



NEWS RELEASE

ACCORDIA GOLF TRUST TARGETS APPROX. JPY50 BILLION (S\$616 MILLION¹) WORTH OF ACQUISITIONS BY END FY16/17

- ***Backed by Sponsor's asset-light strategy to divest its remaining golf course related assets of (JPY 40 billion or more (book value basis)) in total by end March 2017***
- ***Current LTV² ratio of 30.2% may be ramped up to 40% - 50%, providing debt headroom of up to JPY59.7 billion to support potential acquisitions***
- ***Target to achieve 31% increase in AUM to JPY210 billion (S\$2.59 billion¹) by end March 2017***
- ***On track to deliver forecast DPU of 6.2 Singapore cents for FY14/15; Annual DPU yield (1 April 2014 to 31 March 2015), including non-recurring cash inflows, of 10.1%³***
- ***Current portfolio enjoys average utilisation rate of 76.6%⁴ with room for further improvement***

Singapore, September 15, 2014 – Accordia Golf Trust Management Pte. Ltd. (the "Trustee-Manager"), the trustee-manager of Accordia Golf Trust ("AG Trust"), has announced its plans to acquire approximately JPY50 billion (S\$616 million¹) of golf course assets by the financial year ending March 31, 2017 ("FY16/17"). The Trustee-

¹ Assuming exchange rate of JPY81.16/S\$1

² LTV: Debt amount/Total appraisal value of the initial portfolio of AG Trust (the "Initial Portfolio"). The LTV ratio of 30.2% is arrived at by using the total real estate appraisal value as at 30 September 2013 of the Initial Portfolio by CBRE K.K. ("CBRE") and Tanizawa Sogo Appraisal Co., Ltd. ("Tanizawa")

³ For illustrative purposes only. Calculated by dividing the illustrative annual DPU of 8.8 Singapore cents, which is converted from JPY at the assumed exchange rate of JPY81.16/S\$1, by the unit price of S\$0.87 (being the closing price on 12 September 2014). Such yields will vary accordingly for investors who purchase the Units at a market price that is different from the illustrative unit price. Please refer to the prospectus of Accordia Golf Trust dated 21 July 2014 (the "Prospectus") for the underlying assumptions and further details

⁴ Being the forecasted utilisation rate for FY14/15. Utilisation Rate = Total number of visitors per 18 holes / (Total Operating Days x 50 (flights) x 4 (persons))

Manager also reiterated its goal to deliver a distribution per unit (“DPU”) of 6.2 Singapore cents for the financial year ending March 31, 2015 (“FY14/15”).

POTENTIAL ACQUISITIONS

Assuming the Trustee-Manager is able to complete its target of JPY50 billion worth of acquisitions by the end of FY16/17, AG Trust’s assets under management (“AUM”) may see a potential 31% jump from JPY160.0 billion⁵ (S\$1.97 billion⁶) currently to JPY210 billion (S\$2.59 billion⁶). The AUM growth is expected to be supported by a strong pipeline of quality golf course assets in Japan belonging to AG Trust’s Sponsor - Accordia Golf Co., Ltd. (the “Sponsor” or “Accordia Golf”).

Accordia Golf is the leading golf course operator in Japan and is listed on the Tokyo Stock Exchange. Accordia Golf currently owns a portfolio of 43 golf courses and 22 driving ranges valued at approximately JPY107 billion (S\$1.32 billion⁶). AG Trust has a right of first refusal and call option over the Sponsor’s pipeline of golf courses and driving ranges⁷.

Mr. Yoshihiko Machida, Chief Executive Officer and Executive Director of the Trustee-Manager, said, “We see strong potential in Japan’s golf sector. The growing number of senior citizens translates to a healthy demand for golf as senior citizen golfers tend to play more rounds per year, especially those who have reached retirement age. Japan’s golf market has consistently shown a strong positive correlation with the underlying condition of the economy. The demand for golf and consequently for the golf courses owned by AG Trust, will benefit from the possible economic recovery across Japan.

Over the next three years, we plan to selectively scale up our portfolio through potential acquisitions via our Sponsor’s pipeline of quality golf courses and driving ranges in Japan. These acquisitions will potentially enhance the value of AG Trust’s portfolio value, thereby improving income and distributions growth to our unitholders.”

