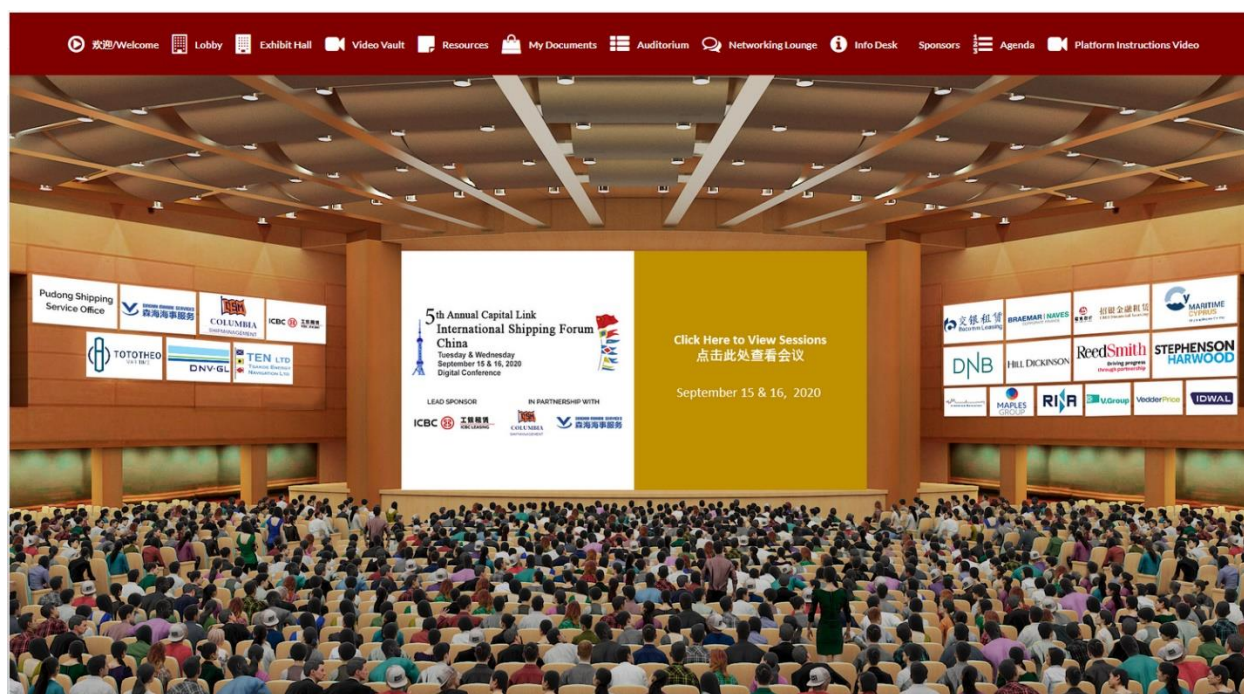


5th Annual Capital Link International Shipping Forum, China Digital Conference 15 to 16 September 2020

The 5th Annual Capital Link International Shipping Forum, China was successfully conducted despite the world battling the Coronavirus pandemic. This year, the concept of the Forum was changed from the traditional attendance-in-person format to that of a digital conference in support of and compliance with safety measures imposed by various governments to manage and control the spread of Covid-19. Despite the change in format, the 5th Annual Capital Link International Shipping Forum, China, continue to offer the highlights of previous physical conferences such as a wide range of industry participants, exhibition by industry players, and networking lounges for participants to interact with the speakers, shipping industry executives such as owners, commercial and investment bankers, investors and analysts.

As co-host of the event, Singhai Marine Services had worked closely with Capital Link and the Shanghai Pudong New Area Commission of Commerce for the past few months to ensure that we can continue the tradition of having an annual Capital Link International Shipping Forum despite the Covid 19 pandemic and contributed significantly to the success of this digital conference.



Picture 1. Digital Auditorium of the 5th Annual Capital Link International Shipping Forum.

The 5th Annual Capital Link International Shipping Forum, China was very honoured to have Mr. Zhang Lin, Deputy Director General of Shanghai Municipal Transportation Commission, to deliver the Opening Address, and H.E. Ioannis Plakiotakis, Minister of Maritime Affairs & Insular Policy, Hellenic Republic, and Mr. Vassilios Demetriades, Shipping Deputy Minister of Cyprus, as keynote speakers.

