



PRESS RELEASE

“CAPITAL LINK HONG KONG MARITIME FORUM”

Monday, November 18, 2019

Hong Kong Convention and Exhibition Centre, Level 2, Hong Kong

December 9, 2019

In cooperation with the **Hong Kong Government**, Capital Link is honored to have organized a forum that opened the **Hong Kong Maritime Week (HKMW)**. The **“Capital Link Hong Kong Maritime Forum”** took place with huge success attracting well over 300 participants, in conjunction with and immediately after the **Opening Ceremony** of the **HKMW**, on **Monday, November 18, 2019** at the **Hong Kong Convention and Exhibition Centre, Level 2**. The event was also organized in cooperation with **Invest HK**.

Mr. Frank Chan Fan, JP, Secretary for Transport and Housing - The Government of the Hong Kong Special Administrative Region; Chairman - Hong Kong Maritime and Port Board, honored the Forum with his presence and delivered the keynote opening address.

Mr. Frank Chan Fan, JP, was introduced by **Mr. Nicolas Bornozis, President – Capital Link**.

Mr. Frank Chan Fan, JP, Secretary for Transport and Housing - The Government of the Hong Kong Special Administrative Region; Chairman - Hong Kong Maritime and Port Board, in his speech he stated:

“Welcome to the Hong Kong Maritime Week 2019! We are pleased to collaborate with Capital Link in staging its inaugural maritime forum in Hong Kong.

Since 2016, the Hong Kong Maritime Week has become an annual signature event of the maritime community. With the staunch support of the industry and partners, about 50 activities will be staged by local and overseas industry organisations and professional associations this year. The activities are multifarious, ranging from business-oriented events like international conferences, forums and seminars, corporate activities, to more light-hearted activities such as visits, competitions, exhibitions and family fun day.

The Maritime Week signifies the Government’s firm commitment to the continued development of the maritime and port sector, amidst the internal and external challenges Hong Kong is facing. Every Member of the Hong Kong Maritime and Port Board and I have been working ceaselessly with the mission to strengthen Hong Kong’s position as a leading international maritime centre. We are taking forward a broad range of initiatives in full swing. These include tax concession for ship leasing business and facilitating measures for maritime dispute resolution services in Hong Kong; setting up of regional Desks of the Hong Kong Shipping Registry to enhance support to ship owners; and injection of \$200 million into the Maritime and Aviation Training Fund to nurture talents.

With our robust foundation in maritime services and the boost from policy measures, there is every reason for us to be optimistic. On this note, we are delighted to have two breakthroughs this year – the setting up of the International Chamber of Shipping’s first-ever Asian office in Hong Kong as well as the Baltic and International Maritime Council’s decision to include Hong Kong as the fourth seat of arbitration in its Dispute Resolution Clause. This truly reaffirms Hong Kong’s global standing in maritime industry.

I hope all of you will benefit from the Hong Kong Maritime Week 2019.”

Mr. Nicolas Bornozis, President – **Capital Link**, in his speech he stated: “We are honored that Capital Link’s inaugural Hong Kong Maritime Forum kicks off the fourth Hong Kong Maritime Week (HKMW) which aims to solidify the role of Hong Kong as a renowned international maritime center. There are several initiatives under way aiming to reinforce Hong Kong’s position as a major hub for the global shipping industry, which will be highlighted during the Forum and the HKMW.

Capital Link's Hong Kong Maritime Forum will discuss hot topics of critical significance for the industry and for Hong Kong, featuring industry leaders from the global and the Hong Kong maritime communities. A number of global industry leaders are coming to Hong Kong for this Forum and the HKMW to exchange views, discuss and debate with their Hong Kong counterparts.

The Forum will provide an overview of the developments and outlook of the various shipping markets and will discuss topics on the Greater Bay Area, the challenges of technology and the environmental regulations, the changing landscape in finance and capital markets, the significance of seafarers welfare & training, and will conclude with two high level panel discussions on the future direction of the industry.

Our Hong Kong event is organized in Cooperation with the Hong Kong Maritime and Port Board and InvestHK. We would like to express our sincere thanks to them for their effective support and cooperation in putting this event together. Our particular thanks to **Mr Frank Chan Fan, JP, Secretary for Transport and Housing - The Government of the Hong Kong Special Administrative Region and Chairman - Hong Kong Maritime and Port Board** for the honor to provide the Opening Keynote Remarks for our Forum and the Hong Kong Maritime Week.

We would also 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.”

INDUSTRY PANEL & PRESENTATION TOPICS

GREEN SHIPPING - SAFETY & SUSTAINABILITY - ESG RATINGS

Not Even the Gods Fight Necessity (Simonides, 139 BC)

2020 marks the beginning of a new era, as the IMO low sulfur regulations kick in and we also start the longer journey towards decarbonization. National and international regulators, shipowners, charterers, fuel producers, insurers, classifications societies and more, need to cooperate and set the tone towards achieving sustainable long-term solutions. Charterers, financiers and investors pay increasing attention to Environmental, Social and Governance (ESG) issues in their decision-making process. The panel brought together the viewpoint of major stakeholders and discussed options and strategies to achieve a common framework overcoming the complexities involved.

