



**UNI-ASIA
GROUP LIMITED**

Registration No. 201701284Z
Incorporated in the Republic of Singapore

9M2024 Corporate 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

(65) 6438 1800





Table of Contents

- Corporate Overview
- 9M2024 Financial Highlights
- 9M2024 Business Update





Corporate Overview



Corporate Profile



The Group was founded on 17 March 1997



Listed on Singapore Exchange on 17 August 2007



Bloomberg

Bloomberg Code: UAG:SP



SGX Stock Code: CHJ



Total number of issued shares: 78,599,987



The Group's 3 main offices are in Hong Kong, Tokyo and Singapore.



Corporate Philosophy and Principles

Corporate Philosophy

We will continue to take on new challenges, create new value, and contribute to society.

Corporate Principles

1. We will **uphold business ethics, ensure regulatory compliance** and **fulfil our responsibilities as a member of society without fear, favour or prejudice.**
2. We will act **fairly and honestly** with all stakeholders and strive to **maintain and improve trust.**
3. We take pride and passion as a team of professionals and **strive to provide services and products of the highest quality to the best of our abilities.**



Mission Statement

We aim to be a truly trusted partner for our clients as **A PRODUCER OF ALTERNATIVE INVESTMENT OPPORTUNITIES** and **AN INTEGRATED SERVICE PROVIDER RELATING TO ALTERNATIVE INVESTMENTS** so as to deliver value to the Group's shareholders, clients and employees. To achieve this vision, we strive to improve the quality of our services to our clients, develop innovative new products to expand our clients' base for further growth, and strengthen our investment portfolio so as to generate recurring returns.

A PRODUCER OF ALTERNATIVE INVESTMENT OPPORTUNITIES

We produce and offer alternative investment opportunities for assets such as vessels and properties to our clients.

AN INTEGRATED SERVICE PROVIDER RELATING TO ALTERNATIVE INVESTMENTS

We provide integrated services relating to alternative asset investments including, but not limited to:

- asset/ investment management;
- finance arrangement;
- sale and purchase brokerage of ships and properties;
- ship chartering as a ship owner;
- ship chartering brokerage;
- ship technical management;
- project management;
- property development/ construction management; and
- property management and leasing arrangements.



Business Model



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

1



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

2

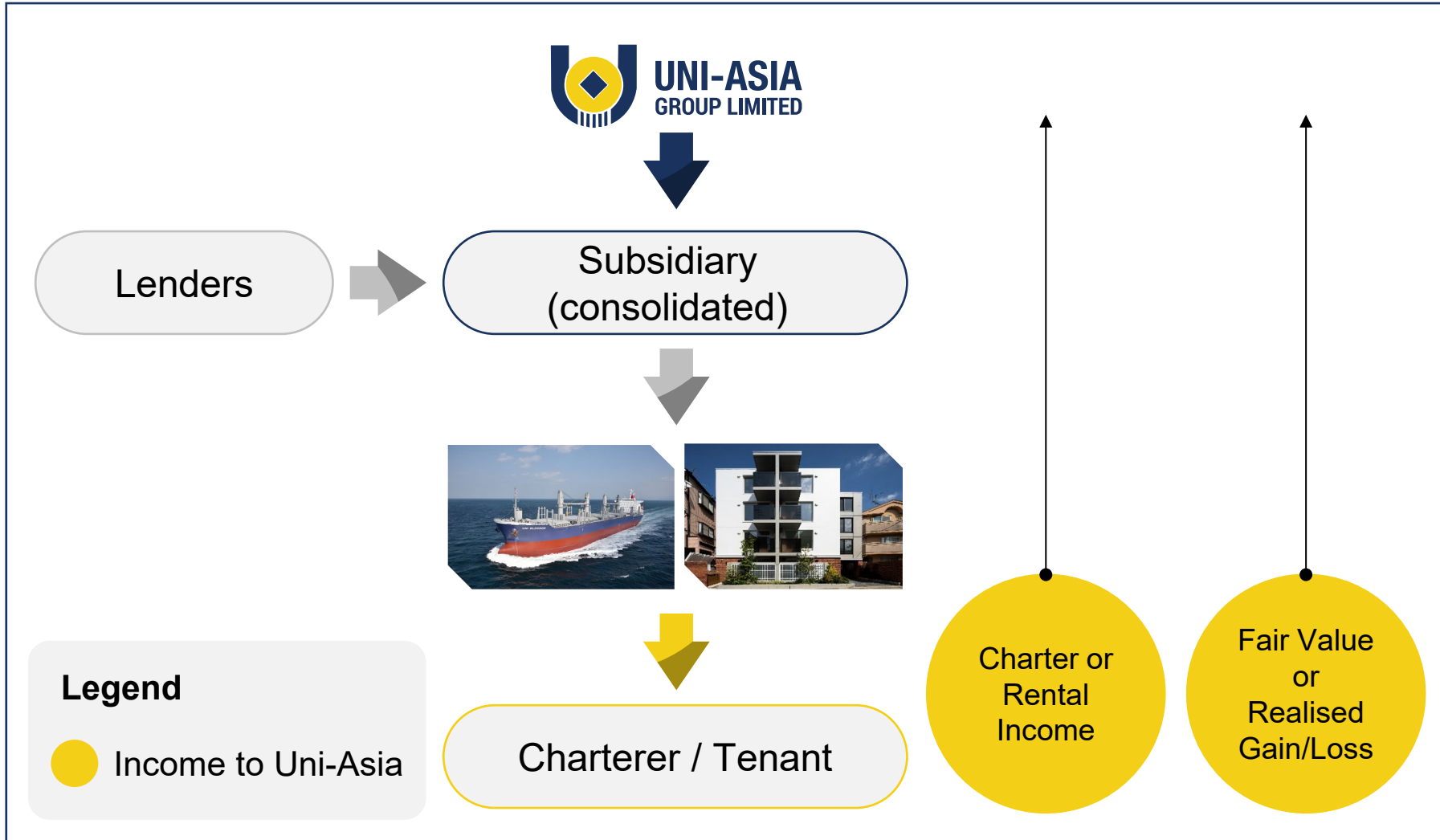


- Capital returns
- Recurring income including charter income, administration fee income.
- Ad hoc fee including finance arrangement fee, brokerage fee.

