



Incorporated in the Cayman Islands with limited liability on 17 March 1997

3Q FY2012 Corporate Update Presentation



Important Notice

This presentation may contain forward-looking statements which can be identified by the context of the statement and generally arise when the Company is discussing its beliefs, estimates or expectations. Such statements may include comments on industry, business or market trends, projections, forecasts, and plans and objectives of management for future operations and operating and financial performance, as well as any related assumptions. Readers of this presentation should understand that these statements are not historical facts or guarantees of future performance but instead represent only the Company's belief at the time the statements were made regarding future events, which are subject to significant risks, uncertainties and other factors, many of which are outside of the Company's control. Actual results and outcomes may differ materially from what is expressed or implied in such forward-looking statements. The Company cautions readers not to place undue reliance on any forward-looking statements included in this presentation, which speak only as of the date made; and should any of the events anticipated by the forward-looking statements transpire or occur, the Company makes no assurances on what benefits, if any, the Company will derive therefrom.

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1. Corporate Overview

2. Financial Performance

3. Recent Developments

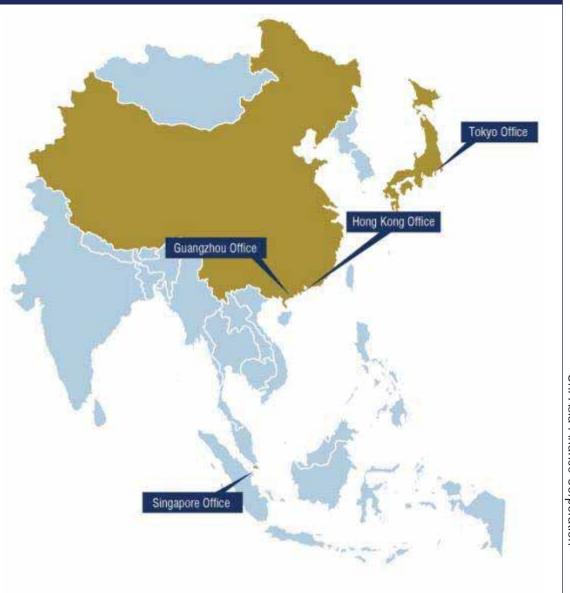
4. Market Update

Corporate Overview – Profile

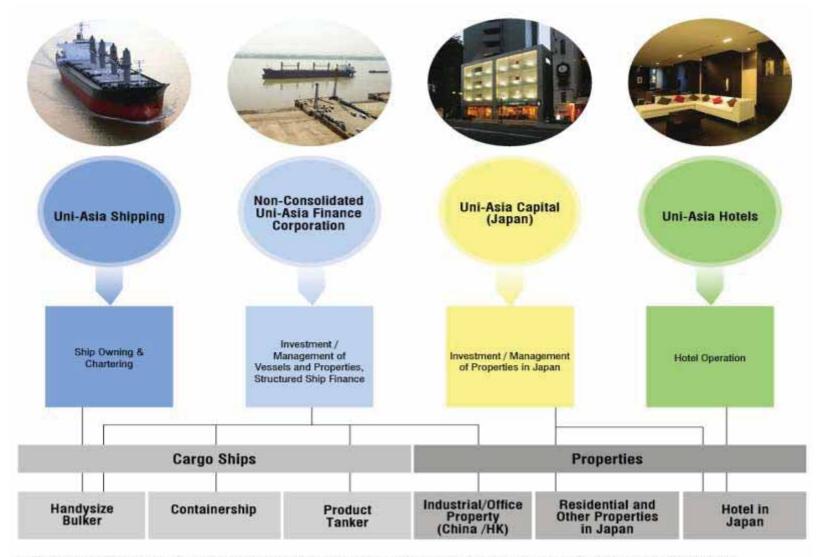
Uni-Asia Finance Corporation

- Founded on 17 March 1997 in Cayman Islands
- Listed on Singapore Exchange on 17 August 2007
- Offices:
 - Hong Kong
 - Singapore
 - Tokyo
 - Guangzhou (PRC)
- Business:

Alternative investment management & investment related service provider for vessels and properties.



Corporate Overview – Business Segments



Note: "Non-Consolidated Uni-Asia Finance Corporation" comprises Uni-Asia Finance Corporation, Uni-Asia Finance Corporation (Japan), Uni-Asia Capital (Singapore) Limited, Uni-Asia Guangzhou Property Management Company Limited.

Uni-Asia Capital Company Limited and Uni-Asia Guangzhou Property Management Company Limited.

