



Cancun 2018
ANNUAL MEETING

Aziz Mantrach
REGIONALVICE PRESIDENT
AFRICA AND THE MIDDLE
EAST

AGENDA



AFRICA AND THE MIDDLE EAST

MEMBERS

QUALITY STANDARD

PORT PROCEDURE SURVEY

MAIN REGIONAL EVENTS FOR 2017

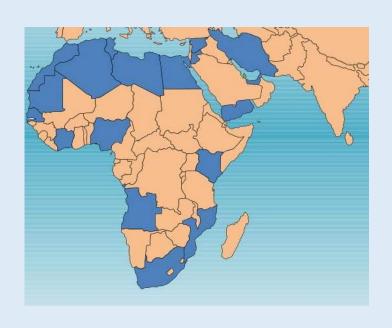






MEMBERS-AGM 2017





- ALGERIA
- ANGOLA
- CONGO
- COTE D'IVOIRE
- DUBAI
- EGYPT
- IRAN
- JORDAN
- KENYA
- LEBANON
- LIBYA
- MAURITANIA(2 Members)
- MOROCCO
- MOZAMBIQUE
- SENEGAL
- SOUTH AFRICA
- SYRIA
- SUDAN
- TUNISIA
- YEMEN

REALIZED MEMBERSHIP 2018



COUNTRY	MEMBER	DATE OF ADHESION
BAHRAN	Bahrain Shipping Agents' Association BSAA	01-07-2018
INDIA	Maritime Association of Nationwide Shipping Agencies (MANSA)	01.07.2018
CAMEROON*	GLOBAL LOGISTICS & TRADING COMPANY SARL	01.10.2018

^{*} As Associate members

Welcome My Friends



- Welcome Mr. Ravindu Rodrigo (Executive Board Member & Board Secretary)of BSAA who is attending our AGM for the first time as a full member and who is now part of the FONASBA family.
- I also welcome to Capt.VIVEK of (MANSA) India who is now part of FONASBA even if he is not among us during this event as a full member, he asked me to convey his apology for not being with us, since he was detained for reasons beyond his control.
- Mr. Pierre NONGNI / Global Logistics & Trading Company, who have just been admitted by the ballot 4th October 2018 as Associate members, I warmly welcome him within FONASBA family.

MEMBERS - 2018





Members 2017

New member

Total Countries 24

New Members

3

- ALGERIA
- ANGOLA
- BAHRAIN *
- CONGO
- COTE D'IVOIRE
- CAMEROON *
- DUBAI
- EGYPT
- IRAN
- NDIA *
- JORDAN
- KENYA
- LEBANON
- LIBYA
- MAURITANIA (2 Members)
- MOROCCO
- MOZAMBIQUE
- SENEGAL
- SOUTH AFRICA
- SYRIA
- SUDAN
- TUNISIA
- YEMEN

NEW MEMBER



Bahrain Shipping Agents Association (BSAA Mr Ravindu Rodrigo)

This association was visited by Glen and myself in 2016, and since then I have kept in touch with Ravindu, whom I have invited to participate as an observer the Dubai General Assembly in October 2017 with several other guests.

BSAA finally decided this year to formulate its application for membership which was accepted 01-07-2018 which brings to us a new member in the Middle East.

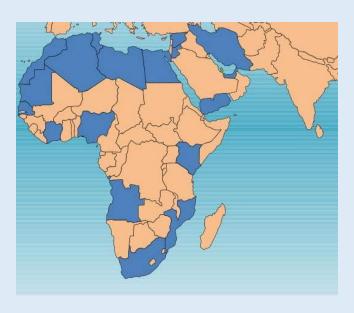
I would like to thank Mr RAVINDU, for all the patience he has had, and also his personal involvement to succeed the adhesion of his association to FONASBA. I hope that in the near future he will play a dynamic role in our federation and thus rejuvenate our workforce.

