

THE SHIPPING PROFESSIONAL NETWORK IN LONDON

Annual Review 2014



THE SHIPPING PROFESSIONAL NETWORK IN LONDON

RECAP - What is the SPNL?

- Meeting place for London's young shipping professionals
- 2014/2015 Board consisted of 8:
 - Chairman: Claudio Chiste
 - Deputy Chair: Magda Garcia
 - Membership: Valentina Nikiforova
 - Sponsorship & Business Development: Marc Pauchet
 - Treasurer: Nicholas Mavrommatis
 - Company Secretary: Nancy Drakou
 - Associates: Rahul Khanna (Sponsorship), Chris Davies (Sponsorship & Membership)
- Network with people from all areas of shipping
- Unique opportunity to learn about specialist areas of shipping from industry experts
- Low cost and high quality

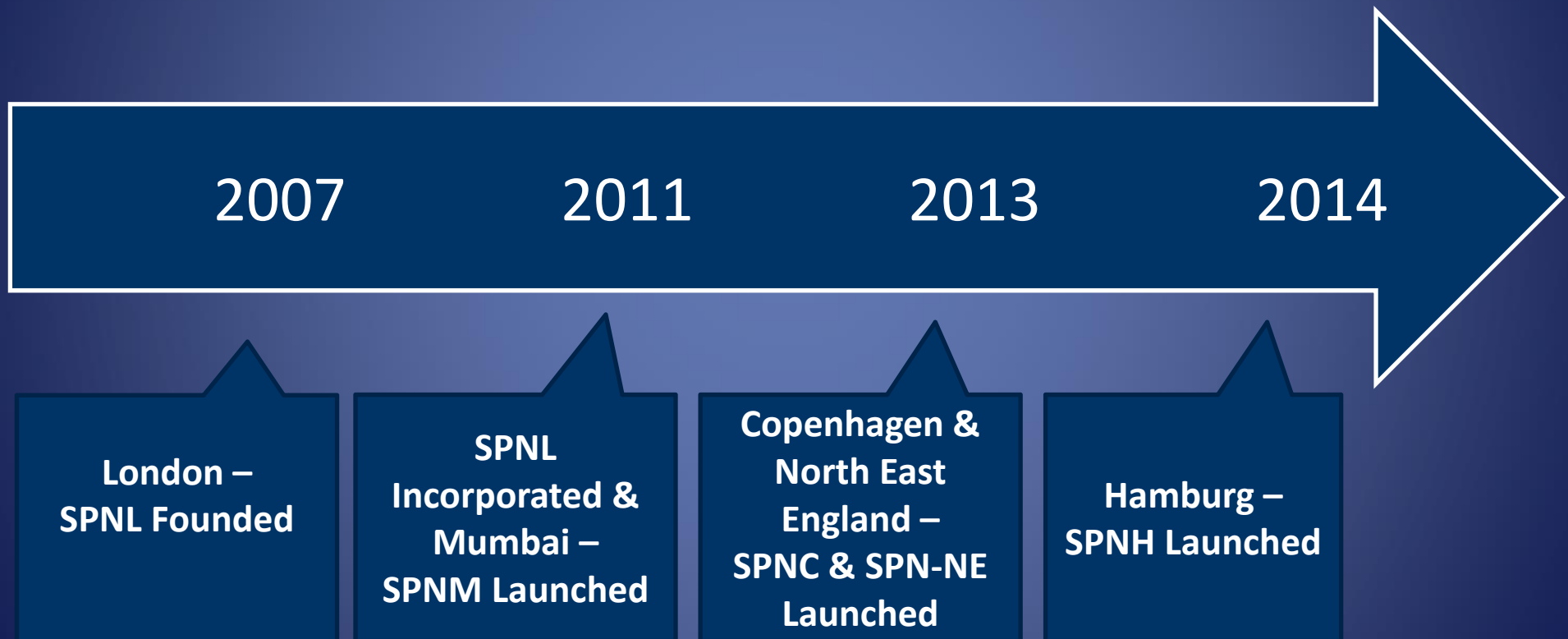
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SPNL Milestones

