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AGM

FONASBA



FONASBA
ANNUAL MEETING

ANTWERP
23 - 25 MAY 2022

AZIZ MANTRACH

PRESIDENT TERM REPORT
2018-2022

Situation of COVID-19

1

This pandemic irrevocably changed our life and also the way we work

2

The maritime logistics chain continued to transport essential goods and shipping agents and brokers also remained very resilient at the front to meet their obligations



3

FONASBA developed a working and communication tool: « COVID-19 PRECAUTIONS UPDATE »

More than 130 editions / Shared with our partners / All members participated in providing the news restrictions in their countries; Thank you!

4

Our General Manager, Jonathan WILLIAMS participated in all bimonthly virtual meetings of the **International Chamber of Shipping** with all other organizations of the maritime industry to consult on the global situation of the pandemic.

Single voice, single force to highlight the role of seafarers as essential workers

Reinforcement of FONASBA's structure 1

SECRETARIAT ARRANGEMENTS POST OCTOBER 2022

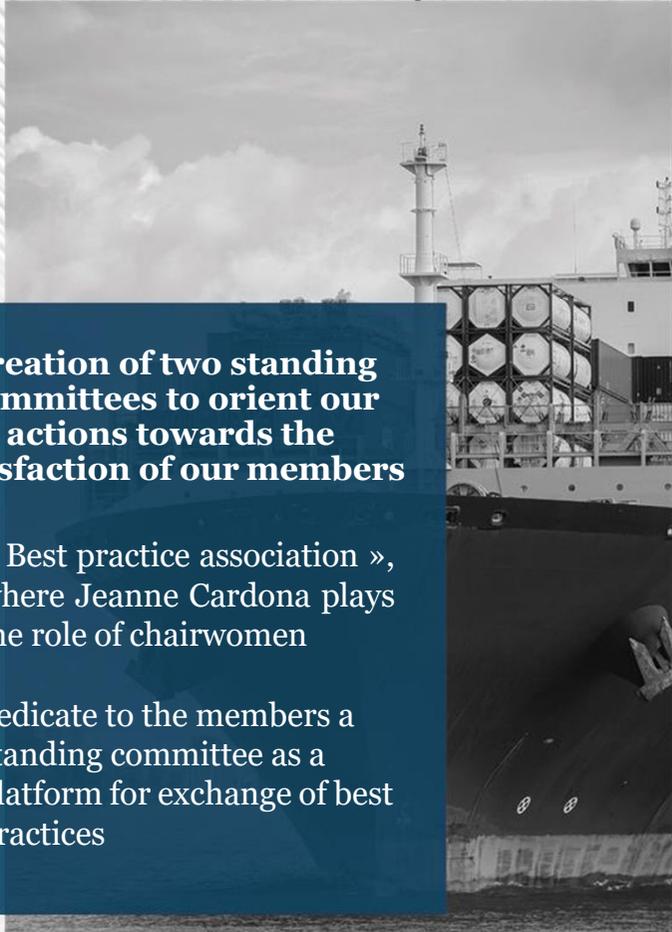
- Will come into force in October 2022
- To attribute the various tasks between the general manager, the assistant and ECASBA Brussels representative

ECASBA BRUSSELS REPRESENTATIVE

- European members have always asked to have more regular contact with the European Commission in Brussels
- To create more proximity, carry out permanent lobbying and ensure reporting
- Welcome to Mr Frank JANSSENS as ECASBA BRUSSELS REPRESENTATIVE

Reinforcement of FONASBA's structure 2

“ASSOCIATION BEST PRACTICE” & “INSPIRING OUR FUTUR COMMITTEE”



Creation of two standing committees to orient our actions towards the satisfaction of our members

