

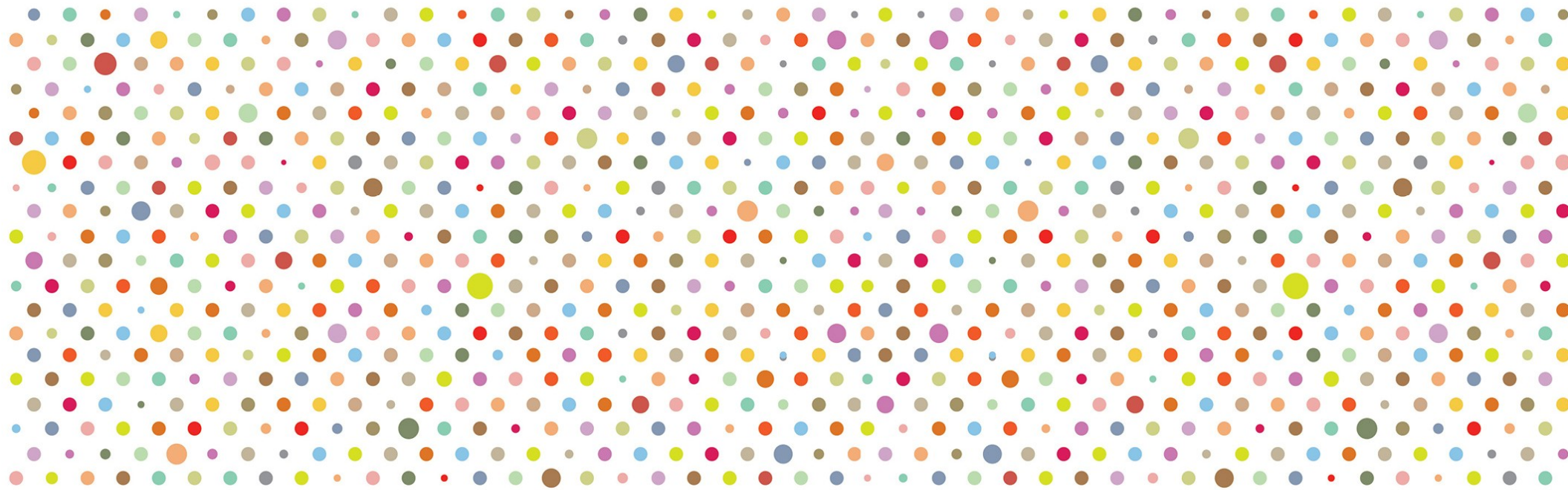


**UNI-ASIA**  
**HOLDINGS LIMITED**  
Registration No. CR-72229

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



# 1Q2016 RESULTS 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.*

*For further information, contact:*

*Mr Lim Kai Ching  
Tel: (65) 6438 1800*





# UNI-ASIA HOLDINGS LIMITED

Registration No. CR-72229

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

## TABLE OF CONTENT

**CORPORATE  
OVERVIEW**

**FINANCIAL  
HIGHLIGHTS**

