

FIRM PROFILE

Commercial claims, *resolved before court.*

Debt recovery, disputed liabilities, maritime and trade claims for businesses worldwide.

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INTRODUCTION

Most commercial disputes end in a settlement. *The question is on whose terms.*

When a counterparty stops paying, or a supplier presents a claim you believe is overstated, the outcome rarely depends on who is right in principle. It depends on who has prepared the numbers, assembled the evidence and conducted the negotiation with the greater discipline.

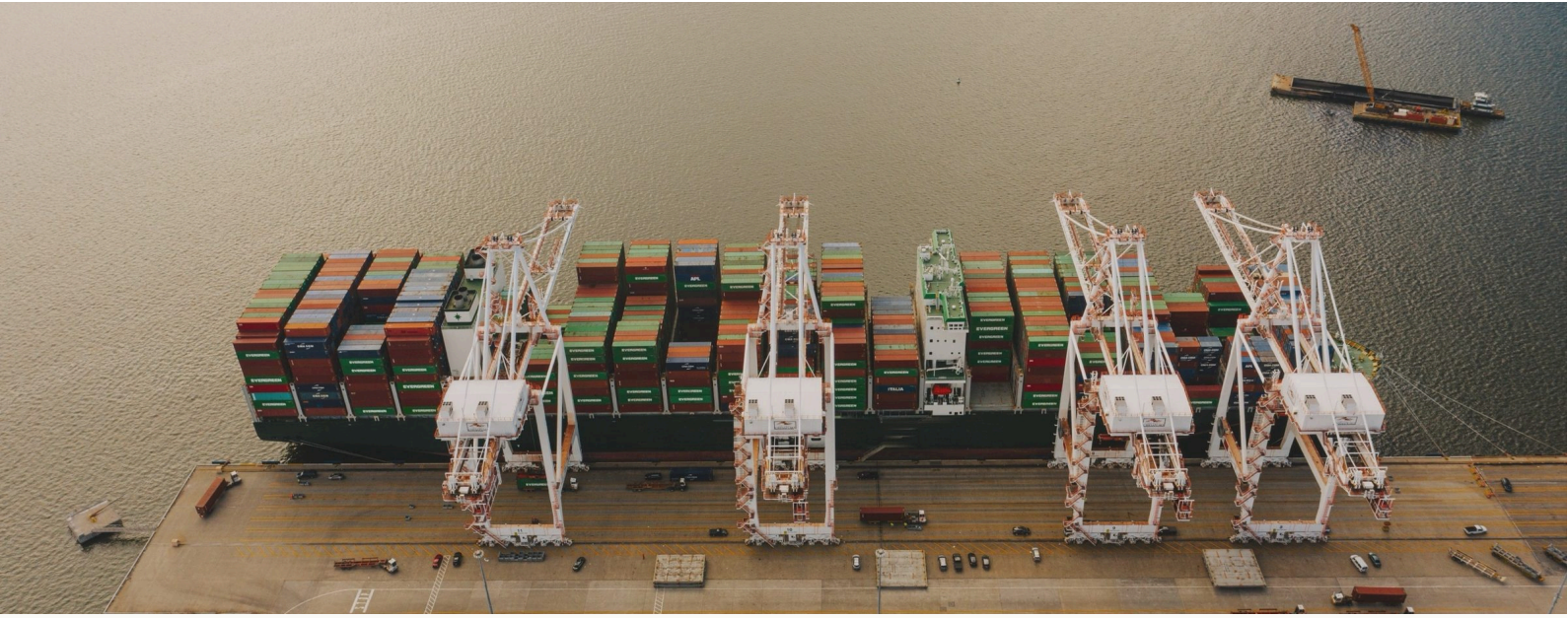
Atlas Claims was established in London to provide exactly that discipline. We bring finance and shipping experience to commercial disputes, and resolve them by negotiation before court, engaging independent solicitors only where a matter genuinely requires it.

This profile sets out who we are, the matters we handle, how we work and how our fees are agreed. We would welcome the opportunity to review your matter.

