



# COMPANY INFORMATION



**SUPERMARITIME GROUP**



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## Table of Contents

1	History Supermaritime Group .....	3
1.1	Locations.....	3
1.2	African Presence.....	4
2	SEN Energy Shipping – Senegal.....	5
2.1	SenEnergy’s Vision .....	5
2.2	SenEnergy’s Mission and Values .....	6
2.3	Customer base & Experience.....	6
2.4	Services offered by SenEnergy .....	6
3	Supermaritime Group’s Global Service offering.....	9
3.1	Marine and Vessel Agencies .....	9
3.2	International Freight Forwarding & Local Logistics Services.....	10
3.3	Stevedoring & Marshalling Yard Management.....	11
3.4	Oil & Gas / Offshore Marine division.....	14
3.5	West Africa Cargo Services (WACS).....	15
3.6	Cargo Vessel Chartering & Brokerage .....	16
4	Supermaritime Group’s Competitive Service Offering.....	18
5	Contact details .....	19



## 1 History Supermaritime Group

In 1987 a ship-agency group under the management of International Inspection and Control Company SGS was formed by opening Marine Agency offices in Nigeria and Ghana. In the years that followed the agency group steadily built its network in West-Africa and beyond. Through a management buy-out the current management acquired the company's assets in 1997, and renamed it Supermaritime Group. The senior management has since expanded the company extensively, and has maintained the highest standards that were so customary for its one-time Swiss owners.

Throughout our history, the Supermaritime group has focused on creating new value in the Maritime and Logistics industries. Our core competencies; Marine Agencies, Local Transportation Solutions and Freight Forwarding Services are built from successfully integrating some of the industry's best resources and competencies into a cohesive global entity. Supermaritime has in the past 30 years expanded its office network to encompass over 35 offices in 17 countries. Our global team of over 350 Marine Agency and Logistics experts take pride in providing our customers with the best practices available over a variety of specialized industries. In 2005 the group obtained ISO 9001-2000 quality certification, which has since been recertified to include ISO 9001-2015 certification. Supported by its Microsoft Dynamics 'Axapta' operating system the group is able to competently administratively manage its complex international operations.

### 1.1 Locations

Supermaritime offer services through its own network as shown below. In those countries where the group does not operate its own offices, it works with reputable sub-agents of good standing.

#### **Europe:**

Switzerland:	Lausanne (Corporate Office),
Netherlands:	Rotterdam (Global Sales-Office/Operations Management), Vlissingen (Stevedoring / Global Marshalling Yard for Angola),
Portugal:	Lisbon (Vessel chartering and Operations),
Russia:	St Petersburg.

#### **Africa:**

Senegal:	Dakar
Ivory Coast:	San Pedro, Abidjan,
Ghana:	Accra, Takoradi, Tema,
Togo:	Lome,
Benin:	Cotonou,
Nigeria:	Lagos, Abuja, Port Harcourt, Calabar, Warri
Cameroon:	Douala, Limbe,
Sao Tomé & Príncipe:	Sao Tomé,
Angola:	Luanda, Soyo, Lobito
South-Africa:	Cape Town, Durban, Johannesburg
Mozambique:	Beira, Maputo, Nacala, Pemba
Democratic Rep. of Congo:	Lubumbashi.

Partners in all nearly all other countries – including Mauritania:

