BIMCO TRAINING

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MASTERCLASS

BILLS OF LADING

São Paulo

24-25 May 2027

CAR COSTA & ROCHA ADVOGADOS

In cooperation with HFW

THE CHAMBER OF CONCILIATION, MEDIATION AND ARBITRATION

CIESP FIESP

KINCAID MENDES VIANNA ADVOGADOS

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PROGRAMME

DAY 1

09:00-09:30	**Introduction to the documentary work of BIMCO:** ■ Who drafts BIMCO standard contracts and clauses and how? ■ The importance of industry consultations and explanatory notes ■ What are we working on at the moment?
09:30-10:30	**Overview of bills of lading:** ■ The relationship between the contract of sale, the letter of credit, the charter party, the bill of lading and the insurance certificate ■ How the sale contract influences and affects the carriage contracts ■ The major functions of the bill of lading. ■ Brazilian legal framework and charter party/BL distinctions ■ eBLs under Brazilian law.
10:30-11:00	*Break*

The bill of lading as a receipt

11:00-12:00	**The bill of lading as a receipt:** ■ Quantity/weight ■ Apparent order and condition ■ Date ■ Mate's receipts ■ Clean bills and claused bills ■ The evidential effect of the bill ■ "Weight unknown" clauses.

The bill of lading as a contract of carriage

12:00-12:30	**Who is the legal carrier under the bill of lading:** ■ Owners' and charterers' bills ■ The merits of each type.
12:30-13:30	*Lunch*
13:30-14:30	**The bill of lading as a contract of carriage:** ■ The nature of the contract ■ Types of bills of lading ■ Incorporation clauses ■ Which is the governing contract - the charter or the bill? ■ Brazilian law and jurisdiction clauses
14:30-15:30	**The importance of international regulation:** ■ The impact of the Hague, Hague-Visby and Hamburg Rules ■ The duties and rights of the carrier ■ Package limitations ■ Time limits ■ The importance of Paramount Clauses ■ The impact of the Rotterdam Rules ■ Brazilian law, including ANTAQ 62/2021: responsibilities, exclusions and liability limits compared
15:30-16:00	*Break*
16:00-17:00	**Case study 1**



PROGRAMME

DAY 2

09:00-10:00	**The protection of third parties:** ■ Claims in tort ■ Himalaya clauses ■ Circular indemnity clauses ■ Bailment on terms.
10:00-10:30	*Break*
10:30-11:30	**The problems caused by negotiating bills of lading:** ■ Who has the right to sue the carrier? ■ Who is liable to the carrier for damage to the ship? ■ Order bills, straight bills, seaway bills.
11:30-12:30	**The bill of lading as a document of title:** ■ The rule as to delivery of cargo ■ The danger of mis-delivery ■ Delays to the ship ■ Letters of Indemnity ■ Alternative documents ■ Brazilian customs and container release; release of cargo without original BL and wrongful delivery
12:30-13:30	*Lunch*
13:30-14:15	**Switch bills of lading**
14:15-15:15	**Letters of Indemnity:** ■ When used? ■ When enforceable? ■ P&I position ■ Practical guidelines.
15:15-15:45	*Break*
15:45-17:00	**Case study 2** ■ An interactive discussion with Brazilian judges on how Brazilian courts would approach a bill of lading dispute, highlighting key differences between English and Brazilian law.

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SPEAKERS



Christopher Garley

Chris is a Partner in HFW's Shipping team in London, focusing on shipping and international trade disputes in court, arbitration and mediation. He represents owners, charterers, managers and their insurers based internationally, while maintaining a particular interest in German and South American markets.

Chris' primary expertise is on contractual disputes, advising in the aftermath of shipping incidents. In that context, he has acted for Owners and Charterers advising in respect of charterparties, bills of lading, cargo claims, as well as commodities/trade disputes and vessel performance claims, including those arising from prototype "design and build" contracts.

Chris continues to advise on all aspects of the charterparty lifecycle, from advisory work at the initial fixture stage, through to speed and performance claims, sales contracts, bill of lading disputes, letters of indemnity, off-spec cargo claims and redelivery disputes.

In 2025, Chris represented the Owners of the MSC FLAMINIA in the UK Supreme Court – a decision which brought much needed clarification to the application of the Convention on Limitation of Liability for Maritime Claims.



Paulo Campos Fernandes

Paulo Campos Fernandes is a senior consultant lawyer at law offices Kincaid | Mendes Vianna Advogados and a senior naval architect.

He has over 30 years experience in in the shipping industry, including operations, and the trading and logistics of crude oil, refined products, and natural gas.

As a consultant lawyer, he advises clients across a wide range of industries on shipping and trading contracts, as well as regulatory matters.

He is a professor at the Maritime Law Program at Fundação Getúlio Vargas (FGV / RJ).

Mr. Fernandes is the author of the following books:

- Charter Parties Under English and Brazilian Law;
- Liabilities in Shipping;
- Container Sea Carriage Agreements: Fundamentals and Comments.