**BUSINESS  
REVIEW &  
DEVELOPMENT**



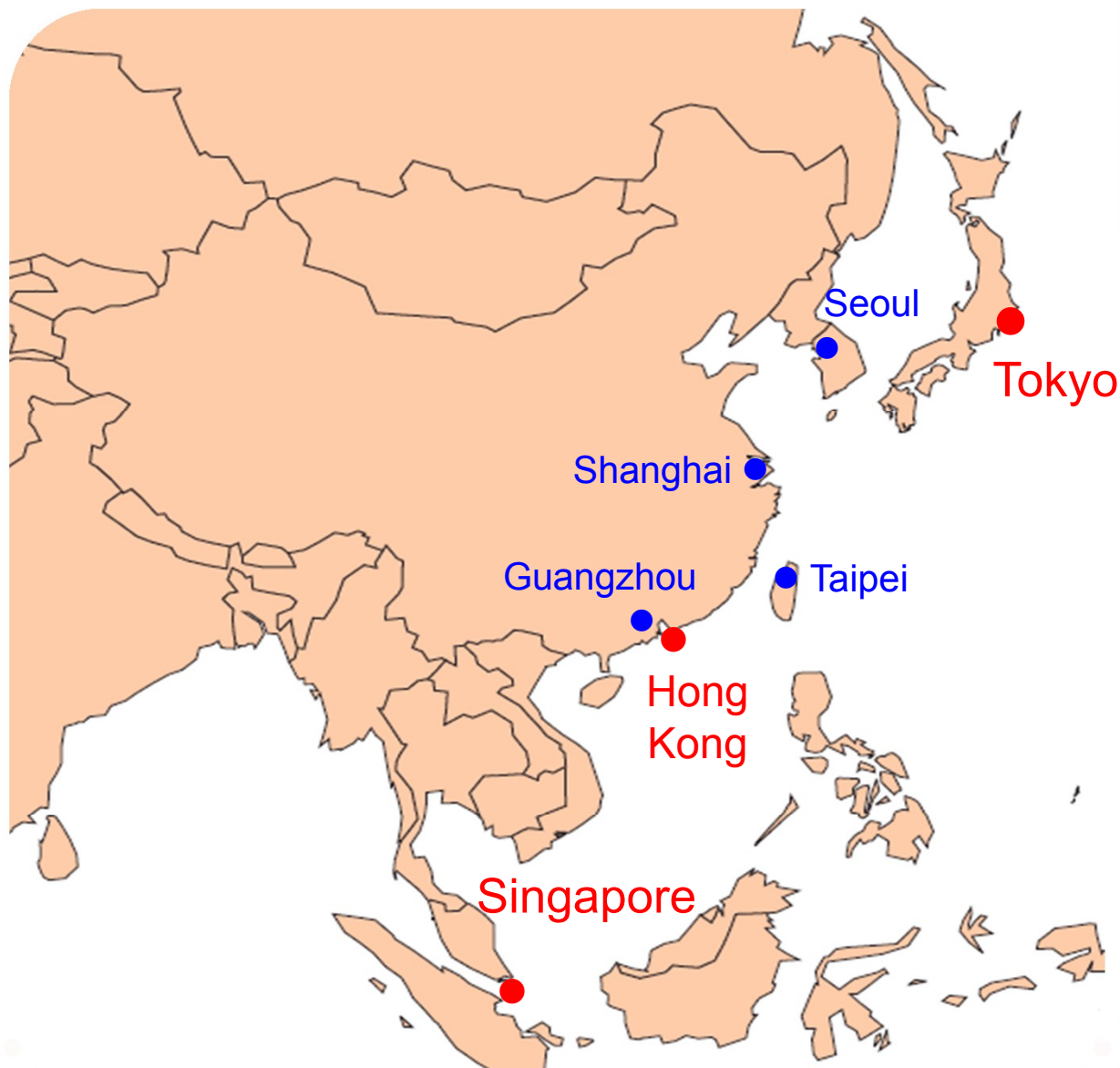


# CORPORATE OVERVIEW



# CORPORATE PROFILE

- 🌐 Founded on  
17 March 1997
- 🌐 Listed on Singapore  
Exchange on  
17 August 2007
- 🌐 Bloomberg Code:  
**UNIAF:SP**
- 🌐 SGX Stock Code:  
**AYF**



# BUSINESS MODEL



1

- Acquire assets at competitive prices.
- Provide to clients solutions relating to alternative assets including ship and property finance arrangement, sale and purchase arrangement.



