



# CAPITAL LINK China Shipping Forum 中国航运论坛

Shipping, Finance & Commodities

航运・金融・贸易



中国・上海 Shandhai, China

### Grand Kempinski Hotel Shanghai 上海凯宾斯基大酒店

Date: Tuesday, MAY10, 2016 时间: 2016年5月10日, 星期二

# IN PARTNERSHIP WITH 协办单位







# Propelling the 21st Century Maritime Silk Route Global Finance and Capital Markets

### 推进"二十一世纪海上丝绸之路"共建全球金融和资本市场繁荣

As China embarks on fulfilling President Xi Jinping vision of reviving the Maritime Silk Route, the local maritime and shipbuilding industry can benefit from enhanced access to the global markets to strengthen China's role as an important maritime hub and grow their business. Similarly, global financiers and value investors are looking to participate in this exciting development through linking with suitable Chinese business partners in China and take advantage of the opportunities created by the current market volatility. 中国政府积极推动国家主席习近平提出的共建"21世纪海上丝绸之路"重大倡议,不仅有助于境内航运企业和造船工业繁荣发展,而且有利于提升中国作为航运枢纽在全球金融市场上的重要作用。同样的,全球金融机构和投资者都希望通过与中国境内的实力企业开展合作,抓住当前市场波动所创造的机遇,积极参与到这个激动人心的发展过程中。

The Capital Link China Shipping Forum will explore how Chinese ship-owners and leasing firms can benefit from the latest trends in global financing, capital markets development and alternative financing. It will connect Chinese owners with global maritime industry players and global investors to discuss joint venture opportunities, demonstrate how to optimize ship management during difficult market conditions, show how owners can restructure their business and address the requirements of global maritime industry players.

"Capital Link 中国航运论坛" 将探讨如何让中国船东和租赁公司从当前全球融资、资本市场的发展和替代融资的最新趋势中受益。本届论坛为中国船东创造了绝好的机会与来自全球各地的投资者探讨合作,同时指引大家如何在这艰难的市场条件下优化船舶管理水平以及通过调整业务来满足全球航运业的要求。

#### The majority of the speakers and panelists are experts and top decision makers from global organizations.

They come to Shanghai prepared to address critical topics of interest to the industry and to interact with high level executives from the shipping, shipbuilding and finance communities.

本届论坛邀请全球知名专家和航运企业高管作为主要演讲者,他们即将在上海为大家带来精彩的演讲,与本地航运企业高层主管积极 互动,探讨相关话题。 As such, attendees of the China Shipping Forum can expect a high level of rich industry information and unique networking opportunities with key maritime industry players, including influential members from the shipping, shipbuilding, investment banks financial leasing companies as well as global traders of major dry bulk and energy commodities in one event.

因此,本届论坛与会者不仅可以收获最新行业资讯,还可以与航运业知名专家见面探讨行业话题,他们都是来自航运业,造船业,租赁融资银行以及大型干散货、能源的全球贸易商的富有影响力的人物。

With a **20-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. Capital Link's core business is to facilitate access of shipping companies to the financial and investment communities in the US and Europe. Capital Link is a member of the Baltic Exchange and works with the majority of shipping companies listed on Stock Exchanges in the United States.

Capital Link在纽约、伦敦和雅典等全球行业中心举办大型投资和海事论坛有20多年的历史,每届论坛吸引了近千名与会者,在业界享有很高的知名度,我们的论坛吸引了来自航运、金融和投行等领域决策者的精英。Capital Link的核心业务是为美国和欧洲的金融和投资界提供专业渠道,同时,也是波罗的海交易所的成员,与美国证券交易所的上市航运企业保持着良好的合作关系。



New York · London · Athens · Oslo 纽约 伦敦 雅典 奥斯陆 www.capitallink.com



### For more information please contact 更多信息, 请联系:

leni Bej, New York, (212) 661-7566, ebej@capitallink.com 美国纽约 Nicolas Bornozis, New York, chinaforum@capitallink.com 美国纽约 China: 中国

