

SEVILLA ARABIA

Shipping your cargo
around the globe...
Reliably and Efficiently

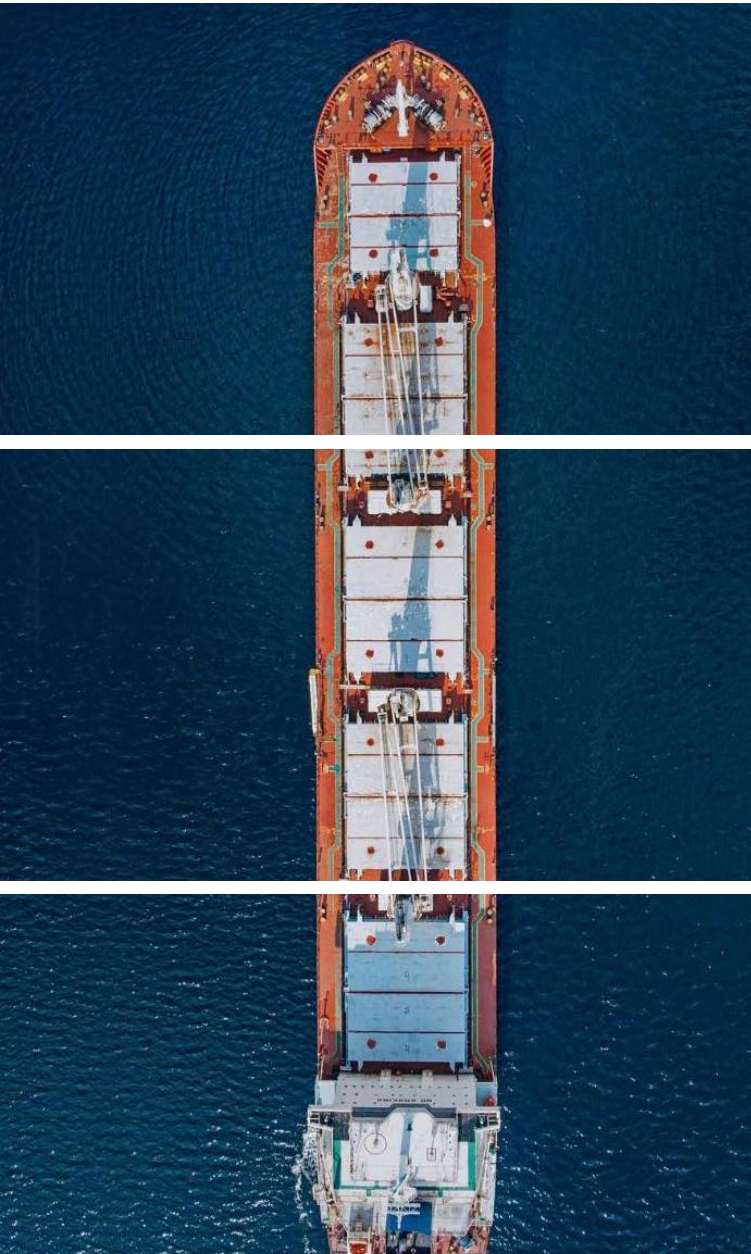


SEVILLA ARABIA

Sevilla Arabia Carriers Pte. Ltd. was established in 2018, as a dry-bulk ship operating company based in Singapore. In early 2021, the company expanded its operations by establishing a UAE branch, to provide tailor-made solutions to its Middle East clients.

Our aim is to become a leading dry-bulk vessel operator, serving cargo owners and charterers across the globe. TeamBulk boasts of several leading individuals having vast and varied experience in the dry-bulk maritime sector. Our focus is not only to charter modern dry-cargo vessels from handy size to mini-cape, but also to offer end-to-end logistics solutions to a multitude of cargo owners, be they shippers, receivers, or traders.

As our name suggests, Sevilla Arabia prides itself on the strength of its team of dedicated dry-bulk personnel, having varied shipboard and shore-based experience. Our strategically located head-offices in Singapore and in the UAE, coupled with our local expertise at various ports in the Arabian Gulf, Indian sub-continent, East Africa and SE Asia, enables us to tackle situations in real-time, whilst also creating synergies in our customers' supply chains.



VISION & MISSION



OUR VISION

TO BECOME THE PREFERRED LOGISTICS PARTNER IN PROVIDING **END-TO-END** CHARTERING SERVICES AND SOLUTIONS.

OUR MISSION

OUR PRIORITY IS TO EXCEED CUSTOMER EXPECTATIONS BY PROVIDING **SEAMLESS** SERVICES AND CATERING TO SPECIFIC CLIENT REQUIREMENTS.

