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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 CORPORATE PRESENTATION

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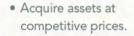




## **CORPORATE OVERVIEW**

### **BUSINESS MODEL**

 Manage and/or operate assets to enhance asset value and recurrent income.



 Provide to clients solutions relating to alternative assets including ship finance arrangement, sale and purchase arrangement.

- Capital returns.
- Recurrent income including charter income, hotel income, administration fee income.
- Ad hoc fee including finance arrangement fee.

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### **BUSINESS SEGMENTS**

UNI-ASIA CORPORATE PRESENTATION UNI-ASIA HOLDINGS LIMITED

#### Non-Consolidated Uni-Asia



Investment / Asset Management of Ships and Properties, Ship Finance Arrangement

#### Uni-Asia Shipping



Ship Owning & Chartering Uni-Asia Capital (Japan) and Uni-Asia Investment ("UACJ & UAI")



Investment / Asset Management of Properties in Japan

#### **Uni-Asia Hotels**



WIND TRANS

**Hotel Operation** 



### **INCOME CATEGORIES**

UNI-ASIA CORPORATE PRESENTATION LIMITED

Five main categories of income: 1. Charter Income 2. Fee Income 3. Investment Returns 4. Hotel Income 5. Interest Income

C []	Income Type	Non-Consolidated Uni-Asia	Uni-Asia Shipping	UACJ & UAI	Uni-Asia Hotels
	Charter Income*	$\checkmark$	✓		
	Arrangement & Agency Fee	$\checkmark$		✓	
Income	Brokerage Commission	✓		✓	
	Incentive Fee	$\checkmark$		✓	
Fee	Asset Management & Admin Fee (including commercial management fees)*	✓	~	~	
	Hotel Income*				✓
ient 1s	Realised Gain / (Loss)	✓	✓	✓	
Investment Returns	Fair Value Adjustment	✓	<b>~</b>	✓	
Inv R	Property Rental*	✓		✓	
	Interest Income*	✓	✓	✓	✓

\* Recurrent Income



### SHARE INFORMATION

Bloomberg Code	UNIAF SP	
SGX Stock Code	AYF	
Share price (Closing on 23 Feb 2016)	S\$1.15	
Market Capitalisation	S\$54.0 m	
P/ B value	0.28	
NAV per share	US\$2.98	
No. of ordinary shares (post share consolidation)	46,979,280	
Major shareholders	Yamasa Co., Ltd: Evergreen International S.A.: Executive directors:	33.46% 9.98% 4.19%



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UNI-ASIA CORPORATE PRESENTATION



## FINANCIAL HIGHLIGHTS

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## **INCOME STATEMENT SUMMARY**

- Total income for FY2015 increased 15% while total expense's increase was managed at 11% resulting in a 59% increase in operating profit.
- Net profit after tax for the Group increased 67% to \$3.5 million.

	4th Quarter			Year ended 31 December		
(US\$'000)	2015	2014	% Change	2015	2014	% Change
Total Income	21,048	16,926	24%	77,052	67,134	15%
Total Expenses	(19,079)	(16,352)	17%	(68,145)	(61,522)	11%
Operating Profit	1,969	574	N/M	8,907	5,612	59%
Profit/ (loss) for the Period/ Year	479	(853)	(156%)	3,520	2,108	67%
Profit/ (loss) attributable to owners of parent	5	(853)	(101%)	2,696	2,150	25%
Earnings per Share (US Cents)	0.01	(1.82)	(101%)	5.74	4.58	25%



## **INCOME TREND**

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The Group is undergoing a consolidation phase as we move towards a stronger recurrent income base from charter income contribution

