



UNI-ASIA
HOLDINGS LIMITED
Registration No. CR-72229



1H2013 Corporate Update Presentation



Disclaimer

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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UNI-ASIA
HOLDINGS LIMITED
Registration No. CR-72229



Corporate Overview



Corporate Profile

Alternative Investment Company with Integrated Services Function

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



Business Segments



Uni-Asia Shipping

**Ship Owning &
Chartering**



**Non-Consolidated
Uni-Asia**

**Investment / Asset
Management of
Vessels and Properties,
Ship Finance
Arrangement**



**Uni-Asia Capital
(Japan)**

**Investment / Asset
Management of
Properties in Japan**



Uni-Asia Hotels

Hotel Operation



Income Structure

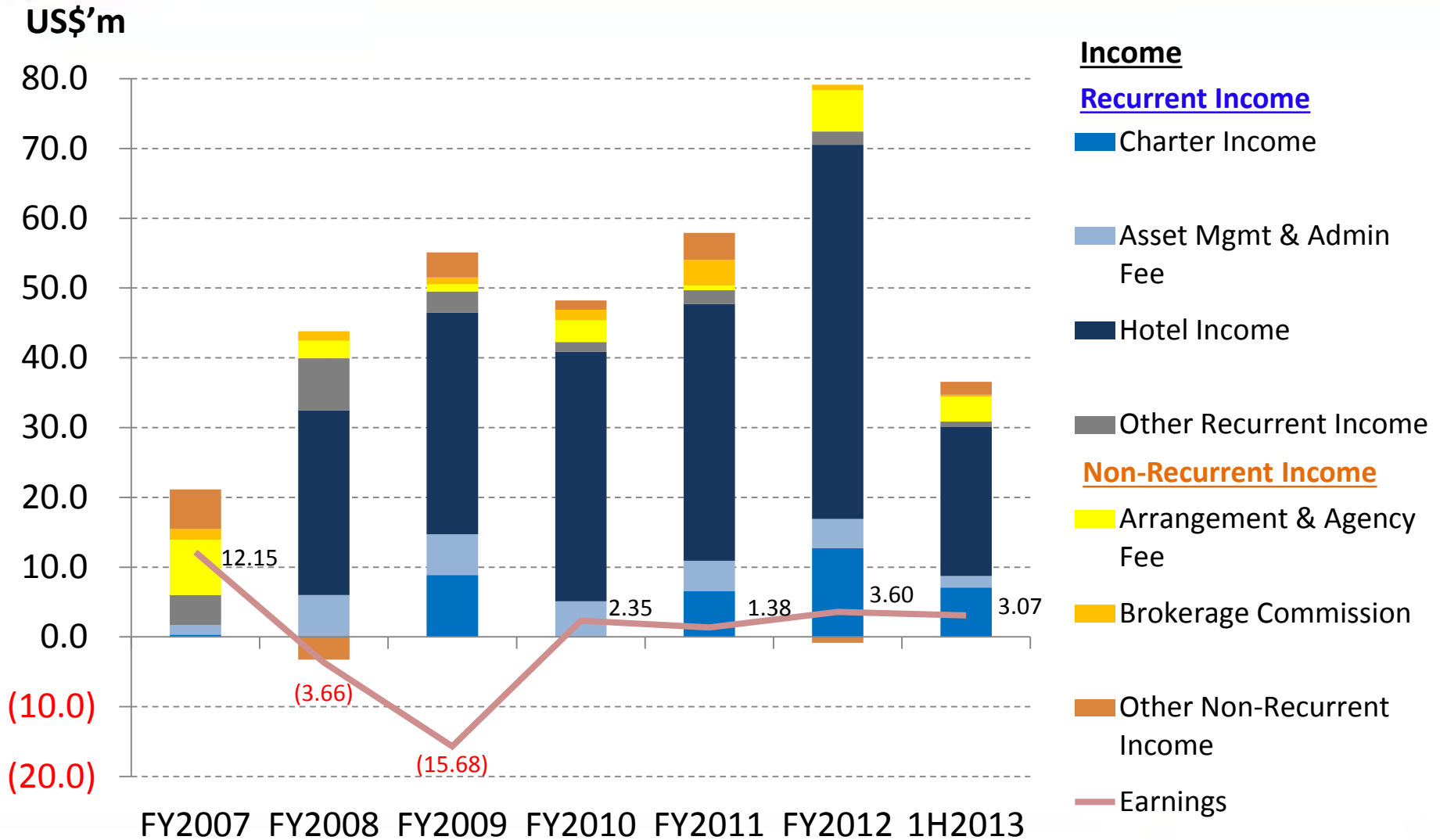
Four main types of income: 1. Fee Income 2. Investment Returns 3. Hotel Income 4. Interest Income

