

VOLUME 2 NEWSLETTER - 2014 - 2015

SEATECH NEWS



SEATECH SHIPPING & PROJECTS (INDIA) PVT. LTD.

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Committed to deliver

From Director's desk



"We have come a long way when we started out in 2007. Both, in on shore and off shore processes we have taken steps towards adding greater value and delivery. Our customer networks are expanding with our geographical reach and we have ensured on time delivery avoiding the bottlenecks & executed turn key projects in time at very competitive levels.

We have worked with new clients in 2014, while building our network and expanding our base at the national and international level. At the same time we have ensured that our existing clients can leverage our expertise, excellent performance and consistent approach to project delivery.

We need to continue doing the work we have initiated to experience exponential growth in the cargo and logistics industry and carve out a place for ourselves in the coming year." We plan to go International in 2015 with setting up our offices in Dubai & Singapore for chartering and ship broking & there by extending our presence internationally.

Christopher Phillips

Cross Trade – On Difficult Route

Over a period of time, in view of increasing competition at the National Level and looking into demand of chartering & logistics internally, Seatech has expanded into cross trade which essentially involves commercial, chartering and fixing of cross trade cargoes.

Some of these Cross Trade destinations have been from Abu Dhabi to Port- Kelang, Setubal-Portugal , Haldia, Singapore, Alexandria and many other such destinations which have a trade Centre and where our owners network of vessels travel to. Cross Trade has assisted the company to expand its client list International and serve owners with commercial fixing of ships over sea in cross trade waters adding another potential area to provide our expertise in commercial booking for project & steel cargoes which we specialize.

Cross Trade Shipments 2014 - 2015

MV Hyundai Dubai	Abu Dhabi	Singapore & Port Kelang	4000 MT Steel	4000 MT Steel	29.05.14
MV Tan Binh 45	Abu Dhabi	Haldia & Port Kelang	Steel structure	2500 mt steel structure	01.10.14
MV Tan Binh 45	Abu Dhabi	Haldia & Port Kelang	Steel Pipes	4000 cbm steel pipes	01.10.14
MV Tan Binh 45	Abu Dhabi	Haldia & Port Kelang	3000 mt steel	3000 mt steel	22.11.14
MV Ocean Power	Abu Dhabi	Alexandria	Steel pipes	2900 MT Steel pipes	20.10.14
MV Guilinia	Abu Dhabi	Sethubal	Steel section	2700 MT Steel section	20.10.14
MV Ramonos	Mesaieed	Mongla	Bagged Urea	33000 mt Urea	23.12.14
MV Nord Tokyo	Jubail	Mongla	Bagged Urea Urea	15750 mt Urea	27.12.14
MV Cos Bonny	Mesaieed	Mongla	Bagged Urea Urea	33000 mt Urea	01.01.15
MV Genco Bay	Mesaieed	Mongla	Bagged Urea Urea	33000 mt Urea	06.01.15
MV IVS Sentosa	Mesaieed	Mongla	Bagged Urea Urea	33000 mt Urea	13.01.15

The Past one-year highlights (elaboration)

Seatech Shipping has achieved many a milestone during the past year across executing all kinds of cargoes with project machinery / steel / bulk & bagged cargoes in different segments of shipping with, commercial bookings, port agency & logistics which has gone miles to step up the reputation and brand equity of Seatech among clients, ship owners/ ship operators, suppliers, associates, and employees. Here are the highlights:

- Executed 56,741.908 Frt Cargo**
- ★
- Executed 57 heavy lift project Cargoes**
- ★
- Executed 80 Commercial Booking**
- ★
- Executed 15 Steel Cargo Shipments
of 1,05,830 mt both
international & Coastal Voyages**
- ★
- Successfully handled
8 IMO Shipments**
- ★
- Handled 47 Port Agency
in the East & West Coast of India**



Coastal Voyage

We have had achievements in our Coastal ventures by booking steel fixture of 173648.59 frt tons. We rose to the occasion for providing our good clients with value additions and succeeded in coastal fixtures and arranged for exclusive coastal transport for its client JSW Steel Ltd. Seatech has assisted in providing an economical means of transport, which is eco-friendly. Seatech has gone miles to assist JSW Steel Ltd in moving bigger quantities within short transit time and reduced over all logistics. Seatech assisted in all coastal conversation of the vessel at Goa, Kandla & Mumbai and fixtures concluded were successfully executed by the team members.



MV Danica Sunrise
2200 cbm projects cargoes, Mumbai / Sittwe, Loading commenced – dates, Completed loading

Turnkey :- Prepare an impeccable project delivery

We have had 3 major turnkey projects exclusively on logistics by Seatech – Mumbai Seatech Baroda & Seatech Chennai Which has gone ahead to add to our achievements.

