



UNI-ASIA
HOLDINGS LIMITED
Registration No. CR-72229



3Q2013 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
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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

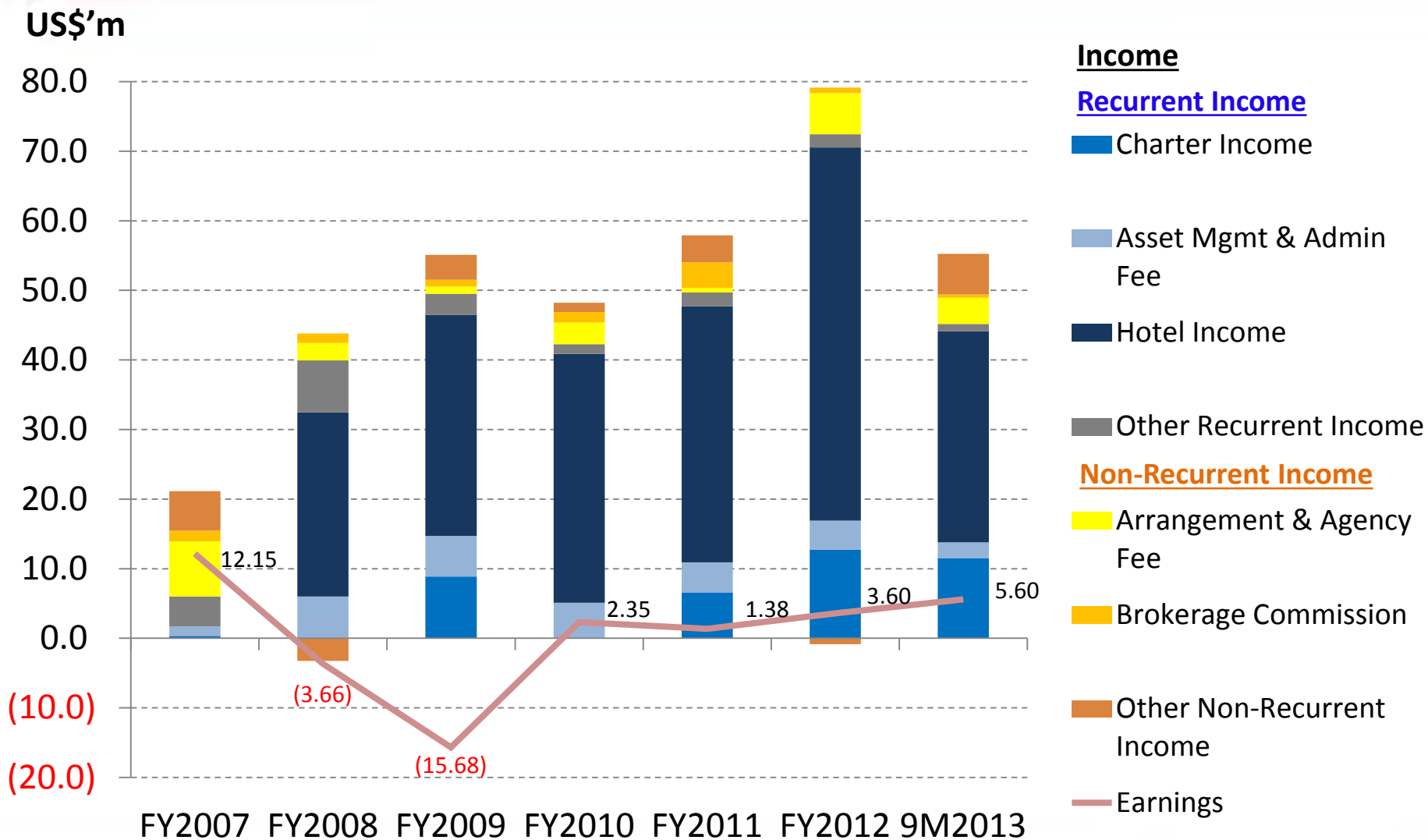
Four main types of income: 1. Fee Income 2. Investment Returns 3. Hotel Income 4. Interest Income

	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 12 November 2013)	S\$0.199
Market Capitalisation	S\$93.5 m
P/ B value	53%
NAV per share	US\$0.30
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

3Q2013



Group Financial Highlights – Income Statement




Group profit increased 46% to US\$5.6 m for 9M2013

(US\$'000)	3 rd Quarter			9 Months ended 30 September		
	2013	2012	% Change	2013	2012	% Change
Total Income	18,679	21,554	(13%)	55,232	59,648	(7%)
Total Expenses	(15,348)	(18,738)	(18%)	(47,436)	(53,851)	(12%)
Operating Profit/ (Loss)	3,331	2,816	18%	7,796	5,797	34%
Profit/ (Loss) for the Period	2,530	2,116	20%	5,604	3,837	46%
Earnings/ (Loss) per Share (US Cents)	0.53	0.45	18%	1.16	0.79	47%

