

UNI-ASIA GROUP LIMITED

1H2020 Results Presentation

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Financial Highlights SIDER MONTEDIPROCIDA

As announced on 26 June 2020, the Group had disposed of controlling stake in Uni-Asia Hotels group, which houses the Group's hotel operating business. Accordingly, hotel operating business was deconsolidated from the Group's financials.

Due to COVID-19's impact on Japan business hotels sector, the near-term prospects of hotel operating business in Japan is not encouraging. Hence, the Group decided to dispose of the controlling stake in hotel operating business while maintaining a non-controlling stake. This will allow the Group to reduce its exposure to the Japan business hotel sector and at the same time allows the Group to benefit from any potential future recovery in the sector through its remaining interest in its hotel operating business.

DISPOSAL OF CONTROLLING STAKE IN HOTEL BUSINESS



Net profit of the Group before disposal:

business

Net Profit of Group after	Net loss of
	hotel business

Net profit of the Group immediately after disposal:



HALF YEAR PROFIT AND LOSS

(US\$'000)	1H2020		Restated 1H2019	% Change
Total Income	21,559	(A)	28,831	(25%)
Total Expenses	(28,833)	(B)	(15,818)	82%
Operating (Loss)/ Profit	(7,274)		13,013	(156%)
(Loss)/ Profit After Tax From Continuing Operations	(10,036)		8,201	N/M
Loss From Discontinued Operation, Net of Tax	(18,304)	(C)	(1,450)	N/M
Gain from Deconsolidation of Subsidiary	24,435	(D)	-	N/M
(Loss)/ Profit for the Period	(3,905)		6,751	(158%)
(Loss)/ Profit attributable to owners of parent	(3,827)		6,447	(159%)
(Loss)/ Earnings per Share (US Cents)	(4.87)		8.66	(156%)

Note: The comparative figures have been re-presented to report separately profit or loss items for continuing and discontinued operations following the Group's disposal of controlling stake in Uni-Asia Hotels Limited and its subsidiaries on 26 June 2020.

- (A) Following deconsolidation of hotel operating business, hotel related income and expenses are not included in Total Income and Total Expenses.
- (B) Included in Total Expenses of 1H2020 were approximately \$9.0 million losses from impairment/ write-off of loan related to shipping business as a result of COVID-19 pandemic.
- (C) Loss from hotel operating business for 1H2020 and 1H2019 were \$18.3 million and \$1.5 million respectively, and are listed as loss from discontinued operation.
- (D) Gain from deconsolidation of hotel operating business amounts to \$24.4 million.

PROFIT TREND

Performance of the Group for 1H2020 was affected by COVID-19 pandemic



PROFIT AND LOSS SUMMARY BY SEGMENTS

While Shipping business had been affected by COVID-19 pandemic, Property business was still profitable for 1H2020

(US\$'000)		1H2020	Restated 1H2019	% Change
Shipping	Revenue	15,828	20,836	<mark>(24%)</mark>
	Net Profit / (Loss)	(11,199)	2,348	N/M
Property	Revenue	5,617	7,964	(29%)
(1H2019 adjusted without hotel operations)	Net Profit / (Loss)	2,809	7,892	(64%)
Vista Hotel Management - Deconsolidated Hotel Operation in Japan	Net Profit / (Loss) from Discontinued Operation Gain on deconsolidation	(18,304) 24,435	(1,450)	N/M N/M
Headquarters	Revenue	197	100	97%
Headquarters' shared corporate services	Net Profit / (Loss)	(1,646)	(2,039)	(19%)
Group Total	Revenue	21,559	28,831	(25%)
	Net Profit / (Loss)	(3,905)	6,751	(158%)

BALANCE SHEET SUMMARY

(US\$'mil)	As at 30-Jun-20	As at 31-Dec-19	Inc / (Dec)
Total Assets	262.8	594.1	(331.3)
Total Liabilities	141.8	468.0	(326.2)
Total Equity	121.0	126.1	(5.1)
Total Debt	126.4 ^{*(A)}	142.6 ^{*(A)}	(16.2)
Total Cash	32.9 ^{*(B)}	58.9 ^{*(B)}	(26.0)
Total Debt / Total Equity (Gearing)	1.04	1.13	(0.1)
NAV per share (US\$)	1.54	1.60	(0.1)

*(A): Total Debt includes US\$1.6 mil borrowing secured by the pledged deposits (31 Dec 2019: US\$2.4 mil).

*(B): Total Cash includes US\$1.8 mil deposits pledged as collateral (31 Dec 2019: US\$2.8 mil).

