

DIABOS



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**100**  
YEARS OF EXCELLENCE

**Innovation is the ability  
to see change as an opportunity - not a threat**





## Ownership

- Founded in 2008 by J M BAXI GROUP – India's shipping conglomerate with a strong presence in infrastructure, technology and shipping services.
- Vision to provide high quality technology enabled services in cost optimization and stakeholder management to the shipping industry

## Credentials

- ISO 9001:2015
- UK Bribery Act 2010 and FCPA, 1977 Compliant
- Sarbanes-Oxley Compliant (ISAE 3402 / SSAE 16 Type I & II)
- Engaged KPMG to develop Data Privacy Framework based on GDPR (EU General DATA Protection Regulation) and perform PIA (Privacy Impact Assessment)

## The Company

- 120+ Employees
- 4000+ Port Calls / Month
- Full service suite
- Operations in Dubai, UAE; Pune and Mumbai, India

# We Serve Competitive, Cost-Minded Ship Operators

## Conventional Cargo Activities



## Specialized Cargo Activities



Liquids / Products



Dry Cargo

## AVERAGE SAVINGS ACHIEVED

By utilizing DIABOS services:

| Saving Type              | Approx. Average Value US\$   | Result/Remark                    |
|--------------------------|------------------------------|----------------------------------|
| PDA Reductions           | \$ 380 per port call         | Improved cash flow               |
| FDA Savings              | \$ 140 per port call         | Hard cash savings                |
| Towage Savings           | Average 5-10%                | Hard cash savings                |
| FX Savings               | \$200-500 on FX transactions | Hard cash savings                |
| Courier Charges          | \$ 40-60 per DA              | Hard cash savings                |
| Electronic FDA Archiving | \$ 5-10 per DA per month     | Cash & storage savings (7 years) |
| Bank Charges             | \$ 45-65 per transaction     | Hard cash savings                |





## SERVICE SUITE

- ⚓ DA PROCESSING
- ⚓ CALL COST ESTIMATION
- ⚓ CASH MANAGEMENT
- ⚓ TOWAGE CONTRACT MANAGEMENT
- ⚓ LAYTIME SERVICES
- ⚓ CHARTER PARTY RECONCILIATION
- ⚓ VENDOR MANAGEMENT

# DA PROCESSING



## COST SAVINGS

- Through diligent DA Services we ensure contractual rates/discounts are applied, make error corrections, negotiations and process innovations which result in increased cost savings.



## VISIBILITY, CONTROL & COMPLIANCE

- All PDAs / FDAs are checked against tariffs and contracts.
- All costs and workings are in the system
- Agents / Vendors are audited and registered.



## OPTIMAL OPERATIONAL EFFICIENCY

- Outsourced DA handling and paperless workflow frees up time.
- Integration with voyage management and accounting systems leads to easy flow of data and reduces duplication of work.

# CALL COST ESTIMATION



## COST SAVINGS

- DIABOS's network with agents globally and database of port calls for over 400+ ports enables us to provide estimates based on vessel type, activity and cargo that are both accurate and based on historical calls.



## VISIBILITY, CONTROL & COMPLIANCE

- Regularly updated cost models for over 300+ ports.



## OPTIMAL OPERATIONAL EFFICIENCY

- Easily accessible via our client portal [www.port-da.com](http://www.port-da.com)
- A value added service to our DA processing clients at no cost.

# POST-FIXTURE SERVICE

## CHARTER PARTY DRAFTING

- Drafting the final working charter party for the client based on the Recap and Base Charter Party or based on the Recap and Proforma Charter Party.
- Manual workflow process, direct working with brokers on their systems via remote access.
- Maintain data privacy of all concerned parties.
- Dedicated teams, quick corrections and submissions.

## CHARTER PARTY AUDITING

- Manual workflow process, direct and flexible working with brokers and owners to obtain the documents, audit the charter party and obtain the final corrected document for the client.
- Maintain data privacy of all concerned parties.
- Dedicated teams, quick corrections and submissions.
- Visible control & compliance.
- Save valuable time for the client.

## LAYTIME CALCULATIONS

- Quality check of the data.
- Entry in to Laytime systems, either directly in client system or on own Laytime system.
- Thorough checks by expert Laytime analysts.
- Timely turnaround.
- Assistance in cross-checking client counterparty calculations.
- Maintain data privacy of all concerned parties.
- Cost savings & optimal operational efficiency.



# CASH MANAGEMENT



## COST SAVINGS

- We save between 2-3% per DA on FX rates in Brazil, China, Russia and other minor and tertiary currencies and provide significant savings in major currencies as well.



## VISIBILITY, CONTROL & COMPLIANCE

- All Transfers are checked for Compliance/ Sanctions via the World-check system by Thomson Reuters.
- We always exercise caution with regards to email fraud concerning bank details etc.



