

ديمة DEEMA

التجارية ذ.م.م. TRADING CO. W.L.L.

CORPORATE PROFILE 2026

Industrial Supply. Local Execution. **Proven Reliability.**

Delivering sustainability and reliability since 1988

KUWAIT

www.deematrading.com

Deema at a glance

A Kuwait-based industrial supply and market representation company built around technical discipline, responsive execution and long-term relationships.

Established in 1988, **Deema Trading Company W.L.L. (DTC)** connects international manufacturers with demanding industrial and public-sector requirements in Kuwait. DTC supports clients and principals from early opportunity development and technical alignment through compliant bidding, supply, delivery and post-order coordination.

Our focus is straightforward: understand the requirement, select the right solution, manage the commercial and documentation details, and maintain accountability until the order is closed.

1988

Established in Kuwait

W.L.L.

Legal structure since 2016

B2B / B2GIndustrial and public-sector
focus

CORPORATE FACTS

LEGAL NAME

Deema Trading Company W.L.L.

COMPANY LICENSE

2016/148 (Meem)

CHAMBER NUMBER

18712

D-U-N-S

534719823

HEAD OFFICE

Safat, Kuwait

Built for demanding supply environments

DTC operates as the commercial and operational bridge between the end user, the project team and the manufacturer.



Local market access

Kuwait-based engagement, tender awareness and disciplined follow-up with end users, contractors and project stakeholders.



Technical-commercial alignment

Structured review of specifications, standards, documentation, commercial terms and approved deviations.



End-to-end coordination

One accountable interface across enquiry, bid, order, logistics, inspection, delivery and closeout.



Long-term partnership

Transparent reporting, opportunity development and market feedback designed to build durable principal relationships.

Value for clients

- Relevant, technically aligned solutions from established international manufacturers.
- Clear accountability for bid compliance, documentation, delivery status and issue resolution.
- Local coordination that reduces communication gaps and execution risk.

Value for principals

- Qualified market access supported by local insight and opportunity development.
- Accurate representation of technical and commercial positioning.
- Structured reporting from early engagement through post-delivery feedback.

Mission, vision and values

A practical framework for how DTC selects opportunities, represents principals and executes commitments.

MISSION

To supply reliable industrial technology, equipment and support to clients in Kuwait and the region, while creating sustained market value for our principals.

VISION

To be the preferred Kuwait partner for international manufacturers and end users seeking technically sound solutions and dependable project execution.

Values that guide delivery

- 01 Reliability** Commit clearly and follow through.
- 02 Integrity** Communicate facts, risks and deviations transparently.
- 03 Technical discipline** Respect the specification and document the basis of supply.
- 04 Responsiveness** Act quickly without compromising control.
- 05 Partnership** Build value beyond a single transaction.

What DTC delivers

A focused operating platform combining business development, technical-commercial coordination and controlled order execution.



Principal representation

Market mapping, registrations, customer engagement and qualified opportunity development.



Tender and bid management

RFQ review, bid planning, clarification management, compliance and timely submission.



Technical alignment

Specification review, product selection, data sheets, deviations and manufacturer coordination.



Equipment and spares supply

Original equipment, engineered packages, replacement items, consumables and project materials.



Supply chain coordination

Order tracking, packing, freight, customs documentation, inspections and delivery planning.



