



COMPANY

PROFILE

HEMAT MARINE SDN BHD





COMPANY BACKGROUND

Hemat Marine Sdn Bhd was incorporated in 1992 with principal activities in shipping, ship's broking, chartering and international maritime trading. Started as a ship's broker in their early inception for principal clients in the local oil and gas industry such as Petronas, Shell Malaysia Trading and Esso Production Malaysia; the company has since diversified into ship owning and maritime trade businesses with other major market players such as Felda Holdings for palm oil trading and marine transportation by the end of 1990's, and Petronas Dagangan (Petronas trading company) for bulk cargo and carriage of liquified petroleum gas in the early 2000's. In supporting their shipping and maritime trading services to the clients globally, Hemat Marine have an extensive strategic partners' network from Japan, South Korea, China, Singapore and Greece which they have nurtured over the last 25 years in service.

Their strategic partners have the capability to provide any kind of vessel or marine craft in order to meet the market demand for marine transportation and its supporting services. Hemat Marine is manned by a team of dedicated, professional and experienced staff and supported by effective resources to produce an excellent result of service to the clients. Financial outlook of the company shows positive financial results over the last 10 financial years.

Hemat Marine has the capability to raise additional capital for further business expansion through local capital market using own financial capability and from offshore capital market through their foreign strategic partners if the amount of required capital is huge. Therefore, we ensure our professional capability in handling port services to our new client.

COMPANY INFORMATION

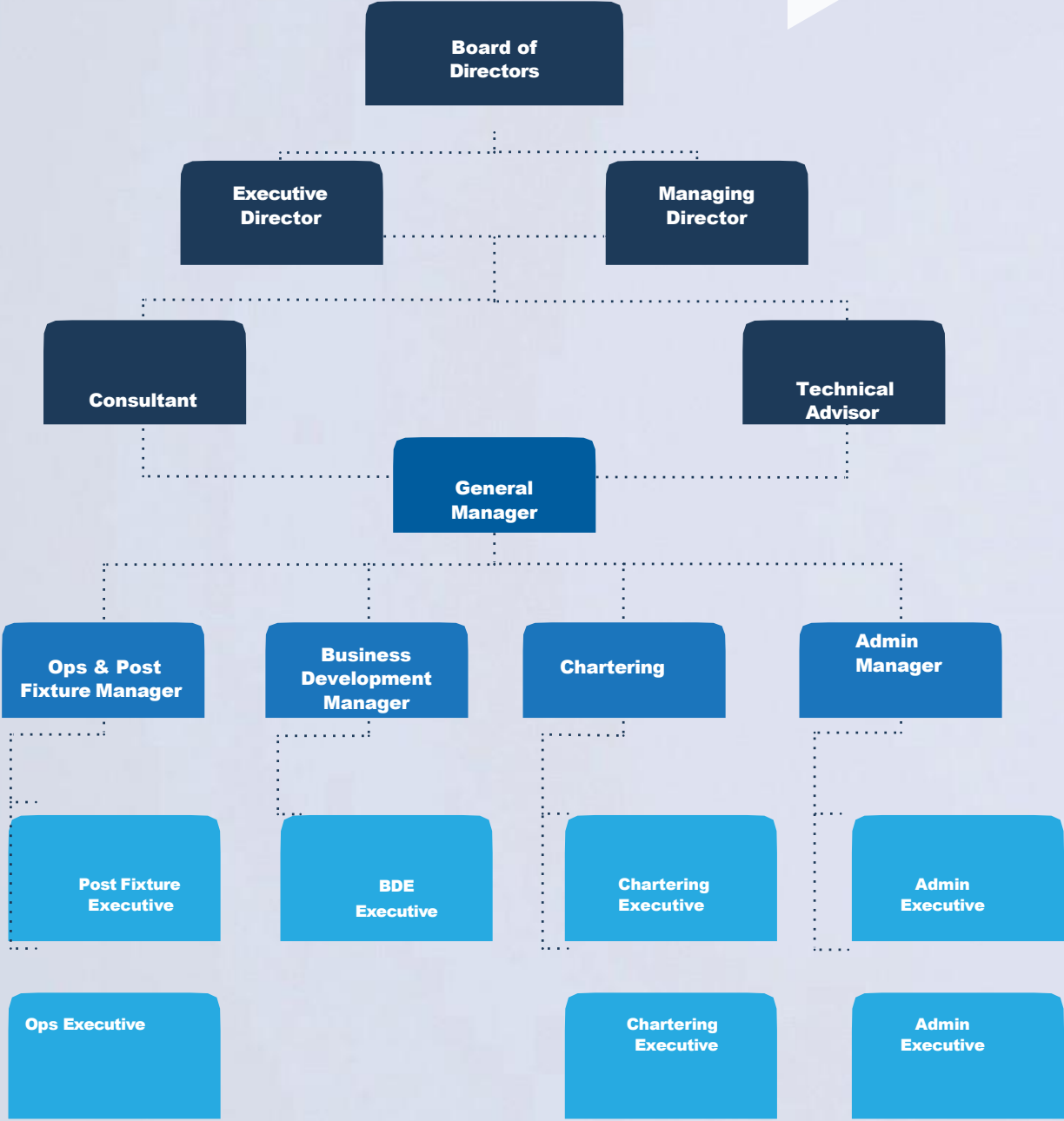
Company Registered Name	:	HEMAT MARINE SDN BHD
Registered Number	:	240166-T
Date of Incorporation	:	13th May 1992
Registered Address	:	500 – 3 – 6, 3rd Floor, Wisma Indah, Jalan Tun Razak, 50400 Kuala Lumpur
Business Address	:	Suite 1903, 19th Floor, Plaza Permata, No. 6, Jalan Kampar off, Jalan Tun Razak, 50400 Kuala Lumpur
Telephone Nos	:	603 – 4042 9058 / 4042 9405/ 4043 4950
Fax No	:	603 – 4041 0670
E-mail	:	hematsb@hematsb.com
Authorised Capital	:	RM 1,000,000.00
Paid-up Capital	:	RM 500,000.00
Company Secretary	:	Koh Mui Tee (LS 03057) 5R4, City Apartment Pudu Plaza, Jalan Pudu, 55100 Kuala Lumpur
Company Auditor	:	Y. C. Chong & Co (AF: 0636) 500-2-7, 2nd Floor Wisma Indah, Jalan Tun Razak, 50400 Kuala Lumpur
Banker	:	Malayan Banking Berhad Plaza Pekeliling, Ag1, Jalan Ipoh 50500 Kuala Lumpur

