



**UNI-ASIA
GROUP LIMITED**

Registration No. 201701284Z

3Q2018 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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UNI-ASIA GROUP

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CORPORATE OVERVIEW

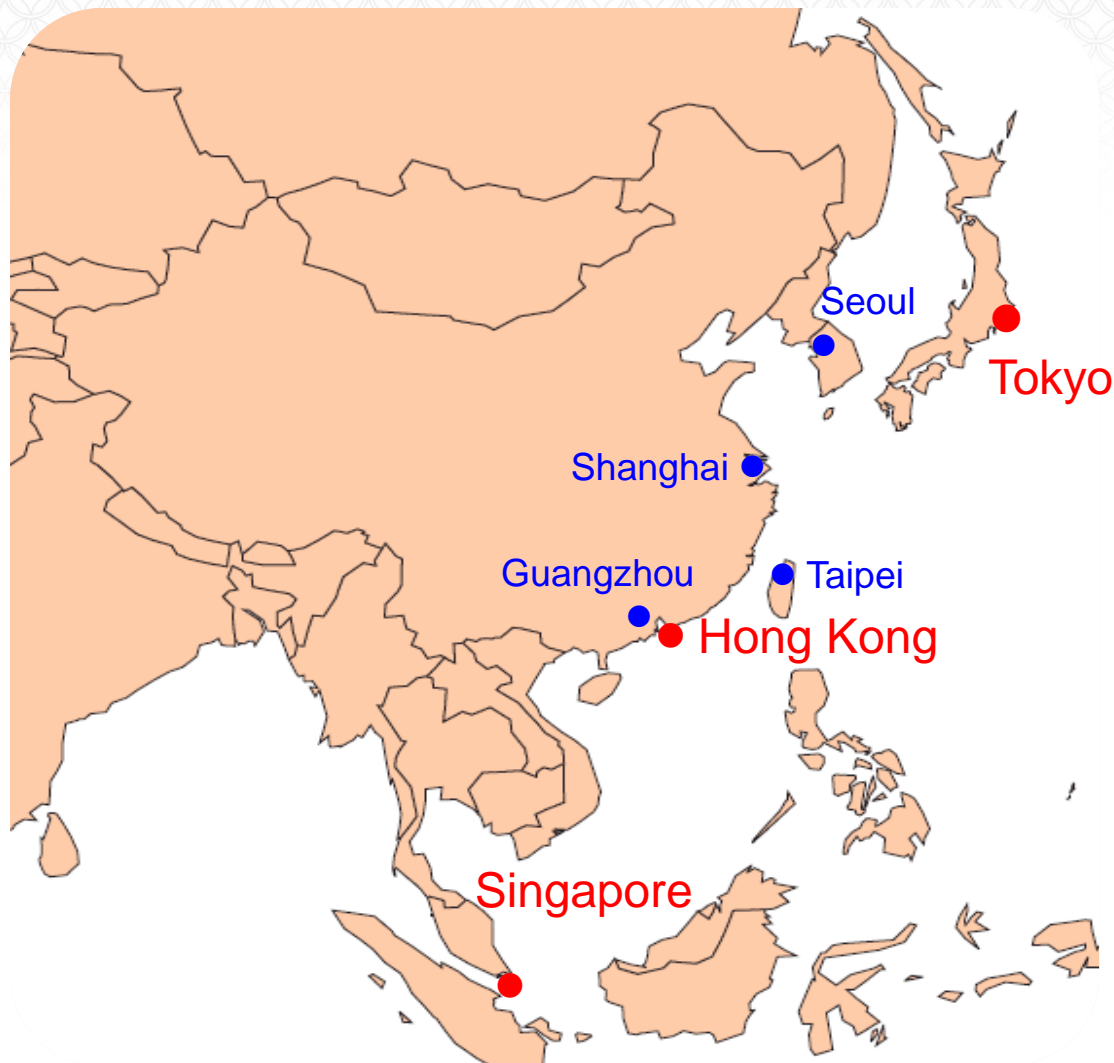


**UNI-ASIA
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CORPORATE PROFILE

- 🌐 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

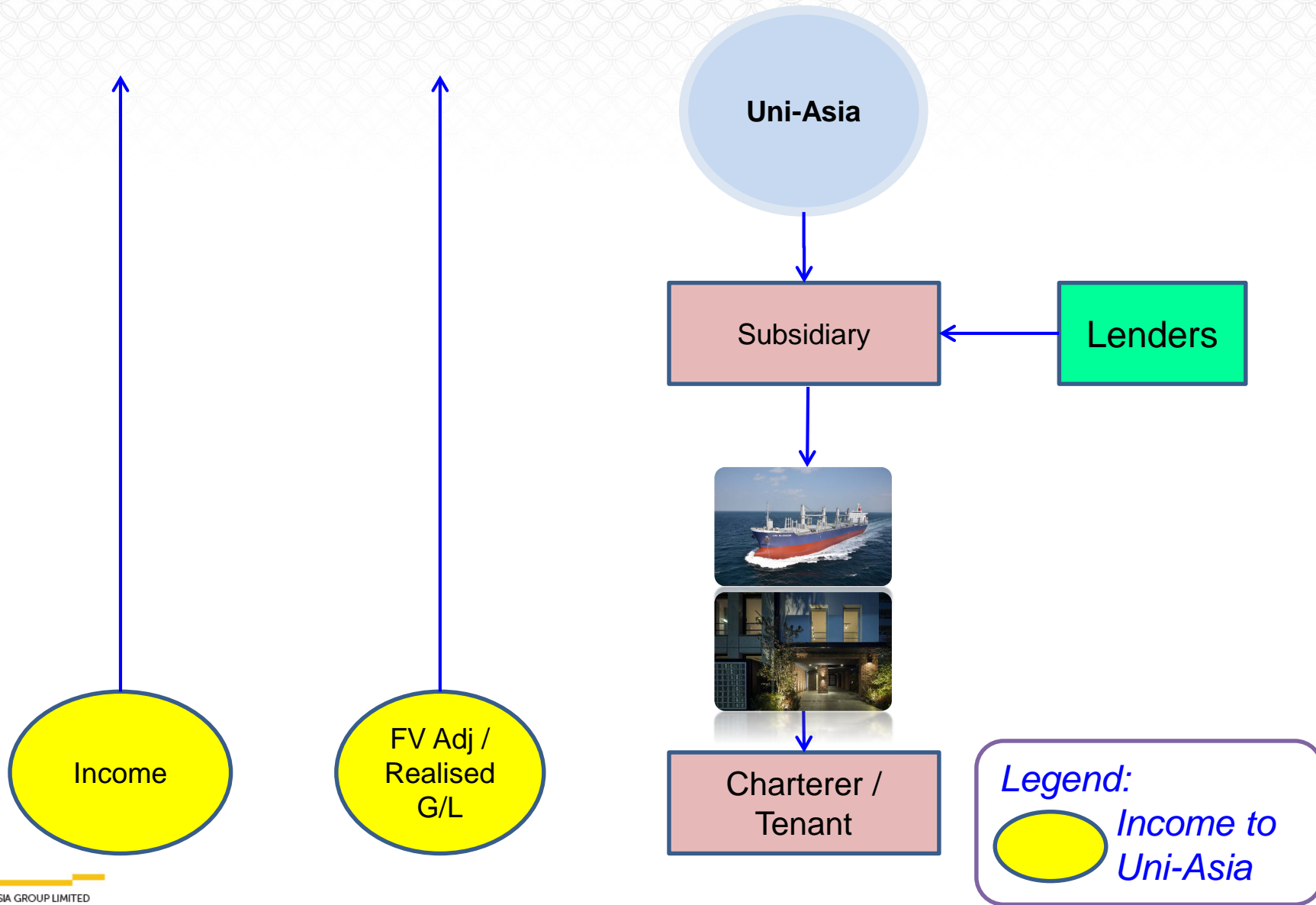
Capital returns.

Recurrent income including charter income, hotel income, administration fee income.

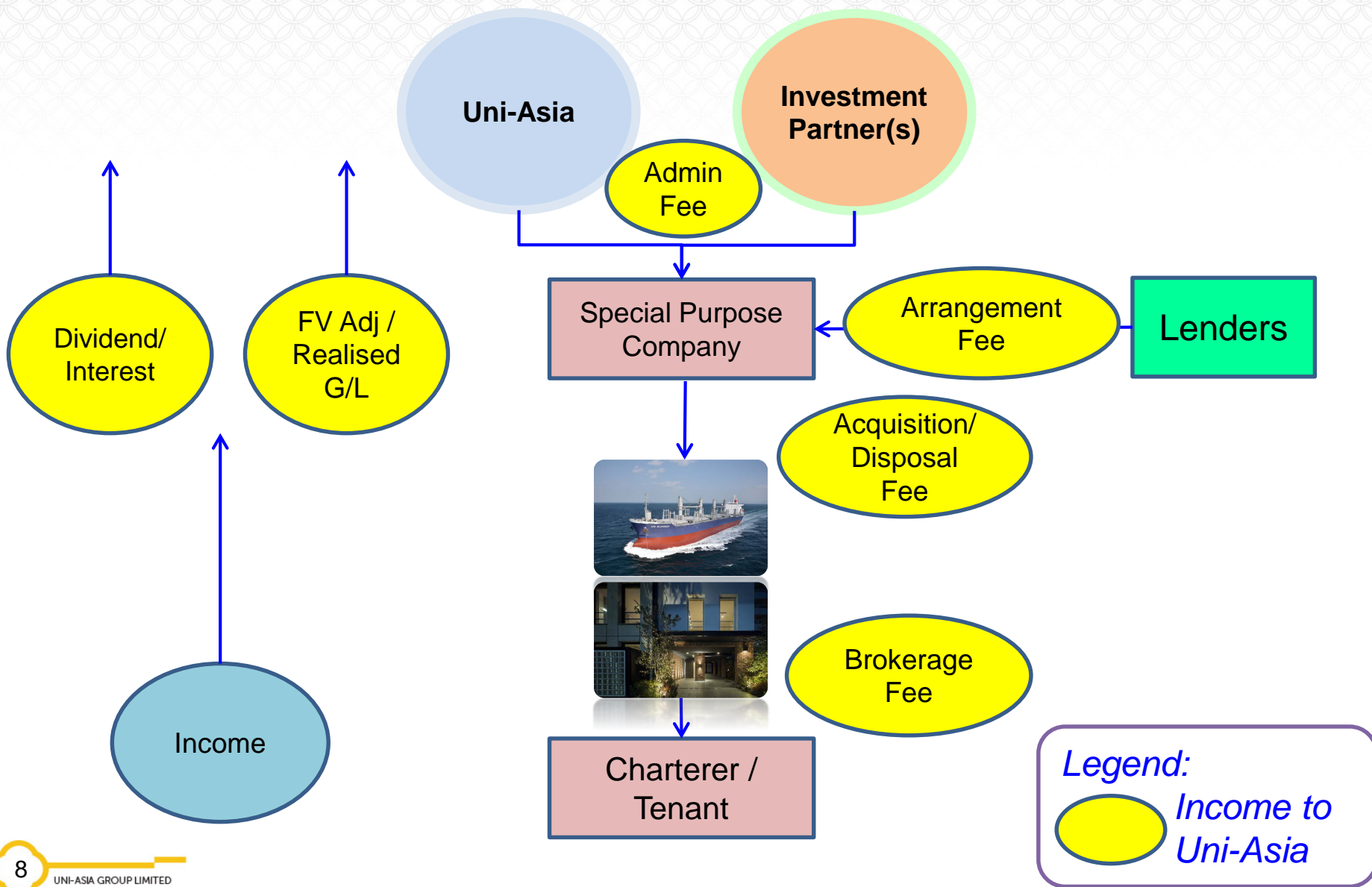
Ad hoc fee including finance arrangement fee.



