



PROMOTING
THE WORLD'S
LEADING
MARITIME
SERVICES
CENTRE





WHO WE ARE

Maritime London is the industry-led body representing maritime professional services in the UK. Funded by companies and organisations from a wide range of disciplines, Maritime London works to ensure that the UK remains a world-beating location to base maritime related business and to conduct maritime trade.



TO MAINTAIN AND ENHANCE THE UK'S
PRIMACY AS THE WORLD'S LEADING PROVIDER
OF MARITIME PROFESSIONAL SERVICES

WHAT WE DO

- Maritime London works with members, showcasing their knowledge and expertise to demonstrate the strength of the UK maritime professional services offer.
- Maritime London works closely with leading maritime clusters, promoting the UK's professional services and attracting shipping and cargo interests to the UK. Maritime London hosts delegations in the UK from our overseas partners.
- Through seminars, conferences and working groups, Maritime London develops thought leadership within the sector to facilitate dialogue, best practice and innovation within our membership and with international partners.
- Maritime London organises regular networking events, lunches and dinners for our members and the wider maritime community.
- Through regular engagement with the UK Government, Maritime London represents the interests of our members, inputs into relevant Ministerial overseas visits and coordinates 'The UK Government Maritime Services Forum'.
- Through Maritime London's fortnightly e-zine 'London Matters', our website and on social media channels we showcase our members and wider news from the sector.
- As a founding member of Maritime UK, an umbrella body comprising of UK-based maritime membership organisations, Maritime London represents the interests of maritime professional services as part of the wider UK maritime cluster.

“ We are well aware that the success of Maritime London is primarily due to the excellence of our Members and their truly world-class offering. We are always striving to enhance and improve the service and benefits that we can offer to our Members. ”

– **Harry Theochari**, Global Head of Transport, Norton Rose Fulbright LLP,
Vice Chairman, Maritime London & Chairman, Maritime UK



WHY CHOOSE THE UK?

The UK sits at the heart of the international shipping industry and its professional expertise in ship chartering, insurance, legal, financial services and consultancy is called upon by shipowners and charterers worldwide. London is home to a number of the maritime sector's international bodies including International Chamber of Shipping (ICS), International Association of Classification Societies (IACS) and The International Group of P&I Clubs (IGP&I), to name just a few. London is also privileged to host the International Maritime Organization (IMO).

KEY STRENGTHS OF THE UK MARITIME SERVICES SECTOR

EXPERTISE – Shipping is a niche and highly technical sector, which requires specialist knowledge. The pool of expertise available in the UK is second to none. Whether financial, broking or insurance, the UK-based workforce has a huge range of shipping industry-specific skills available.

QUALITY – UK based firms are renowned for the quality of their work. The framework provided by key institutions such as the Baltic Exchange, Lloyd's, the Admiralty and Commercial courts and Financial Services Authority delivers a high degree of security and confidence.

VARIETY – The breadth and depth of UK maritime service providers mean that any requirement, however large or small, can be handled. The interaction between the various professions is a key advantage, enabling quick and expert solutions to shipping related problems.

EXPERIENCE – UK-based firms have been providing maritime related services for over 300 years and continue to be at the cutting edge of new developments within the sector. In 2014, Trinity House, the UK's General Lighthouse Authority and maritime charity, celebrated its 500th anniversary - a testament to the UK's long shipping tradition.



London International Shipping Week 2019

will shine a spotlight on London’s key role on the international maritime stage, demonstrating the strength of the UK’s maritime offering.

Industry partnerships with the UK Government, ensure substantial ministerial involvement throughout the week. Over 150 global maritime organisations and 65 commercial partners will pledge their support by hosting events.



THE UK IS THE WORLD-LEADING PROVIDER OF MARITIME PROFESSIONAL SERVICES

Over **1600** new maritime disputes were referred to arbitration in London and over **500** awards were published in 2017.
(source: London Maritime Arbitrators Association)

30-40% of dry bulk and **50%** of tanker fixtures are transacted by UK-based shipbroking firms.
(source: the Baltic Exchange)

London has a **30%** share of the global insurance market, ahead of the USA, Japan, Germany and France.

90% of P&I cover for the global fleet is handled by **13** major international P&I clubs all of which maintain offices in the UK.

