



# A New World of Ship Finance: An Overview of Ship Lease Finance from Legal Perspective

MATF

**MATF-funded courses on the “pre-approved” list (maritime-related) under ProTERS**

*CPD: Pending accreditation from the Law Society of Hong Kong*

**Date:** 24 August 2023, Thursday

**Time:** From 7:00pm to 10:00pm

**Venue:** *Choose to attend by Zoom or in-person:*  
Conference Room of Ince & Co, Suites 4404-10, 44/F, One Island East,  
18 Westlands Road, Taikoo Place, Hong Kong

**Aim:** This course aims to provide complementary knowledge to those candidates/in-service practitioners (staffs of Ship Owning Companies, Management Companies, Shipping and Commercial Banks, Leasing Companies, Traders/Charterers, Brokers, and Others) who intends to enrich their knowledge arising from and in connection with Ship Lease Finance.

## **Main Features of the Syllabus:**

### Part 1: General Overview and anatomy of Memorandum of Agreement (MOA)

The course introduces Students to the characteristics of shipping lease finance, together with an overview of the relevant parties and the relevant finance structures, and an introduction on a typical MOA, including clause-by-clause comments on terms that are commonly negotiated in practice, including the representations and warranties, undertakings, and the conditions precedent.

### Part 2: Anatomy of Bareboat Charter (BBC)

An introduction on a typical BBC, most of the time would be dedicated to clause-by-clause comments on terms that are commonly negotiated in practice, including the representations and warranties, undertakings, the conditions precedent, the ship covenants, and the events of default, with reference to a Loan Market Association-based facility agreement. These would include provisions relating to the corporate authority of the obligors and the underlying security, the vessel as well as terms before delivery of a vessel in construction.

### Part 3: Anatomy of Security Documents and Risk Management

As an important risk mitigation measure, we will introduce various security documents commonly found in a ship finance transaction and the commercial and legal considerations behind each of them.

**Part 4: Group discussion and interactive Q&A**

The course will follow by group discussion on various scenarios, including how to counter various negotiation points from the other side with persuasive reasoning and the pros and cons of compromising certain comments. The course then concludes by having a traditional Q&A to clear any questions the Students may have.

**Instructors:** LEE, Chee Ying (Janice)  
LEE, Li Tung (Tonny)  
TO, Ching Hang (Margo)  
LO, Lillian Yin Lam  
INCE & CO  
(Please refer to the attached detailed CV of all of the Instructors)

**Medium of Instruction:**

English

**Fees:** By Registration:  
HK\$350 per person for Members  
HK\$400 per person for Non-members  
The fee includes attendance in-person or online and e-documentation;  
Payment receipt will be issued to each paid participant.

**Award:** Participants who achieve the 3-hour attendance will be awarded a Certificate of Attendance.

[MATF Refund is available for eligible participants.]

[Applying for CPD points by the Law Society of Hong Kong – to be confirmed.]

**Application Procedure:**

- Please complete the Enrolment Form
- Then, please email the completed form to: [info@seatransport.org](mailto:info@seatransport.org)
- followed by post with payment, upon receipt of which we will send you confirmation by email
- Deadline for Enrollment is on or before 17 August 2023
- The course fee will not be refundable

**Enquiries:** Ms. Clair Wong T: 2581 0003 E: [info@seatransport.org](mailto:info@seatransport.org)

## **Instructor(s)**

### LEE, Chee Ying (Janice)

Janice trained in our Hong Kong office. She is an asset finance lawyer who advises prominent PRC clients on ship and aviation finance matters. Janice has extensive experience in structured financing particularly in sale and lease back transactions. She advises major ship finance lenders and renowned PRC based financial leasing companies within the shipping and aviation sectors.

Janice is also a Notary Public and recently ranked in Legal 500 as a Next Generation Partner in the asset finance – ship finance sector in Hong Kong and Asia.

As published in the Chambers Global Guide – China 2022, Janice deemed by clients to be a practitioner who is a “great lawyer” who is “good to work with or against.”

### LEE, Li Tung (Tonny)

Tonny trained in our Hong Kong office. Tonny is an asset finance lawyer specialising within the aviation sector. He regularly advises prominent Chinese clients on aviation and ship finance matters. Tonny also has experience in advising on finance leases, pre-delivery financings, sale and leasebacks, and syndicated loans secured by aircraft and ship assets. On the business jet side, he regularly acts for international banks and business jet owners.

Tonny is also a Notary Public.

### TO, Ching Hang (Margo)

Margo is an asset finance lawyer based in Hong Kong, with a particular focus on shipping finance. Margo has experience acting for financial institutions, lessors and ship owners in a variety of cross border financing transactions, including sale and purchase of newbuildings and second-hand vessels as well as leasing transactions.

### LO, Lillian Yin Lam

Lillian advises clients on a range of corporate matters, including banking and finance, mergers and acquisitions and other general commercial transactions.

Lillian has experience in financing transactions acting for both lenders and borrowers. She also regularly advises on multi-jurisdictional corporate transactions, including without limitation private mergers and acquisitions, corporate restructurings and private equity transactions.

### About INCE & CO

With a heritage reaching back 150 years, Ince & Co is a dynamic international law firm, with offices in seven countries across Europe, Asia and the Middle East, which provides legal advice and strategic guidance to clients ranging from the world’s oldest and biggest businesses to ultra-high net worth individuals. Our heritage gives us a deep expertise, legal knowledge and market experience, which enables us to deliver services to our clients’ most complex disputes, transactions and projects. Through being part of The Ince Group, as well as our first class legal services, we are able to provide a wealth of professional services and advice to our clients.

With over 800 people, including over 100 partners worldwide, we practise Hong Kong, PRC, Singapore, English, German and Greek law. Singapore law advice is provided through our Incisive Law LLC, with whom we have a Formal Law Alliance. In jurisdictions where we do not have an office, we work with law firms with whom we have established strong relationships.

Our sectors and services include, among others, maritime, commodities & trade, insurance, aviation & travel, private wealth & family, real estate, energy & infrastructure, gaming & betting, TMT as well as leisure, hospitality & retail.



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ENROLMENT FORM

**A New World of Ship Finance:  
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24<sup>th</sup> August 2023

Last Name: \_\_\_\_\_ First Name(s): \_\_\_\_\_

[For application for MATF Refund, the full name must be the same as that in the HKID Card.]

Telephone/Mobile: \_\_\_\_\_ Email address: \_\_\_\_\_

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Address: \_\_\_\_\_

Please send cheque drawn payable to “**Institute of Seatransport**” to Institute of Seatransport:  
Room 1407, 14/F., OTB Building,  
259-265 Des Voeux Road C.,  
Sheung Wan, Hong Kong.

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Please pay in direct to the following bank account of Institute of Seatransport with Dah Sing Bank and email the Bank’s transaction advice confirming such payment, to [info@seatransport.org](mailto:info@seatransport.org)

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