



FONASBA

**ANNUAL MEETING 2023**  
COUNCIL MEETING

---

**Amman, Jordan**

October 2023

# AGENDUM

---

## 01. PRESIDENT'S WELCOME, APOLOGIES FOR ABSENCE

---

- Angola
  - Costa Rica
  - Dubai
  - Finland
  - France
  - Georgia
  - Israel
  - Mexico
  - South Africa
- Club members:**
- Intertanko





# AGENDUM

---

## **02. MINUTES OF THE PREVIOUS MEETING HELD IN ANTWERP ON 25<sup>th</sup> MAY 2022 AND THE SPECIAL COUNCIL MEETING HELD VIRTUALLY ON 17<sup>th</sup> OCTOBER 2022**

---



# AGENDUM

---



## 03. MATTERS ARISING NOT OTHERWISE COVERED IN THE AGENDUM

---





# AGENDUM

---



## 04. EXECOM ACTION PLAN

ACTION PLAN

Update on progress towards the plan objectives



COUNCIL MEETING – October 2023



FONASBA

# EXECUTIVE COMMITTEE ACTION PLAN

---

---

EXECUTIVE COMMITTEE MEETING – Amman, October 2023



# 01. SECRETARIAT

## Secretariat restructuring

### New General Manager recruitment process



# 01. SECRETARIAT

## Secretariat restructuring



**Eng. Eleonora Modde**

Bsc Msc (Arch)

Studied in Italy at the *University of Bologna* and got accredited as a *Chartered Engineer* since 2006 and in 2014 gained a *Diploma in Logistics and Multimodal Transport* from *ICS*.

She worked in Academia for about 10 years as tutor, researcher, editor and project manager on projects involving international networks and global events.

15 years ago, relocated to London while pursuing her PhD research and worked in London for nearly 11 years for the *Institute of Chartered Shipbrokers* in Education and Membership, and for the last 6 years in Business Development and Partnerships.





# 01. SECRETARIAT

## Data restructuring

We are working to re-structure the way in which work making our Federation more resilient and transparent.

- **Data sharing**

We will review and reshape the digital archive and where appropriate open it up to officers and members accordingly.

- **Members database**

We will contact you to gain all latest information about your organisation and discuss with you your priorities.

- **Prospective members database**

We will continue our endeavour to get hold of key companies and individuals in countries where we want to expand.

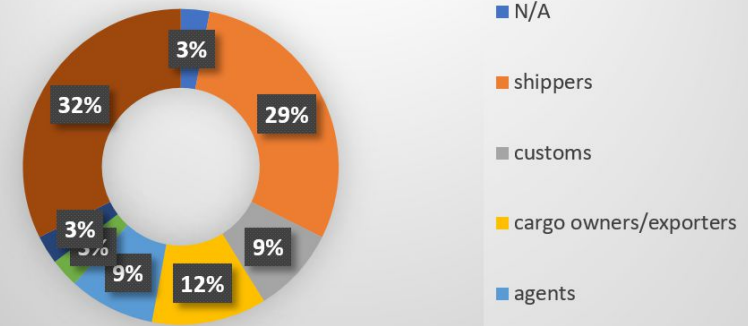


# 01. SECRETARIAT

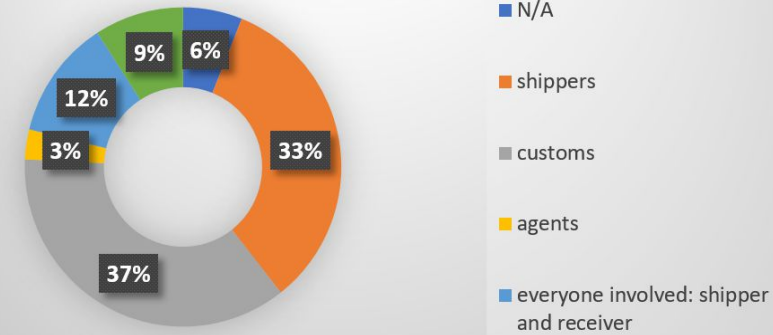
## Survey restructuring

- Development and distribution of a branded survey to better understand members´ s habits online.
- Answers from 57 members.

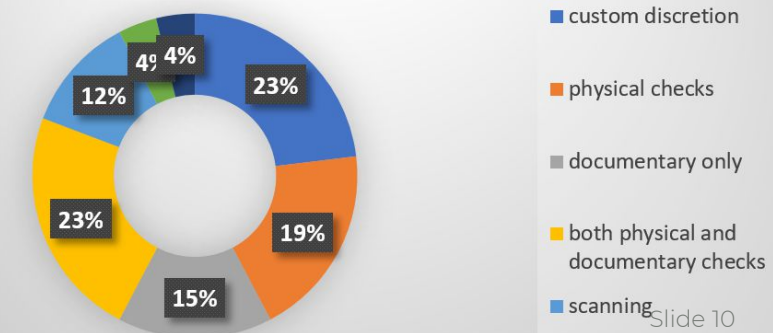
1. Who is responsible for knowing the contents of the container for a FCL CY/CY container?



2. Who is responsible to conduct due diligence / verify whether the cargo description of the booking matches the actual contents of the container?



3. How is this due diligence being conducted?





# 01. SECRETARIAT

## External relationships

### FONASBA & WWSA MOU

#### Aims

- Encourage qualifying members to apply for accreditation to the FONASBA Quality Standard
- Enter students in FONASBA's education programmes.



### WCO Private Sector Consultative Group

Reappointed of FONASBA as part of the WCO Private Sector Consultative group.



# 01. SECRETARIAT

---

## Working as a team

We have been working closely with the majority of EXE COM officers to plan for the Annual Meeting and ongoing projects.

---

**Marcelo Neri**

REGIONAL VICE PRESIDENT AMERICAS

**Capt. Jakov Karmelić**

EDUCATION VICE PRESIDENT

**Dr. Dureid Mahasneh**

REGIONAL VICE PRESIDENT MIDDLE EAST & SOUTH ASIA

**Aziz Mantrach**

IMMEDIATE PAST PRESIDENT

**Fulvio Carlini FICS**

PRESIDENT DESIGNATE, CHAIR, SHIP BROKER COMMITTEE

**Antonio Belmar da Costa**

REGIONAL VP EUROPE, CHAIR, ASSOC. BEST PRACTICES COMMITTEE

**Marco Tak**

CHAIR, ECASBA

**Raymond Troch**

CHAIR, INSPIRING OUR FUTURE (Digitalisation and Automation) COMMITTEE

**Simone Carlini MICS**

CHAIR, SHIP AGENT COMMITTEE

**Mohammed El Mezouar**

VICE-CHAIR, SHIP BROKER COMMITTEE



# 01. SECRETARIAT

## 1 to 1 meetings

Furthermore the Secretariat has started to reach out to members for 1 to 1 discussion around concerns and priorities in their respective countries. So far we met with the following:



We will call you soon to hear from you too!





## 02. REGIONAL PRESENCE

---

### FENAMAR Intermodal Feria, Brazil



#### **FONASBA visited Sao Paulo Intermodal Feria in Brazil**

President Javier Dulce met FENAMAR (Federação Nacional das Agências de Navegação Marítima) to discuss about Ship Agents and Ship Brokers regional needs and challenges, and working together to find effective solutions.

We are always committed to have a close dialogue with Members.



## 02. REGIONAL PRESENCE

### FONASBA docks in Asia

President Javier Dulce, President Designate Fulvio Carlini and VP Asia, Takazo Igaki visited 4 potential members: **Malaysia, Vietnam, Thailand** and **Singapore**.



**Malaysia** is now formal full member of FONASBA.



**Vietnam** is in attendance at the Annual Meeting as a guest.

**We continue to keep close to the countries visited during our mission.**



EXECUTIVE COMMITTEE MEETING – October 2023





## 02. REGIONAL PRESENCE

---

### Centro de Navegación de Uruguay



**FONASBA participated in the celebration of the 107<sup>th</sup> anniversary of the foundation of Centro de Navegación de Uruguay.**

Former President Mr. Alejandro González, received the Pedro Campbell award presented by the current president Mónica Ageitos Link, who is also the President of C.I.A.N.A.M. (Cámara Interamericana de Asociaciones Nacionales de Agentes Marítimos)





## 02. REGIONAL PRESENCE

### Americas Round Table

**Regional Vice President Americas, Marcelo Neri, and the President, Javier Dulce, met our members across the Americas.**

The meeting offered the opportunity to discuss the various issues that the companies and professionals belonging to our membership face every day.

We were able to gather a solid set of themes for the Agenda of the 'Americas Regional Session' at the Annual Meeting in Amman.



# 03. COMMUNICATION PLAN

---

## Goals

- **Current members**

To engage and commit Members to the point of turning them into Ambassadors of FONASBA towards their networks.

- **Potential new members**

To make them aware of the benefits of being part of a Federation growing worldwide.

- **International associations active in the shipping industry**

To reinforce the awareness of FONASBA's position as unique representative body for shipbrokers and shipagents.

- **Regulatory bodies / policy makers**

To continue to represent a reliable interlocutor for the formulation of policies and regulations in the maritime sector.



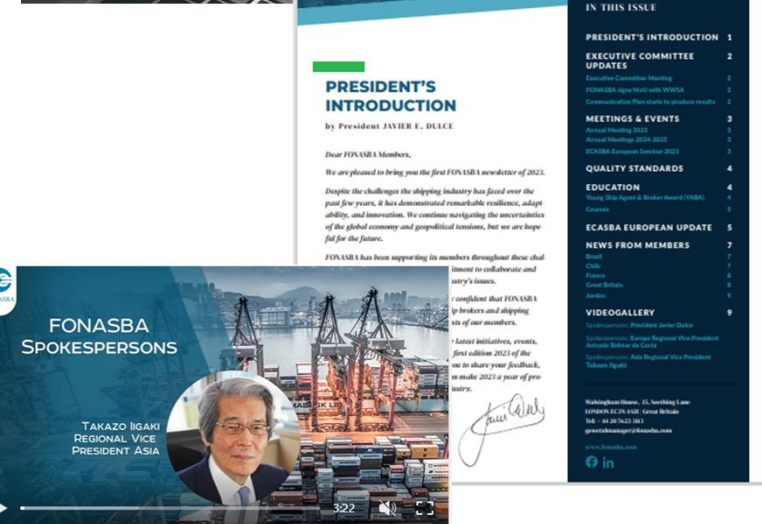
# 03. COMMUNICATION PLAN

## What has been developed so far

- **Brand image:** Renewal of FONASBA Social Media Brand Image
- **Editorial Social Media Plan:** 53 publications from January to May 2023
- **Invitation to follow campaign:** about 500 targeted industry professionals
- **Spokespersons campaign:** interview series with 3 items released
- **Newsletter:** design of a user-friendly brand-new newsletter
- **Survey:** development and distribution of a branded survey
- **Reports:** Periodical reports with related marketing intelligence and benchmark analysis with other industry associations



EXECUTIVE COMMITTEE MEETING – October 2023







FONASBA

**Enhance the policy of working  
“with” the members as well as  
working “for” the members.**

---

**Thank you**

# AGENDUM

---



## 05. FONASBA COMMUNICATIONS PLAN

COMMUNICATIONS PLAN

**Update on the status of the Communications Plan and its objectives**



COUNCIL MEETING – October 2023

Slide 21

# FONASBA COMMUNICATION ACTIVITIES

---

## Report

September 2023







## INDEX

- **From January 2023 to September 2023**
- **WHY social media are important?**
- **WHAT we have done so far**
- **WHICH results we have achieved so far**
- **WHAT's next?**

## From January 2023 to September 2023

**In this period several activities were conducted to set up a proper and renewed FONASBA digital ecosystem, while also ensuring its effective management:**

- **Designing a new visual image to refresh the FONASBA look & feel.**
- **Revamping and updating the LinkedIn and Facebook pages to enhance social media reach.**
- **Establishing a Social Media Editorial Plan for the daily management of the social media pages.**
- **Implementing a new Newsletter format, including a new design, updated sending methods and statistics.**
- **Administering a survey to the members.**
- **Developing a Strategic Communication Plan (presented in June in Antwerp), with a benchmark analysis of competitors.**

***WHY* social media are important?**

---





## The landscape

**In today's rapidly evolving business landscape, it's not enough for associations to simply exist—they must modernise, adapt, attract, differentiate, generate and deliver value for their members and stakeholders. This is where Strategic Communication and Marketing become crucial, leveraging the “core” capacities of the Association.**

**From social media to the overall digital ecosystem, a bunch of new opportunities come up for associations willing to grow (together with all the related challenges of course). Evidences demonstrate that an active and strategic presence on social platforms can yield significant benefits such as heightened brand visibility & authority, lead generation, awareness dissemination, insights availability and so on.**

**In an era where connections are often forged digitally, associations that neglect to be consistently present on social media space are missing out on invaluable opportunities. Investing in Strategic Communication and Marketing isn't just a trend, it's a necessity to remain relevant, competitive and attractive.**

## Why be consistently present on LinkedIn?

- **Global Visibility: LinkedIn has over 800 million users worldwide. Being present on this social media platform can significantly increase the association's visibility and reach, allowing it to connect with professionals, organizations, and stakeholders from around the world.**
- **Content Sharing: LinkedIn provides a platform to share industry insights, research findings, news, and updates. This content-sharing capability helps associations position themselves as thought leaders and stay engaged with their audience.**
- **Brand Authority: Having a strong and consistent presence on LinkedIn can enhance the association's credibility and brand authority.**
- **Competitive Advantage: Many international associations are already active on LinkedIn. To stay competitive, it's essential to maintain an active presence.**
- **Event Promotion: LinkedIn can be used to promote events, increase attendance, and engage with attendees before and after the event.**

# *WHAT* we have done

---



## Development of a coordinated brand image (1)

- **All the contents developed for social media channels or general communication purposes have been created** in line with the FONASBA new visual identity.
- **This activity typically serves as the initial step in establishing a robust and recognizable reputation, not only among internal team members but also with external stakeholders. After its development, it becomes essential to maintain visual consistency to strengthen brand recognition, ensuring it becomes readily identifiable.**
- **Equally important for the Association brand image is the Tone of Voice (TOV) in communications, which should align with the message and the positioning, remaining consistent overtime.**
- **Representativeness is another crucial factor for conveying the business sector and establishing the organization's "legitimacy" and authority while enhancing external & internal recognition. In this regard, MC has identified specific industry hashtags and a set of copyright-free industry images for use, also updating FONASBA's profile information and implementing a periodical rotation of the social media cover image.**

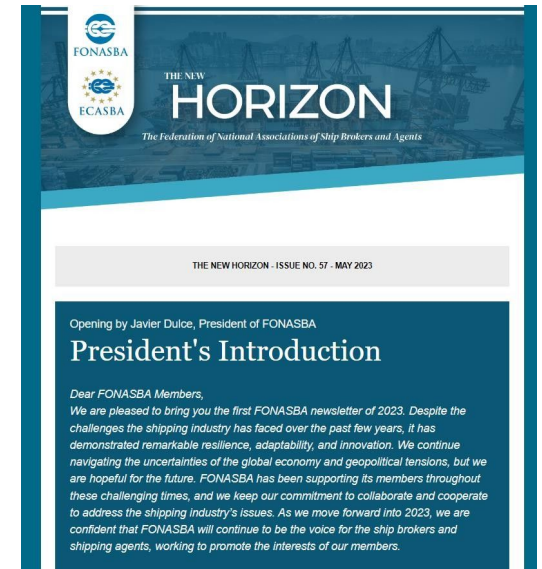


# Development of a coordinated brand image (2)

Cover image



Yaba Post



Mailchimp Newsletter design



New member social media post



AGM teasing social media post



Spokesperson s campaign design



## To observe and to listen

**Ensuring the success of any communication strategy for an association is highly dependent on two key factors:** observing what's happening in the competitive landscape and listening to the preferences of its members.

- **To observe:** in this regard, MC conducted a benchmark analysis by closely observing several industry associations (i.e. ECSA, ETA, IPCSA, ESPO, IMPA, IFSMA, EMPA). This allowed FONASBA to gather valuable information and insights into best practices, types of activities, and communication methods.
- **To listen:** to better understand members' preferences, MC conducted a branded survey, gathering insights into their habits and preferences regarding topics, formats, and communication channels. The communication activities have been aligned with the needs that emerged.

Dear Member,  
FONASBA's role is to **promote and protect the professions of ship agency and ship broking worldwide**. To help us in achieving that aim, we need to be able to communicate with you as effectively as possible.

This quick survey will help us, (and you) in improving our dialogue and information sharing through the best channels and formats.

**Let's start** press Enter ↵

• Takes 1 minute



## Editorial Plan set up & management

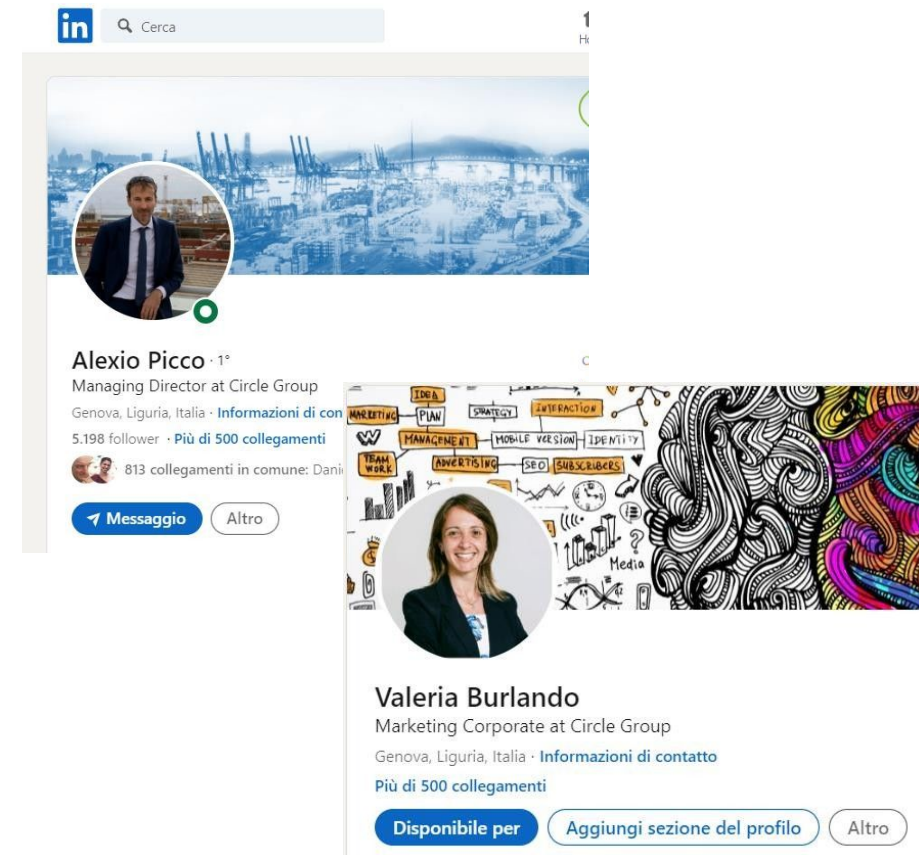
**MC is managing a Social Media Editorial Plan with a storytelling approach to engage FONASBA's community on social media. Over the past months, several campaigns and one-shot communications were implemented . Some of the main topics covered include:**

- **Anniversaries & International Days (new members, anniversaries, social media milestones..)**
- **Newsjacking (sharing relevant industry news)**
- **Training and Awards (education & training courses enrollment, YABA award..)**
- **Statements and Institutional events (joint declarations, MoU...)**
- **FONASBA's initiatives (internal meetings, ExComm committees...)**
- **Spokespersons Campaign (video interviews to Chief Executives)**
- **AGM teasing campaign**
- **Events participation**



## “Invitation to follow” Campaign to enlarge the Community

- **MC Industry Experts with over 7,000 followers on LinkedIn, started to send out targeted invitations to their network to follow FONASBA’s LinkedIn page.**
- **The “invitation to follow” campaign started end of January and lasts until September. As per today, MC invited 1.000 followers.**

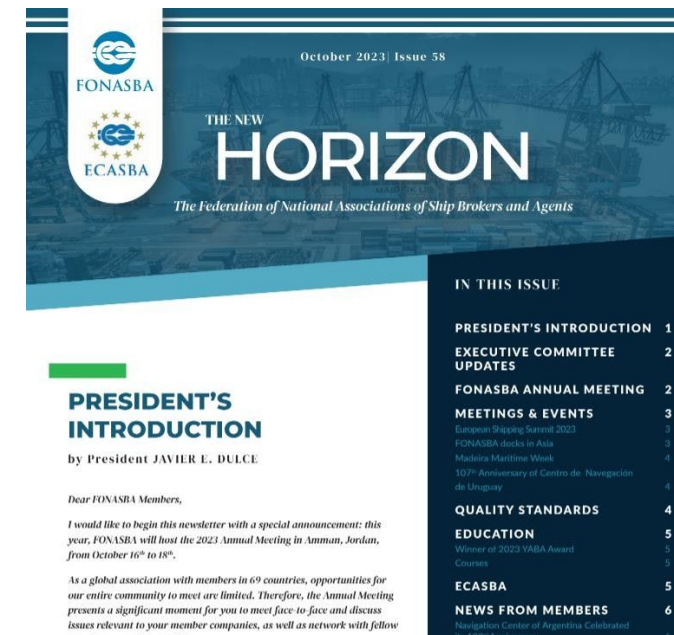




## Newsletter & Mailchimp

**Generally, newsletters are important and effective tools for disseminating the association's activities and updates to a selected audience easily and with brand recognition.**

- **The PDF Newsletter has been renewed in its format, accordingly to the FONASBA brand image and to a user-friendly design that helps in the identification of sections.**
- **MC has created a Mailchimp account to smooth the process of design and sending campaigns to members as well as to gather data and statistics.**
- **MC conducted a periodic analyses of data, understanding content and newsletter effectiveness (i.e. open rate, click rate)**
- **FONASBA's internal newsletter is now managed with MC support and issued quarterly.**
- **It is possible to send geographically targeted campaigns to members and, in the future, to involve external audience.**