3

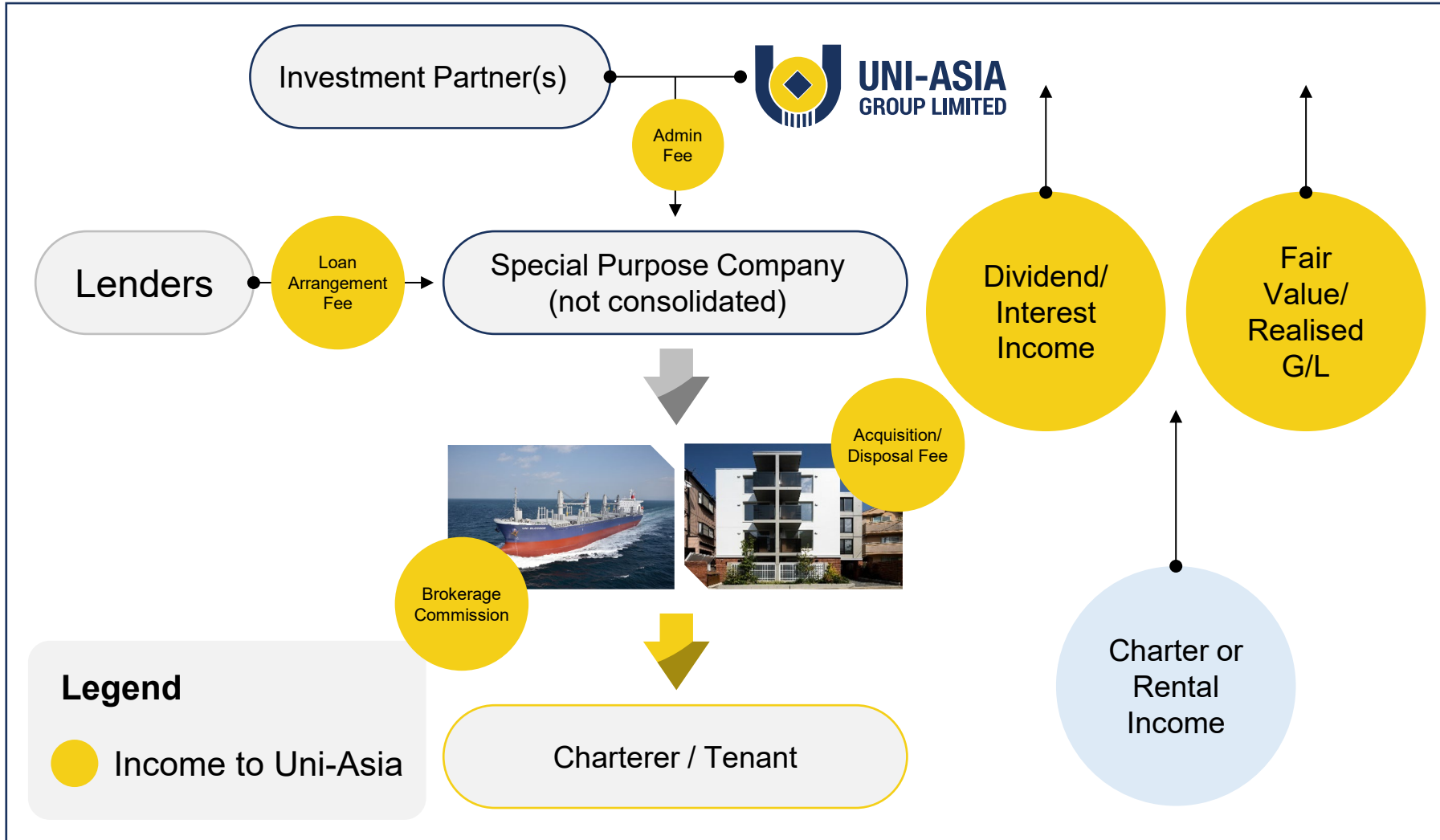


Business Model Example - Subsidiary





Business Model Example – JV Structure





Business Segments



SHIPPING



- Ship Owning and Chartering

- Investment/Asset Management of Ships
- Finance Arrangement

- Commercial/Technical Management of Ships
- Ship Related Brokerage Services



PROPERTY



- Investment/Asset Management of Properties ex-Japan

- Investment/Asset Management of Properties in-Japan



UNI-ASIA
GROUP LIMITED

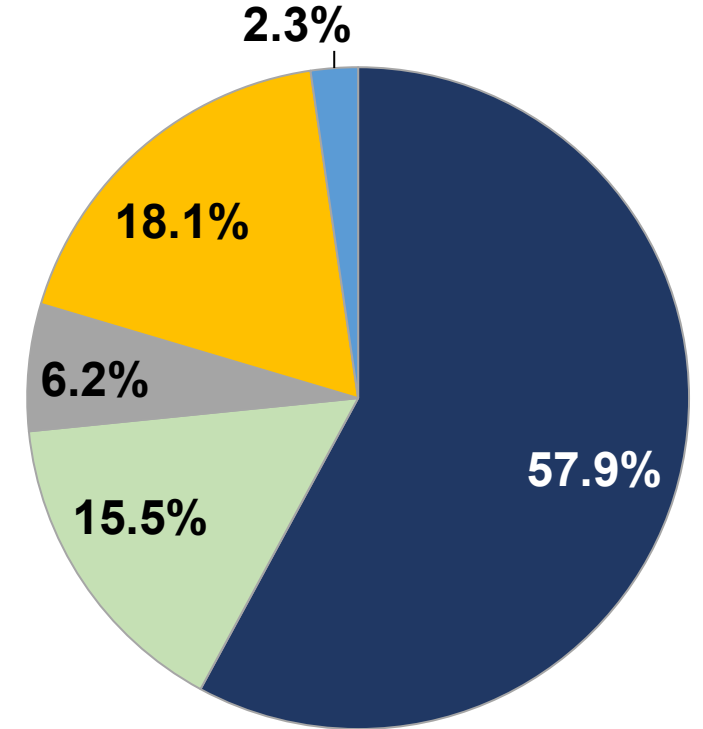
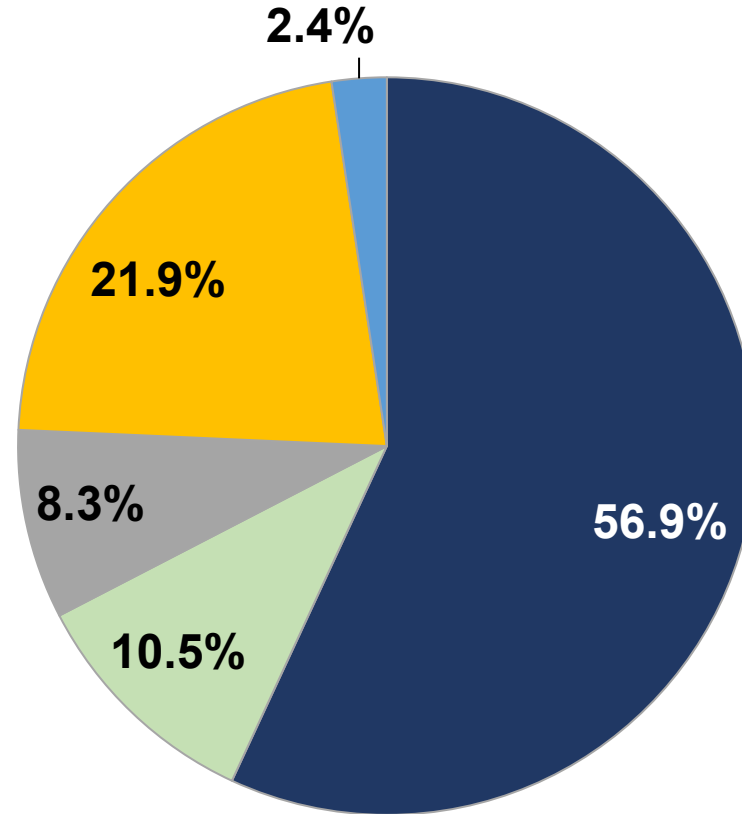
9M2024

