

# Full Year FY17/18 Financial Results

(1 April 2017 to 31 March 2018)

28 May 2018

Stock code: ADQU

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# Key highlights



#### JPY million

		Full year (Apr to Mar)		
		FY17/18	FY16/17	YoY change (%)
	Operating income	51,450	51,919	(0.9)
	Operating profit	6,071	6,572	(7.6)
-	Profit (after tax)	4,132	4,113	0.5
	Total distributable income (100% basis)	3,436	5,178	(33.6)
_	Distribution per unit (Singapore cents)	3.85	6.04	(36.3)

	Based on book value		
	As at 31/3/2018	As at 31/3/2017	
NAV per unit (SGD)	0.90	0.91	
Price/NAV per unit	0.72	0.81	
JPY/SGD exchange rate Unit price (SGD)	81.02 0.645	79.97 0.735	

#### Operating profit (like-for-like basis)

Full year (Apr to Mar)				
FY17/18 FY16/17 YoY change (%)				
7,791	8,071	(3.5)		

Like-for-like basis comparison excludes non-cash impairment loss during the period.

Non-cash impairment loss for the period: FY17/18 = JPY1,720 million FY16/17 = JPY1,499 million

## Decline of 33.6% in distributable income was mainly due to:

- Unusually large repayment of membership deposits in FY17/18 FY17/18 = JPY1,937 million FY16/17 = JPY1,003 million
- Upfront payment of JPY383 million on loan extension in FY17/18

#### For illustration purpose only

Based on appraisal value		
As at As at 31/3/2018 31/3/2017		
0.91	0.95	
0.71	0.77	
81.02 0.645	79.97 0.735	

# Key highlights



- FY17/18 distributable income was JPY3,436 million, down 33.6% year-on-year.
  This was primarily due to
  - unusually large repayment of membership deposit in 1H FY17/18
  - one-off upfront payment on the loan extension in August
  - bad weather which has resulted in lesser number of players (October: two typhoons and longer rainy season; between January and March: heavy snowfall; January: unusual cold weather)
- FY17/18 distribution per unit (DPU) was SGD3.85 cents, translating to a yield of 6.0%<sup>(1)</sup>

Distribution per unit (SGD cents)				
Financial period	FY17/18	FY16/17	YoY change (%)	
DPU (100% basis)	3.85	6.04	(36.3)	

Note: Total number of units for FY17/18 and FY16/17 was 1,099,122,000.

<sup>(1)</sup> Based on unit price of SGD64.5 cents as at 31/3/2018.

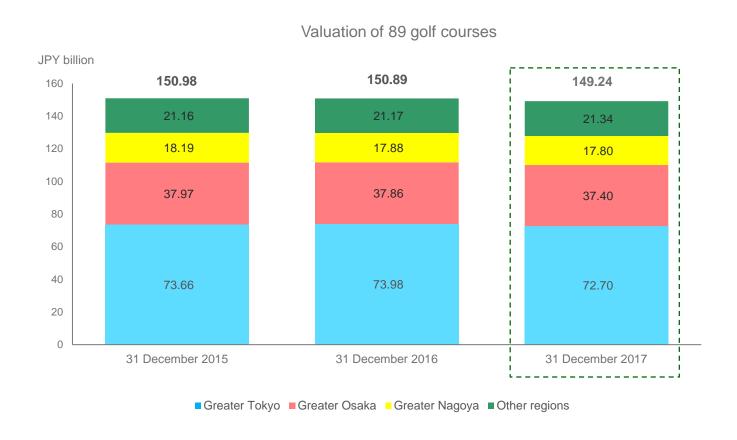
Financial highlights and capital management



## Valuation



- Valuation as at 31 December 2017 was JPY149.24 billion, slipped approximately 1% year-on-year. Despite that, valuation was 1% higher than book value.
- In FY17/18, non-cash impairment loss of JPY1.7 billion was recorded for accounting purposes, and has no impact on DPU.



# Membership deposit



### What is membership deposit?

Some golf clubs require members to make deposits which are refundable after a lock-up period or upon termination of membership. However, recent new memberships often do not require deposits.

### Current balance of refundable membership deposits

10,794 million yen as at 31 March 2018, of which 273 million yen is included in trade & other payable.

### Current balance of refundable membership deposits which have not reach the lock-up period

31 million yen as at 31 March 2018.

