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# Uni-Asia's earnings increased over five folds to US\$2.7 million in 1QFY2013

- Total income increased 9% y-o-y to US\$20.3 million in 1QFY2013
- Total operating expenses declined 4% y-o-y in 1QFY2013 to US\$16.8 million mainly due to depreciation of JPY/USD as Japan subsidiaries' expenses were lower when translated
- To leverage on conducive market conditions in the shipping industry for fleet expansion as a strategy to improve earnings sustainability and growth

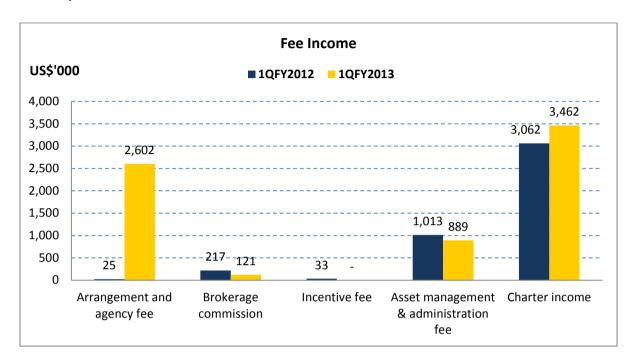
**Singapore, 10 May 2013** – Uni-Asia Holdings Limited ("Uni-Asia" or the "Group"), an alternative investment company and integrated service provider of vessels and properties, reported total income of US\$20.3 million and net profit after tax of US\$2.7 million for the three months ended 31 March 2013 ("1QFY2013").

Financial Highlights	1Q FY2013	1Q FY2012	Chg
	US\$'000	US\$'000	%
Total Income	20,251	18,596	9
Operating Profit	3,460	1,116	210
Operating Profit Margin	17.1%	6.0%	-
Total Expenses	(16,791)	(17,480)	(4)
Net Profit After Tax	2,736	523	423
Net Profit Attributable to Equity Holders	2,684	465	477
Net Profit Margin	13.3%	2.5%	-
Basic Earnings Per Share (US cents) *	0.57	0.10	470

<sup>\*</sup> Based on the weighted average of 469,793,000 ordinary shares in issue

# **1QFY2013 FINANCIAL OVERVIEW**

Total income for the Group was recorded at US\$20.3 million in 1QFY2013, an increase of 9% over US\$18.6 million in 1QFY2012. The increase in total income was predominantly contributed by an increase in fee income and higher investment returns, which was partially offset by a decline in hotel income.



Fee income of US\$7.1 million in 1QFY2013 was a 63% improvement compared to last year and was largely due to an increase in arrangement and agency fee of US\$2.6 million, as well as an increase in charter income of US\$0.4 million.

The Group also reversed its negative position in investment returns in 1QFY2012 of US\$0.7 million to a positive US\$1.2 million in 1QFY2013. This was largely driven by a net gain on derivative financial instruments amounting to US\$1.8 million, as well as smaller fair value losses on shipping investments from US\$1.0 million in 1QFY2012 to US\$0.7 million in 1QFY2013.

Meanwhile, hotel income declined 19% in USD terms to US\$11.6 million as the number of hotels under the Group's operations declined from 14 in 1QFY2012 to 11 in 1QFY2013. The depreciation of the Japanese Yen against the US Dollar also contributed to the lower hotel income.

However, due to the depreciation of the Japanese Yen against the US Dollar (JPY/USD), the Group recorded lower total expenses of US\$16.8 million in 1QFY2013, 4% lower than US\$17.5 million in 1QFY2012.

As a result of the increase in total income, and boosted by the decline in total expenses, the Group reported net profit attributable to shareholders of US\$2.7 million in 1QFY2013, an increase of more than five times than that of US\$0.5 million in 1QFY2012.

### **OUTLOOK**

The Group has identified the shipping sector as its main segment of growth. The current weak environment in the global shipping industry presents opportunities for the Group to

acquire vessels at depressed asset prices, which may boost investment returns when the shipping cycle turns around in the future. It may also serve to bolster the Group's recurrent earnings base through charter income. In this regard, the Group has acquired three 37,000 dwt handysize bulk carriers which are scheduled for delivery between 2014 and 2016. With these acquisitions, the Group's majority-owned/wholly-owned vessels increase to eight.

The Group will continue to develop opportunities in Japan's small residential property development business and source more ship finance arrangement deals in order to boost fee income. In addition, the Group will continue to source for suitable hotels to add to its current portfolio of hotels under management in order to increase profitability through economies of scale.

"The Group's financial performance has picked up pace since FY2012 and we are pleased to see this momentum carry into FY2013. To better reflect the suite of services that we provide to our customers, the Group has recently changed its name from Uni-Asia Finance Corporation Limited to Uni-Asia Holdings Limited. In addition to our role in coordinating financing solutions for shipping and property markets, we are also involved operationally to provide higher value-add and to ensure better returns on our investments.

The Group's immediate focus is to increase our profitability by building a strong recurring earnings base, which will be achieved through increasing our fleet of vessels to enhance charter income. The Group has executed this strategy through the acquisition of three handysize bulk carriers in April 2013. As current market conditions are conducive to invest in expansion of our shipping fleet, Uni-Asia will remain on the lookout for suitable opportunities to acquire more vessels."

Kazuhiko Yoshida Chairman and CEO, Uni-Asia

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# About Uni-Asia Holdings Limited. (Bloomberg Code: UNIAF SP)

**Uni-Asia Holdings Limited** is an alternative investment company performing a variety of roles such as asset owner and manager, operator, co-investor, ship finance arranger, broker and fund manager. Uni-Asia's investments are focused on cargo vessels and properties in Japan, China and Hong Kong. To improve investment returns, Uni-Asia also provides integrated services for the invested assets, including acting as operator for commercial maritime vessels and invested properties which encompasses commercial, residential and hotel properties.

Listed on the Main Board of the Singapore Exchange in August 2007, Uni-Asia strives to achieve a sustainable growth through a prudent approach. Their offices are located in Singapore, Hong Kong, China, Tokyo and Taiwan.

For more information, please refer to the corporate website <a href="www.uni-asia.com">www.uni-asia.com</a>

Issued for and on behalf of Uni-Asia Holdings Limited.

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