Turn key project executed by Seatech Mumbai & Baroda Team

The joint efforts of both team achieved successfully executed the turn key projects on MV Danica Sunrise Ex Mumbai – Sittwe of 2000 cbm cargo for clients ESSAR project Division for ports & Infrastructure.

Seatech offered over all logistics service with the transportation of cargo from the shipper's factory to Mumbai Port, further the custom clearance, & final sea freight to final destination Sittwe as well meeting the sea freight requirements & with further draft restriction of 4.5 mtrs. & LOA restrictions meet and vessel placed in time at Mumbai and project executed in time with final delivery to end clients.

Turnkey Projects

We have had 3 major turnkey projects exclusively on logistics by Seatech – Mumbai Seatech Baroda & Seatech Chennai Which has gone ahead to add to our achievements.

Turn key project executed by Seatech Chennai Team

Seatech Chennai took the complete job of handling till the cargos being delivered under the vessel hook from M1 godown for both the vessels and completed within given stipulated time. Assisting the clients in packing & quality survey at Chennai port & segregation of cargos re-packing & transferring it to Chennai Port for loading.



MV. PAC Dubbe,
Arrived – 03.00hrs on 14th July '14,
Loading commenced – 1st shift on 14th July,
Completed – 16th 01.00hrs,
Sailed – 05.00hrs on 16th July'14,
Quantity loaded – 3520MT,
Cargo – Barites packed in 1.8MT jumbo each

MV. PAC Schedar,
Arrived – 15.40hrs on 04th August'14,
Loading commenced – 23.00hrs on 06th August'14,
Completed – 07th 3rd shift,
Sailed – early morning on 08th August'14,
Quantity loaded – 1962MT,
Cargo – Barites packed in 1.8MT jumbo each

Seatech Baroda

The Baroda team along with Mumbai successfully executed the shipment of Anupam Industries. The shipment was transported from Anand to Mumbai & JNPT port & seafreight to Abu Dhabi Mussafah Port They have handled shipment under 24 x 7, monitoring cargo movements starting with loading at shipper's factory / road transportation to Mumbai / Custom's clearance / chartering of suitable vessel from Abu Dhabi destination to Mussafah & overall execution of turnkey project in time with overall timely delivery.

MV Fairlift, POL : Mumbai & JNPT, POD : Mussafah, Abu Dhabi
Cargo : 240 MT / 950 CBM EOT Cranes & Girders, Max Wt : 90 MT + 10 x 40' OT
Shipment Date : 05.03.14

Scope of work : Transportation Ex works > Custom clearance > Sefreight



CHALLENGING TURNKEY COASTAL PROJECT

Seatech continues its winning streak and dominion in the Vessel Handling space. This time it was the **MV HOS RIDGEWIND** project and the task was to execute a challenging Turnkey Coastal project at Dahej / Mumbai Port on 13th January 2015. The cargo comprised of huge 110 MT Cranes and the entire responsibility of Barging / Loading / Custom Clearance / Port Agency / floating Cranes was shouldered by Seatech in an impeccable manner by combining its deep knowledge and leveraging the crew's expertise. This has added another feather to our cap of successful accomplishments and satisfied customers.



Training Programs – How they are helping

Technology, processes, business environment and demands of customers are changing rapidly and there is a constant need to reinvent and learn. It is imperative to change with the times, to stay relevant in a fast paced industry and to maintain an edge over our competitors. As a company we recognize that training is vital to get the best out of the people and add to their value. We conduct training programmes 2 -3 times a year to enhance their abilities and skills so that there is better efficiency and time management. We believe the more adept our people are in the changing nature of this industry, the more valuable they become and greater their sense of contribution. We live in an age of consistent change and we believe constant learning and up gradation the only solution.



