

**ACCORDIA GOLF TRUST Announcement of Results  
for the 3<sup>rd</sup> quarter and nine months ended 31 December 2017**

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(Constituted in the Republic of Singapore pursuant to a Trust Deed dated 16 June 2014)

**Accordia Golf Trust**

Accordia Golf Trust (“**AGT**”) is the first business trust comprising investments in golf course assets in Japan, listed on Singapore Exchange Securities Trading Limited (the “**SGX-ST**”) on 1 August 2014 (the “**Listing Date**”). The financial year end of AGT is 31 March.

AGT is managed by Accordia Golf Trust Management Pte. Ltd. (the “**Trustee-Manager**”). The Trustee-Manager is 49% held by Accordia Golf Co., Ltd. (the “**Sponsor**”) and 51% held by Daiwa Real Estate Asset Management Co. Ltd, a wholly-owned subsidiary of Daiwa Securities Group Inc.

The principal investment strategy of AGT is to invest, directly or indirectly, in the business of owning a portfolio of stabilised, income generating golf courses, driving ranges and golf courses related assets worldwide, with an initial focus on Japan.

The Trustee-Manager’s key objectives are to invest in golf courses, driving ranges and golf course related assets that are able to generate long-term, stable cash flows, while paying continuous distributions to unitholders of AGT (the “**Unitholders**”) and maximising long-term investment returns of Unitholders by generating long-term capital value growth through future acquisitions.

AGT’s initial portfolio (the “**Initial Portfolio**”) comprises 89 golf courses located across Japan (the “**Initial Portfolio Golf Courses**”) with 85.91% of the Initial Portfolio Golf Courses (based on their appraised values as at 31 December 2016) located in the three largest metropolitan areas in Japan.

The Initial Portfolio is valued at approximately Japanese Yen (“**JPY**”) 150,894 million (based on their appraised values as at 31 December 2016) with a majority of the Initial Portfolio Golf Courses situated in major cities that are accessible via Japan’s major modes of transportation and expressways.

AGT’s investment in the Initial Portfolio Golf Courses held by Accordia Golf Asset Godo Kaisha (“**SPC**”) is made through an investment structure known as a Tokumei Kumiai (“**TK**”) Structure. The relationship between SPC and AGT is governed under a TK agreement (the “**TK Agreement**”), being a silent partnership agreement. The TK is a contractual relationship between an investor and a business operator, whereby the investor makes certain contributions to the business operator in return for the right to receive distributions of profits generated from the business managed by the operator.

Under the TK Agreement, AGT as the TK investor (the “**TK Investor**”) has veto rights in respect of certain key operational matters including any amendment to the articles of incorporation, cessation or change of principal business, entry into interested person transactions and preparing or amending the annual business plan.

SPC, as the TK operator, is a Godo Kaisha which is a Japanese limited liability company under the Companies Act of Japan. SPC is responsible for holding the Initial Portfolio Golf Courses and managing their day to day operation, subject to the veto rights of the Trustee-Manager. Under the TK Structure, as SPC is the legal owner in respect of the Initial Portfolio, generally, only SPC has rights against and obligations to third parties. Therefore, third parties have no recourse against AGT as the TK Investor and the liability of AGT is limited to the amount of its TK contribution to SPC.

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**Distribution Policy**

Trustee-Manager will distribute at least 90.0% of AGT's distributable income, with the actual level of distribution to be determined at the Trustee-Manager board's discretion, having regard to funding requirements, other capital management considerations and ensuring the overall stability of distributions.

AGT will make distributions to Unitholders on a semi-annual basis, with the amount calculated as at 31 March and 30 September each year for the six-month period ending on each of the said dates.

AGT and SPC (hereinafter referred to as the "**AGT Group**") are presenting their financial results for the 3<sup>rd</sup> quarter and nine months ended 31 December 2017.

The consolidated financial statements of AGT Group include the Statements of Financial Position of AGT Group and AGT as at 31 December 2017, the Consolidated Statement of Profit or Loss and Other Comprehensive Income, Consolidated Distribution Statement, Consolidated Statement of Cash Flows of the AGT Group and the Statements of Changes in Equity of the AGT Group and AGT for the 3<sup>rd</sup> quarter and nine months ended 31 December 2017.