MEMBERSHIP SITUATION



Membership Situation October 2017

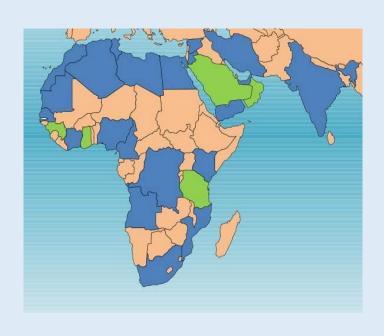
Membership Situation October 2018





TARGETED COUNTRIES FOR 2019





- ABU DHABI
- GHANA
- GUINEA
- KUWAIT
- OMAN
- SAUDI ARABIA

Members – AGM 2018
Targeted Countries 2019

POTENTIAL HOT CANDIDATES



Country	Association	Contacts
Abu Dhabi	ADSAA- Abu Dhabi Shipping Agency Association	-Capt Indranil Saha, President
Ghana	SOAAG Ship Owners & Agents Association of Ghana	-Mr. Adam Imoru Ayarna, President -Perptua Osei Bomsu, Executive Secretary
KUWAIT	Kuwait Shipping Companies & Agents Association)	-Mr. Bassim Al Rashed, chairman

POTENTIAL COLD CANDIDATES



Country	Association	Contacts
Oman	Oman Ship Agent's association	- C.M. Najeeb
Saudi Arabia	Atlantic shipping group (associate Member)	- Mr.Tarek Almarzouky

PROPOSAL TO SPLIT THE REGION INTO TWO PARTS

The Africa and Middle East region has made significant progress in terms of membership.

Indeed, with the performance of recent years, this region reached 24 members in 2018, the second largest region after Europe with 26 members.

Also taking into account the large area to be covered in Africa and the Middle East and the large number of members, the Executive Committee has found it necessary to propose to the coucil to split this region into two parts:

- a) Africa
- b) the Middle East and Indian sub-continent.

And so to modify the status to have 6 VP instead of 5 VP currently, in such a way as to be able to appoint 1 VP for Africa and 2nd for the Middle East and Indian subcontinent, with the objective of better focusing to improve the production in each region.



Oman Shipping agents association Muscat (President c.m. Najeeb)

Mr Najeeb, president of this association, whom I invited as observer to our assembly in Dubai was not able to attend, so I grap the opportunity of a trip thanks to a visit to the Middle East of a Moroccan delegation to visit him in Muscat on February 23th 24th, 2018.

He gave me a very warm welcome, I introduced him to the activities of our federation and he was very interested .

However, he wanted first to get permission from his government to join an international federation.

This is a file that we will have to follow, even I am in regular contact with him.



<u>Qatar Chamber of Commerce (Chairman Ali Bin Abdulateef Al Misnad)</u>

I had the opportunity to visit Qatar on 20th 21th February 2018 at the head of a strong Moroccan delegation and I discovered that this country does not have an association of shipping agents, this profession sit on the committee of services within the chamber of trade of Doha, The chairman of this committee that I met and to whom I presented the Fonasba's activities was very receptive.

I made him a letter to thank him and invite his service committee composed especially shipping agents to join our federation.

Till now, I did not register any feedback from his side this is a hot target to visit next year.



Egypt (Alexandria Chamber of Shipping) ACS

I had the opportunity to visit Egypte on February 25th 26th, 2018, to give a presentation on the activities of Fonasba and also to chair over a certificate of FONASBA Quality Standars ceremony for a dozen companies, all members of this chamber were present, in addition to all the Arab Maritime Chamber (AMC) member countries.

More than 11 members of (ACS) were certified and also satisfied with this ceremony.





Jordan Shipping Association

I met Capt Dalabieh, Director of the Jordan Shipping Association in Egypte during the FONASBA Quality Standard ceremony February 25th 26th, 2018.

I took advantage of this meeting to emphasize to Capt Dalabieh how important it is for his association to offer its members the certification and I gave him all the details about it.

Mr Dalabieh exchanged many messages with Jonathan regarding criteria of elegibility, after my meeting with jordan shipping association.

It is in process.



<u>Sudan</u>

I met, Captain Seif ABU BAKER- Vice President and Mr. Hisham BAASHER – General Secretary of Sudanese shipping Chamber at the Arab Federation of Chambers of Shipping AGM in Alexandria EGYPTE on 24th February, and with whom I had an interesting meeting to talk about their membership in FONASBA, especially that this country has shown a great interest in FONASBA diploma of shipping agent.

After this meeting in EGYPTE, I sent to them many reminders without reaction untill now.

