

Fiscal Regime Comparison for Marginal & Deepwater Fields Training Course

OGI-1145 · 5 days · 15 CPD hours · English

Overview

The Fiscal Regime Comparison Training Course by [Institute For Oil & Gas Training](#) develops the commercial and fiscal expertise required to assess petroleum fiscal systems across marginal, mature, deepwater and gas-focused developments. [Fiscal Regime](#) Comparison is central to understanding how government take, contractor economics, investment incentives, taxation and production-linked obligations influence upstream project value and investment decisions.

Oil and gas companies operate across jurisdictions with significantly different fiscal structures, contractual models and investment incentives. A technically attractive field can produce very different commercial outcomes when royalties, petroleum taxes, production sharing mechanisms, cost recovery rules, profit-based taxes, investment allowances and additional government take are applied. Senior professionals therefore need a structured approach to comparing fiscal regimes rather than assessing individual fiscal provisions in isolation.

This course focuses on the commercial interpretation of fiscal terms that directly affect upstream project economics. Participants examine marginal field fiscal incentives, deepwater sliding scale terms, gas specific fiscal terms, domestic supply obligation requirements, investment allowance and uplift mechanisms, ring fencing versus consolidation, tax holidays and reliefs, and fiscal terms negotiation. The programme connects these provisions with project economics, government revenue, contractor returns and investment decisions.

Institute For Oil & Gas Training positions fiscal analysis within the wider commercial lifecycle of petroleum projects. Participants learn how fiscal provisions interact with field development planning, production profiles, capital expenditure, operating expenditure, cost recovery, taxation and profitability. This provides a practical basis for comparing fiscal systems across asset types and jurisdictions.

Marginal fields require particular attention because their economics are often constrained by smaller reserves, declining production, higher unit costs and limited investment capacity. Fiscal incentives can therefore materially influence whether marginal developments remain commercially attractive. Participants assess how incentives affect government take and investor returns while considering the commercial objectives of both host governments and petroleum companies.

Deepwater developments present a different fiscal challenge. High upfront capital requirements, long development periods and production uncertainty create strong demand for fiscal structures that recognise investment exposure. Deepwater sliding scale terms are examined as mechanisms that link fiscal outcomes to production, profitability or project performance. The course develops the ability to distinguish headline fiscal rates from the actual economic consequences of the complete fiscal package.

Gas projects require another level of fiscal analysis because commercial structures often incorporate domestic market obligations, pricing considerations, infrastructure requirements and different investment incentives. The treatment of

gas specific fiscal terms is therefore addressed alongside the domestic supply obligation and its potential effect on project economics.

The programme also examines the implications of ring fencing versus consolidation. Ring fencing determines the extent to which costs and revenues from one field or contract area are isolated from other assets for fiscal purposes. Consolidation can produce different tax and investment outcomes depending on the applicable fiscal regime. Understanding these principles supports better project valuation, tax planning and commercial negotiations.

Participants also examine investment allowance and uplift provisions, tax holidays and reliefs, depreciation treatment, loss utilisation and other mechanisms that affect the timing and scale of fiscal liabilities. The focus remains on how these provisions function within an integrated fiscal system rather than treating them as standalone incentives.

Fiscal terms negotiation is another core element. Participants develop a structured framework for analysing negotiation positions, identifying economic drivers, assessing trade-offs and understanding how contractual provisions influence government take and investor returns. The emphasis is on evidence-based commercial analysis and transparent comparison of fiscal alternatives.

The course is designed for professionals involved in petroleum economics, taxation, finance, commercial management, business development, contracts, asset management and government relations. It supports organisations seeking stronger internal capability to evaluate upstream opportunities, compare jurisdictions, prepare negotiation positions and understand the financial consequences of fiscal structures.

Through practical scenarios and industry-focused exercises, Institute For Oil & Gas Training connects fiscal policy with commercial decision-making. Participants leave with a stronger framework for reviewing petroleum fiscal regimes, identifying key economic drivers and communicating fiscal implications to technical, financial and executive stakeholders.

