

CAPITAL LINK 全球航运市场新资讯

简报月刊

CAPITAL LINK GLOBAL SHIPPING MARKET UPDATE

MONTHLY NEWSLETTER

December 2018
(Issue 1)



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Nicolas Bornozis
President & CEO
Capital Link

Capital Link为中国和国际航运市场提供了卓有成效的沟通桥梁，我们同上海浦东区政府签订的战略合作备忘录更是进一步证明了我们在加深，促进中国在航运、金融、造船和贸易领域的国际商业投资及合作等方面的努力和决心。

Capital Link的全球市场平台涵盖会议，网络广播，播客等形式，提供来自行业领军者的重要行业资讯。一年一度在上海举办的“Capital Link国际论坛 - 中国”目前已步入第四个年头，并成为了中国和国际行业领军者交流信息和沟通观点的主要平台，为客户提供了独特的沟通网络和业务发展机会。

为了进一步巩固和加深同中国的合作，我们采取了一项新举措。此次推出的中文月刊收集了全球Capital Link平台内以及国际知名公司所贡献的行业发展趋势等权威信息。作为补充，我们将通过中文网络广播和播客等形式传播新资讯，并使Capital Link成为获取全球航运信息的永久平台。

感谢您的品读，同时也期待您的宝贵意见和建议。

Capital Link has made a significant commitment to serve as an effective link between Chinese and International leaders in the maritime space. Our Memorandum of Strategic Cooperation with the Pudong - Shanghai Government underpins our efforts to raise awareness and facilitate the connection and interaction on business and investment opportunities between Chinese and international leaders in shipping, finance, shipbuilding and trading.

Capital Link's global marketing platform includes conferences, webcasts, podcasts and market information featuring industry leaders on topics of critical significance for the industry. Our "Annual Capital Link International Forum – China" in Shanghai, now in its 4th year, has already been established as a main platform for the exchange of information and view between leading Chinese and International industry players, with unique networking and business development opportunities.

In the context of our long term commitment to China, we are now pioneering a new initiative launching a monthly newsletter in Chinese which will feature authoritative information on latest industry trends and developments contributed by well-known international organizations which participate in the global Capital Link platform. We will also complement this Monthly Newsletter with webcasts and podcasts in Chinese. Our objective is to establish Capital Link within China as a permanent knowledge center for the global maritime industry.

We hope you will enjoy this publication. We look forward your comments and suggestions.

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MAYER BROWN



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4TH ANNUAL CAPITAL LINK INTERNATIONAL SHIPPING FORUM - CHINA
Friday, May 10, 2019 – Grand Kempinski Hotel, Shanghai, China



4th Annual Capital Link International Shipping Forum China

Friday, May 10, 2019
Grand Kempinski Hotel Shanghai, China



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Capital Link will host its 4th Annual International Shipping Forum – China on Friday, May 10, 2019 at the Grand Kempinski Hotel in Shanghai.

The Forum will explore how International & Chinese shipowners, leasing firms, and industry players can benefit from the latest trends in global financing, capital markets, private equity, and alternative financing. It will connect shipowners with global shipping industry leaders, investors and capital providers to discuss joint venture opportunities, demonstrate how to optimize technical & commercial ship management, and will tackle issues of critical significance to the industry such as cybersecurity & digitalization, preparing for the 2020 regulations, geopolitical & market trends affecting shipping.

2019 CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD



HONOREE

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)

For more information and registration, please visit our [website](#) for more details.

For sponsorship opportunities please contact: Nicolas Bornois or Anny Zhu at forum@capitallink.com or +1(212)661-7566.

PREVIOUS HONOREES FOR CAPITAL LINK CHINA SHIPPING LEADERSHIP AWARD



2018 - Captain Xie Chun Lin, Managing Director
– China Merchants Energy Shipping Co., Ltd
谢春林船长 (招商轮船董事总经理)



2017 - Mr. Zhang Ye, President - Shanghai
Shipping Exchange
上海航运交易所总裁张页先生



2016 - Mr. Yang Xian Xiang, CEO - SITC
International Holdings
杨现祥先生 (山东海丰国际集团董事局首席执行官)



