



# Accordia Golf Trust

## (AGT SP/ACCO.SI)

### BUY - Maintain

Price as of 15 Aug 2017	0.72
12M target price (\$\$)	0.80
Previous target price (\$\$)	0.80
Upside (%)	11.5

### Trading data

Mkt Cap (\$\$m) / (US\$m)	786 / 575
Issued Shares (m)	1,099
Ave Daily Traded (3-Month) Vol / Val	1.9m / \$1.4m
52 week lo / hi	\$0.62 / \$0.78
Free Float	71.1%

### Major Shareholders

Goldman Sachs	15.0%
Daiwa Securities	6.9%

### Previous Recommendations

Date	Rating	Share Price (\$\$)	Target Price (\$\$)
29-May-17	BUY	0.750	0.800
17-Apr-17	BUY	0.730	0.800
16-Feb-17	BUY	0.710	0.800

### AGT SP (1yr) VS STI



Source: Bloomberg

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## Stellar first quarter results

### Event

**1Q18 distributable income above expectations.** AGT's 1Q18 DPU increased to 2.0 SG cents from 1.82 SG cents in 1Q17. The higher-than-expected operational performance was mainly due to a 4.1% YoY increase in visitors to its golf courses as AGT had offered lower pricing during non-peak days. AGT's 1Q and 3Q (Spring and Autumn seasons) are usually its strongest quarters. It pays dividends semi-annually and a decent performance in 2Q18 should result in a 10% upside to our 1H18 DPU forecast. 2Q DPU historically ranged between 0.56 to 0.61 SG cent.

**Maturing loans extended to 2018.** AGT had JPY 15 bn of loans maturing in Aug 2017, which its lenders had extended by one year. We believe the extension of the loans may have removed a short-term overhang.

### Impact

**Japan's economic recovery and potential contribution from tourism in the next three years.** Japan recently posted its longest economic growth in more than a decade, growing at an annualised 4% in 2Q17, its sixth consecutive quarter. Adding to the positive numbers, spending by Japanese consumers and businesses contributed to the latest expansion, whereas much of the previous growth was mainly from Japan's exporters.

In the next 2-3 years, Japan's tourism industry and economy may get an additional uplift from the two of the three biggest sporting events in the world to be held in the country – the Rugby World Cup 2019 (the first time to be held in Asia) and the Tokyo 2020 Olympics. We believe the inclusion of golf in the Olympics may attract younger players.

### Valuation & Action

We maintain our BUY recommendation on AGT as 1) 8.0% dividend yield remains attractive and 2) we believe there is still significant upside to our forecasts as we have not factored growth from any DPU-accretive acquisitions. AGT offers one of the highest yield among its business trust/SREITs peers, with a spread of 200-300 bps over SREITs and 400 bps over JREITs.

### Risks

Forex risk as earnings are mostly in JPY while distributions are in SGD. Macroeconomic environment and adverse weather conditions also affect performance of its golf courses.

### Financials & Key Operating Statistics

YE Mar JPY bn	2016	2017	2018F	2019F	2020F
Revenue	53.2	51.9	51.0	50.8	50.5
PATMI	6.5	4.0	5.3	5.3	5.3
Core PATMI	6.5	5.5	5.3	5.3	5.3
Core EPS (JPY)	0.6	0.5	0.5	0.5	0.5
Core EPS grth (%)	151.6	-15.6	-3.1	-0.5	-0.5
DPS (SG Cents)	6.6	6.0	6.0	5.9	5.9
Div Yield (%)	9.3	8.4	8.3	8.3	8.3
Net Margin (%)	12.3	7.7	10.4	10.4	10.4
Loan-to-Value (%)	27.9	27.9	27.7	27.9	28.0
ROE (%)	7.9	5.0	6.7	6.7	6.7

Source: Company Data, KGI Research

See the last page for important disclosures.

