



FONASBA

DUBAI 2017
ANNUAL MEETING

Aziz Mantrach
REGIONAL VICE PRESIDENT
AFRICA AND THE MIDDLE EAST

AFRICA AND THE MIDDLE EAST

MEMBERS



QUALITY STANDARD



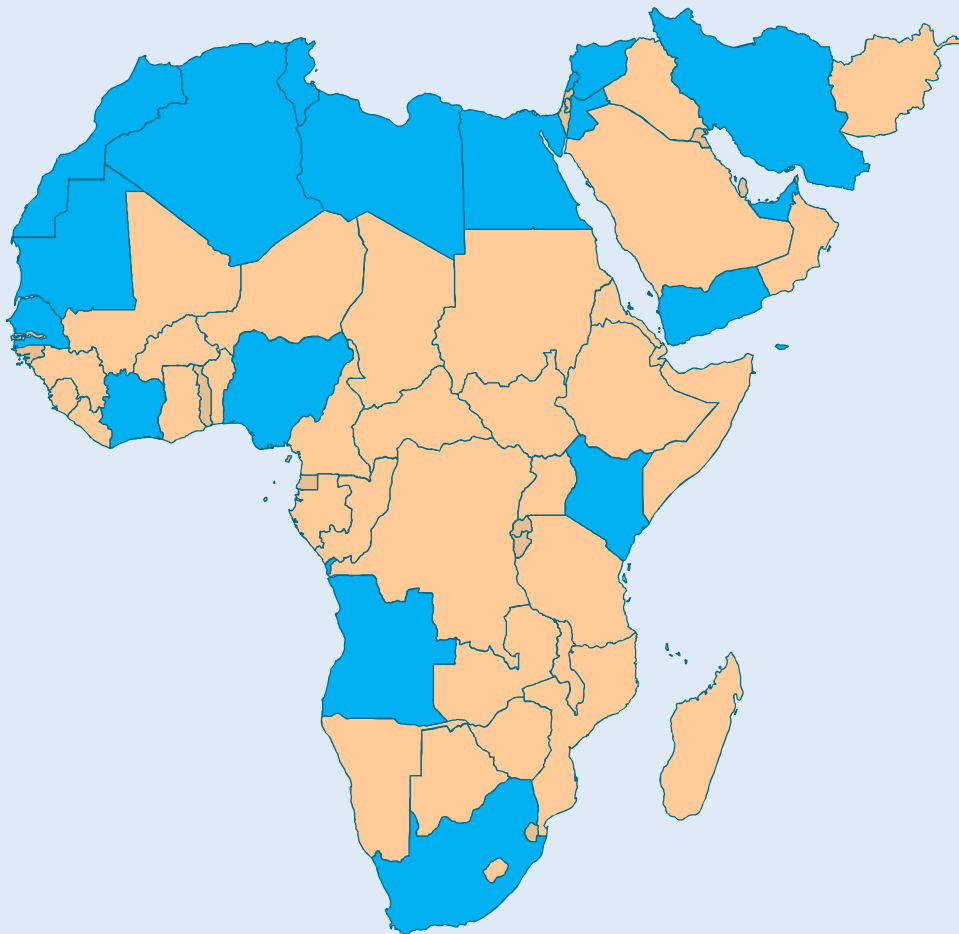
PORT PROCEDURE SURVEY




MAIN REGIONAL EVENTS FOR 2016



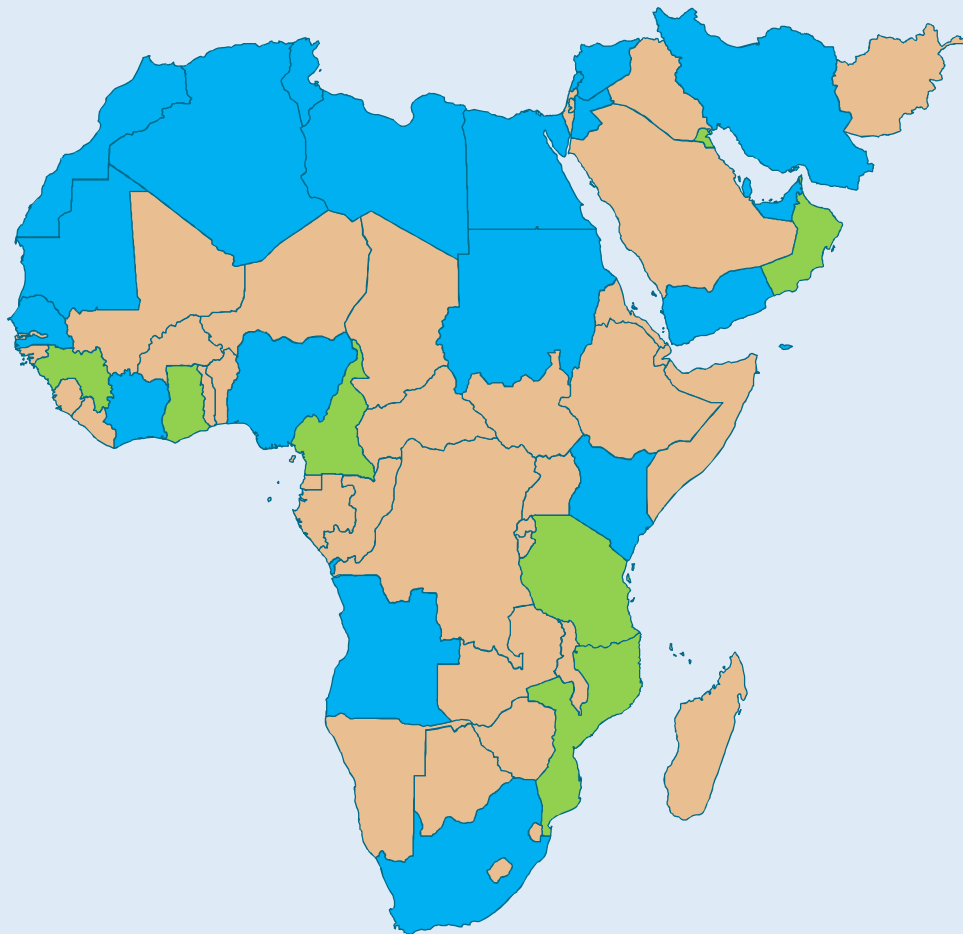
MEMBERS – AGM 2016




 Members – AGM 2016


- ALGERIA
- ANGOLA
- COTE D'IVOIRE
- DUBAI
- EGYPT
- IRAN
- JORDAN
- KENYA
- LEBANON
- LIBYA
- MAURITANIA
- MOROCCO
- NIGERIA
- SENEGAL
- SOUTH AFRICA
- SYRIA
- TUNISIA
- YEMEN

