



**UNI-ASIA  
GROUP LIMITED**

# 1Q2021 Corporate Updates



# 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.*

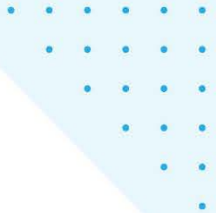
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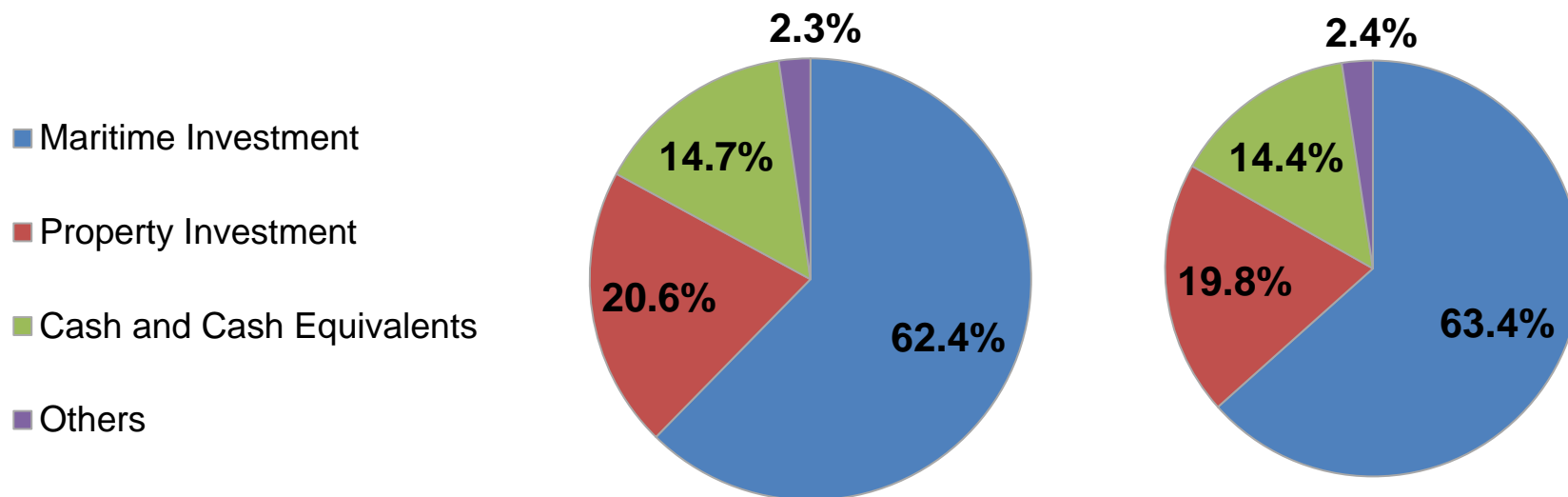


# 1Q2021 Financials Highlights



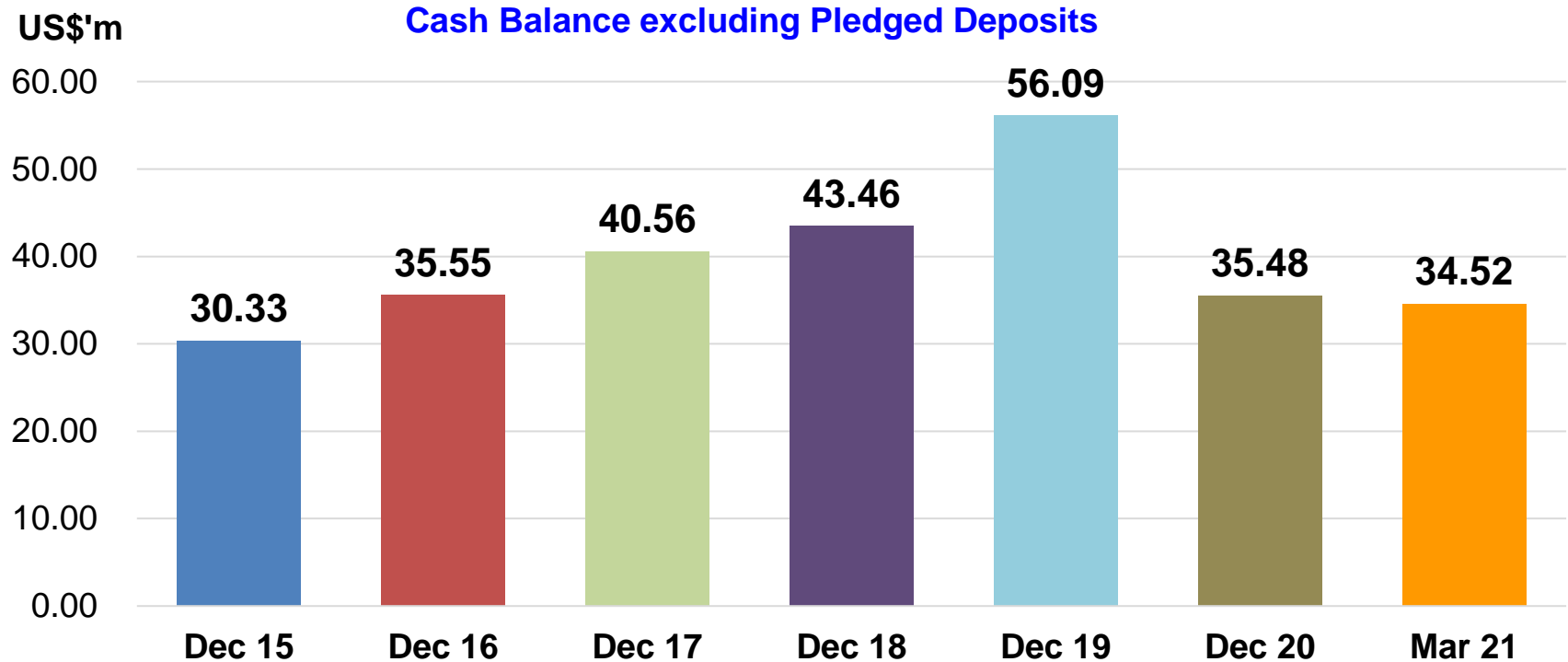
# TOTAL ASSETS ALLOCATION

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



US\$m	As at 31 March 2021	As at 31 December 2020
Total assets excluding ROU assets	233.8	247.0
Add: ROU – Vessel	1.5	1.7
ROU – Office	0.6	0.8
Total assets per balance sheet	235.9	249.5

