

ACCORDIA GOLF TRUST

Financial Results for 1H FY17/18

(1 April 2017 to 30 September 2017)

13 November 2017

Stock code: ADQU

Important Notice

This presentation is intended solely for your information only and does not constitute an invitation or offer to acquire, purchase or subscribe for units ("**Units**") in Accordia Golf Trust ("**AGT**" or the "**Trust**"). The information and opinions in this presentation are subject to change without notice, its accuracy is not guaranteed, and it may not contain all material information concerning AGT.

No representation or warranty, expressed or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. None of the Trust, Accordia Golf Trust Management Pte. Ltd. (the "**Trustee-Manager")**, Accordia Golf Co., Ltd. (the "**Sponsor**"), and Daiwa Real Estate Asset Management Co. Ltd., or any of their respective affiliates, directors, officers, employees, agents, advisers or representatives shall have assume any responsibility or any liability whatsoever (in negligence or otherwise) for any loss howsoever arising, whether directly or indirectly, from any use, reliance or distribution of this presentation or its contents or otherwise arising in connection with this presentation. Nothing contained herein is, or shall be relied upon as, a promise or representation, whether as to the past or the future and no reliance, in whole or in part, should be placed on the fairness, accuracy, completeness or correctness of the information contained herein. Further, nothing in this document should be construed as constituting legal, business, tax or financial advice.

The information in this presentation may not be forwarded or distributed to any other person and may not be reproduced in any manner whatsoever. Any forwarding, distribution or reproduction of this information in whole or in part is unauthorised. Failure to comply with this directive may result in a violation of the United States Securities Act of 1933, as amended or the applicable laws of other jurisdictions.

This presentation contains forward-looking statements that may be identified by their use of words like "**plans**," "**expects**," "**will**," "**anticipates**," "**believes**," "**intends**," "**depends**," "**projects**," "**estimates**" or other words of similar meaning and that involve assumptions, risks and uncertainties. All statements that address expectations or projections about the future and all statements other than statements of historical facts included in this presentation, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements. Such forward-looking statements are based on certain assumptions and expectations of future events regarding the Trust's present and future business strategies and the environment in which the Trust and the Trustee-Manager will operate, and must be read together with those assumptions. The Trustee-Manager does not guarantee that these assumptions and expectations are accurate or will be realised. Actual future performance, outcomes and results may differ materially from those expressed in forward-looking statements as a result of a number of risks, uncertainties and assumptions. There can be no assurance that such expectations will be met. Representative examples of these risks, uncertainties and assumptions include (without limitation) general global, regional and local economic conditions, regulatory developments and changes in the golf course industry, implementation of new changes in government regulations, man-made or natural disasters that affect the business or assets of AGT, and general global, regional and local political and social conditions and the implementation of or changes to existing government policies in the jurisdictions where AGT operates. Predictions, projections or forecasts of the economy or economic trends of the markets are not necessarily indicative of the future or likely performance of the Trust. Past performance is not necessarily indicative of future performance. The forecast financial performance of the Trust is not guaranteed. You are cautioned not to place undue reliance on these forward-looking statements, which are based on the Trustee-Manager's current view of future events. The Trustee-Manager does not assume any responsibility to amend, modify, revise or update any forward-looking statements, on the basis of any subsequent developments, information or events, or otherwise. While the Trustee-Manager has taken care to ensure that information is extracted accurately and in its proper context, the Trustee-Manager has not independently verified any of the data from third party sources.

The value of the Units and the income derived from them may fall or rise. The Units are not obligations, or deposits in, or guaranteed by the Trustee-Manager. An investment in the Units is subject to investment risks, including the possible loss of the principal amount invested. The holders of the Units (the "**Unitholders**") have no right to request that the Trustee-Manager redeem or purchase 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 (the "**SGX-ST**"). Listing of the Units on the SGX-ST does not guarantee a liquid market for the Units.

Contents

1. Financial Highlights and Capital Management
2. Portfolio Updates
3. Outlook
4. Appendix



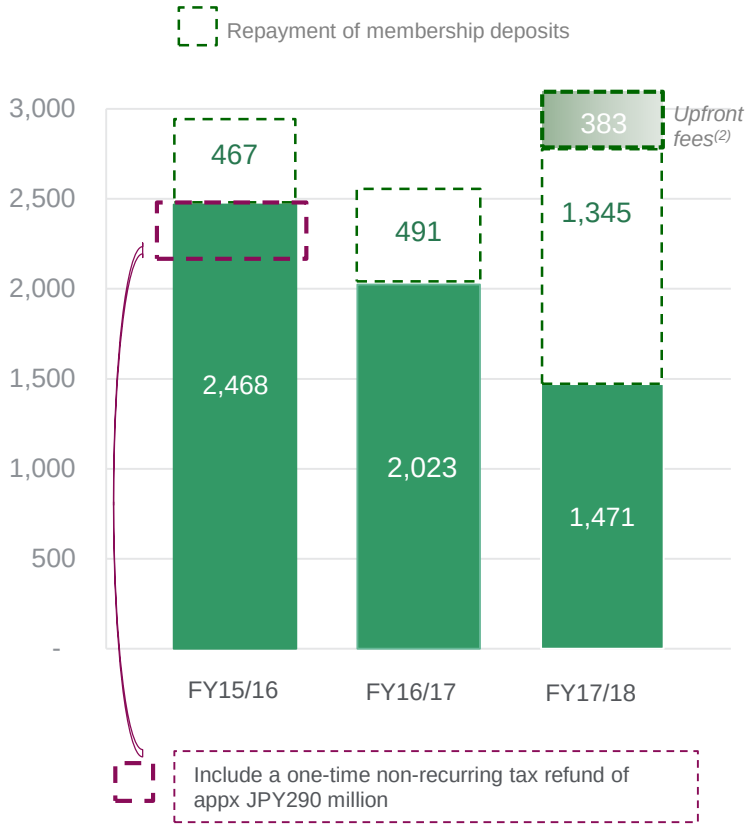
Financial Highlights and Capital Management