Corporate Overview – Share Information

Share Statistics

Bloomberg Code	UNIAF SP	
Share price (Closing on 31 Oct 2012)	S\$0.171	
Market Capitalisation	S\$80.3 m	
52 week high / low	S\$0.280 / S\$0.118	
P/B value	48%	
NAV per share	US\$0.29	
No. of ordinary shares	469,792,800	
Major shareholders	Yamasa Co., Ltd: Evergreen International S.A.: Executive directors:	33.46% 9.98% 5.31%

2. Financial Performance

3. Recent Developments

4. Market Update

Group Financial Highlights – Income Statement

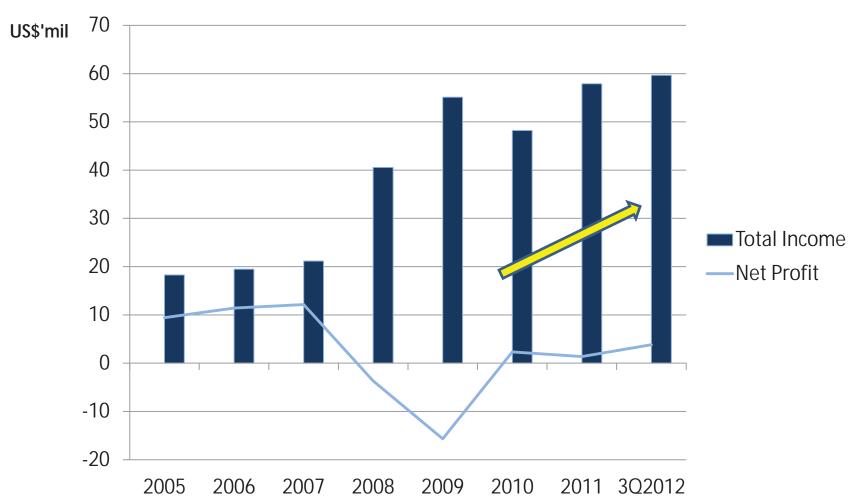
The Group increased profit by US\$2.1 mil in 3Q 2012 to US\$3.8 mil for nine months ended 30 September 2012.

(US\$'000)		3 rd Quarter		9 Months	ended 30 S	<u>eptember</u>
	<u>2012</u>	<u>2011</u>	% Change	<u>2012</u>	<u>2011</u>	% Change
Total Income	21,554	14,558	48%	59,648	38,098	57%
Total Expenses	(18,738)	(15,412)	22%	(53,851)	(38,905)	38%
Net FX (Loss)/ Gain	(326)	(1,447)	77%	198	(1,172)	117%
Operating Profit/ (Loss)	2,816	(854)	430%	5,797	(807)	818%
Profit/ (Loss) for the Period	2,116	(1,432)	248%	3,837	(2,114)	282%
Earnings/ (Loss) per Share (US Cents)	0.45	(0.38)	218%	0.79	(0.63)	225%

Uni-Asia Shipping and Uni-Asia Hotels contributed US\$5.6 mil and US\$14.2 mil income increase respectively with total of 57% increase in income. Expenses increased at a lower rate of 38% with Uni-Asia Hotels 'expenses increased by US\$13.3 mil due mainly to newly acquired hotel operating company in Naha, Okinawa.

Group Financial Highlights – Trend of recovery of profit

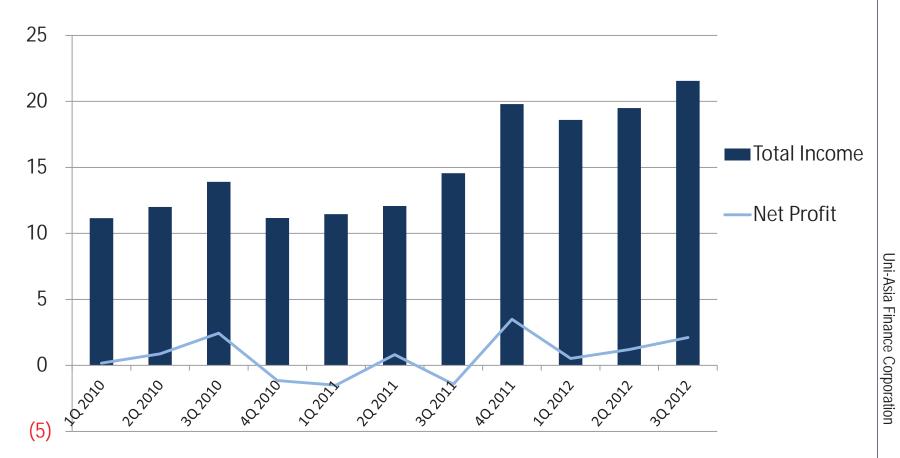
The Group's profit is on track for recovery after Global Financial Crisis in 2008



Quarterly Income and Net Profit of the Group

The Group maintained consecutive profitable quarters since 4Q 2011.

