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For further information, contact:

Mr Lim Kai Ching limkaiching@uni-asia.com.sg Tel: (65) 6438 1800



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#### **BUSINESS MODEL**

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



#### 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**



**Hotel Operation** 



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*	✓	<b>✓</b>		
Φ	Arrangement & Agency Fee	✓		<b>√</b>	
Income	Brokerage Commission	✓		<b>✓</b>	
	Incentive Fee	✓		<b>~</b>	
Fee	Asset Management & Admin Fee (including commercial management fees)*	✓	<	<b>√</b>	
	Hotel Income*				<b>√</b>
ŧ	Interest on Performance Note	✓			
vestmer Returns	Realised Gain / (Loss)	✓	<b>✓</b>	<b>√</b>	
Investment Returns	Fair Value Adjustment	✓	✓	✓	
=	Property Rental*	✓			
	Interest Income*	✓	<b>✓</b>	<b>✓</b>	<b>√</b>

<sup>\*</sup> Recurrent Income



Bloomberg Code	UNIAF SP	
SGX Stock Code	AYF	
Share price (Closing on 12 Nov 2015)	S\$1.28	
Market Capitalisation	S\$60.1 m	
P/ B value	0.31	
NAV per share	US\$2.97	
No. of ordinary shares (post share consolidation)	46,979,280	
Major shareholders	Yamasa Co., Ltd: Evergreen International S.A.:	33.46% 9.98%
	Executive directors:	4.18%







#### INCOME STATEMENT SUMMARY



- Total income for 9M2015 increased 12% while total expense's increase was managed at 9% resulting in a 38% increase in operating profit.
- This is despite 3Q2015's performance being impacted by continued depressed charter rates.

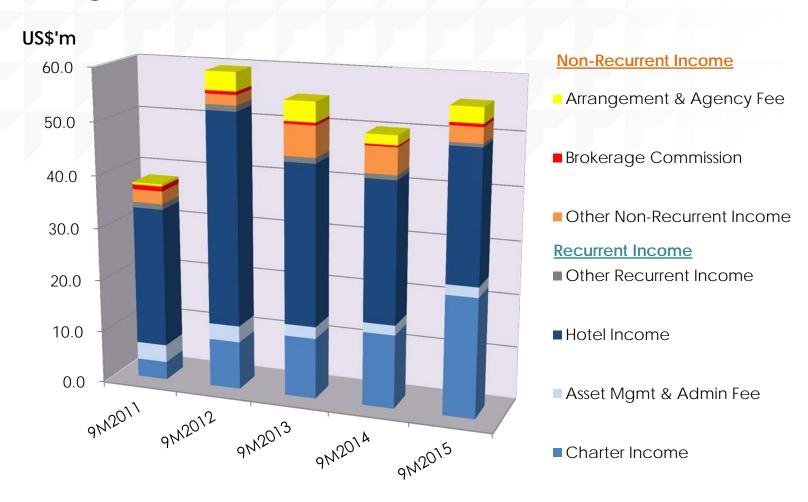
	3rd Quarter			9 months	9 months ended 30 September		
(US\$'000)	2015	2014	% Change	2015	2014	% Change	
Total Income	17,982	17,145	5%	56,004	50,208	12%	
Total Expenses	(17,809)	(16,234)	10%	(49,066)	(45,170)	9%	
Operating Profit	173	911	(81%)	6,938	5,038	38%	
(Loss)/ profit for the Period	(1,128)	253	N/M	3,041	2,961	3%	
(Loss)/ profit attributable to owners of parent	(1,304)	281	N/M	2,691	3,003	(10%)	
Earnings per Share (US Cents)	(2.78)	0.60	N/M	5.73	6.39	(10%)	