BUSINESS MODEL EXAMPLE – SUBSIDIARY



BUSINESS MODEL EXAMPLE – JV STRUCTURE



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





**UNI-ASIA
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Registration No. 201701284Z

PROFIT AND LOSS SUMMARY

The Group recorded a net profit of \$6.2m for 9M2018

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Total Income	31,390	25,418	23%	86,039 	73,550	17%
Total Expenses	(29,248)	(22,898)	28%	(74,207)	(62,690)	18%
Operating Profit	2,142	2,520	(15%)	11,832	10,860	9%
Profit for the Period	(140)	167	(184%)	6,203	5,688	9%
Profit/ (Loss) attributable to owners of parent	(179)	33	N/M	4,955	4,846	2%
Earnings per Share (US Cents)	(0.38)	0.07	N/M	10.55 	10.32	2%

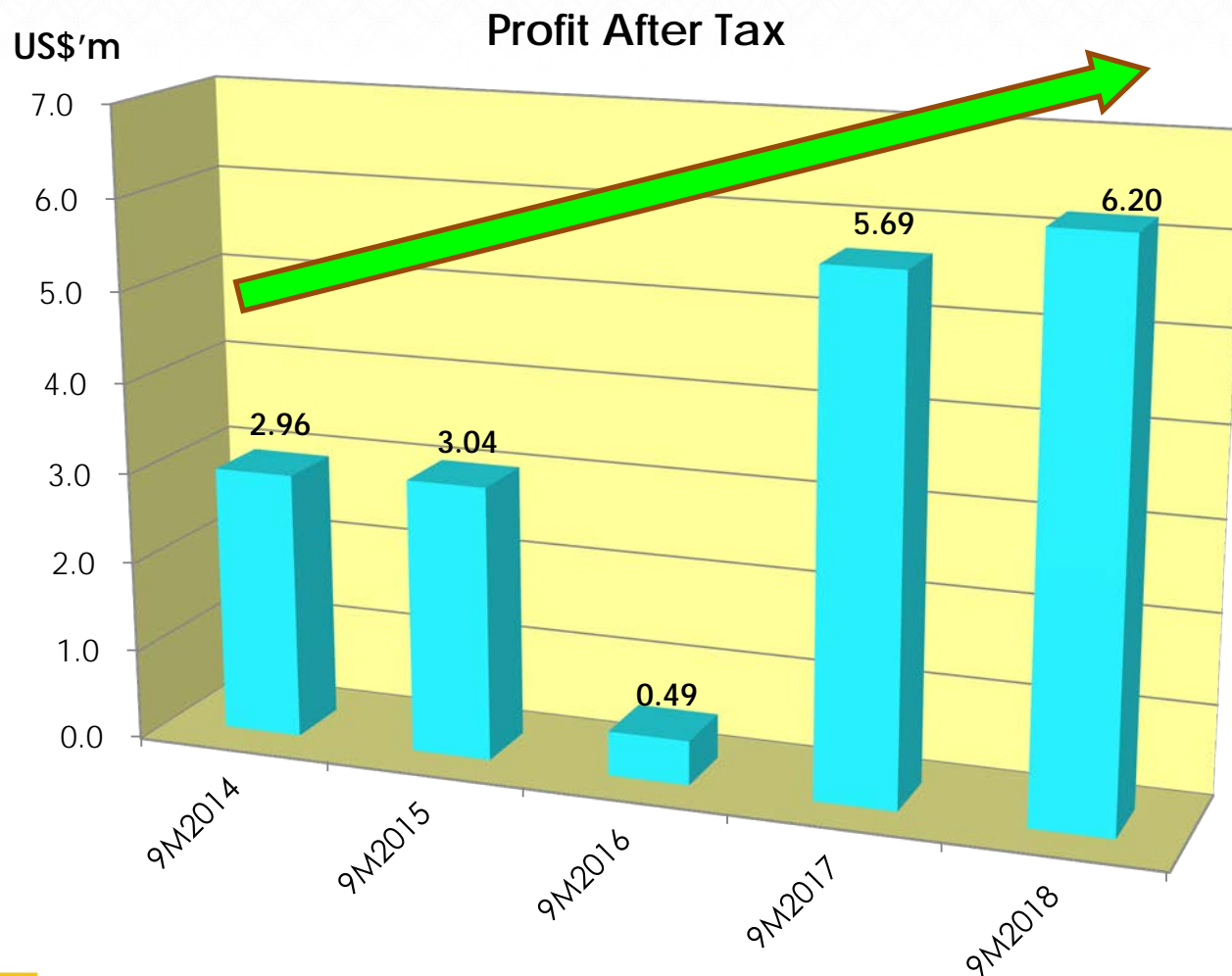
PROFIT AND LOSS SUMMARY BY SEGMENTS

Both Shipping as well as Property and Hotels business segments reported good results for 9M2018

(US\$'000)		3 rd Quarter			9 months ended 30 September		
		2018	2017	% Change	2018	2017	% Change
Shipping (and related financial services)	Revenue	7,404	9,127	(19%)	29,154	31,185	(7%)
	Net Profit / (Loss)	(1,573)	413	N/M	2,394	5,360	(55%)
Property and Hotels (and related financial services)	Revenue	23,977	16,340	47%	56,924	42,494	34%
	Net Profit / (Loss)	2,394	1,181	103%	7,226	4,440	63%
Headquarters <i>Headquarters' shared corporate services</i>	Revenue	41	7	N/M	82	33	148%
	Net Profit / (Loss)	(962)	(1,427)	(33%)	(3,417)	(4,112)	(17%)
Group Total	Revenue	31,390	25,418	23%	86,039	73,550	17%
	Net Profit / (Loss)	(140)	167	(184%)	6,203	5,688	9%

