



# **Qube Maritime**

# **Business Profile**

[www.qubemaritime.com](http://www.qubemaritime.com)

# Qube Maritime: About Us



**W**e specialise in commodity trading throughout the Middle East, Far East, Asia Pacific and African markets, and with our in-house capabilities of delivering logistics and supply chain solutions, we are able to deliver products on-site to our esteemed clients. **QUBE** has trade links with miners, producers, exporters, importers, distributors, traders, brokers, wholesalers and manufacturers all around the world. It is most likely that we can arrange a supplier or a buyer of any product, provided the transaction is substantial and an ongoing business.



## Our Vision:

Leading global supplier of innovative, sustainable and industrial shipping solutions.



## Our Mission:

To create value for our customers and other stakeholders by being a sustainable shipping company.



## Capt. Khan Imdad, Director - Operations

Master Mariner with experience of shipboard operations on board bulk carriers, container vessels, reefer ships, deep sea tugboat over the past **25** years. He is well versed in shipping operations and also dabbles with day to day activities at the commodity trading desk of the Qube group.



## Salim Khan, Director - Business Development

He is the trailblazer of the sales and marketing desk of the Qube group, also handling research and analysis of new projects and existing projects in various fields. His academic credentials include a Bachelor's degree of Arts in Literature & Master degree in Arabic and are proficient with linguistic skills in English, Urdu and Arabic languages.



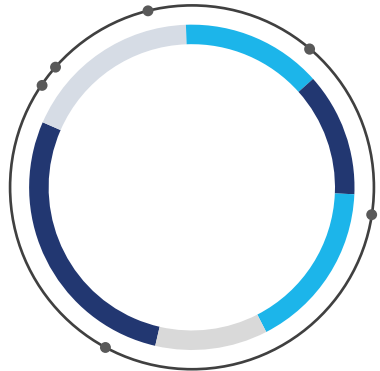
## Yusuf Khan, Director - Technical Chief Engineer

Certificate of Competency from UK MCA and CEC from India with experience on board bulk carriers, container, reefer and ERRV over **25** years, Worked as Technical Manager and Branch head of the shipping company for Six years. He is well versed in Technical Management of vessel, Dry docking, Project cargo well connected with Government agency and classification society.



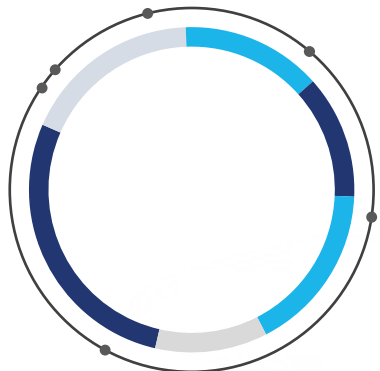
## Capt. Rahul Dubla - Superintendent

Been in shipping industry since 1995, sailed on various types of vessels Multi-purpose, General Cargo, bulk carriers, product tankers, **VLCC** and chemical tankers. Well experienced in preparing ships for major surveys vetting, yard delivery take over, dry docking, implementing procedures on boards for various **ISM, ISPS** audit/ Certification.



## Capt. Abe - Chartering and Insurance

Overall **20 +** years of techno-commercial work experience & operations expertise in project logistics. He is well versed with commercial shipping for bulk & break-bulk cargo. His academic credentials include a Master's degree in economics and management program in logistics & supply chain management from **IIT-Delhi**, India. His professional credentials include fellowship in shipping management and naval architecture from Lloyd's maritime academy, United Kingdom.



