

## About YPSN

The YPSN monthly newsletter aims to provide you with the latest developments affecting our members in shipping in Hong Kong and broader China.

If you are interested in registering as a member, sponsoring an event or suggesting activities for YPSN to organize, please feel free to get in touch with us on [youngprofessionals.shipping@gmail.com](mailto:youngprofessionals.shipping@gmail.com)

## YPSN wishes you a Happy Year of the Horse

If you are young, in shipping, in Hong Kong, and still haven't heard of the YPSN then you must be living on planet Mars!

Founded in 2010 by like-minded individuals with a passion for Shipping, the Young Professionals in Shipping Network (YPSN) HK has grown from an informal social gathering of friends and colleagues into an incorporated non-profit association. With strong support from the shipping community, the YPSN has gone from strength to strength and we now have over 750 members from a wide range of reputable companies and institutions in Hong Kong. Our aim is to provide a relaxed forum for young professionals to network and interact with their peers and more importantly, to promote the Shipping Industry as an exciting and viable career path for the next generation!



Plate Champions PBSS 2013

2013 proved to be a particularly exciting year following the highly anticipated Second Annual Pacific Basin Soccer Sixes on 31st May where NEPA triumphed as the cup winners and the well-attended Summer Networking Social at the Loft on 18th July. It culminated in the hugely successful second seminar held by the YPSN, "Shifting Tides – the Future of the Maritime Industry" on Wednesday 6th November as part of the HKTDC's Asian Logistics and Maritime Week. The seminar was led by speakers Mr. Martin Holme of Damco Logistics, Mr. Thomas Timlen of BIMCO and Mr. Tim Wilkins of Intertanko who focused their discussion on issues affecting the future of the maritime industry such as the challenging environment faced by logistics and ship owning companies.

Regard was also paid to the next generation of maritime professionals as panelists Mr. Davin Chan of ICS HK, Mr. Tim Polson and Mr. Ajaz Mir of Young Shipping Australia and Mr. Claudio Chiste of SPNL discussed the steps the industry can take to attract and foster talent. This resulted in an engaging debate between the younger members of the audience and the more established. With the generous support of WISTA (HK), ICS (HK), SCLP, HKMLA and HKSOA, and sponsorship from Tai Chong Cheang Steamship (HK) Pte Ltd, Ince & Co, Reed Smith Richards Butler, WISTA (HK), ICS (HK) and NEPA, the seminar was rounded off with a Joint Maritime Associations Networking Event at Azure Bar which brought together over 200 professionals from all sectors of the maritime world.

### Making the right connections

*There are many tricks of the trade when it comes to successful networking. These seven skills will enhance your effectiveness in building and making relations of mutual benefit:*

1. Do your research
2. Be able to express who you are and a bit about your background in under two minutes, the so-called elevator pitch.
3. Actively listen
4. Build and expand the dialogue on a common connection.  
Maintain eye contact, be courteous and be yourself, which is key.
5. Build rapport.
6. Organise your contacts
7. Follow-up! After an event, send a follow-up email.

**YPSN Newsletter and Other Initiatives**

Despite the recent successes of the YPSN HK and the YPSN PRC, we want to do more. As an initiative to reach more young people in shipping and provide greater support to our members, this year we are introducing our monthly YPSN newsletter which aims to provide you with the latest developments affecting our members in shipping in Hong Kong and broader China. Updated each month, the YPSN newsletter is where you will find information on the shipping market, announcements of our upcoming events, information regarding other interesting events in Hong Kong and maritime job opportunities in Hong Kong.

The YPSN newsletter will be digitally distributed on a monthly basis, therefore, extending its readership as the YPSN community grows. We would like to offer the opportunity to our members to contribute to the production of the YPSN newsletter each month by putting forth articles, pictures, event notices, or anything you may find useful sharing with the community.

In the Year of the Horse, we would like to see our membership expand, grow our cooperation and partnerships with the broader shipping industry in Hong Kong and Asia to strengthen the links between the shipping industry and the next generation in shipping. To begin, we are



Conor, Jorgen and Winton at YPSN Summer Networking Social

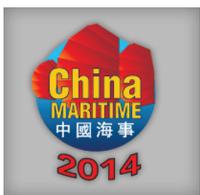
hosting the third in our series of afternoon seminars as part of China Maritime Week 2014 on Wednesday 19th February. This event is kindly sponsored by Hill Dickinson in Association with Laracy & Co and the speakers, Mr. Rory McFarlane of Ince & Co will discuss issues relating to opening up of the Northern Sea Route, Miss Caroline Thomas and Mr. Guy Hardaker of HFW will speak about recent developments in Marine Insurance and their impacts and Mr. Rafael Riva of Lloyds Register will talk about Global Marine Trends 2030.

That same evening we will be hosting our spring social networking event to celebrate the Year of the Horse at Socialito Bar in Central. See you all there!  
- Andrew Oates

**YPSN PRC**

The YPSN PRC, founded in Shanghai in 2012 by Natasha Lippens of MARENTAS, Fiona Pounds of Ince & Co LLP and Tina Liu of Drewry with the support of the YPSN HK, also took big steps in 2013 organizing their first three networking events in Shanghai and Beijing and extending their membership to 431. YPSN PRC held their first Beijing event on Wednesday 15th January 2014 which saw 80 attendees including legal, ship owners, ship management, insurance as well as Chinese and International government bodies and state owned enterprises. YPSN PRC were proud to announce their new media partnership with ship.sh, the largest maritime social media platform in China, that was forged as a direct outcome of their Beijing event.

**YPSN EVENTS** FEBRUARY 19, 2014



**YPSN Maritime Seminar**

14:30 - 17:00  
The HK Convention Centre, Meeting Room A, Hall 3G, Expo Drive Wanchai.  
[www.chinamaritime-expo.com](http://www.chinamaritime-expo.com)



**Spring Networking Cocktails**

19:00 till late  
Socialito Bar, 60 Wyndham Street, Central  
Open bar from 7-10pm and canapés  
Entry fee HK\$100

WITH THANKS TO  
OUR SPONSORS



**INDUSTRY EVENTS** APRIL 23, 2014



**BIMCO S & P Seminar: SALEFORM 2012**

09:00 - 16:00  
Venue TBA  
For more information, contact BIMCO  
China Office at [zw@bimco.org](mailto:zw@bimco.org)