	Income Type	Non-Consolidated Uni-Asia	Uni-Asia Shipping	Uni-Asia Capital Japan	Uni-Asia Hotels
Fee Income	Arrangement & Agency Fee	✓		✓	
	Project Management Fee	✓			
	Brokerage Commission	✓		✓	
	Incentive Fee	✓		✓	
	Asset Management & Admin Fee*	✓		✓	
	Charter Income*		✓		
	Hotel Income*			✓	✓
Investment Returns	Interest on Performance Note*	✓			
	Realised Gain / (Loss)	✓	✓	✓	
	Fair Value Adjustment	✓		✓	
	Property Rental*	✓			
	Interest Income*	✓	✓	✓	✓

* Recurrent Income



Total Income Breakdown and Trend



Share Statistics

Bloomberg Code	UNIAF SP
Share price (Closing on 13 August 2013)	S\$0.210
Market Capitalisation	S\$98.7 m
P/ B value	57%
NAV per share	US\$0.29
No. of ordinary shares	469,792,800
Major shareholders	Yamasa Co., Ltd: 33.46%
	Evergreen International S.A.: 9.98%
	Executive directors: 5.42%





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Financial Performance 1H2013



Group Financial Highlights – Income Statement




Group profit increased 79% to US\$3.1 million in 1H2013 compared to 1H2012

(US\$'000)	2 nd Quarter			Half year ended 30 June		
	2013	2012	% Change	2013	2012	% Change
Total Income	16,302	19,498	(16%)	36,553	38,094	(4%)
Total Expenses	(15,297)	(17,633)	(13%)	(32,088)	(35,113)	(9%)
Net FX Gain/ (Loss)	(33)	(470)	93%	(120)	524	(123%)
Operating Profit/ (Loss)	1,005	1,865	(46%)	4,465	2,981	50%
Profit/ (Loss) for the Period	338	1,198	(72%)	3,074	1,721	79%
Earnings/ (Loss) per Share (US Cents)	0.06	0.25	(76%)	0.63	0.35	80%

Net profit increased aided by structured finance fee income and good performance of Uni-Asia Shipping



Group Financial Highlights – Balance Sheet

(US\$'mil)	As at 30-Jun-13		As at 31-Dec-12	Inc / (Dec)
Total Assets	258.4		247.0	11.4
Total Liabilities	120.5		108.5	12.0
Total Equity	137.9		138.6	(0.7)
Total Debt	111.7 ^{*(A)}		97.2 ^{*(A)}	14.5
Total Cash	46.1 ^{*(B)}		59.3 ^{*(B)}	(13.2)
(Net Debt) / Net Cash	(65.6)		(37.9)	(27.7)
Total Debt / Total Equity (Gearing)	0.81		0.70	0.11
NAV per share (US\$)	0.29		0.29	0.00

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

- US\$10.2 mil non-recourse borrowing for the hotel project (31 Dec 2012: US\$12.0 mil).
- US\$12.5 mil borrowing secured by the pledged deposits (31 Dec 2012: US\$13.3 mil).

^{*(B)}: Total Cash includes US\$15.7 mil deposits pledged as collateral (31 Dec 2012: US\$16.1 mil).



