

大成 DENTONS

# Ports | Global

## On board with Dentons

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2023



# Your projects. Your investments. Our focus.

Dentons' lawyers and professionals support your projects to develop port infrastructure through development, adaptation and rehabilitation throughout the world. In this competitive industry, they are on your side to future proof your port infrastructure against all potential impacts. They offer you thorough understanding of the market and environment, exploring innovative options such as smart infrastructure, port automation and digitalization techniques while helping you navigate methods for optimizing existing assets.

## We offer in particular:

- Entry and exit strategies including strategic alliances, joint ventures, and PPPs
- Project and risk management including conducting due diligence
- Commercial, construction management, lease and development, as well as concession agreements
- Procurement and outsourcing
- Government contracting, including negotiations with port authorities
- Regulatory port matters including ICCC compliance
- Infrastructure access regimes and competition
- Financing and structuring
- Dispute resolution and litigation
- Landowner issues





Over the last years, our teams have been responsible for advising on **major port projects** worldwide, such as:

## Europe

**Rönesans / Stolt Joint Venture:** International and local counsel to Sponsors (including French Law & Turkish law) on major expansion, EPC and project financing of the Ceyhan Terminal Facilities project in Turkey, linked to co-located petrochemicals project at terminus of Baku-Tbilisi-Ceyhan pipeline.

**U.S. International Development Finance Corporation (DFC):** Advising on financing provided to Pace Group for expansion and modernization of the Port of Poti, a major seaport off the eastern Black Sea coast, Georgia. The project covers the development of a new marine terminal. With a total cost of US\$120 million, of which US\$50 million is financed by DFC, this is one of the largest infrastructure projects in the country.

**EBRD / ICBC:** Advising on investments with respect to the Tekirdağ Port, Turkey, following privatization, to finance the acquisition of port operation rights under a 36-year concession from the Turkish Privatization Authority and modernization/expansion of the port.

**State Property Fund of Ukraine and Ministry of Infrastructure:** Advising on the amendments to the PPP/concessions legislation governing port infrastructure ahead of Ukraine's improvement of its legal framework to rebuild infrastructure.

**Mersin International Port:** Advising port operating company for one of the main container ports in the Mediterranean Region, in relation to operational matters and dispute resolution in connection with a 36 year port concession.

**Caisse des dépôts et consignations and Provence Côte d'Azur Chamber of commerce and industry:** Advising on the concession contract for the Antibes marina regarding operation, maintenance and management of ports Marina Vauban and Galicia in Antibes Harbour on the French Riviera.

**Kibar:** Advising sponsors on various operational aspects of Assan Port Project, Turkey including new Terminal Services Agreement with MSC.



### Chambers UK 2023

- **Band 1**, Construction, Thames Valley
- **Band 2**, Infrastructure: PFI/PPP, UK-wide
- Energy & Infrastructure Team of the Year 2022, **The Lawyer Awards**

"The Dentons team are very commercially aware and, given their wealth of experience, there aren't many situations they have not encountered previously." Chambers UK 2023, Construction, Thames Valley

"Dentons is understanding of our business and commercial needs when reviewing and providing either an opinion or contract documents." Chambers UK 2023, Infrastructure: PFI/PPP, UK-wide

"The team is highly experienced, knowledgeable and professional." Chambers UK 2023, Infrastructure: PFI/PPP, UK-wide

### Chambers Europe 2023

- **Band 1**, Projects & Energy, Central & Eastern Europe and Czech Republic
- **Band 2**, Projects & Energy, Hungary
- **Band 2**, Projects & Infrastructure, Poland
- **Band 2**, Shipping, Turkey

"Law Firm of the Year Infrastructures" at the Legalcommunity Energy Awards, 2023

"Dentons goes above and beyond the expectations of a developer company client. They also focus on details, business risks and the technical background." Chambers Europe 2023, Projects & Energy, CEE

"They have a strong ability to handle complex and sophisticated matters." Chambers Europe 2023, Projects & Infrastructure, Poland

"We are very satisfied with the services provided by the lawyers at Balçioğlu." Chambers Europe 2023, Shipping, Turkey