# CASH BALANCE



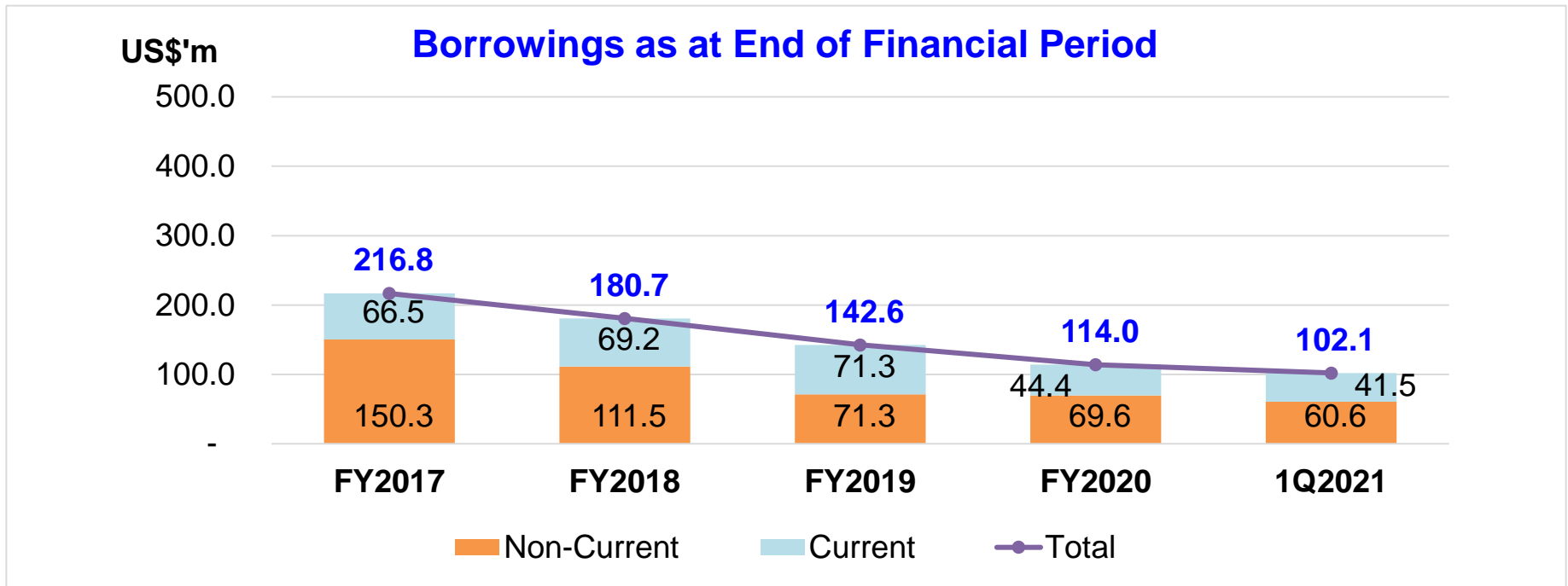
Through efficient deployment of cash, the Group's total cash balances remain more than USD30 million as at 31 March 2021

# CASH FLOWS

(US\$'000)	1Q2021	1Q2020
<b>Cash and cash equivalents at beginning of the quarter</b>	<b>35,477</b>	<b>56,089</b>
<b>Cash Inflow / (Outflow)</b>		
Operating Activities	694	4,935
Investing Activities	11,633	(13,512)
Financing Activities	(12,179)	(4,033)
Effect of exchange rate changes	(1,104)	48
<b>Net Cash Outflow for the quarter</b>	<b>(956)</b>	<b>(12,562)</b>
<b>Cash and cash equivalents at the end of the quarter</b>	<b>34,521</b>	<b>43,527</b>

- Lower operating cash flow mainly due to cash used for consolidated ALERO properties under development held under current assets, i.e. seeding for future returns.
- Cash inflow from investing activities are mainly due to proceeds from the sale of a containership as well as proceeds from realised returns from ALERO projects which the Group had non-controlling stake.
- Cash outflow from financing activities are mainly due to repayments of borrowings. Please refer to the next slide for further details.

# BORROWINGS



- Total borrowings had reduced in 1Q2021 mainly due to repayment of borrowings from proceeds of sale of containership, scheduled repayments of long-term borrowings, as well as repayments of short-term borrowings as part of the Group's deleveraging strategy.
- The Group is committed to reducing total and short-term borrowings and had been consistently paring down borrowings over the years.



# 1Q2021 Business Updates



# Objectives for FY2021:



**Utilise capabilities across all  
assets to achieve  
V-Shape Recovery**



**Deliver sustainable  
dividend yield and  
equity value to  
shareholders**



# FOCUS ON DRY BULKERS

In the past half a year, the Group had disposed of 3 out of the 4 containerships owned.

	Name of Containership	Percentage Ownership	Status
1	MV Ital Massima	50%	SOLD
2	MV Ital Melodia	50%	SOLD
3	MV Uni Florida	100%	SOLD

The Group is looking to dispose of the last containership in the current good market so as to focus on dry bulk carriers.

	Name of Containership	Percentage Ownership	Status
1	MV Uni Fortuna	50%	To be sold

# DRY BULK MARKET RECOVERY VIS-À-VIS CHINA'S INDUSTRIAL PRODUCTION OPERATION RECOVERY

According to Clarksons Research, China's dry bulk import accounts for about 40% of global dry bulk trade for 2020. As such, a growth in China's demand for dry bulk would inevitably be beneficial to the overall dry bulk market.

