

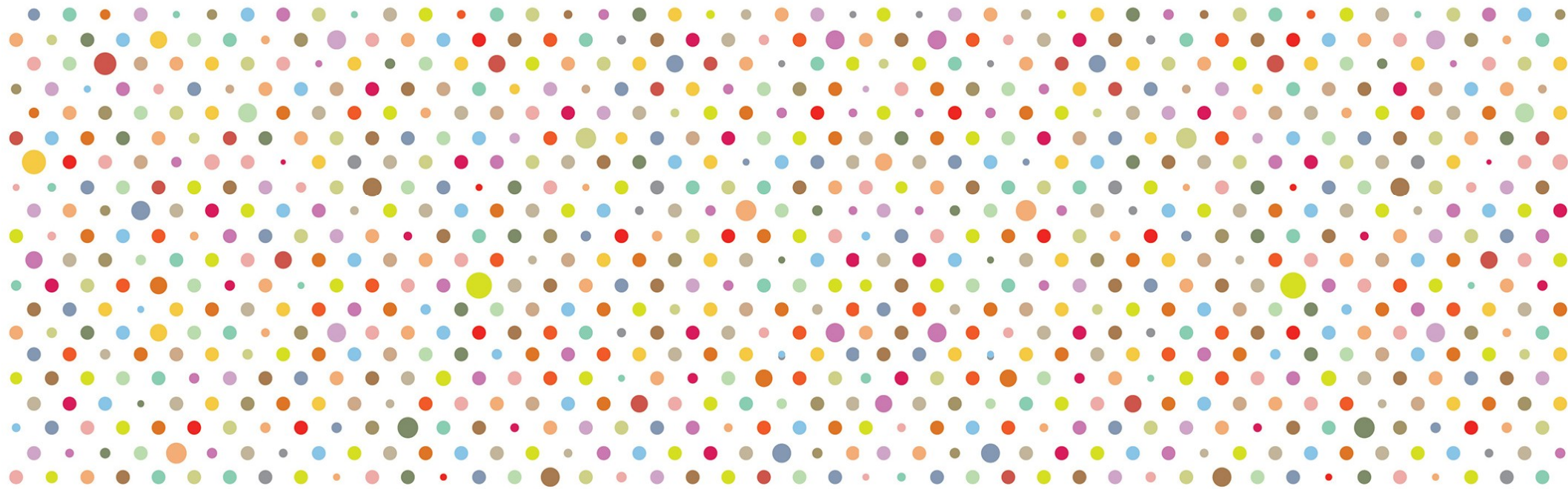


UNI-ASIA
HOLDINGS LIMITED
Registration No. CR-72229

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



2Q2016 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.

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Tel: (65) 6438 1800*





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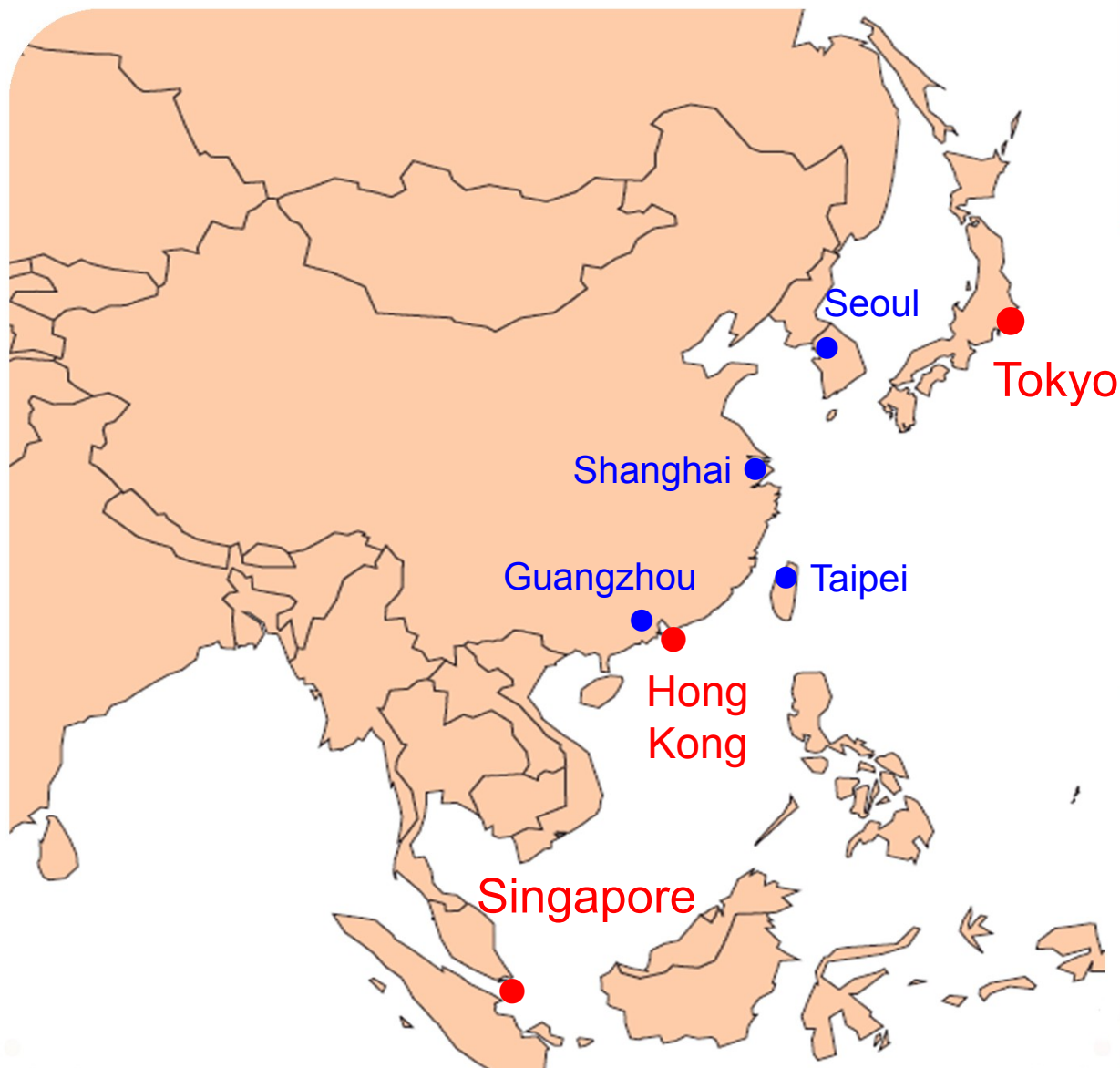


