

**Cluster  
Maritime**

Luxembourgeois<sub>asbl</sub>



# ANNUAL REPORT 2017

# EDITORIAL



## 2017: ANOTHER RECORD-BREAKING YEAR FOR THE CML

In June 2018, the Luxembourg Maritime Cluster will celebrate its 10th anniversary. Founded in 2008 by sixteen companies, the membership has now reached 60 member companies.

2017 was a year of transition: newly elected board of directors, new management team, renewal of the Cluster's visual identity and website. 5 new members joined the Cluster, 3 working groups have been created and 7 well-attended events were organised.

Through our joint efforts, the footprint of the Luxembourg maritime sector has been increased continuously. Over the years, the CML has become a leading trade association and one of the most effective clusters in Luxembourg.

Thank you to each of you for keeping our standards high and for your dedication.

**Fabrice Maire**  
*Chairman*

# SOMMAIRE

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# ABOUT US

## Cluster Maritime Luxembourgeois asbl

A non-profit organisation established in 2008, Luxembourg Maritime Cluster brings together local maritime sector stakeholders to promote the interests of the Blue Economy in the Grand-Duchy.

In addition to its role as the voice of the Luxembourg maritime economy, the Cluster serves as the focal point for global maritime stakeholders looking to engage with its 60 member companies specialized in maritime transportation, dredging, logistics, finance, law, insurance, consulting, safety & security and marine equipment.

60	10	120
MEMBER COMPANIES	YEARS OF EXISTENCE	PEOPLE REGULARLY INVOLVED

The Luxembourg Maritime Cluster can facilitate **networking, lobbying, knowledge sharing**, and **business development** activities.



# GOVERNANCE & MANAGEMENT

*Board of Directors elected in April 2017 for a three years term*



**Fabrice Maire**  
**Chairman**  
*Intershipping*



**David Luty**  
**Vice-Chairman**  
*Jan de Nul Group*



**Michel Cigrang**  
**Vice-Chairman**  
*CLdN*



**Charles Gosselin**  
**Managing Director**



**Freddy Bracke**  
**Board Member**



**Isabelle Charlier**  
**Board Member**  
*Wildgen*



**Gilles Coeymans**  
**Board Member**  
*BIL*



**Massimiliano della Zonca**  
**Board Member**  
*d'Amico*



**Mathieu Kissin**  
**Board Member**  
*EuroFlag Services*



**Nils Pawlak**  
**Board Member**  
*MSC*



**Henri Prijot**  
**Board Member**  
*Deloitte*



**Gudrun Vandamme**  
**Board Member**  
*DEME*



**Patrick Steenacker**  
**Board Member**  
*Pegasus Shipping*



**Louis Thomas**  
**Board Member**  
*KPMG*



**Marc Wagener**  
**Board Member**  
*Chambre de Commerce*



**Amélie Kiefer**  
**Deputy Cluster Manager**





# 1#NETWORKING

## New Year Reception

The Luxembourg Maritime Cluster and its partners the Luxembourg Maritime Administration, the marine biology association Odyssea as well as Polar.lu welcomed 200 guests on the occasion of its traditional New Year's Reception. The event was kindly sponsored by logistics provider CFL Multimodal, shipowners CLdN and Intershipping, as well as dredging companies DEME and Jan De Nul.

German sailor and polar explorer Arved Fuchs presented his work and field observations of climate change in sound and vision. After his speech the participants were invited to a cocktail reception.

## Newcomer Events

In 2017, the Luxembourg Maritime Cluster organised welcome events on two occasions, in March and in July. Both events offered an opportunity for newcomers to showcase their maritime-related activities and to share their expertise with attendees.

## Afterwork at ING

An afterwork in partnership with ING Luxembourg was held on the 30th of November 2017 in their new offices. After his opening speech, Fabrice Maire gave the floor to Arnaud Servais and Remco Steger, who delivered a presentation about ING Shipping Desk. The evening continued with a networking cocktail. In total, more than 90 professionals within the maritime industry and the service economy attended this successful event.