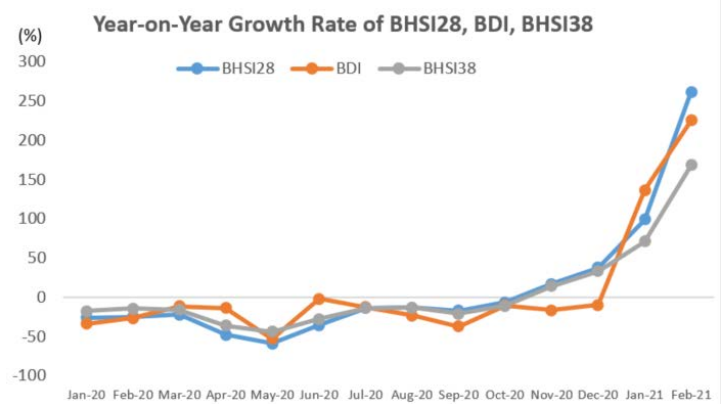
(million tonnes)	China	World	China's portion
Iron Ore	1,146	1,503	76%
Coking Coal	44	247	18%
Steam Coal	139	918	15%
Grain	132	514	26%
<b>Total Major Bulk</b>	<b>1,461</b>	<b>3,182</b>	<b>46%</b>
Total minor bulk	598	1,959	31%
<b>Total Dry Bulk</b>	<b>2,059</b>	<b>5,141</b>	<b>40%</b>

*Source: Clarksons Research – Shipping Intelligence Network*

As China's industrial production operation recovered in 2021, it also helped to boost the dry bulk market. The dry bulk market may continue to benefit from China's rapid growth in 2021.



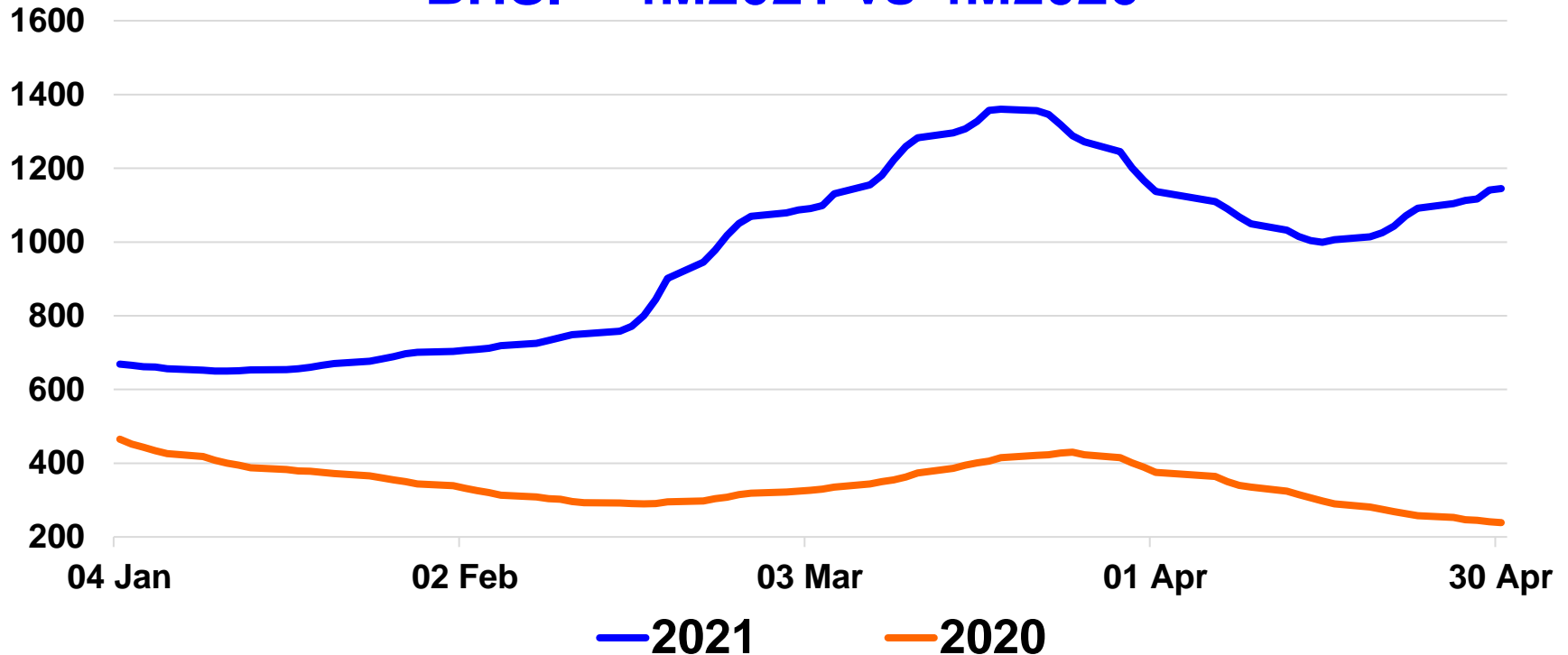
*Source: National Bureau of Statistics of China - 15 Mar 2021*



