



# Introduction

# Charvick Aquate Private Limited

A maritime services company, marine risk handlers, troubleshooters and adventurers



GOVERNMENT OF INDIA  
MINISTRY OF CORPORATE AFFAIRS  
Central Registration Centre

## Certificate of Incorporation

[Pursuant to sub-section (2) of section 7 and sub-section (1) of section 8 of the Companies Act, 2013 (18 of 2013) and rule 18 of the Companies (Incorporation) Rules, 2014]

I hereby certify that CHARVICK AQUATE PRIVATE LIMITED is incorporated on this Second day of June Two thousand twenty under the Companies Act, 2013 (18 of 2013) and that the company is limited by shares.

The Corporate Identity Number of the company is U74999HR2020PTC086483.

The Permanent Account Number (PAN) of the company is AAICC7334G \*

The Tax Deduction and Collection Account Number (TAN) of the company is RTKC05935G \*

Given under my hand at Manesar this Second day of June Two thousand twenty .

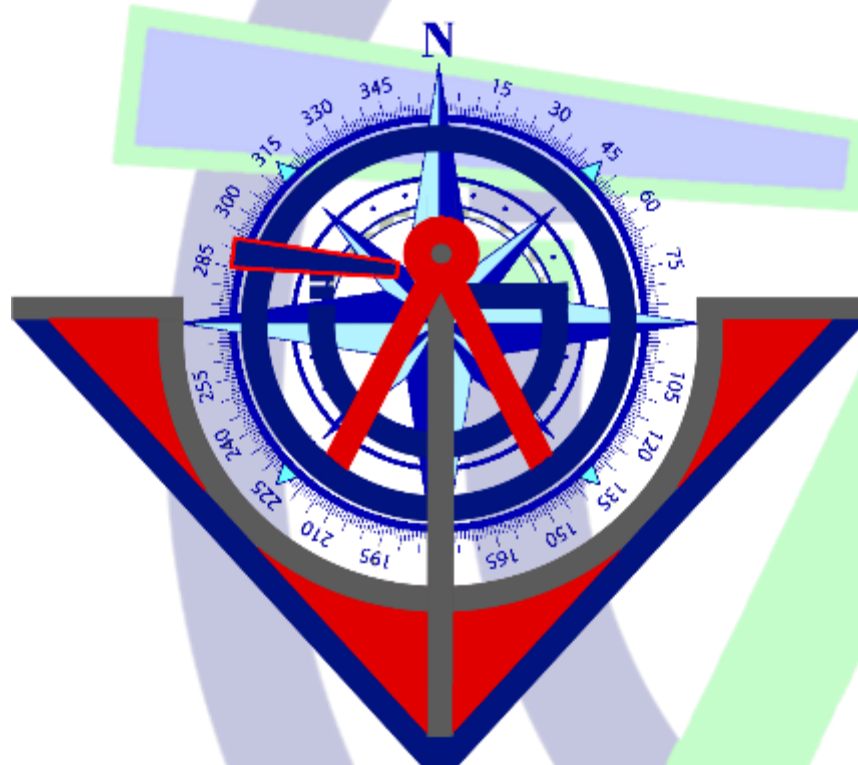
Digital Signature Certificate  
Mr SHIV PAL SINGH  
ASST. REGISTRAR OF COMPANIES  
For and on behalf of the Jurisdictional Registrar of Companies  
Registrar of Companies  
Central Registration Centre

Disclaimer: This certificate only evidences incorporation of the company on the basis of documents and declarations of the applicant(s). This certificate is neither a license nor permission to conduct business or solicit deposits or funds from public. Permission of sector regulator is necessary wherever required. Registration status and other details of the company can be verified on [www.mca.gov.in](http://www.mca.gov.in)

Mailing Address as per record available in Registrar of Companies office:

CHARVICK AQUATE PRIVATE LIMITED  
H-1404 PIONEER PARK, NEAR GOLF COURSE, EXTN. ROAD,  
SECTOR-61, GURUGRAM, Gurgaon, Haryana, India, 122002


\* as issued by the Income Tax Department



Government of India  
Form GST REG-06  
[See Rule 10(1)]

## Registration Certificate

Registration Number : 06AAICC7334G1ZP

1.	Legal Name	CHARVICK AQUATE PRIVATE LIMITED		
2.	Trade Name, if any	CHARVICK AQUATE PRIVATE LIMITED		
3.	Constitution of Business	Private Limited Company		
4.	Address of Principal Place of Business	H-1404, Pioneer Park, Golf Course Extn. Road, Sector-61, Gurgaon, Haryana, 122002		
5.	Date of Liability			
6.	Period of Validity	From	04/07/2020	To Not Applicable
7.	Type of Registration	Regular		
8.	Particulars of Approving Authority	Centre		
Signature				
Name		Kamran Pal Singh		
Designation		Superintendent		
Jurisdictional Office		Gurgaon (East) Ward 2		
9. Date of issue of Certificate		04/07/2020		

Note: The registration certificate is required to be prominently displayed at all places of business in the State.

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This is a system generated digitally signed Registration Certificate issued based on the approval of application granted on 04/07/2020 by the jurisdictional authority.

# Founders



- **Capt. Rajesh Baran** His experience can be stated in very few lines as a seasoned Oil & Chemical (8K – 300K Tankers. Uncoated, Epoxy or Stainless Steel) Master Mariner (FG), AFNI, FIAMSP, who has also been a Marine Superintendent, a Technical Superintendent and a Commercial Oil + Chem Tankers Operator with experience of all types and sizes of liquid bulk tankers including offshore FSOs. He bring on the table Experience, Knowledge and professional Ethics. His bottom line is always the love for his job, his professional pride & care and TIME is the only variable that he recognizes as worth saving. He's a team player, philosophy and physics are two subjects he loves to read, objectivity and logic are what he practices, common sense and senses are his tools and having a good IQ with a parallel EQ is what defines him. He is the Managing Director and CEO of the Company.
- **Mr. H.C. Prasad** A Fellow of Institute of Chartered Accountants, India (FCA), with close to 50 years of Experience, he has been instrumental in setting up, preparing project reports, audit and financing of Sugar Factories in UP, India as well as Marketing/Sale of Sugar on behalf of Cooperative Sugar Factories Federation. He leads the team as the Chairman of the board and oversees the Forensic Audit and Trade Finance portfolio of the company.
- **Mr. Siddharth Baranwal** A Computer Science Engineer, BTECH with over 3 years of active experience of Consumables Shipping, trading, procurement and deliverance in steel industry.



