



2nd Annual Capital Link International Shipping Forum China

Friday, May 5, 2017
Shanghai, China



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2nd Annual Capital Link International Shipping Forum China

Friday, May 5, 2017
Grand Kempinski Hotel Shanghai, China



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Making International Connections And Developing New Business



This year's **Capital Link's International Shipping Forum-China** will seek to examine how Chinese ship-owners and leasing firms can benefit from interaction with the global community. The Forum will examine opportunities and risks in global financing, capital markets and alternative financing, and will discuss joint venture opportunities with global investors and global maritime industry players, business re-structuring models and methods to optimize technical and commercial ship management during difficult market conditions. The Forum will examine the interaction between Chinese ship-owners and leasing firms with their global counterparts and the role of Chinese Shipping and Maritime Industry in the global markets.

Speakers and panelists are experts and top decision makers from global financial, investment and maritime companies and organizations. They come to Shanghai prepared to address critical topics of interest to the industry and to interact with high level executives from the Chinese shipping, shipbuilding and finance communities.

With a 21-year track record, Capital Link is known for the organization of large scale investment and maritime conferences in major industry centers such as New York, London and Athens attracting 1,000+ delegates. Capital Link's Forums attract the elite of the shipping, finance and investment executives and top industry decision makers. Well-known for their high quality and effectiveness, they are unique marketing and networking events attended by a large and high caliber audience of shipping industry executives, such as owners, commercial and investment bankers, investors, analysts, media, and a wide range of other industry participants.

The **Capital Link Shipping Leadership Awards** are presented in the context of our forums to distinguished leaders in the maritime field in London, Athens and New York recognizing their achievements and contributions to the shipping industry. We are delighted to present the "**2017 Capital Link China Shipping Leadership Award**" to **Mr. Zhang Ye, President of the Shanghai Shipping Exchange**, for his influential personality in the shipping sector as well as his ongoing contribution in internationalizing the profile of the Chinese shipping industry. He was also selected among the Top 100 Most Influential People in the Shipping Sector by Lloyd's List consecutively from 2010-2013 and again in 2015.

Our Shanghai event is organized in Partnership with **Columbia Shipmanagement and Singhai Marine Services** and we would like to express our deep appreciation to them for their help, support in putting this event together.

We would like to thank the sponsors and media partners of our event for their support and contribution in making this event such a unique success. We are gratified to see that the majority of our sponsors are with us on a global basis year after year and support all of our Shipping Forums, indicating the wide acceptance of the Capital Link Shipping Forums in the financial, investment and shipping communities.

Sincerely,
Nicolas Bornozis, President
Capital Link, Inc.



Capital Link, Inc.

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CAPITAL LINK SHIPPING AWARDS HONORING GLOBAL LEADERS IN THE SHIPPING SPACE

CAPITAL LINK SHIPPING LEADERSHIP AWARD – NEW YORK

2014: Dagfinn Lunde, Former CEO & Industry Head of Shipping & Offshore Division – DVB Bank;

Former Managing Director – INTERTANKO

2015: Michael Parker, Global Head of Shipping – Citi

2016: Dr. Martin Stopford, Non-Executive President – Clarkson Research Services

2017: Richard T. du Moulin, President – Intrepid Shipping; Former Chairman - INTERTANKO



CAPITAL LINK GREEK SHIPPING LEADERSHIP AWARD – ATHENS

2013: Captain Panagiotis N. Tsakos, Founder – Tsakos Shipping & Trading

2014: Perikles Panagopoulos, Founder – Attica Group

2015: Lambros Varnavidis, Global Head of Shipping – Royal Bank of Scotland; Vice Chairman – Baltic Exchange

2016: Andreas, George & Nicolas Tsavliris – Tsavliris Salvage Group

2017: Professor Costas Th. Grammenos, Chairman – Costas Grammenos Centre for Shipping, Trade & Finance; Cass Business School



CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD – SHANGHAI

2016: Yang Xian Xiang, CEO – SITC International Holdings



CAPITAL LINK MARITIME CSR LEADERSHIP AWARD - LONDON

2013: Clay Maitland, Chairman – NAMEPA & Partner – Marshall Islands Registry

2014: Efthimios Mitropoulos, Chairman Emeritus – International Maritime

2015: Nikolas Tsakos, Chairman - INTERTANKO

2016: Jeremy Penn, Chief Executive – The Baltic Exchange





2017 CAPITAL LINK SHIPPING LEADERSHIP AWARD



Presented to:

Mr. Zhang Ye

President

Shanghai Shipping Exchange

*In Recognition of His Valuable Contribution to the Chinese
& International Shipping Industry*

As the leader of Shanghai Shipping Exchange(SSE), over the past 14 years President Zhang Ye has turned the exchange into the most influential shipping transaction and service entity in China that meets the State Council's instructions on its three major functions "protect market fair competition, standardize shipping transactions and communicate information".

Mr. Zhang Ye propels SSE as the unique international container freight rate filing center designated by the MOT that stabilizes the import and export rates of container market in China and is respected and followed by industry insiders. The US Federal Maritime Commission commented SSE as "the barometer of maritime regulation of this big world shipping nation".

He has long been dedicated to the "Shanghai Shipping Indices" and SSE has launched 13 types of shipping

indices of 73 sub-indices covering all major cargo and ship sectors as well as maritime policies. FMC commented that "SSE has taken a leadership role in this regard and SCFI and CCFI indices remain the most favored shipper choice and now the new Belt & Road indices will provide additional shipper option".

He strongly advocates the index-linked service contract and has set up the first index derivatives trading platform that innovates the model of pricing, trading and risk control of maritime industry.

He also boosts the unique MOT National Ship Trading Information Center located at SSE and cultivates SSE's demonstrative 2nd-hand ship SNP market with the lowest cost, highest efficiency and most regulated process.

Mr. Zhang Ye always takes the lead in shipping information and is devoted to Shanghai International Shipping Information Center (SISIC under SSE) jointly established by MOT and Shanghai Government. Besides freight indices, it also offers full and complete Big Data and research analysis to government, enterprises and society, which is commented by Lloyd's List as "the source of China's shipping information".

Mr. Zhang Ye has the MBA degree of Shanghai Jiaotong University and PhD. degree of Shanghai Maritime University. He was awarded as "Shanghai Leading Talent", "Top 10 Finance Leaders of Shanghai", "China Top 10 Most Influential People in Shipping" and selected as Lloyd's List Top100 for five times since 2010. He worked as the Ambassador of Conference for Shanghai government since 2013.

SSE President Zhang Ye is a shining star of China's shipping industry for his excellent personal charisma and leadership. By deep understanding of the game of rules of international shipping practice, he serves as the tie between China and world and has made significant contribution to Shanghai international shipping center and finance center.



2nd Annual Capital Link International Shipping Forum China

Friday, May 5, 2017 - Shanghai, China



2017 CAPITAL LINK SHIPPING LEADERSHIP AWARD



8.00 AM – 8.45 AM	REGISTRATION & COFFEE 嘉宾注册	
8:45 AM – 8:50 AM	Welcome Remarks 致欢迎辞	<p>Mr. Terence Zhao, President – Singhai Marine Services – Conference Co-Chairman 赵玮先生 (森海海事服务公司董事总经理)</p> <p>Mr. Andreas Hadjipetrou, Managing Director – Columbia Shipmanagement Ltd. – Conference Co-Chairman Andreas Hadjipetrou 先生 (哥伦比亚船舶管理公司董事总经理兼论坛联合主席)</p>
8:50 AM – 9:00 AM	Opening Remarks 开幕致辞	Mr. Chen Xi , Deputy Governor of Pudong New Area 陈希先生 (浦东新区副区长)
9:00 AM – 9:20 AM	KEYNOTE OPENING REMARKS 主题致辞	Mr. Zhang Ye , President - Shanghai Shipping Exchange 张页先生 (上海航运交易所总裁)
9:20 AM – 9:40 AM	Global Economy, World Trade & Shipping – Developments & Outlook 全球经济和世界贸易航运发展与展望	Ms. Henriette Brent-Petersen , Managing Director Shipping and Offshore Research - DVB Bank Henriette Brent-Petersen 女士 (德国交通信贷银行航运部董事总经理)
9:40 AM – 10:15 AM	Geopolitical, Regulatory & Market Trends Affecting Shipping 政治因素, 区域监管和市场趋势对航运的影响	<p>Moderator 主持人: Mr. Clay Maitland, Managing Partner - International Registries; Founding Chairman - NAMEPA; Chairman – NYMAR Clay Maitland 先生 (International Registries 任事股东; NAMEPA 创办者; NYMAR 主席)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> Mr. Joseph E.M. Hughes, Chairman & CEO - The American Club Joseph E.M Hughes 先生 (The American Club 主席) Mr. Arjun Batra, Group Managing Director - Drewry Arjun Batra 先生 (德路里咨询公司董事总经理) Mr. Li Ping Kwong, Regional Business Development Manager in Greater China - DNV GL 李炳光先生 (DNV GL 大中国区事业发展部经理) Mr. Wei Zhuang, Regional Manager of Asia – BIMCO 庄炜先生 (BIMCO 中华区总经理) Mr. Tim Wilkins, Regional Manager of Asia/Pacific – INTERTANKO Tim Wilkins 先生 (国际独立油轮船东协会 亚太区经理)
10:15 AM – 10:30 AM	Trends & Developments in Technical Fleet Management 船舶技术管理的趋势和发展	Mr. Mark O’Neil , President- Columbia Shipmanagement Mark O’ Neil 先生 (哥伦比亚船舶管理公司总裁)



<p>10.30 AM – 11:05 AM</p>	<p>Global Shipping Banks & The Availability of Finance for Chinese Shipping 中国航运在全球金融银行融资的可 行性</p>	<p>Moderator 主持人: Ms. Valerie Lee, Senior Associate - Watson Farley Williams Valerie Lee 女士 (华盛顿律师事务所高级律师)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Perry van Echtelt, Managing Director, Head of Transportation Clients Asia - ABN AMRO Bank Perry van Echtelt 先生 (荷兰银行亚太区航运部董事总经理) • Mr. Christopher Conway, Managing Director, Global Head of Shipping & Offshore for Export Agency Finance – Citi Christopher Conway 先生 (花旗银行航运与海工金融部董事总经理) • Mr. Peter Illingworth, Managing Director - Deutsche Bank Peter Illingworth 先生 (德意志银行董事总经理) • Mr. Oliver Faak, Managing Director Ship/Aircraft Finance Department Global Head of Shipping - Norddeutsche Landesbank Girozentrale Oliver Faak 先生 (北德意志银行航运金融部董事总经理) • Mr. Toon Beng Ang, Senior Vice President – DVB Bank Toon Beng Ang 先生 (DVB 银行高级副总裁)
<p>11:05 AM – 11:25 AM</p>	<p>COFFEE BREAK 茶歇 Sponsored by International Paint Cyprus Ltd 赞助商 International Paint Cyprus Ltd</p>	
<p>11:25 AM – 12:05 PM</p>	<p>Chinese Leasing Opening Up to the World <i>Seeking Opportunities Beyond China</i> 中国租赁面向世界-寻求海外合作 契机</p>	<p>Moderator 主持人: Mr. Conor Warde, Partner - Clyde & Co. Conor Warde 先生 (英国其礼律师事务所合伙人)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Zhu Jiafeng, Managing Director, Ship Leasing Dept. – AVIC International Leasing Ltd. 朱佳峰先生 (中航国际租赁有限公司船舶部总经理) • Mr. Fang Xiuzhi, Head of Shipping Finance – Bank of Communications Financial Leasing Co., Ltd. 方修志先生 (交银金融租赁有限公司航运事业部总经理) • Mr. Jack Xu, Deputy Head of Shipping – CMB Financial Leasing Co. Ltd. 徐伟先生 (招银租赁船舶融资部副总经理) • Mr. Bill Guo, Executive Director, Shipping - ICBC Financial Leasing 郭芳萌先生 (工银金融租赁航运金融事业部执行总经理) • Ms. Angela Zhao, Director, Shipping & Offshore - CM International Financial Leasing Co., Ltd. 赵蓓佳女士 (中民国际融资租赁股份有限公司) • Mr. Alex Yan, Vice General Manager of Assets Management Department – CSSC (Hong Kong) Shipping Company Limited



		閻中兵先生(中国船舶(香港)航运租赁公司资产管理部副总经理)
12:05 PM – 12:20 PM	Connecting Ports, Vessels & People 船•港•人 --- 互联互通	Mr. Socrates Theodossiou, Managing Director – Tototheo Group of Companies Socrates Theodossiou 先生(Tototheo 集团董事总经理)
12:20 PM – 12:40 PM	CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD 中国航运论坛杰出领袖奖颁奖礼  Honoring 获奖者 Mr. Zhang Ye, President - Shanghai Shipping Exchange 上海航运交易所总裁张页先生	
12:40 PM – 1:40 PM	NETWORKING LUNCH 午餐交流会 Sponsored by AMOS International (S) Pte Ltd 赞助商 AMOS International (S) Pte Ltd	
AFTERNOON SESSIONS 下午议程		
1:50 PM – 2:30 PM	Global Shipping Companies, Financing Options & Chinese Leasing 国际航运公司，融资方案和中国租赁	Moderator 主持人: Mr. Nick Daskalakis, Director – Smarine Advisors Ltd. Nick Daskalakis 先生(Smarine Advisors 董事) Panelists 小组成员: <ul style="list-style-type: none">Mr. Giovanni Capello, Chief Financial Officer - d’Amico Societa di Navigazione Giovanni Capello 先生(意大利 d’Amico Societa di Navigazione 公司首席财务官)Mr. Dimitris Glynos, Vice President Finance - Dryships – Cardiff – TMS Dimitris Glynos 先生(Dryships Cardiff TMS 财务副总裁)Mr. Pankaj Khanna, CEO – Pioneer Marine Pankaj Khana 先生(先驱航运执行总裁)Mr. Vikram Hiranandani, Director of Corporate Finance - Scorpio Tankers / Scorpio Bulkers Vikram Hiranandani 先生(Scorpio Tankers / Scorpio Bulkers 集团财务总监)Mr. Christos Begleris, Co-Chief Financial Officer - Star Bulk Carriers Christos Begleris 先生(Star Bulk Carriers 首席财务官)
2:30 PM – 3:05 PM	A New Role for Private Equity & Alternative Financing in China 中国私募股权和替代融资新角色	Moderator 主持人: Mr. Michael T. Kirk, Co-Founder, Managing Director – RMK Maritime Michael T. Kirk 先生(RMK Maritime 董事总经理) Panelists 小组成员: <ul style="list-style-type: none">Mr. Mark Young, CEO – Asia Maritime Pacific Mark Young 先生(Asia Maritime Pacific 公司总裁)