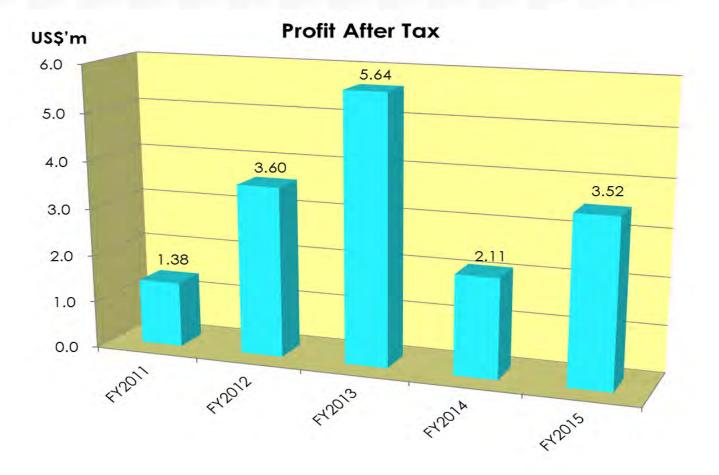




### **PROFIT TREND**

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#### The Group's profit momentum continues even as the Group rides through the difficult shipping market





## CASH FLOW STATEMENT SUMMARY



	Year ended 31 December			
(US\$'000)	2015	2014		
Cash and cash equivalents at beginning of the period	36,321	47,566		
Cash Inflow / (Outflow)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1			
Operating Activity	10,302	4,800		
Investing Activity	(83,623)	(36,169)		
Financing Activity	67,533	22,574		
Effect of exchange rate changes	(199)	(2,450)		
Net Cash Inflow / (Outflow) for the period	(5,987)	(11,245)		
Cash and cash equivalents at the end of the period	30,334	36,321		

✓ Cash generated from operating activities were **<u>\$10.3 million</u>** for FY2015.

✓ Cash used in investing activities were mainly for payment of the ships investments as well as small residential property projects.

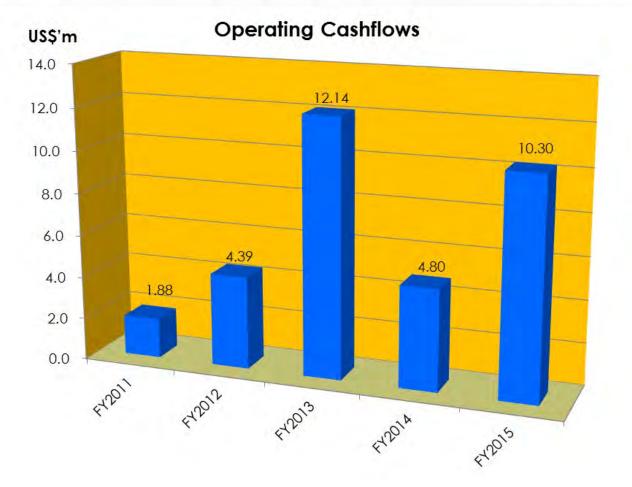
✓ Cash used in investing activities were partially financed by borrowings.



### **OPERATING CASH FLOW TREND**

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#### The Group's operating cash flow has been healthy for the past 5 years







# First and final dividend of 6.25 Singapore cents per share proposed for FY2015



### BALANCE SHEET SUMMARY

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(US\$'mil)	As at 31-Dec-15	As at 31-Dec-14	Inc / (Dec)
Total Assets	314.2	258.9	55.3
Total Liabilities	174.0	120.5	53.5
Total Equity	140.2	138.4	1.8
Total Debt	164.4 <sup>*(A)</sup>	110.8 <sup>*(A)</sup>	53.6
Total Cash	36.3 <sup>*(B)</sup>	41.5 <sup>*(B)</sup>	(5.2)
Net (Debt) / Cash	(128.1)	(69.3)	(58.8)
Total Debt / Total Equity (Gearing)	1.17	0.80	0.37
NAV per share (US\$)	2.98	2.95 <sup>*(C)</sup>	0.03

\*(A): Total Debt includes US\$5.2 mil borrowing secured by the pledged deposits (31 Dec 2014: US\$4.1 mil).

\*(B): Total Cash includes US\$6.0 mil deposits pledged as collateral (31 Dec 2014: US\$5.2 mil).

\*(C): Adjusted for 10-to-1 share consolidation for comparison purpose.

Assets and liabilities increased with the delivery of ships in FY2015.