Zhu Pei Pei: zhupeipei@singhai.com.sg/ +65 81810283/+86 13681962512 Sun Min Fang: sunminfang@singhai.com.sg/ +86 13661718793 Li Shuang: lishuang@singhai.com.sg/ +86 13942625704



# PLEASE NOTE THAT THERE IS SIMULTANEOUS TRANSLATION FROM ENGLISH TO CHINESE 届时会有中英同声传译

8:15 AM - 9:00 AM	5 AM - 9:00 AM REGISTRATION 嘉宾注册			
MORNING SESSION 上午议程				
8:55 AM - 9:00 AM	Welcome Remarks 致欢迎辞	Mr. Nicolas Bornozis, President - Capital Link, Inc. Nicolas Bornozis 先生(Capital Link 总裁)		
9:00 AM - 9:15 AM	Opening Remarks 开幕致辞	Mr. Zhang Ye, President - Shanghai Shipping Exchange 张页先生(上海航运交易所总裁)		
9:15 AM – 9:30 AM	Chinese Shipping & Global Finance 中国航运与全球金融	Mr. Huang You Fang, President – Shanghai Maritime University; President – China Institute of Navigation 黄有方先生 (上海海事大学校长; 中国航海学会会长)		
9:30 AM – 9:50 AM	The Global Economy & World Trade – Recent Developments & Outlook 全球经济和世界贸易发展与展望	Ms Tina Liu, Country Manager, China- Drewry Tina Liu 女士( Drewry中国区经理)		
9:50 AM – 10:05 AM	The Changing Landscape of Ship Finance – New Capital Providers – Closing the Funding Gap 航运金融的变化 – 新资本 提供者 – 关闭资金缺口	Ms. Amy He, Director, Vice President – CM International Financial Leasing Corp., Ltd. 何敏女士 (董事、副总裁,中民国际融资租赁股份有限公司)		
10:05 AM – 10:45 PM	The Availability of Finance for the Chinese Shipping Industry 中国航运业融资的可行性 This panel will discuss 小组探讨议题:  • Trends in the global bank finance market for shipping 全球银行金融市场的发展趋势  • The availability of bank financing by non-Chinese banks for Chinese owners 中国船东如何向非中资银行融资  • The availability of capital to Chinese leasing companies 中国租赁公司的融资选择	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)  Panelists 嘉宾:  Mr. Mario Béhé, Global Head of Ship & Offshore Drilling Finance - Credit Suisse AG  Mario Behe先生(瑞士信贷集团船舶和海上钻井融资部全球总监)  Mr. Christos Tsakonas, Regional Head of Asia, Corporate Bank Department - Shipping, Offshore & Logistics - DNB Asia Ltd Christos Tsakonas先生(DNB 亚洲有限公司航运、海工和物流集团银行部亚洲区总裁)  Mr. Aaron Sen, Head of Ship Finance Asia Pacific & Deputy Global Head of Ship Finance - Norddeutsche Landesbank Girozentrale (NORD/LB) Aaron Sen先生(德意志银行船舶金融亚太区总裁和全球船舶融资部副总裁)  Mr. Chih Keong Kwek, Senior Vice President, Head of Shipping, Offshore & Oil Services Chih Keong Kwek 先生(Nordea 海上及石油服务公司亚洲区高级副总裁)  Mr. Nils Kristian, Regional Head for Shipping Finance for Greater China - Standard Chartered Bank (Hong Kong) Limited Nils Kristian 先生(渣打银行香港公司中国区航运金融负责人)		

