

# 12 Reasons to Appoint **J. M. Baxi & Co.** as Agents in India





# Creating Opportunities

India's integrated logistics, services and transportation conglomerate with a unique infrastructure and technology backbone



01

## Marine Services

Combined, all the marine services companies of the group collectively make the group India's largest professional and integrated marine agency.



02

## Ports & Logistics

As a part of the infrastructure and logistics vertical, the group caters to a need for specially designed shipping logistics



03

## Technologies

This decade old vertical has a keen presence in water, communications and digital solutions for the maritime trade.

# Cornerstone Values that Drive our Business Forward

## Humility

Treating others with respect, and being open to learning from our mistakes

## Honesty

Maintaining transparency and integrity in our operations, providing accurate information, and ensuring fair and trustworthy business practices, building trust with each client

## Innovation

Embracing new technologies, seeking creative solutions to challenges, and constantly adapting to the changing needs of the industry, staying ahead of the curve and improving efficiency

## Perseverance

Demonstrating determination, and commitment to overcoming obstacles and delivering results, even in the face of adversity, ensuring reliable and consistent service to our clients

# Marine Services at J M Baxi

## Comprehensive Network

Functioning through an expansive and integrated ports and inland location networks

01

## High Handling Capability

Attending over 4500 port calls and 1 million containers annually

03

## Over 60 Offices Pan India...

Enabling services in main regions and remote locations

02

## Vessel Variety

Handling a wide variety of ships such as

04



Tankers



Gas Carrier



Dry Bulk Carrier



Heavy Lift Carrier



General Cargo Carrier



Car Carrier



Cruise Carrier



Naval Vessels



Vessels for Demolition



Tugs and Fire Fighting Vessels



Submersible Ships Carrier



Dredgers

# Service Portfolio

01

Charterers Agency

02

Owners Protecting Agency

03

Owners General Agency

04

Tramp Fall Agency

05

Husbanding Services

06

Assistance & Support

# Service Portfolio

## Crew Operations

- Crew Change
- Medical Attention & Logistics for Ship's Personnel
- Port Entry Permits

## Compliance & Maintenance

- Hold Cleaning
- Grain Stability Clearance from MMD
- Gang for Hatch Cleaning/Tank Squeezing Lime Coating
- Underwater Survey & Diving Inspections
- Garbage/ Sludge Disposal

## Maritime Transformations

- Coastal Conversion & Reversion
- Sustainable Ship Recycling
- Port Captaincy

# Service Portfolio

## Licenses, Permissions, & Collaborative Liaisons

- **Obtaining Voyage License from DG Shipping for Coastal Trade**
- **Cargo Loose Gear Certification**
- **Liasing of Various Class Surveyors**
- **Renewal of SSEC**
- **Vessel Inspection & Audits through group company**
- **M/E Immobilisation Permission from Port Office**

## Logistics & Support

- **Ships Spares Clearance**
- **Fresh Water & Provisions**
- **Nautical Charts & Maritime Publications**
- **Supply of Bunkers**
- **Supply of Yokohama Fenders & Grabs**
- **Equipment Hiring**
- **Workshop Support**

And many more ...

# Our Market Footprint : Embracing Diversity



Your trusted partner, representing over 1000 principals across the world



# Nationwide Reach : Coast to Coast

60

## Offices across India



**1** Rozi Bulk Terminal  
Capacity: 1,000,000 Tons/Annum

**2** Kandla Container Terminal  
Capacity: 600,000 TEUs/Annum

**3** Mumbai Warehousing & Logistics Park  
Capacity: 120,000 TEUs/Annum

**4** Mumbai Container Freight Station  
Capacity: 84,000 TEUs/Annum

**5** The Ballard Pier  
The cruise terminal

**6** Nhava Sheva Freeport Container Terminal  
Capacity: 1,800,000 TEUs/Annum

**7** Nhava Sheva Distribution Terminal  
Capacity: 6.8 MMTPA

**8** Tuticorin Container Terminal  
Capacity: 600,000 TEUs/Annum

**9** Visakha Container Freight Station  
Capacity: 100,000 TEUs/Annum

**10** Visakha Container Terminal - I & II  
Capacity: 1,300,000 TEUs/ Annum

**11** Visakha Multipurpose Cargo Terminal  
Capacity: 3,610,000 Tons/Annum

- Inland warehousing (ICD / CFS)
- Port Terminals
- Port Locations / Served by CTO
- Container Train Operator (CTO)
- Terminal
- Offices
- Cold store

