

# SHIPPING CHARTERING AND BUNKERING





# OILMAR DMCC

## COMPANY OVERVIEW

Oilmar DMCC was established in Nov 2015 with an aim to provide specialized chartering and tanker operations. Over the years, Oilmar has expanded into trading and various projects in the energy sector. Today Oilmar provides services in more than 60 countries across the globe.

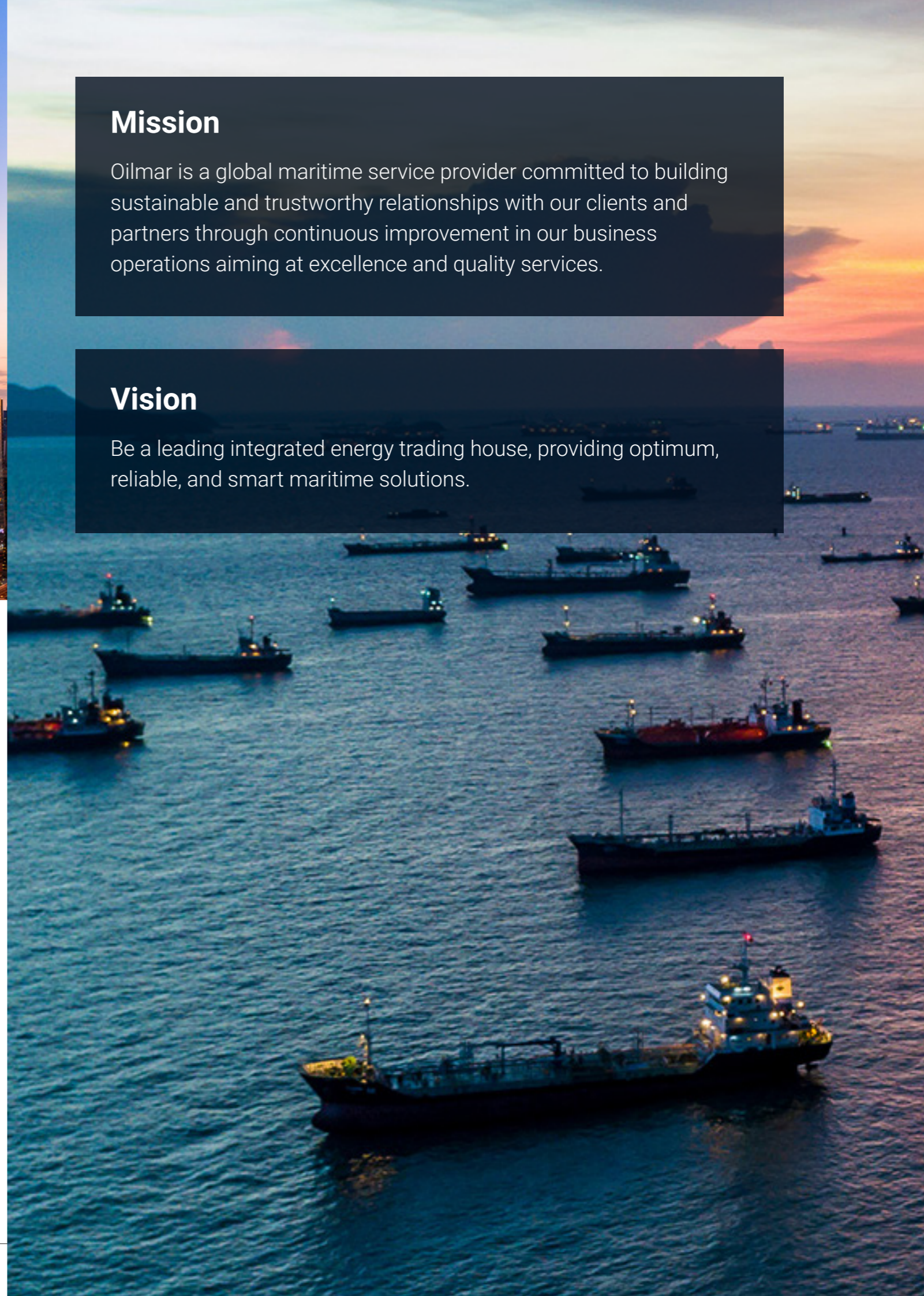
The company has mainly been concentrating on the Caspian and the Black Sea, the Mediterranean, Northwest Europe, the Baltic as well as the Middle Eastern Gulf, Indian Ocean, and Far Eastern markets. Over the last several years, Oilmar has grown into one of the leading providers of chemical transportation, clean and dirty petroleum products, and crude oil transportation. We specialize in the chartering of tankers from small (river type) vessels to larger vessels (VLCC's).