Moderator: Mr. Nick Brown, Communications Director - **Bureau Veritas Marine & Offshore**

Panelists:

- **Mr. Mark Cameron**, Executive V.P & COO - **Ardmore Shipping**
- **Mr. James Tong**, Managing Director, Head, Asia Pacific & Japan, Global Shipping & Logistics, Head of Diversified Industrials China – **Citi**
- **Mr. Michael Fitzgerald**, Deputy Chief Financial Officer – **Orient Overseas Container Line**
- **Mr. Alex Slee**, Deputy CEO – **Taylor Maritime**

WHERE WE ARE IN THE SHIPPING CYCLE TODAY

Section remarks: Mr. Martin Stopford, Non-Executive President - **Clarkson Research Services Limited**

SHIPMANAGEMENT – WHAT’S NEXT

Cost control & economies of scale, safety & security, human resources management, technological innovation, digitalization, new regulations, capital expenditures & efficient allocation of capital, are among the challenges the industry faces. Are these better handled through a third-party manager or through in-house operations? A discussion among leading third-party ship managers and shipping companies with in-house management on how they are handling today’s challenges and they prepare for the future.

Moderator: Mr. Benjamin Wong, Head of Transport & Industrial – InvestHK

Panelists:

- **Mr. Bjorn Hojgaard**, CEO - Anglo-Eastern Univan Group; Deputy Chairman – **The Hong Kong Shipowners Association**
- **Mr. Angad Banga**, Chief Operating Officer - **Caravel Group / Fleet Management Ltd.**
- **Mr. Rajesh Unni**, Founder & CEO - **Synergy Marine Group**
- **Captain Zhou**, COO - **Wah Kwong Maritime Transport Holdings**
- **Mr. Frank J Coles LLM FNI**, Chief Executive Officer – **Wallem Group**

HONG KONG AS A GLOBAL MARITIME HUB

The section remarks were delivered by **Mr. Bjorn Hojgaard**, CEO - **Anglo-Eastern Univan Group**; Deputy Chairman – **The Hong Kong Shipowners Association**

Interviewed by:

Mr. Nicolas Bornozis, President – **Capital Link**

Mr. Terence Zhao Wei, Founder & Managing Director – **Singhai Marine Services**

SEAFARERS CAREERS, WELFARE, EDUCATION & TRAINING – THE VISION, MISSION AND PRIORITIES OF SEAFARERS' UNIONS IN HONG KONG MARITIME INDUSTRY DEVELOPMENT

Access to a high-quality pool of seafarers has been a critical issue for the maritime industry. The panel discussed not only how to maintain the quality of the existing seafarers but also how to promote the seafaring career to the new generation.

Introductory remarks: Captain T.T. Chung, General Secretary of **Merchant Navy Officers' Guild – Hong Kong**; ITF Fair Practice Committee and FPC Steering Group Member

Panel Discussion:

Moderator: Mr. Jason Lam, Inspector – **ITF**; Assistant Head – **ITF FOC Campaign Office**

Panelists:

- **Ms. Kitty Chan**, Administrator – **Merchant Navy Officers' Guild – Hong Kong**
- **Mr. Leon Lai**, (Chief Officer) Executive Council Member – **Amalgamated Union of Seafarers, Hong Kong**
- **Ms. Doris Sin**, Assistant Head – **ITF FOC Campaign Office**, Secretary – **HKISSC**

THE CHANGING LANDSCAPE OF BANK FINANCE AS THE MAIN CAPITAL PROVIDER TO SHIPPING

Options available to shipowners from traditional banks – global and specialized banks, new entrants, leasing, alternative finance. The Effect of the New Hong Kong Tax Law on Leasing and Shipping

Moderator: Mr. Edward Liu, Legal Director - **Hill Dickinson**

Panelists:

- **Mr. Eric Yang**, Head of Shipping Finance - **AVIC International Leasing Co., Ltd.**
- **Mr. Shreyas Chipalkatty**, Global Head of Shipping - **Citi**
- **Mr. Bill Guo**, Executive Director – **ICBC Financial Leasing**
- **Mr. Peter Schulz**, Chief Financial Officer - **Pacific Basin Shipping Ltd.**

CAPITAL MARKETS & SHIPPING

What types of capital shipping companies can raise – debt, equity, structured finance – and where. Options, relative costs and advantages / disadvantages.

Moderator: Mr. Christoforos Bisbikos, Partner - **Watson Farley & Williams**

Panelists:

- **Mr. Joachim Jaeger Skorge**, Managing Director and Regional Head of Asia-Pacific, Investment Banking – **DNB Markets, Inc.**
- **Mr. Peter Wessel-Aas**, Vice President of Investment Banking – **Fearnley Securities**
- **Mr. David Palmer**, Advisor – **Langton Shipping Ltd**
- **Mr. Erivind Aas**, Partner, Investment Banking – **Pareto Securities**

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DOES PRIVATE EQUITY & ALTERNATIVE FINANCE HAVE A ROLE IN SHIPPING TODAY?