Summary of Opening Address by Mr. Zhang Lin, Deputy Director General of Shanghai Municipal Transportation Commission

After welcoming all participants of the 5th Capital Link International Shipping Forum, China, Mr. Zhang Lin, Deputy Director of General of Shanghai Municipal Transportation Commission, noted that four Capital Link International Shipping Forums had been held in Shanghai since 2016 and this year had adopted a digital form due to Covid-19. He re-iterated that the Capital Link brand is widely recognized and valued worldwide for its interactive element and seamless delivery of quality informational and educational content. While Covid-19 has affected global economy, he praised the shipping industry for their determination to ensure maritime trade remained open and maintain supply lines to support the economy and people's daily life. As international economies are interdependent and intertwined, Mr. Zhang Lin stressed the use of intelligent means to seize the opportunities, use of capital innovation to sustain development, reducing costs and increasing efficiency are common challenges faced by shipping and financial institutions in the post Covid-19 era. He hoped the Capital Link International Shipping Forum, China, can provide enlightened solutions to tackle such challenges.

Mr. Zhang Lin highlighted that Shanghai Pudong as the pioneer of China Reform and Open-Door policies had developed the world's largest container port over the past 30 years. He said that a new wave of reforms has started. It is the Chinese government's vision to help global economic recovery and create a sustainable shipping industry. Mr. Zhang Lin wished the forum a great success.



Picture 2. Mr. Zhang Lin, Deputy Director General of Shanghai Municipal Transportation Commission.

Summary of Keynote Address by H.E. Ioannis Plakiotakis, Minister of Maritime Affairs & Insular Policy, Hellenic Republic

H.E. Ioannis Plakiotakis reiterated that both Greece and China play complementary decisive roles in maritime trade. While Greece is a traditional maritime country owning major carriers plying the world's maritime trade, China is the world's most important import and export country with a highly developed shipbuilding industry and state of the art technologies. Strategic cooperation through combining the strengths of both will result in mutual assurance for their respective roles in the maritime domain. H.E. Ioannis Plakiotakis remarked that Greece is very pleased with Cosco's investment in the port of Piraeus and the Greek government is determined to see it develop into one of the largest cargo ports in Europe and the main gateway for Chinese exports to the European continent. H.E. Ioannis Plakiotakis stressed that the ability of shipping services and seafarers to deliver vital goods are crucial to respond to, and eventually overcoming the Covid-19 pandemic. He highlighted that the Covid-19 pandemic has shown that shipping remains the most efficient and cost-effective method of international transportation and the leading facilitator of economic growth. For these reasons, shipping and seafarers must be fully supported so that they can fulfil their responsibilities. Finally, H.E. Ioannis Plakiotakis stressed that seafarers' mobility worldwide needs to be assured through recognition as being "essential workers", as mandated by IMO, ILO and the European Union.

On behalf of the Greek government, H.E. Ioannis Plakiotakis congratulated the organizers for bringing together so many maritime leaders to provide their valuable insight for the future of shipping and wished every success to the works of the Forum and for delivering fruitful results.



Picture 3. H.E. Ioannis Plakiotakis, Minister of Maritime Affairs & Insular Policy, Hellenic Republic

Summary of Keynote Address by Mr. Vassilios Demetriades, Shipping Deputy Minister of Cyprus

Mr. Vassilios Demetriades observed that while Covid-19 crisis has severely impacted the shipping industry and its operations, it had unexpectedly spurred the advancement of technology. Mr. Vassilios Demetriades highlighted that the shipping industry is currently witnessing many operational challenges due to the Covid-19 pandemic ranging from ship delays, port closures as well as increased safety regulations for crew changeover. He informed the forum that Cyprus was one of the first countries worldwide that recognized seafarers as essential workers and introduced practical measures for crew changes.

Mr. Vassilios Demetriades reiterated that the implementation of digital solutions can unlock enormous potential and bring benefits in many areas. To unlock these potentials, the Shipping Deputy Ministry of Cyprus is working towards the development of a digital port state control platform. Digital technologies have potential to reduce administrative burden. Cyprus has made significant progress to simplify formalities and to transform services to a paperless environment to increase efficiency and the attractiveness of the Cyprus Registry and its relevant services. Advanced resource optimization systems, automated cargo handling equipment and efficient information sharing between all actors will also help lower cost. New solutions can also be used for monitoring and controlling cargo, while data exchange between ships and ports can facilitate port call optimization. Beyond digitization, the shipping sector is in a period of profound transformation. The sector needs to reduce greenhouse gas emissions, tackle air pollution and continue to provide attractive employment. Towards these ends, digital technologies is an important tool in coping with the green challenges.

