

# **Shipping at Dentons**

The carriage of goods by sea—both containerized and in bulk—is indispensable to the global movement of goods in international trade, and eclipses all other modes of transport—road, rail or air—in terms of volume and weight.

In the last 50 years, maritime transport has evolved so that shipping today has expanded beyond port-to-port, and now frequently forms part of a global, intermodal network, linking shippers, consignees and their products by road, rail and ship. Ships—including their use, operation, purchase, sale and insurance—have become far more complex, and require the knowledge and experience from those who speak the language.

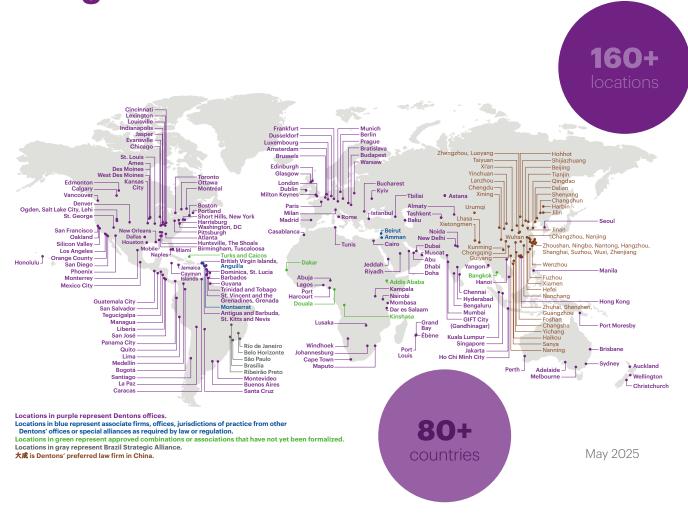
With Dentons, you'll benefit from our in-depth understanding of the maritime sector, as well as our global reach, seamless service and multijurisdictional insight that can provide you with the right strategies to grow your business. Whether you are a ship-owner, charterer, insurer, trader, operator, Non-Vessel-Owning Common Carrier (NVOCC) or financier, Dentons is ideally situated to help you in all your matters related to maritime law.

Our global Shipping practice encompasses all aspects of shipping business, including:

- Ship sale, purchase and registration
- Ship finance and leasing
- Corporate structures for ownership, management, operation of and logistical supply to ships
- Advice on tax planning for ship-owners, managers, operators and logistics providers
- Regulatory compliance (maritime and non-maritime including competition law)
- Marine insurance and reinsurance
- Pooling agreements, joint ventures and other collaborative agreements
- Shipbuilding, ship repair, supplies and provisions
- Charterparties, bills of lading and other contracts of carriage and/or affreightment
- Dispute resolution, including litigation, arbitration and mediation
- Processing of titles and title endorsements
- Maritime Training Centers



# **Our global reach**



"Well-established, comprehensive practice covering all transactional and contentious shipping matters, including financing, shipbuilding, offshore construction, arrests and cargo disputes."

- Chambers Asia Pacific
- "They have first-class local expertise."
- Chambers Global
- "They have a high knowledge of the aircraft/ship financing sector."
- IFI R1000

- "What stands out about the practice is its patience, detail-oriented approach and very good delivery."
- Chambers Asia Pacific
- "The firm was flexible and very knowledgeable."
- Chambers Global



# **Ship owning and operating**

We regularly represent major shipyards in offshore construction projects, including projects involving the oil and gas industries, as well as cross-border projects, particularly in India, Indonesia. Vessel owners frequently turn to us for advice and representation in obtaining Approved International Shipping (AIS) scheme and tax-exempt status in Singapore.

Our team in Panama has supported our clients hand in hand for them to enjoy the benefits of the numerous advantages the Panamanian flag has to offer, providing effective strategies to make their business grow.

#### **Deal highlights**

Phoenix MMEER III Limited, T1 Marine
Services Limited and other operators of
offshore service vessels: Advising on the
requirements of the Cabotage Act 2003 and
the NOGICD. We also provided representation
on compliance issues by making necessary
cabotage and other applications on behalf
of clients and their vessels, liaising with
the Nigerian Maritime Administration and
Safety Agency (NIMASA) in the processing
of the applications.