		<ul style="list-style-type: none"> • Mr. Vetle N. Sjuve, Associate Corporate Finance – Fearnley Securities AS Vetle N.Sjuve 先生(Fearnley Securities AS 公司财务总监) • Mr. Gordon Guo, Managing Director - Kylin Capital Gordon Guo 先生(麒麟资本董事总经理) • Mr. Martin Hugger, Managing Director - Meerbaum Capital Solutions (Oaktree) Martin Hugger 先生 (Meerbaum Capital Solutions (Oaktree)公司董事总经理) • Mr. Erik Strømsø, Head & Managing Partner – Pareto Securities Asia Erik Strømsø 先生 (Pareto Securities Asia 公司任事股东)
3:05 PM – 3:45 PM	<p>Business & Financial Restructuring: Opportunities for a New Beginning 新机遇：企业及金融重组</p>	<p>Moderators 主持人:</p> <ul style="list-style-type: none"> • Ms. Han Deng, Senior Associate - Reed Smith 邓晗女士 (礼德齐伯礼律师行高级律师) • Mr. Greg Chase, Partner – Reed Smith Greg Chase 先生 (礼德齐伯礼律师行合伙人) <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Andreas Ostern, Head of Shipping, Offshore & Logistics Asia- DNB Asia Ltd Andreas Ostern 先生 (挪威金融服务集团 DNB ASIA 航运与物流总监) • Mr. Nils-Kristian Kovdal, Regional Head for Shipping Finance for GCNA - Standard Chartered Bank (Hong Kong) Nils-Kristian Kovdal 先生 (渣打银行(香港)航运金融部总监) • Mr. Chih Keong Kwek, Head of Shipping, Offshore & Oil Services, Asia – Nordea AB Chih Keong Kwek 先生(Nordea AB 公司亚洲区海上与石油服务航运部负责人) • Mr. Daniel You, Partner – Ernst & Young Hua Ming LLP 尤飞先生 (安永华明会计师事务所合伙人) • Mr. Shen Zhao, Head of Risk Management and Legal Affairs – CSIC Leasing Company Limited 赵申先生 (中船重工租赁有限公司风险管理和法律事务部负责人) • Mr. James Tong, Managing Director, Head - Asia Pacific & Japan, Global Shipping & Logistics – Citi James Tong 先生(花旗银行航运与物流亚太区&日本区董事总经理)
3:45 PM – 4:00 PM	<p>Optimizing Regulatory Compliance, Capital Expenditures and Solutions 优化合规性，资本支出和解决方案</p>	<p>Mr. Stephanos Stephou, Strategic Planning Director – Fameline Holding Group Ltd Stephanos Stephou 先生(Fameline 控股集团战略规划总监)</p>
4:00 PM – 4:20 PM	<p>COFFEE BREAK 茶歇 Sponsored by International Paint Cyprus Ltd 赞助商 International Paint Cyprus Ltd</p>	



<p>4:20 PM – 5:00 PM</p>	<p>Making the Best of Commercial Opportunities in China – Chartering, Joint Ventures & Cooperation between Chinese & Non-Chinese counterparties 寻求中国与海外贸易商之间最佳 租赁-合资-合作商业机遇</p>	<p>Moderator 主持人: Mr. Dimitris Koukas, Managing Director – Optima Shipbrokers Dimitris Koukas 先生 (Optima Shipbrokers 董事总经理)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Pierre Dincq, Managing Director – Shipping – EXMAR Pierre Dincq 先生 (EXMAR 航运公司董事总经理) • Mr. Ian Webber, CEO – Global Ship Lease Ian Webber 先生 (Global Ship Lease 公司总裁) • Mr. Nicos Rescos, Chief Operating Officer - Star Bulk Carriers Nicos Rescos 先生 (Star Bulk 公司首席运营官) • Mr. Harrys Kosmatos, Head of Strategy & Business Development – Tsakos Energy Navigation Harrys Kosmatos 先生 (Tsakos Energy Navigation 战略和事业发展部总监) • Mr. Kyriakos Panayides, Managing Director – AAL Shipping Kyriakos Panayides 先生 (澳亚航运公司董事总经理)
<p>5:00 PM – 5:40 PM</p>	<p>Maritime Education & Training in China and Its Importance for Global Shipping 中国海事教育培训及对全球航运的重要性</p>	<p>Moderator 主持人: Mr. Mike Kee, Executive Director – Singapore (Nantong) International Maritime Institute (SNIMI) 纪力荣先生 (中新国际海事培训中心执行董事)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Sun YuQing, President - Dalian Maritime University 孙玉清先生 (大连海事大学校长) • Mr. Shi Xin, Vice President - Shanghai Maritime University 施欣先生 (上海海事大学副校长) • Maritime Safety Administration of China (MSA) 中国海事局 • Mr. David Fredrick, CEO – Malaysia Maritime Academy David Fredrick 先生 (马来西亚海事学院院长) • Mr. David Kelly, Director, AsiaPac - ImarEST David Kelly 先生 (国际海事工程与科技协会亚洲区负责人) • Mr. Li Qing Biao, President - Jimei University 李清彪先生 (集美大学校长)
<p>5:40 PM – 6:20 PM</p>	<p>Chinese Shipowner Panel 中国船东</p>	<p>Moderator 主持人: Mr. Terence Zhao, President - Singhai Marine Services 赵玮先生 (森海海事服务公司董事总经理)</p> <p>Panelists 小组成员:</p> <ul style="list-style-type: none"> • Mr. Ye Wei Long, Vice President – COSCO Shipping Group 叶伟龙先生 (中国远洋海运集团副总裁)



		<ul style="list-style-type: none"> • Capt. Xie Chun Lin, President – China Merchants Energy Shipping CO.,Ltd 谢春林先生 (中国招商能源运输股份公司董事总经理) • Mr. Lu Zong Jun, Chairman and CEO – Zhong Gu Shipping 卢宗俊先生 (中谷海运集团董事总经理) • Mr. Su Bin, CEO – Pacific Gas 粟斌先生 (太平洋气体首席执行官) • Mr. Chih-Chien Hsu, Chairman – Courage Marine Group Chih Chien Hsu 先生 (Courage Marine 集团主席) • Mr. John Su, Group President & CEO - Erasmus Shipinvest Group John Su 先生 (Erasmus 集团总裁)
6:20 PM – 6:25 PM	Closing Remarks 闭幕词	Mr. Nicolas Bornozis , President - Capital Link, Inc. Nicolas Bornozis 先生 (Capital Link 总裁)
6:25 PM – 7:00 PM	COCKTAIL RECEPTION 鸡尾酒会 Sponsored by Marshall Islands Registry 感谢马绍尔群岛共和国公司及海事注册处赞助	

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This event provides investors with a comprehensive review of various shipping markets to investment communities in Cyprus.. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financiers and investors.



Greek shipping remains important to the maritime economy, constituting approximately 20% of the world's shipping fleet. This event will not only cover the latest developments and trends in international trade, dry bulk commodities, and the energy markets – framed against the broader backdrop of the global economy – but also review various funding alternatives for raising capital among listed and private shipping companies.



This investor-focused event will examine the latest trends, developments and challenges associated with master limited partnerships (MLPs). It also presents a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



The eleventh installment of the Invest in International Shipping Forums is investor-focused event allows a platform for high-level executives and shipping companies to share and examine the shipping markets in light of annual results. Institutional investors and analysts, financial advisors, bankers, financial media, and other qualified investors will be in attendance.



This is an international Forum on Cyprus aiming to raise awareness of Cyprus as a business and investment destination to a wider audience of US investors. The Forum will cover topics on banking, financial services, energy, shipping, transportation and logistics, tourism and information technology.



This annual event, playing host to 1,000 attendees every year, will not only address the benefits and challenges associated with using closed-end funds (CEFs) and ETFs, but will also present a networking platform for financial advisors, financial planners, institutional investors, fund and asset managers, analysts, other wealth management professionals, and major financial media.



This event, organized in Partnership with Columbia Shipmanagement and Singhai Marine Services provides investors with a comprehensive review of various shipping markets to investment communities in China and throughout Asia. It aims to provide investors with a comprehensive review and current outlook of the various shipping, marine services and offshore markets and in addition, cover topics of critical interest to shipping industry participants, financiers and investors.



Capital Link continues to support the sustainable development in Greece by promoting and presenting both initiatives from the business side, as well as the activities and needs of NGOs. The conference will present programs and initiatives that foster entrepreneurship and innovation. It aims to present entrepreneurs with a practical guide as to how they can get financing and other types of support for their business plans. It gives them access to initiatives, programs and contacts that can help them in this direction. The Forum combines two sides.



Exchange Traded Funds (ETFs) have seen an explosive growth in the industry since the emergence of the first ETF in 1990. The growing popularity of this investment vehicle has dramatically change the investment landscape among both institutional investors and financial industry professionals who provide wealth management services to clients. This Forum is an extension of our 15 year track record success of our Annual Closed-End Funds and Global ETFs.



In cooperation with the LSE, this event provides investors with a comprehensive review of various shipping markets to investment communities in the UK and throughout Europe. Shipowners, shipping executives, institutional investors, research analysts, industry experts, commercial and investment bankers, risk advisors, private equity and venture capital firms, high-net worth investors, and financial media attend this London forum every year.



As the global derivatives market undergoes further economic and regulatory changes, the ability to effectively manage risks is becoming paramount, and the need for global collaboration is heightening. This program will feature a distinguished list of speakers who will provide an insightful global perspective on commodities, energy, and shipping.



This Forum discussed Best Industry Practices across all areas of operations such as human resources, environment, fleet operations, technology and innovation, safety and security, corporate governance and more. The Forum explores how implementation of Best Practices translates into financial, operational and commercial competitive advantages.

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Columbia Shipmanagement (CSM) was established in Limassol, Cyprus, in 1978. With over three decades of experience in managing all types of vessels, CSM has become a leading force in its field. With more than 380 vessels under full and crew management, Columbia is today one of the largest independent ship managers world-wide.

Columbia's core ship management offices are located in Cyprus, Germany, Singapore and China, while in Greece Columbia has teamed up with Tsakos group for the creation of Tsakos Columbia Shipmanagement (TCM).

Through its strategic network of owned crewing agencies located in Europe, Russia and Asia, Columbia has direct access to highly qualified and experienced sea-going personnel. Our 14,500+ employees, on land and at sea, form the foundation upon which we have built our range of services from technical, crew and commercial management, to new building supervision, consulting and cruise vessel services. Columbia is committed to providing its customers with competent, safe and environmentally sound and cost efficient services meeting best industry standards. At Columbia we believe in establishing firm long-term relationships with our clients, partners, and employees, treating each individual with proper respect and dignity.

Columbia Shipmanagement is committed to deliver quality services of the highest level ensuring that clients of Columbia enjoy the finest ship management services of a trusted partner.



Singhai Marine Services is a leading maritime company supplying quality seafarers to international shipping companies. We aim to be the first partner of choice for recruitment and deployment of quality seafarers for the international maritime industry. Singhai Marine Services is incorporated in Singapore and Shanghai, the two leading global maritime hubs. Since 2004, Singhai Marine Services has witnessed a steady growth and better positioning in the maritime industry over the past 13 years. Three fully-owned subsidiaries and one representative office were set up in Dalian, Wuhan, Shenzhen and Rizhao in China respectively to source, recruit and prepare seafarers in the country for a fulfilling career in the maritime industry. The latest addition is the establishment of a fully-owned subsidiary in Yangon, Myanmar, extending our search for the quality seafarers beyond national borders.

To harness and develop these talents, we had established the Singapore (Nantong) International Maritime Institute in 2011 through a partnership with the Singapore Organization of Seamen (SOS) and Nantong Shipping College. The Singapore (Nantong) International Maritime Institute aims to provide enhancement training to strengthen the core competencies of our seafarers. Led by our visionary and instrumental founder, Mr. Terence Zhao, Singhai Marine Services had assembled a strong Management Team comprising of reputable professionals who experience in top leadership positions of large enterprises, manning experts with international shipping companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC.

Singhai Marine Services' core service is supplying highly qualified Chinese and International seafarers for all type of ships, and maritime education and training. We also provide headhunting services for maritime related posts, ship management, providing protective agency service for PSC inspections at China ports and new building supervision services. Singhai Marine Services is currently serving more than 40 ship owners and managers with an annual supply up to 4,000 seafarers for various types of vessels including oil tankers, chemical tankers, LPGs, LNGs, bulk carriers, containers, offshore vessels and cruise vessels. We are able to meet individual manning needs of our clients for full or half crew. Singhai Marine Services is one of the few companies in the manning industry with dedicated personnel assigned to manage and fulfil the requirements of our clients as well as promote the identity of our principals. Our committed operational team consists of eclectic mix of seagoing masters and chief engineers who had served with the international shipping companies, and graduates from maritime universities and colleges. We value long term relationships with our clients and have always put the interests of our clients at the forefront to maintain good business relationships and enjoy their total trust. Singhai Marine Services aims to be the strategic partner for all in the maritime industry, serving all our clients with HEART (Honesty, Enthusiasm, Accountability, Responsibility and Trustworthiness) for all our clients.



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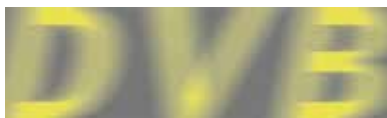
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Driven by our purpose of safeguarding life, property and the environment, **DNV GL** enables organizations to advance the safety and sustainability of their business. We provide classification and technical assurance along with software and independent expert advisory services to the maritime, oil and gas, and energy industries. We also provide certification services to customers across a wide range of industries. Operating in more than 100 countries, our 15,000 professionals are dedicated to helping customers make the world safer, smarter and greener.