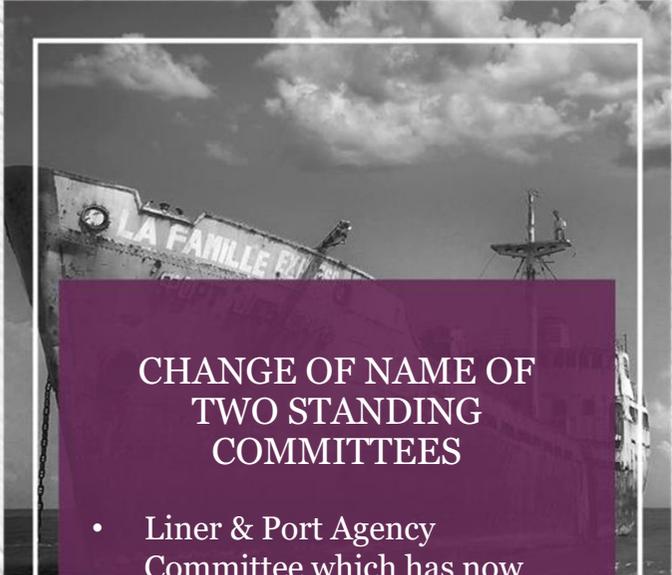
- « Best practice association », where Jeanne Cardona plays the role of chairwomen
- dedicate to the members a standing committee as a platform for exchange of best practices



“Inspiring Our Future” committees, whose Chairman is Raymond TORCH

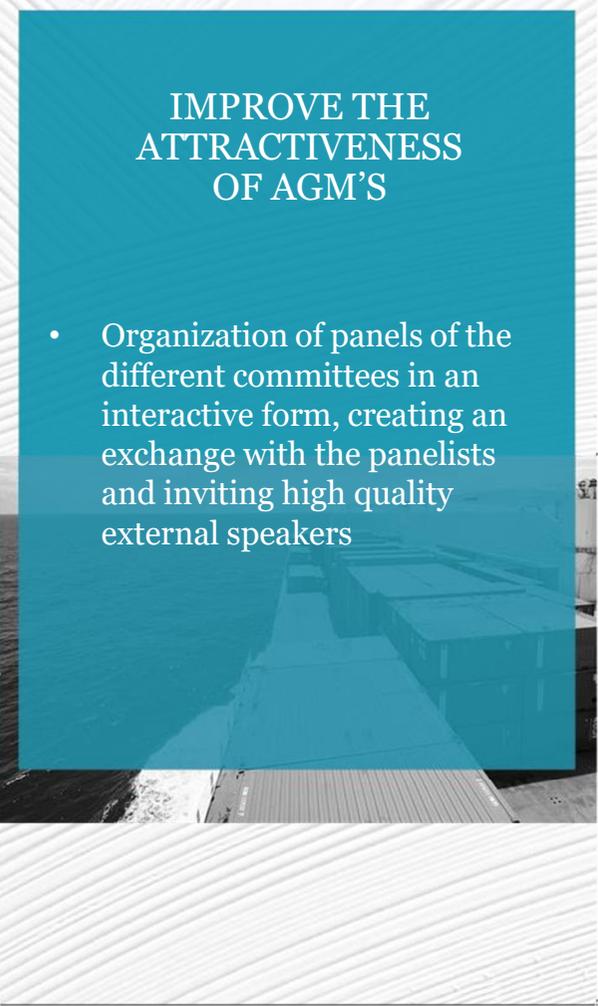
- Consequence of new technologies, Blockchain, artificial intelligence and Big Data, which are changing our traditional way of working

Reinforcement of FONASBA's structure 3



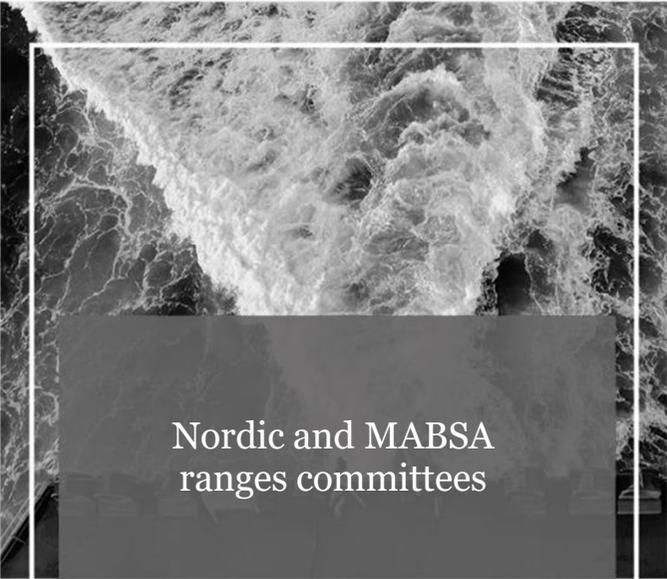
CHANGE OF NAME OF TWO STANDING COMMITTEES