Castlehill Country Club, Nagoya Region

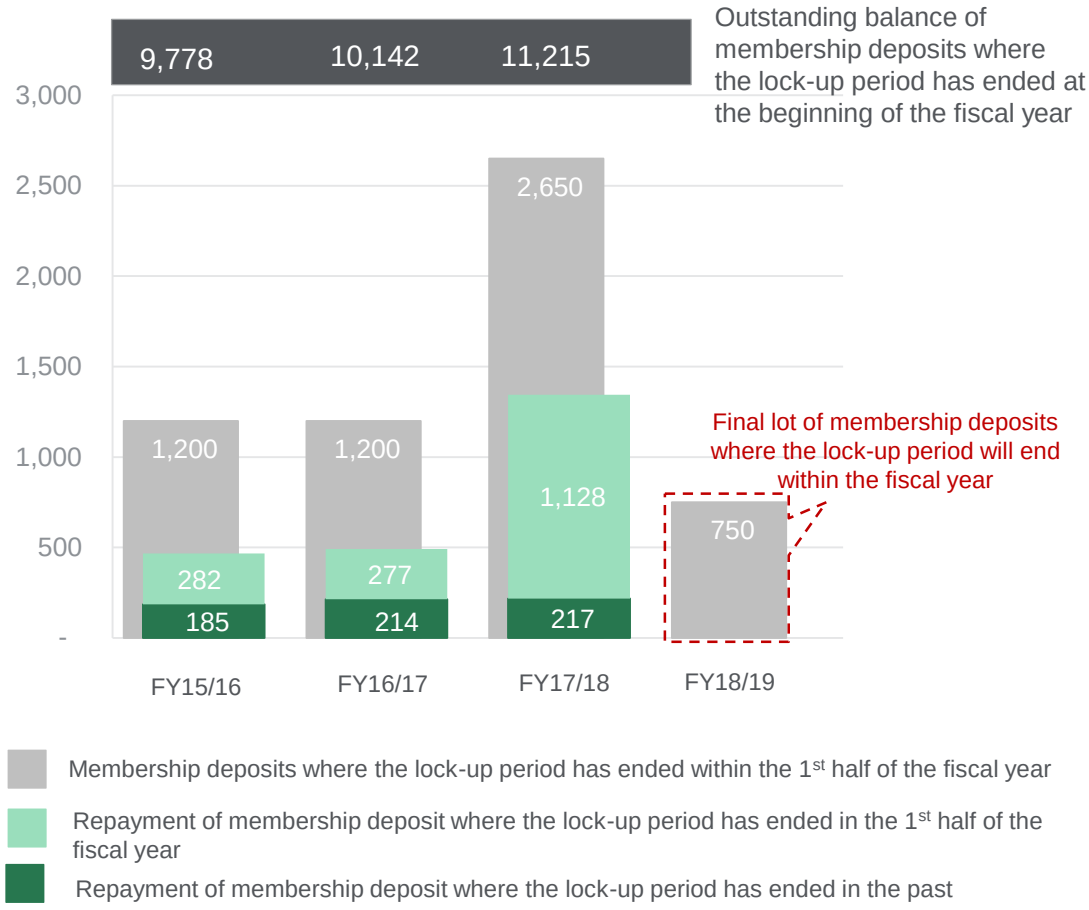
1H FY17/18 Distribution

- Total income available for distribution was JPY1,471 million.
- Influenced by unusually large repayment of membership deposit.

1ST HALF DISTRIBUTABLE AMOUNT (JPY MILLION)



REPAYMENT OF MEMBERSHIP DEPOSITS(1) (JPY MILLION)



(1) Members can call for repayment of membership deposits after a lock-up period of a certain number of years.
(2) Refer to announcement dated 25 July and 27 July 2017

1H FY17/18 & 2Q Key Financials

JPY million

	1st Half (Apr to Sep)			2nd Quarter (Jul to Sep)		
	FY17/18	FY16/17	YoY Change (%)	FY17/18	FY16/17	YoY Change (%)
Operating Income	**27,952**	**27,396**	+2.0%	13,378	12,978	+3.1%
Operating Profit	**5,654**	**5,178**	+9.2%	2,453	2,203	+11.3%
Profit (after tax)	**4,428**	**3,927**	+12.8%	1,930	1,653	+16.8%
Total Income Available for Distribution	**1,471**	**2,023**	-27.3%	(323)	497	N.M.
Available Distribution Per Unit (Singapore cents)	**1.65**	**2.45**	-32.7%			

	As at 30 Sep 2017	As at 31 Mar 2017
NAV per unit (SGD)	**0.90**	0.91
Price/NAV per unit	**0.81**	0.81
Loan-to-Value Ratio(1)	**28.7%**	28.9%
JPY/SGD Exchange Rate	82.87	79.97
Unit Price	0.73	0.735

(1) Loan-to-Value Ratio = Total loans and borrowings/ total appraisal value of the Initial Portfolio as at 31 December 2016.
No of Units for the periods = 1,099,122,000
N.M. = Not meaningful

Statement of Comprehensive Income

JPY million

	1st Half (Apr to Sep)			2nd Quarter (Jul to Sep)		
	FY17/18	FY16/17	YoY change (%)	FY17/18	FY16/17	YoY change (%)
Operating Income	**27,952**	**27,396**	**+2.0%**	**13,378**	**12,978**	+3.1%
Golf Course Revenue	18,693	18,242	+2.5%	8,745	8,503	+2.8%
Restaurant Revenue	6,792	6,706	+1.3%	3,324	3,288	+1.1%
Membership Revenue	2,152	2,286	-5.9%	1,056	1,122	-5.9%
Other Operating Income	315	162	N.M.	253	65	N.M.
Operating Expenses	**22,298**	**22,218**	**+0.4%**	**10,925**	**10,775**	+1.4%
Golf Course Related Cost	18,779	18,746	+0.2%	9,238	9,191	+0.5%
SG&A and Others	3,519	3,472	+1.4%	1,687	1,584	+6.5%
Operating Profit	**5,654**	**5,178**	**+9.2%**	**2,453**	**2,203**	**+11.3%**
Profit After Income Tax	**4,428**	**3,927**	**+12.8%**	**1,930**	**1,653**	**+16.8%**

Due to increase in the commission payable to 3rd party's web booking site.

N.M. = Not meaningful

1H FY17/18 Distribution

Distribution for 1H FY16/17	(1 April 2017 to 30 September 2017)
Distribution Per Unit	1.65 Singapore cents

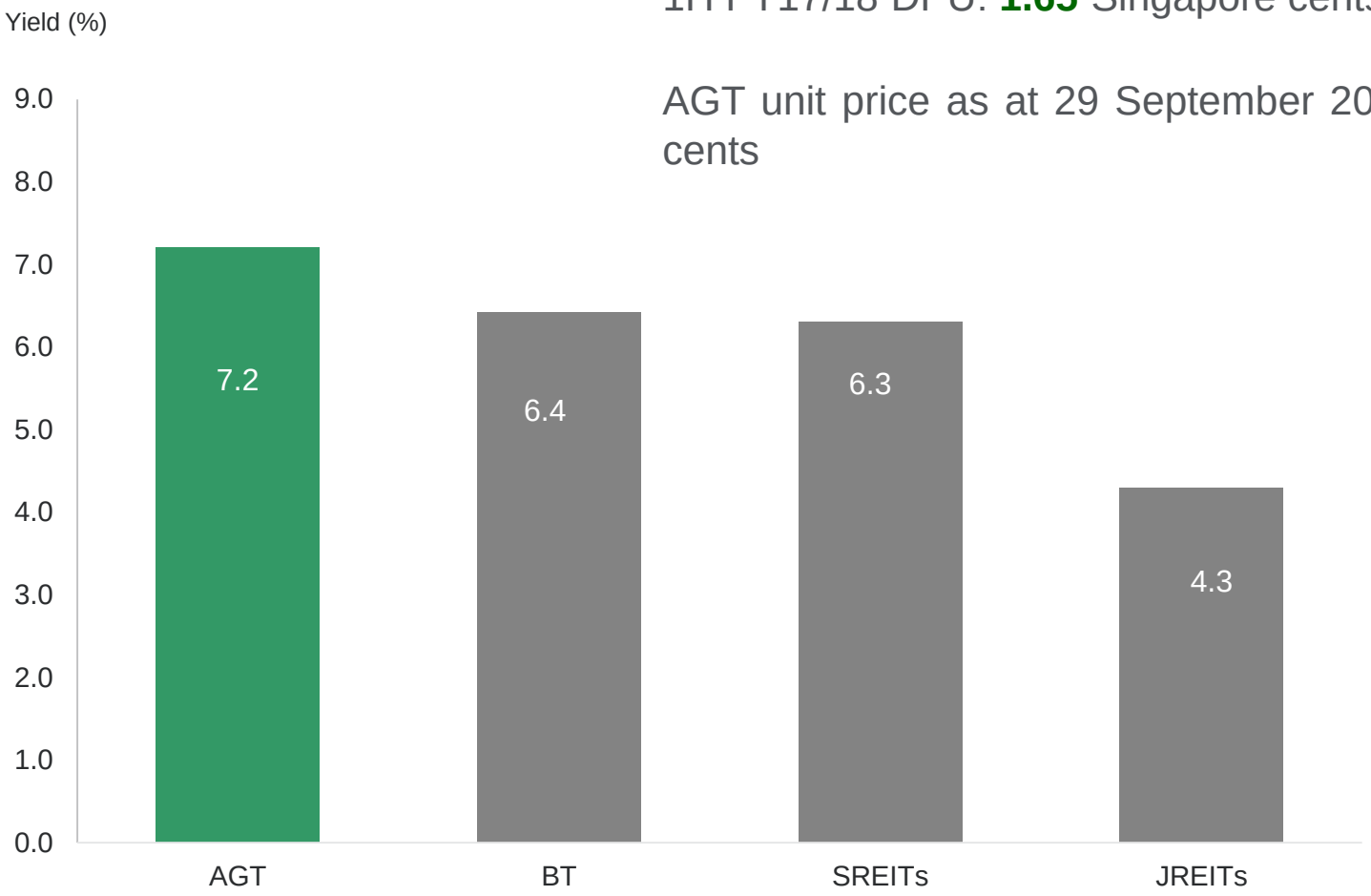
Distribution Timetable	
13 November 2017, Monday	Announcement of 1st half year results with the amount of distribution
01 December 2017, Friday	Last date that the Units are traded on a “cum-distribution” basis
06 December 2017, Wednesday, 5.00 p.m.	Closure of Transfer Books and Register of Unitholders
15 December 2017, Friday	Payment of Distribution