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DNV GL is the world's leading classification society and a recognized advisor for the maritime industry. We enhance safety, quality, energy efficiency and environmental performance of the global shipping industry – across all vessel types and offshore structures. We invest heavily in research and development to find solutions, together with the industry, that address strategic, operational or regulatory challenges.



DVB Bank SE, headquartered in Frankfurt/Main, Germany, is the leading specialist in the international transport finance business. The Bank offers integrated financing solutions and advisory services in respect of Shipping Finance, Aviation Finance, Offshore Finance and Land Transport Finance. DVB is present at all key international financial centres and transport hubs: at its Frankfurt/Main head office, as well as various European locations (Amsterdam, Athens, Hamburg, London, Oslo and Zurich), plus offices in the Americas (New York City and Curaçao) and in Asia (Singapore and Tokyo). DVB Bank SE is listed at the Frankfurt Stock Exchange (ISIN: DE0008045501).



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Strategically based in Cyprus and with branch offices in Greece, Singapore and Dubai, **Tototheo Maritime** serves Maritime, Aviation and Government Authorities around the World. Supplying and Servicing Satellite and Radio Communications Systems, Navigation Systems, Automated Applications and Ship Repairs, Tototheo also offers a Tier1, GX-SuperVAR Inmarsat Land Earth Station capacity, making them one of only a handful of companies worldwide with this operational ability.

Tototheo Maritime supply, service, integrate and install, high quality, sophisticated on-board electronic equipment to merchant fleets, the offshore industry, the fishing industry, coastal industries as well as government agencies Worldwide. Going one step further, Tototheo Maritime add value to their services applying their own tailor-made Software and Management Tools such as Tr@ckLite (online tracking system software) and S@tLite (cost reducing bandwidth optimization management solution) developed specifically for the maritime industry.

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ABN AMRO serves retail, private and corporate banking clients with a primary focus on the Netherlands and with selective operations internationally. In the Netherlands, clients are offered a comprehensive and full range of products and services through omni-channel distribution including advanced mobile application and internet banking. Internationally, we are active in areas in which we have substantial expertise.

Good corporate governance is critical for us to realise our strategic ambition of being a trusted and professional partner for all our stakeholders, including clients, our shareholders, investors, employees and society at large.

ABN AMRO is organised in a way that guarantees first-class management and effective supervision by the Managing Board and Supervisory Board. Integrity, transparency and accountability are key elements of our corporate governance and business operations. These key elements ensure that we pursue effective risk management, comply with legislation and regulations and provide full transparency to stakeholders and market parties.

ABN AMRO has a two-tier governance model consisting of a Supervisory Board and a Managing Board. The memberships of the Supervisory Boards of ABN AMRO Group and ABN AMRO Bank are the same, as are the memberships of the Managing Boards of ABN AMRO Group and ABN AMRO Bank and the committees of these boards.



Clyde & Co has the largest shipping practice in the world, with over 180 specialist marine lawyers based in shipping and trading hubs around the globe, on call and serving clients' requirements in all time-zones at any time of day.

We act for the heart of the maritime industry – shipbuilders, owners, charterers, salvors, financiers, banks, finance leasing companies, port authorities and government, P&I clubs and insurers, and clients across the broader trade commodities and energy sector.

No other law firm can match Clyde & Co's combined size of practice, in-depth industry knowledge, specialist shipping expertise and global reach - an unrivalled collective offering in the maritime industry. Wet or dry, contentious or non-contentious – our cradle-to-grave approach means that we stand alongside clients through the full corporate life cycle; from establishment and financing through to dispute resolution and corporate exit options.



Deutsche Bank

Deutsche bank - Corporate & Investment Banking (CIB) brings together Deutsche Bank's commercial banking, corporate finance, and transaction banking expertise under one common leadership. It is formed of the Bank's Corporate Finance and Global Transaction Banking businesses.



Reed Smith is a global relationship law firm with more than 1,700 lawyers in 26 offices throughout the United States, Europe, Asia and the Middle East. Founded in 1877, the firm represents leading international businesses, from Fortune 100 corporations to mid-market and emerging enterprises. Reed Smith's Shipping Group consists of more than 120 lawyers in New York, Washington, D.C., Houston, London, Athens, Paris, Dubai/Abu Dhabi, Hong Kong and Singapore. The practice focuses on "Dry" work, "Wet" work, LNG, Offshore and all aspects of finance, restructuring and other non-contentious issues. The combined experience of our specialist shipping lawyers with lawyers in our corporate, capital markets and private equity groups helps us stand apart in our ability to address the transactional needs of shipping clients on an integrated, global basis.



Recognized as the law firm that is trusted to deliver pragmatic, innovative solutions even when faced with the most complex of challenges, **Watson Farley & Williams ("WFW")** is a leading international law firm dedicated to client care, industry focus and investment in its people. Working from offices in major financial centres in Europe, the Middle East, Asia and the USA, the firm's skilled legal experts deliver valued advice on a wide range of corporate and finance transactions and disputes.

WFW's teams across the world are dedicated experts with a reputation for developing candid relationships with clients, investing the time to understand the nuances and depths of their businesses and industry sectors. The firm's lawyers generally work in small, partner-led teams where committed sector knowledge and experience consistently deliver pragmatic, commercially focused advice. WFW's lawyers are integrated across legal disciplines and offices delivering consistently high levels of service on all matters, in each jurisdiction and in combination across borders.



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■ ■ ■
The better the question. The better the answer. The better the world works.



CM International Financial Leasing Co., Ltd. (CMIG International Leasing) is a joint leasing company established by CMIG and South Korea's largest bank Hana Bank in April 2015. In virtue of the advantages of Chinese and foreign shareholders, CMIG International Leasing sticks to the two-wheeled-driven development strategy of "professional development + investment and acquisition", takes "general aviation, port logistics, clean energy and machinery equipment" as the core business segments, adheres to the core concept "to support investment through leasing while promoting leasing by investment; to realize unbounded development through both leasing and investment", so as to make the connotative growth of leasing professionalization and the extensive growth of investment and acquisition go hand-in-hand. On the one hand, CMIG International Leasing creates a professional, sustainable and characteristic development path.

On the other hand, with global vision and regional strategy, the company vigorously explores the overseas market, promotes the transition and upgrading of the real economy, serves the national strategy of "going global" in all directions, and is committed to becoming a large domestically leading and internationally renowned leasing company with prominent main business and good profitability."



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CMB Financial Leasing

CMB Financial Leasing Co., Ltd. (abbreviated to the "CMBFL"), approved by the State Council, is one of the first batch of five financial leasing companies affiliated with banks in China. It is a wholly-owned subsidiary of China Merchants Bank with the registered capital of RMB 6 billion.

CMBFL launched financial solutions for clients from various fields of industry including energy, equipment manufacturing, aviation, shipping, energy saving and environmental protection, health industry, public utility and culture industry, financial leasing companies.

CMBFL permanently persists in the core values of "Service, Innovation and Moderate" and the corporate objective of "High-Base, High-Standard and High-Level". On the new development stage, CMBFL has formally established the strategy of "internationalize, professionalize and differentiate" so as to build sustainable competitive edge to become the expert in financial solutions with excellent professional service abilities, and be committed to becoming the best financial leasing company in China.



FAMELINE HOLDING GROUP

Fameline Holding Group (FHG) - FHG is a multi-business organization and the holding group of 28 companies' active in the Shipping, Industrial and Oil & Gas/Offshore sectors. It maintains offices in Limassol, Cyprus (headquarters), UAE, Shanghai, Paris, Hamburg, Athens, Paris, Rotterdam and Singapore. For over 25 years and with more than 170 professional staff, Fameline Holding Group is a friendly force to be reckoned with in the maritime and offshore service industry providing them with complete solutions in:

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- Communication and navigation systems

More info: www.fhg.global

Contact us: s.stephou@fameline.com.cy



Astrup Fearnley:

The Astrup Fearnley Group dates back to 1869 when its founder, Mr. Thomas Fearnley, established a shipbroking business in Oslo, Norway. Today, almost 150 years later, the Group is a leading, independent and global provider of brokerage, research, financial and advisory services to investors and companies involved in maritime industries such as shipping and offshore.

Fearnley Securities:

Fearnley Securities was established in 1987. The firm remains close to the Group's heritage and core businesses, hence focusing exclusively on maritime industries such as shipping, offshore and energy. From our offices in Oslo and New York we provide a full range of brokerage and investment banking services for our domestic and global clients.

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Same people, same values, **we evolve.**

Following decades of service and unrelenting care for our partners, the Tototheo Group is growing. We grow and our bond with the sea becomes even stronger. Our new image and new logo seamlessly combine the long family history behind Tototheo and our ever-lasting commitment to our Maritime Tradition – the values that allowed us to come to where we are now and which will drive our further evolution. Inspired by the Greek word “Θάλασσα” (thal’-as-sah = sea), the letter “Θ” is also the initial letter of our founder’s family name.

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NORD/LB is a universal bank in the heart of North Germany, clearly concentrated on its core business and focused on the region in which it is based. With total assets worth € 174.8 bn and roughly 6,400 employees, NORD/LB is one of the ten biggest banks in Germany. In the federal states of lower Saxony-Anhalt, the bank serves as a Landesbank. In these two federal states as well as in Mecklenburg-Western Pomerania, NORD/LB is also a partner to all savings banks in the role as the central saving bank. NORD/LB is one of the leading banks in Germany according to national and international bond issues. Its seven business segments are Private and Commercial Customers, Corporate Customer, Markets, Energy and Infrastructure Customers, Ship Customers, Aircraft Customers and Real Estate Banking Customers.



Pareto Securities is an independent full service investment bank with a leading position in the Nordic capital markets and a strong international presence within the oil, offshore,

shipping and natural resources sectors. Headquartered in Oslo, Norway, the company has more than 400 employees across the Nordic countries, United Kingdom, France, USA, Singapore and Australia.

Pareto Securities was established in 1986 and is today part of the Pareto Group which also offers banking, project financing and asset management services.

In addition to being recognized as a leading player in the primary and secondary equity markets, Pareto Securities has the largest fixed income team in the Nordic region dedicated to high yield bonds, holding an undisputed position as the number one investment bank in terms of market knowledge and placing power. The equity and fixed income teams are supported by a Research team consisting of experienced analysts, specializing in sectors such as oil services, E&P, shipping, seafood, industrials, financials, telecoms and natural resources. The Research team also lends its insight to Pareto Securities' top-ranked Corporate Finance department. This department provides its clients with a wide range of advisory services, based on its extensive deal experience and industry knowledge. Capabilities include listings, equity and debt issues, M&A and other financial advisory services. The Project Finance team offers arrangement and syndication of new investment projects, arrangement and syndication of sale and leaseback structures, financial advisory services, brokerage of shares in SPV's and shares in investment funds and business management and administration of SPV's, investment companies and investments funds.



Smarine Advisor is based in Shanghai, provides one stop advisory service in global shipping industry, including financing, newbuilding and projects. Smarine was founded by ex-China EXIM Banker Eric WANG (Wang Wei), the team includes members from banks and investment firms, most have long team shipping finance experience.



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ABB Turbocharging is a technology and market leader in the manufacture and maintenance of turbochargers for 500 kW to 80+ MW diesel and gas engines. Having produced the world's first industrial turbocharger, we continue to push the turbocharging technology forward, providing engine builders and application operators with advanced turbocharging solutions to achieve highest operational efficiencies and safety with lowest operational expenditure.

With more than 100+ ABB-owned Service Stations worldwide and more than 200,000 ABB turbochargers in operation across the globe on ships, power stations, gensets, diesel locomotives and large, off-highway vehicles, ABB Turbocharging is committed to:

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This way, engine builders and application owners can rely on ABB Turbocharging for consistent high levels of application efficiency, safe operations and economic maintenance costs.



Founded in New York in 1917, celebrating 100 years of service, **the American Club** is the only P&I mutual domiciled in the Americas. Part of the International Group, it offers full cover for Protection and Indemnity and Freight, Demurrage and Defense risks and has in recent years grown and globalized its tonnage. In addition to its headquarters in New York, the Club's Managers, Shipowners Claims Bureau, Inc., have operations in Houston, London, Piraeus, Shanghai and Hong Kong. Recognized for its exceptional insurance know-how, as Winner of the prestigious Lloyds List North American Maritime Services Award for 2016, with dedicated specialized staff, available 24 hours a day, including qualified lawyers, licensed mariners and maritime experts, the Club is proud of the ability to communicate in 11 languages, boasts an active safety and loss prevention program with proven track record and has the know-how and capability to accommodate the needs of members both large and small.



Shipping is a global, 24/7/365 business, so why aren't suppliers of navigational products global 24/7/365 businesses too? That's the question **GNS** set out to answer when the world's leading providers of navigation supplies from Germany, Greece, Singapore, Turkey and the UK united under one global brand.

Today, we are the world's leading navigation solutions provider.

We supply more nautical charts and publications to more vessels than anyone else. We develop beautiful software that works how mariners want it to work. We use clever algorithms to calculate very accurate prices. We track every vessel worldwide every 60 minutes and map inventories against Class and Flag State requirements. By linking sailing patterns to buying behavior, we make sure our customers aren't spending too much. That also improves compliance and reduces admin too. We are investing in the maritime solutions of tomorrow. We provide instant access to ENC's via Voyager Instant Permit. Our Voyager Open Permit Pay as you Sail permit supports vessels with frequently changing routes. We collaborate with other industry leaders to provide the best solutions via the Voyager Hub. And are expanding rapidly into affiliated services like maritime security and optimization. We provide global 24/7 service and support to keep fleets moving day and night. We have two customer service centres in Singapore and Athens manned around the clock by experienced mariners and navigation experts. We are also present in 26 countries and can deliver paper charts and publications same day to more than 60 ports worldwide. Whether it's digital or paper, an ENC, a nautical publication, navigational software or VSAT, we use technology to give shipping companies what they want, when they want it.

Across the world's ports, seas and oceans, we're proud to support the global shipping industry. Thank you.