## OPTIMAL OPERATIONAL EFFICIENCY

- You can have multi-tier approvals
- Weekly, Monthly, Daily reports
- View access to the platform.

# Towage Contract Management

## Impartiality And Independence

Values Firmly Entrenched In The DIABOS Foundation.



## Unique Model : Towage Contract Management

Keeping In Line With Our Committed Stance Of Not Competing With Port Service Providers



## DIABOS : Contract Management Tool

The Service Model Allows Principals To Negotiate And Enter Into Towage Contracts With Towing Companies Of Repute Directly



## Port Coverage

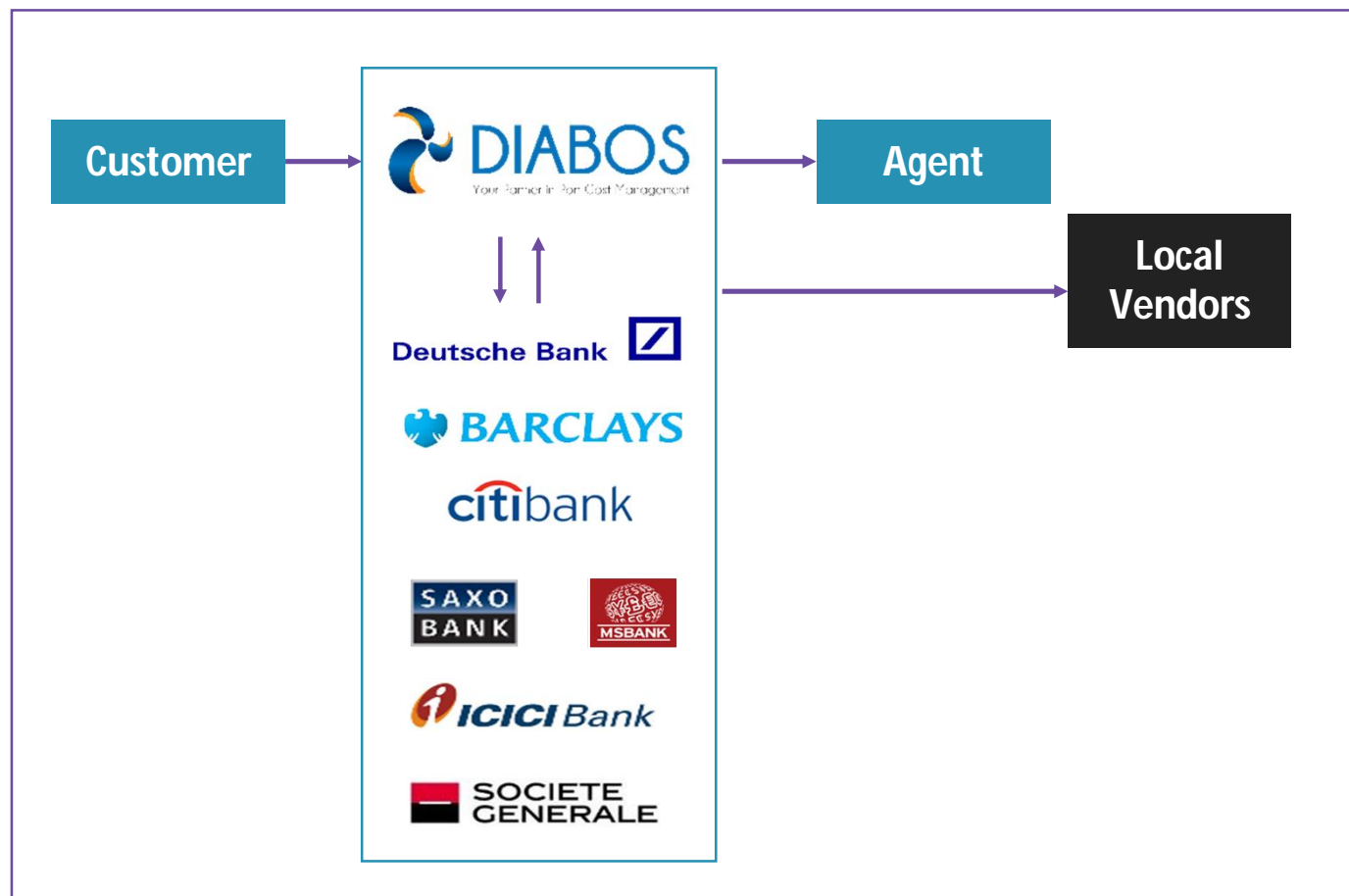
Service Covers Majority Of The Ports In The United States, Europe, Brazil And South East Asia



## Cost Savings

A small fees is charged on the net billed amount and not on the original quoted amount.