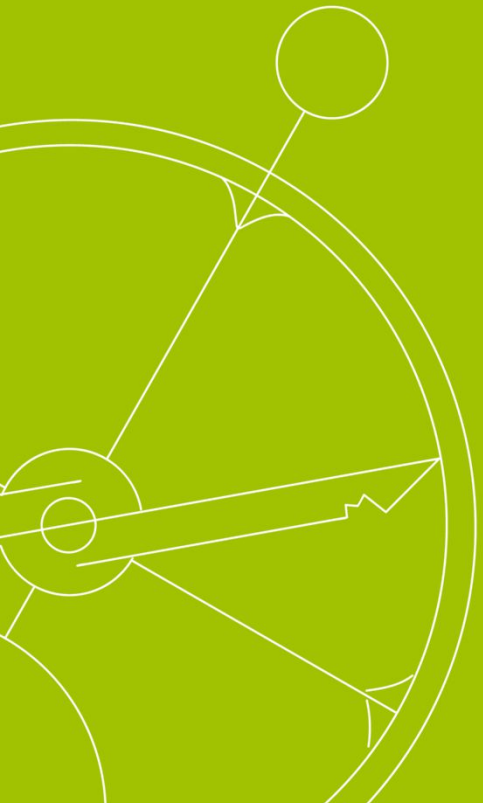


*WHICH* results we have achieved so far

---



# LinkedIn



KEY FIGURES			
	2022 (12 MONTHS)	JAN-SEPT 2023 (9 MONTHS)	% COMPARED TO 9 MONTHS 2022*1
FOLLOWERS*2	3.041	4.378	+44%
TOTAL PAGE VIEWS	2.196	1.976	+20%
TOTAL UNIQUE VISITORS	837	951	+51%
SOCIAL MEDIA POST			
POST PUBLICATION	27	75	+270%
IMPRESSIONS*3	29.347	77.129	+250%
UNIQUE IMPRESSIONS*4	16.927	47.505	+274%
CLICKS	2.152	6.281	+289%
REACTIONS	598	2.621	+484%
COMMENTS	41	105	+238%
SHARINGS	94	367	+420%

\*1 The comparison was made by considering the monthly average of 2022, scaling it over the course of 9 months

\*2+ 1.337 followers with an increase of 44% (total increase from Jan to Dec 2022 was 537 followers)

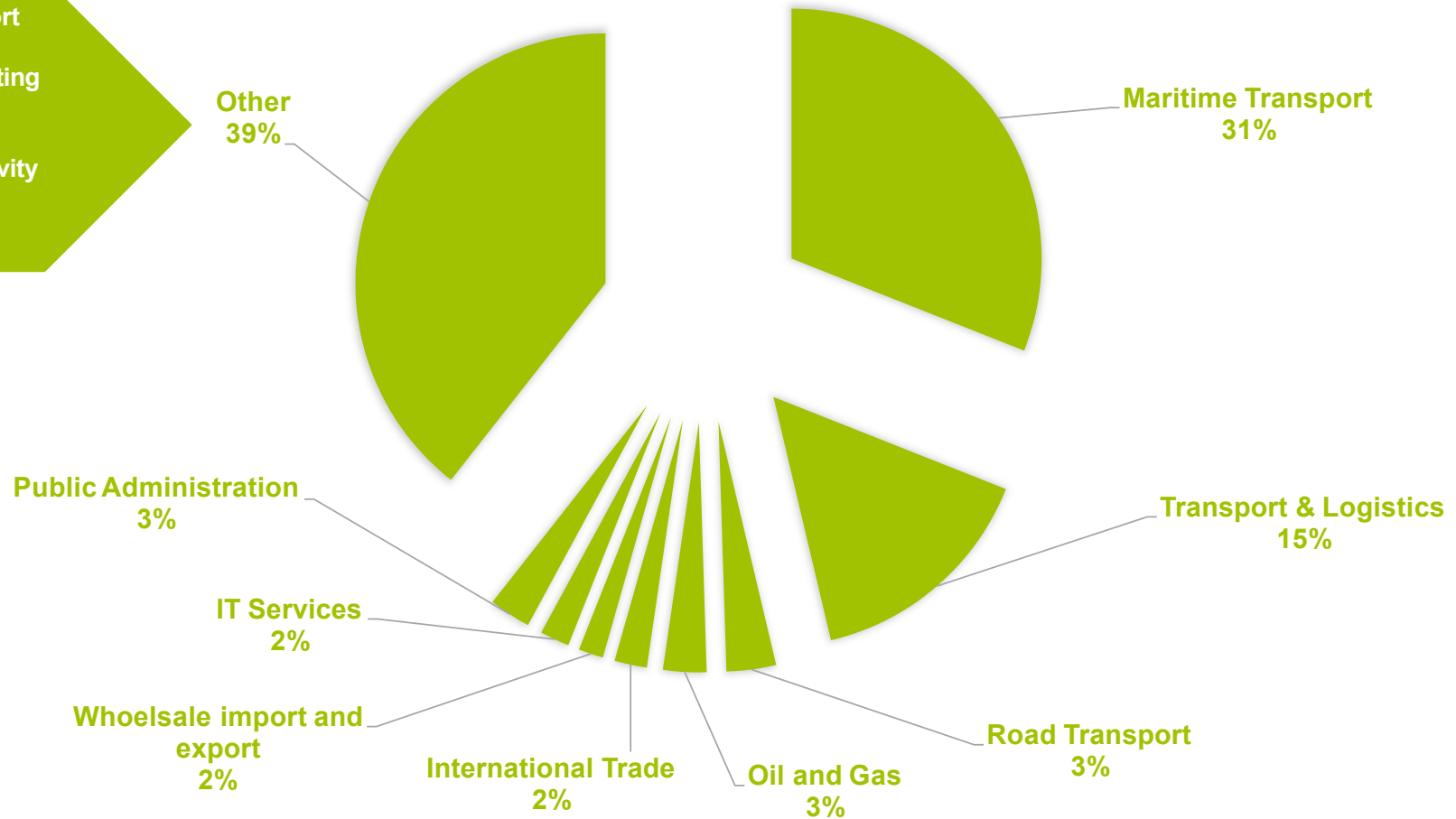
\*3 The number of times your post was shown to LinkedIn users

\*4 Shows the number of times your posts were shown to unique (signed in) members

# Followers

## INDUSTRY

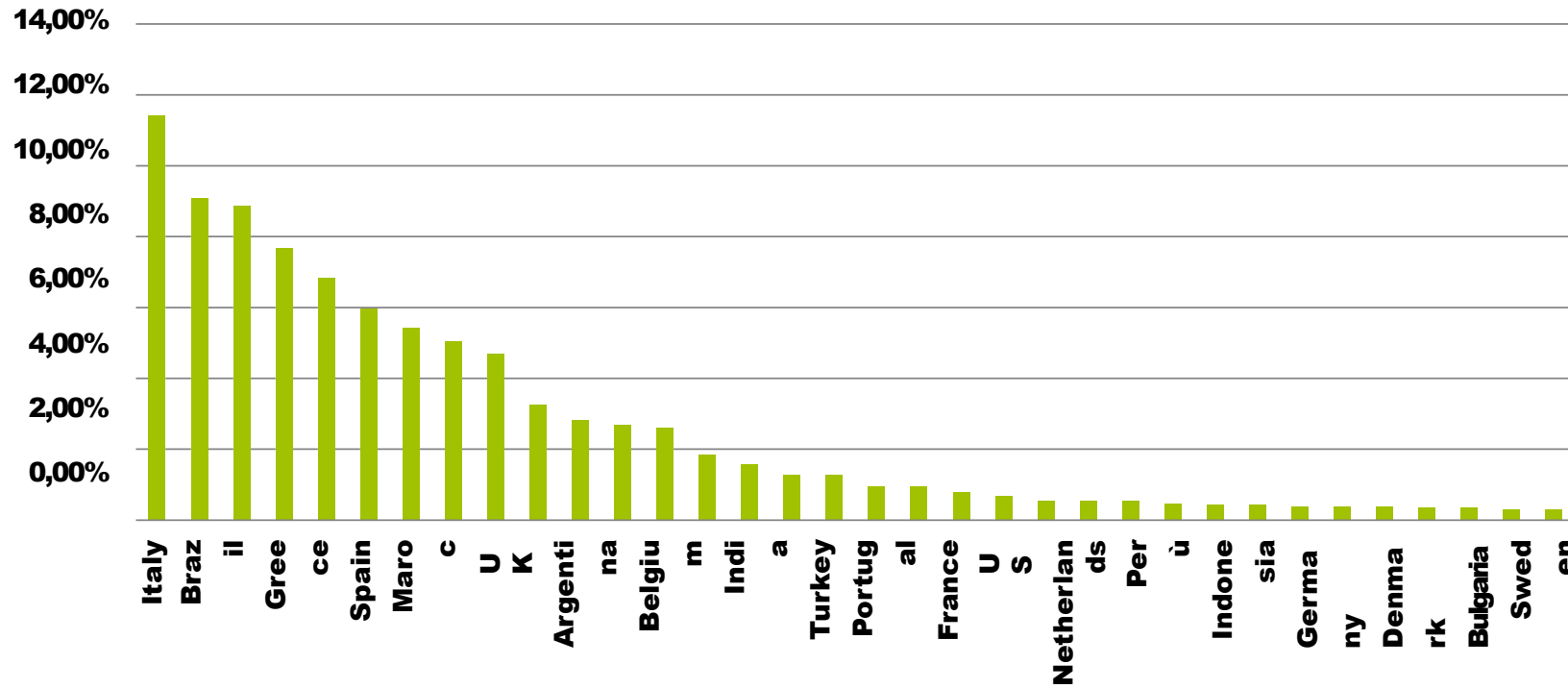
- Import and export wholesale
- Business consulting and services
- Legal firm
- Operational activity consulting
- Shipyards





# Followers

## GEOGRAPHICAL COVERAGE



# Facebook

KEY FIGURES			
	2022 (12 MONTHS)	JAN-SEP 2023 (9 MONTHS)	% COMPARED TO 9 MONTHS 2022*1
FOLLOWERS	1.039	1.094	+5,29%
POST NUMBER	27	75	+275%
COVERAGE*2	6.825	5.365	+5%
PAGE VISITS	1.093	1.162	+41,75%
NEW LIKES	16	33	+175%
INTERACTIONS	308	898	+288%
COMMENTS	12	17	+89%

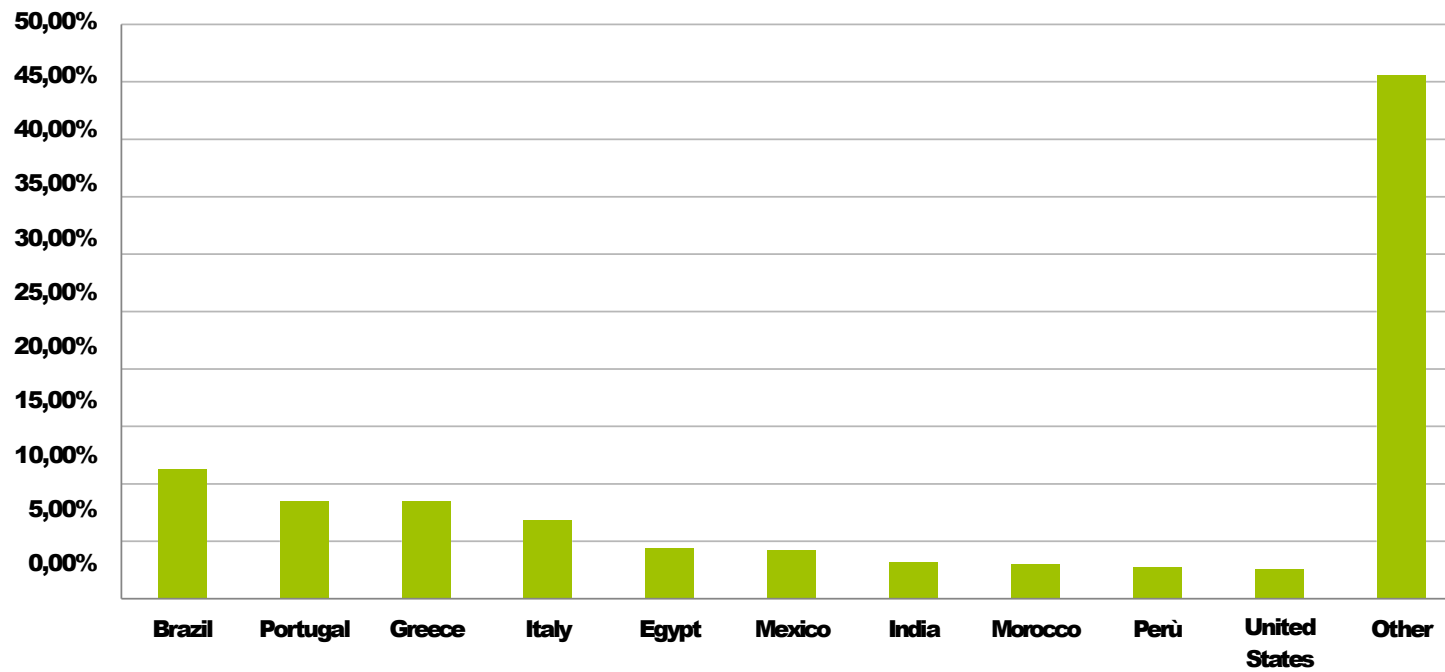
- Facebook (a less appropriate social media for B2B) has also benefited from the new communication actions, showing interesting growth rates**

\*1 The comparison was made by considering the monthly average of 2022, scaling it over the course of 9 months

\*2 The number of accounts that have viewed one of the contents of your Page or on your Page

# Followers

## GEOGRAPHICAL COVERAGE



# Top Performing Contents - LinkedIn

## Reactions

### ExeCom Antwerp

**FONASBA**  
4,385 follower  
3m

On June 16th the #FONASBA Executive Committee meeting took place in the beautiful #Antwerp, #Belgium. Focused on key industry issues and initiatives that impact #ShipAgents and #ShipBrokers, the management also talked about the progress made in these months as well as ideas and opportunities for the future.

Javier Dulce | Jonathan Williams FICS | Antonio Belmar da Costa | Botond Szalma | Fulvio Carlini #MaritimeIndustry

Vedi traduzione



**+100 likes**  
**+ 10 shares**

### ExeCom London

**FONASBA**  
4,385 follower  
7m • Modificato

The #FONASBA Executive Committee just concluded its meeting in #London, focused on key industry issues and initiatives impacting #ShipAgents and #ShipBrokers sector worldwide. We are pleased about the progress made in these months and the commitment of our members and stakeholders.

Stay tuned for updates on our projects and how you can get involved in shaping the future of the industry!

Javier Dulce | Jonathan Williams FICS | Antonio Belmar da Costa | Botond Szalma | Marco Tak | Aziz MANTRACH | Niklas Soltow | Mohamed El Mezouar | Dureid Mahasneh | Jakov Karmelic | Berit Blomqvist | Raymond Troch | Julio Jose Delfino | Simone Carlini

Vedi traduzione



**+90 likes**  
**+ 10 shares**

## Click Through Rate (CTR)\*1

### YABA call

**FONASBA**  
4,385 follower  
6m • Modificato

If you are an under 40 employee in the #ShipAgency or #ShipBroking sector you still have time to submit your paper for the FONASBA Young #ShipAgent or #ShipBroker Award (#YABA)!  
 ♦ Send a short paper summary by 14th April 2023  
 ♦ Send the final paper by 28th July 2023  
 ♦ The winner will be announced by 25th August 2023, receiving cash awards and e-learning courses

Looking for inspiration?  
Check it out the 2021 year winner: **Ana Ruiz García de los Ríos** from BERGÉ with the paper **The Impact of Technologies in the Maritime Sector from a Ship Agent's Vision**.

Check here how to participate (individuals outside the FONASBA community are also eligible) <https://lnkd.in/duyP2TD4>

Javier Dulce | Jonathan Williams FICS | Antonio Belmar da Costa | Botond Szalma | ITIC | Professional Indemnity Insurance for Transport Contractors & Professionals | BIMCO | Asociación de Agentes Consignatarios de Buques de Barcelona

#FONASBA #MaritimeTransport #InternationalTrade #Ship #Shipping #Consignatarios #FONASBAawards

Vedi traduzione

**CTR 47%**

### Newsletter

**FONASBA**  
4,385 follower  
3m

We're excited to announce the launch of the #FONASBA brand new newsletter! Revamped in the design, this release will bring you valuable insights and news about FONASBA, its activities and the most relevant initiatives from the members.

Have a look and let us know what you think!

Javier Dulce | Jonathan Williams FICS | Antonio Belmar da Costa | Botond Szalma | #ShipAgents #ShipBrokers #MaritimeTransport #InternationalTrade

Vedi traduzione



**CTR 36%**



\*1 A ratio showing how often people who see your post end up clicking it



# Top Performing Contents - Facebook

**Fonasba**  
Pubblicato da Alessio Mare · 10 agosto ·

In cooperation with **Associació d'Agents Consignataris De Barcelona**, the 13th edition of the online training course **FONASBA ACB #LinerShippingTransportation** is now open for registrations!

Designed to introduce students to international liner shipping transportation both containerized and general cargo, the course is shaped for **#ShippingCompanies** and liner **#ShippingAgencies**, students of international trade and transportation, import/export companies, **#FreightForwarders**, **#CustomsAgents**, **#PortTerminals** and **#Logistic** companies.

The course will take place online from 21th September to 10th December 2023. Register now (no basic knowledge is needed) by writing to [acb@consignatarios.com](mailto:acb@consignatarios.com)

Discover more:  
<https://tinyurl.com/3xxm8a8v>



**Education courses**  
**Coverage +760**  
**Interactions 28**

## International days Coverage +1.130 Interactions 60

**Fonasba**  
Pubblicato da Alessio Mare · 8 maggio ·

On May 18th **International Maritime Organization - IMO** celebrates the International Day for **#Women in Maritime**.

If you are a women involved in the maritime domain you can already join the celebrations today by sending to [media@imo.org](mailto:media@imo.org) your videos or photos for a chance to be featured in the IMO Women in Maritime Day 2023 campaign.

**#FONASBA** is committed to promote the role of women in the **#Shipagency** and **#Shipbroking** sectors.

Discover more on the IMO initiative  
<https://lnkd.in/dYwaCPw6>

**#MaritimeTransport** **#InternationalTrade** **#Shipping** **#Ship** **#Consignatarios** **#WomenInMaritimeDay**



**Fonasba**  
Pubblicato da Alessio Mare · 16 febbraio ·

The **FONASBA Young #ShipAgent** or **#ShipBroker Award (#YABA)** is now open!

Are you an under 40 employee in the **#ShipAgency** or **#ShipBroking** sector? You can submit your paper to the **FONASBA Review Committee**:

- ◆ A short paper summary by 14th April 2023
- ◆ The final paper by 28th July 2023

Entries are welcome both from **FONASBA Members** and eligible authors outside **FONASBA Community**. Check here how to participate

<https://lnkd.in/duyP2TD4>

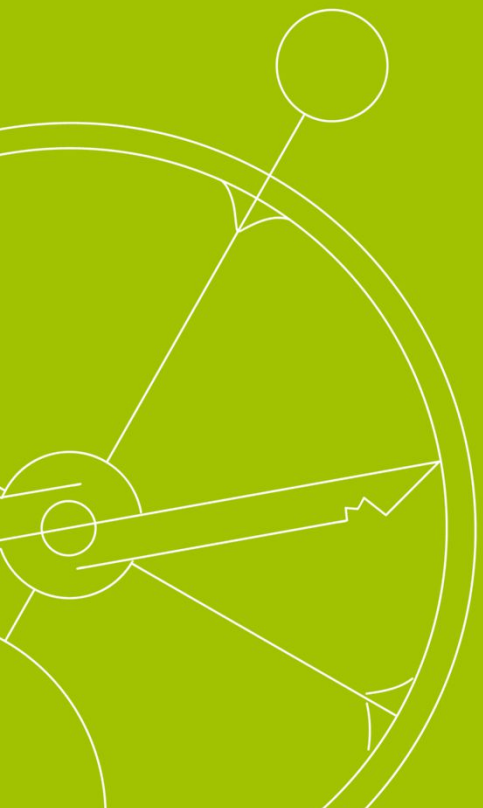
The winner will be announced by 25th August 2023 and will receive two cash awards of 500 Euros each from **#FONASBA** and **#ITIC**, together with the access to one of the e-learning course offered by **BIMCO**.