CORPORATE OVERVIEW



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.

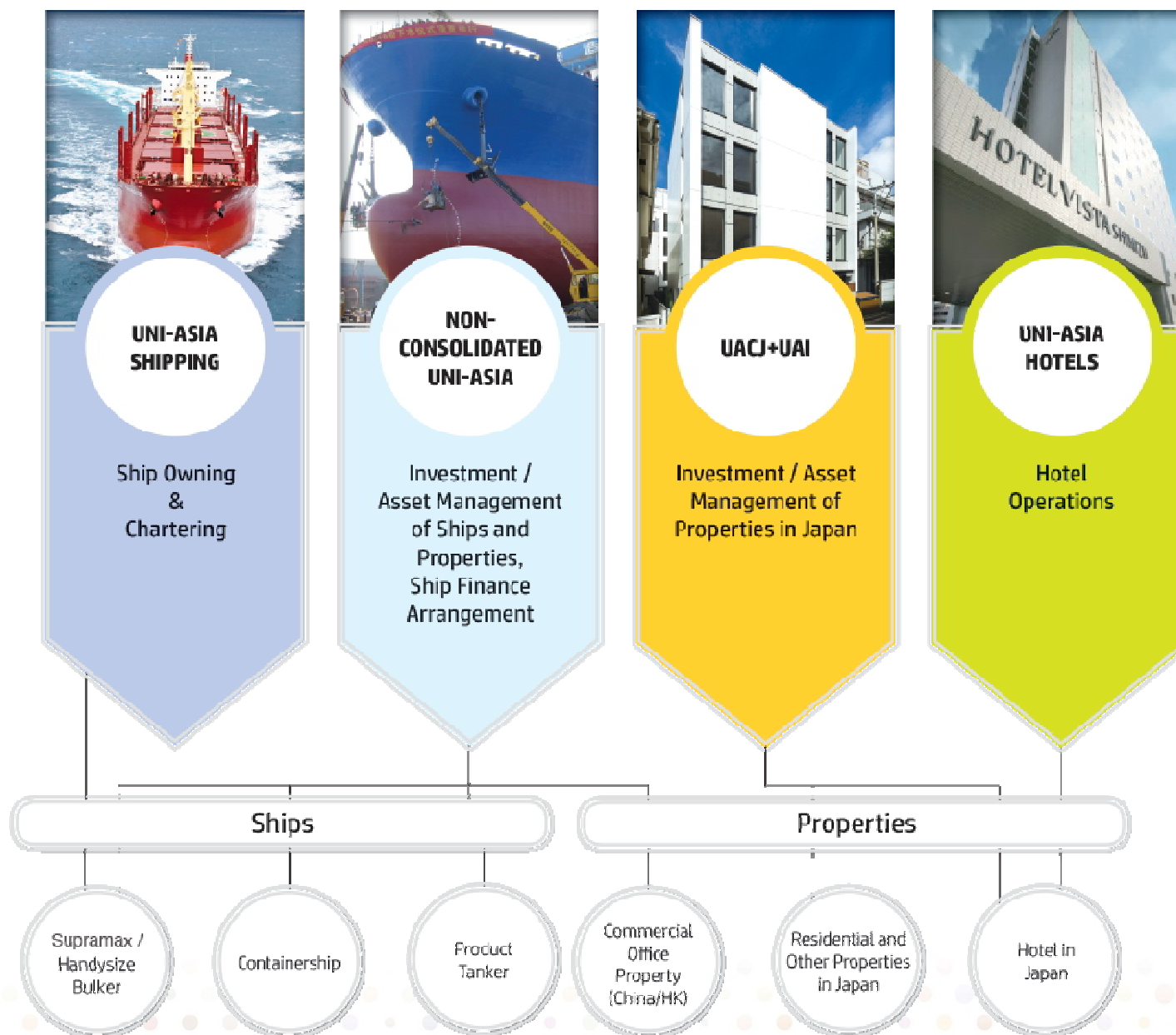


3

- 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 profit of \$1.2 million for 1H2016 reversing the loss in 1Q2016 due mainly to gains from property investments.