Financial Highlights



Total Assets Allocation

- Maritime Investment
- Property Investment (ex-Japan)
- Property Investment (in-Japan)
- Cash and Cash Equivalents
- Others



US\$'million	30 September 2024	31 December 2023
Total Assets	189.8	211.6



Cash Flows



(US\$'000)

9M2024

9M2023



Cash and cash equivalents at beginning of the period

38,260

47,069



Cash Inflows / (Outflows)

- Operating Activities
- Investing Activities
- Financing Activities
- Effect of exchange rate changes

16,819

9,834

2,922

(7,479)

(16,390)

(19,882)

(28)

(1,633)



Net Cash Inflows / (Outflows) for the period

3,323

(19,160)



Cash and cash equivalents at the end of the period

41,583

27,909

The Group generated US\$3.3 million net cash inflows in 9M2024.

Net operating cash inflows was US\$16.8 million boosted by ship charter income and Japan property business.

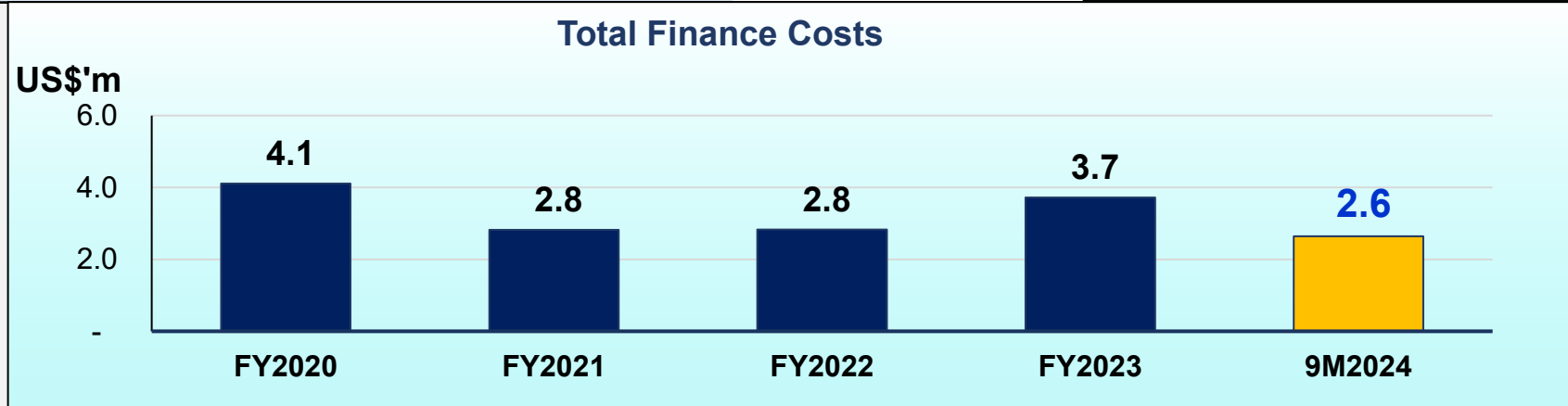
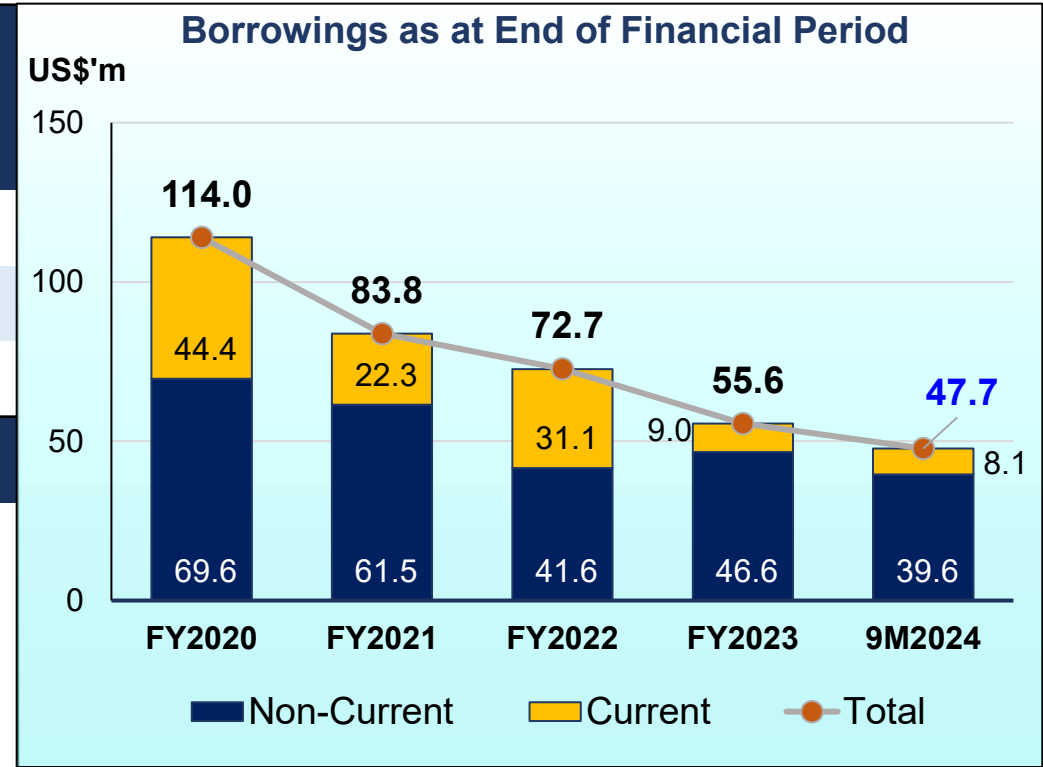
Net investing cash inflows was US\$2.9 million mainly from proceeds from ship disposed early 2024 offset by investments into new properties in Japan.