SPEAKERS



Lilian Elizabeth Menezes Bertolani

Lilian Elizabeth Menezes Bertolani is a lawyer, holds a master's degree in International Economic Relations Law, and is a specialist in Administrative Law from the Pontifical Catholic University of São Paulo. She is Secretary-General of the Chamber of Conciliation, Mediation and Arbitration CIESP/FIESP and of the National Council of Mediation and Arbitration Institutions (CONIMA).



Carolina Franca

Carolina is a dual qualified Brazilian lawyer and barrister-at-law in England and Wales with a broad international experience. As a maritime law practitioner, she advises clients in Common Law – Civil legal systems conflict, notably the English legal system. Carolina França specialises in various consultative matters by dealing with marine and cargo claims, oil pollution, P&I, ports & terminals and regulatory matters. She has also been widely involved in emergency response to complex accidents (eg on board explosions, collisions, oil spill and ship grounding), working closely with maritime authorities and other regulatory bodies. Carolina França is also a member of Wista Brazil, Ibero American Institute of Maritime Law and the Brazilian Association of Maritime Law.



SPEAKERS



Lucas Leite Marques

Mr. Lucas Leite Marques is partner of law offices Kincaid | Mendes Vianna Advogados, a traditional Brazilian law firm established in Rio de Janeiro in 1932. He joined Kincaid in 2004 and became a partner in 2014. Mr. Marques has over 10 years of experience in Maritime, Insurance and International Law, with emphasis on litigation and arbitration. Mr. Marques has received recognition by international publications such as Who's Who as Leading Lawyer.



Leonardo Grecco

State Judge – Santos, São Paulo, Brazil.

Coordinating Judge of the Maritime, Port and Customs Law Center (Núcleo de Direito Marítimo, Portuário e Aduaneiro) of the São Paulo State Court of Justice (Tribunal de Justiça do Estado de São Paulo – TJSP). PhD Candidate at the Complutense University of Madrid (Universidad Complutense de Madrid – UCM). Master's Degree from the Pontifical Catholic University of Campinas (Pontifícia Universidade Católica de Campinas – PUCC). Master's Degree from the Federal University of São Paulo (Universidade Federal de São Paulo – UNIFESP). Postgraduate Specialist in Notarial and Registry Law from the São Paulo School of the Judiciary (Escola Paulista da Magistratura – EPM). Specialized Judicial Training for Members of the Judiciary of Ibero-America, offered by the General Council of the Judiciary of Spain (Consejo General del Poder Judicial), Barcelona. Visiting Professional at the International Criminal Court (2024). Secretary-General of the Latin American Network of Judges (Rede Latino-Americana de Juízes – REDLAJ). Member of the Unit for Monitoring and Oversight of Compliance with the Decisions of the Inter-American Human Rights System (Unidade de Monitoramento e Fiscalização do Cumprimento das Decisões do Sistema Interamericano de Direitos Humanos) of the São Paulo State Court of Justice (Tribunal de Justiça do Estado de São Paulo – TJSP).



SPEAKERS



Frederico Messias

Judge at the São Paulo State Court of Justice (TJSP). Currently serving as Auxiliary Judge in the Chambers of Justice Moura Ribeiro at Brazil's Superior Court of Justice (STJ). Coordinator of the Center for Maritime, Port and Customs Law at the São Paulo School of Magistrates (EPM).



Gustavo Alexandre Da Câmara Leal Belluzzo

Judge at the São Paulo State Court of Justice (TJSP). Currently serving as Presiding Judge of the 8th Civil Court of Santos, São Paulo. Member of the Maritime 4.0 Center of the São Paulo State Court of Justice (TJSP).



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ORGANISERS



Christian Hoppe

Christian is BIMCO's Head of Training. He is a lawyer and graduated fromthe University of Copenhagen with a Master's degree in 2001 and anLL.M. with Distinction from the University of Southampton in 2004. Heworked at the Danish Maritime Authority from 2001 until joining theEuropean Commission's Directorate-General for Maritime Transport andEnergy in 2005. Christian has been with BIMCO since 2009, being theGeneral Counsel from 2016 to 2025, representing the association atvarious international meetings and managing a number of contracts andclauses related projects. Christian was seconded to Danish law firmGorrissen Federspiel from 2017 to 2018 and was admitted to the DanishBar in February 2019 (practice certificate deposited). From 2022 to2023, he worked out of BIMCO's Singapore office whilst being part-timeseconded to BW Group.



Thomas Damsgaard

Thomas Damsgaard is BIMCO's Head of Americas. He started an exciting shipping career in 1990 and has earned his stripes in asuccession of increasingly challenging roles within senior management and leadership for maritime market leaders. He has ledseveral maritime start-ups and turnarounds and acted as an external advisor on leadership, strategy and optimisation to globalmaritime, logistics and PE organisations.

Thomas has served on professional boards within shipping and logistics. An active member of the Houston maritime community, hefills leading roles including for the Houston Maritime Arbitrators Association, the Advisory Board at the University of Houston; he co-founded the Danish American Chamber of Commerce and a not for profit maritime scholarship fundraiser. Thomas holds an MBA inShipping & Logistics (Blue MBA) from Copenhagen Business School.

VENUE

Where will the course be held?

CIESP/FIESP Headquarters building
Paulista Avenue, 1313, 8th floor
SP - ZIP Code 01311-923
Sao Paulo, Brazil

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