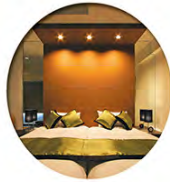




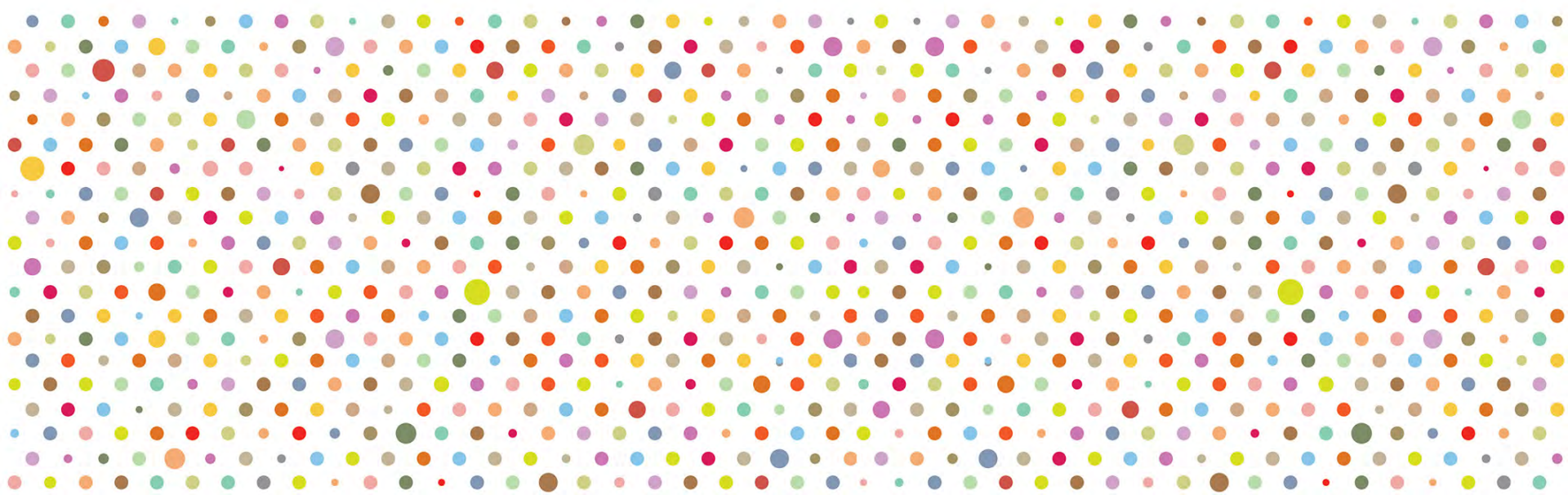
**UNI-ASIA**  
**HOLDINGS LIMITED**

Registration No. CR-72229

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



# 3Q2016 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.

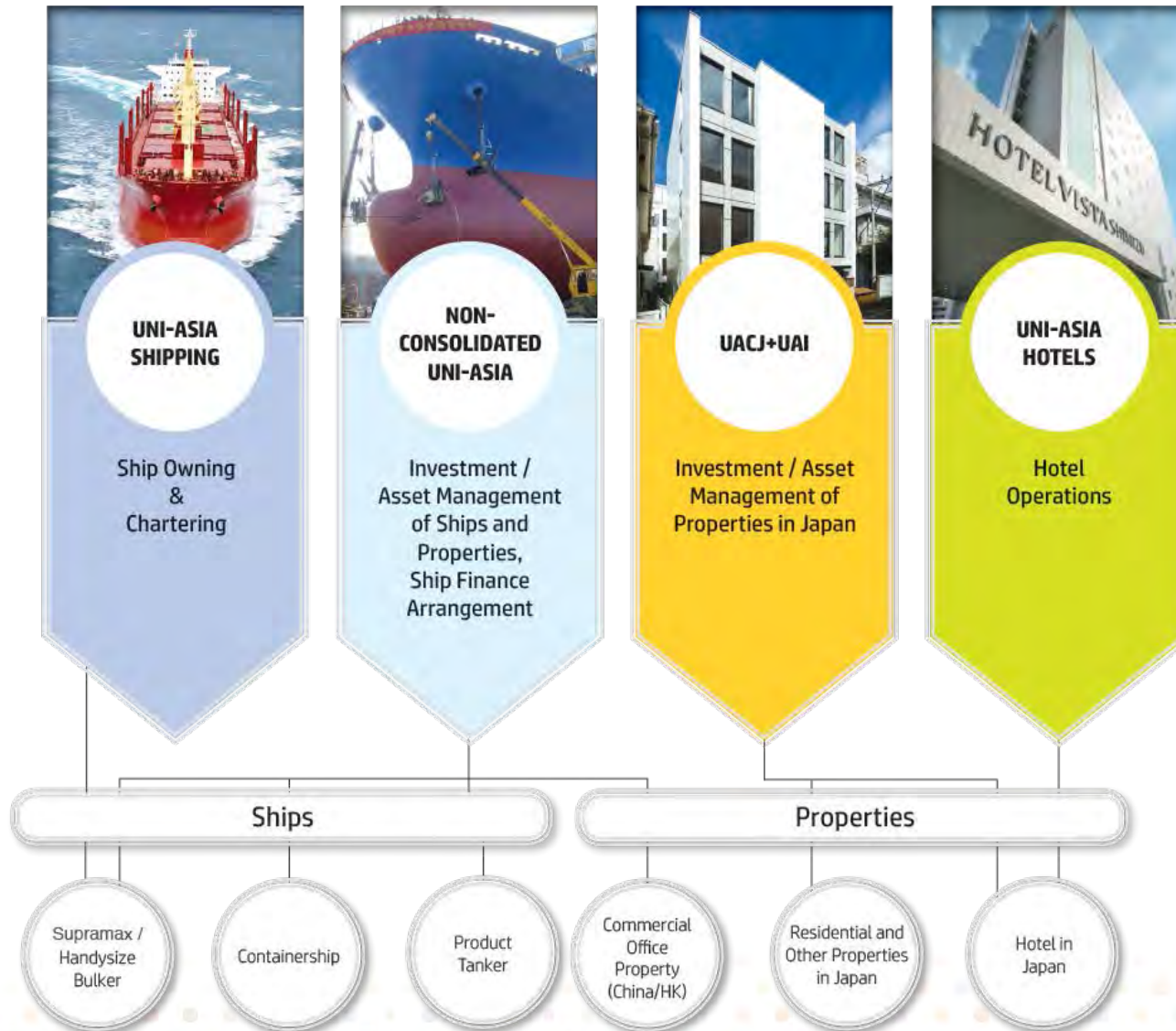


3

- 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
Fee Income	Charter 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's investments in property and its hotel operating business mitigated the negative impact of the shipping market conditions on the Group's performance

(US\$'000)	3 <sup>rd</sup> Quarter			9 months ended 30 September		
	2016	2015	% Change	2016	2015	% Change
<b>Total Income</b>	22,956	17,982	28%	64,481	56,004	15%
<b>Total Expenses</b>	(22,045)	(17,809)	24%	(59,462)	(49,066)	21%
<b>Operating Profit</b>	911	173	427%	5,019	6,938	(28%)
<b>Profit/ (Loss) for the Period</b>	(719)	(1,128)	(36%)	493	3,041	(84%)
<b>Profit/ (Loss) attributable to owners of parent</b>	(777)	(1,304)	(40%)	(542)	2,691	(120%)