**YoungShip International** **#FONASBA** **#MaritimeTransport** **#InternationalTrade** **#Ship** **#Shipping** **#Consignatarios** **#FONASBA Awards**



**YABA call**  
**Coverage +950**  
**Interactions 33**

# Newsletter



KEY FIGURES	
	MAY 2023
RECIPIENTS	<b>83</b>
OPENED (UNIQUE OPENS)*1	<b>54</b>
OPEN RATE %*2	<b>65%</b>
RECIPIENTS WHO CLICKED*3	<b>20</b>
CLICK RATE %*4	<b>22%</b>
UNIQUE CLICKS (INSIDE)*5	<b>31</b>
CLICKS x UNIQUE OPEN %*6	<b>34,7%</b>
TOTAL OPENS	<b>951</b>
TOTAL CLICKS	<b>111</b>
1° CLICKED LINK	<a href="#">Full PDF</a>
2° CLICKED LINK	<a href="#">Annual Meeting 2023</a>
3° CLICKED LINK	<a href="#">ECASBA Seminar</a>

The industry average for Financial Services; Government & Politics; Logistics & Wholesale; Professional services is 24%

The industry average for the same categories is 2,3%

The industry average for the same categories is 12%

With the dedicated email platform for Newsletter it is possible to see how many times the email has been forwarded/opened. For example to the members of FONASBA's members

\*1 Number of unique people hat opened the email

\*2 How many people opened the email (calculated on "recipients")

\*3 Number of people who clicked somewhere inside the newsletter

\*4 How many people clicked in the email (calculated on "recipients")

\*5 Number of unique clicks inside the email

\*6 How many people, among those who opened the email, clicked inside

*WHAT's next?*

---



## Ongoing activities

**To further fortify the network and community, MC is planning to provide FONASBA members with “Social media guidelines and best practices”: a set of slides with clear guidelines to amplify the association's message and extend its reach via social media platforms.**

# Activities October 23 – first half 2024

## Renewal of current activities

### LinkedIn Page and Facebook page management

- **Account and Editorial Plan management**
- **Publication of an average of 2 posts / week**
- **Publication of an average of 1 video / month (i.e. in the frame of digital campaigns)**
- **Strategic Communication Consultancy service, to support the best communication approach for FONASBA initiatives (i.e. internal meetings, participation in exhibitions, training courses)**
- **Continuation of “Invitation to follow” Campaign**
- **Project Management (i.e. periodic alignment meetings)**
- **3-monthly reporting and analysis**

### Newsletter for FONASBA Members

- **Newsletter in PDF format**
- **Newsletter in html template format**
- **Management of mailing platform (Mailchimp): lists update, creation of campaigns and send out**
- **3 monthly reporting and analysis**



# Activities October 23 – first half 2024

## Special Dissemination Initiatives

### **Insertion of two news items / year related to FONASBA in Magellan Circle dissemination channels:**

- **Connecting EU Weekly Bulletin – focused on maritime, transport and logistics industry**
- **Magellan Circle Newsletter – focused on EU institutions and organisation in the field of Transport, Mobility and Environment**

## FONASBA Brand Image Pack

- **Power point template, including imagery**
- **Word template**
- **Meeting template (i.e. for internal meetings)**
- **Agenda template (i.e. for external events)**
- **Digital backdrop (i.e. for online events)**
- **Layout for 1 Roll up poster**
- **Brand Guidelines – starting from the existing Fonasba logo**



magellancircle.eu



@MagellanCircle



@MagellanCircle



Magellan Circle



Magellan Circle

# AGENDUM

---

## 06. FINANCE / FUNDING

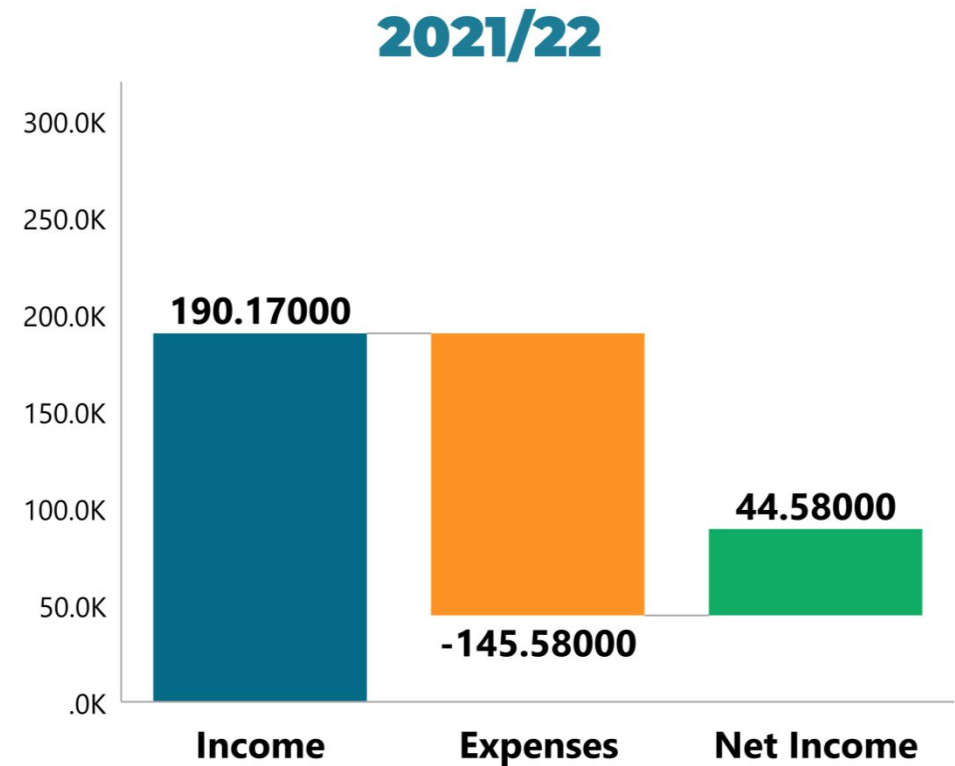
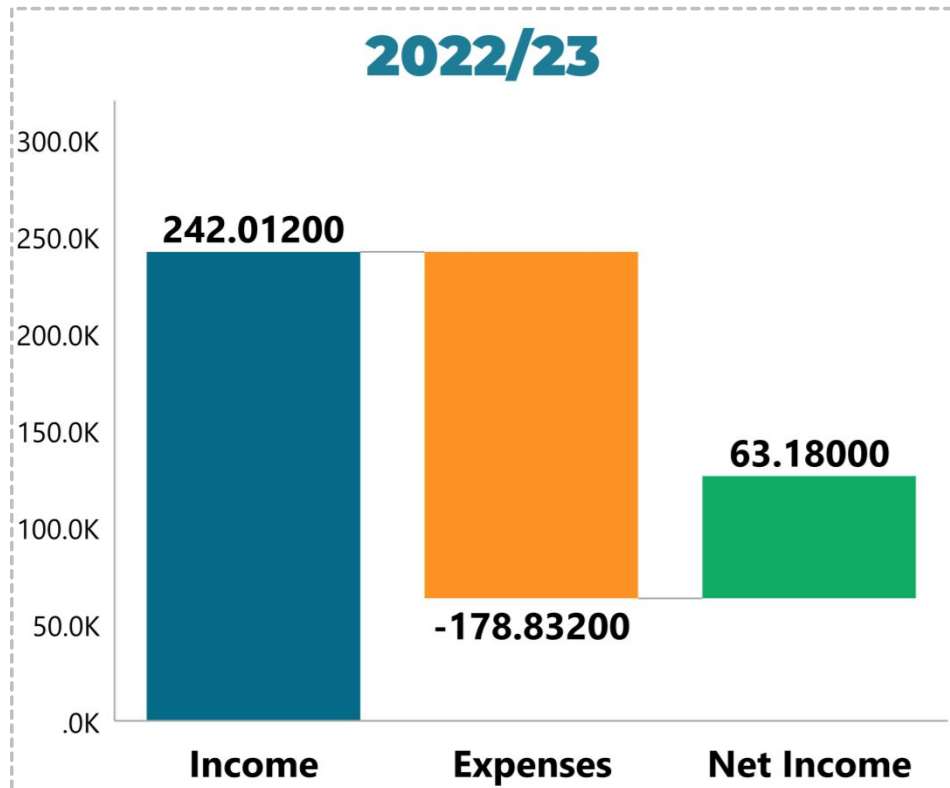
---

- **Presentation of FONASBA accounts for 2022/23**
- **Draft budget for 2023/24**
- **Proposals for membership fees for 2024/25**
- Appoint auditors for 2023/24
- Proposal to cease membership of GOG Marine Lagos by reason of non-payment of membership fees



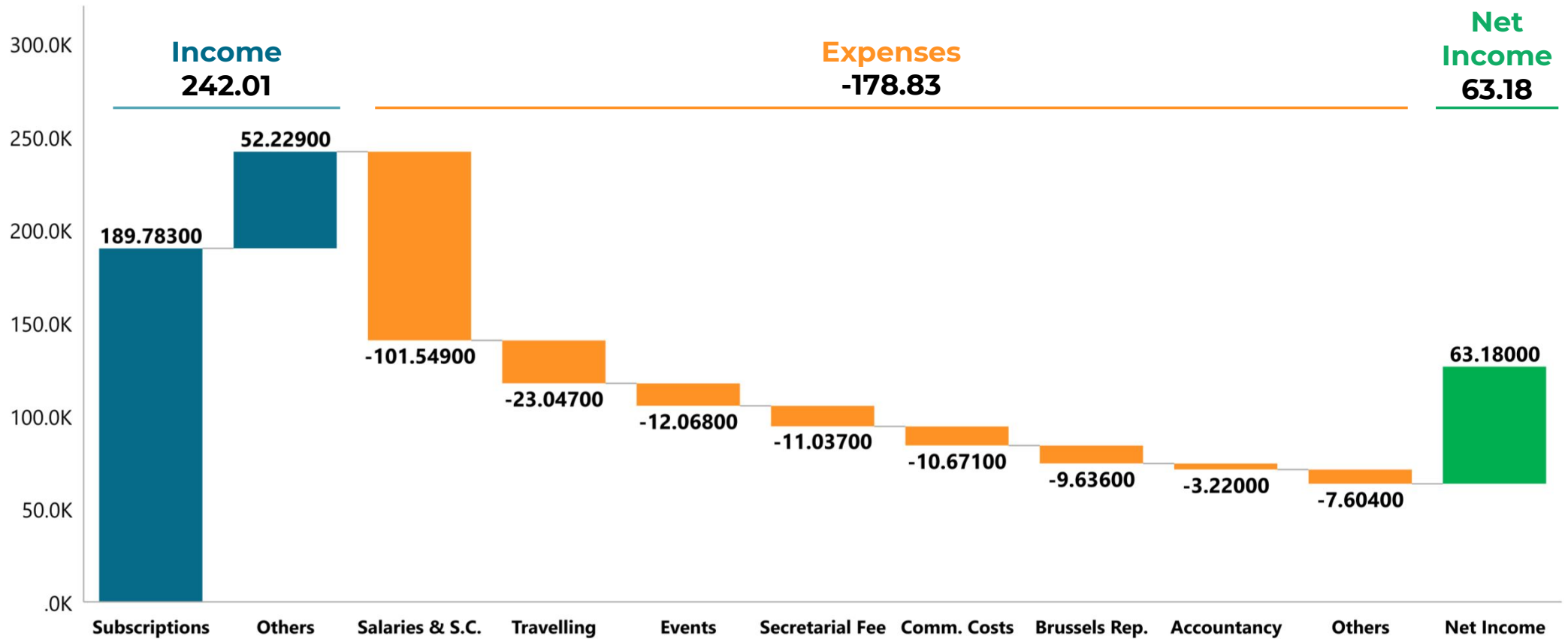
# PROFIT & LOSS 2022/23 vs 2021/22

£ Thousands



# PROFIT & LOSS 2022/23

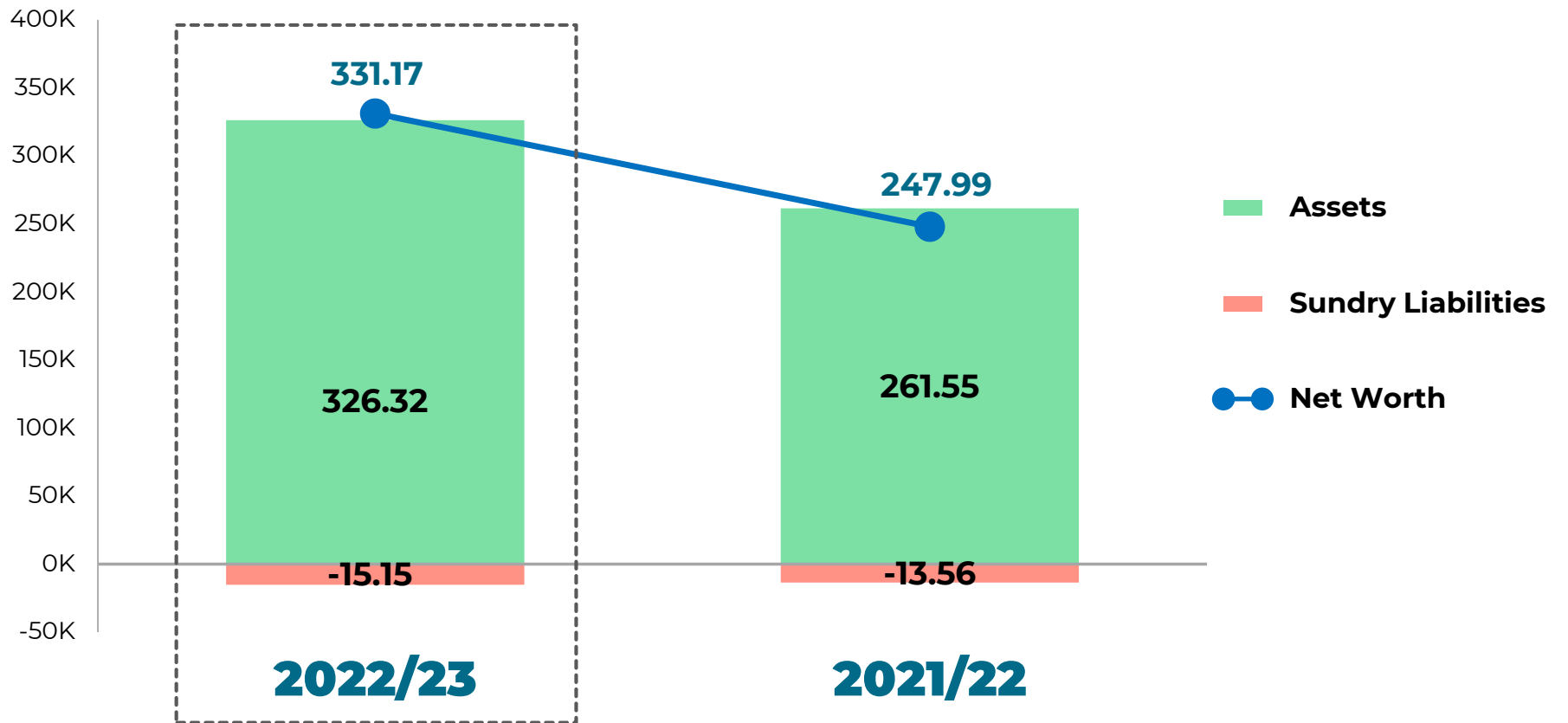
£ Thousands





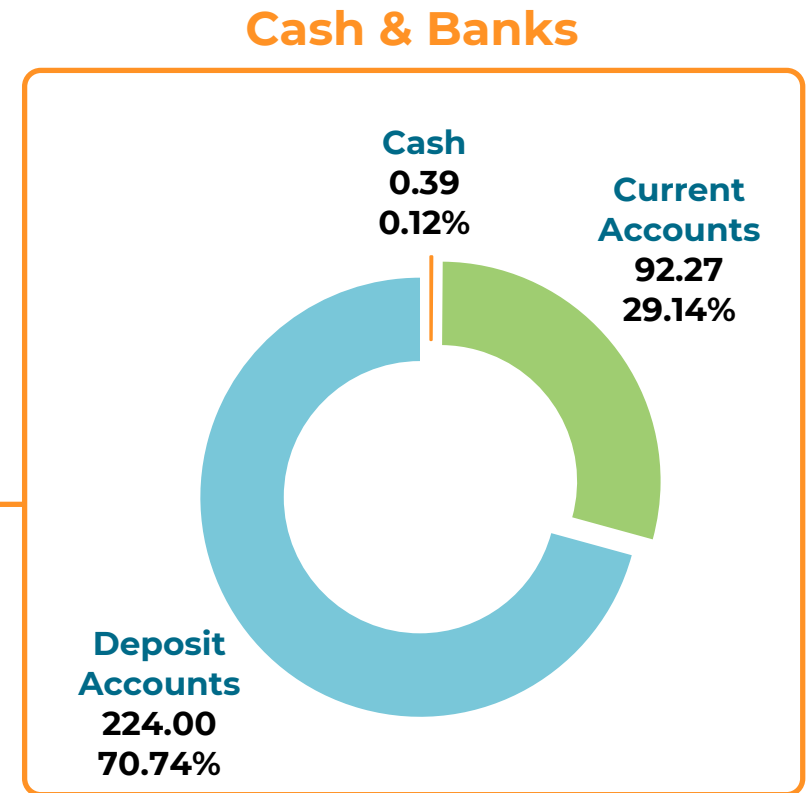
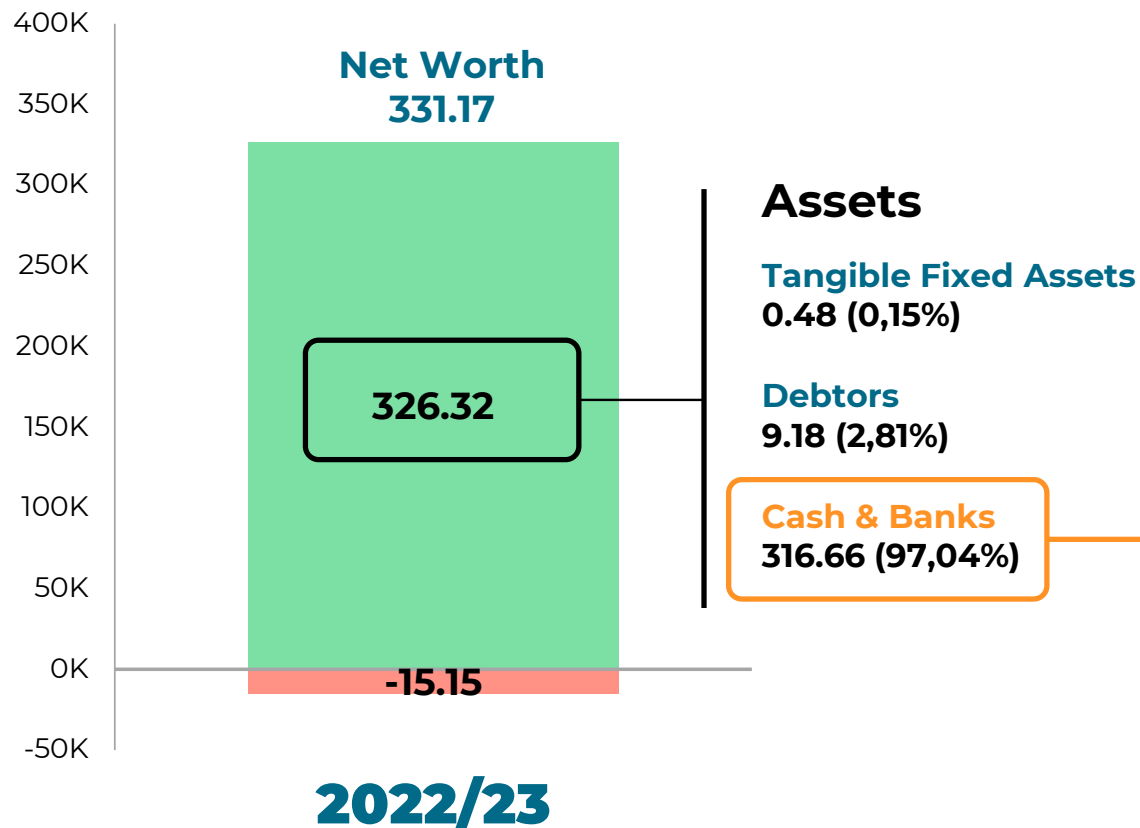
# ASSETS & LIABILITIES 2022/23

£ Thousands



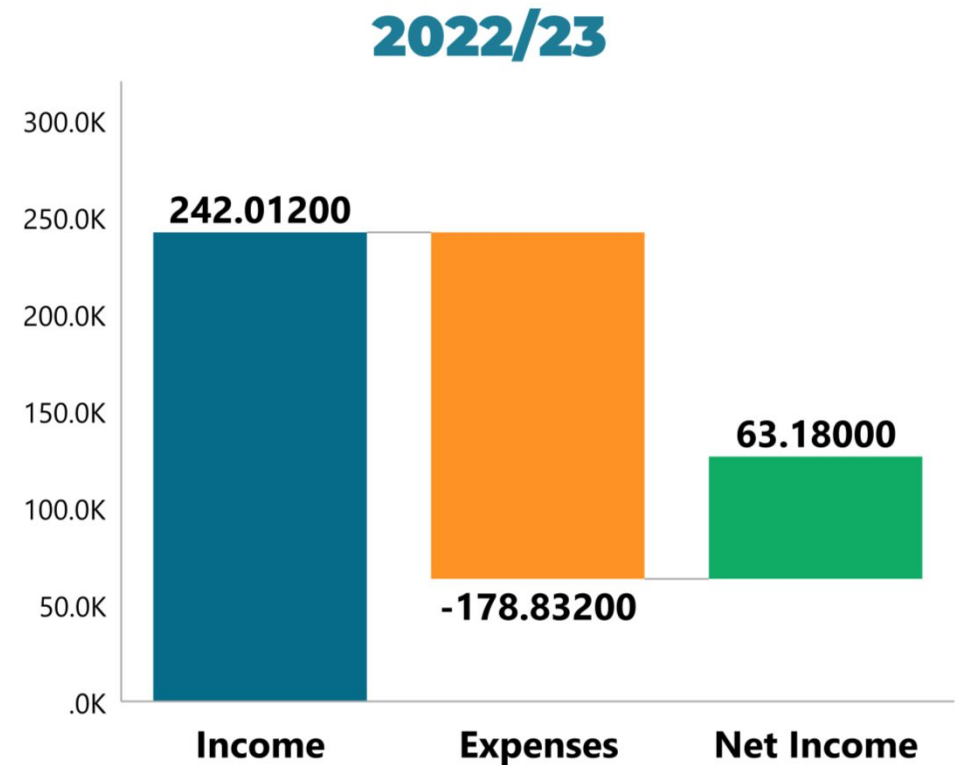
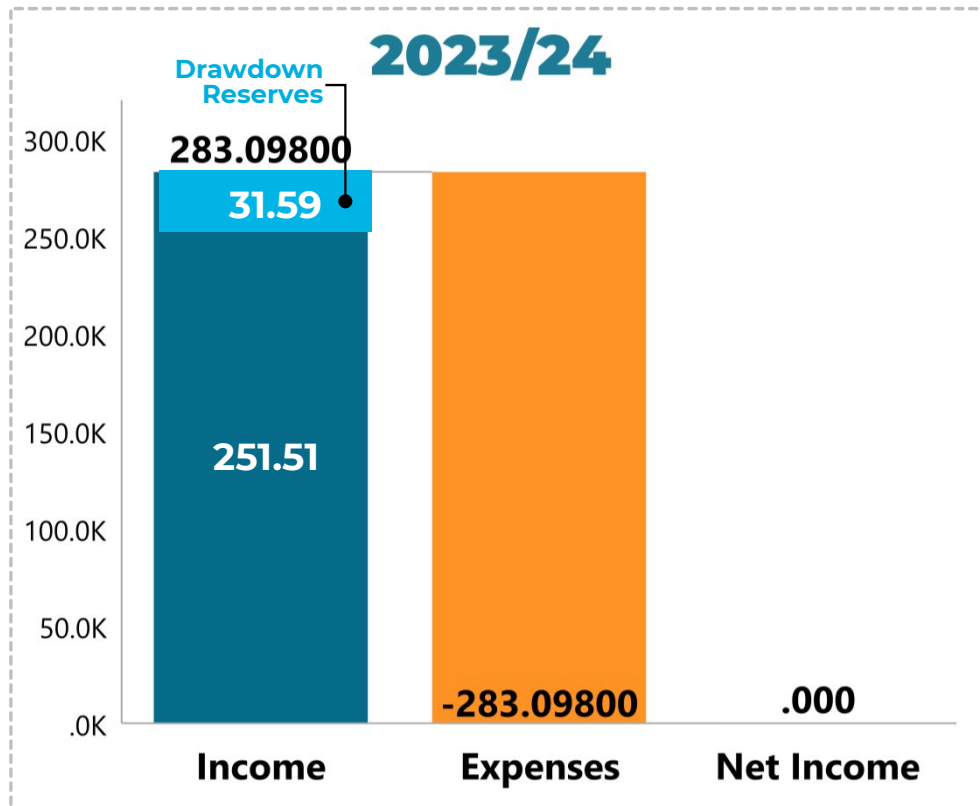
# ASSETS & LIABILITIES 2022/23

