PETROSYNC’S ACCOUNTING & FINANCE SERIES

BUDGETING & FORECASTING IN OIL & GAS INDUSTRY

Best Practices in Developing Effective Budgeting & Forecasting Process

11 April—13 April 2016
Kuala Lumpur, Malaysia
Course Overview
All organizations operating in oil & gas industry must regularly develop, manage and adjust budgets and forecasts to reflect changing market conditions and their competitive performance. To do this successfully and establish credible budgets and business plans that function as useful and user-friendly management tools to monitor and help improve performance, it pays to be aware of and incorporate best budgeting, planning and forecasting practices.

Our Budgeting & Forecasting in Oil & Gas Industry shares insight of budgeting and forecasting process, enables fit-for-purpose budgets and business plans to be developed that robustly model complex, but realistic situations in a flexible and auditable manner.

Course Design
This course provides participants with insight and understanding of the budgeting process and the key planning and forecasting techniques that should be used to successfully build and manage reliable budgets and business plans.

Includes Specific and Practical Case Studies
Participants will benefit through a mixture of presentations, exercises and worked examples in Excel spreadsheet models.

How Does This Course Benefits You?

Utilize advanced Excel features and data analysis techniques
Use advanced Excel to gather, organize, sort and group data that will be used in building budgets.

Implementing advanced forecasting techniques
Learn the advanced forecasting techniques for better monitoring of forecasting performance.

Managing the volatility of current oil & gas prices
Able to manage the volatile oil & gas prices and enhancing the accuracy of the forecasted data.

Improvise budgeting & forecasting skills
Learn and improve budgeting and forecasting skills focusing on Oil & Gas industry through a series of practical exercises.

Do you know that zero-based budgeting is an approach to planning and decision-making that reverses the working process of traditional budgeting?

Do you know that business forecasting got started in the early twentieth century?
PetroSync Distinguished Instructor

Ahmed Badawy
Corporate Financial Executive; US Public Corporation

Practical & Consulting
He is a corporate financial executive with a US public corporation, leading global IFRS and US GAAP reporting group. He was Senior Audit Manager and National IFRS conversion specialist with PwC in Houston.

Training
Facilitated over 35 trainings in Oil & Gas Industry. He is experienced in designing and delivering training courses in Oil & Gas PAJV & PSC and O&G Budgeting & Forecasting.

Awards
- A Certified Public Accountant (CPA) in the states of New York, California and Texas.
- An Egyptian Chartered Accountant
- Was the Chairman of the PwC IFRS Publication

He has co-authored a publication on the impact of transitioning to IFRS for Energy companies.

Who Needs This Program

This course is designed for accounting and finance professionals who wish to enhance their knowledge in the best practices in developing an effective budgeting process and monitoring forecasting performance, including:

Job Titles Include:
- Chief Finance Officers
- Business Unit & Departmental Managers
- Business & Financial Analyst
- Finance Managers & Financial Controllers
- Budgeting/Forecasting Managers
- Financial Advisors & Managers

Course Schedule

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<tr>
<th>Time</th>
<th>Activity</th>
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<tr>
<td>08:00—09:00</td>
<td>Registration (Day 1)</td>
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<tr>
<td>09:00—11:00</td>
<td>Session I</td>
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<tr>
<td>11:00—11:15</td>
<td>Refreshment Session I</td>
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<tr>
<td>11:15—13:00</td>
<td>Session II</td>
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<tr>
<td>13:00—14:00</td>
<td>Lunch</td>
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<tr>
<td>14:00—15:30</td>
<td>Session III</td>
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<tr>
<td>15:30—15:45</td>
<td>Refreshment Session II</td>
</tr>
<tr>
<td>15:45—17:00</td>
<td>Session IV (Last Session)</td>
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PetroSync Quality Assurance
All PetroSync courses are developed with top quality to address all your training needs and purposes. Our courses are vetted strictly to ensure that we always deliver the best courses with the best industry expert.

PetroSync Inhouse Solutions
PetroSync can tailor our courses to meet your specific needs at your preferred location and schedule. Contact us for more information at +65 6415 4500 or email to general@petrosync.com
Course Agenda — 3 Days

DAY 1

Introduction to Budgeting & Advanced EXCEL Techniques
- The importance of budgeting & forecasting in Oil & Gas businesses
- Budgets vs forecast
- Balanced scorecard for an Oil & Gas Company
- Authorization for Expenditures (AFE) for an Oil and Gas entity
- Collecting and Examining data
- Smoothing techniques
- Sensitivity analysis
- Smoothing techniques
- Sensitivity analysis
- Regression analysis
- Time series analysis
- Expected values
- Advanced Lookup functions
- What-if Analysis
- Pivot tables

DAY 2

Oil & Gas Budgeting Process
- Scope of budgeting
- Different approaches to budgeting
- Creating key performance indicators for oil & gas financial and non-financial performance
- Spreadsheet for budgets
- Preparing the budget template
- Financial statements modelling for oil & gas
- Budgetary control and variance analysis
- Budgets for Joint Ventures (JVs)
- Budgets for Production Sharing Agreements (PSA’s)

