



2Q 2020 Results Presentation

24 July 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.



Financial Highlights

Key Highlights

S\$'000	2Q 2020	1Q 2020	% Change
Gross Rental Income (GRI)	12,627	36,569	(65.5)
Total Gross Revenue¹	27,383	64,928	(57.8)
Net Property Income	12,823	39,761	(67.7)
Total (Loss)/Income For the Period	(11,303)	14,552	n.m.
Distribution to Unitholders	3,137	3,512	(10.7)
DPU (Singapore cents)	0.11	0.12	(8.3)

- Decline in GRI due to temporary closure of retail malls and retail spaces at different stages starting end March to support Indonesian government's call to curb the spread of Covid-19, with waiver of rental during the closure period except for tenants who remained operational
- During closure period, services charge was billed at 40% discount
- In 2Q 2020, the Trust decided to add back the retained distributable income of S\$3.4 million in FY 2019 and S\$11.0 million in 1Q 2020 to maintain its distribution to Unitholders at S\$3.1 million

1. Total Gross Revenue includes Gross Rental Income, Carpark Income, Service Charge and Utilities Recovery and Other Rental Income

Key Financial Performance

	S\$'000		% Change	Rp'million		% Change
	2Q 2020	1Q 2020		2Q 2020	1Q 2020	
Gross Rental Income	12,627	36,569	(65.5)	141,559	372,250	(62.0)
Carpark Income	471	2,464	(80.9)	5,571	25,082	(77.8)
Other Rental Income	360	607	(40.7)	3,920	6,179	(36.6)
Service Charge and Utilities Recovery	13,925	25,288	(44.9)	152,128	257,417	(40.9)
Total Gross Revenue	27,383	64,928	(57.8)	303,178	660,928	(54.1)
Property Management Fee	(1,020)	(1,862)	45.2	(11,146)	(18,954)	41.2
Property Operating and Maintenance Expenses	(10,999)	(20,766)	47.0	(120,372)	(211,385)	43.1
Other Property Operating Expenses	(2,541)	(2,539)	(0.1)	(27,209)	(25,846)	(5.3)
Total Property Operating Expenses	(14,560)	(25,167)	42.1	(158,727)	(256,185)	38.0
Net Property Income	12,823	39,761	(67.7)	144,451	404,743	(64.3)
Total (Loss)/Income For the Period	(11,303)	14,552	n.m.			
Distribution to Unitholders	3,137	3,512	(10.7)			
Distribution Per Unit (cents)	0.11	0.12	(8.3)			

Balance Sheet

S\$'million	30 June 2020	31 December 2019
Non-Current Assets ¹	1,742.2	1,712.8
Cash and Cash Equivalents	47.3	109.7
Other Current Assets ²	179.5	190.5
Total Debt	701.9	721.7
Other Liabilities	195.8	215.4
Total Equity ³	1,071.3	1,075.9
Gearing Ratio	35.7%	35.9%
Total Units In Issue (million)	2,926.8	2,894.9
Net Asset Value per unit (in cents) ⁴	27.73	28.20

1. Included in the Non-Current Assets are the Investment properties of S\$1,723.3 million as at 30 June 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 and adjusted for property enhancements to-date. 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\$113.2 million as at 30 June 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. In view of the disruption arising from Covid-19 and the effect on the valuation of the assets in the country, the parties to the CSPA have negotiated and entered into a Supplemental & Amendment Agreement on 23 July 2020 to revise the total sales consideration to Rp1,152.6 billion.
3. Total equity is represented by Unitholder’s funds of S\$811.7 million and Perpetual Securities of S\$259.6 million as at 30 June 2020 and S\$816.3 million and Perpetual Securities of S\$259.6 million as at 31 December 2019.
4. Net Asset Value per unit is calculated as Unitholder’s funds over the units issued at the end of the period.