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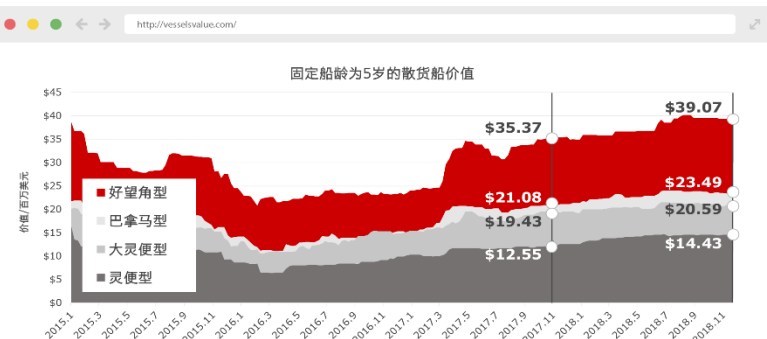
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1. 市场趋势和发展

过去一年，航运市场各大船型-散货船、油轮、集装箱船和天然气船-的表现都有明显改善。

干散货船的资产价值在2016年跌至周期最低。下图为一艘固定船龄5岁的船舶的资产价值，可用作基准参考。使用固定船龄的船舶避免了因老化而产生的折旧。很多更旧船舶已在2015年和2016年从船队中移除，为资产价值回弹奠定了基础。船舶供应量的减少进一步坚定了市场对船舶行业的乐观态度，船舶买卖交易在2017年大幅反弹。在这次船价全面跳涨之前买入的买家成为了最大赢家。



数据来源：VesselsValue 2018年11月

船龄为5岁的油轮的资产价值也在上涨，但较2017年干散货船出现的价格大幅上涨更为缓慢。现货市场在冬季开始复苏，市场又重新恢复了乐观情绪。造船厂已不愿为了保住业务而继续按亏损价格交易，因此，船舶重置成本的不断上升也给资产价格带来了上行压力。

集装箱船市场因商业管控的加强出现了改善，但同时也面临结构性改变。大型船舶的迅猛发展以及总载重量的迅速变化正在带来船舶贸易模式的转变。船舶的商业价值在很大程度上取决于是否有合适的船舶贸易渠道。

LNG（液化天然气）市场正在发生巨大变化。随着产量的扩大，LNG的全球需求量也在飙升。在2017年底和2018年初，LNG的使用直接带来了中国空气质量的改善，这更是推动了对这项能源需求的增长。LNG的运输市场也因此发生了变化。在过去，为了弥补船舶和出口基础设施建造产生的高资本成本，签订的LNG合同都是长期合同。但这种模式正在发生改变。现在，市场参与者表现出了对现货市场船舶投机订单的兴趣。在未来，这将为船舶交易创造一个更为稳健的生态系统。我们预计，资产价值将会因此出现更大波动。

2. 金融

买卖交易在过去一年里持续强劲，而主要买家的构成也已随基础市场的变化而变化。船东们因在活跃市场领域增大了自己的船队运力，而重新获得市场主导地位。船舶租赁公司虽然依旧活跃，但已失去了市场领导者地位，不再是最急切的买家。

3. 科技与数字化

航运的数字化进程一直在持续加速。采用数据密集型模型为商业决策提供信息的方法，在集装箱船领域表现最为积极。但与此同时，所有市场也都在不断寻找新的方法来从信息中提取价值。船东、贸易公司、能源和大宗商品贸易公司都在争相寻找获得竞争优势的新途径。现在，大数据算法模型已被用于帮助制定交易决策、进行船舶买卖交易，以及做出其他关键的商业决策中。

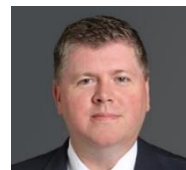
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香港的船舶融资 – 前景一片光明

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今年的“香港海运周”于2018年11月19至23日举行。除了多个研讨会、会议和交流酒会外，海运周其中一项重点活动是孖士打律师行于11月22日晚在它的办事处举办的“船舶融资座谈会”。座谈会由船舶融资合伙人Conor Warde主持，并且与海运界领军人物共同担任讲者，包括Nigel Anton（渣打银行全球船舶融资部主管）、Angad Banga（拓维集团首席运营官）、Peter Mellett（Bankserve Insurance Services Ltd董事总经理）和王国藩（投资推广署运输及工业行业主管）。超过75位出席嘉宾挤满会场。座谈会集中于香港将来在船舶融资业的角色。

这次热闹的讨论集中于各讲者对香港作为领先的海运枢纽重燃乐观的想法。继香港行政长官林郑月娥女士在10月发表的施政报告中提出的施政建议后，王国藩代表香港政府概述目前为确保香港维持它在亚洲船舶融资/船舶租赁和海事保险领域的领军地位而采取的具体步骤。对于香港日益成为重要的关键海运枢纽，Nigel Anton抱有极大信心；Angad Banga对船东和营运人在香港的光明前景深信不疑。Peter Mellett也持乐观态度和感到兴奋，因为预期开发的一个综合海事保险和承保市场，以及来自中国大陆和其他地方的租赁公司数目的增加，将可确保香港继续成为海运行业的全球发电厂。