<b>Earnings/ (Loss) per Share (US Cents)</b>	(1.65)	(2.78)	(41%)	(1.15)	5.73	(120%)



# PROFIT AND LOSS SUMMARY

The Group's investments in property and its hotel operating business mitigated the negative impact of the shipping market conditions on the Group's performance

(US\$'000)		3 <sup>rd</sup> Quarter			9 months ended 30 September		
		2016	2015	% Change	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	461	2,294	(80%)	9,046	9,314	(3%)
	Net Profit / (Loss)	(3,349)	(1,569)	113%	(2,432)	(2,091)	16%
<b>Uni-Asia Shipping Ltd.</b> <i>Ship Owning/Leasing &amp; Chartering</i>	Revenue	7,575	6,471	17%	20,049	19,739	2%
	Net Profit / (Loss)	43	10	N/M	(1,925)	1,438	N/M
<b>UACJ &amp; UAI</b> <i>Investment &amp; Asset Management of Properties in Japan</i>	Revenue	3,227	579	N/M	7,110	4,979	43%
	Net Profit / (Loss)	2,232	(7)	N/M	4,472	3,355	33%
<b>Uni-Asia Hotels Ltd.</b> <i>Hotel Operation in Japan</i>	Revenue	12,467	9,262	35%	30,611	24,866	23%
	Net Profit / (Loss)	347	330	5%	383	466	(18%)
<b>Group Total</b>	Revenue	22,956	17,982	28%	64,481	56,004	15%
	Net Profit / (Loss)	(719)	(1,128)	(36%)	493	3,041	(84%)