TARGETED COUNTRIES FOR 2017



- **BAHRAIN**
- **CAMEROUN**
- **GHANA**
- **GUINEA**
- **KUWAIT**
- **MOZAMBIQUE**
- **OMAN**
- **TANZANIA**

 Members – AGM 2016

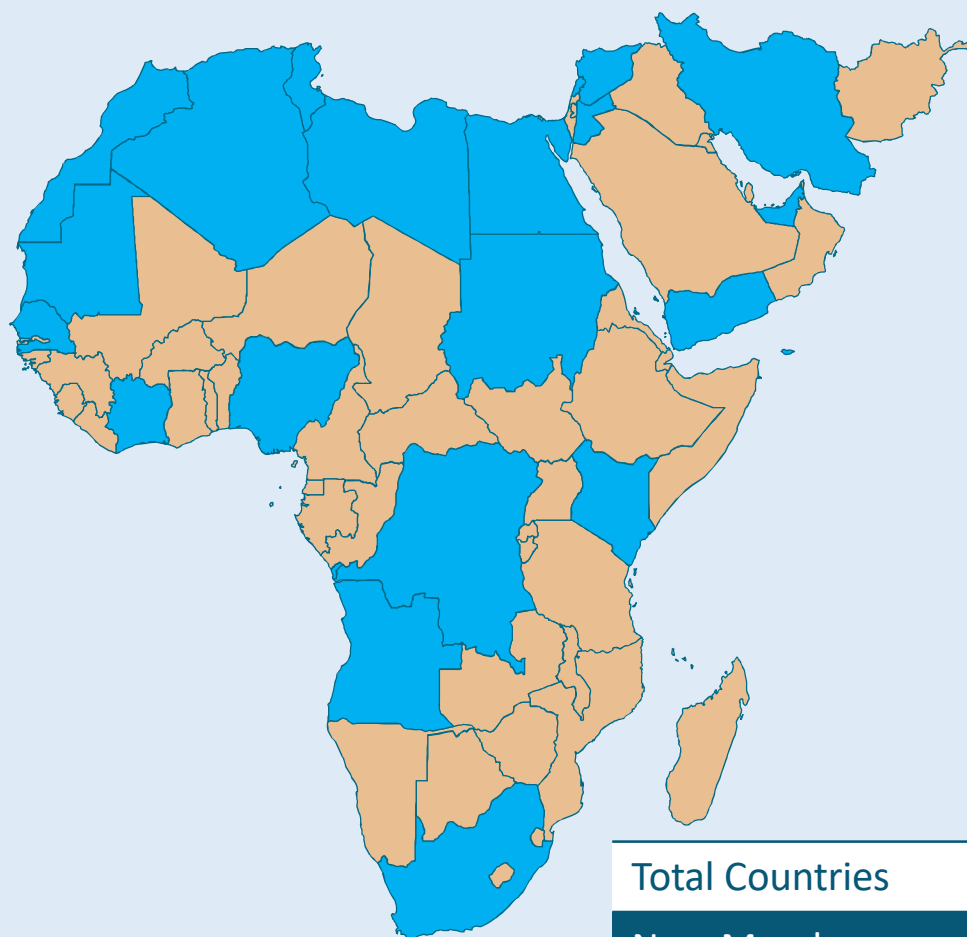
 Targeted Countries 2017

REALIZED MEMBERSHIP 2017

COUNTRY	MEMBER	DATE OF ADHESION
SUDAN	Galal Ismael Shipping Ltd	05.10.2017
Republic of Congo	Transoceanic Pointe Noir,	11.10.2017

* As Associate members

MEMBERS - 2017



Members 2016

(*) New member

Total Countries	19
New Members	2
Percentage	11%

- ALGERIA
- ANGOLA
- CONGO*
- COTE D'IVOIRE
- DUBAI
- EGYPT
- IRAN
- JORDAN
- KENYA
- LEBANON
- LIBYA
- MAURITANIA* (2 members)
- MOROCCO
- NIGERIA (resigned as from 05.07.2017)
- SENEGAL
- SOUTH AFRICA SYRIA
- SUDAN *
- TUNISIA
- YEMEN