Distribution Details

Period: 1 April 2020 to 30 June 2020

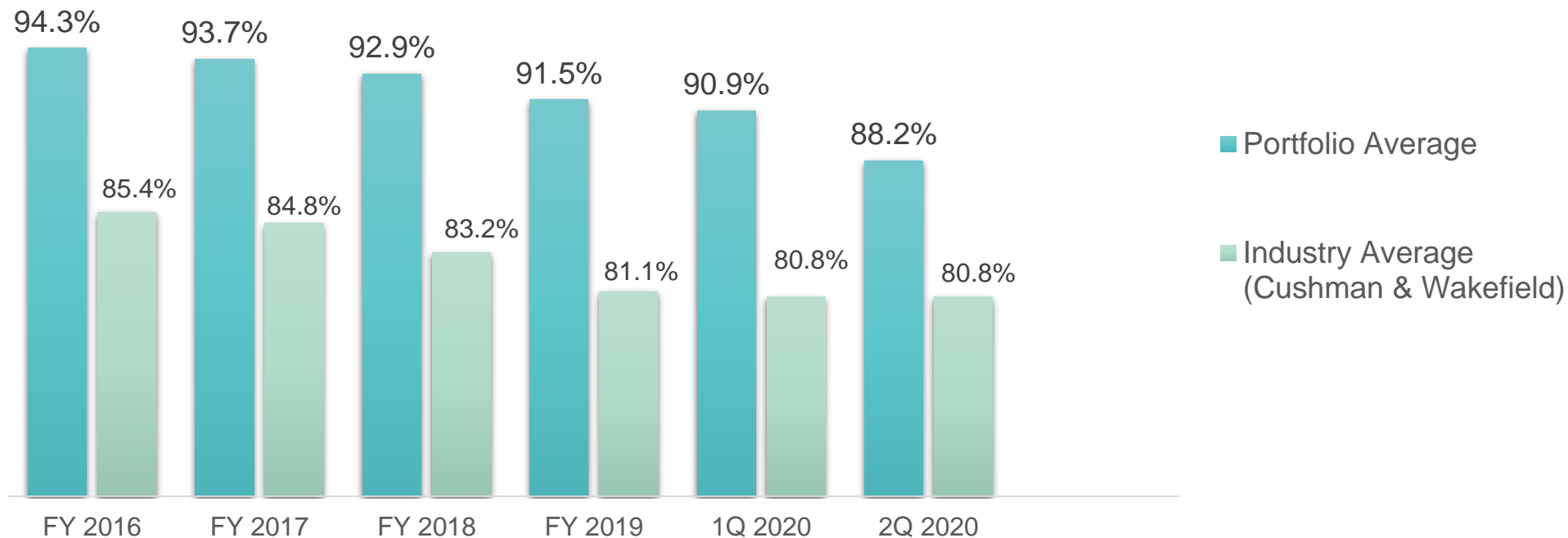
Total DPU	0.11 cents
- <i>Tax-Exempt</i>	-
- <i>Capital</i>	<i>0.11 cents</i>
Record Date	4 August 2020

Distribution Payment Date: 21 August 2020



Portfolio Performance

Steady Occupancy Rate



- ❑ **Progressive reopening of malls and retail spaces since mid-May with all 23 malls and seven retail spaces having resumed operations as of 3 July 2020**
- ❑ **Approximately 92.4% of tenants not constrained by social distancing restrictions have resumed operations as of end-June**

Lease Expiry and Renewals

Long Lease Profile



- Weighted Average Lease Expiry (by NLA) as at 30 June 2020: 3.8 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 June: 3.9%

Lease expiry as at 30 June 2020	FY2020*	FY2021	FY2022	FY2023	>FY2024
Number of unit lots expiring	663	932	815	434	1,337
Leased area expiring (sqm)	124,348	78,761	124,052	87,214	328,563
Expiries as % of total NLA as at 30 June 2020	13.7%	8.7%	13.7%	9.6%	36.3%

Committed Renewal in 2020

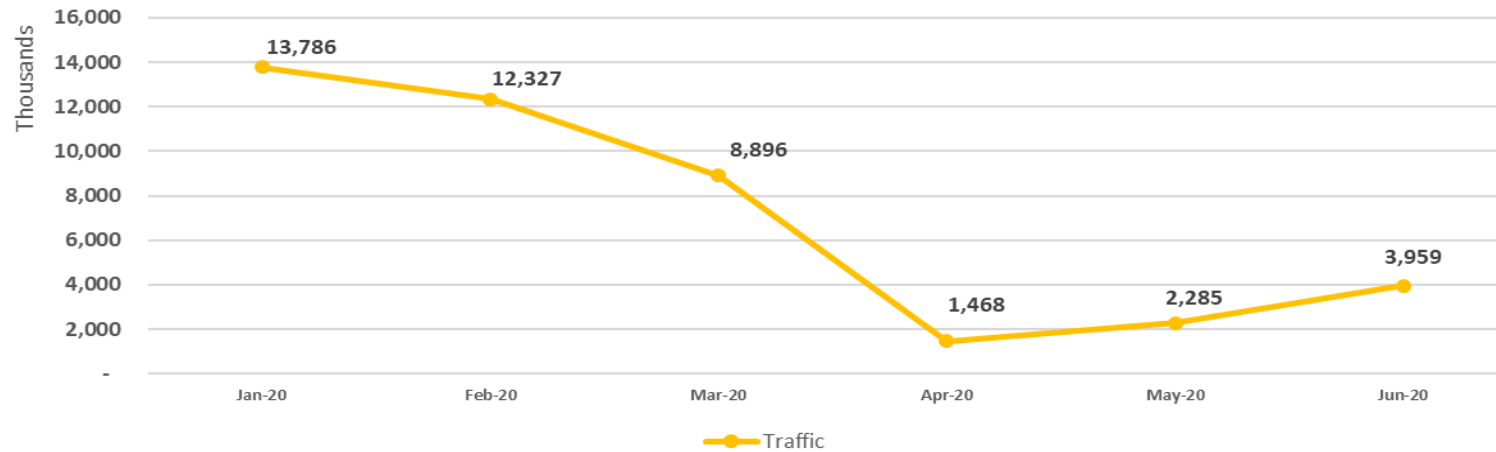
Approximately 37% of expired leases or due to expire in 2020 has renewed / committed to renew their leases

