

#### Overview of STA Law Firm's Capability - Shipping and Maritime

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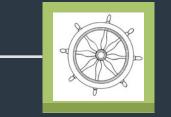
## Table of Contents

Capabilities Overview

#### Opening

- About STA
- Our Platform
- Global Locations





### **Shipping & Trade Practice**

- Charter Party
- Marine Insurance
- Shipbuilding Disputes
- Ship Financing
- Trade
- More...



### P & I Clubs

List of P &I Clubs STA Law Firm acts for across the World



### **Regulatory Compliance**

- Maritime Business Compliance
- On-board vessel inspections
- Government Law
- Environmental Compliance
- Safe Manning, License
- More..



### **Global Team Contacts**

Our Global Casualty Response Team for:-

- Maritime Collisions
- Contract of Carriage Disputes
- Criminal Matters
- Cruise and Ferry
- Salvage & More..



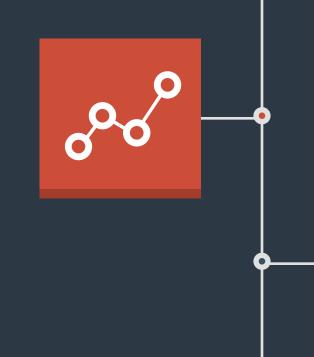
### **Data Protection**

Please contact our Data Protection Administrator to learn more about our policies governing data protection



# Ports, Harbours & Marinas

- Operations
- Governance
- New Developments



### **Attorney Profiles**

- Dr. Ashraf Ibrahim
- Margarida Narciso
- Rini Agrawal
- Rekha Panchal
- Zisha Rizvi
- Abdul Ghany
- More...

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# **Closing Notes**

Shipping and Maritime Capability



### **ABOUT STA**

#### STA's Profile, Platform, Global Locations and More.. bespoke legal advice

### Introduction

Business, commerce and trade are more sophisticated today than in earlier century. The enforcement and compliance environment is ever changing and one cannot assume that they know the new landscape. Businesses are employing high end security and technology systems and while this could help companies in obtaining affordable legal services, it could however often disguise and mislead jargon with core and real capability and experience.

This document provides an overview of firm's capability in handling **SHIPPING WORK**.

STA is a specialist in maritime, trade and finance law. We offer practical and cost-effective legal services to all sectors of the maritime industry in key jurisdictions around the world with offices across UAE (two offices in Abu Dhabi, Dubai, Sharjah, and Ras Al Khaimah), Bahrain, Qatar, India, Portugal, Luxembourg, Moscow, and the United States\*. The firm's growth can be witnessed from expanding its offices from three offices to over nine offices within a span of one year. We act for shipbuilders, owners, P & I Clubs, charterers, salvors, financiers, port and government authorities, and insurers, along with clients across the broader trade, commodities and energy sectors. STA prides itself on a long and deep tradition of acting for and representing shipping industry. Throughout the years, the firm's representation of shipping clients has included major national, regional and international ship companies.

Each of our offices are conveniently located in prestigious areas within state of art buildings.

The firm employs significant amount of resources and technology in addition to in-house training programs, peer assessments, and training to associates and paralegals. We provide our services with the dedication and responsiveness of a boutique firm and the breadth, depth, resources and operating efficiencies of one of the largest law firms. We build teams around client needs, ensuring lean staffing, front-end planning and flexible billing where approporiate.

### **Our Global Practice**

In addition to the field of shipping law, our practice also covers: To request capability statements for below practices, email us

Finance: STA has a dedicated team that focusses solely on ship financing, Each attorney in our financing department are hugely experienced and in informed position to understand key issues and provide bespoke advice to clients. Our lawyers advice on all types of vessel including bulk carriers, tankers, cruise ships, offshore rigs and support vessels.

Litigation: Our litigation team advises on litigation matters in areas such as contracts of affreightment, fires and explosions, maritime fraud, investigation and litigation, P & I defence work, competition law, unsafe port and berth disputes; ship sale and purchase disputes, arbitration and mediation, and defending masters, crew and ship owners.

**Insurance**: Our team provides comprehensive range of legal services, shipbuilding and offshore construction, mortgage interests, advising on hull, energy, business interruption and reinsurance matters and a wide range of othre marine insurance matters.

Transactional Shipping: STA's global team assists and advises clients on a broad range of matters including ship building contracts, ship breaking transactions, sale and purchase of second hand tonnage, joint ventures, investment agreement, pooling agreements, financing and technical management agreements.

**Corporate and Commercial:** STA's corporate and commercial team has earned an outstanding reputation as trusted legal advisors who are closely aligned with our clients, who can add value and who are easy to work with on all corporate and commercial transactions and governance issues. Please read our corporate capability statement for detailed information.

Oil and Gas: STA's attorneys specialize in all areas of contentious as well as non-contentious discipline in oil and gas industry and advise on both upstream and downstream work. Please feel free to request our oil and gas capability statement to know more about this practice.

## Shipping and Trade Practice

**Demonstrated Experience** 





**Global Practice - Local Experience** 

Bespoke Legal Advice



At STA, we strongly believe 'Good is not good enough' and aim to set high standards in the legal profession. We are not just commercially-minded; we are entrepreneurial, clear and also result oriented. At STA, we offer legal advice that is timely, practical and individually tailored to meet specific requirements of our clients.



