



# Ship Broking Advisory Panel Annual Report 2025

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| <b>Date</b>             | 31 <sup>st</sup> August 2025  |
| <b>Chairperson</b>      | Bahadır Tonguc, FICS (TURKIYE)  |
| <b>Vice-Chairperson</b> | Patrick Brennan - Vice-Chair (USA)  |
| <b>AP Members</b>       | Lisa Björklind (SWEDEN)<br>Søren Gammelgaard Nielsen (DENMARK)<br>M. Fabien Desceliers (FRANCE)<br>Maurizio Gozzi (ITALY)<br>Fulvio Carlini (ITALY) |

## 1. Introduction of the Team

The Ship Broking Advisory Panel consists of the Chairperson, Vice-Chairperson and the members, representing different regions and professional backgrounds within the shipbroking industry. While the panel members have primarily contributed at the initial stage, broader engagement is expected as the Panel's workstream expands.

## 2. Agenda / Focus Areas

The Committee was established with the following focus areas:

- **Professional Standards & Ethics:** Enhancing transparency, addressing unethical behavior, and promoting the FONASBA Quality Standard for Shipbrokers (FQS-SB).
- **Education & Professional Development:** Supporting training initiatives and knowledge-sharing for shipbrokers.
- **Advocacy & Representation:** Ensuring the voice of shipbrokers is heard within FONASBA and the wider shipping community.
- **Future Challenges:** Exploring issues such as digitalization, geopolitical risks, and the human factor in shipping.
- **Liaison and External Cooperation:** Reporting to members on relevant developments within other industry organizations and strengthening cooperation across associations.

### 3. Panel Activities to Date

- **Kick-off Meeting (held 11 April 2025):**

The first Advisory Panel meeting was held online to define vision, mission, and key themes. Main outcomes included:

- Agreement to explore a voluntary **FQS-SB** (Quality Standard for Shipbrokers).
- Concept of a **Shipbrokers' Bulletin** for communication and knowledge sharing.
- Planning a **global profession survey** to capture shipbrokers' views on industry trends and professional challenges.
- Initial discussion on topics for the **2025 Istanbul AGM Shipbroking Session**, with suggestions including *geopolitical risks* and *rehumanizing shipping*.
- Preliminary discussions were also held on how to address **professional malpractices and ethical concerns** within the shipbroking sector, potentially through the framework of a voluntary FQS-SB.

- **Interim Planning:**

After the April meeting, further activities were postponed to September, primarily to allow time for summer recess and to ensure proper preparation for the **profession survey** and the AGM session.

### 4. Progress and Planning

- **Informal Meeting between FONASBA and ICS Leadership (Dubai):**

On the sidelines of the FONASBA Executive Committee meeting in Dubai in February 2025, the AP Chair Bahadır Tonguc facilitated and participated in an informal gathering between the leadership of FONASBA and the Institute of Chartered Shipbrokers (ICS). The meeting was attended by Fulvio Carlini (FONASBA Chairperson), Raymond Troch (ECASBA Chair), Eleonora Modde (General Manager), Luis Bernat (ICS Chairperson), Krishnan Subramaniam (ICS Vice-Chair), and the discussion provided an opportunity to strengthen ties and explore areas of mutual interest between the two organizations.

- **Profession Survey (scheduled for September 2025):**

Launch of a comprehensive global survey to collect insights from shipbrokers on key professional, ethical, and market challenges. To secure a higher response rate and broader engagement, the launch of the global profession survey was deliberately postponed until September, avoiding the summer holiday period. Results to be presented at the Istanbul AGM.

- **AGM Shipbroking Session (October 2025):**

Organising a 1+1 hour session at the Istanbul Annual Meeting, focusing on:

- *Advisory Brokerage Models: Consultancy, Compliance and Client Value*
- *Shipbrokers in the Age of AI and Digital Platforms: Disruption or Evolution?*

The sub-topics under each main theme will be finalized through collective input from the Advisory Panel and other contributors prior to the Annual Meeting.

Advisory Panel members were invited to express interest in speaking at the Annual Meeting session; however, no requests were received.

The list of panel speakers has been submitted to the FONASBA Secretariat for approval. Once confirmed, the detailed programme and speaker list will be announced separately.

- **FQS-SB Development:**

Based on survey results, drafting a framework for the **FONASBA Quality Standard for Shipbrokers**.

- **Shipbrokers' Bulletin:**

BIMCO Documentary Committee Report was published within Fonasba Newsletter 65. Planning the first edition as a pilot after the AGM to support continuous communication.

- **FONASBA Annual Golf Tournament:**

As part of the Istanbul Annual Meeting, the Advisory Panel is coordinating the inaugural FONASBA Golf Tournament to offer delegates an informal networking opportunity and to foster engagement beyond the formal sessions.

The Advisory Panel remains committed to advancing these initiatives and looks forward to presenting the outcomes at the Annual Meeting in Istanbul. We thank all members for their continued support and contributions.

**Submitted by:**

Bahadır Tonguc, FICS

Chairperson, FONASBA Shipbroking Advisory Panel

Date: 31 August 2025