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**FINANCIAL REVIEW OF AGT FOR 3<sup>rd</sup> QUARTER FY17/18**

**1(a)(i) Consolidated statement of profit or loss and other comprehensive income for 3<sup>rd</sup> quarter FY17/18**

Note	1 Oct 2017 to 31 Dec 2017 (JPY million)	1 Oct 2016 to 31 Dec 2016 (JPY million)	Change %	1 Apr 2017 to 31 Dec 2017 (JPY million)	1 Apr 2016 to 31 Dec 2016 (JPY million)	Change %
	<b>13,942</b>	<b>14,612</b>	<b>(4.6%)</b>	<b>41,895</b>	<b>42,007</b>	<b>(0.3%)</b>
	<b>13,803</b>	<b>14,485</b>	<b>(4.7%)</b>	<b>41,441</b>	<b>41,718</b>	<b>(0.7%)</b>
	9,435	9,867	(4.4%)	28,128	28,109	0.1%
	3,339	3,510	(4.9%)	10,132	10,216	(0.8%)
	1,029	1,108	(7.1%)	3,181	3,393	(6.2%)
<b>(a)</b>	<b>139</b>	<b>127</b>	<b>9.4%</b>	<b>454</b>	<b>289</b>	<b>57.1%</b>
	<b>(10,597)</b>	<b>(10,897)</b>	<b>(2.8%)</b>	<b>(32,896)</b>	<b>(33,114)</b>	<b>(0.7%)</b>
	(957)	(1,036)	(7.6%)	(2,900)	(2,972)	(2.4%)
	(4,039)	(4,184)	(3.5%)	(12,498)	(12,587)	(0.7%)
	(1,533)	(1,589)	(3.5%)	(4,585)	(4,631)	(1.0%)
	(537)	(527)	1.9%	(2,213)	(2,192)	1.0%
	(794)	(819)	(3.1%)	(2,314)	(2,425)	(4.6%)
	(525)	(500)	5.0%	(1,650)	(1,582)	4.3%
	(497)	(504)	(1.4%)	(1,503)	(1,516)	(0.9%)
	(1,037)	(1,009)	2.8%	(3,124)	(2,997)	4.2%
	(65)	(65)	0.0%	(195)	(191)	2.1%
	(25)	(25)	0.0%	(75)	(75)	0.0%
	(588)	(639)	(8.0%)	(1,839)	(1,946)	(5.5%)
	<b>3,345</b>	<b>3,715</b>	<b>(10.0%)</b>	<b>8,999</b>	<b>8,893</b>	<b>1.2%</b>
	(399)	(413)	(3.4%)	(1,207)	(1,246)	(3.1%)
	<b>2,946</b>	<b>3,302</b>	<b>(10.8%)</b>	<b>7,792</b>	<b>7,647</b>	<b>1.9%</b>
	(352)	(323)	9.0%	(770)	(741)	3.9%
	<b>2,594</b>	<b>2,979</b>	<b>(12.9%)</b>	<b>7,022</b>	<b>6,906</b>	<b>1.7%</b>
	4	57	(93.0%)	68	126	(46.0%)
<b>(b)</b>	<b>2,598</b>	<b>3,036</b>	<b>(14.4%)</b>	<b>7,090</b>	<b>7,032</b>	<b>0.8%</b>
	2,574	2,950	(12.7%)	6,972	6,838	2.0%
	20	29	(31.0%)	50	68	(26.5%)
	<b>2,594</b>	<b>2,979</b>	<b>(12.9%)</b>	<b>7,022</b>	<b>6,906</b>	<b>1.7%</b>
	2,578	3,007	(14.3%)	7,040	6,964	1.1%
	20	29	(31.0%)	50	68	(26.5%)
	<b>2,598</b>	<b>3,036</b>	<b>(14.4%)</b>	<b>7,090</b>	<b>7,032</b>	<b>0.8%</b>

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**Notes:**

- (a) Increase in other operating income is mainly due to receipt of compensation from sponsor in relation to disbursement for capital investment and other operating expenses.
- (b) Net gain on fair value changes of derivative financial instruments arose from re-measurement of interest rate swaps entered into during the financial period to hedge interest rate risk on borrowings.

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**Consolidated distribution statement**

Note	1 Oct 2017 to 31 Dec 2017 (JPY million)	1 Oct 2016 to 31 Dec 2016 (JPY million)	1 Apr 2017 to 31 Dec 2017 (JPY million)	1 Apr 2016 to 31 Dec 2016 (JPY million)
<u>Reconciliation of profit for the period to income available for distribution</u>				
<b>Profit for the period</b>	<b>2,594</b>	<b>2,979</b>	<b>7,022</b>	<b>6,906</b>
Depreciation and amortisation expenses	794	819	2,314	2,425
Interest and other finance costs	399	413	1,207	1,246
Interest income	-	-	(1)	(2)
Income tax expense	352	323	770	741
<b>EBITDA</b>	<b>4,139</b>	<b>4,534</b>	<b>11,312</b>	<b>11,316</b>
<u>Adjustment for:</u>				
Changes in working capital	(1,756)	(1,792)	(3,564)	(3,912)
Interest and other finance cost paid	(73)	(29)	(494)	(508)
Income tax paid	(375)	(529)	(1,290)	(1,457)
Others	(4)	29	4	49
<b>Net cash flows from operating activities</b>	<b>1,931</b>	<b>2,213</b>	<b>5,968</b>	<b>5,488</b>
<b>Net cash flows used in investing activities</b>	<b>(691)</b>	<b>(474)</b>	<b>(1,615)</b>	<b>(1,394)</b>
<b>Net cash flows used in financing activities excluding distributions</b>	<b>(291)</b>	<b>(263)</b>	<b>(2,540)</b>	<b>(842)</b>
Effect of exchange rate changes on balance of cash	-	14	-	(3)
<b>Net increase in cash and cash equivalents excluding distributions</b>	<b>949</b>	<b>1,490</b>	<b>1,813</b>	<b>3,249</b>
Reserved items	(a) 626	368	(b) 1,235	632
<b>Total distributable income available for Unitholders</b>	<b>1,576</b>	<b>1,858</b>	<b>3,048</b>	<b>3,881</b>