#### Impact on dividend

Membership deposits are refunded from AGT's cash flow which will affect the total cash flow available for dividend distribution.

#### Repayment of membership deposits

JPY million

	1H	2H	Full year
FY14/15 (8 months)	-	998	998
FY15/16	467	465	932
FY16/17	491	512	1,003
FY17/18	1,345	592	1,937

## Distribution



Policy: At least 90% of AGT's income is distributed

Currency: SGD on a semi-annual basis<sup>(1)</sup>

Hedging: Short-term hedging on the distribution amount to minimise foreign exchange risk

Distribution for 2H FY17/18 (1 October 2017 to 31 March 2018)		
Distribution per unit	2.20 Singapore cents	

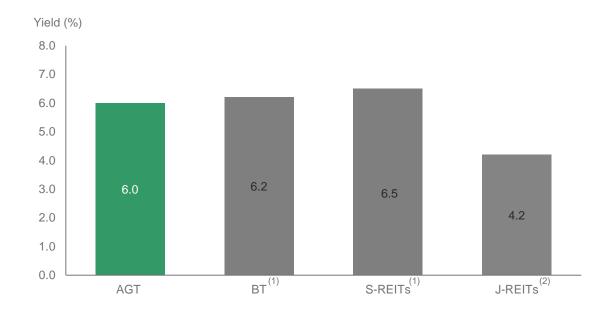
Distribution timetable			
28 May 2018, Monday	Announcement of full-year results		
7 June 2018, Thursday	Last date for the units to be traded on a "cum-distribution" basis		
12 June 2018, Tuesday	Book closure date		
21 June 2018, Thursday	Payment of distribution		

<sup>(1)</sup> For the six-month period ending as at 31 March and 30 September of each year.



## AGT DPU yield for FY17/18: 6.0%

Yield is calculated based on AGT closing unit price of SGD0.645 as at 31/3/2018.



#### Source:

<sup>&</sup>lt;sup>(1)</sup> OCBC Investment Research Weekly S-REITS Tracker dated 14 May 2018

<sup>(2)</sup> The Association for Real Estate Securitization

# Statement of comprehensive income



JPY million

JPY million

JPY MIIIC			
	Full year (Apr to Mar)		
	FY17/18	FY16/17	YoY change (%)
Operating income	51,450	51,919	(0.9)
Golf course revenue	34,234	34,373	(0.4)
Restaurant revenue	12,499	12,725	(1.8)
Membership revenue	4,127	4,435	(6.9)
Other operating income	590	386	52.8
Operating expenses	(45,379)	(45,347)	0.1
Golf course-related costs	(35,653)	(35,888)	(0.7)
SG&A and others	(9,726)	(9,459)	2.8
Operating profit / (loss)	6,071	6,572	(7.6)
Profit / (loss) after income tax	4,132	4,113	0.5

Decline in number of members
Due to compensation received
Non-cash impairment loss of JPY1,720
million for FY 17/18
was recorded (vs.
JPY1,499 million in FY16/17)

4Q (Jan to Mar)			
FY17/18	FY16/17	YoY change (%)	
9,555	9,911	(3.6)	
6,106	6,265	(2.5)	
2,367	2,508	(5.6)	
946	1,041	(9.1)	
136	97	40.2	
(12,484)	(12,232)	2.1	
(7,991)	(7,984)	0.1	
(4,493)	(4,248)	5.8	
(2,929)	(2,321)	26.2	
(2,890)	(2,793)	3.5	

# Balance sheet



JPY million

	As at 31/3/2018	As at 31/3/2017
Cash & cash equivalents	8,145	10,252
Trade and other receivables	2,596	2,407
Inventory	281	256
Other current assets	1,207	1,206
Current assets	12,229	14,121
Property, plant and equipment	146,033	146,536
Intangible assets	17,245	17,131
Other non-current assets	445	584
Non-current assets	163,723	164,251
Total assets	175,952	178,372

JPY million

		JPY Million
	As at 31/3/2018	As at 31/3/2017
Borrowings from financial institutions	28,847	14,830
Finance lease payables	983	659
Trade & other payables	5,441	5,621
Membership deposits	10,521	11,215
Income tax payables	602	915
Other current liabilities	4,153	4,362
Current liabilities	50,547	37,602
Borrowings from financial institutions and related party	14,608	28,799
Finance lease payables	3,044	2,219
Membership deposits	31	821
Deferred tax liabilities	27,427	28,068
Other non-current liabilities	140	267
Non-current liabilities	45,250	60,174
Total liabilities	95,797	97,776
Net assets	80,155	80,596