⁵ JPY150.9 billion (AG Trust portfolio’s appraisal value as at 30 September 2013) plus approximately JPY9.4 billion (assumed goodwill). “Assumed goodwill” is calculated as follows (based on an assumed exchange rate of JPY81.16 / S\$1): Intangible Assets of JPY11.9 billion (based on the pro forma statement of financial position of AG Trust as at 31 December 2013) minus S\$0.03 x 1,099,122,000 Units x JPY81.16 (being the adjustment in acquisition price paid to the Sponsor under the Tokumei Kumiai Interest Transfer Agreement)

⁶ Assuming exchange rate of JPY81.16/S\$1

⁷ Please refer to the Prospectus for further details on the right of first refusal and call option

AG Trust's Loan-to-Valuation ("LTV") ratio currently stands at approximately 30.2%⁸, well below the Trustee-Manager's target LTV level of 50%. This provides debt headroom of approximately JPY50 billion (S\$616 million⁹) to finance any future acquisitions.

Mr Machida added, "The Sponsor's continuing acquisitions of quality golf course assets in Japan will continue to provide growth opportunities for AG Trust, and will be the driving force of our near-term acquisition growth strategy. Over the longer-term, we plan to pursue earnings accretive acquisitions outside of Japan to further create geographical diversity for our portfolio."

CONTINUING DPU GROWTH IN FY15/16 AND FY16/17

In addition to the recovering macro-environment and a visible acquisition pipeline from the Sponsor, AG Trust is also focused on leveraging on the Sponsor's expertise and capabilities as the golf course manager to drive organic growth internally.

AG Trust's portfolio of 89 golf courses currently has a forecasted average utilization rate of 76.6% for FY14/15. While this is higher than the industry average in Japan, the Trustee-Manager is working with the Sponsor as the golf course manager to leverage on Accordia Golf's scale, operating expertise and extensive base of customers loyal to the well-established "Accordia" brand to further enhance the total returns of AG Trust's portfolio.

"We plan to progressively roll out promotional activities to encourage weekday plays through competitions and in particular, encourage more senior golfers to play on weekdays. We also plan to further improve our operational efficiencies by encouraging multi-functional employees and introducing self-service and automation for certain processes."

⁸ LTV: Debt amount/Total appraisal value of the Initial Portfolio. The LTV ratio of 30.2% is arrived at by using the total real estate appraisal value as at 30 September 2013 of the Initial Portfolio by CBRE and Tanizawa

⁹ Assuming exchange rate of JPY81.16/S\$1

“Through a combination of proactive asset management to enhance our portfolio value and a sound acquisition growth strategy, we are confident that AG Trust is well-placed to deliver competitive and growing recurring income to our unitholders,” Mr. Machida concluded.

About Accordia Golf Trust

AG Trust is the first business trust comprising investments in golf course assets in Japan listed on the SGX-ST. AG Trust is constituted with the principal investment strategy of investing, directly or indirectly, in the business of owning a portfolio of stabilised, income-generating golf courses, driving ranges and golf course related assets worldwide, with an initial focus on Japan.

AG Trust’s initial portfolio comprises 89 golf courses (including golf course related assets relating to such golf courses) located across Japan. Approximately 86.4%¹⁰ of the initial portfolio 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.

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

About the Sponsor: Accordia Golf Co., Ltd.

Accordia Golf is the leading golf course operator in Japan operating 135 golf courses and 26 driving ranges as at 16 June 2014. Accordia Golf was incorporated in Japan in 1981 and is listed on the Tokyo Stock Exchange.

Accordia Golf is in the business of providing integrated golf course services and owning and operating golf courses, mainly in large metropolitan areas and major regional urban centres in Japan and has a strong track record of acquiring and turning around

¹⁰ This percentage is calculated by dividing (i) the aggregated appraised values by the independent real estate appraisers of the initial portfolio golf courses in the three largest metropolitan areas by (ii) the aggregated appraised values by the independent real estate appraisers of all the initial portfolio golf courses.

troubled golf courses with its expertise in golf course management and operational know-how.

For more information, please visit <http://www.accordiagolf.co.jp/english/>

ISSUED ON BEHALF OF : Accordia Golf Trust
BY : Citigate Dewe Rogerson, i.MAGE Pte Ltd
55 Market Street
#02-01
SINGAPORE 048941

For Accordia Golf Trust Management Pte. Ltd.

CONTACT : Mr.Takuya Nagano
at telephone
DURING OFFICE HOURS : +65 6592-1052 (Office)
EMAIL : info@agtrust.com.sg

For CDR, i.MAGE

CONTACT : Ms Chia Hui Kheng / Mr Ng Chung Keat
at telephone
DURING OFFICE HOURS : +65 6534-5122 (Office)
AFTER OFFICE HOURS : +65 9690-3841 / +65 9781-3605 (Handphone)
EMAIL : huikheng.chia@citigatedrimage.com /
chungkeat.ng@citigatedrimage.com

021/14/021/AGCL

September 15, 2014