Yield Comparison

AGT DPU Yield: 7.2%

1H FY17/18 DPU: **1.65** Singapore cents

AGT unit price as at 29 September 2017: **73.0** Singapore cents



Source:

AGT: Calculation is based on calculation is based on sum of the actual 2H FY16/17 of 3.59 Singapore cents (100% basis) and 1H FY17/18 DPU of 1.65 Singapore cents (100% basis) / Closing Price as at 29 September 2017 (SGD0.73).
SREITs and BT: OCBC Investment Research Weekly S-REITS Tracker dated 6 November 2017. Total 37 SREITS and 7 Business Trust (excluding AGT).
JREITs: J-REIT Report from The Association for Real Estate Securitization. Data is as at 11 November 2017 and includes 59 REITs.

Balance Sheet

JPY million

	As at 30 Sep 2017	As at 31 Mar 2017
Cash & Cash Equivalents	7,932	10,252
Trade and Other Receivables	2,231	2,407
Inventory	297	256
Other Current Assets	917	1,206
Current Assets	**11,377**	**14,121**
Property, Plant and Equipment	147,054	146,536
Intangible Assets	17,161	17,131
Other Non-current Assets	514	584
Non-current Assets	**164,729**	**164,251**
Total Assets	**176,106**	**178,372**

	As at 30 Sep 2017	As at 31 Mar 2017
Borrowings from Financial Institutions	28,740	14,830
Finance Lease Payables	865	659
Trade & Other Payables	4,447	5,621
Membership Deposits	10,705	11,215
Income Tax Payables	375	915
Derivative Financial Instruments	49	12
Other Current Liabilities	2,662	4,350
Current Liabilities	**47,843**	**37,602**
Borrowings from Financial Institutions and Related Party	14,602	28,799
Finance Lease Payables	2,715	2,219
Membership Deposits	764	821
Deferred Tax Liabilities	28,112	28,068
Derivative Financial Instruments	87	189
Other Non-current Liabilities	78	78
Non-current Liabilities	**46,358**	**60,174**
Total Liabilities	**94,201**	**97,776**
Net Assets	**81,905**	**80,596**

Capital Management

Debt Profile as at 30 September 2017	
Term Loan A (Maturity in Aug 2018)(1)	JPY15 bil / T +1.25% (T: 6-month Yen TIBOR)
Term Loan B (Maturity in Aug 2018)	JPY15 bil / T +1.50%
Term Loan C (Maturity in Aug 2019)	JPY15 bil / T +1.75%
Subordinated Loan(2)	JPY500 mil / 3.0%
Total borrowings : JPY 45.5 billion	

Interest Rate Swap Arrangement	
Term Loan B (Maturity in Aug 2018)	JPY15 bil / 2.00%
Term Loan C (Maturity in Aug 2019)	JPY10 bil / 2.34%

Credit Rating	
BBB+	Obtained from Japan Credit Rating Agency on the JPY 45 billion loan of AGT's golf course holding company, Accordia Golf Asset Godo Kaisha ("SPC")

Loan-to-Value Ratio	
28.7 %	Total Loans / Total Asset(3) = JPY 43.3 bil/ JPY 150.89 bil

- Term Loan Lenders:
  - Mizuho Bank
  - Sumitomo Mitsui Banking Corporation
  - The Bank of Tokyo-Mitsubishi UFJ
  - Aozora Bank
  - Shinsei Bank
  - The Tokyo Star Bank
  - Mitsubishi UFJ Trust and Banking Corporation
  - Mitsubishi UFJ Lease & Finance Company
  - ShinGinko Tokyo
- Subordinated Loan Lender: Accordia Golf

(1) Announcement on 25 July 2017 and 27 July 2017: Extension of Term Loan A
(2) A subordinated loan has been extended from the Sponsor to the SPC and opened solely to deposit and manage the SPC's own funds in connection with the TK business.
(3) Based on the latest appraisal value of the Initial Portfolio as at 31 December 2016.