2

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

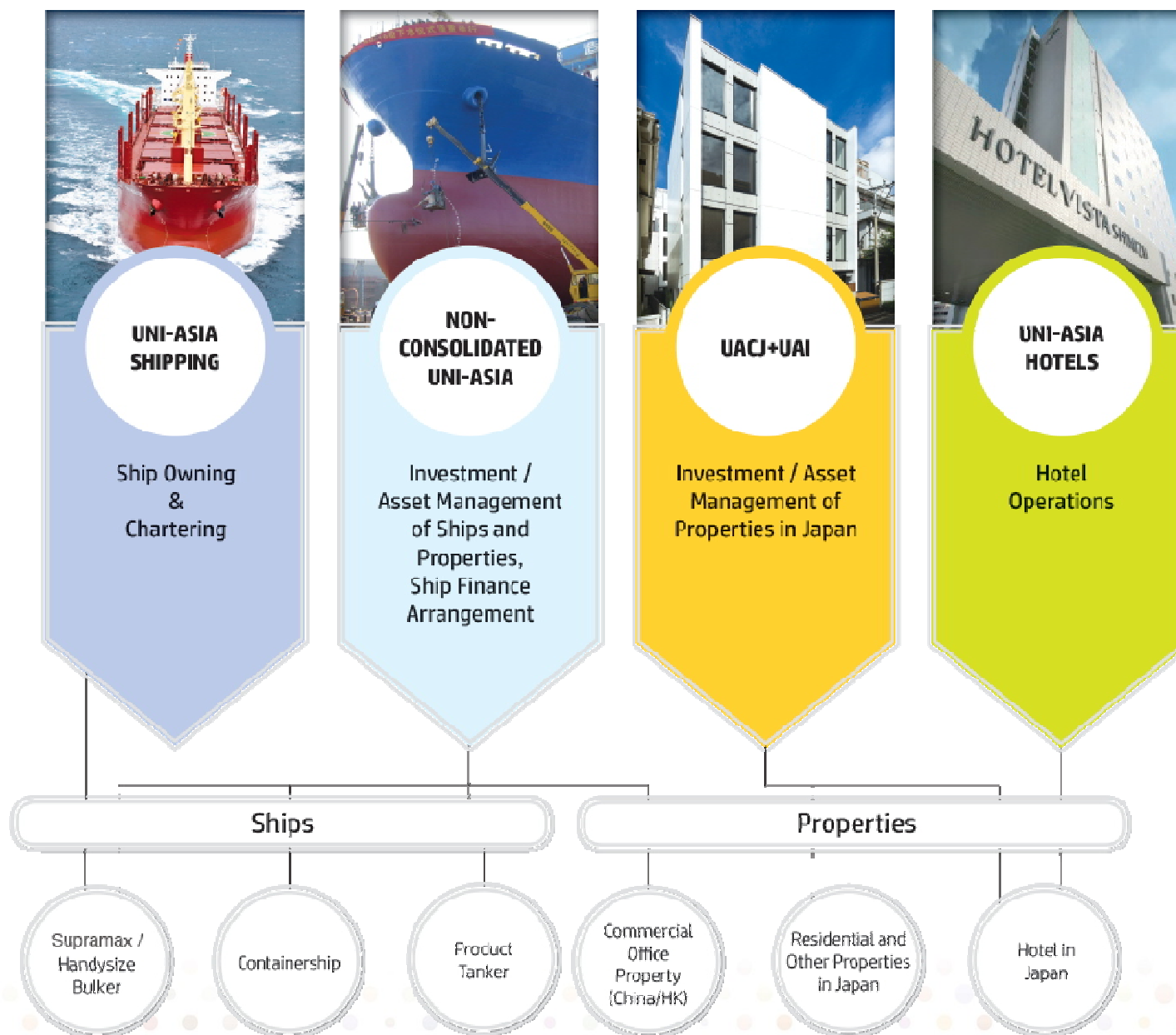


3

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



# BUSINESS SEGMENTS



# INCOME CATEGORIES

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

	Income Type	Non-Consolidated Uni-Asia	Uni-Asia Shipping	UACJ & UAI	Uni-Asia Hotels
	Charter Income*	✓	✓		
Fee Income	Arrangement & Agency Fee	✓		✓	
	Brokerage Commission	✓		✓	
	Incentive Fee	✓		✓	
	Asset Management & Admin Fee (including commercial management fees)*	✓	✓	✓	
	Hotel Income*				✓
Investment Returns	Realised Gain / (Loss)	✓	✓	✓	
	Fair Value Adjustment	✓	✓	✓	
	Property Rental*	✓		✓	
	Interest Income*	✓	✓	✓	✓

\* Recurrent Income





# FINANCIAL HIGHLIGHTS



# PROFIT AND LOSS SUMMARY

The Group reported a net loss of \$0.6 million for 1Q2016 due mainly to fair valuation loss for ship investments and derivative financial instruments used for hedging.

(US\$'000)	1 <sup>st</sup> Quarter		
	2016	2015	% Change
<b>Total Income</b>	18,905	16,242	16%
<b>Total Expenses</b>	(18,056)	(15,179)	19%
<b>Operating Profit</b>	849	1,063	(20%)
<b>(Loss)/ Profit for the Period</b>	(616)	285	N/M
<b>(Loss)/ Earnings per Share (US Cents)</b>	(1.54)	0.43	N/M



# PROFIT AND LOSS SUMMARY

## Breakdown of Group Revenue and Profit by Business Segment

(US\$'000)		1 <sup>st</sup> Quarter		
		2016	2015	% Change
<b>Non-consolidated Uni-Asia</b> <i>Investment &amp; Asset Management of Ships and Properties in Hong Kong/Japan/China</i>	Revenue	3,534	2,430	45%
	Net Profit / (Loss)	204	(1,135)	118%
<b>Uni-Asia Shipping Ltd.</b> <i>Ship Owning/ Leasing &amp; Chartering</i>	Revenue	6,582	6,053	9%
	Net Profit / (Loss)	(1,038)	775	N/M
<b>UACJ &amp; UAI</b> <i>Investment &amp; Asset Management of Properties in Japan</i>	Revenue	1,120	1,375	(19%)
	Net Profit / (Loss)	288	878	(67%)
<b>Uni-Asia Hotels Ltd.</b> <i>Hotel Operation in Japan</i>	Revenue	8,469	7,760	9%
	Net Profit / (Loss)	(49)	(71)	31%
<b>Group Total</b>	Revenue	18,905	16,242	16%
	Net Profit / (Loss)	(616)	285	N/M