£ Thousands



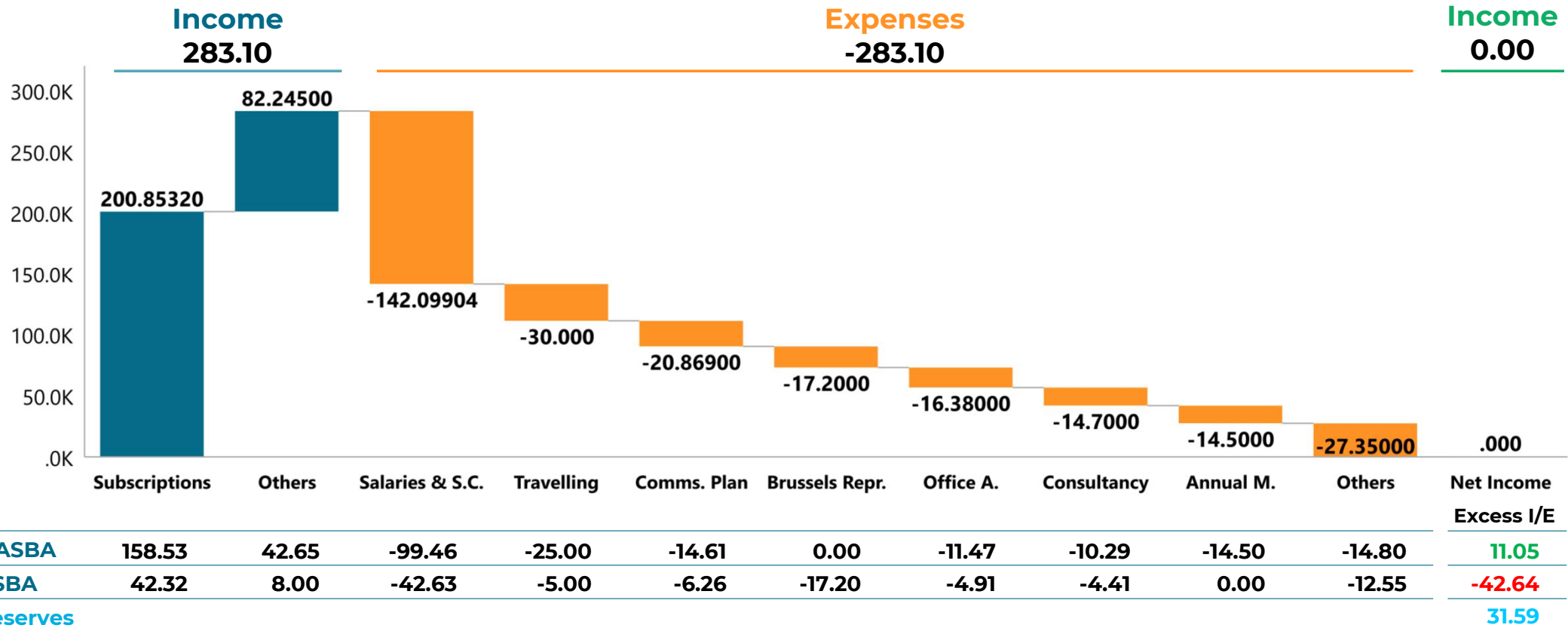
# DRAFT BUDGET 2023/24 vs 2022/23

£ Thousands



# DRAFT BUDGET 2023/24

£ Thousands



# MEMBERSHIP FEES FOR 2024/25

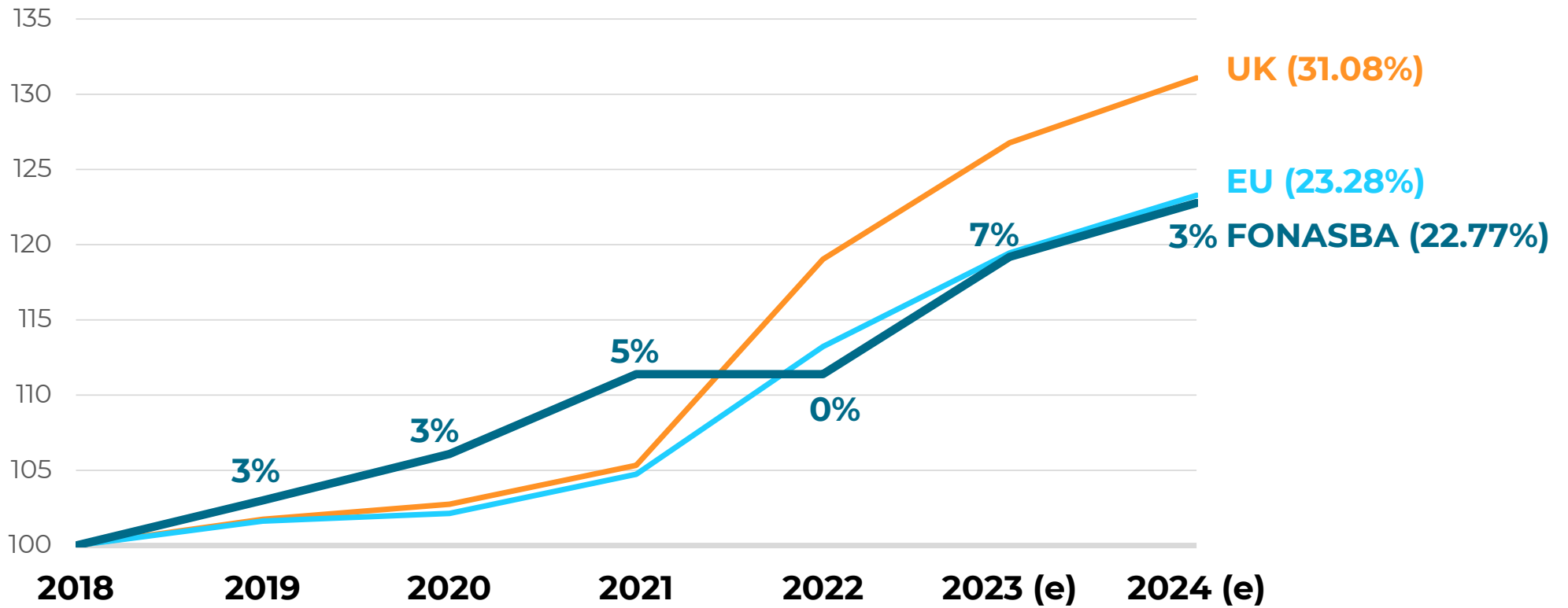
	2023/24	2024/25 (proposed)
<b>Full Members</b>		
Basic Fee	£ 1,910.00	£ 1,968.00
Per Member Fee to a maximum of 250 members	£ 12.30	£ 12.70
<b>Associate Members</b>	£ 1,210.00	£ 1,247.00
<b>Club Members</b>	£ 1,090.00	£ 1,123.00
<b>Candidate Members</b>	£ 985.00	£ 1,015.00
<b>ECASBA Members</b>		
Basic Fee	£ 1,045.00	£ 1,077.00
Per Member Fee to a maximum of 250 members	£ 12.30	£ 12.70





# MEMBERSHIP FEES vs INFLATION

(2018 = 100)



# AGENDUM

---

## 06. FINANCE / FUNDING

---

- Presentation of FONASBA accounts for 2022/23
- Draft budget for 2023/24
- Proposals for membership fees 2024/25
- **Appoint auditors for 2023/24**
- **Proposal to cease membership of GOG Marine Lagos by reason of non-payment of membership fees**



# AGENDUM

---



## 07. REGIONAL REPORTS

---

**Update on membership and other regional activities over the past year**

**AFRICA**

**AMERICAS**

**ASIA**

**EUROPE**

**MIDDLE EAST & SOUTH ASIA**





FONASBA

—  
2023

AMMAN - ANNUAL MEETING

**Marcelo Neri**  
REGIONAL VICE PRESIDENT  
AMERICAS



## AMERICAS

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY

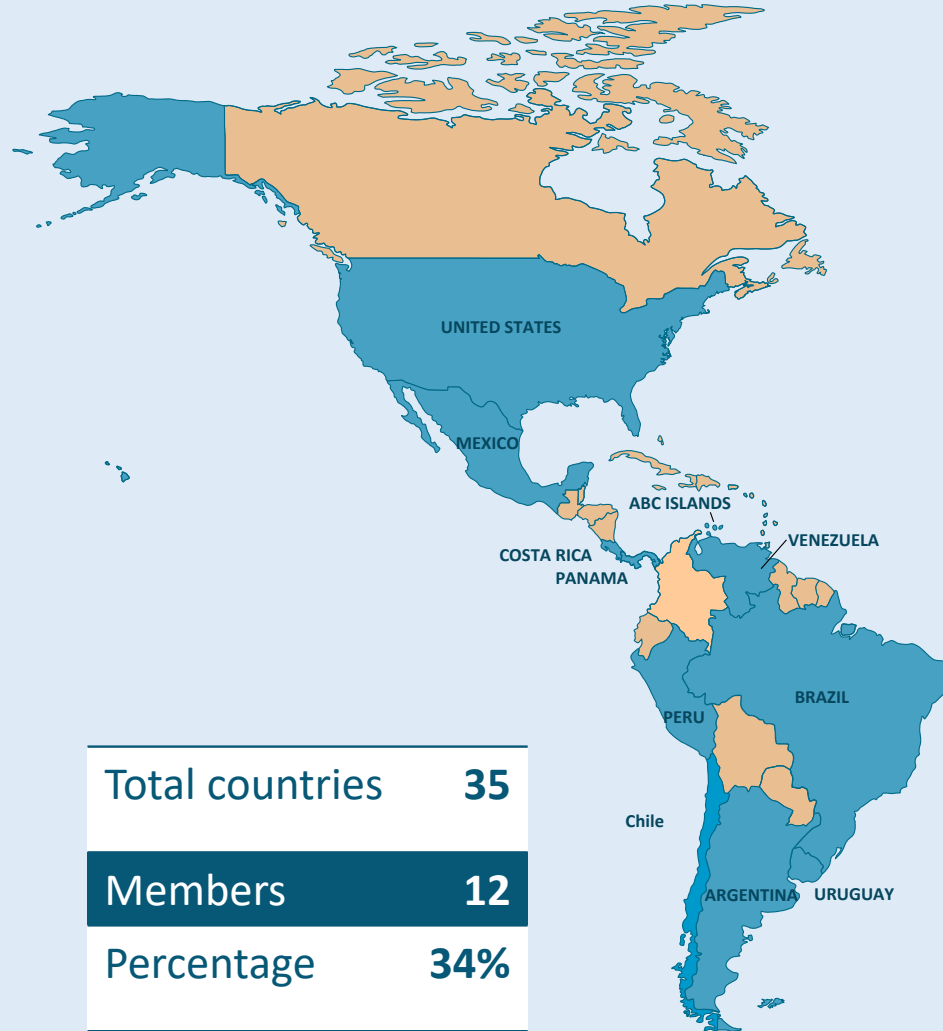


MAIN REGIONAL EVENTS





# MEMBERS – 2023



Total countries	<b>35</b>
Members	<b>12</b>
Percentage	<b>34%</b>

- ABC Islands (2)
- Argentina
- Brasil
- Chile
- Costa Rica
- Dominicana Republic
- Mexico
- Panama
- Peru
- Uruguay
- United States
- Venezuela

# TARGET COUNTRIES - 2023



- Canada
- The Caribbean Area
- Colombia
- Ecuador
- Paraguay
- ABC Islands (2)
- Argentina
- Brasil
- Chile
- Costa Rica
- Dominicana Republic
- Mexico
- Panama
- Peru
- Uruguay
- United States
- Venezuela

## AMERICAS

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



MAIN REGIONAL EVENTS

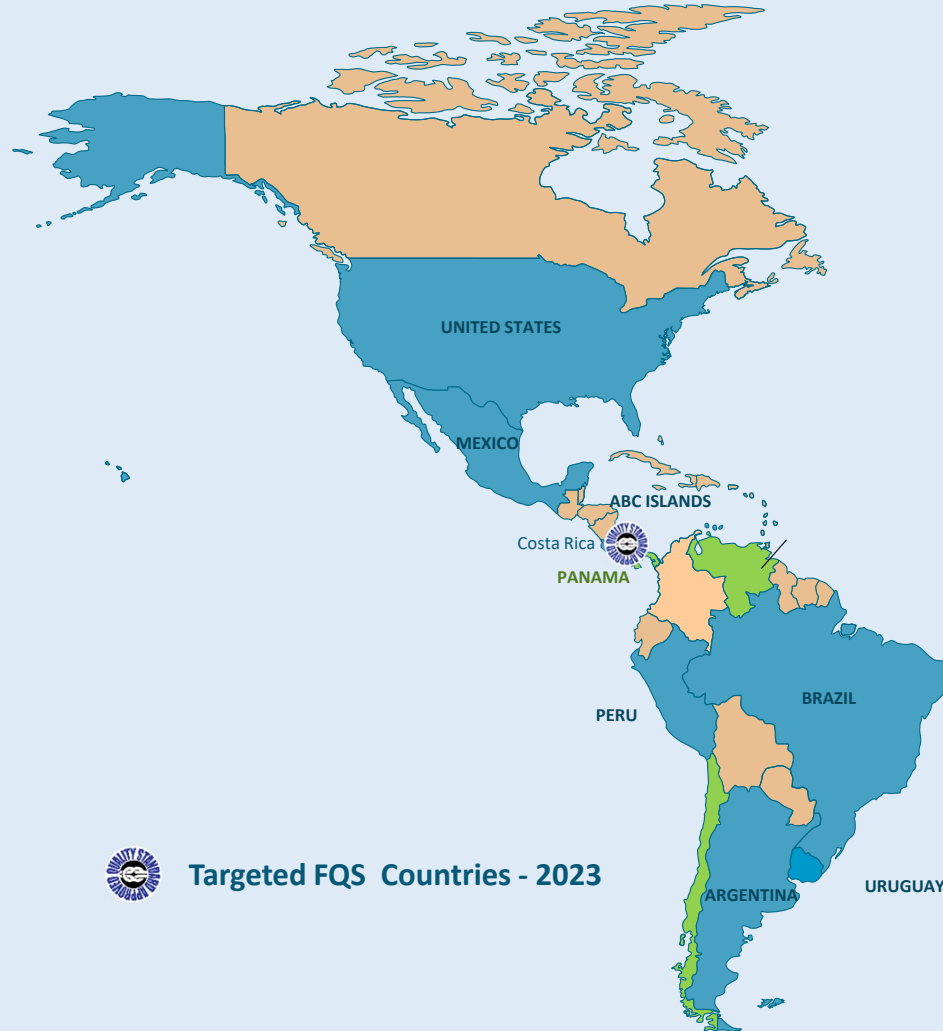


# QUALITY STANDARD ACCREDITED COUNTRIES - 2023



- **Argentina** (12 certifications)
- **Brasil** (65 certifications)
- **Costa Rica** (1 certification)
- **Chile** (1 *pending certification*)
- **Curacao** (1 certification)
- **Dominic Republic** (1 certification)
- **Mexico** (12 certifications)
- **Peru** (5 certifications)
- **United States** (33 certifications)
- **Uruguay** (3 certifications)
- **Venezuela** (1 certification)

# TARGET QUALITY STANDARD COUNTRIES - 2023



Targeted FQS Countries - 2023

- Panama





## AMERICAS

MEMBERS



QUALITY STANDARD



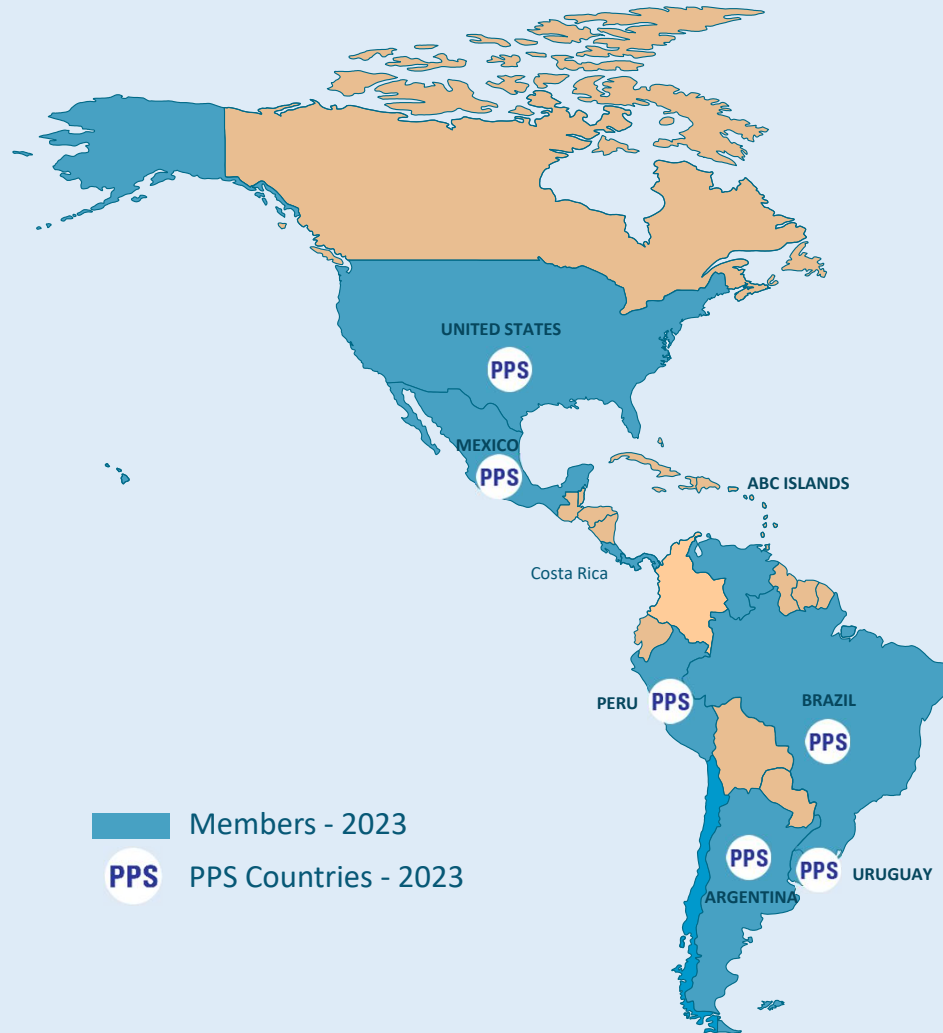
**PORT PROCEDURE SURVEY**



MAIN REGIONAL EVENTS



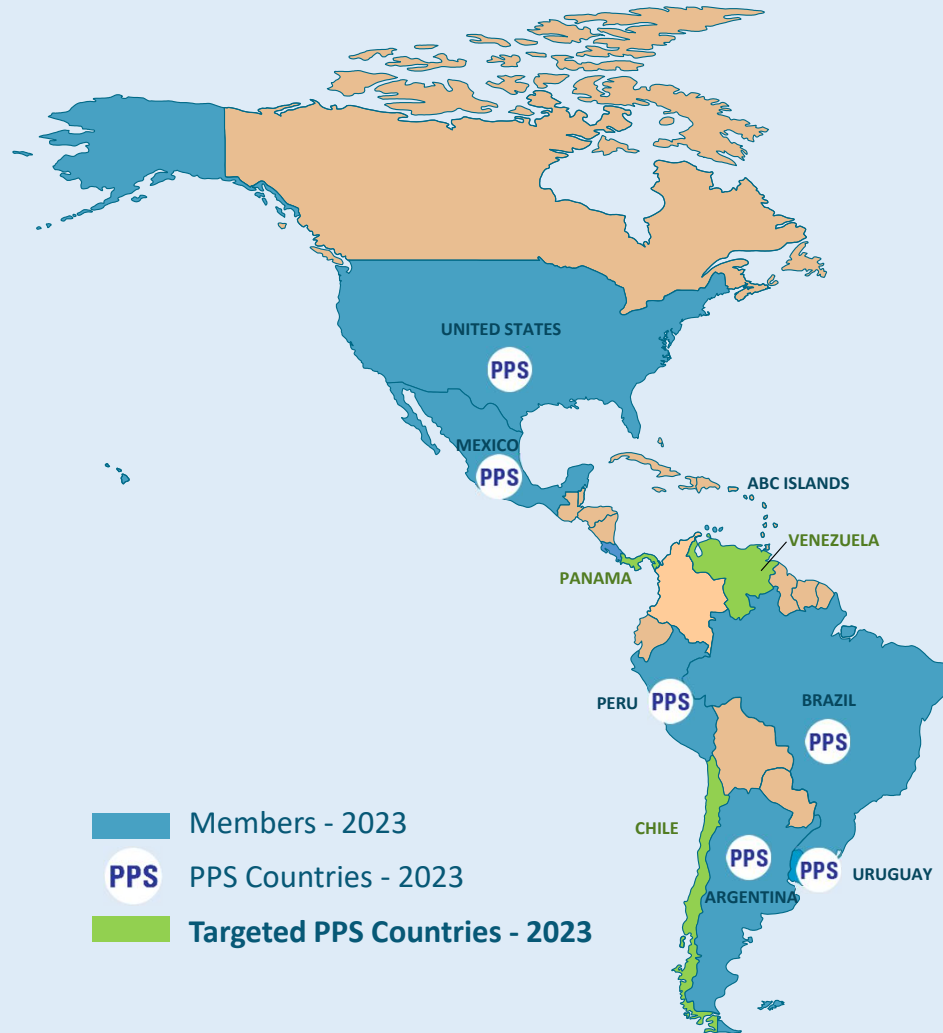
# PORT PROCEDURE SURVEY (PPS) COUNTRIES - 2023



- ABC Islands (2)
- Argentina
- Brasil
- Chile
- Costa Rica
- Dominicana Republic
- Mexico
- Panama
- Peru
- Uruguay
- United States
- Venezuela

Total Members	13
PPS	6
Percentage	46%

# TARGET PPS COUNTRIES - 2023



- ABC Islands
- Costa Rica
- Chile
- Panama
- Venezuela

- ABC Islands (2)
- Argentina
- Brasil
- Chile
- Costa Rica
- Dominicana Republic
- Mexico
- Panama
- Peru
- Uruguay
- United States
- Venezuela

## AMERICAS

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



MAIN REGIONAL EVENTS



- In 2023, we had our annual CIANAM meeting in Buenos Aires where we had the opportunity to connect with members that are also affiliated with FONASBA, as well as fostering potential affiliations.
- We also managed to hold two significant virtual events, which we consider important for our region. One with the Maritime Chamber of Panama and the other was our first Americas Round Table, with 17 participants.



Thank you...