80% of maritime related cases heard in UK courts involve one or both parties based outside the UK.

ACCOUNTANCY

UK accountancy firms provide an unrivalled range of services for maritime clients

London is home to the majority of maritime accounting firms with expertise including audit, business support & outsourcing, corporate finance, forensic investigations, anti-fraud and bribery work, IT consultancy, restructuring and insolvency, tax, VAT and wealth management.

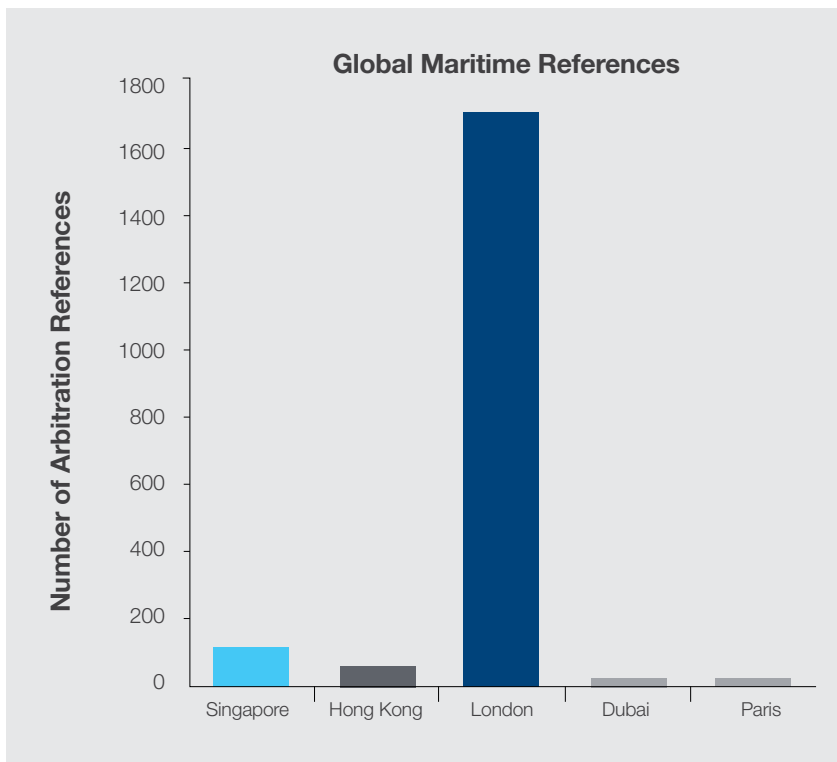
All of Maritime London member member firms also have a significant global presence.

ARBITRATION

The UK leads the world in Commercial Maritime Dispute Resolution

London arbitration with English law as the governing law and an English jurisdiction clause offers the best means of resolution of international commercial and maritime disputes, for these reasons:

- English law is the most widely used “foreign” law selected in international commercial and particularly maritime contracts.
- London arbitration awards are enforceable in more than 160 countries which are parties to the New York Convention.
- London arbitrators have an unrivalled reputation for impartiality. In maritime cases legal challenges on grounds of bias are almost unknown.
- The legal, commercial and technical experience of London arbitrators in maritime matters is substantial.
- Members of the London Maritime Arbitrators Association (LMAA) receive many times more annual appointments than all the other maritime nations together.



>80%
London remains the world's largest maritime arbitration centre dealing with over 80% of all maritime arbitrations

Source: HFW Shipping Insight: WHO RULES THE WAVES, March 2018

CLASSIFICATION

All the world's major classification societies have a presence in London

Headquartered in London, Lloyd's Register and nine other major societies with the regional offices in London ensure that 90% of the world's cargo carrying tonnage is safely designed and constructed.

The International Association of Classification Societies (IACS) is based in London.

Independent surveying firms located in the UK provide support to P&I Clubs, underwriters, shipowners, law firms and average adjusters in claims handling and loss prevention. The Salvage Association, now incorporated within Braemar SA, is an international surveying organisation closely connected with the London Market, which investigates casualties and can determine the extent and cause of loss.

London is also home is to the International Salvage Union (ISU), the sole representative organisation for the international marine salvage industry with a membership of 60 marine salvage companies from 34 different countries.