# Capital management



Debt profile as at 31 March 2018	
Term Loan A (Maturity in Aug 2018)	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 <sup>(1)</sup>	JPY500 mil / 3.0%
Total borrowings: JPY43.455 bil	
Interest rate swap arrangement	
Term Loan B	JPY15 bil / 2.00%
Term Loan C	JPY10 bil / 2.34%
Credit rating	
BBB+	On the JPY45 billion loan of AGT's golf course holding company, Accordia Golf Asset Godo Kaisha ("SPC")
Loan-to-value ratio	
<b>29.1%</b> <sup>(2)</sup>	Total loan / Total asset = JPY43.455 bil / JPY149.24 bil

#### Note:

- Term loan lenders: Mizuho Bank, Sumitomo Mitsui Banking Corporation, MUFG Bank (formerly known as The Bank of Tokyo-Mitsubishi UFJ. AGT's loan from Mitsubishi UFJ Trust and Banking Corporation has been transferred to MUFG Bank), Aozora Bank, Shinsei Bank, The Tokyo Star Bank, Mitsubishi UFJ Lease & Finance Company, Kiraboshi Bank (formerly known as ShinGinko Tokyo)
- Subordinated loan lender: Accordia Golf

<sup>(1)</sup> 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.

<sup>(2)</sup> Based on the latest appraisal value of the Initial Portfolio as at 31 December 2017.



**Portfolio updates** 

# Healthy stream of committed golfers



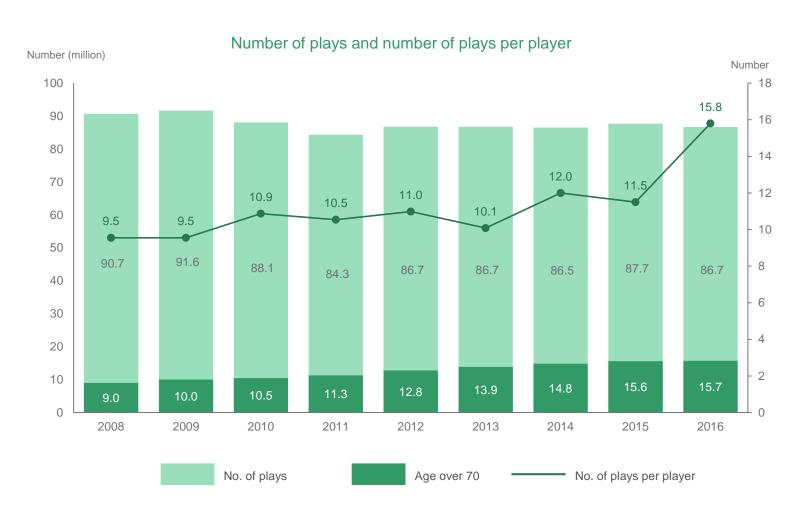


Note: Figures are based on actual reservation for the 89 golf courses excluding cancellation.

# Number of plays remains stable in Japan



The number of plays per player has increased despite a slight decline in the total number of plays.





# Outlook

## Outlook



## Economy

- Key indicators remain stable:
  - GDP is forecast to grow 1.2% and 0.9% YoY for 2018 and 2019, respectively
  - Government calls for 3% wage increase to boost consumer spending
  - High employment rate of 97%
- Upward economic growth underpinned by the monetary stimulus programme and exports

### Risk factors

 Geopolitical uncertainties such as potential spike in oil prices and Federal Reserve interest rate hikes remain

## Golf industry

- Healthy stream of committed golfers
- Demand remains stable as number of plays per player has increased
- Revenue per player is expected to grow
- Inclusion of golf in Tokyo 2020 Olympic is expected to attract more young and female players



# **Appendices**

# Operating expenses



JPY million

JPY million

	Full year (Apr to Mar)			
	FY17/18	FY16/17	YoY change (%)	
Operating expenses	45,379	45,347	0.1	
Golf course operating cost				
Merchandise and material expenses	3,560	3,704	(3.9)	
Labour and outsourcing expenses	16,367	16,373	0.0	
Golf course management fee	5,823	5,915	(1.6)	
Golf course maintenance and repair cost	2,558	2,497	2.4	
Depreciation and amortisation	3,168	3,259	(2.8)	
Utility expenses	2,182	2,118	3.0	
Operating lease expenses	1,995	2,022	(1.3)	
SG&A and others				
Selling, general and administrative expenses	5,242	5,219	0.4	
Trustee-Manager's fee	254	253	0.4	
Asset manager's fee	99	100	(1.0)	
Others	4,131	3,887	6.3	