*Source: Clarkson Research – Shipping Intelligence Network*

# BALTIC HANDYSIZE INDEX (“BHSI”)

## BHSI – 4M2021 vs 4M2020



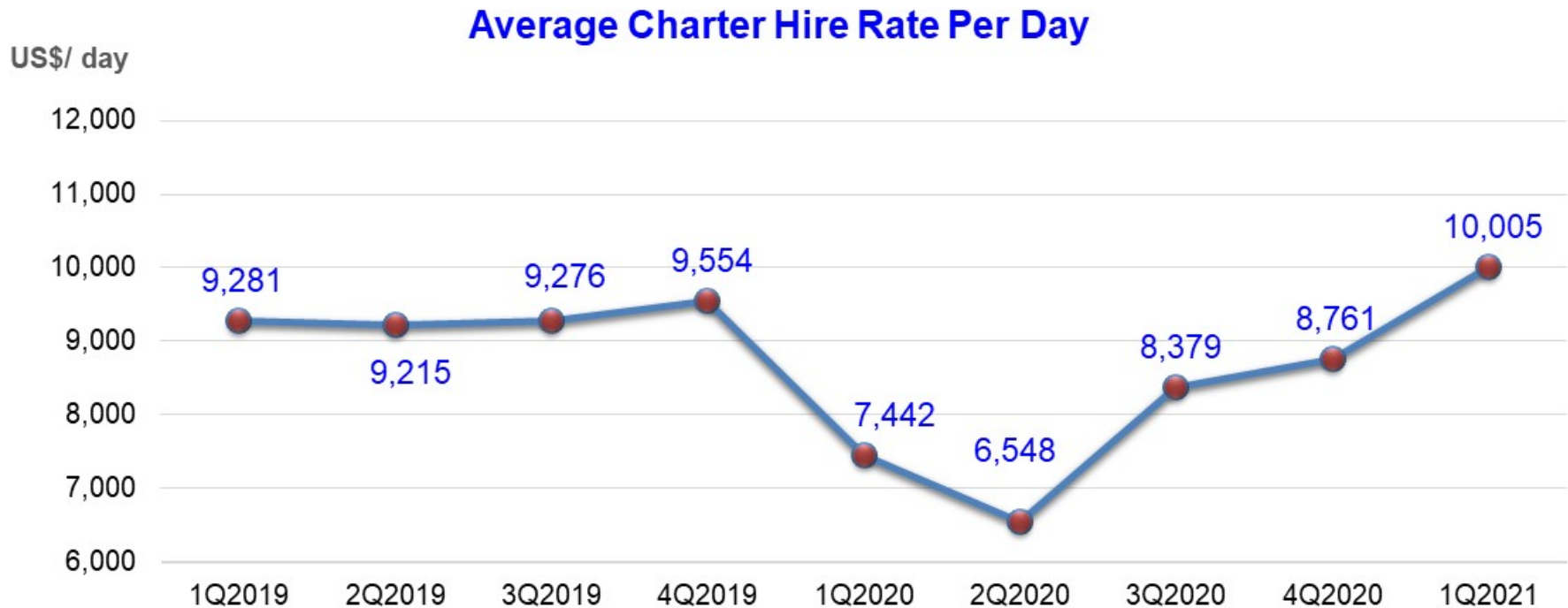
With the dry bulk market growing exceptionally in 2021, the Group strives to capitalise on the current market to achieve the best possible charter rates and returns for the ships in the Group’s portfolio.

# WHOLLY OWNED DRY BULK PORTFOLIO

The charters of the 10 dry bulk carriers under the Group's ship owning and chartering segment are due for renewal in 2021 and/or 2022

	Name of Ship	Capacity	Type	Year of Built	Shipyard
1	M/V Uni Challenge	29,078 DWT	Bulker	2012	Y-Nakanishi
2	M/V Uni Wealth	29,256 DWT	Bulker	2009	Y-Nakanishi
3	M/V Uni Auc One	28,709 DWT	Bulker	2007	Shin-Kurushima
4	M/V Victoria Harbour	29,100 DWT	Bulker	2011	Y-Nakanishi
5	M/V Clearwater Bay	29,118 DWT	Bulker	2012	Y-Nakanishi
6	M/V ANSAC Pride	37,094 DWT	Bulker	2013	Onomichi
7	M/V Island Bay	37,649 DWT	Bulker	2014	Imabari
8	M/V Inspiration Lake	37,706 DWT	Bulker	2015	Imabari
9	M/V Glengyle	37,679 DWT	Bulker	2015	Imabari
10	M/V Uni Bulker	37,700 DWT	Bulker	2016	Imabari

# CAPITALISE ON GOOD SHIPPING MARKET



For 1Q2021, the Group had achieved an average daily charter of around **USD10,000** for the ships under ship owning and chartering segment.

# JOINT-INVESTMET DRY BULK PORTFOLIO

The current good market may help to increase the overall returns from joint-investment entities

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



# CLOSE FINANCE ARRANGEMENT DEALS



The Group specialises in fee-based finance arrangement transactions (including for ships and container boxes) and is working to close deals in 2021 so as to generate fee income for the Group.

# REALISE RETURNS ON HK PROPERTIES



4<sup>th</sup> Hong Kong Property Project

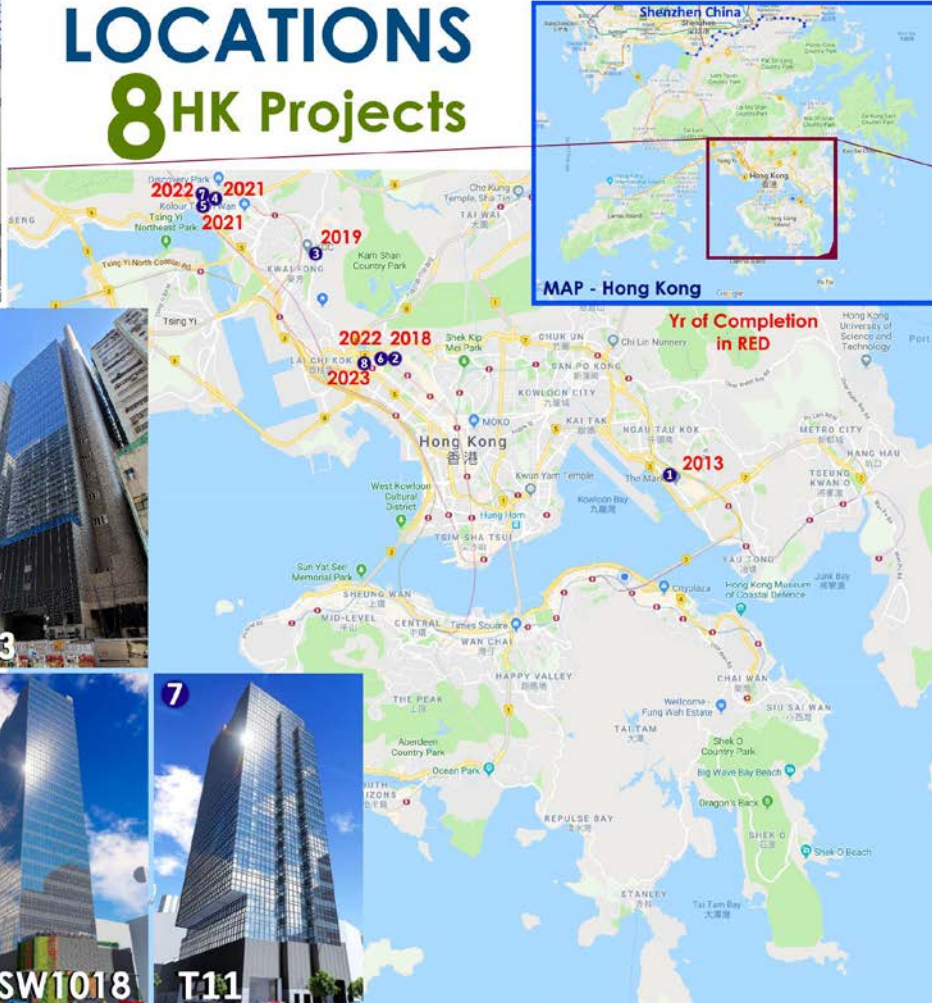


5<sup>th</sup> Hong Kong Property Project

Market for sale of 4<sup>th</sup> and 5<sup>th</sup> Hong Kong projects is closely monitored so as to realise returns from these projects.

