You, Ports & Ince, in any case
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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 focussed legal services, together with advice that makes commercial sense.

**One firm, in any case**

With over 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.

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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.

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.

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.

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 UAE, UK, France, Germany, Greece, Singapore, Hong Kong and work in conjunction with local lawyers in many other jurisdictions.

“Ince is a ‘fantastic shipping firm’ which boasts ‘in-depth expertise’ across wet and dry shipping.”

— Legal 500
Our port management experience

- Advising a consortium member on its bid for the Wilhelmshaven deep water port project in Germany.
- 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.
- Advising a global port operator in connection with the tender for Container Terminals 2 & 3 of Piraeus port, Greece.
- 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 European Port on entering into a consultancy agreement with a UAE Port Authority to provide the UAE Port Authority with consultancy services for marine operations.
- Past experience advising on a concession agreement, and a joint venture to construct and provide all port infrastructure and management for such concession period.
- Drafting the port rules and regulations for the Port of Duqm in Oman along with drafting and reviewing the terminal service agreement.
- Providing proposals for the modernisation of the existing Rules and Regulations (1982 Port Ordinance) of the Port of Fujairah.
- Reviewing and providing an opinion on the facility agreements existing between Port of Fujairah and 9 long term partners.
- Advising an international shipping company on the Dubai Maritime City Authority’s requirements to conduct transhipment services in a project port.
Our port operation 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 the government of a West African country on port legislation and terminal service agreements.

• Advising a Dubai company on its potential port joint venture with the Hamariah Free Zone in Sharjah.

Other port experience

• Advising on the joint-venture between two leading terminal operators in Hong Kong.

• Advising one of Germany’s largest terminal operators on all matters relating to port and terminal operation, including EU customs issues.

• Acting for a large US oil services and logistics company in connection with disputes concerning port premises.
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