**Notes:**

- (a) Reserved items for the current quarter mainly comprised cash reserved for golf course operations of JPY 167 million, withholding tax of JPY 39 million, borrowings repayment of JPY 113 million, interest payment of JPY 207 million and bonus payment of JPY 103 million. That was partially offset by cash reserved brought forward for trust operations of JPY 98 million, CAPEX of JPY 1,136 million and other reserve of JPY 21 million.
- (b) Reserved items for the 9 months mainly comprised cash reserved for golf course operations of JPY 332 million, borrowings repayment of JPY 112 million, interest payment of JPY 207 million, bonus payment of JPY 103 million. That was partially offset by cash reserve brought forward for trust operations of JPY 350 million, CAPEX payment of JPY 802 million, property tax of JPY 233 million, withholding tax of JPY 501 million and other reserve of JPY 103 million.

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**1(b)(i) Statements of financial position**

	Note	AGT Group 31 Dec 2017 (JPY million)	AGT Group 31 Mar 2017 (JPY million)	AGT 31 Dec 2017 (JPY million)	AGT 31 Mar 2017 (JPY million)
<b>Assets</b>					
<b>Current assets</b>					
Cash and bank balances		7,369	10,252	172	58
Trade and other receivables		2,101	2,407	-	4,482
Inventories		282	256	-	-
Other current assets		1,115	1,206	-	1
	(a)	<u>10,867</u>	<u>14,121</u>	<u>172</u>	<u>4,541</u>
<b>Non-current assets</b>					
Investment in subsidiary		-	-	75,447	75,447
Property, plant and equipment		147,344	146,536	-	-
Intangible assets		17,207	17,131	-	-
Other non-current assets		479	584	-	-
		<u>165,030</u>	<u>164,251</u>	<u>75,447</u>	<u>75,447</u>
<b>Total Assets</b>		<u>175,897</u>	<u>178,372</u>	<u>75,619</u>	<u>79,988</u>
<b>Liabilities</b>					
<b>Current liabilities</b>					
Borrowings from financial institutions	(b)	28,867	14,830	-	-
Finance lease payables		923	659	-	-
Trade and other payables	(c)	4,386	5,621	108	166
Membership deposits		10,321	11,215	-	-
Income tax payable		414	915	-	915
Derivative financial instruments		47	12	-	-
Other current liabilities	(d)	1,429	4,350	-	-
	(a)	<u>46,387</u>	<u>37,602</u>	<u>108</u>	<u>1,081</u>
<b>Non-current liabilities</b>					
Borrowings from financial institutions	(b)	14,141	28,299	-	-
Financial lease payables		2,894	2,219	-	-
Borrowing from a related party		500	500	-	-
Membership deposits		772	821	-	-
Deferred tax liabilities		28,050	28,068	-	-
Derivative financial instruments		85	189	-	-
Other non-current liabilities		77	78	-	-
		<u>46,519</u>	<u>60,174</u>	<u>-</u>	<u>-</u>
<b>Total liabilities</b>		<u>92,906</u>	<u>97,776</u>	<u>108</u>	<u>1,081</u>
<b>Net assets</b>		<u>82,991</u>	<u>80,596</u>	<u>75,511</u>	<u>78,907</u>
<b>Equity</b>					
Unitholders' funds		81,086	81,086	81,486	81,486
Cash flow hedging reserve	(e)	(132)	(201)	-	-
Accumulated profits/ (losses)		1,670	(605)	(5,975)	(2,579)
<b>Equity attributable to Unitholders</b>		<u>82,624</u>	<u>80,280</u>	<u>75,511</u>	<u>78,907</u>
Non-controlling interest		367	316	-	-
<b>Total equity</b>		<u>82,991</u>	<u>80,596</u>	<u>75,511</u>	<u>78,907</u>

**Notes:**

(a) As at 31 December 2017, AGT Group's current liabilities exceed current assets by JPY 35,520 million (31 March 2017: JPY 23,481 million). Part of the reason was due to reclassification of non-current borrowings from financial institutions to current. Liquidity risk was mitigated despite the net working capital deficiency position at the end of the reporting period as AGT Group's operating cash inflows are deemed sufficient to meet its short-term liquidity demands from the perspective of Trustee-Manager.

