





**“PROVIDING
HIGH-QUALITY
SERVICES”**

ABOUT US

Bin Al Mutahar for Trading & Oil Services limited Co. (BAM) was established in Sana'a – Yemen in 1989 by its founder late Mr. Murad Abdul Wahid Mutahar Saeed, registered at the Ministry of Industry and Trade as a local service provider to a broad range of sectors, including energy, marine services, oil services, information technology, and promotion for investment opportunities in these sectors in Yemen. Today, as one of the leading companies in Yemen, BAM manages oil and gas investment partnerships and seeks to consolidate its role in sustainable development through business in water, environment, and renewable energy sectors. BAM also offers a wide range of services including procurement tailored to International NGOs, ship chandler services, pre-fabricated housing, infrastructure projects, and SAP business promoters.



CORE COMPETENCIES



35 years
of Experience

Dynamic
& Talented
Team

SAP
business
system

CRM
system


ISO 90001
Quality
management
system


ISO 45001
Occupational
health & safety


ISO 14001
Environmental
management
system (EMS)

WHY BAM:

Because we:

- Identify opportunities in Yemen in the petroleum, Oil and gas, Energy, Information-Technology, Importing, Water network services, tender & general Trading, Prefabricated housing, and Ship Chandler) sector.
- Coordinate with clients & contractors to maximize clients' satisfaction.
 - Contribute and assist in negotiations to reach agreed terms and conditions with the concerned organizations and stakeholders.
 - Have the understanding & experience in dealing with multinational companies.
 - Well experienced in negotiating PSAs / MOUs / & JOAs in oil & energy sectors.

CORPORATE VISION

To be the service partner of choice for all of our potential customers and become renowned as a progressive organization operating in line with the best interests of our clients and employees driven by integrity, teamwork, innovation, and adaptation to the changes in the market

MISSION

- To empower our business partners with the right solutions through specialist knowledge and market research.
- To build strong long-term business partnerships with clients, contractors, and suppliers.
- To be an employer of choice through a firmly established culture of openness that fosters people development and professionalism, which contributes to long-term individual and organizational goals.

VALUES



Transparency:

Policies, decisions, and procedures are accessible, visible, understandable, and disclosure of information to all relevant parties.



Trust:

Create and enhance staff and client satisfaction and encourage innovation and risk management capacity.



Professionalism:

Adhering to time, respect for colleagues and clients, accuracy in procedures, speed in delivery, and efficiency in performance.



Quality:

Application of up-to-date systems at work, service delivery, and simplified procedures, without compromising standards and specifications.



Commitment:

Compliance with labor laws, regulations, and rules, respect for agreements entered with partners, realization of rights and duties, and preservation of the environment.

2002

1997

1992

1991

Joined Hyundai Engineering for the Marib Sanaa 400 KVA transmission project.

Joined with Presussag Energy GmbH to obtain Block S2 in AlUqlah and founded Yemen Resources Company Limited.

Became a local Agent for Deutag Drilling & Petro Canada. Full range of local services including logistics, clearance, government support & immigration where Deutag Drilling was also contracted by Shell in block S1, & Total block 10 & Exx on block 1, providing them with all the logistical & government support.

Entered into an agreement with Complex (an Australian-based company) providing consultancy & logistical services which was a partner in Block 10, along with Command Petroleum, east Shabwah. In Block 21, BAM started by providing logistics support to Exxon & Texico.



2023

2017

2012

2004

2003

Ship chandler services and prefabricated housing were introduced as an additional value offering.

Procurement services to International NGOs.

