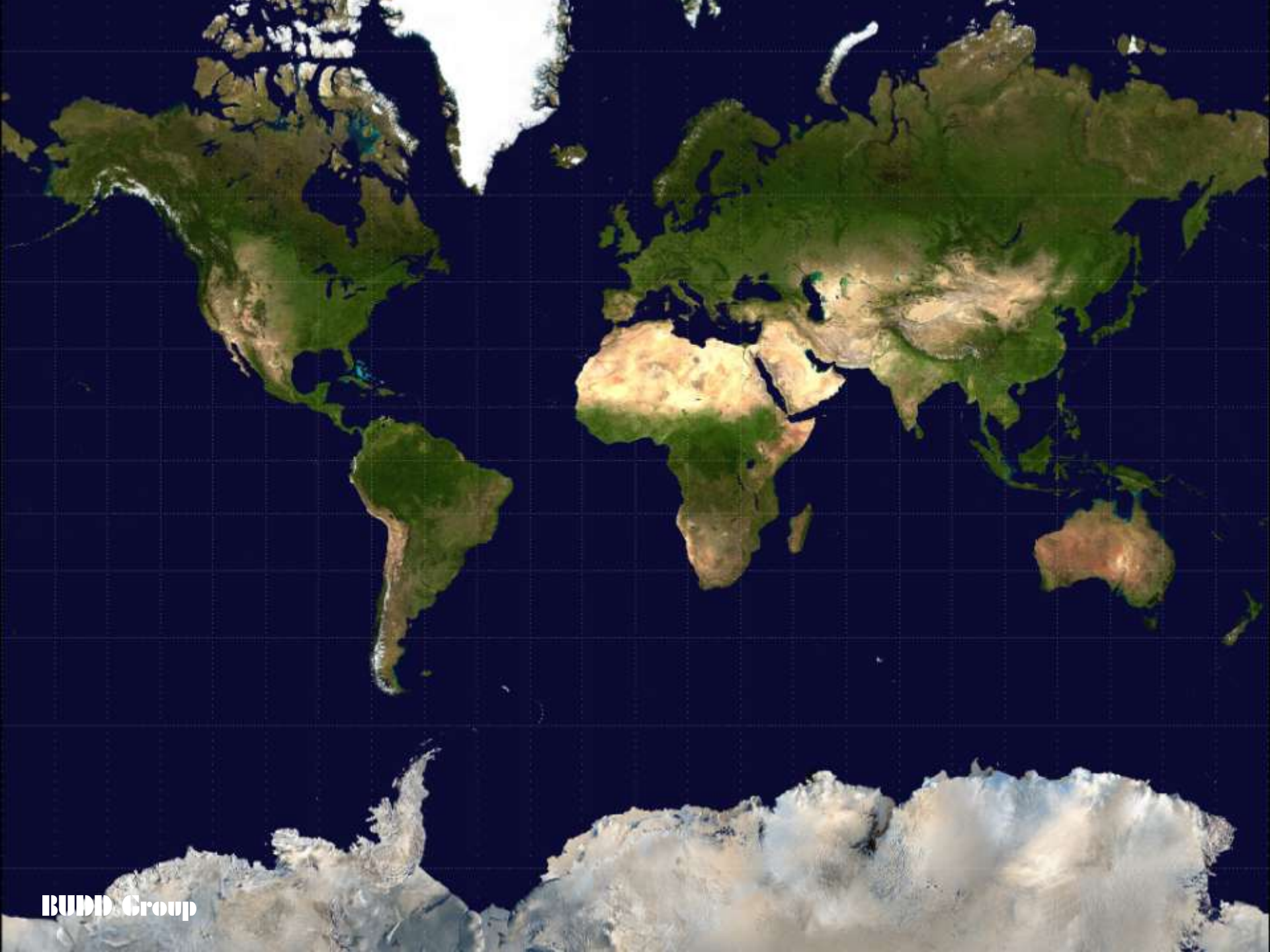




The African lion is galloping faster and faster

Presented by James Budd
Chairman of the Budd Group

Rhea Li & Van Hong Dang
Claims managers



54

countries

39 on the coast

26,000 Km coastline

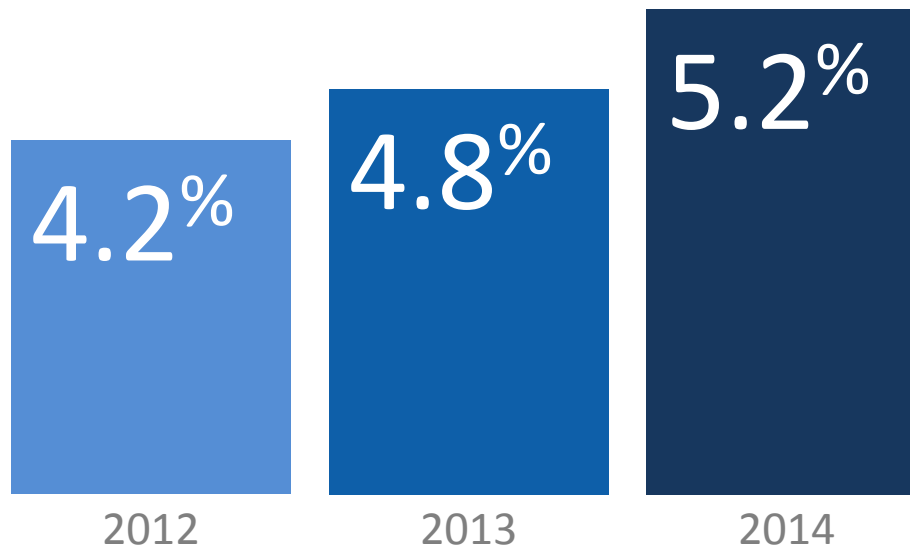




**1.0
billion**

people
15% of the world's
population

A very dynamic economy



Growth Rate Forecast

A booming trade

Exports of natural resources

Oil, gold, wood, iron ore, uranium, bauxite, diamonds, natural gas, agricultural products, etc.

Imports of manufactured goods

Manufactured products, rice, sugar, flour, etc.