* Figures are for leases expiring between July 2020 to December 2020. Leased area are as of 30 June 2020.

Visitor Traffic 2020

Recovered to **43%** of January 2020 level (2nd week of July vs Average Weekly in January 2020)

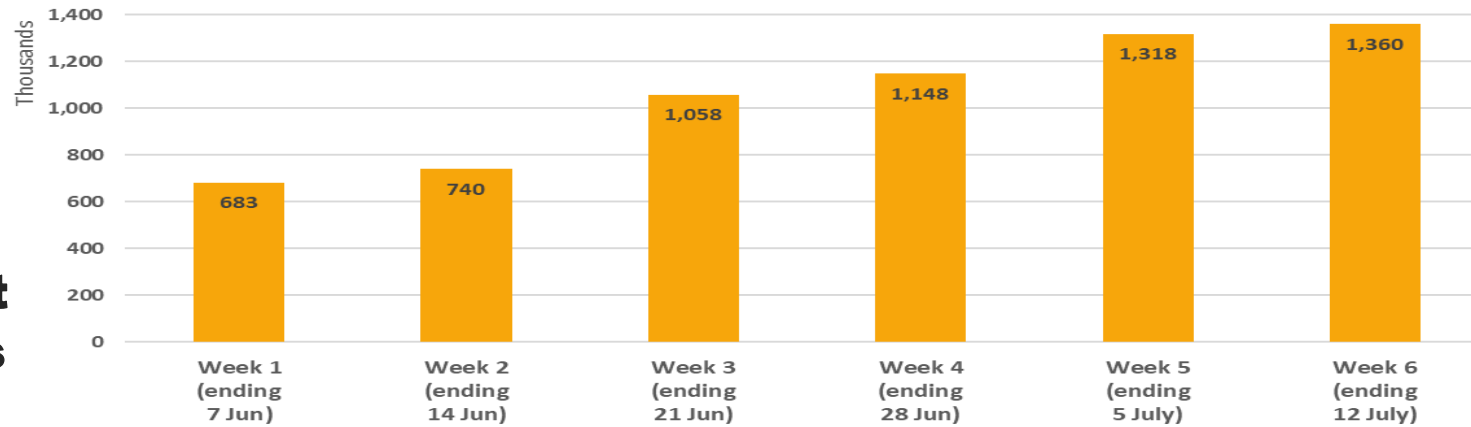
Monthly Visitor Traffic Declined due to Covid-19



YTD June 2020
42.7 mil visitors

Weekly Visitor Traffic (1 June 2020 to 12 July 2020)