THROUGH THE CULTURE OF **INNOVATION**, WE EMPOWER OUR EMPLOYEES TO PROACTIVELY EMBRACE CHALLENGES AND CONVERT THEM INTO VALUE PROPOSITIONS.

WE ARE COMMITTED TO BEING ENVIRONMENTALLY RESPONSIBLE AND MAINTAINING **INTEGRITY** IN ALL OUR ACTIVITIES.

OUR VALUES

**SEVILLA
ARABIA**

**7 Core
Values**



Quality

Constantly striving for excellence and zero defects, first time, every time



Innovation

Using latest technology to develop creative solutions



Reliability

We deliver what we commit at any given situation



Team work

We are stronger together



Passion

We take immense pride in what we do



People

We care deeply about our staff, customers and the communities in which we operate



Integrity

We operate with full transparency and are open, honest and fair in all aspects of the business

Dry Cargo Chartering and Operations: Streamlining Your Cargo Transportation

DRY CARGO CHARTERING



Sevilla Arabia specializes in dry cargo chartering and operations, offering comprehensive solutions to meet your cargo transportation needs. With our expertise and dedication to excellence, we ensure a seamless and efficient experience from start to finish.

Extensive Chartering Network: We have established a robust network of industry connections, allowing us to access a wide range of chartering opportunities. Our team of experienced chartering professionals diligently analyzes market trends and dynamics to secure the most favorable rates and terms for your dry cargo requirements. Whether you need spot charters or long-term contracts, we leverage our network to find the best-fit solutions for your cargo.

Cargo Optimization: Maximizing cargo efficiency is our priority. We meticulously analyze cargo characteristics, vessel capabilities, and voyage requirements to identify the most optimal transportation solution. Our team of experts works closely with you to understand your cargo specifications and tailor the operations accordingly. From determining the appropriate vessel size to optimizing loading and unloading procedures, we ensure that your cargo is transported in the most efficient and cost-effective manner.

Vessel Selection: With a diverse fleet of drybulk carriers, we offer a wide range of vessel options to suit your cargo requirements. Our fleet includes vessels of various sizes and capabilities, allowing us to accommodate different cargo volumes and types. We carefully select the most suitable vessel based on factors such as cargo compatibility, draft limitations, and delivery timelines, ensuring seamless transportation and minimizing any potential disruptions.

Operational Excellence: Our dedicated operations team ensures smooth execution at every stage of the transportation process. From coordinating loading and discharge operations to managing documentation and customs requirements, we handle all aspects with precision and attention to detail. We closely monitor the progress of each shipment, providing real-time updates and proactively addressing any challenges that may arise. Our goal is to deliver your cargo safely and on time, keeping you informed throughout the journey.

Choose Sevilla Arabia for your dry cargo chartering and operations needs and experience a seamless and efficient transportation solution. Trust us to handle your cargo with professionalism, reliability, and a commitment to your success.

Tanker Chartering and Operations: Seamless Solutions for Liquid Cargo Transportation

TANKER CHARTERING



Known for our exceptional drybulk operations and our commitment to meeting customers' transportation needs, we are now extending our services to the tanker sector. Sevilla Arabia has joined forces with McQuilling Shipping Services to deliver top-notch energy transport solutions in the region.

With the support of McQuilling Shipping Services, a highly skilled team of professionals with extensive experience commanding Tanker vessels, we are equipped to handle various types of Tanker vessels, including Product tankers and VLCCs. Our services encompass a wide range of cargoes such as Crude, oil products, Vegetable Oil, and Chemicals, serving owners and Charterers at ports across the Middle East, Africa, and the Indian Sub-Continent.

McQuilling Shipping Services DMCC has received the top rank in its overall performance amongst its peers by Bahri, KPC and Aramco Trading Company and has been recognized as their No. 1 rated service provider in the past year. McQuilling is currently empanelled with major oil companies and conducts business with all major regional players.

Some of our Esteemed Clients:

Middle East – Aramco Trading Company, Kuwait Petroleum Corporation, Bahri Oil Transportation, ADNATCO, Shell, Uniper Energy DMCC, Al Ghurair Energy DMCC, ENOC, Litasco Middle East DMCC, IPG, Muntajat, Navig8, Tasnee, SABIC, ACC.

Asian Sub-continent – Reliance, Nayara Energy, HMEL, IOC, BPCL, MRPL, HPCL, PNSC.

