

HILL DICKINSON



MARINE, TRADE AND ENERGY

MARINE, TRADE

Established in 1810, Hill Dickinson has its roots firmly in the maritime sector. As a premier marine, trade and energy practice we provide legal services in all areas affecting these specialist fields. A substantial group with over 100 dedicated marine legal experts – many with first hand industry experience, including eight former mariners and two yachtmasters - we understand the commercial and practical subtleties unique to marine business and provide clients with an innovative approach, insight, value and excellence in service.

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E AND ENERGY



Adopting a professional,
positive and proactive
approach to help
you succeed in your
commercial ambitions.





Shipping

Hill Dickinson has one of the largest wet and dry shipping practices of any firm, and our clients include many of the leading shipowners, cruise and ferry operators, charterers, shipyards, P&I clubs, port and terminal operators, underwriters and traders.

We are members of various associations including: the LMAA, Admiralty Solicitors Group, BMLA and the International Salvage Union.

Areas of expertise include:

- Charterparty and bill of lading problems
- Waybills and contracts of affreightment
- Shipbuilding, conversion and repair contracts
- Marine insurance, reinsurance policies and disputes (including P&I)
- General average
- Classification society liabilities
- Environment and pollution issues
- Ship management contracts
- Issues arising from corporate structures and shareholdings
- The ISM Code and contingency planning
- Regulatory matters
- Piracy issues
- Dispute resolution and mediation
- Marine debt recoveries
- Agency disputes

...the group retains its reputation for “excellent and dedicated service, staying up-to-date on developments and always keeping clients informed”.

Extract from Chambers & Partners 2009

We have been involved in at least half of the major casualties in the last five years

Casualty

With experience dating back to the “Lusitania” and the “Titanic”, Hill Dickinson has a long tradition of responding to casualty situations arising out of major shipping, offshore and land-based incidents, and this continues today.

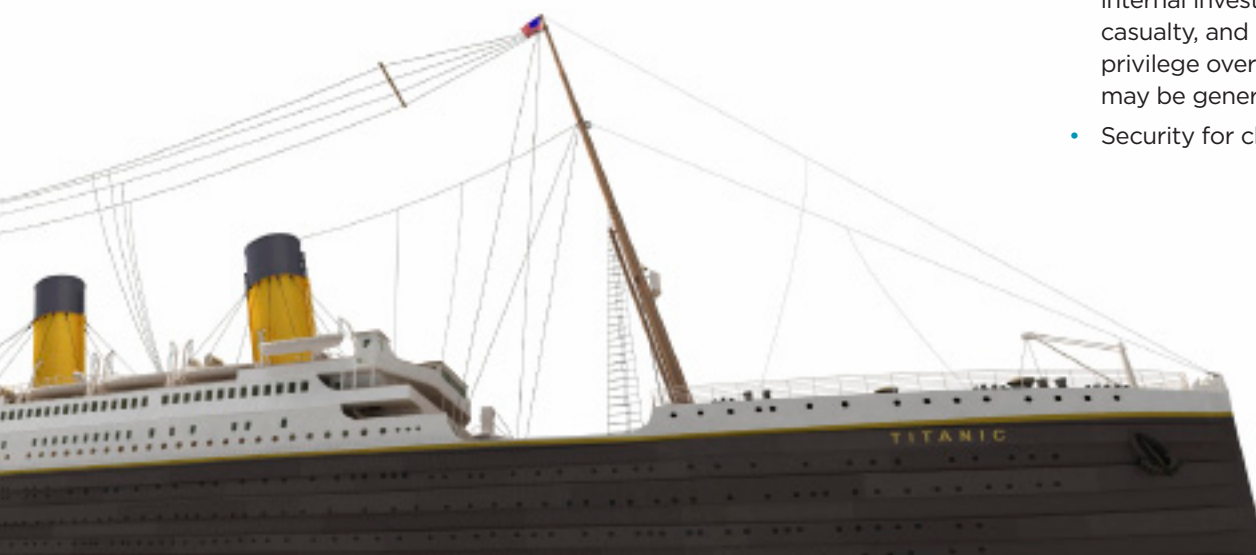
In the event of a casualty situation, we are available 24 hours a day, 365 days a year through our emergency response line:

+44 20 7280 9300, with teams on call in three UK offices, Piraeus and Singapore.

As one of the first firms to develop its own major casualty response plan to deal with all types of emergency, we are experienced and able to mobilise a team - from partners, master mariners and other specialist lawyers - to deal with any casualty situation at a moment's notice.

Areas of expertise include:

- Investigating the cause of a casualty, including taking statements, preserving evidence and appointing and working with experts, surveyors and lawyers in other jurisdictions
- Dealing with investigations by relevant authorities, particularly where pollution and loss of life is involved
- Handling public relations and the media
- Advising clients on their own internal investigations into a casualty, and maintaining legal privilege over documents which may be generated
- Security for claims





Salvage

Hill Dickinson has dealt with many hundreds of salvage, towage and wreck removal cases for shipowners, salvors, cargo, P&I Clubs, underwriters and other interests. We have expertise in all salvage and related issues, including liaising with local and national authorities, resolving termination disputes, security demands, protecting liens, arrests, court sales of salvaged property and multi-cargo and containership cases.

