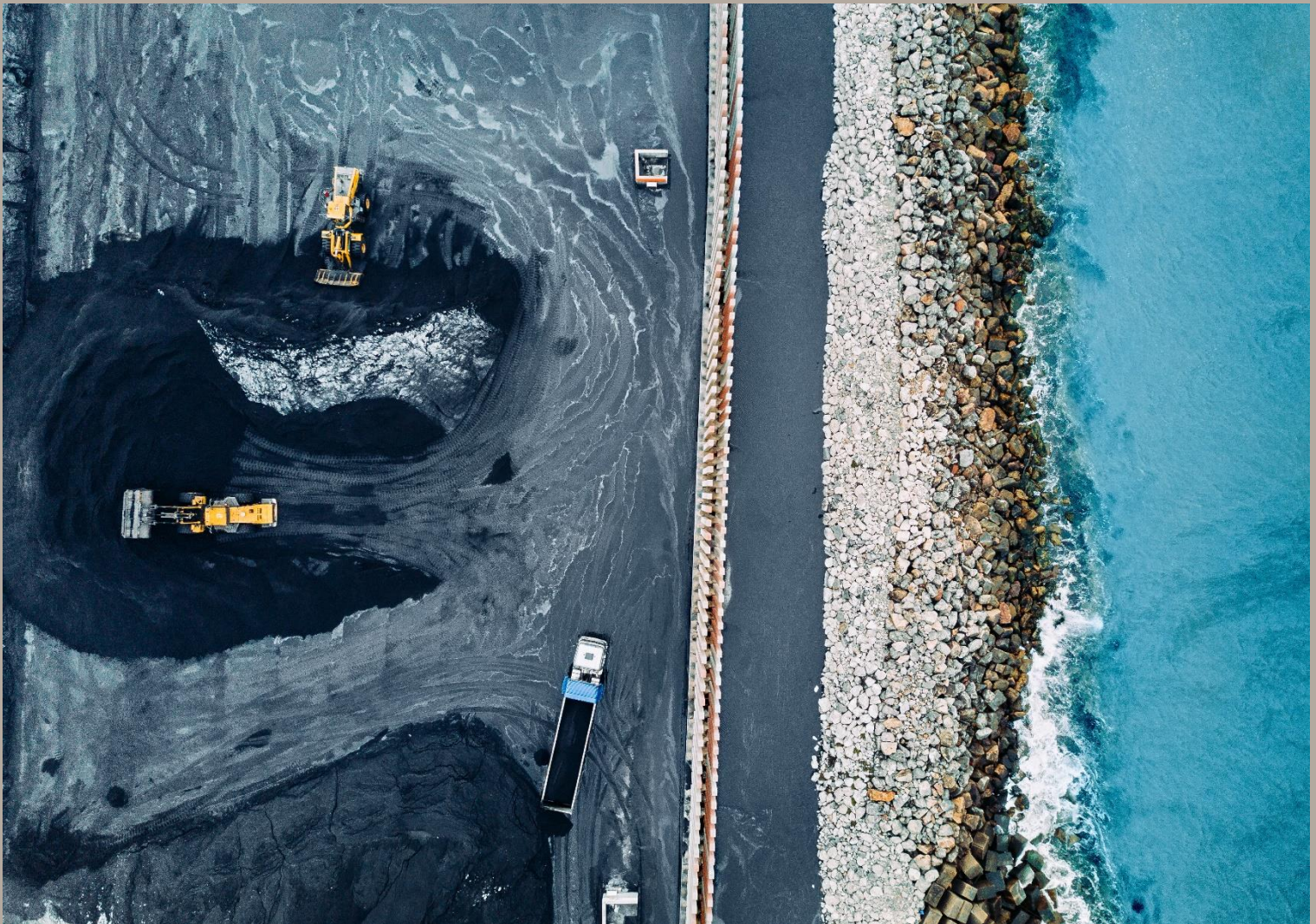


You, commodities and trade & **Ince,** in any case



You, commodities and trade **& Ince**, in any case

“The firm maintains its reputation as a large international player in the sector with the capacity to excel in hard-hitting commodities litigation.”

— **Chambers & Partners**

Ince is a market leader in trade and commodities law and is one of the world's largest law firms focusing in this area.

We offer advice on the full range of the commodity markets - hard and soft commodities, oil, energy and trade finance.

Our end to end supply chain experience gives our advice a particular depth of understanding and this is underpinned by our legal knowledge across our contentious and non-contentious practices.

Our practice advises on all the legal and operational aspects of international trade transactions including bilateral investment treaties and WTO regulations, sanctions, insurance, subsidies, customs duty agreements, derivatives and futures, finance, import and export issues, transportation and logistics, warehousing and storage, risk management as well as the full range of customs, technical and other administrative regulations.

We are on the panel of legal advisers of commodity trading companies and regularly represent trading companies, importers and exporters, as well as public sector companies, integrated power utilities, energy traders, banks, trade financing banks and other corporates. We have the expertise to guide our clients through this increasingly complex environment - to identify risk, limit liability and enhance transaction performance.

Our Asia offices are located in the key trade locations of Shanghai, Beijing, Hong Kong and Singapore and are fully integrated with our offices in Europe and the Middle East. This means that our global team of lawyers are on hand to help you achieve your objective whenever, wherever. We have experience of High Court and Admiralty actions, as well as arbitration under all major institutional rules such as ICC, LMAA, LCIA, DIAC, HKIAC, SIAC, CMAC and CIETAC. We also have experience of handling arbitrations before trade tribunals as well as other forms of Alternative Dispute Resolution.



