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COURSE BROCHURE

Upstream Oil and Gas Mergers and Acquisitions Asset Evaluation Training Course

29 November – 3 December 2026
Muscat

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Registered in the United Kingdom and Saudi Arabia

Upstream Oil and Gas Mergers and Acquisitions Asset Evaluation Training Course

Ref: 2844_109079 **Date:** 29 November – 3 December 2026 **Location:** Muscat **Fees:** 6500 GBP

Upstream Oil and Gas Mergers and Acquisitions Asset Evaluation is a 1-week training course for new ventures, reservoir, commercial and finance professionals who assess field interests for purchase or sale, producing an acquisition evaluation memo for one target asset. Portfolio reshaping and partner exits keep upstream interests changing hands, so buyers need disciplined checks before bidding. Upstream Oil and Gas Mergers and Acquisitions Asset Evaluation is delivered by Jupiter Prime Training.

Why Upstream Oil and Gas Mergers and Acquisitions Matters Now

Three forces shape upstream asset deals today. Large operators sell mature fields to focus capital, while independents buy them to extend field life. Host governments and partners hold consent and pre-emption rights that can block a transfer. Lenders and investors ask how emissions intensity and abandonment costs affect long-term value. Buyers who test reserves and liabilities pay a defensible price; others inherit declining wells and unfunded abandonment. The course rests on reserves classification, discounted cash flow valuation and probabilistic range analysis.

Who Gains Most from Upstream Oil and Gas Mergers and Acquisitions

- New ventures specialists who build the target list
- Reservoir and petroleum engineers who audit reserves, decline profiles and recovery assumptions
- Commercial analysts who review production sharing terms and partner agreements
- Finance and economics specialists who model entitlement cash flows
- Asset managers who will take over operatorship or a non-operated stake

A bid team that sends subsurface, commercial and economics members together gains most, reconciling reserves, contracts and price in one recommendation.

Upstream Oil and Gas Mergers and Acquisitions Capabilities

Participants turn data room evidence into entitlement barrels and a priced bid.

- Build an asset screening matrix — the new ventures board
- Assess booked reserves, decline curves and well integrity — the technical committee
- Specify the commercial and fiscal checks — the legal and commercial leads
- Calculate entitlement cash flow value across low, best and high subsurface cases — the investment committee
- Weigh contingent payments, carries and completion adjustments in the offer structure — the seller and joint venture partners
- Design an operatorship handover plan — the incoming asset team

Key Upstream Oil and Gas Mergers and Acquisitions Terms

- Farm-in — earning a licence interest by paying part of exploration or development costs
- Pre-emption right — a partner's right to match an agreed price and take the interest first
- Entitlement barrels — the production share a contractor receives after royalty, cost recovery and profit split
- Effective date — the date from which asset income and costs pass to the buyer
- Decommissioning liability — the future cost of plugging wells and removing facilities
- Carry arrangement — the buyer paying the seller's share of future costs up to a limit

Upstream Oil and Gas Mergers and Acquisitions Day by Day

Day 1: Deal Context and Upstream Portfolio Fit

- Portfolio Gap Analysis by Basin and Play — Deciding Which Assets to Pursue
- Farm-In, Farm-Out and Asset Swap Routes — Choosing the Entry Structure
- Commodity Price Decks and Cost Cycles — Timing Acquisition Bids
- Seller Motivations and Divestment Drivers — Reading the Data Room
- Asset Screening Matrix — Ranking Producing, Development and Exploration Targets

Day 2: Subsurface and Technical Due Diligence

- Reserves and Resources Classification Review — Testing Booked Volumes
- Decline Curve and Type Well Checks — Validating Production Profiles
- Reservoir Model and Recovery Factor Challenge — Sizing Upside Cases
- Well Integrity and Facilities Condition Survey — Pricing Hidden Capital
- Decommissioning Liability Estimate — Setting Abandonment Provisions

Day 3: Commercial, Fiscal and Contract Due Diligence

- Licence and Production Sharing Terms — Mapping Entitlement Barrels
- Joint Operating Agreement Clauses — Pre-Emption, Consent and Operatorship
- Gas Sales and Offtake Contracts — Assessing Price and Volume Exposure
- Environmental Baseline and Emissions Intensity — Flagging Transition Risk
- Partner and Operator Capability Review — Judging Execution Credibility

Day 4: Asset Valuation and Transaction Structure

- Net Present Value of Entitlement Cash Flows — Setting the Bid Range
- Probabilistic Low, Best and High Cases — Weighing Subsurface Uncertainty
- Value per Flowing Barrel and Reserves Benchmarks — Testing Market Evidence
- Contingent Payments and Carry Arrangements — Sharing Exploration Risk
- Effective Date Adjustments and Completion Mechanics — Fixing the Final Price

Day 5: Practising the Acquisition Evaluation Memo

- Producing Field Case Screening and Profile Check — Applying Days 1 and 2
- Gas Development Case Fiscal and Contract Review — Applying Day 3
- Bid Range and Structure Selection — Applying Day 4 Valuation
- Transition Planning for Operatorship Handover — Data, Staff and Permits
- Acquisition Evaluation Memo — Bid Range, Key Risks and Recommendation

Applying Upstream Oil and Gas Mergers and Acquisitions After the Course

- Rescore the current target list with the asset screening matrix for the new ventures board
- Run a reserves and decommissioning liability check on the next data room package

Upstream Oil and Gas Mergers and Acquisitions Questions FAQ

What is Upstream Oil and Gas Mergers and Acquisitions asset evaluation and why does it matter now?

It is the technical, commercial and economic testing of licence interests before a purchase or sale. It matters because buyers carry every reserves and abandonment risk they fail to check.

Which roles gain most from Upstream Oil and Gas Mergers and Acquisitions training?

New ventures specialists, reservoir engineers, commercial analysts, economics specialists and incoming asset managers gain most. Cases from a producing oil field and a gas development show how terms change the bid.

How does Upstream Oil and Gas Mergers and Acquisitions asset evaluation differ from a general corporate deals course?

It works at licence and field level rather than company level. A general corporate deals course covers synergies and organisational integration; here you audit reserves, partner rights and decommissioning before pricing an interest.

What do you bring back from Upstream Oil and Gas Mergers and Acquisitions training?

You bring back an evaluation of one target asset with reserves findings, entitlement value, an offer structure and a handover outline. It is ready for your investment committee.

Upstream Oil and Gas Mergers and Acquisitions: The Way Forward

The acquisition evaluation memo joins reserves findings, contract risks, value and offer structure for one licence interest. Its first decision is whether to submit a binding bid and within which range, and the new ventures lead uses it to brief the investment committee. After completion, compare actual well performance and abandonment estimates with the memo's cases.