(US\$'000)	2 nd Quarter			6 months ended 30 June		
	2016	2015	% Change	2016	2015	% Change
Total Income	22,620	21,780	4%	41,525	38,022	9%
Total Expenses	(19,361)	(16,078)	20%	(37,417)	(31,257)	20%
Operating Profit	3,259	5,702	(43%)	4,108	6,765	(39%)
Profit/ (Loss) for the Period	1,828	3,884	(53%)	1,212	4,169	(71%)
Earnings per Share (US Cents)	2.04	8.08	(75%)	0.50	8.50	(94%)



PROFIT AND LOSS SUMMARY

Breakdown of Group Revenue and Profit by Business Segment

(US\$'000)		2 nd Quarter			6 months ended 30 June		
		2016	2015	% Change	2016	2015	% Change
Non-consolidated Uni-Asia <i>Investment & Asset Management of Ships and Properties in Hong Kong/Japan/China</i>	Revenue	5,051	4,590	10%	8,585	7,020	22%
	Net Profit / (Loss)	713	613	16%	917	(522)	N/M
Uni-Asia Shipping Ltd. <i>Ship Owning/Leasing & Chartering</i>	Revenue	5,892	7,215	(18%)	12,474	13,268	(6%)
	Net Profit / (Loss)	(930)	653	N/M	(1,968)	1,428	N/M
UACJ & UAI <i>Investment & Asset Management of Properties in Japan</i>	Revenue	2,762	3,025	(9%)	3,883	4,400	(12%)
	Net Profit / (Loss)	1,952	2,484	(21%)	2,240	3,362	(33%)
Uni-Asia Hotels Ltd. <i>Hotel Operation in Japan</i>	Revenue	9,675	7,844	23%	18,144	15,604	16%
	Net Profit / (Loss)	85	207	(59%)	36	136	(74%)
Group Total	Revenue	22,620	21,780	4%	41,525	38,022	9%
	Net Profit / (Loss)	1,828	3,884	(53%)	1,212	4,169	(71%)



CASH FLOW SUMMARY

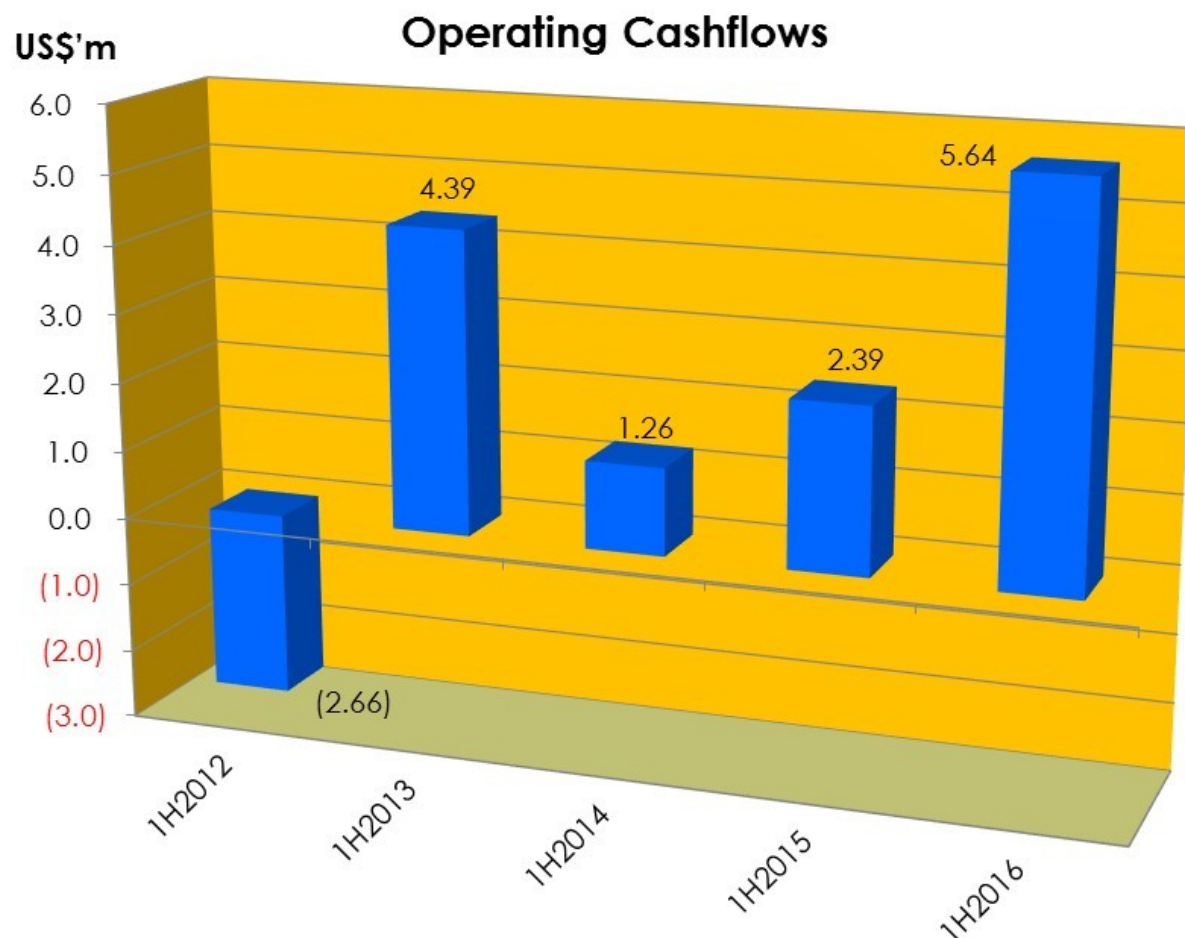
The Group generated a net cash outflow of \$1.3 million for the half yearly due mainly to payment for delivery and acquisition of vessels as well as investments in small residential property project.