# HONG KONG PROPERTIES

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



Completed

Completed

Completed

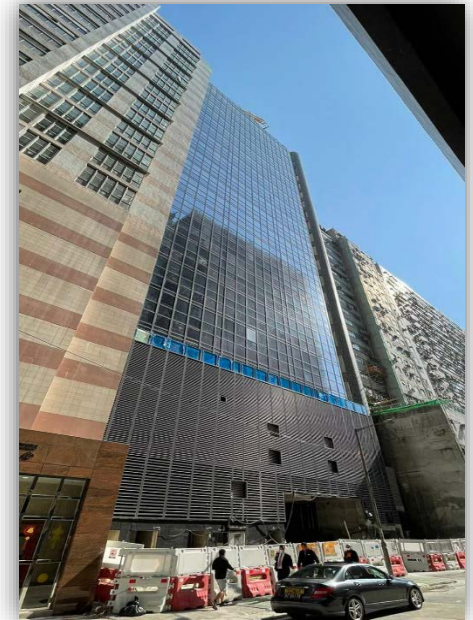
# 4<sup>TH</sup> HK PROPERTY PROJECT – T18

<b>Investment:</b>	HKD26.5 million or around USD3.4 million (2.5% effective ownership)
<b>Location:</b>	18 - 20 Tai Chung Road, Tsuen Wan, Hong Kong
<b>Project:</b>	A commercial office building to be completed by 2021
<b>Current status:</b>	Construction is completed and the building is in the final approval stage for occupation. Ground floor shops were all sold and presale of office units are underway.



# 5<sup>TH</sup> HK PROPERTY PROJECT – T73

<b>Investment:</b>	HKD33.8 million or around USD4.3 million (7.5% effective ownership)
<b>Location:</b>	71 – 75 Chai Wan Kok Street, Tsuen Wan, Hong Kong
<b>Project:</b>	An industrial building to be completed by 2021
<b>Current status:</b>	<p>Construction is finished and the project is undergoing approval stage with the government. Pre-sale has been launched and the building will be ready for occupation in mid-2021.</p>



# 6<sup>TH</sup> HK PROPERTY PROJECT – CSW1018

<b>Investment:</b>	HKD35.2 million or around USD4.5 million (3.825% effective ownership)
<b>Location:</b>	1016 – 1018 Tai Nam West Street, Kowloon, Hong Kong
<b>Project:</b>	A industrial office building to be completed by 2022
<b>Current status:</b>	Superstructure construction is on 3/F. Completion is expected for mid-2022. Presale is ready for launching depending on the market sentiment.



# 7<sup>TH</sup> HK PROPERTY PROJECT – T11

<b>Investment:</b>	HKD53.75 million or around USD6.85 million (8.27% effective ownership)
<b>Location:</b>	11 – 15 Chai Wan Kok Street, Tsuen Wan, Hong Kong
<b>Project:</b>	A commercial office building to be completed by 2021
<b>Status</b>	Superstructure construction has reached 18/F and the construction is expected to finish early at 2021-end. Presale of this project will follow the completion of presale for T18 and T73.



# 8<sup>TH</sup> HK PROPERTY PROJECT – CSW918

<b>Investment:</b>	HKD33.0 million or around USD4.23 million (3.0% effective ownership)
<b>Location:</b>	916 – 926 Cheung Sha Wan Road, Hong Kong
<b>Project:</b>	Two phases of an industrial office building complex to be completed by 2023
<b>Status</b>	Demolition work was completed in April 2021. Recently extra GFA of about 12%+ has been approved for this project. Foundation work started in April 2021.