<u>Italy</u>





VISITED COUNTRIES SUMMARY



Country	Association	Persons met	Date of visit
Oman	Oman Shipping agents association Muscat (President c.m. Najeeb)	-C.M.Najeeb, chairman	23 [™] 24 [™] February 2018
Qatar	Qatar Chamber of Commerce (Chairman Ali Bin Abdulateef Al Misnad)	-Mr. Ali Bin Abdulateef Al Misnad, chairman	20th 21th february 2018
Egypte	1-Alexandria chamber of shipping (ACS) 2-Arab Maritime Chamber (AMC)	-M.A.Mouselhy,Chairman -M. Hatim El Kady,chairman	25th 26th February 2018
Jordan	Jordan Shipping association	Capt.M.Dalabieh	25th 26th February 2018
Sudan	Sudanese shipping Chamber	-Captain Seif ABU BAKER, Vice President -Mr. Hisham BAASHER, General Secretary	25th 26th February 2018
Italy	Naples Shipping Week FEDERAGENTI	-gian enzo duci Signature convention Sailnet Attendance ECASBA meeting.	24th 29th Septembre 2018

AGENDA



AFRICA AND THE MIDDLE EAST

MEMBERS

(OLALIDY STANDARD

PORT PROCEDURE SURVEY

MAIN REGIONAL EVENTS FOR 2016









QUALITY STANDARD





- We have now 7 countries which are accredited:
- Algeria
- Dubai
- Egypte
- Kenya
- Lebanon
- Morocco
- Tunisia

Total of 40 shipping brockers and agents certified.

QUALITY STANDARD ACCREDITED COUNTRIES - 2018





- Algeria 2
- Dubai 1
- Egypt 11
- Kenya 1
- Lebanon 0
- Morocco 24
- Tunisia 1

Total Members

24

FQS

TARGETED QUALITY STANDARD COUNTRIES FOR 2018





- COTE D'IVOIRE
- SUDAN
- BAHRAIN
- CAMEROON



AGENDA



AFRICA AND THE MIDDLE EAST

MEMBERS

QUALITY STANDARD

PORT PROGEDURESURVEY

MAIN REGIONALEVENTS FOR 2016









PORT PROCEDURE SURVEY



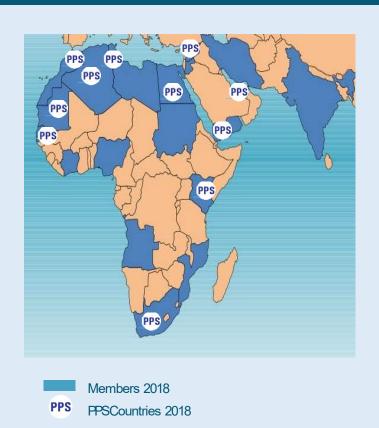


- •Concerning the PPS, we have 11 Countries connected to this system on 2018:
- Algeria (2)
- Dubai (1)
- Egypt (3)
- Kenya (1)
- Lebanon(1)
- Mauritania (2)
- Morocco (8)
- Senegal (1)
- South Africa (5)
- Tunisia (6)
- Yemen(6)

Total of 36 ports

PORT PROCEDURE SURVEY (PPS) COUNTRIES - 2018





- ALGERIA
- DUBAI
- EGYPTE
- KENYA
- LEBANON
- MAURITANIA
- MOROCCO
- SENEGAL
- SOUTH AFRICA
- TUNISIA
- YEMEN

Total Members

24

PPS

TARGETED PORT PROCEDURE SURVEY (PPS) COUNTRIES FOR 2019





- COTE D'IVOIRE
- BAHRAIN
- INDIA

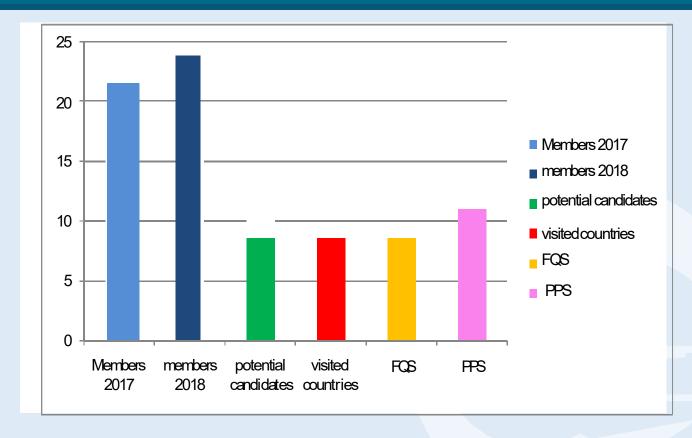
PPS PPSCountries 2018
Targeted PPSCountries for 2019