Atlas Claims

LONDON





THE FIRM

A commercial claims firm built on *financial discipline.*

Our leadership brings board-level finance experience from international shipping and insurance groups. We have managed disputes from the inside, as the party owed money and as the party facing the claim.

That experience shapes how we work. We know how a finance director decides whether to pay, how an underwriter values a claim, and what makes a counterparty take a demand seriously.

We act for creditors pursuing what they are owed, and for businesses defending claims they dispute, exclusively on business-to-business matters. Independent solicitors, surveyors and local agents are engaged with the client's approval where a matter needs them.

London

Established in London

At the centre of English commercial law and maritime arbitration.

Worldwide

Acting across borders

Europe, the Middle East, Asia, Africa and the Americas.

24/7

Always reachable

For time bars, legal notices and urgent deadlines.

OUR VALUES

What clients can *expect from us.*

Six principles govern every engagement, from the first review to the final settlement.

01

Commercial judgement

Every matter is assessed as a business decision: what it is worth, what it will cost, and the most efficient route to resolution.

02

Rigorous preparation

Claims succeed on evidence and numbers. We build complete, well-reasoned files before any negotiation begins.

03

Negotiation first

Settlement is usually faster, less costly and more certain than litigation. Court remains available, but is rarely the first step.

04

Integrity

Firm and fair negotiation. We never mislead, harass or threaten action we are not instructed or entitled to take.

05

Discretion

Disputes are sensitive. Client matters remain confidential, and we sign non-disclosure agreements on request.

06

Your approval

Scope and fees agreed in writing first, and no settlement concluded without the client's prior sign-off.

PRACTICE AREAS

Four practice areas. *One standard of work.*

I Maritime & Shipping Claims

Our founding specialism. Demurrage and laytime, bunker quality and quantity, charter party, hire and freight disputes, and claims involving suppliers, agents and repairers.

II Commercial Debt Recovery

Overdue business-to-business invoices in the UK and abroad, including aged, large and contested receivables.

III Disputed Liabilities & Claim Defence

Defending businesses against overstated demands, legal notices and counterclaims, and negotiating them down to what is genuinely owed.

IV Trade & Commodity Disputes

Non-delivery, quality and quantity claims, price and termination disputes, and documentary issues between buyers, sellers and traders.

Also available across all practice areas

- ✓ Independent claim review and valuation
- ✓ Pre-court negotiation and settlement documentation
- ✓ Arbitration and mediation preparation support
- ✓ Counterparty, solvency and business information checks





PRACTICE AREA I

Maritime & shipping claims, *by people who know shipping finance.*

Shipping disputes are won or lost on detail: a statement of facts, a notice of readiness, a fuel sample, a time bar. We read a claim the way the other side's operations, finance team and P&I club will.

We work alongside independent maritime solicitors, surveyors and P&I correspondents, and track contractual time bars from the first day. **For:** shipowners and managers, charterers and operators, traders with chartered tonnage.

Demurrage & laytime

Laytime calculations, statement of facts reviews, NOR disputes.

Bunker claims

Off-spec fuel, short delivery, sampling and quantification.

Charter party

Off-hire, speed and consumption, deductions from hire.

Hire & freight

Unpaid hire, freight, dead freight and final balances.

Suppliers & agents

Agents, chandlers, repairers and service providers.

Legal notices

Measured responses and negotiated outcomes.

Sale & purchase

Deposit, condition and delivery disputes.