## Chambers Global 2023

- **Dentons, Band 1**, General Business Law, Azerbaijan, Georgia, Papua New-Guinea, Uzbekistan
- **Dentons, Band 1**, Projects & Energy, Central & Eastern Europe
- **Dentons, Band 1**, Projects & Energy, Oman
- **Dentons, Band 1**, International & Cross-Border Capabilities, Poland
- **Dentons ACAS-Law** (Adepetun, Caxton-Martins, Agbor & Segun), Band 1, Projects & Energy, Nigeria
- **Dentons LEAD, Band 1**, General Business Law, Angola, Antigua & Barbuda, Equatorial Guinea
- **Dentons, Band 2**, General Business Law, Antigua & Barbuda and Equatorial Guinea
- **Dentons, Band 2**, Projects & Energy, Qatar
- **Dentons, Band 2**, Shipping: Finance & Non-Contentious, United Arab Emirates
- **Dentons, Band 2**, Shipping: Domestic, Singapore
- Dentons EALC East African Law Chambers, **Band 2**, General Business Law, Tanzania
- Eric Silwamba, Jalasi & Linyama Legal Practitioners, **Band 2**, General Business Law, Zambia
- Dentons Mauritius LLP, **Band 2**, General Business Law, Mauritius
- Nextlaw Referral Network, **Band 2**, Leading Law Firm Networks, Global Market Leaders

"Dentons ACAS-Law houses a very strong team of knowledgeable and highly qualified lawyers." Chambers Global 2023, Projects & Energy, Nigeria

## Middle East and Africa

**Guidry Group:** Advising winning sponsors on US\$1.5 billion DBOT PPP Concession for design, build, financing and operation of a secure Container and Trans-shipment Port in Susah, Libya.

**Lurco Holdings Limited:** Assisting key services providers, notably Richards Bay Coal Terminal (RBCT - the largest coal terminal in the world) in securing throughput rights through a complex mechanism of RBCT shareholder rights and entitlements in South Africa.

**APM Terminals Apapa Limited:** Representing a major terminal operator and concessionaire of the Nigerian Ports Authority in several matters arising from and connected with terminal operations within the Ports in Nigeria.

**Bollore Transport & Logistics Nigeria Limited:** Advising a part of the Bollore Group and a major player in the shipping industry, re containers haulage, chartering, warehousing and off-dock terminal operation, and on the validity of stevedoring charges to the Nigerian Maritime Administration and Safety Agency (NIMASA).

**BP Global Investments Salalah Ltd:** Advising BPGIS on various workstreams including advice related to its concession obligations, expanding its services and operations in Salalah port, and in connection with environmental regulatory matters in Oman.

**Port of Duqm Company:** Advising on a wide range of operational & regulatory matters in Oman.

**MENA Infrastructure Fund:** Advising on the specialist US\$500 million private equity fund's acquisition of a stake in Alexandria International Container Terminals SAE (AICT), the owner and operator of container terminals in Alexandria and El Dekheila, Egypt.

## Chambers Latin America 2023

- **Band 2** Projects & Energy, Uruguay

"The service provided by Dentons Jiménez de Aréchaga has been excellent. They have profound knowledge of the matters on which they have advised us and their speed of response should be highlighted." Chambers Latin America 2023, Projects & Energy, Uruguay

## Chambers Canada 2023

- **Projects and Energy Law Firm of the Year**



## Chambers Asia Pacific and Greater China Region 2023

- Link Legal, **Band 1**, Aviation, India
- **Band 2**, Construction (PRC Firms), China
- Dentons, Band 2, Construction, New Zealand
- Dentons Rodyk & Davidson LLP, **Band 2**, Construction: Domestic, Singapore
- Dentons Rodyk & Davidson LLP, **Band 2**, Shipping: Domestic, Singapore

"The firm has very competent teams to handle multiple projects." Chambers APAC 2023, Aviation, India (Link Legal)

"Nothing is too difficult for them, the advice is presented in a simple, direct way, and they understand the commercial side of things and seamlessly incorporate this into their advice." Chambers APAC 2023, Construction, New Zealand (Dentons Kensington Swan)

## Americas

**First Caribbean International Bank Limited:** Advising on a multi-currency syndicated loan to Global Ports Holding Plc in respect of the refinancing of the construction, operation and maintenance of a new passenger cruise pier at St John's port in Antigua. Advising on the structuring of the transaction, sponsor support and guarantee arrangements as well as negotiating the finance documentation and due diligence, and subsequently negotiating the corporate, construction and concession related documents.

**Porto Sudeste:** Advising the operators of Porto Sudeste, a private iron export port in Brazil, on the preparation of new contractual documentation for the transportation, receipt, warehousing and storage, and shipping of iron ore from this Brazilian port.