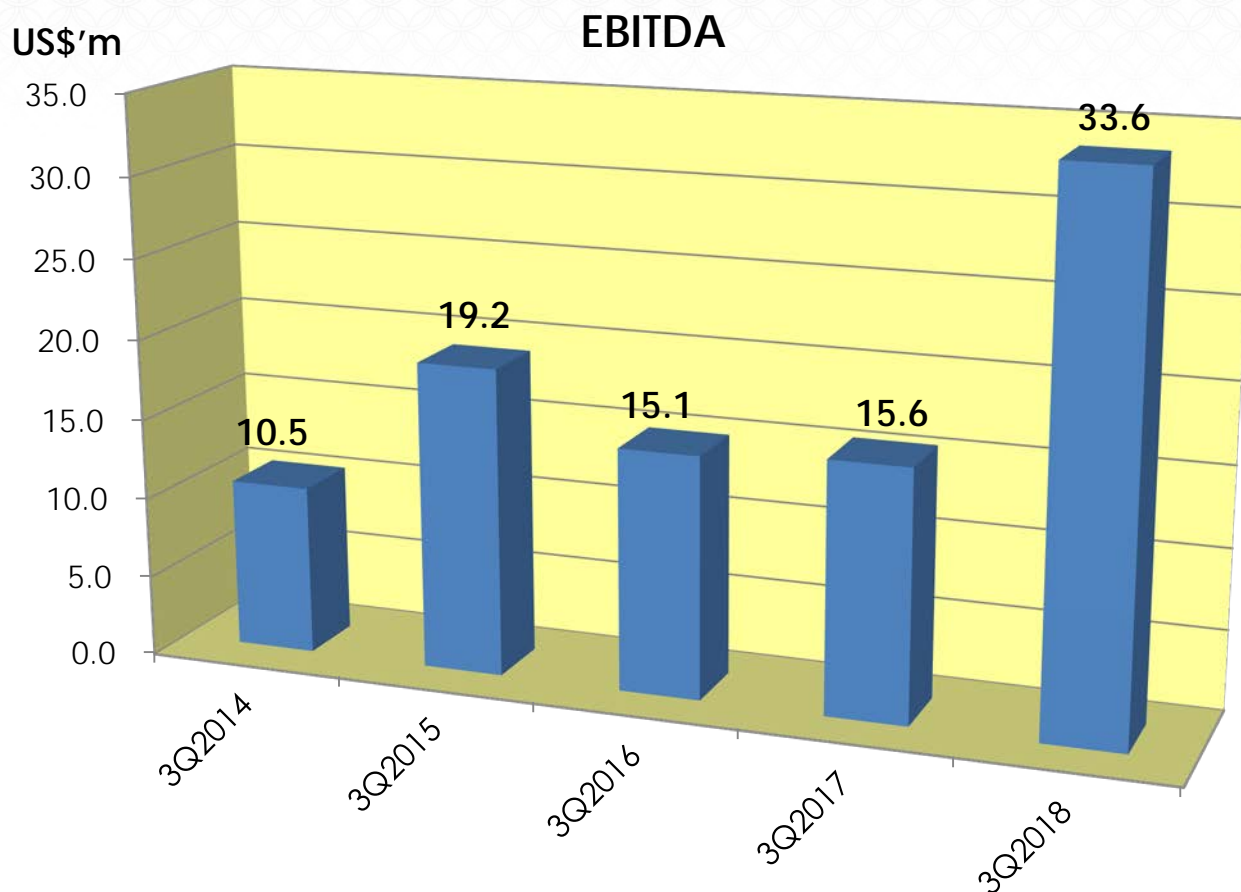
PROFIT TREND

9M2018 recorded highest 9M profit in 5 years



EBITDA TREND

9M2018 EBITDA crossed \$20m



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

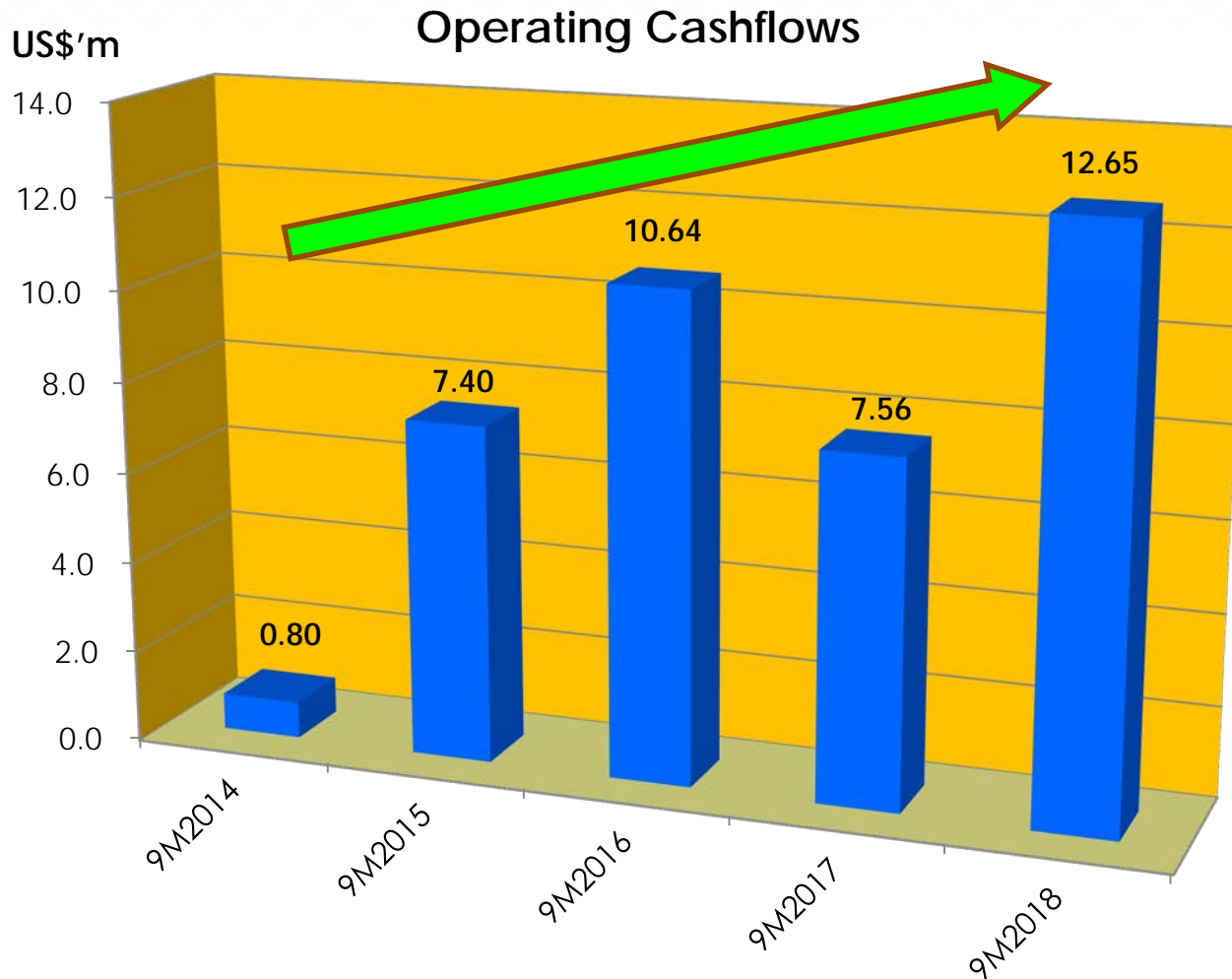
- (i) 2nd Hong Kong property project;
- (ii) sale of Hotel Vista Kumamoto Airport; and
- (iii) sale of M.V. Orient Sunrise

(US\$'000)	9 months ended 30 September	
	2018	2017
Cash and cash equivalents at beginning of the period	40,556	35,552
Cash inflow / (outflow)		
Operating activity	12,648	7,563
Investing activity	37,214	(11,547)
Financing activity	(40,706)	(2,590)
Effect of exchange rate changes	(234)	695
Net cash inflow for the period	8,922	(5,879)
Cash and cash equivalents at the end of the period	49,478	29,673

Net cash outflow from financing activity due mainly to paring down of borrowings

OPERATING CASH FLOW TREND

Highest 9M 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 with partly with proceeds received from realisation of investments

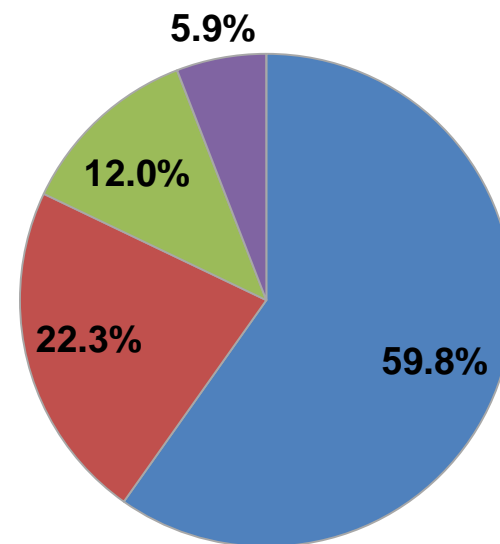
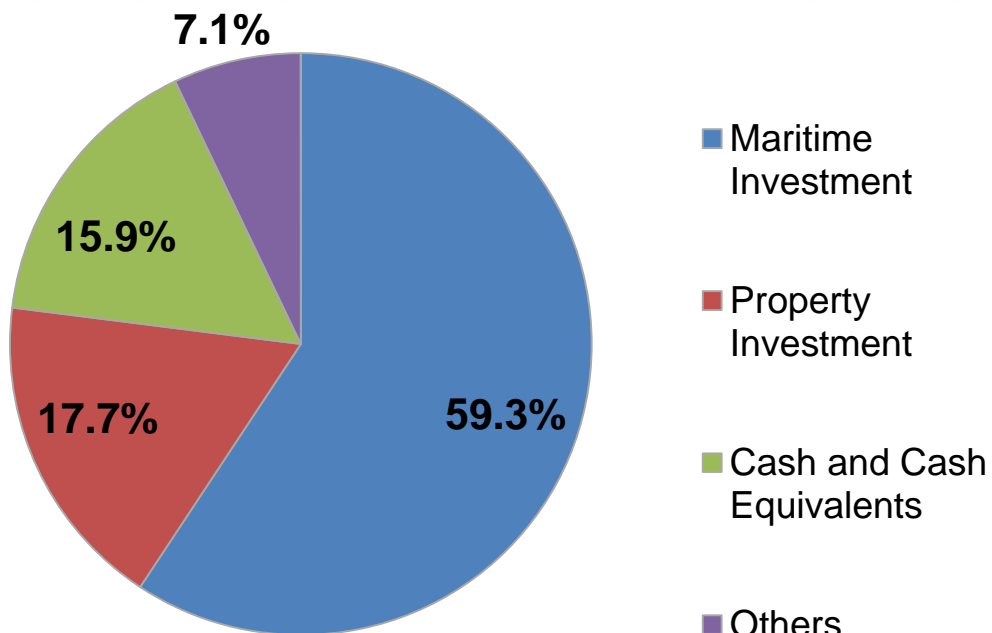
(US\$'mil)	As at 30-Sep-18	As at 31-Dec-17	Inc / (Dec)
Total Assets	337.6	369.9	(32.3)
Total Liabilities	201.7	233.9	(32.2)
Net Assets	135.9	136.0	(0.1)
Total Debt	186.6 ^{*(A)}	216.8 ^{*(A)}	(30.2)
Total Cash	53.5 ^{*(B)}	44.4 ^{*(B)}	9.1
Total Debt / Total Equity (Gearing)	1.37	1.59	(0.22)
NAV per share (US\$)	2.89	2.89	0.00

* (A): Total Debt includes US\$3.5 mil borrowing secured by the pledged deposits (31 Dec 2017: US\$3.5 mil).
 * (B): Total Cash includes US\$4.0 mil deposits pledged as collateral (31 Dec 2017: US\$3.8 mil).

