

Annual General Meeting Presentation

28 July 2016







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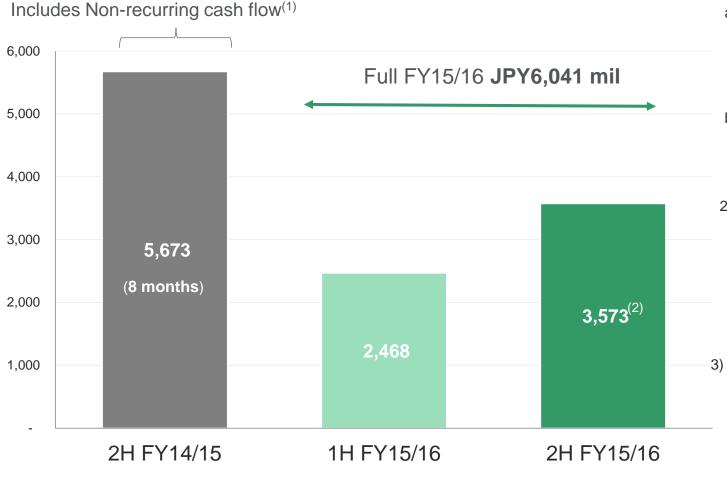
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FY15/16 Distribution

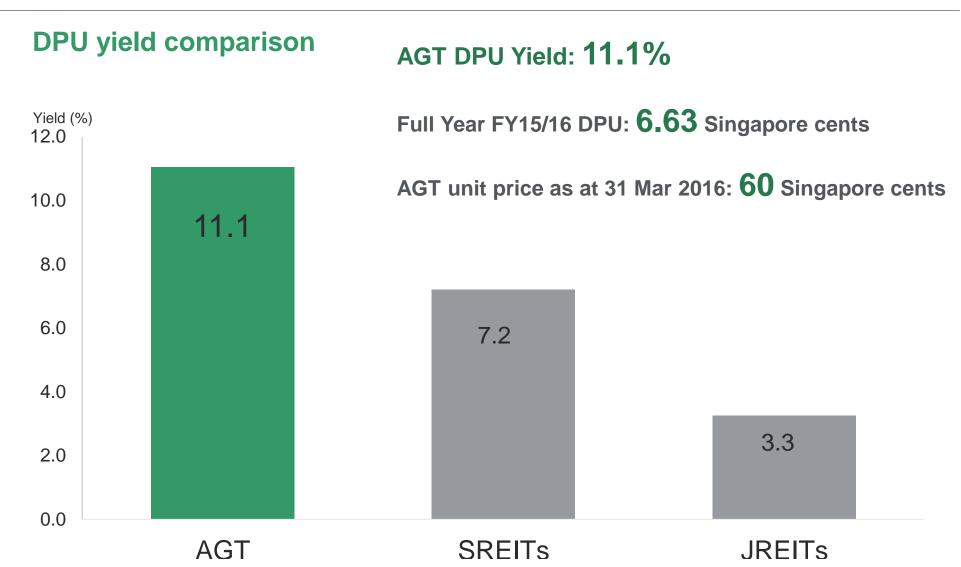


Historical Income Available for Distribution (JPY million)



- Non-recurring cash flow consists of;
 - a. savings from withholding tax expenses arising from the tax credit granted on the restructuring exercise expenses at the golf course holding company, and
 - cash flows arising from payable of various expenses in the golf course holding company and AGT.
- 2) Numbers are (100%) distributable amounts and DPU are based on actual JPY/SGD exchange rates used for distributions; 4Q & 3Q FY15/16 = 80.29, 2Q & 1Q FY15/16 = 86.86, 4Q & 3Q FY14/15 = 90.38
 - The 10% reserved amount (JPY246 million) retained in 1H FY15/16.





Source:

AGT: Calculation is based on the full year DPU/Unit price as at 31 March 2016 @ S\$0.60 SREITs: Market Updates as at 7 April 2016 from the Singapore Exchange My Gateway. Data is as at 6 April 2016 and includes 20 REITs. JREITs: March 2016 J-REIT Report from The Association for Real Estate Securitization. Data is as at 31 March 2016 and includes 53 REITs.

FY 15/16 Key Financials



JPY million

	Full Year (Apr to Mar)		
	FY15/16	FY14/15 (8 month) (from 1 Aug 2014) ⁽¹⁾	
Operating Income	53,175	33,425	
Operating Profit / (Loss)	8,828	4,063	
Profit / (Loss) after income tax	6,662	2,648	
Total Distributable Income Available	6,041	5,673	
Available Distribution Per Unit (Singapore cents)	6.63	5.71	
	As at 31 Mar 2016	6 As at 31 Mar 2015	
NAV per unit (SGD)	0.89	0.87	
Price/NAV per unit	0.67	0.87	
Loan-to-Value Ratio ⁽²⁾	28.8%	28.8%	
JPY/SGD Exchange Rate Unit Price	83.37 0.60	87.04 0.755	