We are 100% Bumiputera

Business Registration and Licensing:

No.	Organization/Authority	Code / Service	License No.
1.	Kementerian Kewangan Malaysia (Ministry of Finance)	220106 - Marine Equipments 221102 - Ship's Broker	357-02017881
2.	Felda Holdings Bhd	0309 - Fuel and Lub Oil 0312 - Operation and Production Requirements 0409 - Shipping	B-11070101138-01
3.	Petronas Berhad	SM301210200 to 600 - Vessel Operator for Crude Oil Tankers, LNG Tankers, LPG Tankers, and Dry Bulk.	L-240166-T

CHART ORGANIZATION



OUR MISSION

The company strives to realize the vision by the year 2020 through the following strategic mission;

- ▶ To stay focus on three core businesses – ship broking, chartering and International maritime trade.
- ▶ To maximize company's net worth.
- ▶ To cultivate excellent ethics on the business dealing and management as a corporate identity.
- ▶ To nurture a positive culture among the staff.

OUR VISION

Hemat marine envisions being a versatile shipping company driven by dedicated and knowledgeable staffs and supported by effective resources through an extensive global strategic partner in the provision of total shipping Services to the local and international clients.

Versatility refers to the Adaptability, capable of providing multi facet services, changeable and capable of moving easily to various directions. Therefore, our vision of versatile shipping company is adaptable multifaceted shipping services provider with global networks of strategic partners and clients.

OUR HISTORY

1996

PARTNERSHIP WITH FELDA TRANSPORT

- Form a strategic partnership with Felda transport
- Own ed four single hull palm oil carriers

PARTNERSHIP WITH LIBERA-CORP JAPAN

- Joint-venture a strategic partnership with Libera-Corp Japan
- Owned 51% share in joint-company : Hemat-Libera Corp Sdn Bhd
- Awarded 10 years contract with Petronas for LPG carriers

2006

BEGIN THE NEW BUSINESS MODEL

- Established a time charter vessel as a commercial operator
- Forged a mutual partnership with reputable foreign shipowners
- Awarded 1+1 year time charter contract by Petronas

1992

COMPANY ESTABLISHMENT

- Start as shipbroker company
- Located in the heart of Kuala Lumpur
- Focusing to palm oil product tanker
- Develop a tug & barges chartering as commercial operator

2001

TANKER DOUBLE HULL REQUIREMENT

- Ended the partnership with Felda transport
- Continue and maintain the joint-venture with Libera Corp

2005

SELLING THE LPG SHIP & END THE JOINT-VENTURE

- The 10 years contract with Petronas end
- Selling out the ship and joint-venture with Libera-Corp japan was ended

2009

DEVELOP MORE TIME CHARTER CONTRACT & SPOT CHARTER

- Two time charter vessel for fuel oil
- Four time charter vessel for clean petroleum products
- About five to seven spot charter shipment per month