- Multinational banking and financial services corporation: Advising on the registration of a naval mortgage over a Panama flagged vessel as security for a US\$5 million facility agreement, complying with local law requirements so that the naval mortgage be binding and enforceable.
- National and foreign operators and services:
   Advising on public tenders for the operation of multi-purpose terminals in Lázaro Cárdenas and Mazatlán, Mexico.
- Coastal Oil Logistics Limited: Advising on their wharfage contracts and operating contracts with multiple ports around New Zealand.
- Straits Orient Lines (Singapore) Pte. Limited:
   Advising the buyer on the purchase of two
   new vessels including the preparation/ review/
   negotiation of the Memorandum of Agreement,
   delivery documents, closing procedure and
   hosting the completion meeting.

# Ship purchase, finance and leasing

Dentons Shipping Purchase, Finance and Leasing practice offers capability across multiple jurisdictions in the full range of asset finance structures.

Our team advises on: complex structured and syndicated financings, export credit financings, secured loan transactions (including through ship mortgages), finance and operating leases, financing and chartering of new builds, purchase of second-hand tonnage, asset value support, portfolio securitizations, senior/subordinate loan arrangements, lessor/equity participant investments, sale-leasebacks and structured finance transactions.

Our clients include many financial institutions including commercial, Islamic and development banks, export credit agencies, equity investors, financial guarantors and international shipping companies.

We act for international banks and high net worth individuals on the construction, ownership, financing, operation, sale and purchase of superyachts.

- Syndicate of banks including Banco Santander and National Australia Bank: Advising in relation to a US\$166 million syndicated lease financing of international logistics group Tristar to part finance the purchase of six chemical tankers from a shipyard in Ulsan, South Korea.
- Golar Energy Ltd: Providing legal assistance in several matters including several Floating Storage and Regasification Unit (FSRU) projects in West Java (worth US\$500 million), Central Java, Floating Storage and Regasification Terminal (FSRT) project in North Sumatra, ship sale and purchase transactions, and financing of ship procurement.

- Syndicate of Irish and European banks:
   Acting on the provision of secured loans for the acquisition of new shipping vessels and working capital facilities to a shipping company.
- First Exploration and Petroleum Development Company Limited (First E&P): Advised on the importation of a floating, production, storage and offloading unit (FPSO) Abigail Joseph for use on the development of its Anyala and Madu Fields offshore Nigeria.
- Financial services company: Advising on financing the acquisition of two vessels and refinancing of two additional Panamanian flagged vessels for a approximately US\$16-25 million.
- Confidential client: Advised on the financing of large fishing vessels and security by way of ship mortgages.
- BHP Billiton: Acting in relation to export sale contracts.
- Sterling Bank and a syndicate of multinational lenders: Advising on the US\$403 million syndicated financing of various exploration and production contracts within offshore Nigeria.
- Irish banks: Advising on the provision of secured loans to Irish registered shipping and fishing vessels.
- Coastal Oil Logistics Limited: Advising on the chartering and financing of oil tankers.
- Topaz Energy and Marine: Advising on a US\$550 million conventional and Islamic multitranche loan to Topaz Energy and Marine. The transaction involved 40 ships and 13 different jurisdictions.

# Litigation, arbitration and dispute resolution

We provide a broad range of services in the maritime sector, with a team that understands the entire value chain. Our experienced team provides counsel in relation to carriage of goods and persons by sea, ship arrests in multiple jurisdictions, multimodal transportation, freight forwarding arrangements, and general average situations.

You will benefit from working with our Litigation and Dispute Resolution practice, which handles all forms of admiralty and shipping disputes—from enforcement of ship mortgage and other maritime claims to shipbuilding disputes and marine casualties. Familiar with all major arbitral regimes including ICC, UNCITRAL, HKIAC, CIETAC, SIAC, AAA and ICSID, our team is capable and experienced in representing clients in arbitrations.