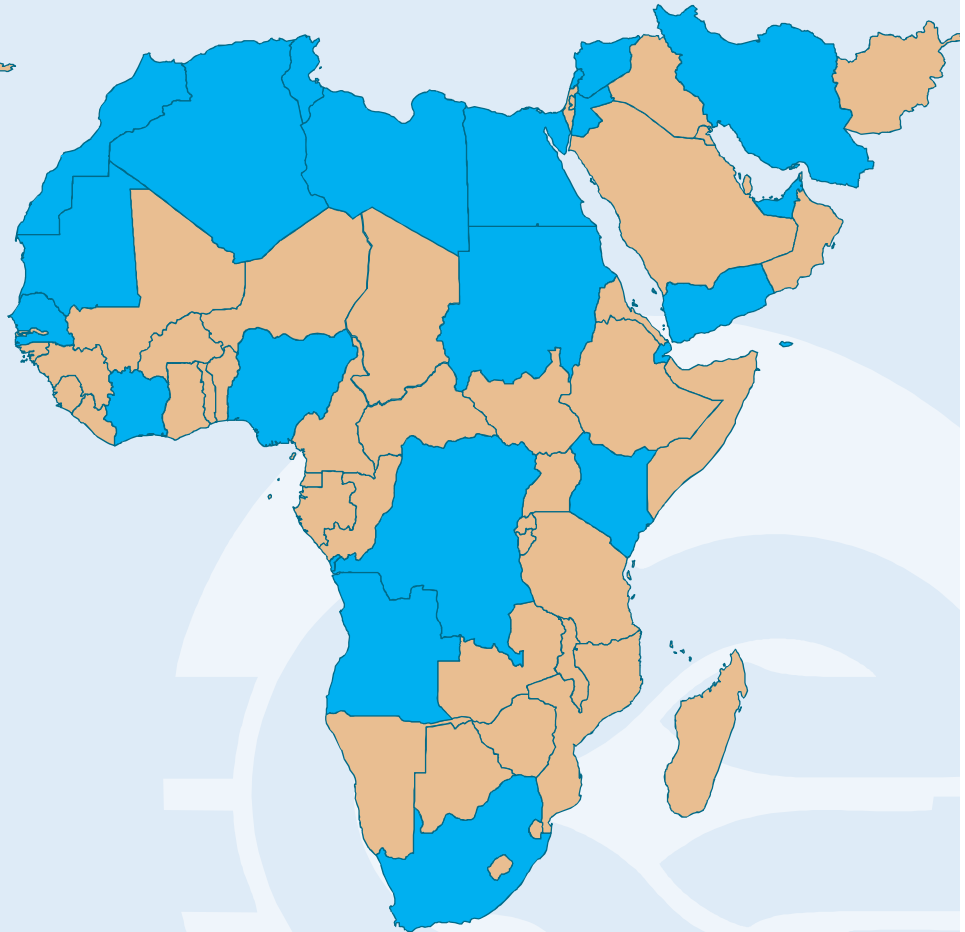
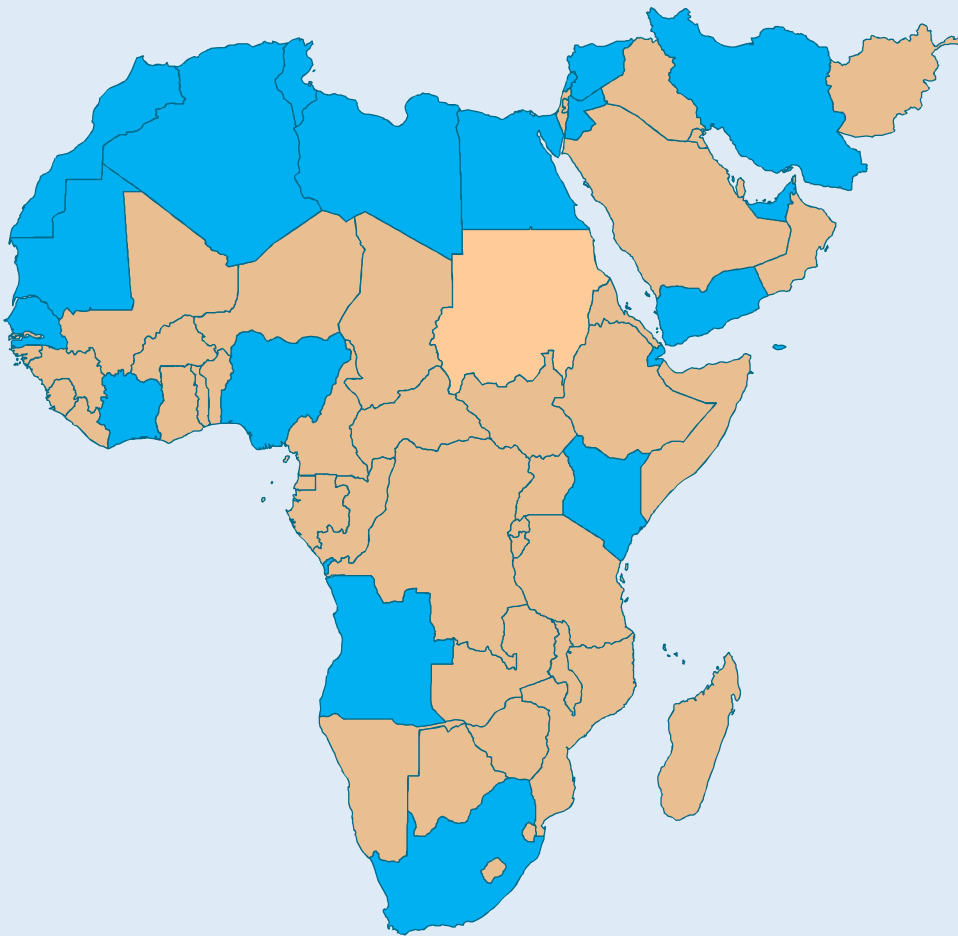
* : New Associate members for which the ballot has just been confirmed last week by members



FONASBA

Membership Situation October 2016

Membership Situation October 2017



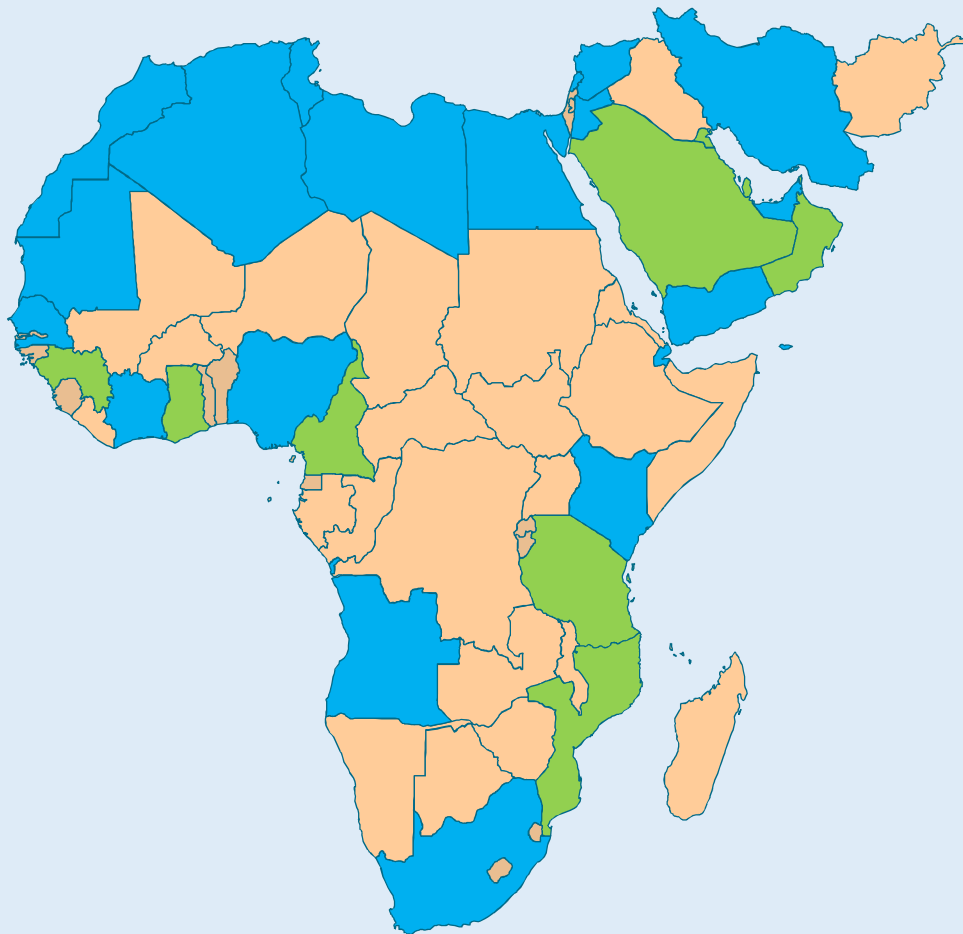
- P.S : NIGERIA has resigned as from 05.07.2017

