

PROJECT DEVELOPMENT ADVISORY

BRG Energy & Climate professionals excel in advising the techno-commercial development, financing, and construction of critical clean energy and clean fuel infrastructure across the value chain worldwide.

We advise clients on key issues related to project scoping and feasibility; siting; permitting, and licensing; techno-commercial development; contract and price negotiation; energy marketing and trading; and debt and equity financing. After final investment decision (FID), BRG professionals can also provide construction oversight and risk management.

Our liquefied natural gas (LNG) and natural gas expertise spans the LNG and gas-to-power value chain and encompasses natural gas and LNG development and production, processing, liquefaction, transportation, storage, and regasification terminal operations, shipping, and marketing and trading.

Our power generation expertise includes technology, operations, markets, pricing, risk, and finance. We also provide power dispatch "merit order curve" modeling, generation asset spark-spread analysis, and fuel-switching economic evaluation.



Project Development and Management Advisory

BRG Energy & Climate professionals provide expert economic, commercial, financial, and technical advisory services to support project development and management throughout the energy industry worldwide. Our advisory services cover the development process from initial opportunity definition through concept framing, feasibility analysis, development and execution, financing, and construction.

PROJECT DEVELOPMENT PROCESS



Our services include expert analysis, advisory, coordination, and implementation throughout the project development process, from project scoping and feasibility to techno-commercial development, project financing, and construction. Our primary services are outlined below.

Scoping and Feasibility

- **Opportunity definition:** We provide broad market fundamental analysis to identify, screen, shortlist, and rank selected opportunities. The opportunities may involve upstream gas farm-ins/downs, upstream gas field development and production, gas processing, pipeline transportation, liquefaction and export, LNG transportation and delivery, LNG reception and terminalling, and gas/LNG to power generation. We typically help our clients evaluate each opportunity's potential value creation and execution risks.
- **Concept framing:** For a defined opportunity, we help our clients evaluate market fundamentals and forecasts and known site and environmental conditions to provide strategic recommendations for an optimal site selection and technical concept. The optimality test captures maximum revenue for the lowest cost over the shortest time, under the constraints of site, environment, and market. Optimality conditions would be preliminary and open to refinement upon detailed evaluation at the feasibility analysis stage.
- **Feasibility analysis:** We provide detailed technical, economic, and commercial feasibility analysis for LNG terminals and other energy assets. This includes analysis of project objectives and definition of project scope; LNG and natural gas market and pricing analyses; timing and cost estimates for capital expenses (CAPEX) and operating expenses (OPEX); financial projections and modeling; preliminary project execution plans and construction master schedule; and risk assessments. We have experience various project types, including natural gas development and production, gas processing, liquefaction, transportation, LNG storage and regasification terminal operations.

TECHNO-COMMERCIAL
DEVELOPMENT



Techno-Commercial Development

- **Project management and oversight:** We help clients to manage pre-front-end engineering and design (FEED) and FEED contractors and implement project management procedures. This includes requests for quotation (RFQ) management and for LNG terminals. This also includes detailed schedule development, schedule and cost-monitoring analysis, and trending analysis for construction projects.
- **Market and price analysis and forecasting:** We advise on the evolution of global, regional, and national gas and LNG markets and their fundamental policy and regulatory drivers in terms of supply-demand balances, market equilibriums, prices, and trade. Many of our services leverage extensive market analysis, simulation, and forecasting expertise, including operational and financial tools and models for the simulation and forecasting of energy production, market operations, prices, and infrastructure/asset utilization.
- **Commercial strategy:** We advise gas and LNG producers, suppliers, aggregators, and resellers on commercial strategy and decision-making with respect to LNG purchase and/or sales, target markets, target customers, timing and term of sales, pricing, and competition. We base our advice on expert evaluation of global market and commercial conditions and outlook. Leveraging our market and price analysis and forecasting services, we advise clients on strategies for corporate growth, market entry, and product marketing and procurement—including the critical “if” and “how” decisions around initial project development and expansions. Our team is highly skilled in evaluating the status and strengths and weaknesses of a project’s potential commercial structure and its counterparties and advisors.
- **Commercial origination:** We assist clients with direct outreach to potential suppliers and customers for purposes of marketing and commercial negotiations.
- **Commercial procurement, negotiations, trading, and risk management:** We serve as commercial advisors in strategic design of the fuel procurement process (including tender management and offer evaluation); negotiation of fuel pricing, flexibility, and related commercial terms SPAs/GSAs; and trading and portfolio risk management strategy for LNG purchase and (re)sale transactions.
- **Portfolio optimization and import management:**
 - > Portfolio optimization and management, including valuation of contract price and flexibility options; supply term and supply chain optimization; commodity price risk management; and overall portfolio management. We use analysis and valuation of commercial flexibility options to capture the opportunities and manage the risks presented by growing LNG market flexibility.
 - > Fuel import management, including managing LNG storage tank inventories, scheduling of LNG cargoes and gas send-out, and other operational risks. We also provide consulting services in development of terminal use arrangements (including multiuser terminal access and third-party access), support for the commissioning observance for onshore and/or offshore terminals, and RFQ management.

FINANCING AND
CONSTRUCTION



Financing

- **Project equity and debt financing:** Our project advisory team includes financing experts with decades of experience in project and corporate finance and M&A. We provide project financial modeling and advisory services for clients developing complex and capital-intensive energy infrastructure projects. We assess sponsors' initial proposals and advise on plans to seek financing from specific markets, such as non- or limited-recourse project financing, tradeable debt securities (such as project bonds, high-yield bonds, or Term Loan B debt facilities), or other types of specific financial structures. We provide these services to debt and equity investors, including companies and projects in the global LNG, renewable energy, transportation infrastructure, and industry process sectors.

Construction

- **Construction oversight and project risk management:** Our construction experts include Project Management Professionals and Professional Engineer specialists with global expertise in construction, engineering, project management, scheduling and budgeting, architecture, accounting, and financial analysis. We provide expert advice and analysis regarding project audits, cost/damages, productivity and manpower utilization, schedule delay, construction defects, standard of care, and risk management and oversight.

For further information, please contact:



Christopher Goncalves
Chair and Managing Director
Washington, DC
cgoncalves@thinkbrg.com
+1 202.480.2703



Hal Miller
Managing Director
Houston, TX
hal.miller@thinkbrg.com
+1 832.483.6350



Richard Fultineer
Managing Director
Pittsburgh, PA
rfultineer@thinkbrg.com
+1 412.235.4065



Stephen Del Regno
Managing Director
Tokyo
sdelregno@thinkbrg.com
3.3242.6541



Michael Whalen
Managing Director
Washington, DC
whalen@thinkbrg.com
+1 202.480.2765



Brad Wolf
Managing Director
Pittsburgh, PA
bwolf@thinkbrg.com
+1 412.235.4059

For more information, please visit thinkbrg.com/energy



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