Cash outflows from financing activities of US\$16.4 million were mainly due to net payment of borrowings and interests as well as FY2023 final dividend and FY2024 interim dividend paid.



Borrowings

30 Sep 2024 Borrowings Collaterals	Current Borrowings USD'm	Non-Current Borrowings USD'm	Total Borrowings USD'm	Book Values of Assets Collateralised USD'm
Ship assets	8.0	32.9	40.9	106.5
Japan Properties	0.1	6.7	6.8	9.5
Total	8.1	39.6	47.7	116.0
			USD'm	
Total Secured Borrowings			47.7	Borrowings were 41.1% of book value of total assets collateralised as at 30 September 2024.
Total Book Value of Assets Collateralised			116.0	
Total Cash			41.6	
Total Operating Cash Flows			16.8	





9M2024 Business Update



Baltic Handysize Index (“BHSI”)

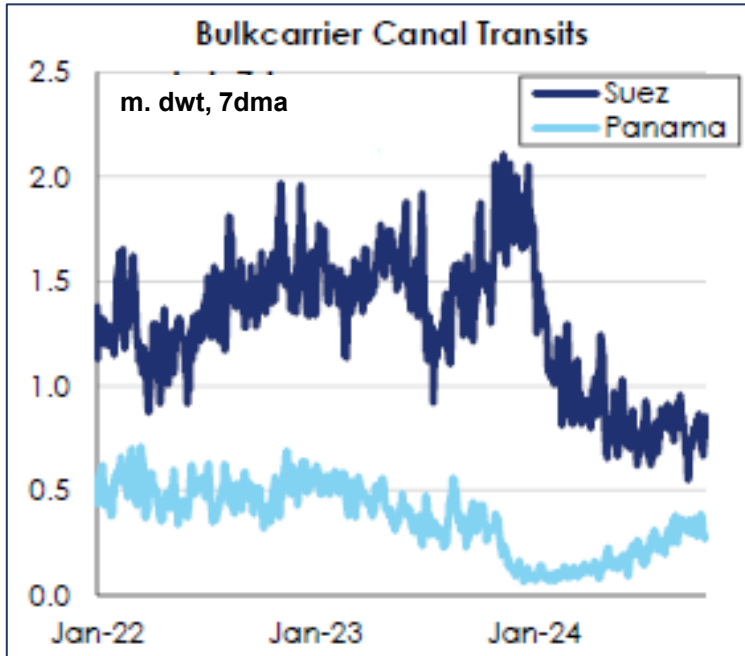
The BHSI for 10M2024 is less volatile than 2023 and the bulk carrier markets have been strong after the initial weakness in February 2024. Market players generally expect the market to remain healthy for the rest of 2024.



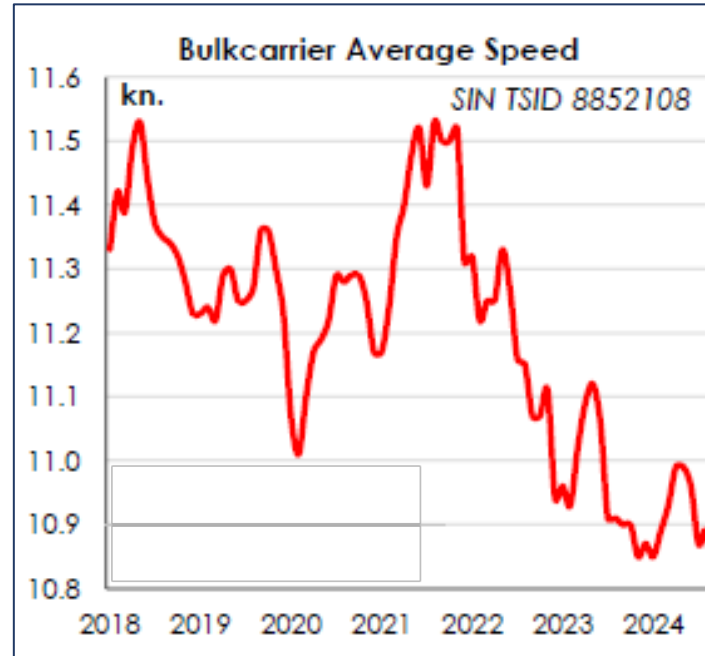


Dry Bulk Sector

The dry bulk sector has been positive thus far in 2024 as a result of various factors including demand growth in the Atlantic sector, as well as previously mentioned Red Sea (Suez Canal) and Panama Canal diversion. Speed control as a result of environmental regulations has also reduced effective supply and supported the market.