- Royal Caribbean Cruises: Providing legal assistance in various litigation matters regarding its in cruise business in Indonesia.
- Noble Drilling Services: Successfully contesting the applicability of the Cabotage Act to drilling rigs and drilling operations in a celebrated landmark case before the Nigerian Federal High Court.
- Banking and financial services institutions:
   Advising regarding certain breaches of a
   corporate guarantee and a facility agreement
   entered into by several lenders to make available
   to the borrowers the sum of US\$40 million
   regarding three Panama flagged vessels.
- Caterpillar Financial Services Corporation: Assisting on the foreclosure of mortgages over two boxships, namely "Espero" and "Beluga Modesty", owned by Volum Denizcilik. We are also defending the client against the claims by the shipyard for the alleged unlawful occupation of the shipyard by the vessels.

- Container park operator: Acting in an antitrust investigation into the container market in New Zealand.
- Cargill International SA v Peabody Australia
   Mining Ltd [2010] 78 NSWLR 533: Opposing
   leave to appeal from international arbitration
   under ICC Rules, under NSW Commercial
   Arbitration Act and the International Arbitration
   Act 1974 successful enforcement of ICC
   arbitration of force majeure provisions under
   SCoTA contract of sale of coal, laytime and
   demurrage issues and interaction with doctrine
   of frustration and force majeure.
- Confidential client: Arguing successful motion to strike action against international shipping line.
- APM Terminals Limited: Representing on a claim worth over N500 million, relating to the Safety of Life at Sea Convention requirements for provision of verified gross mass for every container before loading onto the carrying ship.
- Stirling Harbour Services Pty Ltd v Bunbury Port Authority (2000) 22 ATPR 41-752;
   22 ATPR 41-783: Advising on an exclusive harbour towage contract – franchise bidding arrangement.
- Ocean Network Express: Advising on a wide variety of disputes including container demurrage, damage to or loss of cargo CIP disputes and regulatory services such as obtaining required agency, freight forwarding licenses etc.
- Government of Canada: Advising regarding its draft ballast water regulations for vessels operating in the Great Lakes. The draft regulations are designed to combat invasive species and to guide interaction with the US government and also resolve a complaint issued by the US Great Lakes carriers that the draft regulations were discriminatory to them.

# **Corporate and Regulatory**

Our lawyers offer a range of experience in both domestic and cross-border work. Collectively, we bring a strong understanding of the various regulatory, tax, economic and other challenges and opportunities organizations operating in these sectors face today and have the tools to marshal the same level of intelligence beyond those sectors. For our clients, this means smoothly-run deals accomplished effectively and efficiently through informed and insightful counsel.

Our team in the UK advises on offshore incorporation/ company trustee and secretarial services, VAT mitigation and commercial agreements, including terms of business for designers, managers, distributors and manufacturers.

Our team in Belgium has advised on most of the major shipping EU competition law cases in the last 25 years before the European Commission and the European Courts in Luxembourg. We have advised the West African Shipowners' Committees, CEWAL and the CMBT case on appeal, TAA, FEFC, FETSCA, TACA and Revised TACA, the abolition of the liner conference block exemption Regulation 4056/86 in 2008, the Consortia Block Exemption Regulation and its reviews, the Maritime Competition Guidelines and their repeal.

- Australian Competition and Consumer Commission: Acting for Peabody in relation to the application for authorization by Pacific National, Queensland Rail, and Port Waratah Coal Services of a Vessel Management Queuing System.
- Freight Transport Association (FTA) and Global Shippers Forum (GSF): Drafting a memorandum for submission by the FTA and GSF to DG Competition, the Federal Maritime Commission and the OECD, on potential competition law issues arising from the new market structure of international liner shipping based on four global alliances, the trend towards mergers, the consortia block exemption regulation and information exchange/price signaling.
- Canadian Pacific Limited: Advising in connection with its spin-off, its reorganization as an independent corporation and the listing of its shares on the New York and Toronto Stock Exchanges. This included coordination of legal and regulatory matters over the 21 jurisdictions in which CPS had operations, including many of the world's largest ports.
- American Bureau of Shipping: Providing legal assistance in several matters including in relation to the vessel classification and License and Procedure of Services of Foreign Vessel Usage.
- Pacific International Drilling WA Limited:
  Advised on applicability of the 2% surcharge created by the Coastal and Inland Shipping (Cabotage) Act 2003 to income from operations of drill ships.
- CentrePort Limited: Providing corporate and contractual legal advice to the port of Wellington, for 20 years on port operational issues, governance, structuring and acquisitions.