- Liner & Port Agency Committee which has now become the Ship Agent Committee, whose chairman is Mr. Waldemar. ROCHA jnr, and now its occupied by Simone Carlini.
- Chartering & Documentary Committee which has now become the Ship Broker Committee whose chairman is Mr. Fulvio CARLINI



IMPROVE THE ATTRACTIVENESS OF AGM'S

- Organization of panels of the different committees in an interactive form, creating an exchange with the panelists and inviting high quality external speakers



Nordic and MABSA ranges committees

- An important role to play in promoting regional consultation and best practices between the member countries of these range committees
- Strengthen the relationship with cianam

Membership development

1

Extremely important to become global and an essential federation worldwide

2

Successful development thanks to the teamwork from EXECOM and the secretariat.



3

During these 3 years:

22 new members (3 full members, and 18 Associates members, and 1 candidate member membership compared to the end of 2018 increased by 30,98%)

4

Creation of a video which was produced by MARITIME TV, to better contribute to the development of membership.

Development of the FONASBA Quality Standard

Necessary to accelerate the pace of certifications to reach a large number of certified companies to obtain more recognition and support from international organizations of shipowners and brokers

1

From 32 countries accredited at the end of 2018, we have reached 44 countries: 12 more countries, which represents a 38% increase

2

The number of certified companies was 478 at the end of 2018 while it reached at the end of 2021, 601 companies. That is an increase of 123 companies, which represents a percentage of 26% increase

3



4

With our partner BIMCO who agreed to refer to the FQS, in the new GENCON charter party 2020, which was supposed to be approved by their documentation committee on May 2022.

5

Expect similar results from other partners such as INTERTANKO and the international maritime chamber.

6

We initiated discussions to have the preference FQS on ASBATANKVOY

OPENING OF FONASBA TO THE GENERAL PUBLIC THROUGH WEBINARS

FONASBA was communicating about its work only to its members, like a closed club.

Decision to open FONASBA to the members of our members and to the general public to make known the role of our federation in all corners of the world

With the pandemic, 6 webinars, piloted by the chairs of the standing committees which were open to all, and which were very successful:

| Webinar | Date | Participants | Views | TOTAL |
|---|---------------|--------------|-------|-------|
| Association Best Practice Committee | 25th Nov 2020 | 100 | - | 100 |
| Inspiring our futur committee | 9th Dec 2020 | 89 | 40 | 129 |
| Ship Agent Committee «Ship Agency in the time of covid» | 13th Jan 2021 | 182 | 63 | 245 |
| «Ship Broking the new normal» Ship broker committee | 27th Jan 2021 | 129 | 133 | 262 |
| European Committee 'ECASBA) webinar | 22nd Apr 2021 | 159 | - | 159 |
| Fonasba annual meeting pre-event webinar | 7th Oct 2021 | 90 | 33 | 123 |
| | | | | 1018 |



OPENING OF FONASBA TO THE GENERAL PUBLIC THROUGH WEBINARS



the total number of people who participated, connected directly or indirectly to the webinars exceeds 1000.



Recommendations:

- Establishment of an annual webinar program by inviting quality external speakers
- Leaving them open to the public without any restriction which is a beneficial action for the PR of our federation

GREEN DECLARATION



On the occasion of the holding, in October 2021, of the COP 26 in Glasgow, our federation took the initiative to encourage the ship broking and ship agency sectors to take positive action to supporting the overall aims of reducing emissions and enhancing sustainability.



The green declaration was drawn up and disseminated widely to the media to demonstrate the interest of our sector in the preservation of the environment and the sustainability of the economy.



EDUCATION AND TRAINING

Has become a priority axis

Oriented towards upgrading the human resources of companies, agents or shipping brokers

Development of the following training courses that Mr. Jakov Karmelic, Vice-President of education:

- FONASBA YOUNG SHIP AGENT OR SHIP BROKER AWARD
- FONASBA AGENT DIPLOMA with ASBA USA
- FONASBA ACB LINER SHIPPING TRANSPORTATION COURSE, TRAMP and RORO with the university of Barcelona
- INTERNATIONAL CHAMBER OF COMMERCE (ICC) – GLOBAL TRADE ONLINE TRAINING COURSES
- WORLD CUSTOMS ORGANISATION – CUSTOMS TRAINING COURSES

A dedicated broker training protocol was launched by our prestigious partner ICS for fundamental shipbroking.