#### **South-America:**

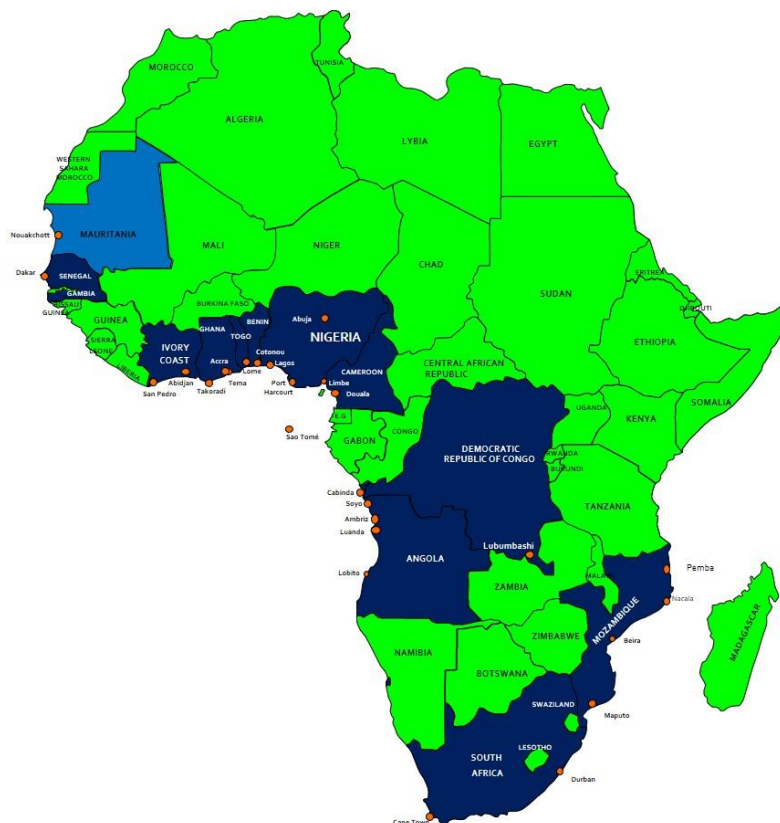


Brasil: Rio Grande, Porto Alegre,  
Argentina: Buenos Aires, San Lorenzo, Rosario.

## 1.2 African Presence

Though recognized as a global provider of ship's agency and maritime logistics services, the Supermaritime group is particularly proud of its services offered on the African continent. Our group has held a presence on the continent for more than two decades and is positive about our future in Africa in the short, medium and long term. Our expansion in Africa has provided evidence of our commitment to grow the trade with the countries that we currently operate in. Shown hereunder you will find a detailed overview of our African locations.

Many of our offices, in particular in Sub-Saharan Africa, lie in areas of highly distinct national and regional cultures. As well as different languages, there are also clear differences in strategic and operational business practices across Western and Southern Africa, which is where a large part of our business is transacted. There is one common denominator that binds all our offices together, and that is the well communicated management directives (including our code of conduct) and coordination of our activities through Supermaritime's global sales and operations office in Rotterdam, the Netherlands.



We strive to understand and respect the cultural values wherever we operate. In many countries and regions where our company is active – we prefer to employ local and native employees, and as a result, in many locations our company is recognised as an indigenous business entity. Our employees and management communicate extensively with the communities in whose areas we operate. This is a responsibility we take seriously and it equally provides us with an opportunity to be a positive force for local good. In all our operations - often in hostile and challenging environments - we aim, wherever possible, to use our core competencies to help tackle local community issues where we can make a positive difference.



## **2 SEN Energy Shipping – Senegal**



SenEnergy Shipping S.A. is an owned subsidiary of the Supermaritime group, and was founded in Dakar, Senegal in October 2018. The company is operated by an experienced team of industry professionals. SenEnergy operates an office in the port of Dakar, and offers ship agency and logistics services to local and international customers.

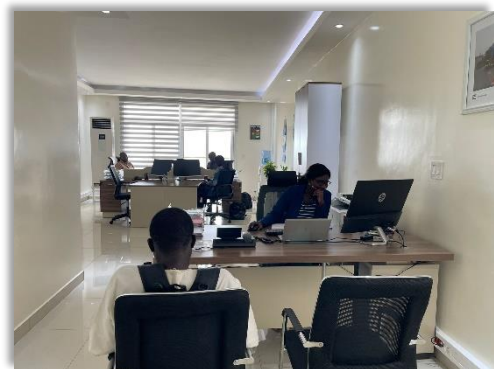
Many companies are focused on winning as many contracts as possible and getting as much work done as possible. Although it is important to strive for operational efficiencies and finding ways to streamline processes, at SenEnergy we also believe that quite often having large volumes of business and trying to still create operational efficiency is the exact opposite of a quality customer experience.