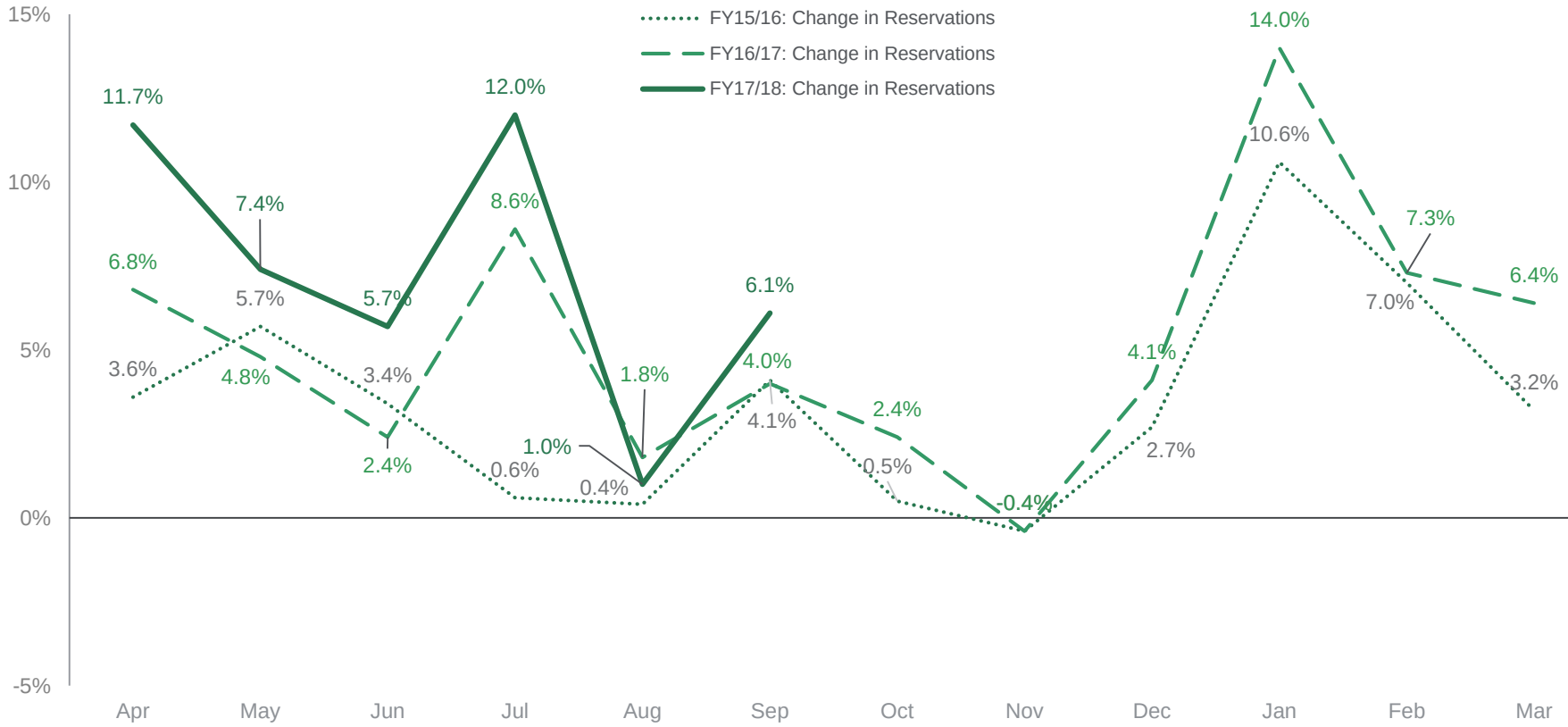
Portfolio Highlights

Accordia Kids Competition in Northern CC Nishikigahara Golf Course

Positive Reservation

Sound demand for golf brought fairly positive reservation rate each month.

Year-on-Year changes of number of players under reservation as at beginning of month



The calculation on change in reservation is based on actual reservation vs the same month of the previous year for 89 golf courses and does not reflect any cancellation due to weather conditions

Operating Performance

Number of players to AGT's golf courses

FY17/18	Number of Players (thousands)			Utilization Rate[1]		
	Actual	YoY Change[2]	3 Year Average Change[3]	Actual	YoY Change[4]	3 Year Average Change[5]
Apr	517	+5.3%	+4.9%	82.2%	+4.3 ppt	+3.8 ppt
May	587	+2.4%	+1.0%	89.4%	+2.2 ppt	+0.9 ppt
Jun	514	+4.6%	+2.4%	81.0%	+3.2 ppt	+1.7 ppt
Jul	540	-0.1%	+6.2%	82.6%	+0.1 ppt	+4.7 ppt
Aug	512	+3.0%	+2.5%	78.3%	+1.9 ppt	+1.6 ppt
Sep	508	+6.3%	+1.2%	80.4%	+5.1 ppt	+0.8 ppt
1Q	**1,618**	**+4.1%**	**+2.7%**	**84.2%**	**+3.2 ppt**	**+2.1 ppt**
2Q	**1,560**	**+4.8%**	**+3.3%**	**80.4%**	**+3.2 ppt**	**+2.4 ppt**

(1) Utilization Rate = Total number of players per 18 holes / (Total operating days x 50 (flights) x 4 (persons)). Total operating days exclude closed days under specific circumstances such as typhoon and snow, among other factors.
(2) Year-on-Year (YoY) Change = (Current month data - corresponding month of the previous year) / corresponding month of the previous year.
(3) 3 Year Average Change = (Current month data – previous 3 Year Average) / previous 3 Year Average.
(4) Year-on-Year (YoY) Change Percentage Point (ppt) = Current month data - corresponding month of the previous year.
(5) 3 Year Average Percentage Point Change = Current month data – previous 3 Year Average.

Accelerate the installation of GPS Navigation System

- Target to complete the installation of the GPS Navigation System for all 89 golf courses by end 2018 instead of the initial target of 2019.
- Initial implementation of GPS Navigation System shows
  - higher take-up rate on golf competitive play;
  - easier and enjoyable play; and
  - Shorter play time


Outlook
Myogi Country Club, Tokyo Region

Outlook

Stable Number of Golf Plays in Japan Expected to Continue

- Underpinned by sound demand from senior players.
- Number of play per golfer has been stable, despite decrease in overall population in Japan.

Golf Remains as a Popular Leisure and Sports

- Golf continues to be a healthy leisure activity for seniors who are now more health conscious.
- Inclusion of golf as an Olympic sport is expected to increase popularity of golf in Japan, including the younger generations.



Appendix

Tarumae Country Club, Other Region (Hokkaido)

Operating Expenses

JPY million

	1st Half (Apr to Sep)			2nd Quarter (Jul to Sep)		
	FY17/18	FY16/17	YoY Change (%)	FY17/18	FY16/17	YoY Change (%)
Operating Expenses	**22,298**	**22,218**	**+0.4%**	**10,925**	**10,775**	**+1.4%**
Golf Course Operating Cost	**18,779**	**18,746**	**+0.2%**	**9,238**	**9,191**	**+0.5%**
Merchandise and Material Expenses	1,943	1,936	+0.4%	947	957	-1.0%
Labour and Outsourcing Expenses	8,458	8,404	+0.6%	4,144	4,050	+2.3%
Golf Course Management Fee	3,051	3,041	+0.3%	1,467	1,465	+0.1%
Golf Course Maintenance and Repair Cost	1,676	1,665	+0.7%	825	829	-0.5%
Depreciation and Amortisation	1,521	1,606	-5.3%	767	807	-5.0%
Utility Expenses	1,124	1,082	+3.9%	588	578	+1.7%
Operating Lease Expenses	1,006	1,012	-0.6%	500	505	-1.0%
SG&A and others	**3,519**	**3,472**	**+1.4%**	**1,687**	**1,584**	**+6.5%**
Selling, General and Administrative Expenses	2,088	1,989	+5.0%	1,038	906	+14.6%
Trustee-Manager's Fee	130	126	+3.2%	65	65	-
Asset Manager's Fee	50	50	-	25	25	-
Others	1,251	1,307	-4.3%	559	588	-4.9%