# CASH FLOW SUMMARY

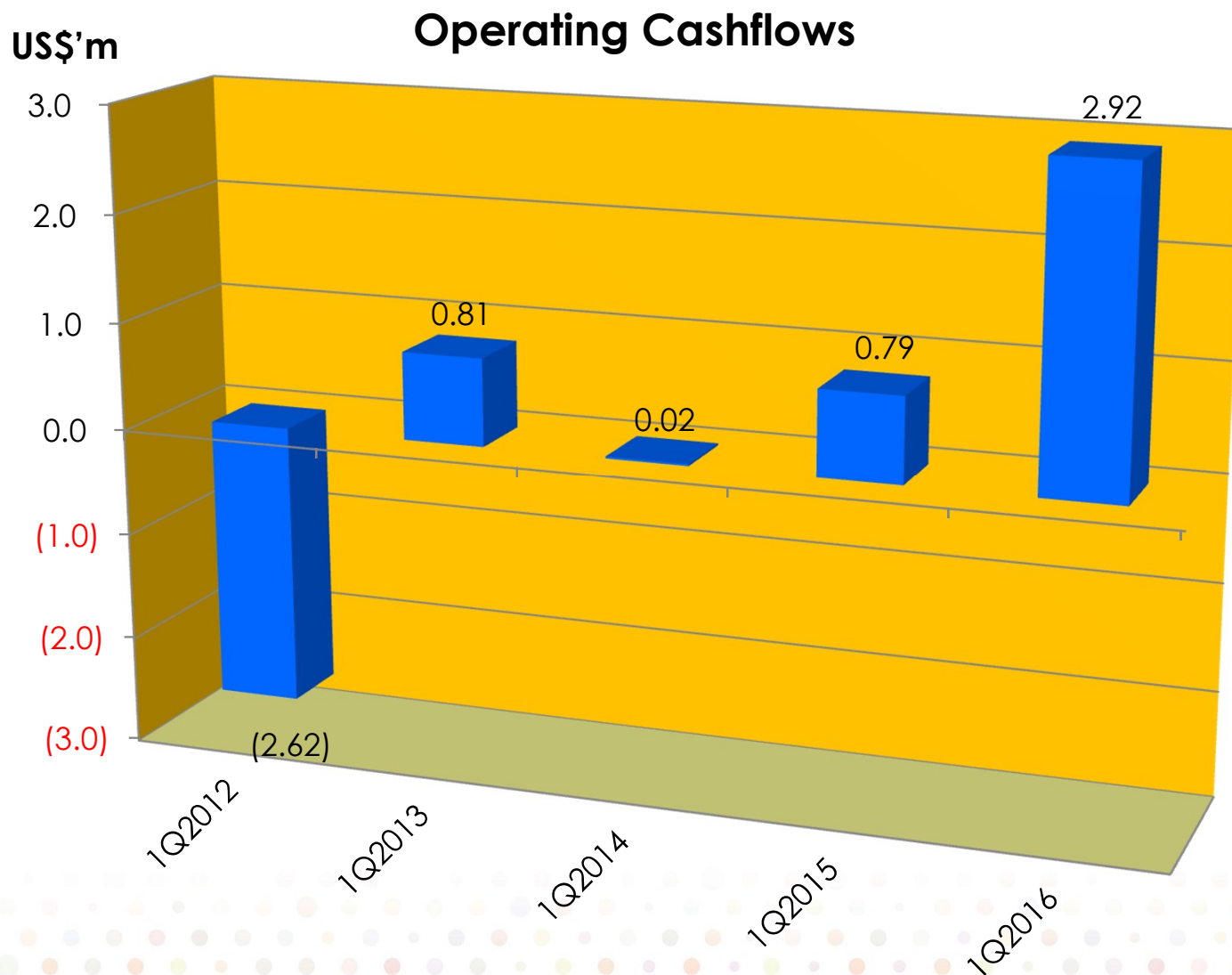
Notwithstanding net loss for the quarter, the Group generated a net cash inflow of \$1.3 million for the quarter aided by \$2.9 million positive operating cash flow mainly from ship charter cash flow.

(US\$'000)	1 <sup>st</sup> Quarter	
	2016	2015
<b>Cash and cash equivalents at beginning of the period</b>	<b>30,334</b>	<b>36,321</b>
<b>Cash Inflow / (Outflow)</b>		
Operating Activity	2,916	792
Investing Activity	(5,872)	(29,283)
Financing Activity	3,034	32,429
Effect of exchange rate changes	1,253	(160)
<b>Net Cash Inflow for the period</b>	<b>1,331</b>	<b>3,778</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>31,665</b>	<b>40,099</b>



# OPERATING CASH FLOW TREND

As the Group builds up recurrent charter income with Uni-Asia Shipping portfolio, operating cash flow improves



# BALANCE SHEET SUMMARY

Total assets increased with delivery of 9<sup>th</sup> vessel under Uni-Asia Shipping and acquisition of one ship subsidiary end of March