# ACHIEVING FX SAVINGS



## HOW IT WORKS

- FX sourced from bank providing best price
- Eliminates bank charges of 1-5% per DA plus 1-5% in hidden FX arbitrage by port agents



## BENEFITS

- Shorter delivery time
- Better FX Rates
- Lower bank fees
- Direct transfers with local banks in minor currency markets (INR, CNY, BRL)



# Cash Management - Value Proposition

| USD equivalent of Tx amount  | Major          | Minor         | Exotic         |
|------------------------------|----------------|---------------|----------------|
| Local currency payments (mn) | 105.33         | 14.83         | 38.50          |
| Spreads - Industry Avg (bps) | 30.00          | 75.00         | 2.00           |
| Spreads – Diabos (bps)       | 20.00          | 60.00         | 1.75           |
| Savings on Fx                | 105,331        | 22,252        | 96,245         |
| Transactions                 | 7,584          | 1,623         | 2,671          |
| Bank Charges in \$           | 40             | 40            | 40             |
| Savings on Bank charges      | 303,360        | 64,920        | 106,840        |
| <b>Total savings</b>         | <b>408,691</b> | <b>87,172</b> | <b>203,085</b> |

Total savings does not include account maintenance charges which are \$1000 per month which are waived

# DIABOS – the operational Advantage



**Our Team** – We have a team of Seasoned Maritime professionals and Master Mariners leading the operations teams with Sailing experience and commercial operations experience of more than 20 years; as well as a strong second and third line of colleagues carrying 15+ years experience in the arenas of Disbursement Accounting, Post Fixture and Vendor Management service optimisation.



**Customer Relationship Specialists** – Dedicated personnel assigned to take care of all your needs giving a much-needed single point of contact to a global operations engagement. We identify challenges for our clients and provide a solution proactively considering the market and implications involved in commercial shipping.



**Our Strength** – We focus on delivering value addition to your business and not merely a cost competition on services.



**Reports and Analysis** – Our reporting module provides access to data which can be used for audits, analysis with few simple clicks reducing the dependency of reports on service providers/hub.



**Compliance and Approvals** – We are compliant with FCPA 1977, UK Bribery Act 2010 and GDPR. We have policies targeting Internet fraud prevention and Realtime access to the Sanctions list to ensure you carry out the business activities with peace of mind and leave the heavy lifting to our teams.



**Application and System** – A robust, easy to use system based on the philosophy of minimal training engagement makes it easier to use and navigate. A stable application with minimal down time; with the learnings of over 350000 port calls handled within in.



**Business Continuity Plan** - Developed and deployed for a distributed workforce model resulting in minimum disruptions to services offered. We worked remotely during Covid19 putting our people first but yet increasing productivity by 20%



**Values** - We follow the values of the 104 year old JM Baxi group of companies – Humility, Honesty, Innovation and Perseverance. And we stand for excellence and resilience through and through.



# We Deliver Value !!!!

Cloud based, Multi browse , Device agnostic all you need is a username and password.

Enjoy access to the Diabos network of vendors – and agents operating at Ports around the world.

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Multi pronged checks – prevailing tariffs, historical costs, your exclusive contracts / agreements and industry benchmarks.

Strict adherence to Special instructions like time bar clauses etc.,.

Paperless services - upload facility for DAs and Invoices with tagging with cost heads.

Free Document management with easy electronic Archival and retrieval for 5 years

Automated reports for Operations, Accounting and Management.

Access to the Diabos network of vendors – and agents operating at Ports around the world.



# COMPLIANCE

DIABOS adhere to strict anti-corruption policies and are compliant to the following regulatory bodies.

DIABOS has its procedures audited for FCPA and UK Anti-Bribery Act by KPMG.

ISO 9001:2015 (Quality Management System). Processes certified by DNV with no major non-conformance

Sarbanes-Oxley Compliance support (ISAE 3402 / SSAE 16 Type I & II). DIABOS is fully compliant with US SOC and European international standards required for a service provider to stock listed companies and has completed Type I and Type II certification by KPMG.

Senior member of International Transport Intermediaries Club (ITIC). Additional member of BIMCO.

DIABOS has engaged KPMG to develop a Data Privacy Framework based on GDPR (EU General DATA Protection Regulation) and perform PIA (Privacy Impact Assessment) in January 2018.



As a part of 104 year old conglomerate, It is our continuous effort to adapt & leverage technology in order to be one of the most efficient seamless service providers for port cost management & disbursement accounting.

**CONNECT WITH US**



**DIABOS**

**Get Free Demo Now contact: [diabos@diabos.biz](mailto:diabos@diabos.biz)**





# DIABOS

Your partner in Port Cost Management



# Trust Teamwork Technology

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