Distribution Statement

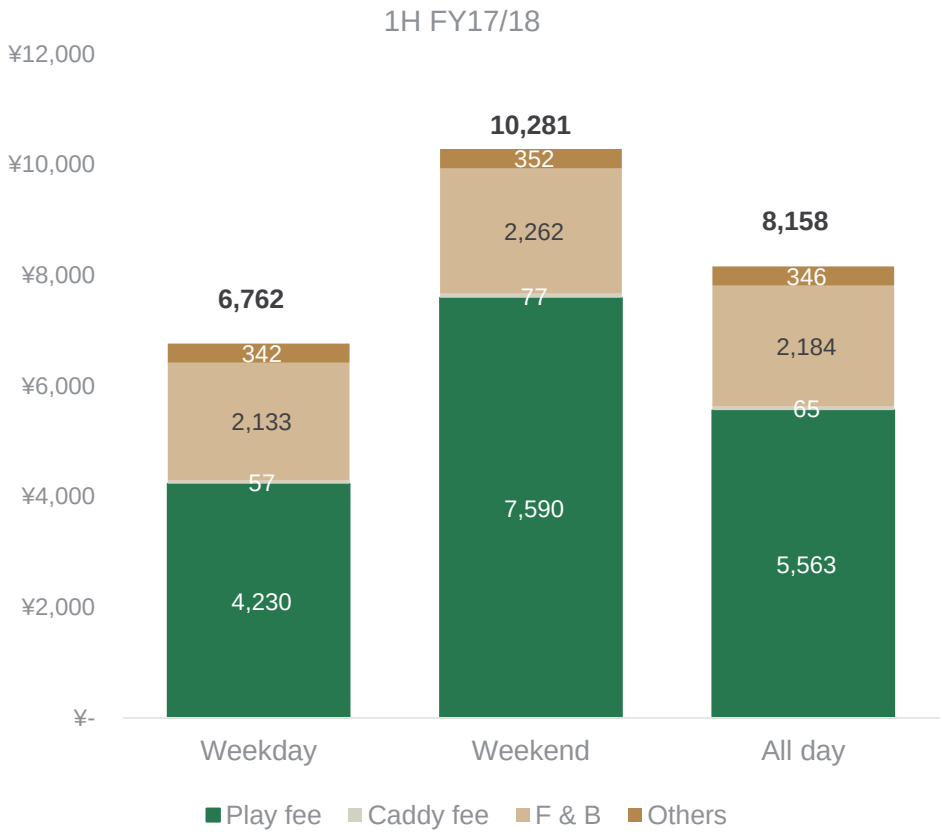
JPY million

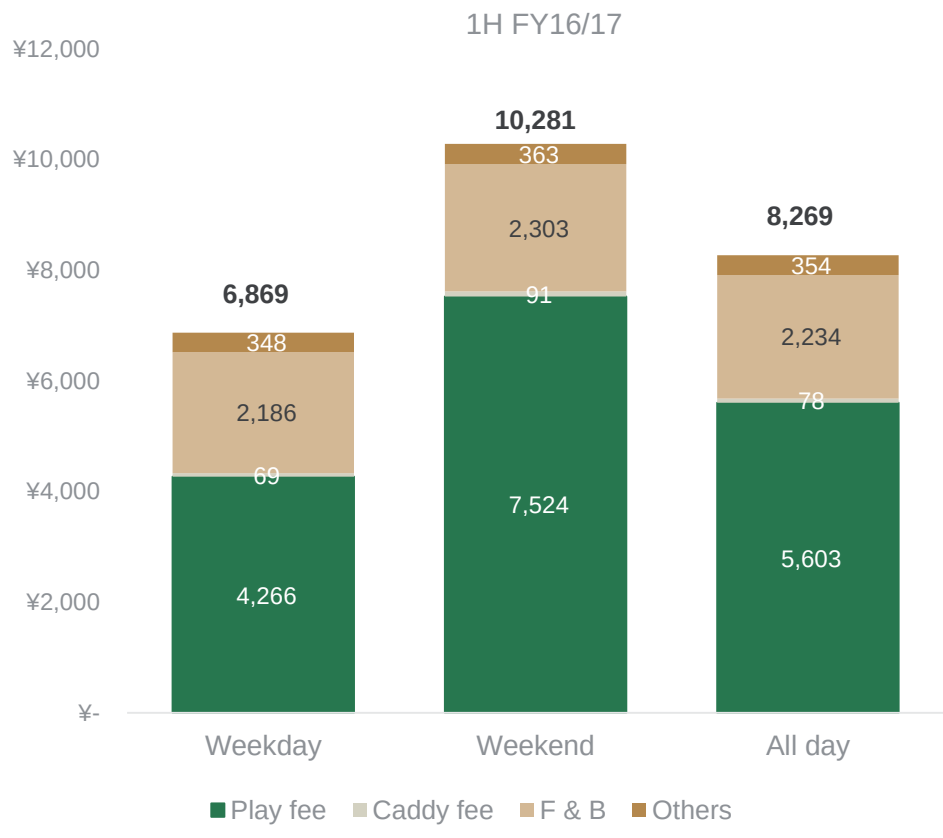
	1st Half (Apr to Sep)		2nd Quarter (Jul to Sep)	
	FY17/18	FY16/17	FY17/18	FY16/17
Profit (after tax)	**4,428**	**3,927**	**1,930**	**1,653**
(+) Depreciation & Amortisation Expenses	1,521	1,606	767	807
(+) Interest and Other Finance Costs	807	831	404	420
(+) Income Tax Expense	418	418	119	130
EBITDA	**7,174**	**6,782**	**3,220**	**3,010**
Distribution Adjustments:				
(-) Change in Working Capital	(1,809)	(2,119)	(1,380)	(1,596)
(-) Interest and Other Finance Cost Paid	(421)	(479)	(393)	(474)
(-) Income Tax Paid	(915)	(928)	-	-
(+) Others	8	20	3	(2)
(-) Net Cash Flows Used in Investing Activities	(924)	(920)	(768)	(830)
(-)(+) Net Cash Flows used in Financing Activities Excluding Distributions	(2,249)	(580)	(1,890)	(770)
(-)(+) Effect of Exchange Rate Changes on Balance of Cash	-	(17)	-	6
Net Increase in Cash and Cash Equivalents excluding Distributions	**864**	**1,759**	**(1,208)**	**(656)**
Reserved Items	607	264	885	1,153
Income Available for Distribution to Unitholders	**1,471**	**2,023**	**(323)**	**497**

Include the repayment of:
(1) Upfront fee of JPY383 million for the extension of Term Loan A; and
(2) Membership deposits of JPY1,345 million.

Revenue per Player (FY17/18)

Revenue(1) per Player (J-GAAP-based Revenue)