(US\$'000)	6 months ended 30 June	
	2016	2015
Cash and cash equivalents at beginning of the period	30,334	36,321
Cash Inflow / (Outflow)		
Operating Activity	5,640	2,393
Investing Activity	(14,052)	(72,421)
Financing Activity	3,655	68,422
Effect of exchange rate changes	3,414	(673)
Net Cash Outflow for the period	(1,343)	(2,279)
Cash and cash equivalents at the end of the period	28,991	34,042



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 9th vessel under Uni-Asia Shipping and acquisition of one ship subsidiary end of March.

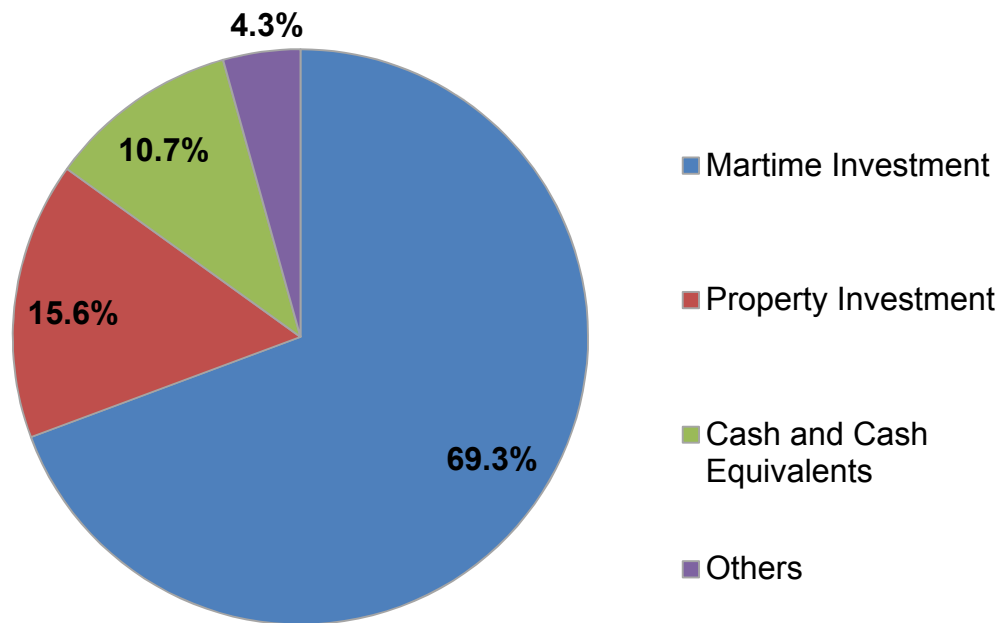
(US\$'mil)	As at 30-Jun-16		As at 31-Dec-15	Inc / (Dec)
Total Assets	341.1	↖	314.2	26.9
Total Liabilities	199.2	↖	174.0	25.2
Total Equity	141.9	↖	140.2	1.7
Total Debt	187.1 ^{*(A)}		164.4 ^{*(A)}	22.7
Total Cash	36.6 ^{*(B)}		36.3 ^{*(B)}	0.3
Net (Debt) / Cash	(150.5)		(128.1)	(22.4)
Total Debt / Total Equity (Gearing)	1.32		1.17	0.15
NAV per share (US\$)	3.02		2.98	0.04

^{*(A)}: Total Debt includes US\$7.1 mil borrowing secured by the pledged deposits (31 Dec 2015: US\$5.2 mil).
^{*(B)}: Total Cash includes US\$7.6 mil deposits pledged as collateral (31 Dec 2015: US\$6.0 mil).



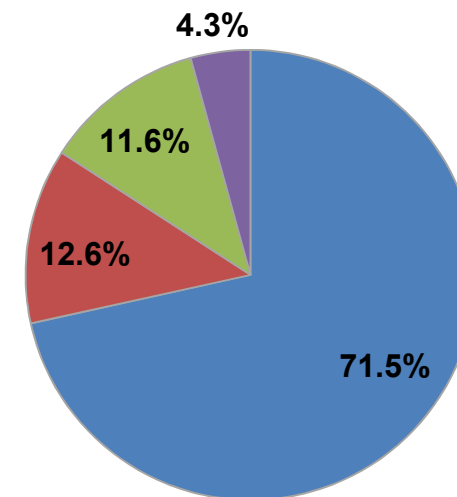
TOTAL ASSETS ALLOCATION

As at 30 June 2016



Total Assets: US\$341.1m

As at 31 December 2015



Total Assets: US\$314.2m





BUSINESS REVIEW & DEVELOPMENT



UNI-ASIA SHIPPING – SHIP DELIVERED IN 1Q2016

The 9th 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	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

* Bareboat Vessel



UNI-ASIA SHIPPING 2Q2016 RESULTS

Uni-Asia Shipping 2Q2016's results impacted by losses from interest rate swaps, foreign exchange forwards as well as poor performance of some ships in Uni-Asia Shipping's portfolio that are on short-term charter.