Visitor Traffic has Shown Improvement Since Mall Openings

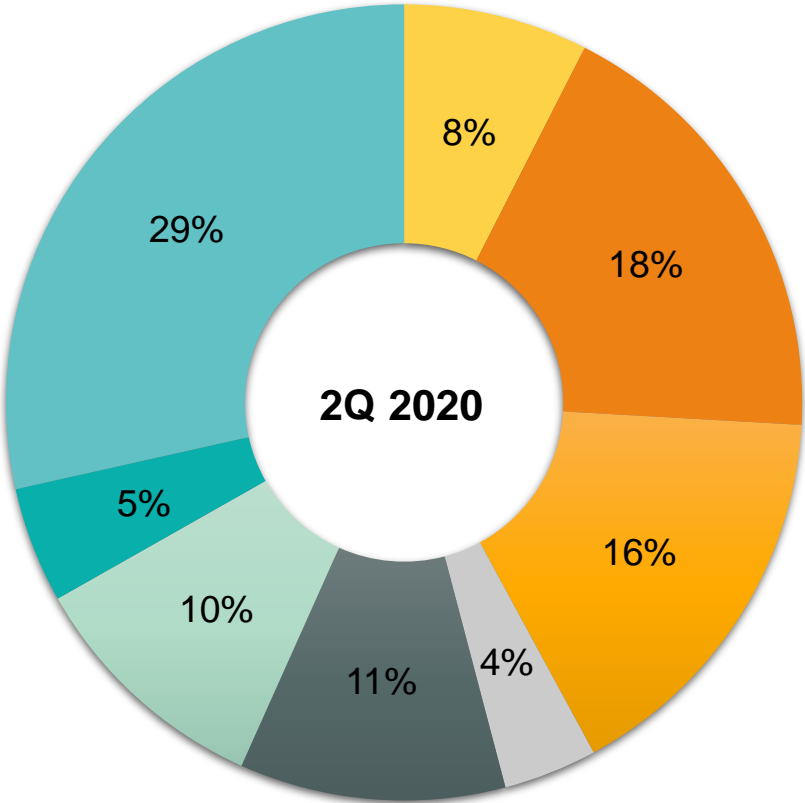


1 June to 12 July 2020
6.3 mil visitors

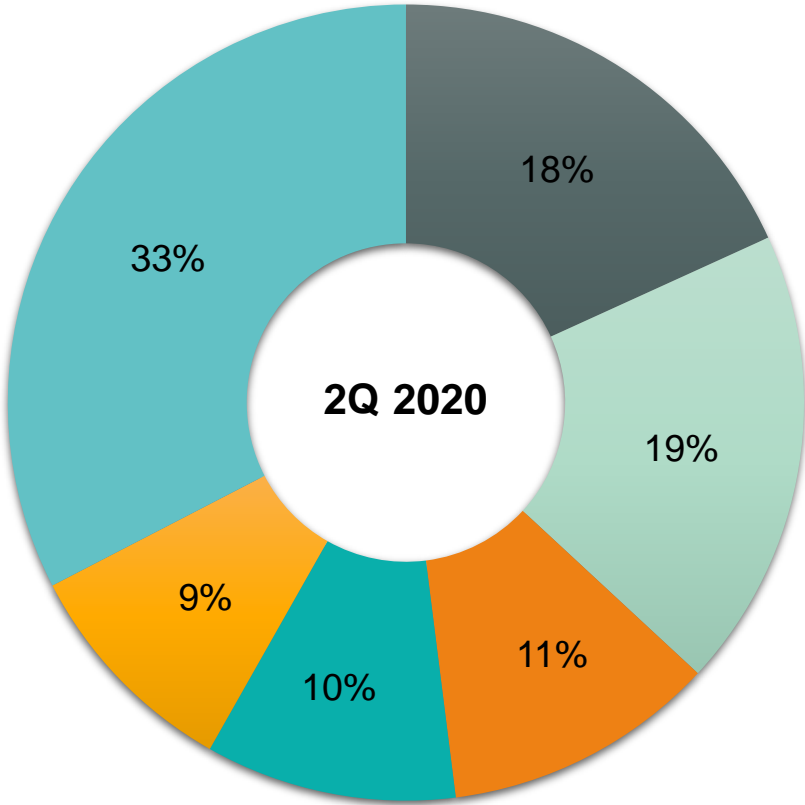
Since the opening of certain malls on 15 June 2020, visitor traffic has increased by **84%** (2nd week of July vs 2nd week of June 2020)