(US\$'mil)



Group Financial Highlights - Balance Sheet

Net assets increased slightly

(US\$'mil)	30-Sep-12	31-Dec-11	Inc / (Dec)
Total Assets	258.4	249.8	8.6
Total Liabilities	121.0	116.4	4.6
Total Equity	137.4	133.4	4.0
Total Debt	108.5 *(A)	99.7	8.8
Total Cash	61.6 *(B)	69.9	(8.3)
(Net Debt) / Net Cash	(46.9)	(29.8)	(17.1)
Total Debt / Total Equity (Gearing)	0.79	0.75	0.04
NAV per share (US\$)	0.29	0.28	0.01

^{*(}A): Total Debt includes the following borrowings.

- US\$13.5 mil non-recourse borrowing for the hotel project.
- US\$16.9 mil borrowing secured by the pledged deposits.

^{*(}B): Total Cash includes US\$19.6 mil deposits pledged as collateral.

Group Financial Highlights - Cash Flow Statement

The Group's cash flow from operating activity improved.

(US\$ '000)		9 Months ended 30 Se	<u>eptember</u>
		<u>2012</u>	<u>2011</u>
Cash and ca	ash equivalents at beginning of the period	51,164	26,528
Cash Inflov	v / (Outflow)		
Ор	erating Activity	2,282	(3,899)
Inv	esting Activity	(18,636)	(55,124)
Fin	ancing Activity	6,997	72,628
Effect of ex	change rate changes	161	(894)
Cash and ca	ash equivalents at the end of the period	41,968	39,239
	Net profit before tax after adjusting for non-case	sh items US\$ 6,256	
	Changes in working capital	US\$ (4,525)	
	Interest received / tax reimbursed	US\$ 551	
	Net cash generated from operation	US\$ 2,282	

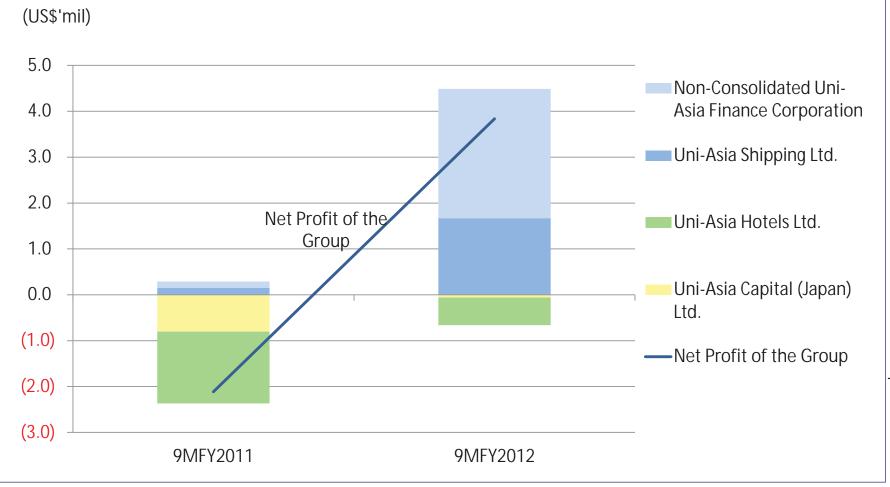
Group Revenue and Profit Breakdown

All four business segments kept the momentum of earnings growth for 9 months of 2012.

(US\$'000)			3 rd Quarte	<u>r</u>	9 Months	ended 30 S	<u>September</u>
		<u>2012</u>	<u>2011</u>	% Change	<u>2012</u>	<u>2011</u>	% Change
Non-consolidated Uni-Asia Finance	Revenue	4,091	1,092	275%	8,430	5,866	44%
Investment & Asset Management of Vessels and Properties in China/Hong Kong	Net Profit/ (Loss)	2,112	(1,608)	231%	2,817	138	1941%
100% Uni-Asia Shipping Ltd.	Revenue	3,418	2,186	56%	9,003	3,372	167%
Ship Owning & Chartering	Net Profit/ (Loss)	61	(94)	165%	1,671	153	992%
99.5% Uni-Asia Capital (Japan) Ltd.	Revenue	1,957	2,120	(8%)	5,312	5,158	3%
Investment & Asset Management of Properties in Japan	Net Profit / (Loss)	78	240	(68%)	(59)	(803)	93%
Uni-Asia Hotels Ltd.	Revenue	12,669	8,972	41%	38,447	24,225	59%
Hotel Operation in Japan	Net (Loss)/ Profit	(143)	83	(272%)	(603)	(1,564)	61%
	Revenue	21,554	14,558	48%	59,648	38,098	57%
Group Total	Net Profit / (Loss)			248%	3,837	_	282%

Group Net Profit Breakdown

Gains from Uni-Asia Shipping and non-consolidated Uni-Asia Finance Corporation offset the reduced losses from operations in Japan.