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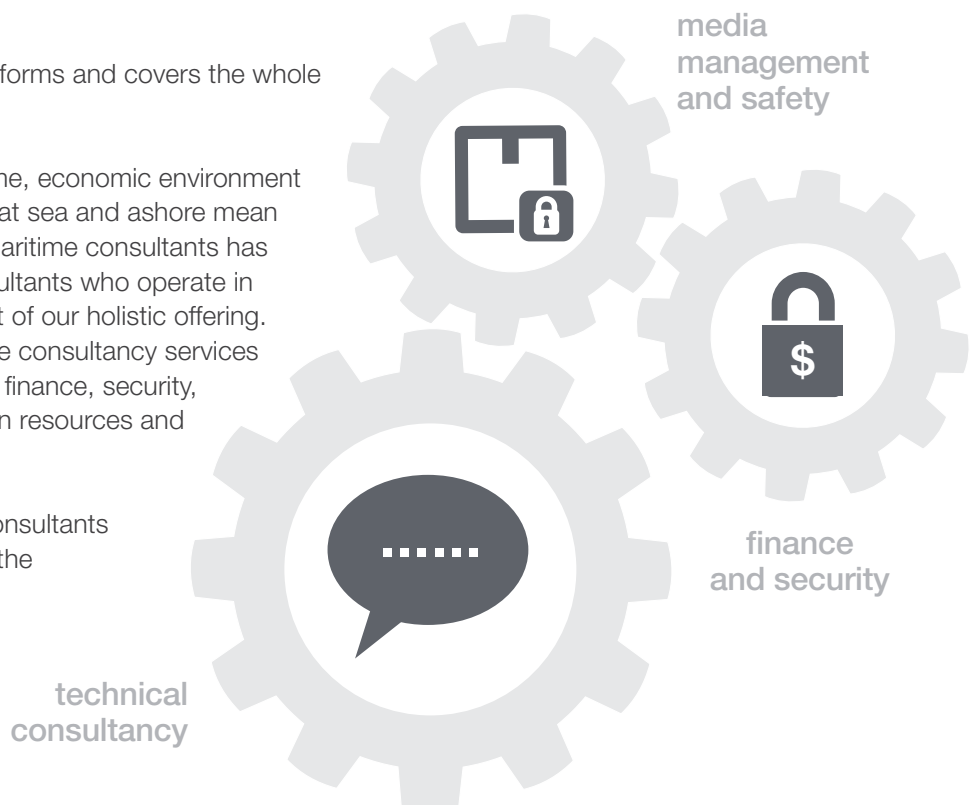
CONSULTANCY