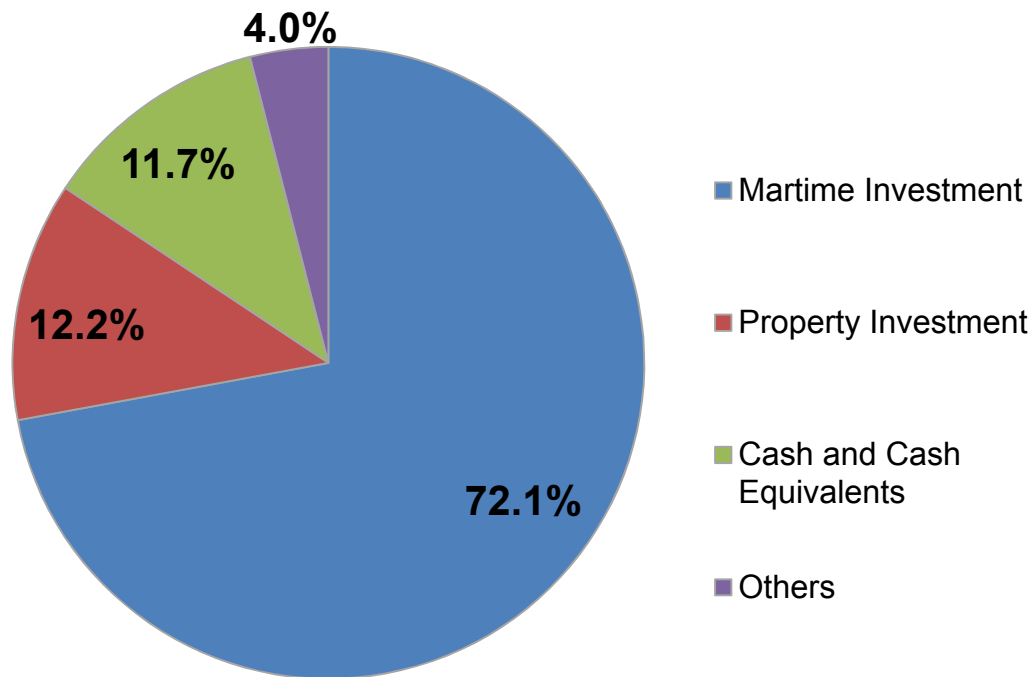
(US\$'mil)	As at 31-Mar-16		As at 31-Dec-15	Inc / (Dec)
<b>Total Assets</b>	330.0	↗	314.2	15.8
<b>Total Liabilities</b>	189.4	↗	174.0	15.4
<b>Total Equity</b>	140.6	↗	140.2	0.4
<b>Total Debt</b>	180.1 <sup>*(A)</sup>		164.4 <sup>*(A)</sup>	15.7
<b>Total Cash</b>	38.5 <sup>*(B)</sup>		36.3 <sup>*(B)</sup>	2.2
<b>Net (Debt) / Cash</b>	(141.6)		(128.1)	(13.5)
<b>Total Debt / Total Equity (Gearing)</b>	1.28		1.17	0.11
<b>NAV per share (US\$)</b>	2.99		2.98	0.01

<sup>\*(A)</sup>: Total Debt includes US\$6.1 mil borrowing secured by the pledged deposits (31 Dec 2015: US\$5.2 mil).  
<sup>\*(B)</sup>: Total Cash includes US\$6.8 mil deposits pledged as collateral (31 Dec 2015: US\$6.0 mil).



