



**UNI-ASIA  
GROUP LIMITED**

Registration No. 201701284Z

# 2Q2018 RESULTS PRESENTATION



# DISCLAIMER

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*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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# UNI-ASIA GROUP

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# CORPORATE OVERVIEW

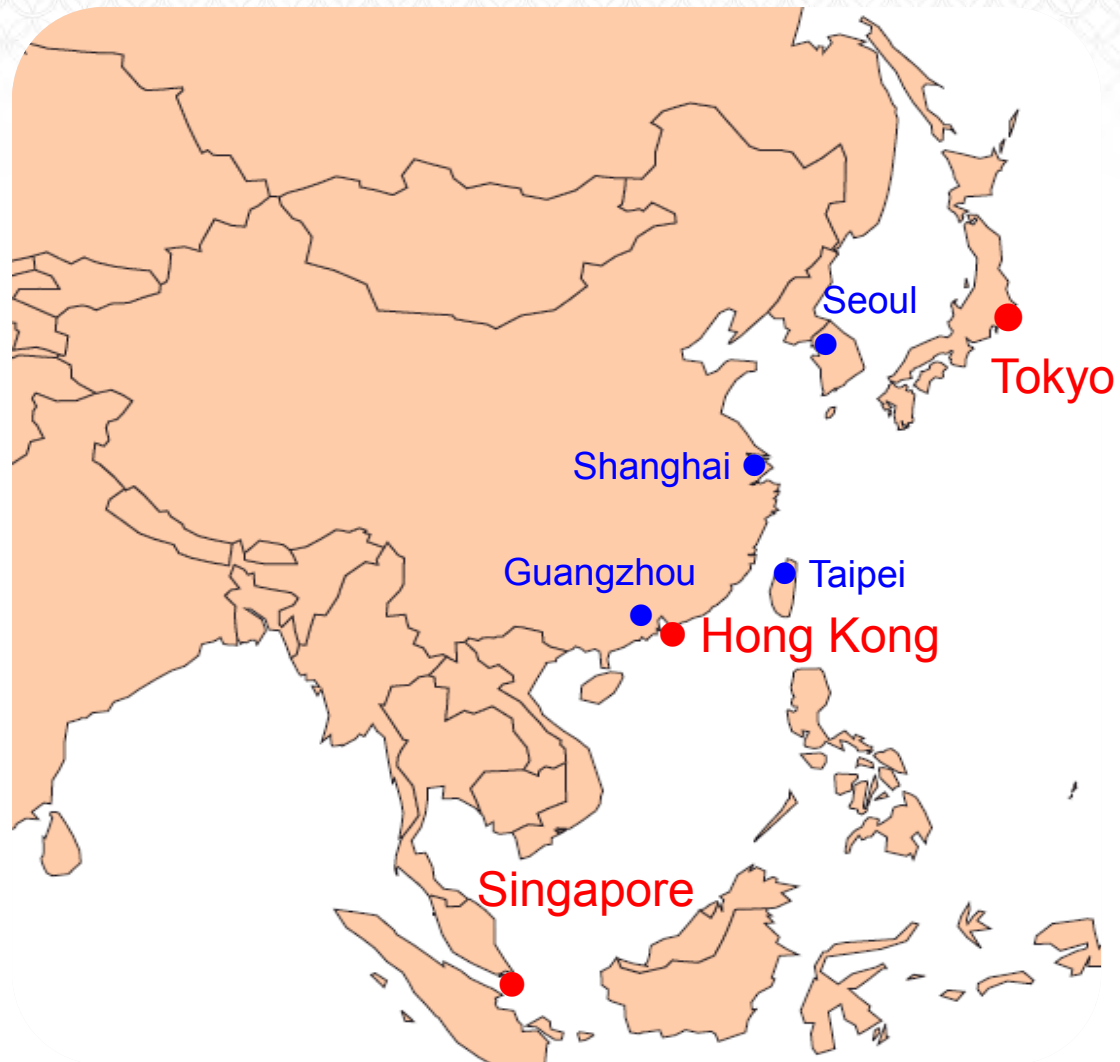


**UNI-ASIA  
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# CORPORATE PROFILE

- 🌐 Founded on  
17 March 1997
- 🌐 Listed on Singapore  
Exchange on  
17 August 2007
- 🌐 Completed Scheme of  
Arrangement in 2017  
with Singapore  
incorporated listco –  
Uni-Asia Group Limited
- 🌐 Bloomberg Code:  
**UAG:SP**
- 🌐 SGX Stock Code:  
**CHJ**



# 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



## SHIPPING

(and related Financial Services)

Uni-Asia  
Shipping

Maritime  
Asset  
Management

Maritime  
Services

Ship  
Owning and  
Chartering

- Investment/  
Asset  
Management  
of Ships
- Finance  
Arrangement

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

## PROPERTY AND HOTELS

(and related Financial Services)

Property  
Investment  
(ex Japan)

Property  
Investment  
(in Japan)

Vista Hotel  
Management

Investment/  
Asset  
Management  
of Properties  
ex-Japan

Investment/  
Asset  
Management  
of Properties  
in Japan

Hotel  
Operation in  
Japan

## HEADQUARTERS

Headquarters'  
Shared Corporate  
Services



# FINANCIAL HIGHLIGHTS





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# PROFIT AND LOSS SUMMARY

The Group continues its good performance from FY2017 to 1H2018 with a \$6.3m profit for 1H2018, a 15% increase from 1H2017

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Total Income</b>	29,099	25,178	16%	54,649 	48,132	14%
<b>Total Expenses</b>	(24,562)	(20,322)	21%	(44,959)	(39,792)	13%
<b>Operating Profit</b>	4,537	4,856	(7%)	9,690	8,340	16%
<b>Profit for the Period</b>	3,027	3,412	(11%)	6,343	5,521	15%
<b>Earnings per Share (US Cents)</b>	4.16	5.72	(27%)	10.93 	10.25	7%

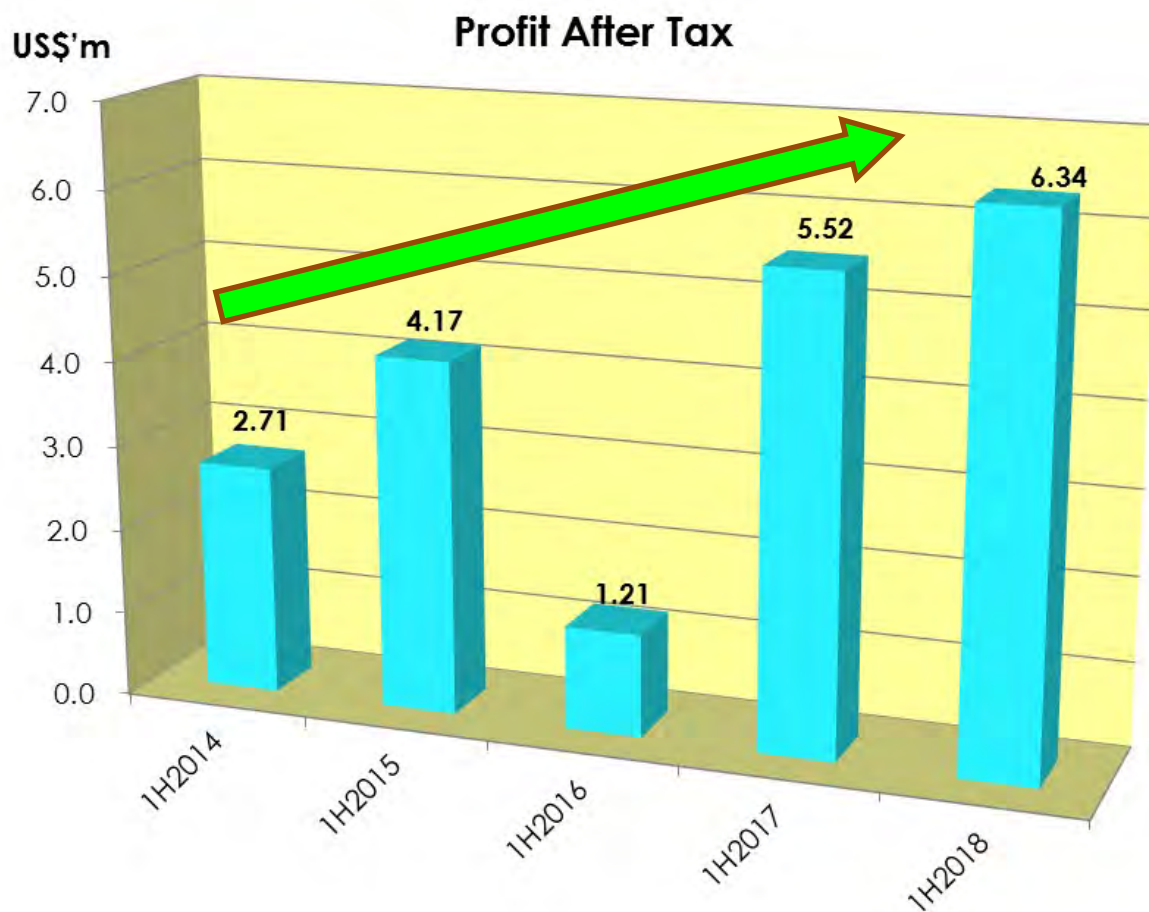
# PROFIT AND LOSS SUMMARY BY SEGMENTS

Both Shipping as well as Property and Hotels business segments reported good results for 1H2018

