

SEAtrek





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When our CEO was only five, he wanted to be a ship captain...

He set up an entire shipping company instead!

Who we are

Founder Asifur R. Chowdhury's fascination with the sea began years ago. He was inspired by his father's passion for shipping and his leadership that transformed Atlas Shipping Lines Ltd (established in 1966), a pioneer private sector shipping company in Bangladesh, into a major player in the industry. The passion and knowledge passed to the next generation. Under the tutelage of his father, Asifur established Seatrek Trans in Singapore in 1999 and, since then, there's been no looking back. Seatrek today is a leading dry bulk carrier specializing in Handy to Panamax sizes. We offer shipping and logistical solutions through all trade routes, east to west, north to south, and operate to more than 100 destinations. Our key business focus is client customization through reliable and flexible services, and competitive freight rates. This is made possible through our global presence in five international offices - Singapore (Headquarter), UK (London), South Korea (Seoul), Thailand (Bangkok) and Bangladesh (Dhaka). Given the growing demand from our existing clientele, and to cater to new customers, there are plans of setting up several more international offices in the near future.

The 'international' element of the shipping business is further reflected in the team at Seatrek Trans. Comprising of people from over 10 countries, this diversity lends vibrancy to the organization. Each team member brings in a different perspective, yet is unified in their dedication to the customer. As a tribute to the people who have made Seatrek Trans what it is today, the first two new ships acquired were named MV Essence of Seatrek and MV Spirit of Seatrek. Internationalism is the very essence of who we are.

"Do what you do well".

Asifur R. Chowdhury



SEATREK today

CLIENT FOCUS

Seatrek Trans endeavours to meet clients' requirements through flexible service across different time zones. The global network of offices allows us to be accessible to our clients to ensure smooth operations and provide efficient shipping solutions.

We understand the importance of punctuality and provide 24/7 support to ensure smooth logistics whereby all cargoes are delivered on time and in good condition.

CARGO FOCUS

Seatrek's business emphasis is more on cargo than on ships. We have always been long on cargo and this allows us to remain financially stable even when the shipping markets take a plunge.

Our core cargo business comprises mainly of Contracts of Affreightment (COA) although we undertake Voyage Contracts as well. Our vessels sail worldwide on a multitude of trade routes carrying a wide range of cargo such as bulk cement, cement clinker, sea-sand, coal, gypsum, slag, petcoke, logs, alumina, steel products, grain, fertilizers and other products.

MODERN FLEET

Expanding into ownership, we have acquired the latest series of Crown 63 vessels.

These Eco-type ships are built with new generation engines, which significantly reduce their fuel consumption and make them more environment-friendly. The first two ships have been dedicated to our wonderful team that is constantly taking us to greater heights, and in recognition of that they have been named MV Spirit of Seatrek and MV Essence of Seatrek. We own and operate a fleet of modern ships with an average age of not more than 10 years. Total number of ships under our control vary from about 20 to about 40. More information you can find on our website.

LOGISTIC STUDY & ANALYSIS

Seatrek provides market intelligence and local logistics analysis for its customers. This service involves ascertaining the optimum size of vessel required to navigate cargo from port of origin to destination, in order to achieve quick turnaround of vessels.

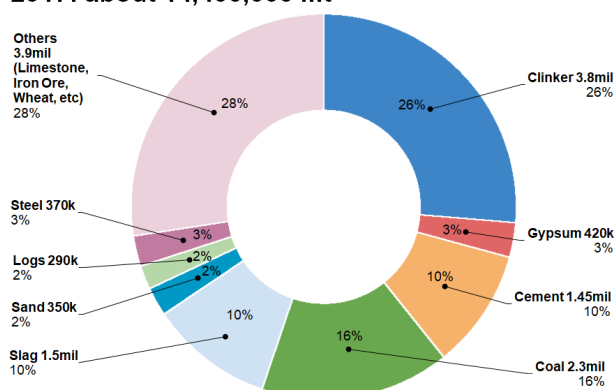
We absorb the risk of exposure for loading and discharging cargo in terms of demurrage by providing CQD (Customary Quick Despatch) for exclusive clients in certain areas as we recognize that it is beyond the capacity and control of our clients. Every client's peace of mind is the cornerstone of our operations.

Apart from being a mere transporter, Seatrek Trans seeks to be a knowledgeable partner to its clients. Market research and logistics analysis is provided as additional services to clients who wish to seek more information about demand and supply of commodities, effective trade routes and identification of newer markets. Requirements for dry bulk goods change according to the needs of different countries and economies, and this information is critical to any dry good manufacturer. Similarly, supply information is vital to buyers as this is the source of their requirements. Seasonality factors are also an important area of analysis that constantly need to be monitored.