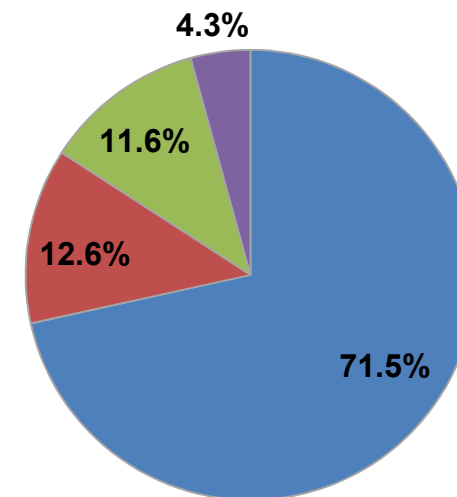
# TOTAL ASSETS ALLOCATION

As at 31 March 2016



Total Assets: US\$330.0m

As at 31 December 2015



Total Assets: US\$314.2m





# BUSINESS REVIEW & DEVELOPMENT





# UNI-ASIA SHIPPING – 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 SHIPPING PORTFOLIO

Uni-Asia Holdings Limited						
100%	Uni-Asia Shipping Limited					
	Name of Subsidiary	DWT	Shipyard	Built	Charter Status	
100%	Luna Bulkship S.A.	28,300	Kanda	May-2001	Time/Voyage charter	
100%	Karat Bulkship S.A.	28,709	Shin-Kurushima	Jun-2007	Time charter	
83%	Hope Bulkship S.A.	29,000	Y-Nakanishi	May-2011	Time charter	
100%	Imperial Bulkship S.A.	29,100	Y-Nakanishi	Jun-2012	Time/Voyage charter	
100%	Jade Bulkship S.A.	37,000	Onomichi	Jun-2013	Time charter	
100%	Jubilee Bulkship S.A.	37,000	Imabari	Jul-2014	Time charter	
51%	Regina Bulkship S.A.	37,000	Imabari	Feb-2015	Time charter	
100%	Mable Bulkship S.A.	37,000	Imabari	Mar-2015	Time charter	
100%	Nora Bulkship S.A.	37,000	Imabari	Jan-2016	Time charter	



# UNI-ASIA SHIPPING 1Q2016 RESULTS

Uni-Asia Shipping 1Q2016's results impacted by fair valuation losses from interest rate hedges and poor performance of older ships in Uni-Asia Shipping's portfolio that are on short-term charter

(US\$'000)	1 <sup>st</sup> Quarter		
	2016	2015	Change
<b>Turnover</b>	6,582	6,053	529
<b>Charter Income</b>	7,191	6,021	1,170
<b>Fee Income</b>	50	319	(269)
<b>Investment Returns</b>	(717)	(316)	(401)
<b>Interest Income</b>	2	1	1
<b>Other Income</b>	56	28	28
<b>Expenses</b>	(6,629)	(4,556)	2,073
<b>Profit from Operation</b>	(47)	1,497	(1,544)
<b>Finance costs</b>	(991)	(724)	267
<b>Profit before Tax</b>	(1,038)	773	(1,811)
<b>Profit after Tax</b>	(1,038)	775	(1,813)

The numbers above are before consolidation adjustment.



# NON-CONSOLIDATED UNI-ASIA

## Ship Investment

- On 31 March 2016, the Group completed acquisition of remaining 50% of Joule Asset Management (Pte.) Limited (“Joule”) from the Group’s co-investor, thereby increasing the Group’s shareholding in Joule to 100%.
- Joule owns a 29,000 DWT dry bulk carrier built in 2012.
- The Singapore flagged ship is currently being time chartered out.



# NON-CONSOLIDATED UNI-ASIA

## 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



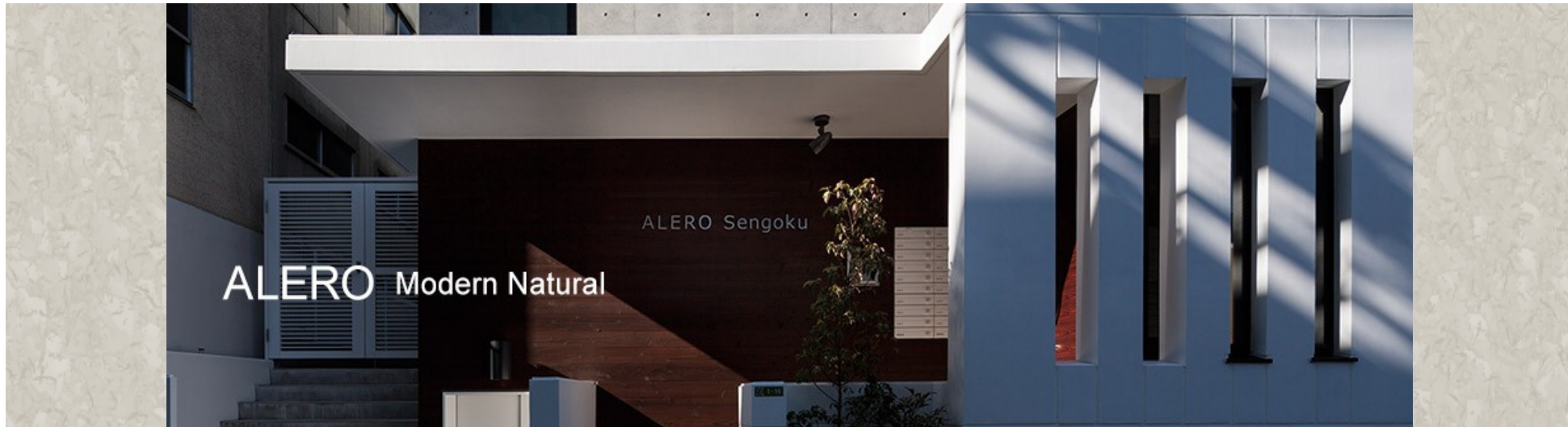
Site under construction



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

# NON-CONSOLIDATED UNI-ASIA

## 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.
- **New ALERO promotion video on our website:**

[http://www.uni-asia.com/business\\_property\\_japan.html](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 MEIJO PROJECT (SOLD)**