2007	2009	2011	2012	2013	2014
<ul style="list-style-type: none"> •SPNL founded (by organising committee of 3: from Cass Business School, RINA & London Business School) . No specific roles. 	<p>Organising Committee evolves into current day “Board” set up (specific roles). Founding Board members of 5.</p>	<ul style="list-style-type: none"> •SPNL incorporated with Companies House • First AGM held 	<p>First SPNL Prize for top student (Institute of Chartered Shipbroker (ICS) London-based student)</p>	<p>SPNL supports & hosts an event at the inaugural London International Shipping Week (LISW) 2013</p>	<p><i>SPNL FutureLondon</i> report released 2014</p>
<p>Events at this stage followed a networking drinks only format</p>	<p>First Speaker event, followed by networking drinks event</p>	<p>First SPNL “international” spin-off launched (Mumbai)</p>	<p>First Port Visit</p>	<p>SPNL included in <i>Lloyd’s List</i> significant organisations of the London cluster</p>	

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SPN International Evolution



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Other activities

We are in contact with international organisations worldwide with similar aims

- YSP Greece, Singapore and New York, YoungShip Oslo & Bergen
- Link Maritiem (Rotterdam)
- Young Professionals in Shipping Network (Hong Kong)

Generally 2014 was a busy and very interesting year

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Events in 2014

- 7 events were held in 2014 (50 overall since SPNL started)
- Between 70 and 120 professionals attend each event
- 24 April: Networking event by **Norton Rose Fulbright / BIMCO**. The history of Denholm and the BIMCO story from a shipowner's perspective,
- 10 June: **DNV-GL**. Support in a demanding regulatory environment. **UK Chamber of Shipping** hosted.
- 02 July: Networking event on "Anti-Bribery and Corruption in the Shipping Industry". Hosted by the accounting firm **Mazars**.
- 12 August: **AGM** followed by **Summer drinks event**. **Maples** sponsored this event at the roof terrace of the Doubletree, Hilton hotel (Tower Hill).
- 10 September: Panel Discussion and networking event on Shipping and Offshore maritime – The New Frontiers. Presented and hosted by **Moore Stephens LLP**.
- 22 October: Networking event on "New Generation: Technology & young shipping professionals" at **Metro Bank**. Presentation by **Setel, Gearbulk (UK) Ltd**.
- 26 November: Informal End of Year Event held at the Wine Tun (St Paul's) as a Thank You to members.

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Helping Others...

Events are the core of what we do; however, we also try to help others

- **OSCAR**

(towards Great Ormond Street Hospital's pioneering research work into childhood cancers and immune diseases)

- **Seafarer Welfare: Mission To Seafarers**

(supporting the world's 1.3 million seafarers)

- **Education: Supporting students**

which we recognise are "tomorrow's young shipping professionals", for this we have created SPNL prizes for top students (Institute of Chartered Shipbrokers, Plymouth University)

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Our Top Student Awards went to...

Plymouth University – Prize-winner 2014



Mr Zhiyang Xu, BSc (Hons) Maritime Business & Maritime Law.

Plymouth University was admitted to "Maritime London" in 2013, serving as recognition of their contribution to – as well as being part of the "London Maritime Cluster". Since then, SPNL has initiated this award to support the "Young shipping professionals of tomorrow"

Institute of Chartered Shipbrokers (ICS) - Prize-winner 2014



The Mr Jason Taylor, an aspiring shipbroker.

30 top-scoring students who successfully passed their ICS exams this year were recognised for their efforts by the ICS and the industry professionals. Jason was London's top student

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Contributing to our maritime centre: The *SPNL FutureLondon* initiative

The main purpose behind the *SPNL FutureLondon* initiative was to develop insights and generate ideas from the future leaders of shipping, and to use this to ensure London maintains its status as a key global shipping capital.

The insights can be used to ensure the best and brightest are attached to London also in the future.