Is Private Equity an opportunistic short-term or a strategic long-term investor in shipping? Is there still appetite for shipping investments? What types of projects and deals attract Private Equity investments. Entry and exit strategies. On the other hand, several new platforms are ready to provide debt financing. AF is becoming a bigger source of capital and is open not just to bigger companies but also to smaller and mid-sized owners, who represent a big portion of the industry

Moderator: Mr. Jonathan Silver, Partner – Maples Group

Panelists:

- **Mr. Andrew Hampson, Managing Director – Tufton Asset Backed Investment (ABI) Group**
- **Mr. Jack Sun, Managing Partner – SinoEnergy Capital**
- **Mr. Ali Ben Lmadani, CEO – ABL Corporation**
- **Mr. Alex Ponomarev, Director Business Development – GTLK Europe DAC**

THE FUTURE OF THE INDUSTRY & INDUSTRY PREPAREDNESS & INITIATIVES

A Roundtable discussion among leaders from various aspects of the industry. The panel discussed the evolution of the shipping industry, the main industry drivers, opportunities and challenges across the board – finance, technology, regulations, geopolitics and more. It also discussed initiatives undertaken by companies and industry organizations to support and steer the industry to its next phase of development.

Moderator: Mr. Norbert Kray, Regional Manager for Greater China – DNV-GL

Panelists:

- **Mr. Peter Cremers, Vice-President – BIMCO; Executive Chairman – Anglo-Eastern Group**
- **Mr. Martin Stopford, Non-Executive President – Clarkson Research Services Limited**
- **Mr. Andreas Nordseth, Director General – Danish Maritime Authority**

SHIPOWNERS PANEL – PUTTING IT ALL TOGETHER

Leading HK & International Shipowners discussed opportunities and challenges for the shipping industry focusing shipping markets outlook, energy and commodity flows, investment opportunities, access to capital, operational and regulatory challenges and more.

Moderator: Mr. Nick Sansom, Chief Business Development Officer - Bermuda Shipping and Maritime Authority

Panelists:

- **Mr. Yongxin Wang, President – China Merchants Energy Shipping Co., Ltd**
- **Mr. Mats Berglund, CEO/Executive Director – Pacific Basin Shipping Ltd.**
- **Mr. Bing Chen, CEO – Seaspan**
- **Mr. Jack Hsu, CEO – Oak Maritime (Hong Kong) Inc Limited**
- **Mr. Hing Chao, Executive Chairman – Wah Kwong Maritime Transport Holdings**

PARTICIPATING COMPANIES & ORGANISATIONS

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SUPPORTING ORGANIZATIONS: Hong Kong Shipowners Association

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ORGANIZERS

Founded in 1995, Capital Link is a New York based investor relations, financial communications and advisory firm with a strategic focus on the maritime, commodities and energy sectors, MLPs, as well as Closed-End Funds and ETFs. Based in New York City, Capital Link has presence in London, Athens & Oslo. Capital Link is a member of the Baltic Exchange and works very closely with the New York Stock Exchange, NASDAQ and the London Stock Exchange as well as with major international and supranational organizations and industry associations in the areas of the firm's strategic concentration.

Our proactive approach, which integrates **Investor Relations, Information Technology and Media**, enhances awareness and branding for our clients through tailored outreach programs targeting analysts, institutional and individual investors and the financial media complemented by extensive and uniquely powerful marketing platforms. **Capital Link offers a full suite of services including strategic and corporate advisory, investor relations, media relations, public and industry relations and the organization of corporate events. Capital Link is also known for the organization of large scale, high quality Investment Forums** focusing on maritime transportation and U.S. investment products in key industry centers, such as **New York, London, Athens, Limassol, Shanghai, Singapore, Tokyo and as of this year in Hong Kong.** We organize fourteen conferences annually, of which ten are focused on the maritime sector. **The Capital Link Investment Forums** feature industry leaders and draw the elite of the global financial and investment communities. The **Capital Link brand** is widely-recognized and valued worldwide by participants in these communities for combining rich informational and educational content with as well as superior networking opportunities. In addition to conferences, **Capital Link organizes Webinars** focusing on investment strategies, sectors, critical topics of interest to the investment community and company presentations. Capital Link's **global marketing platform** enhances the visibility and reach of these events on a global scale that lasts well beyond the date on which each event is held, becoming a continuous reference point for market participants.

Capital Link's efforts have been recognized by the 2011 Lloyds's List Greek Shipping Awards, in 2012 and 2013 by the InterContinental Finance Magazine and in 2016 by the Wealth & Finance Magazine, Also, by the International Propeller Club of the United States and AHI-American Hellenic Institute.