## Valuations

We maintain our BUY recommendation on AGT. AGT offers investors a stable and attractive dividend yield of ~8.0% over our three-year forecast period. We see upside potential from the change in ownership of AGT's sponsor, which we expect to lead to acquisition-fuelled growth in the next three years. We utilised the following assumptions in our DDM based valuation:

- Discount rate of 7.0% (previously 8.0%) and long-term growth rate of 0%, which we believe is reasonable based on the forward average DPU yield of business trusts in Singapore. Our discount rate is also higher than the average forward DPU yield for SREITs across all sectors, offering a spread of between 200-300bps.
- Long-term exchange rate of 80 JPY/SGD, derived from Bloomberg consensus' spot JPY/USD forecast over the next four years. Our assumption is 10% higher than the 20-year average of 72 JPY/SGD.
- Revenue from golf courses is a function of total number of visitors and playing fees per visitor. We used the six-years' annual visitor average given the volatility caused by the weather on some years (e.g., FY12 and FY14 saw a decline in visitors due to adverse weather conditions). We expect golf course revenue per visitor to decline 0.5% per year from our base of JPY 6,000. Golf course revenues per visitor have been on a downward trend (FY13: JPY 6,900 vs FY16: JPY 6,000), mainly as the use of caddies decline at AGT's golf courses. The profit margins from caddy fees are minimal and does not contribute to AGT's overall performance. An upside catalyst with lower playing fees is that it may make it more appealing to a wider range of players.
- Revenues from restaurants to remain stable throughout our forecast period. This segment makes up around a quarter of our revenue forecast. Restaurant revenue is driven by the total number of visitors, which has been increasing over the past five years (except in FY14, which was due to heavy snowfall). Number of visitors in FY16 was 5.81m compared to the 5.59m six-year average. We have assumed restaurant revenue per visitor of around JPY 2,223, which has been stable around these levels over the past four years.
- We expect membership fees to decline over the long term as more players come as visitors instead. Membership fees contributed around 9% of FY17 revenues. We expect a downward trend of around -3% YoY in our ten-year forecast period, and to stabilise thereafter.
- Adjustments to net income to arrive at distributable income mainly comes from membership revenue that is booked every quarter but collected in the fourth quarter (Jan-Mar), as well as membership deposits that are refunded at the request of members. In a regular fiscal year, cash inflows and outflows should offset each other, resulting in similar net income and distributable income. We assumed a payout ratio of 90% (previously 100%).
- Capex. Management has guided for capex to be around 3% to 5% of total group revenues. We have not included any acquisition capex in our forecasts, which could provide potential DPU growth.