Completed in Nov 2014

**10 OOKAYAMA3 PROJECT (SOLD)**

completed in Sep 2015

**11 HAKUSAN2 PROJECT (LEASING)**

completed in Feb 2016

**12 EDOGAWABASHI PROJECT (LEASING)**

completed in Sep 2015

**13 NISHI WASEDA PROJECT**

scheduled for completion in Jun 2016

**14 TAKADANOBABA PROJECT**

scheduled for completion in Jun 2016

**15 OTOWA PROJECT**

scheduled for completion in Jun 2016

**16 HIGASHI SHINJUKU PROJECT**

scheduled for completion in Apr 2016

**17 NAKANO SAKAUE PROJECT (SOLD)**  
**18 SASAZUKA PROJECT**  
 scheduled for completion in Nov 2016  
**19 HIGASHI KOENJI PROJECT**  
 scheduled for completion in Feb 2017



PORT OF TOKYO

# NON-CONSOLIDATED UNI-ASIA 1Q2016 RESULTS

Notwithstanding the fair valuation loss of \$2 million booked for ship investment for 1Q2016, Non-Consolidated Uni-Asia recorded a profit of \$0.2 million due partly to the gain from bargain purchase from acquisition of Joule.

(US\$'000)	1 <sup>st</sup> Quarter		
	2016	2015	Change
<b>Turnover</b>	3,534	2,430	1,104
<b>Charter Income</b>	1,110	-	1,110
<b>Fee Income</b>	1,464	1,881	(417)
<b>Investment Returns</b>	(762)	97	(859)
<b>Interest Income</b>	89	181	(92)
<b>Other Income</b>	1,633	271	1,362
<b>Expenses</b>	(3,141)	(3,501)	(360)
<b>Profit/ (Loss) from Operation</b>	393	(1,071)	1,464
<b>Finance costs</b>	(189)	(63)	126
<b>Profit/ (Loss) before Tax</b>	204	(1,134)	1,338
<b>Profit/ (Loss) after Tax</b>	204	(1,135)	1,339

The numbers above are before consolidation adjustment.

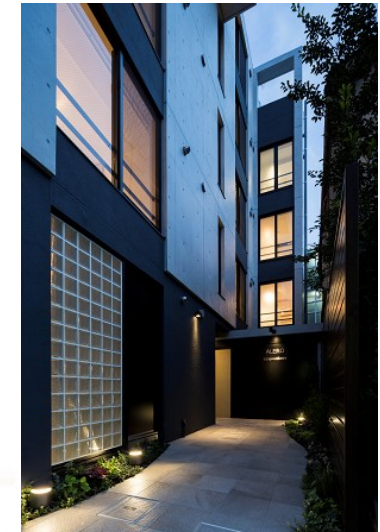
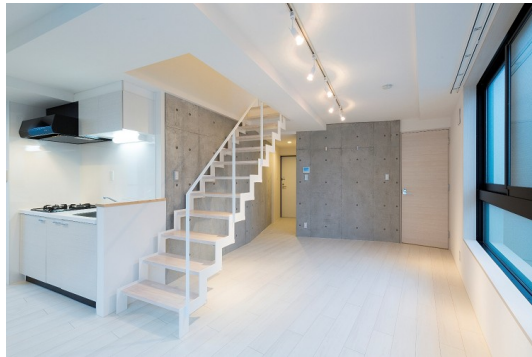




# UACJ & UAI

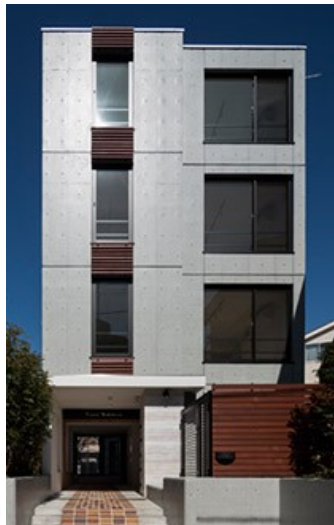
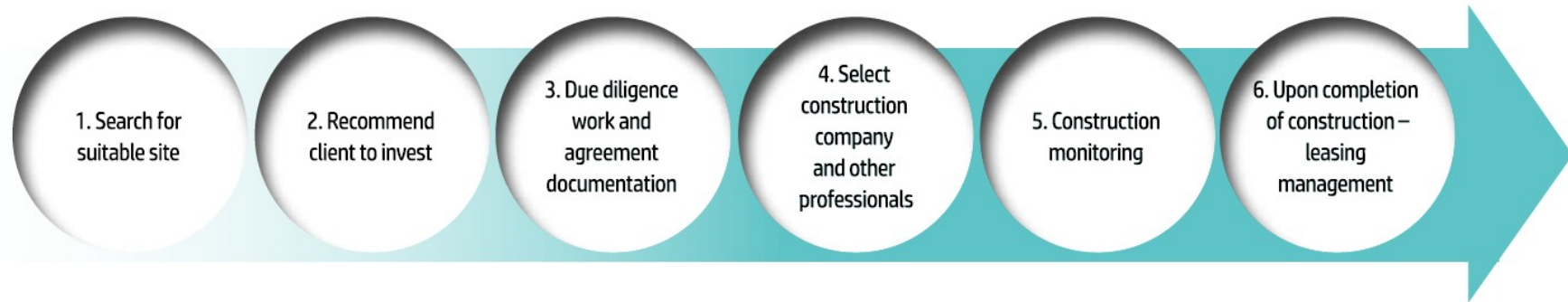
## Small Residential Property Business in Japan

