

TRADING

(MARINE FUELS, PRODUCTS, FREIGHT)



90+
PROFESSIONALS

5
OFFICES GLOBALLY

USD 1B+
REVENUES



WWW.OILMAR.COM



OILMAR DMCC

COMPANY OVERVIEW

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

The company has scaled significantly in marine fuels trading and chartering with more than 5 representative and marketing offices across the globe comprising of more than 30 traders. Oilmar's current team of 70+ employees has grossed over US\$1 billion for the first time in 2022.

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 one of the Big Four as our auditors since 2017. Our credit committee has more than 40 years of experience in shipping and trading.

BENEFITS OF MARINE FUELS

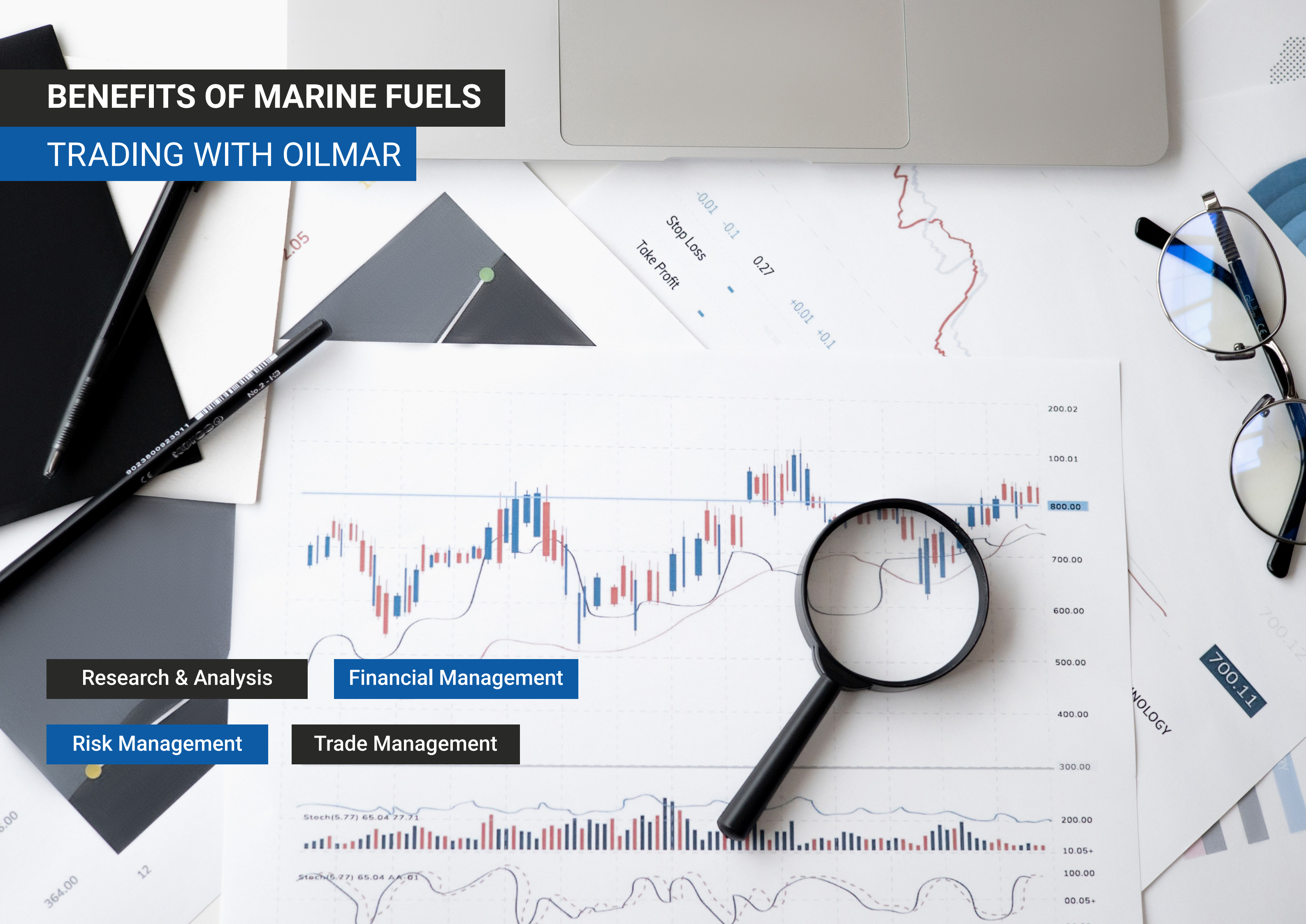
TRADING WITH OILMAR

Research & Analysis

Financial Management

Risk Management

Trade Management



MARINE FUELS DIVISION

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 300 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.

