



Raman Ship Management (India) Pvt. Ltd.

RPSL-MUM-162278

COMPANY PROFILE OF RAMAN SHIP MANAGEMENT (INDIA) PVT. LTD.

A Brief History of Raman Ship Management India Pvt. Ltd. :

It is said - "Success is not final; failure is not fatal: It is the courage to continue that counts." And the root to a successful business lies in a vision that enables us see beyond horizons & ahead of time. With this principle, a team of professionals in Raman Ship Management India Pvt. Ltd. started laying pipelines two decades ago that formally got conceptualized in terms of a vivid business module. After several failures in some unorganized business, finally in August, 2015, a business entity called M/s Raman Ship Management (India) Private Limited got incorporated in India. Immediately after forming the company, Raman Ship Management India Pvt. Ltd. started its ventures in India & overseas.

Earlier, the Raman Ship Management India Pvt. Ltd., tried its hand in infrastructure development projects as a venture capitalist & gradually diversified in hospitality sector, shipping, oil & gas etc. In fact, 2015 has seen milestone achievement in Raman Ship Management India Pvt. Ltd.– we managed to grab an institutional business loan to expand our global businesses. After a lot of turmoil in business, the Raman Ship Management India Pvt. Ltd., survived & flattered the company flag flying high. When we revisit our balance sheets & go through the experiences we had since 2015, we feel overwhelmed with joy & gather courage to march ahead relentlessly to accomplish our missions.

Vision- To occupy a reasonable & substantial space in global business domain & generate mass empowerment world-wide.

Mission – To generate mass employment world-wide & ensure sustainable development & prosperity to all stakeholders.

Values – Honesty & Transparency.

The major business verticals, where 'Raman Ship Management India Pvt. Ltd.' has its passion, are as follows:

1. **Marine** – Technical & Commercial Management of ships, offshore logistics, Oil & gas field services, dredging, underwater services, Ship-to-Ship (STS) Operations, Pneumatic Fendering services, tanker vetting, marine insurance, salvage services & wreck removal, surveys & certification, Crewing, Shipping agency management, Customs clearing / forwarding of cargo, Chartering, ship building, modification / conversion of ships, ship broking, Ship chandling, ship breaking & beaching, ship repairs, geotechnical surveys, dry docking of ships, LSA / FFA/ radio items services through OEM, overhauling of engines & machineries as per OEM norms, NDT services, Compliances like ISM / ISPS/ MLC/ PSC/ Flag State Administration/ Classification societies, BMP4 implementation, naval architectures, shipping consultancy, sand blasting, tank coating, epoxy coating underwater / hull, jetty construction, under-water pipeline / cable laying, Marine institutes / study centres/ courses / CoC assistance etc.



Raman Ship Management (India) Pvt. Ltd.

RPSL-MUM-162278

2. **Infrastructure Development & Detailed Engineering-** Design & commissioning of industrial set-up, installation & commissioning of machinery, industrial automation & instrumentation, Industry 4.0 compliance, Engineering consultancy (Mechanical, Electrical, Civil & Instrumentation), Condition Assessment & Monitoring of plant & machinery (critical rotary equipments), maintenance of stationary equipments (boilers, heat exchangers, vessels, valves, pipelines), hydro-blasting of heat exchangers & hydro-testing, re-tubing of heat exchangers, wrapping/ coating / holiday testing of buried pipelines, pigging operations in crude oil pipelines, annual maintenance of petro-chemical plants / refineries / fertilizers plants (shut-down jobs), revamp of plants (to increase plant capacity), engineering projects, RCC engineering design & consultancy, plant health testing, vibration controls, environmental compliance, meeting technical/non-technical manpower required for industries etc.,
3. **Security, Surveillance & Detective Services-** 'Raman Ship Management India Pvt. Ltd.' designed & developed hardware for a world-class private security services. We intend to supply armed securities to cargo ships having passage through 'High Risk Area' (HRA), security guards to industrial establishments, security guards & security systems to commercial buildings & residential societies, to provide VIP / VVIP securities, to provide armed security personnel/ bouncer in commercial establishments & events, to provide Risk Assessment of security threats & control measures, to provide installation/commissioning / maintenance of electronic surveillance systems (CCTV, unmanned drone etc.), to prepare / approve Ship Security Assessment (SSA) & Ship Security Plan (SSP) through competent Authority, to prepare standard security management systems / manuals for any firm/ establishment & allied security related solutions / services,
4. **Hospitality & Hotel Management Services-** Hospitality services to shipping & aviation industry, services like Hotel management solutions to group of hotels / cafeterias/ restaurants & bar etc., to meet competent manpower requirements of hotels etc.,
5. **Yoga & Healthcare Services** – A network of professionally managed yoga & healthcare institutions to provide world-class healthcare services to people.

How Raman Ship Management (India) Pvt. Ltd. was conceived :

The global competition across horizons has posed a challenge towards sustainable business development & its operations. This has in turn pressed the global players to reduce cost of operations & management to run a business show effectively. Similarly, the ship owners & managers continue in their attempt to lower costs and balance the book. This has popularized the concept of handing over of key business functions under variegated verticals to professional entities or third party Ship Managers.

RSM (India) Pvt. Ltd. focuses on striving to flourish amid current economic volatiles while working with our clients- wherever they are positioned in the global turmoil, to bring solutions to their ship management needs. Our motto is to keep the managed fleet always On- hire,



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RPSL-MUM-162278

operate the fleet economically & in optimal condition in line with the requirements of vessel owners.

Low cost operations coupled with timely & technologically vivid solutions (safe and performance-enhancing system management) against the problems faced by the ship owners can make business usher optimized results.

The professionals in RSM (India) demonstrate the technical acumen with cutting edge tools & technologies, business temperament, commitment, leadership and the inspiration to help all of our partners push further to achieve in their goals.