Non-Consolidated Uni-Asia Finance Corporation

3Q performance improved with a profit of US\$2.1 mil increasing the profit for the period to US\$2.8 mil.

(US\$'000)	<u>3</u>	rd Quarter	<u>Ouarter</u> <u>9 Months ended 30 September</u>								
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>					
Turnover	4,091	1,092	2,999	8,430	5,866	2,564					
Fee Income	3,838	948	2,890	5,341	2,344	2,997					
Investment Returns	(244)	(343)	99	1,576	2,109	(533)					
Interest Income	366	359	7	1,014	1,085	(71)					
Other Income	131	128	3	499	328	171					
Expenses	(1,881)	(2,594)	(713)	(5,290)	(5,461)	(171)					
FX Translation Gain/ (Loss)	53	(836)	889	179	(447)	626					
Profit/ (Loss) from Operation	2,210	(1,502)	3,712	3,140	405	2,735					
Profit/ (Loss) after Tax	2,112	(1,608)	3,720	2,817	138	2,679					

The numbers above are before consolidation adjustment.

3Q Fee Income was achieved mainly due to structured finance arrangement fees received for 4 vessels.

Uni-Asia Shipping Limited

Charter income from four vessels contributed to net profit despite FX loss incurred in 3Q 2012.

(US\$'000)	<u>3</u>	rd Quarter		9 Months ended 30 September				
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>		
Turnover	3,418	2,186	1,232	9,003	3,372	5,631		
Fee Income (Charter Income etc.) Investment Returns Interest Income Other Income	3,575 (175) 3 15	2,241 0 (3) (52)	1,334 (175) 6 67	9,200 (245) 12 36	3,353 0 (2) 21	5,847 (245) 14 15		
Expenses	(2,988)	(2,118)	870	(6,319)	(2,924)	3,395		
FX Translation (Loss)/ Gain	(379)	(760)	381	19	(901)	920		
Profit from Operation	430	68	362	2,684	448	2,236		
Profit/ (Loss) after Tax	61	(94)	155	1,671	153	1,518		

The numbers above are before consolidation adjustment.

Uni-Asia Capital (Japan) Ltd.

Stable income and cost cutting efforts helped in the sharp reduction of net loss.

(US\$'000)		3rd Quarter		9 Months	ended 30 Se	<u>eptember</u>
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
Turnover	1,957	2,120	(163)	5,312	5,158	154
Fee Income	761	805	(44)	2,097	2,465	(368)
Hotel Income	1,016	897	119	2,933	2,482	451
Investment Returns	179	414	(235)	277	196	81
Interest Income	1	0	1	1	1	0
Other Income	0	4	(4)	4	14	(10)
Expenses	(1,587)	(1,536)	51	(4,524)	(4,860)	(336)
FX Translation Gain	0	148	(148)	0	176	(176)
Profit from Operation	370	584	(214)	788	298	490
Profit/ (Loss) after Tax	78	240	(162)	(59)	(803)	744

The numbers above are before consolidation adjustment.

Uni-Asia Hotels Limited

Occupancy Rates and Average Daily Rates improved.

(US\$'000)	<u> </u>	Brd Quarter		9 Months	ended 30 Se	eptember eptember
	<u>2012</u>	<u>2011</u>	<u>Change</u>	<u>2012</u>	<u>2011</u>	<u>Change</u>
Turnover	12,669	8,972	3,697	38,447	24,225	14,222
Hotel Income	12,545	8,968	3,577	37,802	23,982	13,820
Investment Returns	0	0	0	0	188	(188)
Interest Income	0	0	0	1	0	1
Other Income	124	4	120	644	55	589
Expenses	(12,779)	(8,802)	3,977	(38,996)	(25,657)	13,339
Addition to Onerous Contracts Provision	0	(15)	(15)	0	(1,048)	(1,048)
Reversal of Onerous Contracts Provision	125	511	(386)	481	1,987	(1,506)
Profit /(Loss) from Operation	(110)	170	(280)	(549)	(1,432)	883
Profit / (Loss) after Tax	(143)	83	(226)	(603)	(1,564)	961
Occupancy Rate	81.6%	79.5%	2.1%	78.2%	72.8%	5.4%
Average Daily Rate (Yen)	7,619	6,734	885	7,390	6,689	701
No. of hotels operated	11	13		11	13	

The numbers above are before consolidation adjustment.

