MAREX: BUILDING HONG KONG AS ASIA'S GATEWAY TO GLOBAL COMMODITIES MARKETS

Through its expanded regional base, Marex is scaling metals, energy and power capabilities to serve clients across Asia and Europe.

As a global financial services platform, Marex provides liquidity, market access and infrastructure across energy, commodities and financial markets, with access to more than 60 exchanges worldwide.

"We enable a 'follow the sun' model across Hong Kong, London and New York, allowing our clients to manage risk around the clock," Lau said. That 24-hour coverage is a key advantage as Asian trading hours increasingly influence global benchmarks.

"Hong Kong's unique position as the world's largest offshore renminbi clearing centre, combined with its proximity to the Chinese Mainland, makes it the ideal bridge between domestic commodities markets and international capital markets," said Anise Lau, Managing Director of Global Futures Brokerage, Asia-Pacific at Marex.

A Strategic Hub for Global Commodities Flow

After more than 15 years in Hong Kong, Marex identified a clear opportunity to deepen its regional footprint as Asian commodities markets matured and global capital sought greater exposure to the region. In response, the firm has expanded its Hong Kong office to more than 70 professionals, with specialised teams in metals clearing, trading and risk management.

The Competitive Edge of a Single Time Zone

Beyond round-the-clock coverage, Hong Kong offers a structural advantage that is harder to replicate: a single, globally aligned legal and regulatory framework that helps clients structure, finance, trade and hedge commodity transactions more efficiently across jurisdictions.

"Hong Kong provides a single legal and regulatory framework for structuring, financing and hedging commodity deals efficiently within one time zone," Lau explained. "For clients operating across multiple markets, that reduces complexity and execution risk."

"It's not just about access — it's about speed, certainty and reducing execution risk for our clients," she added.

> "Hong Kong is not just a regional office for us — it's the gateway connecting Asian commodities to the rest of the world."
>
> **ANISE LAU**
> Managing Director, Global Futures Brokerage, Asia-Pacific
> Marex

Expanding Capabilities

Marex has broadened its Hong Kong platform with physical metals trading and the London Metal Exchange (LME) warehousing, strengthening its ability to serve clients across the commodity value chain.

The firm's acquisition of Levmet has also added capability in European power and gas trading. "This acquisition aligns with our strategy to diversify earnings and broaden our capabilities across the commodity ecosystem," Lau noted.

Partnering for Growth

As Marex expanded in Hong Kong, InvestHK supported its move to larger offices and helped strengthen connections with local industry stakeholders.

"We have worked closely with InvestHK to promote our business and gain public recognition for the services we have provided to Hong Kong and Greater China over the past 15 years," Lau said. "Their support was instrumental in facilitating our relocation and connecting us with the right local partners."

Marex

- Established its Hong Kong office in 2011, its first in Asia, with metals trading as the core business
- Employs more than 70 professionals in Hong Kong, focusing on metals clearing, trading and risk management
- Provides access to over 60 exchanges globally, serving commodity producers, consumers and asset managers

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