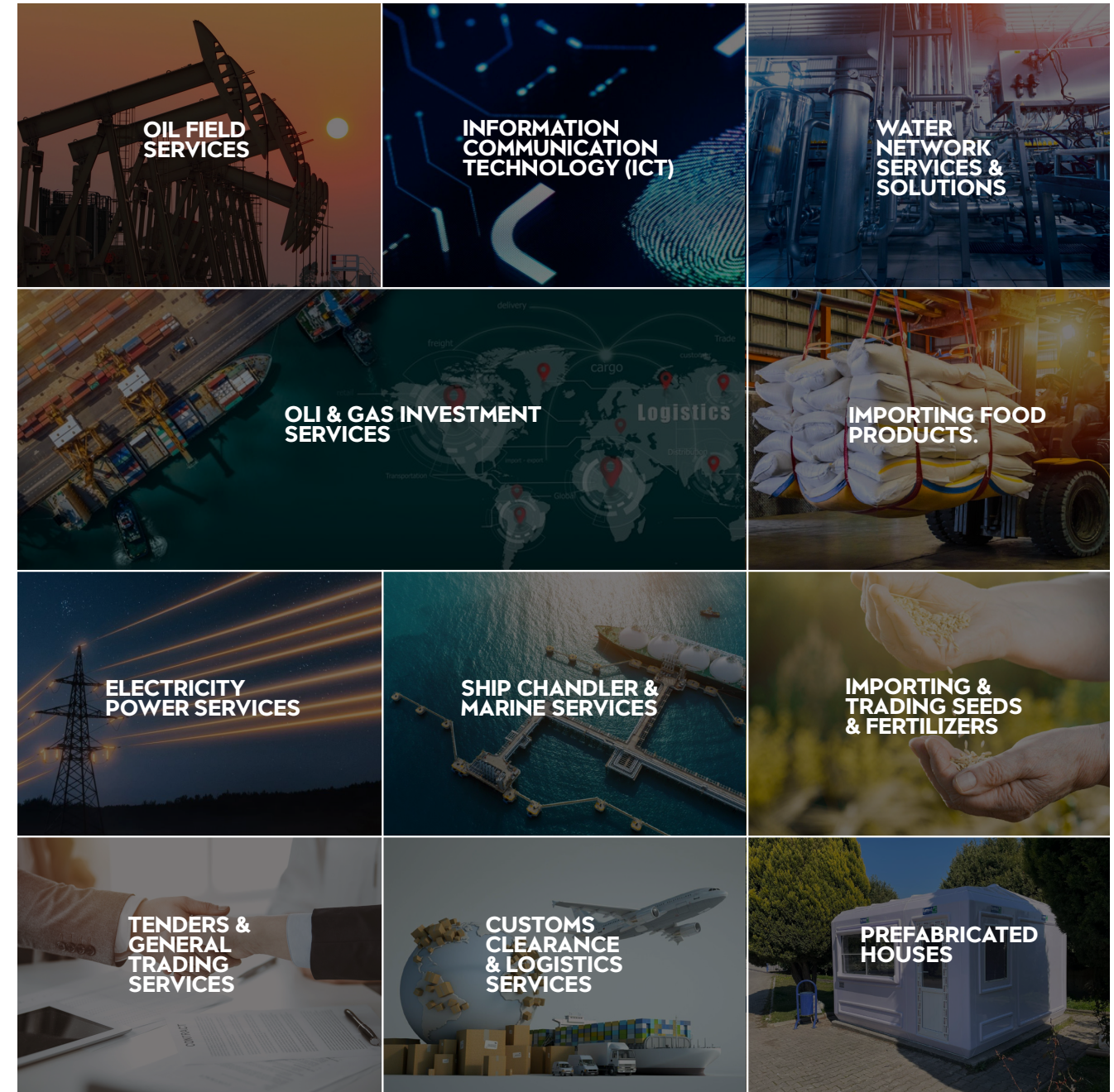
Konzpet as an ICT division was established to promote SAP business in Yemen and tackle e-government projects.

Coordination was made with Valentine International Company in the field of seaport expansion (Al-Dhabba Port was expanded with PetroMasila)

OMV GmbH acquired the E&P portfolio of pressuage Energy GmbH in Yemen and YRL continued as JV partner

OUR SERVICES

Through a series of privileged partnerships, BAM offers an innovative, distinctive, and extensive array of services in numerous areas and sectors, primarily services to companies operating in the oil sector, from a sustainable developmental perspective towards the environment. These services are showcased as follows:



01 OIL & GAS INVESTMENT SERVICES.

- Identify trade opportunities within the energy sector in Yemen.
- Assist in negotiations to reach the conclusion of contracts and agreements with government agencies.
- Provide technical information on onshore and offshore sites in Yemen.
- Coordinate with government institutions to increase client success opportunities.
- Provide updated information on the oil industry market and potential areas for petroleum activities in Yemen.

02 OIL FIELD SERVICES, IN RELATION TO:

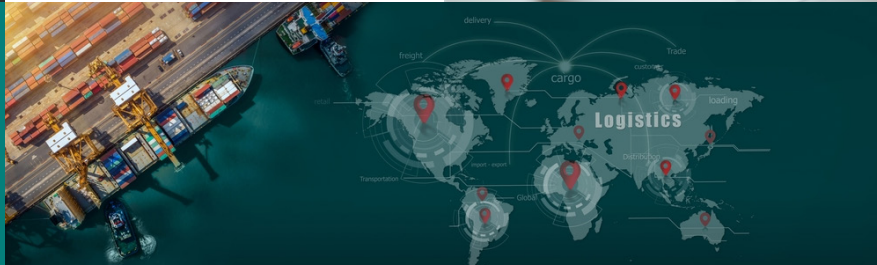
- Crude oil and gas exploration equipment.
- Oil and gas processing systems.
- Chemical pumping systems for hydrocarbon liquids.
- Safety and risk assessment systems.
- Provide logistic support and procurement
- Provide domestic support in relation to access to visas, work, and residence permits.