Diversified Quality Tenants

Trade Sector Breakdown by Gross Revenue*



Trade Sector Breakdown by Net Lettable Area



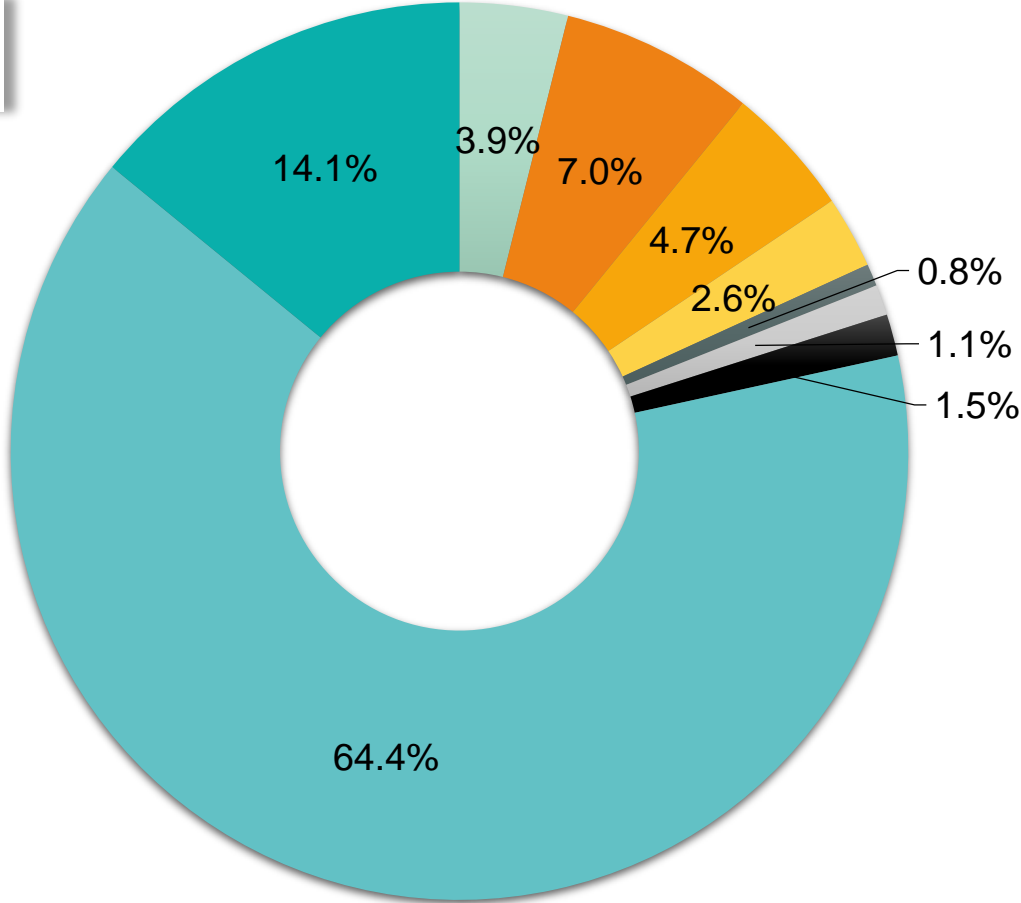
- Casual Leasing
- F&B/Food Court
- Fashion
- Parking
- Department Store
- Supermarket/Hypermarket
- Leisure & Entertainment
- All Other Sectors

* Exclude other rental income and utilities recovery

Diversified Quality Tenants

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

- As at 30 June 2020, revenue from related-party tenants, including Lippo Karawaci, Matahari, Hypermart, Cinepolis, etc accounted for 21.6% but none accounted for more than 10%
- Non-related party tenants comprising international and local brands accounted for 64.4%

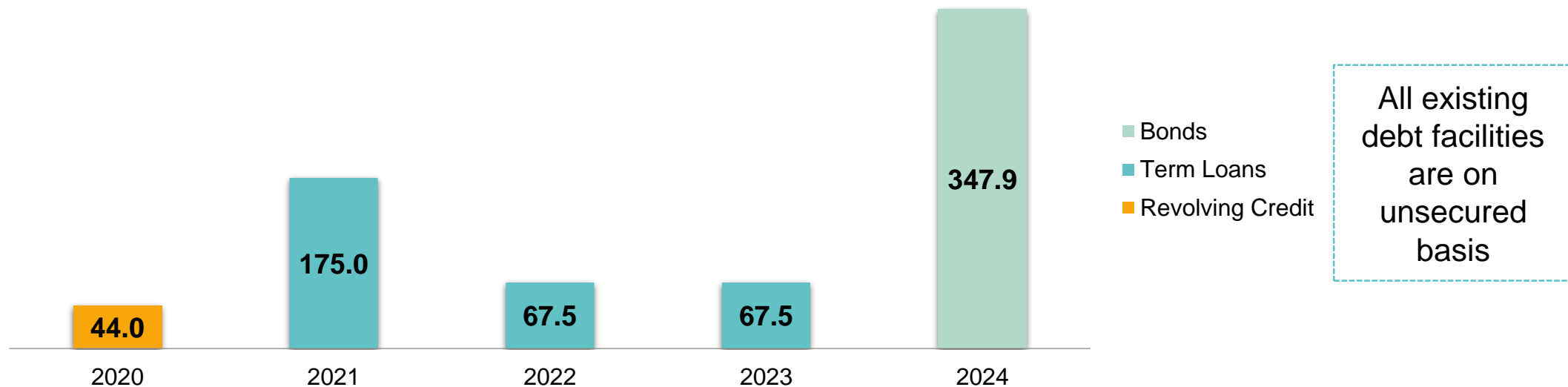


- LK Master Leases
- Sky Parking
- Other Related-Party Tenants
- Matahari
- Cinepolis
- Non-Related Party Tenants
- Hypermart
- Timezone
- Utilities Income

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\$701.9 m	35.7%	3.33 times	95.2%	2.8 years	5.76%	6.04%