Welcome My Friends



- Mr. Galal Ismail Awadalla, General Manager of the company “Galal Ismail Shipping Co” Sudan
 - Mr. Patrick Nombo, General Manager and Mr. Armand Ngouala, Shipping & Logistics Manager of Transoceanic, a ship agent in Pointe Noir, Republic of Congo
- who have just been admitted by the ballot last week as Associate members and who are attending for the first time. I warmly welcome them within FONASBA family.
- I am convinced that with professionalism, expertise and commitment of our new associate members, FONASBA will expand further in exchange of experience, may them be both thanked.

TARGETED COUNTRIES FOR 2018



■ Members – AGM 2017
■ Targeted Countries 2017

- ABU DHABI
- BAHRAIN
- CAMEROUN
- GHANA
- GUINEA
- INDIA
- KUWAIT
- MOZAMBIQUE
- OMAN
- SAUDI ARABIA
- TANZANIA

POTENTIAL HOT CANDIDATES

Country	Association	Contacts
Abu Dhabi	ADSAA- Abu Dhabi Shipping Agency Association	Capt Indranil Saha, President
Bahrain	BSAA - Bahrain Shipping Agents Association	-Mr. Mike CAMARA, Chairman -Mr. Mohan Ipe, Vice Chairman - Mr. Ravindu Rodrigo, Executive Board Member and Board Secretary
Ghana	SOAAG Ship Owners & Agents Association of Ghana	-Mr. Adam Imoru Ayarna, President -Perptua Osei Bomsu, Executive Secretary
INDIA	MANSA Mumbai	Capt. Vivek ANAND, President

POTENTIAL HOT CANDIDATES

Country	Association	Contacts
Kuwait	KSCAA	- Mr. Esam Al-Bader, Chairman
	Kuwait Shipping Companies & Agents Association	- Mr. Ahmed A. Eid, General Secretary
Oman	Oman Shipping Agents Association	Mr. C.M Najeeb, President
	Visited by Nayana	
SAUDI ARABIA	The Maritime Agents Committee	Eng. Tariq A. Al-Marzougi
	The Council for Saudi Chambers of Commerce	Chairman,
Tanzania	TASAA	Mr. Anil Patel, Chairman
	The Tanzania Shipping Agents Association	

I would like to point out that for the cases of Ghana and Tanzania, these are almost concrete files, as we decided John and I to pay a visit to these both potential candidates, in order to hold a meeting with their Executive Committees and make them a full presentation of FONASBA and its activities as well as its added values. In fact, the meetings were supposed to take place on August/September 2017 but because of problems of agendas we had to postpone them.

We learned that very recently, the Tanzanian government has decided to nationalize the profession of shipping agents, which makes of Tanzania a cold potential candidate.

Mr. Anil PATEL, here present, can thus let us know in more detail about the delicate situation in which are the shipping agents of this country, who are ex-members of the Tanzania Shipping Agents Association

POTENTIAL COLD CANDIDATES

Country	Association	Contacts
Cameroun	UCAM	-Mr. Gilles NGATCHOU, Vice President
	Union des consignataires et Armateurs du Cameroun	-Mr. Charles Melchior MOUDOUTHE, Executive Secretary
Guinea	KBS – GUINEA, Conakry -	Mr. Soumahoro
Mozambique	MANICA (Associate Member)	Mr. Faruque Assubuje

- I am happy with the achievements of this year.
- To complete all these Targets of membership.
- Constant contact and to whom I send reminders on a regular basis.
- Indeed, in order to make a Federation truly global and more visible, it is important to persevere in this direction.

DSAA - Dubai Shipping Agents Association

Taking advantage of the organization of our AGM in Dubai, which is considered as an important hub of the Middle East and taking into account the potential of the region and of East Africa, I proposed to the Executive Committee , during the meeting of Genoa on 30.06.2017, to invite friend countries, their national associations of ship agents, to participate with us in our AGM.

This proposal was accepted unanimously by the Execom, thus I took the initiative of organizing a meeting in Dubai on the 09.04.2017, with the representative of DSAA, Mr. Saadi Rais, Chairman, Mr. John Cox, the Secretary- General and Mrs. Nayana Nandkumar, Manager.

The aim of this meeting was to concert with DSAA, as hosting association of our AGM this year and to draw an actions plan likely to make federate all the potential members of the Middle East and East Africa and India.

We could thus list all the representatives of important countries of this region to whom we sent personal invitations to take part to our AGM as observers, which will allow them to know the activities of our Federation and get familiarized with its works .

I am glad that this suggestion has been successful, since 7 countries responded favorably and accepted our invitation to participate in our AGM in Dubai. They are most welcome.

I seize this occasion to thank deeply Mr. Rais for his precious help and his personal support.

I also thank very much Nayana, Deputy Regional VP for Africa and Middle East, for her deep involvement to make of this task a success.

I am pleased to attach to the present a photo from this meeting.



ACS - Alexandria Chamber of Shipping

On the 15th April 2017, I organized a meeting in Cairo with the representatives of ACS, Mr. Moselhy, Chairman and Mr. Medhat Hatem El Kady, Board member and this essentially to discuss about FQS and to highlight the importance of being accredited by FONASBA to deliver this certification to their members and the added values it can bring to them, knowing that I have already introduced this standard to ACS by previous exchange of emails.

Also, during this meeting I handed a complete file to Medhat on this subject, including the illegibility criteria of FONASBA.

I followed up this file by an exchange of emails with Mr. Mouselhy, who expressed to me their full interest and willing to adopt the FQS for their members, which they intend to study within their committee.

I remain confident that very soon we shall receive confirmation from this association and their final decision to implement the FQS in favor of their members.

