

Forum on the Development of Shipping-related Financial and Insurance Services in Hong Kong

Being both international financial centre and international maritime business centre, Hong Kong is in a uniquely advantageous position to drive shipping-related financial and insurance services. To explore and further develop the business opportunities in the maritime sector, the Financial Services Development Council and the Hong Kong Maritime and Port Board will join hands to organise a workshop. This will serve as a platform for maritime and financial experts to share views and insights on measures to grasp and leverage such opportunities.

- Date: 24 November 2017 (Friday)
Time: 3:00 p.m. – 6:00 p.m.
Venue: Auditorium, Hong Kong Monetary Authority
56/F, Two International Financial Centre, Central
- Organisers: Financial Services Development Council
Hong Kong Maritime and Port Board
- Supporting Organisations: Hong Kong Shipowners Association
Hong Kong Federation of Insurers

*For participants of **other events of ALMC and HKMW** –
Shuttle bus will be available to take participants to the Forum venue.
Departure Time: **2:40 pm**
from Hong Kong Convention & Exhibition Centre*



Time	Tentative Programme
15:00	<p>Welcoming Address Theme : Development of Finance-based Maritime Services in Hong Kong</p> <p><i>Dr Raymond So Wai-man BBS JP, Under Secretary for Transport and Housing, HKSAR Government</i></p>
15:10	<p>Panel Discussion</p> <p><i>Theme:</i> Hong Kong's Maritime Leasing Industry: Issues, Challenges, and Opportunities</p> <p><i>Moderator:</i></p> <p><i>Mrs Florence Yip, Asia Pacific Tax Leader, Financial Services, Asset & Wealth Management, PricewaterhouseCoopers Ltd.</i></p> <p><i>Panellists:</i></p> <ol style="list-style-type: none">(1) <i>Mr Kenneth Lam, Chairman & CEO, Credit Agricole Asia Shipping Limited;</i>(2) <i>Mr Alastair Macaulay, Advisor, SinoEnergy Capital Holdings Limited;</i>(3) <i>Mr Li Xue Qiang, Vice President, COSCO Shipping Financial Holdings Company Ltd.; and</i>(4) <i>Mr Clarence Leung, Partner, Asset Finance and Leasing Service, Tax Services, PricewaterhouseCoopers Ltd.</i>
16:10	Coffee Break with Refreshment

16:30	<p>Panel Discussion</p> <p><i>Theme :</i> Tomorrow, Today and Yesterday</p> <p><i>Moderator:</i></p> <p>Ms Winnie Wong, Chief Executive Officer, Asia Insurance Co. Ltd.</p> <p><i>Panellists:</i></p> <p>(1) Mr Simon Lam, Executive Director (General Business), Insurance Authority</p> <p>(2) Mr Timothy Lee, Senior Underwriter - Hull & Yacht, Marine & Aviation, MS Amlin Asia Pacific Pte Ltd.</p> <p>(3) Mr Jonathan Lloyd Jones, Managing Director, JLJ Maritime HK Ltd.</p> <p>(4) To be confirmed</p>
17:30	<p>Closing Remarks</p> <p>Mr Joseph H. L. Chan, Under Secretary for Financial Services and the Treasury, HKSAR Government</p>
17:40	<p>Networking Cocktail</p>
18:00	<p>End of Programme</p>

Speakers:

Welcoming Address



Dr Raymond So Wai-man BBS JP

*Under Secretary for Transport and Housing
HKSAR Government*

Dr So was the Dean of School of Continuing Education, Hong Kong Baptist University before joining the Transport and Housing Bureau. Prior to that, he worked at The Chinese University of Hong Kong and Hang Seng Management College, responsible for teaching, research and academic administration. Dr So had also served in various public services; and was a non-official member of different committees of the Hong Kong Housing Authority from 2007 to March 2017.

Panel Discussion

Hong Kong's Maritime Leasing Industry: Issues, Challenges, and Opportunities



Mrs Florence Yip

Asia Pacific Tax Leader

Financial Services, Asset & Wealth Management

PricewaterhouseCoopers Ltd.

Mrs Yip is Asia Pacific Tax Leader of Financial Services, and Asset & Wealth Management.

She has been appointed as member of the Financial Services Development Council (FSDC) of the Hong Kong Special Administrative Region (2013-2019). She is also the Convenor of the New Business Committee of the FSDC.

She has acted as tax advisor to IPOs and M&A involving banks, insurance companies and fund managers. She works closely with the industry, the banking and other regulators and the Hong Kong Government as well as the Mainland authorities and regulators to uplift Hong Kong as a key Financial Centre of China and “Super Connector” for the Belt and Road Initiative.

Mrs Yip is a member of the Institute of Chartered Accountants in England and Wales, the Chartered Institute of Taxation (U.K.), the Hong Kong Institute of Certified Public Accountants, the Taxation Institute of Hong Kong, and a registered accountant in Macau.