> New Year Reception in the Cultural Centre Schéiss in the presence of the sailor and polar explorer Arved Fuchs



> ING's Arnaud Servais and Remco Steger





## 2#BUSINESS DEVELOPMENT

### Luxembourg on the podium of Euromaritime

Thanks to the eleven Luxembourgish exhibitors having participated in the Euromaritime business exhibition, the Grand Duchy of Luxembourg ranked third place behind France and Finland and ahead of the Netherlands. This enthusiastic participation of Luxembourg bears testimony to the growth and dynamism of its maritime sector. The Luxembourg Maritime Administration, the Department of Inland Waterways of the Ministry of Sustainable Development and Infrastructure, the Chamber of Commerce and the Luxemburg Maritime Cluster which promoted the Luxembourgish presence at Euromaritime welcomed hundreds of visitors at the stand.

This year, visitors to the Luxembourg stand had the opportunity to meet representatives of the dredging company Jan De Nul as well as of the consultancy firm BIM. For the first time the national stand also hosted the DEME Group, another dredging leader as well as GEOxyz, specializing in offshore renewable energy industries. SES, the world's largest satellite operator presented its Maritime + connectivity solution to the public. The inland port of Merttert and the logistics specialist Luxport represented the reinvigorated Luxembourg inland waterways sector whose register celebrated its 50th anniversary at the end of 2016.

A business delegation composed of members of the Luxembourg Maritime Cluster and the Luxembourg Chamber of Commerce also attended the Paris event. Ten Luxembourg companies from sectors as diverse as construction, computer engineering, recruitment and two law firms involved in maritime affairs Wildgen and Loyens & Loeff visited the exhibition.



> From left to right: Marc Siuda (Luxembourg Maritime Administration), Aleksander Maracic (SES) and Robert Biwer (Government Commissioner for Maritime Affairs)



> Luxembourg official stand at Euromaritime 2017 in Paris, January 31st to February 2nd 2017



## 3#PR & LOBBYING

### ENMC

As an active member of the European Network of Maritime Clusters, the Luxembourg Maritime Cluster participated in its 13th yearly meeting held on the 26th of October in Helsingor, in Helsingor, Denmark.

This summit was marked by the election of a new Chairman, Mr. Arjen Uytendaal, Managing Director of the Dutch maritime cluster organization, and three prominent maritime leaders as Vice-Presidents: Spanish Maritime Cluster President Mr. Alejandro Aznar; French Maritime Cluster President Mr. Frédéric Moncany de Saint-Aignan; and Chairman of the Italian Association of Shipbuilders and Ambassador Mr. Vincenzo Petrone.

### Economic mission to Lithuania

The Luxembourg Maritime Cluster took part in the multi-sectoral trade mission to Lithuania organised from October 25 to 27, 2017 by the Chamber of Commerce of the Grand Duchy of Luxembourg, in close collaboration with the Ministry of the Economy.

In the context of a Luxembourg-Lithuanian Business Forum held in Vilnius, Luxembourg Maritime Cluster and Cluster for Logistics invited the maritime community of Kleipeda to attend a panel discussion covering topics such as maritime affairs or sustainable and performant logistics services across Europe.



> Logistics & Maritime panel discussion in Vilnius, October 26th 2017



> 13th yearly meeting of the ENMC in Helsingor, October 25th 2017





# 4#KNOWLEDGE SHARING

## European Maritime Day

The Luxembourg Maritime Cluster (CML), Odyssea and Deloitte organized the 9th Luxembourg celebration of the European Maritime Day. They were supported by the Ministry of Economy, the Ministry of Environment, CFL Multimodal, Jan De Nul and MSC. 150 guests attended the conference and the cocktail dinner.

Luxembourg Minister of the Environment Carole Dieschbourg, Professor Gilles Boeuf and SOS MEDITERRANEE Chairman delivered presentations on conservation and environment protection, biomimetic and bio-inspiration, and solidarity at sea. The conference was opened by CML Chairman Mr. Fabrice Maire and moderated by Dr. Pierre Gallego, Chairman of Odyssea.