(US\$'000)		2 <sup>nd</sup> Quarter			6 months ended 30 June		
		2018	2017	% Change	2018	2017	% Change
<b>Shipping</b> (and related financial services)	Revenue	9,768	11,113	(12%)	21,750	22,058	(1%)
	Net Profit / (Loss)	1,347	2,555	(47%)	3,967	4,947	(20%)
<b>Property and Hotels</b> (and related financial services)	Revenue	19,344	14,106	37%	32,947	26,154	26%
	Net Profit / (Loss)	3,027	2,320	30%	4,832	3,259	48%
<b>Headquarters</b> <i>Headquarters' shared corporate services</i>	Revenue	23	13	77%	41	26	58%
	Net Profit / (Loss)	(1,346)	(1,463)	(8%)	(2,455)	(2,685)	(9%)
<b>Group Total</b>	Revenue	29,099	25,178	16%	54,649	48,132	14%
	Net Profit / (Loss)	3,027	3,412	(11%)	6,343	5,521	15%

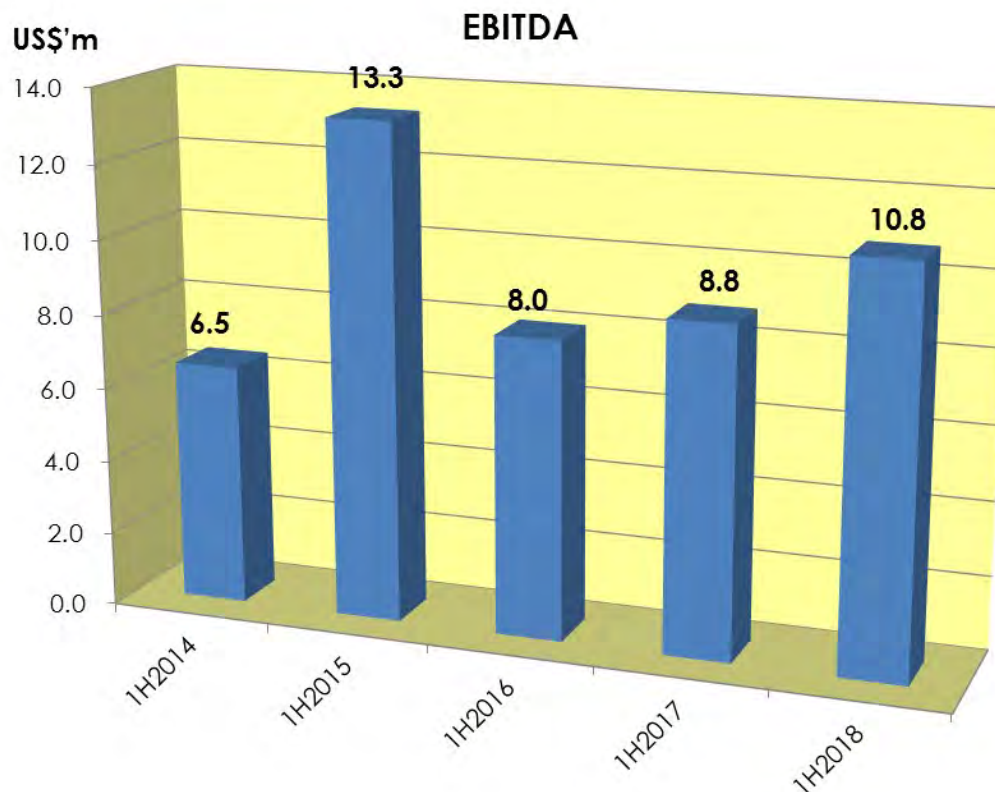
# PROFIT TREND

1H2018 recorded highest half year profit in 5 years



# EBITDA TREND

1H2018 EBITDA crossed \$10m



Note: Earnings Before Interest/Tax/Depreciation/Amortisation (“EBITDA”) is calculated using Profit After Tax adjusted for interest expense, income tax, depreciation, amortisation, fair valuation adjustments, onerous contract provisions, impairment of property, plant and equipment, as well as allocation to Tokumei Kumiai Investors. Above EBITDA figures include realised investment returns which are part of the Group’s core business income.

# CASH FLOW SUMMARY

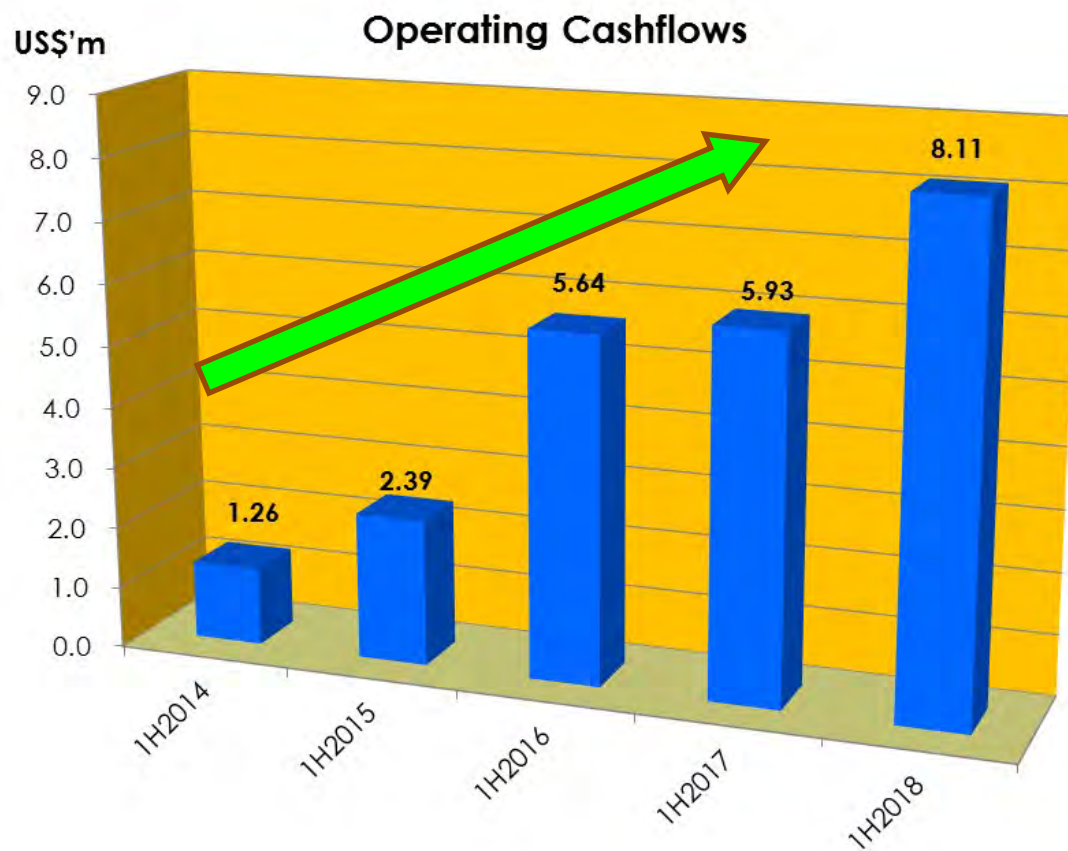
The Group's cash position was supported by proceeds from sale of Hotel Vista Kumamoto Airport and M.V. Orient Sunrise

(US\$'000)	6 months ended 30 June	
	2018	2017
<b>Cash and cash equivalents at beginning of the period</b>	<b>40,556</b>	<b>35,552</b>
<b>Cash inflow / (outflow)</b>		
Operating activity	8,110	5,932
Investing activity	10,629	(16,926)
Financing activity	(20,691)	3,107
Effect of exchange rate changes	257	803
<b>Net cash inflow for the period</b>	<b>(1,695)</b>	<b>(7,084)</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>38,861</b>	<b>28,468</b>

Repayment of borrowings in 1H2018 resulted in net cash outflow from financing activity



# OPERATING CASH FLOW TREND

Highest 1H operating cashflow in 5 years aided by charter income and arrangement fees



# BALANCE SHEET SUMMARY

Better profits increased net assets and the Group pared down total debt following disposal of a hotel and ship investment

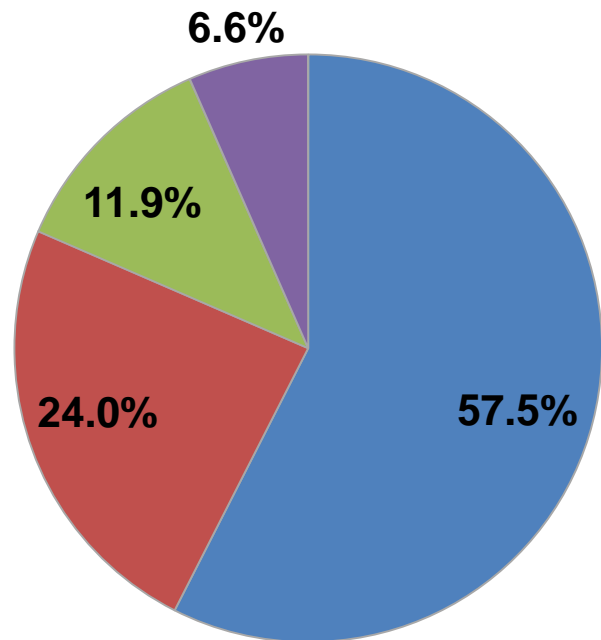
(US\$'mil)	As at 30-Jun-18		As at 31-Dec-17	Inc / (Dec)
<b>Total Assets</b>	359.0		369.9	(10.9)
<b>Total Liabilities</b>	218.0		233.9	(15.9)
<b>Net Assets</b>	141.0		136.0	5.0
<b>Total Debt</b>	202.6	*(A) 	216.8	*(A) (14.2)
<b>Total Cash</b>	42.9	*(B)	44.4	*(B) (1.5)
<b>Total Debt / Total Equity (Gearing)</b>	1.44		1.59	(0.15)
<b>NAV per share (US\$)</b>	3.00		2.89	0.11

\*(A): Total Debt includes US\$3.6 mil borrowing secured by the pledged deposits (31 Dec 2017: US\$3.5 mil).

\*(B): Total Cash includes US\$4.1 mil deposits pledged as collateral (31 Dec 2017: US\$3.8 mil).