She graduated from Imperial College, UK, with a degree in Computer Science.



Mr Kenneth Lam

Chairman & CEO

Credit Agricole Asia Shipping Limited

Mr Lam is a Managing Director and the Head of Shipping and Offshore in Asia at Credit Agricole Corporate and Investment Bank (CA-CIB). He is also the Chairman and CEO of Credit Agricole Asia Shipfinance Ltd., a wholly owned subsidiary of CA-CIB fully dedicated to providing a full range of financial and advisory services to the shipping industry.

Mr Lam joined the merchant banking division of Banque Indosuez in 1990 and co-founded Indosuez Asia Shipfinance Services Ltd. in 1993. Indosuez was later merged into the Credit Agricole Group and Mr Lam remains to be a shipping finance specialist under CA-CIB's Structured Finance Division throughout his career.

Mr Lam graduated from the Amherst College, Massachusetts, USA with a B.A. degree with honors in Philosophy and Economics.

Mr Lam currently serves in the Maritime Leasing and Financing Working Group of the Financial Services Development Council.



Mr Alastair Macaulay

Advisor

SinoEnergy Capital Holdings Limited

Mr Macaulay has over 30 years' experience working in Hong Kong as a commercial lawyer specialising in maritime projects and finance, latterly as partner in charge of the Maritime and Offshore practice group at international law firm, Clifford Chance. He has worked with most international banks and financial institutions engaged in ship finance using asset based lending, leasing structures, capital markets, project finance and ECA co-financing. During his career, Mr Macaulay has seen the emergence of Chinese banks and leasing companies as major forces in the ship finance market and has been instrumental in developing many of the structures commonly used by them today.

As a former Vice-Chairman of the Hong Kong Shipowners Association and member of the Maritime Industry Council, Mr Macaulay has been closely involved in the development of the Hong Kong Shipping Register and other initiatives to enhance Hong Kong's position as a leading international maritime centre.



Mr Li Xue Qiang

Vice President

COSCO Shipping Financial Holdings Company Ltd.

Mr Li, born in 1960, started his career in September 1983. He is currently the Vice President of COSCO Shipping Financial Holding Company Ltd. He served as an engineer and a chief engineer of Shanghai Maritime (Group) Company, Deputy Director of the Technical Department in Shanghai Maritime (Group), Vice General Manager of Shanghai Hai Xing Container Shipping Company as well as China Shipping Container Lines Co. Ltd., General Manager of the Enterprise Management Department and the Strategic Development Department in China Shipping (Group) Company, and Vice President of China Shipping Hong Kong (Holdings) Co., Ltd.

Mr Li has over 30 years' experience in the shipping industry, in particular in safety technical management, strategic enterprise management, vessel leasing management as well as container transport management.

Mr. Li graduated from the Shanghai Maritime University, majoring in international law. He holds a master's degree in law and is a professor-level senior engineer.



Mr Clarence Leung

Partner

*Asset Finance and Leasing Service, Tax Services
PricewaterhouseCoopers Ltd.*

Mr Leung specialises in asset finance and leasing, involving a wide range of assets including telecommunication assets, transportation, and plant and machinery. He has over 18 years of experience in the industry, more than three of which were spent working in the asset finance and leasing department of a multinational investment bank in the UK. He has advised on various shipping related transactions, including acquisition and disposal of leasing portfolios, tax restructuring and reorganisations of groups.

Before relocating to Hong Kong, Mr Leung was a member of asset finance & leasing team in PwC UK and Europe. He co-authored Tolley's Leasing in the UK as well as Tolley's International Leasing. He is a member of the Institute of Chartered Accountants in England and Wales. He is a frequent speaker on various asset finance & leasing and securitisation seminars.

Panel Discussion

Tomorrow, Today and Yesterday



Ms Winnie Wong

MBA, BA (Hons), FCII, ARM, Chartered Insurer

Chief Executive Officer

Asia Insurance Co. Ltd.

Ms Wong is the CEO of Asia Insurance Company Limited (the largest general insurance company in Hong Kong in terms of underwriting profit in 2016) since September 12, 2016. Prior to Asia Insurance, she was the CEO of Aon Risk Solutions Hong Kong and has over 20 years' experience in Insurance and Risk Management Consulting.

Before Aon, Ms Wong was Assistant General Manager at Royal & Sun Alliance Insurance Hong Kong. She started her career as Group Management Trainee at Swire Pacific Group, where she achieved several career advancements in the Group's insurance division and the Risk Management Department of Cathay Pacific Airways Limited.