As at 30 June 2020



Notes:

1. S\$44.0 million 3.85% revolving credit facilities
2. S\$175.0 million 3.15% + SOR term loan due 21 August 2021
3. S\$67.5 million 3.05% + SOR term loan due 9 November 2022
4. S\$67.5 million 3.25% + SOR term loan due 9 November 2023
5. 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



Looking Ahead

Covid-19 Impact on LMIR Trust

- ❑ Nearly two and a half months of temporary closure for most of the Trust's malls starting end March, with rental waivers during the closure period, save for essential services which are pro-rated to reflect the shorter operating hours – 8 hours instead of 12 hours
- ❑ During closure period, tenants also received 40% discount on service charges
- ❑ Most retail stores, including dine-in at F&B outlets, have reopened except for entertainment outlets such as cinemas and kids entertainment remain closed due to existing Government regulations. Entertainment outlets which remain closed will continue to enjoy rental waivers

Covid-19 Impact on LMIR Trust

- ❑ Malls continue to operate with shorter 8 hours in July and potentially into Aug. Tenants will be charged pro-rated rental and service charges
- ❑ In our effort to ensure long term partnership with our tenants, we have rolled out various rental relief programmes to help them mitigate business disruptions caused by the Covid-19 pandemic on case by case basis
- ❑ Selected tenants have restructured their fixed rental leases into rentals based purely on gross turnover over the next 3 – 6 months. Shorter tenor leases offered for selected tenants to ensure occupancy rates maintained
- ❑ Promotional activities, conducted jointly with tenants to boost shopper traffic including free carparking

Covid-19 Impact on LMIR Trust

- ❑ The ongoing Covid-19 pandemic has created much uncertainty and has impacted LMIR Trust's financial performance, making 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 near future
- ❑ In June, the Trust paid the coupon on the 6.6% subordinated perpetual securities distribution payment. Given the improvement in mall operations, the Trust has provided for the coupon on the 7% subordinated perpetual securities distribution payment due in September
- ❑ The Trust remains in compliance with our debt financial covenants and has adequate financial reserves to fulfil our obligations into the foreseeable future

Covid-19 Impact on LMIR Trust

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

Unlocking Value with Divestments

- ❑ In December 2019, the Trust entered into a conditional sale and purchase agreement to divest Pejaten Village and Binjai Supermall for a total consideration of Rp1,280.7 billion
- ❑ In view of the disruption arising from Covid-19 and the effect on the valuation of the assets in the country, the Trust entered into a Supplemental & Amendment Agreement on 23 July 2020 to revise the total sales consideration to Rp1,152.6 billion.



Property	Pejaten Village
Purchase Consideration in 2012	Rp748.0 billion
Sale Consideration	Rp890.6 billion



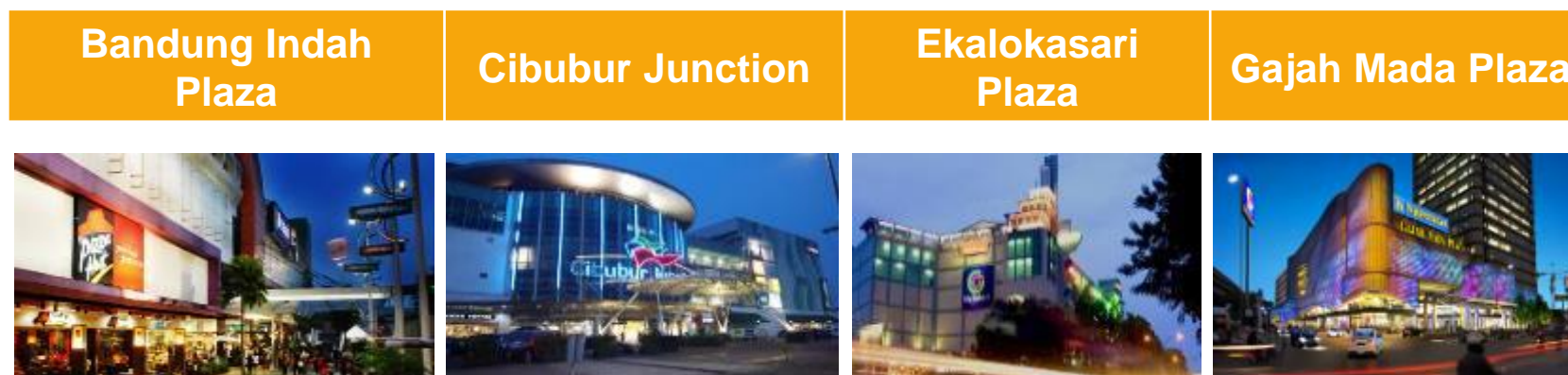
Property	Binjai Supermall
Purchase Consideration in 2012	Rp237.5 billion
Sale Consideration	Rp262.0 billion