Net profit crossed USD5m with all business segments showing profits



Group Financial Highlights – Balance Sheet

(US\$'mil)	As at 30-Sep-13		As at 31-Dec-12	Inc / (Dec)
Total Assets	258.9		247.0	11.9
Total Liabilities	118.4		108.5	9.9
Total Equity	140.5		138.6	1.9
Total Debt	109.2 ^{*(A)}		97.2 ^{*(A)}	12.0
Total Cash	54.4 ^{*(B)}		59.3 ^{*(B)}	(4.9)
(Net Debt) / Net Cash	(54.8)		(37.9)	(16.9)
Total Debt / Total Equity (Gearing)	0.78		0.70	0.08
NAV per share (US\$)	0.30		0.29	0.01

^{*(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\$10.5 mil borrowing secured by the pledged deposits (31 Dec 2012: US\$13.3 mil).

^{*(B)}: Total Cash includes US\$14.4 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\$8.6m

(US\$'000)	9 Months ended 30 September	
	2013	2012
Cash and cash equivalents at beginning of the period	43,266	51,164
Cash Inflow / (Outflow)		
Operating Activity	8,624	2,282
Investing Activity	(23,463)	(18,636)
Financing Activity	12,951	6,997
Effect of exchange rate changes	(1,399)	161
Cash and cash equivalents at the end of the period	39,979	41,968

- 1) The Group generated USD8.6m positive operating cash flow for 9M2013
- 2) Increased investing cash outflow to seed future growth



Group Revenue and Profit Breakdown

All business segments recorded profit increasing group profit to USD5.6m

(US\$'000)		3 rd Quarter			9 Months ended 30 September			
		2013	2012	% Change	2013	2012	% Change	
Non-consolidated Uni-Asia <i>Investment & Asset Management of Vessels and Properties in China/Hong Kong</i>		Revenue	4,110	4,091	0%	8,392	8,430	(0%)
		Net Profit/ (Loss)	1,501	2,112	(29%)	1,042	2,817	(63%)
100%	Uni-Asia Shipping Ltd. <i>Ship Owning & Chartering</i>	Revenue	4,506	3,418	32%	13,669	9,003	52%
		Net Profit/ (Loss)	516	61	746%	2,908	1,671	74%
99.5%	Uni-Asia Capital (Japan) Ltd. <i>Investment & Asset Management of Properties in Japan</i>	Revenue	2,413	1,957	23%	6,154	5,312	16%
		Net Profit / (Loss)	323	78	314%	1,155	(59)	2058%
100%	Uni-Asia Hotels Ltd. <i>Hotel Operation in Japan</i>	Revenue	8,615	12,669	(32%)	29,094	38,447	(24%)
		Net Profit/ (Loss)	189	(143)	232%	486	(603)	181%
Group Total		Revenue	18,679	21,554	(13%)	55,232	59,648	(7%)
		Net Profit / (Loss)	2,530	2,116	20%	5,604	3,837	46%



Non-Consolidated Uni-Asia



Performance of Non-Consolidated Uni-Asia aided by gain from Hong Kong property investment

(US\$'000)	3 rd Quarter			9 Months ended 30 September		
	2013	2012	Change	2013	2012	Change
Turnover	4,110	4,091	19	8,392	8,430	(38)
Fee Income	663	3,838	(3,175)	5,246	5,341	(95)
Investment Returns	2,879	(244)	3,123	1,726	1,576	150
Interest Income	301	366	(65)	929	1,014	(85)
Other Income	267	131	136	491	499	(8)
Expenses	(2,512)	(1,881)	631	(7,069)	(5,290)	1,779
Profit/ (Loss) from Operation	1,598	2,210	(612)	1,323	3,140	(1,817)
Profit/ (Loss) after Tax	1,501	2,112	(611)	1,042	2,817	(1,775)

The numbers above are before consolidation adjustment.