# Charvick Values and Aquate Mission

## Charvick Values

- Collectively, the word means INTELLIGENCE. But we have our values outlined in each letter –
- C : Customer-Satisfaction, our goal at every instance.
- H : Honest, in attitude and aptitude. We will not cheat.
- A : Accountable, we will only profit if our customers profit. And we intend to profit.
- R : Resonating, our work is dynamic and ethical. There would be no compromise in quality.
- V : Vehement, characterized by energy.
- I : Indefatigable, unrelenting and indulging
- C : Creative and Calibrated.
- K : Knowledgeable, keen-able and willing.
- We identify with the need to profit, not by creating loss to others, but rather ensuring that the value created and / or built by us enriches all our clients and customers.
- यथा चतुर्भिः कनकं परीक्ष्यते निघर्षणच्छेदनतापताडनैः। तथा चतुर्भिः पुरुषः परीक्ष्यते त्यागेन शीलेन गुणेन कर्मणा॥
- **As gold is tested in four ways by rubbing, cutting, heating and beating – so a man should be tested by these four things: his renunciation, his conduct, his qualities, and his actions.**

## Aquate Mission

- **AQUATE (AQUA8)** Is an improvised word to describe the qualities of Water (Aqua). Our mission is outlined in the letters –
- A - Aura. The Aura of our company will be built around serious planning for the future and by giving higher significance to rational thinking than to emotions.
- Q - Quality. Provide the best product, cause no unnecessary harm, use intelligence and hard work to inspire and implement solutions
- U - Understanding. We will exceed our customers expectations, provide hope and strength and remain objective in our dealings
- T - Time. The most valuable asset that we will manage for our customers, no matter what happens
- E - Engage. With our customers and other service providers to bring out the best collective wisdom and enterprise to the benefit of all
- 8 - smallest composite number which is neither prime nor semi-prime, reflects the base of the Octal number system and the Byte (= 8 bits), the upstanding continuity will define us. We will not run away from our responsibility even if infinite.



# OUR SERVICE & BUSINESS VERTICALS

## A. Commercial Ship Operations + Claims

- *We manage your Risk and Revenue, minimizing the former and maximizing the later.*
- *We offer*
  - *Commercial operations (Spot Voyages & TC) of ships*
    - *Oil (Crude / Product)*
    - *Chemical (SS / Coated)*
    - *Bulk Solids*
  - *Claims and demurrage handling*
  - *Laytime calculations & Demurrage*
  - *CP drafting and reconciliation*
  - *Commercial solutions through our partners such as weather routing, voyage optimization and bunker reconciliation*

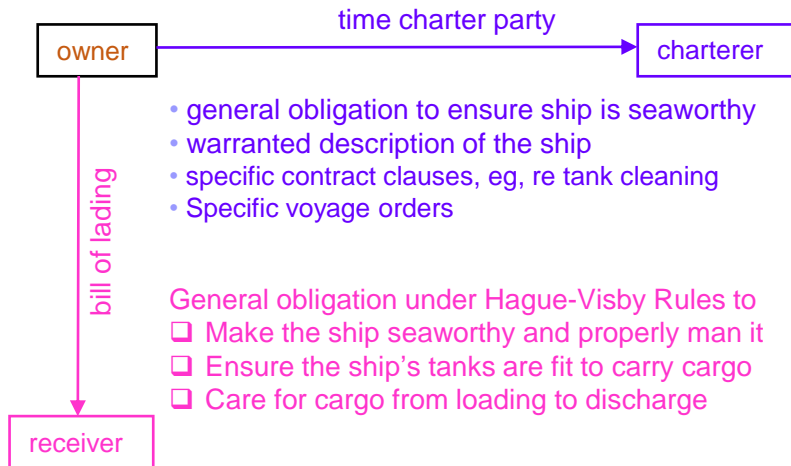
## B. Pre-Shipment Inspection & Cargo Expediting Services in India

- Pre-Shipment Inspection services comprise random sample selection, identifying defects, overview of the quantity, packing, workmanship, marking & labelling and any client specific requirement, including loading supervision.
- Our Expeditors possess a broad knowledge of shipboard and terminal operations & specialist cargo handling knowledge to provide necessary guidance to ship & shore to facilitate an effective & safe cargo operation. All jobs are attended by a suitably experienced Expeditor Master Mariner Certificate (With dangerous cargo endorsement), with minimum Practical tanker experience as Chief Officer
- All Expeditors are backed up by 24 / 7 management support.
- Loss Prevention
- Our Expeditor will ensure that ship/shore tank contents are accurately measured using correctly calibrated equipment. Every effort will be made to correctly determine all quantities (OBQ, ROB, free-water, etc.), reduce delays, prevent incidents, oversee quality determination, ensure tank cleanliness, provide on the spot dispute resolution and update the client regularly. Key areas that affect losses:
- ROB / OBQ / Free Water / Light ends / excessive COW / Clingage / Line displacement verification / Valve integrity, ship and shore
- Inter-tank leakage (ship & shore) / Ship performance / Oil spills / B/L overstatement / Sampling or analysis / Measurement (Ship & Shore) / Meter calibration / proving / Accurate VEF

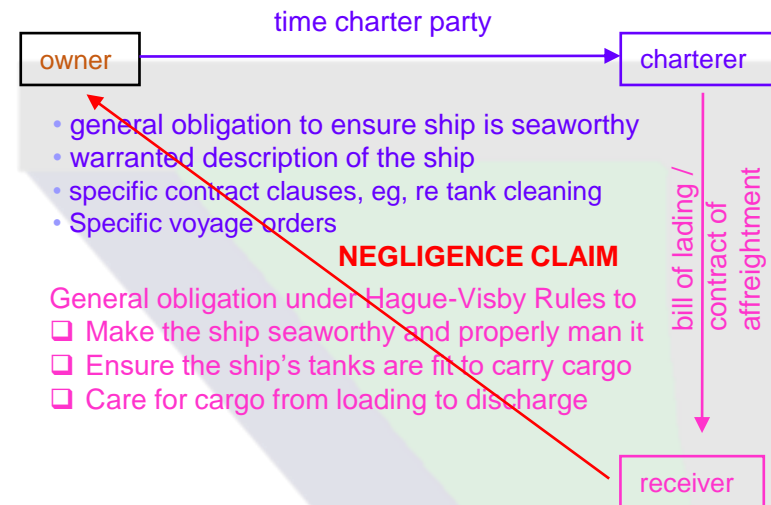
# Understanding Cargo Losses - legislation



## scenario 1



## scenario 2



## bill of lading

- ❖ A receipt for cargo
- ❖ A document of title
- ❖ Evidences the terms on which is carried
- ❖ E.g. Hague or Hague-Visby Rules (owner-friendly, commonly used, antiquated)
- ❖ E.g. Hamburg Rules (more cargo-friendly, rarer acceptance, more modern)