TOTAL ASSETS ALLOCATION

As at 30 September 2018

As at 31 December 2017



Total Assets: US\$337.6m

Total Assets: US\$369.9m



BUSINESS REVIEW & DEVELOPMENT



**UNI-ASIA
GROUP LIMITED**

Registration No. 201701284Z



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 \$2.4m profit for 9M2018

(US\$'000)		3 rd Quarter			9 months ended 30 September		
		2018	2017	% Change	2018	2017	% Change
Shipping (and related financial services)	Revenue	7,404	9,127	(19%)	29,154	31,185	(7%)
	Net Profit / (Loss)	(1,573)	413	N/M	2,394	5,360	(55%)
Uni-Asia Shipping <i>Ship Owning and Chartering</i>	Revenue	7,648	8,138	(6%)	23,804	24,359	(2%)
	Net Profit / (Loss)	1,335	1,489	(10%)	5,238	4,457	18%
Maritime Asset Management • <i>Investment and Asset Management of Ships</i> • <i>Ship Finance Arrangement</i>	Revenue	(444)	823	(154%)	4,855	6,483	(25%)
	Net Profit / (Loss)	(3,020)	(1,113)	171%	(3,189)	849	N/M
Maritime Services • <i>Commercial / Technical Management of Ships</i> • <i>Ship Related Brokerage Services</i>	Revenue	539	485	11%	1,570	1,285	22%
	Net Profit / (Loss)	102	31	229%	307	27	N/M



UNI-ASIA SHIPPING



**UNI-ASIA
GROUP LIMITED**

100%

Uni-Asia Holdings Limited

100%

Uni-Asia Shipping Limited

	Name of Subsidiary	Ship Name	DWT	Shipyard	Built
100%	Karat Bulkship S.A. ^(*)	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

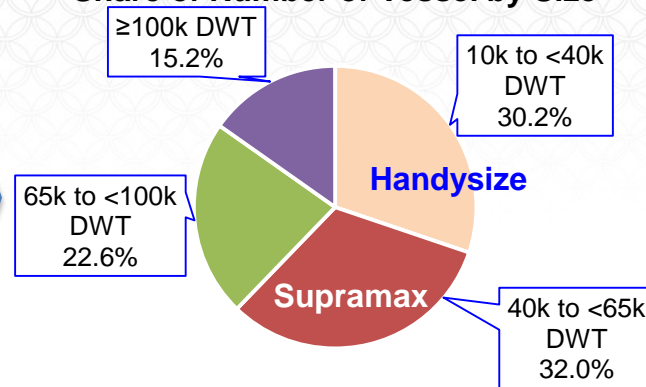


UNI-ASIA SHIPPING

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.

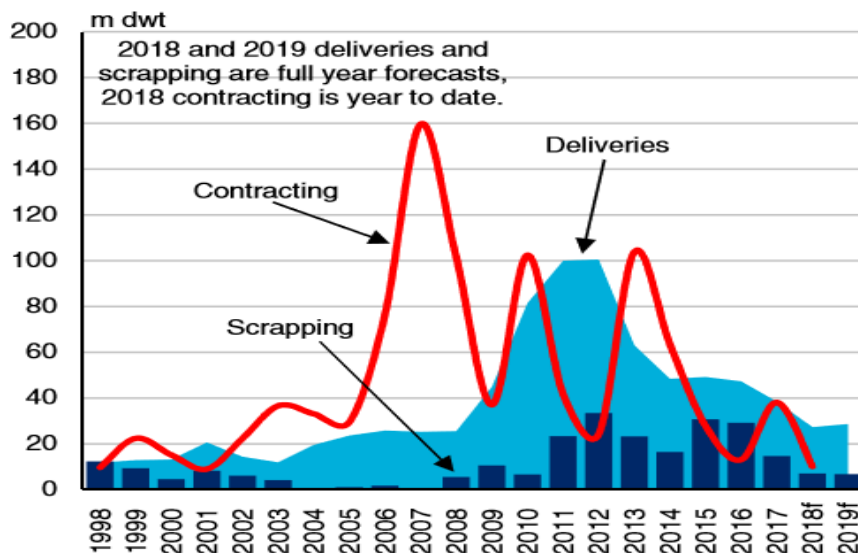
Share of Number of Vessel by Size



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

Source: Clarksons Research (1 June 2018)

Bulker Supply



Bulker Supply

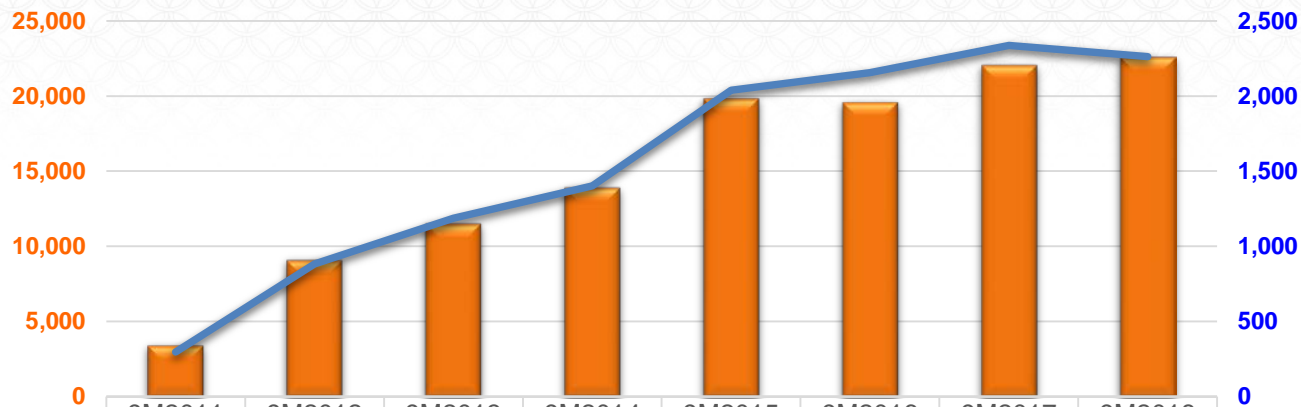
Based on data from Clarksons Research, supply of bulkers in 2018 and 2019 is relatively subdued.



UNI-ASIA SHIPPING

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

Charter Income
(US\$'000)

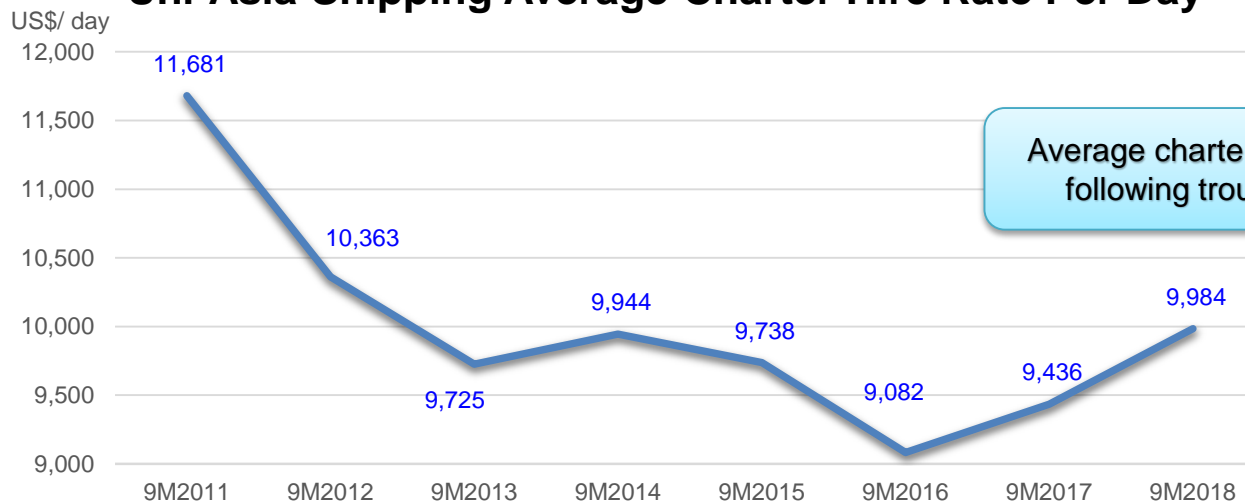


No. of
Operating Days

Charter Income	3,458	9,151	11,544	13,932	19,846	19,590	22,060	22,593
No. of operating days	296	883	1,187	1,401	2,038	2,157	2,338	2,263

Charter income for **9M2018** is strong despite sale of 1 vessel in April 2018

Uni-Asia Shipping Average Charter Hire Rate Per Day



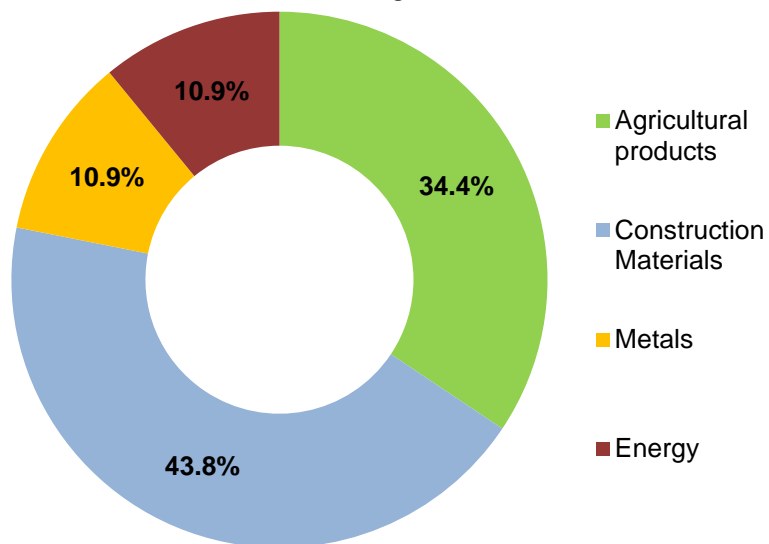
Average charter is increasing following trough in 2016



UNI-ASIA SHIPPING

Profile of Cargo Carried By Fleet Under Uni-Asia Shipping

Uni-Asia Shipping Carried 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 \$5.2M for 9M2018

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	7,648	8,138	(6%)	23,804	24,359	(2%)
Charter Income	7,515	7,738	(3%)	22,593	22,813	(1%)
Fee Income	122	62	97%	282	184	53%
Investment Returns	(185)	117	(258%)	137	860	(84%)
Interest Income	32	14	129%	80	31	158%
Other Income	164	207	(21%)	712	471	51%
Expenses	(5,400)	(5,688)	(5%)	(15,813)	(17,006)	(7%)
Profit from Operation	2,248	2,450	(8%)	7,991	7,353	9%
Finance costs	(913)	(961)	(5%)	(2,753)	(2,896)	(5%)
Profit/ (loss) before Tax	1,335	1,489	(10%)	5,238	4,457	18%
Profit/ (loss) after Tax	1,335	1,489	(10%)	5,238	4,457	18%



