



Advanced Compressor Technology FOR THE WORLD



The late Mr Tetsuo Nobata



Bold new direction for Unicla under private Hong Kong/Australian ownership

The Unicla compressor company, which relocated from Japan to China following the death of its iconic founder, Mr Tetsuo Nobata, is now totally controlled by a private consortium made up of two of his long time friends and associates.

Mr Peter Yee, the automotive industrialist who engineered the purchase of Unicla from the Nobata family, who had shut down the plant in Komaki in 2005, managed the move and re-establishment of the entire manufacturing equipment to China with the help of a public company partnership.

The public company has now been bought out, and Unicla is back in the hands of Mr Yee, head of International Auto Engineering Limited and Australian air conditioning and refrigeration expert, Mr Mark Mitchell, whose company SCA-Australia is a major importer of AC equipment as well as Australasian wholesaler of Unicla compressors.

Unicla's three directors are Mr Yee (Managing Director), Mr Mitchell (Global Marketing and Technical Support), and Ms Joan Yee (Chief Operating Officer) who is an economics graduate of Berkeley University USA.

The three have set Unicla on a determined course of product advancement in the existing range of compressors and the factory has already begun research and development on new alternative drive models such as electric and hydraulic

power. Unicla is known for its high performance large compressors which are used in military, bus and coach and mining applications in various parts of the world.



Mr Peter Yee



Mr Mark Mitchell



Miss Joan Yee

One of Mr Nobata's main legacies was the world's first 14 cylinder swashplate compressor, and heavy duty compressors light enough to be carried

The Unicla technology was developed over the past 40 years by Mr Nobata and his team in Japan.

At the time of his death in 2005, Unicla had become Japan's last remaining independent designer and manufacturer of vehicle AC compressors.

In earlier days, the company had an enviable reputation as a manufacturer of thousands of different compressor kits and mobile air conditioning parts for almost every make of vehicle.

by one person, but powerful enough to be fitted to buses and coaches. Some of Mr Nobata's original key design experts, including Mr Kato (Design Director) and Mr Yano (Production Director) have stayed with the new company, ensuring a smooth transition of the Japanese technology to a plant on mainland China. Unicla's international headquarters is in Hong Kong.

Both Mr Yee and Mr Mitchell have enjoyed long business and personal relationships with Mr Nobata.

Companies in Mr Yee's International Auto Engineering Group manufacture and service fuel injection and supercharging products and have also distributed Unicla products exclusively in Hong Kong and China for the past 26 years.

Mr Mitchell's relationship with Unicla comes a full circle with his decision to buy into the company. After representing Unicla in Australia and South East Asia for many years, he developed a close relationship with Mr Nobata, providing him with valuable technical input into the design process.

"Having worked with Unicla technology for about 30 years, both Mr Yee and myself have great faith in the product. We are happy with our investment decision, and Mr Nobata would be proud of the fact that his technologies live on, in the hands of those who encouraged and worked with him to develop and improve them," said Mr Mitchell.

The new Unicla team has no intention of changing the philosophy so well established by Mr Nobata. "We are both self employed business operators who started small and built quality businesses," said Mr Mitchell.

"We are treating the operation of the business very seriously. We don't intend taking on the world, but will remain a specialised designer and manufacturer of compressors for a range of markets.

"Our mission is to stay focused on our customer's needs, and being the size we are, we are in a good position to respond quickly, make decisions quickly and develop products quickly which can do the job efficiently. We believe this is our competitive edge," added Mr Mitchell.

The world-wide customers who have come to rely on Unicla products are already very comfortable with the quality of the 330, 200, 150 and 170 series compressors and the new bus and coach models in the UWX series are forging their own market niche.

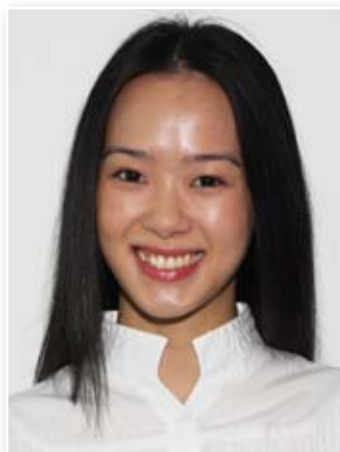




Peter Yee
Managing Director

Peter shared a long and productive relationship with Mr Nobata both as friends and partners, and he was just as passionate about the future of Unicla technology. Peter is the Managing Director of International Auto Engineering Limited which for 36 years operated the Unicla distributorship in Hong Kong, Macau and China. He founded Unicla International Limited in August 2005 and is committed to carrying on Mr Nobata's legacy and the spirit of Unicla.