Niki Shipping Company S.A. ("Niki") was founded in 1997 by Dr. Theophilos Priovolos. Since then, Niki has developed a successful track record and a proven expertise in sourcing,

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Clyde & Co has the largest shipping practice in the world, with over 180 specialist marine lawyers based in shipping and trading hubs around the globe, on call and serving clients' requirements in all time-zones at any time of day.

We act for the heart of the maritime industry – shipbuilders, owners, charterers, salvors, financiers, banks, finance leasing companies, port authorities and government, P&I clubs and insurers, and clients across the broader trade commodities and energy sector.

其礼律师事务所拥有全球规模最大的航运业务团队，在全球各航运和贸易枢纽拥有 180 多名海运方面的专业律师，在任何时区随时随地都可以为客户提供及时服务。

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It has an extensive know-how on financial engineering, including cross-border tax leases and long term structured leasing transactions with an emphasis on minimizing risks related to the operations and the residual value of the vessels.

While the majority of the vessels have been Containerships, Niki has the benefit of experience in arranging transactions in other segments such as Car Carriers, Bulk Carriers and Ro-Ro/Passenger Vessels. Niki and its affiliated entity, Linxx S.A. are both incorporated and based in Switzerland. The current fleet that is being administered by Niki and Linxx S.A. consists of 22 vessels of various types.



Optima Chartering (the company's maiden name) was incorporated in 1981 by Mr. Antony Roussos and Mr. Kostas Deinopoulos and since the first day of its establishment has gradually grown into one of the largest chartering companies in the Piraeus market.

With the establishment of the Sale & Purchase Department in 1996, the company expanded its activities in a developing market, so as to meet with the requirements of our Clients, who have been for a long time demanding complete and thorough services on every aspect of their shipping activities.

In January 2005, after achieving to become one of the biggest Shipbroking Companies in Europe and after working many years with both European and International Shipping Markets, Optima decided to broaden its horizons and proceed with establishing Offices in Far East, starting from Shanghai, China, which was at that time the forthcoming Shipping Centre in Asia. Such expansion marked the development of Optima's activities in Newbuilding Projects and the cooperation with many significant Shipyards in the Region of China.

In September 2005 a new powerful team of young brokers has created the Tanker Chartering Department, with purpose to provide quality services in the market of Tankers.

After Shanghai Office started its business with the best possible auspices, Optima started aiming the Middle East Market, which was already familiar all these years for our Chartering Brokers. On November 2006 the Dubai Office was established which competed with the local market and within one year worked its way to the top, appointing Middle East as one of the most crucial Shipping Centers in the world.

Optima pursued its belief: "Unite the shipping centers through local knowledge". South America was the target on 2008 and Optima's Office in Brazil, and in particular in Rio de Janeiro became a fact, followed by the Singapore Office in September 2010.

Personal efforts, original ideas and respect for our Clients are some of the key elements that have helped us establish excellence in performance. Optima was created in order to reflect the widest scope of activities which the company is now involved in.

All these years, Optima provides the highest level of service to its clients, supported by a highly qualified and highly motivated personnel. The Company's employees work constantly together to offer immediate, direct and complete services, through an integrated system of information technology. Optima was able to build up a team spirit, necessary to handle complex problems, improve the effectiveness and promote the best possible level of service and performance, which has been the stepping stone of the company's rise into the Pioneer within the Greek Shipbroking Companies and one of the leading chartering companies in the world.



RMK Maritime is an independent maritime advisory firm based in London and New York.

The maritime industry enjoyed an unprecedented boom amongst all major sectors during the last decade, which culminated in substantial global fleet growth. As a record orderbook began to deliver, demand slowed due to the financial crisis. It quickly became clear that the traditional capital structures and debt profiles were ill suited for the volatility of a highly cyclical industry.

As the maritime industry emerges from this downturn, it is the belief of RMK that this capital-intensive industry needs to consolidate, improve transparency and become more institutional investor friendly with a broader array of financing options.

RMK, with our 75 collective years of maritime finance experience, expects to be at the center of this next investment cycle and we look forward to advising our diverse client base on the most creative and sensible ways of investing in this essential global industry.

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Our integrated practice provides finance, restructuring and corporate legal services to the shipping industry on a global basis.

Reed Smith is a leading international law firm with offices throughout the United States, Europe, Asia and the Middle East. More than **100 maritime lawyers** make up our shipping practice, spread across offices in New York, Washington, D.C., Houston, London, Athens, Paris, Dubai/Abu Dhabi, Hong Kong and Singapore. By combining global coverage with extensive experience in shipping transactions and disputes, we are uniquely placed to support your business.

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RMS is committed to Reliable & Responsive service. Since 1993, RMS has been offering total marine & offshore solutions to its clients, providing comprehensive “One-Stop” service in Stores, Provisions, Spare Parts, Project & Equipment, Safety Service, Engineering Service, Agency Service, Logistics Service, Cruise Service and Offshore Service.

To support your supply chain and shipping operation, RMS’s 500 know-how staffs are ready to provide supply & services in China, Korea and Singapore. Benefiting from its strength in service network, stock points, professional team, supply chain support, RMS is capable of matching your demands in both daily operation and emergency.

Infrastructures & Service Ability: 25,000 Sqm warehouses, 7 workshops, cold storage, bonded warehouses, ISO 9001, ISO 14001, ISO 22000 Certified, HACCP System, Serve more than 1000 ships per month, Successfully delivered 1000 New Building Ships initial supply in Asia, Experienced in servicing bulk cargo ship, container ship, RORO, multi-purpose ship, tanker, chemical ship, offshore vessel, platforms, LPG/LNG, luxury cruise ships.

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Founded in 2004 and based in Singapore, **AMOS** provides service and support solutions to operators of maritime fleets and to the offshore oil and gas industry. Our customers include global and regional shipping owners, shipping management companies and the national navies of several Asia Pacific countries. AMOS also provides support solutions to oil and gas rigs and offshore support vessels. We offer maritime fleet and offshore oil & gas operators a turnkey range of service & supply solutions, all through a single point of contact, saving our customers valuable time and cost through expert supply chain management and by streamlining supplier payments and paperwork. Customers can access our international network of over 2,500 proven and validated partners and suppliers through a single point of contact and a single payment channel. We offer competitive fixed-term contracts for provision supply and for engineering solutions, helping operators control and manage costs.



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International Registries, Inc. and its affiliates (IRI) provide administrative and technical support to the Republic of the Marshall Islands (RMI) Maritime and Corporate Registries. The RMI Registry is the second largest registry in the world in terms of deadweight tons and surpassed 4,080 vessels and 145 million gross tons at the end of March 2017. IRI has a network of 27 worldwide offices located in major shipping and financial centers throughout the world that have the ability to register a vessel, including those under construction, record a mortgage or financing charter, incorporate a company, issue seafarer documentation and service clientele.

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Zhang Ye
President
Shanghai Shipping Exchange

Mr. Zhang Ye is the President of Shanghai Shipping Exchange and the delegate of Shanghai Municipal People's Congress. He graduated from Wuhan University of Technology and got the MBA degree of Shanghai Jiaotong University and PhD degree of Shanghai Maritime University.

He has decades of job experience as the senior executives of shipping SOEs and has abundant expertise in sectors of shipbuilding, technology, finance, transactions, maritime information, etc.

Zhang is the guest professor of Dalian Maritime University and Shanghai Maritime University, the Deputy Director of Municipal Promotional Panel Office of Shanghai International Shipping Center, the Deputy Governor of Shanghai International Shipping Institute, the Member of Shanghai Arbitration Commission and the Consulting Expert of MOT. He was awarded the honor of Shanghai Municipal Leading Talent, Top 10 Finance Leaders in Shanghai and Top 10 Most Influential Shipping People in China. He is authorized as the Shanghai Conference Ambassador since 2013. He was honored as the Top 100 Most Influential People of Shipping Sector by Lloyd's List consecutively in 2010-2013 and 2015.



Ang Toon Beng
Senior Vice President
Shipping Finance Asia Pacific & Middle East
DVB

Ang Toon Beng started his banking career in 1995 and is currently the Deputy Regional Head of Shipping Finance for Asia Pacific and Middle East for DVB, for which he joined in 2008.

Prior to his current position he was employed as a Senior Relationship Manager in BNP Paribas and was covering shipping clients in the Southeast Asia region.

Toon Beng holds a double EMBA (Shipping, Finance and Offshore) degree from NTU, Singapore and BI, Norway and a Master degree in Applied Finance from NUS, Singapore. He graduated from NTU, Singapore with a bachelor degree in Accountancy in 1995 and is a qualified Chartered Financial Analyst (CFA).

a joint venture between North South Maritime and Anchor of Japan. It manages the assets owned by Anchor investment funds.

He is a non-executive director of Maritime Content Limited and Digitalship Limited. Previously, he was a non-executive Director of listed dry-bulk operator Globus Maritime Limited (GLBS.L) and Henshien Insurance Services Limited in Norway.

In the 90's, he was a core member of the start-up team for Easyjet, Finance Director of Stelmar Tankers and Insurance Manager at Troodos Shipping. He started his working career as an officer in the Merchant Navy.

He is a Master Mariner from United Kingdom, a MSC in Shipping, Trade and Finance from Cass Business School, London. He is also a Fellow of the Chartered Institute of Shipbrokers and a Member of the Nautical Institute.



Arjun Batra
Group Managing Director
Drewry Shipping Consultants

Arjun is a multi-faceted maritime professional. He combines an entrepreneurial flair with astute strategy planning and deal making.

His current activities are:

- Group Managing Director and major shareholder of Drewry Shipping Consultants. Drewry is a leading independent maritime advisor with offices in London, Singapore, Delhi and Shanghai.
- Managing Director and shareholder of North South Maritime Pte Ltd., an asset manager focused on investments in the shipping industry. The company manages about 25 vessels and 10 new buildings in the pipeline.
- Director of Anchor SM (Singapore) Pte. Ltd. The company is



Christos Begleris
Co-Chief Financial
Star Bulk Carriers Corp.

Mr. Christos Begleris joined Star Bulk as Co-Chief Financial Officer in 2014. Until March 2013, he was a strategic project manager and senior finance executive at Thenamaris (Ships Management) Inc. From 2005 to 2006, Mr. Begleris worked in the principal investments group of London & Regional Properties based in London, where he was responsible for the origination and execution of large real estate acquisition projects throughout Europe. From 2002 to 2005, Mr. Begleris worked in the Fixed Income and Corporate Finance groups of Lehman Brothers based in London, where he was involved in privatization, restructuring, securitization, acquisition financing and principal investment projects in excess of \$5.0 billion.

In addition to his role at Star Bulk, Mr. Begleris is also an executive of Oceanbulk Maritime S.A. and is Deputy Chief Financial Officer of Oceanbulk's joint ventures with Oaktree Distress Opportunities

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Funds and with Monarch Alternative Capital. Mr. Begleris received an M.Eng. in Mechanical Engineering from Imperial College, London, and an MBA from Harvard Business School.



Qingbiao Li
President
Jimei University

Dr. Qingbiao Li is the President of Jimei University, the distinguished professor of Xiamen University and the doctoral supervisor. His research main focuses on the interdisciplinary field of chemistry, biology and environmental science. He has taken in charge of over 30 scientific research projects such as the 973 Project, 863 Project and the National Natural Science Foundation Key Projects. In addition to it, he has published more than 200 papers which have been accepted by SCI and EI. He has obtained 22 national invention patents as well. Apart from his scientific achievements, he has won 3 national and provincial science and technology progress awards and has been awarded the National Petroleum and Chemical Industry Outstanding Science and Technology Workers.



Su Bin
Director/CEO
Pacific Gas (HongKong) Holdings Co. Ltd.

Mr. Su Bin has been serving as CEO of Pacific Gas (HongKong) Holdings Co. Ltd. since 2013. He graduated from Shanghai Maritime University, major in Navigation, and obtained Doctor Degree of Management from Fudan University. He had served in Senior Management team of Shanghai Airport Authority, Shandong Shipping Corporation and several national shipping enterprises. With professional shipping background and almost ten-year's experience in Logistic industry, he has a wealth of experience in trading, chartering and ship building projects, and has accurate judgment and orientations on global shipping market.



Nicolas Bornozis
President and CEO
Capital Link, Inc.

Since 1996 Mr. Nicolas Bornozis is the founder, President and CEO of Capital Link, Inc., an international investor relations and financial advisory group. It assists listed companies and capital markets related organizations to develop and maintain access to European and North American investors. Capital Link has offices in New York, London and Athens and is a leader in investor relations for listed shipping companies, U.S. Closed-End Funds and ETFs and international companies accessing the U.S. and European markets.

He also established and managed, Alexander Capital, L.P, a US broker-dealer firm, which developed brokerage and investment banking business in North America with the Greek, Egyptian and Russian markets. Sold the company at the end of 2003 to a group of US investors representing Russian interests. Between 1998 and 2002, he also established and managed Alexander Asset Management, Inc. which handled portfolios invested in the Greek and European equity markets.

Prior to Capital Link (1988-1995), he served as President and CEO of CCF International Finance Corp. (CCF IFC), the US broker/dealer subsidiary of Credit Commercial de France, now part of HSBC, and worked at the International Department of Bankers Trust Company in New York (1982-1984) and then at the Commercial Banking operation of CCF in New York (1985-1987) focusing on the financing of Wall Street firms and shipping.

He holds an MBA from Harvard Business School (1982) and a Law Degree from the University of Athens (1979), in Greece with specialization in commercial and corporate law and is a graduate of Athens College in Greece.

For a period of twelve years he was a Visiting Lecturer on International Banking and Finance at the City University Business School (Department for Shipping Trade and Finance) in London, United Kingdom. Also, he served as Chairman of the Investment Management Committee of the Harvard Business School Club in New York.



Henriette Brent-Petersen
Managing Director
DVB Bank

Henriette Brent-Petersen, Managing Director, is heading the Shipping and Offshore Research department with DVB Bank. DVB Shipping and Offshore Research provide fundamental shipping and offshore research on all segments and is an integrated part of the banks business model. Externally she represents DVB by giving shipping and offshore market outlook presentations to customers, rating agencies and is a frequent speaker at conferences such as marine money, capital link, informa, euromoney and ibc. She is also a voting member of the bank's investment fund SIIM.