Belgian Shipping Association - Brussels

I initiated and organized a meeting in Brussels in the presence of Mr. Raymond Troch and Mrs. Hilde Bruggeman, to which took part Mr. John FOORD, President of FONASBA and Mr Antonio BELMAR, Chairman of ECASBA on 28.07.2017.

The objective of this meeting was to find appropriate solutions to the expectations of certain members of ECASBA and to reinforce the synergy between FONASBA and ECASBA.

The report of this meeting will certainly be sent to you by Mr. Antonio BELMAR.

VISITED COUNTRIES SUMMARY

Country	Association	Persons met	Date of visit
Dubai	DSAA - Dubai Shipping Agents Association	-Mr. Saadi Rais, President - Mr. John Cox, the Secretary-General - Mrs. Nayana Nadkumar, Manager	9 TH April 2017
Egypt	ACS Alexandria Chamber of Shipping	-Mr. Moselhy, Chairman Mr. Medhat Hatem El Kady, Board member	15 TH April 2017
Belgium	Belgian Shipping Association - Brussels	Mr. Raymond Troch Mrs. Hilde Bruggeman	28th July 2017

AFRICA AND THE MIDDLE EAST

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



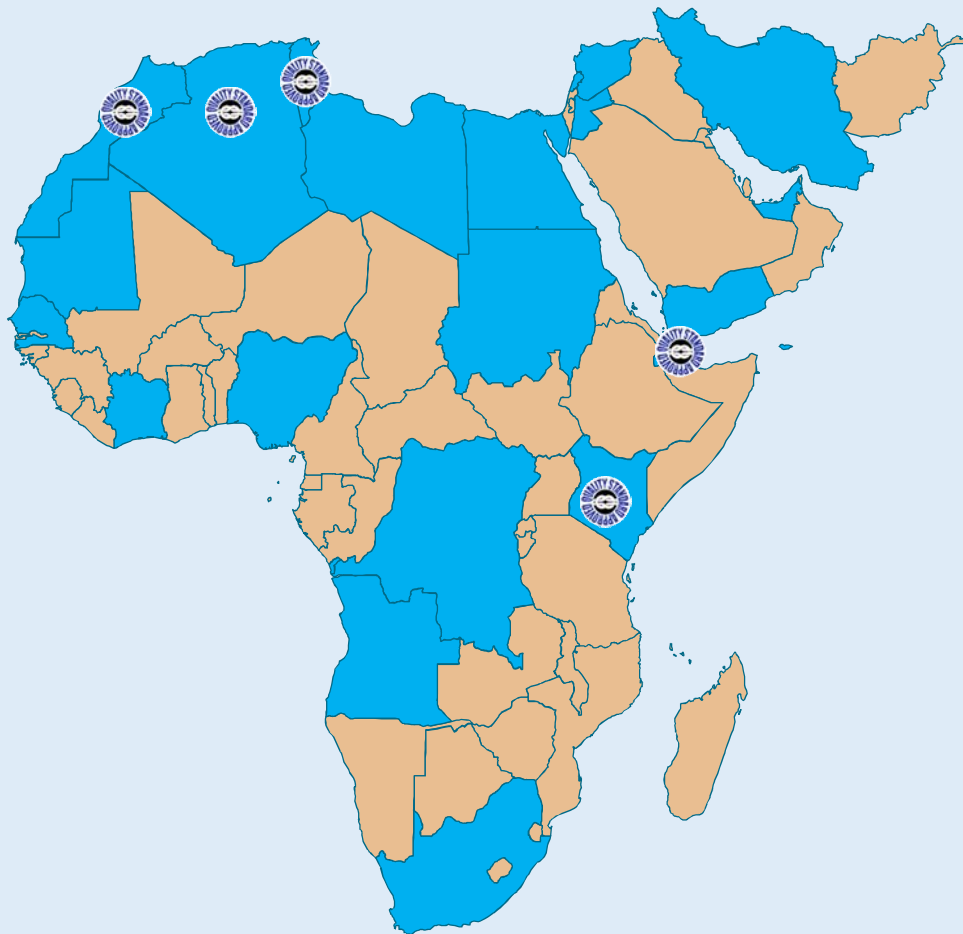
MAIN REGIONAL EVENTS FOR 2016







- To develop near members of the region the FQS, participation in the Port Procedures Survey
- Obtaining the maximum of replies to questionnaires and surveys circularized by FONASBA.
- We have now 3 countries which are accredited : Dubai, Morocco and Tunisia.
- Two other countries are in process of implementing FQS :
 - Algeria, who already submitted to FONASBA their criteria of eligibility and who will surely be the next country to be accredited
 - Kenya