Luanda, Angola

July 2012



China is a major partner

Trade between China and African Continent

US\$

114 billion

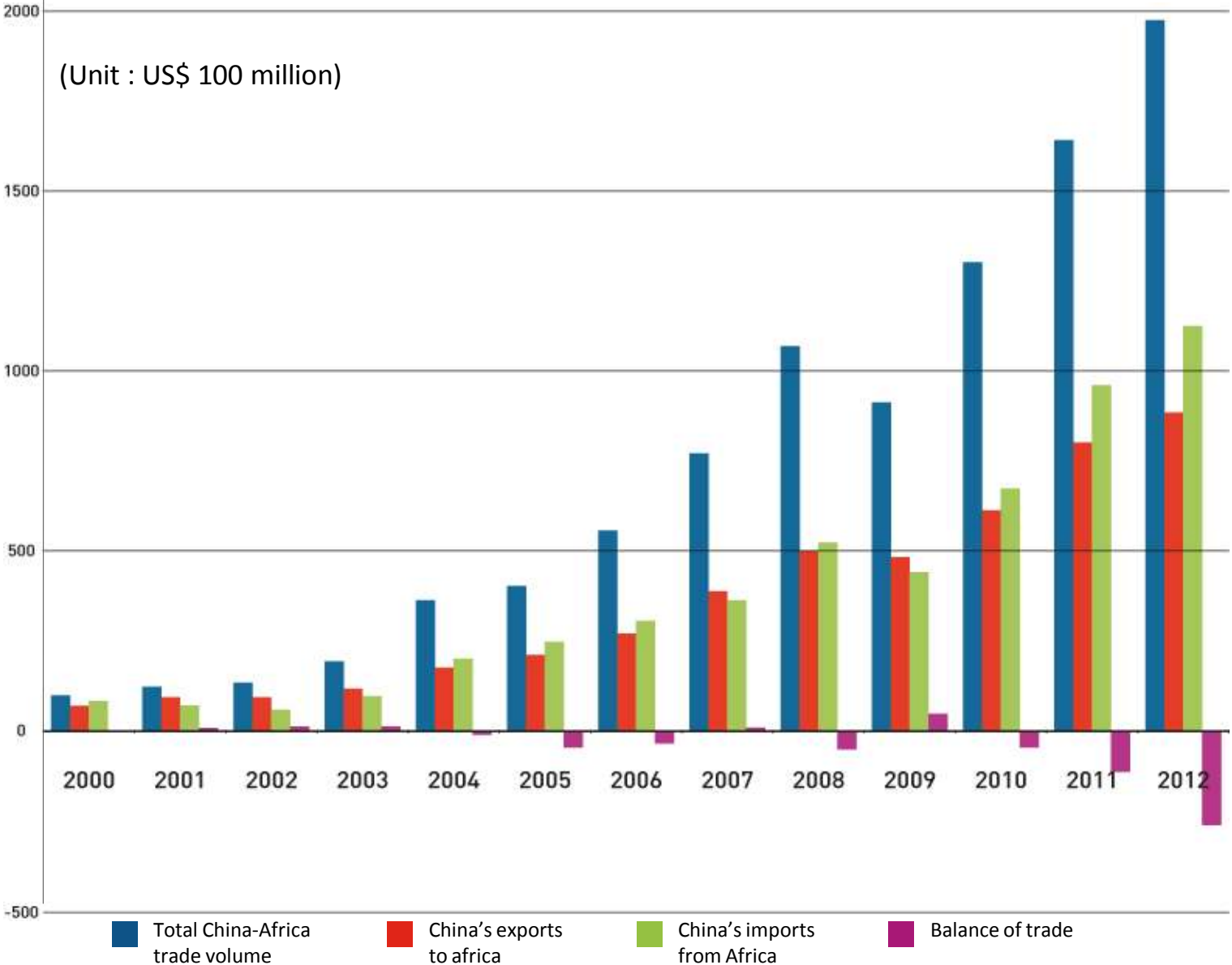
in 2010

US\$

166 billion