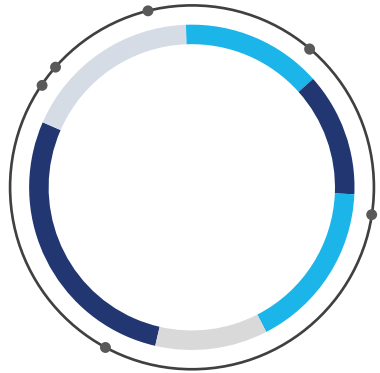
## Capt. Sanjeev Dutt - Consultant Vessel Operation

Master Mariner from **UK MCA** with **32** years' experience on ship and various sector of shipping ashore. Sailing experience of dry bulk and container vessels. Worked as head of Shipping company India Operations. Also headed New Building projects in China and South Korea.



## Rajiv Jangida - Head Coal

Trade Graduate in Mining Engineering from Institute of Technology, **BHU**, (now called **IIT Varanasi**). Mr. Jangida has **31** years of experience of the Mining Industry as well as Business structures, strategy and process as he has been an entrepreneur for a good part of his life. Currently he is Director Marketing of **PT BNP** in Indonesia looking after the exports of Indonesian Coal.



## Nandish Shetty - Geologist

Post graduate Geologist with an experience of **10** years in the industry. Out of this he has specific experience of Indonesian Coal Geology and Mining for the last **5** years and is well versed with the Indonesian Mining scenario, laws and culture

**Qube Maritime Commodities** is committed to providing the highest levels of quality and service to its clients, whilst at the same time maintaining a friendly and personal service. We are also very confident that our prices and our ability to guarantee continuity of supply are undoubtedly first class. We would look forward to the opportunity to expand across geographies and grow our customer base.

## We Trade Dry Bulk Commodities, Majorly -



**Gypsum**



**GBFS**



**Aggregates**



**Coal**



**Bauxite**



**Limestone**

**Qube Maritime** has in-house logistics (shipping) delivering commodities across the globe. At the time of fulfilment, we carefully consider the need and utility of the vessels that we select for carrying out a particular trade. With rigorous planning, superior execution and ultimate control are proven to be the key elements of successful logistics (shipping). We take pride in being focussed towards providing timely and quality service to our end-customers.