船舶融资市场可能对香港政府提出有关船只租赁的建议最感兴趣，尤其是中国大陆和其他市场的租赁公司。简而言之，香港政府建议复制近期向香港飞机租赁公司提供的税务优惠。这意味着在香港进行船只租赁交易的船只出租人的应评

税利润被征收的企业所得税率会减少50%（由16.5%减至8.25%）。由于一家租赁公司的船只租赁收入的应评税金额有可能被当作出租人净租赁收入的20%，所以实际税率或会低至1.65%。虽然有关劳动和管理规定的具体监管问题、什么构成“活动”等事宜仍有待解决，但香港将来至少有真正机会实质地发展海运租赁业。

在传统银行融资方面，香港已拥有一个充满生机和活跃的船舶融资市场。当按照这些新建议制定的法律生效时（预期在2019年年底或2020年），相当数量的船只租赁公司有可能考虑至少将部分运作迁移至香港。这样应可以吸引更多资金流入香港的船舶融资界以及为融资人和船东提供更多机遇，让他们从中得益。

入级DNV GL的全球首艘智能超大型矿砂船在上海外高桥船厂成功交付

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2018年11月28日，全球首艘入级DNV GL的40万吨智能超大型矿砂船iVLOC “明远”号在上海外高桥船厂命名并交付给招商局能源运输股份公司。

这是世界上第一艘采用DNV GL 智能船SmartShip描述性船级符号的VLOC。该船配备了集成平台，智能导航决策支持系统，船舶能效管理和优化系统以及智能船舶操作和维护系统。作为SmartShip船级符号（OE，PE，CME）的一部分，该船具备多种类型的智能功能，包括操作增强（OE），性能增强（PE）和状态监控增强（CME）。

“我们非常荣幸与上海外高桥船厂、招商局能源运输和SDARI合作开发世界上第一艘iVLOC，”DNV GL大中国区总经理科莱（Norbert Kray）表示，“通过SmartShip船级符号，我们希望客户得以清楚地展示他们正在使用的新技术，以优化性能，增强安全性并最大限度地减少对环境的影响。该船级符号支持我们正在开发智能船舶的客户，奠定未来航运业的标准。”

根据DNV GL SmartShips CG-0508入级指南，SmartShip船级符号可适用于采用被视为船舶应用智能技术特征的产品船舶。

DNV GL助力中国压载水处理系统厂商获USCG型式认可证书

继DNV GL助力青岛双瑞其研制的压载水处理系统成功获得**亚洲首张USCG型式认可证书**以后，又一家压载水制造厂商青岛海德威科技有限公司于2018年11月23日在DNV GL上海办公室获颁USCG型式认可证书，**这是中国第二家，同时也是全球第12家**的压载水处理系统的型式认可证书。

DNV GL作为世界领先的船级社，对压载水

管理与海洋防污染方面非常重视，投入巨大的团队力量，守护碧海蓝天。作为**USCG授权的全球五家独立实验室之一**，DNV GL在协助压载水管理系统生产厂商获得USCG型式认可方面具有丰富的经验。目前，全球仅有12家压载水处理系统生产商获得了USCG型式认可证书，其中9份证书都是通过DNV GL提交获得。压载水处理系统必须通过极为苛刻的测试才能获得USCG的型式认可，包括功能试验、在各种盐度和温度等条件下连续成功的陆基测试、6个月以上连续成功的实船测试、依据USCG要求的电气设备环境测试。这些试验必须在USCG认可的独立第三方试验机构进行，整个过程有时甚至超过两年。

为了支持当地的压载水处理系统厂商的研发，DNV GL已根据IMO和USCG以及DNV GL规范，对704研究所进行环境可靠试验室的认可。同时，上海海洋大学压载水检测实验室（SHOU-BWDL）对USCG和IMO生物效能测试的认可正在顺利进行中。如果SHOU-BWDL通过DNV GL最终被USCG接受，中国的厂商可以在本地进行测试，这意味着通过DNV GL进行压载水管理系统测试将显著节约成本和时间。