CELEBRATION OF THE 50th ANNIVERSARY

1

Miami AGM in October 2019

2

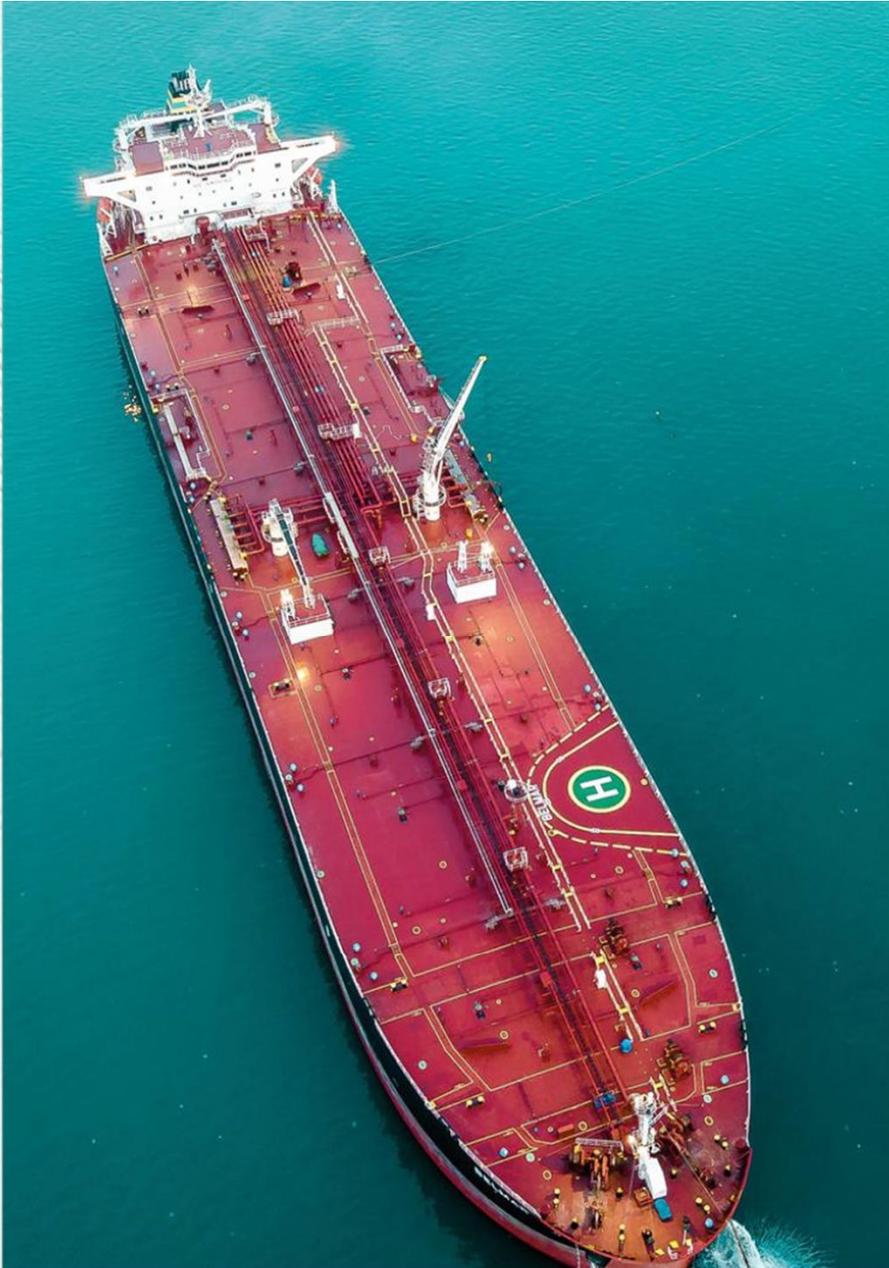
Great celebration for the 50th anniversary of our federation

3

Hosted by ASBA, USA

4

Publishing of a book "the first fifty celebrating our past inspiring our future", distributed to all our members and partners