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10:45 AM – 11:05 AM	COFFEE BREAK 中场休息		
11:05 AM – 11:45 AM	Shipyards, Shipbuilding & Financing 船厂、造船及融资 This panel will discuss 小组探讨议题:  Trends in the shipbuilding sector in China & abroad China & abroad 中国境内外造船业的发展趋势  Availability of financing by several sources including State Export-Import Banks, Export Credit Insurance and commercial banks 如何通过国家进出口银行、出口信用保险和商业银行等不同渠道融资  Packaging shipbuilding, financing & ship employment to attract orders 造船、融资和船舶合同捆绑式订单服务	Moderator 主持人: Mr. Ji Woon Kim, Shareholder - Vedder Price Ji Woong Kim先生 ( Vedder Price 股东) Panelists 嘉宾:  Mr. Christopher Conway, Managing Director, Global Head of Risk – Shipping and Maritime Logistics - Citi Christopher Conway 先生 ( 花旗银行全球航运风险和海事物流部总裁 )  Ms.He Xin, Deputy Chief, Shipping Division-Exim Bank of China 何欣女士 ( 中国进出口银行航运部副主任 )  Mr.Hugh Williams, CEO & Chairman-Graig Shipping Group Hugh Williams先生(英国格雷格航运集团总裁)  Mr. David Lan, Senior Manager - ICBC David Lan先生 ( 中国工商银行高级经理 )  Ms.Ying Zeng, Division Chief for Shipping&Rail Transportation, Project Insurance Underwriting Department-Sinosure HO Zeng Ying女士 ( 航运与运输工程承保部处长)	
11:45 AM – 12:25 PM	Business & Financial Restructuring: Opportunities for a New Beginning 新机遇: 业务及金融重组  This presentation will discuss the process, pitfalls and benefits of restructuring for shipping companies and their equity and debt holders 本环节将会探讨航运企业及他们的权益 和债务持有人在重组过程中的流程、风险和权益	<ul> <li>Mr. Wing Tat Pan, Senior Associate – Reed Smith Hongkong 潘颖达先生 (Reed Smith香港公司高级律师) Ms.Han Deng, Senior Associate –Reed Smith New York 邓晗女士 (Reed Smith律师) Penelists 嘉宾: Mr James Tong, Regional Head of Global Shipping &amp; Logistics-Citi James Tong先生(花旗银行区域航运与物流总监)</li> <li>Mr Peter Illingworth, Managing Director, Head of Shipping Asia-Deutsche Bank Peter Illingworth 先生 (德意志银行航运部亚洲区董事长)</li> <li>Ms.Christina Zheng, Partner-EY Christina Zheng 女士 (安永会计师事务所合伙人)</li> <li>Mr Keng Mun Lee, Head of Shipping Asia-HSH Nordbank Keng Mun Lee先生 (德国北方银行有限公司(HSH Nordbank) 航运部亚洲区负责人)</li> </ul>	
12:25 PM – 1:05 PM	Raising Equity & Bond Capital for Shipping in the Global Capital Markets 如何在全球资本市场筹集股本和债券资本  This panel will discuss 小组讨论议题: Trends in the global equity & debt capital markets for shipping 全球航运权益和债务资本市场的趋势  Are global capital markets open to Chinese owners & leasing companies? 全球资本市场会对中国船东和租赁公司开放吗?  What type of company and deal can raise equity or debt capital in major markets outside China 什么类型的公司和交易能够在中国境外的大部分市场上提高股权或债务资本	<ul> <li>Moderator主持人:</li> <li>Mr. Jonathan Silver, Partner - Norton Rose Fulbright Jonathan Silver 先生(诺顿罗氏集团合伙人)</li> <li>Mr. David Johnson, Partner - Norton Rose Fulbright David Johnson 先生(诺顿罗氏集团合伙人)</li> <li>Panelists嘉宾:</li> <li>Mr. Arnold Wu, Co-head, Transportation Sector, Investment Banking Asia-Pacific-BNP PARIBAS Arnold Wu先生(法国巴黎银行亚洲金融投资部负责人)</li> <li>Mr. Joachim Skorge, Managing Director &amp; Regional Head-DNB Bank ASA Joachim Skorge先生(挪威银行亚洲区董事长)</li> <li>Mr. Rey Huang, Assistant General Manager, Head of Aviation, Offshore&amp; Shipping Finance, Minsheng Financial Leasing Co., Ltd Rey Huang先生(民生金融租赁有限公司航运租赁部总经理助理)</li> <li>Mr. Erik Strømsø, Head &amp; Managing Partner, Pareto Securities Asia Erik Stramsa( Pareto Securities 亚洲部总裁)</li> </ul>	