(US\$'000)	2 nd Quarter			6 months ended 30 June		
	2016	2015	% Change	2016	2015	% Change
Turnover	5,892	7,215	(18%)	12,474	13,268	(6%)
Charter Income	6,813	6,988	(3%)	14,004	13,009	8%
Fee Income	50	25	100%	100	344	(71%)
Investment Returns	(1,021)	126	N/M	(1,738)	(190)	N/M
Interest Income	6	1	N/M	8	2	N/M
Other Income	44	75	(41%)	100	103	(3%)
Expenses	(5,834)	(5,656)	3%	(12,463)	(10,212)	22%
Profit from Operation	58	1,559	(96%)	11	3,056	(100%)
Finance costs	(988)	(906)	9%	(1,979)	(1,630)	21%
Profit before Tax	(930)	653	N/M	(1,968)	1,426	N/M
Profit after Tax	(930)	653	N/M	(1,968)	1,428	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. This vessel will be commercially managed by Uni-Asia Shipping. The vessel is currently being time-chartered out.



NON-CONSOLIDATED UNI-ASIA

Hong Kong Property Business – 2nd 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

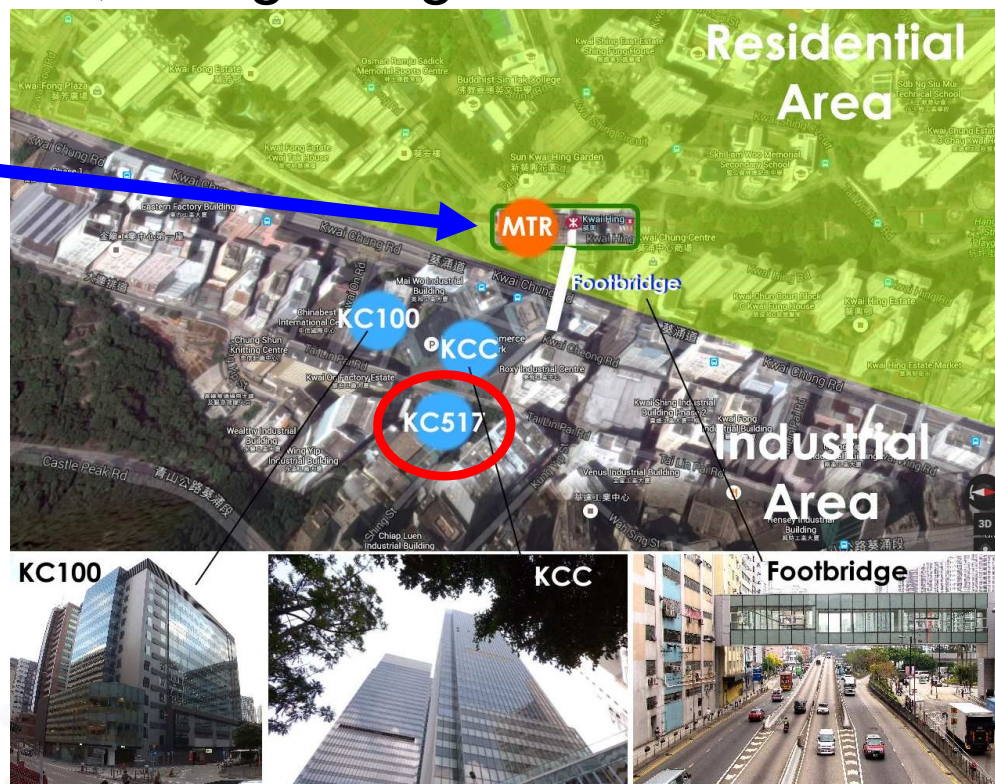


Designer's impression of the completed
project (front and back view)

NON-CONSOLIDATED UNI-ASIA

Hong Kong Property Business – 3rd HK Property Project

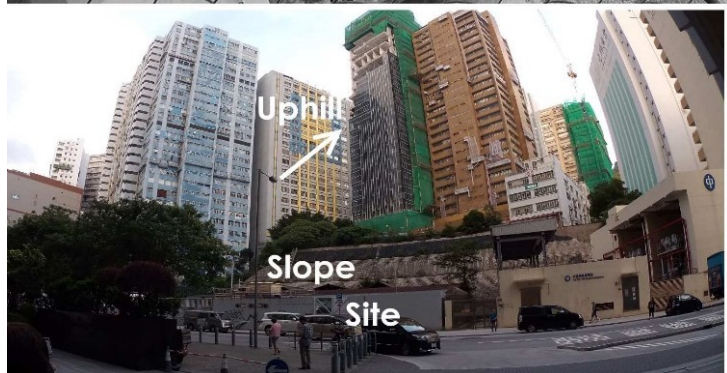
- On 13 July 2016, the Group won a bid to develop a commercial site in Hong Kong, as part of a consortium led by First Group Holdings Limited.
- Location: Kwai Chung Town Lot No. 517 at Tai Lin Pai Road, Kwai Chung, New Territories, Hong Kong