Before joining DVB Bank, Henriette Brent-Petersen was heading the Maersk Broker Research Department for almost a decade. Maersk Broker Research provided shipping research on all segments of the maritime shipping industry for international shipping companies, banks and other stakeholders as a consultancy service. Furthermore, Henriette has a strong financial background from Citibank where she started as a Management Associate and worked for several years as a relationship manager before joining Maersk Broker in 2003. Henriette started her working life as a country and bank analyst covering Eastern Europe and CIS with the Danish ECA, Eksport Kredit Fonden. Henriette holds a master degree in economic science from the Copenhagen University and has worked as an external teacher, lecturer and examiner for almost a decade with the Copenhagen Business School – initially in the field of financial statement analysis and marketing, but most recently in relation to the blue MBA at CBS.



Giovanni Capello
Chief Financial Officer
d'Amico

Giovanni Capello is the Chief Financial Officer of the Dry Cargo Business Unit since May 2016.

He has been working with d'Amico since 2008, when he joined the Group as a Financial Controller after the IPO of d'Amico

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International Shipping at STAR segment of Milan Stock Exchange in 2007, where he was member of the Business Advisory team.

In 2009 Mr. Capello became Head of Group Planning & Control, involved in key strategic projects which were part of the development of d'Amico Group (core business growth, JVs and investments). He is currently a member of several Boards of Directors.

Mr. Capello started his professional experience in Management Consulting where he worked for 6 years at KPMG and Bain & Company, supporting strategic initiatives in different Industries (Shipping, Oil & Gas, Utility, Engineering & Construction, Automotive and Financial Services). Born in Italy in 1977, Mr. Capello graduated at the age of 24 in Management Engineering at the Politecnico di Torino.



Greg Chase
Partner
Reed Smith LLP

Greg advises clients in a broad range of ship finance and shipping related private equity matters. He represents major lenders, operating companies and equity investors in connection with cross-border and domestic transactions including syndicated and bi-lateral secured loan facilities, work-outs and debt restructurings, leasing, joint ventures and other private equity and corporate transactions for the shipping industry.

Greg also represents clients in connection with international commercial shipping transactions, including construction contracts and multi-vessel construction programs, complex vessel charter arrangements and the sale and purchase of marine assets.

Greg has acted for lenders in some of the larger ship finance transactions in the market.

Greg holds a BA from St. Lawrence University, summa cum laude, in Government and History, as well as a law degree from Cornell Law School. He is a director of New York Maritime, Inc. as well as a director and founding member of Young Shipping Professionals – New York, Inc.

Professional Affiliations:

- New York Maritime, Inc. (Director)
- Young Shipping Professionals – New York, Inc. (Director and Secretary)
- The Maritime Law Association of the United States
- New York City Bar Association
- New York State Bar Association
- American Bar Association

Christopher Conway **Managing Director** **Citi**

Christopher Conway is the Regional Portfolio Head for Global Industrials (GIG) in EMEA. He is also the Global Portfolio Head for the Shipping, Logistics and Offshore Industries.

Prior to joining Citi, he spent 5 years with a boutique investment bank, as a lender in the Shipping Industry covering Greece and Scandinavia. While at Citi, he has held a number of coverage roles in both shipping and industrial sectors and led the privatization financing for the UK ports and ferry business. From 1986 to 1996, he worked in New York in a restructuring role for both general corporates and real estate. His return to Europe included a 5 year spell in Poland as Head of Risk for the Corporate Bank. Chris returned to New York for a 2 year stint helping build a mid-cap business, before returning to the UK to take up his current role. He has been the Global Head of Shipping & Logistics since the end of 2010.



Nick Daskalakis
Director
Smarine Advisor Limited

Nick Daskalakis is a Director at Smarine Advisor Limited since the beginning of 2017. He focuses on advisory services in the global shipping industry and his specialization includes origination, structuring and completion of cross-border asset financings including ship finance, ECA financings, leasing, project finance, newbuilding ordering and financing.

Mr. Daskalakis has over 17 years of experience in the shipping industry, finance, operations, banking and project finance, previously serving as Senior Director, Ship Finance for The Royal Bank of Scotland plc having worked in both RBS's Piraeus and London shipping offices.

He was responsible for developing and managing an extensive and diversified portfolio of relationships and shipping groups in terms of size, characteristics and geographic location. He provided financing, operational and work-out solutions as well as led a variety of key projects in portfolio and strategic business planning.

Mr. Daskalakis holds a BSc. in Maritime Studies, awarded with Honours, from the Southampton Solent University and a MSc. in Marine Policy (Shipping and Trade), awarded with Honours, from the University of Wales, Cardiff.



Han Deng
Senior Associate
Reed Smith

Han Deng is a senior associate in the firm's Shipping Group.

Han specializes in cross-border and domestic shipping finance. Han has experience representing major financial institutions, owners, lessors and operators in connection with debt finance transactions, including syndicated and bi-lateral secured loan facilities, ECA backed loan facilities, leasing, work-outs, debt restructurings and related collateral exercises.

Han also has experience representing equity investors and other parties in cross-border and domestic corporate and commercial transactions involving shipping, including joint ventures, vessel

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sale and purchase, vessel construction programs, and other similar transactions, often involving New York, Delaware, Vanuatu, Liberian and Marshall Islands legal advice.

Education:

- 2014: Tulane University, Doctor of Juridical Science
- 2006: Tulane University, Master of Laws
- 2005: Dalian Maritime University, Bachelor of Laws

Han is fluent in English and Mandarin Chinese



Pierre Dincq
Managing Director Shipping
EXMAR LPG

Pierre Dincq holds a degree in Marketing from St Eligius Antwerp (Belgium). He started his career in 1986 as a sales man but after 1 year he joined the Exmar group and was employed in the chartering department. Following his traineeship he joined the financial department for some time. In 1992 he joined the chartering department again and since 2006 he is the Managing Director of the shipping activities within the group and Board member in "Conti7 Maritime Holding Company" based in Belgium.

Pierre Dincq holds directorships in various Exmar Group companies.



Perry van Echtelt
Head of Transportation Clients, Asia
ABN-AMRO

Perry joined ABN AMRO in 2000 and is currently heading the Asia Transportation team out of Singapore. Until early 2013, Perry headed the ECT team for ABN AMRO's Corporate Finance & Capital Markets group, with a total of 14 professionals operating from Amsterdam and New York. He focused on offering advisory and equity structuring for international ECT clients in Restructuring, M&A, Private Equity and Equity Capital Markets transactions.

Prior to joining ABN AMRO, he worked for a private equity firm in the Netherlands working on management buy-outs and providing growth capital across a variety of sectors.

He holds a Master's Degree from Vrije Universiteit Amsterdam and has attended Executive Management courses at INSEAD, AIF and Lloyds Maritime Academy.



Oliver Faak
Managing Director, Global Head of Ship Finance
NORD/LB

Oliver is currently heading the global ship finance activities of NORD/LB out of the Hanover/ Germany-based headquarter. His more than 25 years of banking and financing experience includes a broad range of commercial and investment banking know-how with particular emphasis on mid to large cap

corporates and the shipping and aircraft finance sector as well as on debt and equity capital market products.

Oliver started his career in banking with Dresdner Bank in Hamburg covering mid and large cap corporates. Later he took over responsibility for national as well as international accounts in the Ship Finance Sector Team of later Dresdner Kleinwort where he became Senior Director and authorized representative.

Oliver has had a two-year apprenticeship and formal education certificate program in banking and finance and holds a diploma in Business Administration from the University of Hamburg. His examination subjects were banking management and economic law.



Zhu Jiafeng
General Manager of Ship Leasing Dept.
AVIC Leasing Ltd.

Mr. Zhu Jiafeng is the general manager of Ship Leasing Dept. of AVIC Leasing Ltd. He has been working in shipping finance and leasing area for more than ten years. Mr. Zhu set up and developed the ship leasing business in AVIC Leasing and expanded their business from Chinese domestic market into the global market. After developing continuously and steadily in the shipping winter over the past years, AVIC Leasing is among the most important ship leasing companies in China.

Before that, Mr. Zhu was a senior rating analyst in Fareast Rating Company and completed the credit rating of hundreds of enterprises and several groups. Mr. Zhu was also employed by Shanghai Golden Coast Leasing Company in his early years.

Mr. Zhu graduated from Shanghai Jiaotong University with Bachelor of Economics in Finance in 2000. He acquired Master of Economics in Finance from Renmin University of China in 2005 and MBA of Ashridge Business School in 2014.



David Fredrick
CEO
Malaysia Maritime Academy

- Chief Engineer (Marine Engineer Officer Class 1)

Mr. David Fredrick started his career with Neptune Orient Lines as a sponsored cadet and worked his way up from a cadet all the way to the rank of Chief Engineer. He was with Neptune Orient Lines for 10 years.

- Technical Superintendent and Fleet Manager with MISC Bhd
Mr. David Fredrick took up a role as Technical Superintendent looking after 5 bulk carriers. He was then promoted to Fleet Manager looking after 10 bulk carriers and subsequently he became Senior Manager looking after a fleet of 30 containers ship.

He spent a total of 14 years in the Fleet Management division looking after the operation and maintenance of MISC Bhd fleet of ships.

- Senior Manager Business Process Improvement

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CM International Financial Leasing Co., Ltd/CMIG International Leasing is a joint leasing company established by CMIG and South Korea's largest bank Hana Bank in April 2015.

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Mr. David Fredrick spent 3 years heading a unit in MISC Bhd looking at business process improvement in fleet management. His team introduced fuel management and fuel efficiency initiatives which brought about a saving of 15 million USD in the first year alone.

He also looked at process improvement for Procurement and Human Resource Management.

Mr. David Fredrick is currently the Chief Executive Officer of Malaysia Maritime Academy Sdn Bhd (ALAM) for the last 6 years. He holds a MBA.

Dimitris Glynos **Vice President of Finance** **TMS**

Dimitris Glynos holds the position of Vice President of Finance at TMS. He has graduated with a BSc in Economics from the University College London and with an MSc in Economics and Finance from Warwick Business School in the United Kingdom. He has been active in the area of shipping finance from the Owners' side for over 10 years and has overseen and closed numerous shipping finance transactions with the vast majority of international commercial shipping banks, as well as European, Chinese and Korean Export Credit Agencies and Chinese leasing companies. Such transactions have been related to the financing of drybulk, tanker, container, LNG and LPG vessels, ultra-deep water drilling rigs and drillships.



Bill Fangmeng Guo **Executive Director, Shipping** **ICBC Leasing**

Mr. Bill Guo joined in ICBC Leasing in 2013. He is now Executive Director of Shipping Business Unit, mainly responsible for the leasing business of the container vessels and VLOC projects. Before joining in ICBC, Bill Guo used to work for the world largest shipping giant - Maersk Group for about 12 years in the different management position with the rich overseas experience. Bill has had the solid knowledge in shipping and finance, successfully closed several well-known deals since working for ICBC, including Vale's VLOC newbuilding projects.



Gordon Guo **Managing Director** **Kylin Capital**

Gordon Guo has been in maritime and logistics business for more than 15 years. Prior to joining Kylin Capital, Gordon was the General Manager of Maersk Broker Financial Service Asia where he developed this division from inception to a strategic business unit for the organization. Gordon held a variety of roles within AP Moeller Group in China, Maersk Broker Asia. His roles included General manager of the second-hand vessel transactions, tanker chartering, offshore and specialized tonnage, Newbuilding brokerage and shipping

finance businesses within the Great China area where Gordon engaged transactions of an aggregate value exceeds USD1 billion.

Gordon holds an EMBA degree from CEIBS.



Vikram Hiranandani ("Vik") **Director of Corporate Finance** **Scorpio Bulkers & Scorpio Tankers**

Vikram Hiranandani ("Vik") serves as Director of Corporate Finance since August 2014 for Scorpio Bulkers and Scorpio Tankers, where he is responsible for their debt financing needs and developing/maintaining its banking, ECA and leasing relationships. Prior to joining Scorpio, Vik was working at BNP Paribas in New York for 6 years (of which he spent 2 years with their Merchant Banking team as Vice President and 4 years with their Shipping Finance team as Associate followed by Vice President). Prior to joining BNP Paribas, Vik spent 15 months in an Associate rotational program with Fortis Bank, where he gained valuable experience in Corporate Finance, Loan Syndications, Fixed Income, Merchant Banking and Credit Risk Management. Prior to his banking days, Vik worked for 3 years at American Commercial Lines, Inc., a marine transportation and shipbuilding company in Indiana, where his role evolved from a Treasury Analyst to a Senior Financial Analyst. Vik graduated from Indiana University with a BS degree (Distinction Honors) in Finance, Accounting and International Business; and a dual minor in Economics and Mathematics.



Chih-Chien Hsu **Chairman** **Eddie Steamship Co. Ltd.**

Chairman, Eddie Steamship Co. Ltd. Taipei (founded in Shanghai 1927), 1997-now Director, China Corp. Register of Shipping, 1982-1990; 2005-now Director, American Steamship Protection and Indemnity Assoc., 2003-now Bureau Veritas, Taiwan Technical Committee, 2012-now Board of Overseers, Colby College, 2013-now Chairman, Courage Marine Group Ltd., Hong Kong, 1999-2015 Germanischer Lloyd, Taiwan Technical Committee, 2010-2013 Director, North of England P&I Assoc., 1989-2001 Director, National Assoc. of Chinese Shipowners, 1982-1997 Director, China Container Terminal Corp., 1985-1996.



Martin Hugger **Managing Director** **Meerbaum Capital Solutions Inc.**

Martin Hugger is managing director of Meerbaum Capital Solutions Inc. Meerbaum is advising an entity, that provides financing to small and medium sized shipping companies and has access to capital from institutional investors.

Since 2013 Martin is also managing director of Oceanbulk Maritime Deutschland GmbH, a company that focusses on finding structured solutions and investment opportunities in distressed situations in shipping and that is part of the Pappas group of companies.