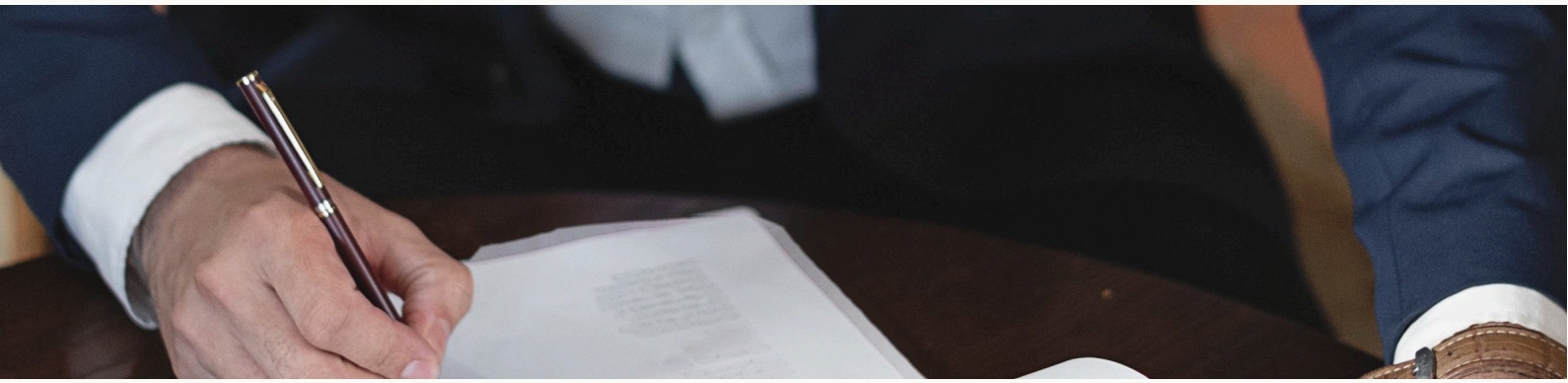
Arbitration

Submissions and quantum for LMAA proceedings.

Time bars

Deadlines diarised and complete claim packs assembled.

Both sides of *the ledger.*



II. Receivables

Commercial Debt Recovery

Behind most stubborn receivables there is a dispute, a cash-flow crisis or a counterparty testing your resolve. We find out which, and build the strategy around it.

- Overdue B2B invoices, UK and international
- Aged and written-off receivables
- Statutory late-payment interest where it applies
- Instalment plans backed by security
- Portfolio retainers for recurring receivables

III. Liabilities

Disputed Liabilities & Claim Defence

Paying an overstated demand in full is often the most expensive option; ignoring it is usually the riskiest. We take the claim apart line by line, then negotiate.

- Supplier demands and disputed invoices
- Measured responses to legal notices
- Set-off and counterclaim analysis
- Without-prejudice settlement negotiation
- Structured settlements your cash flow can sustain

> "A strong claim has to be *prepared, valued and presented* in a way the other side cannot reasonably ignore."

Typical clients

Exporters and manufacturers, wholesalers and distributors, contractors and service providers, logistics businesses, and finance teams managing aged receivables or disputed payables.



PRACTICE AREA IV

Trade & commodity disputes, *resolved across borders.*

International trade disputes combine commercial, logistical and documentary questions. We bring them together into one clear claim, value it properly, and lead the negotiation.

Local counsel and surveyors are engaged only where the matter calls for them. **For:** importers and exporters, physical commodity traders, manufacturers with international supply chains, distributors and agents.

- Non-delivery and late delivery
- Quality, contamination and shortage claims
- Price disputes and disputed deductions
- Wrongful termination of supply agreements
- Bills of lading and letter of credit discrepancies
- Preparation for GAFTA, FOSFA, LCIA and ICC-style proceedings, with counsel