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

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



MARITIME ASSET MANAGEMENT

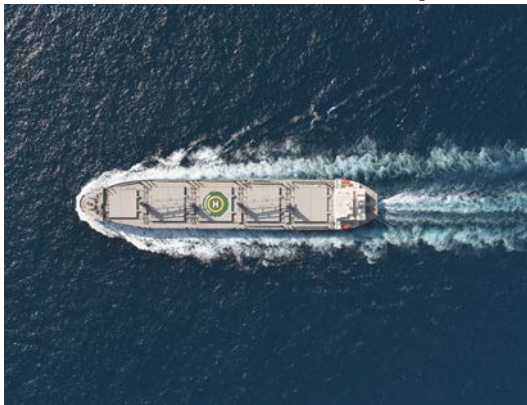
Fair valuation loss mainly for product tanker (disposed in July 2018) and containerhips reduced MAM's bottomline for 9M to a loss of \$3.2m

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	(444)	823	(154%)	4,855	6,483	(25%)
Charter Income	2,210	1,742	27%	6,812	4,680	46%
Fee Income	799	344	132%	3,454	3,228	7%
Investment Returns	(3,517)	(1,358)	159%	(5,902)	(1,710)	245%
Interest Income	10	82	(88%)	63	194	(68%)
Other Income	54	13	N/M	428	91	N/M
Expenses	(2,307)	(1,729)	33%	(7,184)	(5,042)	42%
Profit/ (Loss) from Operation	(2,751)	(906)	204%	(2,329)	1,441	(262%)
Finance costs	(269)	(207)	30%	(860)	(592)	45%
Profit/ (Loss) before Tax	(3,020)	(1,113)	171%	(3,189)	849	N/M
Profit/ (Loss) after Tax	(3,020)	(1,113)	171%	(3,189)	849	N/M



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 \$0.3m for 9M2018

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	539	485	11%	1,570	1,285	22%
Fee Income	534	482	11%	1,557	1,281	22%
Interest Income	5	3	67%	13	4	225%
Expenses	(403)	(451)	(11%)	(1,220)	(1,234)	(1%)
Profit/ (Loss) before Tax	136	34	300%	350	51	N/M
Profit/ (Loss) after Tax	102	31	229%	307	27	N/M



SHIP PORTFOLIO SUMMARY

	Name of Ship Owning Entity	Name of Ship	Type	DWT	TEU	Year Built	Group Ownership %	Business Segment
1	Karat Bulkship S.A.*	Uni Auc One	Bulk Carrier	28,709		2007	100%	Uni-Asia Shipping
2	Hope Bulkship S.A.	Victoria Harbour	Bulk Carrier	29,100		2011	83%	Uni-Asia Shipping
3	Imperial Bulkship S.A.	Clearwater Bay	Bulk Carrier	29,118		2012	100%	Uni-Asia Shipping
4	Jade Bulkship S.A.	ANSAC Pride	Bulk Carrier	37,094		2013	100%	Uni-Asia Shipping
5	Jubilee Bulkship S.A.	Island Bay	Bulk Carrier	37,649		2014	100%	Uni-Asia Shipping
6	Regina Bulkship S.A.	Inspiration Lake	Bulk Carrier	37,706		2015	51%	Uni-Asia Shipping
7	Mable Bulkship S.A.	Glengyle	Bulk Carrier	37,679		2015	100%	Uni-Asia Shipping
8	Nora Bulkship S.A.	Uni Bulker	Bulk Carrier	37,700		2016	100%	Uni-Asia Shipping
9	Joule Asset Management (Pte.) Ltd.	Uni Challenge	Bulk Carrier	29,078		2012	100%	Maritime Asset Management
10	Fulgida Bulkship S.A.	Uni Wealth	Bulk Carrier	29,256		2009	100%	Maritime Asset Management
11	Florida Containership S.A.	Uni Florida	Containership		3,500	2007	100%	Maritime Asset Management
12	Matin Shipping Ltd.	Octbreeze Island	Bulk Carrier	38,278		2011	49%	Maritime Asset Management
13	Olive Bulkship S.A.	Kellett Island	Bulk Carrier	57,836		2015	18%	Maritime Asset Management
14	Polaris Bulkship S.A.	Trident Star	Bulk Carrier	57,836		2015	18%	Maritime Asset Management
15	Quest Bulkship S.A.	Uni Harmony	Bulk Carrier	37,700		2016	18%	Maritime Asset Management
16	Stella Bulkship S.A.	Uni Blossom	Bulk Carrier	37,700		2018	18%	Maritime Asset Management
17	Unicorn Bulkship S.A.	Uni Sunshine	Bulk Carrier	36,300		2018	18%	Maritime Asset Management
18	Victoria Bulkship S.A.	Uni Horizon	Bulk Carrier	36,300		2018	18%	Maritime Asset Management
19	Tiara Bulkship S.A.	To-be-named	Bulk Carrier	37,700		1905	18%	Maritime Asset Management
20	Fortuna Containership S.A.	Uni Fortuna	Containership		3,500	2007	50%	Maritime Asset Management
21	Prosperity Containership S.A.	Ital Melodia	Containership		4,300	2007	50%	Maritime Asset Management
22	Rich Containership S.A.	Ital Massima	Containership		4,300	2007	50%	Maritime Asset Management

Ship owning entity is consolidated into the Group Balance Sheet and ship is classified as “Property, Plant and Equipment”. Value of ship is only assessed for downward impairment and not upward adjustment. Charter income shown on Group P&L.

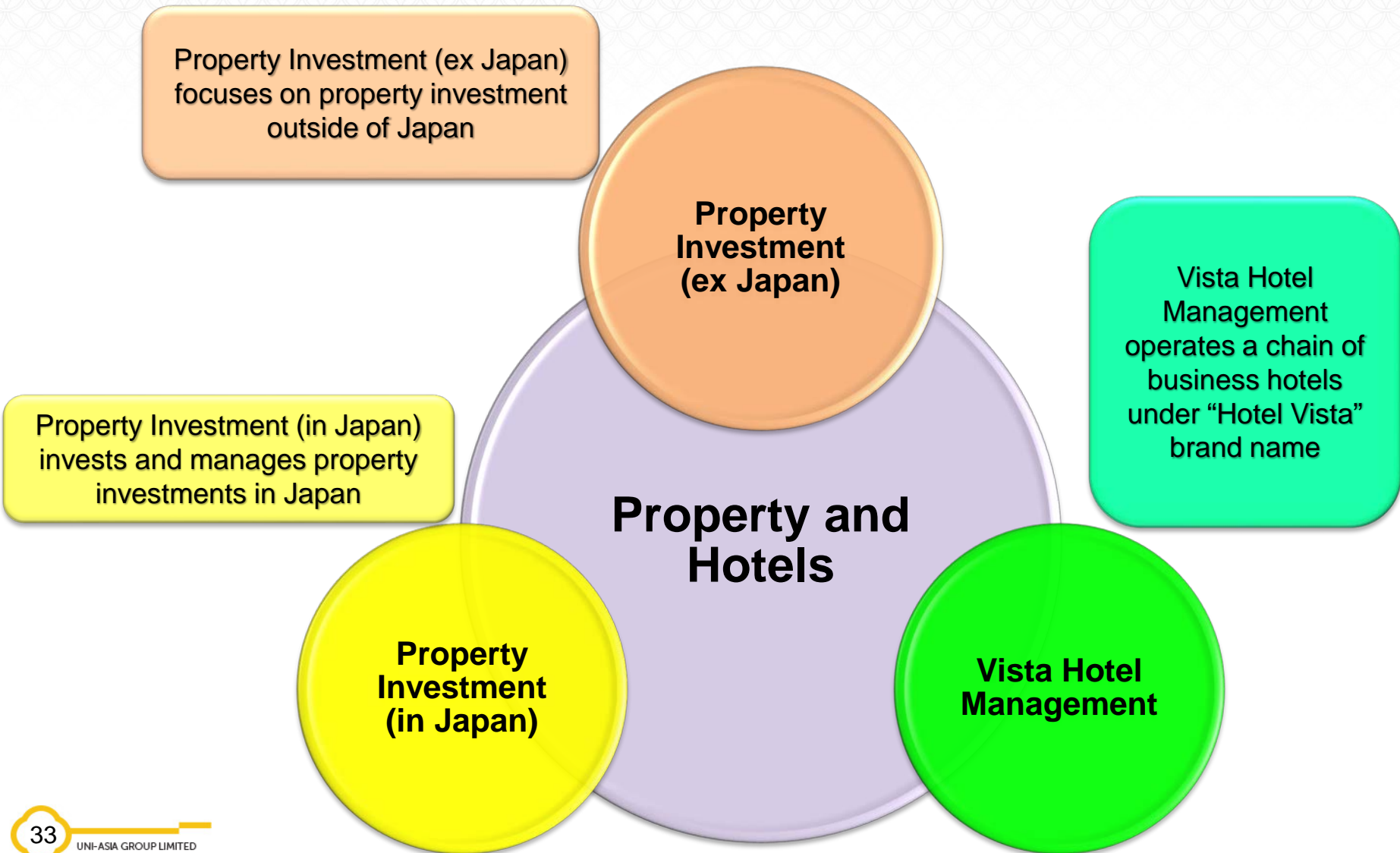
Ship owning entity is classified as “Investment”. Value of ship owning entity is assessed for both upwards and downwards fair value adjustments. Charter income received by ship owning entity is not shown on Group P&L directly.