1:10 PM – 2:10 PM	NETWORKING LUNCHEON交流午宴				
	AFTERNOON SESSION下午议程				
	Private Equity & Alternative Financing for Chinese Owners and Projects	Moderator 主持人: Mrs. Madeline Leong, Partner - Watson Farley Williams Madeline Leong 女士 (Watson Farley Williams公司合伙人)			
	中国船东和项目的私募股权 投资及另类融资	Panelists 嘉宾: ■ Mr.Arthur Regan, Operating Partner-Apollo Advisors Arthur Regan先生(阿波罗顾问公司合伙人)			
2:20 PM – 3:00 PM	This panel will discuss 小组讨论议题:  •Private Equity Investing in Shipping: Trends and Developments; What investors are looking for; 航运私募股权投资:趋势和发展;投资者到底在寻求什么	<ul> <li>Ms. Ling Zhou, Deputy General Manager – China Merchant Bank Financial Leasing Co. Ltd. 周凌女士 (招银金融租赁公司副总经理)</li> </ul>			
		<ul> <li>Mr. Yang Changkun, Managing Director, Head of Shipping - ICBC Financial Leasing Co., Ltd.</li> <li>杨长昆先生(工银租赁金融事业部总经理)</li> </ul>			
	•Joint Venture & Private Equity Investing structures and key issues; 合资&私募股权投资结构和要素	<ul> <li>Mr. Arthur Regan, Operating Partner - Apollo Advisors</li> <li>Arthur Regan先生 ( Apollo Advisors公司营运部合伙人 )</li> </ul>			
	•Availability of capital from non-bank sources in China & abroad; hybrid investing between debt & equity structures	<ul> <li>Mr. Sean Durkin, President - Northern Fund Management America, LLC</li> <li>Sean Durkin先生(美国Northern Fund管理公司总裁)</li> </ul>			
	中国境内外非银行来源资金的可行性	• Mr. Philip Clausius, Managing Partner - Transport Capital Pte. Ltd. Philip Clausius先生 (Transport Capital 公司董事)			
		Mr. Rahul Kapoor, Director& Head - Drewry Maritime Equity Research Rahul Kapoor先生 ( Drewry 海事权益研究公司董事 )			
3:00 PM – 3:20 PM	Finding Opportunities After a Lost Decade - A Shipping Investors Perspective 从航运投资者的角度谈如何在市场 十年低迷后寻求机遇	<ul> <li>Value creation, returns analysis – Chinese vs Global Listed Shipping sectors</li> <li>创造价值,收益分析 —— 中国和全球上市航运企业对比</li> </ul>			
		<ul> <li>Where are the opportunities for Value creation for Investor in Chinese Maritime Listed equity</li> <li>在中国航运股票的投资中,投资者创造价值的机会在哪?</li> </ul>			
		<ul> <li>Preparing for an eventual market upturn -Segments likely to lead a rebound</li> <li>为市场回暖做准备 ——前景可观的行业介绍</li> </ul>			
3:20 PM – 3:40 PM	Does the Market Undervalue Chinese Built Vessels? 中国制船舶真的被市场低估了吗?	Mrs. Monika Krogulska, Head SE Asia and China - Vessels Value Monika Krogulska女士( Vessels Value公司东南亚和中国区负责人)			
3:40 PM - 4:00 PM	Optimizing Ship Management in Tough Market Conditions 如何在低迷的航运市场下 优化船舶管理	<ul> <li>Mr. Andreas Hadjipetrou, Managing Director-Columbia Shipmanagement         Andreas Hadjipetrou先生(哥仑比亚船舶管理集团董事长)     </li> <li>This presentation or panel to discuss trends in global ship management sector and what major industry players (banks, investors, charterers, insurers) are looking for in terms of operational standards &amp; quality.     </li> <li>本小组将探讨全球船舶管理公司的发展趋势及来自银行、投资者、承租人、</li> </ul>			
	_	本小组将採以至球船舶管理公司的发展趋势及来自银行、投资者、承租人、 保险公司等航运业领导者正在寻求的营运标准和质量			