4Q (Jan to Mar)							
FY17/18	FY16/17	YoY change (%)					
12,484	12,232	2.1					
660	732	(9.8)					
3,870	3,786	2.2					
1,238	1,285	(3.7)					
345	305	13.1					
854	834	2.4					
532	536	(0.7)					
492	506	(2.8)					
2,118	2,221	(4.6)					
59	62	(4.8)					
24	24	0.0					
2,292	1,941	18.1					

# Distribution statement



JPY million

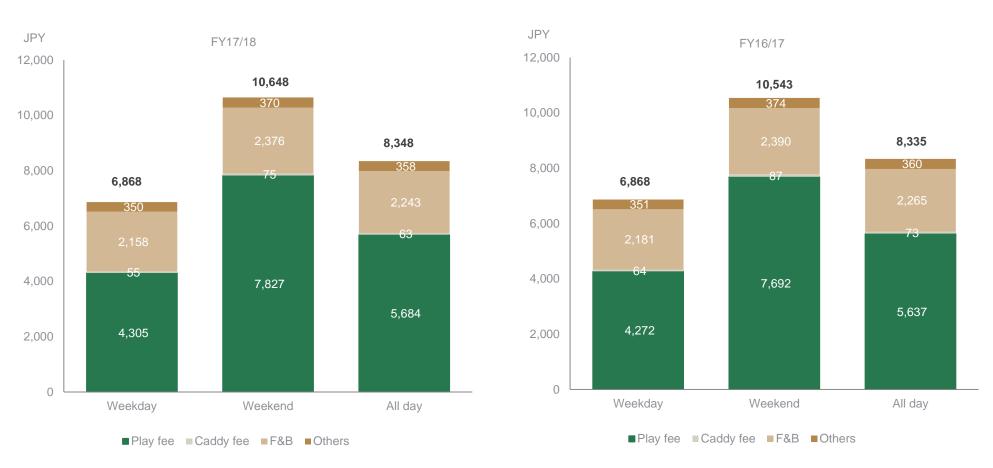
	Full year (	Apr to Mar)
	FY17/18	FY16/17
Profit (after tax)	4,132	4,113
Depreciation & amortisation expenses	3,168	3,259
Interest and other finance costs	1,602	1,656
Income tax expense	336	801
Impairment loss	1,720	1,499
EBITDA	10,958	11,328
Distribution adjustments:		
Change in working capital	(356)	(463)
Interest and other finance cost paid	(915)	(951)
Income tax paid	(1,290)	(1,457)
Others	(33)	133
Net cash flows from operating activities	8,364	8,590
Net cash flows used in investing activities	(2,340)	(1,659)
Net cash flows used in financing activities excluding distributions	(3,435)	(1,647)
Effect of exchange rate changes on balance of cash	0	(1)
Net increase in cash and cash equivalents excluding distributions	2,589	5,283
Reserved items	847	(105)
Income retained	-	-
Income available for distribution to unitholders	3,436	5,178

4Q (Jan to Mar)					
FY17/18	FY16/17				
(2,890)	(2,793)				
854	834				
396	412				
(435)	60				
1,720	1,499				
(355)	12				
3,208	3,448				
(422)	(443)				
0	0				
(36)	84				
2,395	3,101				
(725)	(265)				
(894)	(805)				
0	2				
776	2,033				
(283)	(736)				
-	-				
493	1,297				

## Revenue per player (FY17/18 vs FY16/17)



## Revenue<sup>(1)</sup> per player (J-GAAP basis)



Note: Play fee includes green fee and cart fee

<sup>(1)</sup> Revenue excludes membership fees and pro-shop business.

# Historical performance



- Number of players remains stable
- EBITDA<sup>(1)</sup> stays healthy despite unfavourable weather conditions



<sup>(1)</sup> EBITDA is calculated based on J-GAAP revenue and for illustration purpose only. The figures are unaudited.