# CASH FLOW SUMMARY

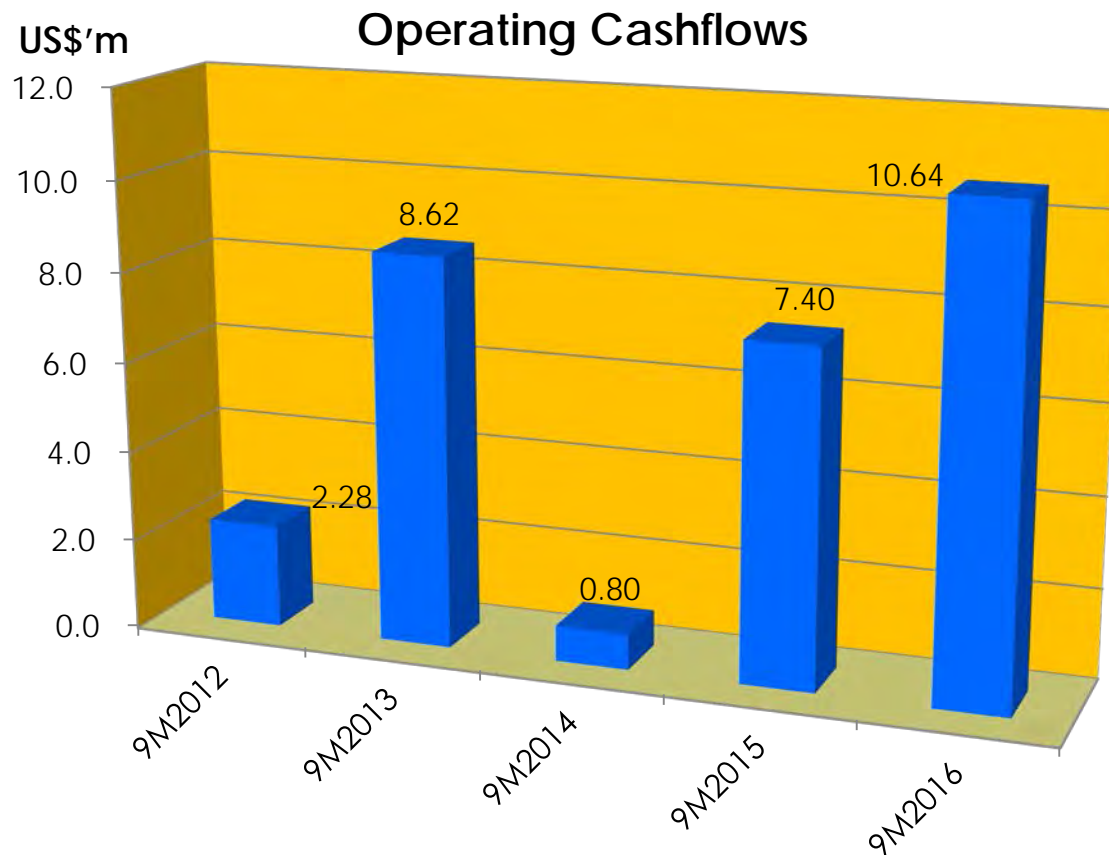
The Group generated a net cash outflow before effect of exchange rates changes of \$2.0 million for 9M2016 due mainly to payment for delivery and acquisition of vessels as well as investments in small residential property project.

(US\$'000)	9 months ended 30 Sep	
	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	10,639	7,403
Investing Activity	(14,133)	(83,111)
Financing Activity	1,483	71,143
<b>Net Cash Inflow/(Outflow) for the period</b>	<b>(2,011)</b>	<b>(4,565)</b>
Effect of exchange rate changes	3,988	(80)
<b>Cash and cash equivalents at the end of the period</b>	<b>32,311</b>	<b>31,676</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