## Carrier's obligations (Hague-Visby Rules)

- ❖ **Seaworthiness (Art III 1(a))**
  - ❖ Ensure before, and at start of voyage
  - ❖ Be able to demonstrate due diligence
- ❖ **Manpower + Equipment (Art III 1(b))**
  - ❖ Before and start of voyage, properly man, equip and supply
  - ❖ Be able to demonstrate due diligence
- ❖ **Cargo worthiness (Art III 1(c))**
  - ❖ Before and start of voyage, prepare for cargo
  - ❖ Be able to demonstrate due diligence

## Exceptions to carrier's obligation of cargo care (Article IV):

Not liable for loss or damaged caused by –

- Negligent navigation or management of the ship (act, neglect or default of master, crew, pilot or servants of carrier – Art IV 2(a))
- Fire, unless caused by actual fault or privity of carrier
- Perils of the sea, force majeure etc.
- Fault of shipper, inadequate packing / marking, false or faulty declaration (act or omission of the shipper or owner of good, his agent or representative – Art IV 2(i))
- Inherent defect, quality or vice of the cargo (wastage in bulk or weight or any other loss or damage arising from inherent defect, quality or vice of the goods – Art IV 2(m))
- Latent defects not discoverable by due diligence
- Any other cause without actual fault or privity of the carrier.

## Seaworthiness – burden of proof

Cargo owner must show –

- The ship is unseaworthy, as a result cargo was lost or damaged
- (In practice ship presumed unseaworthy if cargo arrives damaged or does not arrive)

Carrier must show –

- Exercise of due diligence to make the ship seaworthy, before and at start of voyage. (Art III 1)
- Due care was exercised during the voyage

## Cargoworthiness – burden of proof

Cargo owner must show –

- Failure to take proper care
- (In practice, it is presumed carrier failed to take proper care, if cargo not delivered as described in bill of lading)

Carrier must show –

- That the damage or loss was caused by one of the Article IV Exceptions
- Due care was exercised during the voyage
- the carrier must properly and carefully load, handle, stow, carry, keep, care for and discharge the cargo carried (Art III 2)



# Avoiding Cargo Claims



The backbone of this lies in only one aspect, the exercise of due diligence to ensure ship is seaworthy and cargo worthy can be established, is verifiable and adequately proved, if needed, and that the carrier is able to show it beyond doubt.

The natural question, then is to ask, if you want to end up defending a claim or show that you've been proactive?

## HOW TO AVOID CARGO CLAIMS

Show due diligence in

- A. Cargo Tank Preparation
- B. Ensure Cargo Compatibility with other grades and with the cargo tank coating, as well as any other reactive material (such as zinc or copper) in tank
- C. Knowledge of Cargo Management
- D. Established Cargo management plan, availability of cargo planning data, equipment and resources
- E. Adequate Cargo Sampling, knowledge of what, how, where, when, who
- F. Cargo Tank Experience Factor
- G. Cargo properties, usage, industry guidelines, regulatory requirements, MSDS, IBC / IGC / IMSBC / IMDG Codes
- H. Ensuring correct identification and recognition of the cargo state in the Mate's Receipt and the Bill(s) of Lading
- I. Adequate and correct cargo documentation
- J. Knowledge of charter party clauses directly affecting
  - Time (laytime, NOR, pumping clauses etc)
  - Quality of cargo
  - Potential cargo specifications
  - Quantity of Cargo
  - Exceptions
- K. Additional Obligations on the Carriers

Efficiency to avoid claims requires tactical skills, overview, patience, some clairvoyance, as the ability to communicate and negotiate effectively and professionally. And then comes the intangible asset: EXPERIENCE.