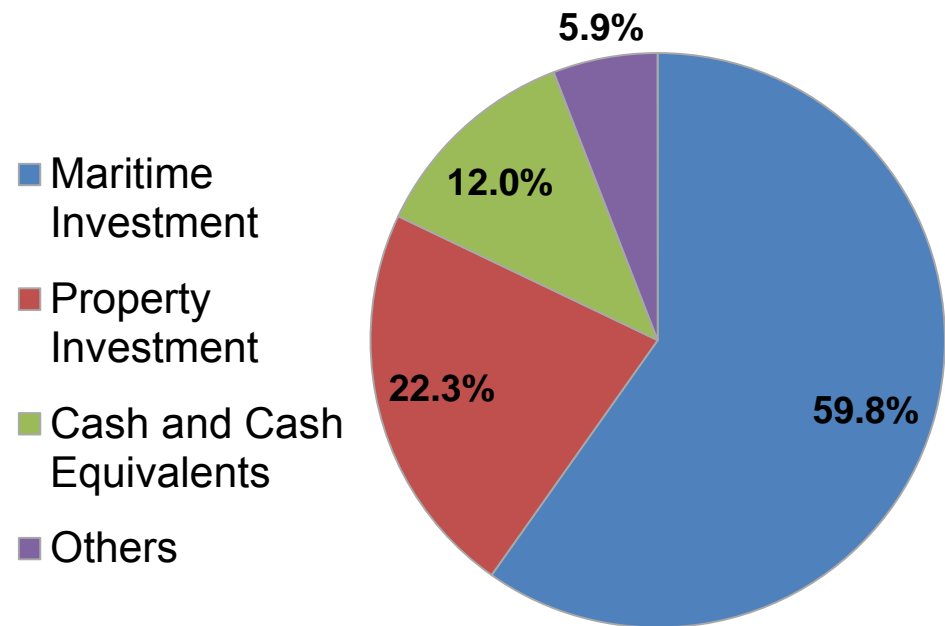
# TOTAL ASSETS ALLOCATION

As at 30 June 2018



Total Assets: US\$359.0m

As at 31 December 2017



Total Assets: US\$369.9m





# BUSINESS REVIEW & DEVELOPMENT



**UNI-ASIA  
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# SHIPPING (AND RELATED FINANCIAL SERVICES)

The Group provides comprehensive solutions to ship investments

Uni-Asia Shipping owns and charters out vessels providing recurrent income and operating cash flows to the Group

Uni-Asia Shipping

Maritime Asset Management invests in vessels and provides services including finance arrangement and administration

Shipping

Maritime Services provides ship management services to ensure operation efficiency and upkeep of our vessels

Maritime Services

Maritime Asset Management



# SHIPPING (AND RELATED FINANCIAL SERVICES)

Shipping Business contributed \$4.0m profit for 1H2018

(US\$'000)		2 <sup>nd</sup> Quarter			6 months ended 30 June		
		2018	2017	% Change	2018	2017	% Change
<b>Shipping</b> (and related financial services)	Revenue	9,768	11,113	(12%)	21,750	22,058	(1%)
	Net Profit / (Loss)	1,347	2,555	(47%)	3,967	4,947	(20%)
<b>Uni-Asia Shipping</b> <i>Ship Owning/Leasing &amp; Chartering</i>	Revenue	7,453	8,088	(8%)	16,156	16,221	(0%)
	Net Profit / (Loss)	1,288	1,553	(17%)	3,903	2,968	32%
<b>Maritime Asset Management</b> • Investment and Asset Management of Ships • Ship Finance Arrangement	Revenue	2,149	2,890	(26%)	5,299	5,660	(6%)
	Net Profit / (Loss)	(120)	920	(113%)	(169)	1,962	(109%)
<b>Maritime Services</b> • Commercial / Technical Management of Ships • Ship Related Brokerage Services	Revenue	559	416	34%	1,031	800	29%
	Net Profit / (Loss)	162	72	125%	205	(4)	N/M



# UNI-ASIA SHIPPING



100%

**Uni-Asia Holdings Limited**

100%

**Uni-Asia Shipping Limited**

**M.V. Orient Sunrise was sold in April 2018**

	Name of Subsidiary	Ship Name	DWT	Shipyard	Built
100%	Luna Bulkship S.A.	Orient Sunrise	28,514	Kanda	May-2001
100%	Karat Bulkship S.A. <sup>(1)</sup>	Uni Auc One	28,709	Shin-Kurushima	Jun-2007
83%	Hope Bulkship S.A.	Victoria Harbour	29,100	Y-Nakanishi	May-2011
100%	Imperial Bulkship S.A.	Clearwater Bay	29,118	Y-Nakanishi	Jun-2012
100%	Jade Bulkship S.A.	Ansac Pride	37,094	Onomichi	Jun-2013
100%	Jubilee Bulkship S.A.	Island Bay	37,649	Imabari	Jul-2014
51%	Regina Bulkship S.A.	Inspiration Lake	37,706	Imabari	Feb-2015
100%	Mable Bulkship S.A.	Glengyle	37,679	Imabari	Mar-2015
100%	Nora Bulkship S.A.	Uni Bulker	37,700	Imabari	Jan-2016

<sup>(1)</sup> Bareboat vessel

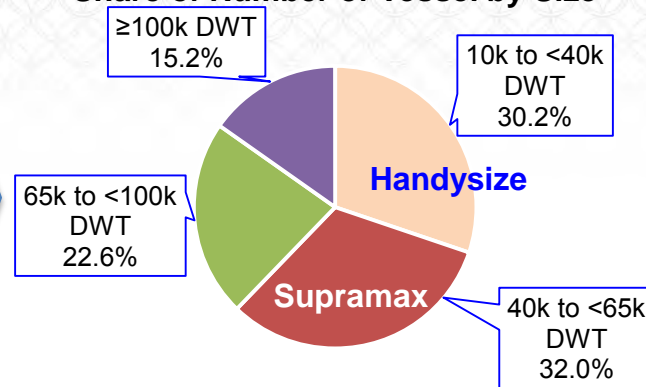


# UNI-ASIA SHIPPING

## Composition of Global Dry Bulk Vessels by Size

More than 60% of global bulk carriers are handysize (<40k DWT) and supramax (40k to 60k DWT), providing liquidity for both S&P and charter. Hence Uni-Asia Shipping focuses on these two sectors for owning and commercial management.

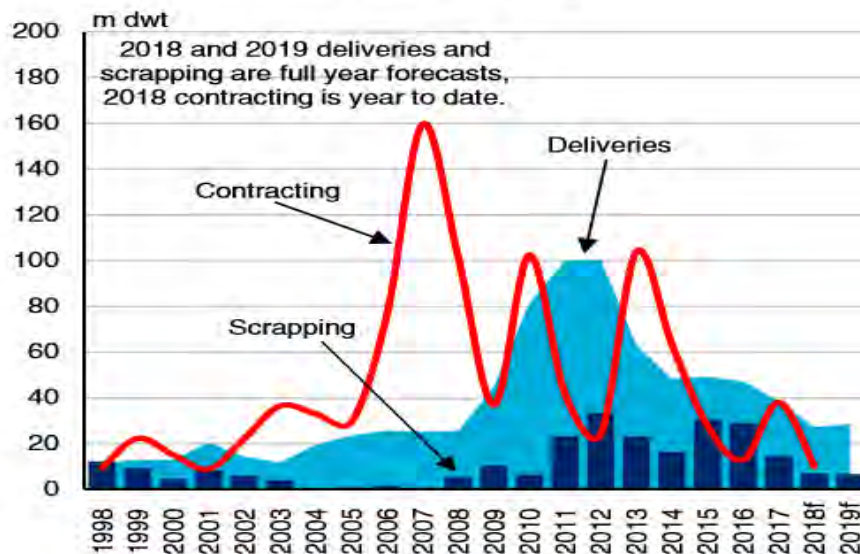
## Share of Number of Vessel by Size



- 10k to <40k DWT
- 40k to <65k DWT
- 65k to <100k DWT
- ≥100k DWT

Source: Clarksons Research (1 June 2018)

## Bulker Supply



## Bulker Supply

Based on data from Clarksons Research, supply of bulkers in 2018 and 2019 is relatively subdued.



# UNI-ASIA SHIPPING

Charter Income  
(US\$'000)

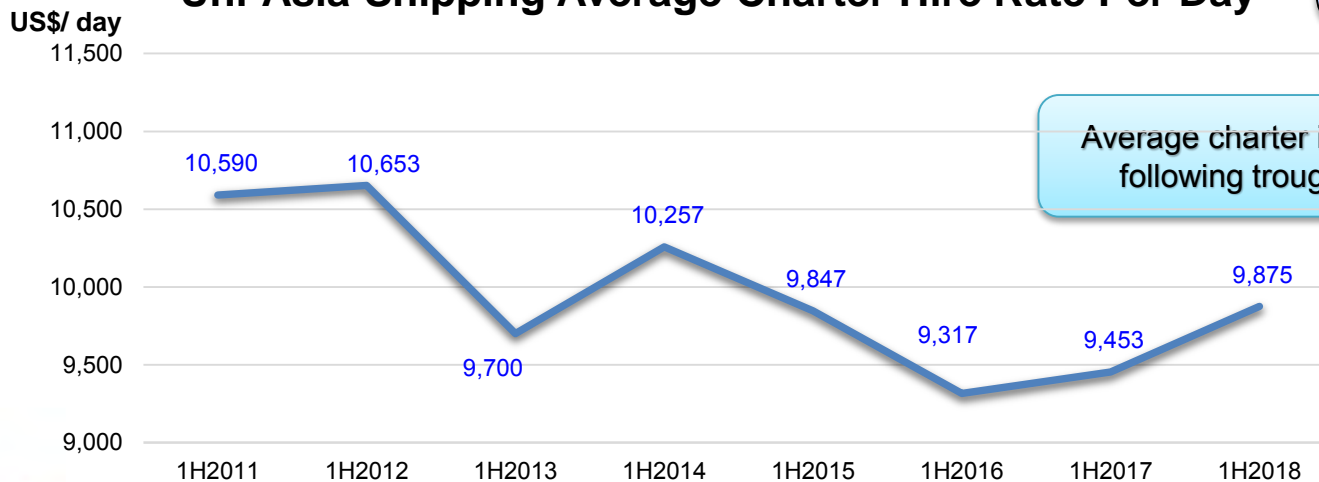
## Uni-Asia Shipping Charter Income and No. of Operating Days