Interpersonal Skills Workshop - 2013



Stress Teamwork Workshop - 2014



Commercial Cargo Bookings - 2014

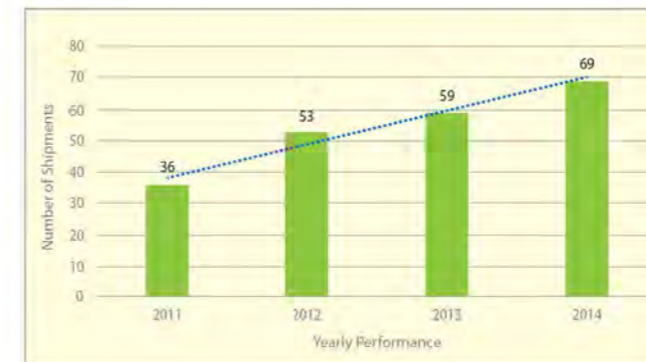
VESSEL NAME	POL	POD	CARGO / QUANTITY	DATE
MV MPP Shield	Mumbai	Hodeidah	Trans & Acces / 5.4 x 2.4 x 3.38 / 61.5 mt H/L 145 CBM / 85mt	03.01.14
MV Atlantic Dawn	Richard Bay	Mumbai	1 x 187 mt Transformer H/L 10.2 mt x 4.6mt x 4.3 mt H/L	10.01.14
MV Bahrin Jedda	Mumbai	Dar Es Salaam	Project Cargo / 2 Units/ 46.7 CBM / 11.8 MT	16.02.14
MV IYO	Mumbai	Bacold	Project Cargo Max 25 mt / 410 pgks / 712,725 kt / 2,340,078	15.02.14
MV Trade Navigator	Mumbai	Derince	IMO Cargo - Class 1.1 D / 276 CBM / 144 MT / NEQ 63.4 MT	15.02.14
MV Trade Navigator	Mumbai	Derince	IMO Cargo - 1 x 20' SOC Containers Class 1.1 B / 11 CBM / 2.6 MT/ NEQ 477 Kgs Class 1.4 S / 29 CBM / 12 MT / NEQ 3000 Kgs	
MV Trade Navigator	Mumbai	Deliskelesi, Turkey	650 mt steel plates	
MV FairLift	Mumbai	Abu Dhabi	EOT Cranes / 950 cbm / max 90mt H/L 1 x 90 / 11.6mt x 5.36 x 4.41 H/L 1 x 52.23/ 28.05 x 2.94 x 3.20 H/L 1 x 47.53 / 28.05 x 2.94 x 3.20 HL	25.02.14
MV Da Hua	Chennai	Manila	Dismantled Cranes / 1470 CBM Last In First Out / Max 90 mt	05.03.14
MV Atlantic Dawn	Mumbai	Manila	Project Cargo / 2500 CBM	03.03.14
MV han Feng	Mumbai	Manila	Class : 1.1 D / 2 x 20' SOC containers Class : 1.4 S / 3 X 20' SOC Containers Class : 1.1 B / 1 X 20' SOC Containers 450 CBM Project Cargo	15.03.14
MV Han Feng	Mumbai	Bacalod	2150 CBM + 697 CBM project cargoes	
MV Bahri Hofuf	Mumbai	Dar-es-salam	1 x 77 MT Trans + Acces Dimensions (In mtrs) : 1 x 77 MT - 6.5 x 3 x 4.1 Total qty : 225 CBM / 120 MT	
MV MPP Triumph	Mumbai	Muscat	1080 cbm Cranes	15.04.14
MV Jonas	Mumbai	Port Kelang	Trans & Acces / 235 CBM / 6.8 mtrs x 3.5 x 4 / 86 mt	16.04.14
MV BBC Iceland	Mumbai	Colombo	264 CBM Project cargoes	04.06.14
MV Poseidon - Coastal	Goa	Kandla	Steel plates / HRC 14500 mt	15.04.14
MV Vectis Eagle	Mumbai	Djibouti	9 x 20 ft & 2 x 20 ft IMO Containers	26.04.14
MV Vectis Eagle	Mumbai	Port Said	780 CBM machinery	26.04.14
MV Vectis Eagle	Mumbai	Derince	800 CBM Project Cargo Containers	26.04.14
MV Vectis eagle	Mumbai	Djibouti	2 x 20 ft IMO Containers	26.04.14
MV Vectis eagle	Mumbai	Hodeidah	2300 CBM Project Cargo	26.04.14
MV Pacc Dubhey	Chennai	New Orleans	3500 mt Barrites	29.04.14
MV Aurora Pearl	Mumbai	Dar Es Salaam	3200 + 246 Project Cargo / 2 x 20' SOC + 2 X 40' SOC	
MV BBC Iceland	Mumbai	Mombassa	651 CBM General cargo	15.05.14
MV BBC Iceland	Mumbai	Bacalod	2100 CBM Machinery & Engg.cargo	04.06.14
MV BBC Iceland	Chennai	Batam	1570 CBM & 215 mt Projct Cargo	06.06.14
MV Amavisti	Chennai	Balaikapan	General cargo / 450 CBM	
MV Amavisti	Kandla	Sagunto	Galvanized steel coils 1500 mt	21.05.14
MV Amavisti	Mumbai	Sagunto	Galvanized steel coils 3500 mt	24.05.14
MV Murao	Mumbai	Singapore	Machinery TTL 313.600 mt / 320.13 cbm	21.05.14
HHL Amazon	Mumbai	Mombasa	4 nos Transformers (Max H/L 108 MT) 1 x 62 mt - 7.05 X 3.30 X 3.60 mtrs 2 x 108 mt - 8.30 X 3.40 X 4.45 mtrs 1 x 80 mt - 8.20 X 4.125 X 3.85 mtrs	19.05.14
MV Hyundai Dubai	Abu Dhabi	Singapore & Port Kelang	4000 MT Steel	29.05.14
MV SCL Trudy	Mumbai	Mombasa	3 x 53 MT Transformers	30.05.14
MV St. Olga	Mundra	Batam	Steel pipes / 1220 MT	06.06.14
MV Outrivaling	Kandla	Sohar	5 Tanks / 1774 CBM	10.06.14