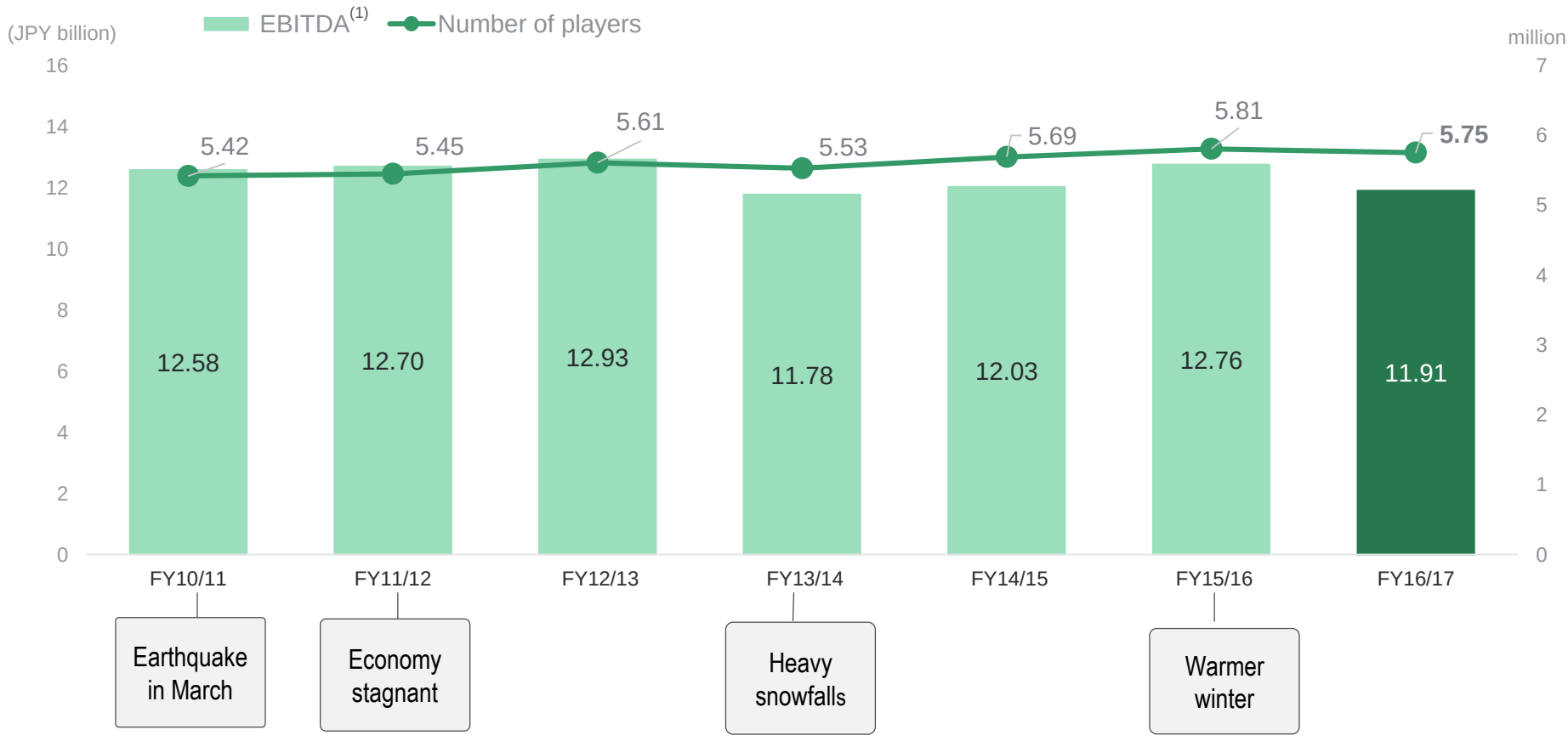


Note: Play fee includes Green fee and cart fee

(1) Revenue does not include revenue from memberships fees and Pro-shop business.

Historical Performance

- Actual Number of players for AGT's golf courses remains stable over the years.
- EBITDA(1) (based on J-GAAP) reflects the stability of players regardless of unfavourable events.



(1) Earnings before Interest, Taxes, Depreciation and Amortization ("EBITDA"): These figures are on J-GAAP basis and for illustration purposes and have not been audited or verified by third parties.

Key Statistics of Initial Portfolio Golf Courses (FY16/17)

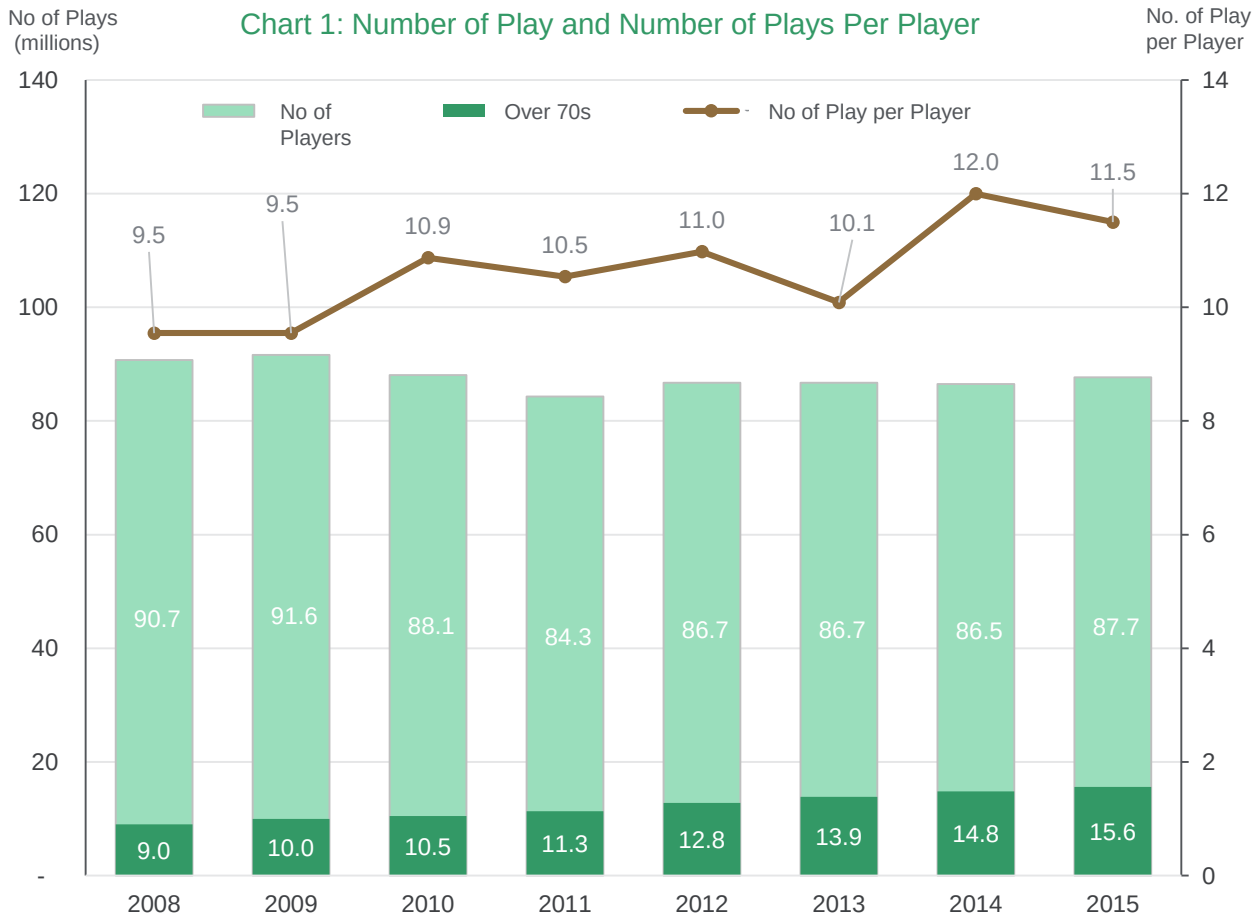
Regions	Number of Courses	%	Appraisal Value as at 31 Dec 2016 (JPY billion)[1]	%	Revenue for FY16/17 (JPY billion)[2]	Utilisation Rates FY16/17 (%)[3]	NOI FY16/17 (JPY billion)[4]	NOI Margin FY16/17* (%)	NOI Yield FY16/17** (%)
Greater Tokyo	35	39.3	73.98	49.0	22.98	78.9	5.74	25.0	7.8
Greater Osaka	15	16.9	37.86	25.1	12.08	87.2	3.01	24.9	8.0
Greater Nagoya	12	13.5	17.88	11.9	6.80	80.9	1.40	20.5	7.8
3 Largest Metropolitan Areas	**62**	**69.7**	**129.72**	**86.0**	**41.86**	**81.4**	**10.15**	**24.2**	**7.8**
Other Regions	27	30.3	21.17	14.0	10.55	67.0	1.76	16.7	8.3
Total	**89**	**100.0**	**150.89**	**100.0**	**52.41**	**77.6**	**11.91**	**22.7**	**7.9**

NOI = Net Operating Income
*NOI Margin = NOI divided by Revenue
**NOI Yield = NOI divided by Appraisal Value

(1) Based on real estate appraisals as at 31 December 2016 conducted by the Independent Real Estate Appraisers.
(2) Gross revenue includes play fees (green fees and cart fees), caddy fees, restaurant revenue, membership fees and other revenue from the golf course.
(3) Utilisation rate = Total no. of players per 18 holes/Total operating days x 200 persons.
(4) NOI calculated by deducting merchandise and material expense, labour cost, other operating expenses from revenue and Golf Course Management Agreement Fees ("GCMA").
Note: Calculation is based on J-GAAP figures

Number of Plays in Japan Remains Stable

Number of plays in Japan



Number of plays in Japan remains stable as the number of plays per player has been increasing.