## Digitalization conference

Technological watch, information and knowledge sharing are one of the core mission of the Maritime Cluster. Organised in partnership with FEDIL, the Digitalization event held on the 19th of September 2017 at the Chamber of Commerce provided the opportunity to exchange insights on how the digital chain is modifying the maritime industry. Experts from Global M&A and Meyer Neptun shared their views on this topic. The conference has been followed by a networking cocktail.



> Carole Dieschbourg, Minister for the Environment,  
European Maritime Day



> Digitalization Event, Virtual reality glasses,  
Animation proposed by Exmar



# WORKING GROUPS

Three working groups open to Premium members were created in the course of the year 2017.

## Communication

>>> The communication working group developed and launched a new website and a new logo for the Maritime Cluster. Marketing strategy, event coordination and corporate communication are among the priorities of this working group.

## Competitiveness

>>> The aim of the Competitiveness Working Group is to improve the international attractiveness of the Luxembourg Register. Drafting position papers and liaising with the Luxembourg Maritime Administration are part of the activities performed by this group of shipowners and experts in maritime law.

## Tax & Finance

>>> Led by tax specialists, lawyers, financial experts and shipowners, the Tax & Finance Working Group discusses and analyses ways to improve funding opportunities in the maritime industry in Luxembourg.



> Fabrice Maire, Chairman, Marc Siuda (Luxembourg Maritime Administration), Mathieu Kissin, Board Member



> Elie-Raphaël Soudry (Loyens & Loeff), Chiara Falasco (Bonn Steichen & Partners), Nils Pawlak, Board Member



# DAY-TO-DAY MANAGEMENT

## New members

Luxembourg Maritime Cluster continues to grow!

SGBT, Allen & Overy, Wamicap, D'Amico and Linklaters joined the Cluster in 2017.

24

AFFILIATE  
MEMBERS

36

PREMIUM  
MEMBERS

5

NEW  
MEMBERS  
IN 2017

## New team

A new Cluster management team was put in place following the departure of Paul Marceul in October 2017. Charles Gosselin currently holds the position of Managing Director while Amelie Kiefer was appointed Deputy Cluster Manager.

The team is at your disposal should you require any further information. The Cluster's office is located at the Chamber of Commerce of Luxembourg.



> Assises de la mer, Le Havre, November 2017



> Fabrice Maire, Chairman





# MEMBER COMPANIES

## Premium Members



> Michel Cigrang, Vice-Chairman and HRH Grand Duke Henri of Luxembourg, Carlo Thelen, Director General of the Chamber of Commerce, Official mission to Lithuania



> New Year 2017



# MEMBER COMPANIES

## Affiliate members

### A

AIG  
APATEQ

### B

Banque Raiffeisen  
Bonn Steichen & Partners  
BRS International S.A.  
Bureau Internaitonal Maritime  
Bureau Veritas

### C

CAE Aviation

### D

DNV - GL

### E

Engelwood

### G

Geoxyz

### I

Inland Navigation Luxembourg  
Interstream Barging S.A.

### L

Linklaters LLP  
Luxinnovation  
Luxport S.A.

### M

Marsh S.A.

### S

SAIPEM Maritime Management  
Seanet Maritime Services  
Securitas Alert Services  
Société Nationale de certification  
et d'homologation  
Shipowners' Mutual Protection  
and Indemnity Association

### T

Thalocsea

### W

Wamicap



> Etienne Schneider, Deputy Prime Minister, and David Luty, Vice-Chairman  
Official mission to Lithuania



> Francis Vallat (SOS Méditerranée), Joel Mathieu (Luxembourg Maritime Administration,  
Louis Thomas, Board Member, Victor Soeiro (Luxembourg Maritime Administration)





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**Contact** / [info@cluster-maritime.lu](mailto:info@cluster-maritime.lu)

[www.cluster-maritime.lu](http://www.cluster-maritime.lu)