**FONASBA**

—  
AMMAN 2023  
ANNUAL MEETING

**Takazo ligaki**  
REGIONAL VICE PRESIDENT  
ASIA

## ASIA

MEMBERS



QUALITY STANDARD

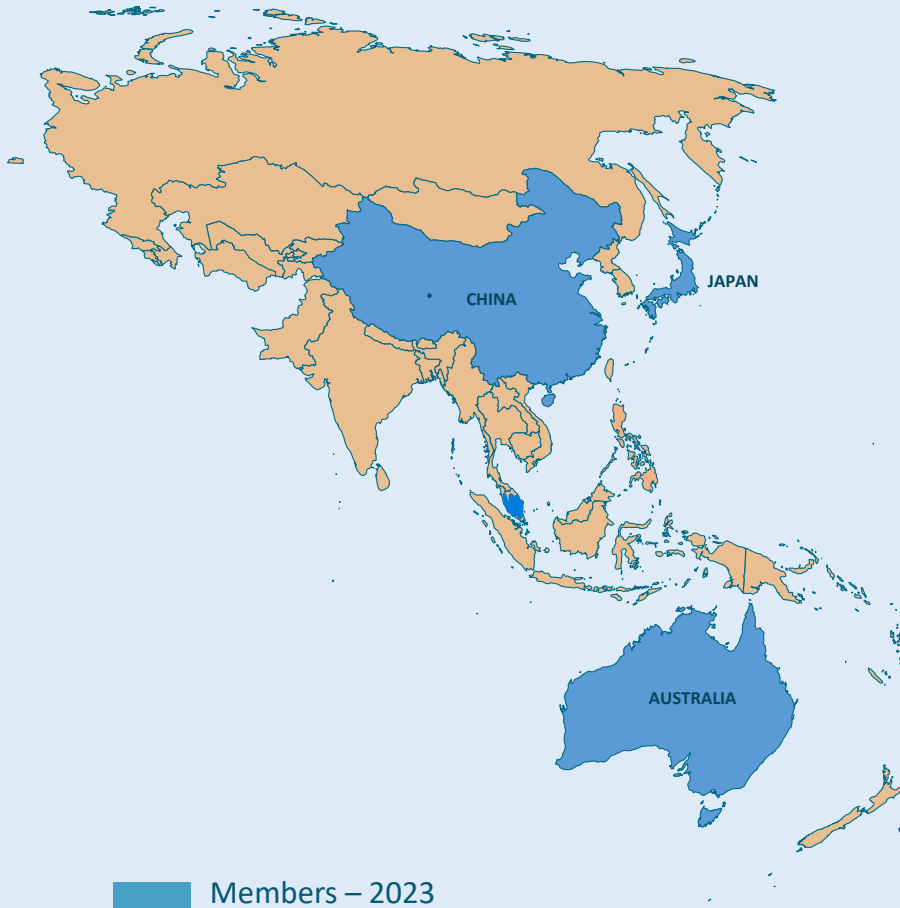


PORT PROCEDURE SURVEY



MAIN REGIONAL EVENTS FOR  
2023/2024





- Australia
- China
- Malaysia
- Japan

Total countries	10
Members	4
Percentage	40%

## ASIA

MEMBERS



**QUALITY STANDARD**



PORT PROCEDURE SURVEY

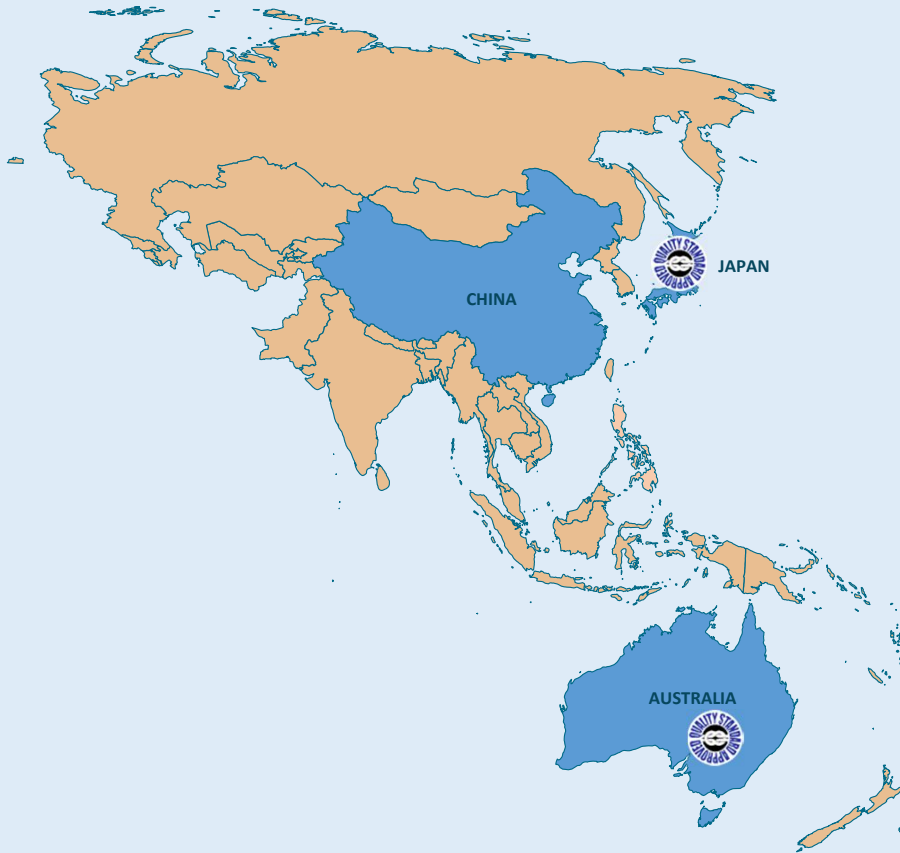




MAIN REGIONAL EVENTS FOR  
2023/2024





# QUALITY STANDARD ACCREDITED COUNTRIES - 2023



 Members - 2023  
 FQS Accredited Countries - 2023

- Australia 2
- Japan 14
- Total 16

Total Members	4
FQS	2
Percentage	50%

## ASIA

MEMBERS



QUALITY STANDARD



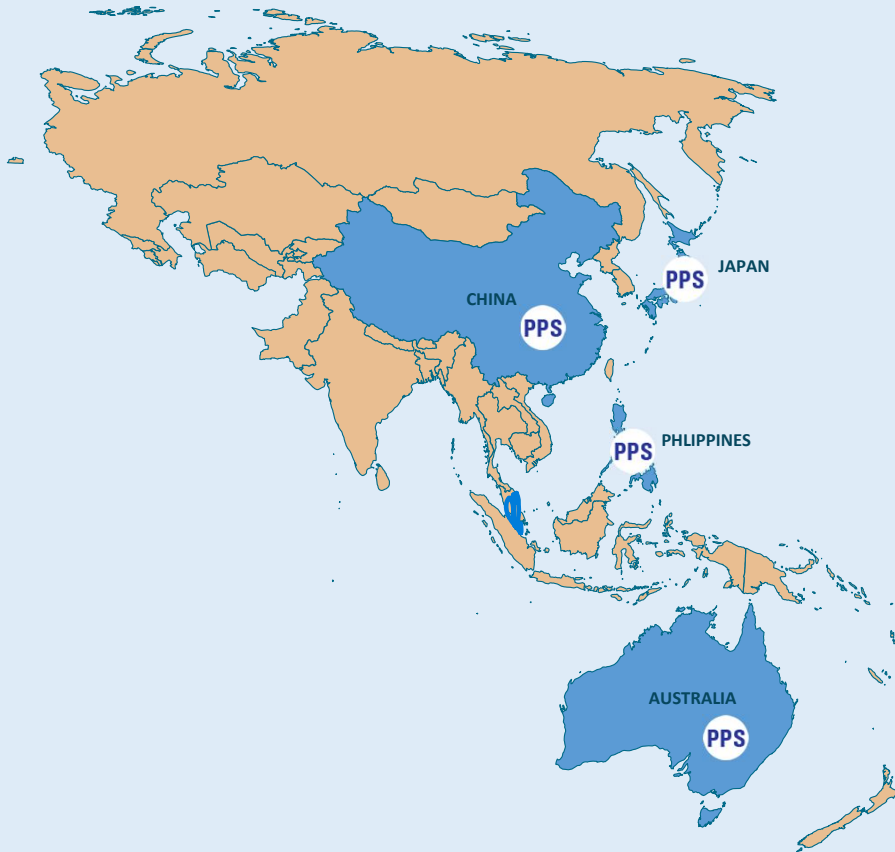
**PORT PROCEDURE SURVEY**



MAIN REGIONAL EVENTS FOR  
2023/2024



# PORT PROCEDURE SURVEY (PPS) COUNTRIES – 2023



Members - 2023  
PPS PPS Countries - 2023

- Australia 6
- China 1
- Malaysia 0
- Japan 12
- Total 19

Total Members	4
PPS	3
Percentage	75%

## ASIA

MEMBERS



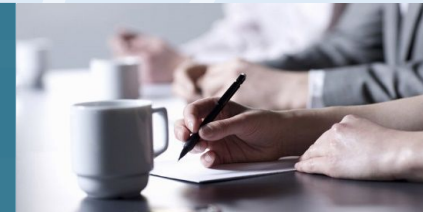
QUALITY STANDARD



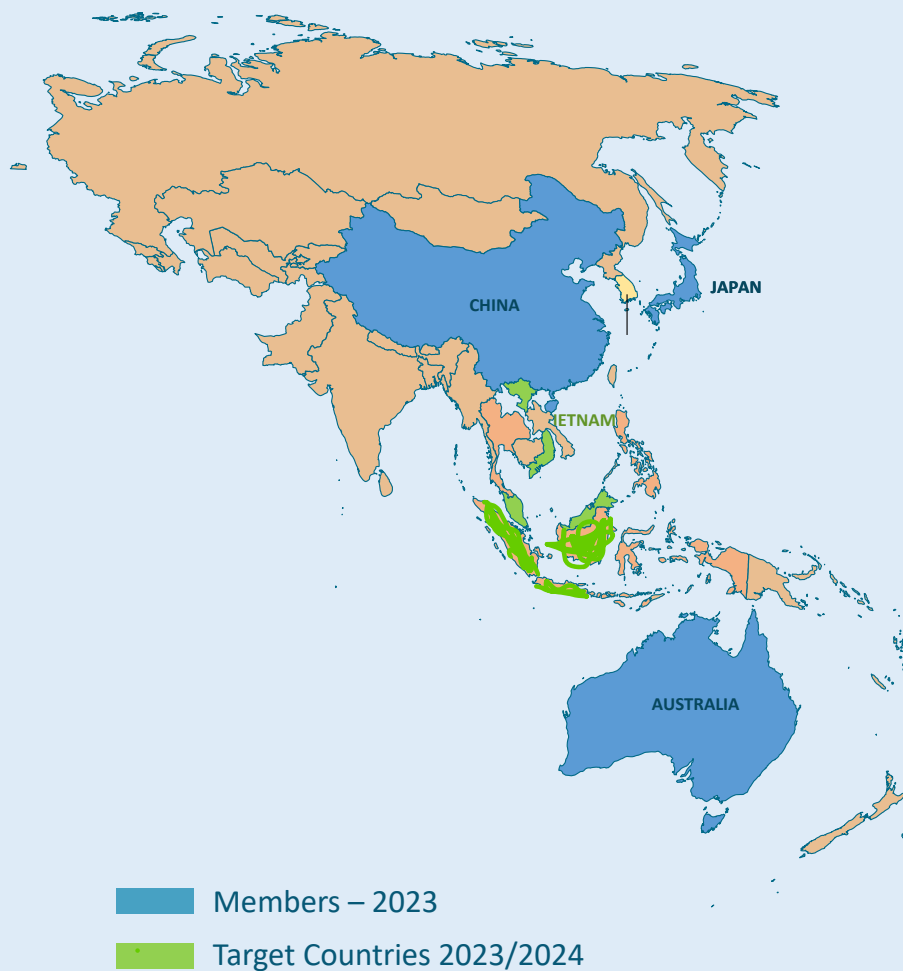
PORT PROCEDURE SURVEY



**MAIN REGIONAL EVENTS FOR  
2023/2024**



## TARGET COUNTRIES – 2023/2024



- Indonesia
- Vietnam



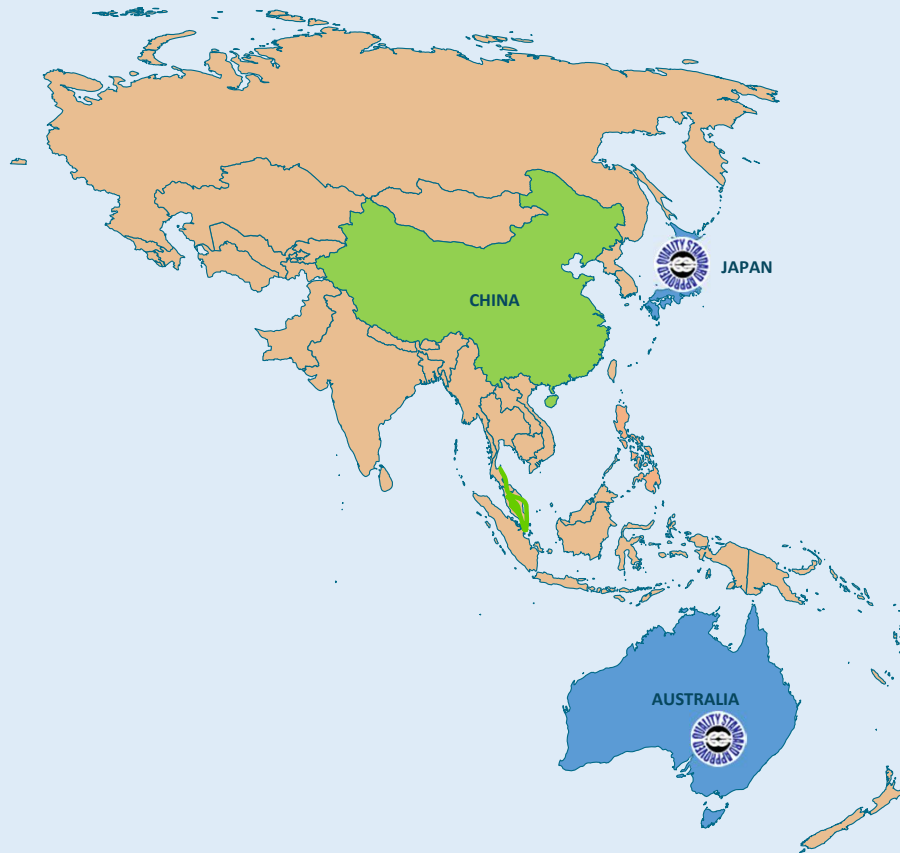
### VISITED ASIAN ASSOCIATIONS IN 2023

---

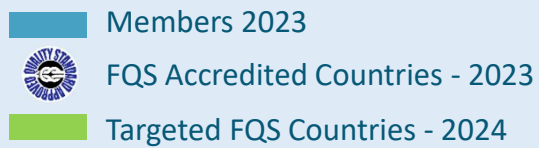
We went sales calls to visit Vietnam, Malaysia, Singapore and Thailand in May 2023 and got Malaysia to join associations for FONASBA.



# TARGET QUALITY STANDARD COUNTRIES – 2023/2024



- China
- Malaysia



FOLLOWING IS MY REPORT OF ASIAN COUNTRIES VISIT WITH PRESIDENT JAVIER AND DESIGNATED PRESIDENT FULVIO TO SINGAPORE/MALAYSIA/THAILAND/VIETNUM TO CANVASS THEM TO JOIN FONASBA MEMBERSHIP WITH FOLLOWING ITINERARY

MAY/18	VISITED	SINGAPORE	SSA ICS
" 19	"	MALAYSIA	SAM CRSA
" 22	"	VIETNAM	VISABA
" 23	"	THAILAND	BSAA

- **Singapore on 18<sup>th</sup> May**
- We visited **SSA** and met with Mr. Michael Phoon, Executive Director. Mr. Lakhbir Singh, Chairman of service committee. Mr. Shafwana, Executive officer.
- They clearly said, they can not join FONASBA membership due to their constitution. Nevertheless they are happy to associate with FONASBA to invite to any of their maritime events arranged by them regularly.
- Visited **ICS**. I leave Javier and Fulvio to make any comments.
- Visited **BIMCO** and met with Mr. Soren Larsen. I leave Javier and Fulvio to make any comments.

- **Malaysia on 19<sup>th</sup> May**
- We had meeting at Ben Line office to invite **SAM** (Shipping Association Malaysia) and met with Ooi Lean Hin, chairman and his 3 staff followed by lunch they invited us. We had many friendly discussion while they are rather ship operators association, they are interested in FONASBA presentation made by Javier particularly of FQS, FONASBA membership survey etc. and they mentioned that they will raise our FONASBA proposals to their next EXECOM how they do. In this respect, we have now received good news from my Ben Line colleague Mr. Therry Vreden who is Execom member of SAM that **SAM** have now made decision to join FONASBA full membership at their recent Execom Meeting. They will send their application to Jonathan shortly. I am pleased to see now such tangible result by our Asian visit this time.
- We also had a meeting with another association of Malaysia named C.R.S.A who is rather association for their ship agency companies. And met with their president Mr. Phillips Sinnappan and 3 other managers. They remember my visit them 4 years ago and had friendly discussion of activities of FONASBA. I felt while they are interested in many activities of FONASBA, they feel annual membership fee of FONASBA is rather high for them. I will follow to check their development through my Ben Line colleague Mr. Therry who is member of their association.

- **Vietnam on 22<sup>nd</sup> May**
- We visited Vietnam agents, brokers and service association and met their chairman Mr. Pham Quoc Long and their deputy, Mr. Nhu Dinh Thien and another manager Mr. Ngo Anh Tuan. They are very friendly and invited us to lunch and discussed well of purpose of our visit them this time and pushed them to rejoin FONASBA as they were member of FONASBA during 2005-2008 after we Japan have invited them to AGM on 2005 in Tokyo where they have enjoyed. I feel there is good chance for them to rejoin FONASBA as their chairman Mr. Pham Long indicated his interest to attend our next AGM if we invite them. I shall follow up actively to communicate with them through our Ben Line office, Vietnam who are member of their association V.A.B.S.A.

- **Thailand on 23<sup>rd</sup> May**
- We met Mr. Rien Vorapipatkumtorn, manager of their association, B.S.A.A. who came kindly to our hotel we stayed with my Ben Line colleague Ms. Noparat who is country manager of Ben Line there. Mr. Rein's initial comment was rather negative to our proposal view result of their recent internal Execom meeting where they have discussed of our approach. However as result of good intervene by Ms. Noparat, Mr. Rein became reasonably to listen our FONASBA presentation. Mr. Rein expressed their strong cost conscious for operation of their association. Nevertheless my colleague Ms. Noparat will assist our further communication with B.S.A.A. to attract them to FONASBA.
- In my conclusion, this visit to those associations in the 4 Asian countries were very good as we have succeeded to persuade Malaysian Association to join FONASBA member. And also we made good chance for Vietnam to attract them to join FONASBA, and even rest 3 countries (except Singapore) I feel we will be able to find any chance to attract them to FONASBA membership to continue dialogues with them through Ben Line colleagues there.



We also have a plan to visit potential countries likewise Vietnam and Indoneisa during 2024 with FONASBA management to canvas them to join FONASBA.



# SHIPPING ASSOCIATION OF MALAYSIA (SAM)

Enhancing the competitiveness of Malaysian Shipping Companies  
and Malaysia as an international Maritime Centre



BE

## Key Facts - Malaysia

Gained  
Independence  
in 1957

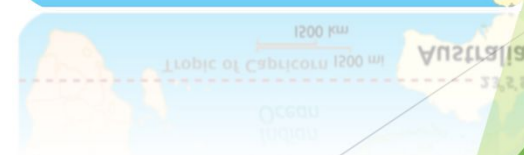
Population  
33,938,221  
(2022)

13 states & 3  
federal  
territories

4,809 coastal  
length

GDP growth  
8.7%

8 major  
federal ports



## Key Facts - SAM



Formed in  
1962

52 members

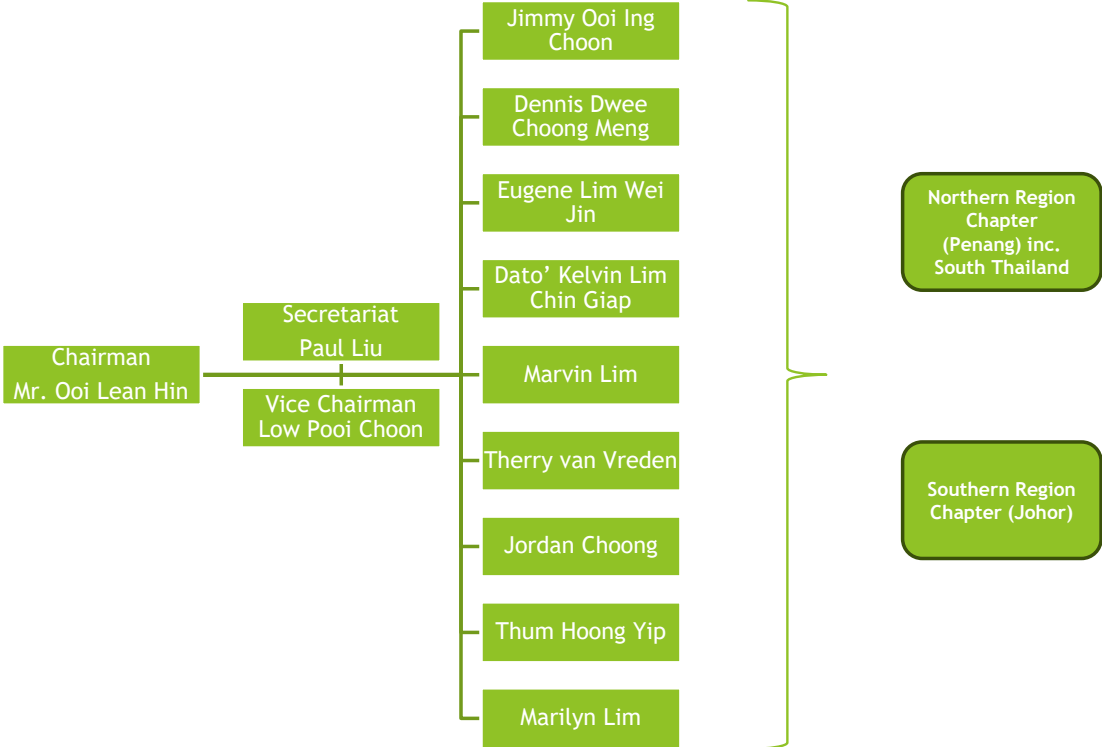
18 Agents /  
Brokers

34 Principal representative offices

Covering over 100  
Principals combined

Covering 75% of  
containerized traffic

# Executive Committee Structure



## Benefits of SAM Membership



- ▶ Be an Active and Collective Voice of the Industry (vessel owners, agents, brokers, nvoc's) i.e participate in forums, feedback and dialogue sessions, engage with key regulatory agencies and international maritime organisations, drive key initiatives of interests to the Malaysian shipping industry.
- ▶ Have an Impact on the Development of Regulatory and Operational issues.
- ▶ To contribute views and recommendations to the relevant Malaysian Authorities to enhance the competitiveness of Malaysian ports and Malaysia as an international Maritime Centre.