- Total borrowings were reduced in 1H2020
- Gearing ratio improved to 1.04
- Total assets and liabilities decreased due to deconsolidation of hotel operating subsidiaries.

TOTAL ASSETS ALLOCATION

Total assets excluding right-of-use assets due to lease accounting



US\$'m	As at 30 June 2020	As at 31 December 2019
Total assets excluding ROU assets	259.8	299.9
Add: ROU – Vessel	2.1	2.6
ROU – Hotels	-	290.1
ROU – Office	0.9	1.5
Total assets per balance sheet	262.8	594.1

BORROWINGS



CASH FLOWS

(US\$'000)	1H2020	1H2019
Cash and cash equivalents at beginning of the period	56,089	43,462
Cash inflow / (outflow)		
Operating activities	1,839	18,220
Investing activities	(18,847)	26,224
Financing activities	(8,165)	(40,100)
Effect of exchange rate changes	168	582
Net cash (outflow)/ inflow for the period	(25,005)	4,926
Cash and cash equivalents at the end of the period	31,084	48,388

Note: The above includes cash flows of deconsolidated Uni-Asia Hotels group prior to disposal.

Key cash outflow items in 1H2020:

- (i) Investments in the 7th and 8th Hong Kong property projects totalling \$11.4 million (included in investing activities)
- (ii) Investments in Alero projects totalling \$11.6 million (included in both operating and investing activities)
- (iii) Cash of \$10 million from hotel operating business deconsolidated from the Group (included in investing activities)

OPERATING CASH FLOWS



Reduction in operating cash flows due to impact of Covid-19 on ship charter income and hotel income; and inclusion of expenditure for new properties under development (ALERO series) of \$3.4 million under operating cash flows in 1H2020.

Business Updates

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SHIPPING BUSINESS

Modification to Shipping Business Sub-segments:

FY2019:

Uni-Asia ShippingMaritime Asset Managem8 wholly-owned vessels11 joint-investment vessel	
	ls
(including 1 leased vessel) 3 wholly-owned vessels	
Modification: Sub-segment name change	
Ship Owning and Chartering Maritime Asset Manageme	ent
8 wholly-owned vessels 11 joint-investment vesse	s
(including 1 leased vessel) 3 wholly-owned vessels	
3 wholly-owned vessels	
From FY2020:	
Ship Owning and Chartering Maritime Asset Managem	ent
11 wholly-owned vessels 11 joint-investment vesse	s
(including 1 leased vessel)	

SHIPPING BUSINESS

The Group provides comprehensive solutions to ship investments



SHIPPING BUSINESS

(US\$'0	000)		1H2020	1H2019	% Change
Ship	ping	Revenue Net Profit / (Loss)	15,828 (11,199)	20,836 2,348	<mark>(24%)</mark> N/M
<u>}</u>	Ship Owning and Chartering Ship Owning/ Leasing & Chartering	Revenue Net Profit / (Loss)	13,844 (11,475)	18,628 826	<mark>(26%)</mark> N/M
	 Maritime Asset Management Investment and Asset Management of Ships Ship Finance Arrangement 	Revenue Net Profit / (Loss)	1,686 (71)	1,628 1,019	4% 107%
	Maritime Services Commercial / Technical Management of Ships Ship Related Brokerage Services 	Revenue Net Profit / (Loss)	1,060 333	1,346 475	(21%) (30%)

Loss from shipping business due mainly to:

• Lower charter income from ships on spot rates due to the pandemic;

- \$7.92 million impairment provided for 4 dry bulk carriers and 1 containership with lower ship asset values brought upon by the pandemic; and
- \$1.05 million loan to ship investment written-off

SHIP OWNING AND CHARTERING

Wholly-Owned Vessels Portfolio

	Name of Subsidiary	Туре	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
4	Karat Bulkship S.A. ⁽¹⁾	Bulker	28,709 DWT	2007	Shin-Kurushima
5	Hope Bulkship S.A.	Bulker	29,100 DWT	2011	Y-Nakanishi
6	Imperial Bulkship S.A.	Bulker	29,118 DWT	2012	Y-Nakanishi
7	Jade Bulkship S.A.	Bulker	37,094 DWT	2013	Onomichi
8	Jubilee Bulkship S.A.	Bulker	37,649 DWT	2014	Imabari
9	Regina Bulkship S.A.	Bulker	37,706 DWT	2015	Imabari
10	Mable Bulkship S.A.	Bulker	37,679 DWT	2015	Imabari
11	Nora Bulkship S.A.	Bulker	37,700 DWT	2016	Imabari
(1)	arabaat yassal				

⁽¹⁾ Bareboat vessel

COVID-19 IMPACT ON SHIPPING BUSINESS

The Baltic Handysize Index ("BHSI") in 1H2020 had underperformed that in 1H2019 due to Covid-19 pandemic. However, the market had seen some recovery since May 2020.