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



## Construction Management

Utilising our Small Residential Property project expertise, Uni-Asia Capital (Japan) helps external clients with construction management of similar projects.



# UACJ & UAI 1Q2016 RESULTS

UACJ & UAI recorded a profit of \$0.3 million for 1Q2016

(US\$'000)	1 <sup>st</sup> Quarter		
	2016	2015	Change
<b>Turnover</b>	1,120	1,375	(255)
<b>Fee Income</b>	836	1,140	(304)
<b>Investment Returns</b>	166	232	(66)
<b>Interest Income</b>	117	1	116
<b>Other Income</b>	2	2	-
<b>Expenses</b>	(526)	(463)	63
<b>Profit from Operation</b>	594	912	(318)
<b>Finance costs</b>	(75)	(31)	44
<b>Profit before Tax</b>	519	881	(362)
<b>Profit after Tax</b>	288	878	(590)

The numbers above are before consolidation adjustment.



# UNI-ASIA HOTELS

## New Hotels Under Operations

### Hotel Vista Sendai – opened on 27 April 2016

- 238 rooms Hotel Vista Sendai, the 10<sup>th</sup> hotel operated by the Group, opened 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 and next to subway station, Miyagino-dori station.



# UNI-ASIA HOTELS

## New Hotels to be Operated by the Group

### ➤ Hotel Vista Premio Yokohama Minato-Mirai - scheduled for opening in 2017 summer

- The construction of this 232 rooms hotel started in January 2015.
- The hotel is being constructed in “Minato Mirai 21” in Yokohama Bay area.
- This hotel features a lobby on the top floor of the hotel with a good view of Yokohama Bay.



### ➤ Hotel Vista Nagoya Nishiki - scheduled for opening in 2017 summer

- The hotel, which will have around 140 rooms, 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.
- UACJ is the asset manager of this project.



# UNI-ASIA HOTELS

## Current Portfolio of Hotels Under Operations



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



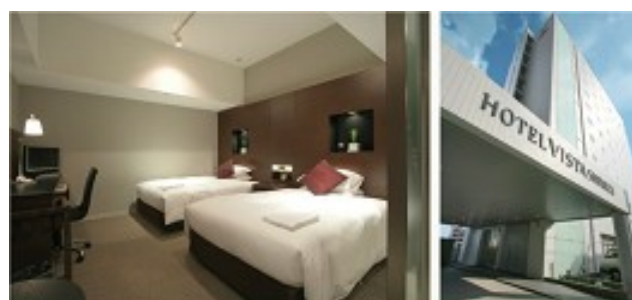
Hotel: Hotel Vista Kamata, Tokyo  
Location: Kamata, Tokyo  
Number of rooms: 105



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



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



Hotel: Hotel Vista Shimizu  
Location: Shimizu, Shizuoka  
Number of rooms: 152



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



# UNI-ASIA HOTELS

## Current Portfolio of Hotels Under Operations



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



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



Hotel: Hotel JAL City Naha  
Location: Naha, Okinawa  
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 Hotel Vista Grande Osaka



# UNI-ASIA HOTELS 1Q2016 RESULTS

First quarter is typically slower quarter for our hotel operating business

(US\$'000)	1 <sup>st</sup> Quarter		Change
	2016	2015	
<b>Turnover</b>	8,469	7,760	709
<b>Hotel Income</b>	8,407	7,705	702
<b>Other Income</b>	62	55	7
<b>Expenses</b>	(8,506)	(7,813)	693
<b>Profit / (Loss) from Operation</b>	(37)	(53)	16
<b>Finance costs</b>	(7)	(9)	(2)
<b>Profit/ (Loss) before Tax</b>	(44)	(62)	18
<b>Profit / (Loss) after Tax</b>	(49)	(71)	22
<b>Occupancy Rate</b>	80.0%	80.3%	(0.3)%
<b>No. of hotels operated</b> <sup>(1)</sup>	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.







**UNI-ASIA**  
**HOLDINGS LIMITED**  
Registration No. CR-72229

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



**THANK YOU**