QUALITY STANDARD ACCREDITED COUNTRIES - 2017



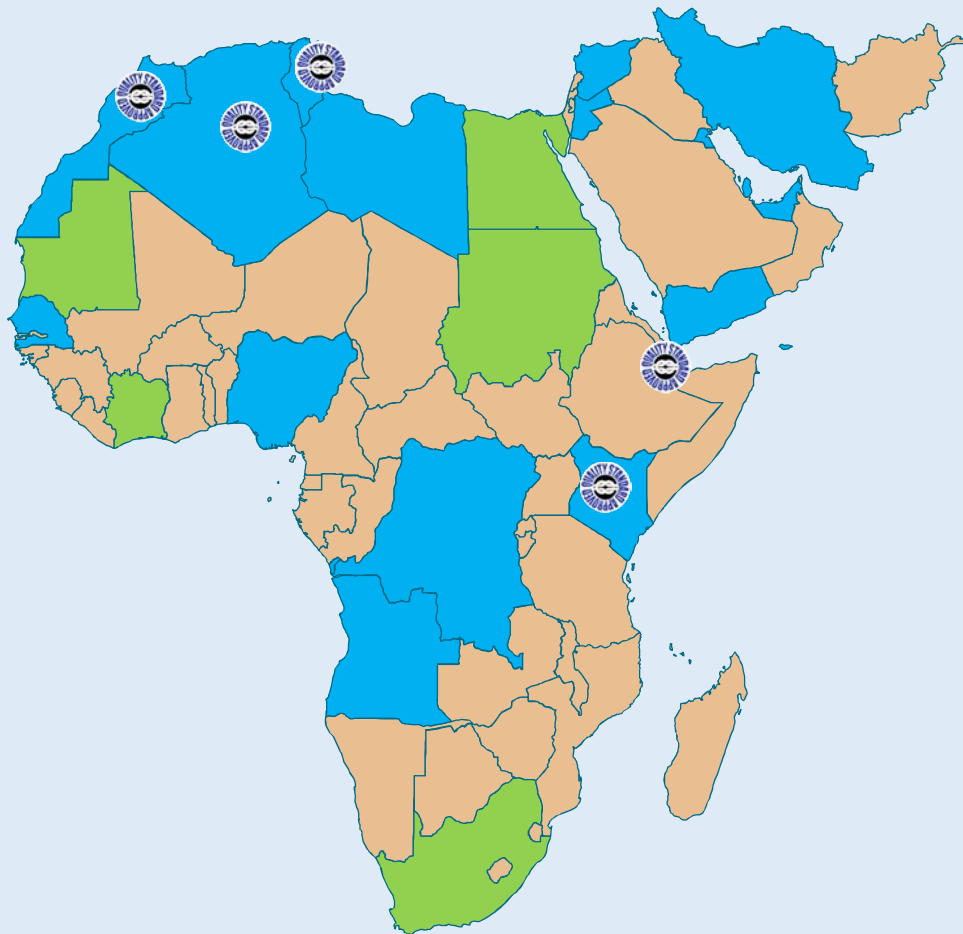
 Members 2017

 FQS Accredited Companies


- ALGERIA (underway)
- KENYA (underway)
- Dubai (1)
- MOROCCO (24)
- TUNISIA (1)

Total Members	20
FQS	5
Percentage	25%

TARGETED QUALITY STANDARD COUNTRIES FOR 2018



- COTE D'IVOIRE
- EGYPT
- MAURITANIA
- SOUTH AFRICA
- SUDAN

- Members 2017
-  FQs Accredited Companies
- Targeted FQs Companies for 2018

AFRICA AND THE MIDDLE EAST

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



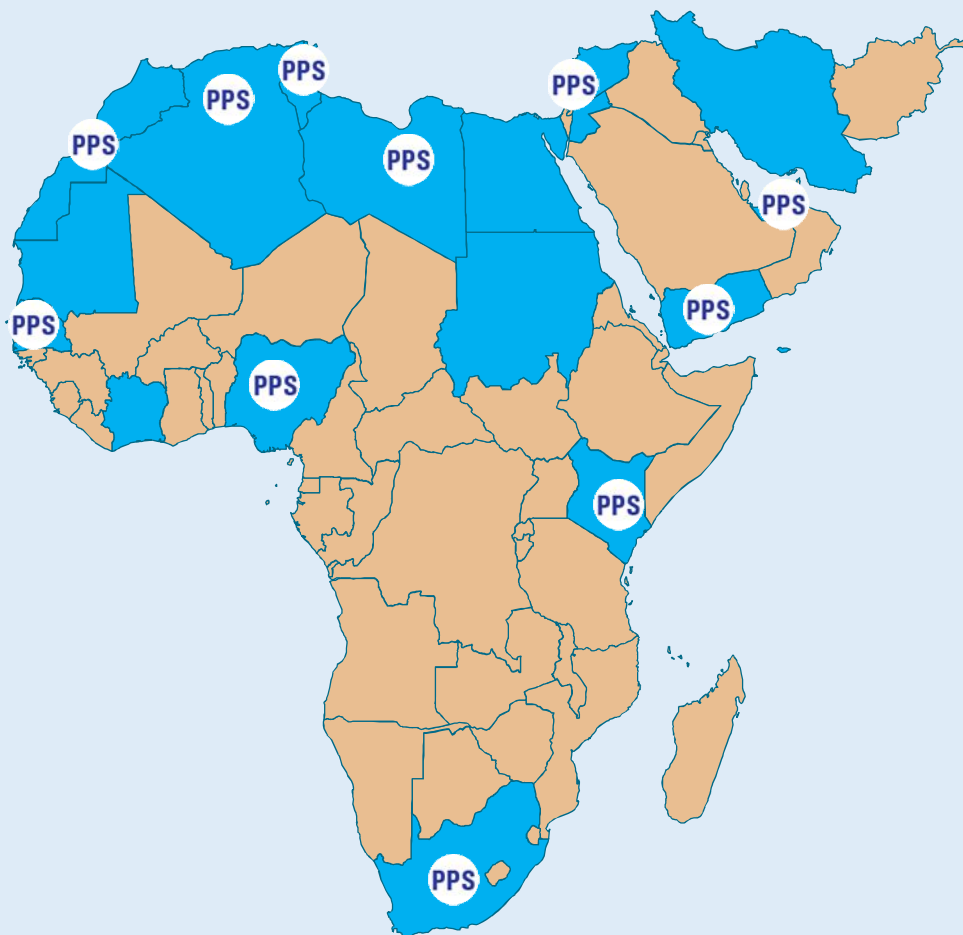
MAIN REGIONAL EVENTS FOR 2016





- Concerning the PPS, we have 11 Countries connected to this system on 2017
- We have a target of 2 Countries on 2018 :
 - COTE D'IVOIRE
 - EGYPT
- To reach a total of 13 Countries