**Figure 1: DDM Valuation - Base case**

JPY billion, YE 31 March	2016	2017	2018F	2019F	2020F	2021F	2022F	2023F	2024F	2025F	2026F	2027F
Number of golf courses	89	89	89	89	89	89	89	89	89	89	89	89
Annual visitors (million)	5.807	5.617	5.617	5.617	5.617	5.617	5.617	5.617	5.617	5.617	5.617	5.617
Playing fees per visitor (thousand)	5.970	5.970	5.940	5.910	5.881	5.851	5.822	5.793	5.764	5.735	5.707	5.678
Restaurant revenue per visitor (thousand)	2.224	2.224	2.224	2.224	2.224	2.224	2.224	2.224	2.224	2.224	2.224	2.224
Revenue - Golf courses	34.8	34.4	33.4	33.2	33.0	32.9	32.7	32.5	32.4	32.2	32.1	31.9
YoY (%)		(1.3%)	(2.9%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)
Revenue - Restaurants	12.9	12.7	12.9	12.9	12.9	12.9	12.9	12.9	12.9	12.9	12.9	12.9
YoY (%)		(1.5%)	1.5%	-	-	-	-	-	-	-	-	-
Revenue - Membership	4.8	4.4	4.3	4.3	4.2	4.1	4.0	3.9	3.9	3.8	3.7	3.6
YoY (%)		(7.8%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)	(2.0%)
Revenue - Total	53.2	51.9	51.0	50.8	50.5	50.3	50.0	49.8	49.6	49.3	49.1	48.9
YoY (%)		(2.4%)	(1.7%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)	(0.5%)
<b>Valuation - DDM</b>												
Net Income After Taxes	6.662	4.115	5.479	5.452	5.426	5.399	5.373	5.348	5.322	5.297	5.272	5.248
Depreciation and amortisation expenses	3.415	3.259	3.265	3.249	3.233	3.218	3.202	3.187	3.172	3.157	3.142	3.127
Interest and other financing costs	1.687	1.656	1.627	1.619	1.611	1.604	1.596	1.588	1.581	1.573	1.566	1.558
Income tax	0.479	0.801	1.067	1.061	1.056	1.051	1.046	1.041	1.036	1.031	1.026	1.021
Impairment loss	0.184	1.499										
EBITDA	12.427	11.330	11.438	11.382	11.326	11.272	11.217	11.164	11.111	11.058	11.006	10.954
Changes in working capital	0.102	(0.463)										
Interest and other financing costs	(0.989)	(0.951)	(0.914)	(0.909)	(0.905)	(0.900)	(0.896)	(0.892)	(0.888)	(0.883)	(0.879)	(0.875)
Income tax paid	(1.241)	(1.457)	(1.337)	(1.330)	(1.324)	(1.317)	(1.311)	(1.305)	(1.298)	(1.292)	(1.286)	(1.280)
Others	(2.503)	0.133	(1.837)	(1.828)	(1.819)	(1.810)	(1.801)	(1.793)	(1.784)	(1.776)	(1.767)	(1.759)
Cash from operations	7.796	8.592	7.351	7.315	7.279	7.244	7.209	7.175	7.141	7.107	7.073	7.040
Capex	(1.571)	(1.659)	(1.531)	(1.523)	(1.516)	(1.508)	(1.501)	(1.494)	(1.487)	(1.480)	(1.473)	(1.466)
Net cash used in financing activities		(1.755)										
Available for distribution	6.225	5.178	5.820	5.792	5.764	5.736	5.708	5.681	5.654	5.627	5.601	5.575
Payout ratio	100%	100%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
Distributable income available	6.041	5.178	5.238	5.213	5.187	5.162	5.137	5.113	5.089	5.065	5.041	5.017
DPU (yen)	5.497	4.712	4.766	4.743	4.720	4.697	4.675	4.652	4.630	4.608	4.587	4.565
DPU (sgd cents)	6.623	6.040	5.958	5.929	5.900	5.872	5.843	5.815	5.788	5.760	5.733	5.706
JPY/SGD		78.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0	80.0
Dividend yield (%)	9.3%	8.4%	8.3%	8.3%	8.3%	8.2%	8.2%	8.1%	8.1%	8.1%	8.0%	8.0%
Discount rate		7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%	7.0%
PV of DPU		0.41										
PV Terminal		0.39										
Sum		0.80										
Upside/(downside)		11.5%										

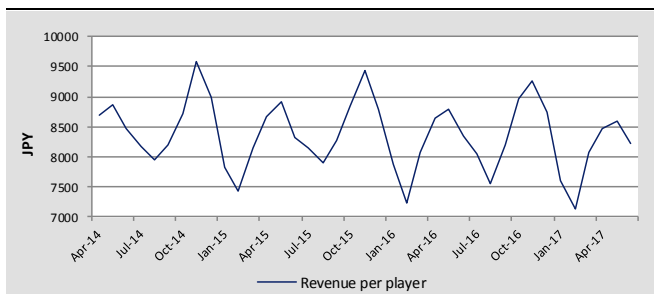
Source: KGI Research

**Figure 2: Company profile**

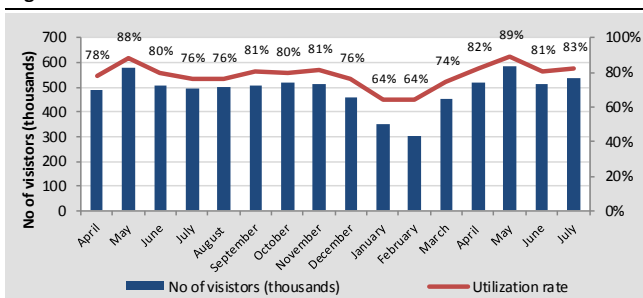
Accordia Golf Trust (AGT) is a business trust comprising of investments in 89 golf courses in Japan. Around 70% of its golf courses are located in the three largest metropolitan areas in Japan, namely the Greater Tokyo Region, the Greater Nagoya Region and the Greater Osaka Region.