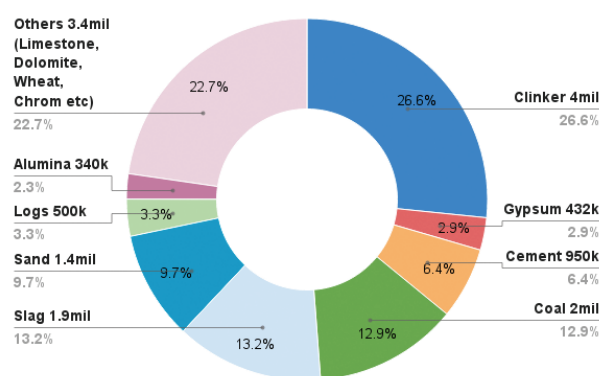
Trades & commodity

In the early years of operations, Seatrek focused on industrial products like cement and cement clinker and subsequently developed interest and expertise in the carriage of a wide range of products. The cargo that we carry today varies from those that require very clean hold standards like alumina, grain or fertilizers to unitized products that require specific types of vessels, extra strong cranes, varied dimensions of cargo holds and attendance of experienced supercargo. We have dedicated teams focusing on specific cargoes, trades and areas.

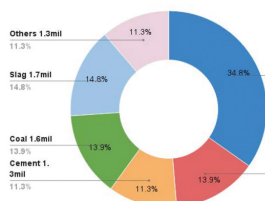
2017: about 14,400,000 mt



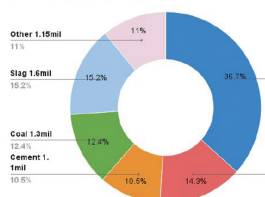
2016 (est): about 15,000,000 mt



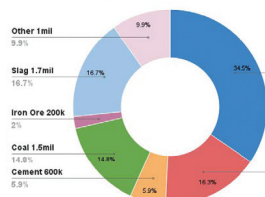
2015: about 11,500,000 mt



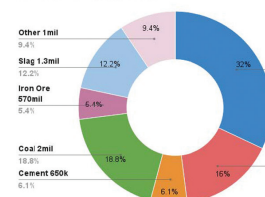
2014: about 10,500,000 mt



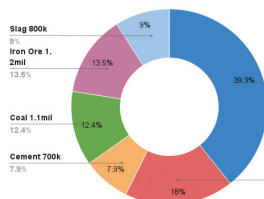
2013: about 10,150,000 mt



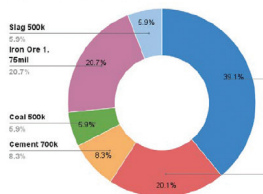
2012: about 10,620,000 mt



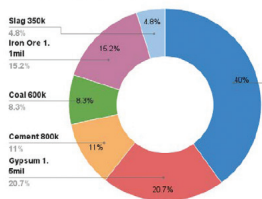
2011: about 8,900,000 mt



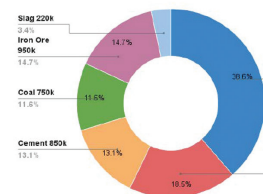
2010: about 8,450,000 mt



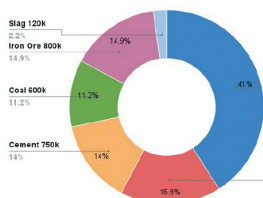
2009: about 7,250,000 mt



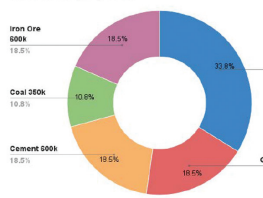
2008: about 6,470,000 mt



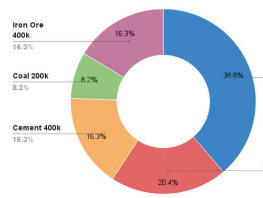
2007: about 5,370,000 mt



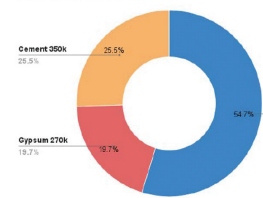
2006: about 3,250,000 mt



2005: about 2,450,000 mt



2004: about 1,370,000 mt





Own fleet

MV 'Spirit of Seatrek'

SDBC BLT JAN 2015
ABT 63,500 MT DWAT ON 13.3M
TPC 62.3
GRT 36,000
5/HO/HA 78984 CBM GRAIN
CRANES 4X36 MT WITH 4X14 CBM
L/B 199.99 /32.26
SPEED/CONS
ABT 14.0 KTS ON 24MT
IFO(380CST-RMG380)
NDAS
ADA



Trade routes

The scale and geographical diversity of our operation enables us to offer cargo services on a wide range of shipping routes across the world – efficiently managed by offices in 5 different time zones.