#### GROUP REVENUE AND PROFIT BREAKDOWN

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		4	th Quarte	r	Year er	nded 31 De	ecember
(US\$'000)		2015	2014	% Change	2015	2014	% Change
Non-consolidated Uni-Asia	Revenue	5,048	2,184	131%	14,362	10,015	43%
Investment & Asset Management of Ships and Properties in China/Hong Kong	Net Profit / (Loss)	1,334	(1,726)	(177%)	(757)	(1,894)	(60%)
100% Uni-Asia Shipping Ltd.	Revenue	7,458	6,140	21%	27,197	20,234	34%
Ship Owning & Chartering	Net Profit / (Loss)	(825)	623	N/M	613	2,223	(72%)
99.5% <b>UACJ &amp; UAI</b>	Revenue	491	872	(44%)	5,470	3,981	37%
Investment & Asset Management of Properties in Japan	Net Profit / (Loss)	(351)	153	N/M	3,004	1,783	68%
100% Uni-Asia Hotels Ltd.	Revenue	8,764	8,519	3%	33,630	35,308	(5%)
Hotel Operation in Japan	Net Profit / (Loss)	251	155	62%	717	68	N/M
	Revenue	21,048	16,926	24%	77,052	67,134	15%
Group Total	Net Profit / (Loss)	479	(853)	(156%)	3,520 🗖	2,108	67%



## **GROUP ASSET ALLOCATION**

#### Asset allocation of the Group's total assets

#### As at 31 December 2015

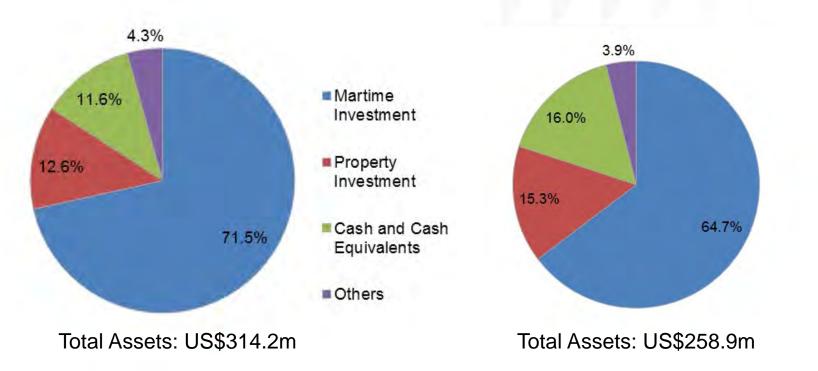
#### As at 31 December 2014

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## **BUSINESS REVIEW AND** DEVELOPMENT

UNI-ASIA CORPORATE PRESENTATION UNI-ASIA HOLDINGS LIMITED

### **Ships Delivered In FY2015**



The 7<sup>th</sup> ship owned by Uni-Asia Shipping, M/V Inspiration Lake was delivered in February 2015 and time chartered out.

The 8<sup>th</sup> ship owned by Uni-Asia Shipping, M/V Glengyle was delivered in March 2015 and time chartered out.





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#### **Ship Delivered In 1Q2016**

The 9<sup>th</sup> ship owned by Uni-Asia Shipping, M/V Uni Bulker was delivered in January 2016 and time chartered out.





