



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

**ANNUAL GENERAL MEETING ON 30 APRIL 2021
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 by electronic means on 30 April 2021 at 2.00 p.m.

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. The following are responses to the substantial and relevant questions raised by shareholders arranged in categories for easy reference:

Shipping

- 1. On Page 163 of Annual Report under charter income from vessels, future minimum rentals receivable is zero as compared to USD2.55m as at 31 December 2019, implying that there were no ships on long term charters (> 1 year) as at 31 December 2020. Would the Group be able to elaborate on the charter terms of the 10 bulk carriers under the Ship Owning and Chartering business segment, in particular, the number of such ships under long term charters and under short term charter?**

As at 31 December 2020, the remaining firm charter periods of all the ships under Ship Owning and Chartering business segment were less than 1 year.

During 1Q2021, the charters of 6 ships were renewed or extended, while the charters of the remaining ships will be fixed when the charters expire in the latter part of the year.

Out of these 6 ships, 2 ships were extended for a charter period of 1 year as direct continuations from the expiry of existing charters. The charter of 3 ships were fixed with a firm charter period of less than 6 months, with an option for the charterer to extend for a period of less than 6 months. 1 ship was fixed for a firm charter period of less than 6 months.

Notwithstanding, all the charters of our ships are due for renewal in 2021 and 2022.

- 2. With regards to the 8 bulkers and 1 container ship under the Maritime Asset Management business segment, please advise how many of those ships are on short term and long term charter. For those ships on long term charter, kindly advise when they due for renewal?**

The current charter status of the 9 ships under Maritime Asset Management business segments are as follows:

- 2 ships are with firm charter periods of more than 1 year. The charters of both ships will expire in 4Q2022 if the charterers do not exercise their options to extend the charters. Should the charterers exercise their options to extend the charters, such charters would be extended up to 2024.
- The charter period of 1 ship was extended by the charterer for 1 year as direct continuation from the expiry of existing charter. Upon the end of this charter in 2022, the charterer has an option to extend for another year till 2023.
- The charter periods of 3 ships were extended by the charterers for 1 year as direct continuations from the expiry of existing charters.
- The rest of the 3 ships are on charter periods of less than 1 year.

- 3. What is the estimated value of the value-in-use for the vessels under the properties, plant and equipment as of 31 December 2020?**

We do not disclose the value-in-use of our vessels. While we had taken impairment losses for some of our vessels during FY2020 such that the value-in-use for those vessels approximate the net book values as at 31 December 2020, however as a whole, our aggregate value-in-use as at 31 December 2020 were higher than the aggregate net book values of all the vessels of US\$143.6m as listed on page 122 of our Annual Report 2020.

Property

- 4. For the 4th, 5th and 7th projects, will there be car parks built by the developer?**

Yes. There would be car parks built for all the projects, i.e. 4th to 8th projects which can be sold as well.

- 5. In terms of gross margins for Alero projects, had there been a decrease in 2020 compared to 2019?**

The gross margins for ALERO projects had indeed reduced in 2020 as compared to 2019.

On the other hand, with increased number of ALERO projects, the absolute investment returns amount derived from ALERO projects had increased in 2020 compared to 2019.

In addition, the asset management and construction management fees which the Group received from ALERO projects had also increased in 2020 compared to 2019.

Corporate / Others

6. Is there major capital expenditure expected in the near term?

Other than as disclosed in Note 35 of the Audited Financial Statement for FY2020 (pages 162 to 164 of the Annual Report 2020), there is currently no major capital expenditure expected in the near term.

7. Will the Group resume paying out dividend semi-annually or increase dividend if the Group is profitable?

The Group would hope to resume semi-annual dividend payment where possible depending on the Group's performance, cash needs, financial positions, and other relevant factors as may be determined by the Board. Having considered all factors, the Group will decide the appropriate dividend amount for FY2021.

8. Would the Group utilise its share buyback mandate?

Utilising the share buyback mandate depends on several factors, including market conditions and company resources. Based on our assessments of the factors, we have not done share buyback yet. However, we are keeping our options open, but will be prudent in deploying our resources under the current COVID-19 environment.

9. Do you have any plan to elect board members who are essential and helpful for the long term development of the Group and can fulfil their role and mission?

Our Board members play an essential role in contributing to, inter-alia, the long term development of the Group's strategic plans and key operational initiatives. Each of them is aware of their duties at law, understand their different roles and had discharged their duties accordingly. Our Board of Directors brings a diverse and valuable set of experiences, skills and perspectives to the Group. Please refer to pages 37 to 39 of the Annual Report 2020 for the profiles of our Board members. In addition, our Board of Directors is committed to the highest standards of corporate governance. Our corporate governance processes and structures are described in the Corporate Governance Report on pages 43 to 73 of the Annual Report 2020.

10. What is the reason for the low stock price?

There could be many factors affecting the share price of a company which are beyond the control of the company. For example, in 2020, one of the Group's key businesses, hotel operating business was severely hit by the COVID-19 pandemic. No one had expected the pandemic to take place. The Group had to make the painful decision of disposing controlling stake in this business, deconsolidating this business from the Group's financials, and subsequently writing off all relevant assets pertaining to this business. This had been unexpected and regrettable, and could have inevitably affected the Company's share price performance.

Notwithstanding, the Group has been working tirelessly to ensure the rest of the Group's businesses continue on the Group's growth trajectory in 2021 so as to achieve a V-shape recovery for the Group in 2021.

In addition, the Group continues to place emphasis on investor relations activities to enhance our visibility within the investment community. Through quarterly corporate

briefings, semi-annual results briefing, and other ad hoc meetings, we strive to maintain frequent communication with investors regarding corporate developments as well as obtain feedback on the Group from the investment community. Our investor relations efforts are detailed in pages 34 to 35 of the Annual Report 2020.

We hope that improvement in our share price will ensue, given our efforts in improving our business performance, coupled with active investor relations activities which we believe could give the investment community more insight and understanding of our business, as well as the assurance of our commitment to sustainable growth.

11. Does the Group have any plans to invest its cash and cash equivalents to maximise profits? In particular, would the Group invest in other business areas such as share investments, IT platform business, fund investments etc.?

The Group continually sources for suitable investment opportunities that would fit the Group's investment risk-return profile so as to achieve acceptable risk-adjusted returns. The Group recognises its responsibilities to all shareholders as well as other stakeholders. Therefore, the Group's focus would primarily be in areas where the Group has expertise, namely alternative asset management and investment related businesses pertaining to ships and properties, as well as providing related services on these asset types. While the Group may explore new business opportunities, the Group will ensure that the risk profiles of such opportunities are being understood by the Group, and would exercise prudence in deploying resources, especially during the current pandemic environment. As such, the Group will prioritise any new business opportunities that are within the domain of ships and properties asset classes.

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