Group Financial Highlights – Cash Flow Statement

Group's operating cash flow improved to US\$4.4m for 1H2013

(US\$'000)	Half year ended 30 June	
	2013	2012
Cash and cash equivalents at beginning of the year	43,266	51,164
Cash Inflow / (Outflow)		
Operating Activity	4,385	(2,659)
Investing Activity	(32,465)	(11,942)
Financing Activity	16,405	1,318
Effect of exchange rate changes	(1,168)	(213)
Cash and cash equivalents at the end of the year	30,423	37,668

While the Group generated positive operating cash flow for 1H2013, there was a cash outflow for investing activities as the Group continues to embark on investing activities particularly in vessels to seed future growth.



Group Revenue and Profit Breakdown

Improvements for 3 business segments in 1H2013

(US\$'000)		2 nd Quarter			Half year ended 30 June			
		2013	2012	% Change	2013	2012	% Change	
Non-consolidated Uni-Asia <i>Investment & Asset Management of Vessels and Properties in China/Hong Kong</i>	Revenue	1,439	4,031	(64%)	4,282	4,339	(1%)	
	Net Profit/ (Loss)	(926)	2,130	(143%)	(459)	705	(165%)	
100%	Uni-Asia Shipping Ltd. <i>Ship Owning & Chartering</i>	Revenue	3,961	2,462	61%	9,163	5,585	64%
		Net Profit/ (Loss)	311	(246)	226%	2,392	1,610	49%
99.5%	Uni-Asia Capital (Japan) Ltd. <i>Investment & Asset Management of Properties in Japan</i>	Revenue	1,901	1,663	14%	3,741	3,355	12%
		Net Profit / (Loss)	519	(66)	886%	832	(137)	707%
100%	Uni-Asia Hotels Ltd. <i>Hotel Operation in Japan</i>	Revenue	9,591	11,842	(19%)	20,479	25,778	(21%)
		Net Profit/ (Loss)	429	(622)	169%	297	(460)	165%
	Group Total	Revenue	16,302	19,498	(16%)	36,553	38,094	(4%)
		Net Profit / (Loss)	338	1,198	(72%)	3,074	1,721	79%



Non-Consolidated Uni-Asia



While structured finance fee income contributed to bottomline, investment returns dragged down performance of Non-Consolidated Uni-Asia

(US\$'000)	2 nd Quarter			Half year ended 30 June		
	2013	2012	Change	2013	2012	Change
Turnover	1,439	4,031	(2,592)	4,282	4,339	(57)
Fee Income	1,519	846	673	4,583	1,503	3,080
Investment Returns	(502)	2,535	(3,037)	(1,153)	1,820	(2,973)
Interest Income	304	375	(71)	628	648	(20)
Other Income	118	275	(157)	224	368	(144)
Expenses	(2,267)	(1,791)	476	(4,557)	(3,409)	1,148
FX Translation Gain/ (Loss)	(31)	(11)	(20)	(116)	126	(242)
Profit/ (Loss) from Operation	(828)	2,240	(3,068)	(275)	930	(1,205)
Profit/ (Loss) after Tax	(926)	2,130	(3,056)	(459)	705	(1,164)

The numbers above are before consolidation adjustment.



Uni-Asia Shipping Limited



Increased charter income and gain from FX hedging contributed to profit

(US\$'000)	2nd Quarter			Half year ended 30 June		
	2013	2012	Change	2013	2012	Change
Turnover	3,961	2,462	1,499	9,163	5,585	3,578
Fee Income (Charter Income etc.)	3,619	2,563	1,056	7,081	5,625	1,456
Investment Returns	306	(118)	424	2,023	(70)	2,093
Interest Income	2	7	(5)	3	9	(6)
Other Income	34	10	24	56	21	35
Expenses	(3,259)	(2,370)	889	(5,971)	(3,331)	2,640
FX Translation Gain/ (Loss)	(2)	(459)	457	(4)	398	(402)
Profit from Operation	702	92	610	3,192	2,254	938
Profit/ (Loss) after Finance Cost & Tax	311	(246)	557	2,392	1,610	782

The numbers above are before consolidation adjustment.



Uni-Asia Capital (Japan) Ltd.