# Key statistics



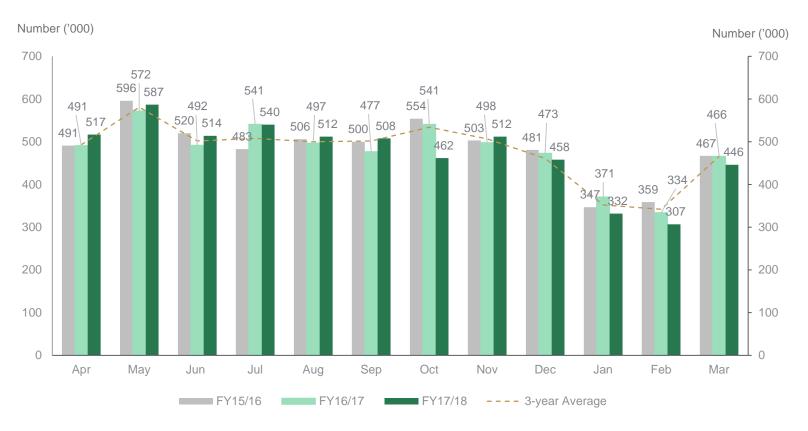
Region	No. of golf course	%	Appraisal value as at 31/12/2017 <sup>(1)</sup> (JPY billion)	%	Revenue FY17/18 <sup>(2)</sup> (JPY billion)	Utilisation rates FY17/18 <sup>(3)</sup> (%)	NOI FY17/18 <sup>(4)</sup> (JPY billion)	NOI margin FY17/18 <sup>(5)</sup> (%)	NOI yield FY17/18 <sup>(6)</sup> (%)
Greater Tokyo	35	39.3	72.70	48.7	22.63	78.6	5.38	23.8	7.4
Greater Osaka	15	16.9	37.40	25.1	11.96	86.0	3.00	25.2	8.0
Greater Nagoya	12	13.5	17.80	11.9	6.60	78.2	1.29	19.5	7.2
Sub-total	62	69.7	127.89	85.7	41.19	80.6	9.67	23.5	7.6
Other regions	27	30.3	21.34	14.3	10.53	68.8	1.67	15.9	7.8
Total	89	100.0	149.24	100.0	51.72	77.5	11.35	21.9	7.6

#### Note:

- Calculation is based on J-GAAP revenue.
- NOI = Net operating income
- <sup>(1)</sup> Appraisals are conducted by independent real estate appraisers.
- (2) Gross revenue includes play fees (which comprise of green fees and cart fees), caddy fees, restaurant revenue, membership fees and other revenues from the golf courses.
- (3) Utilisation rate = Total no. of players per 18 holes/Total operating days x 200 people
- (4) NOI is derived by deducting merchandise and material expense, labour cost, other operating expenses from revenue and golf course management agreement (GCMA) fees.
- (5) NOI margin = NOI/Revenue
- (6) NOI yield = NOI/Appraisal value



## Number of players



## Seasonality in operation, accounting profit and cash flows

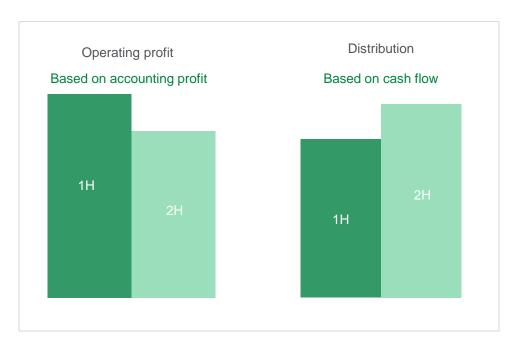




#### Golf industry is dependent on weather conditions

Typical climate in Japan:

- Monsoon season (June and July): low demand & high cancellation
- Typhoon (September and October): high cancellation
- Snowfall (January to March): low demand



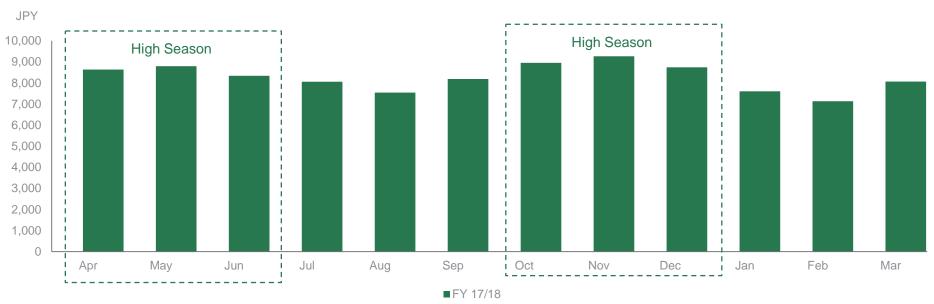
#### Distribution

- Cash available for distribution could differ from operating profit as the distributable amount is calculated based on cash flow.
- The primary reason for the difference between first-half and second-half of the distribution is due to membership fees. The fees are recorded monthly but received only in the fourth quarter.