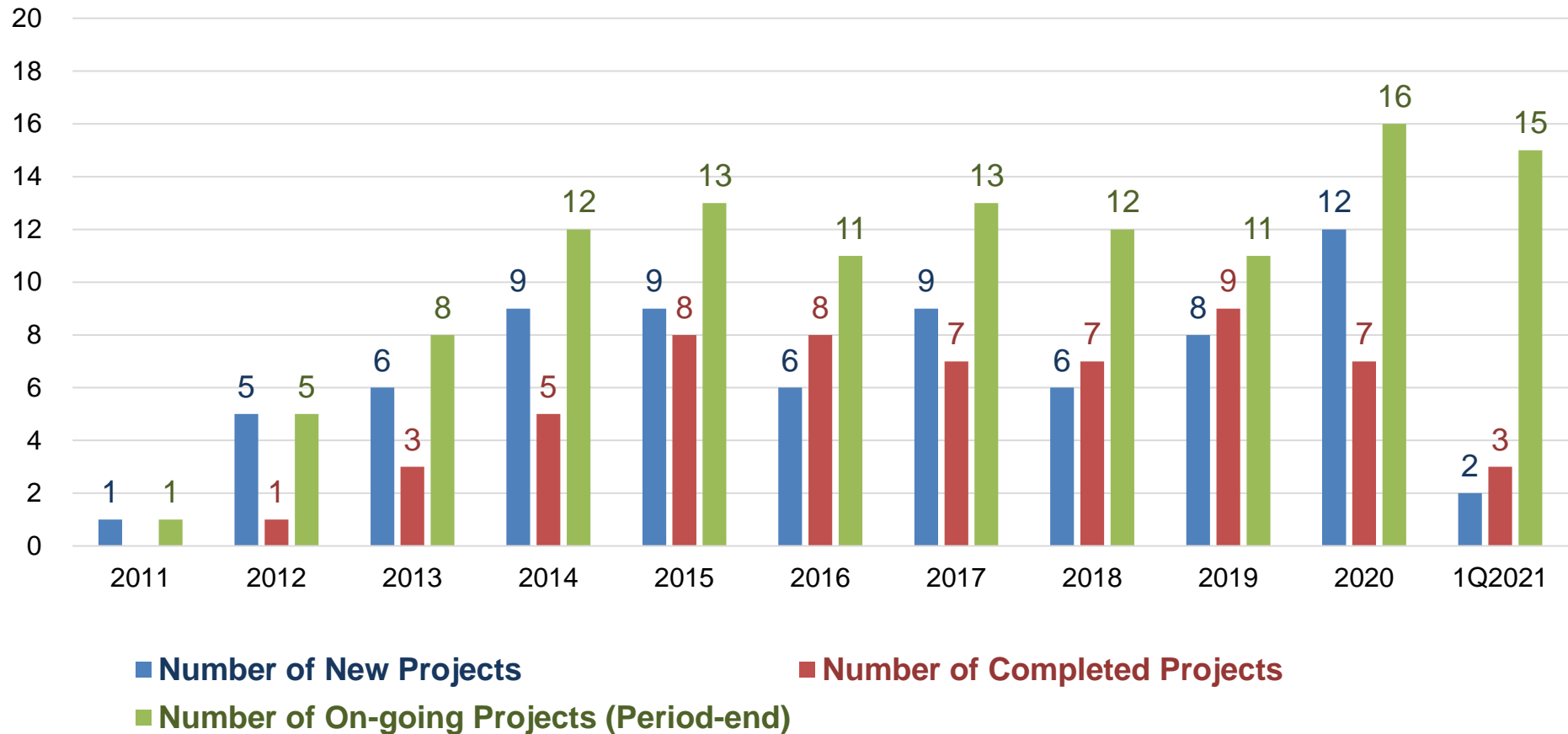
# CONTINUE WITH ALERO PROJECTS



The Group has built up a good reputation for our ALERO projects in Tokyo. We will continue to build on this good name to generate returns from ALERO projects.

