

LNG & FSRU Technical Advisory

Independent. Deeply experienced.

SERVICE FACTSHEET — COMMERCIAL STRUCTURING

Commercial Structuring

TCP negotiation, tender management, and lender technical due diligence

Overview

Commercial structuring for FSRU projects requires an unusual combination: deep technical understanding of how a floating regasification unit actually operates, and a practical grasp of how commercial obligations translate into operational risk. FSRU Advice Consulting has worked on both sides of major FSRU transactions — as project advisor, as technical due diligence provider, and in direct negotiation support roles.

What is included

- Time Charter Party review, negotiation support, and administration
- FSRU newbuild and conversion tender management — RFQ, technical evaluation, shortlisting
- Daily hire and LNG pricing model development
- Investor and lender technical due diligence — dataroom review, independent engineer scoping
- Gas Sale and Purchase Agreement (GSPA) technical input
- Terminal Use Agreement (TUA) technical review
- Performance guarantee framework — alignment between TCP Schedule and commercial obligations
- Force majeure and off-hire analysis from a technical perspective

Typical engagements

Engaged at term-sheet stage to shape the technical content of commercial documents before positions harden. Also used during active negotiations to provide real-time technical input on counter-proposals, and post-signing to support TCP administration and performance claim management.

The technical-commercial interface

The most expensive commercial mistakes in FSRU projects are made when technical realities are not understood at the negotiating table. Send-out rates, boil-off allowances, performance test acceptance criteria, and off-hire provisions all carry technical content that shapes commercial exposure. FSRU Advice Consulting bridges that gap directly.

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