3Q loss was caused mainly by additional expenses incurred in renovation of 1 hotel and move of headquarter office.

Group Assets Allocation

The Group increased maritime investment by US\$13.5 mil the 9 months of 2012.

(US\$'mil)	30-Sep-12	31-Dec-11		
Maritime Investment	122.9	109.4		
Non-current assets Investments Deposits for purchase of vessels Loan to vessels owning companies Property, Plant and Equipment (Vessel related) Current assets Loan to vessels owning companies	27.6 6.2 10.0 78.1 1.0	27.2 19.1 4.5 57.1 1.5 9.8	5.1%	31-Dec-2011 Maritime Investment Property Investment Cash and Cash equivalents
Property Investment in Hong Kong and China Non-current assets Investment property Investment in joint investment company Loan to a SPC	6.4 5.8 1.0	6.4 3.4 0.0	5.2%	Others 30-Sep-2012
Property Investment in Japan Non-current assets	47.3	47.9	23.8%	☐ Maritime Investment
Investment property Investment in SPCs and associates Loan to SPCs Property, Plant and Equipment (Hotel)	3.0 14.0 3.5 26.8	1.1 15.3 3.8 27.7	23.4%	□ PropertyInvestment□ Cash and Cashequivalents
Cash and Cash equivalents (Free Cash) Deposit pledged as collateral	42.0 19.6	51.2 18.7		Others
Others	13.4	12.8		
Total	258.4	249.8		

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4. Market Update

Business Development Ship Investment / Ship Finance

Ship Investment Portfolio

- We jointly invested in one 29,000 dwt handysize bulk carrier with 50% interest with another investor in 2Q 2012.
- Including the vessel above, we currently invest in 11 vessels through ship investment fund and joint investments.

Vessel owned through Ship Investment Fund / Co-investment

	Туре	Capacity	Year of Built	Ship Yard		Charter Period								Cherterer	TC/		
	Турс	oupacity	rear or bant	Silip Tara	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	onerterer	BCC
Inve	stment in Ship Inv	estment Fund	b														
1	Bulker	32,700 DWT	2003	Kanda												NYKGB	TC
2	Product Tanker	47,094 DWT	2004	Onomichi												TORM	TC
3	Product Tanker	50,000 DWT	2010	Onomichi												Norden	TC
4	Container	3,500 TEU	2007	Hyundai Mipo												Evergreen	BBC
5	Container	3,500 TEU	2007	Hyundai Mipo												Evergreen	BBC
6	Container	3,500 TEU	2007	Hyundai Mipo												Evergreen	BBC
Co-l	nvestment																
7	Bulker	37,300 DWT	2011	Imabari												MOL	TC
8	Bulker	29,200 DWT	2009	Y-Nakanishi												NYKGB	TC
9	Bulker	29,000 DWT	2012	Y-Nakanishi												Lauritzen Bulkers	TC
10	Container	4,300 TEU	2007	Hyundai Mipo												Evergreen	TC
11	Container	4,300 TEU	2007	Hyundai Mipo												Evergreen	TC

As of 30 September 2012

Business Development
Ship Owning / Chartering

Ship owning portfolio

 We have acquired five handysize vessels at reasonable prices since 2010, of which four vessels have been delivered. They are contributing to the Group's profit with recurrent charter hire income.



Vessel Owned by Uni-Asia Shipping

	Tuno	Consoity	Year of Built	Chin yard		Charter Period							Charterer	TC/BB			
	Туре	Capacity	real of built	Ship yard	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Charterer	С
1	Bulker	29,000 DWT	2011	Y-Nakanishi												Pacific Basin	TC
2	Bulker	29,100 DWT	2012	Y-Nakanishi												Pacific Basin	TC
3	Bulker	37,000 DWT	2013	Onomichi						@ De	elivery Sc	heduled				To be disclosed	TC
4	Bulker	28,709 DWT	2007	Shin-Kurushima												Daiichi Chuo Kisen	TC
5	Bulker	28,300 DWT	2001	Kanda												Daiichi Chuo Kisen	TC

As of 30 September 2012

Before delivery

TC= Time Charter

Charter contract

BBC= Bare Boat Charter

Business Development Property Investment / Management in Hong Kong

- Progress of office redevelopment project in Hong Kong
 - The Company has a 10.2 % interest in the office building redevelopment project in Kwun Tong, Kowloon, Hong Kong.
 - All of 26 saleable floors of the building were fully sold out to buyers on or before 4 September 2012, which comprise mostly corporate end-users.
 - The building has since been named "Fun Tower" and is scheduled to be completed and handed over to the buyers by the end of November 2013.