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Prior he has been head of Greek shipping at Commerzbank, overseeing of the merger of the Greek shipping portfolios of Deutsche Schiffsbank, Commerzbank and Dresdner Bank, combined at that time one of the largest lending portfolios in Greek shipping. His experience includes numerous restructurings of tramp owners as well as liner and cruise companies, either -depending on size- as the banks lead negotiator or in supervisory position. Martin has also worked at Cardiff Marine as banking executive and taught at the MBA and MSc in Finance and Investment courses of the Open University Business School in the UK. He holds an MBA degree of Warwick Business School and the German degree Diplom-Kaufmann.



Joe Hughes
Chairman & CEO
Shipowners Claims Bureau, Inc. (SCB)

Joe has served as chairman and CEO of the managers of the American Club, an International Group mutual which celebrates its centennial in 2017, for nearly twenty-two years. Joe also oversees the activities of Eagle Ocean Agencies, Inc., an affiliate of SCB, which operates the Eagle Ocean Marine and Eagle Ocean America insurance facilities, the latter as a coverholder for underwriters at Lloyd's. He also serves on the board of American Hellenic Hull Insurance Company, Ltd., a Cyprus-based hull underwriting investment of the American Club.

Having graduated from Oxford University, Joe was called to the Bar of England and Wales, thereafter specializing in maritime commercial law before commencing his career in marine insurance. Prior to his arrival in the United States, Joe worked for other P&I clubs in the United Kingdom and Norway, latterly serving as chairman of the global marine practice of Jardine Insurance Brokers, a leading Lloyd's broker in London.

In addition to his corporate responsibilities, Joe is chairman of the North American Marine Environment Protection Association (NAMEPA), a director (and former president) of the Maritime Association of the Port of New York and New Jersey, a former chairman of the Association of Average Adjusters of the United States, a director of New York Maritime, Inc. (NYMAR) and a member of the National Cargo Bureau. Joe also serves on the classification committee of the American Bureau of Shipping, and the North American advisory committee of Lloyd's Register. He is a 2011 inductee of the International Maritime Hall of Fame, and was designated one of the top ten global marine insurance personalities on the 2015/16 Lloyd's List One Hundred.



Peter Illingworth
Managing Director Transportation Asia
Deutsche Bank AG

Peter Illingworth is the Managing Director Transportation and Head of Shipping Asia for Deutsche Bank AG, based in the Singapore office. He is responsible for Deutsche's Transportation Industry corporate and investment banking franchise throughout Asia.

He has more than 25 years' experience in banking, mostly specialized in transportation finance. He started his career with ANZ Investment Bank in 1986 before moving to Kleinwort Benson and then Long Term Credit Bank of Japan (LTCB), where he was the Head of Shipping Finance. He then joined DVB Bank in 1998 following its acquisition of the LTCB Transportation business. He held a series of senior roles at DVB including Head of Shipping, Head of Risk Management and Managing Director Crude and LNG. He joined Deutsche Bank in August 2014.

He is a regular speaker at conferences for Marine Money and Lloyds/Informa and is a co-author of the Euromoney Book "Shipping Finance" and holds a Master's degree from Pembroke College, Cambridge University.



Lu Zong Jun
CEO
Zhonggu Shipping Group

As the founder, chairman and CEO of Zhonggu Shipping Group, Mr. Lu Zongjun holds a Master degree from Wuhan University of Technology with an EMBA degree from CEIBS.

Zhonggu Shipping Group ranks No.2 in China domestic container shipping and No.28 in global container shipping industry. Zhonggu's main business includes marine shipping, logistics, bunker supply, ship management, crew management, terminal investment, and financial investment.

Mr. Lu has achieved multiple honors from both administration and non-governmental organizations due to his remarkable contribution. Recently, he was awarded as "The Most Promising 100 Chinese in Shipping Industry in 2016".



Mike Kee
Executive Director
Singapore (Nantong) International
Maritime Institute (SNIMI)

MIKE KEE LEK YONG served the Singapore Navy for 20 years before retiring in 2000. He trained at the German Naval Academy, graduating with the Best Midshipman Award in 1983. His distinguished service in the Singapore Navy included being Captain of 3 different classes of warship. He attended the prestigious International Senior Officers Course in the United States and specialized training courses in Sweden, United Kingdom and France.

Apart from developing a new career in the maritime education and training industry after retiring, Mike Kee has been active conducting many seminars and workshops for IMO since 2003. He was also appointed as MLC Consultant for ILO in 2009 and contributed in the design, development and training of Training of Trainers and Maritime Inspectors on the application of MLC.

Mike Kee holds a BBA (with Distinction) from RMIT, Australia and a Master of Education from Monash University, Australia.

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David Kelly
Director of Asia Pacific
IMarEST

David Kelly is the Director of Asia Pacific for the Institute of Marine Engineering, Science and Technology (IMarEST), responsible for the growth and profile of the Institute and its educational programmes within the Asia Pacific region.

A Chartered Marketer, David joined the IMarEST in 2012, where he spearheaded the development and execution of a completely reinvigorated marketing strategy which has fortified the Institute and supported rapid growth over the past three years.

David was a key driver behind a skills-gap roundtable held in London in 2013 and subsequent report: "Mitigating the Skills Gap in the Maritime and Offshore Oil and Gas Sector" which led to a redeveloped Skills Working Group under the UK's Marine Industries Leadership Council (MILC). He has supported the delivery of a Career Level Framework aimed at supporting the professional development of marine professionals around the globe.

David is the current Chair of the UK's Marine Industries Leadership Council (MILC) Image Working Group; Vice Chair of Maritime UK's Marketing and Promotions Working Group; a Group Representative on the British Chamber of Commerce (Singapore) Marketing & Creative and Transport, Logistics & Supply Chain Business Groups; and is a mentor at Ngee Ann Polytechnic (Singapore) for Business and Marketing students.

Prior to the IMarEST, David led and delivered the global marketing programmes for the International Wine & Spirit Competition Group of brands in the UK, America and Asia after marketing B2B and B2C solutions, both online and offline, in the financial services industry. Twitter: @davidkelly07



Pankaj Khanna
Chief Executive Officer
Pioneer Marine Inc.

- 46 years old with 28 years of varied experience in the Maritime & Offshore industry, including drybulk, tankers, LNG & offshore markets.
- In "C" roles since 2007 at Alba, Excel, Dryships / Ocean Rig and Pioneer.
- 7 years in a senior strategic development role at Teekay.
- 4 year Oil & Tanker Analyst at SSY Shipbrokers.
- 7 years working on merchant ships.



Michael Kirk
CEO
RMK Capital

Michael Kirk is the CEO of RMK Capital, a New York based investment bank. He has worked in finance for more than 14 years, the last 12 years of which has been focused in maritime finance. Michael is also a co-founder and Managing Director of RMK Maritime, a London and New York based firm that specializes in maritime debt, sale leaseback of maritime assets and providing industry analysis.

Prior to founding RMK, Michael founded MTK Capital, a US-based maritime advisory boutique that was active in helping match institutional investors with maritime opportunities.

Within the maritime finance sector, Michael has worked at Dahlgren Rose & Co. as a Vice President and DVB Bank AG as an Associate Vice President in the London office. Michael began his career at HSBC in London in the Energy & Utilities Investment Banking Group. Michael graduated from Columbia University.



Harrys Kosmatos
Head of Strategy & Business
Development
Tsakos Energy Navigation, Ltd. (TEN)

Harrys begun his career in 1994 with Elka Shipping (London) Ltd., a large dry bulk and tanker operator and in 1995 joined the Shipping Banking Group of the Commercial Bank of Greece as a credit analyst in the bank's London office. In May of 1997 he moved to New York to join AMA Capital Partners (formerly American Marine Advisors, Inc.) a maritime investment bank, where he specialized in corporate workouts, project structuring, capital raisings and other merger & acquisitions advisory assignments. In the summer of 2004, he moved back to Greece after 22 years of leaving abroad, and joined Tsakos Energy Navigation, Ltd. (TEN), a New York Stock Exchange listed tanker company to develop the company's corporate finance activity and liaise with the company's investor base particularly in the US and Europe.

Harrys holds a BA (Hons) in Classical Studies & Politics from the University of London (Queen Mary) and an MSc in Shipping, Trade & Finance from London's City University (Cass Business School). In 2001, Harrys completed an executive corporate finance and accounting program at Columbia Business School in New York while during his tenure in TEN, he has been a frequent speaker in various conferences across North America, Europe and the Middle East.

Dimitris Koukas
Managing Director
Optima Shipbrokers



Nils Kristian Kovdal
Executive Director Shipping Finance
and Regional head of Greater China and
North Asia
Standard Chartered

- Nils Kristian Kovdal joined Standard Chartered Bank ("SCB") in 2010 from DVB Bank as part of a team brought in to establish the ship leasing business for SCB. He spent almost 6 years in Singapore, originating, structuring and executing leasing and debt solutions for the SCB's clients globally before moving to Hong Kong to become head of the bank's ship finance activities in Greater China and North Asia.
- During his time with DVB, Nils held positions as relationship manager and investment manager in DVB's London Office focusing on both equity and debt products for DVB's European and Middle Eastern Clients. Prior to joining DVB, Nils also



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Debt Capital Market		DRY BULK	E&P	LNG
High Yield Bonds	Convertible Bonds	 <p>USD 100m & USD 88m</p> <p>Financial Restructuring</p>	 <p>USD 400m</p> <p>Bond issue</p>	 <p>USD 100m</p> <p>Private Placement</p>
Advisory		GAS CARRIERS	CRUDE/CHEMICAL	ACCOMMODATION
Mergers & Acquisitions	Restructuring & Planning	 <p>USD 100m</p> <p>Bond issue</p>	 <p>USD 132.5m</p> <p>Japanese lease financing</p>	 <p>NOK 2.4bn debt Restructuring</p> <p>Bondholder's Advisor</p>
Research				
Equity Coverage	Credit Coverage			
Sales				
Equity	Fixed Income			

worked as a solicitor with UK Law Firm Stephenson Harwood, gaining invaluable experience on legal matters related to ship finance and S&P.

- He started his career in shipping with the International Organization of Independent Tanker Owners ("INTERTANKO") in London/Oslo, having trained and served as an officer in the Royal Norwegian Navy.
- In addition to his legal qualification from the UK, he holds a BSc(Hons) in Maritime Business and Management from LJMU in the UK.



CK Kwek
Senior Vice President and Head Shipping,
Offshore and Oil Services – Asia
Nordea Bank

CK is Senior Vice President and Head of Shipping, Offshore and Oil Services – Asia at Nordea Bank in Singapore.

Prior to joining Nordea, CK held several positions within Transportation Finance of Fortis Bank in Singapore and Hong Kong and was Head of Transportation Finance Asia before joining Nordea Bank. In a banking career spanning over 20 years, CK had also spent several years with the Credit Capital Markets Group of CIBC World Markets and the Debt Capital Markets Group of ING Barings.

CK has a BBA from National University of Singapore and a MBA from NYU Leonard N. Stern School of Business, and has been a guest lecturer at Dalian Maritime University, China since 2008.



Li Ping Kwong
Regional Business Development
Manager in Greater China
DNV GL

Vincent Li currently holds the position of General Manager, Business Development-Maritime Greater China for DNV GL. He has over 25 years of global experience in Shipping, Information Technology and Management Consulting. He joined DNV GL back in 2010 started up Advisory Services in China. Primarily focus of the unit is to provide solutions to ship owners and shipyards. He holds Bachelor of Arts in Mathematics from University of Regina, Canada and Master of Business Administration from University of Surrey, UK.



Valerie Lee
Senior Associate
Watson Farley & Williams

Valerie Lee is a senior associate in the firm's Finance Group. She has advised banks and financial institutions in asset, offshore oil & gas, project finance and various general banking & finance transactions, including acting for syndicates in debt restructuring, work-out and

enforcement situations. She has also acted for various shipowners as well as container and ship leasing companies, and focuses in particular on sale-and-leaseback transactions.

Valerie has worked on various financings involving the leading export credit agencies in Asia, and in particular in Korea, Japan and China. She focuses in particular, on transactions involving SINOSURE and K-SURE in the maritime sector.

Qualified in England & Wales and in Singapore, Valerie is fluent in English and Mandarin.



Xie Chun Lin
President
China Merchants Energy Shipping Co.,
Ltd (CMES)

Capt. Xie Chun Lin, President of China Merchants Energy Shipping Co., Ltd (CMES)

Born in May, 1963 and graduated from Dalian Maritime University in 1983, an experienced Master Mariner through years of shipboard services from 3rd officer, 2nd officer, Chief Officer to Captain. In addition to his maritime qualifications, Capt. Xie is a Senior Economist and EMBA holder from Shanghai Maritime University.

Before he joined to CMES, Capt. Xie worked in China Shipping (Group) Company consecutively as Managing Director of China Shipping (Indonesia) Co. Ltd, Managing Director of China Shipping (Netherlands) Agency Co. Ltd, Vice President of China Shipping (Europe) Holding Co. Ltd, Chief Representative in Mediterranean and Deputy General Manager of China Shipping Development Co., Ltd.

From Oct.2012 until now, Capt. Xie served as the President of China Merchants Energy Shipping Co., Ltd.



Ye Wei Long
Executive Vice President, and Party
Committee Member of China
COSCO Shipping Corporation Limited

Mr. Ye Weilong is the Executive Vice President, and Party Committee Member of China COSCO Shipping Corporation Limited. He had been the General Manager of Shanghai Ocean International Freight Company, the General Manager of COSCO Shanghai International Freight Co., Ltd, the Deputy General Manager of COSCON, the General Manager of COSFRE, the Managing Director of COSCO Logistics Co., Ltd, the Executive Vice President of China COSCO Holdings Company Limited, the Executive Vice President and Member of Party Committee of COSCO Group. He has over 20 years' experience in shipping industry and over 10 years' experience of logistics management, and also has abundant corporation operation and management experience. He has taken his current position since Jan. 2016. Mr. Ye Weilong obtained a PhD at Dalian Maritime University in Transportation Planning and Administration at Dalian Maritime University. He is a certified Senior Economist.