Source: Clarksons Research DBTO October 2024



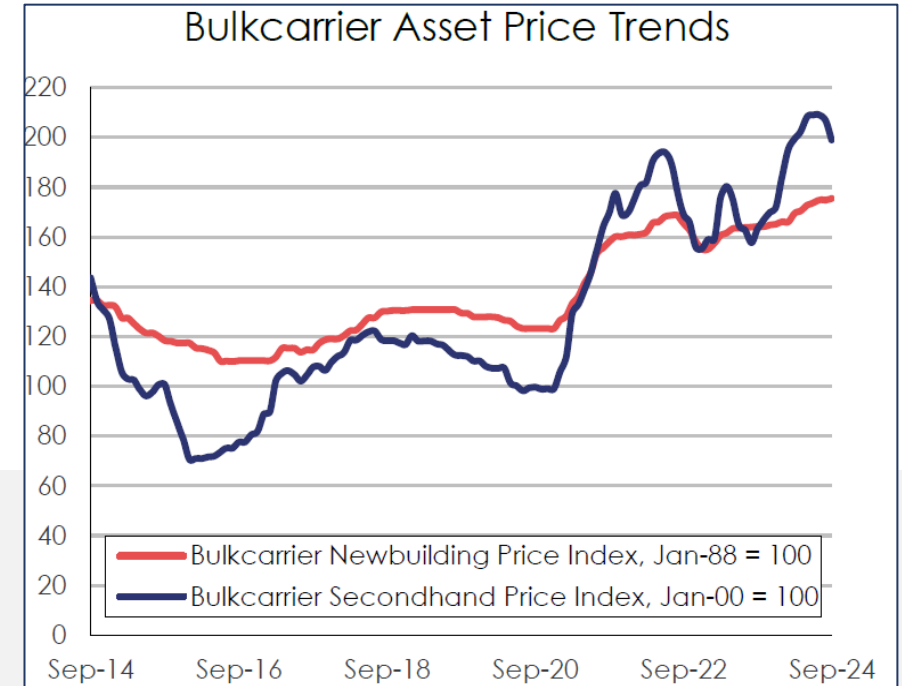
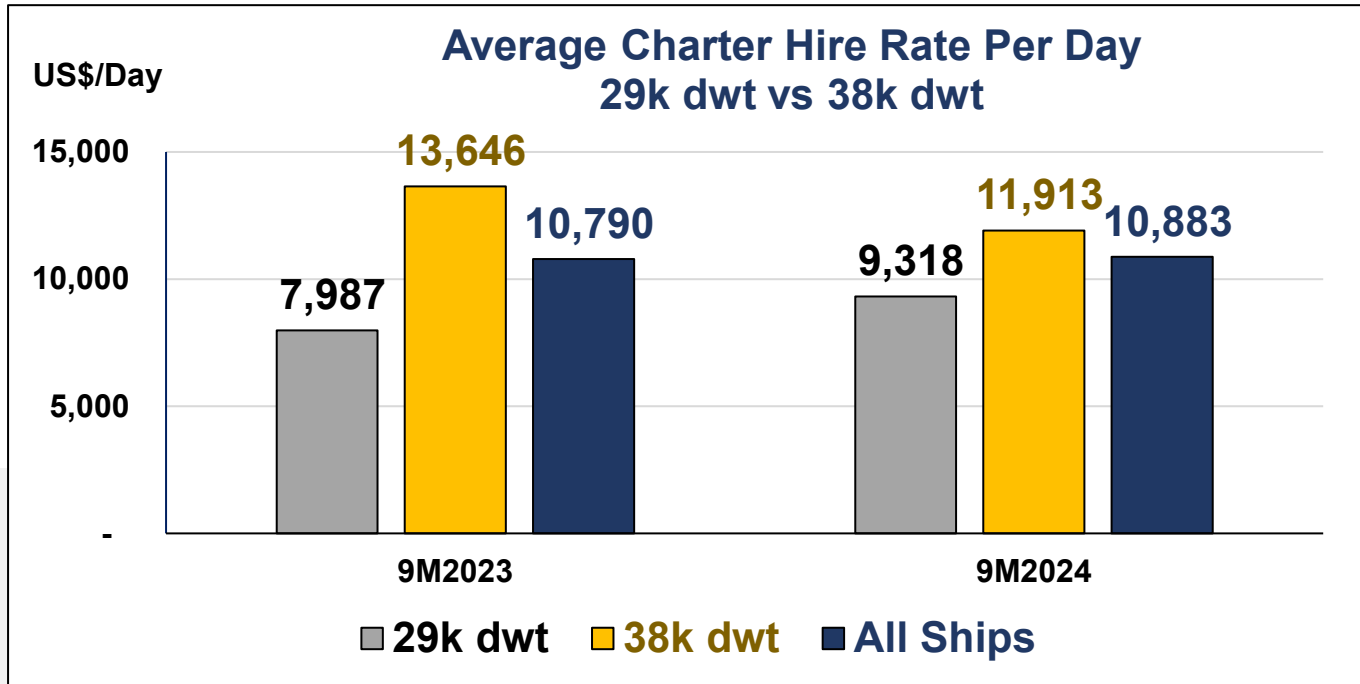
Source: Clarksons Research DBTO October 2024

The charts on the left as extracted from Clarksons Research DBTO October 2024 gives a rough visual overview of the canal transits magnitude and average speed reduction.

While the dry bulk demand remains uncertain in coming months due to various geopolitical factors as well as China's growth, these positive supply factors may help to provide continued support to the dry bulk market in coming periods.



Average Charter Hire Rate Per Day of Wholly Owned Ships



Source: Clarksons Research DBTO October 2024

The smaller and older 29,000 (“29k”) dwt ships in the Group’s portfolio draws in lower average daily charter, dragging down the Group’s average charter rates. The Group would fix shorter period charters for these ships, while looking for mid to long period charters for the 38k dwt ships should the rates be good. This would allow the Group to dispose the 29k dwt ships when the time is ripe. As can be seen from the chart on the right (extracted from Clarksons Research Drybulk Trade Outlook October 2024 edition), the blue line representing bulkcarrier second-hand price index showing a rising trend, making it attractive for the Group to consider disposing the older 29k dwt ships.



Wholly Owned Dry Bulk Portfolio

	Name of Ship	Capacity	Type	Year of Built	Shipyard
1	M/V Victoria Harbour	29,100 DWT	Bulker	2011	Y-Nakanishi
2	M/V Uni Challenge	29,078 DWT	Bulker	2012	Y-Nakanishi
3	M/V Clearwater Bay	29,118 DWT	Bulker	2012	Y-Nakanishi
4	M/V ANSAC Pride	37,094 DWT	Bulker	2013	Onomichi
5	M/V Island Bay	37,649 DWT	Bulker	2014	Imabari
6	M/V Inspiration Lake	37,706 DWT	Bulker	2015	Imabari
7	M/V Glengyle	37,679 DWT	Bulker	2015	Imabari
8	M/V Uni Bulker	37,700 DWT	Bulker	2016	Imabari

The Group's current 8 wholly-owned ships are built in 2011 or later, with an average age of around 10.5 years. The Group will seek opportunities to dispose of our older, less profit efficient vessels to further bring down the average age of the fleet.