## Why did SAM join FONASBA?

- ▶ To be part of a community that is like-minded and well connected with critical industry stakeholders
- ▶ To allow us to tap into the knowledge and learn from other Shipping Associations to benefit our local causes
- ▶ To benefit from the depository of information available to offer to our members including the Quality Standard







FONASBA

—  
ANNUAL MEETING  
2023

Antonio Belmar da Costa  
REGIONAL VICE PRESIDENT  
EUROPE

## EUROPE

**MEMBERS**



**QUALITY STANDARD**



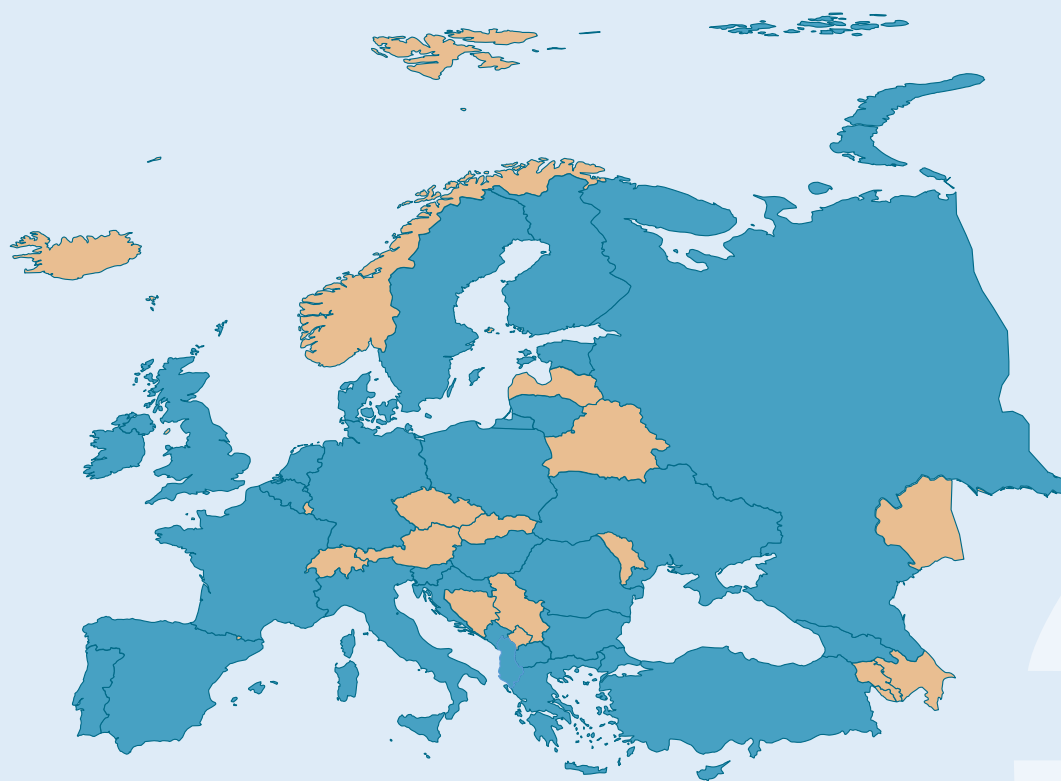
**PORT PROCEDURE SURVEY**



**MAIN REGIONAL EVENTS FOR 2023**



# MEMBERS – 2023

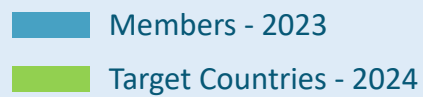
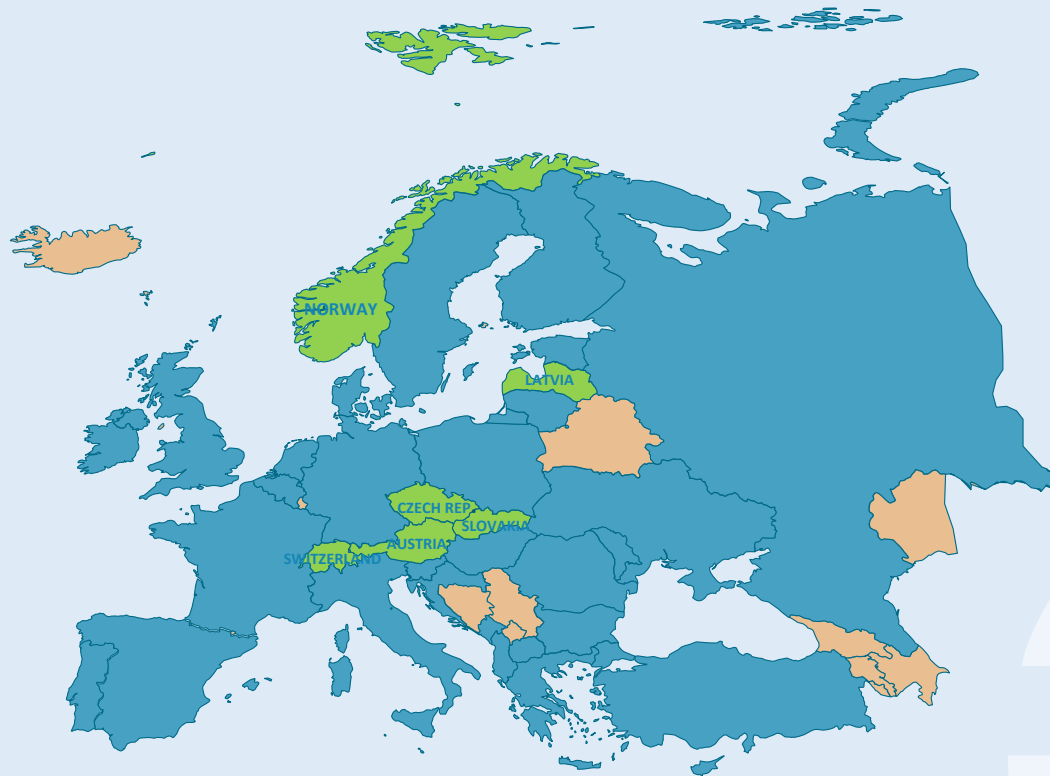


Members - 2023

- Albania
- Belgium
- Bulgaria
- Croatia
- Cyprus
- Denmark
- Estonia
- Finland
- France
- Georgia
- Germany
- Greece
- Hungary
- Ireland
- Italy
- Lithuania
- Malta
- Montenegro
- Netherlands
- Nth. Macedonia
- Poland
- Portugal
- Romania
- Russia
- Slovenia
- Spain
- Sweden
- Turkey
- UK
- Ukraine

Total countries	50
Members	30
Percentage	60.0%

## TARGET COUNTRIES – 2024



- Austria
- Czech Republic
- Latvia
- Norway
- Slovakia
- Switzerland



## EUROPE

MEMBERS



QUALITY STANDARD



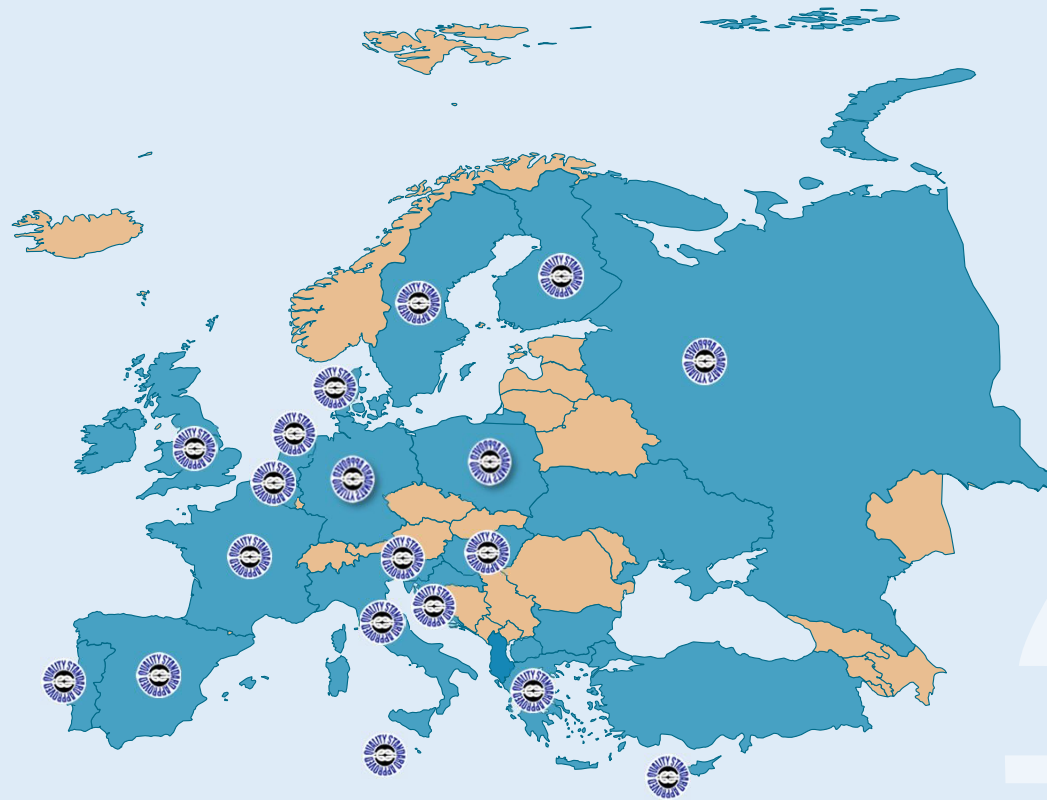
PORT PROCEDURE SURVEY





MAIN REGIONAL EVENTS FOR 2023



# QUALITY STANDARD ACCREDITED COUNTRIES - 2023



 Members - 2023  
 FQS Accredited Countries - 2023

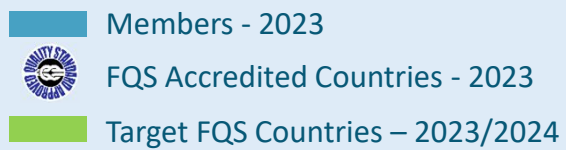
- Belgium
- Bulgaria
- Croatia
- Cyprus
- Denmark
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- Italy
- Lithuania
- Malta
- Netherlands
- Poland
- Portugal
- Romania
- Russia
- Slovenia
- Spain
- Sweden
- UK

Total Members	<b>29</b>
FQS	<b>23</b>
Percentage	<b>79%</b>

# TARGET QUALITY STANDARD COUNTRIES – 2023/2024



- Ireland
- Turkey



## EUROPE

MEMBERS



QUALITY STANDARD



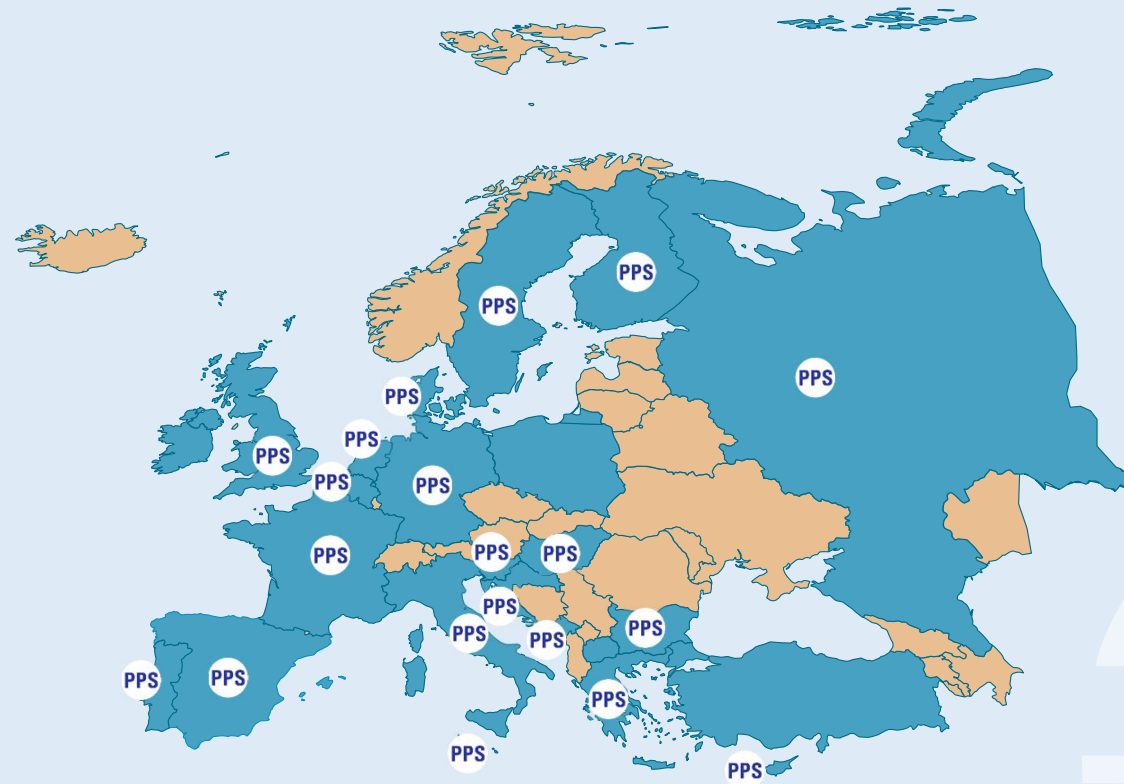
**PORT PROCEDURE SURVEY**



MAIN REGIONAL EVENTS FOR 2023



# PORT PROCEDURE SURVEY (PPS) COUNTRIES - 2023

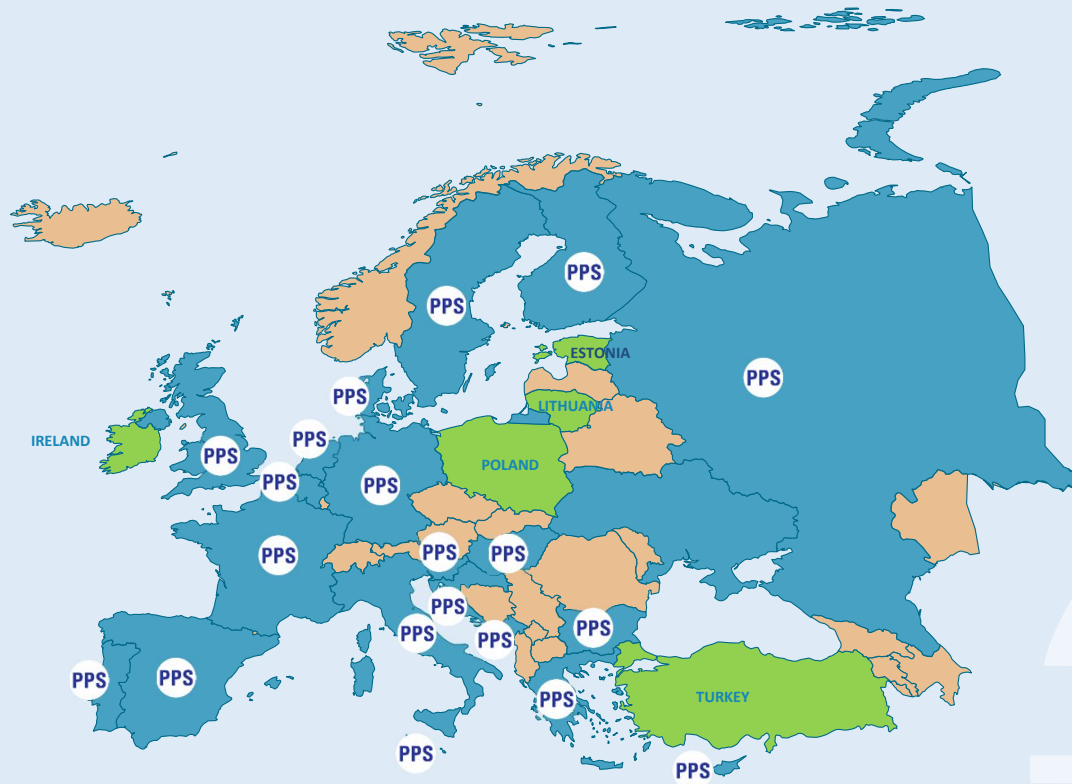


Members - 2023  
PPS PPS Countries - 2023

- Belgium
- Bulgaria
- Croatia
- Cyprus
- Denmark
- Finland
- France
- Germany
- Greece
- Hungary
- Italy
- Malta
- Montenegro
- Netherlands
- Portugal
- Russia
- Slovenia
- Spain
- Sweden
- UK

Total Members	29
PPS	20
Percentage	69%

# TARGET PPS COUNTRIES – 2023/2024



- Estonia
- Ireland
- Lithuania
- Poland
- Turkey





## EUROPE

MEMBERS



QUALITY STANDARD



PORT PROCEDURE SURVEY



MAIN REGIONAL EVENTS FOR 2024



# MAIN REGIONAL EVENTS FOR 2023/4



- ECASBA Seminar
- Waiting inputs from the members.



# AGENDUM

---



## 08. FONASBA EDUCATION PROGRAMME

---

**Update on current and planned courses**

**EDUCATION PROGRAMME**



COUNCIL MEETING – October 2023



**FONASBA**

The Federation of National Associations of Ship Brokers and Agents

AGM 2023.  
Amman, Jordan  
COUNCIL MEETING

Jakov Karmelić  
VP for Education

**EDUCATION REPORT**







# FONASBA

The Federation of National Associations of Ship Brokers and Agents

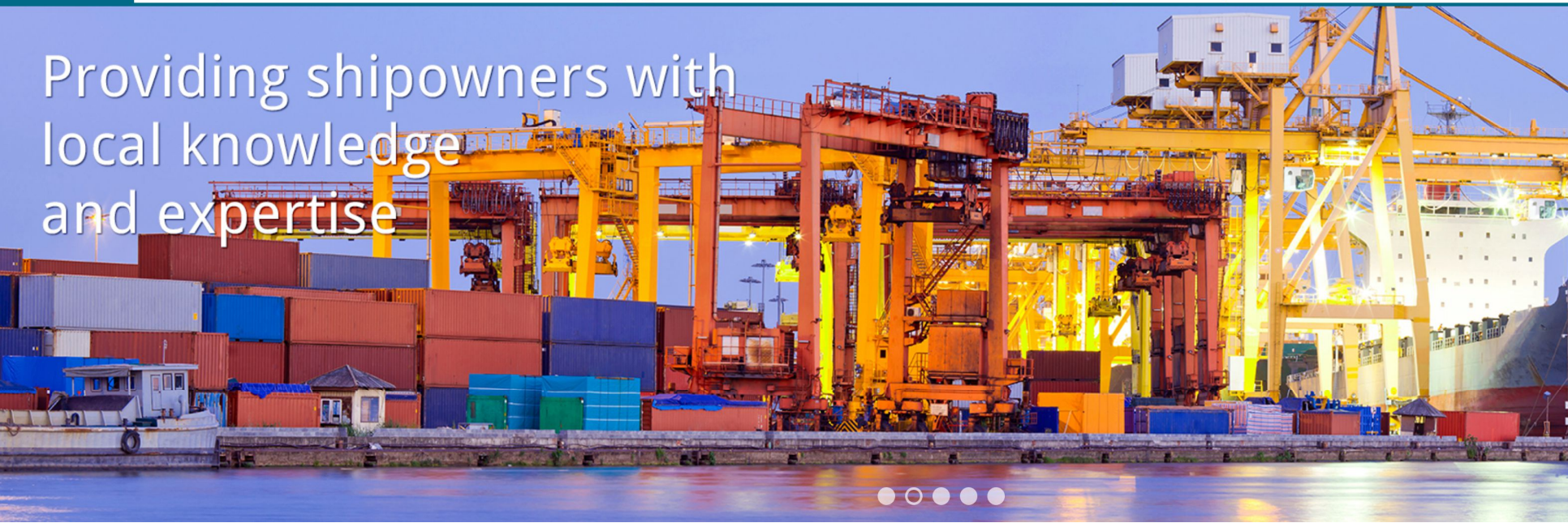
+44 20 7623 3113



- [Home](#)
- [About Us](#)
- [Initiatives](#)
- [Documentation](#)
- [News & Events](#)
- [Ship Agents & Brokers](#)
- [Education & Training](#)
- [Links](#)

Latest News [New Ship Broker Course Launched](#) [2023 Young Agent or Broker Award Winner Announced](#) [Registration Opens for FONASBA 2023 Annual Meeting](#)

# Providing shipowners with local knowledge and expertise



- [FONASBA Young Ship Agent or Ship Broker Award](#)
- [FONASBA Agent Diploma](#)  
Standard assists shipowners and agents and brokers who are well-funded...
- [FONASBA ACB Liner Shipping Transportation Course](#)
- [FONASBA ACB SHIPPING AGENCY IN TRAMP BUSINESS COURSE](#)
- [FONASBA Certificate in the Fundamentals of Shipbroking](#)
- [International Chamber of Commerce \(ICC\) - Global Trade Online Training Courses](#)
- [World Customs Organisation - Customs Training Courses](#)
- [The Lima Declaration](#)
- [Education & Training Course Search](#)
- [Book List Search](#)

<https://www.fonasba.com/>

## THE FONASBA EDUCATION COMMITMENTS

FONASBA and its Members are committed to further expansion of education and training within the global ship broking and ship agency sectors.