## We provide logistics (shipping) through -



**Supramax** - Volume: **50,000** metric tonnes  
Utility: Cross-nation Trades



**Barge** - Volume: **50,000** metric tonnes  
Utility: Coast-line Trades

# Integration Under One Roof

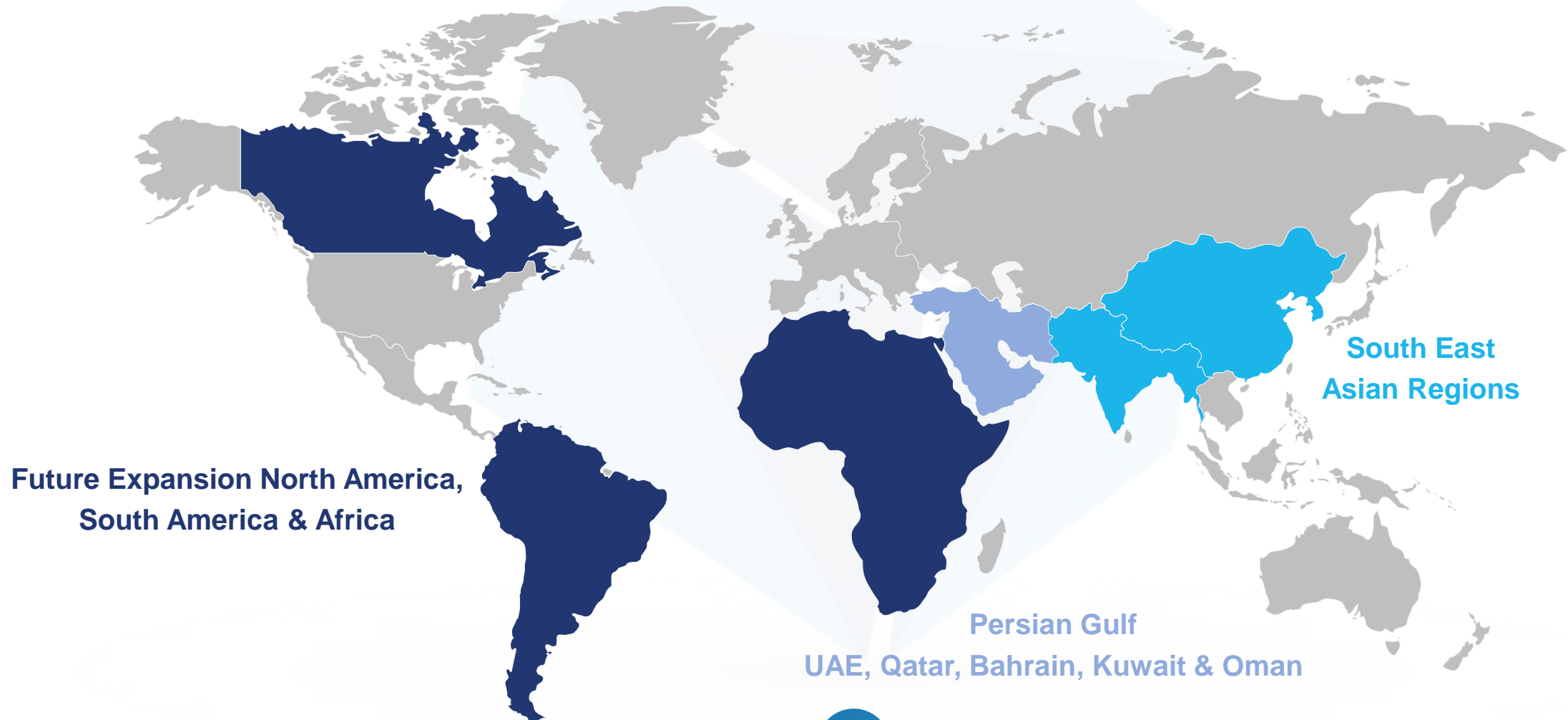
**Qube Maritime** specialises in trading of commodity as well as logistics (shipping) available at hand. This forward integration of business process provides a competitive edge in terms of fulfilling a large number of contracts throughout the year. Qube is able to achieve the advantage over commodity price spread and additional charges incurred on hiring a ship.





# Building Networks

Sailing Across The Globe, We Have Built A Wide Network Of Buyers & Sellers With The Ability To Expand Further And Grow Exponentially.



# Long-term Partnerships

We believe in maintaining recurring business deals with all of our buyers and sellers, hence promoting long-term culture in the organisation. Over the years, we have created partnerships in the form of joint ventures to provide equal benefits to both the parties involved in the trade.



- Segal International Pvt. Ltd was incorporated on **28th** October **2021** with Qube Maritime LLP in partnership with Nivriya International Pvt. Ltd. to control and execute the export of local coal, aggregates, boulders and wheat to Bangladesh by Barges.



- Joint Venture agreement between Qube Maritime and **PT. BNP** in Indonesia, which is registered with both consulates.
- Future plan is to take over **PT. BNP** and become the sole beneficiary of all the trades happening from Indonesia.



- Joint Venture with **MKA**
- Mk Mines and Excavators for Bauxite, Aggregates, Boulders, Manufacturing and fabrication work orders

# Afloat even during **Difficult Times**

At Qube Maritime, we began our operations in June 2019, couple of months before the pandemic hit the entire world. But with our experience and robust buyer-seller network, we were able to clock in revenues even when many major industries were on a stop.



We were able to deliver commodities across borders with higher efficiency and customer satisfaction. We avoided huge capital expenditure, during the time of cost constraints, by sticking to chartering of ships for logistics to fulfill agreed contracts.



With the economy opening up, and increasing demand for commodities, the situation has put us in the perfect position to dominate the market.

