

Name:	Andreas Nigulis
Place of Birth:	Hamburg, Germany
Nationality:	German
Languages:	German (native language), English (Proficiency level), Italian (Proficiency level), Portuguese (Intermediate level)
Diploma:	Master Mariner (CoC), 1983 and Diploma in Business Engineering and Maritime Studies) 1977, Hamburg University of Applied Sciences.

Experience

Andreas Nigulis brings over 40 years of experience in the technical and operational management of marine and inland terminals, overseeing an annual throughput exceeding 2.3 million TEU. He has held various executive management roles, including Managing Director, Terminal Director, Head of Terminal Operations, and Operations Manager, across Italy, Portugal, and Germany with leading companies such as Eurogate/Contship Italia Group, P&O Ports, and PSA Europe.

Since 2007 Andreas Nigulis provides management consultancy related to reorganisation, processes, terminal design and port handling equipment for Vector Port and Transport Solutions Ltd.

Since 2012, he has also worked as an Independent Expert in port and terminal operations, offering expertise in litigation for insurers and solicitors

His role as an Independent Expert is enriched by his experience as a member of executive management teams at various marine and inland facilities, along with his ongoing consultancy work in the ports and terminals sector.

Areas of Expert Witness Activities

Independent expert for port and terminal operations in international arbitration and litigation for insurers and solicitors across the following region:

- Southeast Asia
- South and Central America
- Middle East
- Canada
- North Europe
- India
- Egypt
- Türkiye

Memberships of Professional Organisations

Full member of the Academy of Experts (MAE), Ports and Terminal Operator, since October 2022.

Synopsis of Expert Witness Work

To maintain confidentiality, certain cases do not disclose the names of the instructing parties. Consultancy work is excluded from the listings.

2024 ongoing Business Interruption Claim, Türkiye

Supported the mitigation of a business interruption (BI) claim arising from the allision between a container vessel and Ship-to-Shore container cranes by:

- Advising on the documentation required to mitigate the BI claim.
- Providing typical OPEX costs for container handling equipment.
- Assisting in the preparation of the response to the BI claim.

2024 ongoing Business Interruption Claim, Canada

Reviewed a business interruption (BI) claim related to the increase in international sea transport and shipping delays caused by COVID-19 in 2021 and 2022 by:

- Reviewing and analysing expert reports.
- Drafting an expert report and rebuttal reports.
- Preparing for arbitration proceedings.

2023 ongoing Review of a Business Interruption Claim, France

Reviewed a business interruption (BI) claim related to the closure of the Suez Canal in March 2021 and the resulting costs claimed by a major shipping company by:

- Reviewing the preliminary claim report.
- Developing a detailed list of questions needed to support the BI claim.
- Providing comments on the report regarding the quality of the information presented.
- Identifying missing information necessary to support and accurately assess the claim.

2021 Peer review of a Business Interruption Claim estimation, Malaysia

Reviewed a claim estimation of a potential business interruption claim referring to the allision between a container vessel and a berth. The BI claim may arise from an allision between a container vessel and a container berth and the resulting inoperability of part of the berth. The peer review refers to the assessment of:

- Impact on the berth occupation
- Trend of average vessel calls
- Impact of clients' schedule
- Lost calls due to reduced operational berths.
- Loss of revenue and profit

2020 - 2023 Assessment of a Business Interruption Claim, South America for Hill Dickinson, London

Assessed a Business Interruption (BI) claim resulting from the allision between a vessel and a Ship-to-Shore container crane by:

- Reviewing the supplied documentation and requesting additional detailed information to support the claim.
- Evaluating the loss of profit due to the cancellation of vessel calls.
- Analysing mitigation costs.
- Assessing the claimed costs.
- Identifying the expected mitigation steps.

2019 Assessment of a Business Interruption Claim, Mumbai, India for RSA, UK

Supported a container terminal operator with over 1 million TEU annual throughput in formulating their Business Interruption (BI) claim following an allision between a container vessel and the quay wall by:

- Advising on the documentation required to support the BI claim.
- Reviewing the allegedly lost vessel calls through local interviews and schedule analysis.
- Assessing the necessity of relocating Ship-to-Shore handling equipment to an alternative berth.