At SenEnergy we will never sacrifice personalized customer support for an increased volume, and for a fact we know that our customers appreciate this as one of our core values. Trust is the cornerstone to all customer experiences, even more so in shipping, logistics and marine agency services. It cannot be built in a day, but it can be destroyed quickly. Focusing on each (key) customer individually instead of rushing to get things done for a multitude of customers has helped our group to grow and has helped create a long-term relationship of trust. This high level of trust is what SenEnergy's operational team and management enjoy with all of its clients. With the experienced team that SenEnergy has in place in Dakar, we have laid the foundation for an expansion of activities in Senegal.



SenEnergy in Dakar consists of a young but experienced group of shipping and logistics professionals. The management of the Supermaritime group is proud to have been able to attract the best human resources in the local industry, and encourages the employment of young industry professionals as they:

- are always looking to improve processes (innovation and improvement are cornerstones);
- welcome change (for the good);
- are inspiring (to others in the company);
- are focused on results (for both our company and our clients);
- extend and stretch goals (are ambitious and eager to guarantee 200% customer satisfaction).



### **2.1 SenEnergy's Vision**

At SenEnergy we are a team of industry professionals offering unparalleled expertise in managing shipping and logistics requirements in the highly complex oil & gas and offshore industries in Senegal. Empowered by our commitment towards service quality, reliability and cost effective solutions adapted to meet the changing needs of our customers.





Guided by our core values of Excellence, Integrity and Responsibility we promote synergy in the pursuit of sustainable growth and development. We continuously strive to expand our global service portfolio and at the same time maintain our high standards in customer service and dedication to our daily work and endeavour to become a leader in the maritime logistics and vessel agency industries in Senegal by providing superior logistics and maritime support services through our network of offices and strategic alliances.

## **2.2 SenEnergy's Mission and Values**

Our business transactions are based on trust; we are committed to the highest standards of professionalism and our business code of ethics. We believe in transparency as the foundation of our ambition to create lasting value, upholding the interests of our clients, employees and the communities where we operate. We act with a sense of urgency, to demonstrate our ability to respond to client needs with real, tangible and pro-active solutions that strengthen customer confidence and reinforce our market credibility. We value our diverse, talented Senegalese workforce and inspire them to achieve their fullest potential and provide opportunities for their future. We aim to make a mark in the logistics and vessel agency industries creating milestones that will make us a brand trusted and recognized for our first in class services. We pursue excellence in the way we do business by doing it first, doing it right and doing it best!

## **2.3 Customer base & Experience**

Although SenEnergy is a start-up company in Senegal, the staff that our group has employed is well experienced in providing vessel and marine agency services in Senegal. Jointly they have provided services to a large variety of national and international customers for the past decade.

As advised previously, all employees of Supermaritime Group vow to provide the highest level of customer service and to prioritize work safety, and are supported by the local and corporate management in these efforts. Our business approach is and will always be flexible, transparent, and proactive. The staff of SenEnergy in Dakar anticipates the needs of our customers to ensure they manage risk, save time, and work within their budgets.

## **2.4 Services offered by SenEnergy**

The services provided by SenEnergy are performed in accordance with the group's stringent Health, Safety and Environmental policies and the group's code of conduct and ethics policy, and include:

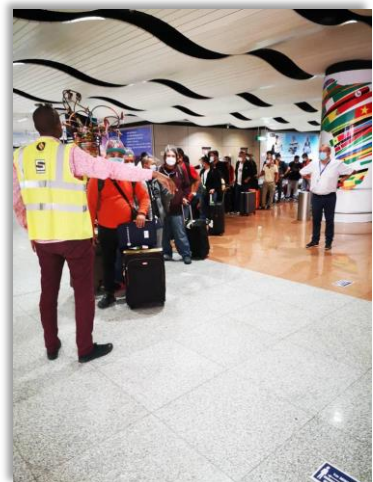
- Port / Marine agency services for all vessel types
- Local procurement services / ship's chandling
- Husbandry Services; airport meet & greet services, accommodation / travel services incl. visa) and personnel transportation
- Medical Services through reputable clinics: PCR testing, Body temp. checks, etc.
- Car / Bus / Helicopter rentals (short & long term)
- Managing offshore support vessel (seismic/security) and offshore construction & drilling service requirements / agencies
- Supplyvessel / crewboat transportation / chartering services
- Local supply chain and cargo transportation management services (3PL)
- Import and Export Customs clearance services



- Local warehousing and distribution services, including container stripping/stuffing
- Container transportation and general cargo transport through the use of approved subcontractors
- Yard Management Services and local storage solutions including provision of local (skilled) personnel to manage the yard / warehouse
- Project administration including daily reporting / dedicated (expatriate) project management.



