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COURSE BROCHURE

Petroleum Business Development Due Diligence Training Course

22 – 26 November 2026
Muscat

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Registered in the United Kingdom and Saudi Arabia

Petroleum Business Development Due Diligence Training Course

Ref: 1510_55829 **Date:** 22 – 26 November 2026 **Location:** Muscat **Fees:** 6500 GBP

Petroleum Business Development Due Diligence is a 1-week training course for business development managers, commercial analysts and new ventures teams, producing one work product: a due diligence findings report on an upstream acquisition or farm-in. As portfolios are reshaped through divestments and partner swaps, buyers who test reserves, fiscal terms and liabilities thoroughly avoid paying for barrels and obligations they never expected. The course is delivered by Jupiter Prime Training.

Why Petroleum Business Development Due Diligence Matters Now

Three forces shape deal screening today: majors divesting mature and late-life assets to smaller buyers, lenders and boards that expect independent evidence behind every bid, and decommissioning and emissions liabilities that now travel with licence interests. Buyers who run disciplined workstreams price risk into the offer or walk away in time; those who rush the data room inherit overstated reserves, unfavourable fiscal terms and abandonment bills. The course rests on the industry's reserves and resources classification framework, discounted cash flow DCF valuation, and the standard structure of a sale and purchase agreement SPA and joint operating agreement JOA.

Who Gains Most from Petroleum Business Development Due Diligence

- Business development staff who screen opportunities and lead bid teams
- Commercial analysts who build valuation models and test fiscal terms
- New ventures geoscientists and engineers who audit reserves and production forecasts
- Legal and contracts staff who review licences, SPAs and JOAs
- Finance staff who assess tax positions, liabilities and funding structures

Deal teams that send a commercial, a technical and a legal member together gain most, because findings from one workstream change the conclusions of the others.

Petroleum Business Development Due Diligence Capabilities

Participants move from teaser to signing, deciding at each step which data to request, which findings change the price and which become contract protections.

- Assess reserves categories, decline forecasts and development plans — bid valuation and technical risk
- Calculate asset value under fiscal terms with sensitivity cases — offer price and walk-away point
- Test licence terms, work obligations and change-of-control clauses — legal sign-off
- Weigh decommissioning, environmental and tax liabilities — indemnities and price adjustments
- Apply a structured data room request list and tracker — deal timetable and partner coordination

- Communicate red-flag findings to an investment committee — go or no-go decisions

Key Petroleum Business Development Due Diligence Terms

- Farm-in — an agreement in which a company earns an interest in a licence by funding part of the work.
- Data room — a controlled physical or virtual repository where a seller shares technical, legal and financial records with bidders.
- Proved reserves — volumes estimated with reasonable certainty to be commercially recoverable from known accumulations under defined conditions.
- Fiscal regime — the set of royalties, taxes and profit-sharing terms that divide petroleum revenue between state and investor.
- Change-of-control clause — a contract term giving partners or the state rights when ownership of an interest changes.
- Decommissioning liability — the future obligation to plug wells and remove facilities at the end of field life.

Petroleum Business Development Due Diligence Day by Day

Day 1: Deal Context and Screening

- Acquisition, Farm-In and Asset Swap Structures — Deal Type Selection
- Portfolio Fit and Strategic Screening Criteria — Opportunity Ranking
- Teasers, Information Memoranda and Bid Process Letters — Bid Planning
- Confidentiality Agreements and Data Room Rules — Access Conditions
- Workstream Charters and Request Lists — Team Organisation

Day 2: Technical Due Diligence

- Reserves and Resources Classification Checks — Volume Confidence
- Production History and Decline Curve Review — Forecast Credibility
- Facilities Condition and Integrity Records — Capital Exposure
- Development Plan and Cost Estimate Review — Spend Profile Realism
- Independent Reserves Reports — Seller Claims Verification

Day 3: Commercial and Fiscal Review

- Concession and Production Sharing Fiscal Terms — Government Take
- DCF Valuation With Price and Cost Cases — Offer Range
- Offtake, Transport and Marketing Arrangements — Netback Realisation
- Partner Pre-Emption Rights and Consents — Deal Certainty
- Expected Monetary Value for Exploration Upside — Contingent Payment Design

Day 4: Legal, Liability and Contract Protection

- Licence Title, Work Obligations and Expiry — Interest Validity
- Decommissioning and Environmental Liabilities — Security and Indemnity
- Tax Position and Historic Exposure — Purchase Price Adjustment
- SPA Warranties, Conditions and Locked-Box Mechanics — Risk Allocation
- JOA Voting, Default and Operatorship Terms — Post-Completion Control

Day 5: Practising the Due Diligence Findings Report

- Technical Findings Summary for a Case Asset — Applying Day 2 Checks
- Valuation Bridge From Seller Case to Buyer Case — Applying Day 3 Methods
- Liability and Contract Protection Schedule — Applying Day 4 Review
- Red-Flag Ranking and Deal Recommendation — Applying Day 1 Screening
- Due Diligence Findings Report — Investment Committee Presentation

Applying Petroleum Business Development Due Diligence After the Course

- Build a reusable data room request list and tracker for the next opportunity the team screens.
- Rerun a past deal's valuation with the buyer-case bridge and compare it with the price actually paid.

Petroleum Business Development Due Diligence Questions FAQ

What is petroleum business development due diligence, and why does it matter now?

It is the structured technical, commercial, fiscal and legal review of an upstream deal before signing. It matters now because asset sales are frequent and liabilities such as decommissioning move with each interest.

Which roles gain most from petroleum business development due diligence?

Business development managers, commercial analysts and new ventures teams gain most, along with the legal, finance and technical staff who join deal workstreams.

How does petroleum business development due diligence differ from a general oil and gas finance course?

It follows one transaction from teaser to signing. General finance courses cover accounting and corporate funding, while this subject centres on data rooms, reserves checks, fiscal terms and contract protections.

What do you bring back from petroleum business development due diligence?

You bring back a findings report on a case asset, with ranked red flags, a valuation bridge and a liability schedule that can serve as a template for live deals.

Petroleum Business Development Due Diligence: The Way Forward

The due diligence findings report first informs whether to submit a binding offer and at what price. Deal leads, investment committees and lenders use it to see which risks are priced and which are covered by contract terms. After the first live deal, the red-flag thresholds and request list deserve another look, since each seller's data room differs.