Proportion of senior plays has been increasing.

Source: Japan Productivity Centre
Nihon Golf-jo Keieisha Kyokai, Japan

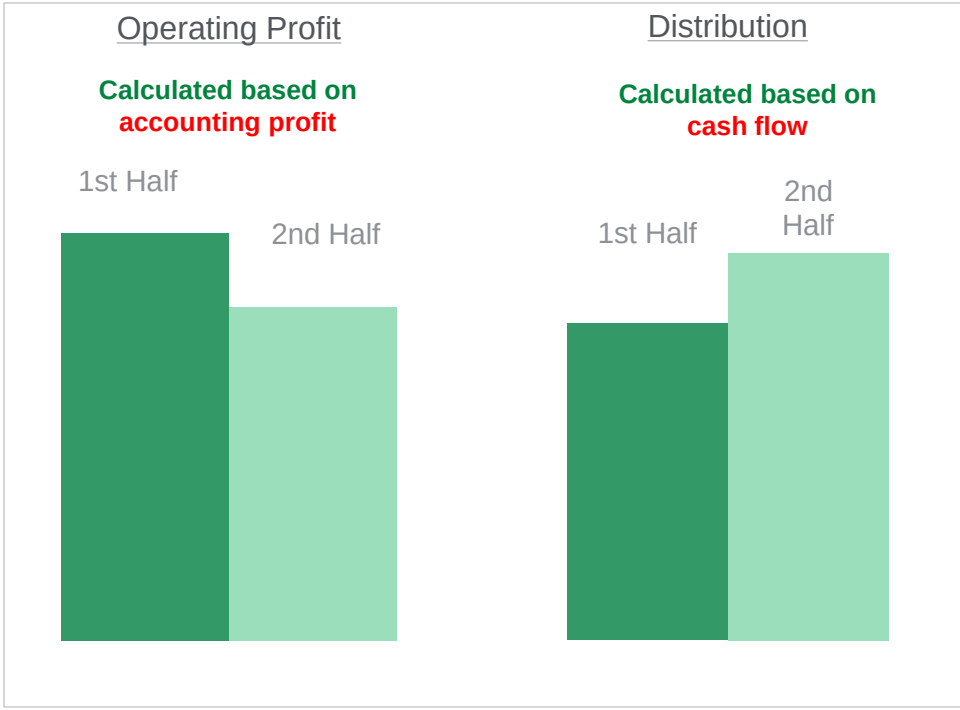
Seasonality in Operation, Accounting Profit and Cash Flows



Golf course business naturally has seasonality

Demand fluctuates according not only to Japanese seasons but also weather conditions,
e.g.

- Rainy season (June to July) : low demand & high cancellation.
- Typhoon (September to October) : high cancellation.
- Snow fall (January to March) : low demand.

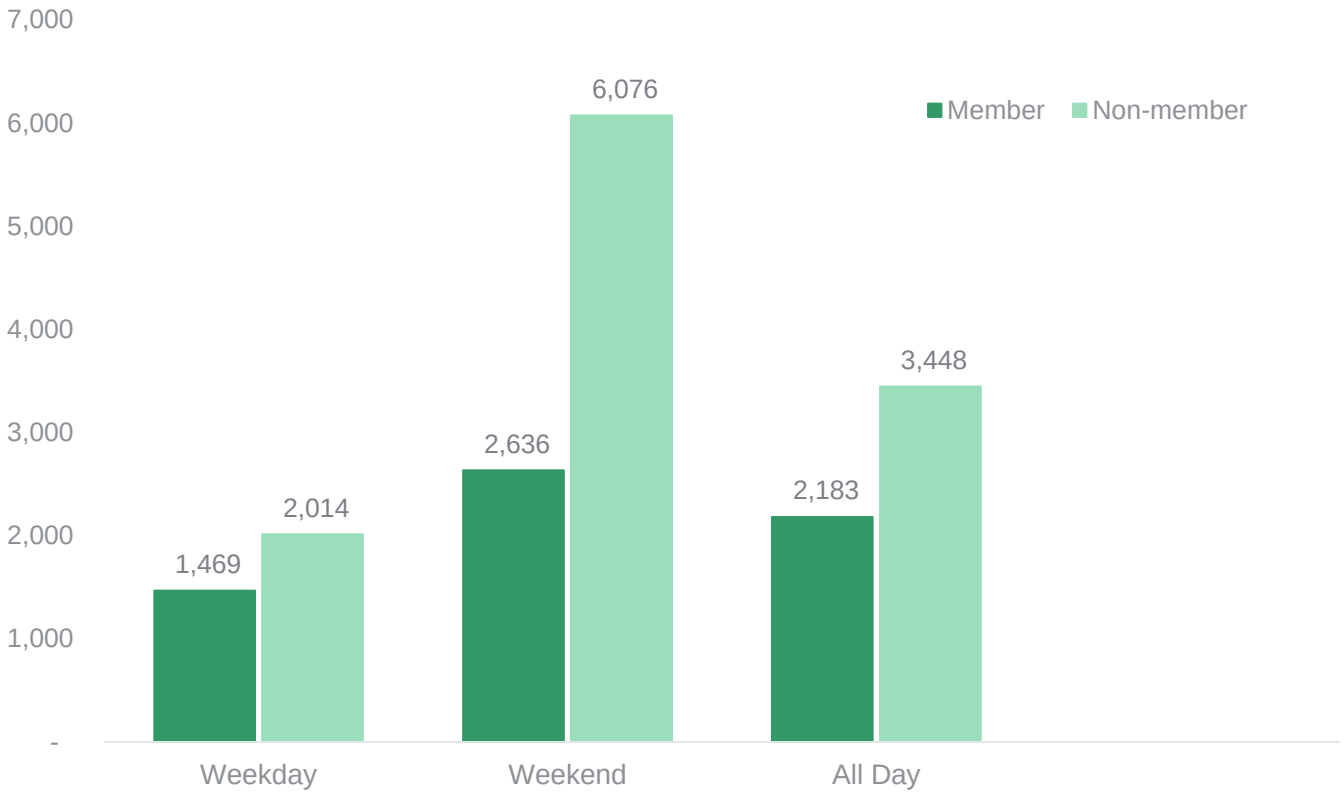


Distribution

- Cash available for distribution could differ from operating profit as the distributable amount is calculated based not only on the operating profit but also actual “cash flow”.
- The major cause for such deviation is the membership fees that are recognized monthly but actually received and become distributable mostly in the fourth quarter.