**Supermaritime Husbandry / Meet & Greet Services at Dakar Blaise Diagne int. airport**



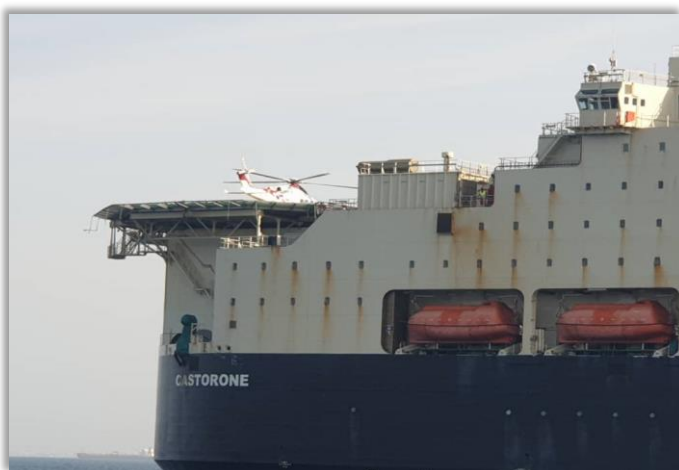




**Supermaritime Husbandry Services / meet & greet at Dakar Heliport**



**Supermaritime transportservice to vessels operating offshore in Senegal**







### **3 Supermaritime Group's Global Service offering**

The Supermaritime group offers a variety of maritime and logistics services to various industries in multiple geographies. The portfolio of customers includes various blue chip companies as well as a variety of smaller and medium size companies and vessel owners in multiple industries. Detailed references are available upon request.

#### **3.1 Marine and Vessel Agencies**

Marine and Vessel agencies form a large part of our service offering and we are proud to offer our customers first class marine agency services at cost effective fees and favourable local charges. Over the years, we have built strong relationships with port authorities and cargo interests to ensure the smooth and timely berthing and dispatch of principals' vessels. Our professional, experienced and qualified management and operations staff are trained to have a proactive and forward thinking approach. This ensures that potential problems are anticipated and acted upon before they can escalate.

Our service starts with offering you a fast and accurate reply on your Pro Forma Disbursement Account request. Supermaritime's local office will inform you on up-to-date port conditions, berth restrictions, local port regulations, important local weather influences, load and discharge methods, estimated duration of the port call and a competitive estimation of port and cargo expenses. The Supermaritime agency control tower in our global operations office in Rotterdam will monitor the services and operations.

With a strong local presence in the various countries Supermaritime handles over 3000 port calls per year, and offers:

- Marine Agency Services for all types of vessels with expedient port calls that include:
  - Vessel clearances and port / midstream call support services, including ship to ship operations
  - Stevedoring assistance
  - Cost effective local procurement and ship handling access
  - Spare part logistics and handling
  - Industry Specialization; refrigerated cargoes, Oil & Gas/Offshore, liquid and dry bulk, etc.)



- Husbandry Services:
  - Crew Changes – personnel transportation, incl. aircraft chartering
  - Airport Meet & Greet Services
  - Travel Support (airfares)
  - Launch / crewboat & helicopter hire
  - Letters of invitation and Visa applications



- Temporary Work Permits
- Accommodation and local housing



### **3.2 International Freight Forwarding & Local Logistics Services**

The transportation and logistics industry has evolved into an environment supported by a wide variety of service providers, who are successfully delivering a full complement of services – air, ocean, ground, brokerage and logistics – in an integrated package. More and more of our customers are seeking to consolidate their vendor base as a means to limit administrative responsibilities and maximize costs and efficiencies, while building long-term relationships.

At Supermaritime, we recognize the need to drive profit through performance to achieve the lowest total cost of goods and services for our customers. As a focused and dedicated logistics provider, our flexible business model is recognized for its success by many of our – often maritime industry related - clients.