* Bareboat charter vessel



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
\$7.3m profit for 9M2018

(US\$'000)		3 rd Quarter			9 months ended 30 September		
		2018	2017	% Change	2018	2017	% Change
Property and Hotels (and related financial services)	Revenue	23,977	16,340	47%	56,924	42,494	34%
	Net Profit / (Loss)	2,394	1,181	103%	7,226	4,440	63%
Property Investment (ex Japan) <i>Investment/Asset Management of Properties ex-Japan</i>	Revenue	1,336	(254)	N/M	4,622	2,319	99%
	Net Profit / (Loss)	978	(505)	(294%)	3,608	1,513	138%
Property Investment (in Japan) <i>Investment/Asset Management of Properties in Japan</i>	Revenue	2,922	3,265	(11%)	5,435	6,182	(12%)
	Net Profit / (Loss)	1,286	1,349	(5%)	3,446	2,767	25%
Vista Hotel Management <i>Hotel Operation in Japan</i>	Revenue	20,168	13,579	49%	48,919	34,733	41%
	Net Profit / (Loss)	129	338	(62%)	171	161	6%



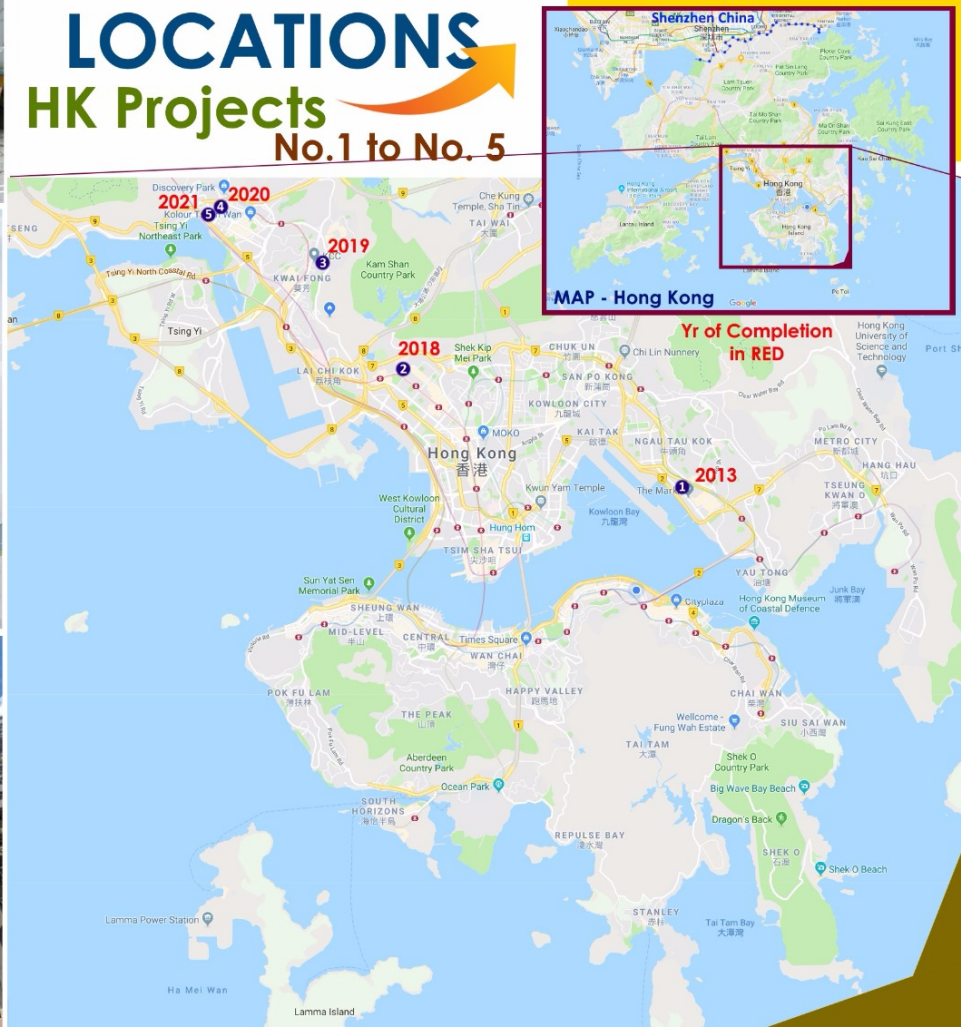
PROPERTY INVESTMENT (EX JAPAN)

Hong Kong Property Business

– The Group has invested in 5 Hong Kong property projects to-date.



LOCATIONS HK Projects No.1 to No. 5

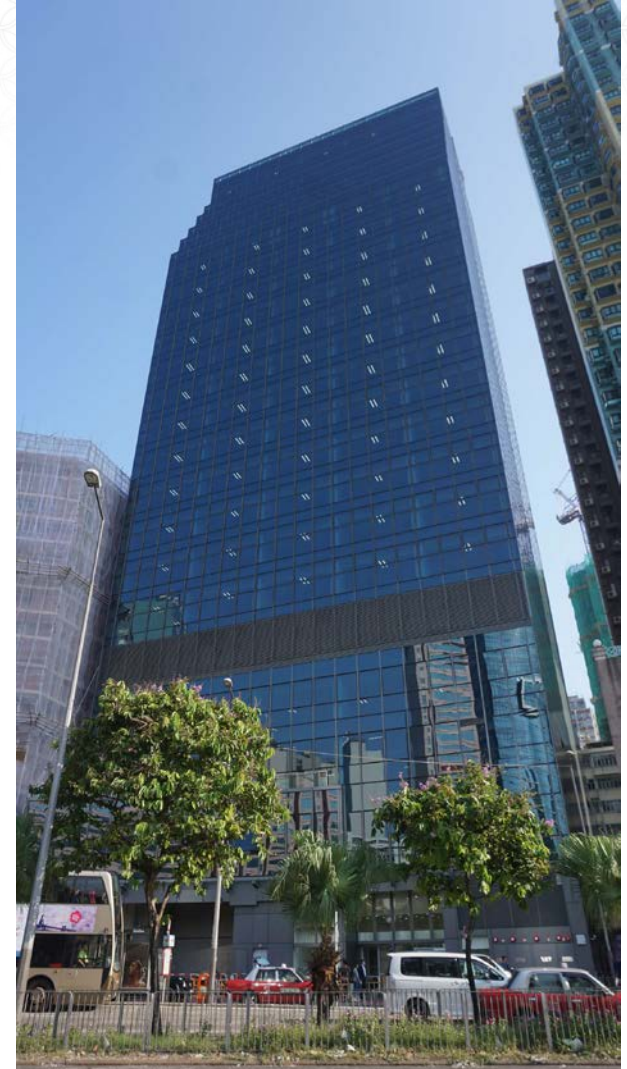




PROPERTY INVESTMENT (EX JAPAN)

Hong Kong Property Business – 2nd 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.
- HKD80.0 million capital and HKD80.0 million dividend have been received from project company.
- Further proceeds from this investment are expected to be received in 2019.





PROPERTY INVESTMENT (EX JAPAN)

Hong Kong Property Business – 3rd 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



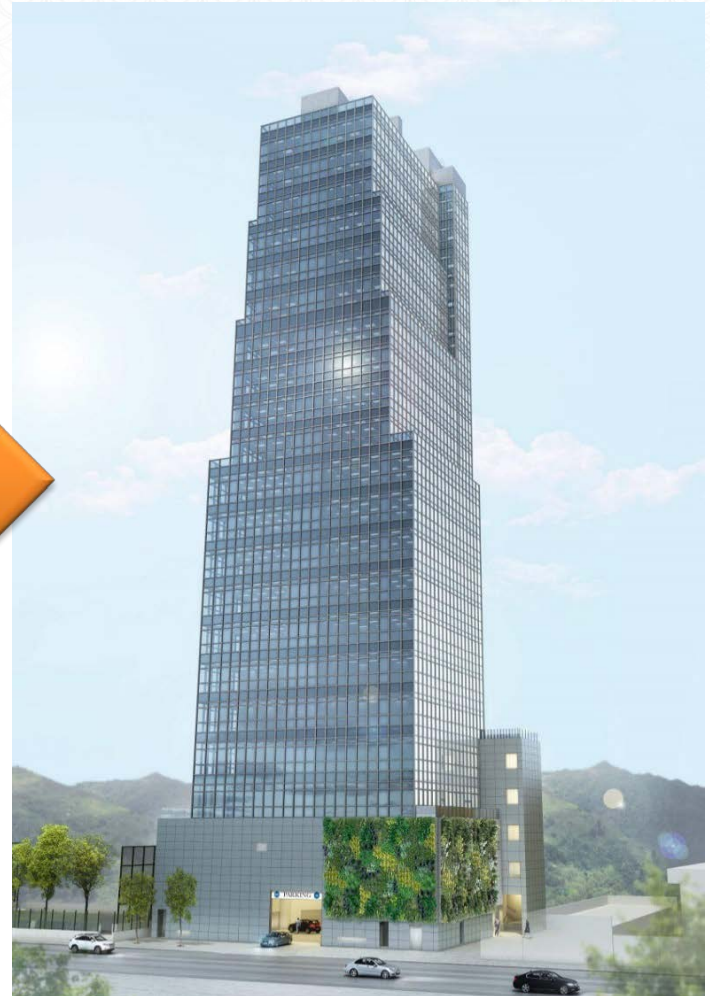
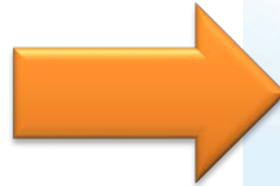


PROPERTY INVESTMENT (EX JAPAN)

Hong Kong Property Business – 3rd HK Property Project



Existing site undergoing construction



Artist's impression of completed building



PROPERTY INVESTMENT (EX JAPAN)

Hong Kong Property Business – 4th 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)

Hong Kong Property Business – 5th HK Property Project

- Investment: HKD41.25 million or around USD5.3 million (7.5% effective ownership)
- Location: 71 – 75 Chai Wan Kok Street, Tsuen Wan, Hong Kong
- Project: A commercial office building to be completed by 2021





PROPERTY INVESTMENT (EX JAPAN)

Amount recovered from a distressed asset
of \$1.2M in 3Q2018

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	1,336	(254)	N/M	4,622	2,319	99%
Fee Income	106	-	N/M	238	67	255%
Investment Returns	1,185	(267)	N/M	4,282	2,213	93%
Interest Income	30	13	131%	71	39	82%
Other Income	15	-	N/M	31	-	N/M
Expenses	(308)	(251)	23%	(855)	(805)	6%
Profit/ (Loss) from Operation	1,028	(505)	N/M	3,767	1,514	149%
Finance costs	(50)	-	N/M	(159)	-	N/M
Profit/ (Loss) before Tax	978	(505)	(294%)	3,608	1,514	138%
Profit/ (Loss) after Tax	978	(505)	(294%)	3,608	1,513	138%



