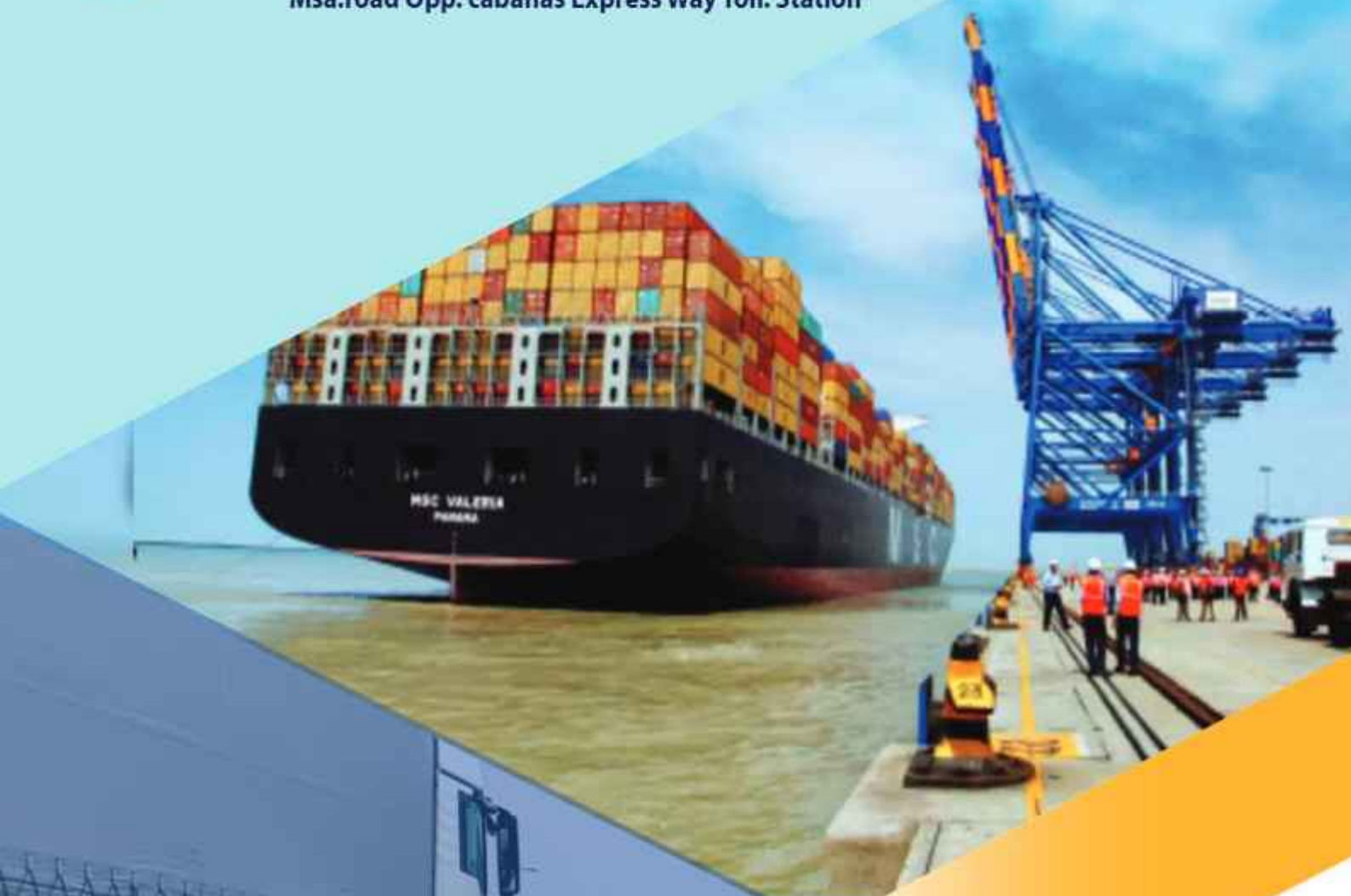




# TOP MARINE LOGISTICS AGENCIES LTD

K-Complex Warehouse No. 6 Next To Manchester Knits Along  
Msa.road Opp. cabanas Express Way Toll. Station



Clearing, forwarding, sourcing Agents  
& General Overseas Trading Logistics

## COMPANY PROFILE

2024



TOP MARINE LOGISTICS AGENCIES LTD.

