265.2 billion	Rp772.0 billion	Rp807.8 billion	
ocation.	Jalan Kemang VI, South Jakarta	Jalan Diponegoro No. RT 07RW05, Batu City, East Java	Jalan POM IX, Palembang, South Sumatera	Jalan Kartika Plaza, District of Kuta, Badung, Bali	
9FA	150,932 sqm	34,340 sqm	50,889 sqm	48,467 sqm	
NLA	58,393 sqm	18,569 sqm	36,348 sqm	20,350 sqm	
Occupancy	93.4%	76.9%	98.5%	94.0%	
Number of enants	217	51	179	64	

Lippo Plaza Kendari

### Lippo Plaza Jogja

### Kediri Town Square







Valuation	Rp358.0 billion	Rp582.2 billion	Rp418.3 billion
Location	Jalan MT Haryono No.61- 63, Kendari, South East Sulawesi	Jalan Laksda Adi Sucipto No. 32 – 34, Yogyakarta	Jalan Hasanudin No. 2, RT/22 RW/06, Balowerti Subdistrict, Kediri, East Java
GFA	34,784 sqm	66,098 sqm	28,688 sqm
NLA	20,202 sqm	24,363 sqm	16,899 sqm
Occupancy	99.6%	96.9%	92.6%
Number of Tenants	44	38	67

# **Property Overview: Retail Spaces**

	Depok Town Square	Grand Palladium <sup>1</sup>	Java Supermall	Malang Town Square
			Perma	
Valuation	Rp157.9 billion	Rp95.0 billion	Rp139.6 billion	Rp172.2 billion
Location	Jalan Margonda Raya, Depok, West Java	Jalan Kapt, Maulana Lubis, Medan, North Sumatera	Jalan MT Haryono, Semarang, Central Java	Jalan Veteran, Malang, East Java
GFA	13,045 sqm	13,730 sqm	11,082 sqm	11,065 sqm
NLA	12,824 sqm	12,305 sqm	11,082 sqm	11,065 sqm
Occupancy	99.5%	0.0%	98.8%	100.0%
Number of Tenants	3	0	1	3

<sup>1.</sup> Grand Palladium: The Business Association of the malls is in the midst of consolidating all the strata title holders to refurbish the mall

# **Property Overview: Retail Spaces**

	Mall WTC Matahari	Metropolis Town Square	Plaza Madiun
	Wice The state of	Marinari	MADIUN
Valuation	Rp115.9 billion	Rp144.7 billion	Rp230.7 billion
Location	Jalan Raya Serpong, Tangerang, Banten Greater Jakarta	Jalan Hartono Raya, Tangerang, Banten Great Jakarta	Jalan Pahlawan, Madiun, East Java
GFA	11,184 sqm	15,248 sqm	16,094 sqm
NLA	10,753 sqm	14,861 sqm	11,340 sqm
Occupancy	80.3%	87.2%	99.8%
Number of Tenants	3	4	19

# Trust Structure