**Puertos Inversiones y Obras S.A.S.:** Advising the developer on all aspects of the investment and negotiation with other equity investors in the multipurpose port terminal located in Bahía Colombia, dedicated to containers, general cargo, bulk and roro with an initial capacity of 650,000 TEU. We also advised on the applicable regulatory framework for port concessions and contractual matters related with the infrastructure construction and development.

**Pio S.A.S.:** Advising Colombia's Puertos, Inversiones y Obras S.A.S., part of Grupo Empresarial del Pacífico (Gepsa), on the regulatory framework for port concessions and contractual matters related to the US\$ 393 million Puerto Antioquia project.



**Awarded Transport Deal of the Year,**  
IJ Global Awards 2021.

**RECOPE:** Advising on the financing of RECOPE's construction of the project SAGAS, LPG storage facilities, a key addition to the port of Limón's energy infrastructure, and currently Costa Rica's PPP centerpiece. Our team was particularly creative in making the financing possible despite RECOPE's labyrinthine regulations for contracting and financing projects with third parties.

**Global Ports Holdings Plc:** Advising on the commercial and financial arrangements to design and build a new cruise port in Barbados and manage the operation of the terminal company upon assignment of a concession agreement.

**IFI:** Advising on the planning, development and financing of the construction of port and shore-based facilities to support Guyana's emerging oil and gas industry.

**IFC and Government of Haiti:** Advising on the structuring and implementation of a PPP for the rehabilitation and operation of the port of Cap Haitien, Haiti. Also advising on the proposed privatization program in several infrastructure sectors, including notably the transportation (including ports) and energy sectors.

**Vancouver Fraser Port Authority:** Advising on the development of RFPs and contract documents for the procurement of various trade-enabling infrastructure projects throughout Metro Vancouver, Greater Vancouver Gateway 2030. We have also advised on complex procurement and design / build matters on the expansion of the container terminal in the heart of Vancouver's downtown waterfront (approx. CA\$454 million).

**Vancouver Fraser Port Corporation:** Advising on technical issues relating to the design of port facilities, negotiating concession agreements, and reviewing permitting requirements.

**Montreal Port Authority:** Advising on the development of Contrecoeur Container Terminal, a fourth container terminal (1.15 million TEUs per year).



**City of Victoria:** Advising on the new Johnson Street Bridge constructed across Victoria Harbour lands which included dealing with jurisdictional issues relating to the Harbour Authority and interfacing with local government and the Coast Guard with respect to marine and vehicular access. It represents Canada's largest single-leaf bascule bridge.

## Asia Pacific

**Confidential Consortium:** Advising a private consortium holding an exclusive concession for the development, financing, construction and operation of Sydney Harbor Novaport project, a new deep-water container terminal capable of accommodating post-Panamax vessels, located in Sydney, Nova Scotia.

**Kumul Consolidated Holdings:** Advising on the relocation of the port of Port Moresby, one of the largest infrastructure projects to date in Papua New Guinea.

**Singapore Warehousing Corporation at the Port of Singapore:** Advising on the negotiation and preparation of a long-term lease (40 year-lease with renewal option of 20 years) including regulations on the reception and expedition of cargo as well as storage conditions.

**Coordinating Ministry of Economic Committee for the Acceleration of Priority Infrastructure Provision (Komite Percepatan Penyediaan Infrastruktur Prioritas - KPPIP):** Advising on the planning development of Bitung and Kuala Tanjung as international hub ports as part of the national port master plan in Indonesia.

**China Railway 16th Bureau Group Transportation Engineering Co. Ltd.:** Advising on the PPP Project of Shugang Railway in Dongying Port, Shandong Province, China.

**Operator:** Acted for a Myanmar port concession owner and terminal operator as borrower in a US\$250 million financing of its expansion construction, by multilateral lenders.

## The Legal 500 EMEA 2023

### Africa

- Dentons ACAS-Law, **Tier 1**, Shipping and transport, Nigeria, Africa
- Dentons LEAD, **Tier 1**, Local firms, Angola, Africa
- Eric Silwamba Jalasi & Linyama Legal Practitioners, **Tier 1**, Leading firms, Zambia, Africa
- Dentons Hamilton Harrison & Mathews, **Tier 1**, Privatisation and projects, Kenya, Africa
- Dentons (Mauritius) LLP, **Tier 2**, Leading firms, Mauritius, Africa
- Dentons Hamilton Harrison & Mathews, **Tier 2**, Real estate and construction, Kenya, Africa