After-sales follow-up

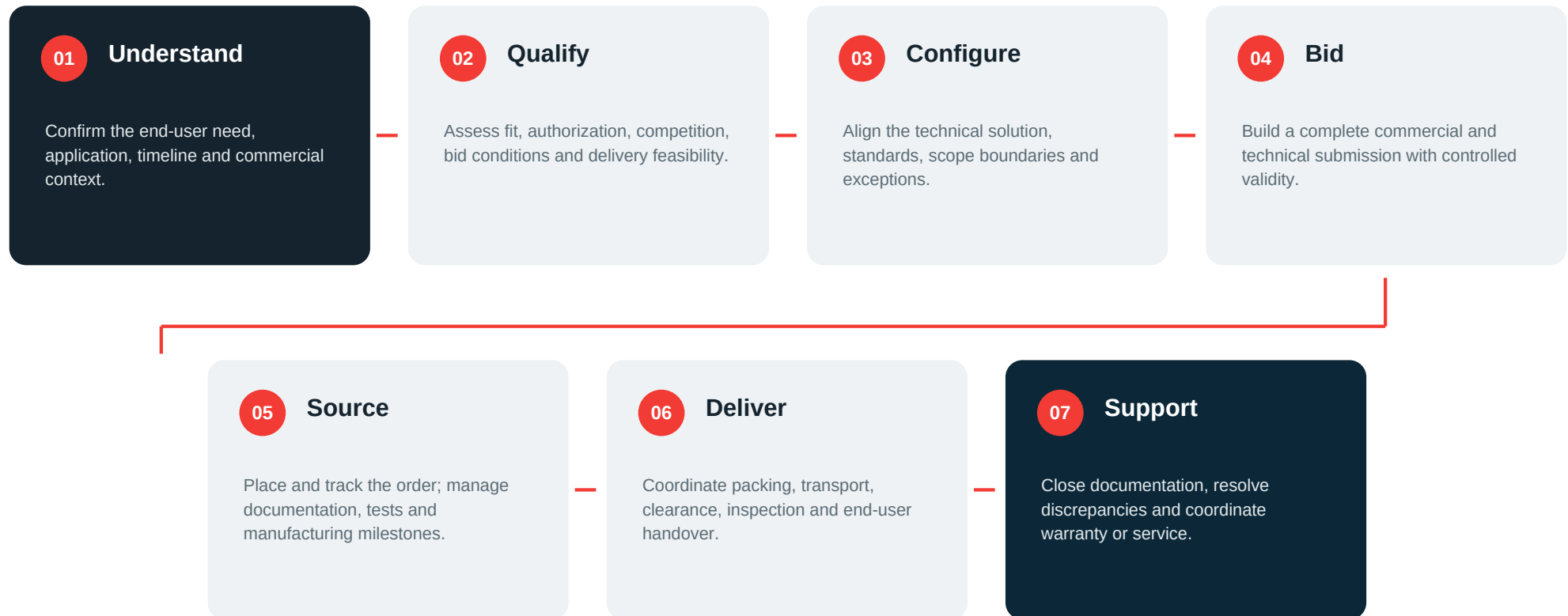
Handover, documentation closeout, warranty coordination, training and lifecycle support.

FUNCTIONAL TEAM

Management oversight | Business development and tendering | Technical sales | Supply chain and logistics | Finance and documentation

From requirement to reliable delivery

Each stage has a clear purpose, defined handoffs and a traceable output.



Core outputs: compliance basis | controlled offer | traceable order record | delivery status | documentation closeout

Tender and project delivery controls

DTC's objective is to prevent avoidable discrepancies by controlling the requirement, the documentation and the delivery interface.

01

Commercial control

- RFQ and contractual review
- Bid calendar and approval gates
- Pricing, validity and lead-time checks
- Terms, securities and commercial exceptions
- Clarification and revision control

02

Technical control

- Specification and data-sheet review
- Applicable codes and standards
- Compliance and deviation register
- Drawings, certificates and test documents
- Manufacturer clarification management

03

Delivery control

- Manufacturing milestone tracking
- Packing, marking and shipping documents
- Inspection and release coordination
- Freight, clearance and end-user delivery
- Discrepancy resolution and closeout

CONTROL OBJECTIVES

- On-time submission
- Clear basis of supply
- Traceable documentation
- Proactive escalation

Sectors and customer landscape

DTC's experience is concentrated in Kuwait's essential industrial and public-service environments.

01 Upstream oil and gas

Production facilities, field infrastructure, inspection, corrosion and rotating equipment requirements.

02 Refining and petrochemical

Process equipment, instrumentation, isolation, pumping and maintenance-related supply.

03 Power, water and utilities

Network locating, fluid handling, measurement, protection and infrastructure applications.

04 Infrastructure and civil works

Technical products for contractors, authorities, construction and public works projects.

05 Aviation and public sector

Specialized equipment and solutions aligned to government procurement requirements.

