

LONG-TERM CHARTERS FOR FPSO, FLNG, FSRU & FSU

An in-depth view in getting into and extending a long term charter

22nd - 23rd January 2025

16th - 17th April 2025

Kuala Lumpur (In Person) / Online Training

Major Benefits of Attending

By the end of this intensive 2 day course, delegates would be able to:

- **KNOW** how to contract a service, not a vessel
- **EVALUATE** charter vs. buy options
- **UNDERSTAND** and **MANAGE** technical risk at various stages
- **FINANCE** for the shipowner
- **KNOW** how charter rates are priced and how financing can influence the contract terms
- **STRUCTURE** a procurement program to obtain the best outcome for the charterer
- **EVALUATE** offers using discounted cash flow techniques in a full life-cycle and full value chain methodology
- **NEGOTIATE** charter rates and structures
- **STRUCTURE** a performance regime to align charter payments with charter's project economic drivers
- **UNDERSTAND** the main terms in a long term charter agreement and delineation of risk

Course Methodology

Client has the option to choose to participate either below method.

Online Training : *This course will be conducted via Zoom.*

Kuala Lumpur Hotel: *This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.*

Why you Should Attend?

This 2 day workshop will cover areas including market overview and vessel providers, establishing the strategic context and project drivers, structuring a procurement, front-end engineering design: rationale and requirement, charter agreement through the lens of construction/conversion and pre-operations phase, sail-away and arrival, hook-up and commissioning, operations phase, offtake arrangements, and managing performance risk and default. Also covered is negotiating a term sheet for a long term charter agreement.

Who Should Attend?

This workshop is specifically designed for:

- ✓ Charter Leaders
- ✓ Contract Professionals
- ✓ Contract Negotiators
- ✓ Procurement Personnel
- ✓ Legal Councils
- ✓ Exporters & Importers
- ✓ Trade Financiers
- ✓ Commodity Traders
- ✓ Ship Owners
- ✓ Ship Brokers
- ✓ Ship Financiers

Organized by:



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For more details, contact hello@fdb.sg

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