#### 9 MONTHS INCOME TREND



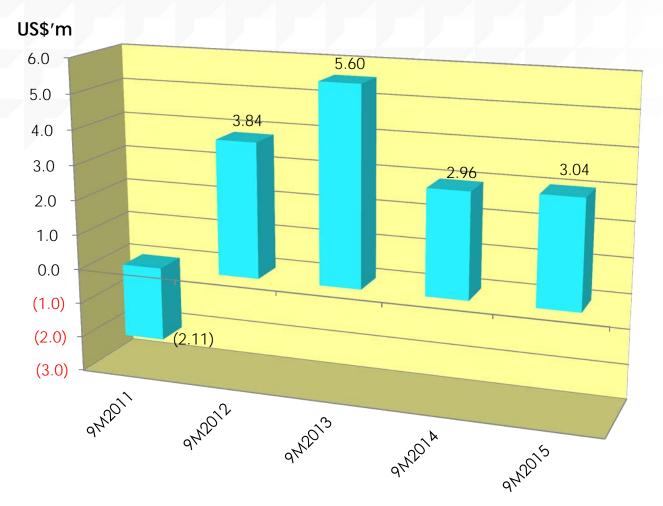
The Group is undergoing a consolidation phase as we move towards a stronger recurrent income base from charter income contribution







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





#### CASH FLOW STATEMENT SUMMARY

/	UNI-ASIA	/	UNI-ASIA
/	CORPORATE	/	HOLDINGS
	PRESENTATION /	/	LIMITED

	9 months ended 30 September			
(US\$'000)	2015	2014		
Cash and cash equivalents at beginning of the period	36,321	47,566		
Cash Inflow / (Outflow)				
Operating Activity	7,403	797		
Investing Activity	(83,111)	(33,463)		
Financing Activity	71,143	20,678		
Effect of exchange rate changes	(80)	(1,051)		
Net Cash Inflow / (Outflow) for the period	(4,645)	(13,039)		
Cash and cash equivalents at the end of the period	31,676	34,527		

- ✓ Cash generated from operating activities were \$7.4 million for 9M2015.
- ✓ 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 and this is the main reason for the \$71.1 million cash inflow from financing activities.



#### BALANCE SHEET SUMMARY

(US\$'mil)	As at 30-Sep-15	As at 31-Dec-14	Inc / (Dec)
Total Assets	317.4	258.9	58.5
Total Liabilities	177.7	120.5	57.2
Total Equity	139.7	138.4	1.3
Total Debt	169.4 *(A)	110.8 *(A)	58.6
Total Cash	39.3 *(B)	41.5 *(B)	(2.2)
Net (Debt) / Cash	(130.1)	(69.3)	(60.8)
Total Debt / Total Equity (Gearing)	1.21	0.80	0.41
NAV per share (US\$)	2.97	2.95 *(C)	0.02
1			

<sup>\*(</sup>A): Total Debt includes US\$6.3 mil borrowing secured by the pledged deposits (31 Dec 2014: US\$4.1 mil).

Assets and liabilities increased with the delivery of ships in 9M2015.



<sup>\*(</sup>B): Total Cash includes US\$7.7 mil deposits pledged as collateral (31 Dec 2014: US\$5.2 mil).

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

#### GROUP REVENUE AND PROFIT BREAKDOWN

		3	rd Quarte	er	9 months	ended 30	September
(US\$'000)		2015	2014	% Change	2015	2014	% Change
Non-consolidated Uni-Asia	Revenue	2,294	2,045	12%	9,314	7,831	19%
Investment & Asset Management of Ships and Properties in China/Hong Kong	Net Loss	(1,569)	(769)	104%	(2,091)	(168)	N/N
Uni-Asia Shipping Ltd.	Revenue	6,471	5,081	27%	19,739	14,094	40%
Ship Owning & Chartering	Net Profit	10	551	(98%)	1,438	1,600	(10%
99.5% UACJ & UAI	Revenue	579	876	(34%)	4,979	3,109	60%
Investment & Asset Management of Properties in Japan	Net Profit / (Loss)	(7)	380	(102%)	3,355	1,630	1069
100% Uni-Asia Hotels Ltd.	Revenue	9,262	9,733	(5%)	24,866	26,789	(7%
Hotel Operation in Japan	Net Profit / (Loss)	330	109	N/M	466	(87)	N/ľ
	Revenue	17,982	17,145	5%	56,004	50,208	129
Group Total	Net Profit / (Loss)	(1,128)	253	N/M	3,041	2,961	39