NON-CONSOLIDATED UNI-ASIA

Hong Kong Property Business – 3rd HK Property Project

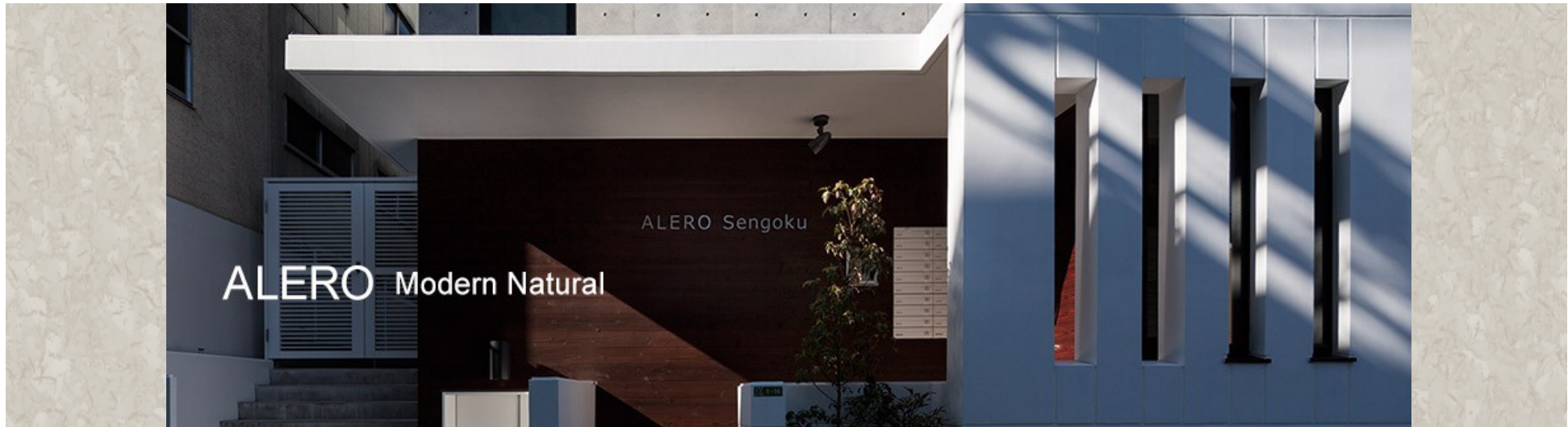
- Investment: HKD50.0 million or around USD6.4 million.
- Project: A commercial office building to be completed by 2019.



Mr. Iwabuchi (top right), Senior Managing Director and Head of Property Investment Department of Uni-Asia, submitting land bid with First Group Holdings Limited's representative.

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

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 (LEASING) completed in Jun 2016
- 14 TAKADANOBABA PROJECT (LEASING) completed in Jun 2016
- 15 OTOWA PROJECT (LEASING) completed 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 May 2017



Narita International Airport
60 km

Tokyo International Airport (Haneda)

PORT OF TOKYO

NON-CONSOLIDATED UNI-ASIA 2Q2016 RESULTS

Fair valuation gain from 2nd Hong Kong property and gain from small residential projects helped lift the performance of Non-Consolidated Uni-Asia.

(US\$'000)	2 nd Quarter			6 months ended 30 June		
	2016	2015	% Change	2016	2015	% Change
Turnover	5,051	4,590	10%	8,585	7,020	22%
Charter Income	1,444	850	70%	2,554	850	N/M
Fee Income	1,148	1,298	(12%)	2,612	3,179	(18%)
Investment Returns	2,348	2,179	8%	1,586	2,276	(30%)
Interest Income	51	158	(68%)	140	339	(59%)
Other Income	60	105	(43%)	1,693	376	N/M
Expenses	(4,070)	(3,069)	33%	(7,211)	(6,570)	10%
Profit/ (Loss) from Operation	981	1,521	(36%)	1,374	450	N/M
Finance costs	(268)	(896)	(70%)	(457)	(959)	(52%)
Profit/ (Loss) before Tax	713	625	14%	917	(509)	N/M
Profit/ (Loss) after Tax	713	613	16%	917	(522)	N/M

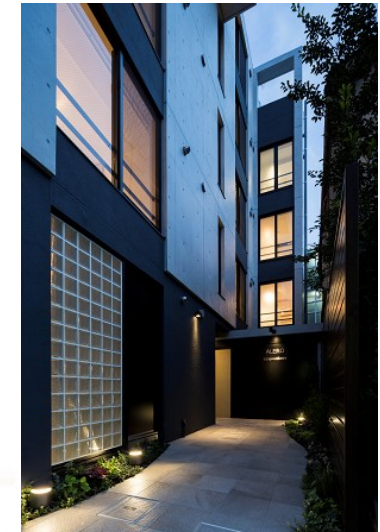
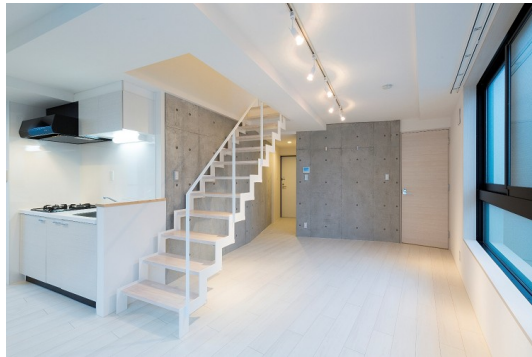
The numbers above are before consolidation adjustment.