in 2011

China – Africa Trade Volume (2000-2012)



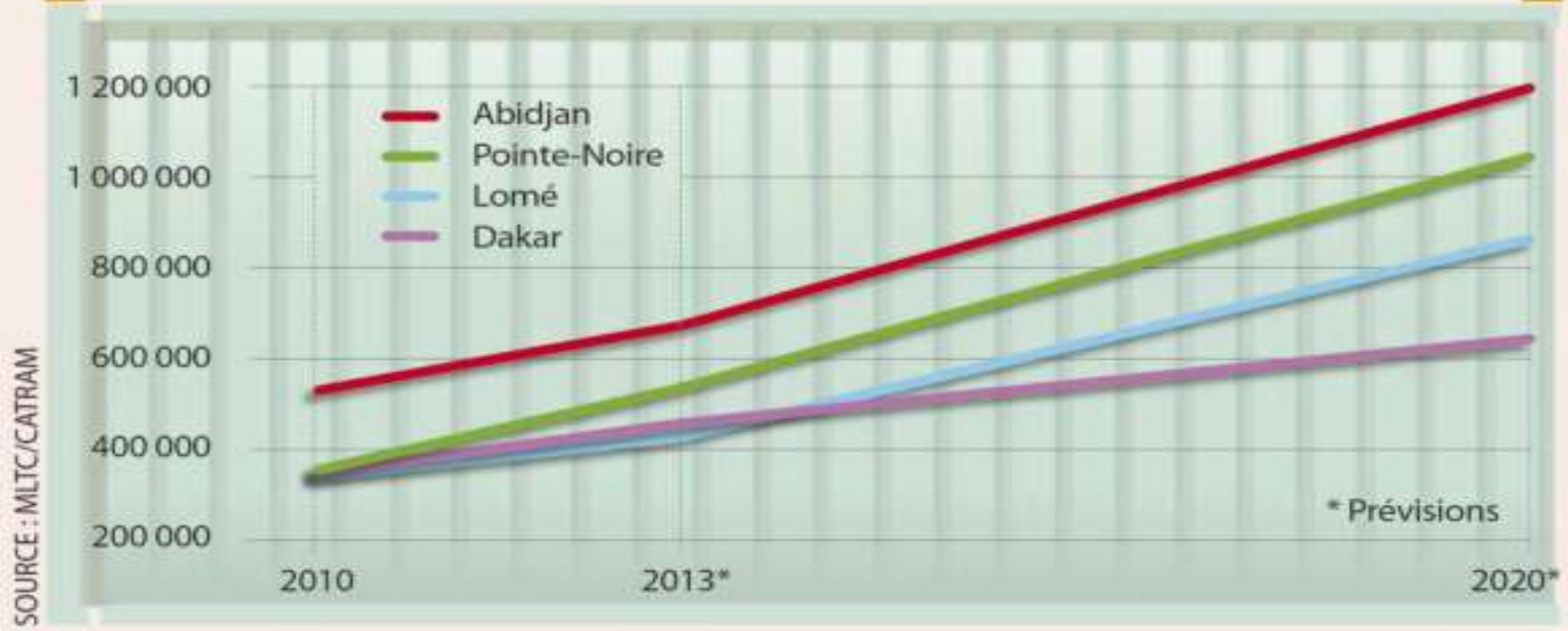
*“China and Africa share a common destiny
and bilateral cooperation has huge potential
for growth”*