We have excellent relations with many experts on immediate call in the salvage and marine fields, and liaise with them to provide necessary assistance and support.

While we prefer to resolve claims by negotiation, we have extensive experience of LOF arbitrations and appeals, private submissions to arbitration and court proceedings at all levels.

Areas of expertise include:

- LOF
- SCOPIC
- Common law salvage
- Wreck removal
- Towage
- Tendering

The firm is “quick to respond and offers good service at a good rate”.

Extract from Chambers & Partners 2009

Cargo, freight and logistics

Our cargo and freight team offers specialist legal services to the cargo, logistics and warehousing industries in both the operator and insurance sectors.

Advice is given on all intermodal issues, including commercial contracts, conditions of business and insurance policy drafting, and risk and crisis management.

Areas of expertise include:

- Cargo insurance
- Cargo recoveries
- Freight forwarder, haulier, and warehouse-keeper liabilities
- Policy issues for liability insurers and operators
- Carriage by sea, air, road and rail
- Conditions of trading and liens
- Charterparty and bill of lading disputes
- Salvage and general average
- Customs & Excise disputes
- Dispute resolution and mediation

Commodities and international trade finance

We have wide-ranging expertise in handling disputes and issues arising from the international sale of goods. This expertise extends to a broad range of commodities including softs, oils and metals. We act for shippers, traders and end-users, and advise trade associations such as GAFTA and the RSA. An intimate knowledge of the trade associations' rules and practices enables us to provide value-added service.

Areas of expertise include:

- International contracts for the sale of goods
- Documentary credits
- Dispute resolution through trade association arbitration
- Cross-border and jurisdictional disputes
- Futures transactions

...a significant player within the international trade scene

Extract from Chambers and Partners 2009



Personal injury, regulatory and disease

Hill Dickinson has the largest team of dedicated lawyers specialising in personal injury and regulatory work in the shipping, transport, port and offshore industries. We act primarily for defendant owners, employers and operators in all of the many types of claim arising from accidents or industrial diseases and illnesses on board ships and offshore installations, and in shipyards, ports, factories and other places of work.

The team also has an unrivalled reputation in dealing with passenger and crew issues on passenger, cruise and other ships, from the minor incident to the major casualty, and has acted in multi-action litigation. We deal with every aspect of an accident, starting with on-site investigation and assistance and handling all resulting proceedings.

Areas of expertise include:

- On-site investigation
- Civil proceedings
- HSE/MCA investigations
- Coroners' inquests
- Public enquiries
- Defending criminal prosecutions
- Risk management and audit
- Drafting policies and procedures

...a highly specialist practice... that is extremely well regarded in the market, handling high-profile cases in the maritime sector. Extract from The Legal 500 UK 2008

Ports

Hill Dickinson is the leading legal adviser to the UK port industry. We provide advice to most of the major UK ports as well as acting for numerous smaller trust and municipal ports. Our services range from advice on high level regulatory and statutory obligations to investigating accidents and port incidents.

Areas of expertise include:

- Dock and cargo damage claims
- Employment
- Regulatory issues
- Pollution
- Accident and casualty investigation
- Statutory port obligations

Shipyard and construction

We also act for shipyards and owners in many jurisdictions, and have extensive experience of newbuild, conversion and repair contracts for all types of vessels, from tankers to luxury megayachts.

Areas of expertise include:

- Shipbuilding
- Conversion
- Repair contracts
- Refurbishment
- Fleet renewals
- Technical supervision agreements
- Financial or contractual issues
- Dispute resolution and mediation

In a 12 month period we acted on over 150 newbuild, sale and purchase and financing transactions in connection with yachts totalling 4 nautical miles in length and together worth approximately €5 billion

Ship finance

Our specialist ship finance team deals with transactional work including, in particular, bilateral and syndicated debt financing transactions as well as ship sale and purchase work. We act for the leading banks and specialist finance houses or for owners and borrowers.

Areas of expertise include:

- Debt and equity financing
- Pre and post-delivery financing of newbuildings including assignment of shipbuilding contracts and refund guarantees
- Financing of second hand vessels and sale and purchase work
- Refinancing
- Flagging issues
- Leases
- Commercial, technical or management and agency agreements
- Joint venture agreements and special projects
- Formation or acquisition of, and investment in, shipping companies worldwide



Marine insurance and reinsurance

Our work covers the full range of marine insurance and reinsurance. We have extensive experience in policy drafting and coverage disputes, including disputes relating to placing (non-disclosure and misrepresentation) and claims. We have been involved in a number of cutting edge cases, including the leading (House of Lords) case on the duty of good faith in the presentation of claims. Our partners are members of the Chartered Insurance Institute, the Insurance Institute of London and the British Insurance Law Association.