Joint Investment Dry Bulk Portfolio

	Name of Joint Investment Company	Ownership Percentage	Type	Capacity	Year of Built	Shipyard
1	Olive Bulkship S.A.	18%	Bulker	57,836 DWT	2015	Tsuneishi
2	Polaris Bulkship S.A.	18%	Bulker	57,836 DWT	2015	Tsuneishi
3	Quest Bulkship S.A.	18%	Bulker	37,700 DWT	2016	Imabari
4	Stella Bulkship S.A.	18%	Bulker	37,700 DWT	2018	Imabari
5	Tiara Bulkship S.A.	18%	Bulker	37,700 DWT	2020	Imabari
6	Unicorn Bulkship S.A.	18%	Bulker	36,300 DWT	2018	Oshima
7	Victoria Bulkship S.A.	18%	Bulker	36,300 DWT	2018	Oshima

The joint investment dry bulk carriers are newer Japan-shipyards built with better earnings capacity as compared to the Group's wholly-owned ship portfolio. The Group may acquire some or all of these joint investments ships to replace the Group's older wholly-owned ships.



ALERO Projects



The Group invests in and develops small residential property projects in Tokyo, named “ALERO” Series. These are managed by the Group’s subsidiary in Japan, Uni-Asia Capital (Japan) Ltd (“**UACJ**”), who holds a property asset management licence in Japan .



The Group purchases land and develops into 4 - 5 storey buildings with 10 - 30 units of studio or maisonette type flats.



The completed projects are typically sold en bloc.

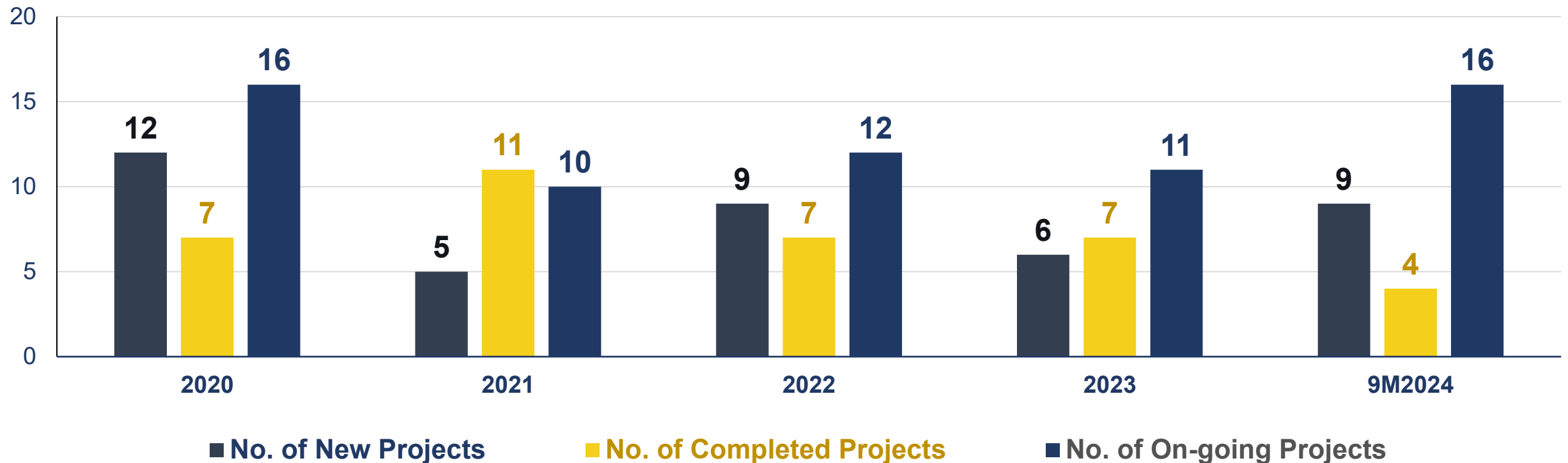




UACJ – ALERO Projects

In 9M2024, 4 ALERO projects were completed, with 16 projects ongoing as at end of September 2024. The returns of these ongoing projects would add to the bottom-line of the Group in the coming periods.

No. of ALERO Projects (including Construction Management Projects)