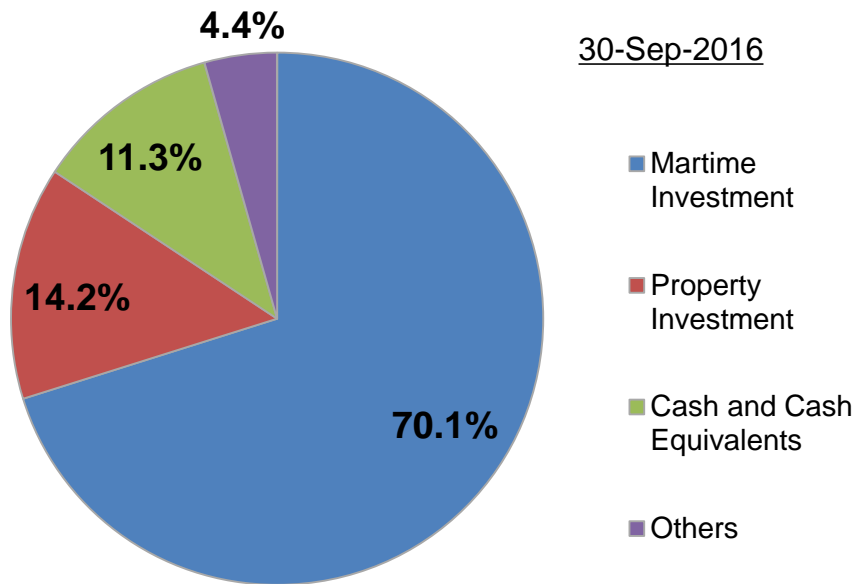
(US\$'mil)	As at 30-Sep-16		As at 31-Dec-15	Inc / (Dec)
<b>Total Assets</b>	342.7		314.2	28.5
<b>Total Liabilities</b>	201.4		174.0	27.4
<b>Total Equity</b>	141.3		140.2	1.1
<b>Total Debt</b>	190.3 <sup>*(A)</sup>		164.4 <sup>*(A)</sup>	25.9
<b>Total Cash</b>	38.7 <sup>*(B)</sup>		36.3 <sup>*(B)</sup>	2.4
<b>Net (Debt) / Cash</b>	(151.6)		(128.1)	(23.5)
<b>Total Debt / Total Equity (Gearing)</b>	1.35		1.17	0.18
<b>NAV per share (US\$)</b>	3.01		2.98	0.03

<sup>\*(A)</sup>: Total Debt includes US\$4.2 mil borrowing secured by the pledged deposits (31 Dec 2015: US\$5.2 mil).  
<sup>\*(B)</sup>: Total Cash includes US\$6.4 mil deposits pledged as collateral (31 Dec 2015: US\$6.0 mil).



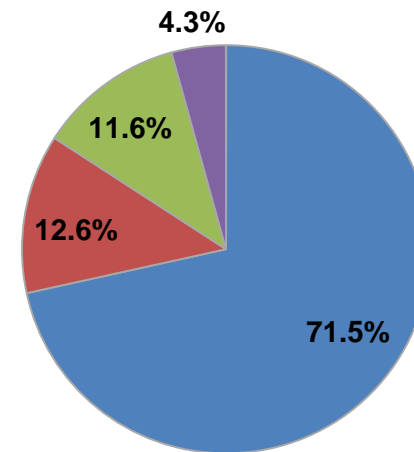
# TOTAL ASSETS ALLOCATION

As at 30 September 2016



Total Assets: US\$342.7m

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 under the fleet of 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	Shipyards	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 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

\* Bareboat Vessel



# UNI-ASIA SHIPPING 3Q2016 RESULTS

Poor market conditions of shipping industry continue to limit the overall performance Uni-Asia Shipping although Uni-Asia Shipping managed to breakeven in 3Q2016

(US\$'000)	3 <sup>rd</sup> Quarter			9 months ended 30 September		
	2016	2015	% Change	2016	2015	% Change
<b>Turnover</b>	7,575	6,471	17%	20,049	19,739	2%
<b>Charter Income</b>	7,206	6,837	5%	21,210	19,846	7%
<b>Fee Income</b>	60	25	140%	160	369	(57%)
<b>Investment Returns</b>	256	(431)	(159%)	(1,482)	(621)	139%
<b>Interest Income</b>	4	1	N/M	12	3	N/M
<b>Other Income</b>	49	39	26%	149	142	5%
<b>Expenses</b>	(6,536)	(5,568)	17%	(18,999)	(15,780)	20%
<b>Profit from Operation</b>	1,039	903	15%	1,050	3,959	(73%)
<b>Finance costs</b>	(996)	(894)	11%	(2,975)	(2,524)	18%
<b>Profit before Tax</b>	43	9	N/M	(1,925)	1,435	N/M
<b>Profit after Tax</b>	43	10	N/M	(1,925)	1,438	N/M

The numbers above are before consolidation adjustment.



# NON-CONSOLIDATED UNI-ASIA

## Ship Investment

On 21 July 2016, the third of the three 18% owned vessel ordered in 2013, named Uni Harmony, was delivered and is currently being time-chartered out. This vessel is commercially managed by Uni-Asia Shipping.