No. of  
Operating Days



Charter income for **1H2018** is strong despite sale of 1 vessel in April 2018

## Uni-Asia Shipping Average Charter Hire Rate Per Day



Average charter is increasing following trough in 2016

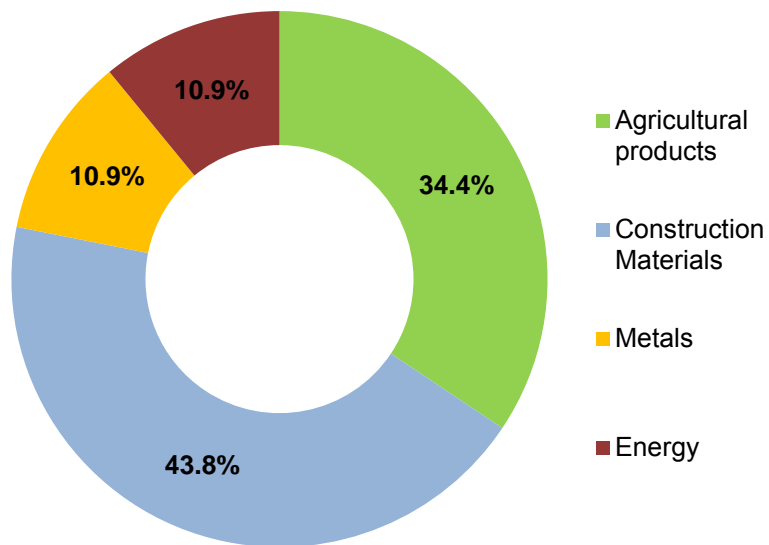
Note: commercial vessel and voyage charter income are excluded.



# UNI-ASIA SHIPPING

## Uni-Asia Shipping Cargo

Uni-Asia Shipping Cargo Profile in 2017



Loading fertilisers



Discharging logs



Loading soybean



Loading steel bars



Loading bagged cement



# UNI-ASIA SHIPPING

Uni-Asia Shipping recorded a profit of \$3.9m.  
 \$0.79m impairment for M.V. Orient Sunrise was reversed  
 in 1H2018 as Orient Sunrise was sold in April 2018

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Turnover</b>	7,453	8,088	(8%)	16,156	16,221	(0%)
Charter Income	7,193	7,708	(7%)	15,078	15,075	0%
Fee Income	93	62	50%	160	122	31%
Investment Returns	36	74	(51%)	322	743	(57%)
Interest Income	31	10	210%	48	17	182%
Other Income	100	234	(57%)	548	264	108%
<b>Expenses</b>	(5,253)	(5,569)	(6%)	(10,413)	(11,318)	(8%)
<b>Profit from Operation</b>	2,200	2,519	(13%)	5,743	4,903	17%
Finance costs	(912)	(966)	(6%)	(1,840)	(1,935)	(5%)
<b>Profit/ (loss) before Tax</b>	1,288	1,553	(17%)	3,903	2,968	32%
<b>Profit/ (loss) after Tax</b>	1,288	1,553	(17%)	3,903	2,968	32%





# MARITIME ASSET MANAGEMENT

- Maritime Asset Management Department (“MAMD”) manages a portfolio of wholly owned as well as joint-investment ship investments.
- MAMD also provides structured finance solutions services to clients.

## Wholly Owned Ship Investment Portfolio

	Name of Subsidiary	Type	Capacity	Year of Built	Shipyard
1	Florida Containership S.A.	Containership	3,500 TEU	2007	Hyundai Mipo
2	Joule Asset Management (Pte.) Limited	Bulker	29,078 DWT	2012	Y-Nakanishi
3	Fulgida Bulkship S.A.	Bulker	29,256 DWT	2009	Y-Nakanishi



# MARITIME ASSET MANAGEMENT

## Joint Investment Portfolio

This product tanker was sold in July 2018

	Name of Joint Investment Company	Ownership Percentage	Type	Capacity	Year of Built	Shipyard
1	Panmax Tanker S.A.	36.45%	Product Tanker	49,997 DWT	2010	Onomichi
2	Fortuna Containership S.A.	50%	Containership	3,500 TEU	2007	Hyundai Mipo
3	Prosperity Containership S.A.	50%	Containership	4,300 TEU	2007	Hyundai Mipo
4	Rich Containership S.A.	50%	Containership	4,300 TEU	2007	Hyundai Mipo
5	Matin Shipping Ltd.	49%	Bulker	38,278 DWT	2011	Imabari
6	Olive Bulkship S.A.	18%	Bulker	57,836 DWT	2015	Tsuneishi
7	Polaris Bulkship S.A.	18%	Bulker	57,836 DWT	2015	Tsuneishi
8	Quest Bulkship S.A.	18%	Bulker	37,700 DWT	2016	Imabari
9	Stella Bulkship S.A.	18%	Bulker	37,700 DWT	2018	Imabari
10	Tiara Bulkship S.A.	18%	Bulker	37,700 DWT	2020	Imabari
11	Unicorn Bulkship S.A.	18%	Bulker	36,300 DWT	2018	Oshima
12	Victoria Bulkship S.A.	18%	Bulker	36,300 DWT	2018	Oshima



# MARITIME ASSET MANAGEMENT

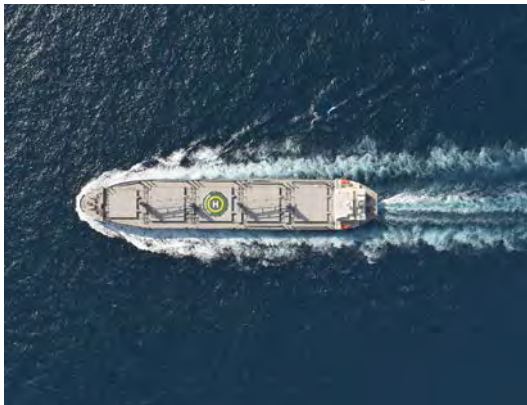
Fair valuation loss mainly for product tanker and containerships reduced MAM's bottomline to a loss of \$0.2m

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Turnover</b>	2,149	2,890	(26%)	5,299	5,660	(6%)
<b>Charter Income</b>	2,303	1,369	68%	4,602	2,938	57%
<b>Fee Income</b>	811	2,086	(61%)	2,655	2,884	(8%)
<b>Investment Returns</b>	(1,023)	(621)	65%	(2,385)	(352)	N/M
<b>Interest Income</b>	17	32	(47%)	53	112	(53%)
<b>Other Income</b>	41	24	71%	374	78	N/M
<b>Expenses</b>	(1,974)	(1,809)	9%	(4,877)	(3,313)	47%
<b>Profit/ (Loss) from Operation</b>	175	1,081	(84%)	422	2,347	(82%)
<b>Finance costs</b>	(295)	(161)	83%	(591)	(385)	54%
<b>Profit/ (Loss) before Tax</b>	(120)	920	(113%)	(169)	1,962	(109%)
<b>Profit/ (Loss) after Tax</b>	(120)	920	(113%)	(169)	1,962	(109%)



# MARITIME SERVICES

- The Group's Maritime Services arm includes the following subsidiaries:
  - Uni Ships and Management Limited
  - Uni Ships and Management (Taiwan) Limited
  - Uni Ships and Management Korea Ltd
  - Wealth Ocean Ship Management (Shanghai) Co., Ltd
- Services provided include commercial / technical management of ships and ship related brokerage services for chartering as well as sale and purchase of ships.