#### **GROUP ASSET ALLOCATION**

HOLDINGS LIMITED

(US\$'mil)	30-Sep-15	31-Dec-14			
Maritime Investment	227.5	167.5	3.5%		30-Sep-2015
Non-current assets			0.070		<u>30-06p-2013</u>
Investments	25.5	24.7			- N.A (C
Deposits for purchase of vessels	4.5	13.9	12.4%		Martime Investment
Finance lease investment	7.9	- 4			
Loan to vessels owning companies	5.1	5.1	12.4%		■ Property
Property, Plant and Equipment (Vessel related)	184.2	122.9			Investment
Current assets				71.7%	Cash and Cash
Finance lease investment	0.3	-			Equivalents
Loan to vessels owning companies	-	0.9			■Others
Property Investment in Hong Kong and China	19.3	19.3			
Non-current assets					
Investment property	4.5	4.5			
Investment in joint investment company	14.8	14.8			
			3.9%		31-Dec-2014
Property Investment in Japan	20.2	20.4			
Non-current assets					■ Martime
Investment properties	7.6	7.3	16.0%		Investment
Investments	6.2	5.5			■ Property
Loan to SPCs	-	0.8			Investment
Property, Plant and Equipment (Hotel)	6.4	6.8	15.3%	0.4 = 0.4	■ Cash and Cash
				64.7%	Equivalents
Cash and Cash equivalents (Free Cash)	31.7	36.3			·
Deposit pledged as collateral	7.7	5.2			■ Others
Others	11.0	10.2			
Total	317.4	258.9			UNI-ASIA



## BUSINESS REVIEW AND DEVELOPMENT





#### **Ships Delivered In 9M2015**



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.





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

Uni-Asia H	Holdings Limited					
	Shipping Limited					
83%	Name of Subsidiary  Hope Bulkship S.A.	<b>DWT</b> 29,000	Shipyard Y-Nakanishi	Built May-2011	Delivered/Delivery May-2011	Charter Status Time charter
100%	Karat Bulkship S.A.	28,709	Shin-Kurushima	Jun-2007	May-2011	Time charter
100%	Imperial Bulkship S.A.	29,100	Y-Nakanishi	Jun-2012	Jun-2012	Time charter
100%	Luna Bulkship S.A.	28,300	Kanda	May-2001	Sep-2011	Time charter
100%	Jade Bulkship S.A.	37,000	Onomichi	Jun-2013	Jun-2013	Time charter
100%	Jubilee Bulkship S.A.	37,000	lmabari	Jul-2014	Jul-2014	Time charter
51%	Regina Bulkship S.A.	37,000	Imabari	Feb-2015	Feb-2015	Time charter
100%	Mable Bulkship S.A.	37,000	lmabari	Mar-2015	Mar-2015	Time charter
100%	Nora Bulkship S.A.	37,000	Imabari	Newbuilding	1Q 2016	Charter fixed