## Value of Contracts fulfilled:

- Pre-COVID (2019-2020) – INR 75 lakhs
- During COVID (2020-2021) – INR 1 crores



# Certifications & Licenses

**संपन्न ज्ञाने**


**Government of India**  
Ministry of Commerce and Industry  
Directorate General of Foreign Trade  
Office of the Additional Director General of Foreign Trade, Mumbai  
CGO Office, New Building, SE wing, New Marine Lines, Churchgate, Mumbai

**Importer-Exporter Code**

This is to certify that QUBE MARITIME LLP is issued an Importer-Exporter Code (IEC) AAAFQ8135C with details as follows -

IEC	AAAFQ8135C
स्थाई खाता सं.(पैन) /PAN	AAAFQ8135C
फर्म का नाम/Firm Name	QUBE MARITIME LLP
निगम की प्रकृति /Nature of Concern	Limited Liability Partnership
जारी करने की तारीख/Date of Issue	09/08/2019
पता/Registered Address	306 To 308, FLOOR-3,PLOT-24,KAY BUILDING,,WALCHAND HIRACHAND MARG, BALLARD ESTATE,MUMBAI,MUMBAI,MAHARASHTRA,400001
धारक का नाम / Name of the Signatory	Mohammad Salim Khan
Director / Partner Details	Refer online at <a href="https://dgft.gov.in">https://dgft.gov.in</a> or scan the QR Code
शाखा/दुकान/Branch Details	Refer online at <a href="https://dgft.gov.in">https://dgft.gov.in</a> or scan the QR Code

Last Modified : 13/09/2021  
File Number : MUMIECPAMEND00049444AM22



Note : This is a system-generated certificate. Authenticity / Updated details of the IEC can be checked at official DGFT website <https://dgft.gov.in> by entering the IEC and Firm Name under Services > View Any IEC Details. You can also authenticate the certificate by scanning the QR code.

भारत सरकार  
Government of India  
सूक्ष्म, लघु एवं मध्यम उद्यम मंत्रालय  
Ministry of Micro, Small and Medium Enterprises