### Mission

Oilmar is a global maritime service provider committed to building sustainable and trustworthy relationships with our clients and partners through continuous improvement in our business operations aiming at excellence and quality services.

### Vision

Be a leading integrated energy trading house, providing optimum, reliable, and smart maritime solutions.



# CREDIBILITY & RELATIONSHIP

Oilmar has build its credibility through unwavering professionalism and trust with all stakeholders in its business.



## OUR CLIENTS

Oilmar has been providing integrated shipping, logistics and marine fuel services to more than fifty renowned charterers worldwide that includes Shell, ENI, Socar, Repsol, KMG, BGN, Acradia, Quest, Maersk, Montanari, Cargill, Scorpio and many others.



Oilmar has been endorsed with high credit ratings by independent agencies after a thorough company evaluation. To ensure integrity and reliability, we are working with Pricewaterhouse Coopers (Pwc) as our auditors since 2017. Our credit committee has more than 40 years of experience in shipping and trading.

# SHIPPING AND CHARTERING

**We believe in providing high-end services to our customers with strong commitment and integrity**

We provide customers with high-end services, backed by strong integrity and commitment to quality. Oilmar operates and manages a wide range of tankers. In the last six years, we have developed in-house specialties for carrying petroleum products including specialized chemicals. In addition, we help move the following products:

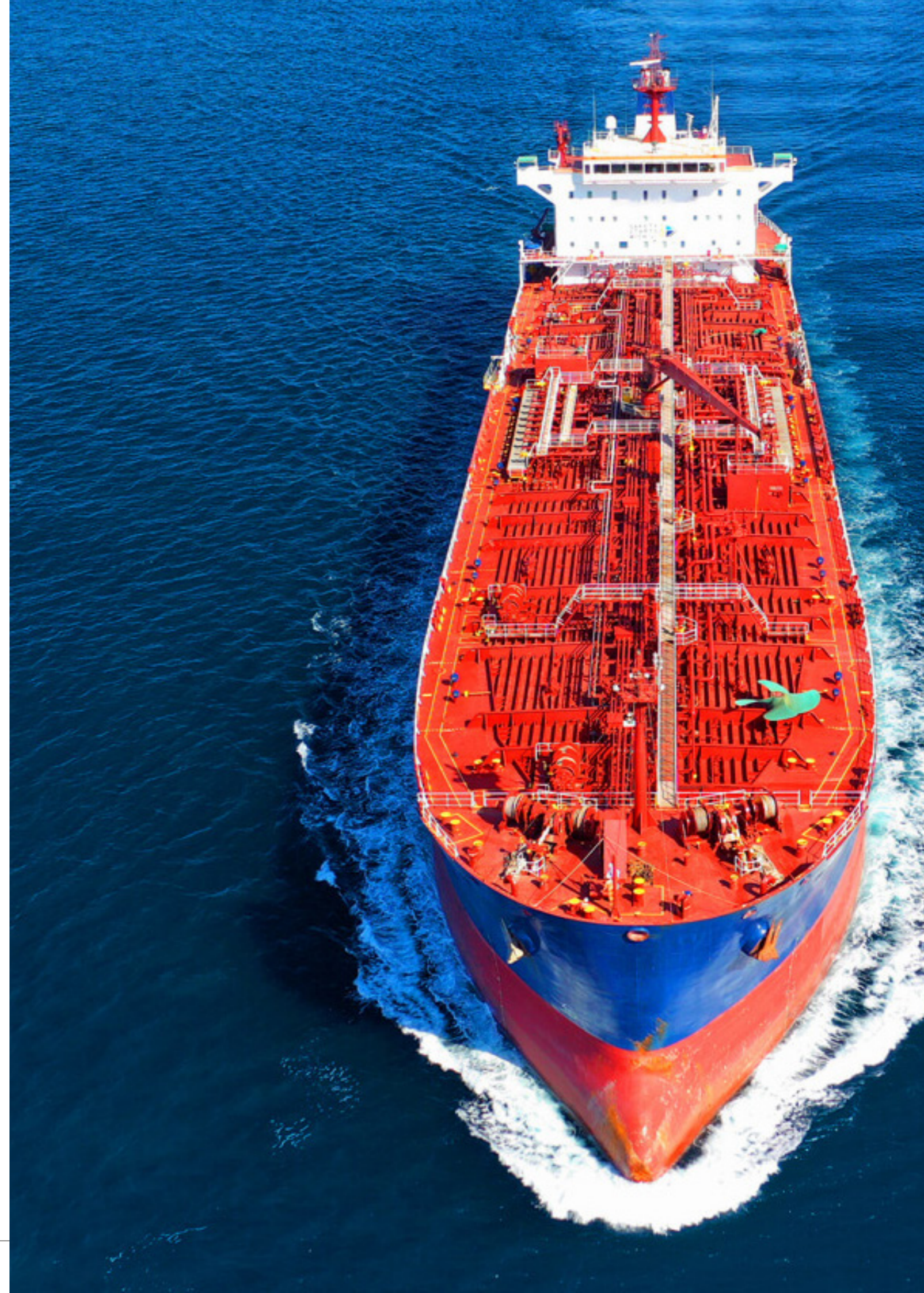
CRUDE OIL	FUEL OIL	VGO	GAS OIL
JET/KERO	GASOLINE	NAPHTHA	PYGAS
METHANOL	ETHANOL	MTBE/ETBE	MEG
VEG. OIL	FAME		