Business Development Property Investment / Management in Japan

- Small residential property development business in Tokyo
 - We resumed residential property investment /development business in Japan since FY 2011.
 - Our focus is to develop small residential properties (named "ALERO Series") in Tokyo which are typically 4-5 storey buildings with 10 -15 units of studio type flats, and are popular with working singles.
 - Our Exit strategy is either to sell the property en bloc to investor or to hold and lease to the tenants.
 - We have three projects in hands, of which the first project ALERO ShimoMeguro has been completed in September 2012 and was sold to a wealthy individual investor in October 2012.
 - We will continue to find out more development opportunities as ALERO series.

Business Development Property Investment / Management in Japan

Small residential property development business

ALERO ShimoMeguro - the first project of the series - Exterior-







Business Development Property Investment / Management in Japan

Small residential development business

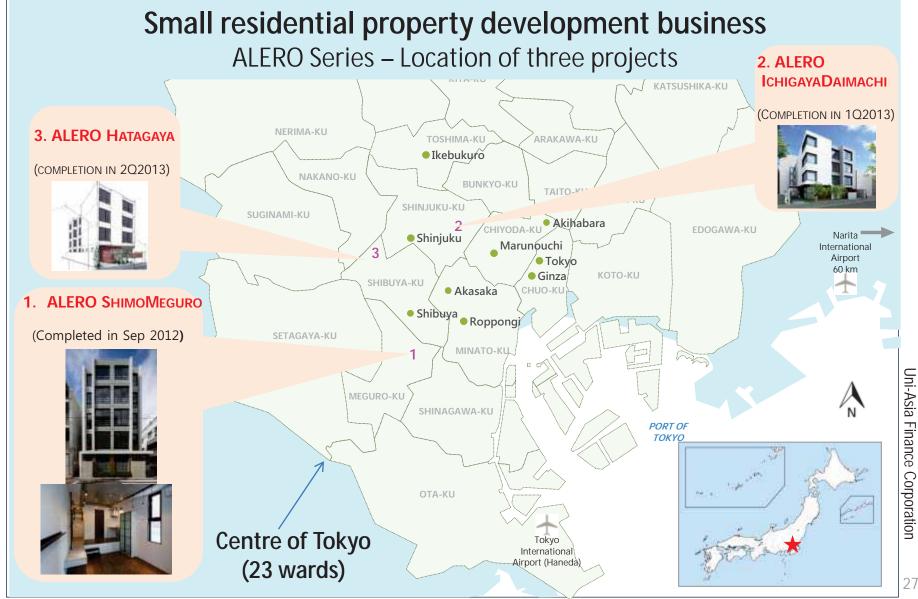
ALERO ShimoMeguro - first project of the series - Interior-





Uni-Asia Finance Corporation

Business Development -Property Investment / Management in Japan



Business Development Hotel Operation

Update of hotel operation

- With the expiration of 3 hotel lease contracts (of which 2 were onerous) in 2012, we currently operate 11 hotels.
- Our strategic direction is to expand our hotel operation business by adding new hotel operation contracts which will enable the Company to enjoy economy of scale for hotel operation.
- We are looking for good business opportunities by discussing with hotel owners by leveraging on the cachet of "Hotel Vista".
 ("Hotel Vista" was ranked 12th among 39 major business hotel brands in Japan, according to Nikkei Business magazine)



Business Development Hotel Operation



Hotels Under Operation

Including Hotel JAL City Naha, which was added in 2011, we operate 11 hotels.

List of hotels we operate

Elst of flotols we operate								
	Hotel	Location	Ownership	Number of Rooms	Business Type*	Opening/Acquisition	Original Opening	Major Customers
1	Hotel Vista Kamata	Kamata, Tokyo	J-REIT	106	Lease	June-06	May-91	Business traveller
2	Hotel Vista Sapporo Nakajima Kohen	Sapporo, Hokkaido	Corporate Ownership	113	Lease	December-06	-	Business traveller
3	Hotel Vista Shimizu	Shimizu, Shizuoka	Private Fund	152	Lease	March-07	-	Business traveller
4	Hotel Vista Premio Dojima	Dojima, Osaka	Private Fund	141	Operation	August-07	August-90	Business traveller
5	Hotel Vista Hashimoto	Hashimoto, Kanagawa	J-REIT	99	Lease	August-07	December-86	Business traveller
6	Hotel Vista Atsugi	Atsugi, Kanagawa	Private Fund	165	Operation	September-07	-	Business traveller
7	Hotel Vista Kumamoto Airport	Kumamoto, Kumamoto	Capital Advisers	139	Own/operation	January-08	-	Business traveller
8	Hotel Vista Ebina	Ebina, Kanagawa	Private Fund	176	Lease	October-08	-	Business traveller
9	Hotel Vista Grande Osaka	Soemoncho, Osaka	Private Fund	304	Lease	November-08	-	Tourist
10	Hotel Vista Kyoto Hachijohguchi	Kyoto, Kyoto	Private Fund	215	Operation	June-09	-	Tourist
11	Hotel JAL City Naha	Naha, Okinawa	J-REIT	304	Lease	October-11	June-06	Tourist
	Total			1,914				

