



You, ports and maritime infrastructure & **Ince**, in any case

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As one of the world's leading maritime law firms, we have broad experience in the industry.

We can provide you with practical, innovative and commercial legal advice and we can work with you to implement your strategy.

Our clients include global port operators, LNG companies, tank storage companies, shipping lines, oil & gas contractors, construction companies, dredging companies, underwriters, export credit agencies, trading houses, commercial banks and development banks. We have particular experience with large container terminals and LNG terminals in emerging and frontier markets, including in Europe, the Middle East, Africa and in Asia.

Our ports practice

Ports play a crucial role in global trade, both in developed and in emerging and frontier markets. From our offices in Europe, the Middle East and Asia, our team advises clients in the ports and terminals business around the world. Our market leading experience in this sector includes:

- Development and operation of LNG, oil, iron ore, cruise and container terminals
- Concessions and public private partnerships
- Asset and project finance
- Corporate structures, restructurings, acquisitions, disposals and joint ventures
- Construction, dredging, procurement and other commercial contracts
- Compliance
- Casualty response
- Insurance, risk management and dispute resolution



7

countries



14

offices



30

different
language
capabilities



800+

employees
worldwide,
including
support staff



500+

legal and
business services
professionals



multiple
nationalities

Port development

We assist our clients throughout the tendering process, from pre-qualification through to bid award. We provide strategic advice on the most efficient risk allocation and also advise on public tender procedures. We have particular expertise with structuring, drafting and negotiating complex public private partnerships, contracts and commercial arrangements on large international port projects, including:

- Concession agreements
- LNG off-take agreements
- Development agreements
- Construction contracts
- Dredging and land reclamation contracts

We are also able to provide support on the management of contracts during the construction phase, including administration, variation and claims management.

Experience

- Advising the developer of an integrated LNG supply project (including the development of an LNG jetty/mooring facility) for a local power plant at Port Qasim, Pakistan;
- Advising a consortium member on its bid for the Wilhelmshaven deep water port project in Germany;
- Advising the sponsor on a greenfield port project in Matadi, DR Congo;
- Assisting a Greek operator with the purchase of a terminal in Houston, USA;
- Acting for the operator of a major iron ore port terminal development in South America;
- Assisting a German/Turkish consortium on the development of port projects in Marmara Sea and the Black Sea;
- Acting for one of the world's largest dredging companies on various aspects of a vast reclamation project for a new oil and fertilizer plant complex in Nigeria; and
- Advising a global port operator in connection with the tender for Container Terminals 2 & 3 of Piraeus port, Greece.

Port operation

Our lawyers provide specialist legal advice on all aspects of port management and terminal operations, including on:

- Terminal services
- Port security
- Safety procedures and regulations
- Hazardous waste processing and customs regulations
- Labour and employment contracts
- Stevedoring

Experience

- Acting for the Belfast Harbour Commissioners on a wide variety of instructions linked to the operation and management of the Port of Belfast;
- Providing ongoing legal advice to a global port operator on its operations in Asia and Africa;
- Ongoing advice on contractual arrangements between freight forwarders, stevedores and port authorities;
- Advising on the recovery of port dues from ships;
- Advising the only river terminal in Hong Kong on all its operations;
- Assisting one of the largest terminal operators in Hong Kong in the development and implementation of its innovative "Green Line Project" for customs clearance; and
- Advising the government of a West African country on port legislation and terminal service agreements.

"They are very responsive and efficient in turning things around. They're excellent tacticians who give first-class advice."

— Chambers & Partners Global

Business and finance

Through a deep understanding of the port industry, our lawyers provide advice on a range of commercial transactions including acquisitions, joint ventures and commercial contracts. We also have extensive experience on a wide range of financing and refinancing arrangements for port projects, including corporate and asset financings as well as project financings.

Experience

- Advising a Dubai company on its potential port joint venture with the Hamariah Free Zone in Sharjah;
- Assisting a major terminal operator in China on its joint venture in Hong Kong with an international cruise liner and the financial leasing of cruise ships;
- Advising the sponsor on the development and project financing of a cruise passenger terminal in Lavrion port, Greece; and
- Advising on the joint-venture between two leading terminal operators in Hong Kong.

Compliance

Across all of our offices, we provide compliance advice to the port and maritime infrastructure industry on:

- Shipping regulation
- Corporate governance
- Anti-bribery
- Anti-trust and competition
- Cyber security
- Trade sanctions

Experience

- Providing ongoing strategic advice to global port operators on trade sanctions;
- Advising one of Germany's largest terminal operators on all matters relating to port and terminal operation, including EU customs issues; and
- Reviewing safe navigation and potential liability aspects for the operation of fast ferries.

Dispute resolution and risk management

Our market-leading dispute resolution team has been involved in a significant number of port cases, including unsafe port claims, port-cargo disputes, contractual disputes and disputes under insurance policies. We undertake arbitration and litigation in the UK, Germany, Greece, UAE, Singapore, Hong Kong and work in conjunction with local lawyers in many other jurisdictions.

Emergency response

We are renowned for emergency response. We operate a dedicated international emergency response hotline manned 24 hours a day, 365 days a year. We assemble the right team quickly, in any jurisdiction, to respond to all manner of incidents in ports including collisions, explosions, terrorist or guerrilla attacks, cyber-attacks, weather damage, pollution or any other incident.

“A stalwart of the shipping industry.”

– Chambers

Insurance

As well as our litigation and emergency response teams, we regularly advise on the insurance implications of the port business, including political risk, P&I, war risks, piracy, CAR and other specialist insurances.

Experience

- Acting for a large US oil services and logistics company in connection with disputes concerning port premises;
- Acting in an LMAA unsafe port dispute between owners and charterers following a collision in the Mississippi river; and
- Advising various insurers and reinsurers on the 2015 explosion at Tianjin port.

You & Ince, in any case

In this fast-paced world you are seeking a pro-active business services partner that moves your company forward, someone who understands your challenges and the importance of commitment. Meet Ince, your trusted partner, in any case.

From our offices in Europe, the Middle East and Asia, our dedicated team of legal and business services professionals can guide you in developing and delivering on your roadmap for sustainable success and provide you with advice that will not only safeguard your business interests but ensure you reap commercial rewards.

Providing you with strategic guidance and well considered advice, we are renowned for the depth and breadth of our legal services and our understanding of the industries in which you operate. We recognise your needs and offer business focused legal services, together with advice that makes commercial sense.

One firm, in any case

With nearly 150 years of experience, we have cultivated a seamless 'one-firm' approach that is tailored to your personal needs and pairs you with the best legal and strategic business professionals in your field; whenever, wherever, and in any case.

Support, every step of the way

By leveraging our sector expertise, legal skills and market experience, you can feel safe in the knowledge that we will both handle complex legal issues on your behalf while providing you with expert strategic advice when the need arises.

Our ports projects experience



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LEGAL ADVICE TO BUSINESSES GLOBALLY FOR ABOUT 150 YEARS.

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