### **Insurance**

Our Insurance and Reinsurance lawyers have guided industry leaders through the most sophisticated and high-profile insurance sales and claims practices litigation and regulatory challenges.

For decades, we have represented the industry's major players in litigation and regulatory challenges involving allegations of unfair and deceptive practices, breach of contract, fraud, and misrepresentations with regard to the sale and marketing of insurance policies, and the handling of underwriting and claims.

Our team also has significant experience in all aspects of compliance matters under contracts of insurance, including with respect to the implications of export controls, sanctions and related trade controls. We frequently advise on coverage issues, the impact of applicable insurance exclusions, and appropriate diligence strategies related to shipping.

- Insurers: Advising the insurers of MV Jacob on the alleged damage of over US\$52 million caused to an NNPC 20-inch diameter gas pipeline by the MV "Jacob", a self-elevating workover platform, owned by the insured Michharry & Company Nigeria Limited.
- **Höegh Autoliners AS:** Advising the insurers and owners on issues of Nigerian law in relation to a fire on board MV "HÖEGH XIAMEN" at Jacksonville, USA.

- Centreport: Advising on its captive insurance arrangements for its main port related assets.
- **PICC:** Acting on its behalf for marine insurance cases and providing other legal services.
- Global package delivery company:
   Advising on various cargo insurance matters.
- M/V Shipka: Representing the ship-owners on collision with M/V Semele and M/V Meriom Hope.
- M/V Aegean Wind: Representing the shipowners on the collision with M/V MSC Roberta.
- M/V Corton: Representing the ship-owners and underwriters with regard to alleged damages caused to underwater fiber-optic telecommunication cables.
- M/F Cemalettin Erem: Representing the shipowners and underwriters with regard to alleged damages caused to the communication cable used for seismic investigation operations at Marmara Sea.
- M/V Kapitan Matveev: Representing the shipowners and underwriters with regard to alleged damages caused to the NSK Fish Farm.
- M/V Desna Star: Representing the ship-owners and underwriters with regard to alleged damages caused to the Pier.



# Ports—asset construction and infrastructure

Our lawyers have experience in all types of ports legal matters and projects, representing project sponsors, owners, operators, contractors, lenders and governments.

We have experience in delivering port projects, and have acted on projects in the CIS/Eastern Partnership, the Middle East and in developing and emerging markets. Examples include Sharjah and Salalah in the Middle East, Haiti and New Orleans.

- Contrecoeur Container Terminal: Advising the Montreal Port Authority on the development of a fourth container terminal. Our role included advising on all aspects of the legal structure of the project, development of a financing strategy, preparation and documentation for the marketing of the project, and negotiation of all agreements and contracts (approximately CA\$750 million, 1.15 million TEUs per year).
- Indonesian Ministry of Transportation:
   Providing legal assistance on several matters, including advising on concession agreements with shipping companies, ports, and government institutions.

- APM Terminals: Advised on the lease/ concession of the Apapa Port between it and the Federal Government of Nigeria.
- APM Terminals: Advising on the public tender for the Modernization of the Puerto del Callao multipurpose North Terminal. We advised from the initial stages of the concession contract execution for the provision of centralized services, with a value of US\$750 million.
- Mersin International Port (MIP): Advising on supply agreements, agreements on sale and purchase of all ports equipment and vehicles such as tugboats, pilot boats and cranes and their collateralization transactions, administrative permits, concession agreements, authorization, financing, customs law, disputes arising from warehouse receivables, implementing lien over or liquidation process of the goods, subcontract agreements, labor law disputes, loss of or damage to cargo and any disputes with regard to the vessels calling the Client's Port, communication with the Harbour Master's Office and regulatory compliance issues.
- Centreport: Advising on multiple infrastructure projects including the construction of their wharves and other ground and building works.
- Mizuho, Calyon and Development Bank of Japan: Advising the lenders' US\$750 million financing of the LNG Terminal in Manzanillo developed by Mitsui, Samsun and Kogas.
   Ports and Maritime Terminals Representative Transactions in Mexico



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