UNI-ASIA CORPORATE PRESENTATION

#### **Uni-Asia Shipping Fleet**





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UNI-ASIA

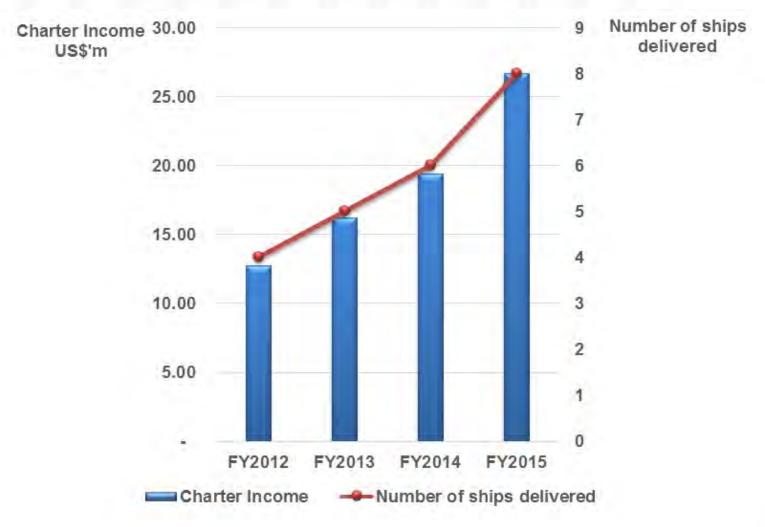
	4th Quarter			Year ended 31 December		
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	7,458	6,140	1,318	27,197	20,234	6,963
Charter Income	6,834	5,464	1,370	26,680	19,396	7,284
Fee Income	349	-	349	718	-	718
Investment Returns	224	638	(414)	(397)	727	(1,124)
Interest Income	1	1	-	4	6	(2)
Other Income	50	37	13	192	105	87
Expenses	(7,377)	(4,841)	2,536	(23,157)	(15,709)	7,448
Profit from Operation	81	1,299	(1,218)	4,040	4,525	(485)
Finance costs	(894)	(601)	293	(3,418)	(2,227)	1,191
Profit before Tax	(813)	698	(1,511)	622	2,298	(1,676)
Profit after Tax	(825)	623	(1,448)	613	2,223	(1,610)

The numbers above are before consolidation adjustment.

- ✓ Charter income increase with additional ships being delivered.
- Rate of increase of charter income smaller than planned due to lower hires from smaller non-eco ships.
- ✓ Impairment loss of \$1.4 million in FY2015 for oldest ship in the portfolio affected profit.



#### Charter income trend of Uni-Asia Shipping and number of ships delivered:







### **Containerships Newly Acquired**

- The Group acquired two containerships from Akebono Fund.
- Uni Florida as listed below is wholly owned and held under Non-Consolidated Uni-Asia business segment.
- Uni Florida contributes to charter income for the Group.

Name of Subsidiary	Type of Ship	TEU	Date Acquired	Charter Status
Florida Containership S.A.	Containership	3,500	April 2015	Time charter



Uni Florida held under subsidiary Florida Containership S.A.





### **Containerships Newly Acquired**

- The second containership as listed below is jointly owned with a co-investor.
- This vessel is held as investment and fair valued quarterly.

Name of Company	Type of Ship	TEU	Date Acquired	Charter Status
Fortuna Containership S.A.	Containership	3,500	June 2015	Time charter





### **Ship Investment - Joint Investment Portfolio**

 In January and October 2015, two newly built 57,000 dwt ships held under two investment companies were delivered.

Name of Company	Type of Ship	DWT	Delivered
Olive Bulkship S.A.	Bulk carrier	57,700	Jan 2015
Polaris Bulkship S.A.	Bulk carrier	57,700	Oct 2015

- These 2 ships are commercially managed by Uni-Asia Shipping Limited on a long term basis.
- Commercial management is an area of business which utilizes our expertise to increase fee income.







### **Hong Kong Property Business – History**

- The Group's 1st investment into Hong Kong property redevelopment project was a project in Kwun Tong, Kowloon East, Hong Kong invested in 2010.
- The project was successfully completed in 2013.
- The Group invested US\$2.2m and realised US\$8.3m including cost, gain and fees.





### Hong Kong Property Business – 2<sup>nd</sup> HK Property Project

- Investment: HKD80.0 million or around USD10.4 million.
- Location: 650 Cheung Sha Wan Road in Hong Kong
- Project: A commercial office building to be completed by 2017.