ACHIEVEMENTS & TARGETS (MEMBERSHIP/FQS/PPS)

Countries	Members	New	FQS	PPS	Visited	Potential	Targeted	6.4
0001111100	2017	Members			countries	candidates	countries	ЗA
		2018	2018	2018	2018	2018	2018	
Abu Dhabi								ı
Algeria				PPS				i
Angola							-177.04	i
Bahrain							PPS	ı
Cameroun								ĺ
Congo								ı
Cote D'ivoire			49 177				PPS	1
Dubai			0	PPS				ı
Egypt				PPS				ĺ
Egypte			- Alle					1
Ghana								
Guinea								
India							PPS PPS	1
Italy								1
Iran								
Jordan								
Kenya				PPS				ı
Kuwait								ı
Lebanon			Ö	PPS				ı
Libya			40110					ı
Mauritania				PPS				
Mauritania								ı
Morocco				PPS				ı
Mozambique								
Nigeria								ı
Oman								ı
Saudi Arabia								
Qatar								
Senegal				PPS				ł
South Africa				PPS				ı
Sudan				PPS				ł
Syria							Total Control	1
Tanzania								1
Tunisia				PPS				1
Yemen			San	PPS				
Total	2 1	3	7	11	7	7	11	1
IUlai	<u> </u>	J						4

ACHIEVEMENTS & TARGETS (MEMBERSHIP/FQS/PPS)







AFRICA AND THE MIDDLE EAST

MEMBERS

QUALITY STANDARD

PORT PROCEDURE SURVEY

MAIN REGIONAL EVENTS FOR 2018







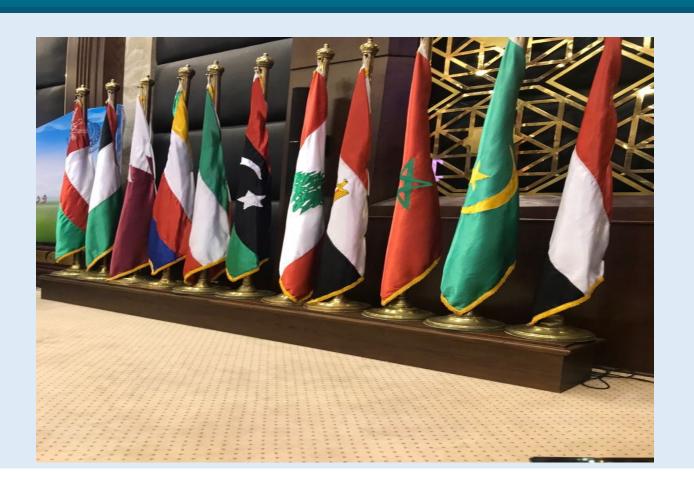
AGM of Arab Federation of Chambers of Shipping. Alexandria and Seminar of Arab Countries shipping Clusters.

I was invited as Regional Vice President for Africa and Middle East of FONASBA to a very important seminar of the creation of the Shipping clusters of all Arab countries.

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

I participated as an animator on behalf of the Fonasba, and by invitation, from the Arab Federation of Maritime Chambers on 25/26 February 2018 to a major seminar in Alexandria with the participation of all Arab countries members of the Arab League whose Headquarter is in Cairo (Egypt).