**15** Inchhapuri Inland Container Terminal - upcoming  
Rail capacity: 65,000 TEUs /Annum

Rail logistics (23 container trains)

**14** Delhi Inland Container Terminal  
Capacity: 150,000 TEUs/Annum

Bulk logistics

**13** Haldia Container Terminal  
Capacity: 200,000 TEUs/Annum

Cold chain logistics

**12** Paradip Multipurpose Clean Cargo Terminal  
Capacity: 6,000,000 Tons/Annum

Project heavy logistics

# A Clear Choice : J M Baxi vs Hub Agents

|   |   |   |
|---|---|---|
| <b>Experience</b>                       | Legacy of over hundred years translates to extensive expertise and knowledge of local landscape                       | Fragmented experience heavily dependent on strengths and competency of local agents, to whom work is outsourced |
| <b>Presence</b>                         | Robust presence in the Indian Port Sector – J M Baxi Group operates cargo and container terminals at some major ports | Limited exposure to Indian Port Sector  |
| <b>Business Model</b>                   | One stop solution for all shipping needs  | Standalone agency model   |
| <b>Business Set-Up</b>                  | Comprehensive network of offices across all major ports   | Agents have fewer offices and rely on our competencies to service clients                                       |
| <b>Handling Capability</b>              | Handling more than 4500 port calls pan-India  | Total number of ships calls handled by hub agents are unmatched   |
| <b>Government Initiative Visibility</b> | High visibility and engagement with government and their initiatives  | Limited visibility and engagement with government initiatives   |

# J M Baxi vs Local Agents

|                                    |  |  |
|------------------------------------|--|--|
| <b>Nationwide Presence</b>         | Nationwide presence across major, non-major, and private ports throughout India.                 | Local agents operate within specific ports within a given region.  |
| Establishments                     | Establishments at inland locations.  | Employ sub-agents at other ports to expand their reach.  |
| <b>Technology</b>                  | Utilization of technology for real-time information - Mobile app, Website, line up, EBMS         | Limited resources including manpower and technology.   |
| Professionalism                    | Team of professional staff comprising master mariners and an experienced workforce               | Limited exposure at other ports  |
| <b>Promptness and transparency</b> | Commitment to transparent accounting practices. Prompt settlement of Final DA.                   | Delays in settlement of account  |
| Connections                        | Comprehensive solutions for all shipping requirements. Timely reporting of relevant information. | Lack of solid connections with central government agencies such as INSA, DG Shipping, and Ministry of Shipping. Less visibility in government initiatives. |



# Hassle-free Navigation through Regulatory Landscape

**Central Board of Direct Taxes** Registration under Income Tax

**Ports/Terminal/ICDs** For Container/Vessel Operations

**Registrar of Companies** Companies Act 2013

**Customs/DRI/CBI** Import Export Fraud Investigations

**Central Board of Excise & Customs** Authority for Indirect Taxes

**Competition Commission of India** Regulator for Anti Trade Activities

**Directorate General of Shipping** Vessel Registration & Merchant Shipping Regulation

**Reserve Bank of India** Regulatory for FDI Scheme/Annual Returns

**Shops and Establishment** Regulator for Commercial Establishment

**DGFT** Foreign Trade – EXIM Code

**Legal & Judicial Cell** Claims & Litigation Representation

**FRRO** Registration Office for Foreign Nationals

**Labour Welfare Fund**

**Employees Provident Fund Office**

# Elevating Efficiency Tech Innovations at J. M. Baxi & Co.

1. Enterprise Resource Planning (ERP) for Customer Relationship Management (CRM)
2. Enterprise Resource Planning (ERP) for Operations under Development
3. Specialized ERP Software in India, designed for seamless processing of Vessel Voyage accounts, starting from the PDA stage all the way to Final Disbursement.
4. Tramp's initiative involves the development of a software platform that empowers diverse stakeholders to effectively interface and collaborate.
  - Smart Agent
  - Mobile Application
  - Interactive Website
  - Lineup