Original building on the land before demolition

Site under construction

Designer's impression of the completed project (front and back view)



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### **Small Residential Property Business in Japan**



- The Group invests and develops small residential property projects in Tokyo, named "ALERO" Series.
- These projects are typically 4-5 storey buildings with 10 30 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.
- New ALERO promotion video on our website:

http://www.uni-asia.com/business\_property\_japan.html



#### SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN

1 SHIMOMEGURO PROJECT (SOLD) completed in Sep 2012 2 AKEBONOBASHI PROJECT (SOLD) completed in Mar 2013 **3** HATAGAYA PROJECT (SOLD) completed in Jun 2013 4 SAKURA-SHIMMACHI PROJECT (SOLD) completed in Oct 2013 5 HONANCHO PROJECT (SOLD) completed in Jan 2014 6 SENGOKU PROJECT (SOLD) completed in Mar 2014 7 Ookayama Project (SOLD) completed in Jul 2014 8 CHITOSEFUNABASHI PROJECT (SOLD) completed in Nov 2014 9 MEJIRO PROJECT (SOLD) completed in Nov 2014 10 OOKAYAMA3 PROJECT (LEASING) completed in Sep 2015 11 HAKUSAN2 PROJECT scheduled for completion in Feb 2016 12 EDOGAWABASHI PROJECT (LEASING) completed in Sep 2015 **13** NISHI WASEDA PROJECT scheduled for completion in May 2016 14 TAKADANOBABA PROJECT scheduled for completion in Jun 2016 15 OTOWA PROJECT scheduled for completion in May 2016 16 HIGASHI SHINJUKU PROJECT scheduled for completion in Apr 2016 **17 NAKANO SAKAUE PROJECT** scheduled for completion in Aug 2016



	4	4th Quarter		Year en	ded 31 Dece	ember
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	5,048	2,184	2,864	14,362	10,015	4,347
Charter Income	1,122		1,122	3,785	· · ·	3,785
Fee Income	2,214	1,140	1,074	7,006	6,037	969
Investment Returns	1,363	640	723	2,161	2,471	(310)
Interest Income	176	188	(12)	672	882	(210)
Other Income	173	216	(43)	738	625	113
Expenses	(3,268)	(3,190)	78	(13,418)	(10,766)	2,652
Profit/ (Loss) from Operation	1,780	(1,006)	2,786	944	(751)	1,695
Finance costs	(374)	(12)	362	(1,623)	(163)	1,460
Profit/ (Loss) before Tax	1,406	(1,018)	2,424	(679)	(914)	235
Profit/ (Loss) after Tax	1,334	(1,726)	3,060	(757)	(1,894)	1,137

The numbers above are before consolidation adjustment.

- ✓ FY2015 loss was \$0.8 million due mainly to non-cash fair valuation losses of ship investments.
- ✓ \$3.2 million fair valuation losses had been recognized for ship investment, the absence of which would have turned this segment into black.
- ✓ Profitable containership acquired in April 2015 and investment gains from property investments reduced losses for this segment.
- Expenses increased mainly due to expenses from wholly owned Florida Containership S.A. (see page 25) being consolidated into this segment.



### UACJ & UAI

UNI-ASIA CORPORATE PRESENTATION LIMITED

#### **Small Residential Property Business in Japan**

 The small residential property projects are managed by our subsidiary in Japan, Uni-Asia Capital (Japan).





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#### **Construction Management**

- Utilising our Small Residential Property project expertise, Uni-Asia Capital (Japan) helps external clients with construction management of similar projects.
- We will help our clients source for suitable land, develop the property and find tenants for the property.
- Some of the projects in our portfolio are as follows:



ALERO Korakuen





Lani Waseda



### UACJ & UAI

UNI-ASIA CORPORATE PRESENTATION UNI-ASIA HOLDINGS LIMITED

#### **Finance Lease Investment**

- During the year, UACJ invested in the finance lease of a ship investment. A picture of the ship is as shown.
- Finance lease interest income from this transaction shall add to total income of UACJ.





UNI-ASIA CORPORATE PRESENTATION UNI-ASIA HOLDINGS LIMITED

	4th Quarter			Year ended 31 December		
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	491	872	(381)	5,470	3,981	1,489
Fee Income	285	671	(386)	2,561	1,992	569
Hotel Income	-	-	-	-	-	-
Investment Returns	87	201	(114)	2,682	1,987	695
Interest Income	116		116	222	1	221
Other Income	3	-	3	5	1	4
Expenses	(733)	(681)	52	(2,126)	(2,062)	64
Profit/ (Loss) from Operation	(242)	191	(433)	3,344	1,919	1,425
Finance costs	(74)	(34)	40	(219)	(125)	94
Profit/ (Loss) before Tax	(316)	157	(473)	3,125	1,794	1,331
Profit/ (Loss) after Tax	(351)	153	(504)	3,004	1,783	1,221

The numbers above are before consolidation adjustment.