Visit to Oman and attendance to the hockey tournament

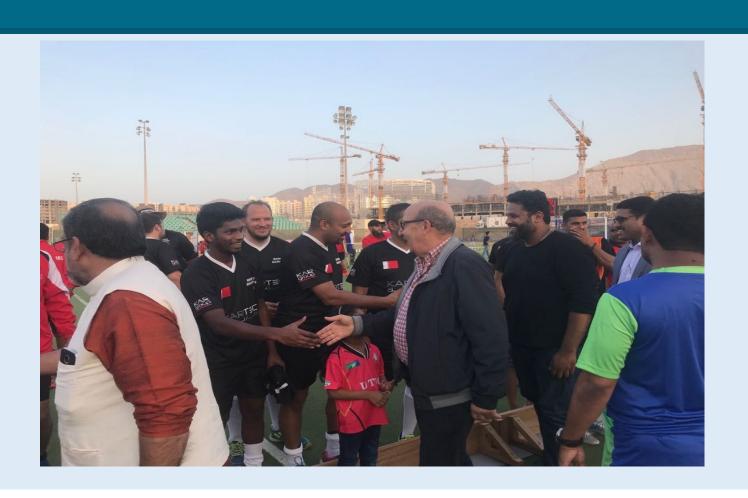
I was a guest of honor representing FONASBA at the hockey tournament where I could met Capt. Talib AL WAHAIBI, chairman of the Oman

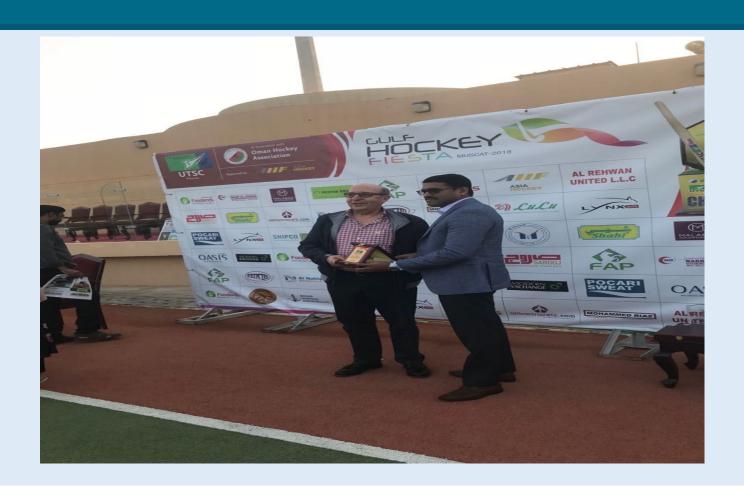
Hockey Association and former director of the port of Muscat. I was invited by Mr C.M Najeeb as chairman of Oman association.

During these meetings, I talked to Mr Najeeb about FONASBA and its activities and I told them that the executive committee of our federation absolutely needs to have as member Oman ship agents association (OSAA), representing a big country of Middle East and whose shipping and logistics is an important economic activity.

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







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.

Our federation must improve its PR and use all possible means, direct or indirect, to enhance awareness of Fonasba at all levels across the international community. We need to make it more widely known and make it more visible in all countries and in all continents.

We made a convention with the following events organisers, this is a good way to make FONASBA more visible around the world, and to participate in a maximum of seminars and exhibitons in different parts of the world, our LOGO is shown in all documents related to these events:

EVENTS





The maritime standard ship finance and trade conference November 6th, 2018 Abu-Dhabi



Naples Shipping Week 24th 29th September 2018



7th Med port 2019 in Morocco-Maritime standard awards Dubai



The maritime standard tanker conference October 16,2018 Dubai



Transportations management 19th intermodal africa 2018 28/29 March at Beira Mozambique.

9th Edition of SHIPTEK International Conference & International Maritime AWARDS

With the full support of Nayana as deputy VP, we have registered FONASBA with 2018 Shiptek international Maritime awards events held in Dubai on may 1st 2018 and I am pleased to underline that FONASBA have been honored to be recognized the **best shiping organisation**, which in my opinion is a very good recognition for the work of our federation.

I would like to thank Nayana for all her support.



FONASBA Ship Agent Diploma



In order to encourage education and training. Members of APRAM Morocco have considered this invitation very positive since it meets the expectations of several members countries of FONASBA. And the cherry on the cake, the supplier (ASBA) is a full member of our federation, this is why APRAM has enouraged its members to sign up massively for FONASBA ship agent diploma.

We have had 75 candidates registered for this diploma.

THANK YOU



- I would like to thank the Asociacion Mexicana de Agente Navieros A.C (AMANAC) Mr. Miguel Andrade Gómez 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 and Victoria, for the support they all granted to me.
 - ❖ A special thanks as well to the members of World Wide Shipping Agencies for sharing with us some events of our AGM, they are very welcome.
 - I thanks all the attendance for your kind attention.

THANK YOU