

## Calvin Qiu

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Calvin Qiu is an associate director in BRG's disputes & arbitration practice, based in the Hong Kong office. An economist by training, Mr. Qiu applies analytical methods in economics and finance to conduct valuations of businesses and assets (both tangible and intangible), and assessment of damages in high-stakes commercial disputes. He is also well-versed in statistics and econometrics.

Mr. Qiu has experience in APAC-related matters and businesses across various sectors. He has been involved in HKIAC, SIAC, KCAB, and UNCITRAL arbitrations, as well as litigation cases in the Hong Kong, Singapore, UK, US, and offshore courts.

Prior to joining BRG, Mr. Qiu was an economic consultant focusing on economic policy, economic impact assessments, and competition. In this role, he managed several strategic and economic studies for governments in the APAC region, including Hong Kong, Singapore, and Australia.

Mr. Qiu is fluent in English, Cantonese, and Mandarin, and has Japanese language skills at upper-intermediate level. He is a CFA Charterholder, and holds a BA in Economics and an MPhil in Economic Research from Cambridge University.

丘羽航 (Calvin) 是伯克利諮詢公司 (BRG) 香港辦事處爭議及國際仲裁事務部的助理董事。他擅長經濟和財務分析、統計學及計量經濟學。他主要就各類商業糾紛進行公司和資產估值及損失評估，經驗遍及亞太多個地區。他曾參與 HKIAC、SIAC、KCAB、和 UNCITRAL 的仲裁案，以及香港、新加坡、英國、美國和多個離岸金融中心的法院訴訟。

加入 BRG 前，Calvin 從事經濟諮詢，業務涉及經濟政策研究、經濟影響評估及競爭經濟學，主要客戶為亞太區 (包括香港、新加坡及澳洲) 的公營及私人機構。

Calvin 的工作語言為英語、廣東話和普通話。他亦通過了日語能力測試 (JLPT) N3 級。他持特許金融分析師 (CFA) 的專業資格。他在劍橋大學主修經濟，於 2010 年獲頒一級榮譽學士，並取得多項獎學金，繼而在 2013 以優異成績獲頒經濟研究碩士。

## EDUCATION

MPhil (Distinction), Economic Research, University of Cambridge, 2013  
MA (Hons), Economics, University of Cambridge, 2010

## PRESENT EMPLOYMENT

### Berkeley Research Group

Jul 2020 – present	Associate Director
Jul 2019 – Jun 2020	Senior Managing Consultant
Jul 2018 – Jun 2019	Managing Consultant
Jan 2017 – Jul 2018	Consultant
Nov 2015 – Jan 2017	Senior Associate

## PREVIOUS POSITIONS

### ICF International (formerly ICF GHK)

2015	Senior Consultant
2013 – 2015	Consultant
2012	Intern

Esquel Group, Project Associate, 2011

## PROFESSIONAL AFFILIATIONS

Hong Kong Society of Financial Analysts

## PROFESSIONAL QUALIFICATIONS

CFA Charterholder

## TECHNICAL SKILLS

Stata (econometric analysis)

## LANGUAGES

English, Cantonese, Mandarin (fluent); Japanese (upper-intermediate; passed JLPT N3)

## PREVIOUS EXPERIENCE

### **Disputes: valuation & quantum of damages**

Involved in multiple matters concerning fair value determination in Cayman courts, acting as company appointed consulting experts. Involved in the preparation of company and share valuations, and statistical studies on market efficiency.

Advised a European IP holder in relation to a potential China-related dispute in the lithium-ion battery sector. Managed the matter and conducted a preliminary damages assessment.

Assessed quantum of losses in relation to an acquisition in the South-East Asia region in the technology sector, by a major Japanese corporation. Managed preparation of expert report. Work involved the analysis of Japanese language-financial documents.

Analysed accounting-related issues with respect to a warranty claim and prepared expert report in an HKIAC arbitration in the Korean logistics industry.

Reviewed valuation report put forward by the expert appointed by the opposing side in a joint venture dispute in entertainment content licensing industry involving European and Chinese parties. Analysed the valuation of certain content licenses as assessed by the expert.

Assessed quantum of losses and worked alongside market expert to determine market practices and conditions in the newsprint market in South-East Asia. HKIAC arbitration.

Managed the preparation of expert report, analysis of damages quantum in a luxury hotel dispute concerning the termination of operation contracts in the South-East Asia. Arbitration under UNCITRAL rules.

Reviewed valuation methodology in a shareholder dispute in entertainment venue industry in China. Offshore court matter.

Involved in an IP dispute concerning a license termination at an entertainment venue in China. Offshore court matter.

Analysed quantum of losses in a UK professional negligence litigation case in the live music performance industry. UK court matter.

### **Disputes: accounting**

Analysed revenue recognition practices at a Chinese internet company in the context of a post-acquisition warranty claim in a HKIAC arbitration. The analysis was conducted with a view to valuing the company's business and assessing quantum of loss suffered in a post-M&A dispute.

Provided accounting and valuation related advice in a US court litigation concerning the delisting of a Chinese company in the medical consumables sector.

Analysed accounting issues in a shareholder dispute involving Chinese and European parties in the veterinary medicine industry.

### **Disputes: others**

Managed the preparation of expert report on power market related issues, in a KCAB arbitration between Japanese and Korean parties.

Managed an expert engagement in relation to credit underwriting issues in a Singapore litigation.

Analysed the financial impact of credit insurance in the period leading up to RBS's 2008 rights issue. This work was done in the context of the RBS Rights Issue Litigation, one of the largest UK court litigations in recent times.

Prepared expert report on commodity trading practices in a Hong Kong court case relating to the metal commodities trading market.

Prepared expert report on equity market practices, specifically share placing practices, in a Hong Kong court case in the metals sector.

Prepared a report on money laundering and suspicious financial transactions, in a Hong Kong court case involving a Chinese company in the medical devices sector.

Analysed employment patterns in an infrastructure construction dispute involving Middle Eastern parties.

### **Non-dispute related matters**

Reviewed Japanese-language financial and accounting documents, and analysed financial and business issues, in a Japanese M&A transaction advisory matter.

Project managed a land use review and forecasting study in Hong Kong, for the Hong Kong Planning Department.

Managed multiple studies for the Hong Kong Science Park, which ranged from an extensive review of the local innovation system, to feasibility assessment of infrastructure developments.

Market definition study for the retail mall market in Singapore on behalf of the Competition Commission of Singapore. Presented the results to senior officials in the Commission / Singaporean Government.

Forecasted cruise tourism demand, and involved in the spatial and strategic analysis of cruise tourism options for the state government organisation promoting tourism in New South Wales, Australia.

Conducted an economic impact assessment in the meetings, incentives, conventions and exhibitions (i.e. MICE) industry. Study conducted for the Hong Kong Commerce and Economic Development Bureau.

Developed forecasting models to assess air cargo demand in Hong Kong for a terminal operator, and conducted strategic review of cargo trends and flows.

Involved in the review of bus fare regulatory mechanisms for the Hong Kong Transport and Housing Bureau.