7

countries



14

offices



30

different
language
capabilities



800+

employees
worldwide,
including
support staff



500+

legal and
business services
professionals



multiple
nationalities

In 2011, Ince Singapore entered into the Ince Law Alliance, with local law practice Incisive Law LLC. Members of Incisive Law provide Singapore law advice and represent clients in the Singapore Courts as well as in domestic and international arbitrations. The Alliance allows us to offer our clients a genuine understanding of the local legal and business culture combined with international levels of service and expertise.

Our practice in international trade and commodities features the following areas of expertise:

Energy trading

- quality determination, contamination and “off-spec” claims
- late shipment/delayed arrival
- letters of credit and documentary compliance
- demurrage under both charters and sale contracts
- bills of lading and LOIs
- contract negotiation and formation
- standard trading terms/GT&Cs
- crisis management and emergency response
- sanctions
- revolving credit facilities
- export prepayment financing facilities
- trust receipts
- joint ventures
- safe port issues
- on-shore and off-shore storage contracts
- merger control, behavioural issues, regulatory investigations and litigation, as well as issues of economic regulation with particular reference to the energy sector

Hard commodities

- dispute resolution, including arbitrations under all the major international rules, including ICC, LCIA, UNCITRAL, LMAA and other institutional rules
- long-term supply and spot trading contracts
- swaps and derivatives
- carriage and trans-shipment
- hazardous cargo
- joint ventures
- trade finance
- crisis management and emergency response

Soft commodities

- mergers and acquisitions
- projects
- terminal and storage facilities’ development
- trade finance
- physical and financial sale and purchase
- production and refining
- regulatory and EU issues
- transportation
- storage
- insurance
- end use

Trade and commodity finance

- trade and political risks
- futures
- debt recovery
- ISDA agreements
- letters of credit
- futures, swaps and derivatives
- Islamic finance
- financing and leasing
- trade risk and trade credit insurance claims
- freight forwarding agreements

“‘Right up there with the best’, ...
‘absolutely first rate;
commodities is its strength and it
is among the best firms around’”

– Legal 500



Our experience includes:

- Advising one of the world's largest dry bulk shipping operators as well as one of China's largest commodity traders on shipping and international trade issues arising out of the Ebola crisis including the applicability of a force majeure defence in relation to its contractual obligations in the epidemic in Sierra Leone.
- Advising a major Chinese state-owned trading company claiming US\$100 million damages in respect of a series of claims against multi-national oil companies arising out of delivery of off-spec oil cargoes tendered for loading in West Africa. Advising on a complex series of inter-related Commercial Court actions and LCIA arbitrations under a series of sales contracts and dealing with issues relating to defective delivery, non-delivery of contractual cargo and wrongful repudiation. Successfully achieved amicable resolution of dispute.
- Advising in relation to the global recovery of US\$250 million in damages owed under various commodity contracts.
- Advising a Swiss coal trader in relation to disputes with a Chinese State Owned Enterprise involving with PRC customs and import problems, discharge, storage, re-sale and related matters.
- Advising a Chinese state owned oil trading company in relation to a disputed claim under a standby letter of credit issued by a major European bank following collapse of Europe's largest refinery by capacity. We advised on and co-ordinated complex multi-jurisdictional and cross-border litigation involving Hong Kong law, French law and banking practice under UCP600.
- Advising a global investment bank in relation to their purchase contracts and on charterparty issues in Asia arising in connection with their shipments of coal.
- Advising a state-owned oil company in negotiating multiple brokerage agreements for the trading of commodity futures/derivatives with various Chinese and European banks, including the provision of margin lending facilities.
- Advising Global ORE on revisions to the Standard Iron Ore Trading Agreement (SIOTA).
- Advising a port logistics company on various contracts for loading vessels with iron ore and coal and for the movement of coal and iron ore between berths and within ports in various geographical locations, including Indonesia, India, East and West Africa.
- Negotiating very substantial long term contracts of affreightment and asset purchases for various clients as part of the "One Belt, One Road" initiative – deals each worth many billions of US\$.
- Advising on long-term crude oil supply agreements for a major power project in Vietnam.
- Advising a multinational commodities trading company on the offtake of coal from a large Indonesian group including a prepayment facility of US\$200 million and logistics and marketing arrangements for the transport of sale of coal.
- Advising a leading Chinese bank in respect of a US\$400 million term loan facility to a Singaporean petroleum company in Singapore for trade finance purposes, including security pledges over oil-in-trade in Shenzhen, Singapore and Hong Kong.
- Advising a major Chinese chemicals and petroleum company in relation to commodity derivatives and margin financing.
- Advising a multinational commodities trading company on the sale of naphtha to a Singapore based trader (on deferred payment basis) and back to back offtake to large government owned petroleum corporation in India.
- Drafting long-term sale and purchase and transportation agreements for a top 3 global iron ore producer.

Accolades

Tier 1 in China for Shipping

Chambers & Legal 500 Asia Pacific 2019

Tier 1 in Singapore, China & Hong Kong for Shipping

Legal 500 Asia Pacific 2019

Tier 1 in Asia Pacific for Shipping Litigation

Legal 500 Asia Pacific 2019

Tier 1 in Hong Kong for Asset Finance

Legal 500 Asia Pacific 2019

Ship Finance Award

Seatrade Maritime Award Asia 2017

Best in Insurance & Reinsurance

Asialaw Asia-Pacific Dispute Resolution Awards 2017

Best in Shipping

Best in International Trade

Best in Insurance and Reinsurance

Best in Dispute Resolution

China Business Law Awards 2017

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