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Contributing to our maritime centre: The *SPNL FutureLondon* initiative

The *SPNL FutureLondon* initiative consisted of the following parts:

- **Part 1: Focus Groups** – 4 sessions of brainstorming, discussion groups and seminars – Held in cooperation with commercial, political and non-profit institutions – Input from the wider shipping community
- **Part 2: Confidence survey** – Based on the Annual Moore Stephens Shipping Confidence Index survey, but tailored to address specific issues relating to London's strength as a maritime cluster – Run in collaboration with Moore Stephens – Specifically targeting shipping's "next generation"
- **Part 3: Showcasing the talent of London's next generation of shipping professionals** – Examples of successful young shipping professionals that have chosen London as their place of business – Open event at the London International Shipping Week (LISW) at the replica vessel The Golden Hinde. This provided an opportunity for LISW attendees to network with young shipping professionals and vice versa

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The core of the initiative was Part 1, which was divided into four sessions:

- **Session 1: Introduction & brainstorming** (14 May, **City of London**) – Introduction to the *SPNL FutureLondon* initiative, meet and greet, initial brainstorming and House of Lords dry run
- **Session 2: Brainstorming** (11 June, **House of Lords**) – Hosted by former shipping minister Lord Clinton-Davis and attended by a variety of industry participants including Lord Higgins, and Greek Shipping Cooperation Committee (GSCC) member Nicholas Skinitis. The session consisted of three brainstorming sub-sessions introduced by Huw Coffin (DNV), Jostein Ueland (Flex LNG) and Julian Bray (TradeWinds) challenging various aspects of the shipping industry in London
- **Session 3: Shipping of the future** (18 July, **DNV**) – Group discussions covering issues around what the global shipping industry will look like in the future, and how London can position itself. The session was introduced by Martin Crawford-Brunt (DNV)
- **Session 4: The people factor** (1 August, **Mission to Seafarers**) – Round table discussion around “The people factor”. Spinnaker chairman Phil Parry lead a frank and open discussion around the challenges and opportunities faced by entrants (whether local or international) to the shipping industry

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Contributing to our maritime centre: The *SPNL FutureLondon* initiative

Press Coverage

5 News Tuesday September 16, 2014 12:04 PM

Young professionals identify main challenges to UK's role in shipping

Nearly 90% of survey respondents think London is at risk of losing its influence over the industry

Many respondents indicated that the provision of an excellent and accessible business environment is vital to London's success

What does the future hold for London's shipping industry?

As the UK's leading shipping professionals network, SPNL has commissioned a survey to identify the main challenges to London's role in the shipping industry. The survey, which was conducted by the shipping industry's leading think tank, the Shipping Research Association (SRA), has revealed that nearly 90% of respondents believe that London is at risk of losing its influence over the industry. The survey also identified that the provision of an excellent and accessible business environment is vital to London's success.

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The UK needs to come up with a more targeted approach to areas of focus and regulation in order to attract more shipping companies

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The screenshot shows the website for the 'Future London - An SPNL Report'. The page features a blue header with the SPNL logo and navigation links. The main content area includes a large image of a ship at sea, a section titled 'Future London - An SPNL Report', and a sidebar with various links and logos. The footer contains the MarineLink.com logo and contact information.