As at 31 March 2016, AGT's 89 golf courses had a total appraisal value of JPY 150.98 billion.

Source: KGI Research

**Figure 4: Revenue per player (JPY)**


Source: KGI Research

**Figure 3: Visitor numbers and utilisation rates**


Source: KGI Research

**Figure 5: Key statistics of golf courses**

Regions	FY2017				
	Revenue (JPY bil)	Utilisation Rates (%)	NOI (JPY bil)	NOI Margin (%)	NOI Yield (%)
Greater Tokyo	22.98	78.9%	5.74	25.0%	7.8%
Greater Osaka	12.08	87.2%	3.01	24.9%	8.0%
Greater Nagoya	6.8	80.9%	1.4	20.5%	7.8%
3 Major Metropolitan areas	41.86	81.4%	10.15	24.2%	7.8%
Others	10.55	67.0%	1.76	16.7%	8.3%
Total	52.41	77.6%	11.91	22.7%	7.9%

Source: KGI Research

YE 31 Mar

<b>INCOME STATEMENT JPY bn</b>					
	2016	2017	2018F	2019F	2020F
<b>Revenue</b>	<b>53.2</b>	<b>51.9</b>	<b>51.0</b>	<b>50.8</b>	<b>50.5</b>
Total operating expenses	(44.3)	(43.8)	(42.9)	(42.6)	(42.4)
<b>Profit from Operations</b>	<b>8.8</b>	<b>8.1</b>	<b>8.2</b>	<b>8.1</b>	<b>8.1</b>
Finance income/(expenses)	(1.7)	(1.7)	(1.6)	(1.6)	(1.6)
Share of JV results	0.0	0.0	0.0	0.0	0.0
Exceptionals/Investment income	0.0	(1.5)	0.0	0.0	0.0
<b>Profit before Tax</b>	<b>7.1</b>	<b>4.9</b>	<b>6.5</b>	<b>6.5</b>	<b>6.5</b>
Income tax	(0.5)	(0.8)	(1.1)	(1.1)	(1.1)
Non-controlling interests	(0.1)	(0.1)	(0.2)	(0.1)	(0.1)
<b>PATMI</b>	<b>6.5</b>	<b>4.0</b>	<b>5.3</b>	<b>5.3</b>	<b>5.3</b>
PATMI Normalized	6.5	5.5	5.3	5.3	5.3
<b>BALANCE SHEET JPY bn</b>					
	2016	2017	2018F	2019F	2020F
Cash and cash equivalents	11.2	10.3	10.8	11.8	12.8
Trade and other receivables	2.4	2.4	2.4	2.4	2.3
Inventory	0.2	0.3	0.3	0.3	0.3
Other current assets	1.2	1.2	1.2	1.2	1.2
<b>Current Assets</b>	<b>15.1</b>	<b>14.1</b>	<b>14.6</b>	<b>15.6</b>	<b>16.6</b>
Property, plant and equipment	148.7	146.5	144.8	143.1	141.4
Other non-current assets	17.9	17.7	17.7	17.7	17.7
<b>Non-current Assets</b>	<b>166.5</b>	<b>164.3</b>	<b>162.5</b>	<b>160.8</b>	<b>159.1</b>
<b>Total assets</b>	<b>181.6</b>	<b>178.4</b>	<b>177.1</b>	<b>176.4</b>	<b>175.7</b>
Trade and other payables	5.1	5.6	5.6	5.6	5.6
Borrowings (current)	1.0	14.8	14.6	14.5	14.4
Other current liabilities	15.7	17.1	17.1	17.1	17.1
<b>Current Liabilities</b>	<b>21.8</b>	<b>37.6</b>	<b>37.3</b>	<b>37.3</b>	<b>37.2</b>
Borrowings (non-current)	45.3	31.0	30.5	30.3	30.2
Other non-current liabilities	32.3	29.2	29.2	29.2	29.2
<b>Non-current liabilities</b>	<b>77.7</b>	<b>60.2</b>	<b>59.6</b>	<b>59.5</b>	<b>59.4</b>