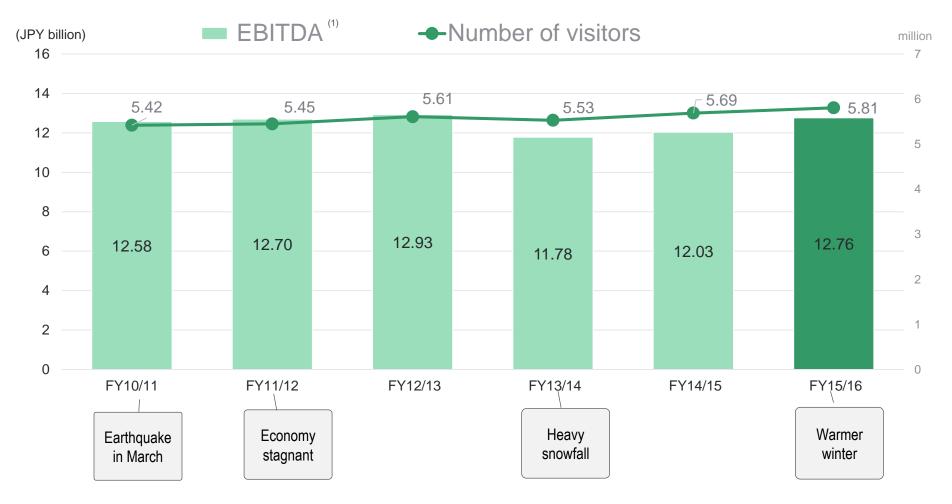
⁽¹⁾ Comparative consolidated statement of profit or loss and other comprehensive income has been presented for the period from 1 August 2014 to 31 March 2015 as AGT was constituted on 16 June 2014 and listed on SGX-ST on 1 August 2014.

⁽²⁾ Loan-to-Value Ratio = Total loans and borrowings/total appraisal value of the Initial Portfolio as at 31 December 2015.

Stable Cash Flows



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



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

Strength of "Accordia" Brand



A Large and Loyal Customer Base

Loyalty Card Holders of Accordia Golf



"Visitor": non-member "White" status loyalty card holders.

"Member": member loyalty card holders. (member of each golf course)

"Silver": non-member "Gold" and Silver" status loyalty card holders.

High Market Penetration Rate

- 4.14 million loyalty card holders (as at 31 March 2016).
- approx. **57.5%** of total number of golf players in Japan (7.2 million⁽¹⁾).



Status	Member		Non-member		
	Diamond	Black	Gold	Silver	White
Criteria for Status Annual visit	24 times	-	24 times	6 times	-
Points granted play or driving range	2%	2%	2%	2%	1%

⁽¹⁾ Source: Leisure White Paper 2015 published by the Japanese Productivity Council

Source: Sponsor/Golf Course Manager

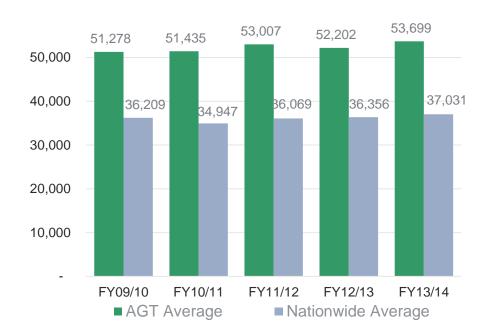
Strength of "Accordia" Brand



Higher Number of Visitors

 Number of visitors per golf course is approximately 45% higher than national average in Japan.

Number of Visitors per Golf Course per year (Golf Courses operated by Sponsor)⁽¹⁾



(1) Average number of visitors is calculated by dividing total number of visitors by 18 holes converted number of golf courses.