Xi Jinping, President of China

An exploding market



UN TRAFIC APPELÉ À EXPLOSER (conteneurs traités, en EVP)



West, Central & South African Ports

- Nouadhibou and Nouakchott in Mauritania
- Dakar in Senegal
- Conakry in Guinea
- Freetown in Sierra Leone
- Monrovia in Liberia
- Abidjan and San Pedro in the Ivory Coast
- Tema and Takoradi in Ghana
- Lome in Togo
- Cotonou in Benin
- Lagos and Port Harcourt in Nigeria
- Douala in Cameroon
- Malabo and Bata in Equatorial Guinea
- Owendo and Port Gentil in Gabon
- Pointe Noire in Congo Brazaville
- Matadi in the D.R. of Congo
- Luanda, Lobito and Namibe in Angola
- Walvis bay in Namibia



L'Afrique, ses villes et principaux ports

Source : Questions internationales n° 33, septembre-octobre 2008

General Problems faced by shipowners calling West Africa

Dramatically increased Piracy

a Private Maritime Security Company:
Ocean and Land Security (OLS)

Widely Developed Corruption

Political Instability



Map Satellite

Pirate Kidnappings Surge in Waters Off Nigeria as Attacks Spread

Budd Group

Specific problems:

Stowaways

- Identification stowaways
- Disembarking stowaways
- Obtaining travel documents
- Organizing repatriation

Other specific problems:

- Personal Injury
- Sick or injured crew members
- Accidents involving stevedores

Cargo theft & pilferage



How to limit cargo theft & pilferage

Taking photographic evidence


Issuing Protest Notes

Putting Charterers on notice

Employing private security guards

Appointing surveyors to monitor discharging process



A large cargo ship with a white superstructure and a black hull is docked at a pier. The ship has a prominent red lifeboat on its deck. Yellow gantry cranes are visible on the left side of the frame. The sky is clear and blue.

Inflated cargo claims & Customs fines

Examples of Customs fines calculations

Rule No.1

Only the stevedores' figures count.

Rule No. 2

3 or 4 times duties owed on excess/shortage

Examples

	<u>Lome</u>	<u>Douala</u>	<u>Cotonou</u>	<u>Abidjan</u>
Rice :	US\$ 24/bag	US\$ 22/bag	US\$ 24 /bag	US\$ 2 /bag
Sugar :	US\$ 45/bag	tba	US\$ 11/bag	US\$ 25/bag

How to deal with Customs fines & inflated cargo claims

Appoint surveyors to conduct tally and cargo condition surveys during both loading and discharge operations

Appoint surveyors to supervise sealing/unsealing of cargo holds and issue certificates

Contact P&I Correspondent to obtain Letter of Undertaking

Instruct a P&I Correspondent to negotiate the fines/claims downward

Collect photos and documents for defense of the claims



Ship Arrest & Letter of Undertaking

Main causes of ship arrest

- ❖ Disputes with port authorities
 - pollution
 - damage to the port facilities
 - breach of local law by crewmembers
 - customs fines for shortage/overlanding of cargo
- ❖ Disputes with cargo interests
 - shortage/damage to the cargo

Main solutions to avoid ship arrest:

❖ Letter of Undertaking

Club LOU or bank guarantee
Provisional LOU and final LOU
Agreement in principle

❖ Cash settlement

A high-angle view from the bridge of a ship, looking out over a body of water. A small boat is visible in the distance, leaving a white wake. The ship's deck and railings are visible in the foreground. A large circular porthole is on the left side of the frame. The sky is clear and blue.

BUDD Group

Established in 1850

BUDD Group

Network of offices in 23 countries - France, Africa, Asia

Presence in Africa since 1979

Correspondent for all the major P&I Clubs

P&I assistance: claim handling, LOU request, lifting of arrest of vessels, customs fines, stowaway, pollution.

24/7 emergency response: **+33 184 880 841**

A photograph of a ship's engine room, showing a complex network of large, dark-colored pipes and machinery. The room is dimly lit, with several bright lights illuminating the scene. The pipes are arranged in a dense, vertical stack, and there are various mechanical components and structural elements visible. The overall atmosphere is industrial and technical.

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survey company

all types of maritime and cargo survey



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Algeria, Morocco, Senegal, Guinea Conakry, Ivory Coast, Togo, Benin, Nigeria, Cameroon, Gabon, Equatorial Guinea and Angola

BUDD Group

Many thanks for your attention!