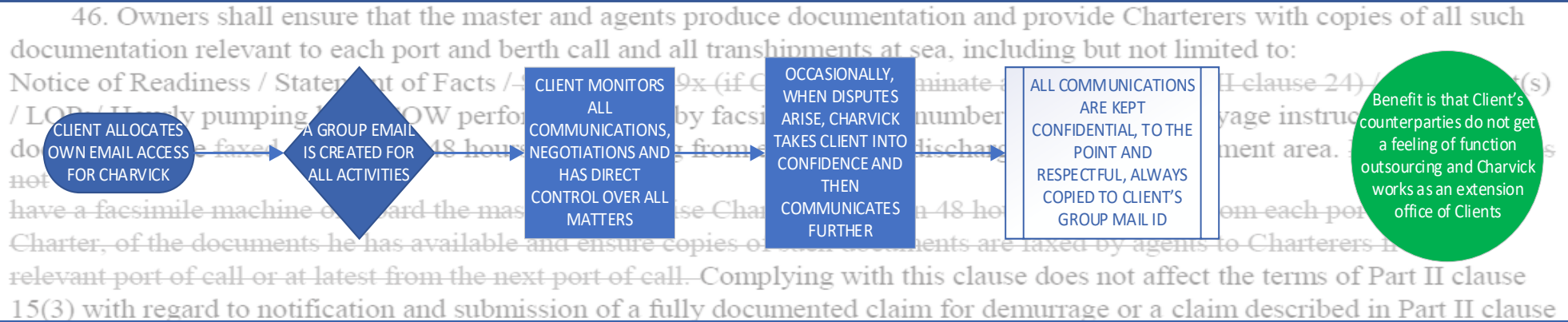


# We Operate as Part of your own Team

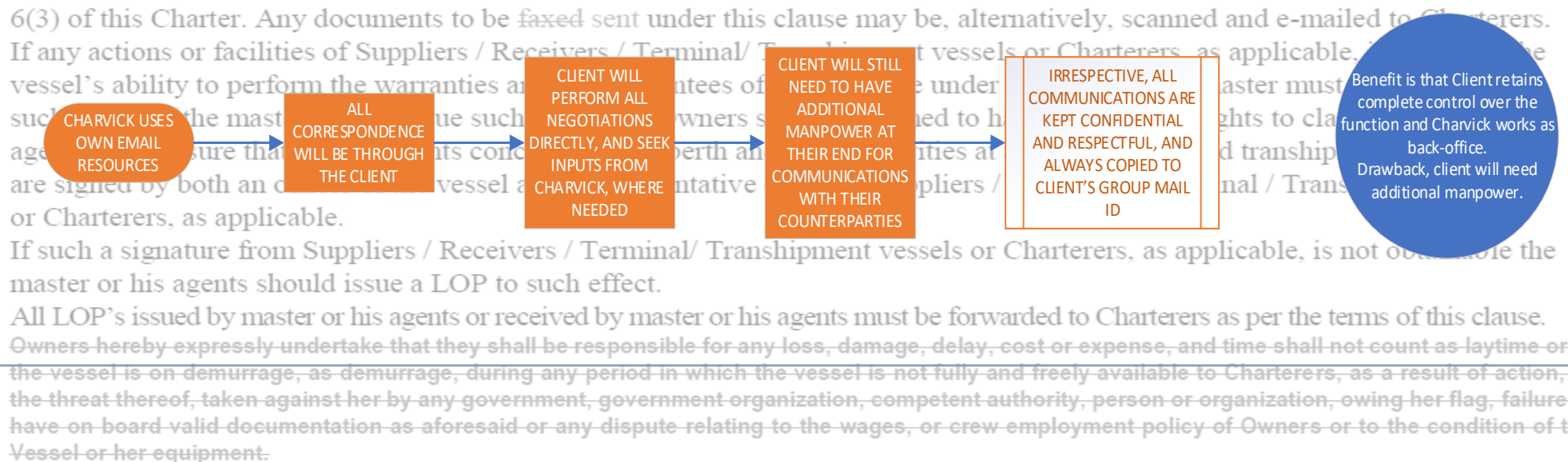
## OPERATIONS METHODOLOGY

Phase

CLIENT'S EMAIL ACCESS

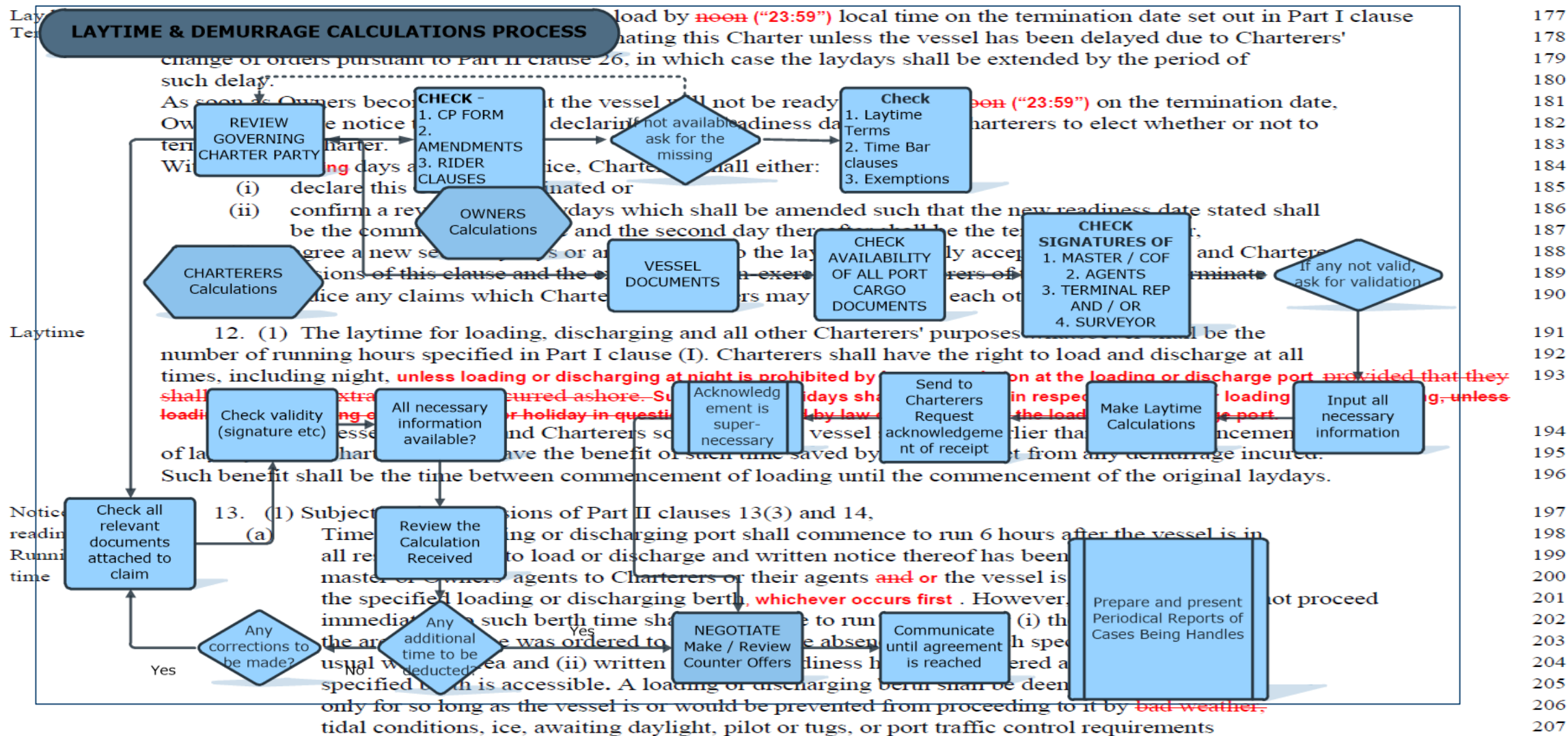


NO ACCESS TO CLIENT'S EMAIL

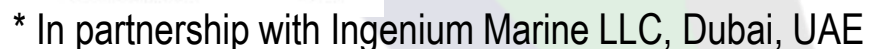


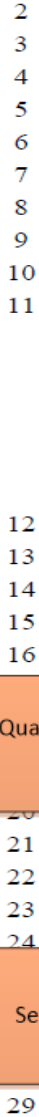


# Laytime Calculations & Demurrage











# D. FORENSIC (FINANCIAL) AUDITS



- Forensic auditing is a technique to legally determine whether accounting transactions are in consonance with various accounting, auditing and legal requirements and eventually determine whether any fraud has taken place. Forensic auditing is a blend of accounting, auditing and investigative skills.
- Forensic accountants combine knowledge of the law with their accounting skills. They can assess companies, and help companies resolve issues.
- In order to perform an investigation on financial statements as well as financial information, forensic auditor need to deeply understanding how accounting record are performed as well as accounting treatments from the normal accounting treatment to the complex accounting treatment.
- This is where we come in. With Expertise in both Marine (Shipping) as well as Cost and Chartered Accountants amongst our team, we are able to look deeply into hidden accounting practices, embezzlement or misappropriation of funds, validate against actual invoices and accounts statement or identifying areas of opportunity to save.

Issue	Financial Audits	Forensic Audits
<i>Frequency</i>	Recurring	Incidental & Nonrecurring
<i>Objective</i>	Compliance Advisory & Control	Culpability & Liability Investigation, Compliance
<i>Scope</i>	Generic & Broad – Random Sampling; Fair View	Specific Data Set; Exact & Precise
<i>Relationship with Client</i>	Non-adversarial	Adversarial
<i>Methodology &amp; Process</i>	Accounting Standards	Accounting Standards, IT standards, Industry- Specific Standards
<i>Presumption</i>	Professional Skepticism	Evidence-based

## Substantive Techniques

- For example, doing a reconciliation, review of documents, etc.