## Foreword

Customer service:

+254 700 885000

+254 720 291111

[www.topmarineshipping.com](http://www.topmarineshipping.com)





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# About Us

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Top Marine Logistics Agencies Limited is a Kenyan company with offices in the United Arab Emirates and China. The primary focus for the firm is to offer reliable, affordable and best in class freight handling and general logistics services to traders and organizations across the East Africa region.

The company has grown rapidly by offering integrated freight handling and forwarding services. We pride ourselves in our ability to move any type of containerized cargo from various regions of the world fast and cost effectively by offering customer focused solutions focusing on individual customer requirements. We recognize that an end to end supply chain solution is one that reduces costs whilst improving client service and providing visibility throughout the entire logistics service.

The company has four major international warehouses including:

- ▶ UAE, Dubai
- ▶ China, Guangzhou
- ▶ UAE, Sharjah
- ▶ China, Yuwi
- ▶ Nagoya Japan

## The Mission

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We aim to become the major brand name in shipping industry through professionalism and provision of quality services to meet customer needs and expectations.

## The Vision

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To endeavour in continuously improving customer experience thus enhancing and expanding the business environment.


## Our Values

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We strive to deliver on time, on cost and on expectations for every client anywhere on the globe.



**TOP MARINE LOGISTICS  
AGENCIES LTD.**



# Our History

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## The Journey

The company started as a purely shipping company trading under TOPMARINE LOGISTICS AGENCIES LTD which was established in 2011. Buoyed by the rise of small scale traders in the East African region largely engaged in the resale trade of imported manufactured and consumer goods. This growth in imported goods drove the need for efficient mechanisms to source and consolidate goods, ship, clear then forward to their respective clients. Seizing on this opportunity to expand the service offering. Supported by a growing number of traders and source markets especially the China – Africa value chain exponential growth within the last decade the company transitioned from being a purely shipping company to one that offers a wide range of logistics services internationally and therefore the need to rebrand in 2016 to TOPMARINE LOGISTICS AGENCIES LIMITED (T LA).

Having started with only one international office in Guangzhou, China the company has expanded and can now boast of several branches and international warehouses including in Yiwu, China, Dubai and Sharjah in UAE, Head office in Nairobi and our coordination office in Mombasa both in Kenya.

TLA intends to become the preferred brand name in the logistics industry through professionalism and quality services to meet the clients' expectations. TLA also endeavours to continue providing exemplary customer.



1

## Personnel

The company that started with a staff compliment of only four (4) staff members including the two (2) directors has grown into a medium sized enterprise. The company today employs directly more than thirty (30) employees and a large reserve of casuals.

2

## Diversified Services

The number of services offered has increased from whence the company was a pure shipping company to include a diversified array of services. The company has diversified from handling sea cargo to air cargo and Less-than-Container Load (LCL).

3

## Freight Volume

The company has grown from handling a few cubic meters of goods and serving largely customers in Kenya to numerous containers for clients across East Africa.

4

## Technology

Incorporation of modern technology in its operations to drive efficiency and improve service delivery.

# Achievements & Milestones

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## Warehouses

TLA's operations have grown from a small office and one go-down to operating several warehouses in its various centres in Dubai, Sharjah, Guangzhou, Yuwi and Nairobi.

6

## Corporate Structure

Specialization and departmentalization of the company which has helped in the implementation of the company's objectives.



7

## Strategic Partnerships

The company has cultivated a good rapport with financial institutions and suppliers to enable smooth and seamless operations.

8

## Strategic Stakeholder Engagement

TLA was the first consolidation company to spearhead the efforts of the government to streamline consolidation business in the country especially through the launch of the Boma Shed (CPS).

## Services & Solutions

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The number of services offered has increased from whence the company was a pure shipping company to include a diversified array of services. The company has diversified from handling sea cargo to air cargo and Less-than-Container Load (LCL).

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# Services

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## Customs Clearance

These works involve preparation and submission of documentations required to facilitate imports ready for our clients' goods. Representing client during customs verification, valuation and payment of duty and co-taking delivery of cargo from customs after clearance along with documents -this eases all pressure for our clients since we do this efficiently and by meeting deadlines.



## Road Freight

Considered the most common land based mode of freight hauling, road freight is essential for connecting other modes of haulage and for facilitating door-to-door delivery. We have contracted a dedicated transport company with real time tracking and professional drivers and on time rescue in the event need arises. This ensure that we are able to meet our clients' expectations.