Uni-Asia Capital (Japan) Ltd. turned to black
with fee from disposal of assets and investment returns

(US\$'000)	2nd Quarter			Half year ended 30 June		
	2013	2012	Change	2013	2012	Change
Turnover	1,901	1,663	238	3,741	3,355	386
Fee Income	581	651	(70)	1,305	1,336	(31)
Hotel Income	847	931	(84)	1,787	1,917	(130)
Investment Returns	473	77	396	644	98	546
Interest Income	-	-	-	1	-	1
Other Income	-	4	(4)	4	4	-
Expenses	(1,163)	(1,453)	(290)	(2,410)	(2,937)	(527)
Profit/ (Loss) from Operation	738	210	528	1,331	418	913
Profit/ (Loss) after Tax	519	(66)	585	832	(137)	969

The numbers above are before consolidation adjustment.



Uni-Asia Hotels Limited



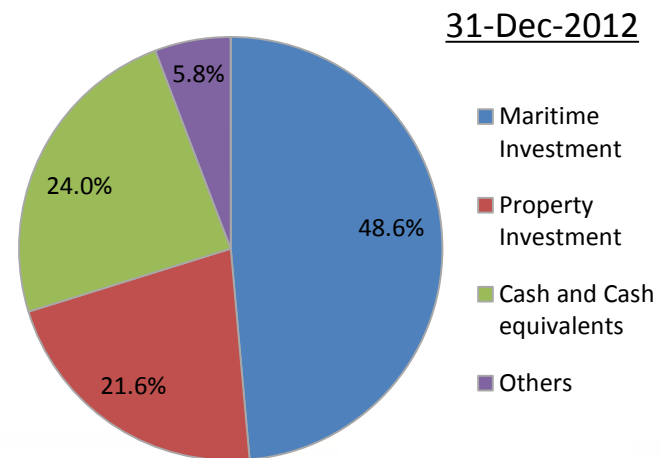
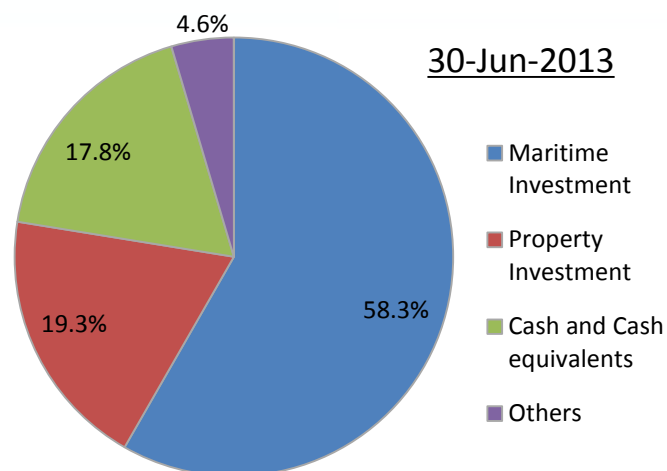
(US\$'000)	2nd Quarter			Half year ended 30 June		
	2013	2012	Change	2013	2012	Change
Turnover	9,591	11,842	(2,251)	20,479	25,778	(5,299)
Hotel Income	9,113	11,732	(2,619)	19,900	25,257	(5,357)
Interest Income	-	1	(1)	-	1	(1)
Other Income	478	109	369	579	520	59
Expenses	(9,125)	(12,429)	(3,304)	(20,113)	(26,217)	(6,104)
Reversal of Onerous Contracts Provision	106	179	(73)	184	356	(172)
Profit /(Loss) from Operation	466	(587)	1,053	366	(439)	805
Profit / (Loss) after Tax	429	(622)	1,051	297	(460)	757
Occupancy Rate	81.0%	75.8%	5.2%	80.7%	76.7%	4.0%
No. of hotels operated	10	11		10	11	

Uni-Asia Hotels Limited turned to black with improved occupancy rates.



