



Corporate Brochure

BENG KUANG MARINE LIMITED

BELIEVE BEYOND BECOME

 **BENG KUANG MARINE LIMITED**
明光海事有限公司



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CORPORATE PROFILE



BKM has gained an industry reputation for providing **comprehensive** and **quality** solutions for its customers' needs.



Beng Kuang Marine (“BKM”) started from a sole proprietor in early 1990 to a private limited company in 1994. With a firm foundation in the marine industry and a proactive attitude towards changes in the marketplace, BKM cherished the opportunities for growth.

Listed on the Singapore Exchange in October 2004, Beng Kuang Marine Limited (“BKM”) and its subsidiaries (the “Group”) are serving the marine and oil and gas industries with the provision of:

- Corrosion Prevention,
- Infrastructure Engineering,
- Supply and Distribution, and
- Environment and Resource

BKM has gained an industry reputation for providing comprehensive and quality solutions for its customers’ needs. As a testament of its commitment to quality, two of its subsidiaries have been accredited with the ISO certifications. The Group has also received numerous letters of appreciation from shipyard operators and vessel owners.

Its vast track record and reputation for reliability have enabled it to secure appointments as “Resident Contractor” providing corrosion prevention services in several established shipyards in Singapore and Batam, Indonesia. Major customers include:

- Keppel Group of companies,
- Singapore Technologies Marine Group of companies, and
- Dubai Drydock Group of companies.

New Yard in Kabil (Batam, Indonesia)

Land Area / Waterfront:

- 32.8 hectares / 350 meters

New Opportunities:

- To take on high value turnkey projects
- To build modules/structures for oil & gas industries such as accommodation pipe lay barge.
- Provide yard facilities & services
- To capture a slice of the offshore construction project.



MILESTONES

1990

BKM was first established by Mr Chua Beng Kuang as a sole proprietorship.

1994

BKM was converted into a private limited company.

In the same year, BKM Industries and Engineering Pte Ltd was formed and branched out from BKM.

1996

With the acquisition of more equipment and machinery, Superior Services Center was formed to better manage, provide efficient utilization and maintenance of equipment.

1997

Beng Kuang Marine (B&Chew) and Beng Kuang Marine (B&Y) were formed to serve the different shipyards with a more distinct, tailored and personalized approach.

1998

Labroy Marine Limited, a public listed company on Singapore Stock Exchange, took a keen interest in BKM and invested 51% of the shareholding. (Labroy Marine Limited has been acquired by Dubai Drydock Group and been de-listed from the Exchange in 2008)

In the same year, BKM formed Beng Kuang Marine (B&M) to serve another yard for business expansion.

BKM also acquired Asian Sealand Engineering Pte Ltd to lead our business into Infrastructure Engineering.

In view of the potential market on waste management, BT Asia Marketing & Engineering Pte Ltd was formed to explore this opportunity.

1999

ISO Certification was awarded to Asian Sealand Engineering Pte Ltd for excellent commitment to quality.

2000

To spearhead the business in Batam, Indonesia, PT Nexus Engineering Indonesia was set up to provide BKM's expertise in Infrastructure Engineering services to overseas market.

2001

The former BKM Industries and Engineering Pte Ltd were later, changed to Nexus Sealand Trading Pte Ltd which primarily deals with the BKM Group's procurement.

2002

Picco Enterprise Pte Ltd was formed to venture into the beverage market.

2003

Tapping into the growth of the marine industry, B & J Marine Pte Ltd was formed to provide tank cleaning services to shipyards and vessel owners at dockside and at anchorage.

In the same year, PT Master Indonesia was formed in Batam, Indonesia to expand our Supply & Distribution business.

2004

Four sole proprietorship, namely, Beng Kuang Marine (B&Chew), Beng Kuang Marine (B&Y), Beng Kuang Marine (B&M) and B & K Marine were converted into private limited constitutions to manage their own Corrosion Prevention activities at different shipyards.

In the same year, Nexus Hydrotech Pte Ltd was formed to provide hydro-jetting services to both shipyards and vessel owners.

In the month of October, BKM was successfully listed on SGX-SESDAQ. Also, within the same month, ORIS Marine, IMEX Marine and CP Marine Hub were formed to provide services for repairing of ships, tankers and as well as other ocean-going vessels.

2005

ASIC Engineering Sdn Bhd was being formed to extend Infrastructure Engineering services to Malaysia.

Venture Automation & Electrical Engineering Pte Ltd was formed to expand the range of Infrastructure Engineering services by providing electrical and installation services. It has been awarded the authorized distributorship for "AUTRONICA" fire and safety products in Indonesia.