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- (b) Term Loan B with its maturity in August 2018 is reclassified from non-current liability to current liability. Trustee-Manager is seeking refinancing with Japanese financial institutions.
- (c) The decrease in trade and other payables are mainly due to repayment for withdrawn membership-holders' deposits retained in past years and property tax payment.
- (d) The decrease in other current liabilities is mainly due to decrease in unearned revenue. Annual membership subscription is amortised monthly and membership revenue is recognised accordingly.
- (e) Cash flow hedging reserve arises from fair value change upon re-measurement of interest rate swap. The decrease is mainly due to termination of interest swap agreement for Term Loan A.

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**1 (b)(ii) Gross Borrowings as at 31 December 2017**

		AGT Group 31 Dec 2017 (JPY million)	AGT Group 31 Mar 2017 (JPY million)
<b>Amount payable within one year</b>			
Syndicate loan	*1	29,250	14,925
Less: Upfront costs capitalised		(383)	(95)
		28,867	14,830
<b>Amount payable after one year</b>			
Syndicate loan	*1	14,400	28,950
Less: Upfront costs capitalised		(259)	(651)
		14,141	28,299
Subordinated loan	*2	500	500
Less: Upfront costs capitalised		-	-
		500	500
		14,641	28,799
Total loans and borrowings		43,508	43,629

**Details of borrowings and collaterals**

SPC is the borrower of the syndicate loan and subordinated loan, which are both denominated in JPY.

**\*1) Syndicate loan**

SPC borrows funds from 9 major banks in Japan. The obligations of SPC are secured by various security interests (including a pledge over the TK Interests, cash and cash equivalents (a), land, golf courses, buildings and structures held by AGT Group) and the bank borrowings consist of debt facilities denominated in JPY and are as follows: -

	Principal Amount (JPY million)	Type	Term
<b>Term Loan A</b>	15,000	Term loan	Three years + one year
<b>Term Loan B</b>	15,000	Term loan	Four years
<b>Term Loan C</b>	15,000	Term loan	Five years

For Term Loan A, interest is levied at a floating interest rate of six-month JPY Tokyo Interbank Offered Rate (“**TIBOR**”) plus 125 basis points per annum. The three year term loan was extended for another year on 27 July 2017 which is repayable by semi-annual instalments of JPY 75 million and with the full amount of outstanding principal to be repaid in August 2018.

For Term Loan B, interest is levied at a floating interest rate of six-month JPY TIBOR plus 150 basis points per annum. The four year term loan is repayable by semi-annual instalments of JPY 75 million and by a balloon repayment at maturity in August 2018.

For Term Loan C, interest is levied at a floating interest rate of six-month JPY TIBOR plus 175 basis points per annum. The five year term loan is repayable by semi-annual instalments of JPY 75 million and by a balloon repayment at maturity in August 2019.

SPC had entered into interest rate swap agreements with several Japanese banks to convert its floating interest rates into fixed interest rates. The fixed interest rates for the specific loans are as follows:-



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<b>Notional amount</b>	<b>Term Loan B:</b> JPY 15,000 million <b>Term Loan C:</b> JPY 10,000 million
<b>Fixed rate</b>	<b>Term Loan B:</b> 2.00% <b>Term Loan C:</b> 2.34%
<b>Termination date</b>	<b>Term Loan B:</b> 1 August 2018 (Duration: Four years) <b>Term Loan C:</b> 1 August 2019 (Duration: Five years)

**Note:**

- (a) Pledged cash balances are not restricted for operational use and are classified as cash and bank balances within the statement of financial position. Based on the terms of the syndicate loan, a certain amount of cash is reserved for the AGT Group's operational use and restricted from being distributed as TK distribution.

\*2) Subordinated loan

SPC has a loan of JPY 500 million from the Sponsor. This subordinated loan is necessary for SPC to maintain its status as a TK Operator for tax reasons. The interest rate is fixed at 3.0% per annum and the due date of the loan is the day on which SPC's business is discontinued.

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**1 (c) Consolidated statement of cash flows**