## Analytical Procedures

- Used to compare trends and collusion over a period of time or to get comparative data from different segments

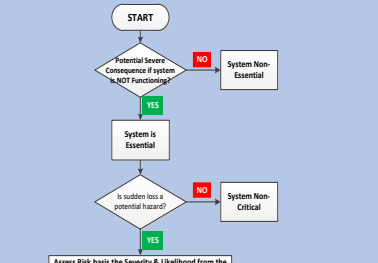
## Domain Expertise

- Knowledge of internal controls and applying them to understand loopholes which allowed the fraud to be perpetrated.

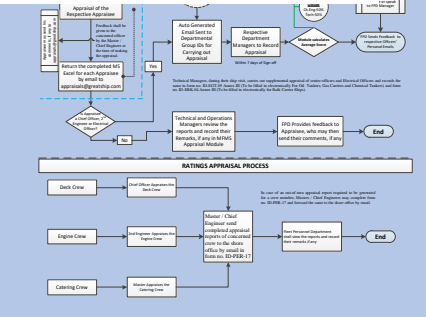
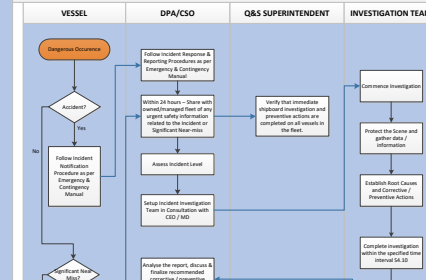
# E. QMS MANUALS FOR SHIP OWNERS & MANAGERS\*



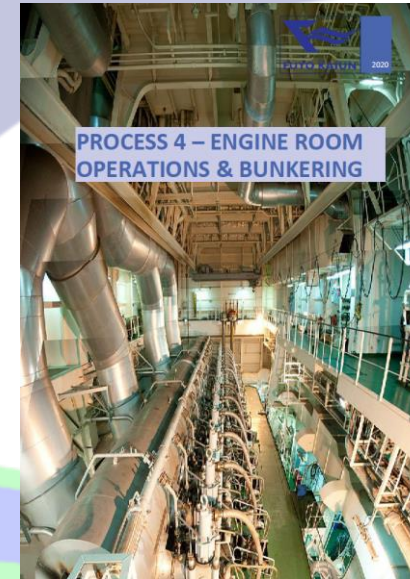
## RISK BASED IDENTIFICATION OF CRITICAL EQUIPMENT



## INCIDENT REPORTING & INVESTIGATION WORKFLOW



Documents should have an intelligent lay-out. The SMS itself should be like a process in itself. The real intelligence is in bringing simplicity to the instructions and procedures so that people with less exposure too are able to comprehend.



- 1 - Management, Leadership and Accountability
- 2 - Management of Office Personnel
- 3 - Crew Management & Well Being
- 4A - Engine Room Operations & Bunkering
- 4B - Vessel Maintenance
- 5 - Navigation
- 6 - Cargo
- 6A - Mooring and Anchoring
- 7 - Management of Change
- 8 - Incident Reporting, Investigation and Analysis
- 9 - Safety Management
- 10 - Environmental and Energy Management
- 11 - Emergency Preparedness and Contingency Planning
- 12 - Inspections & Audits
- 13 - Maritime Security

- Challenges with conventional SMS
  - Lengthy Procedures
  - Complicated Structure and Language
  - Excessive Passive Text
  - Repetitions
  - Low ease of readability

\* In partnership with Ingenium Marine LLC, Dubai, UAE

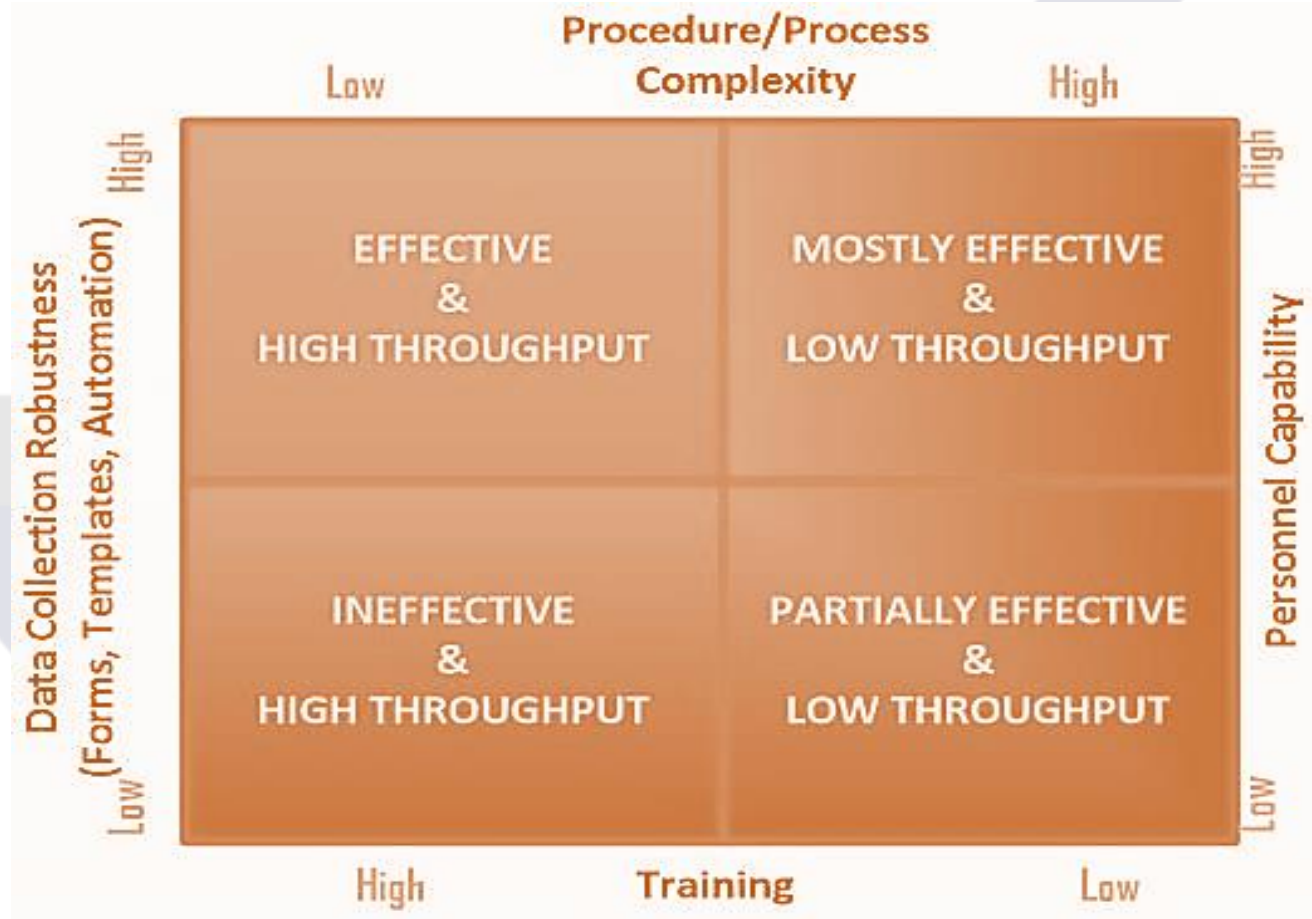




# Document Types

## Management Practice (MP)

Intent / Inputs / Processes / Outputs / References



YR LOGO	Doc. & Version No.: PMS-1.0   Version 1	9. SAFETY MANAGEMENT Principles & Responsibility	Authorised By: Controlled By: Issue Date: Revision No.: 0
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### RISK & OPPORTUNITY ANALYSIS IDENTIFICATION