In the month of January, Pioneer Marine was formed to provide services for repairing of ships, tankers and other ocean-going vessels as well.

2007

Asian Sealand Automation Pte Ltd was formed to provide automated engineering services.

Also in this year, Pangco Pte Ltd was formed to specialize in abrasive blasting for market expansion with PT Berger as its operating arm in Batam, Indonesia.

BKM ventured into the Environment & Resource by the acquisition of Water & Environmental Technologies (WET) Pte Ltd.

PureFlow Pte Ltd ("PFPL") is a subsidiary of Water and Environmental Technologies (W.E.T) Pte Ltd which was incorporated also in the same year. It offers complementary environmental solutions in water and wastewater treatment and re-utilisation.

NewEarth Pte Ltd is a sister company of PFPL that revolutionarily transforms industrial wastes produced by Singapore's multi-industries into environment-friendly value-added products using technology such as Crystallisation Technology.

NewEarth Singapore Pte Ltd was incorporated by NewEarth Pte Ltd in 2005 as a commercialized vehicle in Singapore after positive result had achieved from their CT Pilot project.

OneHub Tank Coating Pte Ltd ventured into internal tank coating.

BKM was successfully transferred onto the SGX Main board.

In the same year, we also acquired a 32 hectare plot of leasehold land in Batam, Indonesia. This will greatly bring the company to a higher level as bigger facilities will be available for us to undertake larger scale of projects.

2008

PT Nexelite Indonesia was formed to provide corrosion prevention services. This incorporation was to expand market share in Batam, Indonesia.

Asia Recovery Centre Pte. Ltd. was being incorporated with the objective of venturing into the business of collecting, recovery, treatment, recycling and disposal of marine oily slop and sludge, as well as other environmental waste such as marine clay, spent solvent and other toxic industrial waste.

Drako Derrick Services Pte Ltd was being incorporated to provide rig building activity using rope access services.

PT Nexus Engineering Indonesia attained ISO 9000 certification.

2009

Quill Marine Pte Ltd ("QM") was formally incorporated on 18th March 2009 jointly holds by Beng Kuang Marine Limited and Quill Far East Pte Ltd. QM was mainly in the provision for rental, sales, repair & maintenances of Quill Falcon wet abrasive blasting machines.



THE BUSINESSES



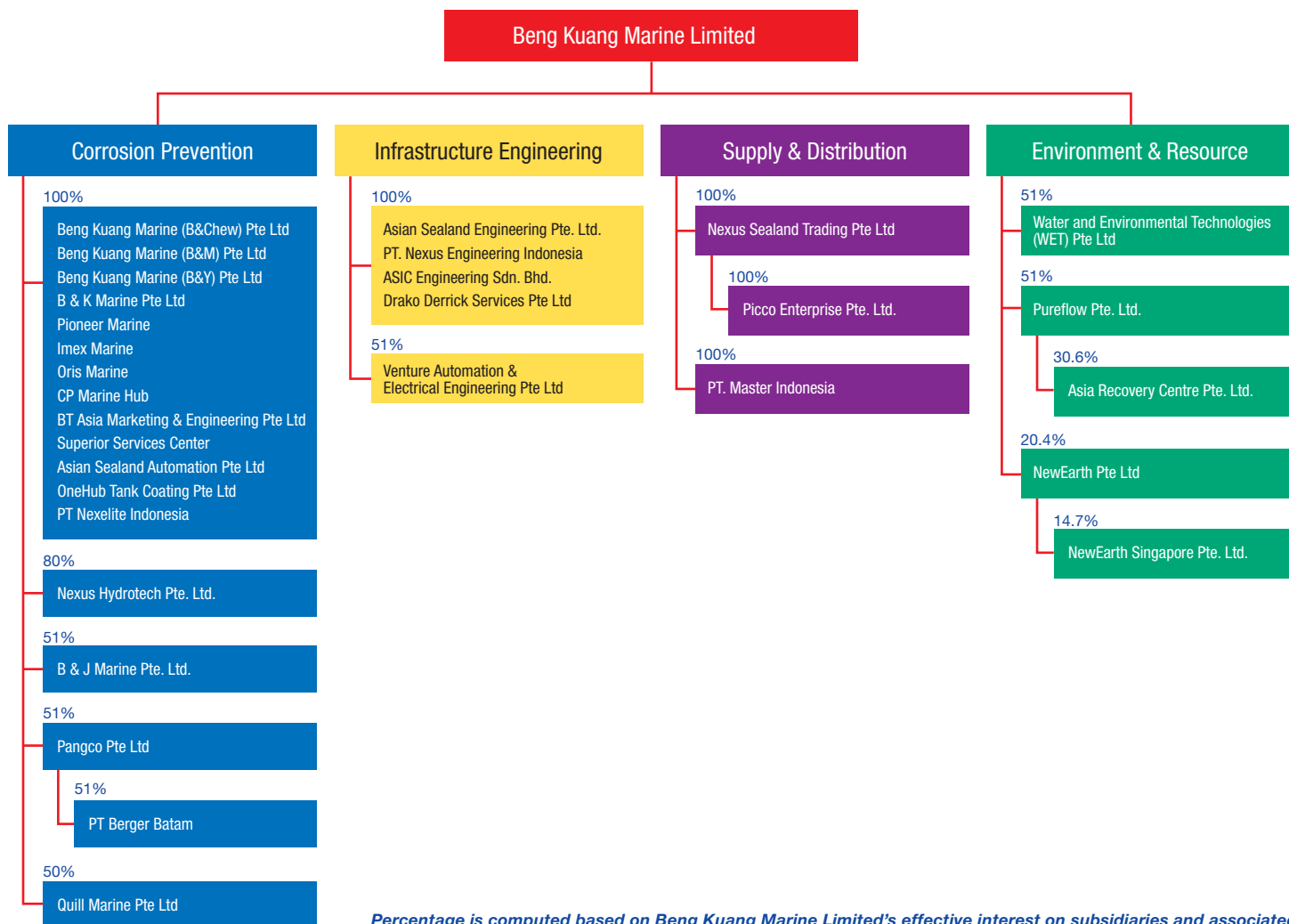
Environment & Resource (ER)