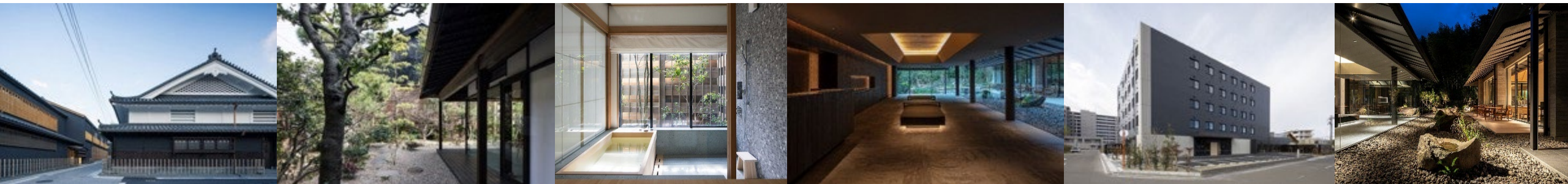
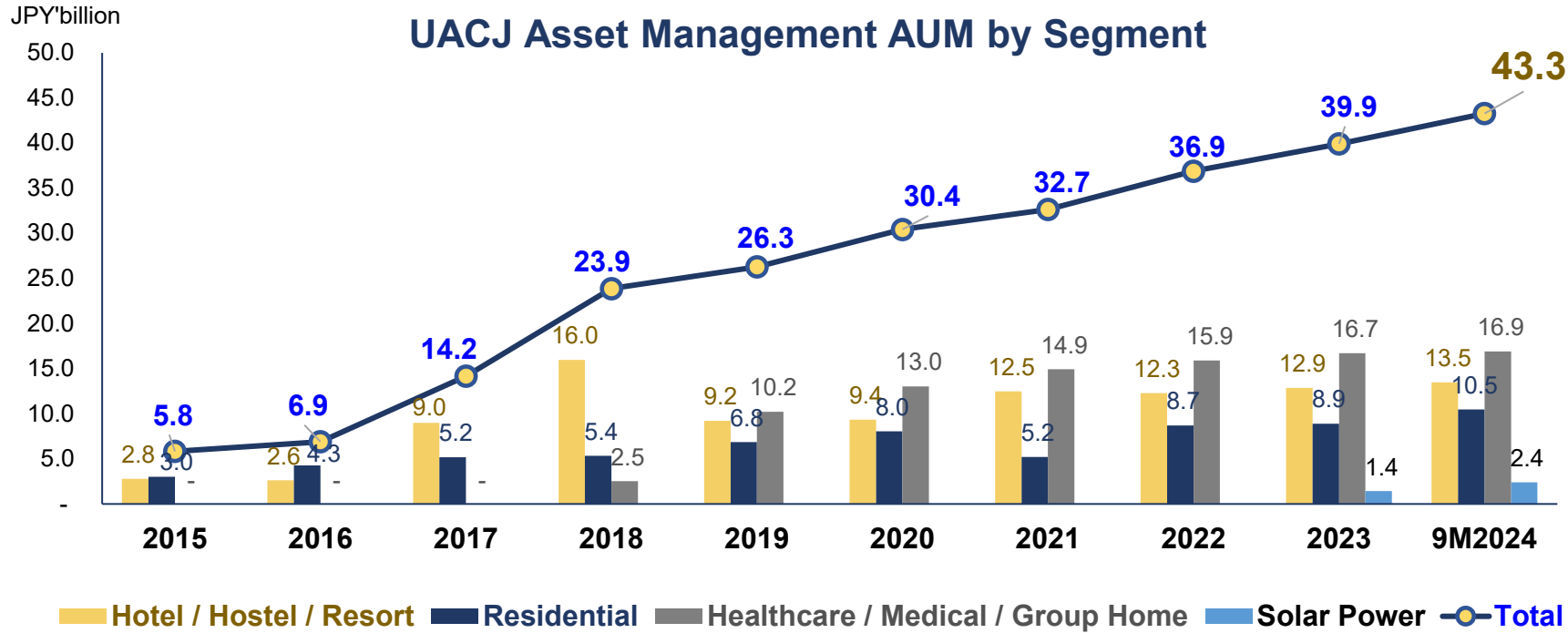


UACJ Assets Under Management



The Group's property assets under management by subsidiary UACJ had reached **JPY43.3 billion** as at 30 September 2024. As shown on the chart on the left, such assets include Hotel/ Hostel/ Resort property assets (JPY13.5 billion), Residential property assets (JPY10.5 billion), Healthcare/ Medical/ Group Home property assets (JPY16.9 billion) as well as Solar Power property assets (JPY2.4 billion). The different asset classes demonstrated the depth and scope of UACJ's asset management capabilities. The Group will continue to build on its reputation to increase property assets under management in Japan to increase asset management fee income.

UACJ Asset Management AUM by Segment





UACJ – Group Homes for People with Disabilities

In 4Q2024, UACJ was appointed as the asset manager of 20 group homes for people with disabilities (“Group Homes”) across 8 prefectures in Japan under a JPY 2.975 billion social project bond (the “Social Project Bond”) originated by Barclays Securities Co., Ltd.

As announced on 31 August 2021, the Group through its wholly-owned subsidiary, Uni-Asia Investment Ltd (“UAI”), invested in a fund to develop up to 5 Group Homes. This fund had sold all of its 5 Group Homes upon development completion, of which 4 of these Group Homes were sold to the above-mentioned Social Project Bond. The assets under management by UACJ as at 30 September 2024 in the previous slide have not included the above which took place in 4Q2024.





UACJ – Private Finance Initiative (“PFI”) Project

On 29 October 2024, UACJ-led consortium won the bid to develop and operate a private finance initiative (“PFI”) project called for by the Kawasaki City government in Kanagawa Prefecture in Japan. The PFI project is a public work facilities development project to demolish an old existing facility and build a new public use facility which utilises residual heat from an existing waste treatment plant in Kawasaki City. The consortium will operate the facility for 20 years following the completion of the development of the facility, which is expected to take place in 2029.

This is the Group’s 3rd PFI project following the PFI projects in Wako City, Saitama Prefecture, Japan which was completed in December 2021; as well as the PFI project in Kuki City, Saitama Prefecture, Japan . These projects are in line with the Group’s commitment to good corporate citizenship and sustainable business practices, and its belief in creating shared value and improving the impact of its businesses on society.



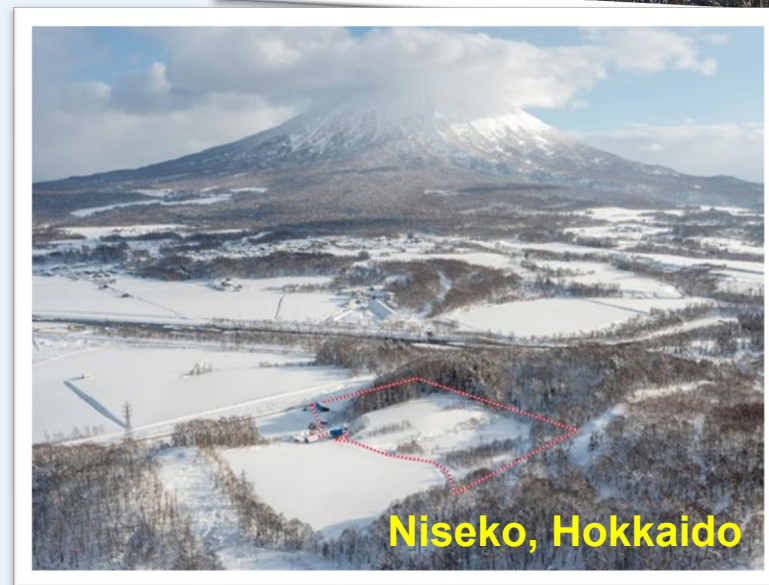


Cross Border Business – Resort Land Projects

The Group began investing in its first resort type land bank project in Hokkaido, Japan in 2021 and successfully divested the project in 2023 for a gain. Following the success of this first project, the Group partnered with investors outside of Japan to invest in similar resort land assets in Hokkaido, employing similar modus operandi.

