

CAPABILITIES

SHIPPING

We provide comprehensive support to key stakeholders in the shipping industry, including shipowners, shipping companies, port operators, technology providers, and investors. Our advisory services are shaped to address critical aspects such as contract negotiations, regulatory compliance, strategic litigation, and arbitration. Additionally, we specialize in project structuring, mergers and acquisitions, and financing solutions.



The Brazilian navigation sector holds a privileged position within the global economy, attributed to the country's strategic location and extensive coastline. This advantage is further enhanced by substantial public and private investments aimed at modernization, expanding cargo capacity, and reducing operational costs. Additionally, Brazil's robust capabilities in commodities production and supply, coupled with the international prominence of its energy industry, contribute significantly to the sector's competitiveness on the world stage.

OUR TAKE ON INDUSTRY TRENDS

Brazil, with over seven thousand kilometers of coastline and a strategic location connecting the Americas, Europe, and Africa, is a significant player in global maritime trade.



The country's strong oil and gas industry and its capability to produce key commodities like soybeans and iron ore enhance its international influence. The shipping sector is fundamental for foreign trade and economic growth, with around 90% of exports and imports transported via maritime routes.

Recent investments focus on modernizing infrastructure and implementing new technologies, improving operational efficiency. Brazil's public ports and private terminals (TUPs) are also vital for logistics, though challenges related to resource availability persist, creating investment opportunities. The offshore oil and gas segment is particularly important due to pre-salt exploration, with high demand for specialized vessels. Cabotage navigation is gaining popularity, supported by initiatives like the "BR of the Sea" program, which aims to reduce costs and expand the national fleet. Additionally, the industry is increasingly prioritizing sustainability, focusing on fleet decarbonization and environmental management, positioning Brazil as a leader in the maritime sector.

OPPORTUNITIES

- Expansion of the cabotage navigation sector driven by the "BR of the Sea" program
- Public port modernization and privatization
- Smart ports
- Intelligent navigation systems
- Advancements in technology and automation
- Research and development of autonomous vessels
- Synergy with energy projects
- Low-carbon transition in shipping
- Sustained international demand for commodities
- Expansion of foreign trade and trade routes
- Exploration of offshore assets
- Leading market for infrastructure suppliers

CHALLENGES

- Dynamic regulatory landscape
- Stringent environmental standards
- Frequent contractual disputes
- Local investment requirements
- Talent acquisition and retention
- Capital investment in technological adaptation
- Data integration and management
- Supply chain complexity
- Land tenure issues in port development

MACROTRENDS

- Thriving market for offshore support vessels
- Rising disputes over charter contract rebalancing
- Expansion of shipbuilding activity
- Investment opportunities in private terminals (tups)
- Potential in hydrogen and ammonia hubs development
- Growth of cabotage services under the "BR of the sea" project
- Challenges in talent acquisition

WORK HIGHLIGHTS

- ▼ Purchase and sale of vessels

We offer comprehensive legal advisory services for the purchase and sale of vessels, expertly guiding clients through each stage of the transaction process. Our services encompass negotiating and drafting contracts, managing the necessary procedures for transferring ownership with relevant authorities in Brazil and abroad – including the maritime notary office, maritime tribunal, and port captaincy – as well as handling the suspension, reactivation, and modification of maritime vessel registrations. Our extensive experience includes advising a prominent Greek shipowner on the acquisition of a Brazilian offshore support vessel. Additionally, we assisted an independent Australian exploration and production company in the sale of the FPSO Northern Endeavour and the assignment of oil extraction agreements related to its interests in the Laminaria and Corallina fields, located in the Timor Basin between Australia and Indonesia
- ▼ Shipping Finance

We provided strategic advisory services to a ship finance fund in securing an \$812 million financing deal for the construction and operation of an FPSO in the Santos Basin, São Paulo, Brazil. Additionally, we assisted another ship finance fund with compliance issues arising from an FPSO project in the region, ensuring adherence to local regulations and guidelines. Furthermore, we supported a ship finance bank in a complex debt restructuring case involving the FPSO OSX-1, which included negotiations with the Brazilian National Agency of Petroleum, Natural Gas and Biofuels (ANP). Our team also offered comprehensive guidance to creditors on the necessary steps for repossessing and re-exporting the vessel from Brazilian waters
- ▼ Regulatory matters

Our expertise includes legal advisory to a global engineering and construction solutions provider for the energy industry on regulatory issues with the Brazilian National Agency of Waterway Transportation (ANTAQ) and the Brazilian Navy regarding offshore construction activities for the Atlanta Field in the Santos Basin, offshore Brazil; and to a Dutch multinational providing solutions to the oil and gas industry concerning maritime regulations and procedures with the Brazilian Maritime Court, among others
- ▼ Port projects

We assist port operators and investors in project structuring, contract negotiations, and relevant regulatory, tax, and security matters for their operations. Our experience includes providing legal support to an industrial port complex with a depth of up to 25 meters and capacity to receive large oil tankers such as Valemax and VLCCs, located in Presidente Kennedy, Espírito Santo. This included contract drafting and regulatory issues related to ship-to-ship services and port operations for oil tankers operating in Brazil
- ▼ LNG projects with FSRU

We advise operators, shipowners, and financiers with interests in LNG projects across all business aspects, including transactions, regulatory matters, and financing. Our team has been actively involved in Brazil's major LNG projects utilizing Floating Storage and Regasification Units (FSRUs), including legal advisory on the acquisition of a 1.5 GW gas-fired combined-cycle power plant in Ceará, Brazil, supplied with gas from an FSRU, valued at USD 2.16 billion, involving parties from Brazil, USA and UK; and on bid proceeding for the lease of Petrobras' regasification terminal in Bahia, Brazil (TRBA), among others
- ▼ Cross-border floating LNG project

We provided legal counsel to a major international energy trader on a cross-border floating LNG project involving the export of US sourced natural gas to Mexico for liquefaction by floating facilities located in Topolobampo, with the LNG subsequently transported to regions in Mexico currently not served by natural gas pipelines and with secondary use for export to Asian markets
- ▼ FPSO contracting and operations

We offer legal advisory services on all matters related to FPSO contracting and operations, including contract negotiations, bids, project structuring, regulatory and tax support, financing, and obtaining environmental and petroleum permits for the charter and operation of FPSOs; and an energy solutions and services provider in a Petrobras bid for the charter of an FPSO to be operated in the Libra, Tartaruga Verde, and Mestiça fields; among others
- ▼ Litigation and Arbitration

We assist our clients in resolving complex disputes in arbitral tribunals, courts, and administrative proceedings. Our experience includes legal advisory to FPSO operators and operators in disputes exceeding USD 700 million, in arbitrations and litigation before the State Court of Rio de Janeiro against Petrobras for contractual economic-financial rebalancing and contractual penalties

AREAS OF PRACTICE

A cross-sector and multidisciplinary team specialized in the sector

A range of technical professionals operated to supporting the daily operations of the sector



- | Corporate/M&A | Commercial Contracts | Environmental | Government Contracting | Labor |
- | Litigation and Arbitration | Project Finance | Real Estate | Regulatory, Policy Issues, and Compliance |
- | Government Affairs | Sustainability | Tax |

GET TO KNOW OUR PARTNERS



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