- Designs, develops and implements the strategic plan for Unicla for day to day operations and for the company's long term future
- Guides and coaches all employees to achieve performance accountabilities and organisational goals.



Joan Yee
Director and Chief Operating Officer

Joan graduated with an MBA from The Hong Kong University of Science and Technology, and with a bachelor's degree in Economics from the University of California, Berkeley USA. Though Unicla is a well established brand, Joan finds it challenging to maintain the momentum of product acceptance while continuing to improve the product in line with market and customer demands.

- Responsible for managing the day-to-day activities of the corporation and for operations management
- Ensures business operations are efficient and effective in creating Unicla's products and services.



Mark Mitchell
Director – Global Marketing and Technical Support

Mark has enjoyed a 30 year involvement with Unicla compressors, and was considered a vital cog in Mr Nobata's design and technical development team. His personal relationship with Mr Nobata ensured an accurate flow of field data from the market to the design floor which was vital in the development of new and innovative compressor models. He is well connected with major organisations in the Australian refrigeration and airconditioning industries, and travels widely to trade shows and Unicla customers.

- Develops existing markets and explores new opportunities
- Drives product development from the customer's perspective
- Provides technical advice and problem solving to Unicla customers.



Kato
Design Director

Mr Kato has 20 years of valuable experience with Unicla during which he played a leading role in creating the most reliable, efficient compressor for the automotive air-conditioning system.

Plans, organises and manages all engineering activities in our Design Department.

- Strategically develops, designs, and enhances our compressors to sustain Unicla's competitive edge in the world
- Sources raw materials and components for production with prioritised attention to quality control.



Yano
Production Director

Mr Yano has worked with Unicla, sharing Mr Nobata's energy and enthusiasm since the company was founded 43 years ago. He greatly assisted the smooth transition of the technology from the original Komaki factory in Japan to the existing Chashan factory in China.

- Controls production activities, from machining to assembling, assuring the quality of each compressor
- Schedules production plans to keep pace with

demand and achieves cost efficiency in all aspects of production, including including work materials, machines and staff-power.



Lody Yuen
Global Sales and Marketing Manager

Lody is the public face of Unicla, taking the brand name to trade shows around the world, and helping to maintain the enthusiasm for the product among our clients.

- Liaises with our customers including global loyal distributors, technically orientated commercial vehicle makers, air-conditioning system partners and potential customers in new markets
- Organises and appears at tradeshow, promoting our latest innovations to the market.



Simon Tam
Assistant to General Manager - Production and Sales Liaison

Simon was the Hong Kong Sales Manager at International Auto Engineering Limited, our China, Hong Kong and Macau distributor for 36 years. He is proud to be part of the Unicla team and confident in his knowledge of the product.

- Teams up with our sales managers and engineers to provide technical and data support to our customers and resolving technical issues
- Coordinates with Mr Yano and Mr Kato in the

factory to keep track of production schedules to ensuring on-time delivery and to expedite product development in response to the market trend.



John Luke
General Manager of Factory

John joined Unicla in 2006, but brings many years of experience in operations management. His role in the factory is challenging, and among his achievements is being able to satisfy customers from around the world that the factory, although located in China operates to very high Japanese standards.

- Supervises the purchasing of raw materials and supplies and establishes stock levels and reorder points
- Ensures the proper use and operation of equipment and materials
- Observes China business laws and statutes and strictly monitors all operations to ensure compliance.



Stephen Lau
Financial Controller

Stephen is an experienced financial controller concentrating in the industrial sector. He has served with Chinney Alliance Engineering (formerly Swire Engineering), Intra- Tech Mechatronics Ltd, Inchcape and Hong Kong United Dockyards.

- Primarily responsible for managing the risks of the business and responsible for financial planning and record-keeping, as well as financial reporting.



Raymond Chui
China Sales and Marketing Manager

Raymond has been active in the China compressor market for 20 years, and has seen at first hand the growth of demand in compressor quality and technical support and is well aware of the market acceptance of the Unicla products.

- Develops the Unicla compressor market in the growing China market
- Closely works with customers in China, especially those customers who are commercial vehicle makers and air-conditioning system producers to ensure smooth and efficient process from product selection, testing and system design to commissioning.



New Factory in full production

The new Unicla plant in Chasan in Southern China in full swing produces some of the highest quality compressors in the world.