Ours is an enterprise of ethics with a vision to occupy the global arena with innovative business mantra to help ship owners overcome the difficulties faced by them.

Our passion is to take the challenge irrespective of the situation & provide solutions. This has energized us to achieve our mission of being in the global list of top 10 shipping companies by 2030. In fact, our patrons have infused nurturing a team of professionals towards this mission.

Following is the slew of cost effective but quality driven managed services / solutions offered by RSM (India) Pvt. Ltd.:

- Technical Management,
- Operations Management,
- Fendering Services to Ship-to-Ship (STS) Operations,
- Risk Management,
- Commercial Management,
- Vetting Management,
- Regulatory compliance, surveys & certification,
- Vessel Condition Assessment,
- Dry-docking,
- Crew Management,
- Chartering,
- Ship Repairs / Refits,
- Ship Broking,
- Chandlers,
- Salvage Services & wreck removal,
- Cargo Handling,
- Bunker surveys & Trading,
- Terminal Management,
- Marine Assets Management,
- Emergency Services,



Raman Ship Management (India) Pvt. Ltd.

RPSL-MUM-162278

- Vessel Conversion & refurbishment,
- New building, Constructions, Designs, Conversions & approvals,
- Planned Maintenance Systems,
- Electronic & radio equipment installation & services,
- On board & off board monitoring of fleet,
- Underwater engineering services,
- Offshore logistics services,
- Oil & Gas fields services,
- Marine Consultancy services,
- Hospitality Services,
- HSEQ,
- Ship Security.

Based in Mumbai, 'Raman Ship Management India Pvt. Ltd. It' is rapidly expanding its global ventures in the Middle East & West Africa especially.

Apart from the managed fleet services, we envisage that 3 ships would be owned by 'Raman Ship Management India Pvt. Ltd.' shortly to meet the rising demands of oil fields & cargo terminal services. We aim at functionalizing our own tanker operations shortly. To meet the growing demands of Dynamically Positioned (DP) vessels and offshore supplies & services, the company has projects in hand to deliver offshore services.

With investment through our partners, we have plans in hand to expand our infrastructure & facilities world-wide for a world-class business set-up.

A dynamic team of professionals in 'Raman Ship Management India Pvt. Ltd.' along with the partners & investors are all focused to achieve the goals set forth thereby delivering an business outcome worth assets of USD 50 Billion by 2030.

The core Management body of 'Raman Ship Management India Pvt. Ltd.' comprises of the following team:

- 1) **Mr. RK Ravi, Managing Director - Raman Ship Management India Pvt. Ltd.**, had worked in Indian Navy for 10 years. Post voluntary retirement of his service from the Indian Navy, he sailed in merchant navy for 10 years in the capacity of Chief Engineer, under various globally acclaimed oil companies. Also, he has profound experience of working in West African waters. He is the recipient of awards for excellence in engine room management aboard vessels/ tankers & certificates for his contribution in shipping industry. He is a business philosopher & a corporate leader,
- 2) **Mrs. Alpna Rani, Director - Raman Ship Management India Pvt. Ltd.**, is an engineering graduate from the University of Mumbai & has 16 years of professional experience in engineering, projects, infrastructure development, business consultancy, industry & marine fields. He successfully executed various projects and worked as



Raman Ship Management (India) Pvt. Ltd.

RPSL-MUM-162278

technical Superintendent of vessels / tankers. Also, he has long been in shore jobs working with Ship Owners as well as Ship Management firms. He has been involved in Project Management, Marine Operations, Chartering & Ship Broking for a decade. He is a continuous performer & a team player,

- 3) **Mr. Nanda Kumar, Director (Technical) – Raman Ship Management India Pvt. Ltd.**, is a B. E. (Marine Engg.) who has shore experience of working with various offshore & main fleet companies. He is the main technical decision-maker of ‘Raman Ship Management India Pvt. Ltd.’ & advisor to the Board of Directors,
- 4) **Mr. Anurag Singh, Assistant General Manager (Technical) – Raman Ship Management India Pvt. Ltd.**, is a B. E. (Marine Engg.) & MEO Class II license-holder. He sailed in merchant vessels in the capacity of Second Engineering Officer. He is entrusted with the responsibility of managing the day-to-day operations of the ‘Raman Ship Management,’
- 5) **Mr. Shekher Tyagi, Sr. Project Manager & Commercial Head - Raman Ship Management India Pvt. Ltd.**, is an MEO I (Panama) Chief Engineer. He has a vast sailing experience in international waters and delivered marine projects successfully,
- 6) **Capt. Rajeev Ranjan Kumar** is the **DPA & HSEQ Manager – RSM (India) Pvt. Ltd.** He is the alma mater of Sainik School, Punjab, and a B. Sc. (Nautical Science) from Tolani Maritime Institute. He has a sailing experience in main fleet,
- 7) **Mr. Abhay Pratap Singh, Crewing Manager - RSM (India) Pvt. Ltd.**, is a Diploma in Marine Engg. He sailed in offshore in the gulf waters,
- 8) **Mrs. Ashwini Misal, HR Manager – Raman Ship Management India Pvt. Ltd.**, is a university graduate & looks after the HR operations of the Group, and
- 9) **Mrs. Alpna Rani, Chief Administrator – Raman Ship Management India Pvt. Ltd.**, is our inspiration. She acts as the ‘Marker Beacon’ to ‘Raman Ship Management India Pvt. Ltd.’ to help us take-off successfully while every project is kicked off and advises us to determine our course-correction.

Global Ventures:

1. Dreamline Technical Services LLC, Dubai, U. A. E.,
2. Coastal Shipping & Fendering Services Limited, Lagos, Nigeria.

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