## More about Shipping & Trade at STA



STA's maritime lawyers in UAE and international offices advise on a wide range of shipping matters and a brief outline of our work includes:

Dry Shipping: STA's global team is renowned and considered a market leader in

dry shipping and transportation area. Our lawyers regularly handle charterparties, bills of lading, claims and disputes including cargo claims, unseaworthiness claims, claims for demurrage and detention, risk management and trade documentation.

**Cargo Claims**: STA's attorneys are experienced in handling all forms of cargo claims ranging from oil and gas, commodities, metals and specialist project cargoes. We have handled practically all forms of claims including claims for indemnities in respect of salvage and loss, damages, and merchantability.

**Death and Personal Injury Claims**: STA's offices across UAE and overseas receive instructions from several P&I clubs on matters relating to death and personal injury. Our shipping attorneys have the capability to handle and deliver extensive advice on such matters.

9

## More about Shipping & Trade at STA

**Ship Finance**: Our dedicated ship finance team cover all types of asset finance and this includes secured lending, bilateral ship finance facilities, ship building and repair cotracts; sale and purchase of vessels, leasing, export credit financing and asset value support. We also offer expert advice on matters incolving islamic financing structures.

Ship Building and Repair: Our team provides advice and assistance in drafting necessary contracts, indemnities and undertaking(s) for ship building and repair agreements. Our litigation team has also handled a large number of disputes arising from ship building and repair contracts.

**Marine Insurance**: We advise and represent clients on all aspects of marine insurance and reinsurance for claims arising pursuant to marine insurance policies including protection and salvage, indemnity, war risks, charterer's liability and related.

**Trade & Travel**: STA has advised large number of destination management companies, travel and tour operators on matters involving contracts, compliance, contentious disputes and arbitration.



### P&I Clubs

List of Clubs we act for..



We are not just commercially minded, we are entrepreneurial, clear and also result oriented. At STA, we render legal advice that is timely, practical and individually tailored to meet specific requirements of our clients. Get in touch with one of our senior associates to find out more about us and how we can help you in your business.

## Professional Memberships

#### P&I Clubs





#### P&I Clubs



Japan Shipowners

Mutual P&I Association

**Shipowners Club** 

London & Singapore



North P&I Club



The Swedish Club

CLUB

Shipowners Claim Bureau (American)

Britannia

Indian Ocean P&I Club





## Global Response Team

Bespoke Legal Advice



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**Global Response** 

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For more contacts in individual territories

## **Regulatory & Compliance**

#### The Leader of the All business and personal presentation template

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## **Regulatory & Compliance**

Overview



#### **Audits**

Desktop audits of maritime business and commercial compliance from government and regulatory perspective



#### **Government and Related**

Liaison with government (and; semigovernmental) authorities on compliance related matters



#### Inspection

On-board inspection of vessels, including assessment of policies, procedures, governance and record keeping



#### **Environment Compliance**

This includes key safety measures aimed at preventing marine pollution and the requirements of Marine Authorities.



#### **General Licensing**

Advising on technical and procedural aspects related with licensing, safe manning, safe operations and related.



#### Safety and Health

Devising policies aimed at safeguarding rights and interests of vessel owners, on-board crew, and other key employees.

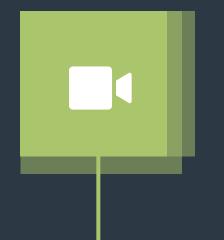
## Ports, Harbours & Marinas

We don't just practice standard shipping and maritime law areas our practice is truly extensive..











#### **Operations**

We cover:-✓ powers and duties of harbour authorities; ✓ port marine safety code;

- ✓ pilotage;
- ✓ public procurement; and
- ✓ competition law

#### Governance

We cover:-

- Harbour authority constitution and management issues;
- ✓ director appointment;
- ✓ liabilities;
- $\checkmark$  privatization; and
- ✓ trust management

#### **Developments**

- We cover:-
- ✓ devising code of conduct and consent forms;
- ✓ authorisations and compliance
- ✓ contentious matters
- ✓ corporate matters

#### Miscellaneous

- We cover:-
- ✓ general corporate and commercial advisory;
  ✓ contentious disputes and litigation;
  ✓ intellectual property;
  ✓ Construction and Real Estate.

### **Our Team**

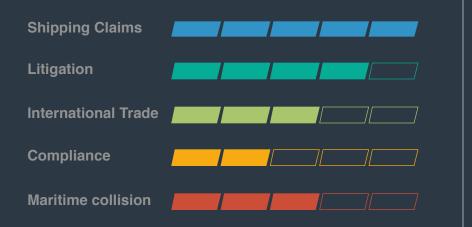
STA's Shipping and Maritime Team Global



## Meet Ashraf Ibrahim

Senior Associate

Dr Ashraf Ibrahim specializes in commercial shipping, claims (domestic and cross border), issues arising under sale contracts, bill of lading and charter parties.



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## Meet Rini Agrawal

Senior Associate

Ms. Agrawal's practice focuses on maritime and shipping law and commercial litigation. She has handled wide range of contentious and non-contentious matters involving cargo loss, marine insurance, charter party disputes, foreign liquidation proceedings, marine casualty and personal injury claims

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## Meet Margarida Narciso

Senior Associate

Ms. Narciso specializes in international marine transactional matters and advises on regulatory and compliance aspects dealing with ownership of ships, negotiating ship building and ship financing contracts.



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23



## Meet Zisha Rizvi

Senior Associate

Ms. Rizvi is a senior associate who specializes in resolving shipping and commodities dispute. Ms. Rizvi and her team have built up an extensive client base covering major shipping companies, P&I Clubs, first class shipowners and Fortune 250 companies.



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