## A seasonal base operation







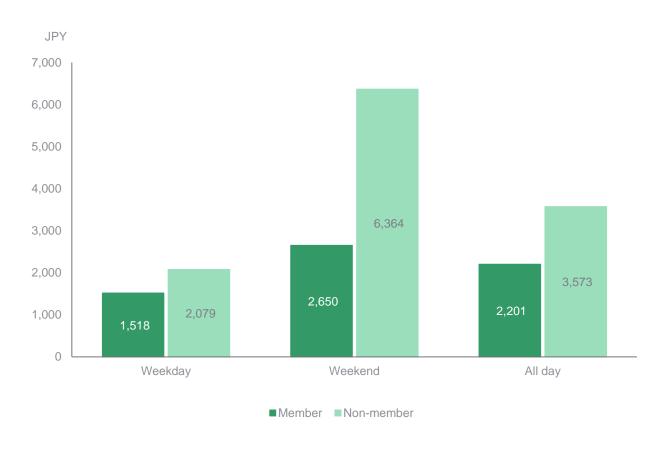
Year	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar
FY14/15	8,684	8,861	8,471	8,176	7,944	8,196	8,713	9,573	8,981	7,819	7,431	8,137
FY15/16	8,663	8,925	8,309	8,147	7,894	8,282	8,839	9,427	8,797	7,872	7,237	8,076
FY16/17	8,633	8,797	8,338	8,058	7,540	8,191	8,955	9,267	8,745	7,605	7,133	8,066
FY17/18	8,460	8,590	8,210	8,029	7,476	8,127	8,862	9,390	8,928	7,936	7,371	8,347

Figures in JPY

<sup>(1)</sup> Based on J-GAAP revenue and includes play fees (which comprise of green fees and cart fees), caddy fees, restaurant revenue and other revenues from the golf courses. The figure excludes membership fees and pro-shop business.



#### Member vs non-member



Note: Fees exclude cart fees, caddy fees, F&B and others. The figure is based on the average of 89 golf courses and J-GAAP revenues.

## Number of players and utilisation rate



FY17/18		Number of play	ers		Utilisation rate <sup>(1)</sup>	
	Actual ('000)	YoY change <sup>(2)</sup> (%)	3-year average <sup>(3)</sup> (% change)	Actual (%)	YoY change (in percentage point) <sup>(4)</sup>	3-year average (change in percentage point) <sup>(5)</sup>
Apr	517	+5.3	+4.9	82.2	+4.3	+3.8
May	587	+2.4	+1.0	89.4	+2.2	+0.9
Jun	514	+4.6	+2.4	81.0	+3.2	+1.7
Jul	540	-0.1	+6.2	82.6	+0.1	+4.7
Aug	512	+3.0	+2.5	78.3	+1.9	+1.6
Sep	508	+6.3	+1.2	80.4	+5.1	+0.8
Oct	462	-14.7	-13.7	71.7	-10.7	-10.2
Nov	512	+2.6	+0.9	81.7	+0.8	+0.8
Dec	458	-3.1	-0.6	76.1	+0.2	+1.2
Jan	332	-10.2	-5.6	63.8	-4.1	-1.3
Feb	307	-8.1	-10.4	63.4	-2.9	-2.1
Mar	446	-4.3	-4.2	72.9	-3.5	-2.9
TOTAL	5,695	-1.0	-0.9	77.0	-0.3	-0.1
1Q	1,618	+4.1	+2.7	84.2	+3.2	+2.1
2Q	1,560	+3.0	+3.3	80.4	+2.4	+2.4
3Q	1,432	-5.4	-4.7	76.5	-3.2	-2.8
4Q	1,085	-7.3	-6.4	66.7	-3.5	-2.1

<sup>(1)</sup> Utilisation Rate = Total number of players per 18 holes / (Total operating days x 50 (flights) x 4 (people)). Total operating days exclude closed days under specific circumstances such as typhoon and snow, among other factors.