Worldwide – Total, Exxon, BP, ST Shipping, Thai-Oil, Trafigura, Vitol, Petrochina, GS Caltex, SK Energy, CPC Taiwan, Clear Lake, Motiva, Idemitsu Tanker Co., Ltd, KOCH, Mercuria, Nghi Son Refinery and Petrochemical LLC (NSRP), Nippon Global Tanker Co., Ltd, Repsol Trading S.A, Ocean Energy Pte Ltd.

Liquid Cargo Optimization: We understand the unique characteristics and sensitivities of different liquid cargoes. Our experts work closely with you to analyze cargo specifications, storage requirements, and delivery timelines to determine the most efficient and safe transportation solution. From selecting the appropriate tanker vessel type and capacity to optimizing loading and discharge operations, we prioritize cargo optimization to minimize downtime and maximize efficiency.

Experience seamless energy transport solutions with our collaboration, where efficiency and reliability converge.

OUR SERVICES

Complete Dry Cargo Turnkey Solutions: Your Partner in Seamless Transport

PROJECTS (Turnkey Solutions)



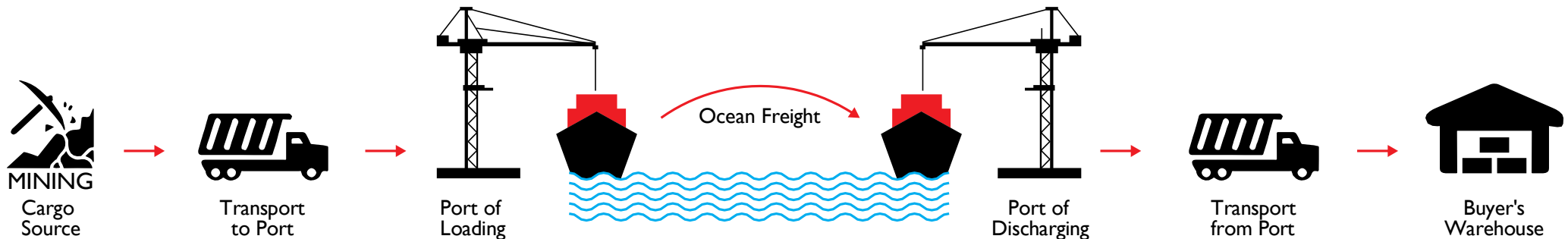
At Sevilla Arabia, we offer comprehensive dry cargo **Turnkey Solutions** by providing complete logistic solution starting from transportation of cargo from cargo source till delivery of cargo to the destination, tailored to meet your transportation needs with utmost efficiency and reliability. With our extensive expertise and industry experience, we ensure a seamless and hassle-free experience for our valued clients.

Efficient Operations: Our team of skilled professionals excels in managing the entire dry cargo transportation process. From meticulous planning to meticulous execution, we handle every aspect of the operation with precision. We understand the unique requirements of different cargo types and prioritize the safe and timely delivery of your goods.

Global Reach: With a strong presence in key shipping lanes and strategic partnerships with reputable port operators, we offer worldwide coverage for your dry cargo transportation needs. From major trading hubs to remote destinations, our extensive network enables us to efficiently connect your goods to any corner of the globe. We navigate complex logistics challenges and provide timely solutions, ensuring your cargo reaches its destination promptly and securely.

Compliance and Safety: We prioritize compliance with international regulations and industry standards to uphold the highest levels of safety and environmental responsibility. Our team closely monitors evolving regulations and implements best practices to ensure that your cargo is transported in accordance with the most up-to-date requirements. You can trust us to handle your cargo with the utmost care and diligence, minimizing risks and ensuring a smooth journey from origin to destination.

Partner with Sevilla Arabia for complete dry cargo turnkey solutions that are driven by efficiency, reliability, and a commitment to your success. Experience seamless transportation solutions that ensure the smooth flow of your goods, leaving you free to focus on your core business operations.



Commercial Management Services for Dry Cargo Vessels: Enhancing Your Vessel's Performance.

COMMERCIAL MANAGEMENT



Commercial Management of ships is a crucial aspect of the shipping industry, which involves overseeing the day-to-day operations of a vessel to ensure maximum profitability and efficiency. As a ship operating company, we understand the importance of effective commercial management and have developed a range of services to help ship owners and operators achieve their business goals.

Our commercial management services cover a wide range of areas, including chartering, operations, accounting and marketing. We work closely with our clients to develop customized strategies that meet their specific needs and maximize the value of their vessels.

Strategic Chartering: Our experienced team of chartering professionals leverages their extensive market insights and industry connections to secure profitable chartering opportunities for your dry cargo vessel. We analyze market trends, identify suitable cargoes, and negotiate competitive rates and favorable terms on your behalf. Our strategic approach ensures that your vessel is effectively employed and generates optimal revenue.