2019 Assessment of Business Interruption Claims, Krishnapatnam, India for RSA, UK

Supported a port operating company in formulating their Business Interruption (BI) claims arising from (a) equipment damage and (b) a natural disaster by:

- Assessing the loss of revenue.
- Analysing incremental costs incurred as a result of the incidents.

2018 Preparedness assessment in the leadup to the landfall of a cyclone in the Middle East

Reviewed the procedures and preparations of a leading Middle East port in the lead up of the landfall of a cyclone:

- Interviewing of executive management on site
- Reviewing of the available and applied procedures.
- Reviewing of the applied mitigation measurements

2017 Port and container terminal expert for The London P&I Club and Mills & Co

Reviewed and mitigated a Business Interruption claim based on the allision of a vessel and a ship to shore container crane in Egypt on behalf of the ship owners:

- Assessing the berth capacity and eventual space limitations
- Assessing the crane capacity and eventual handling limitations
- Assessing the plausibility of allegedly missed calls.

2014 Independent port operations expert for an international arbitration case for HFW, London

Allision between vessel and ship to shore container crane

Appointed as independent expert in maritime terminal operations to provide an expert opinion concerning port operation and management concerning the damage caused to a Ship to Shore Gantry (SSG) Crane, a berth, and another vessel. Country: Ecuador.

Evaluation of the applied procedures and communication of a terminal operator with port authority, pilots, and vessel during the approach of a container vessel.

2013 Independent expert maritime terminal operation in an international insurance case, for HFW, London

Appointed as independent expert in maritime terminal operations to advise the client on the merits of the various repair locations for a damaged container crane with reference to its current operational requirements and concerns about potential injuries to individuals working at the terminal and property damage (e.g., damage to nearby containers, damage to the berth apron, damage to berthed ships and others). Country: Poland.

2012 Port Operations expert in an international arbitration case for RPC, London.

Appointed by the Respondents to act as Port Operations Expert and to consider the following matters:

- The levels of utilisation at the port with emphasis on the RTG runways and the assertions made as to the percentage of their design life that had been reached.
- The weight and loads of the RTG cranes used at the port.
- Operational matters in relation to the Claimants' proposed remedial scheme and the Particulars of Loss.

It included the assessment of the operational cycles and identification of incongruence and bottlenecks. Country: Dominican Republic.

Courses & Training

Ongoing Expert related training through webinars and courses.

2012 P1-1 Witness Familiarisation & Intensive Cross Examination

Bond Solon Training Ltd, London

Lecturing, Conferences and Programs**2008 ongoing Association Shipping Agents and Brokers, Genoa, Italy**

Evaluation of Performance and Productivity of Container Terminals.

2020 Department for International Trade, UK

Port Operation and Management.

2017 – 2019 Various P&I Clubs and law firms

Container Terminal Operation – an Overview.

2015 Institute of Transport and Maritime Management Antwerp, Belgium

Impacts and Factors to consider for the Development & Design Process of a New Container Terminal up to the 1st Operation.

2013 Port Finance International, Istanbul, Türkiye

Container Business Development in Black Sea and Mediterranean Regions.

2013 UK Trade and Investment, London

Ports Inward Mission Programme Mexico and Panama.

2013 The International Propeller Clubs, Naples, Italy

The Arab Spring Impact on port development and maritime transport.

- 2010** **The International Propeller Clubs, Genoa, Italy**
Container port development in the Mediterranean.
- 2008** **University of Genoa, Italy**
Economia e Management Marittimo Portuale.
- 2007** **The International Propeller Clubs, Genoa, Italy**
Global development of the container traffic
- 2007** **Commando Generale delle Capitanerie, Rome, Italy**
Commando General of the Italian Coast Guard, Rome
Development of the International Container Traffic and Italy's Port Infra- and Superstructure.
- 2007** **TOC Istanbul, Türkiye**
Measuring and communicating of performance data in low tech terminals

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