# 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 currently under  
construction



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

# NON-CONSOLIDATED UNI-ASIA

## Hong Kong Property Business – 3<sup>rd</sup> HK Property Project

- On 13 July 2016, the Group won a bid to develop a commercial site in Hong Kong, as part of a consortium led by First Group Holdings Limited.
- Location: Kwai Chung Town Lot No. 517 at Tai Lin Pai Road, Kwai Chung, New Territories, Hong Kong



# NON-CONSOLIDATED UNI-ASIA

## Hong Kong Property Business – 3<sup>rd</sup> HK Property Project

- Investment: HKD50.0 million or around USD6.4 million.
- Project: A commercial office building to be completed by 2019.



# NON-CONSOLIDATED UNI-ASIA

## China Property Business

- The Group invested in 14 office units in China Shine Plaza in Guangzhou China with the total gross area of 1,320 sqm in 2007, and had sold 5 office units with profit before FY2016.
- In 3Q2016, 2 office units were sold with realized gain, and 2 more office units were sold in October 2016.
- The Group currently has 5 office units remaining.



China Shine Plaza in  
Guangzhou, China





# NON-CONSOLIDATED UNI-ASIA 3Q2016 RESULTS

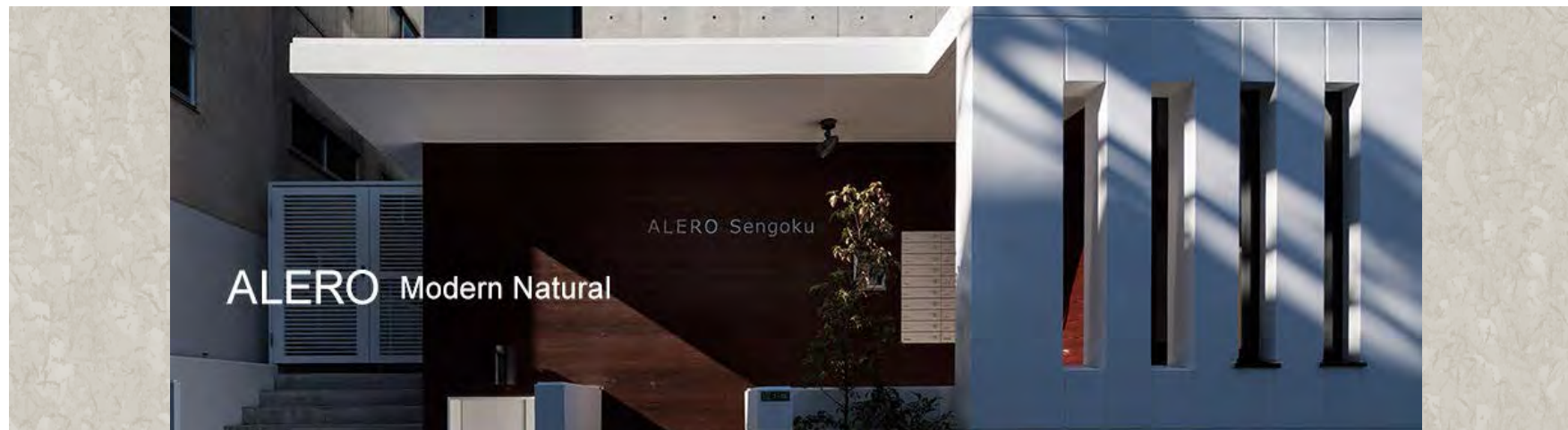
Fair valuation losses of ship investments affected the performance of Non-Consolidated Uni-Asia

(US\$'000)	3 <sup>rd</sup> Quarter			9 months ended 30 September		
	2016	2015	% Change	2016	2015	% Change
<b>Turnover</b>	461	2,294	(80%)	9,046	9,314	(3%)
<b>Charter Income</b>	1,459	1,813	(20%)	4,013	2,663	51%
<b>Fee Income</b>	1,134	1,613	(30%)	3,746	4,792	(22%)
<b>Investment Returns</b>	(2,252)	(1,478)	52%	(666)	798	(183%)
<b>Interest Income</b>	51	157	(68%)	191	496	(61%)
<b>Other Income</b>	69	189	(63%)	1,762	565	212%
<b>Expenses</b>	(3,605)	(3,580)	1%	(10,816)	(10,150)	7%
<b>Profit/ (Loss) from Operation</b>	(3,144)	(1,286)	144%	(1,770)	(836)	112%
<b>Finance costs</b>	(294)	(290)	1%	(751)	(1,249)	(40%)
<b>Profit/ (Loss) before Tax</b>	(3,438)	(1,576)	118%	(2,521)	(2,085)	21%
<b>Profit/ (Loss) after Tax</b>	(3,349)	(1,569)	113%	(2,432)	(2,091)	16%

The numbers above are before consolidation adjustment.