Risk management

Seatrek believes in the importance of risk management. There lies a need to identify and assess risks at every stage of the business. The risk team vets the counterparty and all available information is taken into account when evaluating risks associated with potential new accounts.

The shipping business is not only about owning ships and transporting cargo. A vital element is risk management. In business parlance, risk management has been described as the process(es) of identifying, assessing, and reviewing risks associated with any service or business. The risk management team at Seatrek is always on their toes to minutely identify all potential risks in respect to the organization, business, client and cargo.

Risk management is a form of resilience strategy, which involves a process to protect self and others associated in the business. Managing risks at Seatrek is through a process of Evaluation-Discussion-Analysis. Though the company management has laid down specifications and boundaries and parameters have been set; there is no one-size-fits-all solution.

Risks, depending upon their nature and severity may be managed in different ways – risk avoidance, risk retention, risk transfer, or in any combination of these. However, all of this is done within the pre-specified limits, with commercial and legal departments intrinsically involved in the process that protects all counterparts.

Investing in logistics

The team at Seatrek believes that on-the-ground operations and facilities are as important as the carriage on the sea to provide a seamless experience for our clients.

BARGES

Self-propelled barges have been acquired by Seatrek Trans in Bangladesh to control the risks that might be incurred by our clients in the discharge of their goods at the port of destination. We are in the process of identifying new investments in terminals to offer extended services to ensure safe and efficient handling of goods.

SHIPYARD

Seatrek Trans, in a joint collaboration with its associate company, Atlas Shipping Lines Ltd, is currently exploring the construction of its own shipyard in Bangladesh to build barges and tugs. It is looking for an experienced partner to collaborate on this exciting expansion that could exponentially ease the logistical pressures of shipping in the region.

FLOATING CRANE

Another exciting plan in the pipeline is to be a pioneer in setting up the first floating crane facility in Chittagong, Bangladesh. This facility, which will be constructed and managed with a partner, will bring about a considerably faster turnaround of vessels in this part of the world.

STOCK PILE

In addition to investing in terminals, Seatrek is identifying stock pile facilities for the convenience of our clients to avoid detention of ships due to untimely discharge of cargo.

Our clients



*It's all about relationships,
regardless...*

Asifur R. Chowdhury

Most of our clients are major manufacturers of multinational companies who have been using our services since Seatrek's inception. This is the greatest validation a company can get from its clients – proof of a long-term fruitful working relationship. Customer-relationship management is of utmost importance and most of our clients are major manufacturers of multinational organizations who have been using our services since Seatrek's inception. This long-term association is the endorsement of a superior and focused customer orientation provided by our team.

Seatrek runs a tight ship to ensure that our clients' requirements take top priority. We aren't a rigid typical bulk carrier company – we provide flexible, value-added customized services to our customers. Clients are unique and we develop a direct working relationship with each one of them. We value and understand their needs.

Contact us

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Mixing business with pleasure



BINOMIO

Through his frequent business trips to Madrid, Asifur R. Chowdhury developed a love for Spanish food and culture. This interest led to the establishment of an elegant restaurant, Binomio, which is listed among the best Spanish fine dining restaurants in Singapore. "Binomio" is a Spanish word for "pair" or "duo" and is reflective of the combination of a tapas bar and fine dining that the restaurant offers.

Chef Jose Alonso, who has worked with celebrity chefs Sergi Arola, Francis Paniego as well as Spain's most celebrated chef, Santi Santamaria, helms the restaurant and ensures the authenticity of the service.

www.binomio.sg

EL TARDEO

Another Spanish venture in Singapore is El Tardeo – a tapas bar with an extensive menu of refined cocktails, catering to modern and traditional Spanish cuisine fans.

www.eltardeo.sg

Mixing business with pleasure

OCEANSCAPE YACHTS

Started in 2010, Oceanscape (Seatrek's associate company) provides chartered luxury yachts in Singapore and Thailand. Galene and Adamo are the first of its kind to sail the waters of the Asia-Pacific. Whether it is a sunset wedding, an indulgent cruise, or just a fun day out at sea, Oceanscape provides its clients memorable moments to cherish.

www.oceanscape.com.sg



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