# MARITIME SERVICES

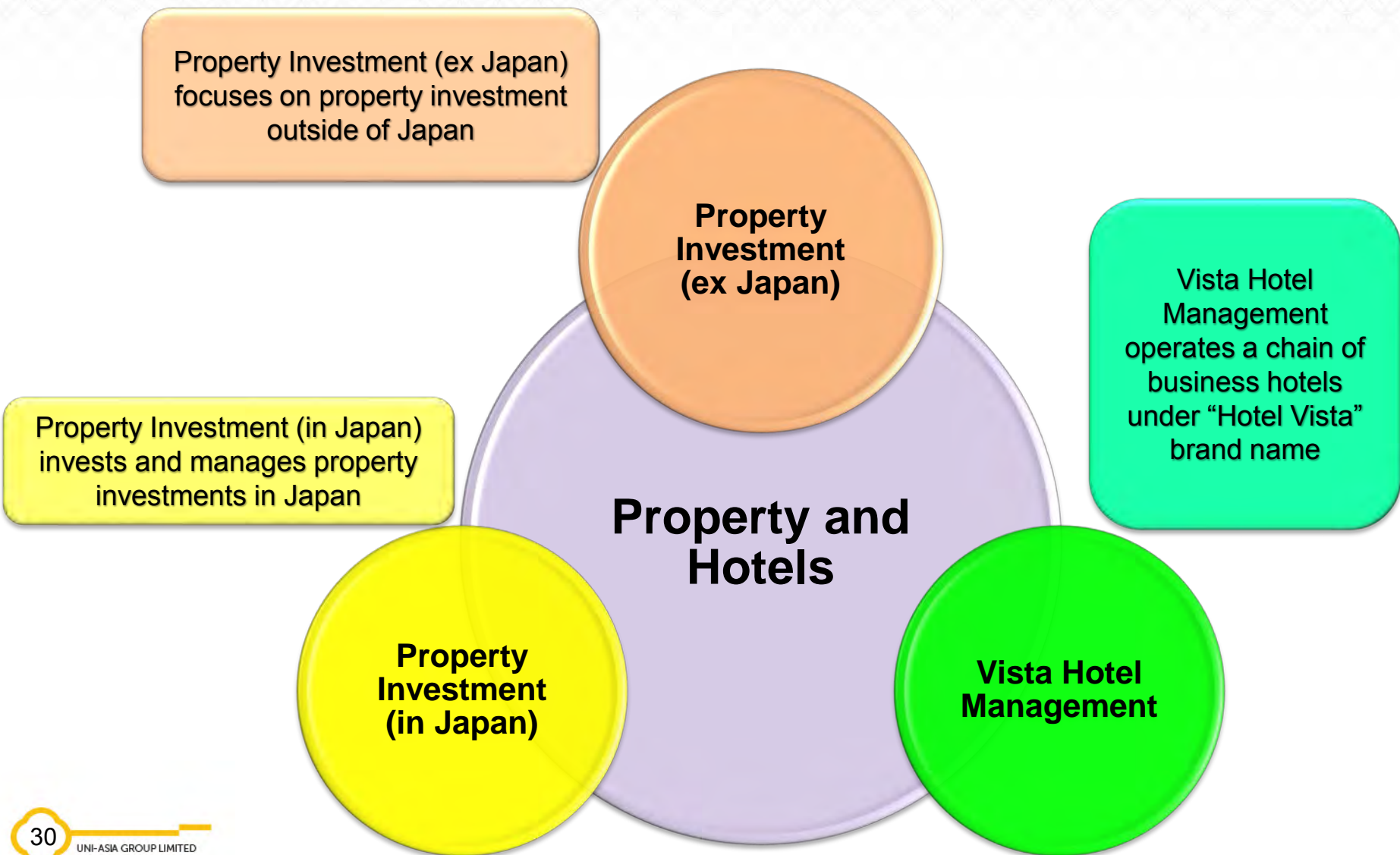
Maritime Services segment contributed a profit of \$0.2m for 1H2018

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
Turnover	559	416	34%	1,031	800	29%
Fee Income	555	415	34%	1,023	799	28%
Interest Income	4	1	N/M	8	1	N/M
Expenses	(391)	(323)	21%	(817)	(783)	4%
Profit/ (Loss) before Tax	168	93	81%	214	17	N/M
Profit/ (Loss) after Tax	162	72	125%	205	(4)	N/M



# PROPERTY AND HOTELS (AND RELATED FINANCIAL SERVICES)

Under Property and Hotels business segment, there are three sub-segments:



# PROPERTY AND HOTELS (AND RELATED FINANCIAL SERVICES)

Property and Hotels business contributed \$4.8m profit for 1H2018

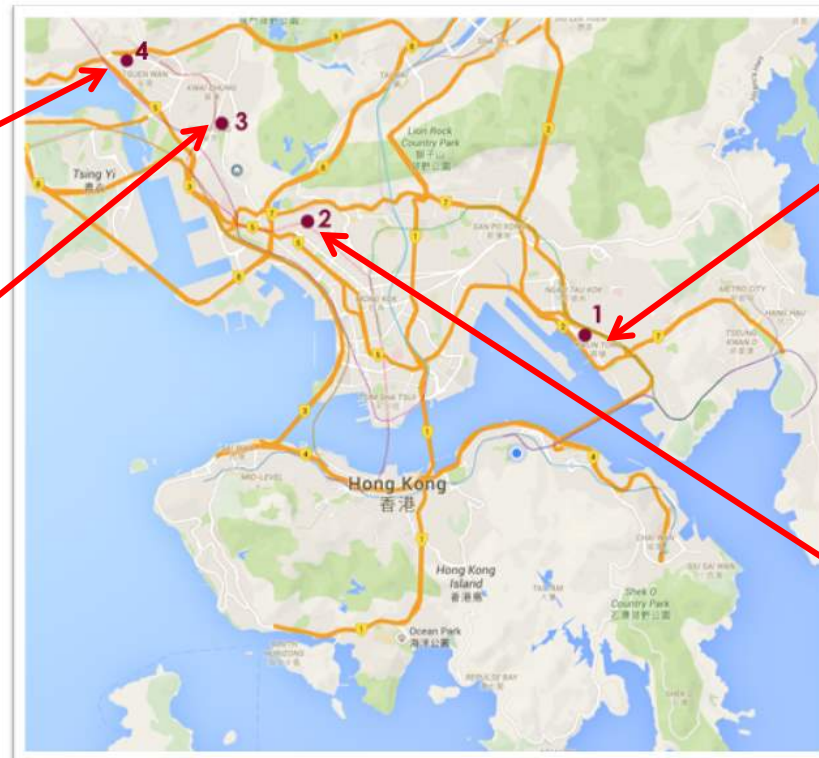
(US\$'000)		2 <sup>nd</sup> Quarter			6 months ended 30 June		
		2018	2017	% Change	2018	2017	% Change
<b>Property and Hotels</b> (and related financial services)	Revenue	19,344	14,106	37%	32,947	26,154	26%
	Net Profit / (Loss)	3,027	2,320	30%	4,832	3,259	48%
<b>Property Investment (ex Japan)</b> <i>Investment/Asset Management of Properties ex-Japan</i>	Revenue	3,288	2,537	30%	3,286	2,573	28%
	Net Profit / (Loss)	2,939	2,252	31%	2,630	2,018	30%
<b>Property Investment (in Japan)</b> <i>Investment/Asset Management of Properties in Japan</i>	Revenue	1,225	1,039	18%	2,513	2,917	(14%)
	Net Profit / (Loss)	280	201	39%	2,160	1,418	52%
<b>Vista Hotel Management</b> <i>Hotel Operation in Japan</i>	Revenue	15,303	10,784	42%	28,751	21,154	36%
	Net Profit / (Loss)	(192)	(133)	44%	42	(177)	(124%)



# PROPERTY INVESTMENT (EX JAPAN)

## Hong Kong Property Business

- The Group invests in Hong Kong property development projects through consortiums led by our partner, First Group Holdings Limited.
- The Group has invested in 4 Hong Kong property projects to-date.



4<sup>th</sup> Project:  
Tsuen Wan  
Completion: 2020

1<sup>st</sup> Project:  
Kwun Tong  
Completed: 2013

3<sup>rd</sup> Project:  
Kwai Chung  
Completion: 2019

2<sup>nd</sup> Project:  
Cheung Sha Wan  
Completion: 2018

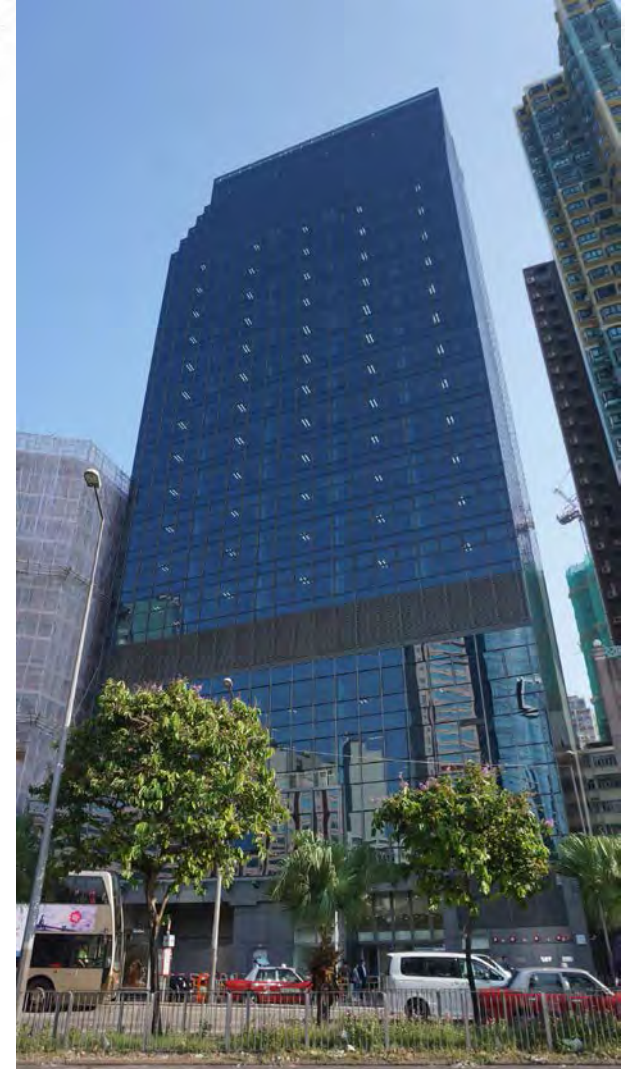




# PROPERTY INVESTMENT (EX JAPAN)

## Hong Kong Property Business – 2<sup>nd</sup> HK Property Project

- Investment: HKD80.0 million or around USD10.4 million (13.4% effective ownership)
- Location: 650 Cheung Sha Wan Road in Hong Kong
- Project: A commercial office building.
- Pre-sale was launched in April 2017 with 19 office floors and a shop on ground floor were sold.
- Certificate of Completion has been obtained.