CONTRIBUTOR



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Columbia Shipmanagement
哥伦比亚船舶管理

website: www.columbia-shipmanagement.com

哥伦比亚船舶管理公司总裁Mark O'Neil解释道：为了减少燃料成本和延迟，船舶管理者需要使用新的技术来微观管理和最小化运营成本。



Mark O'Neil
President
Columbia
Shipmanagement

船舶管理在何种程度上会受到技术变革的影响？

为了保持成功，实际上也是为了永续经营，船舶管理者必须确保他们提供的服务是实用的和有说服力的。为了实现这种实用性，它们必须通过检验和改进的过程，采用软件和硬件方面的最新技术，以及寻求更加创新的方式来提供它们现有的和未来的服务，来完全拥抱数字化时代。通过这样做，船舶管理者将能够与他们的客户保持联系，并且（如果不是更重要的话）将使他们的客户与市场保持联系和兼容。对于管理者和船舶操作者来说，这种相互关联的需要是存在的，因为不能与未来的供应和物流链进

行交互对接的船舶将很快使自己失去竞争能力。管理者也必须确保他们的服务是令人信服的，即“必须拥有”，而不是“想要拥有”。因此，他们必须确保通过数字化来优化船舶、船员和商业管理的成效远大于中小型船舶运营商。他们必须实行规模化的采购方式来实现最低的价格。他们必须通过最小化消耗和延迟来确保船只性能的最优化，并使用技术进行微观管理，并显著降低营运成本。如果他们能做到这一点，他们不但使自己对船舶经营商（甚至那些不习惯雇用第三方管理者的传统船东）具有吸引力，而且也会使这些运营商对租船人和市场产生兴趣。

哥伦比亚拥抱区块链是提高效率的一种方式吗？

区块链是现在我们面临的新技术和工艺的重要组成部分，它的广泛使用和适用性是不可避免的。哥伦比亚已经认识到这一点，并在考虑对区块链的理解和使用，并对进行自己的数字化愿景提上议程日程。随着区块链概念的广泛使用，许多标准管理过程和交流渠道将大大简化、缩短以及效率随之提高。与这些过程和交流渠道相关的不必要成本将显著减少或完全消除。举例来说，船级社记录（包括观察项和限制项）可以在船级社和相关利益攸关方可访问的安全的云数据区块链文件中更方便和更有效地监视和更新。类似地，任何昂贵的船级社验船师的访问因此可以被最小化或更集中或受限制。区块链将更好地确保船在到达港口时递交正确和完整的文件（并避免延误），以及这些船只的维护和维修记录得到执行和更新，其船员得到适当训练和更有效的轮换等。



CONTRIBUTOR



COLUMBIA
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许多人认为，航运在未来将纯粹作为全球供应链的重要组成部分。这将如何影响船舶管理和全球航运服务商如哥伦比亚？

全球市场显然正经历着快速的变化。市场参与者正在联合壮大以试图降低成本。以前的水平结构—卖方、货运代理/物流公司、船舶承租人、船东、买方和消费者—正在被垂直结构所取代。卖家正在依赖互联网，并寻求在全球供应链中获取零部件，缩短供应链，提高效率，降低消费者的成本。这些互

联网销售商，如亚马逊和阿里巴巴等，未来将获得全球供应链的所有组成部分，并希望拥有和控制这些组成部分，包括为其服务的船队。当然，无论在总体上还是在小众市场中，独立船只营运商仍将占有一席之地，但向垂直结构转变的趋势既是合乎逻辑的，也是不可避免的。船舶管理者面临的挑战是

具有足够的灵活性，以便为整个航运业服务，保持与互联网销售商以及小众/独立的船舶运营商的相关性和吸引力。因此，管理者必须确保他们能够比互联网销售者自己更好地管理他们的船舶。他们必须确保船只停航时间最小化和/或完全避免，停租被认为是不合时宜的，效率和正常运行时间的衡量将与航空业相同。它们还需要确保它们能够将采购成本降至最低，并且它们的IT平台和流程是完全兼容的，并且能够与互联网销售商的后勤平台和流程集成。同样地，同样重要的是，管理者必须仍然关注小型运营商，并确保他们能够提供他/她需要的个性化服务。

航运业如何跟上新技术的发展步伐？

困难重重，但事实很简单，不是所有的航运经营者都能跟上新技术，他们也不需要。一如既往，这仍是一个以市场为中心，并要裁定自己的市场是什么，市场需要什么的情况。为一个小众或特定市场提供服务的船只营运商只需要跟上与该市场有关的技术进步。“万事皆通的杰克，一无所长”的格言形容非常贴切。市场充满了新的想法、技术、流程，只有一小部分与特定的贸易或领域相关。即便如此，还是需要在“必须拥有”和“想要拥有”技术之间划分优先级。