Group Asset Allocation

(US\$'mil)	<u>30-Jun-13</u>	<u>31-Dec-12</u>
Maritime Investment	150.6	120.0
Non-current assets		
Investments	25.4	25.3
Deposits for purchase of vessels	6.9	6.3
Loan to vessels owning companies	4.9	4.9
Property, Plant and Equipment (Vessel related)	106.2	77.0
Current assets		
Loan to vessels owning companies	7.2	6.5
Property Investment in Hong Kong and China	14.7	14.5
Non-current assets		
Investment property	6.7	6.7
Investment in joint investment company	8.0	7.8
Property Investment in Japan	35.1	38.9
Non-current assets		
Investment property	1.4	0.0
Investments	7.3	7.8
Loan to SPCs	2.6	3.1
Property, Plant and Equipment (Hotel)	20.6	24.4
Current assets		
Investment	3.2	3.6
Cash and Cash equivalents (Free Cash)	30.4	43.3
Deposit pledged as collateral	15.7	16.0
Others	11.9	14.3
Total	258.4	247.0





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Business Development



Ship Portfolio



- In 1H2013, the Group placed new ship building orders increasing the Group's ship portfolio to 21 vessels (including wholly-owned/majority-owned/joint investments/shipping fund).
- Meanwhile, the Group took delivery of a handysize bulk carrier in June 2013. This vessel started contributing to the Group's charter income.
- Uni-Asia Shipping Limited launched its website on 12 August 2013. The website address is as follows: <http://www.uniasishipping.com/>



Property Investment / Management in Hong Kong

- **Progress of office redevelopment project in Hong Kong**
 - The Group's 10.2% interest in office building redevelopment project in Kwun Tong, Kowloon East, Hong Kong was progressing as scheduled. The project is expected to be completed by end of 2013.



Current



Upon Completion



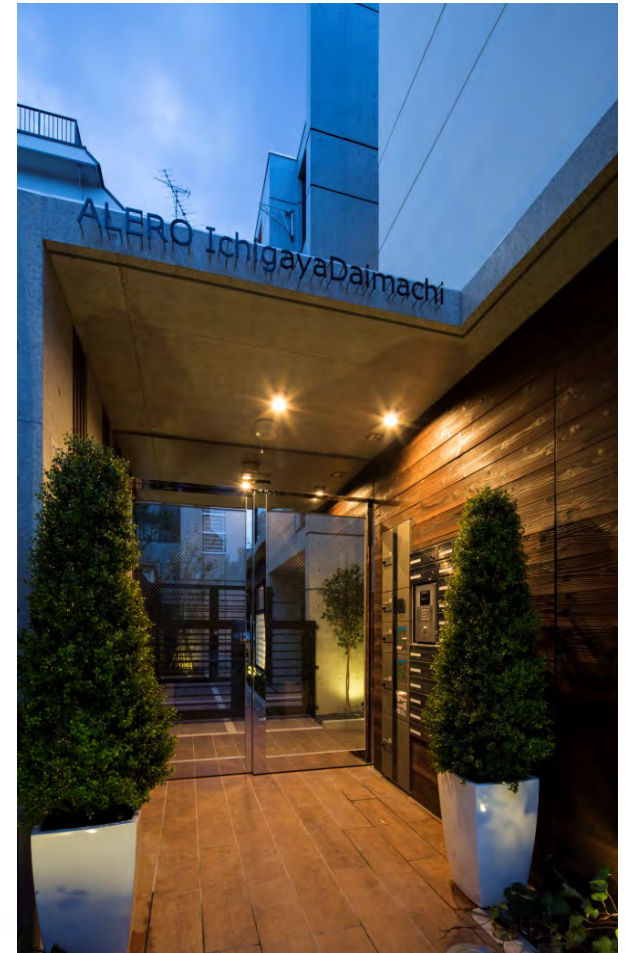
Property Investment / Management in Japan

- **Small residential property development business in Tokyo**
 - The Group’s small residential property developments in Tokyo are named “ALERO” Series.
 - These projects are typically 4-5 storey buildings with 10 - 20 units of studio type flats, and are popular with working singles.
 - The Group’s exit strategy is either to sell the property en bloc or lease out for rental income.