## Sea Freight

It is the most common and cost effective means of transporting goods around the globe accounting for 90% of goods transported. However, it involves a complex network of players and regulatory challenges that require experts to navigate. We use multiple carriers and shipping lines to increase our efficiency and minimize on the risks involved in over-reliance on one carrier. TLA has a long history in the sea freight business, which also serves to benefit our clients.



## Air Freight

We have recently introduced air cargo handling in both China and Dubai. This service is targeted at clients shipping urgent, time bound or perishable goods. We can handle both general and special cargo. General cargo includes high value goods, such as electronics, jewellery and pharmaceuticals. Special cargo requires special conditions for transporting goods, such as temperature control, certain air conditions or protected casing (e.g. if the goods are hazardous or livestock).

# Solutions

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5



## Bulk Cargo Handling

Solid and liquid bulk cargo each require a specific mode of transport, as well as a different method of handling. Through our warehouses in China (Yiwu and Guangzhou) and yards in UAE (Dubai and Sharjah) we have a competitive edge since we do not limit on the amount of goods we can receive from our client and getting them ready for shipment.

6



## Purchasing & Sourcing

We have a team of experts ready to offer you the best international purchasing and global sourcing solutions. Our clients in Kenya do not have to go through the hustle of transferring cash directly to suppliers. They deposit directly to our local accounts and we facilitate on how their money reaches the respective suppliers overseas. This assures the clients that the money goes to the right suppliers and mitigates the risk of dealing with fraudulent foreign entities.

7



## Warehousing

We offer consolidation and deconsolidation services for clients in the East African region. Our warehouse in Nairobi, Kenya is strategically positioned along Mombasa road within the vicinity of the Jomo Kenyatta International Airport, Mombasa – Nairobi Standard Gauge Railway and Inland Container Depot Nairobi.

8



## Condition Surveys

Offering customers sourcing services advice on goods available for import, changing dynamics in import business; be it at our local ports or international logistics policies.



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We value the role of our community in supporting our business directly and indirectly. We also see ourselves as part of the community and value our engagement. In engaging with our community, we seek to drive positive and measurable change.

”

# Corporate Social Responsibility

## Investing in the Youth

TLA recognizes the role of social capital in contributing to societal and national goals. We have designed our CSR around impact and sustainability. In line with these objectives, we have chosen to center our CSR on the broad theme of investing in the youth with specific initiatives in education.

We are currently sponsoring a few needy students by paying their high school fees in full, sustenance and general school up-keep.

We carry our periodic orphanage visits to deserving homes to support needy children . we also contribute to religious activities.

## Community Engagement

We value the role of our community in supporting our business directly and indirectly. We also see ourselves as part of the community and value our engagement. In engaging with our community, we seek to drive positive and measurable change.

Some of our activities include:

- Community building through providing technical and equipment support for community based projects at no costs
- Community organizing through charity drives and stakeholder engagement for continuous feedback and improvement.



*Top Marine staff helping to serve water during a prayer meeting for business community*



*Top Marine staff visiting a childrens home*

# Logistics Network

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YIWU WAREHOUSE ADDRESS  
+8615825770013



GUANGZHOU  
+86 137 5171 3523



Sharjah - UAE  
+971 55 672 2839



Japan (Nagoya)  
+80 80-6557-8734

# Warehouses

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“

TLA's operations have grown from a small office and one go-down to **operating** several warehouses in its various centres in Dubai, Sharjah, Guangzhou, Nagoya Japan Yuwi and Nairobi.

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# Warehouses

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Dubai, UAE

Warehouse size: 2,623 Sq.m

Number of permanent employees: 4

This warehouse allows us to leverage Dubai's global logistics hub status as a factor of its geolocation midway between Asia and Europe as well as the established centre of trade for Gulf Cooperation Council (GCC), Indian sub-continent, Commonwealth of Independent States (CIS) and Africa.



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Sharjah, UAE

Yard size: 80x80 Sq.m

Number of permanent employees: 2

Sharjah is home to three of the finest deep-water harbours in the United Arab Emirates. The location of the ports of Sharjah offers strategic advantage to ships calling at the ports. Sharjah is unique among the United Arab Emirates ports in that it has ports in both the coasts. It is also one of the world's top 3 transshipment hubs globally.