Note	1 Oct 2017 to 31 Dec 2017 (JPY million)	1 Oct 2016 to 31 Dec 2016 (JPY million)	1 Apr 2017 to 31 Dec 2017 (JPY million)	1 Apr 2016 to 31 Dec 2016 (JPY million)
<b>Operating activities</b>				
<b>Profit for the period</b>	2,594	2,979	7,022	6,906
<b>Adjustment for:</b>				
Depreciation and amortisation expenses	794	819	2,314	2,425
Interest and other finance costs	399	413	1,207	1,246
Interest income	-	-	(1)	(2)
Income tax expense	352	323	771	741
Loss on disposal of property, plant and equipment	(1)	9	13	14
Allowance for doubtful debts	13	25	13	24
Gain on forfeiture of membership deposit	(16)	(5)	(23)	(12)
Net foreign exchange loss	-	-	-	23
<b>Operating cash flow before movements in working capital:</b>	<b>4,135</b>	<b>4,563</b>	<b>11,316</b>	<b>11,365</b>
<b>Changes in working capital</b>				
Trade and other receivables	(647)	(207)	(84)	434
Trade and other payables	(1,124)	(1,600)	(3,454)	(4,319)
Inventory	15	15	(26)	(27)
<b>Cash generated from operations</b>	<b>2,379</b>	<b>2,771</b>	<b>7,752</b>	<b>7,453</b>
Interest and other finance costs paid	(73)	(29)	(494)	(508)
Income tax paid	(375)	(529)	(1,290)	(1,457)
<b>Net cash flows from operating activities</b>	<b>1,931</b>	<b>2,213</b>	<b>5,968</b>	<b>5,488</b>
<b>Investing activities</b>				
Acquisition of property, plant and equipment	(641)	(474)	(1,539)	(1,396)
Proceeds from disposal of property, plant and equipment	-	-	(76)	2
Acquisition of intangible assets	(50)	-	-	-
<b>Net cash flows used in investing activities</b>	<b>(691)</b>	<b>(474)</b>	<b>(1,615)</b>	<b>(1,394)</b>
<b>Financing activities</b>				
Distribution to unitholders	(1,512)	(2,034)	(4,696)	(5,831)
Repayment of borrowings	-	-	(225)	(225)
Payment of borrowing transaction costs	-	-	(a) (384)	-
Repayment of membership deposits	(92)	(89)	(b) (1,437)	(579)
Repayment of finance lease obligations	(199)	(174)	(494)	(452)
Decrease in pledged deposit	-	-	-	414
<b>Net cash flow used in financing activities</b>	<b>(1,803)</b>	<b>(2,297)</b>	<b>(7,236)</b>	<b>(6,673)</b>
<b>Net decrease in cash and cash equivalents</b>	<b>(563)</b>	<b>(558)</b>	<b>(2,883)</b>	<b>(2,579)</b>
Cash and cash equivalents at the beginning of financial period	(c) <b>7,883</b>	<b>8,714</b>	<b>10,203</b>	<b>10,752</b>
Effects of exchange rate changes on the balance of cash held in foreign currency	-	14	-	(3)
<b>Cash and cash equivalents at the end of the financial period</b>	(c) <b>7,320</b>	<b>8,170</b>	<b>7,320</b>	<b>8,170</b>

**Notes:**

- (a) Borrowing transaction costs are a one-off payment arising from the extension of Term Loan A by one year..
- (b) Temporary large repayment of membership deposit is mainly due to maturity of membership deposit which members can recall for repayment after a lock-up period of a certain number of years.
- (c) Cash and cash equivalents as at 31 December 2017 does not include the fixed deposit of JPY 49 million (31 December 2016: JPY 49 million) with maturity date of more than 3 months.

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**1(d)(i) Statements of changes in equity**

	AGT Group 1 Oct 2017 to 31 Dec 2017 (JPY million)	AGT Group 1 Oct 2016 to 31 Dec 2016 (JPY million)	AGT Group 1 Apr 2017 to 31 Dec 2017 (JPY million)	AGT Group 1 Apr 2016 to 31 Dec 2016 (JPY million)
Unitholders' funds -net of issue costs				
Balance at the beginning of the period	81,086	81,086	81,086	81,086
Issue new units during the period	-	-	-	-
Balance at the end of the period	81,086	81,086	81,086	81,086
Retained earnings				
Balance at the beginning of the period	608	1,317	(606)	1,226
Profit for the period	2,574	2,950	6,972	6,838
Distribution to Unitholders	(1,512)	(2,034)	(4,696)	(5,831)
Balance at the end of the period	1,670	2,233	1,670	2,233
Cash flow hedging reserve				
Balance at the beginning of the period	(136)	(329)	(201)	(398)
Movement during the period	4	57	69	126
Balance at the end of the period	(132)	(272)	(132)	(272)
Net assets attributable to Unitholders of AGT	82,624	83,047	82,624	83,047
Non-controlling interest				
Balance at the beginning of the period	347	242	316	203
Profit for the period	20	29	51	68
Balance at the end of the period	367	271	367	271
Total equity	82,991	83,318	82,991	83,318

	AGT 1 Oct 2017 to 31 Dec 2017 (JPY million)	AGT 1 Oct 2016 to 31 Dec 2016 (JPY million)	AGT 1 Apr 2017 to 31 Dec 2017 (JPY million)	AGT 1 Apr 2016 to 31 Dec 2016 (JPY million)
Unitholders' funds -net of issue costs				
Balance at the beginning of the period	81,486	81,486	81,486	81,486
Issue new units during the period	-	-	-	-
Balance at the end of the period	81,486	81,486	81,486	81,486
Retained earnings				
Balance at the beginning of the period	(4,410)	(3,184)	(2,578)	(1,244)
(Loss)/profit for the period	(1,565)	(100)	(213)	1,757
Distribution to Unitholders	-	(2,034)	(3,184)	(5,831)
Balance at the end of the period	(5,975)	(5,318)	(5,975)	(5,318)
Net assets attributable to Unitholders of AGT	75,511	76,168	75,511	76,168
Total equity	75,511	76,168	75,511	76,168

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**1(d)(ii) Details of any changes in the units**

	AGT 1 Apr 2017 to 31 Dec 2017	AGT 1 Apr 2016 to 31 Dec 2016
Balance at the beginning and end of the period	1,099,122,000	1,099,122,000

**2 Whether the figures have been audited or reviewed, and in accordance with which auditing standard or practice.**

The figures have not been audited or reviewed by our auditors.