* Business Type

Lease: Our hotel operating subsidiary leases the hotel from the owner and operates.

Operation: Our hotel operating subsidiary operates the hotel under the operating contract.









• Expand fleet of vessels to enhance recurrent chartering income

Non-Consolidated Uni-Asia Finance Corporation

- Combination of structured finance fees and recurring services fee income
- Expand vessel fleet under vessel co-investments
- Invest in small residential property development projects in Japan
- Invest in commercial development projects in Hong Kong

Uni-Asia Capital (Japan)

- Manage small residential development projects in Japan
- Offer property integrated services

Uni-Asia Hotels

- Increase profitable hotel operating contracts
- Enhance business promotion efforts to increase hotel occupancy rates

Enhance Shareholder Value

2. Financial Performance

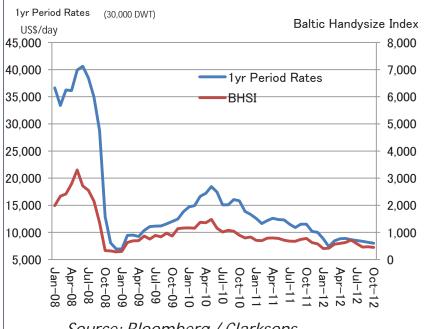
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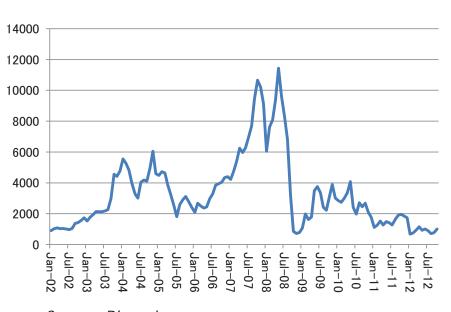
Update of Maritime Industry- Bulk Carrier

Baltic Handysize Index / One Year Time Charter Rate Movement from 2008

Baltic Dry Index Movement from 2002



Source: Bloomberg / Clarksons

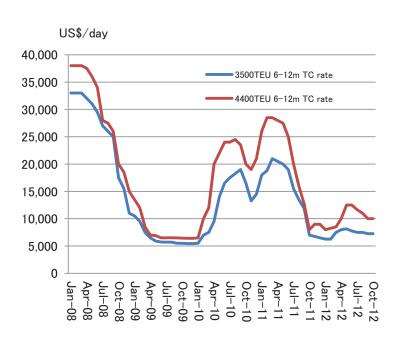


Source: Bloomberg

Weakening market trend still continues and no sign of recovery is shown.

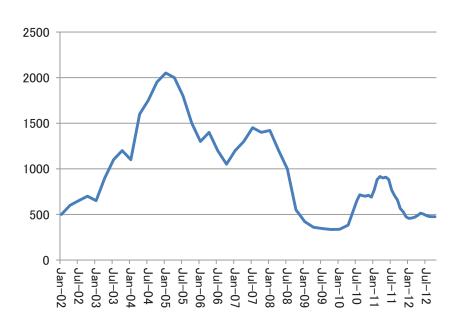
Update of Maritime Industry-Containership