'The firm is equipped to meet the standards of responsiveness required by local and international clients. In commercial terms, they always try to find the best fit for the client, notably in regards to fees, invoicing and billing. In a nutshell, a top notch team led by high quality individuals.' Legal 500 Africa 2023, Local Firms, Angola (Dentons LEAD)

'The team is knowledgeable but also provides practical advice and solutions.' Legal 500 Africa 2023, Real Estate and Construction, Kenya

### Europe

- **Tier 1**, Construction, Poland
- **Tier 1**, Transport, Turkey
- **Tier 1**, Projects and energy, Czech Republic and Hungary
- **Tier 1**, Real estate and construction, Czech Republic, Italy, Luxembourg, Hungary and Slovakia
- **Tier 1**, Real estate and construction (and projects), Georgia and Kazakhstan
- **Tier 1**, Leading firms, Azerbaijan and Uzbekistan
- **Tier 2**, Real estate and construction, Romania, Turkey and Ukraine
- **Tier 2**, Project finance and PFI, Netherlands

### Middle East

- Dentons, **Tier 1**, Real estate and construction, Oman
- Safwan Moubaydeen Law Firm in association with Dentons, **Tier 1**, Projects and energy, Jordan

- Dentons, **Tier 2**, Projects and energy, Oman
- Dentons, **Tier 2**, Shipping, Oman
- Dentons, **Tier 2**, Construction, United Arab Emirates
- Dentons, **Tier 2**, Infrastructure and projects (including project finance), United Arab Emirates

Excellent team, great diversity and very responsive. Overall it was a pleasure to work with such a commercially minded team that deliver every time.' 'Legal 500 Middle East 2023, Projects & Energy, Oman

'Dentons is precisely the kind of law firm that we wish to have as a partner in business.' 'Legal 500 Middle East 2023, Projects & Energy, Jordan

### **The Legal 500 Canada**

- **Tier 2**, Construction
- **Tier 2**, Transport: Aviation



### **The Legal 500 Latin America 2023**

- Dentons Cardenas & Cardenas, **Tier 2**, Projects, Colombia
- Dentons, **Tier 2**, Projects and infrastructure, Costa Rica
- Dentons, **Tier 2**, Projects and energy, Uruguay

'The team dedicated to infrastructure is excellent (...). They are always kind, attentive and very quick to respond.' Legal 500 Latin America 2023, Projects, Colombia

### **The Legal 500 Asia Pacific 2023**

- Link Legal, **Tier 1**, Projects and energy, India
- Link Legal, **Tier 1**, Aviation (including aerospace and defence), India
- Hanafiah Ponggawa & Partners, **Tier 1**, Aviation, Indonesia
- Dentons Kensington Swan, **Tier 1**, Construction, New Zealand
- Dentons Kensington Swan, **Tier 1**, Transport (rail, road, air and sea), New Zealand
- Dentons Rodyk, **Tier 1**, Projects and energy: local firms, Singapore
- Dentons Rodyk, **Tier 2**, Construction: Local firms, Singapore

- Dentons, **Tier 2**, Projects and energy: PRC firms, China
- Dentons, **Tier 2**, Shipping: PRC firms, China
- Zain & Co, **Tier 2**, Real estate and construction, Malaysia
- Hanafiah Ponggawa & Partners, **Tier 2**, Shipping, Indonesia
- Zain & Co, **Tier 2**, Projects and energy, Malaysia
- Dentons Kensington Swan, **Tier 2**, Projects and resources management (including environment), New Zealand
- Dentons Rodyk, **Tier 2**, Shipping: local firms, Singapore
- Dentons, **Tier 3**, Real estate and construction: PRC firms, China
- Hanafiah Ponggawa & Partners, **Tier 3**, Projects and energy, Indonesia
- Dentons Rodyk, **Tier 3**, Projects: foreign firms, Singapore

'Dentons has a great client-based focus, taking time to understand your drivers and key concerns.' Legal 500 Asia Pacific, Transport, New Zealand

'The team leader and members are very dedicated. Always ready to spare time for issues that emerge suddenly. All team leaders are forthright in their advice to the client and never advise any bypass.' Legal 500 Asia Pacific, Projects & Energy, India (Link Legal)

## ABOUT DENTONS

Dentons is designed to be different. As the world's largest global law firm with 21,000 professionals in over 200 locations in more than 80 countries, we can help you grow, protect, operate and finance your business. Our polycentric and purpose-driven approach, together with our commitment to inclusion, diversity, equity and ESG, ensures we challenge the status quo to stay focused on what matters most to you.

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