无人船真的是未来的事吗？

这个问题涉及全自动化和半自动化的船只。半自动化将会在航运业中得到越来越广泛的应用并不断地得到优化。我们已经看到，在越来越多机载传感器和摄像头的使用、流程的数字化、以及卫星通信和因特网的推广，使得船上对于数据分析和检索方面，已经出现了广泛的半自动化。预防性维护技术和总体性能监视及优化是走向半自动化的第一个主要步骤。船舶在有限的规模上的完全自动化将不可避免地发生，但中短期内难以实现。不仅技术挑战仍然太大，而且国际司法、监管和法律障碍仍然是该领域发展的严重挑战。重要的是要注意，半自动化或完全自动化本身并不必然导致船员减少或实现船舶无人化。船上的船员将不可避免地减少，但仍然需要一定的岸上的船员以控制和维护一艘甚至全自动化的船。类似地，美国空军无人驾驶飞机之一的F-15战斗机的飞行和地面机组人员也远远超过其飞机数量。这是一个视角的问题。

第一届国际普通船员研讨会在深圳圆满举办 我们想为您做得更多

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让中国普通船员重振雄风！而是否能够重振不只是一句口号，它取决于业内至上而下的关心，我们想为普通船员做的更多。低调，务实，专心探讨普通船员的培养和发展，群策群力，聚焦行业所关注的问题并设法提出可能的解决方案。于是，2018年9月14日，由森海海事服务有限公司、新加坡海员联合会、江苏航运职业技术学院、中新（南通）国际海事培训中心主办，新加坡海员联合会、香港商船高级船员协会、香港航业海员合并工会赞助的第一届国际普通船员研讨会在深圳蛇口希尔顿南海酒店举行。



国际普通船员研讨会不以盈利为目的，不收取任何会费。工会、政府机关、中国和国际航运企业的参与更是会议的一大亮点。这些政企、工会代表与普通船员代表共近200人参与了此次盛会。森海董事总经理，

第一届国际普通船员研讨会组委会主席赵玮先生作为本次会议的主持人，代表主办单位致欢迎词。赵玮先生指出，本研讨会的目的是响应国家“一带一路”号召，关注普通船员尤其是中国普通船员的发展问题。赵玮先生也希望本次会议能起到标杆和带头作用，让更多的人关注普通船员特别是中国普通船员的发展，为普通船员克服当前发展所面临的困难献计献策。



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Market Summary 2018

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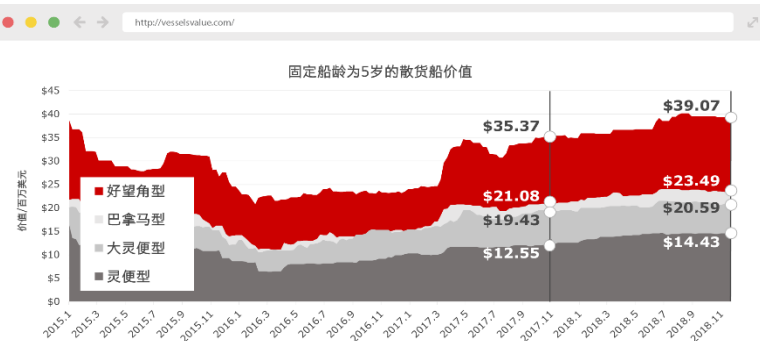
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1. Market trends and developments

The Shipping markets have shown marked improvement over the past year in the largest commercial markets, Bulkiers, Tankers, Containers, and Gas.

Dry Bulk asset values touched a cycle low in 2016. The chart below shows the asset values for a five year old fixed age vessel as a benchmark. Using a fixed age ship removes depreciation due to aging. Many older vessels were removed from the fleet in 2015 and 2016, which set the stage for an asset value rebound. The contraction in vessel supply led to improved optimism around the segment, and sale and purchase activity rebounded



Source: VesselsValue

Data correct as of: November 18

sharply in 2017. Buyers before this collective jump upwards saw the most gains.

Asset prices for five year old Tankers are rising, but in a more gradual upwards slope than the sudden asset price appreciation that Dry Bulk tonnage saw in 2017. A renewed sense of optimism has hit the market as spot market volatility returned in the winter months. Rising replacement costs for ships is also putting upwards pressure on asset prices as shipyards have been unwilling to continue offering loss leading prices in order to secure business.

The Container market is seeing strength from consolidation of commercial control but faces structural changes. The surge in development of larger ships and the rapid changes in the total capacity is creating a shift in the trading patterns of the ships. The commercial value of ships is highly dependent on the availability of appropriate trading routes for the ships.