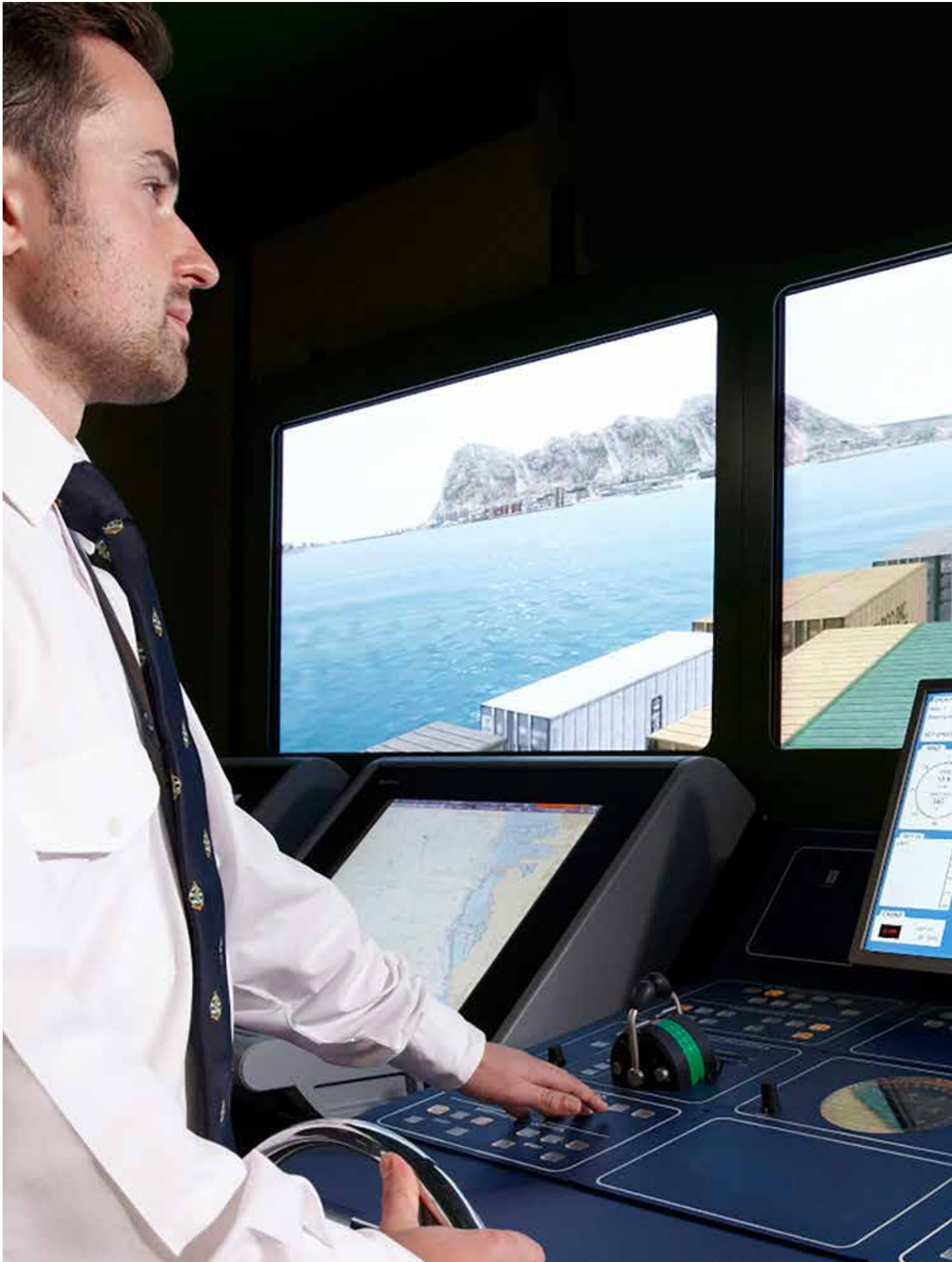
UK consultants - the cogs of the UK maritime services machine

Maritime consultancy takes many forms and covers the whole breadth of maritime services.

The fast-changing regulatory regime, economic environment and advances in technology both at sea and ashore mean that the specialist knowledge of maritime consultants has never been more important. Consultants who operate in the UK market provide a vital facet of our holistic offering. Maritime London members provide consultancy services including engineering, technology, finance, security, media management, safety, human resources and market information.

Access to appropriate maritime consultants couldn't be easier in the UK, with the majority clustered around London.







EDUCATION

The UK leads the world in maritime education and training

The Costas Grammenos Centre for Shipping Trade and Finance at Cass Business School in the City of London, the Institute of Maritime Law at Southampton University, Henley Business School and Southampton Solent University's Warsash Academy are all leaders in their respective fields.

The range of courses on offer makes the UK particularly attractive to those wishing to study at postgraduate level, or to take the very highest professional qualifications. Most of the universities situated in or near to the UK's major ports have specialist maritime departments, and industry-specific qualifications are available from professional bodies such as the Institute of Chartered Shipbrokers, Association of Average Adjusters, and IMarEST.

For those wanting to pursue a career at sea, there is no better starting point than a UK officer cadetship, approved by the Merchant Navy Training Board (MNTB).

MLOCS PROGRAMME

The Maritime London Officer Cadet Scholarship Programme (MLOCS) was founded in 1992 helping it to channel funding provided by corporate and charity donors from the maritime services sector to young people wishing to become merchant navy officers.

A secondary objective of the charity is to introduce the Cadets to the UK-based shipping services sector in the hope that some MLOCS cadets may in the long term look to the City for employment within the maritime sector when they come ashore, thus providing an important source of seafaring expertise to shore-based maritime service companies.

The Maritime London team support the charity by undertaking the administration and marketing of the charity.

Please do not hesitate to contact us if you would like information on how your firm can sponsor a cadet.

FINANCE

The UK is acknowledged as one of the world's major providers and facilitators of ship finance

With its unrivalled maritime cluster, the foundations of which are set firmly in over three centuries of knowledge, experience and maritime heritage, the UK continues to play a major role.