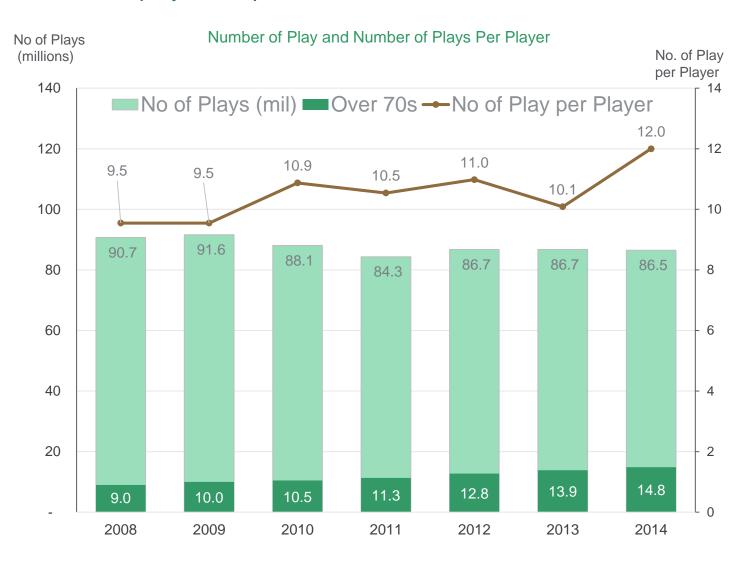
Source: Nihon Golf-jo Keieisha Kyokai

- Higher numbers of visitors would drive stable operating cash flows.
- Reasons for the high number of visitors:
 - 1 89 well-located golf courses
 - 2 Ability to Attract & Retain Customers
 - Competitive Play Fee
 - Loyalty Card Program
 - Well-recognised 'Accordia' Brand
 - Direct Marketing (e.g. Mail, advertising, coupon)
 - Indirect Marketing (e.g. Third-party online reservation services)
 - ③ Expertise in Expanding Tee Time Slots

Market Environment: Number of Plays in Japan Remains Stable



Number of plays in Japan



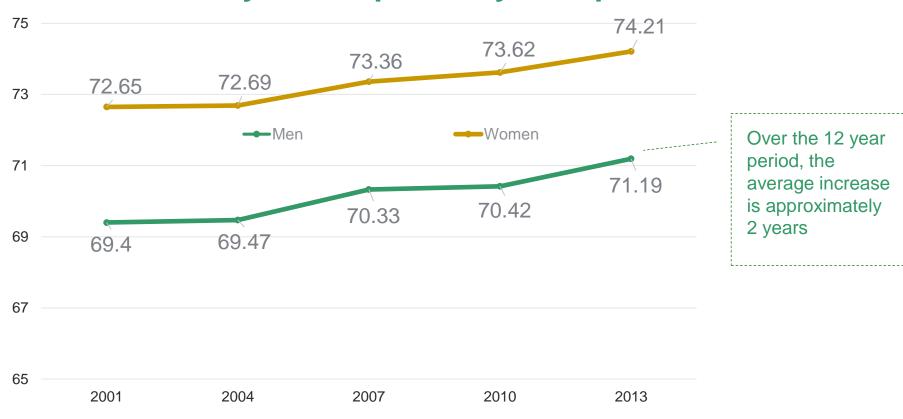
Number of plays in Japan remains stable as the number of plays per player has been increasing.

Proportion of senior plays has been increasing as well.

Source: Sponsor/Golf Course Manager Source: Nihon Golf-jo Keieisha Kyokai, Japan



Healthy Life Expectancy in Japan



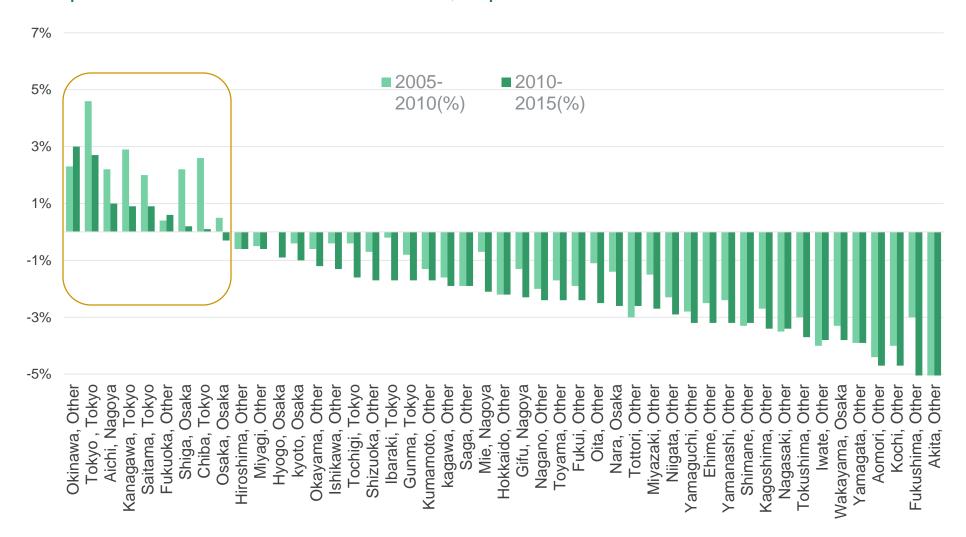
Source: Ministry of Health, Labour and Welfare, Japan

^{*} Healthy Life Expectancy is a form of health expectancy that applies disability weights to health states to compute the equivalent number of years of life expected to be lived in full health (World Health Organization definition).

Market Environment: Urbanization in Japan



Population Growth Rate in Prefectures, Japan



Source:

National Institute of Population and Social Security Research, Japan (<u>www.ipss.go.jp</u>) Region classification is based on AGT's area classification



- Sound demand for golf especially in the urban areas will continue to be stable
 - The population of large cities is increasing due to the urbanization.
 - Number of play per golfer has been increasing.
- Strong demand from senior players will continue
 - Baby boomers have been retiring and they have money and more time to play golf.
 - Healthy life expectancy is getting higher in Japan due to improving health condition of senior.



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