Supermaritime leverages its broad range of services and geographic presence in key areas such as Western and Southern Africa to foster and expand relationships with new and existing customers. Our Company's industry professionals use these resources to deliver transportation and logistics solutions and improve supply chain performance.

Timely and accurate information is essential for our customers to succeed and expand in today's marketplace. Having served the maritime industry with global vessel agency services since 1987, our robust forwarding solutions take this key element of our industry into serious consideration.

Forwarding solutions are offered on an international level, offering cross trade solutions in addition to our local solutions in the various countries in which we operate. We encourage and support the development of standard operating procedures, and based on ISO 9001-2015 principles, our Company redefined formal quality improvement processes. Using these processes along with a highly motivated staff, Supermaritime maximizes efficiencies throughout the supply chain and drives customer service initiatives.



The Company's global network of over 35 offices in over 17 countries provides the foundation of Supermaritime's international freight forwarding operations. While the Company uses commercial airlines, air cargo carriers and ocean vessels for international forwarding, customers can also take advantage of Supermaritime's value-added services such as



import/export documentation, export packing and crating, cargo assembly / marshalling, consolidation. Our Clearing & Forwarding Services in Africa are managed and supervised by an experienced team of Supply Chain Professionals which is based in our Global Operations office in Rotterdam, the Netherlands.

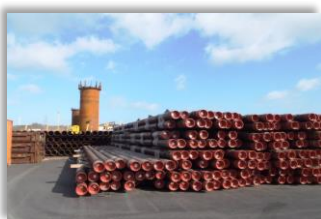
An overview of our Supply Chain Services is provided below:

- Local and International Freight Forwarding and Transportation Services, including seafreight and airfreight solutions and customs clearance. With a strong focus on local ship's spares logistics, the group additionally offers logistics services to both local and multi-national customers in many of the 17 countries that it operates in.
- Import and Export Customs Clearance, including placement of customs bonds
- Local (Pan-African) Supply Chain Programs / dedicated account management for local and multi-national companies
- Local Transportation and distribution Services with owned equipment in several countries
- Warehousing and Storage (Yard) Services
- Air- and seafreight import and export / freight forwarding services
- Ship's Spares in transit services (also in various countries in Africa)
- Local procurement services in certain countries / geographies.
- Project freight Forwarding / Heavy-Lift Transportation



### **3.3 Stevedoring & Marshalling Yard Management**

These services include Project Warehousing, Lashing and Securing Services, Pipe Yard Management. In the ports of Takoradi, Tema, Abidjan, Douala, and Cotonou these services are performed by Supermaritime subsidiaries and their sub-contractors. In the Netherlands the portfolio of stevedoring services is performed by the group's wholly owned subsidiary Supermaritime Nederland BV, centrally located in the deep-sea port of Vlissingen, the Netherlands.



Supermaritime Nederland BV, although recognized as a medium sized stevedoring and cargo handling company, is renowned for its expedient and personalized service and moreover, its Health and Safety conscious handling of cargoes. The company is proud to serve as a global marshalling yard for one of the top 3 Global Multinational Oil Companies for its upstream activities in Angola (currently the largest oil producing country in (West) Africa). A highly flexible work workforce with strong ethics, short communication lines, an excellent health & safety

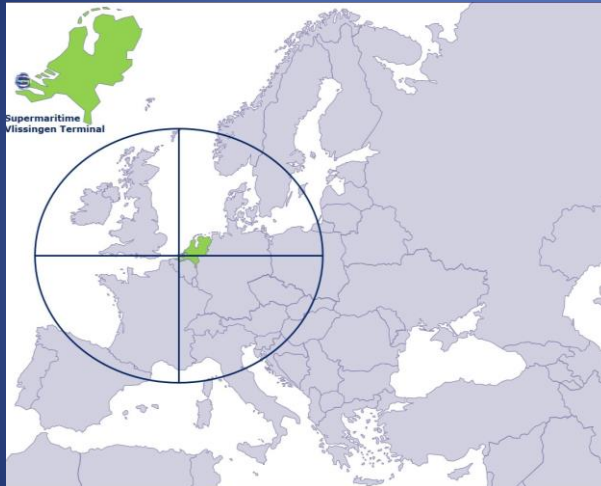




record, coupled with a powerful warehouse management tool, allow the company to deliver first class services to its local and international customer base.