Community Services:

• Appointed by the HKSAR as:

- Council member of the Financial Services Development Council (FSDC) (2017-2019)
- Member of the Mandatory Provident Fund Schemes Advisory Committee (2017-2019)
- Member of the Higher Rights Assessment Board (2016-2019)
- Member of the Steering Committee of Financial Services Branch, Financial Services and the Treasury Bureau (FSTB) on the Pilot Program to Enhance Talent Training for the Insurance Sector (2016-2017)
- Member of the New Business Committee of the FSDC (2015-2017)
- Member of the Insurance Advisory Committee (2014-2016)

	<ul style="list-style-type: none">• Councilor of Motor Insurers' Bureau of Hong Kong• Councilor of Employees Compensation Insurer Insolvency Bureau• Member of The Zonta Club Of New Territories• Director of The Alumni Association of Shaw College of CUHK• Member of the MBA Alumni Advisory Board of HKUST• President of the Hong Kong Insurers Club Limited in 2008• Chairperson of the Fire Insurance Association in Hong Kong in 2003 <p>Professional Qualifications:</p> <ul style="list-style-type: none">• Chartered Insurance Practitioner and fellow member (FCII) of the Chartered Insurance Institute (UK)• Associate in Risk Management (ARM) of the Insurance Institute of America• MBA International Management Development Program at UCLA• MBA graduate from The Hong Kong University of Science and Technology (HKUST)• BA (Hons) graduate from The Chinese University of Hong Kong (CUHK)
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Mr Simon Lam
Executive Director (General Business)
Insurance Authority

Mr Lam started his insurance career in Hong Kong in 1984. He has extensive Asia regional experience in the insurance and reinsurance industry with wide business and operation exposure in the Hong Kong, Mainland China, Vietnam and Thailand insurance markets. Prior to joining the Insurance Authority, he was the Chief Operating Officer for Asia Pacific of an international insurance company.



Mr Timothy Lee

*Senior Underwriter - Hull & Yacht, Marine & Aviation
MS Amlin Asia Pacific Pte Ltd.*

Mr Lee has over 25 years' experience in Marine Insurance. He started as a management trainee in the World-Wide Shipping Group, the largest private shipowner in Hong Kong.

Mr Lee was then appointed as the Director of Marine & Logistics of Aon Hong Kong Limited from 1990 to 2010, running the Marine & Logistics broking team. After that, he worked in XL Catlin, Hong Kong as the Marine Underwriter from 2010 to 2017.

Since May 2017, Mr Lee has joined MS Amlin Asia Pacific Pte Ltd. as the Senior Underwriter of Hull & Yacht, Marine & Aviation, responsible for underwriting marine hull & yacht risks, managing a profitable marine portfolio and developing marine business and as marine resource for North Asia region including China, Hong Kong, Taiwan and South Korea.

Achievements:

- Various seminars were given to H.K. Shippers Council, Productivity Council, Vocational Training Council and Trade Development Council
- Co-author of "Logistics Law and Insurance FAQ" published by H.K. Shippers Council
- Executive Committee of Marine Insurance Club, H.K
- Executive Committee of Marine Insurance Association, a sub-committee of H.K. Federation of Insurers
- Ocean Hull Committee Member representing H.K., International Union of Marine Insurance (IUMI)
- Organizing Committee Member for IUMI 2014 Hong Kong Conference
- Project Team Leader of Marine Insurance for Financial Service Development Council (FSDC) of H.K



Mr Jonathan Lloyd Jones

Managing Director

JLJ Maritime HK Ltd.

Mr Jones started his career in marine insurance 40 years ago when he joined P.W. Hardy & Others, a Marine Syndicate at Lloyd's. He supported the formation of the Asian Marine Consortium in Hong Kong, at the request of the Asian Shipowners Forum. He also strongly supported and was instrumental in the establishment of the Korea P&I Association; created the Lloyd's Officer Cadet Scholarship which then transferred into Maritime London Officer Cadet Scholarship, the largest such scheme in the world; and successfully led the team that created the first P&I facility in the Lloyd's Market building up a portfolio of 12m GT. Mr Jones has written and published various articles in shipping magazines and newspapers, and spoken at numerous conferences around the world.



Mr Joseph H. L. Chan

*Under Secretary for Financial Services and the Treasury
HKSAR Government*

Mr Chan was appointed the Under Secretary for Financial Services and the Treasury on 16 August 2017.

Mr Chan has many years of senior executive experience in the banking industry. He was a Managing Director in the Global Markets Division of Credit Agricole Corporate & Investment Bank, and was a Managing Director in Financial Markets of Standard Chartered Bank.

Prior to joining the Government, Mr Chan held multiple roles in a number of public and professional bodies, including Vice President of the Hong Kong Society of Financial Analysts, Director of Hong Kong Securities & Investment Institute, Advisor of the Chinese Gold & Silver Exchange Society, as well as a General Committee member of the Hong Kong General Chamber of Commerce. Mr Chan was also a member of the Central & Western District Council.

Mr Chan holds a Bachelor of Arts in Economics (Hon) and Psychology from the University of Michigan, USA. He is also a Chartered Financial Analyst.