Property Investment / Management in Japan

- **Small residential property development business in Tokyo**
 - The second project “ALERO IchigayaDaimachi” has been sold with a profit.
 - The third project “ALERO Hatagaya” was completed in June 2013 and is in the process of being leased out.
 - The Group currently have some confirmed pipeline projects.
 - The Group will continue to look for more opportunities to develop ALERO series and market our ALERO brand.



SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN

3 HATAGAYA PROJECT



Completed in Jun 2013

6 SENGOKU PROJECT



Completion in 4Q 2013

2 AKEBONOBASHI PROJECT



Completed in Mar 2013

5 HONANCHO PROJECT



Completion in 4Q 2013

4 SAKURASHINMACHI PROJECT

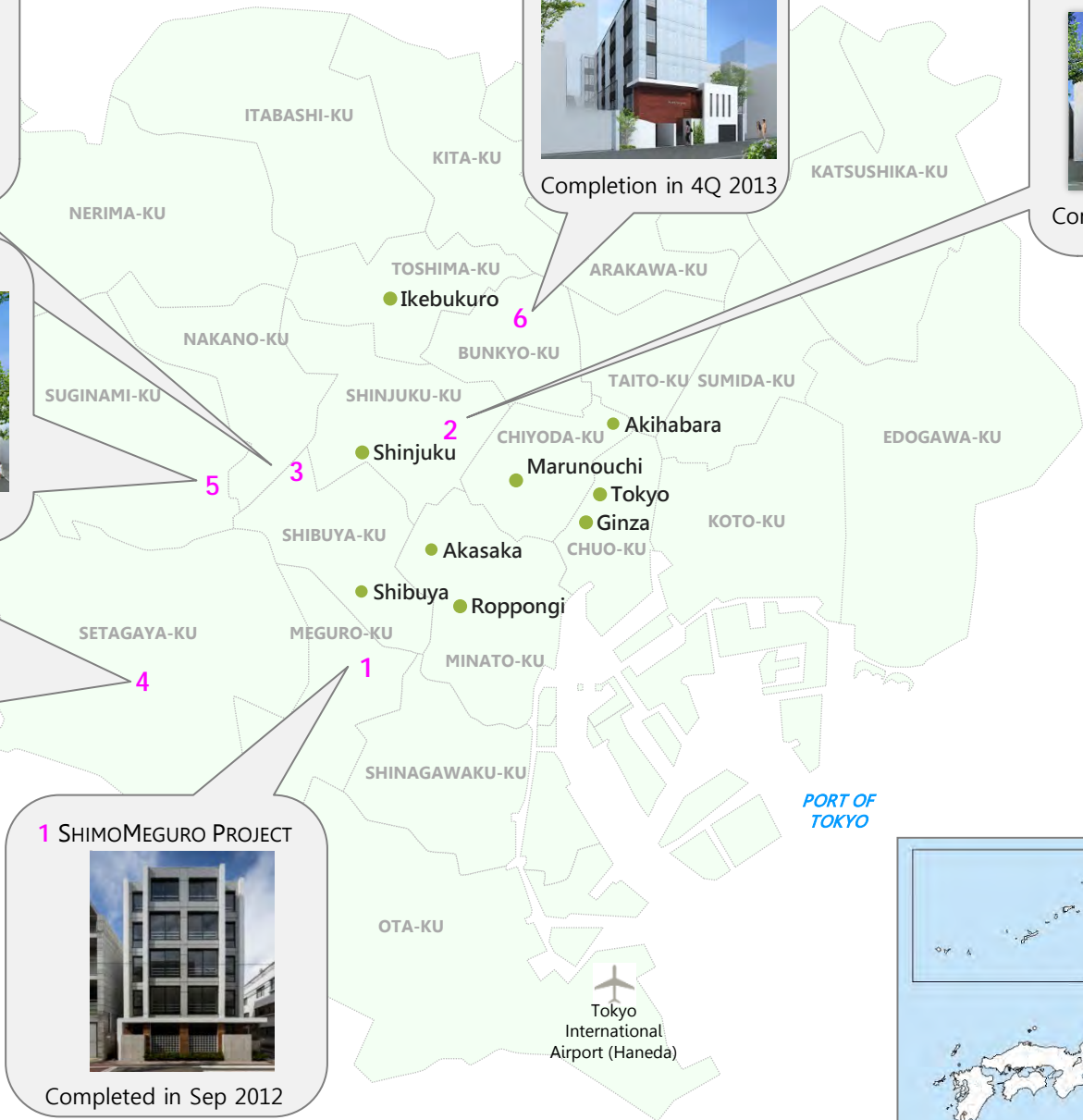


Completion in 4Q 2013

1 SHIMOMEGURO PROJECT



Completed in Sep 2012



Narita International Airport
60 km →

Tokyo International Airport (Haneda)



Hotel Operations – List of Hotels



The Group currently operates / grants brand license to 10 hotels.

In July 2013, the last onerous hotel contract was terminated.

There are now no onerous operating contract in the Group's portfolio.

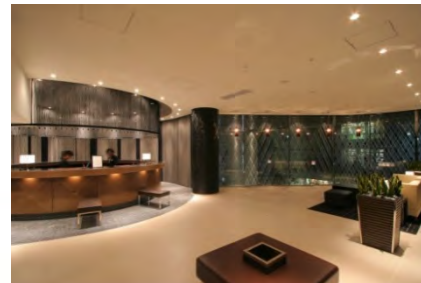
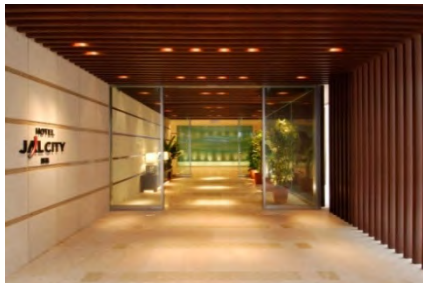
	Hotel	Location	Ownership	Number of Rooms	Business Type*	Opening/Acquisition	Original Opening	Major Customers
1	Hotel Vista Sapporo Nakajima Kohen	Sapporo, Hokkaido	Corporate Ownership	113	Lease	December-06	-	Business traveller
2	Hotel Vista Kamata Tokyo	Kamata, Tokyo	J-REIT	105	Lease	June-06	May-91	Business traveller