**3 Where the figures have been audited or reviewed, the auditors' report (including any qualifications or emphasis of matter).**

Not applicable.

**4 Whether the same accounting policies and methods of computation as in the issuer's most recent audited annual financial statements have been applied.**

AGT has applied the same accounting policies and methods of computation in the preparation of the financial statements for the current reporting period ended 31 December 2017 compared with those of the audited financial statements for the financial year ended 31 March 2017.

**5 If there are any changes in the accounting policies and methods of computation, what has changed, as well as the reasons for, and effect of the change.**

There is no change in the accounting policies and methods of computation.

**6 Group earnings per unit ( "EPU" ) and income available for distribution per unit ( "DPU" ) for 3<sup>rd</sup> quarter and nine months ended 31 December 2017.**

**Group earnings per unit**

	Note	1 Oct 2017 to 31 Dec 2017	1 Oct 2016 to 31 Dec 2016	Note	1 Apr 2017 to 31 Dec 2017	1 Apr 2016 to 31 Dec 2016
Weighted average number of unit		1,099,122,000	1,099,122,000		1,099,122,000	1,099,122,000
Earnings for the period attributable to Unitholders of AGT (JPY million)		2,574	2,950		6,972	6,838
EPU for the period based on the weighted average number of unit in issue (JPY)		2.34	2.68		6.34	6.22
EPU for the period based on the weighted average number of unit in issue (Singapore Cents)	(a)	2.81	3.46	(b)	7.78	8.02

**Notes:**

- (a) AGT had computed EPU using a JPY/SGD average exchange rate from 1 October 2017 to 31 December 2017: 83.37 (1 October 2016 to 31 December 2016: 77.51)
- (b) AGT had computed EPU using a JPY/SGD average exchange rate from 1 April 2017 to 31 December 2017: 81.57 (1 April 2016 to 31 December 2016: 77.56)

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**Group distribution per unit**

	Note	1 Oct 2017 to 31 Dec 2017	1 Oct 2016 to 31 Dec 2016	1 Apr 2017 to 31 Dec 2017	1 Apr 2016 to 31 Dec 2016
Number of units issued and to be issued at the end of period entitled to distribution		1,099,122,000	1,099,122,000	1,099,122,000	1,099,122,000
Income available for distribution for the period (JPY million)		1,576	1,858	3,048	3,881
DPU for the period based on the number of units entitled to distribution (JPY)	(a)	1.43	1.69	2.77	3.53
DPU for the period based on the number of units entitled to distribution (Singapore Cents)	(a)(b)	1.70	2.09	3.29	4.37

**Notes:**

- (a) The computation of DPU from 1 April 2017 to 31 December 2017 is for illustrative purpose only. AGT makes distributions on a semi-annual basis and the next distribution is for the period from 1 October 2017 to 31 March 2018 and payable by the Trustee-Manager within 90 days from the end of the said period.
- (b) AGT had computed the DPU to Unitholders using a JPY/SGD exchange rate of 84.28 as at 31 December 2017 (31 December 2016: 80.87).

**7 Group net asset value ( “NAV” ) per unit based on existing units in issue as at 31 December 2017**

	Note	As at 31 Dec 2017	As at 31 Mar 2017
Number of units issued and to be issued at end of period entitled to distribution		1,099,122,000	1,099,122,000
Net asset value attributable to Unitholders of AGT (JPY million)		82,624	80,280
Net asset value attributable to Unitholders per unit (JPY)		75.17	73.04
Net asset value attributable to Unitholders per unit (SGD)	(a)	0.89	0.91

**Notes:**

- (a) AGT had computed the NAV using a JPY/SGD exchange rate of 84.28 as at 31 December 2017 (31 March 2017: 79.97).