# PROPERTY INVESTMENT (EX JAPAN)

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

- Investment: HKD50.0 million or around USD6.4 million (11.9% effective ownership)
- Location: 83 Tai Lin Pai Road, Kwai Chung, New Territories, Hong Kong
- Project: A commercial office building to be completed by 2019





# PROPERTY INVESTMENT (EX JAPAN)

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



Existing site undergoing construction



Artist's impression of completed building



# PROPERTY INVESTMENT (EX JAPAN)

## Hong Kong Property Business – 4<sup>th</sup> HK Property Project

- Investment: HKD20.0 million or around USD2.6 million (2.5% effective ownership)
- Location: 18-20 Tai Chung Road, Tsuen Wan, Hong Kong
- Project: A commercial office building to be completed by 2020





# PROPERTY INVESTMENT (EX JAPAN)

Additional fair value gain recognised for 2<sup>nd</sup> Hong Kong property investment following receipt of completion certificate

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Turnover</b>	3,288	2,537	30%	3,286	2,573	28%
<b>Fee Income</b>	132	67	97%	132	67	97%
<b>Investment Returns</b>	3,120	2,456	27%	3,097	2,480	25%
<b>Interest Income</b>	20	14	43%	41	26	58%
<b>Other Income</b>	16	-	N/M	16	-	N/M
<b>Expenses</b>	(296)	(284)	4%	(547)	(554)	(1%)
<b>Profit/ (Loss) from Operation</b>	2,992	2,253	33%	2,739	2,019	36%
<b>Finance costs</b>	(53)	-	N/M	(109)	-	N/M
<b>Profit/ (Loss) before Tax</b>	2,939	2,253	30%	2,630	2,019	30%
<b>Profit/ (Loss) after Tax</b>	2,939	2,252	31%	2,630	2,018	30%



# PROPERTY INVESTMENT (IN JAPAN)

## 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:**

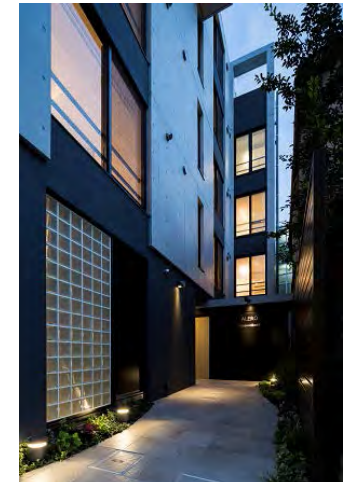
[http://www.uni-asia.com/business\\_property\\_japan.html](http://www.uni-asia.com/business_property_japan.html)



# PROPERTY INVESTMENT (IN JAPAN)

## 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

## Completed Projects (before 2017)

- 1 SHIMOMEGURO PROJECT (SOLD)
- 2 AKEBONOBASHI PROJECT (SOLD)
- 3 HATAGAYA PROJECT (SOLD)
- 4 SAKURA-SHIMMACHI PROJECT (SOLD)
- 5 HONANCHO PROJECT (SOLD)
- 6 SENGOKU PROJECT (SOLD)
- 7 OOKAYAMA PROJECT (SOLD)
- 8 CHITOSEFUNABASHI PROJECT (SOLD)
- 9 MEJIRO PROJECT (SOLD)
- 10 OOKAYAMA3 PROJECT (SOLD)
- 11 HAKUSAN2 PROJECT (SOLD)
- 12 EDOGAWABASHI PROJECT (SOLD)
- 13 NISHI WASEDA PROJECT (SOLD)
- 14 TAKADANOBABA PROJECT (LEASING)
- 15 OTOWA PROJECT (SOLD)
- 16 HIGASHI SHINJUKU PROJECT (SOLD)
- 17 NAKANO SAKAUE PROJECT (SOLD)

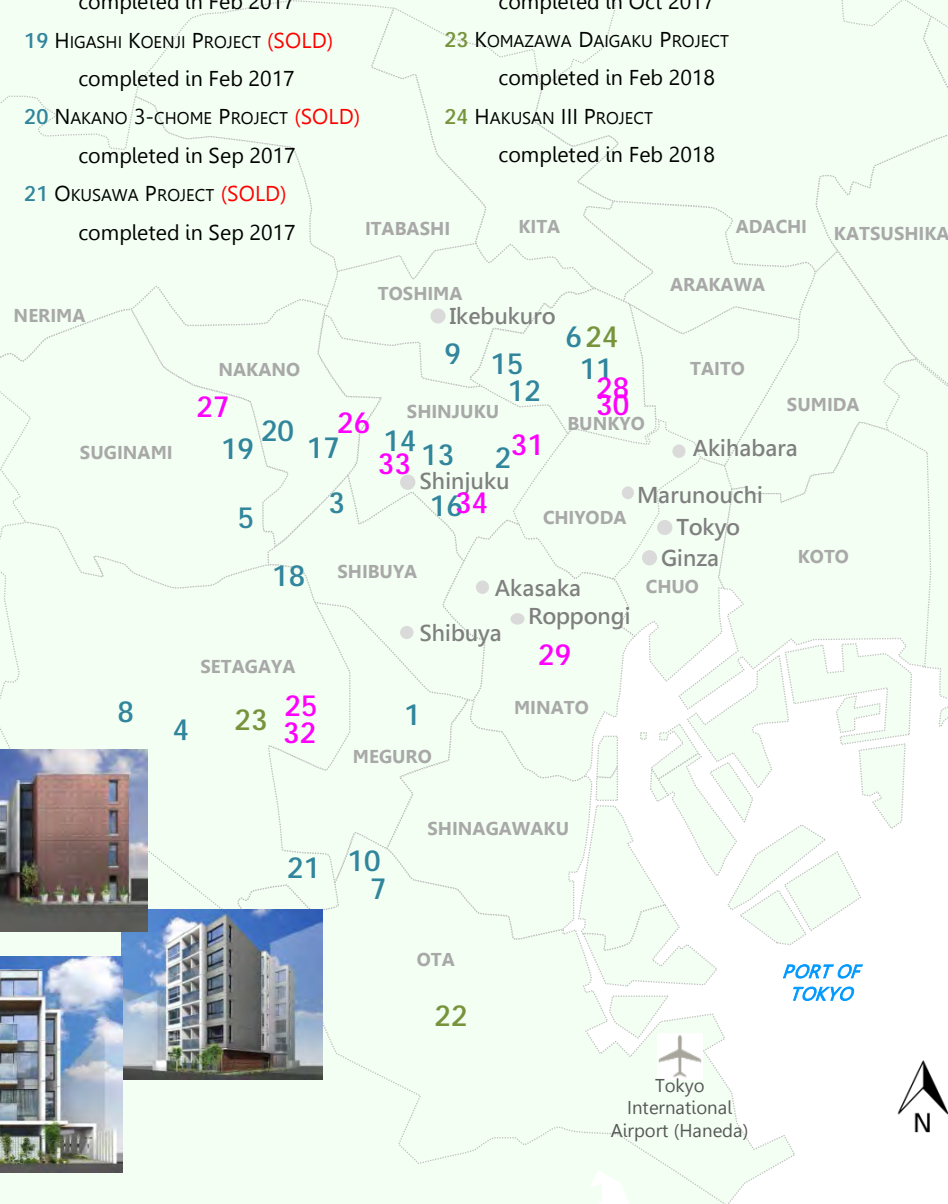
- 18 SASAZUKA PROJECT (SOLD)  
completed in Feb 2017
- 19 HIGASHI KOENJI PROJECT (SOLD)  
completed in Feb 2017
- 20 NAKANO 3-CHOME PROJECT (SOLD)  
completed in Sep 2017
- 21 OKUSAWA PROJECT (SOLD)  
completed in Sep 2017

## Projects under lease

- 22 NISHI KAMATA PROJECT  
completed in Oct 2017
- 23 KOMAZAWA DAIGAKU PROJECT  
completed in Feb 2018
- 24 HAKUSAN III PROJECT  
completed in Feb 2018

## Projects under Construction/Planning

- 25 SANGENJAYA PROJECT  
scheduled for completion in Aug 2018
- 26 NAKANOSAKAUE PROJECT  
scheduled for completion in Sep 2018
- 27 KOENJI MINAMI PROJECT  
scheduled for completion in Sep 2018
- 28 YUSHIMA I PROJECT  
scheduled for completion in Sep 2018
- 29 AZABUJUBAN PROJECT  
scheduled for completion in Jan 2019
- 30 YUSHIMA II PROJECT  
scheduled for completion in Oct 2018
- 31 KAWADACHO PROJECT  
scheduled for completion in Nov 2019
- 32 SANGENJAYA II PROJECT  
scheduled for completion in Jul 2019
- 33 TAKADANOBABA II PROJECT  
scheduled for completion in Jan 2020
- 34 HIGASHI SHINJUKU II PROJECT  
scheduled for completion in Jul 2019



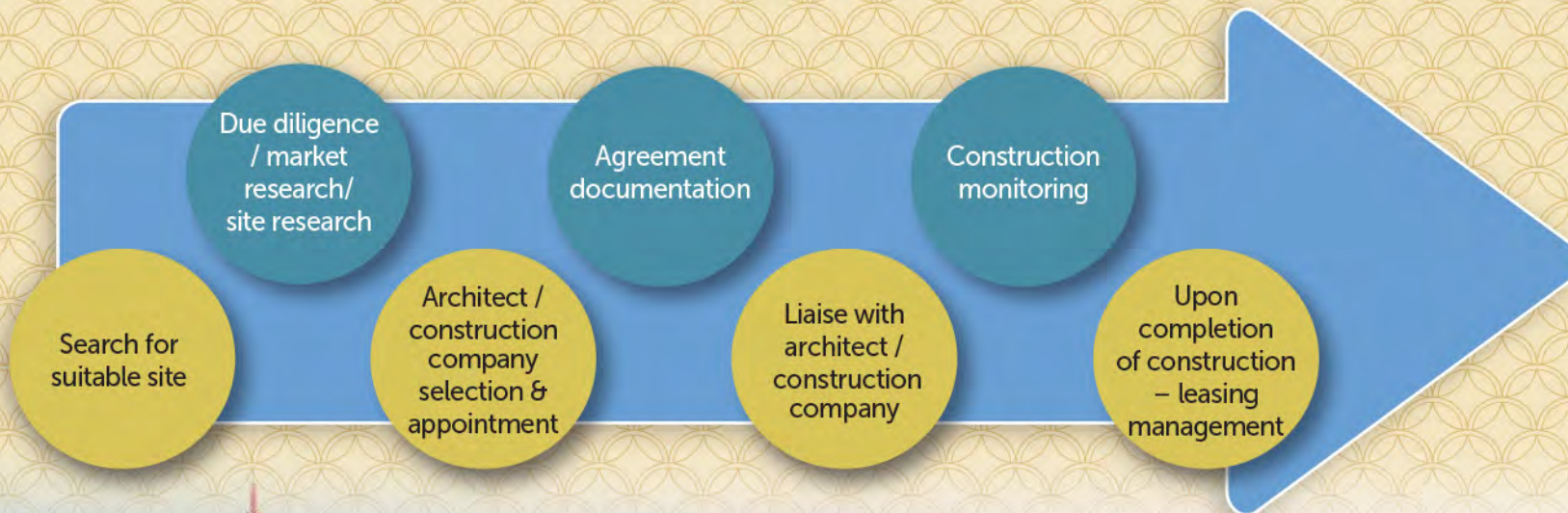




# PROPERTY INVESTMENT (IN JAPAN)

## Construction Management

Utilising our property development expertise, UACJ helps external clients with construction management of small residential properties and hotels.