# ALERO PROJECTS

**No. of Alero Projects  
(Including Construction Management Projects)**

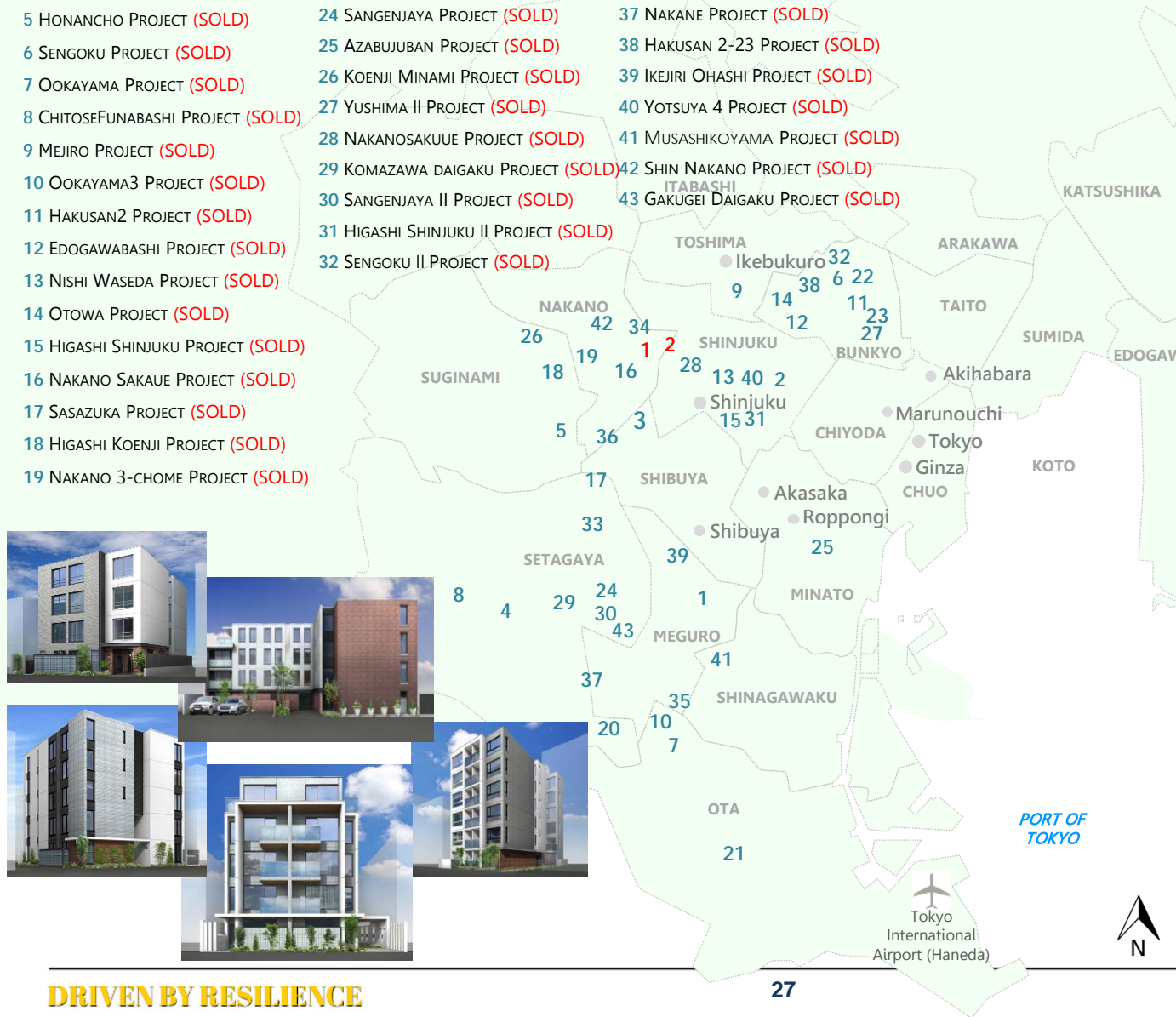


# SMALL RESIDENTIAL PROJECTS IN TOKYO, JAPAN (SOLD & HOLDING PROJECTS)

- |                                    |                                       |                                   |
|------------------------------------|---------------------------------------|-----------------------------------|
| 1 SHIMOMEGURO PROJECT (SOLD)       | 20 OKUSAWA PROJECT (SOLD)             | 33 KOMABA TODAMAE PROJECT (SOLD)  |
| 2 AKEBONOBASHI PROJECT (SOLD)      | 21 NISHI KAMATA PROJECT (SOLD)        | 34 TAKADANOBABA II PROJECT (SOLD) |
| 3 HATAGAYA PROJECT (SOLD)          | 22 HAKUSAN III PROJECT (SOLD)         | 35 SENKOKU PROJECT (SOLD)         |
| 4 SAKURA-SHIMMACHI PROJECT (SOLD)  | 23 YUSHIMA I PROJECT (SOLD)           | 36 SASAZUKA II PROJECT (SOLD)     |
| 5 HONANCHO PROJECT (SOLD)          | 24 SANGENJAYA PROJECT (SOLD)          | 37 NAKANE PROJECT (SOLD)          |
| 6 SENGOKU PROJECT (SOLD)           | 25 AZABUJUBAN PROJECT (SOLD)          | 38 HAKUSAN 2-23 PROJECT (SOLD)    |
| 7 OOKAYAMA PROJECT (SOLD)          | 26 KOENJI MINAMI PROJECT (SOLD)       | 39 IKEJIRI OHASHI PROJECT (SOLD)  |
| 8 CHITOSEFUNABASHI PROJECT (SOLD)  | 27 YUSHIMA II PROJECT (SOLD)          | 40 YOTSUYA 4 PROJECT (SOLD)       |
| 9 MEJIRO PROJECT (SOLD)            | 28 NAKANOSAKUUE PROJECT (SOLD)        | 41 MUSASHIKOYAMA PROJECT (SOLD)   |
| 10 OOKAYAMA3 PROJECT (SOLD)        | 29 KOMAZAWA DAIGAKU PROJECT (SOLD)    | 42 SHIN NAKANO PROJECT (SOLD)     |
| 11 HAKUSAN2 PROJECT (SOLD)         | 30 SANGENJAYA II PROJECT (SOLD)       | 43 GAKUGEI DAIGAKU PROJECT (SOLD) |
| 12 EDOGAWABASHI PROJECT (SOLD)     | 31 HIGASHI SHINJUKU II PROJECT (SOLD) |                                   |
| 13 NISHI WASEDA PROJECT (SOLD)     | 32 SENGOKU II PROJECT (SOLD)          |                                   |
| 14 OTOWA PROJECT (SOLD)            |                                       |                                   |
| 15 HIGASHI SHINJUKU PROJECT (SOLD) |                                       |                                   |
| 16 NAKANO SAKAEU PROJECT (SOLD)    |                                       |                                   |
| 17 SASAZUKA PROJECT (SOLD)         |                                       |                                   |
| 18 HIGASHI KOENJI PROJECT (SOLD)   |                                       |                                   |
| 19 NAKANO 3-CHOME PROJECT (SOLD)   |                                       |                                   |

## Projects under lease

- 1 TAKADANOBABA PROJECT (LEASING PROJECT)
- 2 TAKADANOBABA 1 CHOME PROJECT (Under Construction)



Narita International Airport  
60 km

Tokyo International Airport (Haneda)