The Group currently holds two pieces of undeveloped resort land in Niseko and Furano. Both Niseko and Furano are famous resort areas in Hokkaido, Japan. Niseko and Furano were ranked 25th and 19th respectively in the renowned Savills Ski Resilience Index 2023/2024, compared against metrics of snowfall, reliability, season length, altitude and temperature, and were the only Asian resort areas included in the index, demonstrating their appeal as ski resorts.

The Group will continue to explore such opportunities and will study the possibilities of developing the existing two pieces of land into resorts in the future.

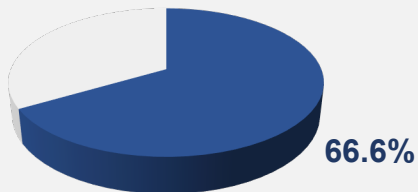




Hong Kong Property Projects' Sale Continues to Face Challenges

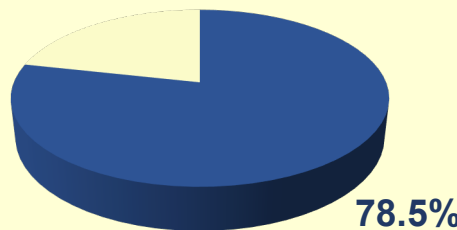


Unsold Office GFA*

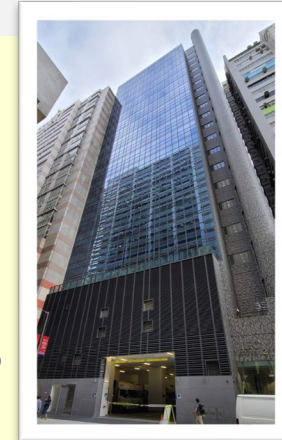
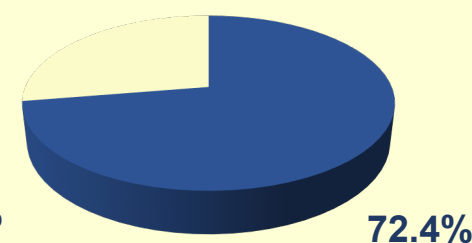


4th Project - T18 – Office Building in Tsuen Wan
 Invested: HKD29 million (USD3.7 million) – 2.5% effective ownership
 Occupation Permit: April 2021

Unsold Office GFA



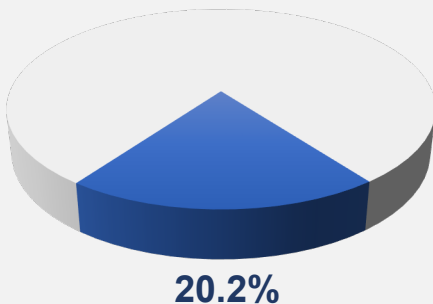
Unsold Carpark Units



5th Project – T73 – Industrial Building in Tsuen Wan
 Invested: HKD41.3 million (USD5.3 million) – 7.5% effective ownership
 Occupation Permit: June 2021



Unsold Office GFA

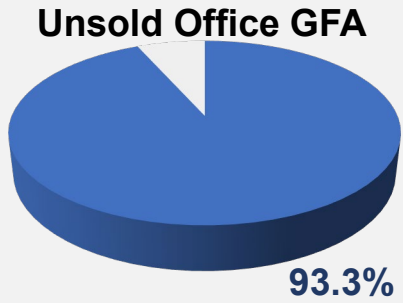
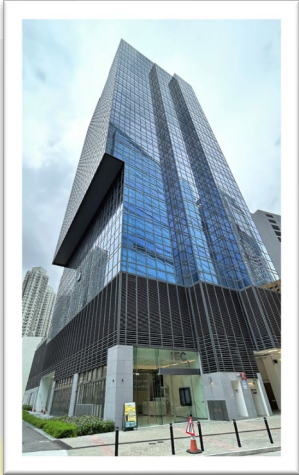


6th Project – CSW1018 – Industrial Building in Cheung Sha Wan
 Invested: HKD35.2 million (USD4.5 million) – 3.825% effective ownership
 Occupation Permit: May 2022

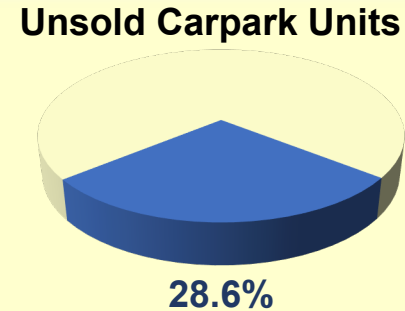
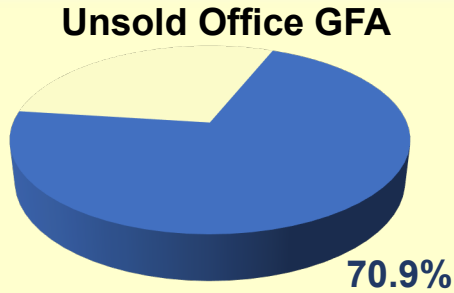
**Note:*
 GFA – Gross Floor Area
 Information updated to 15 November 2024



Hong Kong Property Projects' Sale Continues to Face Challenges



7th Project – T11 – Office Building in Tsuen Wan
 Invested: HKD62 million (USD7.9 million) – 8.27% effective ownership
 Occupation Permit: January 2022



8th Project – CSW918 and CSW926 – Commercial Office Building in Cheung Sha Wan
 Invested: HKD50.43 million (USD6.5 million) – 3.0% effective ownership
 Under construction
 Occupation Permit: CSW918 – June 2024 / CSW926 – July 2024



Given the state of the Hong Kong property development market, it would be prudent to anticipate further potential negative impacts to the underlying project companies' cash flow and consequently, the Group may consider recognising further fair valuation losses to such investments in our financial statements for the six months ending 31 December 2024 should the conditions not improve by then.



Community Service – Hong Kong

As part of the Group's continuing effort to contribute back to the community, on 25 October 2024, Uni-Asia Holdings Limited initiated an event to distribute meal boxes and gift bags to seniors, a continuation of the effort started in 2023.





Thank You!

For Investor/Media enquiries: emily@gem-comm.com