<sup>(2)</sup> Year-on-year change = (Current month data - corresponding month of the previous year) / corresponding month of the previous year.

<sup>(3) 3-</sup>year average change = (Current month data – previous 3-year average) / previous 3-year average.

<sup>(4)</sup> Year-on-year change (in percentage point) = Current month data - corresponding month of the previous year.

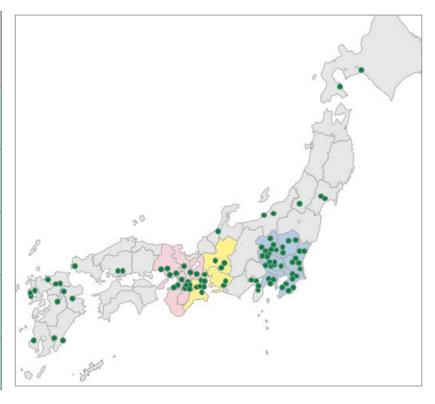
<sup>(5) 3-</sup>year average (change in percentage point) = Current month data – previous 3-year average.

# Operating performance



### Full-year revenue<sup>(1)</sup>

Region	No. of golf	,		YoY change	
. tog.o	course	FY17/18	FY16/17	(%)	
Greater Tokyo	35	22.63	22.98	-0.02	
Greater Osaka	15	11.96	12.08	-0.01	
Greater Nagoya	12	6.60	6.80	-0.03	
Other regions	27	10.53	10.55	0.0	
Total	89	51.72	52.41	-0.01	



<sup>(1)</sup> 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 19 golf operators in Japan

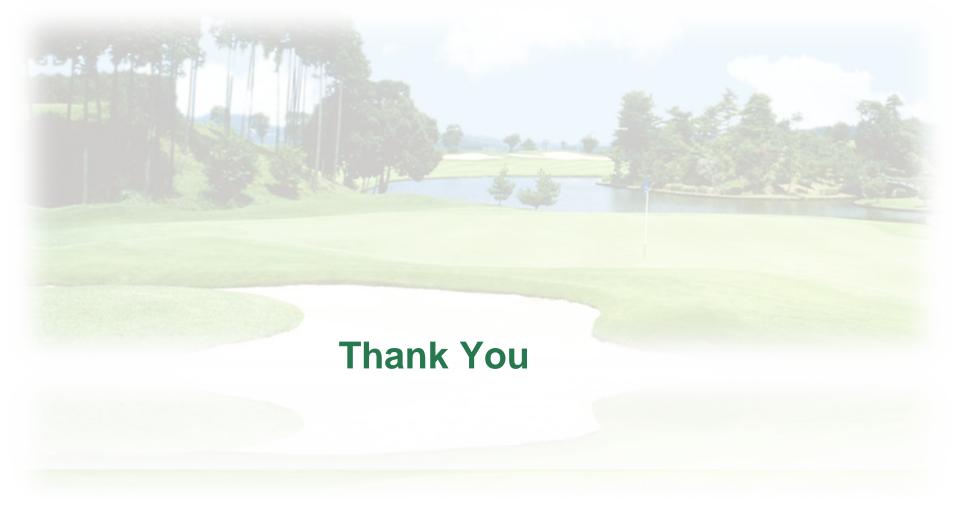


No.	Company Name	No. of Golf Courses	Market Share <sup>(1)</sup> (%)
1	PGM Group	132	5.78
2	Accordia Group <sup>(2)</sup>	131	5.74
3	Orix Group	39	1.71
4	Seibu Group	28	1.23
5	Tokyu Group	26	1.14
6	Ichikawa Golf Kogyo Group	25	1.10
7	OGI Group	22	0.96
8	Cherry Golf Group	20	0.88
9	Unimat Group	18	0.79
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	0.53
16	Akechi Club & Boso Country Club Group	10	0.44
17	Daiwa House	10	0.44
18	Shun Nihon Kanko Co. Ltd	9	0.39
19	Dailysha Company Ltd	9	0.39
		564	24.7

Source: Golf Management June 2017

<sup>&</sup>lt;sup>(1)</sup> According to Nihhon Golf-jo Keieisha Kyokai, there were 2,282 golf courses in Japan in 2016.

<sup>(2)</sup> Accordia Golf and AGT combined.



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