# Warehouses

Guangzhou, China

Warehouse size: 600 Sq.m  
Number of permanent employees: 3

Guangzhou is situated at the heart of the most-populous built-up metropolitan area in Mainland China and one of the largest urban agglomerations on the planet; the Pearl River Delta Metropolitan Region, together with other major cities such as Foshan, Dongguan, Shenzhen, Macau and Hong Kong. The port of Guangzhou has become the largest transshipment hub for energy products, foodstuff, raw materials e.t.c



Yuwi, China

Warehouse size: 120 Sq.m  
Number of permanent employees: 3

Yiwu is the largest wholesale market in the world and specializes in small commodities. The broad term small commodities' encompasses items such as jewelry, decorative items, household goods, stationery, and small electronics equipment. Hundreds of thousands of wholesalers from around the world source their goods from Yiwu giving it its status as the world's largest wholesale market.



# Organisation Structure



BOARD OF DIRECTORS



MANAGING DIRECTOR



OPERATIONS MANAGER



LOGISTICS OFFICER



ASSISTANT MANAGER



MARKETING &  
ADMINISTRATION  
MANAGER



ADMINISTRATION  
OFFICER



CUSTOMS  
SERVICE OFFICER



FINANCE & SYSTEMS  
MANAGER



ACCOUNTS  
ASSISTANT



INFORMATION  
TECHNOLOGY  
OFFICER

## Leadership & Management

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“

The company that started with a staff **compliment of only** four (4) staff members including the two (2) directors has grown into a medium sized enterprise. The company today employs directly more than thirty (30) employees and a large reserve of casuals.

”



**Chairman**

Eliud Gichuki Mwangi

Mr. Eliud has a quite handful experience in logistics for vast years. He is responsible for overseeing the board's activities and ensuring that it operates in a way that is consistent with its stated mission, values, and goals.



**CEO.**

Samuel Gutu Maina

Mr. Samuel is responsible for the efficient functioning of the organization and strategic development and implementation. He has over 10 years' experience steering MSMEs through growth and expansion phases across various sectors in Kenya. He has served in the same capacity in other organisations.



**Import Operations Manager**

Mary Kagunya

Mary Kagunya has over 10 years' experience in management. She is responsible for the logistics, warehouse management, transportation and customer services. She holds a bachelor's degree in Business Management.



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TLA intends to become the preferred brand name in the logistics industry through professionalism and quality services to meet the clients' expectations.

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# Quality & Compliance

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## Quality Statement

Quality is the key focus of our customer focused strategy as well as our defining competitive advantage in an environment of global competition.

Top Marine Logistics Agencies Limited has grown its presence and market share to be the best shipping and procurement enterprise in Kenya based entirely on our approach that is quality, timely, without problems and comprehensive logistic services. Owing to these, Top Marine has tremendously grown its operation to destinations within Kenya and East Africa.



## Quality & Compliance

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### Compliance Statement

We have a comprehensive compliance program that is designed to comply with applicable international, local laws, industry standards and on ethical standards of conducting business.

Our employees are consistently informed and trained on international levels of best ethical practices in the business which are strictly implemented and followed. We are committed to continuously improving our business standards and similarly raising awareness throughout the firm for better informed ethical decisions by employees.





## OUR KEY BUSINESS PARTNERS



As our logistics and clearing agent partner, Decent Logistics allows us to provide our clients with quick and efficient customs clearance and forwarding.



## Offices & Contact Information

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### Kenya

**Top Marine Logistics Limited**  
Mombasa Road, Building 305,  
P.O BOX 16769 City Square,  
Nairobi, Kenya.



Signinon Global Logistics,  
Warehouse No. 11,  
Mombasa Road, Nairobi.  
Office line: +254720291111/ +254700885000

### China

#### Yuwi office

兴港小区55栋二单元一楼 Topmarine yiwu warehouse 电话  
: +8615825785243



#### Guangzhou Office

Top Marine (Kenya) Guangzhou New warehouse: 佛山南海区  
里水镇洲村三横路大管家仓储园K栋1楼K112-K115 导航到：佛  
山大管家仓储园



1/F, Building K112-K115, Major Housekeeping Warehouse  
Park, Sanheng Road, Lishui Town, Foshan City, Guangdong  
Province Navigation to Foshan Great Housekeeper Storage  
Park.

Owen: +18565545390/ Yuki: +13760760340  
Office line:

### United Arab Emirates

#### Sharjah Yard

Bila Hudood Cargo Services,  
Gichuru: +971556722839  
Office line: +971557697095/ +971551654750



#### Japan (Nagoya)

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# TOP MARINE LOGISTICS AGENCIES LIMITED

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General Overseas Trading Logistics



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