DAY 3

Forecasting Performance
- Designing a dashboard control panel
- Basic statistical methods used
- Volatility of the oil process and the impact on performance indicators
- Forecasting sales
- Forecasting cost
- Forecasting CAPEX and Depreciation
- Forecasting working capital
- Oil and Gas Industry specific
- Using Excel in forecasting

All topics listed included advanced case studies

You Might Also Be Interested In:

Crude Oil Trading|Price Risk Management
7– 11 March 2016 | Kuala Lumpur, Malaysia

Practical Accounting in JV & PSC
16–18 March 2016 | Kuala Lumpur, Malaysia

Oil & Gas Business Valuation and Impairment Testing
14–15 April 2016 | Kuala Lumpur, Malaysia

Register For This Course Now!

Kindly fill up your particulars in the registration form placed at the end of this brochure, and send it to us or email to registration@petrosync.com

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**COURSE DETAILS**

**Title**: Budgeting & Forecasting in Oil & Gas Industry  
**Date**: 11—13 April, 2016  
**Location**: Kuala Lumpur, Malaysia

**INVESTMENT PACKAGES (Please Circle)**

<table>
<thead>
<tr>
<th>INVESTMENT PACKAGE</th>
<th>DEADLINE</th>
<th>FULL MASTERCLASS</th>
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<tbody>
<tr>
<td>Standard Price</td>
<td>8 April 2016</td>
<td>USD 2,895</td>
</tr>
<tr>
<td>Early Bird Offer</td>
<td>11 March 2016</td>
<td>USD 2,695</td>
</tr>
<tr>
<td>Group Discount</td>
<td>8 April 2016</td>
<td>Enjoy 10% discount for</td>
</tr>
</tbody>
</table>

Group Discount is based on Standard Price  
*To enjoy the promotion & discount offer, payment must be made before deadline  
*For 7 or more delegates, please inquire for more attractive package.  
*Prices include lunches, refreshments and materials. Promotion & discount cannot be combined with other promotional offers.  
*Important: Please note that registration without payment will incur a SGD 200 administration fee.

**INVOICE DETAILS**

Attention Invoice to:  
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Email:  
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Country:  
Postcode:  
Email:  

Please note:  
- If you have already registered by Phone ☐ Fax ☐ Email ☐ Web ☐  
- If you have not received an acknowledgement before the training, please inform us of any incorrect details. We will amend them accordingly.

**PAYMENT TERMS**

Payment is due in full at the time of registration. Full payment is mandatory for event attendance.

**COURSE CONSULTANT**

**Name**: Cay Aagen  
**Email**: registration@petrosync.com  
**Phone**: +65 6415 4500  
**Fax**: +65 6415 4322

**TERMS AND CONDITIONS**

**DISCLAIMER**

Please note that trainers and topics were confirmed at the time of publishing; however, PetroSync may necessitate substitutions, alterations or cancellations of the trainers or topics. As such, PetroSync reserves the right to change or cancel any part of its published course due to unforeseen circumstances. Any substitutions or alterations will be updated on our web page as soon as possible.

**DATA PROTECTION**

The information you provide will be safeguarded by PetroSync that may be used to keep you informed of relevant products and services. As an international group we may transfer your data on a global basis for the purpose indicated above. If you do not want us to share your information with other reputable companies, please tick this box

**CANCELLATION POLICY**

You may substitute delegates at any time as long as reasonable advance notice is given to PetroSync. For any cancellation received in writing not less than fourteen (14) working days prior to the training course, you will receive credit voucher less a SGD $200 administration fee and any related bank or credit card charges.

Delegates who cancel less than fourteen (14) working days of the training course, or who do not attend the course, are liable to pay the full course fee and no refunds will be granted.

In the event that PetroSync cancels or postpones an event for any reason and that the delegate is unable or unwilling to attend in on the rescheduled date, you will receive a credit voucher for 100% of the contract fee paid. You may use this credit voucher for another course with PetroSync to be mutually agreed with PetroSync, which must occur within a year from the date of postponement.

PetroSync is not responsible for any loss or damage as a result of the cancellation policy. PetroSync will assume no liability whatsoever in the event this event is cancelled, rescheduled or postponed due to any Act of God, fire, act of government or state, war, civil commotion, insurrection, embargo, industrial action, or any other reason beyond management control.

**CERTIFICATE OF ATTENDANCE**

70% attendance is required for PetroSync’s Certificate of Attendance.

**DETAILS**

Please accept our apologies for mail or email that is incorrectly addressed. Please email us at registration@petrosync.com and inform us of any incorrect details. We will amend them accordingly.

**CHARGES & FEE(S)**

- For Payment by Direct Telegraphic Transfer, client has to bear both local and oversea bank charges.  
- For credit card payment, there is additional 4% credit card processing fee.

I agree to PetroSync’s terms & conditions, payment terms and cancellation policy.

Authorized Signature: ____________________________

PAYMENT TERMS: Payment is due in full at the time of registration. Full payment is mandatory for event attendance.