06 EPC and maintenance contractors

Bid-stage support, compliant supply, documentation and coordinated delivery.

SELECTED ORGANIZATIONS IN DTC'S CUSTOMER AND PROJECT LANDSCAPE

KOC

KNPC

PIC

KOTC

MEWRE

EQUATE

DGCA

MPW

EPC CONTRACTORS

Product and technology portfolio

DTC combines established core product lines with project-specific sourcing for industrial, utility and infrastructure applications.

01 Pumps and fluid handling

Reciprocating, metering, diaphragm and specialized process pumping solutions.

02 Valves and positive isolation

Process valves, line blinds, piping accessories and engineered isolation solutions.

03 Pressure and temperature

Gauges, switches, transmitters, thermometers, thermowells and accessories.

04 Cathodic protection

Engineering, materials, power supplies, monitoring, testing and commissioning support.

05 Utility locating and inspection

Cable and pipe locating, avoidance, fault finding and pipeline inspection technologies.

06 Filters and engineered consumables

Application-selected filtration, industrial consumables and replacement components.

07 Refractory and industrial materials

Project-specific refractory products, additives and related technical materials.

08 Specialized equipment and services

Crane support, measurement tools, safety training systems and engineered project solutions.

PROJECT-SPECIFIC SOURCING

Where a requirement falls outside the core portfolio, DTC can identify qualified manufacturers, coordinate technical evaluation and develop a compliant supply route subject to customer approval and manufacturer authorization.

Your Kuwait market extension

DTC represents the principal's technical and commercial position while owning the local coordination required to convert opportunity into execution.

One local interface. Four connected responsibilities.

01 Market intelligence

Segment mapping, stakeholder insight, opportunity qualification and competitive context.

02 Market development

Introductions, registrations, technical presentations, visits and opportunity pipeline development.

03 Bid and order execution

Clarifications, compliance, pricing, submissions, documentation, logistics and delivery control.

04 Feedback and lifecycle

Post-delivery follow-up, performance insight, warranty coordination and repeat-business development.

DTC acts as the local commercial and operational extension of its principals.

The relationship is built on agreed market boundaries, clear reporting, disciplined opportunity selection and a shared commitment to customer outcomes.

Selected principals and technologies

The portfolio brings together specialized manufacturers serving process, utility, infrastructure, safety and maintenance applications.

UNITED KINGDOM

Radiodetection

Underground utility locating, cable avoidance, fault locating and inspection systems.

ITALY

Peroni Pompe

API-oriented reciprocating and metering pump technologies for demanding process service.

ITALY

Nuova Fima

Pressure and temperature measurement instruments and accessories.

FRANCE

ONIS

Quick-action line blinds and engineered positive-isolation solutions.

INTERNATIONAL

Corrosion Technology Services

Cathodic protection engineering, equipment, surveys, commissioning and monitoring.

ITALY

Euralca

Air-operated double-diaphragm pumps for varied and demanding fluids.

ITALY / UAE

Nuova Patavium

Crane repair, maintenance and specialized equipment support.

GERMANY

Friedrich Richter

Precision measuring tools for industrial and professional applications.

SWEDEN

Cedergrens

SkidCar and SkidBike controlled driver-training systems.

Portfolio shown reflects company materials available at the issue date. Representation and product availability are project- and authorization-specific.

Pumps and fluid handling

Application-led equipment selection supported by manufacturer coordination, documentation and local project follow-up.



Reciprocating Pumps since 1895

PERONI POMPE

Reciprocating process pumps

- Triplex, quintuplex and septuplex configurations for demanding process applications.
- Reciprocating power pumps designed for API 674 applications.
- Metering, diaphragm and chemical-injection solutions for API 675 applications.

FLUID-HANDLING PORTFOLIO

Engineered around the application

DTC works with the customer and manufacturer to align materials, duty point, fluid characteristics, standards, controls and package boundaries before an offer is finalized.

- Reciprocating and metering pumps
- Air-operated double-diaphragm pumps
- Chemical-injection and packaged systems
- Replacement pumps, spares and accessories
- Technical and commercial documentation

DTC SUPPORT

Application review | manufacturer liaison | tender compliance | documentation | delivery coordination | after-sales follow-up

Instrumentation, locating and inspection

Technologies that help customers measure accurately, locate safely and inspect assets with greater confidence.