Objectives

- Explain the fundamental principles of petroleum fiscal regimes and their commercial purpose
- Apply a structured approach to Fiscal Regime Comparison across upstream assets and jurisdictions
- Assess marginal field fiscal incentives and their influence on project economics
- Analyse deepwater sliding scale terms and their relationship with production and profitability
- Evaluate gas specific fiscal terms within the commercial structure of gas developments
- Assess the economic implications of a domestic supply obligation
- Explain investment allowance and uplift mechanisms and their effect on investment economics

- Distinguish between ring fencing versus consolidation and assess their fiscal consequences
- Evaluate tax holidays and reliefs within broader petroleum fiscal structures
- Compare government take and contractor economics under alternative fiscal arrangements
- Identify key fiscal drivers affecting project value and investment decisions
- Assess the interaction between royalties, taxation, cost recovery and profit-based fiscal mechanisms
- Evaluate fiscal incentives in relation to capital intensity, production profiles and project risk
- Develop structured fiscal comparison frameworks for management and investment committees
- Identify the commercial implications of different fiscal provisions during project evaluation
- Prepare evidence-based positions for fiscal terms negotiation
- Recognise the trade-offs between investor incentives and government revenue objectives
- Communicate fiscal analysis clearly to finance, tax, commercial, technical and executive stakeholders
- Integrate fiscal analysis into upstream project economics and portfolio decision-making
- Strengthen organisational capability in petroleum fiscal assessment and commercial negotiation

Training methodology

Institute For Oil & Gas Training delivers this course through a practical corporate methodology centred on fiscal analysis and commercial application. The programme combines structured technical presentations with case studies, fiscal comparison exercises, group analysis, negotiation simulations and realistic upstream development scenarios.

Participants work with representative fiscal structures covering marginal fields, deepwater developments and gas projects. These scenarios demonstrate how the same investment proposition produces different economic results under different fiscal mechanisms.

Case studies are used to examine:

- Marginal field development economics and fiscal incentives
- Deepwater development structures and sliding scale mechanisms

- Gas project fiscal arrangements and domestic supply obligations
- Investment allowances and uplift provisions
- Ring fencing versus consolidation
- Tax holidays and fiscal relief mechanisms
- Government take and contractor economics
- Fiscal terms negotiation strategies
- Sensitivity of project economics to changes in fiscal terms

Group exercises require participants to compare fiscal provisions and identify the commercial consequences for both investors and governments. This approach helps professionals distinguish between headline tax rates and the wider fiscal burden created by royalties, cost recovery, profit-based taxes, bonuses and additional government participation.

Simulation exercises place participants in realistic commercial situations where they assess competing fiscal structures and prepare negotiation positions. The exercises focus on economic drivers, contractual trade-offs and the relationship between fiscal incentives and investment decisions.

Real-world scenarios are used to connect fiscal concepts with upstream business activities including field development, capital allocation, portfolio assessment and project sanctioning. Participants analyse how changes in fiscal provisions affect project value, government revenue and investor returns.

The delivery methodology also encourages cross-functional discussion. Finance, tax, commercial, legal and asset professionals assess fiscal provisions from different organisational perspectives. This creates a stronger understanding of how fiscal decisions affect the broader upstream business.

Organisational impact

The course strengthens an organisation's ability to assess fiscal exposure before committing capital to upstream opportunities. A consistent Fiscal Regime Comparison methodology supports more disciplined evaluation of projects across jurisdictions, contract areas and asset types.

Organisations gain stronger visibility of the factors that influence government take and contractor economics. This supports more informed investment screening and reduces the risk of relying on headline fiscal rates without considering the complete structure of royalties, taxes, cost recovery provisions, incentives and production-linked mechanisms.

Improved analysis of marginal field fiscal incentives helps companies assess development opportunities where commercial viability depends heavily on cost structures, production profiles and fiscal treatment. This supports better portfolio decisions concerning mature and marginal assets.

A stronger understanding of deepwater sliding scale terms improves the assessment of capital-intensive developments. Organisations can evaluate how fiscal mechanisms respond to production or project performance and incorporate those effects into economic models and commercial assessments.