UACJ & UAI

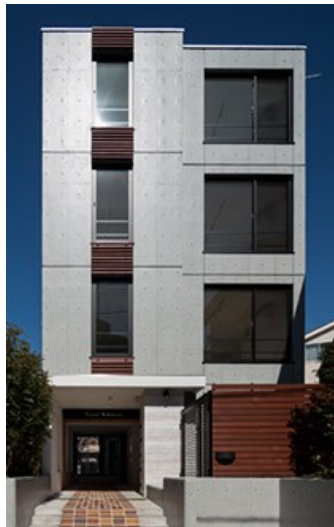
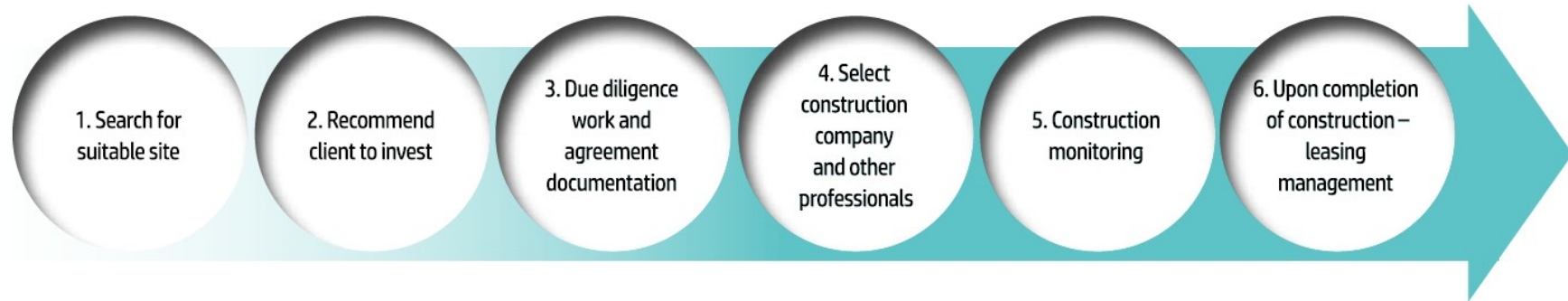
Small Residential Property Business in Japan

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 2Q2016 RESULTS

UACJ/UAI continue to lead the Group's profit with stellar fee income and investment returns .

(US\$'000)	2 nd Quarter			6 months ended 30 June		
	2016	2015	% Change	2016	2015	% Change
Turnover	2,762	3,025	(9)%	3,883	4,400	(12)%
Fee Income	764	665	15%	1,600	1,805	(11)%
Investment Returns	1,873	2,359	(21)%	2,039	2,591	(21)%
Interest Income	124	-	N/M	241	1	N/M
Other Income	1	1	0%	3	3	0%
Expenses	(625)	(505)	24%	(1,151)	(968)	19%
Profit from Operation	2,137	2,520	(15)%	2,732	3,432	(20)%
Finance costs	(43)	(35)	23%	(118)	(66)	79%
Profit before Tax	2,094	2,485	(16)%	2,614	3,366	(22)%
Profit after Tax	1,952	2,484	(21)%	2,240	3,362	(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

- 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.



Artist's impression



Current construction progress

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

- The hotel, which will have 143 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 Sendai
Location: Sendai, Miyagi
Number of rooms: 238



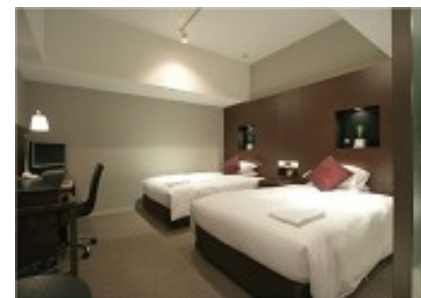
Hotel: Hotel Vista Kamata, Tokyo
Location: Kamata, Tokyo
Number of rooms: 105



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

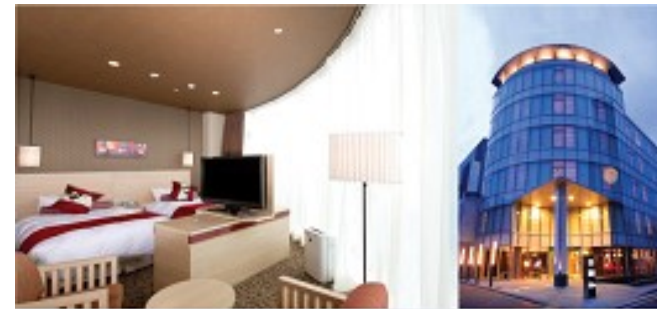


UNI-ASIA HOTELS

Current Portfolio of Hotels Under Operations



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



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

Our new Hotel Vista Sendai was featured in a leisure magazine in Japan



大浴場「朝の湯」は、湯筒裏による乳白色の湯が流れるもの



客室数最多のスタンダードシングル(16㎡・標準料金1万4,000円〜)はこの面積でも水まわりはほぼ完全分離型。ベッドは1,400mm

「東横111」コンフォートホテル
「ホテルレオパレス」などがある。
「ホテルレオパレス」は、駅東口付帯型となるJR東日本系のホテルホテルメッツと思われる、貸し会議室大手の「ホテルメッツ」に準じたホテル(ホテルメッツ)のFC契約も開業を予定。東口エリアはホテルメッツが到着している。