#### Intent

By proactively identifying risks and opportunities of our activities and work environment, (including normal, abnormal, and emergency conditions) and ranking them according to significance, XYZ Shipping management will be able to focus its energies to control and manage its risks and opportunities. This focus will drive the continual improvement in ESSAR shipping performance.

#### Inputs

- Risk assessments, risk and opportunity analysis
- Results of Audits and Inspections
- Compliance obligations
- Incident and Near-miss Report and investigations

#### Process

- ABC Shipping Ltd management identifies and reviews its risks and opportunities on a continual basis and considers these risks and opportunities when setting objectives and targets for improvement.
- Risk and opportunity analysis are undertaken whenever new developments and new or modified activities or services are undertaken.
- Risk and opportunity analysis are undertaken as a part of the management of change process.
- Determine the risks and opportunities that need to be addressed to prevent, or reduce, undesired effects and enhance desirable effect
- Establish, implement and maintain a process for hazard identification that is ongoing and proactive.

#### Outputs

- Risk assessment methodology and procedure
- Risk Assessment Archive, periodic reviews
- Risk and opportunity Matrix

#### References

Interested Parties and Risk Opportunities



# SHIP MANAGEMENT SYSTEM ROADMAP

GAP ANALYSIS  
TMSA & ABS GUIDE 2020

MANAGEMENT PRACTICE  
Seek Policy, definitions, clarifications

2/12/2022

Receive  
existing SMS  
&  
Components

W2

3D

TMSA  
Checks

Leadership  
and SMS,  
Management  
of Change

JD, KPI,  
Targets  
&  
Reviews

NEW STRUCTURE  
To be agreed

Direction  
TMSA Element One & Seven

SAFETY & QUALITY ASSURANCE  
TMSA Element Eight, Nine & Thirteen

SHIP  
TMSA Element Three

Management of  
Change, Incident  
Reporting,  
Investigation and  
Analysis, Safety  
Management,  
Maritime Security

Vessel  
Reliability and  
Maintenance  
including  
Critical  
Equipment

Recruitment,  
Management  
and  
Wellbeing of  
Vessel  
Personnel

Recruitment  
and  
Management  
of Shore-  
based  
Personnel

Process  
Verification

CUSTOMER & SHIP  
TMSA Element Four

SHORE  
TMSA Element Two

Environment  
TMSA Element ten

CONTINGENCY  
TMSA Element Eleven

Environment  
& Energy  
Management

Measure-  
ment, Analysis  
and  
Improvement

Emergency  
Preparedness  
&  
Contingency  
Planning

Navigation,  
Cargo, Ballast,  
Tank Cleaning,  
Bunkering,  
Mooring and  
Anchoring  
Procedures