Time Charter Rates Movement from 2008



Source: Clarksons

Howe Robinson Charter Index Movement from 2002



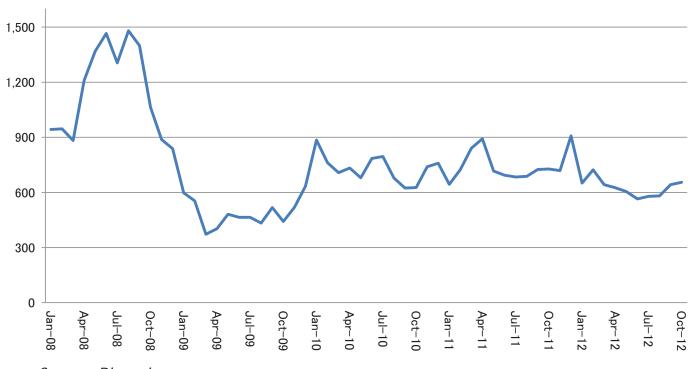
Source: Tradewinds

Containership market also continues to be suffering from dampened situation

Update of Maritime Industry-Product Tanker

Baltic Clean Tanker Index

Movement from 2008

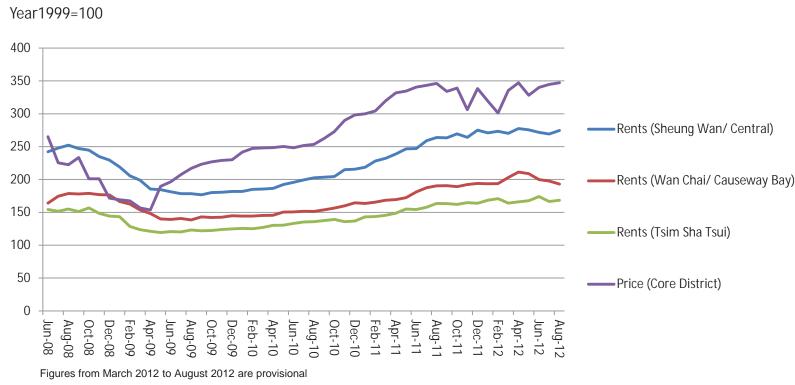


Source: Bloomberg

The market has been experiencing sideways trade since 2010.

Update of property Market in Hong Kong- Office Market

Office Rent and Price Indices Movement in Hong Kong (Grade A office)



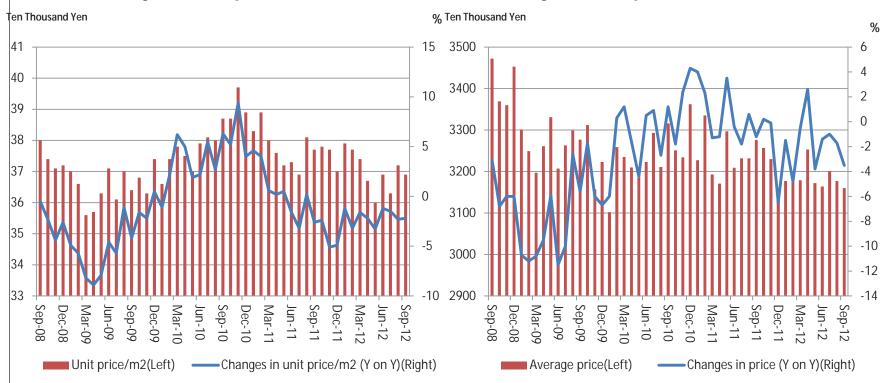
Source: Hong Kong Rating and Valuation Department

Office rents seem to be still sound and offices price in core district is facing a correction phase.

Update of Property Market in Japan-Residential Property

Unit Price of Condominium in Tokyo Metropolitan Area

Average Price of Detached House Sold in Tokyo Metropolitan Area



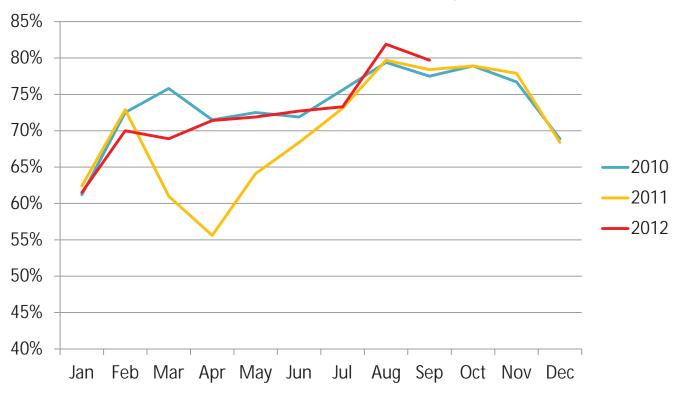
Condominium with space from 40 to 80m²

Source: The Real Estate Transaction Modernization Center Foundation (Fudosan Ryutsu Kindaika Centre)

Price of residential property has been still stagnant after the 3.11 disaster in 2011.

Update of Hotel Market in Japan

Hotel Occupancy Rate in Japan (Nationwide Hotel Average)



Source: Ohta Publications "Shuukan Hotel Restaurant" volume 47-40

Hotel occupancy rate in 9 months in 2012 shows a recovery from the aftermath of the 3.11 disaster in 2011.





UNI-ASIA FINANCE CORPORATION Registration No. CR-72229

Incorporated in the Cayman Islands with limited liability on 17 March 1997

Thank You