UNCTAD MINIMUM STANDARD DOCUMENTS

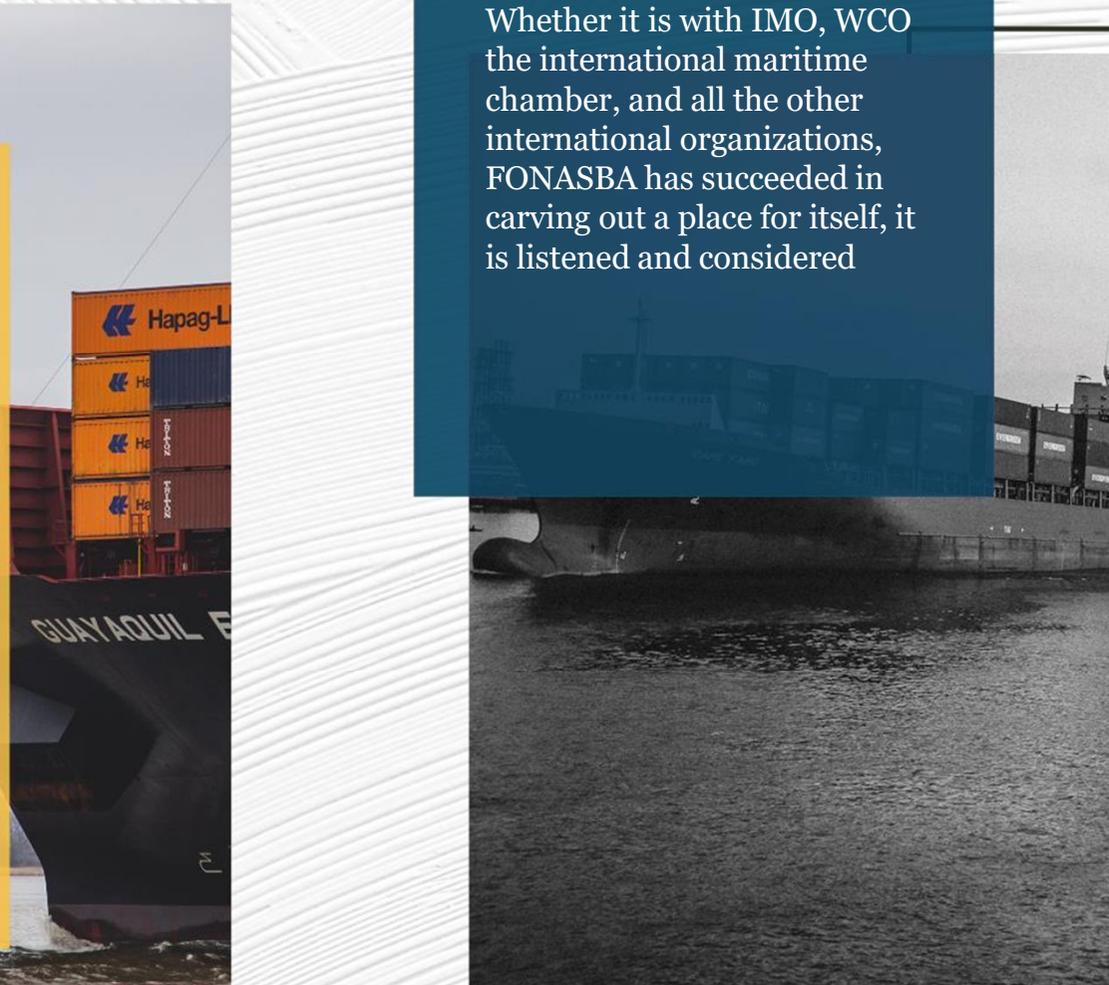
These standards aims to make the necessary amendments to ensure that they continue to provide appropriate an up to date guidance to national authorities and professional associations

It is an exceptional achievement which for the first time, stipulates the shipbroker, the FQS and the code of conduct.

INTERNATIONAL RELATIONSHIPS WITH MARITIME INDUSTRY ORGANISATIONS

During this period FONASBA has strengthened its relations with the organizations of the international maritime industry to emphasize a more close consultation with them because the development of these relations is of prime importance of insuring our federation has the means to influence policy to raise the profile of the ship broking and agency community and ensure their voice is heard on matters of interest or concern to profession.

Whether it is with IMO, WCO the international maritime chamber, and all the other international organizations, FONASBA has succeeded in carving out a place for itself, it is listened and considered



THANK YOU



EXECOM

Jonathan
Williams

All the
members

BIMCO
INTERTANKO
ITIC