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**8 Review of performance for the 3<sup>rd</sup> quarter and nine months ended 31 December 2017.**

**3Q FY17/18 vs 3Q FY16/17**

	1 Oct 2017 to 31 Dec 2017 (JPY million)	1 Oct 2016 to 31 Dec 2016 (JPY million)	Change %	1 Apr 2017 to 31 Dec 2017 (JPY million)	1 Apr 2016 to 31 Dec 2016 (JPY million)	Change %
Operating income	13,942	14,612	(4.6%)	41,895	42,007	(0.3%)
Operating expenses	(10,597)	(10,897)	(2.8%)	(32,896)	(33,114)	(0.7%)
Operating profit	3,345	3,715	(10.0%)	8,999	8,893	1.2%
Profit attributable to unitholders of AGT	2,574	2,950	(12.7%)	6,972	6,838	2.0%
Total distributable income available	1,576	1,858	(15.2%)	3,048	3,881	(21.5%)

Operating income for 3Q FY17/18 was JPY 13,942 million, which was 4.6% lower than 3Q FY 16/17. In October 2017, typhoons consecutively struck Japan on weekends and some golf courses were forced to close operations in the best time to make sales. In addition, golf courses in western Japan were affected by heavier snowfall in December 2017 and number of players and operating days decreased compared to the 3<sup>rd</sup> quarter in previous year.

Operating expenses for 3Q FY17/18 was JPY 10,597 million, which was 2.8% lower than 3Q FY16/17. Most items of operating expenses, such as merchandise and material expenses, which were incurred in line with decrease in number of players in this quarter, however, some items increased such as maintenance cost and utility expenses.

Operating profit for 3Q FY17/18 was JPY 3,345 million, which was 10.0 % lower than 3Q FY16/17. This was contributed by lower revenue due to bad weather during October 2017 and decrease in membership revenue. Profit attributable to Unitholders was JPY 2,574 million, 12.7% lower than 3Q FY16/17.

Total distributable income attributable to Unitholders during the quarter was JPY 1,576 million, which was 15.2% lower than 3Q FY16/17. This is mainly due to the aforesaid performance and increase in expenditures for capital investments.

**9 months FY17/18 vs 9 months FY16/17**

Operating income for 9 months FY17/18 was JPY 41,895 million, which was 0.3% lower than 9 months FY16/17. We had maintained good operating performance in revenue and profit until 2<sup>nd</sup> quarter, however, total revenue for 9 months dropped to less than previous period due to typhoons on consecutive weekends in October 2017 and heavier snowfall in December 2017.

Operating expenses for 9 months FY17/18 was JPY 32,896 million, which was 0.7% lower than 9 months FY16/17. Some items in operating expenses increased such as utility expenses due to price hike in crude oil and commission paid to external service vendors for increasing customers, however, total operating expenses decreased as a result of our strenuous efforts to reduce costs such as getting rebates for bulk purchases.

Operating profit for 9 months FY17/18 was JPY 8,999 million, which was 1.2% stronger than 9 months FY16/17. Profit attributable to Unitholders was JPY 6,972 million, 2.0% higher than 9 months FY16/17.

Total distributable income available during 9 months FY17/18 was JPY 3,048 million, which was 21.5% lower than 9 months FY16/17. The decrease of distributable income was due to one-off payment of borrowing transaction costs and temporary large repayment of membership deposits in previous quarter.

**9 Variance between the forecast and actual results**

No forecast has been disclosed.

**10 Commentary on the significant trends and competitive conditions of the industry in which the group operates and any known factors or events that may affect the group in the next reporting period and the next 12 months**

The Japanese economy is expected to continue its recovery with solid domestic and foreign demand. Capital expenditure will continue to increase due to the redevelopment in the city centre and investments in construction of new hotels and logistics facilities in addition to the increase in research and development investments in the manufacturing industry, individual consumption will be also steady due to the increase in employment income and the stock market rallies. In regards to foreign demand, it is expected that the trend of the increase in export will continue because of the recovery of capital expenditure worldwide.

As a result, in year 2017 and year 2018 the growth of Japanese real GDP is expected to be 1.8% and 1.2% respectively, due to the steady domestic and foreign demand. In these circumstances, the Japanese golf market has continued to be stable with the demand for weekdays play from senior players.<sup>(1)</sup>

The higher healthy life expectancy of seniors has also led to increasing demand as senior players can continue to play golf at an older age. On the other hand, younger players are not increasing in proportion to older players due to Japan's aging population. Such a situation is widely recognised in the golf industry.

AGT's sponsor recognised this trend years ago. AGT adopts profit optimisation strategy and promotes larger private group competition to achieve more stable revenue. Furthermore, AGT's golf courses have started to install new GPS navigation systems on the golf carts and introduced "U-40 Passport" which provides special additional points for under 40 passport holders, "L-Style" including ladies golf circles to encourage ladies players and junior programs known as "Accordia Kids" which supports younger generation. AGT has been making efforts to expand to a more varied player base to generate stable cash flow and distribution.

(1) February 2018 Japan Research Institute – Monthly report of prospectus for Japan's economy

**11 Distributions**

- |     |   |                |
|-----|---|----------------|
| (a) | <b>Current financial period</b><br>Any distribution declared for the current financial period?  | No             |
| (b) | <b>Corresponding period of the immediately preceding year</b><br>Any distributions declared for the corresponding period of the immediately preceding financial year? | No             |
| (c) | <b>Date payable</b>   | Not applicable |
| (d) | <b>Book closure date</b>  | Not applicable |

**12 If no distribution has been declared (recommended), a statement to that effect**

Refer to paragraph 11 above.