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Smarine

Shanghai Smarine Advisor

advises Global Owners

Leasing, Projects, Newbuilding



Email: SMARINE@smarine.cn



Clay Maitland
Managing Partner - International Registries
Founding Chairman - NAMEPA
Chairman – NYMAR

Clay Maitland has been employed by International Registries, Inc. for 40 years and is now a managing partner and owner of IRI, which administers the Marshall Islands

Ship Registry – the second largest registry in the world, as of March 2017, vessels registered in the Marshall Islands totaled about 3,244 in number, aggregating over 137,913,800 gross tons.

Clay began the practice of law at Burlingham, Underwood & Lord in November, 1968, and was admitted to the New York Bar in June, 1969. He is also admitted to practice before the U.S. Supreme Court and the federal courts of the Eastern and Southern Districts of New York.

Clay was a delegate to the United Nations Conference on the Laws of the Sea to 1976 to 1983, as well as the CMI Conference held in Lisbon in 1985, and the diplomatic conference on Maritime Liens and Mortgages, 1993. He is a former chairman of the Committee Admiralty of the Association of the Bar of the City of New York, and is a member of the Maritime Law Association of the United States (past chairman, Committee on Intergovernmental Organizations).

Clay received the Honorary Degree of Doctor of Letters from the State University of New York Maritime College in 2006, and was decorated with the U.S. Coast Guard's Distinguished Public Service Award in 2010. He was decorated with the Order of Knight Commander of the Humane Order of African Redemption by the Republic of Liberia in 1990.



Mark O'Neil
President
Columbia Shipmanagement Ltd (CSM)

Mark O'Neil is the President of Columbia Shipmanagement Ltd (CSM) and future CEO of the intended merger between CSM and Marlow

Navigation subject to regulatory approvals being obtained.

A lawyer by profession, Mark headed up international law firm Reed Smith LLP's German Shipping Team, and also co-lead the firm's Offshore Department. His clients included Ship Owners, Charterers, Insurers, Management Companies, Banks, Oil Companies and Offshore Contractors worldwide with a particular focus on the German, Scandinavian, Greek, Dutch, South American and Cypriot markets. Mark has been a senior Partner in Reed Smith LLP and (before that) Stephenson Harwood LLP for over 17 years.

With over 25 years' experience in shipping and offshore, Mark has hosted and/or chaired numerous seminars and conferences internationally.

Before becoming a lawyer, Mark served 5 years as an officer in the British Army, leaving the Army as a Captain in 1991 after active service in The Gulf Conflict."



Andreas Østern
Head of Shipping, Offshore & Logistics
Aisa
DNB Asia Ltd

Andreas Østern is Head of Shipping, Offshore & Logistic Asia for DNB Asia Ltd. Andreas has been in Asia for 3 years and has previously served as Senior Vice President in Shipping, Offshore, Logistic for DNB Asia Ltd and in DNB Bank ASA in Norway. He has 15 years' experience within ship financing from DNB in Bergen, London, Hamburg and Oslo.



Kyriacos Panayides
Managing Director
AAL Shipping

Kyriacos Panayides is Managing Director of specialist multipurpose, heavy lift carrier AAL, and is based in Singapore, since 2015. Kyriacos has been with the Schoeller Group (AAL's shareholder) since 1992, after graduating with a Degree in Business Administration and a Post Graduate Degree in Shipping Studies.

A Fellow of the Institute of Chartered Shipbrokers, Kyriacos combines an extensive experience in a variety of shipping segments, such as Shipowning, Shipmanagement, Commercial operations, Liners and Shipping Agencies, in which Schoeller Holdings has a vested interest with founding and shareholding. Aside his capacity in AAL, he sits on the Board of numerous other Schoeller companies.



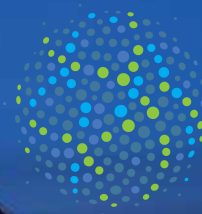
Sun Yuqing
President
Dalian Maritime University (DMU)

Prof. Sun Yuqing, Ph.D. supervisor, presently serves as the President of Dalian Maritime University (DMU). Prof. Sun Yuqing also serves as a member of National Manufacture Power Construction Strategic Consulting Committee, a member of Sub-committee of Energy and Transportation of the 7th Science and Technology Committee of the Ministry of Education, Deputy Board Chairman of the Cross-Straits Shipping Exchange Association, Director of the Seabed Engineering Technology and Equipment Joint Research Center, and an executive member of the "China Shipping 50 Forum". His research focuses on marine engineering and ship mechanical and electrical integration.



Nicos Rescos
Chief Operating Officer, Starbulk
Chief Operating Officer & Commercial
Director, Oceanbulk Maritime S.A.

Mr. Rescos has served as the Chief Operating Officer of Starbulk since July 2014 and the Chief Operating Officer and Commercial Director of Oceanbulk Maritime S.A. since April 2010. Mr. Rescos has been involved in the shipping industry since 1993 and has gained strong expertise in the dry bulk, container and product tanker markets having been responsible for more than



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200 vessel acquisitions and dispositions and several joint ventures in the drybulk and tanker sectors. From 2007 to 2010 Mr. Rescos worked with a family fund in Greece investing in dry bulk vessels and product tankers. From 2000 to 2007, Mr. Rescos served as the Commercial Manager of Goldenport Holdings Inc. where he was responsible for the acquisition of 35 dry bulk and container vessels and initiated the company's entry in the product tanker market through a pioneering joint venture with a major commodity trading company. He received a BSc in Management Sciences from The University of Manchester Institute of Science and Technology (UMIST) and an MSc in Shipping Trade and Finance from the City University Business School.



Vetle N. Sjuve
Corporate Finance
Fearnley Securities

Experience:

- Fearnley Securities AS, Feb 2017 – Present Employment
- Fearnley Project Finance AS, Project Analyst, Aug 2015 – Feb 2017
- Fearnley Project Finance AS, K2 Shipping AS, Summer Trainee – Dry Cargo Chartering, Jun 2013 – Aug 2013

Education:

- Cass Business School - Master of Science (MSc) Field Of Study Finance
- Handelshøyskolen BI - Bachelor of Science (B.Sc.) Field Of Study Business and Economics Grade Siviløkonom
- Stabekk High School - Field Of Study Social Studies and Economics



Stephanos Stephou
Strategic Planning Director
Fameline Holding Group Ltd

Mr. Stephanos Stephou received his BSc in Political Science and International Relations from the London School of Economics and Political Science, his MSC in International Security and Global Governance from Birkbeck, University of London, a Professional Qualification in Public Relations from the Chartered Institute of Public Relations and a Global MBA at IE Business School. Mr. Stephou has a diverse professional background including consulting, public relations, public affairs and strategic management of companies. He has worked for Deloitte in Cyprus and has extensive experience working for the Cyprus political spectrum as an adviser to both members of the Cabinet of Ministers and the Parliament. He currently holds the position of Strategic Planning Director of Fameline Holding Group. Mr. Stephou also sits on several public and private companies Boards of Directors.



Erik Strømsø
Head & Managing Partner
Pareto Securities Asia

Erik currently heads up Pareto Securities' activities in Asia as Managing Partner for the Singapore Office. Pareto's focus in the region is primarily within E&P, offshore and shipping, where it offers a full range of investment banking services. Before relocating to

Singapore, Erik was a partner at Pareto Securities' main office in Norway, where he focused on offshore and shipping, across various disciplines, such as bond financing, equity private placements and M&A. Prior to his time at corporate finance, Erik worked within Equity Research, focusing on offshore, drilling and oil services. Erik has an MSc. in International Management from the London School of Economics.



Zhongyi (John) Su
Founder, President and CEO
Erasmus Shipinvest Group

Mr. Su is the Founder, President and CEO of Erasmus Shipinvest Group companies, managing an established dry-bulk fleet of modern Capesize / Panamax / Kamsarmax / Ultramax ships, which are always fixed on long-term employment serving the world's leading Commodities Majors/Traders type of Charterers.

Mr. Su has nearly 20-year extensive experience in ship-owning, operating and investment fields of dry bulk and container shipping industries throughout Asia and Europe.

Mr. Su is a frequent speaker and session chairman to a few international shipping conferences, like Mare Forum, Marine Money, CMA Shipping conference, Global Grain, Tradewinds Shipowners Forum, Lloyd's List forum, and Capital Link etc.

Mr. Su is a member of China Classification Society (CCS) Mediterranean Committee.

Mr. Su graduated from Dalian Maritime University of China with Bachelor degree in Maritime Law and International Shipping Management, and has a Master degree of Maritime Economics from Erasmus University Rotterdam, the Netherlands. He is an Executive MBA dual-degree candidate from IMD Business School of Lausanne, Switzerland and CKGSB of China.

He speaks fluently Chinese, English and French.



Socrates Theodossiou
CEO
Tototheo Maritime

Socrates Theodossiou is the CEO of Tototheo Maritime. He began his professional career with Tototheo Maritime shortly after his studies in 2001. He holds a Bachelor Degree in Business Administration and a Master's Degree in Marketing Management. During his career, he was trained and certified by leading manufacturers in bridge equipment and services on-board thus having a broad technical knowledge in navigation, safety, IT and satellite communications. He was subsequently certified to train and approve other engineers to carry out onboard services.

He is an active member of the maritime community, being the chairman of the Cyprus Shipping Chamber's E-navigation working group. Socrates is a member of the PortCDM International Council and a partner of the Cyprus University of Technology (CUT) for research, development and testing of new technologies. He participates in the biggest e-navigation testbed globally, Sea Traffic

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Management (STM) which started in 2013 and will end in 2018. Socrates' motivation is his passion for new technologies within the maritime sector and mobile satellite communications. He recently founded MarineFields, a company that specializes in the Connected Ship, Ports and People concept with the latest project being the development of port collaboration decision making services.



James Tong
Head of Global Shipping & Logistics
Asia Pacific and Japan
Citi | Corporate & Investment Banking
Asia Pacific

James Tong heads the regional shipping team in Asia responsible for the Marine Transportation and logistics sector in Asia Pacific and Japan. He has a rich and solid global banking experience of more than 18 years of which 15 years are specialized in the marine shipping sector. He has raised more than US\$10billion of various form of capitals across almost all shipping subsectors including containerized shipping, dry and wet bulk, car carrier and cruise ship, LPG & LNG gas carrier and offshore.

James holds a Bachelor of Commerce degree from the University of New South Wales in Australia majoring in Accounting and Finance.



Conor Warde
Partner, Hong Kong
Clyde & Co

Conor Warde leads Clyde & Co's ship finance and transactional practice in Hong Kong and mainland China. Conor has a diverse practice advising clients on transactional, corporate, regulatory and policy matters with particular experience in ship finance and maritime transactional matters. He represents companies, commercial lenders and investors in international financings, M&A and other corporate transactions across multiple industries and involving a broad range of corporate finance and investment issues, including senior and subordinated debt financings, asset-based lending transactions, and private equity investments.

Conor also has significant experience in representing owners and operators of vessels and other maritime and offshore interests, primarily in regards to ship sale and purchase, finance and shipbuilding contracts; international and U.S.-specific regulatory compliance; offshore drilling contracts and regulatory matters; international sanctions regimes; pollution incident response and criminal prosecutions; and vessel charters and contracts of affreightment.

Conor is admitted to the Maryland and District of Columbia bars in the United States, England & Wales, Hong Kong and the Republic of the Marshall Islands.



Ian Webber
Chief Executive Officer
Global Ship Lease, Inc.

Ian Webber has been the Chief Executive Officer of Global Ship Lease, Inc., a New York listed

containership lessor, since its formation in 2007. Global Ship Lease currently owns 18 vessels with a total capacity of 82,312 TEU and an average age, weighted by TEU capacity, at September 30, 2016 of 11.8 years. All 18 vessels are currently fixed on time charters, 15 of which are with CMA CGM and three to OOCL. The average remaining term of the charters at September 30, 2016 was 4.1 years or 4.2 years on a weighted basis.

From 1996 to 2006, he was the Chief Financial Officer and a director of CP Ships Limited, a top 20 containership operator, listed on the New York and Toronto stock exchanges until its merger into Hapag-Lloyd in 2006. From 1979 to 1996, Mr. Webber was at PriceWaterhouse, the last five years as a partner. Mr. Webber is a graduate of Cambridge University.



Tim Wilkins
Environmental Director, Regional
Manager Asia-Pacific
INTERTANKO

Tim Wilkins BSc (Hons), MSc, manages INTERTANKO's Asia representative office in Singapore. He is also responsible for the Association's major issues in the region, as well as specific key issues worldwide.

As Regional Manager Asia-Pacific, Tim's role is to liaise directly with the Association's regional members, providing them with the latest information, and obtaining their feedback, on key issues being covered by the Association at an international level. As Secretary to INTERTANKO's Asian Panel, which brings regional members together twice a year, Tim manages the regional matters impacting the tanker industry which have been raised by members located and operating from within the region, from piracy and armed robbery to bunker quality and safety of navigation, bringing these issues to the attention of members worldwide. Tim is also responsible for establishing and maintaining relationships with all relevant Governmental and inter-Governmental authorities as well as industry bodies in Asia.

As Environmental Director, Tim has been responsible for coordinating and managing INTERTANKO's global environmental agenda for over 18 years. His expertise in this area derives from his Honours Degree in Marine Biology as well as a post graduate Masters in Marine Resource Management. He heads up INTERTANKO's strategy and projects on key tanker industry issues including ballast water management, waste management, antifouling, biofouling and ship recycling. As Secretary to INTERTANKO's Environmental Committee he is tasked with representing the tanker industry in its liaison with environmental organizations, national governmental organizations and international organizations such as the International Maritime Organization (IMO) and the United Nations Environment Program (UNEP).

Tim joined INTERTANKO in early 1999 in London, where he gained considerable technical and political experience representing the tanker industry at the IMO and within the EU in Brussels. He has held a wide range of positions within the Association including Regional Manager for Greece, Italy and Cyprus; Secretary to INTERTANKO's Executive Committee; and, Secretary to INTERTANKO's Hellenic Mediterranean Panel.

Tim moved to Asia for INTERTANKO in 2006. He currently resides in Singapore with his wife and two young sons.

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Shi Xin
Vice President
Shanghai Maritime University

Mr. Shi Xin (Deputy Principle of SMU, Head of 21st century silk road research institute, Doctor, Professor, Doctoral Supervisor).