2012

CONCRETE THE MUTUAL PARTNERSHIP

- Focus more to niche market products
- Create more opportunities and approach
- Second LPG carrier awarded for three years contract

2015

DEVELOP NEW GENERATION

- Develop new team among young-generation
- Trained with passionate

2019

COVID-19 PANDEMIC

- Tough time for everybody & all businesses
- Realize the challenges and switch into survival mood
- The right time to develop new business model and strategy through maritime industry curve

2010

LPG CARRIER RE-ACTIVATE

- Awarded three years contract for lpg carrier
- Partnership with ast inc. Japan

2014

BUNKERING VESSEL & ASPHALT TANKER

- Awarded bunker barge operator in Melaka
- Awarded contract for two unit of Asphalt Tanker

2017

DIVERSIFY THE BUSINESS ACTIVITIES

- Maintain the time charter & spot charter business as a core business.
- Diversified business activity into foods supply & trading, S&P, port services & maintenances & etc

SHARING PHILOSOPHY

"A BUSINESS PLAN IS A WRITTEN DOCUMENT THAT DESCRIBES IN DETAIL HOW A BUSINESS. USUALLY A NEW ONE, IS GOING TO ACHIEVE ITS GOALS. A BUSINESS PLAN LAYS OUT A WRITTEN PLAN FROM A MARKETING, FINANCIAL AND OPERATIONAL VIEWPOINT."

— **CONRAD HILTON**

UNIQUE VALUE



UNIQUE VALUE 1 :

- ▶ FAST DECISION BY EXPERIENCES KEY MANAGEMENT
- ▶ AGGRESSIVE, POSITIVE & PROFESSIONAL TEAM



UNIQUE VALUE 2 :

- ▶ ALWAYS LIKE A FAMILY
- ▶ CREATE AND DEVELOP BUSINESS WITH FULL OF LOVE



3 EASY STEPS

IN OUR BUSINESS DEAL

STEP 01: SHARING THE CARGO REQUIREMENT & THE VESSEL OPEN POSITION

In this initial step, the parties involved exchange information about the cargo that needs to be transported and the availability of vessels. This involves specifying details such as the type and quantity of cargo, the preferred route, and the timeline for transportation. Simultaneously, the party with the vessels provides information about open positions, indicating which vessels are available for the specified cargo and route.

STEP 02: FIRM OFFER & NEGOTIATIONS

Once the cargo requirements and vessel availability are clear, the next step involves making a firm offer. This includes presenting a detailed proposal outlining terms and conditions, such as pricing, payment terms, and any other relevant contractual aspects. Negotiations may take place to fine-tune these terms and reach a mutually acceptable agreement. This step aims to ensure that both parties are satisfied with the proposed terms before proceeding further.

STEP 03: FIXING & PERFORMANCE

After reaching an agreement through negotiations, the deal is “fixed,” meaning that the terms are finalized, and the contract is solidified. This involves documenting the agreement in a formal contract or agreement. Subsequently, the parties move on to the performance phase, where the cargo is loaded onto the agreed-upon vessel, and the transportation process begins. Both parties are expected to fulfill their obligations as per the terms of the agreement, ensuring a smooth and successful execution of the business deal.



OUR PARTNERS

THE SHIP OWNERS

 Dong Do Marine	 VOSCO	 Vinaship
 Berlian Laju Tanker	 HONG LAM MARINE Since 1981 QUALITY TANKERS QUALITY OPERATIONS	 AST Inc. Advanced Storage & Transportation <small>A leading transportation company that meets the demands of its customers.</small>
 Navig8	 KEY ON	 SOECHI LINES Quality • Reliability • World Class
 ZODIAC MARITIME AGENCIES LTD	 A.H. INTERNATIONAL PETROLEUM ENERGY	 INGE STEENSLAND AS SHIPBROKERS
 PIONEER SHIPBROKER	 WOOD MARINE وقود البحرية	 multi trading pratama group Global Integrated Downstream Petroleum Company
 ITOCHU	 MOL Mitsui O.S.K. Lines	 GRANDEUR TRADING AND SERVICES PTE LTD
 R	 WALLEM ESTD 1993	 GIMHWAK 金航
 Vinalines	 SEASIDE TANKERS INTL S.A.	
 FOSCON NT	 S PT. SAMUDERA INDONESIA Tbk	

OUR PARTNERS

THE LOCATION





HEMAT MARINE SDN BHD

Suite 1903, 19Th Floor, Plaza Permata, Jln Kampar Off,
Jln Tun Razak, 50400 Kuala Lumpur

Email : hematsb@hematsb.com
Website : <http://www.hematsb.com>
Tel. Number : • **+603-4042.9058** • **+603-4042.9405**
Fax Number : • **+60-4041.0670**