MARINE FUEL MANAGEMENT



Oilmar's marine trading desk has developed a successful network of suppliers across the globe to maximize its procurement and delivery efficiency. The same desk specializes in marine fuel procurement for its operated and managed vessels as well.

GROWTH



Oilmar's Marine has seen tremendous growth as result of its geographical expansion via representational offices in more than 4 countries while our coverage grew by aggressive procurement strategies. Oilmar is currently at the forefront of the carbon market and continues its exploratory journey in Alternate fuels market too.

TRADING DESK



Currently the team consists of more than 30 traders globally.

SUPPLIERS



Oilmar is proudly registered with more than 300 suppliers across the globe.

TOOLS



Lloyd's Seasearcher, Infospectrum, S&P Capital IQ. Trading Software is based on Dynamics 365.

CUSTOMERS



Oilmar's portfolio now contains more than 200 customers, with more than 100 being active at any given point of time.

SOFTWARE



Trading Software is based on Dynamics 365.

INSURANCE



Oilmar's portfolio is covered by trade credit insurance powered by TokioMarine (Markel)

MARINE LUBRICANTS TRADING

In Oilmar DMCC, we offer reliable lubrication solutions that cover most ports of the worldwide, providing top-quality products and services that meet the diverse needs of our customers in the marine industry. With years of experience and a team of dedicated professionals, we are committed to providing timely and cost-effective solutions to enhance the performance and longevity of your machinery. Whether you need lubricants for ships, offshore platforms, or other marine applications, we have the knowledge and resources to meet your requirements. Our focus on quality and reliability ensures that you can trust us to deliver the best lubrication solutions for your business. Contact us today to learn more about our products and services and how we can support your business.

MARINE LUBRICANTS RANGE THAT WE TRADE

- Cylinder oil
- System oil
- Trunk Pistons Engine oils/Diesel Generator oils
- Hydraulic oils
- Turbine oils
- Gear oils
- Compressor oils
- Refrigerator oils
- Multi-grade oils
- Greases
- Synthetic oils
- Special Grades

DELIVERY MODES

- Bulk - Delivered by tanker or by Barge.
- Drums/Pails – Delivered by Truck to the agent or through service boats to the vessel.
- IBC – Delivered by truck or by Barge.
- Above is subject to port authority policies and regulations



CARGO TRADING DIVISION



Oilmar's product trading arm is engaged in trading various light distillates. Being led by our Head Quarters in Dubai, the international trader team under this Department have shown strong performance through arm's length sales strategy by sourcing the products from producers and delivering directly to end consumers.

Through everlasting efforts, the Department is targeting to enhance Oilmar's presence on Gasoline and Gasoil markets of European Med and Black Sea. The success behind the smooth execution of all our trades are implementation of instruments such as product hedging services, financing and finance insurance, optimized sea freight logistics, full scope of inspection and marine cargo insurance.

GASOIL

Whether you are a ship bunkerer or run a set-up of gasoil distribution, Oilmar offers various grades of Gasoil from 0.1% to 10ppm. With diversified source chain, we supply seasonal specs of Gasoil from 5 to 10kt clips to the customer door.



GASOLINE

With grades ranging from A-92 to A-98 RON, we can either customize a blended gasoline tailored to Customer demanded specification or offer finished products out of the Refineries. The clips can range from 5 to 10kt size.



PETROCHEMICALS

At Oilmar, we delve into the dynamic world of petrochemicals, offering a comprehensive portfolio of products and services tailored to meet the evolving needs of the industry. Our expertise spans across sourcing, trading, and delivering a diverse range of petrochemical products, ensuring quality and reliability at every step. We understand the intricate balance between the complex global markets and specific customer requirements, positioning us as a trusted partner in the petrochemical sector. Committed to innovation and sustainability, Oilmar is your gateway to a world where chemistry and commerce converge.

DRY BULK OPERATING



Welcome to Dream Sea Navigation, the newly launched Dry-Bulk Division of Oilmar DMCC. We are dedicated to bridging the demand and supply market through optimal logistics solutions, offering competitive rates for the best ships available.