We provide customized environmental solutions in the fields of water and wastewater treatment.

Type of services which we provide:-

- Turnkey projects
- Process troubleshooting and upgrading
- Consultancy services
- Maintenances services

BUSINESS STRUCTURE



BKM Core Competencies / Strengths / Competitive Advantage

Integration of Services

Our four business divisions enhance operational flow, cost effectiveness and growth potential. Such strong combination will help in business risk diversification for individual divisions yet at the same time also adds value to one another.

Quality Services

We are dedicated to providing quality services & products to our customers. We received numerous letters of appreciation from shipyard operators, vessel owners and other customers commending us on our efficiency and quality of work performed.

Established Track Record

With over 18 years of experience in the marine industry, we are one of the leading "Resident Contractor" for vessel hull corrosion prevention services in Singapore and Batam, Indonesia.

Experienced Management Team

Our Chairman, Mr. Chua Beng Kuang, has over 20 years of experience in the marine industry. The management team members come from different background and their broad range of work experience greatly enhances the strategic growth of the company.

Long-standing Relationship with Customers

80% of our businesses are from repeated customers. We enjoyed mutual benefiting working relationships and this often encourages referrals in related businesses which we are in.

OUR MISSION STATEMENT

For any organization to excel in their environment and trade, it is essential that it must cultivate a robust company culture and a high level of commitment to a set of firm company philosophies.

Our major competitive advantage has been our strong workforce that takes pride in their work and believes in the company philosophies at heart. We work together as one to perform our best amidst the ever-changing and competitive environment to deliver services of unrivalled quality and superior products to our valued partners.

Vision:

We aspire to become an integrated marine service group with a major presence in South East Asia.

Mission:

Our main motivation comes from customers' satisfaction via our quality workmanship and services.

Slogan:

Believe – Beyond – Become

The 3 key principles exemplify our unique identity and what we desire to achieve.

'Believe' - To believe is crucial. Every individual must always 'Believe' in his own capabilities and work confidently on the task entrusted to him. Being a large corporation with a huge workforce, everybody would play an important role in steering the common goal towards the same direction. There is a need for each individual to trust and work hand-in-hand with one another. In addition, each employee must have firm beliefs that top management decisions are made in the best interest for both the employees and the company.

'Beyond' - exemplifies what we want to become. Beng Kuang Marine & Its Subsidiaries have evolved from a small corrosion prevention contractor to a large corporation with multiple trades. This is a monumental evolution and reminds us to progress with heed upon the vast opportunities available. Thus, we should identify our vision and goals that are 'Beyond' us at present and work towards such achievement.

'Become' - signifies the ultimate goal that we would try to achieve. We have to 'Look into the Beyond' and understand what it takes to charter us towards it. In order to reach the goals stipulated, we would have to work selflessly with mutual support from all around, including our colleagues, suppliers, customers or entities. On top of that, we would also have to break our normal mould of thinking and be bold and creative in finding the best possible ways to serve our customers, whether it be in improving management, operations, quality or production and services. Thus, by accomplishing our aims and beliefs, we would ultimately 'Become' who we want to be.



CONTACT DETAILS



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