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2014 Sponsors

MOORE STEPHENS

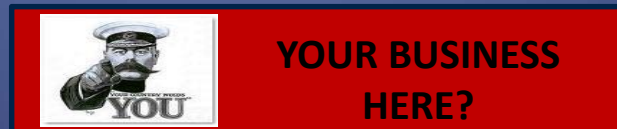


GEARBULK

MAPLES



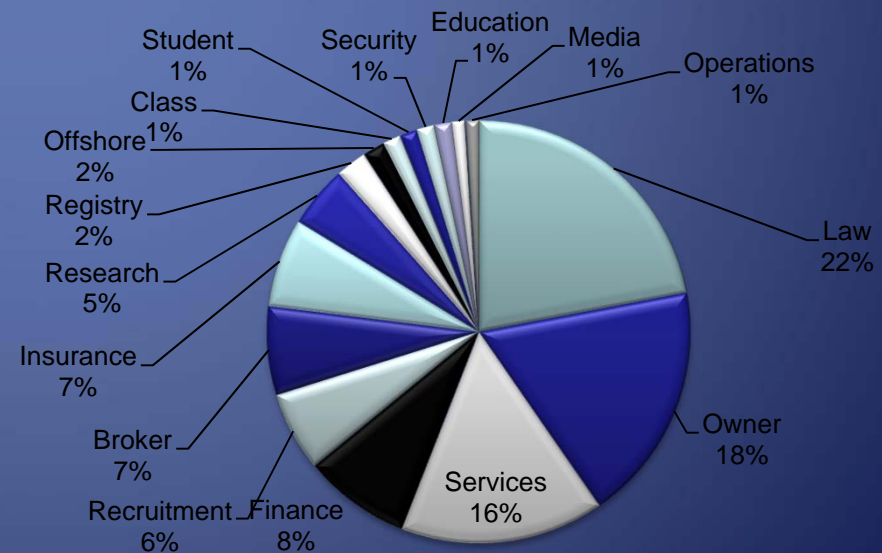
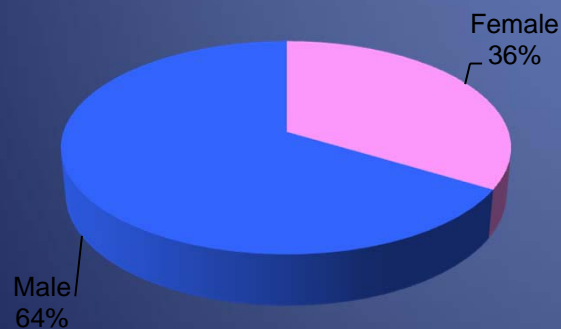
TradeWinds



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Membership

- Membership fee of £30.00 remained unchanged since 2010
- As of 1 January 2014 – 1,020 registered members
- 967 memberships expired on 30 June 2014 (12 months after integration of membership database on-line)
- As of 31 December 2014 – 288 registered members with paid membership
- MailChimp subscribers list contains around 1,050 unique addressees



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Social Media



- LinkedIn group – Open to the world (not confined to London-based professionals)
- Twitter **3,906** followers at year end (vs 3,007 by the end of 2013)

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Media

- Featured 8 times in:
All About Shipping, SeaTrade, Fairplay
- Representatives from a wide range of media attend our events regularly

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2014 Accounts – P&L

<u>Profit and Loss Account</u>		Year 1 Jan 2014 to 31 Dec 2014
Membership income		5,452
Sponsorship income		9,119
		<hr/>
		14,571
Event expenses	(1,349.63)	
Finance Expenses	(312.17)	
Administrative costs	<u>(7,556.11)</u>	
		(9,218)
		<hr/>
Profit for period		<u><u>5,353.04</u></u>

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2014 Accounts – Balance Sheet

<u>Balance Sheet</u>	As at 31-Dec-14
<u>Current assets</u>	
Cash balance	23,205
Debtors	2,670
	<hr/>
	25,875
<u>Current liabilities</u>	
Creditors	(9,992.17)
	<hr/>
Net Current assets	15,883
	<hr/> <hr/>
Financed by:	
Retained earnings for the period	5,353
Retained earning brought forward	(427) [■]
Capital reserve	10,957 [■]
	<hr/>
	15,883
	<hr/> <hr/>

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2014 Accounts – Treasurer's comments

- 2014 Strong year with significant increase in members
- Preparation for 2015 LISW – cash balance increased
- One off expenses in 2013 including:
 - Rebranding
 - New website
 - Newcastle visit for launching of SPNNE
- New system enables easier monitoring of members and subscriptions