Thank You

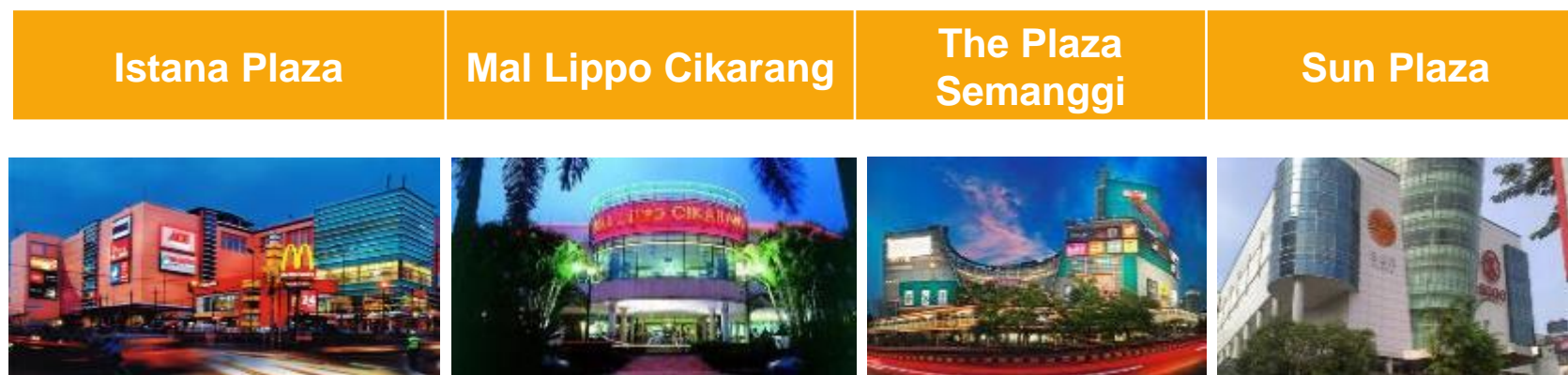
Appendix

Property Overview : Retail Malls



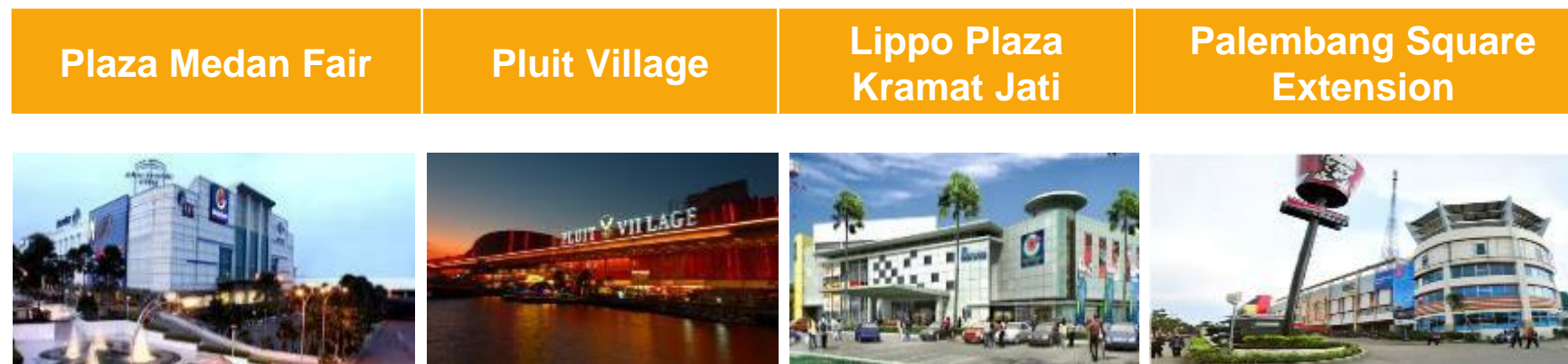
Valuation	Rp711.3 billion	Rp319.6 billion	Rp357.2 billion	Rp800.1 billion
Location	Jalan Merdeka, Bandung, West Java	Jalan Jambore, Cibubur, East Jakarta	Jalan Siliwangi 123, Bogor, West Java	Jalan Gajah Mada, Central Jakarta
GFA	75,868 sqm	66,935 sqm	58,859 sqm	79,830 sqm
NLA	30,288 sqm	34,023 sqm	28,637 sqm	36,535 sqm
Occupancy	99.5%	98.1%	89.6%	67.5%
Number of Tenants	250	195	94	165