As the deputy principle of SMU, head of 21st century Silk Road Research Institute, council member of Chinese Navigation Society and deputy director of Water Transport Management Committee, Mr. Shi Xin has been doing transportation management research for many years. He has been leading many issues covering the topics including shipping center building, competition and cooperation of modern ports, international shipping development, transportation policy, port-shipping development and so on. He also published serious of reputable papers and he is awarded achievements rewards for scientific progress and decision making consulting.



Fang Xiuzhi
Head of Shipping Finance
Bank of Communications Financial Leasing Co., Ltd.

After getting his B.E in marine engineering from Dalian Maritime University, Mr. Fang joined COSCO as a seaman for two years. He then came back to the university and got his M.L in maritime law. Afterwards, Mr. Fang joined Sinotrans Container lins and Sinotrans Group successively, a leading global integrated logistics service provider.

As the head of ship management department and commercial department there, he participated in development strategy consulting, liner alliances cooperation, newbuilding financing and other business and legal management. In August 2012, Mr. Fang joined Bank of Communications Financial Leasing Company ('BCLC') and has served as Head of Shipping till now.



Jack Xu
Deputy Head
CMB Financial Leasing Co., LTD

Jack XU is the Deputy Head of the shipping team for China Merchants Bank Leasing Company. Jack has 15 years of working experience in shipping and related industry. He worked with COSCO, Ince law firm and China communications bank. Jack's educational background is Marine Engineering, Maritime Law and Financial Engineering. He received his master degree from Shanghai Jiao Tong University. He is studying an EMBA program in CEBIS Switzerland campus. He has been a member of Hong Kong Association of Financial Engineer Since 2009.



Alex Yan
Deputy General Manager of Assets Management Department
CSSC (Hong Kong) Shipping Company Limited

Alex Yan, MBA, Meng, the head of assets management team of CSSC Shipping, is passionate about technical, operational and commercial aspects of marine and offshore assets. He has gained rich industry experiences from ship manager, class and yard before his financier career. It was a natural fit for him to take such a role at a leasing company.



Daniel You
Partner, Assurance
EY

Daniel is an assurance partner of Ernst & Young Hua Ming LLP, based in Shanghai. He has over 17 years of experience in providing assurance services to clients in various industries, including container shipping, vessels and container leasing, chemical, human resources, on-line game, real estate and construction, pharmaceutical and industry products manufacturing etc.

He is familiar with PRC GAAP, IFRS, HKFRS and US GAAP, and has been involved extensively in providing audit services to Chinese domestic enterprises listed in Hong Kong and the USA. He also has in-depth experience in servicing Chinese domestic enterprises in their restructuring or initial public offerings in various stock exchanges in A-share, Hong Kong and the USA.

Memberships: Certified Public Accountant, member of the Chinese Institute of Certified Public Accountants.

Education: Bachelor degrees, the Shanghai University of Finance and Economics.



Mark Young
Chief Executive Officer
Asia Maritime Pacific

Mr. Mark Young is the Chief Executive Officer of Asia Maritime Pacific, a leading Handysize owner and operator that operates worldwide.

Mr. Young holds a degree in International Shipping Management from Shanghai Maritime University. In 1993 he co-founded Younger Niche Logistics, now a major project logistics service provider in China. Mr. Young has a number of other shipping interests operating throughout the Asia-Pacific and African regions.

Prior to the merger of Asia Maritime Pacific with OSL Shipping in 2012, Mr. Young was a shareholder of and advisor to OSL Shipping from when OSL was founded 2005, and CEO of the previous AMP since the company was founded in 2008. After the merger in 2012, Mr. Young has remained the CEO of AMP.

Mark Young was a swimmer for China national Swimming Team in 1982 to 1986.



Shen Zhao
Head of Risk Management and Legal Affairs
CSIC Leasing Company Limited

Mr. Shen ZHAO, head of the credit, risk and legal management of CSIC Leasing, the wholly-owned subsidiary of CSIC Group. Before joining in CSIC, Shen used to head the risk management department at CSSC Leasing, and directed the shipping finance and compliance at Bank of Communications. Shen has extensive knowledge and experience in the shipping finance, asset finance and compliance in financial institutions. In addition to the finance and business expertise, Shen holds legal degrees and is a qualified lawyer in China and New York State.



Wei Zhuang
Regional Manager
BIMCO

Wei Zhuang is the Regional Manager of Asia, BIMCO. Wei started his BIMCO career with the legal & contractual affairs department where he joined a wide range of BIMCO's standard contracts and clauses projects, including project development, revision and promotion. He was further promoted as China Liaison Officer as well as the General Manager of BIMCO Shanghai Centre. Now he is committed to keeping a constructive relationship with regional regulators and industry stakeholders and, most importantly, to provide portfolio services to BIMCO members and potential members in Asia.

Wei's previous positions include eight years as a maritime lawyer and Senior Fellow at Maritime University. He has a master's degree in maritime law and a PhD in international law.



Terence Zhao
President
Singhai Marine Services

Mr. Terence Zhao has more than 26 years of experience in the maritime industry with particularly strong interest and expertise in manning and training. Before he founded Singhai Marine Services in November 2004, he had lectured at COSCO Qingdao Ocean Shipping Mariners College and was Managing Director of MASES Singapore, the manning arm of China Shipping Group.

Over the past 13 years, Terence has been visionary and instrumental in propelling the steady growth and strong positioning of Singhai Marine Services in the maritime industry. At Singhai Marine Services, he has assembled a strong Management Team comprising of reputable professionals formerly in top leadership positions of large enterprises, manning experts with international shipping companies experience and training professionals who had conducted many seminars and workshops for IMO, ILO and APEC. The Management Team is supported by a dedicated and committed operational team consisting of seagoing masters and chief engineers who had served with the international shipping companies and graduates from maritime universities and colleges.

Terence graduated with a BA in Electronic Science from Shandong University of China before obtaining his MBA from National University of Singapore, and MSc in Maritime Studies from Nanyang Technological University.



Capt. Paing Soe Aung
Vice Principal
Myanmar Excellent Stars Maritime Training Centre

CAPT PAING SOE AUNG is a professional sea going Master Mariner who is also the Founder and Director of the Myanmar Excellent Stars – the largest private Mercantile Training Centre in Yangon, Myanmar today. The training institution was established on 31 January 2013 and under the authorized supervision of the Department of Marine Administration, Ministry of Transport, Myanmar. They are the largest training centre for the Deck Officers Class I, Deck Officers Class II (Combined) and Deck Officer Class III in Myanmar, amongst the many classroom, workshops, swimming pool, fire- fighting facilities and simulators training courses.

Capt Paing started his seafaring career in 1997 as a deck cadet, served in APL vessels as a Chief Officer and as a Master in the Myanmar National Liner. He is a trainer with accreditation courses from the World Maritime University, an ISO Certified Auditor as well as a long time member with the International Maritime Lecturer Association (IMLA).

As a founder and director, his main objective is to ensure that his graduates compete and stand as equals and above with the major seafarers supply country.

Previous Event Photos





China Shipping Service (CNSS) English Channel is the designated internet media partner of the Information Center of China's Ministry of Transport. Centering on Chinese market, we are dedicated to promptly and accurately provide professional shipping news and information including ship enterprises, shipbuilding, shipping finance, bulk cargo, logistics and port, aiming to develop a high-efficient English publishing platform.



Gangkouquan

港口圈目前是港口行业第一大微信公众号，定位为有料、有趣、有看点，立志领航港口新媒体发展。针对性地面向港口专业人士，为听众推送有料又活泼的精选文章。目前，通过视（视频+文字）、听（声音）、动（线上线下活动）等创新的移动互联方式连接港口直接产业及其相关产业从业人员。以优质内容增加读者的忠实度与互动性，打造港口直接和相关产业的高度垂直生态圈。

The Port Circle is now the most influential Official Accounts of WeChat, aimed at rich-content, amusement and worth-reading, of which aspiration is to be the pilot in the development of new port media, targeted to the professionals hereof and pushed the rich-content and vivid handpicking articles. It is connecting the direct industries and its practitioners relevant to the Port by means of innovative mobile internet such as video (including written characters), audio (including sounds) and activities (including on-line or off-line). Its advantage of creating an highly dynamic ecosystem for the relevant industries depends on increasing the faithfulness and interactivity of the reader with high quality contents.

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We tailor the service around you. Contact us now to discuss unlimited access to Lloyd's List for you and your team email: subscription.enquiry@lloydslist.com or phone: +44 (0)20 3377 3792



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Through our chartering platform, users can issue latest cargo and tonnage enquiries, our mail system can freely match and recommend the most suitable enquiries to them. Our software -PortDistance Calculator is popular used in shipping industry, once owns an account, you could get accurate distances between ports in the world and make exact voyage estimations anywhere anytime; vessel particulars and estimation of voyages can be shared through website, desktop, cell phone, ipad. Furthermore, users can also get to know massive friends in shipping industry and communicate with them freely. We are also media partners for various large exhibitions and forums in shipping industry, we keep up-to-date latest shipping news and issue shipping analysis report each day.

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The **Maritime Executive**, the MarEx Newsletter and maritime-executive.com are among the largest thought leader news organizations world-wide, reaching over 325,000 readers in print, online, via email, and on mobile. Our award-winning journalism is a touchstone for readers passionate about the maritime industry.



Mergermarket was founded in 2000 and has since expanded to 67 locations across Europe, North & South America, the Middle East, Africa, and Asia-Pacific. We've also got the largest team of dedicated M&A journalists and analysts anywhere in the world.



为顺应时代发展需求，接地气，提高船厂的品牌形象，让社会、企业内部员工、合作伙伴、客户更好的了解船舶企业，将船厂的软实力和影响力推上新台阶。以上是SEAWAY最初的创办目的：

- 一、微信公众号的目的和意义
- 二、SEAWAY微信公共号的定位



Seatrade Maritime provides a range of global events, websites and publications that covers every aspect of the maritime industry, bringing together key people to encourage innovation and to produce powerful learning, networking and promotional platforms. Founded in 1970, Seatrade was acquired in 2014 by UBM, the world's second largest media and event organiser. Seatrade sits with the UBM EMEA, which connects people and creates opportunities for companies to develop new business, meet customers, launch new products, promote brands and expand markets. Operating in over 23 countries, UBM

EMEA organizes many of the world's largest, most important exhibitions, conferences, awards, directories, websites and publications in a wide variety of industries.

<http://www.seatrade-maritime.com/>



SEB Weekly

《航运交易公报》（周刊）是交通运输部主管、上海航运交易所主办的面向海内外公开发行的航运期刊，亦是交通运输部和上海国际航运中心对外发布信息的主要专业媒体。每期报道国内外最新航运/物流快讯；权威刊载航贸政策法规；及时发布实时航运交易信息；公告国家和地方政府及权威机构发布的各类统计报告，包括上海航运交易所独家发布的中国出口集装箱综合运价指数、中国沿海运价指数等各类航运指数；提供资深专家撰写的市场评述、走势预测和政策诠释等。自1996年创刊以来，以信息的及时性、权威性、实用性赢得航贸及相关企业广泛赞誉。

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Ship.sh is a social network focusing the development of the global shipping & logistics, while to be a friend-circle for all who loves shipping & logistics. Till now, we get 80,000 registered users on our website, and 60,000 followers on microblog in China as Sina Weibo, organize our own salon brand Shipping Friday in Shanghai, etc.

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Ship2Shore is a b2b online magazine reporting on the latest news about financial, economical, political and loyal aspects of the shipping, ports, transport and logistics industry in the Mediterranean area, with special focus on Italy.

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SHIPPING ONLINE (“SOL”), founded in Dalian in 2000, is the first portal shipping website in China, also is a leading website in Chinese shipping field nowadays. After 10 years' continuous steady development, SOL has owned more than 200,000 member enterprises from different aspects of shipping business; The annual transaction volume made between members on SOL has exceeded 240 million US dollars (average of recent 3 years), SOL thus become the biggest online trading market in Chinese shipping field.

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“Xinde Marine News” is the media department of Xinde Marine Technical Services Company Limited(XDMS), head office in Dalian of China. The media department is responsible for the daily operation of Wechat official account “XINDE Marine” and the media website “SHIPPING WIND”.

WeChat platform “XINDE MARINE” now has accumulated more than 100 thousand fans, the annual total hits of WeChat reached more than 14 million, the average reading quantity is over 1 million per month. “XINDE MARINE” has become a “Big Official Account” among the same shipping field, and was invited to enter in “YIDIAN ZIXUN” and “NetEase”.

We are the official media of BIMOCO and other international maritime institutions.

We have signed a strategic cooperation agreement with the well-known Dalian Maritime University and Beijing Institute of Traffic Management.

At present, we have established special production cooperation with the international shipping production enterprises, such as Wartsila.

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Capital Link is a New York-based Advisory, Investor Relations and Financial Communications firm. Capitalizing on our in-depth knowledge of the shipping industry and capital markets, Capital Link has made a strategic commitment to the shipping industry becoming the largest provider of Investor Relations and Financial Communications services to international shipping companies listed on the US and European Exchanges. Capital Link's headquarters are in New York with a presence in London and Athens.



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In our effort to enhance the information flow to the investment community and contribute to improving investor knowledge of shipping, Capital Link has undertaken a series of initiatives beyond the traditional scope of its investor relations activity, such as:



www.CapitalLinkShipping.com

A web based resource that provides information on the major shipping and stock market indices, as well as on all shipping stocks. It also features an earnings and conference call calendar, industry reports from major industry participants and interviews with CEOs, analysts and other market participants.



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In New York, Athens and London bringing together investors, bankers, financial advisors, listed companies CEOs, analysts, and shipping industry participants.



www.MaritimeIndices.com

Capital Link Maritime Indices: Capital Link developed and maintains a series of stock market maritime indices which track the performance of U.S. listed shipping stocks (CL maritime Index, CL Dry Bulk Index, CL Tanker Index, CL Container Index, CL LNG/LPG Index, CL Mixed Fleet Index, CL Shipping MLP Index – Bloomberg page: CPLI. The Indices are also distributed through the Reuters Newswires and are available on Factset.

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