This commitment, to which all associations must adhere, is encompassed within:

**FONASBA's Code of Conduct, FONASBA's Quality Standard for Ship Agents and Brokers, and The Lima Declaration (2013)**

### **FONASBA Code of Conduct,**

Members will:

- *employ experienced professionally qualified staff to cover all aspects of the business being undertaken, so as to ensure the proper performance of all the functions of ship agent and shipbroker,*
- *encourage such staff to improve its professional capacity qualifications by assisting it to study and pass examinations based on the syllabi of recognized international shipping authorities/educational institutions*

Published 1998, (revised 2008)

### **FONASBA Quality Standard for Ship Agents and Brokers**

The Standard is awarded to those companies that:

- *Ensures that all members of its staff are trained to the appropriate level and encourages staff to study for, and pass examinations based on the syllabi of recognized authorities or educational institutions*

Published 2007

### **FONASBA LIMA DECLARATION**

- *traditional shipping knowledge and experience have a great value but need to be complimented by ongoing professional and training development to ensure that future developments and challenges can be met*
- *a consistent international set of baseline standards for education, training and certification of shipping agents and brokers should be established and implemented*
- *internationally recognised professional standards and accreditation for ship agents and shipbrokers should also be established*

Published 2013



UNECE

## Minimum Standards for Ship Agents and Ship Brokers

### Recommendation No. 45

United Nations Centre for Trade Facilitation  
and Electronic Business (UN/CEFACT)



The objectives of these minimum standards are:

*...To promote a high level of professional education and experience,  
essential to provide efficient services...*

#### D. Education and training

- *A ship agency or ship broking company should ensure that all employees are adequately qualified or trained in order to ensure the provision of a high level of service to its customers.  
Such training should cover all the duties the employees would reasonably be expected to undertake.  
It should be reviewed regularly and, where necessary, updated or expanded.*
- *Training could be provided by the company itself, national associations, commercial training providers and other suitably qualified bodies.*
- *Ship agents or ship brokers in partnership or acting as a sole trader should also undertake such training or education as may be necessary to ensure the maintenance of a high level of service provision to their principals.*

## EDUCATION & TRAINING COURSES PROVIDED BY FONASBA MEMBER ASSOCIATIONS

- Many of our Member associations have well-developed and highly effective education and training programs at all levels
- Education is a major activity for many associations
- More than 60 courses are currently provided by our member associations across 17 subjects ranging covering port and liner agency, chartering, economics, law, ship, and terminal management as well as general subjects
- FONASBA supports, promotes, and encourages the use of its members' courses in the international shipping community

- All courses are available through a searchable database that provides summary details of the subjects and courses on offer

<https://www.fonasba.com/fonasba-education-and-training>

### COURSE SEARCH

#### Search Criteria

Course Subject

All

Delivery Language

Level of Qualification Offered

Course Duration

Delivery Method

All

Dry Cargo Chartering

Economics

Introductory Courses

Legal

Liner Shipping

Logistics & Modal Transport

Marine Insurance

Offshore Industry

Other

Port & Terminal Management

Port Agency

Ship Finance

Ship Operations & Management

Ship Sale & Purchase

Shipping Business

Shipping Law

Tanker Chartering

#### Bill of Lading Course

COURSE SUBJECT

Port & Ter

## VIRTUAL BOOKLIST

The FONASBA Virtual Booklist contains information on more than 120 industry standard text and course books

- The list is searchable by subject and by language using the drop-down menus at the top of the page
- Most of the books on this list can be purchased by clicking on the link next to the title

<https://www.fonasba.com/education-and-training/book-list-search>

**BOOK SEARCH**

**Search Criteria**

Book Subject: All

Book Language: [dropdown]

**Port Agency**

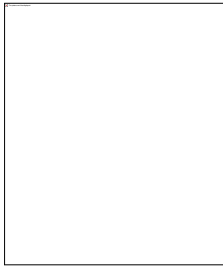
Author	Language	Subject	Publisher
	English	Port Age	Inst. Of

Search Criteria dropdown menu items:

- All
- Dry Cargo Chartering
- Economics of Sea Transport and International Trade
- General Interest
- Introduction to Shipping
- Legal Principles in Shipping Business
- Liner Trades
- Logistics and Multi-modal Transport
- Marine Insurance
- Offshore Support Industry
- Port Agency
- Port and Terminal Management
- Ship Operations and Management
- Ship Sale and Purchase
- Shipping Business
- Shipping Finance
- Shipping Law
- Tanker Chartering

## FONASBA YOUNG SHIP AGENT OR SHIP BROKER AWARD

The Award was introduced in 2015 with the aim of encouraging members of the ship agency and ship broking profession aged 40 or younger to further their academic and practical training and education by researching and writing a thesis-standard paper on a maritime related subject of their choice.



Thiago Santos,  
Brazil



Nícolas Henrique  
Marques  
Esperança De  
Souza, Brazil



Ana Ruiz García  
de los Rios, Spain



Stefan Gielen,  
Belgium



Filipe Miguel,  
Portugal



Niklas Soltow,  
Germany



Tim Polson,  
Australia



Renan Queiroz,  
Brazil

Sponsors: ITIC, BIMCO, ACB, FONASBA

<http://www.fonasba.com/young-agentbroker-award>

2023: Thiago Santos, Brazil: "ESG in the Shipping Industry: Impacts and Opportunities for Ship Agents"

2022: Nicolás Henrique Marques Esperança De Souza, Brazil: "A Technical Analysis of the Key Element Behind Ship Operations: Husbandry Services, Under the Remote Centralization Scope"

2021: Ana Ruiz García de los Rios, Spain: "The Impact of Technologies in the Maritime Sector from a Ship Agent's Vision"

2020: Since only three applications were received, project postponed for 2021.

2019: Stefan Gielen, Belgium: "Crusade towards correct Dangerous Goods declarations"

2018: Filipe Miguel Dias Martins, Portugal: "The Shipping World in 2025 – a Road Map for shipping agent"

2017: Niklas Soltow, Germany: „Opportunities and challenges for port agents by the increasing digital progress of the maritime sector"

2016: Tim Polson, Australia: "The Role of the Shipbroker in the Break-Bulk, Multipurpose & Heavy-Lift Sector"

2015: Renan Queiroz, Brazil: „The role played by the ship agent on the shipping industry and the challenges faced by the activity with the advent of new global trends"

## FONASBA ONLINE COURSES FOR VARIOUS TARGETED TYPE OF STUDENTS IN COOPERATION WITH DIFFERENT COURSE PROVIDERS

Course provider →	FONASBA MEMBER ASSOCIATIONS	ASBA USA	Association of Shipping Agents of Barcelona / Universitat Oberta de Catalunya	Association of Shipping Agents of Barcelona / Universitat Oberta de Catalunya	Association of Shipping Agents of Barcelona / Universitat Oberta de Catalunya	ICS	WCO ACADEMY	ICC ACADEMY	BIMCO
Title of the course	Different	FONASBA AGENT DIPLOMA	LINER SHIPPING TRANSPORTATION	RO-RO COURSE (Spanish)	THE SHIPPING AGENCY IN TRAMP BUSINESS	FONASBA CERTIFICATE IN THE FUNDAMENTALS OF SHIPBROKING	Different courses	Different courses	FONASBA CERTIFICATE IN THE FUNDAMENTALS OF C/P DOCUMENTATION
Type of course	Different courses	Practical entry-level	Course in the field of international liner shipping (cont. and general cargo)	Course in the field of international liner RO-RO shipping	Course in the field of international TRAMP shipping	Courses in the field of chartering business	Courses in the field of customs legislation and customs procedures	Courses in the field of int. trade, finance, rules, documentation	Courses in the C/P documentation
Targeted type of students	Operational, customer service and other agency staff	Newly-appointed operational agency staff	Staff in the liner shipping agencies	Staff in the liner shipping agencies	Staff in the tramp shipping agencies	Young brokers-starters	Staff in charge of customs procedures and documentation	Trade professionals	Young brokers-starters
Status of the project	Fully operational	Fully operational	Fully operational	Fully operational	Fully operational	Fully operational	Fully operational	Fully operational	Under discussion
Course price	Different	USD 110	EUR 600 EUR 650 in 2023	EUR 500 EUR 550 in 2023	EUR 700 EUR 750 in 2023	£180	Different, depend on course	Different, depend on course	Under discussion
Basis for commission split	All earnings to the Association	FONASBA USD 30 ASBA USD 80	comm. EUR 100 FONASBA/Member Assoc. 50/50	comm. EUR 50 FONASBA/Member Assoc. 50/50	comm. EUR 100 FONASBA/Member Assoc. 50/50	FONASBA £30 ICS £150	Commission 20% FONASBA/Member Association 50/50	Commission 15%-20% FONASBA/Member Association 50/50	Under discussion
			comm. EUR 108 (2023) FONASBA/Member Assoc. 50/50	comm. EUR 55 (2023) FONASBA/Member Assoc. 50/50	comm. EUR 123 (2023) FONASBA/Member Assoc. 50/50				

## FONASBA AGENT DIPLOMA

### PRACTICAL ENTRY-LEVEL ONLINE COURSE FOR THE NEW ENTRANTS TO THE SHIP AGENCY SECTOR

FONASBA has joined forces with ASBA, its member association in the USA, to offer a practical entry-level course for new entrants to the ship agency sector.

The Diploma is based on ASBA's own very successful Agent Exam which is one component of a company's annual certification for the FONASBA Quality Standard in the USA.

The Diploma is awarded after a student has completed a course of study, using training materials provided by FONASBA, and has successfully completed an online multiple-choice examination.

<https://www.fonasba.com/education-and-training/fonasba-agent-diploma>





## FONASBA ACB LINER SHIPPING TRANSPORTATION AND TRAMP BUSINESS COURSES PRACTICAL ONLINE COURSES FOR AGENCY STAFF IN LINER AND TRAMP SHIPPING



FONASBA



Barcelona Shipping  
Agents Association

**Liner shipping transportation**  
FONASBA ACB Online Course

<https://www.fonasba.com/fonasba-acb-liner-shipping-transportation-course>



FONASBA



Barcelona Shipping  
Agents Association

**The Shipping Agency In  
Tramp Business**

<https://www.fonasba.com/fonasba-acb-liner-shipping-agency-in-tramp-business-course>

- In partnership with the Barcelona Shipping Agents' Association, ACB, organized 5 courses.
  - It has a set structure, comprising ten modules built around a series of video lectures provided by senior members of the Spanish liner shipping sector.
  - Those video lectures are also available for offline viewing for students in other time zones.
  - Students also have access to a comprehensive set of supporting resources, including the opportunity to exchange comments and questions with the lecturers in a series of tutorials.
- 
- This course covers the needs of the tramp sector in greater depth, comprising seven modules on subjects ranging from the variety of ships and the cargoes carried, to more detailed topics such as the commercial and financial management of a tramp agency operation and ancillary activities such as bunkering and vessel inspections.

**ACB provided also practical on-line course for agency staff in liner RO-RO cargo shipping, on Spanish language.**

## FONASBA CERTIFICATE IN THE FUNDAMENTALS OF SHIPBROKING PRACTICAL ONLINE COURSE FOR THE NEW ENTRANTS TO THE SHIP BROKING SECTOR

This new course has been developed with the support of the Institute of Chartered Shipbrokers (ICS) to provide an introduction to those new to the ship broking profession.

The course is delivered online via the ICS Online Academy and covers the broad aspects of the shipbroking profession. Dedicated learning material is provided for each module, together with a comprehensive glossary of terms and definitions and a threaded discussion forum.

Amongst others, the course content covers the following subjects:

- The parties to the contract
- Types of brokers
- Contracts and bills of lading
- Offer and acceptance
- Preparing the ship for the voyage
- Loading and discharging the cargo
- Delivery and redelivery, on and off-hire formalities
- The mechanics of fixing the ship
- After the fixture
- International Shipping Organisations



<https://www.fonasba.com/fonasba-certificate-in-the-fundamentals-of-shipbroking>

## PRACTICAL ONLINE COURSES

FOR STAFF IN CHARGE OF CUSTOMS PROCEDURES AND DOCUMENTATION, AND FOR TRADE PROFESSIONALS

### FONASBA/ICC GLOBAL TRADE TRAINING

Navigating the complexities of global trade and finance

Running in parallel with the need for detailed knowledge of customs procedures, an awareness of global trade procedures and the financial instruments and documentation that underpin it are also essential for ship agents. FONASBA is therefore offering the International Chambers of Commerce (ICC) Academy e-learning packages to national association member companies like yours at discounted rates†.

Why use the ICC Academy courses?

- **Nearly 50 subjects offered**, including: Incoterms®2020, Trade Finance, Guarantees, Letters of Credit and Documentary Credits. Individual courses, as well as packages and bundles, are also available. The full catalogue of courses can be found [here](#)
- **The courses are delivered by e-learning** and in English, with the Incoterms®2020 course also being available in Spanish.
- **Working with ICC** ensures that the courses will always up to date and relevant to current practice.
- **Discounted access to the courses is only available through the dedicated page on FONASBA's website at:** <https://www.fonasba.com/international-chambers-of-commerce-global-trade-training-courses> \*
- Courses booked directly with the ICC Academy will be charged at the full rate.

**NOVEMBER 2020: Global Trade Certificate (GTC) and Certified Trade Finance Professional (CTFP) course prices reduced!**



FONASBA  
Cooperation with  
ICC  
WCO

WCO CUSTOMS TRAINING

### FONASBA/WCO CUSTOMS TRAINING

Essential knowledge for success in dealing with customs formalities

Customs regulations are complex, and failing to complete them correctly and on time can be expensive for your company and for your principals. Staff who make customs entries must have a thorough understanding of international customs conventions and their impact on global trade. FONASBA has therefore linked up with the WCO Academy to make its e-learning packages available to FONASBA national association member companies like yours at discounted rates†.

Why use the WCO Academy?

- **More than 40 subjects offered**, including: Customs Valuation, the Harmonised System, Single Windows, the Authorised Economic Operator Scheme, the SAFE Framework of Standards and the Trade Facilitation and Kyoto Agreements.
- **The courses are delivered by e-learning** and in English, with some also delivered in French, Spanish and Portuguese. Free "taster" sessions are also offered on some subjects.
- **Working with WCO** ensures that the courses will always up to date and relevant to current practice.
- **Discounted access to the courses is only available through the dedicated page on FONASBA's website at:** [www.fonasba.com/world-customs-organisation-customs-training-courses](http://www.fonasba.com/world-customs-organisation-customs-training-courses). Courses booked directly with the WCO Academy will be charged at the full rate.

**Support your principals and maintain your company's customs compliance record by ensuring you have competent and fully trained customs agents!**



<https://www.fonasba.com/international-chambers-of-commerce-global-trade-training-courses>

<https://www.fonasba.com/world-customs-organisation-customs-training-courses>

## Overview of the number of students by country and educational courses

	EDUC. PROVIDER →	ASBA	ACB					ACB	ACB	ACB	ICS	Number of students per country	
	TITLE OF THE COURSE →	FONASBA AGENT DIPLOMA	LINER TRANSPORTATION					RO-RO SHIPPING	TRAMP SHIPPING	TRAMP SHIPPING	FUNDAMENTALS OF SHIPBROKING		
	COUNTRY ↓	PERMANENT OPEN	1ST COURSE 2021.	2ND COURSE 2022.	3RD COURSE 2022.	4RD COURSE 2023.	5TH COURSE 2023	1ST COURSE 2022.	1ST COURSE 2022.	2nd COURSE 2023.	PERMANENT OPEN		
		Number of students	Number of students	Number of students	Number of students	Number of students	Number of students	Number of students	Number of students	Number of students	Number of students		
1	ARGENTINA	45						2		1	7	55	3.
2	BRAZIL	69	1		1							71	2.
3	BELGIUM					13						13	
4	COSTA RICA		4									4	
5	CROATIA		6								1	7	
6	CYPRUS	2					1					3	
7	DENMARK	3										3	
8	DUBAI	1		1	1							3	
9	FRANCE	24							1			25	
10	GREECE	16		1		32						49	4.
11	INDIA		1									1	
12	ITALY	4	1									5	
13	IRAN					1						1	
14	ISRAEL									1		1	
15	JORDAN	11	2	2	3	3	4		4			29	5.
16	KENYA		2								9	11	
17	MALTA		2									2	
18	MAROCCO		5	3					3			11	
29	MAURITANIA		5									5	
20	MEXICO	40			12	3	11	10	8			84	1.
21	MOROCCO	16					1					17	
22	NORTH MACEDONIA				1							1	
23	PANAMA		1									1	
24	RUSSIA	7										7	
25	SERBIA		11									11	
26	SLOVENIA		4	1								5	
27	SUDAN	1										1	
28	SWEDEN									2		2	
29	TURKEY		1									1	
30	VENEZUELA										2	2	
	<b>TOTAL →</b>	<b>239</b>	<b>46</b>	<b>8</b>	<b>18</b>	<b>52</b>	<b>17</b>	<b>12</b>	<b>16</b>	<b>4</b>	<b>19</b>	<b>431</b>	



## Autonomous container ship *SUZAKU* completes 790-km trip from crowded Tokyo Bay, May 2022.



- The *Suzaku* completed a forty hour long and near 800-kilometre voyage within the exceptionally busy waters of Tokyo Bay.
- Receiving input from eighteen onboard cameras able to provide an all-round view, the vessel performed 107 unaided course alterations and avoided up to 500 other vessels on its outbound trip alone.
- For its whole trip, it required human intervention for 1-2% of the time.

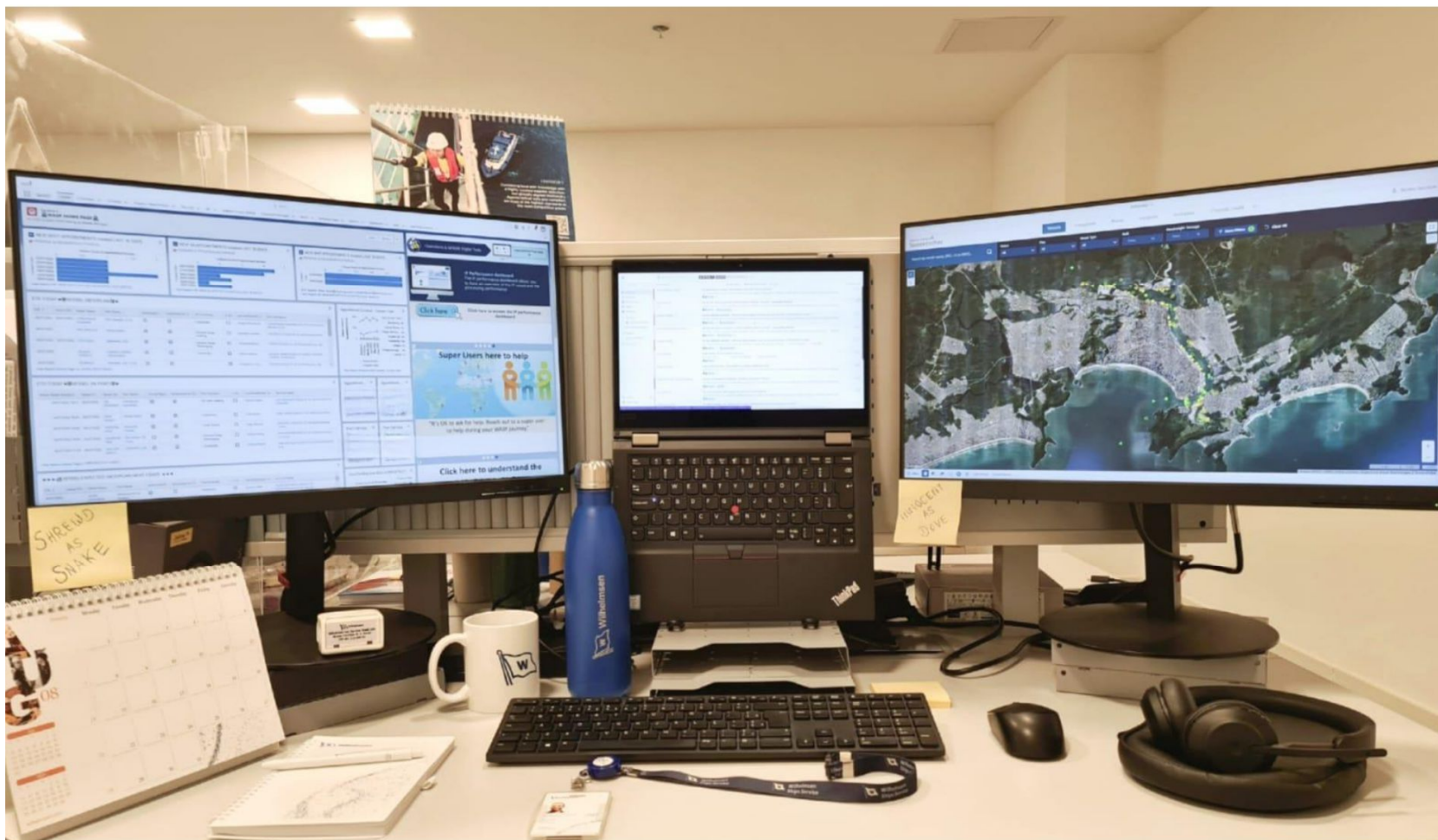
Remote operators monitored the *Suzaku*'s progress and stepped in to test remote control takeover systems

Source: [The Nippon Foundation](#)

## Husbandry central agent working desk

YABA WINNER 2022.

NÍCOLAS HENRIQUE: *A TECHNICAL ANALYSIS OF THE KEY ELEMENT BEHIND SHIP OPERATIONS: HUSBANDRY SERVICES, UNDER THE REMOTE CENTRALIZATION SCOPE*



Source: Nicolás Henrique



*Education is our passport to the future, for tomorrow belongs to the people who prepare for it today.*

Malcolm X

*Thank you!*



# AGENDUM

---



## 09. EXTERNAL RELATIONSHIPS

---

**Update on FONASBA relations with other organisations**

**EXTERNAL RELATIONS**





FONASBA

**ANNUAL MEETING  
AMMAN 2023**

**COUNCIL MEETING  
18<sup>th</sup> OCTOBER 2023**

**EXTERNAL RELATIONS**

JONATHAN C. WILLIAMS FICS  
GENERAL MANAGER



“Active engagement with organisations representing other sectors of the maritime sector, and with regulatory bodies, is integral to our activities. It promotes and protects the interests of members, extends and multiplies FONASBA’s global reach, and ensures the role of the ship agent and ship broker is recognised and acknowledged industry-wide. It is not just what you know, but who you know, that is important.”