Oilmar has tremendously enhanced its supply chain and is always on the lookout for vessels adding value to its business.

## **SPECIALIZED TANKER OPERATORS AND COMMERCIAL MANAGERS**

Headquartered in Dubai, Oilmar DMCC was established in November 2015 as a professional tanker operator, operating vessels ranging from river tankers to VLCCs. The company now trades petroleum products with a dedicated bunker trading desk.

[VIEW OUR FLEETS](#)



# COMMERCIAL OPERATOR

**Oilmar is a bespoke tanker operator. The fleet comprises of 9 vessels ranging from river type vessel to small Product Tankers (7000DWT – 14000DWT).**

Our Shipping team is covering all business aspects of commercial tanker operations. Currently the team operates a fleet of 9 vessels with additionally 10-15 vessels being chartered-in every month. With emphasis on bespoke services, key is to build a healthy and long term relationship with all stakeholders in the business and the trades.

Oilmar’s fleet currently operates in Caspian Sea, Black Sea, Mediterranean and in ARA.

As demand warrants, we move our vessels from time to time to the markets in Asia and the Pacific, as our reachability in deeper markets is further enhanced. There are a couple of vessels in the fleet which are also members of well-established tanker pools, allowing us to form partnerships with other shipowners.



## CHARTER-OUT



**FMT URLA**

IMO: 9458054  
BUILT YEAR: 2010  
DWT: 14355



**FMT BERGAMA**

IMO: 9427988  
BUILT YEAR: 2009  
DWT: 14368



**FMT GUMULDUR**

IMO: 9427976  
BUILT YEAR: 2009  
DWT: 14368



**FMT EFES**

IMO: 9427990  
BUILT YEAR: 2009  
DWT: 14374



**BLUE LAKE STAR**

IMO: 9729582  
BUILT YEAR: 2015  
DWT: 7071



**BAKU**

IMO: 9745720  
BUILT YEAR: 2015  
DWT: 7150



**AZERBAIJAN**

IMO: 9729594  
BUILT YEAR: 2015  
DWT: 7115



**CAMINERO**

IMO: 9718923  
BUILT YEAR: 2015  
DWT: 7086



**PLANEO**

IMO: 9711248  
BUILT YEAR: 2014  
DWT: 7150

## CHARTER-IN

Oilmar charters a range of vessels to support the trading houses globally.