PORT PROCEDURE SURVEY (PPS) COUNTRIES - 2017



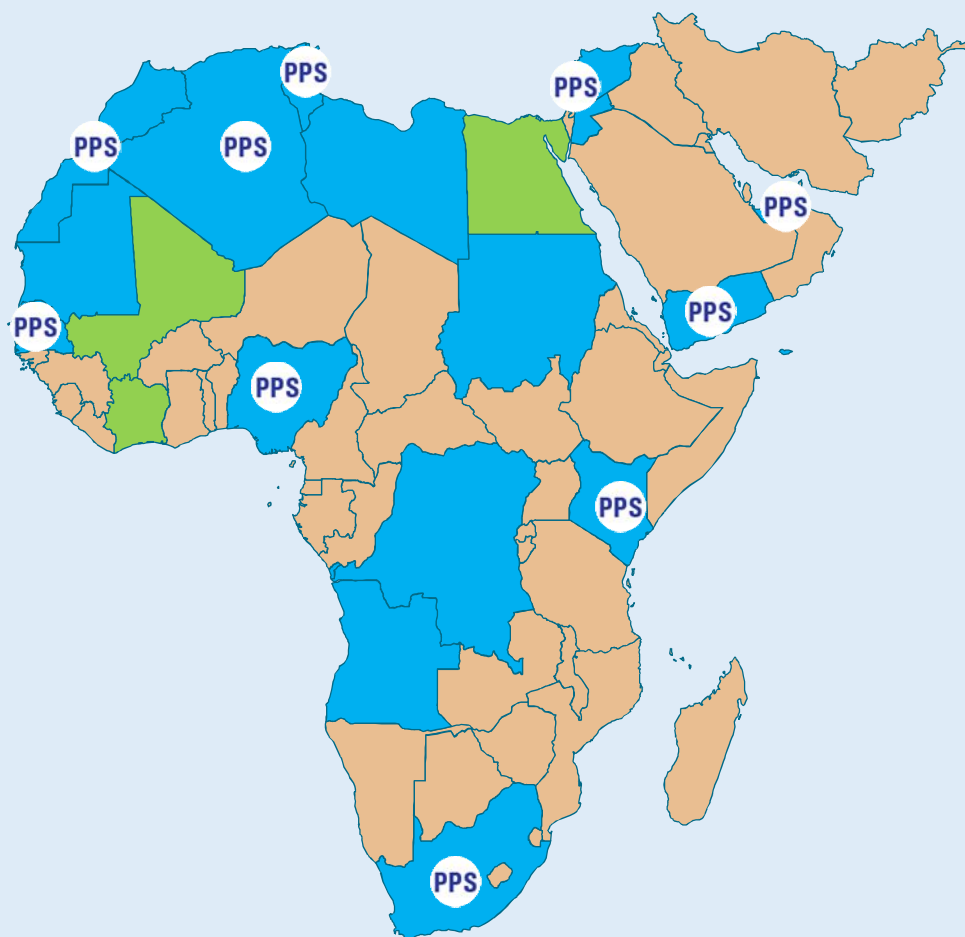
Members 2017

PPS PPS Countries 2017

- ALGERIA
- DUBAI
- KENYA
- LEBANON
- MOROCCO
- NIGERIA (no longer member as from 07.09.2017)
- SENEGAL
- SOUTH AFRICA
- TUNISIA
- YEMEN

Total Members	20
PPS	11
Percentage	55%

TARGETED PORT PROCEDURE SURVEY (PPS) COUNTRIES FOR 2018



- COTE D'IVOIRE
- EGYPT
- MAURITANIA

- Members 2017
- PPS PPS Countries 2017
- Targeted PPS Countries for 2018

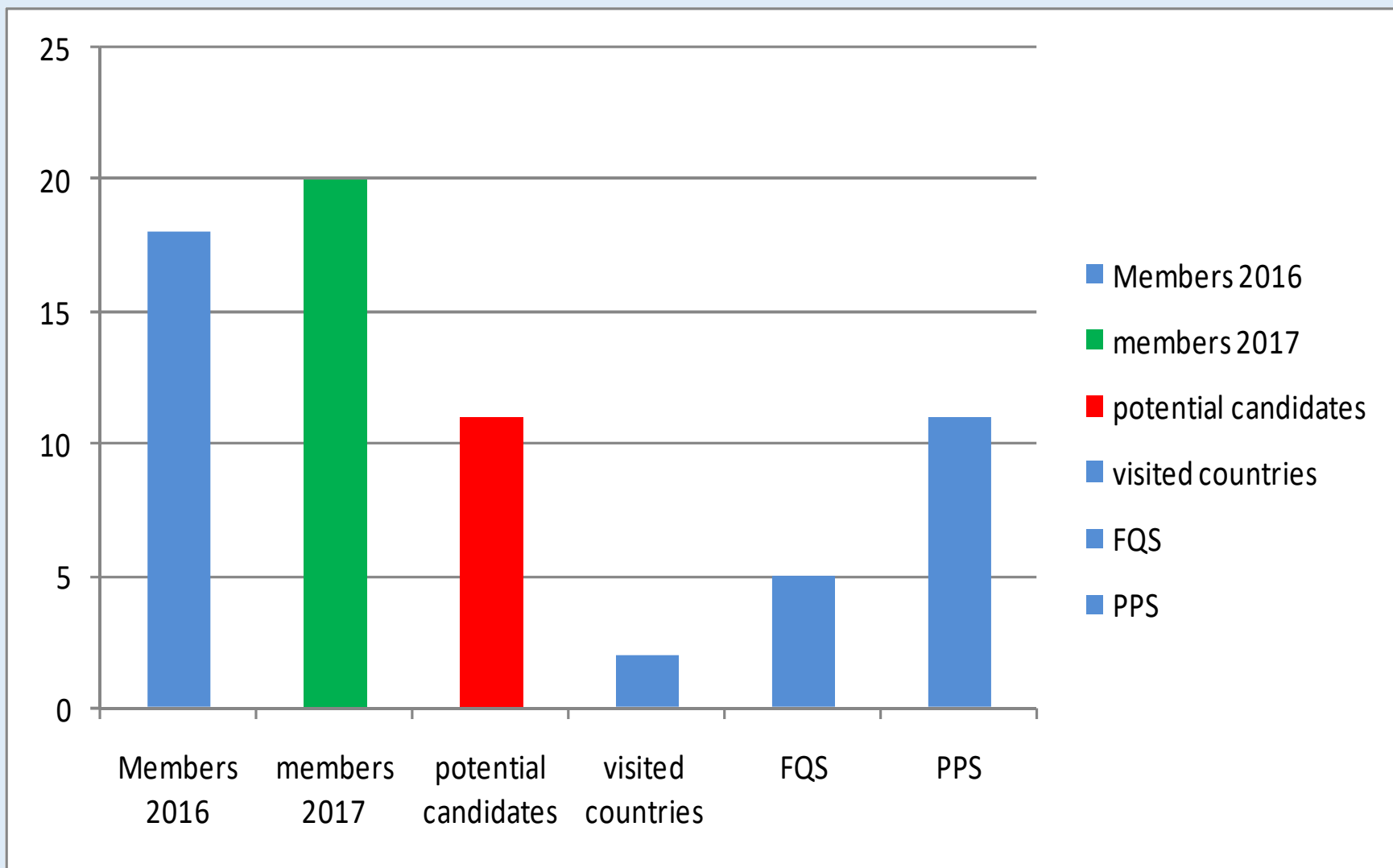
ACHIEVEMENTS & TARGETS (MEMBERSHIP/FQS/PPS)