## Current Actions with:

- External Organisations
- Club Members



# External Organisations:

- IMO/1
  - Participation at FAL 47 in March 2023
  - In conjunction with Morocco, Djibouti, Korea and IPCSA, FONASBA jointly sponsored draft Guidelines on Port Community Systems
  - FAL 47 approved the following:
    - Draft Guidelines on Port Community Systems
    - Further work on the Guidelines for the Prevention of Smuggling of Wildlife on Ships
  - FAL 47 authorised the establishment of intersessional working groups on:
    - The Review and Update of the Annex to the FAL Convention and
    - The development of the Guidelines on Port Community Systems





# External Organisations:

- IMO/2

Other FONASBA actions:

- Participation in the intersessional workgroups on the Annex to the FAL Convention and of draft Guidelines for PCS's
- Capt. Jakov Karmelić, IMO Goodwill Maritime Ambassador will stand down after two full terms in December 2023. Discussions are underway to identify and nominate a successor. Thanks to Jakov for his service.
- FAL 48 will take place on 8<sup>th</sup> – 12<sup>th</sup> April 2024



# External Organisations:

- WCO/PSCG
  - FONASBA represented on the Private Sector Consultative Group (PSCG) since 2016 by JCW and subsequently Past President John Foord
  - Retired by rotation (max 2 x three-year terms) in June 2022
  - Reapplied for membership as sole representative of the maritime sector, March 2023
  - Re-appointed for further three-year term from September 2023
  - Hilde Bruggeman appointed as representative



# External Organisations:

- **International Chamber of Shipping**
  - FONASBA remains a member of the pan-industry groups led by the Chamber in relation to both COVID-19 and the situation in Ukraine. Group includes ship owners, P&I clubs, crewing agents, ports, class societies etc. FONASBA participates in regular Teams meetings on these issues
  - ICS and FONASBA supporting Danish shipping in action against application of GST to port charges in India
  - Supporting “Shaping the Future of Shipping” event at COP28, Dubai, 10<sup>th</sup> December
  - ICS now supports the FONASBA Quality Standard
  - FONASBA is now based at ICS offices



# External Organisations:

- **Maritime Anti-Corruption Network (MACN)**
  - MACN established a Cross-Industry Working Group of IMO NGO's to assist in raising awareness of the effects of corruption in the global maritime sector, FONASBA has been a member since the start. MACN made a presentation to FAL 43 and introduced a paper to highlight the issue. The correspondence group established after FAL 44 has developed the guidelines approved at FAL 46
  - Following approval of the IMO guidelines, the Cross-Industry Working Group has been placed in abeyance, although area or sector-specific actions continue with individual members on a case-by-case basis
  - MACN proposed cooperation with FONASBA on an anti-corruption e-learning course for ship agents. Further discussions are ongoing.



# External Organisations:

- **United for Wildlife (UfW)**
  - Formed by the Royal Foundation to campaign against the movement of endangered species (CITES). Joined its Transport Taskforce in December 2018
  - Taskforce members include major transport organisations and companies across all modes, supported Kenya paper to FAL 46
  - Aim is to publicise the impacts of the movement of endangered species and bring together major players in the transport chain to eradicate the trade
  - Regular intelligence briefings issued on smuggling routes/methods, reviewed by Secretariat and forwarded to members in countries concerned (thankfully rare)
  - UfW also has a financial taskforce looking at movement of funds etc.



# Club Members:

- **BIMCO**
  - Membership of BIMCO DC, GENCON Revision, support for FQS, judge and sponsor of YABA Award, member of ICS industry groups
- **Comité Maritime International**
  - Action to support convention on judicial sale of ships
- **INTERCARGO**
  - Support for FQS, member of ICS groups
- **INTERTANKO**
  - Support for FQS, member of ICS groups





# Club Members:

- **IPCSA**
  - Joint action in IMO on e-Maritime matters, collaboration on Emerging Technologies
- **ITIC**
  - Legal advisers, judge and sponsor of YABA Award
- **Shipbrokers' Register**
  - Long-term support for FONASBA and FQS through highlighting in Blue Book
- **Baltic Exchange**
  - Provision of weekly summary of market information to FONASBA members



Thank you.

# AGENDUM

---



## 10. ANNUAL MEETING 2024

---

**Update by Greece**

**ANNUAL MEETING 2024**



COUNCIL MEETING – October 2023

# The International Maritime Union in Greece







**According to the FONASBA archives, GREECE was one of the 11 Founder Members of the Federation in 1969.**

*Photo: FONASBA's first ever press release, issued on 24<sup>th</sup> April 1969.*

## The Federation of National Associations of Ship Brokers and Agents

Telephone :  
01-283 1361

Telegrams :  
"FONASBA", LONDON, E.C.3.

All communications to be addressed to the Secretary

c/o INSTITUTE OF CHARTERED SHIPBROKERS,  
BALTIC EXCHANGE CHAMBERS,  
25 BURY STREET,  
LONDON, E.C.3.

### PRESS RELEASE

#### THE FEDERATION OF NATIONAL ASSOCIATIONS OF SHIP BROKERS AND AGENTS

As a result of discussions between representatives of National Ship Brokers and Agents Associations from Belgium, Denmark, France, Finland, Greece, The Netherlands, Italy, Norway, Sweden, United Kingdom and West Germany the above Federation has been formed.

It has long been felt that such an organisation was necessary for the purpose of speaking on behalf of Ship Brokers and Agents with a view to co-operation on all matters affecting the Shipping Industry at International level with representative bodies of Shipowners, Charterers etc., and any other such organisations.

The first officials of the Federation are:

<u>President</u>	-	E. C. J. Roberts, Esq., F.I.C.S., (United Kingdom)
<u>Vice-Presidents</u> )	-	F. Thornton, Esq., A.I.C.S., (Belgium)
)	-	Monsieur M. J. Rogliano., (France)

As will be seen this Federation is established in London, and all communications should be addressed to the Secretary at the above address.

Secretary  
(N.C. Cowlard)



**The International Maritime Union's owned premises of approximately 300 m2 are strategically located in the heart of the Port of Piraeus, within a walking distance of the Hellenic Chamber of Shipping, the Union of Greek Shipowners, the Hellenic Shortsea Shipowners Association, the Hellenic Shipbrokers Association, the Greek Branch of the Institute of Chartered Shipbrokers and very close to many other Maritime Organizations, Institutions and Associations.**



# ROYAL OLYMPIC HOTEL

[www.RoyalOlympic.com](http://www.RoyalOlympic.com)

Indicative rates

## Executive rooms

Single room 170 € per day

Double room 190 € per day

## Deluxe rooms

Single room 200 € per day

Double room 220 € per day

## Athenian Panorama Junior Suites

Single room 300 € per day

Double room 320 € per day

The above-mentioned rates include buffet breakfast, service and taxes (city tax and VAT).





# Delegates' tentative programme (starting on Sunday October 7, 2024)



## **Sunday | October 7, 2024 | Royal Olympic Hotel**

Executive Committee Meeting

3 breaks: coffee | lunch | coffee

Evening: Welcome reception at the Piraeus Yacht Club.

## **Monday | October 8, 2024 | Royal Olympic Hotel**

Welcome address | ECASBA Plenary meeting | Shipbroker Plenary meeting | Range Committee meeting

3 breaks: coffee | lunch | coffee

Evening: dinner (location to be confirmed in due course).

## **Tuesday | October 9, 2024 | Royal Olympic Hotel**

Ship Agent Plenary meeting | Association Best Practices Plenary | Inspiring our Future Plenary

3 breaks: coffee | lunch | coffee

Evening: dinner (location to be confirmed in due course).

## **Wednesday | October 10, 2024 | Royal Olympic Hotel**

Presentations | Council Meeting

3 breaks: coffee | lunch | coffee

Evening: Gala dinner at the Royal Olympic's roof garden.

## **Thursday | October 11, 2024**

Optional daily excursion or cruise.

# Partners' tentative programme (starting on Monday October 8, 2024)

**Monday October 8, Tuesday October 9 & Wednesday October 10:** Detailed programme to be advised in due course.



## Welcome reception at the Piraeus Sailing Club | Mikrolimano

100<sup>TH</sup>  
ANNIVERSARY

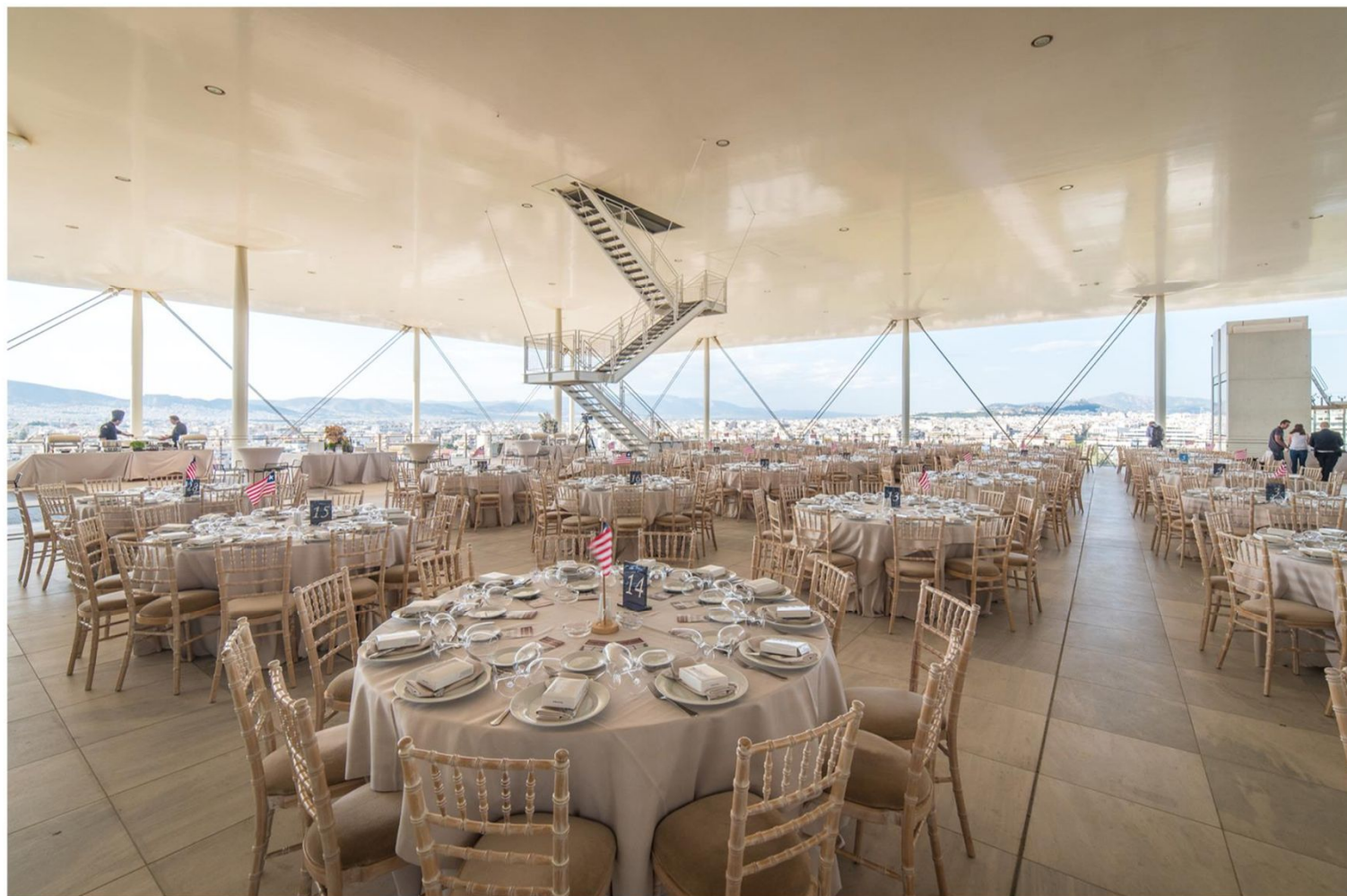






## Dinner at the “Lighthouse” of the Stavros Niarchos Foundation

100<sup>TH</sup>  
ANNIVERSARY







## Dinner at the Golf Club | Glyfada





## Gala dinner at the roof garden of the Royal Olympic Hotel

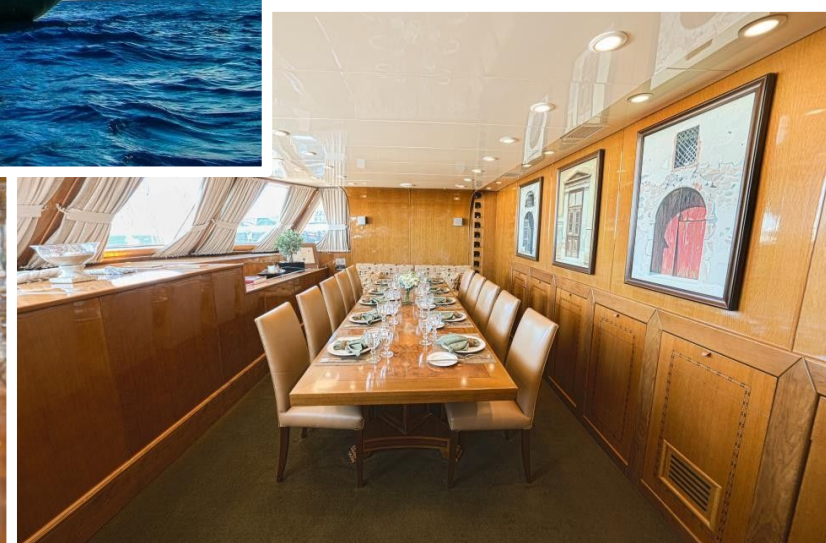
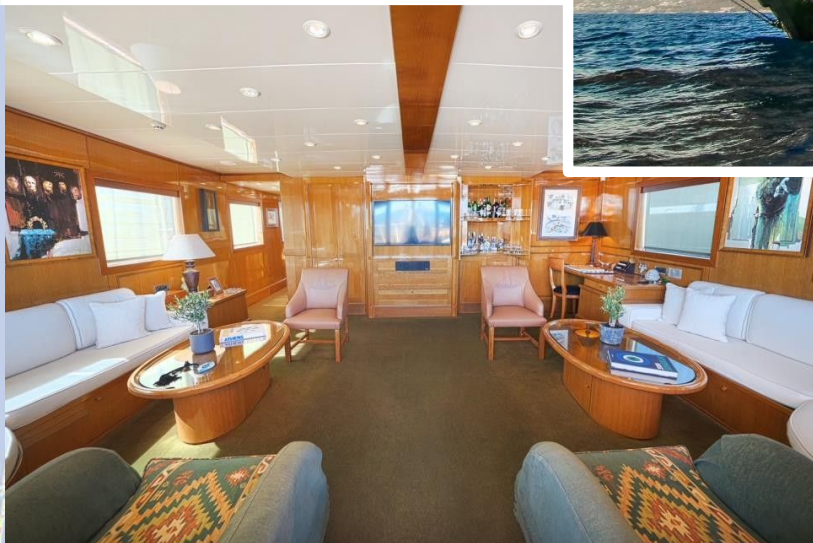
100<sup>TH</sup>  
ANNIVERSARY







## Optional all-day cruise to the islands of the Saronic Gulf







## Optional daily excursion to the Temple of Poseidon at Cape Sounion





**We thank you very much for your time  
and we look forward to welcoming you in Greece in 2024!**



**Antonios Venieris**  
President BoD



**Anacreon Mataragas FICS**  
Executive Director



# AGENDUM



## 11. ANNUAL MEETING 2025

**Update by Turkey**

**ANNUAL MEETING 2025**



COUNCIL MEETING – October 2023

# FONASBA ANNUAL MEETING İSTANBUL



FONASBA ANNUAL MEETING İSTANBUL  
October 2025



## FONASBA ANNUAL MEETING İSTANBUL



- İstanbul, as crossroads of civilizations throughout its history, embodies a rich culture.
- İstanbul, a city of commerce and production for ages, plays a major role in trade, industry and maritime sectors.



## FONASBA ANNUAL MEETING İSTANBUL



### TURKISH STRAITS

- Bosphorus is situated on strategic location as the gateway of the Turkish Straits to the Black Sea.
- The Bosphorus and its surrounding areas are the central region for all events and programs at the 2025 FONASBA Annual Meeting.



# FONASBA ANNUAL MEETING İSTANBUL



DELEGATE PROGRAMME					
	DAY 1	DAY 2	DAY 3	DAY 4	DAY 5
	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY
TIME	EVENT	EVENT	EVENT	EVENT	EVENT
09:00 – 09:30	Executive Committee Meeting	Welcome Address by Mr. Tamer KIRAN (Chairman, Turkish Chamber of Shipping)	Ship Agent Plenary Meeting	Keynote Speech by the Minister of Transport and Infrastructure	Historical Peninsula Tour
09:30 – 11:00		ECASBA Plenary Meeting		Inspiring our Future Plenary Meeting	
11:00 - 11:30	<i>Coffee break</i>	<i>Coffee break</i>	<i>Coffee break</i>	<i>Coffee Break</i>	
11:30 - 13:00	Executive Committee Meeting	ECASBA Plenary Meeting	Ship Agent Plenary Meeting	Inspiring our Future Plenary Meeting	
13:00 – 14:00	<i>Lunch</i>	<i>Lunch</i>	<i>Lunch</i>	<i>Lunch</i>	
14:00 – 15:30	Executive Committee Meeting	Ship Broker Committee Plenary	Association Best Practices Plenary	Council Meeting	Historical Peninsula Tour
15:30 – 16:00	<i>Coffee break</i>	<i>Coffee break</i>	<i>Coffee break</i>	<i>Coffee break</i>	
16:00 – 17:30	Executive Committee Meeting	Ship Broker Committee Plenary	Range Committee Meeting	Council Meeting	
17:30 – 18:30	Transfer to the Welcome Dinner	Secretaries Meeting	Transfer to the Boat Tour	Transfer to the Gala Dinner	
18:30 – 19:00	Welcome Dinner, (Divan)	Transfer to the Welcome Reception	Bosphorus Boat Tour & Turkish Cuisine	Gala Dinner (Çırağan Palace Kempinski)	
19:00 – 21:00		Welcome Reception (The Peninsula Hotel İstanbul-Galataport)			
21:00 – 00:00					

# FONASBA ANNUAL MEETING İSTANBUL

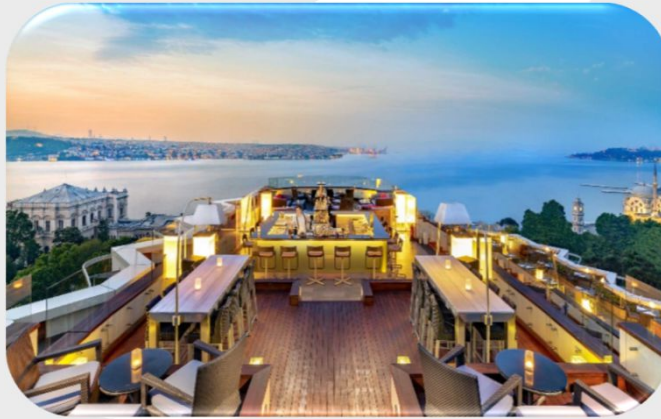


SOCIAL PROGRAMME		
DAY 2 MONDAY	DAY 3 TUESDAY	DAY 4 WEDNESDAY
Welcome Reception The Peninsula Hotel İstanbul, Galataport	Bosphorus Boat Tour & Dinner	Gala Dinner Çırağan Palace Kempinski
PARTNER PROGRAMME		
	DAY 2 MONDAY	DAY 3 TUESDAY
TIME	TOUR	TOUR
11:00 – 13:00	Visit to Topkapı Palace	Visit to Spice Bazaar
13:00– 14:00	<i>Lunch</i>	<i>Lunch</i>
OPTIONAL PROGRAMME		
DAY 5 THURSDAY		
TIME	TOUR	
09:00 – 19:00	Historical Peninsula Tour Exploring the historical heritage of İstanbul with visits to Hagia Sophia, Grand Bazaar, Blue Mosque and Basilica Cistern located in the historical peninsula of İstanbul.	
13:00 – 14:00	<i>Lunch</i>	

# FONASBA ANNUAL MEETING İSTANBUL



## Swissotel The Bosphorus





# FONASBA ANNUAL MEETING İSTANBUL



**Day 1, Sunday**

**09:00 – 17:30**

**Executive Committee Meeting**

**19:00 – 21:00**

**Welcome Dinner, Divan**



**Swissôtel The Bosphorus**



**Divan Brasserie, Bebek**

# FONASBA ANNUAL MEETING İSTANBUL



**Day 2, Monday**

**09:00 – 09:30**

**Welcome Address**

**09:30 – 13:00**

**ECASBA Plenary Meeting**

**14:00 – 17:30**

**Ship Broker Plenary**

**17:30 – 18:30**

**Secretaries Meeting**

**19:00 – 21:00**

**Welcome Reception, Galataport**



**Peninsula Hotel, Galataport**



**Topkapı Palace, Historical Peninsula**

# FONASBA ANNUAL MEETING İSTANBUL



**Day 3, Tuesday**

**09:00 – 13:00**

**Ship Agent Plenary**

**14:00 – 15:30**

**Association Best Practices Plenary**

**16:00 – 17:30**

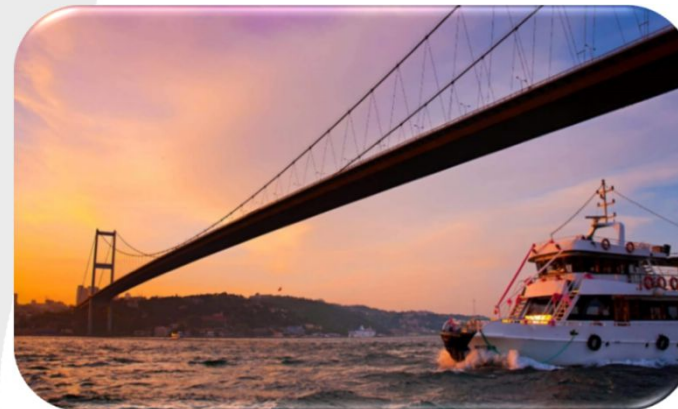
**Range Committee Meetings**

**17:30 – 21:00**

**Bosphorus Boat Tour & Dinner**



**Egyptian Bazaar**



**Bosphorus Tour, Dinner**



# FONASBA ANNUAL MEETING İSTANBUL



**Day 4, Wednesday**

**09:00 – 09:30**

**Keynote Speech by the Minister of  
Transport and Infrastructure**

**09:30 – 13:00**

**Inspiring Our Future Plenary Meeting**

**14:00 – 17:30**

**Council Meeting**

**19:00 – 23:59**

**Gala Dinner**

**Çırağan Palace Kempinski**



**Çırağan Palace Kempinski**



## FONASBA ANNUAL MEETING İSTANBUL



**Day 5, Thursday**

**Optional Programme**

**09:00 – 19:00**

**Historical Peninsula Tour**

**Hagia Sophia, Grand Bazaar, Blue Mosque and Basilica Cistern visit**



**Historical Peninsula Tour**



# FONASBA ANNUAL MEETING İSTANBUL



FONASBA ANNUAL MEETING İSTANBUL  
October 2025

# AGENDUM

---



## 12. ELECTION OF OFFICERS

---

**Election of the Regional Vice President for the Americas for 2023/24**



# AGENDUM

---



## 13. ANY OTHER BUSINESS

---







# AGENDUM

---

## 14. DATE AND PLACE OF NEXT MEETING

---

**Greece, October 2024**





FONASBA

**Thank you, Delegates!**