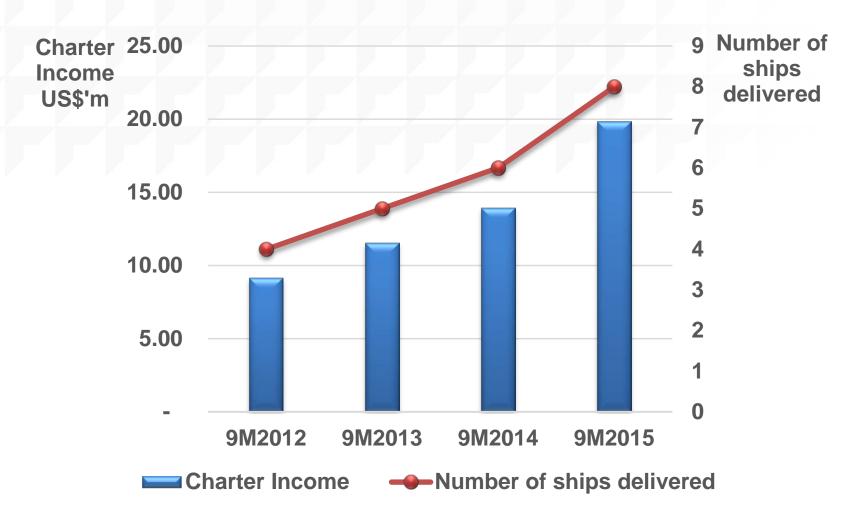
#### **UNI-ASIA SHIPPING**

	3	ord Quarter		9 months ended 30 September		
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	6,471	5,081	1,390	19,739	14,094	5,645
Charter Income	6,837	4,916	1,921	19,846	13,932	5,914
Fee Income	25	-	25	369	-	369
Investment Returns	(431)	141	(572)	(621)	89	(710
Interest Income	1	1	-	3	5	(2
Other Income	39	23	16	142	68	74
Expenses	(5,568)	(3,953)	1,615	(15,780)	(10,868)	4,912
Profit from Operation	903	1,128	(225)	3,959	3,226	733
Finance costs	(894)	(577)	317	(2,524)	(1,626)	898
Profit before Tax	9	551	(542)	1,435	1,600	(165
Profit after Tax	10	551	(541)	1,438	1,600	(162

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 depressed charter rates for Uni-Asia Shipping's older ships.
- ✓ Investment returns losses due to fair value losses of interest rate swap to hedge potential increase in interest rates.

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







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

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





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

The Group is expecting the delivery of the following joint investment ships:

Name of Company	Type of Ship	DWT	Expected Delivery	Charter Status
Quest Bulkship S.A.	Bulk carrier	37,000	2Q2016	Charter to be fixed
Stella Bulkship S.A.	Bulk carrier	37,600	1Q2018	Charter to be fixed
Tiara Bulkship S.A.	Bulk carrier	37,600	1H2019	Charter to be fixed

 The above vessels shall also be commercially managed by Uni-Asia Shipping on a long term basis so that the total fleet of Uni-Asia Shipping shall be expanded to 14.



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



#### **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.





#### 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.

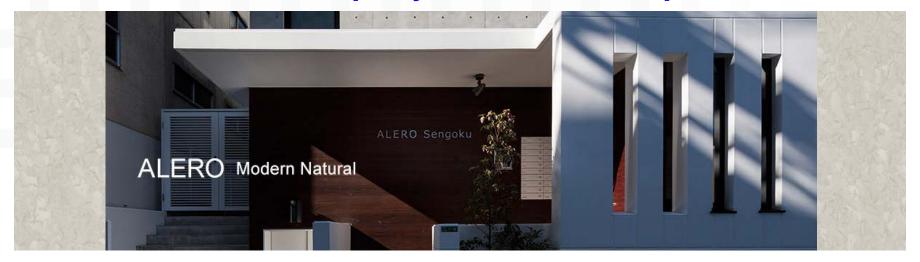


Original building on the land before demolition Site after demolition undergoing foundation work

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



#### **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.



	3rd Quarter			9 months ended 30 September			
(US\$'000)	2015	2014	Change	2015	2014	Change	
Turnover	2,294	2,045	249	9,314	7,831	1,483	
Charter Income	1,813		1,813	2,663	<u>-</u>	2,663	
Fee Income	1,613	1,491	122	4,792	4,897	(105)	
Investment Returns	(1,478)	194	(1,672)	798	1,831	(1,033)	
Interest Income	157	208	(51)	496	694	(198)	
Other Income	189	152	37	565	409	156	
Expenses	(3,580)	(2,760)	820	(10,150)	(7,576)	2,574	
Profit/ (Loss) from Operation	(1,286)	(715)	(571)	(836)	255	(1,091)	
Finance costs	(290)	(47)	243	(1,249)	(151)	1,098	
Profit/ (Loss) before Tax	(1,576)	(762)	(814)	(2,085)	104	(2,189)	
Profit/ (Loss) after Tax	(1,569)	(769)	(800)	(2,091)	(168)	(1,923)	

The numbers above are before consolidation adjustment.