Property Overview : Retail Malls





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

Property Overview : Retail Malls



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

Property Overview : Retail Malls

	Tamini Square	Palembang Square	Pejaten Village ¹	Binjai Supermall ¹
				
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 Soekarno, Hatta No.14, Binjai, North Sumatera
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

1. 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

Property Overview : Retail Malls

Lippo Mall Kemang	Lippo Plaza Batu	Palembang Icon	Lippo Mall Kuta
			

Valuation	Rp2,669.0 billion	Rp265.2 billion	Rp772.0 billion	Rp807.8 billion
Location	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
GFA	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 Tenants	217	51	179	64

Property Overview : Retail Malls

Lippo Plaza Kendari



Lippo Plaza Jogja

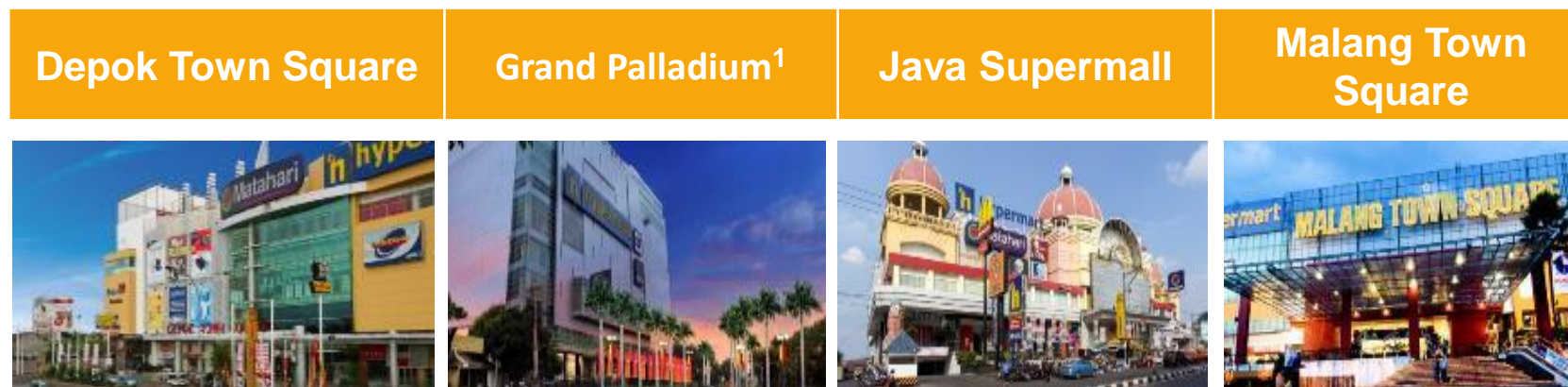


Kediri Town Square



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

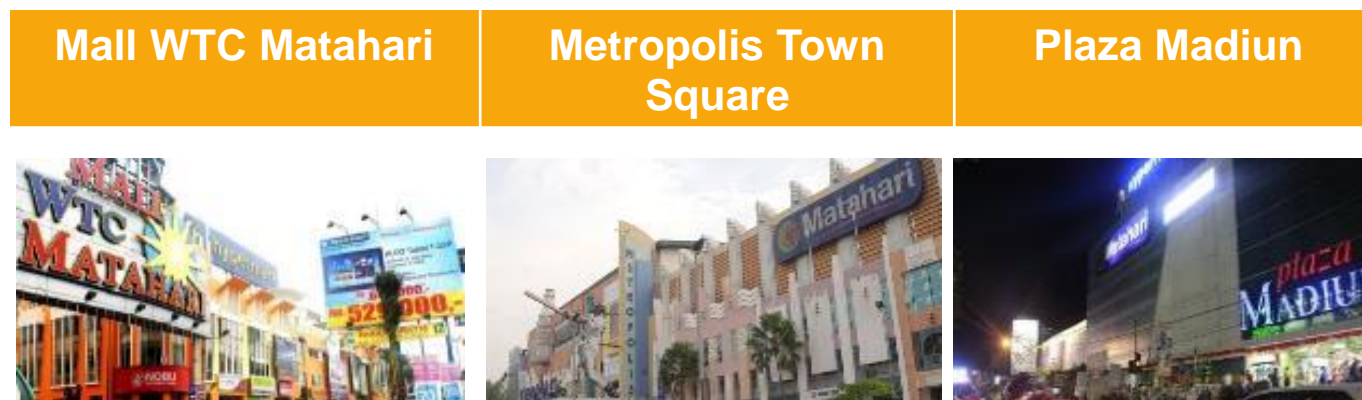
Property Overview : Retail Spaces



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

1. 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



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