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 managed by subsidiary, Uni-Asia Capital (Japan) (“UACJ”) and held under 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:**

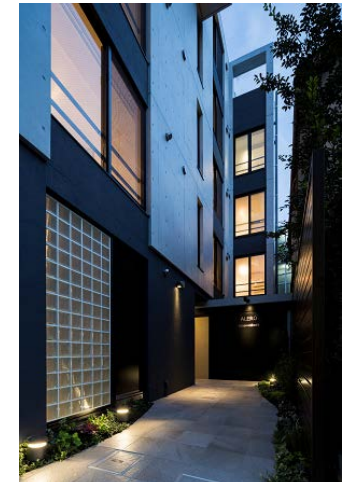
http://www.uni-asia.com/business_property_japan.html



PROPERTY INVESTMENT (IN JAPAN)

Small Residential Property Business in Japan

- Average IRR for completed projects: > 20%
- Average investment period < 2 years
- Investment amount: ~USD3m to USD5m



SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN

Completed Projects

- 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)

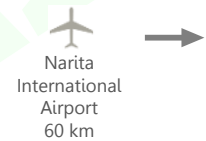
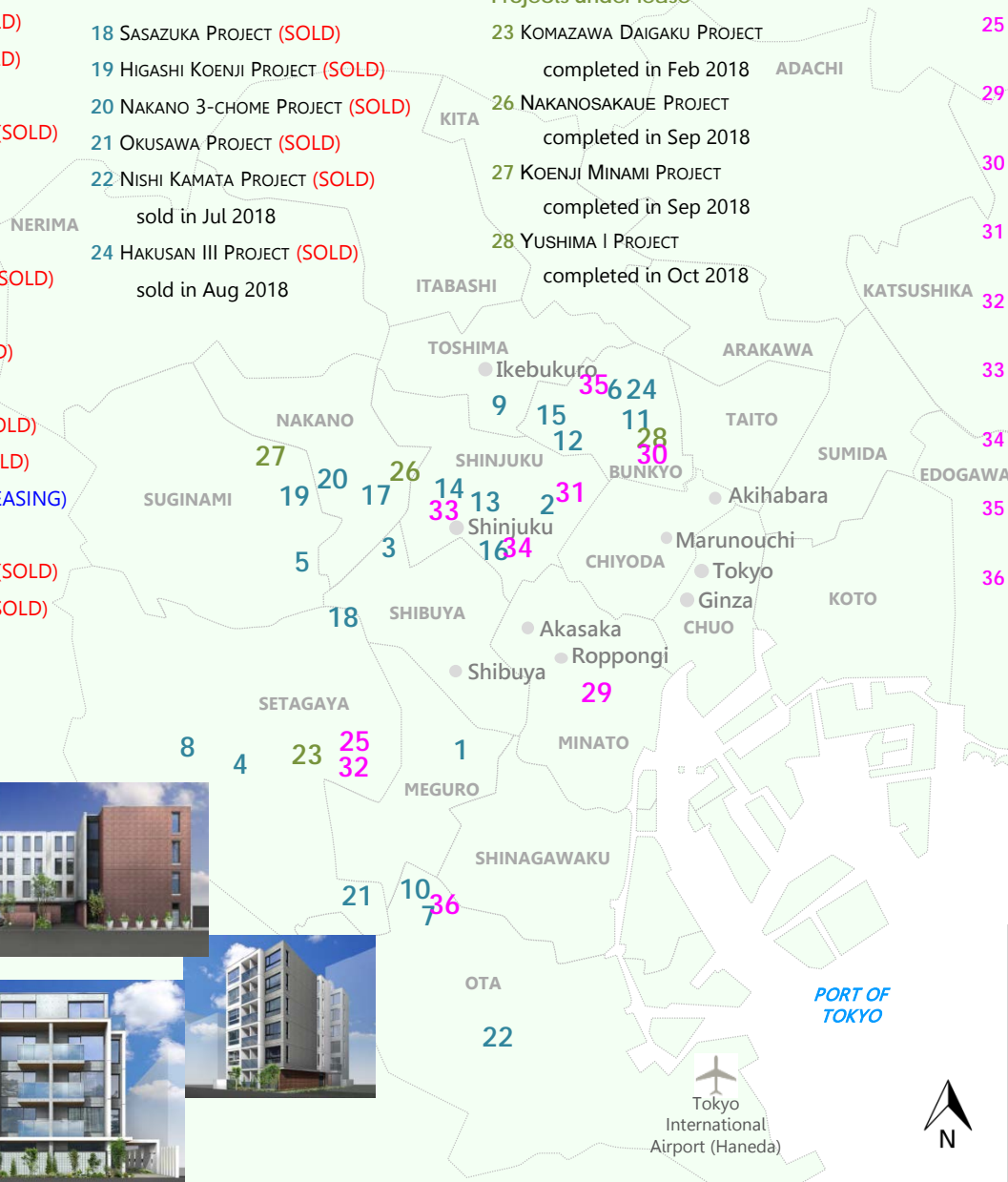
- 18 SASAZUKA PROJECT (SOLD)
- 19 HIGASHI KOENJI PROJECT (SOLD)
- 20 NAKANO 3-CHOME PROJECT (SOLD)
- 21 OKUSAWA PROJECT (SOLD)
- 22 NISHI KAMATA PROJECT (SOLD)
sold in Jul 2018
- 24 HAKUSAN III PROJECT (SOLD)
sold in Aug 2018

Projects under lease

- 23 KOMAZAWA DAIGAKU PROJECT
completed in Feb 2018
- 26 NAKANOSAKAUE PROJECT
completed in Sep 2018
- 27 KOENJI MINAMI PROJECT
completed in Sep 2018
- 28 YUSHIMA I PROJECT
completed in Oct 2018

Projects under Construction/Planning

- 25 SANGENJAYA PROJECT
scheduled for completion in Nov 2018
- 29 AZABUJUBAN PROJECT (SOLD)
scheduled for completion in Jan 2019
- 30 YUSHIMA II PROJECT
scheduled for completion in Nov 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
- 35 SENGOKU II PROJECT
scheduled for completion in Nov 2019
- 36 SENZOKU PROJECT
scheduled for completion in Oct 2019

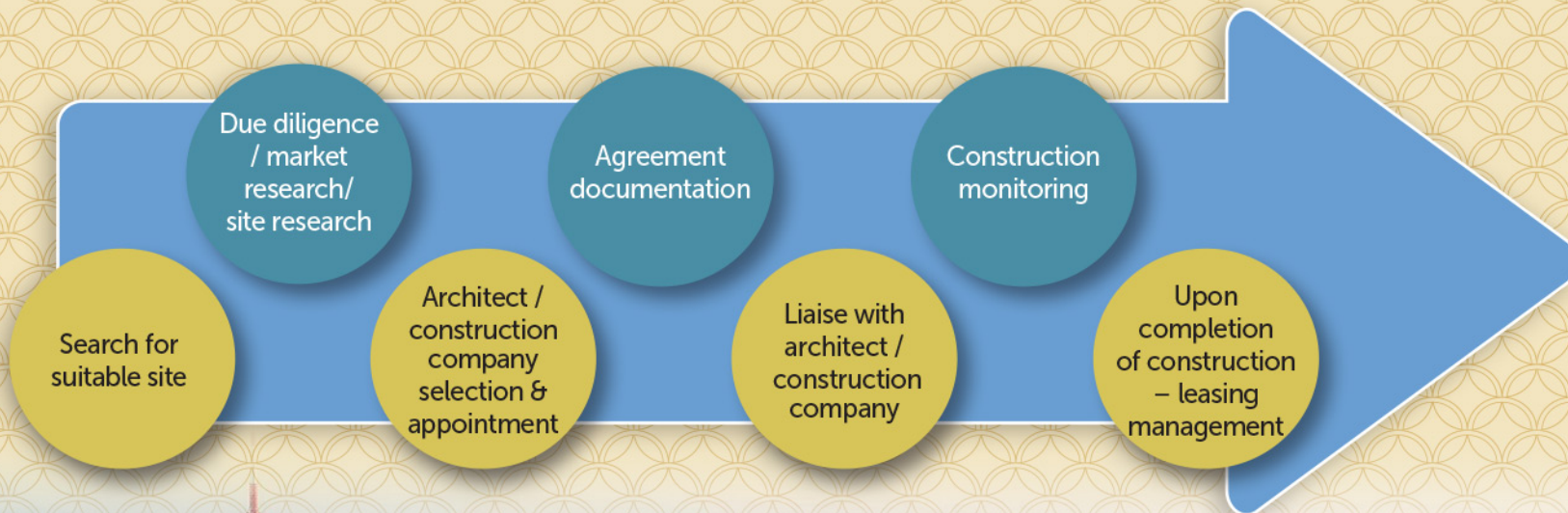




PROPERTY INVESTMENT (IN JAPAN)

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)

Investment Returns include realised gain from ALERO projects

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	2,922	3,265	(11%)	5,435	6,182	(12%)
Fee Income	477	340	40%	1,344	987	36%
Investment Returns	2,290	2,802	(18%)	3,686	4,705	(22%)
Interest Income	113	119	(5%)	342	352	(3%)
Other Income	42	4	N/M	63	138	(54%)
Expenses	(734)	(902)	(19%)	(483)	(2,176)	(78%)
Profit/ (Loss) from Operation	2,188	2,363	(7%)	4,952	4,006	24%
Finance costs	(901)	(894)	1%	(1,414)	(1,011)	40%
Profit/ (Loss) before Tax	1,287	1,469	(12%)	3,538	2,995	18%
Profit/ (Loss) after Tax	1,286	1,349	(5%)	3,446	2,767	25%

This business segment recorded a profit of \$3.5 million for 9M2018, an increase of 25% from 9M2017.