The LNG markets are undergoing a seismic shift. Global demand for LNG is surging as production expands. The thirst for this energy source is rising as cleaner air in China has been directly attributed to its use in late 2017 and early 2018. The Shipping markets for LNG are shifting as a result. Historically LNG contracts have been for long periods in order to justify the high capital costs involved in the construction of the ships and the export infrastructure. This is changing. There is now interest in speculative orders of ships for the spot markets. This should create a more robust eco-system for these ships in the future. We expect to see far more volatility in asset values as a result.

2. Finance

Sale and Purchase activity has been robust over the past year, and the makeup of the top buyers has shifted along with the underlying market. Shipowners have regained their prominence as they acquired tonnage in attractive segments. Leasing

companies, although still pervasive, have fallen out of their leading position as the most eager purchasers.

3. Technology & Digitalisation

Digitalisation in Shipping is continuing to accelerate. Adaptation of data intensive models to inform commercial decisions has been most aggressive in the Container space. However, all markets continue to find new ways to extract value from information. Shipowners, trading houses, energy and commodity companies are all competing to find new ways to gain a competitive advantage. Algorithmic approaches are now informing trading strategies, sale and purchase of ships, and other critical commercial decisions.

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Shipping Finance in Hong Kong – A Bright Future

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Hong Kong Maritime Week took place this year the week of 19-23 November 2018. In addition to the numerous seminars, meetings and receptions, one of the highlights of the week was the Ship Finance Panel Discussion which was hosted by Mayer Brown in its offices on the evening of 22 November. Ship finance partner, Conor Warde, moderated the panel and was joined by leading figures in the maritime industry, namely Nigel Anton (Global Head of Ship Finance for Standard Chartered Bank), Angad Banga (Chief Operating Officer of The Caravel Group), Peter Mellett (Managing Director of Bankserve Insurance Services Ltd) and Benjamin Wong (Head of Transport and Industrial Sectors of Invest Hong Kong). A packed room of over 75 guests listened to and participated in the discussion, which focused on Hong Kong's role in the future for the ship finance industry.

The lively discussion focused on the renewed optimism in Hong Kong about its role as a leading maritime hub. Benjamin Wong, speaking on behalf of the HK Government, outlined the specific steps taking place to ensure Hong Kong as the leader in Asia for ship finance/ship leasing and marine insurance, following on the policy proposals put forth by Hong Kong's Chief Executive, Carrie Lam, in her October policy address. Nigel Anton expressed significant confidence in Hong Kong being increasingly important as a key maritime hub and Angad Banga left no doubt that the future of Hong Kong for owners and operators is very bright. Peter Mellett confirmed that the optimism is warranted and particularly exciting as the expected development of a comprehensive marine insurance and underwriting market along with the expected increasing presence of leasing companies from Mainland China and elsewhere will likely ensure that Hong Kong continues to be a global powerhouse for the maritime industry.

The Hong Kong Government proposals in regards to vessel leasing are perhaps the most interesting to the ship finance market, particularly to leasing companies based in Mainland China but to those based in other markets as well. In short, the Hong Kong Government proposes to replicate the recent tax incentives offered to aircraft leasing companies in Hong Kong. This means there would be a 50%

reduction in the corporate tax rate (from 16.5% to 8.25%) imposed on the assessable profits of vessel lessors which are booking vessel leasing transactions in Hong Kong. The effective tax rate may be as low as 1.65% as a result, taking into account that the assessable amount of vessel leasing income of a leasing company is likely to be deemed to be 20% of the lessor's net leasing income. The specific regulatory issues in terms of employment and management requirements, what would constitute "qualifying" activities, etc. will still need to be sorted, but at the very least there is a real opportunity to substantially develop the maritime leasing industry in Hong Kong going forward.

Hong Kong already has a vibrant, active ship finance market in terms of traditional bank financing. However, when the legislation based on these new proposals enters into force (which is expected to occur in late 2019 or 2020), it is likely that a significant number of vessel leasing companies will consider basing at least a part of their operations in Hong Kong. This should attract more capital to the Hong Kong ship finance community and provide more opportunities for financiers and shipowners to benefit as a result.

World's First iVLOC Delivered with DNV GL Class

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On 28 Nov 2018, the world's first intelligent very large ore carrier (iVLOC), the DNV GL-classed Pacific Vision, was delivered by Shanghai Waigaoqiao Shipyard to China Merchants Energy Shipping Company.

The vessel is the world's first VLOC to implement DNV GL's SmartShip descriptive notation. To qualify for the notation, Pacific Vision has been outfitted with an integration platform, a smart navigation decision support system, a ship energy efficiency management and optimization system, and smart-vessel operation and maintenance system. As part of the SmartShip notation, the ship has features including operational enhancement (OE), performance enhancement (PE), and condition monitoring enhancement (CME).