## Small Residential Property Business in Japan



- The Group invests and develops small residential property projects in Tokyo, named “ALERO” Series.
- Such investments are now undertaken primarily by our subsidiary, Uni-Asia Investment Ltd (“UAI”).
- 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.
- **ALERO promotion video on our website:**

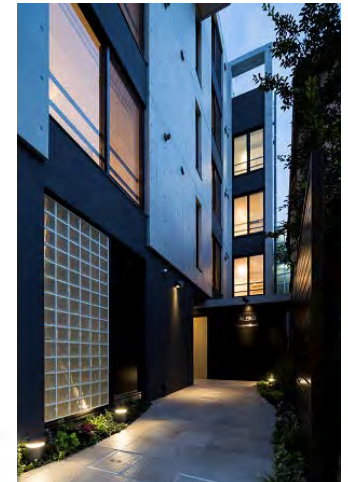
[http://www.uni-asia.com/business\\_property\\_japan.html](http://www.uni-asia.com/business_property_japan.html)



# UACJ & UAI

## Small Residential Property Business in Japan

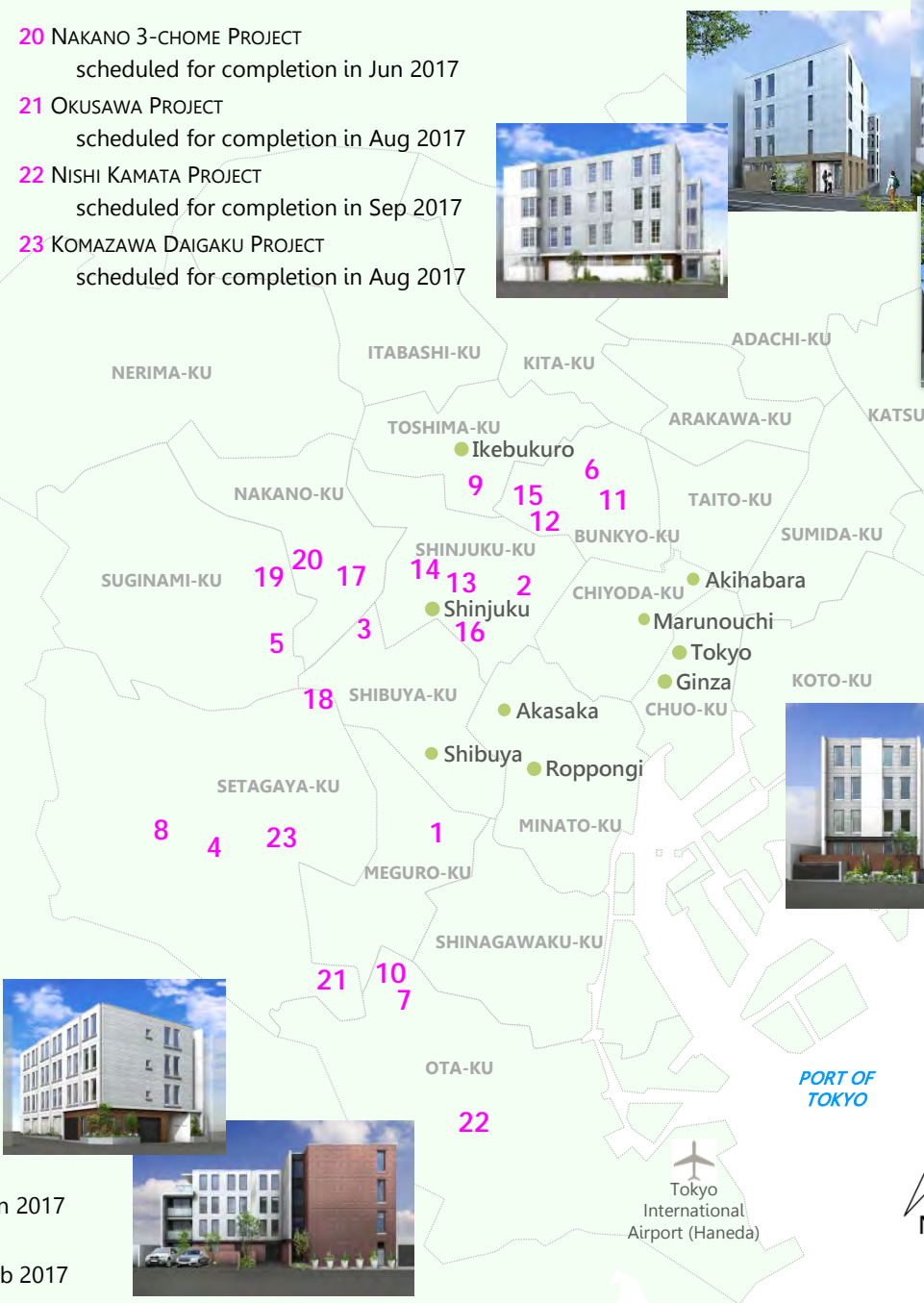
The manager of these small residential property projects is our subsidiary in Japan, Uni-Asia Capital (Japan) (“UACJ”).