Final  
Structure  
Forms,  
Checklists,  
Logs and  
Posters

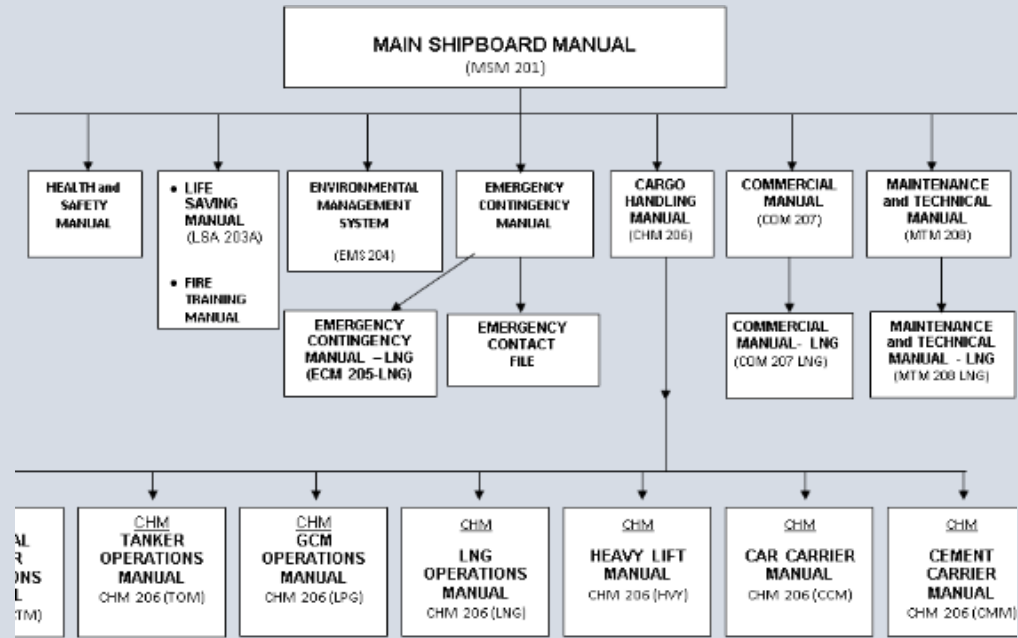
CUSTOMER FOCUS  
TMSA Element Twelve

OPERATIONAL PROCEDURES  
TMSA Element Five & Six

4-6  
Months

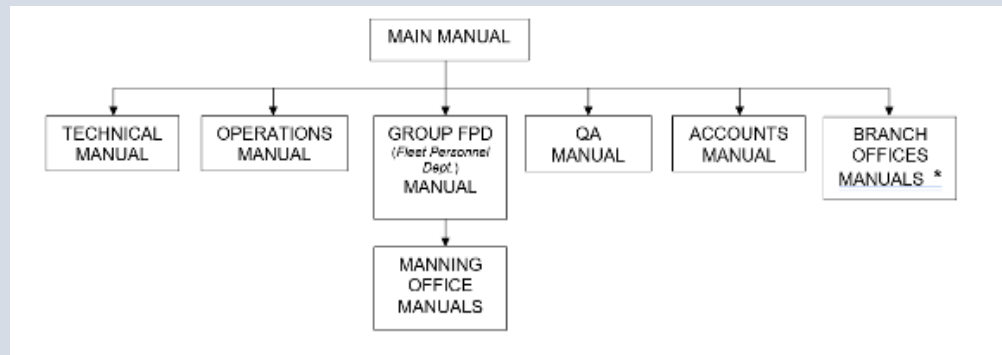
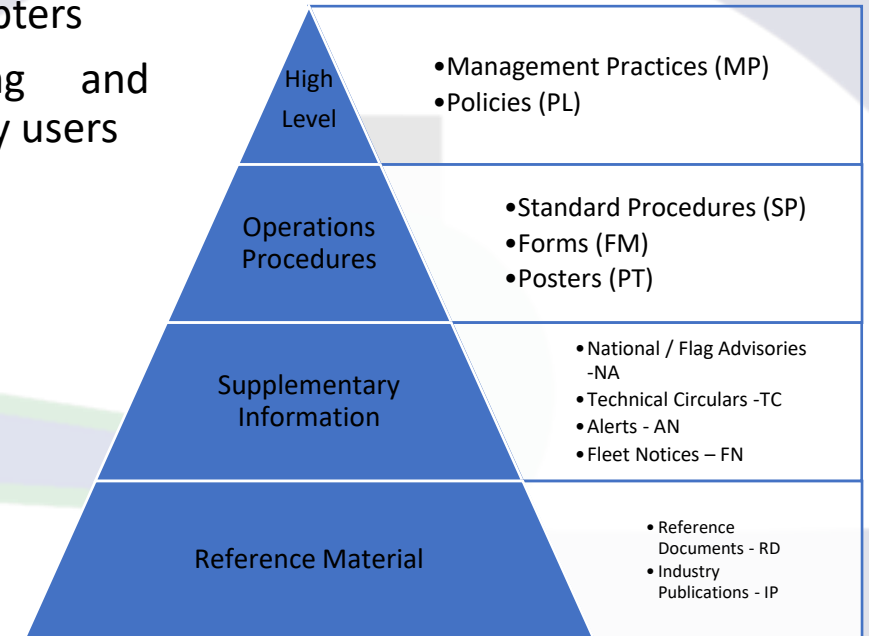


[www.Charvick.com](http://www.Charvick.com)

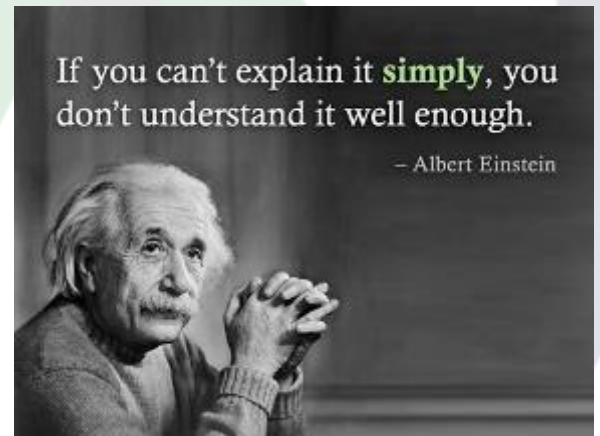


- Most systems have over 12 different manuals
- Going electronic these will become chapters
- Easier Grouping and understanding by users

Defined and common processes bring harmony



The real intelligence is in bringing simplicity to the instructions and procedures so that people with less exposure too are able to comprehend.



“Ship handling is an art of **controlling** factors **beyond** control, by **controlling** factors which are **under** control”.

BOSS is aimed at providing a solution to **exploit factors outside user's control** by **controlling factors which are in our control**.

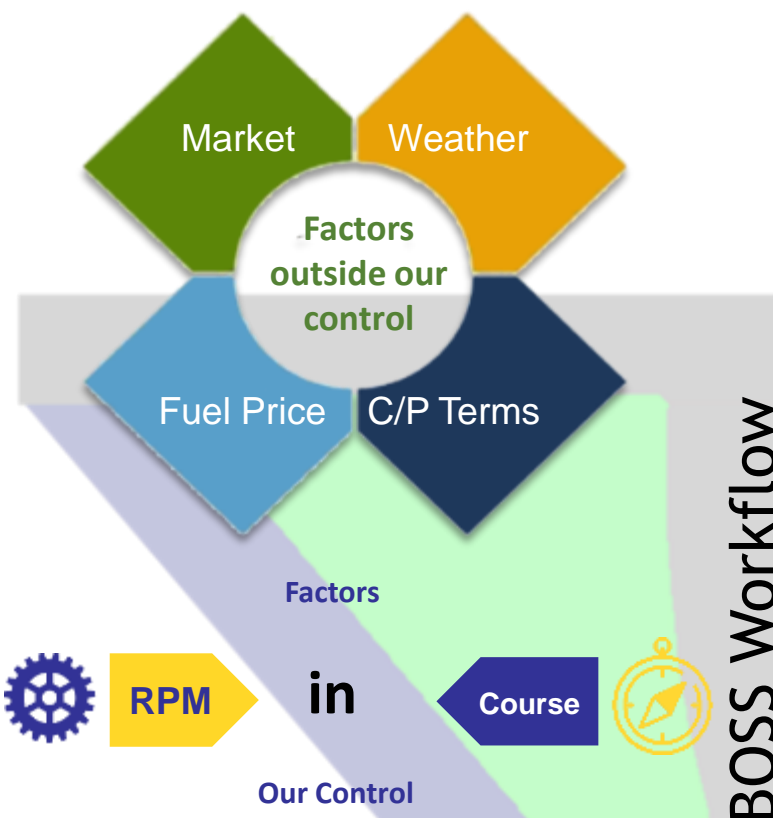
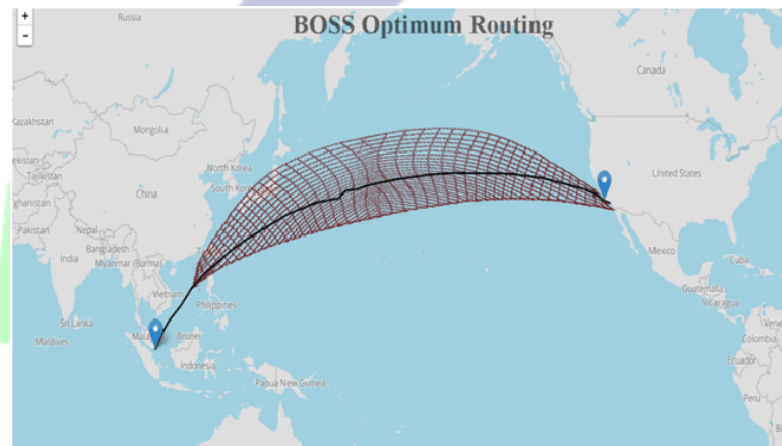
BOSS generates plan using dynamic programming from a grid designed by the expert marine professionals for safe navigation. As compared to the traditional weather routing service providing course, this system compute millions of speed-course combinations to choose the most optimum schedule.