Unicla engineers, Mr Kato and Mr Yano continue to improve and upgrade the design and production quality of every compressor model. In fact some of the improvements to date are far reaching, compared to the products which came from the old Komaki plant just prior to its closure.

In 2008, the new factory was awarded ISO 9001 and continues to strive for further quality assurance approvals required by many OEM and industrial customers.

The Chasan factory is a model of advanced industrial practice using a spacious and ergonomically efficient floor plan, combined with strict environmental and recycling systems at every work station.

UWX550



UP170



UX330



The Unicla stand at the Wire & Gas Training Convention and Trade Show on the Gold Coast of Australia in June 2008. This the biggest show of its kind in Australasia.

In the picture (left to right) are: **Mr Henry Sia** (MD of Nagoya Unicla Pte Ltd Singapore) a long time distributor of Unicla products who also took over the production of Unicla evaporators, the Super King and Super Queen. **Matthew Mitchell** (Unicla Australia), **Ms Caroline Sia** (Global Sales Manager - Nagoya Unicla Pte Ltd), **Lody Yuen** (Unicla Global Sales and Marketing Manager), **Mr Mark Mitchell** (Director, Unicla International, and Australasian distributor of Unicla compressors)



The Unicla stand staffed by Mark Mitchell and Lody Yuen at the 2008 European Automotive Airconditioning Convention & Trade Show in Frankfurt.



The Bear lives on...

responsible for distribution of Unicla Super King and Super Queen evaporators globally.

In the restructuring of Unicla, Henry took over the manufacturing and



Henry Sia

distribution rights of the evaporators. Along with other aftermarket products produced by Unicla, the evaporators had always carried the bear logo, and Henry sees no reason to discontinue this great tradition.

The bear logo was devised originally by Unicla founder Mr Nobata, and he used it on all early products. He developed the corporate Unicla wheel logo mainly for use in marketing to original equipment manufacturers.

Not only the bear lives on. The close relationship between the Unicla company and Henry Sia is stronger than ever.

Unicla International is proud to be associated with Mr Sia and Nagoya Unicla Pte Ltd.

Enquiries for evaporators can be made through Unicla at: sales@unicla.hk

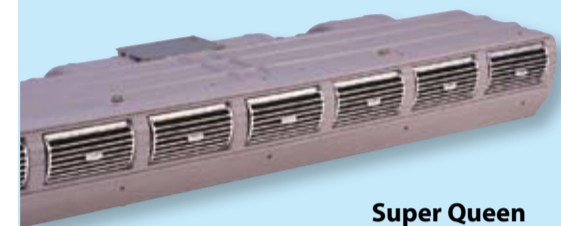
Unicla Evaporators



Imperial Fill



Super King



Super Queen

The polar bear with the Mona Lisa smirk, high top hat and bow tie was adopted as the first Unicla emblem about 45 years ago.

Despite the introduction of the more corporate Unicla wheel logo in the early 90s, the bear has survived – although he now lives at a different address.

The 45-year old bear lives in Singapore, and is the corporate face of Nagoya Unicla Pte Ltd and its founder and chairman Henry Sia.

Henry is a long term colleague and associate of Unicla and was

Unicla and Nobata – the story that must be told

The Unicla story is one of those classic tales of personal sacrifice, risk taking and determination which must take its place in the world history of mobile air conditioning and refrigeration.

The story of the Unicla empire is, in reality, the story of one great man, Mr Tetsuo Nobata.

Mr Nobata had the vision, grasped the opportunities, created business empires of many 'firsts' and, when he

died, he had planted enough seeds of inspiration so that his important technical legacies could live on anew.

Those who knew him will remember this fascinating character who epitomised the pioneering spirit the world admires in anyone who is prepared to travel the unknown frontiers.

His determination and natural engineering skills provided him with the means to overcome the continual challenge of solving and



developing concepts others were yet to even visualise.

Fortunately, the history of Unicla and Mr Nobata, has been written.

His long time friend and associate in Australia, Mr Ralph Cadman who took over Unicla Australia in 1980, drew on the memories of family and company friends in Japan and other countries, to pen a most fascinating tale of the charismatic Mr Nobata and his beloved Unicla.



Ralph Cadman

With input and assistance from current Unicla International director Mark Mitchell, this history will be shared with the world through the Unicla website: www.unicla.hk



Unicla International Limited
Unit 1209-1210, 12F Manhattan Centre,
8 Kwai Cheong Rd, Kwai Chung,
N.T., Hong Kong

Phone: (852) 2422 0180

Fax: (852) 2422 0680

Email: sales@unicla.hk
Website: www.unicla.hk