BHSI Index – 1H2020 vs 1H2019

SHIP OWNING AND CHARTERING

Charter Information for Wholly-Own Vessels Portfolio





SHIP OWNING AND CHARTERING

(US\$'000)	1H2020	1H2019	% Change
Turnover	13,844	18,628	(26%)
Charter Income Fee Income Investment Returns Interest Income Other Income	13,743 242 (259) 16 102	18,209 243 (13) 68 121	(25%) (0%) N/M (76%) (16%)
Expenses	(23,038)	(15,104)	53%
Profit from Operation	(9,194)	3,524	N/M
Finance costs	(2,281)	(2,698)	(15%)
Profit/ (loss) before Tax	(11,475)	826	N/M
Profit/ (loss) after Tax	(11,475)	826	N/M

Note: 1H2019 figures adjusted to new "Ship Owning and Chartering" business segment

- Smaller charter income contribution of ships on spot rate which were severely affected by Covid-19 pandemic dragged down total charter income.
- \$7.92 million impairment provided for 4 dry bulk carriers and 1 containership with lower ship asset values brought upon by the pandemic.

MARITIME ASSET MANAGEMENT

Maritime Asset Management Department ("MAMD") manages a portfolio of joint-investment ship investments and provides structured finance solutions services to clients.

Joint Investment Portfolio

	Name of Joint Investment Company	Ownership Percentage	Туре	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

(US\$'000)	1H2020	1H2019	% Change
Turnover	1,686	1,628	4%
Fee Income Investment Returns Interest Income	1,585 <mark>(148)</mark> 249	1,047 425 156	51% 135% 60%
Expenses	(1,748)	(609)	187%
Profit/ (Loss) from Operation	(62)	1,019	(106%)
Finance costs	(9)	-	-
Profit/ (Loss) before Tax	(71)	1,019	107%
Profit/ (Loss) after Tax	(71)	1,019	107%

Note: 1H2019 figures adjusted for "MAMD" business segment

- Fee income increased due to fees from arrangement deals closed in 1H2020.
- \$1.05 million write-off of loan receivable from ship investment increased expenses.

MARITIME SERVICES

- The Group's Maritime Services arm includes the following subsidiaries:
 - Uni Ships and Management Limited
 - 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

(US\$'000)	1H2020	1H2019	% Change
Turnover	1,060	1,346	(21%)
Fee Income	1,044	1,316	(21%)
Interest Income	5	13	(62%)
Other Income	11	17	(35%)
Expenses	(711)	(864)	(18%)
Profit/ (Loss) before Tax	349	482	(28%)
Profit/ (Loss) after Tax	333	475	(30%)

Maritime Services contributed \$0.3 million profit despite the tough business environment

PROPERTY BUSINESS

Under Property business segment, there are two sub-segments:



PROPERTY BUSINESS

(US\$'000)		1H2020	1H2019	% Change
Property (1H2019 adjusted without hotel operations)	Revenue Net Profit / (Loss)	5,617 2,809	7,964 7,892	(29%) (64%)
Property Investment (ex Japan) Investment/Asset Management of Properties ex- Japan	Revenue Net Profit / (Loss)	1,339 811	4,519 3,957	(70%) (80%)
Property Investment (in Japan) Investment/Asset Management of Properties in Japan	Revenue Net Profit / (Loss)	4,307 1,998	3,603 3,935	20% (49%)

Property business contributed \$2.8 million profit to the Group notwithstanding the pandemic, an attestation to the Group's ability to weather the pandemic with varied income source.

Hong Kong Property Business

The Group has invested in 8 Hong Kong property projects to-date.



Hong Kong Property Business – 4th HK Property Project (T18)

Investment:	HKD25.0 million or around USD3.2 million (2.5% effective ownership)
Location:	18 - 20 Tai Chung Road, Tsuen Wan, Hong Kong
Project:	A commercial office building to be completed by 2021
Current status:	Superstructure construction has reached the top floor. Sub-contracting works are underway. Target completion in 4Q2020 with handover around 1Q/2Q2021



Hong Kong Property Business – 5th HK Property Project (T73)

Investment:	HKD26.81 million or around USD3.4 million (7.5% effective ownership)		
Location:	71 – 75 Chai Wan Kok Street, Tsuen Wan, Hong Kong		
Project:	An industrial building to be completed by 2021		
Current status:	Construction of superstructure reaching 8 th floor (total 20 floors). Target completion of construction within 2020 and to obtain occupancy permit by 1Q2021.		