# PROPERTY INVESTMENT (IN JAPAN)

## Uni-Asia Career Support Ltd.

Uni-Asia Investment Ltd (“UAI”), the Group’s investment holding arm in Japan, established a new company Uni-Asia Career Support Ltd. to provide human resource placement services to the hospitality industry in Japan. As Japan’s hospitality industry grows, there is a demand for quality hotel staff who are proficient in both Japanese and non-Japanese language. This new entity aims to supplement the Group’s asset management business by being able to provide staffing solutions to hotel operators, including VHM, in Japan.

## Sale of HV Kumamoto Airport

UAI completed the sale of HV Kumamoto Airport in March. Notwithstanding the sale, Vista Hotel Management is still operating the hotel.





# PROPERTY INVESTMENT (IN JAPAN)

Following the sale of HV Kumamoto Airport, UAI made a reversal of impairment losses previously made, which is classified under expenses.

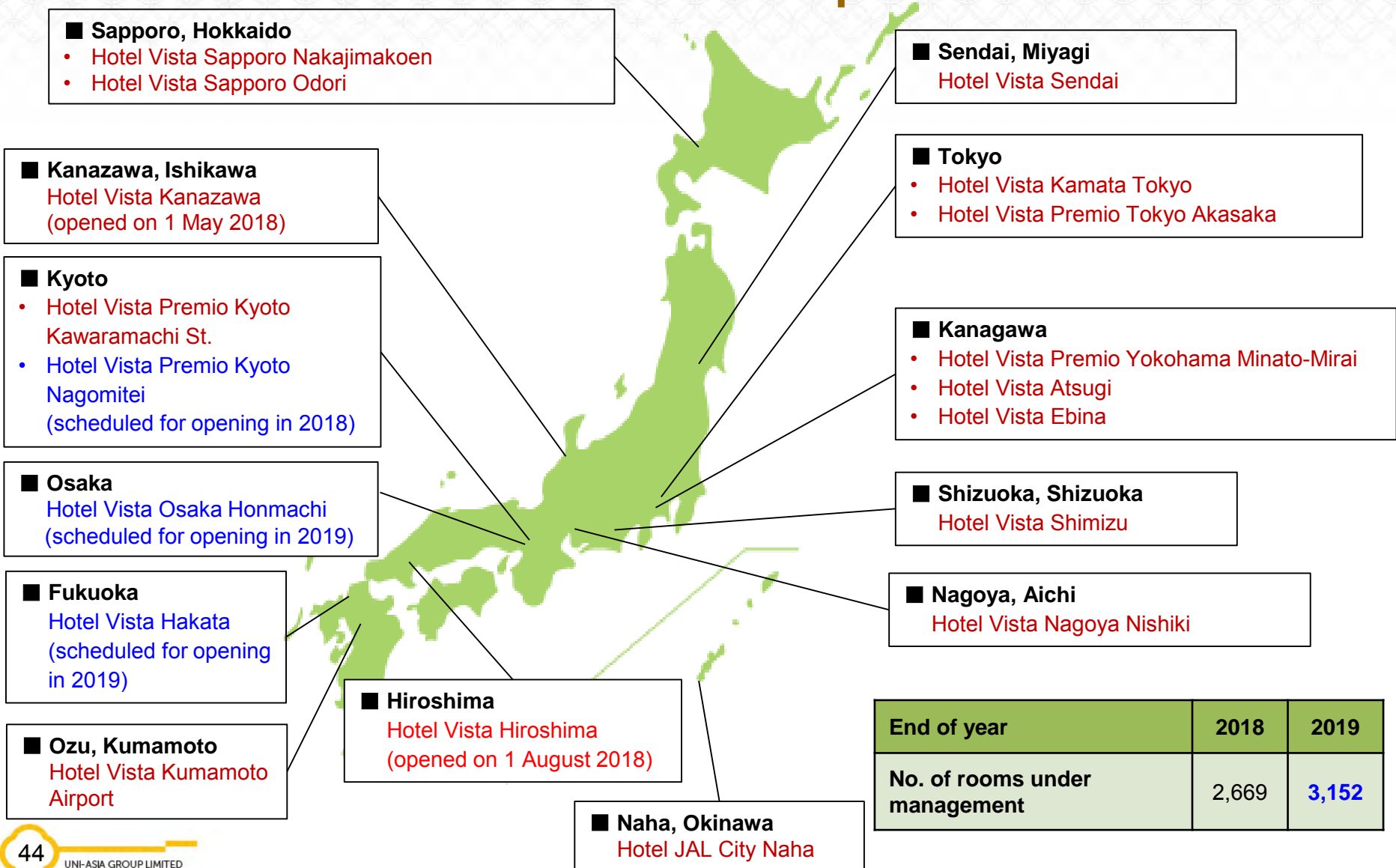
(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Turnover</b>	1,225	1,039	18%	2,513	2,917	(14%)
<b>Fee Income</b>	450	425	6%	867	647	34%
<b>Investment Returns</b>	642	446	44%	1,396	1,903	(27%)
<b>Interest Income</b>	115	119	(3%)	229	233	(2%)
<b>Other Income</b>	18	49	(63%)	21	134	(84%)
<b>Expenses</b>	(793)	(711)	12%	251	(1,274)	(120%)
<b>Profit/ (Loss) from Operation</b>	432	328	32%	2,764	1,643	68%
<b>Finance costs</b>	(148)	(61)	143%	(513)	(117)	N/M
<b>Profit/ (Loss) before Tax</b>	284	267	6%	2,251	1,526	48%
<b>Profit/ (Loss) after Tax</b>	280	201	39%	2,160	1,418	52%

This business segment recorded a profit of \$2.2 million for 1H2018, an increase of 52% from 1H2017.



# VISTA HOTEL MANAGEMENT

## Current Portfolio of Hotels Under Operations



End of year	2018	2019
No. of rooms under management	2,669	3,152



# VISTA HOTEL MANAGEMENT

## Current Portfolio of Hotels Under Operations

### Hotel Vista Sapporo Nakajima Koen



*Location: Sapporo, Hokkaido*  
*Number of rooms: 113*

### Hotel Vista Sapporo Odori



*Location: Sapporo, Hokkaido*  
*Number of rooms: 153*

### Hotel Vista Sendai



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

### Hotel Vista Kamata Tokyo



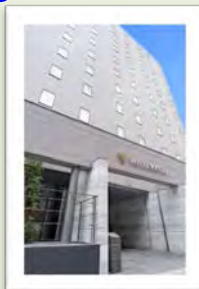
*Location: Kamata, Tokyo*  
*Number of rooms: 105*



# VISTA HOTEL MANAGEMENT

## Current Portfolio of Hotels Under Operations

### Hotel Vista Premio Tokyo Akasaka



*Location: Akasaka, Tokyo*  
*Number of rooms: 140*

### Hotel Vista Premio Yokohama Minato-Mirai



*Location: Yokohama, Kanagawa*  
*Number of rooms: 232*

### Hotel Vista Atsugi



*Location: Atsugi, Kanagawa*  
*Number of rooms: 165*

### Hotel Vista Ebina



*Location: Ebina, Kanagawa*  
*Number of rooms: 176*



# VISTA HOTEL MANAGEMENT

## Current Portfolio of Hotels Under Operations

### Hotel Vista Shimizu



*Location: Shizuoka, Shizuoka*  
*Number of rooms: 152*

### Hotel Vista Kanazawa



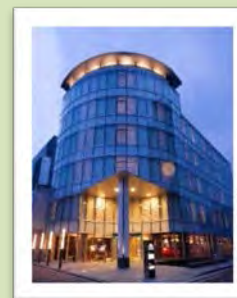
*Location: Kanazawa, Ishikawa*  
*Number of rooms: 213*

### Hotel Vista Nagoya Nishiki



*Location: Nagoya, Aichi*  
*Number of rooms: 143*

### Hotel Vista Premio Kyoto Kawaramachi St.



**Listed in  
“MICHELIN Guide  
Kyoto Osaka” for  
three consecutive  
years from  
2015 to 2017**

*Location: Kyoto, Kyoto*  
*Number of rooms: 84*



# VISTA HOTEL MANAGEMENT

## Current Portfolio of Hotels Under Operations

### Hotel Vista Hiroshima



*Location: Hiroshima, Hiroshima*  
*Number of rooms: 228*

### Hotel Vista Kumamoto Airport



*Location: Kumamoto, Kumamoto*  
*Number of rooms: 139*

### Hotel JAL City Naha



*Location: Naha, Okinawa*  
*Number of rooms: 304*





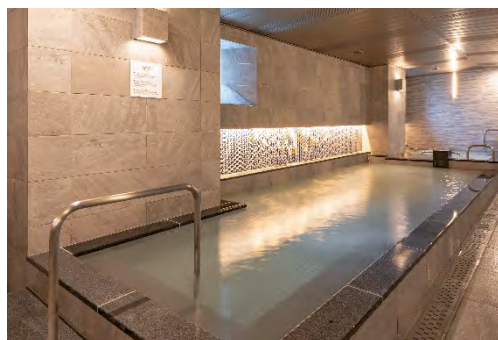
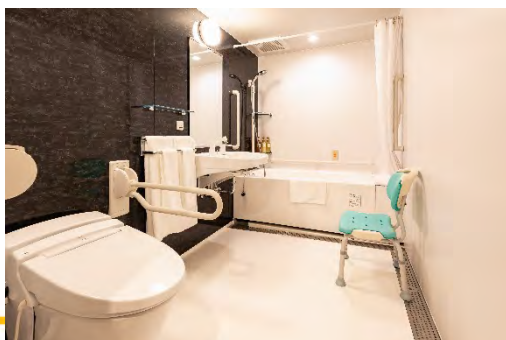
# VISTA HOTEL MANAGEMENT

## New Hotels Operated by the Group

### ➤ Hotel Vista Kanazawa

- opened on 1 May 2018

- The hotel has 213 rooms.
- This is the first time the Group shall operate a Vista hotel in Hokuriku area.
- This hotel is about 6 minutes' walk from JR Kanazawa Station.



