



INTERNATIONAL
TRANSPORT & LOGISTICS
LEGAL CONSULTANTS

MB Espiñeira & Abogados



www.itl-legalconsultants.com



THE FIRM

IT&L Legal Consultants was established in the City of Buenos Aires in 2011 with the purpose of providing national and international clients with comprehensive legal advice in issues associated with different areas of the maritime and aeronautical transport industry, logistics, international trade, and insurance. Likewise, the firm is qualified for legally advising enterprises and businesses related to energy, oil, and gas, including those involved in operations, services, and supplies connected to the offshore industry.

The company is focused on providing pre-emptive legal support and efficient solutions for existent disputes in administrative, mediation, judicial, and arbitration proceedings. By means of direct and personalised assistance, its team of lawyers and experts offers a high quality service, 24/7/365, according to the clients' needs and interests.

IT&L Legal Consultants' work is inspired by values like readiness commitment, loyalty, proficiency, creativity, meticulousness, and passion for what they do.



MARÍA BELÉN ESPIÑEIRA

Lawyer and Founding Partner

María Belén Espiñeira is a lawyer, graduated from the Universidad Católica Argentina, and obtained a master's degree in International Maritime Law with distinction from the University of Wales, United Kingdom. She also holds a postgraduate diploma in Maritime and Aviation Law from the Universidad de Buenos Aires, Argentina, and a postgraduate diploma in Argentine Maritime Interests from the Mechanical School of the Argentine Navy. Furthermore, she was awarded with a scholarship by the English law firm Ince & Co. to pursue postgraduate studies in Public and Private Maritime Law at the International Foundation of the International Tribunal for the Law of the Sea, in Hamburg, Germany.

María Belén has over 20 years of experience as a lawyer in the maritime sector. Before founding IT&L Legal Consultants, she worked as an in-house lawyer for a major shipping company in Argentina, as well as in a leading maritime law firm. She represents and provides legal advice to domestic and foreign companies related to the various sectors of maritime transport, shipping and the maritime insurance industry. Her areas of practice are: charterparties disputes, cargo claims, major maritime incidents, regulatory issues related to the protection of the aquatic environment, customs issues, insurance-related matters and international trade operations.

Dr. Espiñeira is a lecturer at national and international levels and had an outstanding participation as a speaker in events organised by international associations, like IMO, WMU, ECLAC, IBA, the Ibero-American Institute of Maritime Law, WISTA International and various Argentine and foreign associations and universities.

She is the author of articles in books and publications related to water transport and maritime incidents in Argentina and abroad. In addition, she conducts academic activities: she is a Professor of Maritime Law at the Manuel Belgrano National Nautical School, as well as at the ECLAC's Maritime and Port Affairs Diploma course. She is also a Guest Professor of Maritime Law at the Training Institutes and the University Institute of Maritime Safety of the Prefectura Naval Argentina, and she is the former Director of the Specialization in Management of the Protection of the Aquatic Environment of the same University Institute.

In 2014, she was recognized by the International Bar Association as that year's Outstanding Young Lawyer in Tokyo, Japan.



MEMBERS

IT&L Legal Consultants is composed of a multidisciplinary team of lawyers and experts in maritime matters and other issues related to that industry and the international trade. All of them have a high level of specialization and training, acquired both in Argentina and abroad. For more information visit our website.

A close-up photograph of two hands holding several interlocking puzzle pieces. The pieces are light-colored and are being held against a bright, out-of-focus background, possibly a window. The hands are positioned as if they are about to fit the pieces together.

CLIENTS

IT&L Legal Consultants assists and represents foreign and domestic shipowners, charterers, salvors, freight forwarders, shipping agents, shippers, logistics operators, port terminals, consignees, and offshore service providers.

The company also acts as legal correspondent of Protection and Indemnity (P&I) Clubs and represents national and international insurance companies, and their recovery agents.

The firm was involved in the legal proceedings carried out after one of the major incidents occurred in the River Paraná in 2012, protecting the interests of a vessel which was collided, capsized, and totally sunk, resulting in seven crewmembers dead and oil spilled. It has also given legal advice in significant groundings, special operations from ships in the Antarctica, cable landing operations and offshore services in Ushuaia, and to service providers in the oil & gas industry in the Falkland Islands.

In this same line, the firm has obtained excellent results for its clients in a great amount of cargo claims and contractual disputes related to international and river transport, through Hidrovía Paraná-Paraguay, and ocean transport, at the ports of Buenos Aires and the southern Argentine provinces.



SERVICES

MARITIME AND TRANSPORT LAW

IT&L Legal Consultants offers legal advice and representation in managing any kind of claim involving either civil liabilities to third parties or property damages (cargo claims, freight and demurrage, detention, vessel arrest, personal injury and death of crewmembers), which may arise from the execution of contracts related to navigation and the maritime transport industry.

Besides, the firm members are experts in negotiating and drafting contracts of carriage, use of ships, sale and shipbuilding, ship-scraping, salvage, removal of wrecks, and offshore services. They can also assist with the construction of clauses from Bills of Lading and any other transport related document.

IT&L Legal Consultants also provides its clients with the possibility of performing on their behalf those administrative procedures which are necessary to operate as shipowners, foreign or national shipping companies, charterers, container operators, maritime agents, logistics or port operators, etc.