INTEGRATED
SOLUTIONS



OCCUPATIONAL
QUALITY AND
SAFETY



03 INFORMATION COMMUNICATION TECHNOLOGY (ICT)

ICT division at BAM has been watching these changes with the understanding that without jumping onto the bandwagon, we would be left behind, unable to compete in this new era. In 2004, Konzept IT & Business Solutions was established, as an Information and Communication Technology section under the umbrella of in Bin AlMutahar (BAM) group.

www.konzeptitltd.com

Through SAP Extended Business Program Members (EBPM) and collaboration with Seidor SAP platinum partner <https://www.seidor.com/en-ae> BAM ICT division is a qualified SAP value-added reseller promoting and implementing SAP solutions in Yemen.

- National Identification Card, NID, Yemen

Client: www.samsungsds.com

Project objective: to build a Full citizen information and Database System (FIDS) To be utilized through the implementation of a reliable National Identification System (NIS) to issue Yemeni NIC and all different citizens identification cards and any other activities that are handled by Civil Registration Authorities (CRA). BAM IT & Business Solutions division role as a local Consultant for this project, in cooperation with SDS Project Consultants, was to manage the delivery of all pre-sales studies as per the agreed scope, time, and quality,

- Taiz Governorate e-government Project, TG, Feb 2013 – Mar 2015

Project objective: putting in place a modern, state-of-the-art system that would offer transparency, accountability, timely and accurate information, and a wealth of diverse intelligent reports for decision support on a 7/24 basis to all authorized users. BAM IT & Business Solutions Division's key role as a project Consultant firm in this project is to manage the delivery of all pre-sales studies as per the agreed scope, time, and quality

INNOVATION &
DEVELOPMENT



04 WATER NETWORK SERVICES & SOLUTIONS .

- Pumping lines and water piping
- Urban water networks.
- Water tanks and storage.
- Sewage treatment plants.
- Sewage networks in urban areas.
- Desalination plants.

05 IMPORTING FOOD PRODUCTS .

In BAM, we are also involved in the food business, namely the international sourcing of FMCG operations for our subsidiary company BIN MURAD FOR MARKETING & TRADE, as well as providing the required logistic services to ensure providing the required products with good standard of quality & competitive prices.



INTEGRATED
SOLUTIONS



RELIABLE
& QUALITY
SERVICES,

06 ELECTRICITY POWER SERVICES .

Identifying business opportunities in Yemen within the Electricity Sector

- Coordinating with government organizations to maximize client's success.
- Providing updated market information on Energy including the Electricity industry in Yemen and the prospective projects.
- Onsite installation
- Solar power projects.
- Gas power generators.
- Power transmission lines.
- Dams and rubber dams projects.

Reference project:

- Building of Ma'rib Sanaa 400 KV *

In 2011, the PEC OF Yemen selected Hyundai Engineering & E&C www.hdec.kr for the PEC contract to build the project's 200-kilometre, 400-kV transmission line. In return, Hyundai selected Bin Al-Mutahar Oil & Gaz Services BAM as a local partner to provide the following services: all project logistics, customs clearance, and local employee recruitment services, carrying out all government transactions and following up on all of the contractor's financial claims.

MAXIMIZE
CUSTOMER
SUCCESS



07 SHIP CHANDLER & MARINE SERVICES.

At BAM, we are dedicated to providing specialized ship chandler's services tailored to the distinct demands of the maritime industry. Our goal is to be the preferred choice for ship owners and operators worldwide, offering a comprehensive, one-stop solution for all their maritime needs, all while maintaining the utmost standards of quality.

The services can be summarized as follows:

- Food supply
- Fuel supply
- Maintenance
- Spare parts
- Technical support

At BAM, we are committed to exceptional ship-chandler services that meet your expectations.



EFFICIENCY &
EXPERIENCE



DISTINCT
REQUIREMENTS
OF THE MARINE
INDUSTRY



COMMITTED
TO PROVIDING
DISTINGUISHED
SERVICES

08 IMPORTING AND TRADING SEEDS AND FERTILIZERS.

- Exploring the market opportunities in the agricultural sector.
- Coordinating with the Ministry of Agriculture to provide the best quality of seeds and fertilizers.
- Fulfilling the needs of farmers across Yemen via distribution channels.
- Promoting customer orientation since it is one of the company's long-term objectives.

09 CUSTOMS CLEARANCE & LOGISTICS SERVICES.

BAM offers a comprehensive suite of logistic services, efficiently managed to streamline operations. Our Logistics Services Include:

- Custom Clearance services for imported and Exported Equipment, Goods, and materials, including the Exemption process when needed
- Transportation Services.
- Warehousing Services.
- Inventory Management.
- Order fulfillment, packaging, and other logistics services.