Investment returns from property investment and fees from management of small residential property projects boosted bottomline.



UNI-ASIA HOLDINGS CORPORATE PRESENTATION LIMITED

UNI-ASIA

### **Hotels Operated by the Group**



Hotel: Hotel Vista Kumamoto Airport Location: Kumamoto, Kumamoto Number of rooms: 139



Hotel: Hotel Vista Ebina Location: Ebina, Kanagawa Number of rooms: 176

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Hotel: Hotel Vista Sapporo Nakajima Kohen Location: Sapporo Hokkaido Number of rooms: 113



UNI-ASIA CORPORATE PRESENTATION

#### **Hotels Operated by the Group**



Hotel: Hotel Vista Atsugi Location: Atsugi, Kanagawa Number of rooms: 165

Hotel: Hotel Vista Atsugi Location: Atsugi, Kanagawa Number of rooms: 165





Hotel: Hotel Vista Premio Kyoto Location: Kyoto, Kyoto Number of rooms: 84

ocation: kyoto, kyot Number of rooms: 84



Hotel: Hotel Vista Kamata, Tokyo Location: Kamata, Tokyo Number of rooms: 105

Number of rooms: 105



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UNI-ASIA UNI-ASIA CORPORATE HOLDINGS LIMITED PRESENTATION

#### **Hotels Operated by the Group**



Hotel: Hotel Vista Premio Dojima Location: Dojima, Osaka Number of rooms: 141

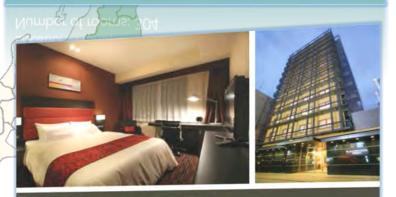
Number of rooms: 141







Hotel: Hotel JAL City Naha Number of rooms: 304



Hotel: Hotel Vista Grande Osaka Location: Soemoncho, Osaka Number of rooms: 304

"Hotel Vista" brand name is licensed to the operator of the Hotel Vista Grande Osaka

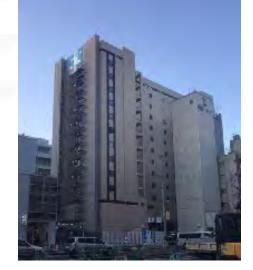


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### New Hotel to be Operated by the Group

#### - Hotel Vista Sendai - scheduled for opening in 2016 spring

- Construction of hotel started in January 2015 and is on schedule to open on 27 April 2016.
- This is the first time VHM operates Hotel Vista in Tohoku area.
- The hotel is approximately 4 minutes' walk from Sendai station. A new subway station, Miyagino-dori station, which is next to the hotel opened in December 2015.
- The hotel has 238 rooms.
- Webpage in Japanese: <u>http://www.hotel-vista.jp/sendai/</u>









UNI-ASIA CORPORATE PRESENTATION UNI-ASIA HOLDINGS LIMITED

### New Hotel to be Operated by the Group

- Hotel Vista Premio Yokohama Minato-Mirai scheduled for opening in 2017 summer
  - Construction of hotel started in January 2015.
  - The hotel is being constructed in "Minato Mirai 21" in Yokohama Bay area.
  - The hotel will have 232 rooms.
  - Webpage in Japanese:

http://www.hotel-vista.jp/yokohama-minato-mirai/





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### New Hotel to be Operated by the Group

- Hotel Vista Nagoya Nishiki scheduled for opening in 2017 summer
  - The hotel is currently in construction planning phase.
  - This is the first time the Group shall operate a Vista hotel in Nagoya. Nagoya ranks amongst Tokyo and Osaka as one of the biggest city in Japan. The location of the hotel is in the downtown area of Nagoya.
  - The hotel will have around 140 rooms.
  - UACJ is the asset manager of this project.