Hong Kong Property Business – 6th HK Property Project (CSW1018)

Investment:	HKD48.2 million or around USD6.2 million (3.825% effective ownership)		
Location:	1016 – 1018 Tai Nam West Street, Kowloon, Hong Kong		
Project:	A industrial office building to be completed by 2022		
Current status:	Foundation work had been completed. The project has moved on to excavation of basement and the construction of superstructure will start soon.	<image/>	

Hong Kong Property Business – 7th HK Property Project (T11)

Investment:	HKD53.75 million or around USD6.85 million (8.27% effective ownership)	IECI
Location:	11 – 15 Chai Wan Kok Street, Tsuen Wan	
Project:	A commercial office building to be completed by 2021	
Current Status:	All foundation works had been completed. Superstructure construction will commence upon government approval on the change in architectural / structural design.	

Hong Kong Property Business – 8th HK Property Project (CSW918)

Investment:	HKD33.00 million or around USD4.23 million (3.0% effective ownership)
Location:	916-926 Cheung Sha Wan Road
Project:	An industrial office building to be completed by 2023
Current Status:	Demolition of the old buildings underway. Architectural design for the redevelopment has been submitted to the government for approval.



COVID-19 IMPACT ON HK PROPERTY BUSINESS



The Hong Kong office and industrial property market had softened in 1H2020 compared to 1H2019 due to Covid-19 pandemic and geopolitical factors. Both sellers and buyers are cautious about entering into transactions during this period of uncertainties. Notwithstanding, preparation to launch pre-sale of the Group's 4th and 5th project is underway so as to take advantage of any possible window of opportunity that may arise in the near term.

(US\$'000)	1H2020	1H2019	% Change
Turnover	1,339	4,519	(70%)
Fee Income	388	225	72%
Investment Returns	881	4,239	(79%)
Interest Income	63	38	66%
Other Income	7	17	(59%)
Expenses	(528)	(562)	(6%)
Profit/ (Loss) before Tax	811	3,957	(80%)
Profit/ (Loss) after Tax	811	3,957	(80%)

No significant gains were recorded for HK property projects in 1H2020 resulting in a decrease in profit for 1H2020.
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

Small Residential Property Business in Japan

- Average investment period < 2 years
- Investment amount: ~USD3m to USD5m
- Investment stake ranges from 10% to 100%





ALERO TK Invested Amount by Years

(JPY million)

Construction Management ("CM")

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





Small Residential Property Business in Japan

No. of Alero Projects (Including Construction Management Projects)



SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN (SOLD & HOLDING PROJECTS)



SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN (PROJECTS UNDER CONSTRUCTION/PLANNING)



Asset Management Business

In addition to investment and construction management, UACJ also provides asset management services for three main categories of property assets:

- a) Hotel/Hostel
- b) Residential
- c) Healthcare



COVID-19 IMPACT ON JAPAN PROPERTY BUSINESS



The share prices of J-REITs are good proxies on impact of Covid-19 on Japan property market. While all property sectors in Japan are affected by Covid-19, the residential and logistics sectors are the most resilient while the hospitality sector followed by office are the worst-hit amongst all the sectors.

The Group's Japan property business is the most resilient amongst the Group's business segments in the current Covid-19 pandemic. This business segment is progressing per the Group's pre-Covid-19 business plan.

(US\$'000)	1H2020	1H2019	% Change
Turnover	4,307	3,603	20%
Fee Income Investment Returns Interest Income Other Income	2,248 1,732 305 22	2,210 1,177 216 -	2% 47% 41% -
Expenses	(1,829)	2,320	(179%)
Profit/ (Loss) from Operation	2,478	5,923	(58%)
Finance costs	(107)	(1,913)	(94%)
Profit/ (Loss) before Tax	2,371	4,010	(41%)
Profit/ (Loss) after Tax	1,998	3,935	(49%)

Despite the pandemic and no sale of significant investments, Property Investment In Japan business segment contributed \$2 million profit to the Group.

VISTA HOTEL MANAGEMENT

Current Portfolio of Hotels Under Operations



SIDER MONTEDIPROCIDA

Appendix 1 -Corporate Information

BUSINESS MODEL

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



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

Acquire assets

Provide clients

to alternative

ship and

sale and

purchase

solutions relating

assets including

property finance

arrangement,

arrangement.

prices.

at competitive

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 EXAMPLE - SUBSIDIARY



BUSINESS MODEL EXAMPLE – JV STRUCTURE



BUSINESS SEGMENTS





Thank you