Commercial Cargo Bookings - 2014

VESSEL NAME	POL	POD	CARGO / QUANTITY	DATE
MV Langeland	Mumbai	Vung Tao	980 CBM Project cargo	10.06.14
MV Guilinia	Mina Zaid	Sethubal	2700 MT Steel section	
MV BBC Delaware	Mumbai	Richards Bay	1 x 187 MT Trafo + accessories	17.06.14
MV BBC Delaware	Mumbai	Richards Bay	1 x 120 MT trafo + accessories	17.06.14
MV Momentum Scan	Mumbai	Ras Laffan	3 nos boilers / 550 CBM	25.06.14
MV HHL Rhine	Mumbai	Vungtau	1170 CBM Project cargoes	07.07.14
MV Sealion	Mumbai	Fujairah	1700 MT Steel sections	12.07.14
MV Sealion	Mumbai	Bander Abbas	2900 CBM Bare pipes	12.07.14
MV Momentum Scan	Mumbai	Muscat	2 x 107 MT Trafos	
MV Han Feng	Mumbai	Manila	720 CBM Project / 1 x 45 MT - 6.25 x 3.56 x 3.10	09.08.14
MV Palmerton	Hazira	Duluth	8800 FRT Project cargo	15.08.14
MV Sea Lion S	Mumbai	Sohar	2 x 107 MT Trafos / 631 CBM / 312 MT	20.08.14
MV Artic Dawn	Mumbai	Antwerp	1 x 90.9 MT - 4320 mm dia x 14305mm Length	20.08.14
MV Atlantic Dawn	Mumbai	Sohar	2 x 86 MT H/Ls	
MV Amavisti	Mumbai	Deliskilisi	600 MT Steel Plates	04.09.14
MV Artic Dawn	Mumbai	Felixstowe	636 CBM	05.09.14
MV Han Yi	Mumbai	Port Kelang	370 cbm Stone crushing units	08.09.14
MV Harisson	Mumbai	Sagunto	4000 MT Gal Coils / 919 CBM	26.09.14
MV BBC Iceland	Mumbai	Hodeidah	3500 CBM Project cargo	28.09.14
MV BSLE Pacific	Mumbai	Sohar	4 x 92 MT Trafos	28.09.14
MV BBC Iceland	Kandla	Antwerp	2 nos H/Ls (109 MT + 86 MT) Tanks	05.10.14
MV Rickmers	Antwerp	Chennai	H/Ls 67 MT / 320	10.10.14
MV Danica Sunrise	Mumbai	Sittwe	2200 FRT Project cargoes	20.10.14
MV Ocean Power	Alexandria	Abu Dhabi	2900 MT Steel pipes	20.10.14
MV Copenhagen	Mumbai	Dar-es-salam	2500 CBM Project	24.10.14
MV Copenhagen	Mumbai	Beira	1426 FRT	24.10.14
MV Harisson	Mumbai	Aqaba	836 CBM Project cargo	24.10.14
MV Harisson	Mumbai	Aqaba	4 x 20' Containers	24.10.14
MV Copenhagen	Mumbai	Lome	574 CBM (Max H/L 110 MT) Trafos	30.10.14
MV Abis Dusavik	Mumbai	Port Kelang	2 x 100 MT Trafos	10.11.14
MV Spikeroog	Mumbai	Tamatave	4 nos Trafos	16.11.14
MV Allied TBN	Goa	Jebel Ali + Hamriyah	30000 MT HRC / HR Sheet	18.11.14
MV Pacific Dawn	Mumbai	Antwerp	1 x 195 MT Trafo	22.11.14
MV Tan Binh 45	Abu Dhabi	Haldia	217 CBM AND 225 PIPES	22.11.14

Commercial Booking

Seatech has been involved in commercial booking for many years. The number of bookings in this segment has been increasing, at a good rate, every year. We have registered a growth of 16.95% in 2014-15 compared to the previous year. We expect to further improve on this and achieve a YOY growth of around 20% in 2015-16.



Port Agency Services

Port Agency Services is a major component of Seatech's service offerings. This segment has grown leaps and bounds every year. This segment achieved a phenomenal growth rate of 32.4% in 2014-15 compared to the previous year. We expect this segment to achieve a healthy YOY growth of around 24% in 2015-16.