Additional fair value gain of US\$2.1m recorded for 35 HTR property project as it was completed in 3Q2013



Uni-Asia Shipping Limited



Increased charter income and gain from FX hedging contributed to profit

(US\$'000)	3rd Quarter			9 Months ended 30 September		
	2013	2012	Change	2013	2012	Change
Turnover	4,506	3,418	1,088	13,669	9,003	4,666
Fee Income (Charter Income etc.)	4,463	3,575	888	11,544	9,200	2,344
Investment Returns	2	(175)	177	2,025	(245)	2,270
Interest Income	2	3	(1)	5	12	(7)
Other Income	39	15	24	95	36	59
Expenses	(3,495)	(2,988)	507	(9,466)	(6,319)	3,147
Profit/ (Loss) from Operation	1,011	430	581	4,203	2,684	1,519
Profit/ (Loss) after Finance Cost & Tax	516	61	455	2,908	1,671	1,237

The numbers above are before consolidation adjustment.



Uni-Asia Capital (Japan) Ltd.



Uni-Asia Capital (Japan) Ltd. recorded USD1.1m profit aided by fees from disposal of assets under management

(US\$'000)	3rd Quarter			9 Months ended 30 September		
	2013	2012	Change	2013	2012	Change
Turnover	2,413	1,957	456	6,154	5,312	842
Fee Income	743	761	(18)	2,048	2,097	(49)
Hotel Income	878	1,016	(138)	2,665	2,933	(268)
Investment Returns	96	179	(83)	740	277	463
Interest Income	-	1	(1)	1	1	-
Other Income	696	-	696	700	4	696
Expenses	(1,862)	(1,587)	275	(4,272)	(4,524)	(252)
Profit/ (Loss) from Operation	551	370	181	1,882	788	1,094
Profit/ (Loss) after Tax	323	78	245	1,155	(59)	1,214

The numbers above are before consolidation adjustment.



Uni-Asia Hotels Limited



(US\$'000)	3rd Quarter			9 Months ended 30 September		
	2013	2012	Change	2013	2012	Change
Turnover	8,615	12,669	(4,054)	29,094	38,447	(9,353)
Hotel Income	8,164	12,545	(4,381)	28,064	37,802	(9,738)
Interest Income	1	-	1	1	1	-
Other Income	450	124	326	1,029	644	385
Expenses	(8,367)	(12,779)	(4,412)	(28,480)	(38,996)	(10,516)
Reversal of Onerous Contracts Provision	28	125	(97)	212	481	(269)
Profit /(Loss) from Operation	248	(110)	358	614	(549)	1,163
Profit / (Loss) after Tax	189	(143)	332	486	(603)	1,089
Occupancy Rate	83.7%	81.6%	2.1%	81.6%	78.2%	3.4%
No. of hotels operated	10	11		10	11	

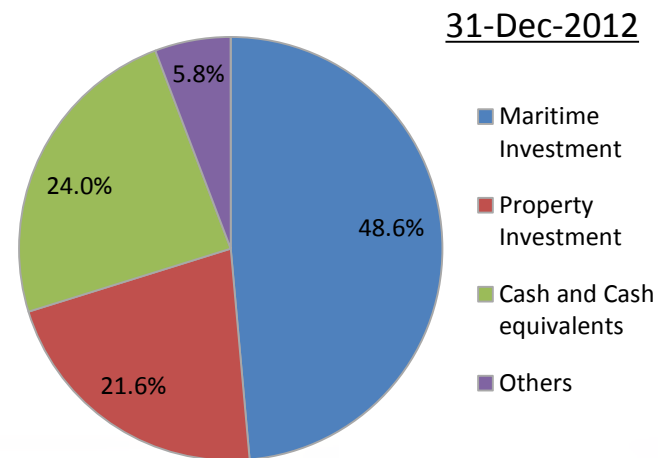
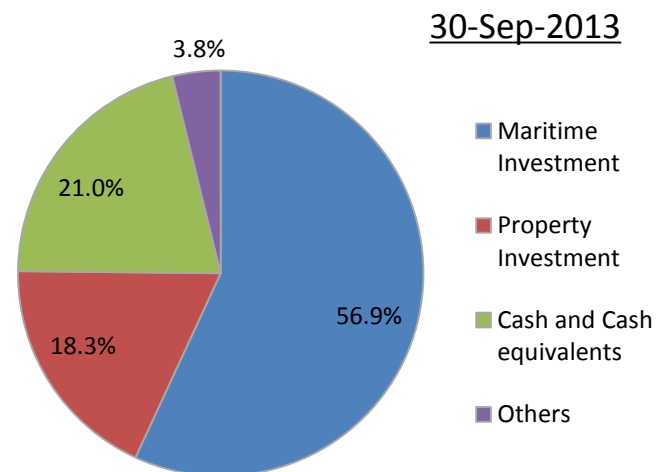
The numbers above are before consolidation adjustment.

Uni-Asia Hotels Limited turned to black with improved occupancy rates and better cost control.