- ✓ Current depressed shipping rates resulted in further fair valuation losses recognized for ship investments for 3Q2015.
- √ 9M2015 loss was \$2.1 million due mainly to non-cash fair valuation losses of ship investments.
- √ \$3.0 million fair valuation losses had been recognized year-to-date for ship investment, the absence
  of which would have turned this segment into black.
- ✓ Profitable containership acquired in April 2015 reduced losses for this segment.



#### **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.
- 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** 



ALERO Yoyogi



Lani Waseda



	3rd Quarter			9 months ended 30 September		
(US\$'000)	2015	2014	Change	2015	2014	Change
Turnover	579	876	(297)	4,979	3,109	1,870
Fee Income	471	651	(180)	2,276	1,321	955
Hotel Income		-	-	-	-	-
Investment Returns	4	225	(221)	2,595	1,786	809
Interest Income	105		105	106	1	105
Other Income	(1)		(1)	2	1	1
Expenses	(425)	(458)	(33)	(1,393)	(1,381)	12
Profit/ (Loss) from Operation	154	418	(264)	3,586	1,728	1,858
Finance costs	(79)	(38)	41	(145)	(91)	54
Profit/ (Loss) before Tax	75	380	(305)	3,441	1,637	1,804
Profit/ (Loss) after Tax	(7)	380	(387)	3,355	1,630	1,725

The numbers above are before consolidation adjustment.

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



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





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

Number of rooms: 139











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

Location Sapporo Hokkaido Number of rooms: 113



#### **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 Kamata, Tokyo

Location: Kamata, Tokyo Number of rooms: 105

Number of rooms: 105







Location: Kyoto, Kyoto Number of rooms: 84

Number of rooms: 84



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





Hotel: Hotel Vista Premio Dojima

Location: Dojima, Osaka Number of rooms: 141

rvuinber of rooms: 141





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

Cocation: Shimizu, Shizuoka Number of rooms: 152





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 the Hotel Vista Grande Osaka





#### **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 in 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 scheduled for opening in 2015, is next to the hotel.
  - The hotel will have around 238 rooms.
  - Webpage in Japanese: <a href="http://www.hotel-vista.jp/sendai/">http://www.hotel-vista.jp/sendai/</a>

New
subway
station
Miyaginodori Station







#### New Hotel to be Operated by the Group

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

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





	3rd Quarter			9 months ended 30 September			
(US\$'000)	2015	2014	Change	2015	2014	Change	
Turnover	9,262	9,733	(471)	24,866	26,789	(1,923)	
Hotel Income	9,204	9,670	(466)	24,697	26,508	(1,811)	
Interest Income	1		1	1	-	1	
Other Income	57	63	(6)	168	281	(113)	
Expenses	(8,891)	(9,597)	(706)	(24,307)	(26,800)	(2,493)	
Profit / (Loss) from Operation	371	136	235	559	(11)	570	
Finance costs	(8)	(10)	(2)	(26)	(24)	2	
Profit/ (Loss) before Tax	363	126	237	533	(35)	568	
Profit / (Loss) after Tax	330	109	221	466	(87)	553	
Occupancy Rate	87.3%	86.6%	0.7%	83.3%	83.4%	(0.1)%	
No. of hotels operated (1)	9	9		9	9		

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

The numbers above are before consolidation adjustment.

<sup>✓</sup> Uni-Asia Hotels on track to be profit contributor for the Group for the full year.



<sup>✓</sup> Good profits from hotel operations with improved average daily rates contributed to profits

## 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.

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





### **THANK YOU**