MERCURY

Oil, Gas, & Fuel Sector Credit Analysis & Financial Modeling for Bank Sales Professionals

17 – 21 January 2027
Sharm El-Sheikh (Egypt)



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Oil, Gas, & Fuel Sector Credit Analysis & Financial Modeling for Bank Sales Professionals

Ref: 15969_1080729 **Date:** 17 – 21 January 2027 **Location:** Sharm El-Sheikh (Egypt) **Fees:** 4500 Euro

Introduction:

The Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals course provides an in-depth understanding of the unique financial and credit challenges within the energy sector. It is designed by Mercury Training Center to equip banking professionals with the expertise to analyze credit risks, assess financial viability, and structure financing solutions tailored to upstream, midstream, and downstream operations. Through comprehensive instruction, real-world case studies, and hands-on financial modeling exercises, participants will gain the skills necessary to evaluate creditworthiness, develop financing strategies, and make informed lending decisions in this critical industry.

The Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals course provides in-depth training on oil and gas financial solutions. It equips professionals with the skills to assess oil and gas financial statements and conduct effective financial analyses. Participants will also explore oil and gas financial modeling techniques, enabling them to evaluate risks and opportunities in the energy sector.

Participants in this Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals training course will also cover fuel financial aspects, including fuel credit, answering questions like "What is fuel credit?" and its impact on lending. Additionally, it delves into oil and gas financial reporting, ensuring professionals can interpret complex financial modeling oil and gas data for strategic decision-making.

Targeted Groups:

This Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals course is designed for:

- Bank sales professionals dealing with energy sector clients.
- Credit analysts specializing in oil, gas, and fuel projects.
- Relationship managers in corporate banking.
- Financial advisors working in energy financing.
- Risk management professionals in banking.
- Lending officers focusing on energy sector loans.
- Investment analysts evaluating energy sector opportunities.

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Course Objectives:

At the end of this Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals course, the participants will be able to:

- Understand the economic landscape of the oil, gas, and fuel sectors.
- Explore the different segments: upstream, midstream, and downstream.
- Learn the complexities of value chains within the energy industry.
- Master credit analysis techniques for oil, gas, and fuel projects.
- Develop skills in evaluating the financial viability of energy ventures.
- Build expertise in creating financial models specific to the energy sector.
- Gain insight into risk assessment and mitigation strategies for energy financing.
- Enhance ability to structure tailored financing deals for energy clients.
- Apply learned techniques to real-world credit analysis scenarios.
- Use case studies to deepen understanding of industry-specific challenges.
- Engage in practical exercises to strengthen financial decision-making.
- Strengthen the ability to assess creditworthiness in the energy sector.
- Improve competence in making informed lending decisions for energy projects.

Targeted Competencies:

By the end of this Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals training, the participant's competencies will:

- Credit risk assessment in the energy sector.
- Financial modeling for oil, gas, and fuel projects.
- Industry-specific financing strategies.
- Evaluation of upstream, midstream, and downstream operations.
- Structuring and analyzing lending deals.
- Decision-making for energy sector credit approvals.
- Advanced financial and cash flow analysis techniques.
- Client relationship management in energy financing.

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Course Content:

Unit 1: Overview of the Oil, Gas, and Fuel Industry:

- Introduction to the oil, gas, and fuel sectors, highlighting upstream, midstream, and downstream operations.
- Exploration of the major players and their roles in the global oil and gas market.
- Overview of market dynamics, including demand, supply, and price fluctuations.
- Discussion of key trends shaping the industry, such as renewable energy impacts and technological innovations.
- Review of geopolitical factors and their influence on global energy markets.
- Understanding the regulatory framework impacting oil and gas operations.

Unit 2: Oil and Gas Value Chain Analysis:

- Detailed analysis of the oil and gas value chain from exploration to consumption.
- Identifying key risks in upstream, midstream, and downstream segments.
- Opportunities for growth and investment across the value chain.
- Exploration of financial and operational challenges at each stage of the value chain.
- Analysis of competitive forces in oil and gas markets and their impact on financial performance.

Unit 3: Credit Analysis for Oil and Gas Projects:

- Introduction to credit risk assessment methods in the oil, gas, and fuel sectors.
- Financial statement analysis techniques tailored to oil and gas companies.
- Understanding key financial ratios and metrics specific to the energy sector.
- Evaluation of creditworthiness and risk factors in oil and gas project financing.
- Credit analysis is applied to assess project feasibility and loan repayment ability.
- Review of real-world case studies on successful and failed credit analysis in oil and gas lending.

Unit 4: Financial Modeling for Oil and Gas Projects:

- Basics of financial modeling, including cash flow projections and valuation techniques.
- Step-by-step guidance on building financial models for oil and gas projects.
- Integration of market variables and risk factors into financial models.
- Conducting sensitivity analysis to evaluate project viability under different scenarios.
- Understanding how to value oil and gas assets, including reserves and production forecasts.
- Practical exercises in creating and analyzing financial models for real-world energy projects.

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Unit 5: Structuring Financing Deals in the Oil and Gas Sector:

- Overview of various financing options available to oil and gas projects.
- Structuring debt and equity financing deals, including joint ventures and project financing.
- Discussion on the use of collateral and risk mitigation strategies in structuring financing.
- Understanding the financial products suited for different stages of oil and gas projects.
- Case studies of successful financing deals and analysis of key success factors.
- Apply techniques to structure optimal deals that minimize risk and maximize returns.

Unit 6: Regulatory and Environmental Considerations:

- Exploration of the regulatory framework for oil and gas operations, including local and international regulations.
- Understanding environmental and social risks associated with oil and gas projects.
- Discussion of compliance strategies and their impact on financing decisions.
- Risk management techniques for dealing with regulatory changes and environmental factors.
- Case studies of regulatory challenges in financing oil and gas ventures.

Unit 7: Practical Application and Case Studies:

- Application of credit analysis and financial modeling techniques to real-world oil and gas sector cases.
- Review of both successful and unsuccessful lending transactions in the oil and gas sector.
- Group discussions focused on key lessons learned and best practices.
- Interactive case studies to simulate real-life decision-making in financing oil and gas projects.
- Knowledge-sharing sessions on overcoming challenges in oil and gas financing.

Conclusion:

Upon completing the Oil, Gas, and Fuel Sector Credit Analysis and Financial Modeling for Bank Sales Professionals course, participants will have gained the critical skills necessary to effectively assess credit risks and structure financing deals within the energy sector. They will be equipped to support sustainable development initiatives and make informed decisions that contribute to the success and growth of their institutions. Mercury Training Center designs it and prepares banking professionals to navigate the complexities of lending in the oil, gas, and fuel industries with confidence and expertise.