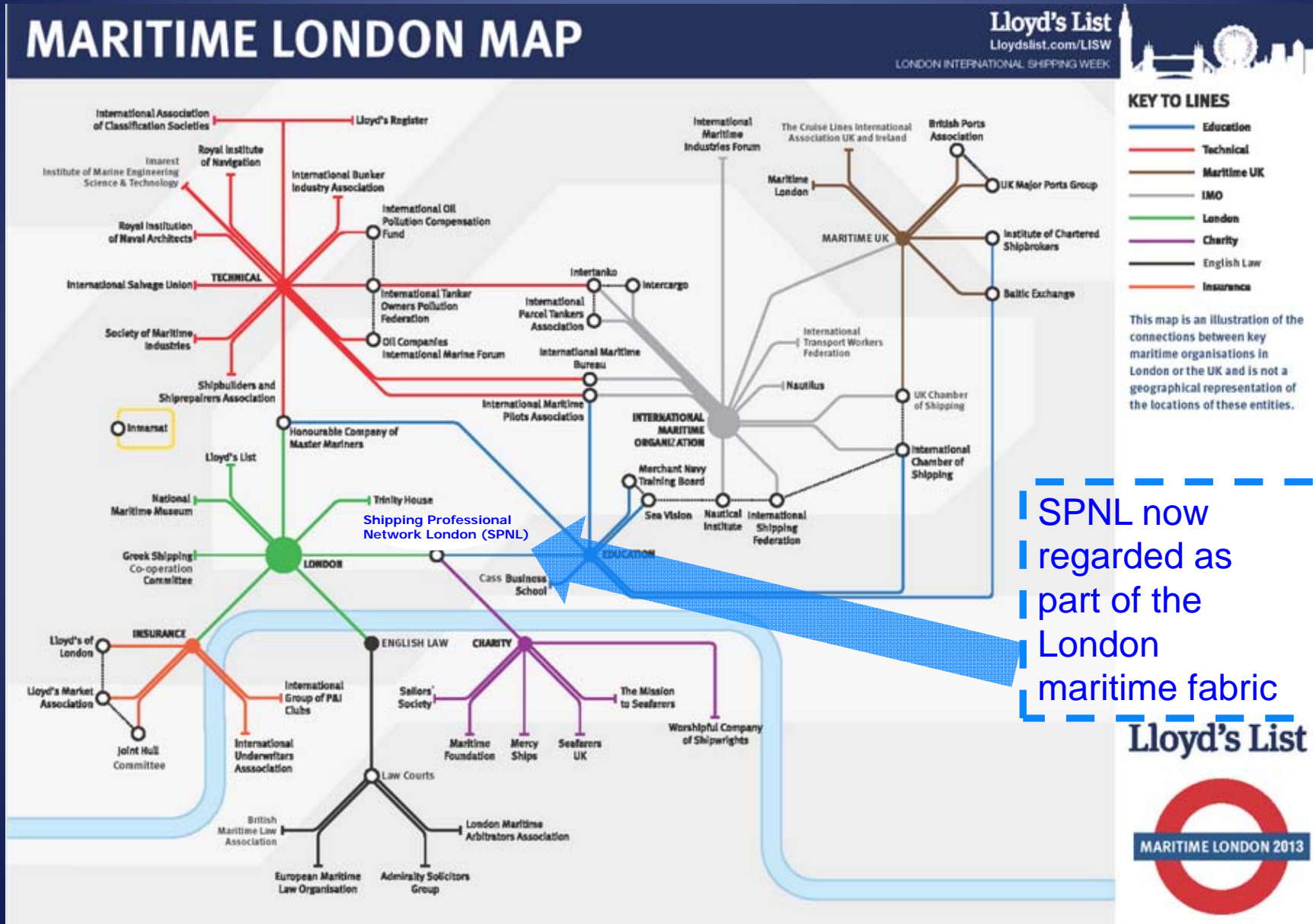
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2015 Proposed Budget

- Profit expected lower at around £3k
- Increase in expenditure due to LISW
- Revenue expected higher, but due to additional sponsorships for LISW only
- Cash levels will decrease to approximately £15/18k

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All London's established organisations forming the London cluster



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Thank you for your continued support!

[Check the regularly updated website for our upcoming events](#)

www.spnl.co.uk