JurisTax
Beyond Borders. Beyond Businesses.

Executive Checklist

7 Questions to Consider Before Your Next Cross-Border Energy Contract

International contracts often involve more than the commercial terms. Before signing, consider whether the structure behind the transaction aligns with how the business will actually operate.

1 Which entity should sign the contract?

Does the contracting entity reflect where the comnmercial activity, management and risk will actually sit?

2 Where will the revenue be received?

Consider the currencies involved, the banking arrangements and where major projects income will flow.

3 How will international suppliers be paid?

If equipment, technology or specialist services are sourced overseas, how will those paymnets be managed?

4 Where will the work actually be performed?

Which jurisdictions are involved in delivery, management, procurement, staffing or project execution?

5 Are investors, partnes or financing arrangments involved?

Foreign shareholders, joing ventures, project finance or new investors can affect the wider structure.

6 Does an overseas entity have a genuine commercial role?

A new company should support a real business purpose, not exist simply because a jurisdiction appears attractive.

7 Does the currency structure still support the next stage of growth?

A structure that worked for a domestic business may not remain appropriate as operations become more international.

JurisTax offers selected energy businesses a confidential perliminary Cross-Border Contract Structuring Review.

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