ビスタのユニークな成り立ち
ホテルビスタは、朝ビスタホテル

「東横111」コンフォートホテル「ホテルレオパレス」などがある。そして17年には、駅東口付帯型となるJR東日本系のホテルホテルメッツと思われる、貸し会議室大手の「ホテルメッツ」に準じたホテル(ホテルメッツ)のFC契約も開業を予定。東口エリアはホテルメッツが到着している。

ルマネジメントが展開する宿泊主体型ホテルブランドだ。北は札幌から南は熊本まで現在9施設あり、エコノミーミッドスケールが主たるポジションだが、この仙台についてはアップグレードと呼んでいいグレードに引き上げられている。面積188㎡の宿泊主体型としては非常に広いロビー、同様に167㎡あつて個室スペースももつ朝食レストラン、28×32㎡と広めのツイン、一部タイプを除いて完全3点分離型の客室本まわり

チェーン初の大浴場設置」などホテルブランドで、市内のビジネス系ホテルではトップレベルの施設グレードといえる。オナーは、このホテルが事業のために設立されたイリジウム特設目的会社で、ビスタホテルマネジメントが同社から買収して運営する。

「全国ブランドを目指すうえで、東北の中心地である仙台は外せない場所。ビジネス需要が旺盛なだけでなく、東北大学の学会開催件数が全国でも有数で、観光需要も感度高く、多様な需要構造をもつ都市です。そこで、つくなら競争力のある高グレードホテルという判断になりました。」

その語すのは、ホテル開発をリードしたビスタホテルマネジメント企画開発部第2部長佐土原英博氏で、「出先のマーケティング特性に応じて柔軟にポジショニングを変えるのが、ホテルビスタのブランド特性」とも語る。

ホテルビスタは、東京・蒲田、熊本川原の厚木、海老名、そして熊本赤松近くなど、草創期は激戦区を外したロケーションで勝負する展開に特徴があった。そして

企業ルーツは 拓殖大学香港支店
とらるので、05年設立のビスタホテルマネジメントは、その成り立ち自体もたいへんユニークである。親会社は、ユニアジア・ホテルディングという香港に本社をおくグループ企業(前年にシン

121 月刊LIFE+ 2016.08

ホテルのコンセプト研究 宿泊主体・特化型の最新開発トレンド 第29回



高級宿泊主体型

開発進む仙台駅東口の最新ホテル

ホテルビスタ仙台

駅東口は地価急上昇
JR仙台駅西側に都市の中核機能が集まる仙台市は、反対側の東口の開発がずっと置き去りになっていた。しかし、ここに来てその様相も一変している。まず、昨年東に仙台市地下鉄東西線が開業し、これに合わせて、海側の仙台市東地区での住宅開発が一気に進んだ。

そして今年3月、JR東日本が駅東口側に新しい駅ビルとコンコースを開設。商業量販店大手のヨドバシカメラは、東口駅前既存店舗「マルメディア仙台」に加えて、延床面積9万㎡以上という大型商業施設兼自社店舗「ヨドバシ仙台第一ビル」を2018年に完成させる。これら一連の開発計画によ

客室本まわりの革新「分断」で先鞭をつけたブランドでも、洗いの15㎡のシングルでも、洗面ユニットのある浴室トイレ、洗面ユニットがそれぞれ完全独立する3つ新しい斬新な客室設計は、他社の宿泊主体型の開発に少なからず影響を与えている。ライディングデスクの続きで洗面ユニットを置き、ガラスのパネルユニットで区切りという手法もとてもユニークだ。

「全国ブランドを目指すうえで、東北の中心地である仙台は外せない場所。ビジネス需要が旺盛なだけでなく、東北大学の学会開催件数が全国でも有数で、観光需要も感度高く、多様な需要構造をもつ都市です。そこで、つくなら競争力のある高グレードホテルという判断になりました。」

その語すのは、ホテル開発をリードしたビスタホテルマネジメント企画開発部第2部長佐土原英博氏で、「出先のマーケティング特性に応じて柔軟にポジショニングを変えるのが、ホテルビスタのブランド特性」とも語る。

ホテルビスタは、東京・蒲田、熊本川原の厚木、海老名、そして熊本赤松近くなど、草創期は激戦区を外したロケーションで勝負する展開に特徴があった。そして

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UNI-ASIA HOTELS 2Q2016 RESULTS

1H2016 hotel performance is reasonable after factoring in additional expenses required for new HV Sendai opening.

Our hotel performance is typically better during second half of year.

(US\$'000)	2 nd Quarter			6 months ended 30 June		
	2016	2015	% Change	2016	2015	% Change
Turnover	9,675	7,844	23%	18,144	15,604	16%
Hotel Income	9,613	7,788	23%	18,020	15,493	16%
Other Income	62	56	11%	124	111	12%
Expenses	(9,566)	(7,603)	26%	(18,072)	(15,416)	17%
Profit / (Loss) from Operation	109	241	(55)%	72	188	(62)%
Finance costs	(8)	(9)	(11)%	(15)	(18)	(17)%
Profit/ (Loss) before Tax	101	232	(56)%	57	170	(66)%
Profit / (Loss) after Tax	85	207	(59)%	36	136	(74)%
Occupancy Rate	77.5%	81.5%	(5)%	78.7%	81.5%	(3)%
No. of hotels operated ⁽¹⁾	10	9		10	9	

⁽¹⁾ 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