4:00 PM – 4:20 PM	COFFEE BREAK 中场休息		
4:20 PM – 4:40PM	2016 Dry Bulk Outlook: Is The Bear Market Here to Stay? 2016干散货市场展望: 熊市还会继续吗?	Ms. Luciana Salles, Principal Trade Analyst, Research & Analytics Team - IHS Maritime & Trade Luciana Salles女士(IHS Maritime & Trade公司首席贸易分析师)	
4:40 PM – 5:00 PM	China & The Global Tanker Markets 中国和全球油轮市场	Mr. George P. Los, Head of Tanker Research - Charles R. Weber Co., Inc. George P.Los先生 (美国Charles R. Weber公司油轮研究部总监)	
5:00 PM – 5:50 PM	China, Chinese Shipping & Global Markets - The Shipowner Perspective 以船东的视角看中国及全球航运业	Moderator 主持人: Mr. Terence Zhao, President - Singhai Marine Services 赵玮先生(森海海事服务有限公司董事长) Panelists 嘉宾: Mr Zhu Mai Jin, General Manager-China Shipping Tanker Company Limited 朱迈进先生(中海油运总经理) Mr Marvin Zhang, Chief Financial Officer-China Shipping Container Lines Co.,Ltd 张铭文先生(中海集装箱总会计师) 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(荷兰Erasmus Shipinvest 集团总裁)  Mr. Xu Jun Feng, General Manager-Sinochem Shipping 许俊峰(上海中化船务公司总经理)  Mr. Yang Xian Xiang, CEO-SITC International Holdings (STIC) 杨现祥先生(海丰国际董事局副主席兼首席执行官)  A panel of major Chinese and non-Chinese owners who will discuss the role of China and Chinese shipping in the global markets 本小组将探讨中国船东在全球航运市场上所起的作用	
5:50 PM – 6: 00PM	CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD中国航运论坛杰出领袖奖颁奖礼  获奖者: Honoring  Mr. Yang Xian Xiang, CEO – SITC International Holdings 杨现祥先生(山东海丰国际集团董事局副主席兼首席执行官)		

6:00 PM - 7:00 PM

#### COCKTAIL RECEPTION 鸡尾酒

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# About Capital Link 公司简介

With a 20- year track record, Capital Link is a premiere advisory and investor relations firm focusing on global shipping. Capital Link assists private and publicly listed companies reach out to the investment and financial community in the United States and Europe. Capitalizing on its industry knowledge, Capital Link organizes annually twelve large scale investment and maritime conferences in major industry centers such as New York, London and Athens attracting 1000+ delegates.

Capital Link 中文意译资本链接,成立于1996年,由 Nicolas Bornozis创立,是专业从事航运融资服务的 美国公司,为众多船东企业提供咨询服务, 通过举办大型航运金融论坛, 为投资者与船东之间建立渠道, Capital Link在纽约、伦敦、雅典和奥斯陆举办大型投资海事论坛已有20多年的历史,每届论坛吸引了近千名与会者,在业界享有很高的知名度。参加论坛的有全球知名金融机构和银行,德国交通信贷银行, 瑞士信贷银行,花旗银行,渣打银行,美国Northern Fund管理公司, DNB亚洲有限公司, 法国巴黎银行等。













## CAPITAL LINK SHIPPING AWARDS HONORING GLOBAL LEADERS IN THE SHIPPING SPACE

#### CAPITAL LINK SHIPPING LEADERSHIP AWARD -NEW YORK

**2014:** Dagfinn Lunde,Former CEO & Industry Headof Shipping & Offshore Division–DVB Bank & former Chairman–INTERTANKO

2015: Michael Parker, Global Head of Shipping-Citi

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





#### **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



#### CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD -SHANGHAI

2016: Yang Xian Xiang, CEO-SITC International Holdings



#### CAPITAL LINK MARITUME CSR LEADERSHIP AWARD- LONDON

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

**2014:** Efthimios Mitropoulos, Chairman Emeritus—International Maritime

Organization(IMO) & Chairman–Maria Tsakos Foundation

2015: Nikolas Tsakos, Chairman-INTERTANKO

2016: Jeremy Penn, Chief Executive-The Baltic Exchange



### **Morning Session**



Mr Nicolas Bornozis
President, Capital Link



Mr Zhang Ye
President,
Shanghai Shipping
Exchange



Mr Huang You Fang
President, Shanghai
Maritime University



Ms Tina Liu Country Manager, China-Drewry



Ms Amy He
Director, Vice President-CM
International Financial Leasing



Mr Conor Warde Partner-Clyde & Co



Mr Mario Behe
Global Head of Ship&Offshore
Drilling Finance-Credit
Suisse AG



Mr Christos Tsakonas
Regional Head of Asia,
Corporate Bank
Department-Shipping,
Offshore&Logistics-DNB
Asia Ltd