Areas of expertise include:

- Marine insurance
- Non marine insurance
- Reinsurance
- Hull
- War
- Loss of hire
- Increased value
- Mortgagees' interest insurance
- EAR/BAR/CAR
- OEE
- Credit risks
- Drafting
- Regulatory
- Subrogation and recovery

Yachts are seen as a particular area of strength for the firm. These lawyers have “a good understanding of the competing needs of lenders and borrowers and a willingness to be pragmatic”.

Extract from Chambers and Partners 2009

Yachts

Hill Dickinson's yacht team is the acknowledged market leader in the provision of legal services to the yacht and superyacht sectors. As well as acting for key players in the yacht insurance market, the team routinely advises owners, banks, managers, brokers, designers and builders in relation to sale and purchase issues, build contracts and financing of yachts and superyachts.

Areas of transaction expertise include:

- Sale and purchase agreements
- Newbuild, refit and conversion contracts
- Financing (on behalf of owners and banks)
- Charter agreements
- Ownership structures including UK and offshore incorporation/ company trustee and secretarial services
- VAT
- Commercial agreements including terms of business for designers, managers, distributors and manufacturers
- Crew contracts and service agreements
- Registration
- Compliance and safety issues, including MCA, ISM and ISPS

Areas of contentious expertise include:

- Collision, salvage, arrest, personal injury, recoveries, policy disputes
- Charter disputes
- Security guarantees
- Build/refit/conversion contract disputes
- Sale and purchase disputes
- Bank recoveries



Offshore and energy

Our team provides effective, commercial advice in all areas arising from offshore disputes. Clients include oil majors, commodity houses, insurers and reinsurers, P&I Clubs, offshore contractors and owners of FPSOs, platforms, rigs and other offshore craft and installations. We are members of the Energy Institute, the Institute of Petroleum, Intertanko and OPERA (Oil and Petrochemical Risks Association).

Areas of expertise include:

- Major casualty and emergency response
- Offshore contractual and insurance arrangements
- Contingency planning
- Contracts for the sale, supply and carriage of oil and gas
- Refining and processing agreements
- Damage to rigs (jack-up and floating)
- FPSOs
- Drilling and exploration contracts
- Pollution liability and other environmental issues
- Construction, installation and refurbishment
- Regulatory aspects of the sale of oil and gas and UN sanctions
- CAR and specialist P&I
- Insurance for offshore liabilities
- Dispute resolution and mediation



Cruise industry

The cruise and ferry industry is a fast developing area. Our cruise and ferry team acts for virtually all the major players in the industry, as well as smaller operators, advising owners on all aspects of their business. We are associate members of the Passenger Shipping Association and the European Cruise Council and sit on many of their specialist committees.

Areas of expertise include:

- Construction
- Purchase and chartering
- Finance
- Concessionaire agreements
- Insurance
- HSE/ISM/SMS/SOLAS
- Casualties
- Commercial disputes
- Passenger injuries and illnesses
- Crew claims
- Crew contracts
- Intellectual property
- Package travel regulation claims

Fielding a significant travel team, this firm is praised for its “exceptional experience of crisis and disaster response”. With a particular reputation in the expedition, marine and aviation sectors, the team is “tremendously thorough, while also being friendly and approachable - you’d definitely want it on your side if you were facing a crisis”.

Extract from Chambers & Partners 2009



International presence and reputation

Our commitment is to provide a fast and efficient service wherever our clients are based and wherever they operate. Over half the work we undertake is international in nature.

To service our overseas clients, we have an office in Singapore and our base in Piraeus is considered to be the leading offshore shipping practice in the Greek market.



Singapore



Piraeus

“Hill Dickinson’s success is based on knowing its clients’ business, understanding their commercial needs and providing practical, cost-effective solutions.”

Maria Pittordis, Head of Marine, Trade and Energy

Other services we provide to the marine sector

Hill Dickinson has over 1,100 people and is one of the largest full service law firms in the UK, providing specialist legal advice to a wide variety of clients. Our marine, trade and energy clients benefit from seamless access to legal advice in wider areas, including:

Aviation - experienced team handling private aviation matters

Commercial property - helping marine clients with issues concerning their offices and land purchase as well as property ventures such as retail shopping malls

Employment law - crewing agreements, health and safety at work, operation of EU employment rights for crew and land-based staff, work permits and visas

Intellectual property - trademark and name protection advice to cruise operators and shipping lines around the world

IT - outsourcing, regulation and data protection issues

Private wealth - personal tax and wider issues to protect and enhance wealth

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About Hill Dickinson

The Hill Dickinson Group offers a comprehensive range of legal services from offices in London, Piraeus, Singapore, Liverpool, Manchester and Chester. Collectively the firms have more than 1,100 people including 160 partners.

Hill Dickinson's marine expertise is internationally renowned. The firm is also a major force in insurance and is well respected in the company and commercial arena. It has award-winning employment, property and construction practices and is widely regarded as a leader in the fields of commercial litigation, intellectual property and wealth management.

HILL DICKINSON

WINNER

National law firm of the year
Legal Business Awards 2010

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