3	Hotel Vista Atsugi	Atsugi, Kanagawa	Private Fund	165	Operation	September-07	-	Business traveller
4	Hotel Vista Ebina	Ebina, Kanagawa	Private Fund	176	Lease	October-08	-	Business traveller
5	Hotel Vista Shimizu	Shimizu, Shizuoka	Private Fund	152	Lease	March-07	-	Business traveller
6	Hotel Vista Kyoto Hachijohguchi	Kyoto, Kyoto	Private Fund	215	Operation	June-09	-	Tourist
7	Hotel Vista Premio Dojima	Dojima, Osaka	Private Fund	141	Operation	August-07	August-90	Business traveller
8	Hotel Vista Grande Osaka	Soemoncho, Osaka	Private Fund	304	Brand license	November-08	-	Tourist
9	Hotel Vista Kumamoto Airport	Kumamoto, Kumamoto	Uni-Asia Capital (Japan)	139	Own/operation	January-08	-	Business traveller
10	Hotel JAL City Naha	Naha, Okinawa	J-REIT	304	Lease	October-11	June-06	Tourist
	Total			1,814				

* Business Type

Lease: Our hotel operating subsidiary leases-in a hotel from an owner and operates.

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

Brand license: "Hotel Vista" name been licensed to an operator.



Hotel Operations – Location of Hotels

Location of Hotels



Growth Drivers for Uni-Asia Holdings Limited

Uni-Asia Shipping

- Expand fleet of vessels to enhance recurrent chartering income

Non-consolidated Uni-Asia

- 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 property development projects in Hong Kong

Uni-Asia Capital (Japan)

- Manage small residential property 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





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THANK YOU