# 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 (SOLD)  
completed in Sep 2015
- 11 HAKUSAN2 PROJECT (SOLD)  
completed in Feb 2016
- 12 EDOGAWABASHI PROJECT (SOLD)  
completed in Sep 2015
- 13 NISHI WASEDA PROJECT (SOLD)  
completed in Jun 2016
- 14 TAKADANOBABA PROJECT (LEASING)  
completion in Jun 2016
- 15 OTOWA PROJECT (LEASING)  
completion in Jun 2016
- 16 HIGASHI SHINJUKU PROJECT (SOLD)  
completed in Apr 2016
- 17 NAKANO SAKAUE PROJECT (SOLD)
- 18 SASAZUKA PROJECT  
scheduled for completion in Jan 2017
- 19 HIGASHI KOENJI PROJECT  
scheduled for completion in Feb 2017

- 20 NAKANO 3-CHOME PROJECT  
scheduled for completion in Jun 2017
- 21 OKUSAWA PROJECT  
scheduled for completion in Aug 2017
- 22 NISHI KAMATA PROJECT  
scheduled for completion in Sep 2017
- 23 KOMAZAWA DAIGAKU PROJECT  
scheduled for completion in Aug 2017



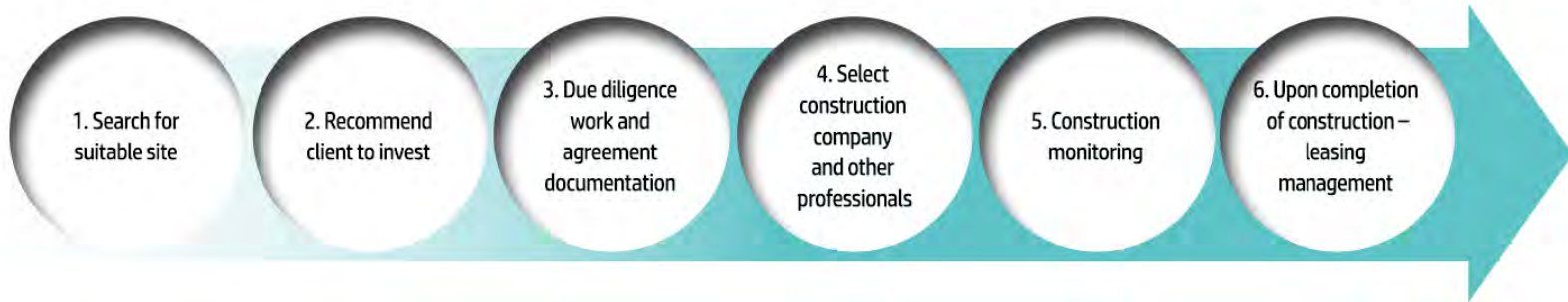
PORT OF TOKYO



# UACJ & UAI

## Construction Management

Utilising our Small Residential Property project expertise, UACJ helps external clients with construction management of similar projects.



# UACJ & UAI 3Q2016 RESULTS

UACJ/UAI continue to lead the Group's profit with outstanding fee income (including incentive fee) and investment returns

(US\$'000)	3 <sup>rd</sup> Quarter			9 months ended 30 September		
	2016	2015	% Change	2016	2015	% Change
<b>Turnover</b>	3,227	579	N/M	7,110	4,979	43%
<b>Fee Income</b>	1,083	471	130%	2,683	2,276	18%
<b>Investment Returns</b>	2,014	4	N/M	4,053	2,595	56%
<b>Interest Income</b>	130	105	24%	371	106	250%
<b>Other Income</b>	-	(1)	(100)%	3	2	50%
<b>Expenses</b>	(604)	(425)	42%	(1,755)	(1,393)	26%
<b>Profit from Operation</b>	2,623	154	N/M	5,355	3,586	49%
<b>Finance costs</b>	(97)	(79)	23%	(215)	(145)	48%
<b>Profit before Tax</b>	2,526	75	N/M	5,140	3,441	49%
<b>Profit after Tax</b>	2,232	(7)	N/M	4,472	3,355	33%

The numbers above are before consolidation adjustment.



