UNI-ASIA GROUP LIMITED
Company Registration No: 201701284Z
Incorporated in the Republic of Singapore

ANNUAL GENERAL MEETING ON 30 APRIL 2025
SHAREHOLDERS' KEY QUESTIONS AND ANSWERS

The Board of Directors of Uni-Asia Group Limited (the "**Company**", and together with its subsidiaries, the "**Group**") wishes to thank shareholders for submitting their questions in advance of the Annual General Meeting ("**AGM**") to be held on 30 April 2025 at 2.00 p.m. at Anson III, Level 2, M Hotel Singapore, 81 Anson Road, Singapore 079908.

The Company wishes to inform shareholders that it has received questions from shareholders which are overlapping and/or similar in nature. Accordingly, the Company has consolidated such questions and have made editorial amendments to some of the questions to ensure that they are clear. For the avoidance of doubt, the editorial amendments do not change the meaning of the questions received by the Company.

1. **In his chairman report, the chairman said "we recognise that our share price is undervalued now vis-à-vis our net asset value, and we believe that our initiatives will unlock value for shareholders in the near future". Could you please explain what initiatives the chairman mean here? When does the group plan to execute those initiatives?**

   One key initiative is maintaining a consistent dividend payout, which we believe attracts dividend investing and rewards long-term shareholders. In line with this, we have consistently been paying dividends to shareholders for the last 14 years since FY2012.

   In addition, the Group is currently working on reintroducing a share buyback mandate to enable the repurchase of shares from the open market when the circumstances are appropriate. That said, for the immediate near term, we remain dedicated to reinvesting in our robust Japanese real estate portfolio and renewing our fleet at opportune pricing as an effective use of funds to ensure long-term shareholder value.

   We also examine our business plans and evaluate our corporate structure regularly to ensure each asset class enhances shareholder value. In addition to these efforts, we continue to explore innovative strategies, such as inviting co-investors and partners to take equity positions in the company, while offering collaborative prospects with certain project-level advantages – further aligning interests and supporting long-term value creation.

   These initiatives are part of our broader strategy to enhance return on equity, improve investor engagement and narrow the gap between our share price and net asset value over time.

2. **In his CEO report, the CEO mentioned that "explore new business models" is one of the focus. Would the Company elaborate further what new business models the CEO was referring to?**

The reference to "exploring new business models" highlights several strategic directions across the Group. These include three key segments:

- **Shipping**: The focus is on restructuring and reinvesting in joint venture vessels – such as the Kellet Island initiative – to renew fleet structures and broaden both the vessel investment portfolio and stakeholder base.

- **Japan Property**: New business models in this segment include expanding Private Finance Initiative ("PFI") projects, investing in group homes as part of the Group's social responsibility efforts and co-investing in inbound-driven assets such as ski resorts in Furano and Niseko. These initiatives aim not only to generate investment returns, but also to provide fee-based income streams, with Uni-Asia serving as asset manager, developer, broker, or investment advisor.

- **Productivity**: The Group is focused on enhancing operational efficiency through internal IT committees, increasing human capital investment in key areas like shipping and UACJ, and aligning efforts across the organisation via the goal pyramid and business transformation initiatives described in the CEO's Message.

3. **As US intends to charge China made vessel port calling fees when arriving in US ports, what are the possible affects to group's business if indeed such charges were to be implemented by the US authority?**

Based on the Office of the United States Trade Representative ("USTR")'s initial proposal and subsequent updates available so far, port calling fees may be imposed as follows:

- **AA:** USD 50 per Net Registered Tonnage ("NRT") per call for Chinese-operated vessels (to increase annually up to USD 140/NRT through 2028).
- **BB:** USD 18 per NRT per call for Chinese-built vessels except those arriving empty or in ballast and/or less than an individual bulk capacity of 80,000 DWT (subject to AA whichever is higher)**.**

Our assessment of Uni-Asia's exposure is as follows:

- **AA**: Uni-Asia is Singapore-headquartered and registered. All ship-owning SPCs are registered in non-Chinese jurisdictions (e.g., Panama). As such, subject to further updates or clarification on this criteria, our assessment at this moment is that we would not qualify as a Chinese operator under AA.

- **BB**: Out of the 13 vessels under our control, only one small handy-size vessel was built in China. However, this one ship is of size of 29,118 DWT, i.e. less than 80,000 DWT, hence satisfies the exemption above. As such our assessment is that we would not have risk exposure in this category.

4. **What are the down side risks and up side potential when buying a new vessel?**

Purchasing a newer vessel is part of our ongoing fleet revitalisation strategy, where we aim to gradually replace aging vessels, (typically around 15 years old) with younger ships between 7 to 10 years of age. When market conditions are favourable, we may also consider acquiring newbuild vessels. This approach allows us to maintain a competitive and eco-efficient fleet, which supports long-term profitability through better fuel performance and trade flexibility.

In terms of downside risks, the key concern is a slowdown in the global economy, which would reduce shipping demand and in turn, depress charter rates. However, our focus on small handy-size bulkers provides some resilience, as these vessels are versatile and capable of transporting a broad range of cargo across diverse trade routes. These factors would make small handy-size bulkers less vulnerable to downturns in any single country or industry.

Additionally, most shipyards are currently focused on building container vessels through to 2027, which means the order book for small bulkers remains limited. This helps mitigate oversupply risks for our asset class.

On the upside, if the global economy strengthens or unforeseen events occur, such as extreme weather, geopolitical conflicts (eg. Red Sea disruptions) or logistical bottlenecks, demand for bulk shipping could rise. Given that new vessel supply cannot scale up immediately, such rise in demand often leads to increases in shipping income.

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