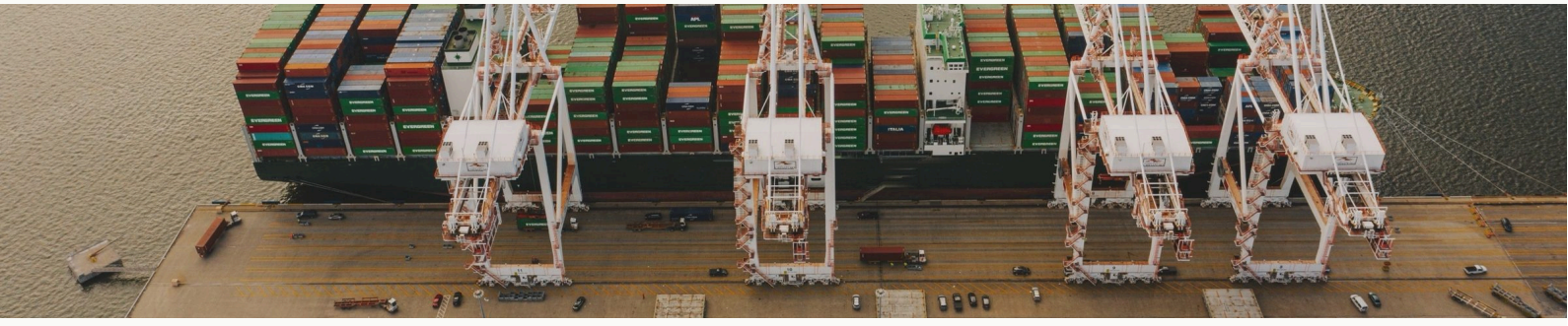
GLOBAL REACH

Based in London. *Acting wherever the dispute is.*

Trade and shipping disputes rarely stay in one country. We act on matters connected to the world's major ports and trading centres, and engage independent local counsel and agents where a matter needs presence on the ground.



London	Base	Rotterdam	Europe	Piraeus	Mediterranean	Istanbul	Black Sea
Dubai	Middle East	Mumbai	South Asia	Singapore	SE Asia	Hong Kong	Greater China
Shanghai	East Asia	Lagos	West Africa	New York	N. America	Houston	US Gulf
Panama	C. America	Santos	S. America				





OUR APPROACH

From first message to settlement, *in five stages.*

01

Free case review

Merits, time bars and recoverability assessed at no cost.

02

Agreed terms

Strategy and fee set out in a written engagement letter.

03

The claim file

Evidence organised, calculations built, demand or response prepared.

04

Negotiation

Direct talks with the other side, their insurers or advisers.

05

Settlement

Terms documented; solicitors coordinated if court is needed.

Why settle before court

Going straight to court		Negotiated settlement ATLAS CLAIMS	
Time	Often many months, sometimes years	**Time**	Typically weeks to a few months
Cost	Legal fees whatever the outcome	**Cost**	A fee structure agreed in advance
Certainty	A judgment still has to be enforced	**Certainty**	Agreed terms, often with security
Privacy	Proceedings can become public	**Privacy**	Confidential between the parties

Timeframes are indicative and depend on the matter and the other party.

Fees shaped *around your matter.*

Every matter is different, so we do not apply a one-size tariff. Three structures are available, used alone or in combination.

Results-linked

Success fee

Aligned with the outcome

Linked to the amount recovered, or to the amount saved where a claim is defended. It may be combined with a modest initial or fixed element.

Defined work

Fixed fee

For specific tasks

A set price for a claim valuation, a laytime calculation, a claim file or a response to a legal notice.

Portfolios

Monthly retainer

For a flow of claims

An outsourced claims desk: a fixed monthly fee for case handling and reporting, with a reduced success element.

Free

INITIAL CASE REVIEW

How fees are agreed

The initial review of your matter is free, confidential and without obligation. Once we understand the details, we propose the structure best suited to the claim, and it is confirmed in a written engagement letter for your approval before any work begins.

Third-party costs, such as solicitors, surveyors or court fees, are incurred only with prior written approval. Recovered funds are paid directly to the client or through a solicitor's client account. Fees are subject to VAT where applicable.

ATLAS CLAIMS
COMMERCIAL CLAIMS & RECOVERY

CONTACT

Have a claim, *or a claim against you?*

Send us the key documents for a free, confidential review. For anything urgent, message us on WhatsApp at any hour.

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Atlas Claims is a trading name of ATLAS SOVEREIGN LTD, a company registered in England & Wales, company no. 15597496. Registered office: 71-75 Shelton Street, Covent Garden, London WC2H 9JQ.

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