Shipping finance is a niche and highly technical area which requires not only specialist knowledge of the world's banking, capital and other financial markets but a real understanding of the global maritime industry and the very special risks associated with it. The pool of expertise and excellence in this area available in the UK, and in the City of London in particular, is second to none.

The London Stock Exchange offers shipping companies an alternative source of funding for fleet expansion.

London has always been at the forefront of financial innovation and remains well-placed and committed to doing so in the future. An increasing focus for the UK ship finance market is the provision of Green Finance to support the decarbonisation of the industry.

INSURANCE

London is the leading centre for marine insurance, including P&I

The London market has the expertise, institutions and regulatory framework to provide a world-beating environment for the insurance of shipping risks. Whether placed through Lloyd's or company members of the International Underwriting Association (IUA), London insurers are able to handle the insurance needs of the shipping community. Cover provided includes hull insurance, war risk insurance, loss of profit/freight insurance, detention insurance, strike insurance or uninsured legal expenses (defence) cover.

London has a 30% share of the international insurance market, ahead of the USA, Japan, Germany and France.

The 13 major P&I clubs of the International Group, all of which maintain offices in the UK, provide 90% of insurance cover against legal liabilities to third parties for the global shipping fleet.





LEGAL

The UK maritime legal services are second to none

The UK is home to over 40 law firms, actively providing services to the international maritime community.

The application of English law is near ubiquitous in shipping. A unique aspect of the English legal system is the ability of the winning party to recover the majority of his costs – not merely tariff or administrative fees. This discourages parties from bringing baseless claims simply to force a settlement. 80% of maritime related cases heard in UK courts involve one or both parties based outside UK.

Many disputes are settled in the specialised Admiralty and Commercial Courts, or through various private forms of dispute resolution. Court fees are competitive and because of the number of experienced judges and arbitrators available, cases can be heard quickly. However, according to the Admiralty Solicitors Group (ASG), the vast majority of disputes dealt with in London are resolved in a commercial manner before they reach a trial or arbitration. Certain solicitors in England can act as advocates and it is not always necessary to employ a barrister.

MEDIA & PR

The UK leads the way in maritime publishing, event organising and PR

The UK is home to the leading periodicals in maritime, both online and in print, providing the latest news and informed analysis of shipping markets.

UK Media and PR professionals are world-renowned for their unrivalled knowledge and understanding of the industry.

“ The UK's blue economy is necessarily diverse and individual – Maritime London gives the specialised component services the opportunity to share views and to speak as one ”

– **Neil Roberts**, Lloyd's Market Association

SHIPBROKING

The UK's Shipbroking services continue to dominate the international shipping sector

Responsible for matching ships with cargoes, arranging the sale and purchase of vessels as well as broking freight derivatives, UK shipbrokers continue to dominate the international shipping sector. An estimated 30-40% of dry bulk and 50% of tanker fixtures are transacted by UK-based shipbroking firms (source: the Baltic Exchange).

From niche sole traders to large publicly listed companies, independent shipbroking firms employ around 5,000 staff and provide services to the dry bulk, tanker, container, gas and offshore sectors. Many international shipping companies and trading houses choose to base their chartering teams in and around London not only because of the advantages of the UK time-zone, but also to be at the heart of the international chartering scene.

Most UK shipbroking firms are members of the Baltic Exchange and operate within its framework of strict business ethics encapsulated in its nearly 275 year old motto "our word our bond".

UK shipbrokers provide a full range of services – from the traditional chartering and Sale & Purchase to crucial market analysis and intelligence, risk management services and FFAs.

The UK is home to the Institute of Chartered Shipbrokers, which provides professional qualifications not only to shipbrokers and ship's agents, but to all sectors of the shipping community worldwide.