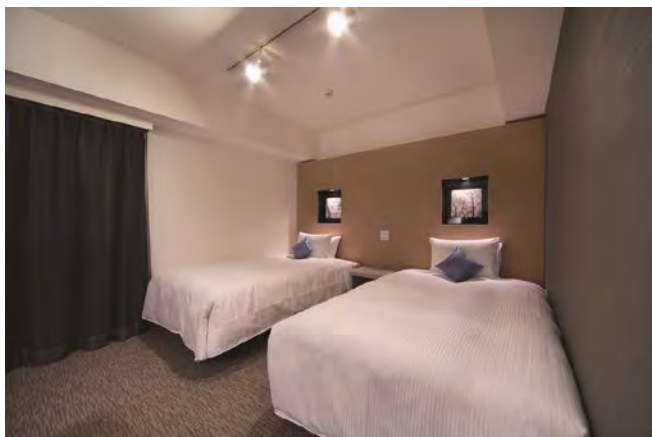


# VISTA HOTEL MANAGEMENT

## New Hotels Operated by the Group

### ➤ Hotel Vista Sapporo Odori - opened after rebranding on 1 June 2018

- This hotel was previously operated by another operator and it was rebranded to “Hotel Vista”.
- The hotel is located in the center of Sapporo, which is convenient for both business travelers and tourists.
- The hotel has 153 rooms and a restaurant, and together with existing Hotel Vista Sapporo Nakajimakoen, VHM now operates 266 rooms in Sapporo.



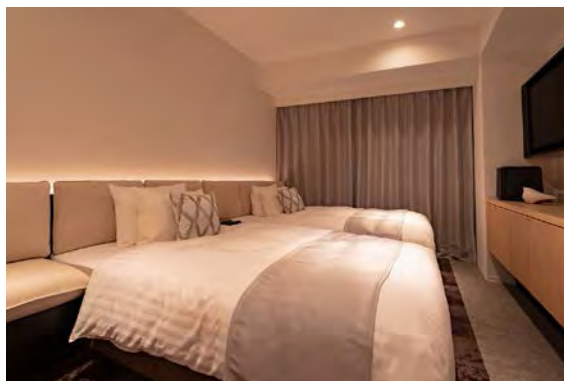
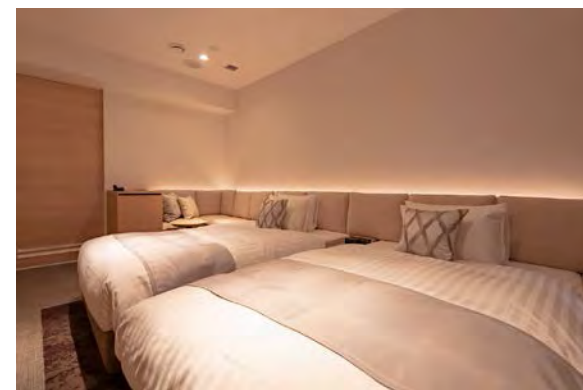


# VISTA HOTEL MANAGEMENT

## New Hotels Operated by the Group

### ➤ Hotel Vista Premio Tokyo Akasaka – opened on 14 June 2018

- The hotel has 140 rooms.
- The location of the hotel is in the downtown area of Tokyo.
- Akasaka is one of the famous commercial areas in Tokyo located west of the political centre in Nagatachō and north of the Roppongi district.





# VISTA HOTEL MANAGEMENT

## New Hotels Operated/to be Operated by the Group

### ➤ Hotel Vista Hiroshima - Opened on 1 August 2018

- Construction of the 228-room hotel has completed.
- The location of the hotel is in the most famous commercial area of Hiroshima.
- Hiroshima is home to two World Heritage sites: Atomic Bomb Dome and Itsukushima Shinto Shrine.



### ➤ Hotel Vista Premio Kyoto Nagomitei - scheduled for grand opening on 20 August 2018

- The hotel is currently under construction and 84 rooms are currently being planned.
- The location of the hotel is in the centre of Kyoto.



Artist's impression of completed  
Hotel Vista Premio Kyoto Nagomitei



# VISTA HOTEL MANAGEMENT

## New Hotels to be Operated by the Group

### ➤ Hotel Vista Osaka Honmachi (tentative name)

- **scheduled for opening in 2019 winter**

- Preliminary Lease Agreement was executed at the end of October 2017.
- Osaka city, one of the largest cities next to Tokyo in Japan, attracts both business travelers and tourists from around the world.
- The location of the hotel is in the centre of Osaka.
- The hotel is currently under construction with a planned 283 rooms.

### ➤ Hotel Vista Hakata (tentative name)

- **scheduled for opening in 2019 winter**

- Lease Agreement was executed at the end of April 2018.
- The hotel is located in the Nakasu/Tenjin area in Fukuoka City.
- Fukuoka City has a population of around 1.6 million and is the largest city in Kyushu and 5<sup>th</sup> largest in Japan.
- Nakasu/Tenjin is an area where business streets are in harmony with shopping streets, with large department stores, boutiques and restaurants.
- The hotel is currently under construction and 200 rooms and a big common bath are currently being planned.



Artist's impression of completed Hotel Vista Hakata



# VISTA HOTEL MANAGEMENT

Excluding pre-opening expenses, VHM performance for 1H2018 improved by >200%

(US\$'000)	2 <sup>nd</sup> Quarter			6 months ended 30 June		
	2018	2017	% Change	2018	2017	% Change
<b>Turnover</b>	15,303	10,784	42%	28,751	21,154	36%
<b>Hotel Income</b>	15,184	10,723	42%	28,010	21,020	33%
<b>Other Income</b>	119	61	95%	741	134	N/M
<b>Expenses</b>	(15,453)	(10,888)	42%	(28,612)	(21,262)	35%
<b>Profit / (Loss) from Operation</b>	(150)	(104)	44%	139	(108)	(229)%
<b>Finance costs</b>	(24)	(13)	85%	(44)	(22)	100%
<b>Profit/ (Loss) before Tax</b>	(174)	(117)	49%	95	(130)	(173)%
<b>Profit / (Loss) after Tax</b>	(192)	(133)	44%	42	(177)	(124)%
<b>Pre-opening expenses included in Expenses</b>	599	317	89%	700	390	79%
<b>Profit / (Loss) after Tax excluding pre-opening expenses</b>	407	184	121%	742	213	248%
<b>Occupancy Rate</b>	77.4%	82.7%	(6)%	77.6%	82.7%	(6)%
<b>No. of hotels operated</b>	14	10		14	10	



# VISTA HOTEL MANAGEMENT

## HOTEL RANKING AWARD – FIRST IN TWO CATEGORIES

For 2017’s Hotel Chain Ranking organised by “Jalan.net”, one of the largest online hotels and ryokans booking site in Japan, the Group’s Hotel Vista was voted **first** for 2 categories:

- i) “Business Travel – Less Than JPY15,000 Per Night” Category
- ii) “Family Travel – Less Than JPY15,000 Per Night” Category

### 泊まってよかったチェーンホテル部門

2017年度1年間で、クチコミ総合評点において、顕著な実績を取られたチェーンホテル様に贈られます。(金額・利用シーンごとに選出)

利用シーン：出張×15,000円未満

利用シーン：ファミリー×15,000円未満

1位 HOTEL VISTA

ビスタホテルグループ



ワンランク上のサービスで、自分らしいライフスタイルを旅先でも実現

施設数 15

2位 Richmond Hotels

リッチモンドホテルズ



ひとと自然にやさしい、常にお客さまのために進化するホテル

施設数 41

3位 JR九州ホテルズ

JR九州ホテルグループ



また会いたくなるホテルへ。

施設数 12

1位 HOTEL VISTA

ビスタホテルグループ



ワンランク上のサービスで、自分らしいライフスタイルを旅先でも実現

施設数 15

2位 東急ホテルズ

東急REIホテル（東急ホテルズ）



日常のくつろぎと小さな感動

施設数 19

3位 スーパーホテル

スーパーホテル



北海道～沖縄、ビジネス・観光に最適！五感で感じるLohasステイ

施設数 126

# Growth Drivers

## Recurrent Income

Improving ship charter market, more assets under management for Japan's property asset management arm and more hotels under operation provide increasing recurrent income base

## Ad Hoc Income

Arrangement and brokerage transactions provide additional ad hoc fee income on top of recurrent income base

## Investment Gains

Investment gains from Hong Kong property, ALERO and ship investments help to boost upside return

**Target: Enhance Shareholders' Value**





**UNI-ASIA  
GROUP LIMITED**

Registration No. 201701284Z



**THANK YOU**