MEET YOUR
NEEDS



OUR SUPPLYING SERVICES REACHED ORGANIZATIONS LIKE:



10 TENDERS & GENERAL TRADING SERVICES.

With a longstanding reputation spanning decades in Yemen, we have been a trusted entity, offering assistance to international companies seeking to participate in international tenders in accordance with established norms. Serving as facilitators, we collaborate closely with principals to secure competitive offers from local subcontractors in Yemen, tailored to their specific requirements. Our comprehensive services include coordinating official exemptions and approvals from the Government of Yemen once a project is awarded. We cultivate cordial relationships at all levels, ensuring a favorable atmosphere for project execution, from equipment import to re-export.

Our capabilities extend to serving as suppliers for:

- Cleaning Equipment & Supplies
- Safety and Security Equipment & Materials
- Supply and Delivery of D.I Manhole Covers
- Waste collection vehicles
- Other General Supplies



LOGISTICS
SERVICES



QUALIFIED
CADRES

STRIVE TO
ACHIEVE
LEADERSHIP



11 PREFABRICATED HOUSES

Bin Al-Mutahar Trading and Oil Services has become the authorized and exclusive agent in the Republic of Yemen for Karmod, one of the largest prefabricated construction companies in Turkey. Karmod produces high-quality containers and pre-manufactured houses with a production capacity of 45,000 units and distributed across 130 countries. The prefabricated houses are designed by top design experts and manufactured using state-of-the-art techniques:

- Saving time, labor costs, and energy expenses.
- Having a long lifespan, with their main system produced using seamless technology and high-quality galvanized and coated steel systems. These are detachable and reassembled containers.
- Having a long-lasting structural category, with a projected lifespan of up to 50 years.
- Offering a wide range of sizes to suit all needs.
- Providing immediate housing solutions for refugees, displaced individuals, and areas affected by natural disasters and wars.
- Leading choice in Yemen is characterized by high strength, maximum heat, and sound insulation.
- Economically priced.

The containers and prefabricated structures have various applications which includes private houses, offices, security booths, private and public buildings (hospitals, schools, universities, government offices, etc.) commercial kiosks (bread sales, grocery stores, markets, newspaper stands, etc.), and toilet and shower units.

A WIDE VARIETY
AND UP-TO-DATE
DESIGNS



CLIENTELE

OMV,Block S2 & 2

Yemen

Baker Hughes EHO,Ltd

Sana'a Yemen

Hyundai Heavy Industries

Korea , Dubai

**Hyundai Engineering&
Construction Co. Ltd**

Korea

Vitol Group of Companies

United Kingdom, Singapore

Valentine Maritime services

Abu Dhabi ,UEA

Euroguaco SPA,

Italy

Furnace Fabrica India Ltd,

India

IDEAS International,Inc.

USA

JESCO,

Germany / Bahrain

NMS Contracts Ltd,

UK

Paradigm ,

Dubai ,UAE

Petroleum India

International (PII),

India

Single Buoy Moorings Inc,

Monaco

SolluForce-Pipeline

Nederland B.V/Netherlands

Sumatec Corporation

SDN.BHD,Selagore,

Malaysia

Vital Trace ,

UK

VELOSI,

UK / Qatar

ICT-Division

Samsung SDS,EMEA,

Dubai -UAE

ICT -Division

Arabian Advanced

system

Riyadh ,KSA

ICT -Division MECOM

Los Angeles ,USA

Gulf energy

Oman

Calvalley

Qubrus

Al-Mansoori

Dubai

NUOVO Benoni

Italy

Ventage Deepwater

Drilling

Dubai ,UAE

Complex

Australia

Devtag Drilling

UK

Petro Canada

Canada

UNOPS

Sana'a - Yemen

FAO

sana'a Yemen

UNDP

Sana'a Yemen

UNHCR

Sana'a Yemen

WHO

Sana'a Yemen

IRY

Sana'a Yemen

UNICEF

Sana'a & Aden - Yemen

ICRC

Sana'a -Yemen

OXFAM

Sana'a Yemen

Royal Clock Shipping LLC

Dubai

INCE shipping Group

companies

Turkish

Hyundai Heavy Industries

Korea , Dubai

Hyundai Engineering&

Construction Co. Ltd

Korea

CSR & HSE

Social Responsibility

Driven by our purpose to enhance and sustain the world's built, natural, and social environments, we are committed to exerting efforts to make Yemen a better place.

Health, Safety & Environment

Our First priority at BAM is to make sure that practical and effective measures are in place to protect the health and safety of our employees, community, and contractors.

LEADERSHIP



CEO

Mohammed

Murad Mutahar



GM

Sanad

Mohammed Hashem



DGM

Magdi

Murad Mutahar

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