"It's a great honour to have worked with Shanghai Waigaoqiao Shipyard, China Merchant Energy Shipping Company, and SDARI to develop the world's first iVLOC," says Norbert Kray, DNV GL's Regional Manager Greater China. "With the SmartShip notation, we wanted to give customers a platform to clearly present the new technologies they were utilizing to optimize performance, enhance safety, and minimize their environmental impact. This notation supports our customers who are developing smart ships that are setting the standards for the future of shipping," Kray adds.

A SmartShip descriptive notation may be applied to ships provided with class products covering technological features considered as smart technologies in marine applications in accordance with the DNV GL Class Guidelines for SmartShips CG-0508.

The 2nd Chinese BWMS obtained USCG type approval certificate, which is submitted by DNV GL

On 23rd Nov. 2018, Qingdao Headway Technology Co., Ltd. was granted the USCG (U.S. Coast Guard) TAC (type approval certificate), becoming the 2nd BWMS (ballast water management system) manufacturer in China and the 12th in the world to obtain such certificate. Qingdao Sunrui obtained the first USCG TAC in

Asia in June 2017.

As a leading classification society, DNV GL has great concern for ballast water management as well as other marine pollution preventing solutions and puts huge efforts on testing and certification. As one of five IL (Independent Laboratory) accredited by USCG, DNV GL has built up a strong team to support manufacturers on BWMS type testing. So far, only 12 manufacturers have received USCG TA worldwide, and 9 of them were submitted by DNV GL. The BWMS shall go through extremely harsh testing to obtain the USCG TA, and all tests shall be carried out at USCG accredited laboratories, including function test, land-based test, shipboard test and environmental test. It normally takes more than two years to complete all tests.

Embracing The Digital Age

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COLUMBIA
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To reduce fuel cost and delay, ship managers need to use new technology to micro-manage and minimize operating expenditure, explains Mark O'Neil president of Columbia Shipmanagement.



Mark O'Neil
President
Columbia
Shipmanagement

TO WHAT EXTENT WILL SHIP MANAGEMENT BE AFFECTED BY TECHNOLOGICAL CHANGE?

In order to remain successful, indeed to remain in business at all, ship managers must ensure that their services offered are relevant and compelling. To achieve that relevance, they must fully embrace the digital age by reviewing and improving their processes, adopting the latest technology both in respects of software and hardware and seeking ever more innovative ways to deliver their existing and future services. By doing so, ship managers will be able to remain relevant with their customers and (if not more importantly) will enable their customers to remain relevant and compatible with their market. The need for such relevance is existential for both the manager and the vessel operator where vessels unable to

interface with the supply and logistics chains of the future will very quickly render themselves unemployable. Managers must also ensure that their services are compelling ie a “must have” as opposed to a “like to have”. They have to therefore ensure that via digitalisation they are able to optimise vessel, crew and commercial management to a far greater extent than small and medium sized vessel operators. They must achieve economies of scale on procurement achieving the very lowest prices achievable. They must ensure optimisation of vessel performance by minimising consumption and delay and using technology to micro manage and significantly minimise opex. If they can achieve this they will not only render themselves compelling to vessel operators (even those which do not traditionally employ third party managers), but they will render those operators compelling to charterers and the market.

IS COLUMBIA EMBRACING BLOCK CHAIN AS A WAY OF DRIVING UP EFFICIENCIES?

Blockchain is part and parcel of the new technologies and processes now upon us and its widespread use and applicability is inevitable. Columbia recognises this and is factoring in blockchain understanding and use as it proceeds with its own digital vision and agenda. Many of the standard management processes and lines of communication will be considerably simplified, shortened and rendered more efficient with wider use of blockchain concepts. Unnecessary costs associated with those processes and communication lines will be drastically reduced or obviated altogether. By way of example, class records (including observations and conditions) can much more easily and efficiently be monitored and updated in a cloud-based, secure blockchain file accessible by class and relevant stakeholders. Similarly, any costly class surveyor visits can thereby be minimised and/or more better focussed or limited. Blockchain will better ensure that vessels arrive at ports (and avoid delays) with correct and completed documentation for those ports, and that such vessels' maintenance and maintenance records are performed and up to date, that their crews are properly trained and more efficiently rotated etc.



Embracing The Digital Age

(Continued)

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THERE ARE MANY WHO BELIEVE THAT SHIPPING'S ROLE IN THE FUTURE WILL BE PURELY AS AN IMPORTANT PART OF THE GLOBAL SUPPLY CHAIN. HOW WILL THIS AFFECT SHIP MANAGEMENT AND PROVIDERS OF GLOBAL SHIPPING SERVICES LIKE COLUMBIA?