# UNI-ASIA HOTELS

## New Hotels to be Operated by the Group

- **Hotel Vista Premio Yokohama Minato-Mirai - scheduled for opening in 2017 summer**
  - This hotel has 232 rooms and is located 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.



# UNI-ASIA HOTELS

## New Hotels to be Operated by the Group

- **Hotel Vista Nagoya Nishiki** - scheduled for opening in 2017 summer



Current construction progress



Artist's impression

- The hotel, which will have 143 rooms, is currently under construction.
- 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.





## New Hotels to be Operated by the Group

- **Hotel Vista Hiroshima - scheduled for opening in 2018 summer**
  - The hotel is currently in construction planning phase and 228 rooms are currently being planned.
  - The location of the hotel is in the downtown area of Hiroshima.
  - Hiroshima is home to two world heritage sites: Atomic Bomb Dome and Itsukushima Shinto Shrine.



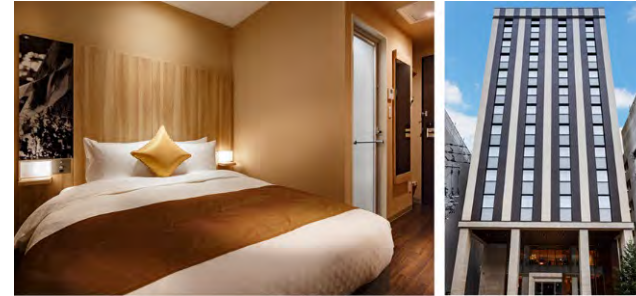
Existing building at the site which is currently undergoing demolition

# 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 Sendai  
Location: Sendai, Miyagi  
Number of rooms: 238

New



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



# UNI-ASIA HOTELS

## Current Portfolio of Hotels Under Operations



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



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



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





# UNI-ASIA HOTELS 3Q2016 RESULTS

The Group's hotel operations continue to make stable contribution to the Group's bottomline

(US\$'000)	3 <sup>rd</sup> Quarter			9 months ended 30 September		
	2016	2015	% Change	2016	2015	% Change
Turnover	12,467	9,262	35%	30,611	24,866	23%
Hotel Income	12,411	9,204	35%	30,431	24,697	23%
Interest Income	1	1	0%	1	1	0%
Other Income	55	57	(4)%	179	168	7%
Expenses	(12,048)	(8,891)	36%	(30,120)	(24,307)	24%
Profit / (Loss) from Operation	419	371	13%	491	559	(12)%
Finance costs	(11)	(8)	38%	(26)	(26)	0%
Profit/ (Loss) before Tax	408	363	12%	465	533	(13)%
Profit / (Loss) after Tax	347	330	5%	383	466	(18)%
Occupancy Rate	86.3%	87.3%	(1)%	83.1%	83.3%	(0)%
No. of hotels operated <sup>(1)</sup>	10	9		10	9	

(1) Excluding Hotel Vista Grande Osaka which is a licensee of Hotel Vista brand name. The brand licence agreement for Hotel Vista Grande Osaka ended on 31 October 2016.

The numbers above are before consolidation adjustment.



# INVESTOR RELATIONS

## 17<sup>th</sup> SIAS INVESTORS' CHOICE AWARDS – MOST TRANSPARENT COMPANY AWARD 2016

- The Group clinched Runner Up in the SIAS Investors' Choice Awards – Most Transparent Company Award 2016, Mainboard Small Caps Category in the 17<sup>th</sup> Investors' Choice Awards organized by the Securities Investors Association of Singapore (“SIAS”). This is the second year the Group was awarded Most Transparent Company Award.



Uni-Asia Group CFO Mr. Lim Kai Ching (center) receiving the award from Mr. Gautam Banerjee (left), Chairman of SGX Listings Advisory Committee and Mr. Christopher Cheong, Chairman of SIAS Award Selection Committee. (Photo courtesy of SIAS)



# INVESTOR RELATIONS

## Governance and Transparency Index 2016

- The Group was ranked 82<sup>nd</sup> amongst all listed companies in Singapore in the Governance and Transparency Index 2016 prepared by Centre for Governance, Institution and Organisations (CGIO), NUS Business School.
- The Group has ranked within the top 100 since 2015.

Year	Overall GTI Score	Rank
2016	68	82
2015	66	70
2014	55	111
2013	37	273
2012	34	292

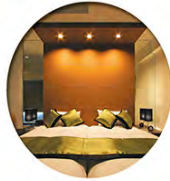




**UNI-ASIA**  
**HOLDINGS LIMITED**

Registration No. CR-72229

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



**THANK YOU**