Group Asset Allocation

(US\$'mil)	<u>30-Sep-13</u>	<u>31-Dec-12</u>
Maritime Investment	147.3	120.0
Non-current assets		
Investments	25.9	25.3
Deposits for purchase of vessels	6.9	6.3
Loan to vessels owning companies	3.0	4.9
Property, Plant and Equipment (Vessel related)	105.0	77.0
Current assets		
Loan to vessels owning companies	6.5	6.5
Property Investment in Hong Kong and China	15.9	14.5
Non-current assets		
Investment property	6.2	6.7
Investment in joint investment company	9.7	7.8
Property Investment in Japan	31.4	38.9
Non-current assets		
Investment property	2.0	0.0
Investments	3.6	7.8
Loan to SPCs	2.6	3.1
Property, Plant and Equipment (Hotel)	20.7	24.4
Current assets		
Investment	2.5	3.6
Cash and Cash equivalents (Free Cash)	40.0	43.3
Deposit pledged as collateral	14.4	16.0
Others	9.9	14.3
Total	258.9	247.0





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Business Development



Ship Portfolio



- Up to November 2013, the Group's ship portfolio, including wholly-owned/majority-owned vessels, joint investment vessels, vessels under shipping fund, has increased to 22 vessels from December 2012's 16 vessels, following new ship building contracts signed.
- Out of these 22 vessels, 16 were delivered and chartered out, including nine handysize bulkers, five 3,500 - 4,300 TEU container-ships, and two MR product tankers. The rest of the 6 vessels are under construction and includes four handysize bulkers and two supramaxes.
- As at the date of this announcement, the procurement of charters to our fleet is approximately 100%, 91.8% and 67.0% for 2013, 2014 and 2015 respectively.



Ship Management Company

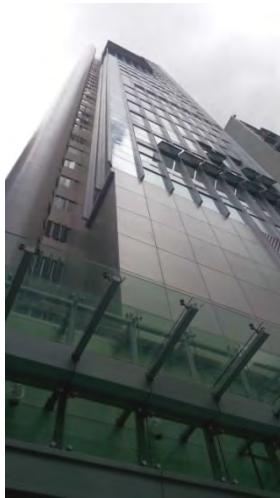


- In August 2013, the Group entered into an agreement to acquire 51% of Wealth Ocean Ship Management Shanghai Co., Ltd (“WOSMS”). The acquisition completion is pending approval from the relevant Chinese authority.
- The other shareholders of WOSMS includes Huayang Maritime Center (“HMC”) and Wealth Ocean Services Ltd. HMC is founded by China Maritime Center which is a maritime service organisation and one of the biggest crew manning company in China.
- With this acquisition, the Group’s ability to offer an array of integrated ship-related services is greatly enhanced thereby expanding the Group’s income opportunities.



Property Investment / Management in Hong Kong

- **Progress of office redevelopment project in Hong Kong**
 - The construction of the Group's 10.2% interest in office building redevelopment project in Kwun Tong, Kowloon East, Hong Kong had been successfully completed. Tenants of the building are gradually moving into the building and all proceeds have been received by the project company. The building is named "FUN TOWER" and managed by Jones Lang LaSalle (HK).



Current



Plan



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 or maisonette type flats, and are popular with working singles/couple.
 - The Group’s exit strategy is either to sell the property en bloc or lease out for rental income.