**Blue Water**

Professional Marine Solutions

Comparison of Optimized Route and Standard Vessel Route



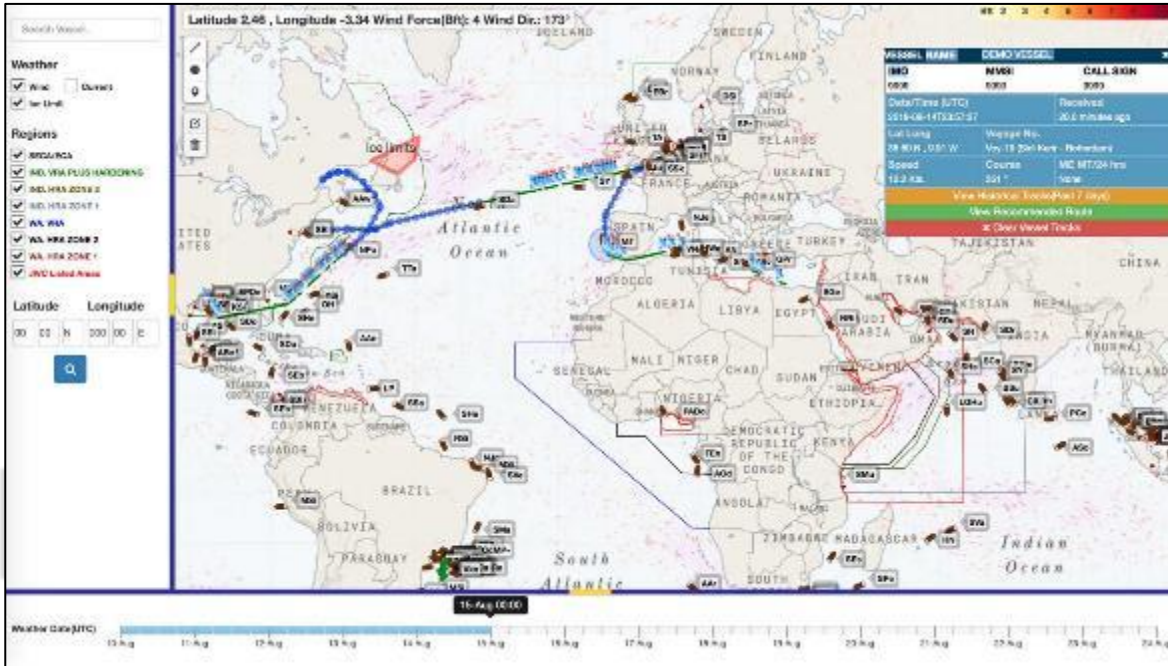
BOSS Workflow

Initial Report	Create Voyage	Create Plan	Login	Login Plus	Compare	Select	Voyage Starts	Monitoring	Update	Reporting
Voyage Manager/ Ship sends Initial Voyage Report as per Blue Water format along with other attachments	Blue Water BOSS team configures the voyage into the BOSS system	BOSS generates Voyage Plan basis forecasted Weather and Market Data	Login to the System using Access/Rights Credentials given to Voyage Manager by Blue Water	Access Credential sent by Voyage Manager to other stakeholders of the voyage, if required.	Voyage Manager reviews and updates freight charges, demurrage rates etc. to compare voyage earnings	Stakeholder view & compare voyage estimates, and agree on a voyage plan basis speed/ETA or ETB	Agree plan sent to vessel for voyage execution. Online access to vessel provided if applicable	Monitoring is setup and alerts/updates sent as necessary	Voyage plan updated on/if: 1. Every 5 <sup>th</sup> day 2. Voyage Order amended 3. Difference in projected and actual data	Post Voyage, Vessel Performance Trending and Comparison



# BOSS Weather Visualization

BOSS weather forecast along the passage can be seen in the Weather Visualization module.



❑ BOSS voyage plan is sent to the vessel with the link to the above module.

❑ User can click on the voyage plan (Date) to view forecast weather ahead.



Track Position and performance of the vessel

- ❑ Visualize whole fleet on a single page with Noon Details and Weather overlay.
- ❑ Search vessel and visualize weather forecast for next 9 days and hind cast for 4 days.
- ❑ Interactive tool for live AIS/Sat C vessel tracking.
- ❑ Benchmark vessel current speed and desirable M/E consumption against vessel specific hydrodynamic modeling real time weather.



As an agent for Blue Water Marine Solutions, India



# F. COMMODITIES EXPORT

- We Source, procure and Ship the following products for the Steel Industry:
  - Silico Manganese
  - Ferro Chrome
  - Ferro Silicon
  - Ferro Manganese
  - Coil Grout
  - Ramming Mass
  - Zirconium Powder
  - Magnesite Solvent Coating (for metal casting industry)
  - Zirconium Solvent Coating (for Refractory coating)
  - Perlite

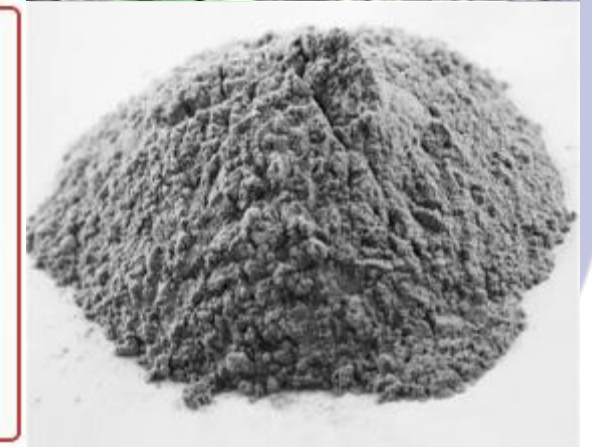






## COMMODITIES EXPORT...(CONTD.)

- Other products
  - Prepared binders for foundry Moulds
  - Amino Resins
  - Graphite Coating Powder
  - Temperature Tips
  - Sleeves





# Reach us:

[HTTP://WWW.CHARVICK.COM](http://www.charvick.com)

**CHARVICK AQUATE PRIVATE LIMITED**

UGF-214 SUNCITY ARCADE, SUNCITY, SECTOR 54,  
GURGAON 122011

PHONE: +91 124 4070 490

EMAIL: [AQUATE@CHARVICK.COM](mailto:AQUATE@CHARVICK.COM);  
[INFORM@CHARVICK.COM](mailto:INFORM@CHARVICK.COM)

MOB: +91 99998 09028 / 87001 02453