**With effect of April 1<sup>st</sup> 2013 Supermaritime Nederland BV has moved to a newly built terminal, with its own – dedicated – deepwater quayside in the port of Vlissingen in the South-West of the Netherlands.**

## Vlissingen in European Perspective



### Advantages Vlissingen Port:

- Premium Safety Culture
- Local – experienced and highly motivated workforce
- Total 2400 Hectares Port Area
- Max. 16,5m draught
- Direct access to North-Sea with no river / lock navigation required
- No Port / Terminal Congestion
- Attractive port charges for shipowners
- Excellent hinterland connections by barge / rail / road

### Distances by road to Vlissingen:

- |   |   |
|---|---|
| • Antwerp Seaport: 45 mins / 62 kms       | • Paris CDG Airport: 3h 30 mins / 331 kms |
| • Rotterdam Seaport: 1h 20 mins / 120 kms | • Frankfurt Airport: 4h 30 mins / 454 kms |
| • Brussels Airport: 1h 20 mins / 121 kms  | • London Heathrow: 5h 21 mins / 429 kms   |
| • Amsterdam Airport: 1h 56 mins / 184 kms | • Aberdeen Airport: overnight / ferry     |

21







**The services of Supermaritime Nederland BV include:**

- **Stevedoring (vessel handling)**

- Stevedoring and cargo handling operations for regular (breakbulk) liner services and tramp / project cargo vessels in Vlissingen port
- Direct access to the North Sea / no river navigation required
- 240m quayside, which can be extended to 500m
- Draft access for oceangoing vessels: 8 to 14 meters LLWS
- 1 x 200ts, 1 x 100ts and 1 x 20ts mobile cranes
- Various types of handling equipment and forklift trucks incl. 2 reach-stackers of 30ts SWL capacity
- CCTV security supervision (24/7) with remote internet access; the terminal is a completely security controlled area, fenced and gated
- ISPS certified / Accepted Economic Operator (AEO) approved by Dutch customs



- **Project Warehousing, Container Stuffing and Stripping and Outside Storage**

- 12.600 sqm warehouse (portside) capacity with following characteristics:

- Heavy duty floor strength: 10ts per sqm
- Large waterfront door with a door-opening of 15m width and 8m height to allow covered storage of heavy-lift cargo
- Container stripping/stuffing/lashing capabilities
- 2 dock-shelters
- 24m truck weighbridge
- Checking and receiving area (line item checking)
- In-house Packing and Crating facility
- Additional off-site project storage space available (5000 sqm)



- 60.000 sqm outside storage space / marshalling yard area
  - Pipeyard
  - Container storage yard and handling facility
  - Assembly area
  - Marshalling Yard

#### • Lashing and Securing

- Experienced & qualified personnel, handling general cargo, cars, drill-pipe/casing, project cargo and containers.
- Our Lashing & Securing crews also offer onsite lashing / securing services at client premises in Holland and Belgium.



#### • Labour Outsourcing

- Qualified dockworkers in Vlissingen port; hatch-men, fork-lift drivers, tugmasters, reachstacker drivers, lashers, stowers, tally clerks or warehousemen. Supermaritime Nederland BV is VRO (Vereniging tot Regulering Onderaanneming) certified for its labour outsourcing services.

### 3.4 Oil & Gas / Offshore Marine division

The Supermaritime group has in-house capabilities as an Integrated Project Logistics Services provider, specializing in Oil & Gas / Offshore Marine logistics, chartering, and Offshore (Support) Vessel agency services in West-Africa.





Our Oil & Gas / Offshore team operates Oil & Gas Logistics activities in most of the group's locations in Africa. For certain projects an exchange and sharing of competencies is put in place between the various divisions within the group. The group's operations and sales office in Rotterdam serves as a back-office to the world-wide operations and supports the various divisions in administrative functions such as invoicing, accounting, human resource, and project management.



At Supermaritime we recognize the very specific needs and often time restrictive requirements of our Oil & Gas and Offshore customers. As a result of our historic footprint in Africa, our operators and management have a keen eye for the 'need for speed' and the requirement for reliable and compliant delivery services in often difficult and hostile environments. Our group has agreements in place with reputable security and service companies and can offer our clients a full portfolio of supply chain service for the Oil & Gas / Offshore industries.