RESPONSE TO MARITIME INCIDENTS

The firm delivers legal, commercial, and technical guidance and gives fast response to its clients dealing with incidents occurred during transport operations, such as collisions, allisions, groundings, salvage operations, and any kind of incident which may cause pollution damage to the environment.

IT&L Legal Consultants procures to harmonically coordinate the communication among all the parties involved in the incident, early collect the relevant evidence, and quickly obtain the letters of guarantee necessary to protect the client's interests either by negotiating or by bringing legal actions, such as actions of arrest or of evidence produced before trial.

The company is composed by lawyers and technical experts who will professionally advise the client on the technical and commercial aspects, necessary to provide an appropriate and fast response to the incidents, always protecting the integrity of the ship, the crew, the cargo, and the environment.

Furthermore, the firm advises and offers representation during every kind of investigation and/or procedure brought before the maritime authority and stemming from infringements to the regime of the river or sea navigation.



ENVIRONMENTAL ASPECTS OF NAVIGATION

The firm offers its clients the possibility of evaluating their operations, and provides them with pre-emptive and tailored advice on the compliance of international and national environmental regulations currently in force in the country, in order to guarantee the correct management of the aquatic environment protection by vessels and/or port facilities.

IT&L Legal Consultants intervenes as well in administrative proceedings brought by the maritime authority in cases of infringements to regulations associated with the aquatic environment protection.

OFFSHORE SERVICES

IT&L Legal Consultants legally advises and represents offshore maritime service providers and operators.

The company's expertise extends to the full range of available services, including supply vessels, dive support, pipe-lay, cable landing, and other special operations.

By providing legal and pre-emptive support, the firm aims at obtaining thorough understanding of the clients' operations and adopts a commercial approach adapted to the clients' interests and needs.

As a service provider, **IT&L Legal Consultants** stands out for its vast experience in special contract drafting and negotiation, and in the management of claims for property damage, employment and migration related issues, personal injury and loss of life, which may arise during the execution of such contracts, as well as administrative and regulatory affairs which may take place.



INTERNATIONAL TRADE

The firm provides comprehensive legal advice to importers and exporters in the negotiation, drafting and execution of contracts for the international sale of goods (INCOTERMS, GAFTA, among others).

It offers assistance on insurance, customs, transport documents, appropriate international methods of payment, and conflict resolution proceedings, with the purpose of both reducing its clients' exposure to legal risks and disputes inherent to international trade and optimizing the use of the companies' resources.

CUSTOM LAW

IT&L Legal Consultants gives comprehensive advice and legal assistance 24/7 on customs matters concerning cargo-owners, shipowners, carriers, maritime agencies, customs shipping agents, and customs brokers, which may arise from the arrival and departure of ships and cargoes at/from Argentine ports.



INSURANCE

IT&L Legal Consultants has a qualified team of professionals who evaluate the risks related to their clients' operations in view of contracting insurance policies according to their needs (for instance, H&M, P&I, FD&D, Charter's Risks, Cargo Insurance, Freight Insurance, among others).

Furthermore, the firm acts as legal correspondent of Protection and Indemnity (P&I) Clubs and represents national and international cargo and hull and machinery insurance companies

The company also offers legal advice, since the occurrence of the incident, to liquidators and experts appointed by their clients and guides them to preserve and gather relevant evidence, and when appropriate, by initiating prompt recovery actions or judicial preliminary measures of evidence.

Besides, the firm keeps its clients updated on the administrative regulations regarding insurance, currently in force and issued by the supervising authority, Superintendencia de Seguros de la Nación. This includes those requirements necessary for the insurance and reinsurance companies, brokers, etc. to operate in the domestic insurance market.

MULTIMODAL TRANSPORT AND LOGISTICS OPERATORS

Given the changes in modern logistics of transport and international trade, **IT&L Legal Consultants** also provides comprehensive legal advice regarding the legal contingencies that may arise during multimodal transport, along the entire chain of transport operations, either by sea, land, rail, or air, and including the responsibilities of port terminals and other logistics operators, such as multimodal transport operators, stowage companies, storage and customs warehouses, etc.



AVIATION LAW

IT&L Legal Consultants offers assistance on contractual matters, and handles all types of claims arising from the execution of contracts of carriage of goods and passengers by air, either in conciliation, litigation or arbitration proceedings, in the country and abroad. It also deals with claims stemming from damages to third parties on the surface.

Moreover, the firm assists its clients in non-contentious issues by delivering advice in contractual and regulatory matters in all aspects concerning administrative operations of aircrafts and airports.

COMPREHENSIVE BUSINESS ADVICE

The firm provides complete and specialized assistance to national and international investors in issues related to corporations and enterprises, covering all the aspects involved in the start-up and developing of their business in Argentina and abroad.

This includes legal advice in various areas, such as Commercial and Corporate Law, Labour and Immigration Law, Tax Law, Administrative and Regulatory Law, Corporate Governance, and Intellectual Property.

IN-HOUSE TRAINING TAILORED TO THE NEEDS OF YOUR COMPANY

In view of the needs of each client and thanks to the teaching experience of the members of the firm, **IT&L Legal Consultants** designs training programs on different issues related to the carriage of goods and shipping practices. It approaches your company with the purpose of providing tools to allow it to minimize legal disputes in accordance with the current legal framework.





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