NUOVA FIMA

Pressure and temperature measurement

- Pressure gauges, switches, transmitters and recorders.
- Thermometers, thermowells, separators and accessories.
- Industrial solutions selected for accuracy, safety and application compatibility.



RADIODETECTION

Utility locating and inspection technologies

- Cable and pipe locating and cable-avoidance systems.
- Cable fault location and buried-asset detection solutions.
- Inspection technologies for selected pipeline and utility applications.

Selection and configuration remain subject to the project specification, manufacturer guidance and the required end-user approval process.

Isolation, corrosion and specialized support

Complementary technologies addressing process safety, asset integrity and maintenance requirements.



ONIS QUICK-ACTION LINE BLINDS

Positive isolation with an operational focus

Engineered line-blind systems support rapid, controlled piping isolation for critical upstream and downstream applications. DTC coordinates the application review, manufacturer interface and project documentation.

01 Cathodic protection

CTS engineering, surveys, materials, power supplies, commissioning, monitoring and fault-finding support for protected assets.

02 Crane and maintenance support

Nuova Patavium capabilities for specialized crane repair, maintenance and equipment provision.

03 Specialized safety and tools

Precision measuring tools and controlled driver-training systems for selected industrial and public-sector applications.

Quality, documentation and delivery

A disciplined basis of supply helps protect the customer, the principal and the integrity of the order.

01 Before the offer

- Confirm scope and application
- Review codes and standards
- Define inclusions, exclusions and deviations

02 After award

- Confirm order requirements
- Control vendor documents and drawings
- Track manufacturing and inspection milestones

03 Before dispatch

- Verify packing and marking
- Review commercial and shipping documents
- Coordinate release and freight readiness

04 At delivery and closeout

- Coordinate clearance and handover
- Resolve shortages or discrepancies
- Close final documents and warranty actions



Project-specific compliance

Inspection, certification, packing, marking, quality records and delivery requirements are governed by the applicable customer tender and contract documents. DTC coordinates the required evidence and escalates gaps before they become delivery issues.

Responsible business. Practical action.

DTC links reliability with responsible use of resources, durable asset performance and transparent commercial conduct.

SUSTAINABILITY

How the principle is applied

01

Durability and lifecycle

Prioritize suitable, maintainable equipment and support repair or lifecycle extension where technically and commercially feasible.

02

Efficient technologies

Introduce solutions that can improve safety, energy efficiency, loss prevention, monitoring and asset performance.

03

Supply chain discipline

Plan shipments, documentation and consolidation carefully to reduce avoidable delays, rework and unnecessary movements.

04

Responsible conduct

Maintain transparent communication, respect customer rules and support principled, compliant business relationships.

05

Local capability

Support product training, knowledge transfer and stronger local understanding of specialized technologies.

Delivering sustainability and reliability since 1988

Focused growth, controlled execution

DTC's next phase builds on its established industrial base while expanding into adjacent solutions where local execution creates measurable value.

01

Deepen core-sector coverage

Strengthen engagement across KPC companies, utilities, petrochemical operators and the EPC ecosystem.

02

Broaden the solution portfolio

Add technologies that address safety, asset integrity, efficiency, civil works and specialized public-sector needs.

03

Expand lifecycle support

Develop stronger routes for training, service, repair, spare parts and post-installation coordination.

04

Increase supply resilience

Improve sourcing depth, delivery planning, documentation readiness and commercially sound stock decisions.

05

Build data-led market visibility

Maintain disciplined opportunity tracking, principal reporting and performance review.

GROWTH FILTER

DTC pursues opportunities that

- solve a genuine end-user requirement
- fit the principal's technical strengths
- can be executed responsibly in Kuwait
- provide clear scope and commercial logic
- support a repeatable, long-term market position

RIGHT SOLUTION. RIGHT MARKET.

ACCOUNTABLE LOCAL EXECUTION.

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Let's build the right solution for Kuwait.

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