The Supermaritime Group's Health, Safety, Environmental (HSE) and Compliance policies have been acknowledged and accepted by the multi-national customers that the company works for.



Our group has agreements in place with reputable oil & gas and service companies and can offer our clients a full portfolio of supply chain service for the Oil & Gas / Offshore industries.

The Supermaritime group has a proven experience in handling multi-year EPCI project logistics support services in the offshore construction industry in Sub-Saharan Africa. Our company is proud to have a large portfolio of both local and international clients in the Oil & Gas / Offshore Exploration and Production (construction) industries.

### **3.5 West Africa Cargo Services (WACS)**

Supermaritime Logistics BV, Rotterdam, are the General Agents for West-Africa Cargo Services (WACS), a vessel operating company that runs a two-weekly breakbulk and container service between Lisbon (Southern-Europe) and Sao Tomé (West-Africa), where the group has established a line-representative office.



The service has been in operation since 2001 with 3 small multi-purpose – geared vessels – with a DWT up to 7000ts, which offer a lifting capacity between 45 and 95tons (tandem operations). Due to the shallow draft of the vessels, the service is able to call at ports with draft restrictions and limited quayside length. Regular ports of call include: Dakar, Conakry, Abidjan, Takoradi, Tema, Cotonou, Onne Port/Port Harcourt, Sao Tomé, Lobito, Cabinda, Soyo, and Luanda.



With a fleet of over 1000 dry van containers, the line is able to offer containerized cargo services for the trade routes to and from Sao Tome, in addition to its breakbulk cargo services. Coastal feeder services in West-Africa, can be offered both in northbound and in southbound directions.

### **3.6 Cargo Vessel Chartering & Brokerage**

Being a maritime logistics provider in the widest sense of the word, the Supermaritime group is able to offer to offer cargo vessel chartering services for western, southern and eastern African destinations.

Supermaritime's Chartering division offer a range of services from assistance in drawing up contracts of affreightment and negotiating charter parties, arranging bunkering and voyage planning, as well as managing the appointment of agents, stevedores and shore service providers where necessary.



The group is able to offer clients oceanfreight solutions ranging from simple space and slot bookings through to voyage and time charters and provides full post fixture and voyage management services. In order to ensure that the widest possible selection of freight opportunities are available to clients, Supermaritime has developed a communication network of shipowners, managers, fellow charterers, brokers and agents around the world so that the most timely and cost effective solution quickly can be identified.





In turn, Supermaritime's charter division has developed relationships with vessel owners looking to optimise vessel utilisation along the African seaboard and we are a first choice supplier with numerous worldwide shipowners who are looking to procure cargoes in our geographical areas of specialty.

Supermaritime group is at a regular basis requested by some of its Oil & Gas / Offshore customer base to provide offshore vessel support services in Sub-Saharan Africa.

In this highly competitive market, Supermaritime offers to a select group of clients offshore support vessel chartering and offshore vessel operating services on a voyage or time charter basis. The Supermaritime chartering division works with a limited group of professional offshore support vessel owners, brokers and operators and is able to offer a diverse range of offshore support vessels and barges of various qualities. We are able to provide our clients with competitive pricing and are often regarded by our clients to be the one stop shop for their full scope of maritime logistics service requirements.

Our team comprises individuals with extensive chartering experience giving us a good knowledge of operational issues. We are completely independent with no agency agreement with any vessel owners in place. As such, we guarantee a totally transparent and impartial service.