**SMALL TANKERS**



**MEDIUM / HANDY TANKERS**



**PANAMAX/AFRAMAX**



**SUEZMAX AND VLCC**

# BENEFITS OF BUNKER

## TRADING WITH OILMAR

Research & Analysis

Financial Management

Risk Management

Trade Management



# BUNKER TRADING

## Oilmar's trading desk comprises of specialized back-to-back traders with international coverage.

Our expertise includes marine fuels and lubricant trading across the shipping portfolio of all types of vessels belonging to operators, charterers, and owners.

Our trading team has expertise in supply chain and trading operations. Analysts within the team provide an insight into deal management as well as customer support.

To further support customers with prompt offers and services, traders are equipped with the latest trading platforms and most informative research tools.

Oilmar aspires to expand into cross-regional trades while leveraging its expertise in bunker trading and shipping.

## SUPPLY SOURCES AND RISK MANAGEMENT

Oilmar has established a credible track record of financial performance over the last five years. An important component of Oilmar's credibility is its credit lines from major trading hubs as well as a few niche ones. At present, Oilmar works with more than 200 suppliers across the globe. Oilmar encourages its traders to build on each other's strengths as a means of supporting one another.

Risk Management is an integral part of Oilmar's trading desk; this is achieved by ensuring that compliance, credit evaluation, and insurances are implemented. With Oilmar, every barrel traded is risk mitigated from varying prices, quality, and compliance.

Oilmar is pleased to have Euler Hermes as its partner in the marine fuels trading business.



## BUNKER MANAGEMENT

Oilmar specializes in bunker management services for its operated and managed vessels. The trading desk has been successful in leveraging its network of suppliers to maximize its buying and delivery efficiency. With Oilmar's Trading Desk, we can look beyond what a shipping company would typically choose for bunkering.



## GROWTH

We have seen tremendous growth in our B2B trading volumes from the early stages of our business. As the market recovers from the pandemic, increased activity in the shipping sector will further add momentum to our volumes. With more and more countries opening their borders, Oilmar is taking advantage of the opportunity to expand into newer regions.



## TRADING DESK

Currently, the team consists of 10 traders, with a few more expected to join soon.



## SUPPLIERS

Oilmar is proudly registered with more than 200 suppliers across the globe.



## TOOLS

Trading Software is based on Dynamics 365.



## CUSTOMERS

With a profile of over 180 customers, Oilmar has more than 120 active customers.



## SOFTWARE

Trading Software is based on Dynamics 365.



## INSURANCE

Oilmar's portfolio is covered by trade credit insurance supported by Euler Hermes.

# GLOBAL NETWORK

Oilmar has become a trusted name in shipping and chartering industry through its extensive global network across 60 countries worldwide

## EAST ASIA

China - Korea - Singapore - Indonesia - Hong Kong - Myanmar - Vietnam  
Thailand - Malaysia

## SOUT ASIA

Bangladesh - Sri Lanka - India - Pakistan

## ARABIAN GULF

Qatar - UAE - Iraq - Kuwait - Oman

## RED SEA & EAST AFRICA

Egypt - Lebanon - Algeria - Mauritius - Djibouti - Jeddah - Kenya  
Mozambique - Maldives

## SOUTH & WEST AFRICA

Abidjan - Conakry - Dakar - Cape Verde - South Africa - Togo  
Nigeria - Gabon  
Ghana - Namibia - Angola

## MEDITERRANEAN

France - Spain - Malta - Turkey - Las Palmas - Greece

## RUSSIAN & BLACK SEA PORT

Baltiysk - Ust-Luga - Vladivostok - Murmansk - Novo - Constanta - Kavkaz  
St.Peterberg - Nakhodka

## AMERICAS

Punta Arenas - Chile - Sao Paulo - Brazil - Panama



ISO 9001

**BUREAU VERITAS**  
Certification



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