In closing, Mr. Vassilios Demetriades stressed that Covid-19 pandemic is no doubt a catalyst for change and adjusting to the “new normal” is not a cliché. He urged all players in the shipping domain to realize the importance of digital transformation embrace the digital transformation of their business models. The Cyprus Shipping Deputy Ministry, as the regulatory body for Cyprus shipping, is ready to listen carefully to the needs of the shipping community and work together with all the stakeholders to contribute effectively in making a positive difference for the global maritime sector.



Picture 4. Mr. Vassilios Demetriades, Shipping Deputy Minister of Cyprus

Our Group MD, Mr. Terence Zhao Wei was invited to be a panelist in one of the hottest topics of discussion that concern every stakeholder in the shipping industry, i.e., “Navigating through and past the Covid-19 disruption- Human Element, Shipping & Global Supply Chain”. Mr. Terence Zhao Wei highlighted that during the initial coronavirus breakout, the world was staring at China as the first epicentre country. Because of this, many Chinese seafarers could not leave the country while Chinese seafarers at sea could only change crew in Chinese ports. He mentioned that it was fortunate that the Chinese government imposed decisive measures to control the virus and stop its spread in the country within a relatively short timeframe. The ability to control the virus gave demand for Chinese seafarers a dramatic uplift as the coronavirus situation worsen in many other countries while China recovered quickly from the initial set back. The delivery of new-built and the requirement of crew changes resulted in a sudden high surge in demand for Chinese seafarers. While the high demand for Chinese seafarers made the market very competitive it also raised the salary expectations of Chinese sea farers. Regarding the issue of relaxing crew change restrictions in China, Mr. Terence Zhao Wei advised industry players to be more proactive and plan early for crew changes. He mentioned that while the Chinese government had done a lot to facilitate crew changes, it is still difficult nevertheless to change foreign crew in Chinese ports at this moment stemming from a genuine worry of a surge in imported Covid 19 cases resulting from

such crew changes. Mr. Terence Zhao Wei shared that the management and control of Covid-19 is the top KPI for Chinese government's maritime officials.



Picture 5. Panelists of Panel Discussion on Navigating Through and Past the Covid-19 Disruption- Human Element, Shipping & Global Supply

Other interesting panel discussion topics during the 5th Annual Capital Link International Shipping Forum included “Opportunities and Challenges in shipping from Chinese and International Ship Owners’ perspective”, which focused on the shipping markets outlook, Covid-19 challenges and beyond, energy and commodity flows, investment opportunities, access to capital and operational and regulatory changes, “Smart Shipping” that examined usage of new management models, technology, and collaboration in the shipping eco-system, and how owners, shipyards, ports and other industry stakeholders can use both digital and human intelligence for future growth and finally “Chinese Shipyard and International Ship Owners – Addressing the New landscape in Regulations and Technology”, which focused on the challenges faced by ship owners and the shipbuilding industry, the challenges of the pandemic, new fuel, ship design and engine requirements as the result of environmental regulations and market/charterer expectations.

There were 3 topics of particular interest for shipping finance executives, i.e. “International Ship Owners Raising Capital in China and beyond”, which discussed various financing options available to international shipping companies, “Finance Solutions for the Shipping Industry” which discussed the adaptability of China leasing industry to the current market challenges including the pandemic, market volatility, technological change and increasing regulation. Last but not least “A New Era for Equity Investment in Shipping” which explored equity investment and its associated opportunities and challenges in emerging markets.

The 5th Annual Capital Link International Shipping Forum, China witnessed the presentation of the “2020 Capital Link China Shipping Leadership Award” to Professor Yu Qing Sun, President of Dalian Maritime University, China, in recognition of his excellent leadership in making Dalian Maritime University a world class university and for leading many maritime education projects at both Chinese and international levels.

Professor Yu Qing Sun, in turn, took the occasion of his award presentation to present a topic of interest on maritime education in the context of intelligent shipping.



Picture 6. Professor Yu Qing Sun, President of Dalian Maritime University, China and 2020 Capital Link China Shipping Leadership Award

To conclude, the 5th Annual Capital Link International Shipping Forum, China digital conference has been extremely successful. It was well-attended by more than 650 shipping industry executives, such as owners, commercial and investment bankers, investors, analysts and a wide range of other industry participants despite being held during the Covid 19 pandemic which reflects the importance and priority that participants accorded the Forum. The major speakers and delegates had shared and exchanged useful ideas on critical shipping industry topics especially issues related to the impact of Covid-19.