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**MODERN TERMINALS SIGNS STRATEGIC COOPERATION AGREEMENT WITH
GUANGXI BEIBU GULF INTERNATIONAL PORT GROUP**

(Hong Kong) Today Modern Terminals signed a Strategic Cooperation Agreement with Guangxi Beibu Gulf International Port Group Co. Ltd. The cooperation focuses on enhancing the role of the Beibu Gulf ports in Guangxi and the container terminal facilities in Hong Kong and DaChan Bay to drive economic growth in Western China and the Greater Bay Area.

With the objective to promote the efficient flow of goods and reduce the logistics costs, the partners will collaborate to provide transportation services for domestic and foreign trade. Integrating sea-rail intermodal services will link manufacturing areas in Western China to the extensive shipping services network in Hong Kong, enabling trade to grow between Guangxi, the Western China and global markets.

Through collaboration between the partners and other logistics stakeholders, the objective is to use the new Land-Sea Trade Corridor using railway networks, as well as canal and road infrastructure to connect Beibu Gulf ports to the economic development areas in the hinterland of Western China. Offering logistics solutions for cargo originating from Western China, and seamless connectivity through the Beibu Gulf ports to the global network of shipping services in Hong Kong, the cooperation will strengthen the development of the Guangxi Beibu Gulf Economic Zone and support the large-scale development of China's western regions and trade with ASEAN and other large trading partners.

"As a major Free Trade Port in the region, Hong Kong has the distinctive system advantages of enjoying strong support of the Motherland and being closely connected to the world. Compared with other ports in the region, apart from enjoying the same advantages of being highly internationalised with a common law system and a transparent business environment, Hong Kong, being the southern gate of the Country, can more fully protect the interests of domestic cargo owners and logistics operators," commented Amy Chan, Deputy Secretary and Commissioner for Maritime and Port Development at the Transport and Logistics Bureau of the Hong Kong SAR Government.

Horace Lo, Group Managing Director of Modern Terminals said: "Establishing smooth connections between Hong Kong and Qinzhou, and other Beibu Gulf Ports, we enhance the value of shipping through Hong Kong for export and import companies in Mainland China. With the land-based multimodal transportation services connecting through the Beibu Gulf ports, shipping lines can offer connectivity in Hong Kong with more than 170 international weekly service calls for cargo originating from - or destined for - Western China areas, enhancing the value proposition and competitiveness of the Port of Hong Kong."

.../2

A spokesperson from Beibu Gulf International Port Group Co. Ltd said: “Connecting the hinterland of western China to international shipping services in Hong Kong will help Guangxi accelerate the development of the ‘One Zone, Two Places’ model and foster economic development and trade growth. Collaboration with Modern Terminals and other shipping and logistics industry stakeholders in Hong Kong will strengthen the strategic cooperation between Guangxi and Hong Kong and support the national strategies, including the One Belt One Road initiative and cementing Hong Kong’s status as an international transshipment hub.”

Deputy Managing Director of OOCL Hong Kong Branch Connie Chen said: “We welcome the initiative to improve the connectivity between Hong Kong and the western regions of Mainland China. Connecting cargo from Chongqing and other western areas through Qin Zhou to Hong Kong enables us to improve the product we offer to cargo owners routing cargo through Hong Kong. OOCL maintains a large network in Hong Kong, covering nearly all trade lanes, and more cargo from the hinterland of western China will cement the importance of Hong Kong in our network.”



Caption: Modern Terminals Limited Group Managing Director Horace Lo (back centre left), Beibu Gulf Port Group Vice Chairman and General Manager Liu Sheng You (back centre right), HKSAR Government Transport and Logistics Bureau Deputy Secretary Amy Chan (back sixth from left), and Guangxi Zhuang Autonomous Region Transport Department Deputy Director Huang Guo Xun (back sixth from right) witness the signing of the Strategic Cooperation Agreement between Modern Terminals and Guangxi Beibu Gulf International Gulf Port Group Co. Ltd.

.../3



Caption: First shipment by OOCL on the Chongqing-Qinzhou-Hong Kong sea-rail intermodal service under the strategic cooperation.

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.../4

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- 4 -

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