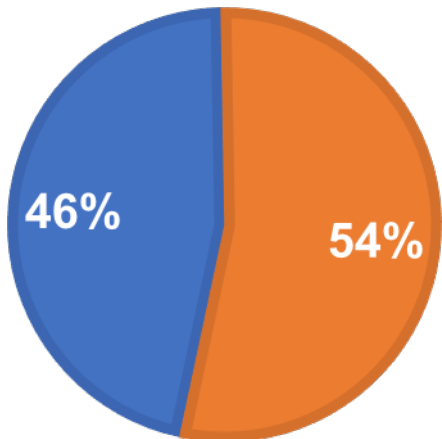


VISTA HOTEL MANAGEMENT

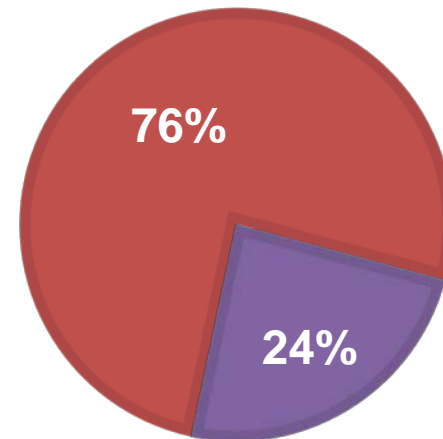
Vista Hotel Management

- Operates business hotels.
- Does not own the hotels.
- On average, around 54% of guests are corporate clients.
- Corporate clientele includes Nissan, Sony, Hitachi, Ricoh, Xerox.
- Around $\frac{3}{4}$ of guests are Japanese while $\frac{1}{4}$ are foreigners.

■ Non-Corporate ■ Corporate



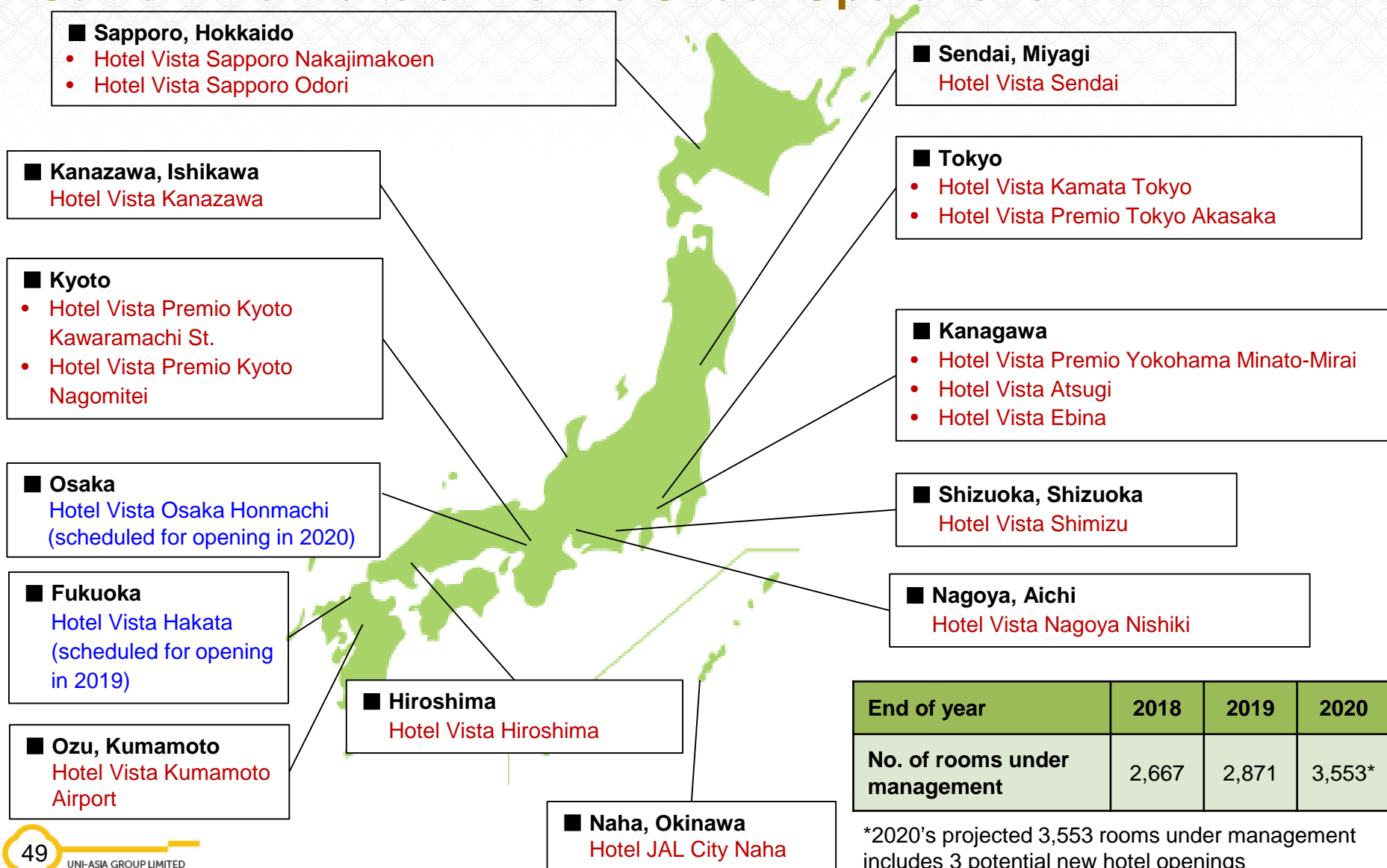
■ Japanese ■ Foreigners





VISTA HOTEL MANAGEMENT

Current Portfolio of Hotels Under Operations



End of year	2018	2019	2020
No. of rooms under management	2,667	2,871	3,553*

*2020's projected 3,553 rooms under management includes 3 potential new hotel openings



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



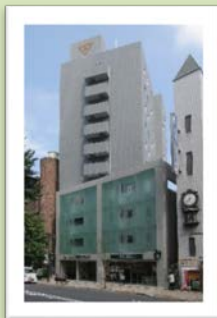
Location: Akasaka, Tokyo
Number of rooms: 140

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



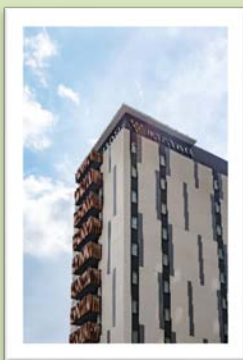
Location: Shizuoka, Shizuoka
Number of rooms: 152

Hotel Vista Kanazawa



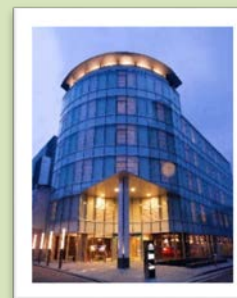
Location: Kanazawa, Ishikawa
Number of rooms: 213

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 Premio Kyoto Nagomitei



Location: Kyoto, Kyoto
Number of rooms: 84

Hotel Vista Hiroshima



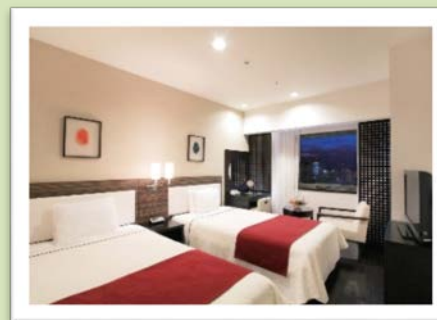
Location: Hiroshima, Hiroshima
Number of rooms: 228

Hotel Vista Kumamoto Airport



Location: Kumamoto, Kumamoto
Number of rooms: 139

Hotel JAL City Naha



Location: Naha, Okinawa
Number of rooms: 302



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.



➤ 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.

- **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.

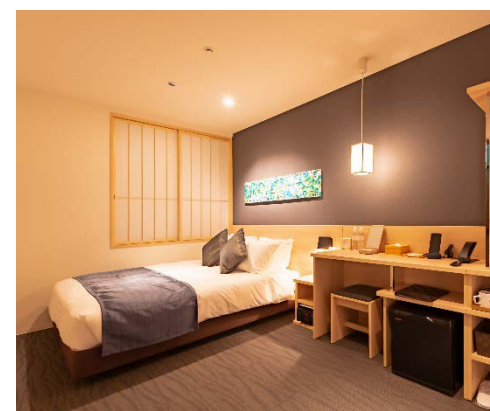




VISTA HOTEL MANAGEMENT

New Hotels Operated by the Group

- **Hotel Vista Premio Kyoto Nagomitei – Opened on 20 August 2018**
 - This hotel has 84 rooms.
 - This is the Group's second hotel in Kyoto and it is located in the centre of Kyoto.





VISTA HOTEL MANAGEMENT

New Hotels to be Operated by the Group

➤ Hotel Vista Hakata (tentative name)

- scheduled for opening in 2019 December

- 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 5th 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 204 rooms and a big common bath are currently being planned.



Artist's impression of completed Hotel Vista Hakata

➤ Hotel Vista Osaka Honmachi (tentative name)

- scheduled for opening in 2020 April

- 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 272 rooms.



VISTA HOTEL MANAGEMENT

Excluding pre-opening expenses, VHM performance for 9m2018 improved by >100%

(US\$'000)	3 rd Quarter			9 months ended 30 September		
	2018	2017	% Change	2018	2017	% Change
Turnover	20,168	13,579	49%	48,919	34,733	41%
Hotel Income	20,158	13,468	50%	48,168	34,488	40%
Other Income	10	111	(91%)	751	245	207%
Expenses	(19,988)	(13,186)	52%	(48,600)	(34,448)	41%
Profit / (Loss) from Operation	180	393	(54%)	319	285	12%
Finance costs	(23)	(16)	44%	(67)	(38)	76%
Profit/ (Loss) before Tax	157	377	(58%)	252	247	2%
Profit / (Loss) after Tax	129	338	(62%)	171	161	6%
Pre-opening expenses included in Expenses	446	20	N/M	1,146	410	180%
Profit / (Loss) after Tax excluding pre-opening expenses	575	358	61%	1,317	571	131%
Occupancy Rate	82.8%	81.3%	2%	79.7%	82.2%	(3%)
No. of hotels operated	16	11		16	11	



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