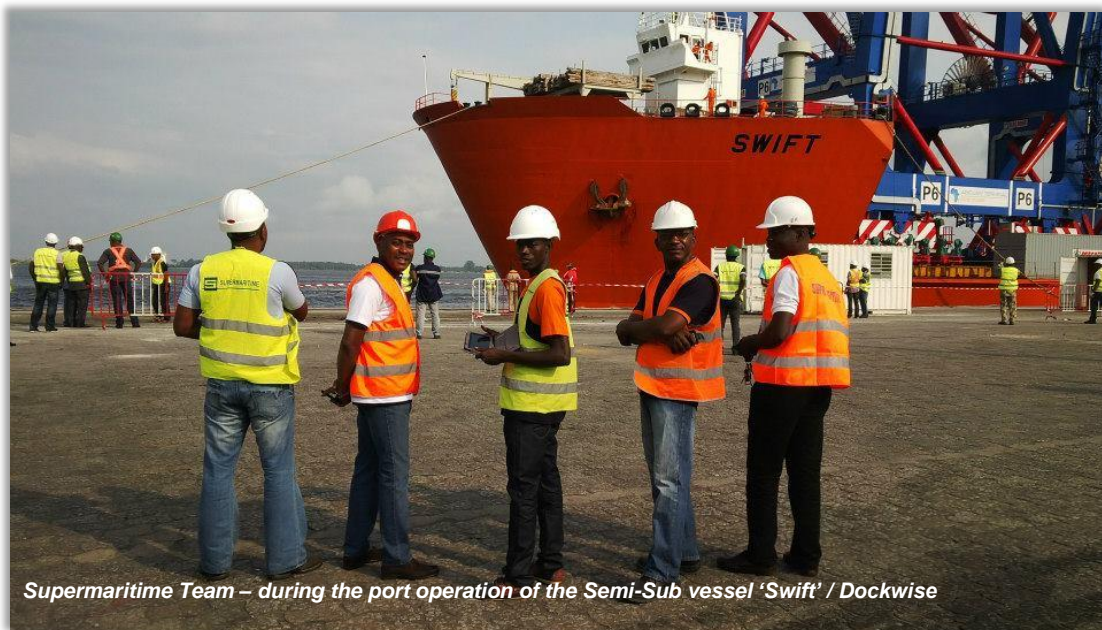




#### **4 Supermaritime Group's Competitive Service Offering**

A critical success factor for the Supermaritime Group has been effective cross-cultural communication and collaboration. We recognize that as our client's chosen Marine Services and Logistics Partner we must ensure that outstanding results are consistently achieved through the cross-culture flow of best practices, knowledge, learning and expertise. Our offices are consistent in offering principals dedication to outstanding customer service, at a very professional level.

With a footprint in Africa that stretches over 2 decades, our company has always strived to provide a competitive, but at the same time safe and professional environment for our local and expatriate employees. With a large number of nationalities represented within our company (+20), and a workforce that holds a fair share of female employees, we foster diversity, and recognize that our people are our most valued assets.



Many of our offices, in particular in West-Africa, lie in areas of highly distinct national and regional cultures. As well as different languages, there are also clear differences in strategic and operational business practices across Western and Southern Africa, which is where a large part of our business is transacted. There is one common denominator that binds all our offices together, and that is the well communicated coordination of our activities through Supermaritime's global sales and operations office in Rotterdam, the Netherlands.

Through this centralized approach, our local offices can enjoy the expertise and experience of the Rotterdam management team in establishing long- and short-term planning, quick decision-making, information sharing, negotiating contracts, but foremost the ability to swiftly solve problems for our principals during port stays of their vessels. Our group's experience in successfully managing marine agencies and local logistics across Africa, Europe, and South-America proves that a proactive approach to managing cultural differences generates a positive impact on performance.

The Supermaritime employees look forward to serving your needs and remain at your disposal for any queries that you may have.



## 5 Contact details

### **Visit address Supermaritime Global Sales & Operations Office:**

Groot Handelsgebouw – A2 / suite 202-206  
Stationsplein 45  
3013 AK Rotterdam - The Netherlands

### Vessel Agencies / Maritime Logistics:

Alexander Moen  
Tel.: +31-10-2177145 (VOIP direct)  
E-mail: [amoen@supermaritime.com](mailto:amoen@supermaritime.com)

### Global Freight Forwarding:

Lars van der Ree  
Tel.: +31-10-2249902 (VOIP direct)  
E-mail: [lvdree@supermaritime.com](mailto:lvdree@supermaritime.com)

### Oil & Gas – Offshore / Projects:

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E-mail: [adriessen@supermaritime.com](mailto:adriessen@supermaritime.com)

### **Visit address Senegal office:**

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