Mr Aaron Sen Head of Ship Finance Asia Pacific & Deputy Global Head of Ship Finance – NORD/LB



Mr Chih Keong Kwek
Senior Vice President, Head of
shipping, offshore&oil
services, Asia-Nordea-Shipping
Offshore&Oil Services



Mr Nils Kristian

Regional Head
for Shipping Finance
for Greater China Standard Chartered
Bank (Hong Kong) Limited



Mr Ji Woon Kim Shareholder-Vedder Price

### **Morning Session**



Mr Christopher Conway

Managing Director, Global Head of Shipping & Offshore for Export Agency Finance -Citi



Ms He Xin

Deputy Chief, Shipping Division-Exim Bank of China



Mr Hugh Williams

CEO & Chairman-Graig Shipping Group



Mr David Lan

Senior Manager- ICBC



Ms Zeng Ying

Division Chief for Shipping & Rail Transportation. Project Insurance Underwriting Department-Sinosure HO



Mr Wing Tat Pan

Senior Associate – Reed Smith Hongkong



Mr James Tong

Regional Head of Global Shipping& Logistics-Citi



Mr Peter Illingworth

Managing Director, Head of Shipping Asia-Deutsche Bank



Ms Christina Zheng

Partner- EY



Mr. Keng Mun Lee

Head of Shipping Asia-HSH Nordbank



Mr Jonathan Silver

Partner-Norton Rose Fulbright



Mr David Johnson

Partner-Norton Rose Fulbright

## Morning Session



Ms Han Deng
Senior Associate
Reed Smith New York



Mr Arnold Wwu Head of Shipping &Offshore Finance, Asia



Mr Joachim Skorge Managing Director & Regional Head-DNB Bank ASA



Mr Rey Huang
Assistant General Manager,
Head of Offshore
Funding-Minsheng
Financial Leasing Co.,Ltd



Mr Erik Stromso

Head & Managing
Partner-Pareto
Securities Asia

### Afternoon Session



Partner-Watson Farley Williams



Ms.Madeline Leong Mr Yang Chang Kun Head of Shipping-ICBC Financial Leasing Co.,Ltd



Mr Arthur Regan Operating Partner-Apollo Advisors



Ms Zhou Ling Deputy General Manager, China Merchant Bank Financial Leasing



Mr Sean Durkin President, Northern Fund Management America



Mr Philip Clausius Managing Director -Transport Capital



Mr Rahul Kapoor Ms Monika Krogulska Director&Head, Drewry Maritime Euity Research



Head SE Asia and China-Vessel Value



Mr Andreas Hadjipetrou Managing Director-Columbia Shipmanagement



Ms Luciana Salles Principal Trade Analyst, Research & Analytics Team-HIS Maritime & Trade



Mr George Los Head of Tanker Research -Charles R Weber Go., Inc.



Mr Terence Zhao Wei Managing Director-Singhai Marine Services

### Afternoon Session



Ms Monika Krogulska Head SE Asia and China-Vessel Value



Mr Andreas Hadjipetrou Managing Director-Columbia Shipmanagement



Ms Luciana Salles Principal Trade Analyst, Research & Analytics
Team-HIS Maritime & Trade



Mr George Los Head of Tanker Research -Charles R Weber Go..Inc.



Mr Zhu Mai Jin General Manager-China Shipping Tanker Company



CFO-China Shipping Container Lines



Mr Zhang Ming Wen Mr Chih-Chien Hsu Chairman-Courage Marine Group



Mr John Su Group President&CEO-Erasmus Shipingvest Group



Mr Xu Jun Feng General Manager-Sinochem Shipping



Mr Yang Xian Xiang CEO-SITC International Holdings(SITC)