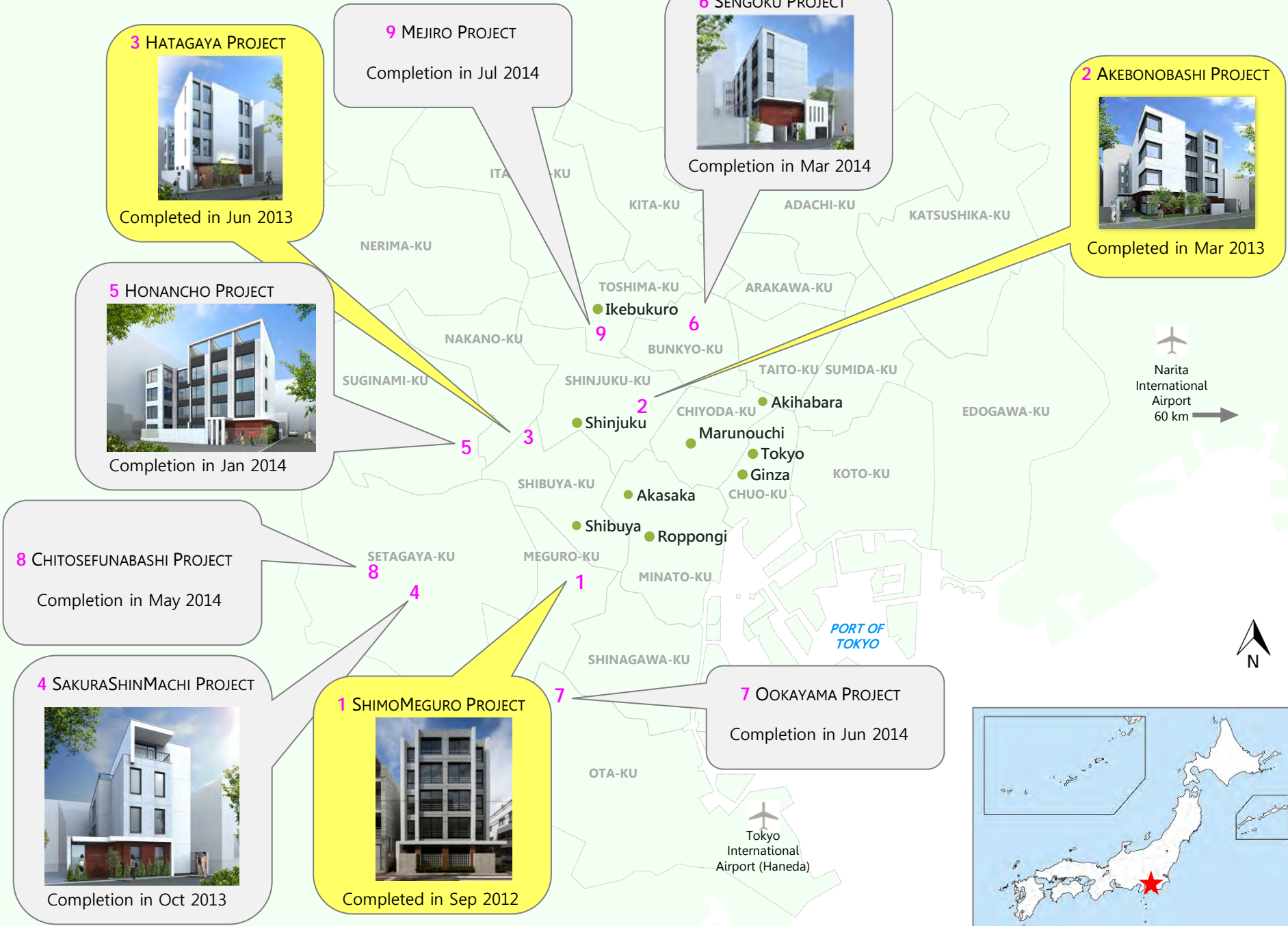


Property Investment / Management in Japan

- **Small residential property development business in Tokyo**
 - The third project “ALERO Hatagaya” had been sold with a profit.
 - The fourth project “ALERO Sakura Shinmachi” was completed at end of October 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.



UAF PID SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN



3 HATAGAYA PROJECT



Completed in Jun 2013

9 MEIJIRO PROJECT

Completion in Jul 2014

6 SENGOKU PROJECT



Completion in Mar 2014

2 AKEBONOBASHI PROJECT



Completed in Mar 2013

5 HONANCHO PROJECT



Completion in Jan 2014

8 CHITOSEFUNABASHI PROJECT

Completion in May 2014

4 SAKURASHINMACHI PROJECT



Completion in Oct 2013

1 SHIMOMEGURO PROJECT



Completed in Sep 2012

7 OOKAYAMA PROJECT

Completion in Jun 2014

Property Investment / Management in Japan

- **Uni-Asia Capital (Japan) Ltd (“UACJ”)**

- With the recovery of property market in Japan, UACJ, the Group’s property investment and management subsidiary in Japan, capitalised on the opportunities and disposed investments with good returns. This is in line with the Group’s divestment plan when returns are good.
- Disposed investments include small residential property projects, hotel investments such as Hotel Vista Atsugi (see picture on right).
- Such disposal allows the Group to record investment returns as well as fees from disposal as these investments are in funds/SPC managed by UACJ.



Hotel Operations – List of Hotels



Hotels that the Group currently operates / grants brand license to.

	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	Corporate Ownership	165	Lease	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	Best Western Hotel Kyoto (see Note 2)	Kyoto, Kyoto	Corporate Ownership	84	Lease	December-13	April-11	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			1,683				

Note

1) 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.

2) Following the change in ownership of Hotel Vista Kyoto, the Group's operating contract with Hotel Vista Kyoto ended on 31 October 2013.

On the other hand, the Group has been awarded the operating contract of Best Western Hotel Kyoto and will start operating this hotel from 1 December 2013.



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