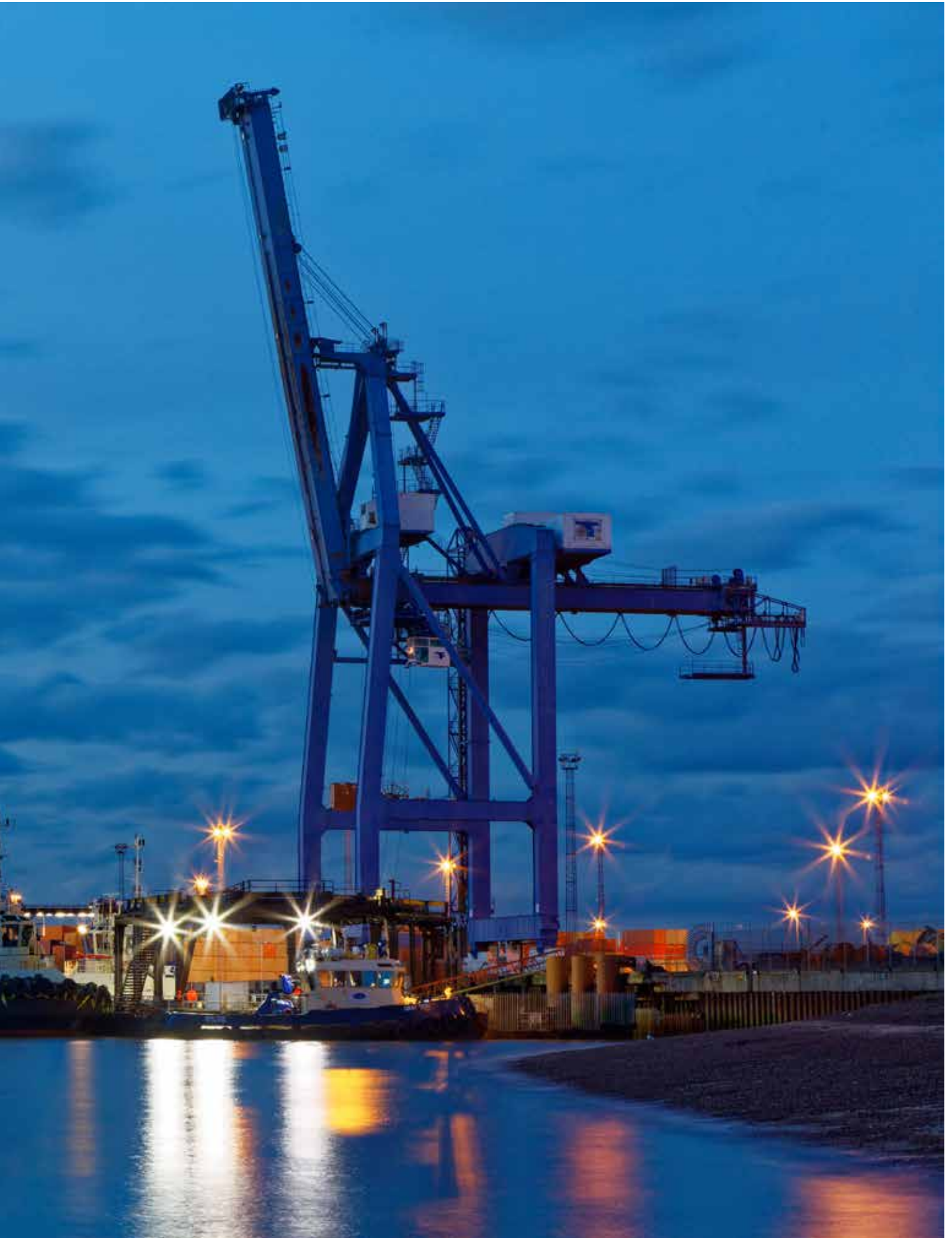


5000
staff provide
services
to the dry
bulk, tanker,
container, gas
and offshore
sectors

“ London continues well into the 21st century as the world's epicentre of maritime expertise. Supported by Maritime London, as ever consistent in highlighting today's maritime issues for tomorrow's word ”

– Denis Petropoulos, Chairman, The Baltic Exchange





MARITIME LONDON GOVERNANCE AND MANAGEMENT

The Maritime London Board of Directors
is elected by and drawn from the diverse membership
giving Maritime London its direction

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JOIN MARITIME LONDON'S **130-STRONG MEMBERSHIP** AND HELP INCREASE LONDON'S PROFILE WHILE PROMOTING YOUR COMPANY

Membership is open to any business based in the UK providing services to the international shipping sector



“ Maritime London provides a strong platform for the effective and global representation of the UK's wide range of high quality and deeply experienced shipping service providers ”

– Ian Gooch, The London P&I Club





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