FONASBA

Countries	Members 2016	New Members 2017	FQS 2017	PPS 2017	Visited countries 2017	Potential candidates 2018	Targeted countries 2018
Abu Dhabi							
Algeria				PPS			
Angola							
Bahrain							
Cameroun							
Congo							
Cote D'ivoire							PPS
Dubai				PPS			PPS
Egypt							PPS
Ghana							
Guinea							
India				PPS			
Iran							
Jordan							
Kenya				PPS			
Kuwait							
Lebanon				PPS			
Libya							
Mauritania							
Morocco				PPS			
Mozambique							
Nigeria				PPS			
Oman							
Saudi Arabia							
Senegal				PPS			
South Africa				PPS			
Sudan							
Syria							
Tanzania							
Tunisia				PPS			
Yemen				PPS			
Total	19	2	5	11	2	11	3

ACHIEVEMENTS & TARGETS (MEMBERSHIP/FQS/PPS)



AFRICA AND THE MIDDLE EAST

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



MAIN REGIONAL EVENTS FOR 2016



PROMOTION OF FONASBA



- To make more visible FONASBA around the world
- It is a long process work, because many people in our profession do not know what is FONASBA.
- To participate in a maximum of seminars and exhibitions in different parts of the world, Our logo is shown in all documents related to these events.
- to make known our federation by any means and everywhere in the world, I would like to point out that I take advantage of any occasion which offers us such promotion, especially when it is free of any charges.

Last year, we could participate in various seminars and exhibitions in different parts of the world and our name and logo could be seen in Marrakech, Oman and Dubai.

FIATA Annual Conference 2017 Region Africa, Middle East (RAME) - MOROCCO

I was invited as Regional Vice President for Africa and Middle East of FONASBA to a very important event, the FIATA annual conference 2017, which was organized in Casablanca on 2nd - 5th May 2017, under the theme “Connect & Achieve with Efficiency & Sustainability” and which knew the participation of many European countries as well as all African ones.

I interfered as Regional Vice-President Africa and Middle-East of FONASBA, as moderator of panel 2, which was held on 02.05.2016, on the topic of “Efficient & Sustainable Logistics”.

This conference was a real opportunity to promote FONASBA and I am pleased to attach to the present some illustrating photos of this event .









AGM and conference 2017 of WISTA INTERNATIONAL



I received an invitation to take part to the AGM and conference 2017 of WISTA INTERNATIONAL, which will be held in Rotterdam from 4th to 6th October 2017.

Taking into consideration the role of women in the maritime industry, I suggested to the Executive Committee to appoint a representative to participate in this important event of WISTA INTERNATIONAL, in order to promote FONASBA near all these women of shipping and to seek out partnership solutions with WISTA INTERNATIONAL

Nevertheless, I reiterated my proposal to find a way to strengthen ties with WISTA INTERNATIONAL in order to make our federation more widely known to women in the maritime field, in all its aspects.

Census of most important events in Africa and Middle East



In order to promote FONASBA in all parts of Africa and the Middle East, I sent a circular email to all our members in this region to ask them to send me the list of most important events that can serve as a platform to promote the role of ship agent and broker and thus contribute to the promotion of FONASBA.

I have received a number of answers, with a selection of many interesting events, namely from our members in Libya, Dubai and Lebanon, whom I thank very much, which are stated hereafter :



Breakbulk Middle East 2018 in Abu Dhabi – 6-7 february 2018



**MARITIME ACADEMIC CONFERENCE & EXPO – 30TH & 31ST OCT
2017 IN DUBAI**



[18th Intermodal Africa 2017](#)

Radisson Blu Hotel Abidjan, Cote D'Ivoire , 22nd & 23rd November 2017



[12th Indian Ocean Ports and Logistics 2018](#)

The Ravenala Attitude, Mauritius, 24th & 25th January 2018



[19th Intermodal Africa 2018](#)

Lunamar Hotel, Beira, Mozambique, 28th & 29th March 2018



[15th Trans Middle East 2018](#)

Intercontinental Aqaba Resort, Jordan, 24th & 25th October 2018



[20th Intermodal Africa 2018](#)

Mövenpick Ambassador Hotel Accra, Ghana, 28th & 29 November 2018



16th Trans Middle East 2019

Kuwait City, Kuwait, 30th & 31st January 2019



21st Intermodal Africa 2019

Mombasa, Kenya, 20th & 21st March 2019



7th MED Ports 2019

Casablanca, Morocco, 29th & 30th May 2019



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ISIPHOQOZWE KWAZULU-NATALI

TOC Africa 2017

5-6 December 2017, Durban ICC, South Africa

I expect others and I hope that very soon I would have more feedback and then I will study within the Executive Committee each organizer and how we could find agreements as supporting organization.

THANK YOU



- I would like to thank my dear friend Admiral Hatim EL KADY, Chairman of the Arab Federation of the Chambers of Shipping for having kindly accepted our invitation to attend for the first time our AGM as observer, within the framework of the convention between AFCS and FONASBA and I have no doubt that he will do the maximum to strengthen relations between our both federations
- I would like to thank all our guests observers for having accepted our invitation to take part for the first time in our AGM and remain convinced that this participation will allow them to know closely the activities of our federation, its works and its added value and also to establish close relations with our members, the family of FONASBA. we welcome you all, I name :
 - **Capt. Indranil SAHA – RHS GROUP Abu Dhabi**
 - **Mr. Mike Camara, Mr. Balaji Ardhanari and Mr. Ravindu RODRIGO – Bahrain Shipping Agents Association**
 - **Capt. Vivek ANAND – MANSA, India**
 - **Mr. Issam AL BADER, Kuwait Shipping Company Agents Association**
 - **Mr. C.M NAJEEB – Oman Shipping Agents Association.**
 - **Mr. Tarek AL MARZOUKY – Maritime & Transportation Jeddah, Saudi Arabia**
 - **Mr. Anil PATEL – the Tanzanian Shipping Agents Association**

- I would like to thank as well Mr. Saadi Rais, Chairman of Dubai Shipping Agents Association, Mr. John Cox, the Secretary- General and Mrs. Nayana Nandkumar, Manager and Deputy Regional VP for Africa and Middle East of FONASBA as well as all the team of DSAA for the excellent organization of this event and their nice welcome
- My warm thanks go as well to the president of FONASBA, Mr. John FOORD, and all members of the Executive Committee, as well as Mr. Jonathan WILLIAMS, General Manager of FONASBA, for the support they all granted to me.
- I thanks all the attendance for your kind attention

THANK YOU