With years of market expertise, Oilmar saw the opportunity to leverage its existing strengths in ancillary and complementary avenues. By diversifying our business streams, we enhance our customers’ entire supply chain journey and provide comprehensive solutions.

Our Vision

“Our vision is to redefine the dry bulk shipping landscape with unparalleled efficiency and a relentless commitment to sustainability. By leveraging emerging technologies, data-driven insights, and strategic partnerships, we strive to set new benchmarks for performance and customer satisfaction. By fostering a culture of innovation, collaboration, and adaptability, we will become the trusted partner of choice for global trade, driving economic growth while minimizing our ecological impact.”

Our Mission

“Our mission is to deliver superior dry bulk shipping services with unwavering dedication to safety, efficiency, and customer satisfaction. We are committed to providing our clients with reliable, cost-effective, and sustainable shipping solutions that meet their specific needs and exceed their expectations. With a highly skilled team, a resourceful platform, and a relentless focus on excellence, we aim to be the preferred partner for dry bulk shipping worldwide.”

Short to medium-term objectives

We are in the process of setting up a fully functional team in Dubai, consisting of 6-8 Chartering professionals who will cover key routes in Asia and Africa-Med. This team will be equipped to handle our operations efficiently.

Looking ahead, our strategic plan includes expanding our presence with full-fledged offices in major shipping headquarters across APAC, EMEA, and Atlantic Trade. As we grow, we aim to enhance our capabilities and services to meet the evolving needs of our clients.

Our Values

“Being agile with uncompromising ethics & trust”



WHY CHOOSE DREAM SEA NAVIGATION

We offer a compelling value proposition to our customers and suppliers, fostering long-term relationships:

Personalized Approach: We prioritize building strong relationships with traders, charterers, and vessel owners, providing tailored services to meet their specific needs. This includes customized shipping schedules, dedicated customer support, and tailored solutions for specialized cargo requirements.

Flexibility and Availability: With an agile and responsive approach to chartering, we offer greater ship availability and flexibility to meet changing demands. This is particularly beneficial for traders operating in dynamic markets or during peak shipping seasons.

Niche Expertise: Dream Sea Navigation specializes in specific trade routes, cargo types, and markets, demonstrating deep expertise in these areas. We understand the unique requirements of traders, charterers, and vessel owners, making us the preferred choice due to our industry knowledge and geographic focus.

Reputation and Trust: We prioritize building a strong reputation for reliability, transparency, and professionalism. Positive testimonials, references from industry players, and a track record of successful partnerships contribute to building trust and confidence in our relatively new setup.

Scale of Operations: We are equipped to handle all types of harmless dry bulk cargo across various tonnage sizes and trade routes. Our continuous market presence enables us to leverage synergies, making us the preferred partner for our customers.

Competitive Pricing: We offer competitive rates and flexible pricing options compared to established companies.

Innovative Solutions: Introducing innovative technologies, practices, and services, we provide our customers with unique advantages. This includes advanced cargo tracking systems, real-time data analytics, and sustainable shipping solutions aligned with environmental goals.

GLOBAL NETWORK

SOUTH ASIA

Bangladesh
India
Indonesia
Malaysia
Philippines
Pakistan
Singapore
Sri Lanka
Thailand

EAST ASIA

China
Far East Asia
Hong Kong
Japan
South Korea
Taiwan
Vietnam

MIDDLE EAST

Egypt
Iraq
Kuwait
Oman
Saudi Arabia
Turkey
UAE

EUROPE

Belgium
Black Sea
Bulgaria
Denmark
Estonia
France
Georgia
Germany
Greece
Latvia
Lithuania
Malta
Netherlands
Poland
Spain
Sweden
United Kingdom

AFRICA

Angola
Cape Verde
Cote d'Ivoire
Djibouti
Kenya
Mauritius
Morocco
Mozambique
Namibia
Nigeria
South Africa
Togo

AMERICAS

Argentina
Brazil
Grenada
Panama
USA

AUSTRALIA



ISO 9001
BUREAU VERITAS
Certification



Great
Place
To
Work®

Certified
OCT 2023-OCT 2024
UAE



GLOBAL COVERAGE

400+ PORTS

SUPPLIER

300+ SUPPLIERS

CUSTOMERS

250+ CUSTOMERS

Tanker Operating

Marine Fuels Trading

Products Trading

Dry Freight Operating



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