

Senior Onshore Investment Banker Kai Xu joined Admiralty Harbour



Admiralty Harbour is pleased to announce that Kai Xu has joined as the Executive Director and Head of Onshore Business in the Capital Markets & Advisory department. Kai will help Admiralty Harbour raise the business competitiveness to better serve the onshore clients in fields like offshore public issuance, foreign currency debt management and cross-border financing.

Kai has 15 years of experience as an investment banker and lawyer in capital market. He worked at UBS Securities for 7 years as the head of bond underwriting, focused on the onshore bond market and cooperation between onshore & offshore Debt Capital Market, also has successful experience in dealing with onshore bond default. From 2011 to 2015, Kai worked at BOCI's Fixed Income Group, during which time he worked in BOCI HK office and was familiar with offshore bond market. From 2007 to 2011, Kai was in Zhonglun Law Firm, covered many businesses including bond issuance, IPO, FDI and real estate development.

Kai holds a Bachelor of Laws from Peking University Law School and obtained PRC Lawyer's License in 2010. He also holds relevant securities industry license and qualification in China mainland and Hong Kong.

Patrick Liu, CEO of Admiralty Harbour, said, "Kai is an addition to our Firm and we are delighted that he has joined us to help expand and deepen our onshore client coverage, especially in a way to respond to the needs of our onshore clients more efficiently. He brings significant experience in investment banking and legal profession that complements our existing capabilities, he can also help in connecting domestic regulators and investors. I warmly welcome Kai to the Admiralty Harbour family and wish him every success with us!"

资深内地资本市场专家许凯先生加入钟港资本



钟港资本欣然宣布，许凯先生已加入资本市场与咨询部，担任执行董事和中国内地主管。许先生将在海外公开市场发行、外币债务负债管理、跨境企业融资等多条业务线上，全面提升钟港对内地客户的专业服务能力。

许先生拥有 15 年的投资银行及资本市场律师从业经验。加入钟港前，他在瑞银证券 (UBS Securities) 工作 7 年，担任债券承销业务负责人，专注于境内债券资本市场和境内外债券业务合作，也拥有处理国内债券违约重组的成功经验。2011 年-2015 年，许先生任职于中银国际定息收益部，期间曾在中银国际香港办公室工作，熟悉境外美元债务资本市场。2007 年-2011 年，许先生任职于中伦律师事务所，从事债券发行、境内外 IPO、外商直接投资和房地产开发等业务。

许先生拥有北京大学法学学士学位，并于 2010 年取得中国律师执业证；许先生拥有中国内地和香港的证券从业资格。

钟港资本首席执行官刘北先生表示：“热烈欢迎许凯先生加入钟港。他的加盟能够帮助钟港扩大和深化对内地客户的覆盖，尤其是提升对内地客户需求的快速反应能力。许凯之前的投行和律师经验与我们现有业务领域相互补充，也能在对接境内监管机构和投资人方面提供有力帮助。预祝他在新的岗位取得成绩！”