The global market place is clearly undergoing rapid change. The market players are consolidating and becoming ever bigger in an attempt to drive down costs. Previous horizontal structures – sellers, freight forwarders/logistics companies, vessel charterers, vessel owners, buyers and consumers – are being replaced with vertical structures. The sellers are becoming internet based and seeking to acquire the component parts in the global supply chain, shortening the same, driving up efficiencies and reducing costs for the consumer. These internet sellers, the Amazons and Alibabas of the future, will acquire all of the component parts in the global supply chain and will want to own and control the same, including the vessels servicing them. Of course there will remain a place for the independent vessel operator, both generally and in niche markets,

but the drift towards vertical structures is both logical and inevitable. The challenge for ship managers is to be flexible enough to service the whole of the shipping industry, to remain relevant and compelling for the internet sellers as well as the niche/independent vessel operator. Managers therefore have to ensure that they are able to manage the steel acquired by the internet sellers better than can be done by the internet sellers themselves. They have to ensure that vessel downtime is minimised and/or obviated altogether, that offhire is regarded as an anachronism, and that efficiencies and uptime are measured in the same way as in the airline industry. They also need to ensure that they are able to minimise procurement costs and that their IT platforms and processes are totally compatible and able to integrate with the logistical platforms and processes of the internet sellers. By the same token, and as importantly, managers must still focus on the small niche operator and ensure that they are able to render the personalised service required by him/her.

HOW WILL THE SHIPPING INDUSTRY KEEP UP WITH THE ACCELERATION OF NEW TECHNOLOGY?

With great difficulty and the simple truth of the matter is that not all shipping operators will be able to keep up with new technology, nor will they need to. As always, it is a case of being market focussed and deciding what one's market is and what that market requires. A vessel operator providing services to a niche or specific market will only require to keep up with technological advances relevant to that market. The adage "jack of all trades, master of none" has never been more relevant. The

market is awash with new ideas, technologies, processes, only a small proportion of which will be relevant to a specific trade or sector. Even then, it will be a case of prioritising between the 'must have' and "like to have" technology.

ARE CREWLESS SHIPS REALLY A THING OF THE FUTURE?

This question relates to automated and semi-automated vessels. Semi-automation will become ever more widespread and of general application within the shipping industry in conjunction with the inevitable push for optimisation. We are already seeing widespread semi-automation in the increasing use of on-board sensors and cameras, digitalisation of processes and increasing availability of satcom and internet allowing increasing retrieval of onboard data for analytics. Preventative maintenance techniques and overall performance monitoring and optimisation represent the first major steps towards semi-automation. Full automation of vessels on a limited scale will inevitably occur, but not in the short to medium term. Not only are the technological challenges still too great, but international jurisdictional, regulatory and legal obstacles remain a serious challenge to development in this field. It is important to note that neither semi-automation or full automation will necessarily of themselves lead to a reduction of crew or to crewless ships. There will inevitably be a reduction of crew onboard, but there will still be a requirement for a significant compliment of crew ashore to control and maintain even a fully automated ship. By analogy, the flight and ground crew for a US Air Force pilotless drone far exceeds that of one of its F-15 fighter jets. It is a question of perspective.

The First International Ratings Conference – 14 Sep 18 Shenzhen

“We Care More About You”

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Revitalizing Chinese Ratings need not only be a slogan. Turning it from slogan to reality requires every stakeholder in the shipping industry to play their part. By organizing the First International Ratings Conference (IRC) on 14 September 2018 at the Hilton Shenzhen Shekou Nanhai Hotel China, the Singapore Organisation of Seaman (SOS), Singhai Marine Services, Jiangsu Vocational & Technical Shipping College and Singapore (Nantong) International Maritime Institute supported by the Amalgamated Union of



Seafarers Hong Kong and the Merchant Navy Officers' Guild – Hong Kong, have come together to take the first step to turn slogan into reality.

The Chairman of the International Ratings Conference Organizing

Committee, Mr. Terence Zhao highlighted the primary theme of the First International Ratings Conference is to discuss the importance of developing ratings, especially Chinese ratings, in support of China's One Belt One Road initiatives. Close to 200 representatives from the whole spectrum of industry stakeholders including unions, administrators, international shipping companies and Chinese ratings themselves provided significant value-add to and a bonus for this free-of-charge conference to discuss the development of ratings. Mr. Terence Zhao hoped the conference will serve as a precursor for more dedicated study and work the immediate future to improve the development prospects of ratings, especially Chinese ratings, and provide innovative recommendations to address the challenges.



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