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**13 Interested person transactions ( “IPT” )**

Name of interested person	Relationship with interested person	Transaction contents	Aggregate value of all IPT during the financial year under review (excluding transactions less than S\$100,000 and transactions conducted under shareholder's mandate pursuant to Rule 920)
			1 April 2017 to 31 December 2017 (JPY million)
Accordia Golf Trust Management Pte Ltd	Trustee-Manager	- Trustee-Manager fee	195
Accordia Golf Co., Ltd.	Controlling shareholder of AGT & controlling shareholder of the Trustee-Manager	<ul style="list-style-type: none"> <li>- Golf course management fee</li> <li>- Payment of staff secondment fee</li> <li>- Equipment lease fee</li> <li>- Subordinated loan interest expense</li> <li>- Sales commission received for new membership sign up</li> <li>- Customer loyalty point awarded, net of redeemed</li> <li>- Shareholders' coupon</li> <li>- Collection of annual membership on behalf</li> <li>- Sales for business use</li> <li>- Repayment of finance lease obligations</li> <li>- Interest expense on finance lease</li> <li>- Purchases of food and supplies through centralised procurement system</li> <li>- Integrated purchasing system usage fee paid</li> <li>- Compensation regarding disbursement for capital investment and other operating expenses</li> </ul>	<ul style="list-style-type: none"> <li>4,585</li> <li>1,296</li> <li>30</li> <li>11</li> <li>5</li> <li>24</li> <li>399</li> <li>43</li> <li>10</li> <li>258</li> <li>21</li> <li>4,667</li> <li>12</li> <li>145</li> </ul>



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Accordia Golf Co., Ltd.	Controlling shareholder of AGT & controlling shareholder of the Trustee-Manager	- Golf Course Operation Consulting fee	78
Accordia Retail Co., Ltd.	Subsidiary of controlling shareholder of AGT & subsidiary of controlling shareholder of the Trustee-Manager	- Pro-shop revenue - Revenue from Proshop management - Collection of Pro-shop business revenue on behalf	57 102 1,932
Heartree Co., Ltd.	Subsidiary of controlling shareholder of AGT & subsidiary of controlling shareholder of the Trustee-Manager	- Incentive received for centralised purchases	44
Accordia Golf Garden Co., Ltd.	Subsidiary of controlling shareholder of AGT & subsidiary of controlling shareholder of the Trustee-Manager	- Lesson revenue for providing golf lesson	17
Daiwa Real Estate Asset Management Co. Ltd.	Controlling shareholder of the Trustee-Manager	- Asset management fee	75

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**14 If the Group has obtained a general mandate from unit holders for IPT, the aggregate value of such transactions are required under Rule 920(1)(a)(ii). If no IPT mandate has been obtained, a statement to that effect**

AGT has not obtained a general mandate from Unitholders for IPTs other than for the exempted agreements as disclosed in the Prospectus.

**15 Negative confirmation pursuant to Rule 705(5)**

Pursuant to Listing Rule 705(5) of the Listing Manual of the SGX-ST, the Board of Directors of Accordia Golf Trust Management Pte. Ltd., being the Trustee-Manager of Accordia Golf Trust confirms that, to the best of their knowledge, nothing has come to their attention which may render these financial results for the 3<sup>rd</sup> quarter and nine months ended 31 December 2017 to be false or misleading in any material aspect.

**16 Confirmation that the issuer has procured undertakings from all its directors and executive officers under Rule 720(1)**

Accordia Golf Trust Management Pte. Ltd. (as Trustee-Manager of AGT) confirms that it has procured undertakings from all its Directors and Executive Officers (in the format set out in Appendix 7.7) pursuant to Rule 720(1) of the SGX-ST Listing Manual.

By Order of the Board of

**Accordia Golf Trust Management Pte. Ltd.**  
As Trustee-Manager of  
**Accordia Golf Trust**

Lai Kuan Loong, Victor  
Company Secretary  
13 Feb 2018

This release may contain forward-looking statements that involve risks and uncertainties. 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. Representative examples of these factors include (without limitation) general industry and economic conditions, interest rate trends, cost of capital and capital availability, changes in operating expenses, including employee wages, benefits and training, property expenses and governmental and public policy changes and the continued availability of financing in the amounts and the terms necessary to support future business. You are cautioned not to place undue reliance on these forward looking statements, which are based on current view of management on future events.

This release may include market and industry data and forecasts that have been obtained from internal surveys, reports and studies, where appropriate, as well as market research, publicly available information and industry publications. Industry publications, surveys and forecasts generally state that the information they contain has been obtained from sources believed to be reliable, but there can be no assurance as to the accuracy or completeness of such information. While the Trustee-Manager has taken reasonable steps to ensure that the information is extracted accurately and in its proper context, the Trustee-Manager has not independently verified any of the data from third party sources or ascertained the underlying economic assumptions relied upon therein.