

Nitin Mehta

The Chief Executive Officer of the Tomini Group describes how the group has developed, the markets it operates in and its plans for the future

Please give me some information regarding the Tomini Group: where and when it was set up and what markets is it active in.

Tomini Shipping is a privately-owned shipowner and ship management company. The Shaikh family have over 65 years of industry experience. In 1952 Mian Kader Baksh, the Chairman's grandfather and a successful trader founded Tomini to move his cargo safely and securely to buyers around the world. He decided to extend the same service to clients, shipping their cargo worldwide with the same exceptional care and service. In the 21st century, we remain driven by that same sense of purpose being a trusted partner in global transportation and maritime services to our clients. Our Commercial management is handled through our partners of over 40 years, Alpina Chartering in Denmark. Tomini operates a young fleet of bulk carriers, with an average age of four years and with the addition of the 6 new build vessels to be delivered in 2020, the average age of the fleet will be 2 years.



Tomini charters out dry bulk vessels on voyage, period and time charters, to the most renowned and respected international charterers such as Bunge, Cargill, Norden, Trafigura, Glencore, Oldendorff Carriers, Archer Daniels Midland (ADM), Louis Dreyfus Company (LDC) etc.

Most vessels operate in the Atlantic with a few in Asia depending on cargo, demand and season. We carry a variety of cargo from coal, fertilizers and aggregates to raw sugar, corn and other food grades.

How important is the maritime dry bulk sector to the group?

Dry bulk is of critical importance to our business, our fortunes are closely connected. We have been in this sector for the last 65 years and understand it very well. The sector offers flexibility with the size of the vessels in our fleet allowing us to call at the maximum number of ports. We are well positioned with our current young fleet and view the long term outlook as being very favourable.

I understand the group has owned and operated more than 120 vessels in its 40 year history. Could you give

me details of its present fleet and what sectors do the vessels operate in?

We carry a variety of cargo from coal, fertilizers and aggregates to raw sugar, corn and other food grades.

Do you have any plans to modernise or expand your fleet?

Our current fleet including our order book is 15 modern and eco-friendly ships with almost an entire emphasis on the Ultramax sector, given the flexibility and consistency. The average age is two years, which places us in an advantageous position specifically bearing in mind the expected changes in 2020. Our fleet renewal strategy will ensure that we continue to expand with new tonnage and orders, with the latest technology and super eco design, which is critical to our growth given the emphasis and rightly so on the environment. Six newbuildings will be delivered in 2020, three Ultramaxs and three Kamsarmaxs, these will be the latest in modern fuel-efficient design.

Shipping is notoriously cyclical. How does the group cope with this?

Experience plays a vital role we have been in this industry for the last 65 years, our timing when it has come to buying has always been at the right time and we ensure we keep our leverage in check at all times which helps in challenging times.

You make much of the group's passion, diversity and resilience. Could you explain a bit more about how important these attributes are?

Our business philosophy is built on trust and building deep relationships that focus on long-term cooperation with our partners and clients. Our values of being authentic - acting with integrity; passion - acting with energy, spirit and conviction in everything we do; resilience - never giving up and seeing adversity as an opportunity and diversity - coming from a variety of diverse backgrounds are the foundations of Tomini's success and are how we strive to act each and every day. Through living these values we work together to achieve our strategic goals, they guide our decisions and our relationships with our clients, partners, suppliers, employees and local communities. Our HR strategy ensures we hire and develop teams that are aligned with our core values. Our experienced teams in Dubai, Denmark and Delhi work to create the highest level of value, reflecting our belief that diversity drives creativity, collaboration and understanding of client needs. Prudence, diligent cost management, careful investments, a strong management team and quick decision making are among the features of a family owned company like Tomini ■