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UNI-ASIA

	4th Quarter			Year ended 31 December		
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	8,764	8,519	245	33,630	35,308	(1,678)
Hotel Income Interest Income	8,647	8,463	184	33,344 1	34,971	(1,627) 1
Other Income	117	56	61	285	337	(52)
Expenses	(8,400)	(8,330)	70	(32,707)	(35,130)	(2,423)
Profit / (Loss) from Operation	364	189	175	923	178	745
Finance costs	(7)	(11)	(4)	(33)	(35)	(2)
Profit/ (Loss) before Tax	357	178	179	890	143	747
Profit / (Loss) after Tax	251	155	96	717	68	649
Occupancy Rate	83.6%	83.2%	0.4%	83.4%	83.4%	0.0%
No. of hotels operated <sup>(1)</sup>	9	9		9	9	

<sup>(1)</sup> Excluding Hotel Vista Grande Osaka which is a licensee of Hotel Vista brand name.

The numbers above are before consolidation adjustment.

Good profits from hotel operations with improved average daily rates contributed to profits  $\checkmark$ Uni-Asia Hotels on track to be profit contributor for the Group for the full year.  $\checkmark$ 



## **INVESTOR RELATIONS**



### 16<sup>th</sup> SIAS INVESTORS' CHOICE AWARDS – MOST TRANSPARENT COMPANY AWARD 2015

 Uni-Asia Holdings was awarded the Runner Up of the SIAS Investors' Choice Awards – Most Transparent Company Award 2015, Foreign Listings Category.



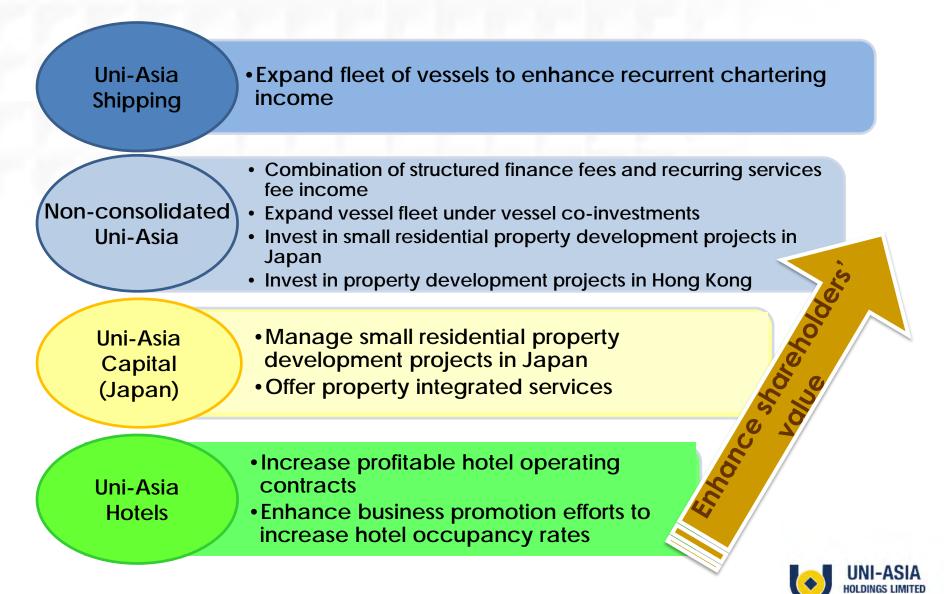
Photo courtesy of SIAS

#### **Governance and Transparency Index 2015**

- Uni-Asia Holdings was ranked 70<sup>th</sup> amongst all listed companies in Singapore in the Governance and Transparency Index 2015 prepared by Centre for Governance, Institution and Organisations (CGIO), NUS Business School.
- This ranking was an improvement from the Group's rank of 111<sup>th</sup> in 2014, and 273<sup>rd</sup> in 2013.



### **GROWTH DRIVERS FOR THE GROUP**



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## **THANK YOU**