Green Fee Profile (Member vs Non-member)

Green fee (Member vs Non-member) in 1H FY17/18



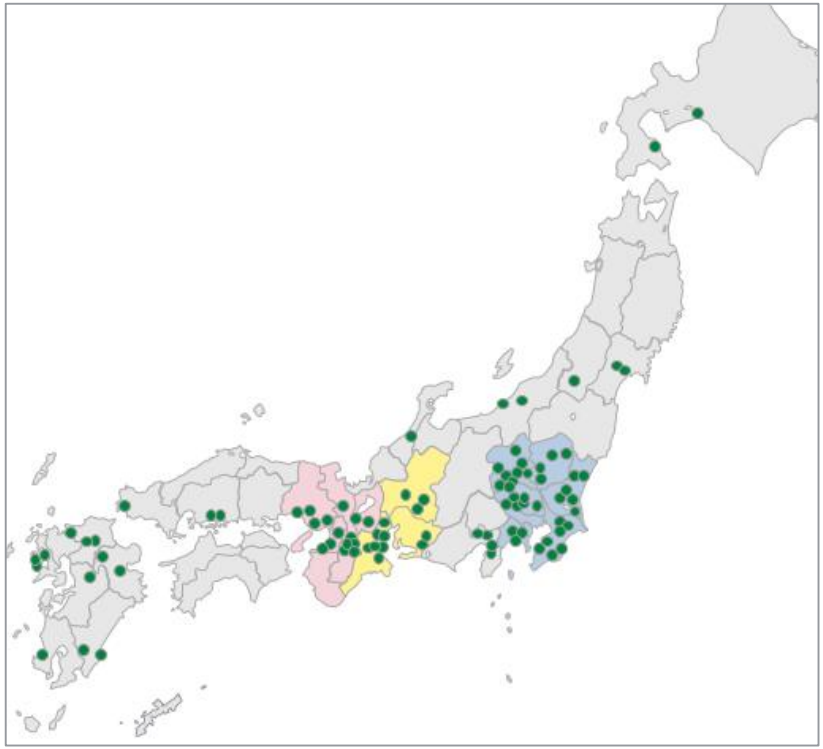
Above fee does not include cart fees, caddy fees, F&B and others and is based on the average of 89 golf courses. Based on J-GAAP figures.

Operating Performance of the Golf Courses

2Q Revenue(1) in Areas (J-GAAP basis)

JPY million

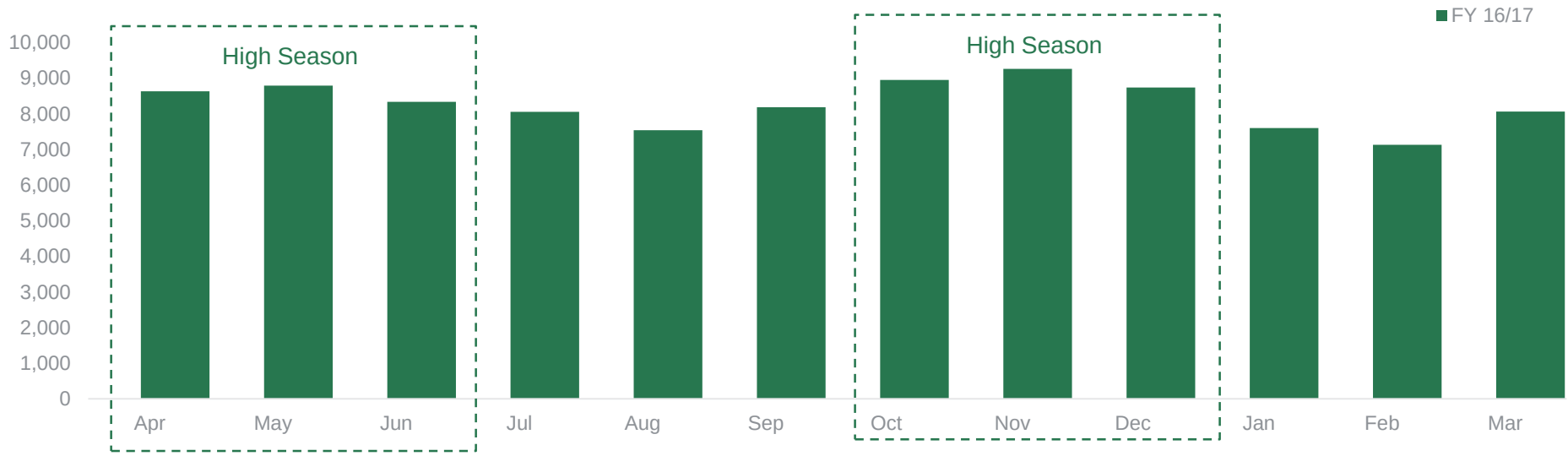
Regions	Number of Courses	Revenue for 2Q		YoY Change (%)
		FY17/18	FY16/17	
Greater Tokyo	35	5,202	4,968	+4.7%
Greater Osaka	15	2,828	2,773	+2.0%
Greater Nagoya	12	1,577	1,603	-1.6%
Other Regions	27	2,691	2,672	+0.7%
Total	89	12,298	12,016	+2.4%



(1) Revenue is based on J-GAAP figures and includes play fees (green fees and cart fees), caddy fees, restaurant revenue and other revenue from the golf course. It does not include membership fees and Pro-shop business.

Seasonality in Operation

Revenue[1] per player of AGT's 89 golf courses (J-GAAP)



Monthly Revenue[1] per player of AGT's 89 golf courses (J-GAAP)

JPY

Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY14/15	8,684	8,861	8,471	8,176	7,944	8,196	8,713	9,573	8,981	7,819	7,431	8,137
FY15/16	8,663	8,925	8,309	8,147	7,894	8,282	8,839	9,427	8,797	7,872	7,237	8,076
FY16/17	8,633	8,797	8,338	8,058	7,540	8,191	8,955	9,267	8,745	7,605	7,133	8,066
FY17/18	8,460	8,590	8,210	8,029	7,476	8,127						

(1) Revenue is based on J-GAAP figures and includes play fees (green fees and cart fees), caddy fees, restaurant revenue and other revenue from the golf course. It does not include membership fees and Pro-shop business.

Top Golf Operators/Owners in Japan

No.	Company Name	No. of Golf Courses[1]	Market Share[2]
1	PGM Group	132	5.76%
2	Accordia Golf[3]	131	5.72%
3	Orix Group	39	1.70%
4	Seibu Group	28	1.22%
5	Tokyu Group	26	1.13%
6	Ichikawa Golf Kogyo Group	25	1.09%
7	OGI Group	22	0.96%
8	Cherry Golf Group	20	0.87%
9	Unimat Group	18	0.74%
10	Taiheiyo Club	17	0.74%
11	Chateraise	16	0.70%
12	RESOL Group	14	0.61%
13	GCE Group	13	0.57%
14	Resort Trust	13	0.57%
15	Tokyo Tatemono (J Golf)	12	0.52%
16	JGM Golf Group	10	0.44%
17	Akechi Club & Boso Country Club Group	10	0.44%
18	Shin Nihon Kanko Co. Ltd	9	0.39%
19	Dailysha Group	9	0.39%

(1) Source: Golf Management June 2017
(2) Based on the total number of golf courses in Japan in 2016 (2,290) from Golf Around the World 2017
(3) Combined AGT and Accordia Golf



Thank You

Investor Contact:

Brenda Ng (Senior Manager, IR)

+65 6592-1050
info@agtrust.com.sg

For more information, please visit http://agtrust.com.sg/