Shareholders equity	81.9	80.3	79.7	79.0	78.4
Non-controlling interests	0.2	0.3	0.5	0.6	0.8
<b>Total Equity</b>	<b>82.1</b>	<b>80.6</b>	<b>80.1</b>	<b>79.6</b>	<b>79.2</b>
<b>Total Liabilities and Equity</b>	<b>181.6</b>	<b>178.4</b>	<b>177.1</b>	<b>176.4</b>	<b>175.7</b>
<b>CASH FLOW STATEMENT JPY bn</b>					
	2016	2017	2018F	2019F	2020F
Net income before tax	7.1	4.9	6.5	6.5	6.5
Depreciation & non cash adjustments	6.2	6.1	4.9	4.9	4.8
Change in Working Capital	(0.1)	0.5	0.1	0.0	0.0
Income Tax Paid	(1.2)	(1.2)	(1.1)	(1.1)	(1.1)
Interest Paid	(1.7)	(1.7)	(1.6)	(1.6)	(1.6)
<b>CF from operating activities</b>	<b>10.3</b>	<b>8.6</b>	<b>8.8</b>	<b>8.7</b>	<b>8.7</b>
Purchase/Disposal of PPE	(1.6)	(1.7)	(1.5)	(1.5)	(1.5)
Other CFI	0.0	0.0	0.0	0.0	0.0
<b>CF from investing activities</b>	<b>(1.6)</b>	<b>(1.7)</b>	<b>(1.5)</b>	<b>(1.5)</b>	<b>(1.5)</b>
Dividends Paid	(7.9)	(5.8)	(6.0)	(5.9)	(5.9)
Debt Raised / (Repaid)	(1.0)	(1.1)	(0.8)	(0.2)	(0.2)
Equity Raised / (Bought Back)	0.0	0.0	0.0	0.0	0.0
Other Cash from Financing	(1.4)	(0.6)	0.0	0.0	0.0
<b>CF from financing activities</b>	<b>(10.3)</b>	<b>(7.5)</b>	<b>(6.8)</b>	<b>(6.1)</b>	<b>(6.1)</b>
Net increase in cash & cash equiv.	(1.5)	(0.5)	0.5	1.0	1.0
FX effects	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Beginning Cash	12.3	10.8	10.2	10.8	11.8
<b>Ending Cash</b>	<b>10.8</b>	<b>10.2</b>	<b>10.8</b>	<b>11.8</b>	<b>12.8</b>
<b>KEY RATIOS</b>					
	2016	2017	2018F	2019F	2020F
<b>Profitability</b>					
Core EPS	0.6	0.5	0.5	0.5	0.5
Core EPS Growth (%)	151.6	(15.6)	(3.1)	(0.5)	(0.5)
DPS (SGD Cents)	6.6	6.0	6.0	5.9	5.9
Dividend Yield (%)	9.3	8.4	8.3	8.3	8.3
<b>Profitability</b>					
Gross margin	100.0%	100.0%	100.0%	100.0%	100.0%
EBITDA margin	23.0%	21.8%	22.4%	22.4%	22.4%
Net margin	12.3%	7.7%	10.4%	10.4%	10.4%
ROE	7.9%	5.0%	6.7%	6.7%	6.7%
ROA	3.6%	2.2%	3.0%	3.0%	3.0%
<b>Financial Structure (x)</b>					
Interest coverage	5.2	4.9	5.0	5.0	5.0
Total Debt/Equity	0.56	0.57	0.56	0.56	0.56
Loan-to-Value	0.28	0.28	0.28	0.28	0.28

Source: KGI Research

**KGI's Ratings**

<b>Rating</b>	<b>Definition</b>
	KGI Securities Research's recommendations are based on an Absolute Return rating system.
<b>BUY</b>	>10% total return over the next 12 months
<b>HOLD</b>	-10% to +10% total return over the next 12 months
<b>SELL</b>	<-10% total return over the next 12 months

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