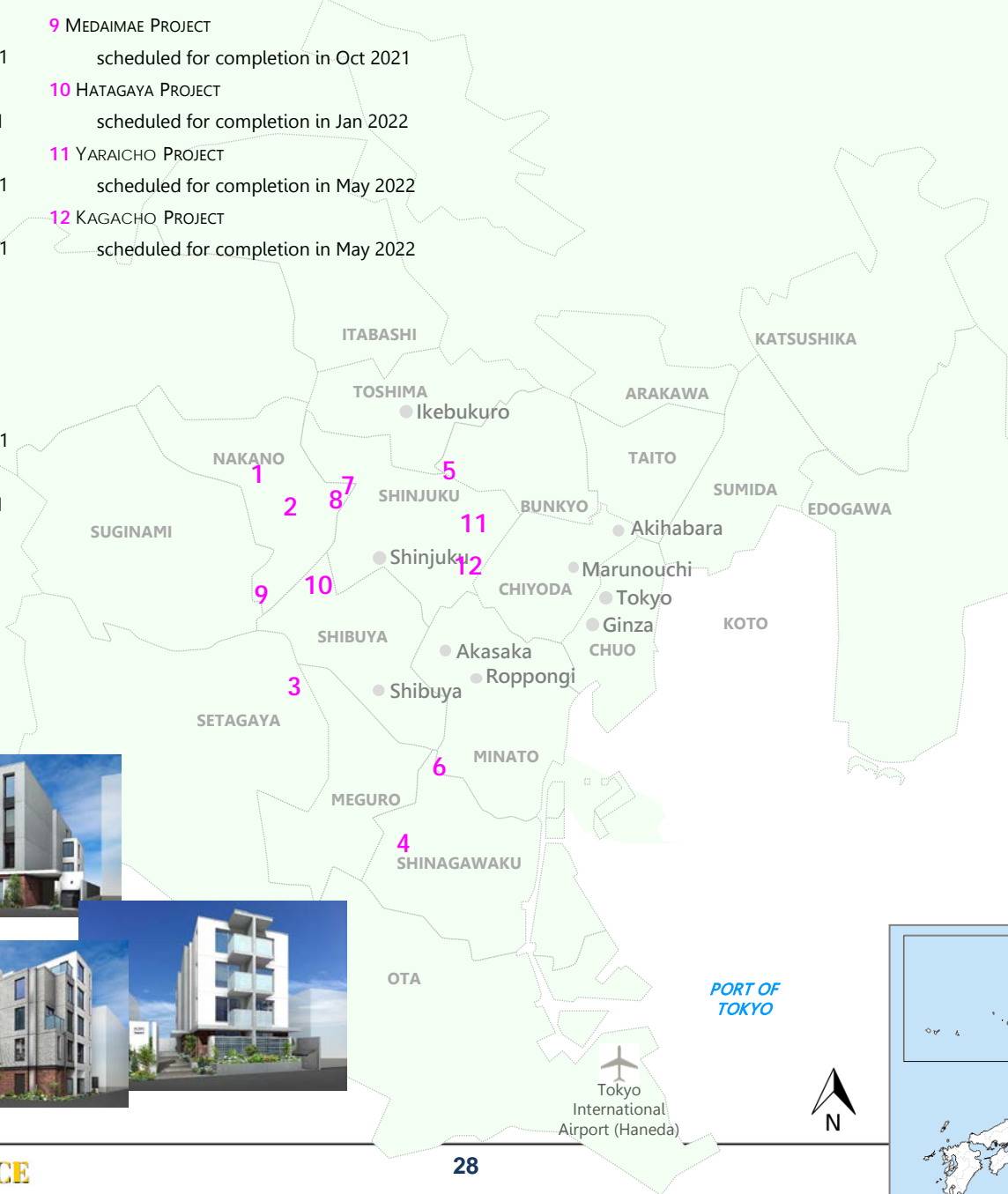


**DRIVEN BY RESILIENCE**

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

- 1 NAKANO 5 PROJECT  
scheduled for completion in Aug 2021
- 2 NAKANO SHINBASHI(YAYOICHO) PROJECT  
scheduled for completion in Apr 2021
- 3 TASHIDO PROJECT  
scheduled for completion in Aug 2021
- 4 MUSASHI KOYAMA II (EBARA) PROJECT  
scheduled for completion in May 2021
- 5 TAKADA PROJECT  
scheduled for completion in Jul 2021
- 6 SHIROKANE PROJECT  
scheduled for completion in Jun 2021
- 7 NISHISHINJUKU 5-1 PROJECT  
scheduled for completion in Nov 2021
- 8 NISHISHINJUKU 5-2 PROJECT  
scheduled for completion in Oct 2021

- 9 MEDAIMAE PROJECT  
scheduled for completion in Oct 2021
- 10 HATAGAYA PROJECT  
scheduled for completion in Jan 2022
- 11 YARAICHO PROJECT  
scheduled for completion in May 2022
- 12 KAGACHO PROJECT  
scheduled for completion in May 2022

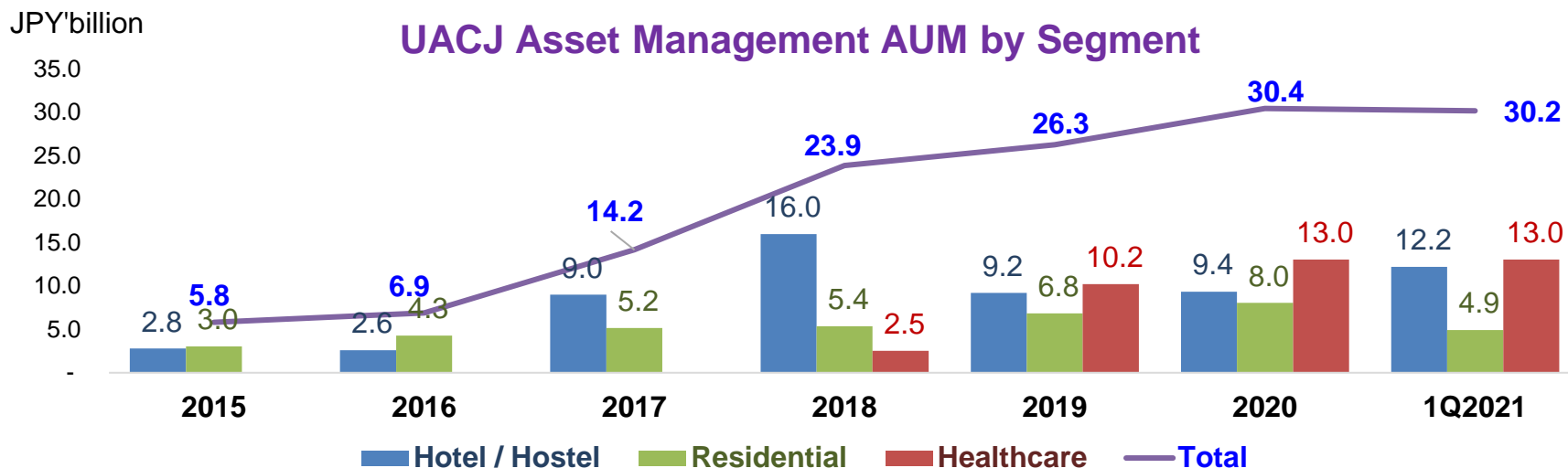
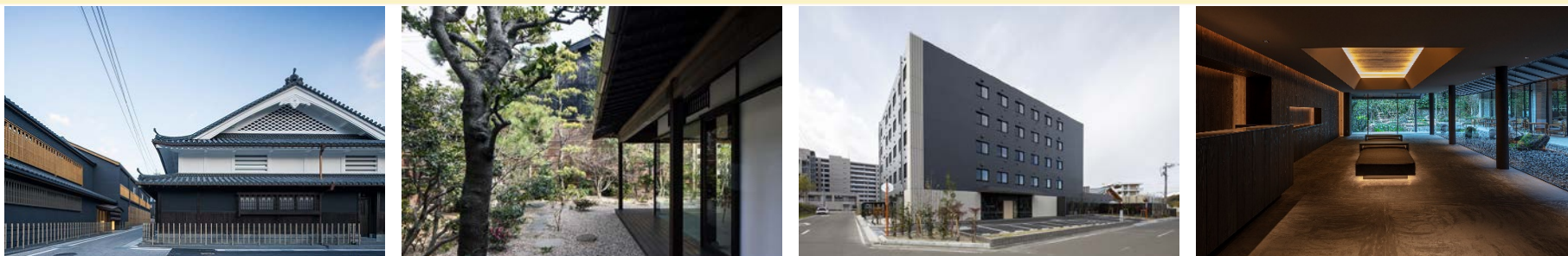


Narita International Airport  
60 km

Tokyo International Airport (Haneda)



# INCREASE ASSETS UNDER MANAGEMENT



The Group will work with clients to continue the momentum of increasing property assets under management by subsidiary Uni-Asia Capital (Japan) Ltd in 2021.

# EXPLORE NEW BUSINESS OPPORTUNITIES



The Group will leverage on our expertise across shipping and properties to explore new business opportunities and products so as to increase the Group's income streams.



**UNI-ASIA  
GROUP LIMITED**

**Next Results Announcement Date:  
On or before 13 August 2021**





**UNI-ASIA  
GROUP LIMITED**

**Thank You**

