



# INSTITUTE OF CHARTERED SHIPBROKERS

***“Promoting professionalism in the shipping industry worldwide”***



# ICS

Institute of Chartered Shipbrokers

## ABOUT ICS

**Institute of chartered shipbrokers is an internationally recognized professional body representing shipping industry professionals globally with it's headquarters in the UK and branches in 25 key shipping areas - East Africa being one of the branches.**



## THE ROLE OF ICS IN THE SECTOR

- To advance shipping professional standards across the commercial industry worldwide through professional examinations and membership.
- ICS Sets and examines the syllabus for membership, providing the shipping industry with highly qualified professionals who have proven knowledge, competence and understanding of the broad spectrum of the shipping business.

# The Kenya's blue economy a diagnosis of the clusters

**Robert Watene(FICS, MSC, BA, CICS, ETC, ..  
Chairman ICS EA Branch**

# seaports

- where are we?
  - what have we done right?
  - where have we gone wrong?
  - what is the way forward?
- Mombasa Port
  - Lamu Port...???
  - Infrastructure
  - SGR
  - ICT...???
  - East Africa's best
  - Over – investing in some areas
  - Wrong decisions ..priorities
  - Leadership – who should be in BOD???
  - feeder port
  - Improve Productivity of internal resources
  - Enhance operational efficiency
  - improve quality of Customer care
  - Effective TOS
  - Cargo Distribution center(CDS)



## SHIPPING LINES

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - what is the way forward?
- World biggest lines calling
  - All foreign
  - Modern stevedoring equipment
  - Monopolistic service - KPA
  - Restricted transshipment
  - Dead national line
  - Revive KNSL...feeder service/diversify



## SHIPPING AGENTS

- Where are we?
- what have we done right?
- Where have we gone wrong?
- What is the way forward?
- In-house
- Independent
- Ease of establishing an agency
- Foreign vs local
- local agents should invest in effective technology
- Professionalism

# FREIGHT STATIONS

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- About 20 CFS
  - near the seaport
  - Minimal cargo claims
  - No rail connections
  - Wrong location
  - Traffic congestion
  - merchants rights curtailed
  - professionalism deficiency
  - Must come up with new business models





## CUSTOMS BROKERS

- where are we?
- what have we done right?
- where have we gone wrong?
- What is the way forward?
- Majority local
- ICT
- Effectively trained
- professionalism still lacking
- rampant corruption
- A strong KIFWA needed



# FORWARDERS

- Where are we?
- what have we done right?
- Where have we gone wrong?
- What is the way forward?
- Both local and international
- Ease of entry
- Scale wanting
- Professionalism still lacking
- A strong KIFWA



## TRANSPORTERS

- where are we?
  - what have we done right?
  - where have we gone wrong?
  - What is the way forward?
- Road/rail/air
  - SGR
  - Msa-nbi highway
  - Security
  - Fuel cost
  - More cargo to SGR
  - Expansion of motorways
  - effective road patrol

# EDUCATION AND TRAINING

- Where are we?
  - What have we done right?
  - Where have gone wrong?
  - What is the way forward?
- Several Diploma programs
  - Degree level—limited
  - KMA support
  - WMU graduates
  - ICS graduates
  - Curriculum for many clusters still lacking
  - Universities ???
  - Lack of trainers
  - Poor/lack training facilities
  - Invest in maritime education

## SHIP BUILDING & REPAIR

- Where are we?
- What have we done right?
- Where have we gone wrong?
- What is the way forward?
- Two companies
- Small scale
- Made it easy for private investors
- No government investment in this cluster
- No training-naval architects
- Investment needed
- Starting with small crafts
- Bigger vessels ..gradually

# UNDERWRITERS

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- Several insurance companies
  - Support through govt. directive
  - Weak in marine insurance
  - Lack of professionalism
  - Build capacity
  - benchmark
  - Attract investment

# FISHING

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- Traditional fishing
  - Very small scale
  - Fisheries department
  - No govt. investment in fishing crafts
  - Unregulated fishing
  - Foreign Trawlers in territorial waters
  - Fish processing factories
  - Trawlers - acquire
  - Patrol Vessels

# MARAD

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- KMA
  - Effective regulation
  - World class standards customer care services
  - Professionalism/great minds
  - National curriculum
  - Lacking sufficient personnel
  - Resistance to change
  - Benchmark-best practice
  - Hire more professionals





## CUSTOMS

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- KRA
  - automation
  - effective policing
  - Poor policies-transshipment
  - Rigidity
  - Poor customer care
  - corruption
  - Deter business – costing
  - Benchmark with best practice
  - Arrest at destination

## OFF SHORE MINING

- Where are we?
- Where have we done right?
- Where have we gone wrong?
- What is the way forward?

Huge deposits

Resting in peace

- Seismic Survey/exploration ongoing
- International companies
- Taken too long
- No local capacity
- Put more emphasis
- Training



# ICCS

Institute of Chartered Shipbrokers

## THE MEDIA

- Where are we?
  - What have we done right?
  - Where have we gone wrong?
  - What is the way forward?
- Several media houses
  - Freedom in reporting
  - Very little reporting on the industry
  - Lack of professionals
  - Misinformation
  - Money minded – very expensive adverts
  - Woo the media
  - Dedicated media