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&



present:

Chinese Growth, Global Opportunities



China's 1st International Ship Finance Forum

Chinese & international speakers • Instantaneous translations
April 11th, 2003 Four Seasons Hotel, Puxi, Shanghai

Discussion Topics Include:

- China's Role in global shipping
- How to successfully secure finance in China and outside of China for Chinese Shipowners
- Financing Newbuildings
- Using JVs to gain access to China markets
- JVs as a means for Chinese Shipowners to gain access to international markets
- How to develop international markets for Chinese Shipowners

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Official Publication: **TradeWinds**

Chinese Growth : Global Opportunities

A bi-lingual forum on China's shipping industry Shanghai, April 11, 2003.

China, with a 21% growth in exports in 2002 to a total of USD 322 billion (and being the world's largest exporter to the USA) relies heavily on international shipping as the vehicle for the country's growth. Recent times have seen much new legislation related to the opening of domestic markets to foreign investment and joint ventures. Overseas estimates claim that in excess of 15 percent of China's Gross Domestic Product (GDP) can be attributed to the overall shipping industry (shipowners, shipbuilding & shipping services).

With the above in mind, Marine Money, a US based publisher specialising in maritime financial matters, is organising an international bi-lingual forum in Shanghai on April 11th. By organising such a forum, we are aiming to make a valuable contribution to developing China's understanding of the international shipping markets; as well as helping the international markets to understand China's shipping industry.

Marine Money : The Ship Finance Publication of Record

Published monthly for the past 18 years, Marine Money International is dedicated to thoughtful analysis of the art of marine financing. Through our monthly issues, we give you insight into the most innovative transactions, the dealmakers, the companies involved and their assets and principals.

Marine Money also contains "The Blue Pages", the shipping industry's Premier League Table of marine finance deals. From private equity to bridge financing, mezzanine to bilateral loans, syndicated facilities to off-balance sheet structures. The Blue Pages give you details on pricing and structure, term and tenor information not found in any other publication.

As part of our service to ship owners, Marine Money has been conducting Ship Finance Forums in the world's major shipping centres for many years. This year, for the first time, we are bringing our Ship Finance Forum to Shanghai .. to showcase the Chinese shipping industry - their ship building industry, the growing trend of shipowners looking to enter the international markets, as well as bringing to China the latest in financial products, trends and the the major financial players from the international markets.

Background to Shanghai Ship Finance Forum

With China's shipping industry rapidly expanding, and the relaxation of various legislation, the global shipping industry is well aware of China's domestic shipowners looking to develop their overseas trade, as well as more and more foreign companies ordering newbuildings in China, looking to source newbuilding funds from Chinese financial institutions and looking at possible JVs with Chinese shipowners.

Marine Money, as a publisher well-known for organizing international conferences on ship finance forums for many years is aiming to bring China's current views and trends, especially in relation to financial aspects of the global shipping industry to help Chinese ship owners and financial institutions develop their international business. At the same time, Shanghai's 1st bi-lingual ship finance forum (via use of United Nations style instantaneous translation facilities) will give foreign companies the opportunity to develop a greater understanding of Chinese companies, their financial institutions and China's shipping industry in general.

Simply said, we are trying to bridge the gap between China's shipping community and the rest of the global shipping markets.

Main Purpose of the Forum

1. To provide a platform for the Chinese Government, financial institutions, shipyards and shipowners to explain their latest policies and legislation, in relation to development of China's shipping industry.
2. To discuss how and where funds are derived for development of the global shipping industry - at present and in the future.
3. To give major international financial institutions the opportunity to view a realistic cross-section of China's present and future shipping industry and to address China's unique problems in financing their international expansion.
4. To create networking situations where Chinese and international maritime leaders can interchange ideas and gain access to sources of local and international financial and market information.

Conference programme

- 0830 ***** **Registration & Breakfast** *****
- 0855 **Introduction by Marine Money**
Urs Dur, Marine Money Publisher & Editor
- 0900 **Key Note Speech**
- 0910 **Global shipping economies & where China fits in**
Simpson, Spence & Young UK Ltd, Mr Ian Staples, Director of Consultancy & Research Division
- 0935 **China's place in container shipping and its relevance to China's shipyards**
Howe Robinson, UK, Mr. Paul Dowell, Director of Research and Consultancy
- 1000 **Developing the international markets for Chinese shipowners: problems and opportunities**
China Shipping Development Co Ltd - invited
- 1025 **How to build and finance ships for Chinese Owners**
Seaspan Container Lines Ltd., Mr. Gerry Wang, Executive Vice President
- 1050 **Q & A session**
- 1100 ***** **Networking Coffee Break** *****
- 1120 **The how, why, where and what of export credits / project guarantees for shipbuilding in China**
China ExIm Bank, Ms Liang Xiang, General Manager of Buyer's Credit Department
- 1145 **What China's shipbuilding industry has to offer international shipowners**
China Ship Trading Corporation (CSTC), Mr. Lu Xihua, General Manager of No.1 Export Department
- 1210 **Ship finance as long-term mortgage assets; sellers' credit; buyers' credit**
ICBC Bank, Shanghai branch, Mr. Xu Li, General Manager - Corporate Banking
- 1235 **Q & A session**
- 1245 ***** **Lunch Break** *****
- 1415 **Securitization of assets and resultant benefits to Chinese owners and banks**
- 1440 **Regulations, procedures, entry barriers for shipping companies wishing to list international JVs**
Shanghai Stock Exchange, Mr. Chao Ke Jian, Senior Manager, Global Business Department
- 1505 **Setting up offshore companies for Chinese shipping companies; criteria for foreign shipowners to establish JVs in China**
Ince & Co., Mr. David Beaves, Partner
- 1530 **Q & A session**
- 1540 ***** **Networking Coffee Break** *****
- 1600 **Financing transportation demands of China's growing energy sector**
China Construction Bank, Mr. Liu Zhenggui, Head of Energy Group
- 1625 **How to build a successful JV in China**
I M Skaugen, Mr. Morits Skaugen Jr
- 1650 **The KG model as a new source of investors for China's shipping industry**
Koenig & Cie GmbH & Co Kg, Germany, Mr. Tobias Koenig, Principal
- 1715 **Q&A session**
- 1730 - 1930 ***** **Cocktail** *****

For detailed information on any aspects of our Ship Finance Forum, please contact:

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CHINA'S 1st INTERNATIONAL SHIP FINANCE FORUM

April 11th, 2003

Registration Form

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- USD 476 (RMB 3,920) per **Marine Money subscribers***
- USD 395 (RMB 3,280) if delegate is member of the China Shipowners Association (CSA)
- USD 1,295 (RMB 10,745) Special Package
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