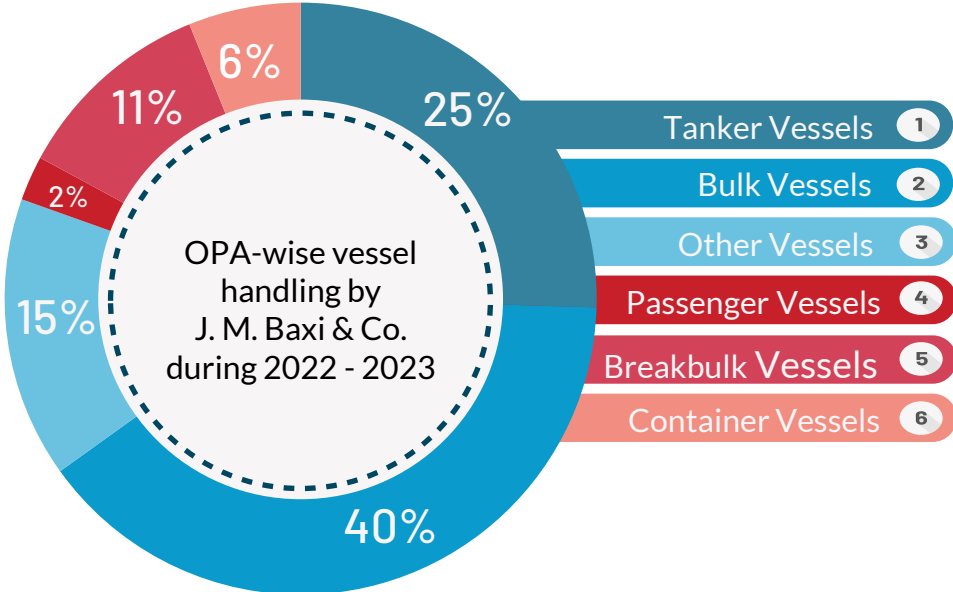
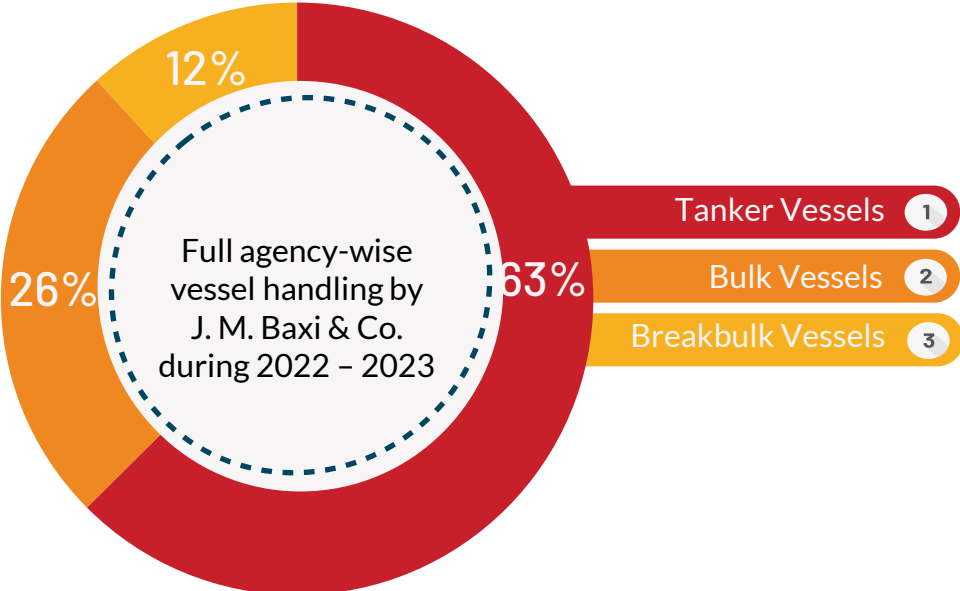
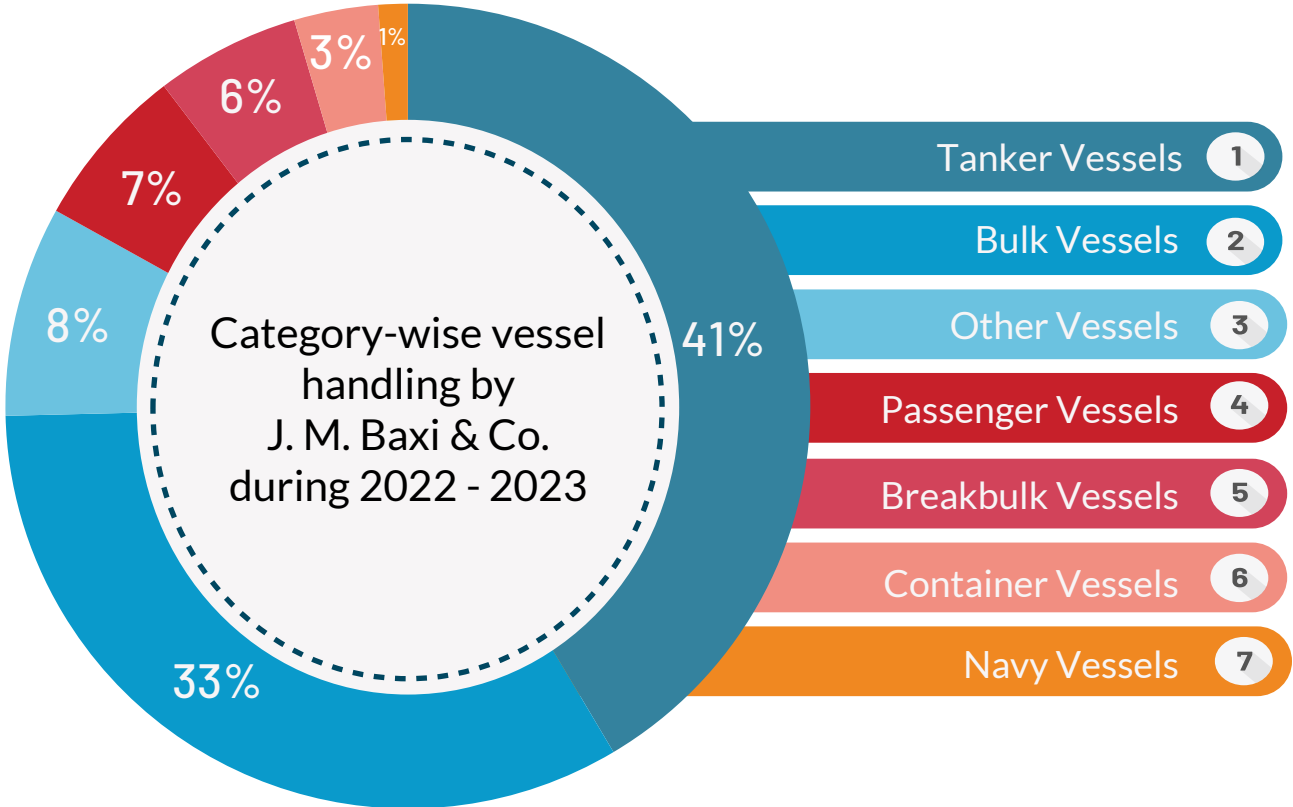
# Transparency in Financial Transactions



No Hidden Charges



Transparency in Disbursement





# Our Affiliations





Thank You

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