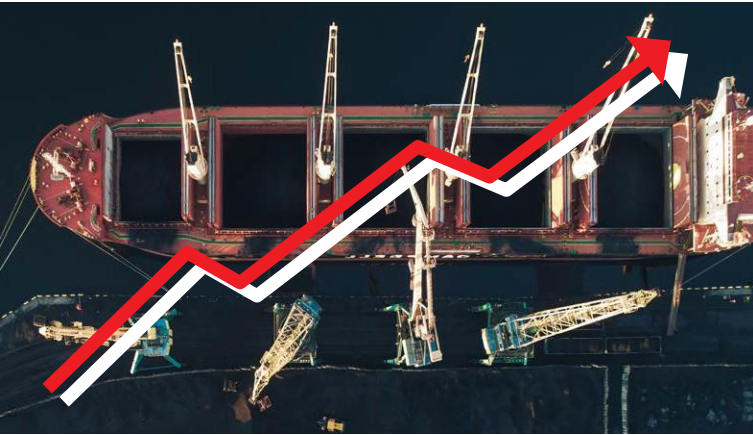
Operational Efficiency: Efficient vessel operations are crucial for maximizing profitability. Our dedicated operations team works diligently to ensure seamless coordination of loading, discharge, and port operations. We prioritize timely turnarounds, minimizing idle time and maximizing the utilization of your vessel. By closely monitoring the operational aspects, we proactively identify areas for improvement, implement best practices, and optimize your vessel's efficiency.

Market Intelligence: Staying ahead in the shipping industry requires in-depth market knowledge. Our team keeps a finger on the pulse of market developments, providing you with accurate and timely information. We analyze freight market trends, supply and demand dynamics, and trade patterns to offer valuable insights for informed decision-making. With our market intelligence, you can make strategic choices to position your vessel advantageously and capture profitable opportunities.

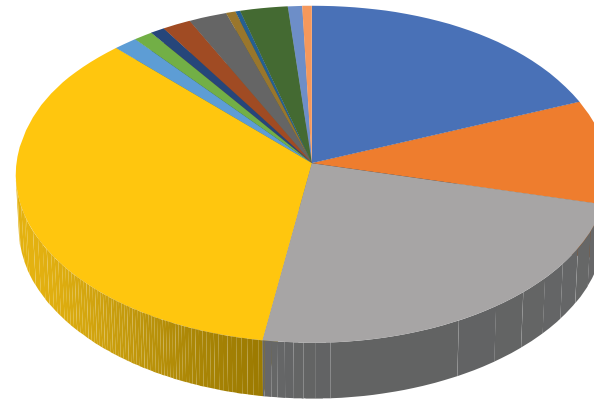
At our company, we are committed to providing the highest level of service to our clients. Our experienced team of professionals has a proven track record of success in commercial management, and we are dedicated to helping our clients achieve their business goals. We are committed to continuous improvement and innovation, and we leverage the latest technologies and best practices to deliver superior results for our clients.

Choose Sevilla Arabia for comprehensive commercial management services for your dry cargo vessel. Experience our dedication to excellence, industry expertise, and commitment to maximizing your vessel's profitability. Trust us to handle the commercial aspects, allowing you to focus on your core operations while reaping the benefits of a streamlined and successful commercial management solution.

- 20 vessels in trading at any given time
- Transported 9.5 Million MT in 166 voyages during 2021
- Transported abt 12.5 Million MT in 199 voyages during Jan - Sep 2022
- Signed 2 million metric tonnes COA to be completed within 8-12 months
- Implemented DANOS ERP system
- Partnered with AXS Marine for chartering functions.



CARGO CONTRIBUTION 2021



19.07 %	LIMESTONE
9.99 %	COAL
23.46 %	IRON ORE
35.43 %	AGGREGATES
1.36 %	CLINKER
1.20 %	ROCK PHOSPHATE
0.65 %	PET COKE
1.62 %	BARITES
2.35 %	GYPSUM
0.46 %	BENTONITE
0.45 %	BAGGED RICE
2.77 %	SLAG
0.73 %	STEEL
0.46 %	SULPHUR

GROWTH PLAN 2022



Having achieved about 9.5M MT in 2021 under extreme volatile market conditions, a 25% growth rate was set for 2022. We were able to achieve this target gracefully by reaching by Q3 of 2022 and expect to cross 16M MT by the year end.

OUR MAJOR CLIENTS



P&I CLUB



OUR BUNKER PARTNERS



SEVILLA ARABIA

CONTACT US

Iraq

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