**UDYAM  
REGISTRATION CERTIFICATE**

Our small hands to make you LARGE

<b>UDYAM REGISTRATION NUMBER</b>	UDYAM-MH-19-0014605																														
<b>NAME OF ENTERPRISE</b>	M/S QUBE MARITIME LLP																														
<b>TYPE OF ENTERPRISE *</b>	<b>MICRO</b> (MICRO During Previous Financial Year)																														
<b>MAJOR ACTIVITY</b>	SERVICES																														
<b>SOCIAL CATEGORY OF ENTREPRENEUR</b>	GENERAL																														
<b>NAME OF UNIT(S)</b>	S.No. Name of Unit(s) 1 M/S QUBE MARITIME LLP																														
<b>OFFICIAL ADDRESS OF ENTERPRISE</b>	<table border="1"> <tr> <td>Flao/Door/Block No.</td> <td>306 TO 308,3RD FLOOR</td> <td>Name of Premises/ Building</td> <td>PLOT-24, KAY BUILDING</td> </tr> <tr> <td>Village/Town</td> <td>MUMBAI</td> <td>Block</td> <td>WALCHAND HIRACHAND MARG</td> </tr> <tr> <td>Road/Street/Lane</td> <td>BALLARD ESTATE</td> <td>City</td> <td>MUMBAI</td> </tr> <tr> <td>State</td> <td>MAHARASHTRA</td> <td>District</td> <td>MUMBAI, Pin 400038</td> </tr> <tr> <td>Mobile</td> <td>9808999322</td> <td>Email:</td> <td>salim.khan@outlook.com</td> </tr> </table>	Flao/Door/Block No.	306 TO 308,3RD FLOOR	Name of Premises/ Building	PLOT-24, KAY BUILDING	Village/Town	MUMBAI	Block	WALCHAND HIRACHAND MARG	Road/Street/Lane	BALLARD ESTATE	City	MUMBAI	State	MAHARASHTRA	District	MUMBAI, Pin 400038	Mobile	9808999322	Email:	salim.khan@outlook.com										
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<b>NATIONAL INDUSTRY CLASSIFICATION CODE(S)</b>	<table border="1"> <thead> <tr> <th>S.No.</th> <th>NIC 2 Digit</th> <th>NIC 4 Digit</th> <th>NIC 5 Digit</th> <th>Activity</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>50 - Water transport</td> <td>5012 - Sea and coastal freight water transport</td> <td>50120 - Sea and coastal freight water transport</td> <td>Services</td> </tr> <tr> <td>2</td> <td>50 - Water transport</td> <td>5022 - Inland freight water transport</td> <td>50220 - Inland freight water transport</td> <td>Services</td> </tr> <tr> <td>3</td> <td>52 - Warehousing and support activities for transportation</td> <td>5224 - Cargo handling</td> <td>52241 - Cargo handling incidental to land transport</td> <td>Services</td> </tr> <tr> <td>4</td> <td>52 - Warehousing and support activities for transportation</td> <td>5224 - Cargo handling</td> <td>52242 - Cargo handling incidental to water transport</td> <td>Services</td> </tr> <tr> <td>5</td> <td>74 - Other professional, scientific and technical activities</td> <td>7400 - Other professional, scientific and technical activities n.e.c.</td> <td>74009 - Other professional, scientific and technical activities n.e.c.</td> <td>Services</td> </tr> </tbody> </table>	S.No.	NIC 2 Digit	NIC 4 Digit	NIC 5 Digit	Activity	1	50 - Water transport	5012 - Sea and coastal freight water transport	50120 - Sea and coastal freight water transport	Services	2	50 - Water transport	5022 - Inland freight water transport	50220 - Inland freight water transport	Services	3	52 - Warehousing and support activities for transportation	5224 - Cargo handling	52241 - Cargo handling incidental to land transport	Services	4	52 - Warehousing and support activities for transportation	5224 - Cargo handling	52242 - Cargo handling incidental to water transport	Services	5	74 - Other professional, scientific and technical activities	7400 - Other professional, scientific and technical activities n.e.c.	74009 - Other professional, scientific and technical activities n.e.c.	Services
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<b>DATE OF UDYAM REGISTRATION</b>	12/10/2020																														

\* In case of graduation (upward/reverse) of status of an enterprise, the benefit of the Government Schemes will be availed as per the provision of Notification No. S.O. 2119(E) dated 26.06.2020 issued by the Mo MSME.

Disclaimer: This is computer generated statement, no signature required. Printed from <https://udyamregistration.gov.in> & Date of printing:- 28/09/2021

For any assistance, you may contact:

- District Industries Centre: MUMBAI CITY (MAHARASHTRA)
- MSME-DI: MUMBAI (MAHARASHTRA)

**BE A CHAMPION**

**ABS Quality Evaluations**  
An ABS Group Company

<b>Company Name</b>	Qube Maritime LLP		
<b>Date of Proposal</b>	August 07, 2021		
<b>Address</b>	306/307, K' Building, Walchand Hirachand Marg, Ballard Estate, Mumbai -400001, Maharashtra, India		
<b>Additional Locations</b>	NA		
<b>Contact Name</b>	Mr. Salim	<b>Email</b>	info@qubemaritime.com
<b>Standard(s)</b>	ISO 9001:2015	<b>Accreditation(s)</b>	ANAB
<b>Surveillance Frequency</b>	Annual	<b>Certification Structure</b>	Single Site
<b>Employee Count</b>	05	<b>EAC/NACE</b>	74.8 & 63.2
<b>Scope of Certification</b>	Provision of Services related to Ship Owning, Chartering of Vessels & Vessel Surveys, Vessel Management & Import/Export of Bulk, Break Bulk & General Cargo		
<b>Audit Time Basis</b>	IAF MD 5:2019		
<b>Notes &amp; Considerations</b>	Nil		



**Qube Maritime**

**Thank You!**