For gas-focused organisations, understanding gas specific fiscal terms and domestic supply obligation requirements strengthens the assessment of projects exposed to domestic market commitments. This provides a clearer view of the relationship between fiscal obligations, project revenues and development economics.

The programme also strengthens tax and commercial planning through closer examination of ring fencing versus consolidation. Organisations gain a clearer basis for understanding how field-level fiscal treatment affects cost recovery, taxable income, losses and investment economics.

Better understanding of investment allowance and uplift mechanisms supports more accurate assessment of capital incentives. Participants can identify how these provisions affect the timing and value of fiscal benefits and incorporate them into project economic analysis.

Knowledge of tax holidays and reliefs supports more structured comparison of fiscal packages. Organisations can distinguish between nominal incentives and their actual economic impact over the life of an upstream development.

The course also supports stronger fiscal terms negotiation. Commercial teams gain a framework for identifying priority provisions, evaluating trade-offs and linking negotiation positions to project economics. This creates better alignment between commercial strategy, finance, taxation, legal and asset management functions.

At management level, stronger fiscal capability improves communication of fiscal exposure and investment implications. Decision-makers receive clearer analysis of how contractual and fiscal provisions affect project value, government revenue and investor returns.

Personal impact

Participants develop stronger professional capability in petroleum fiscal analysis and commercial evaluation. They learn to interpret fiscal provisions in the context of complete upstream project economics rather than viewing individual tax or contractual terms independently.

Professionals improve their ability to compare fiscal systems across asset types and jurisdictions. They develop practical skills for assessing marginal field incentives, deepwater mechanisms, gas fiscal provisions and investment-related reliefs.

The course strengthens participants' understanding of how fiscal provisions influence project economics. This supports better communication with economists, tax specialists, finance teams, commercial managers, legal advisers and senior executives.

Participants also develop stronger negotiation preparation skills. They learn how to identify economically significant provisions, assess competing interests and establish evidence-based positions for fiscal terms negotiation.

Finance and tax professionals gain a stronger understanding of the operational context behind upstream fiscal structures. Commercial and asset professionals gain greater awareness of the taxation and government take implications of project decisions.

The course also strengthens career capability in petroleum economics, fiscal analysis, commercial management, taxation, business development, contracts and upstream investment. Participants gain a practical framework that supports their contribution to project evaluation and strategic decision-making.

Who should attend

- Petroleum Economists — To strengthen comparative fiscal modelling and assessment of upstream project economics.
- Commercial Managers — To evaluate fiscal provisions and their impact on commercial decisions.
- Tax Managers and Petroleum Tax Specialists — To assess petroleum taxation, incentives, reliefs and fiscal exposure.
- Finance Managers — To understand the financial consequences of different fiscal regimes on investment and project returns.
- Business Development Managers — To compare jurisdictions and fiscal structures during opportunity screening.
- Asset Managers — To incorporate fiscal considerations into field development and portfolio decisions.
- Contracts Professionals — To understand the commercial consequences of fiscal and contractual provisions.
- Legal Professionals — To strengthen understanding of the economic implications of upstream fiscal clauses.
- Investment and Strategy Professionals — To evaluate fiscal factors affecting capital allocation and project value.
- Upstream Project Managers — To understand how fiscal structures influence development economics and project decisions.
- Government Relations Professionals — To understand fiscal structures relevant to engagement with host governments and regulators.
- Senior Executives — To strengthen strategic understanding of fiscal exposure, investment incentives and government take.
- Professionals Moving into Petroleum Economics or Fiscal Analysis — To build practical capability in upstream fiscal assessment and comparison.

Course outline

Petroleum Fiscal Regime Comparison Fundamentals

This module establishes a structured framework for comparing petroleum fiscal systems and identifying the provisions that drive government take, contractor economics and investment attractiveness. Participants examine the relationship between fiscal policy, petroleum contracts, project economics and investment decisions.

Marginal Fields and Deepwater Fiscal Structures

This module examines fiscal structures designed around different upstream investment conditions. Participants assess marginal field fiscal incentives and deepwater sliding scale terms in relation to production profiles, capital intensity, project risk and investment recovery.

Gas Fiscal Terms and Investment Incentives

This module focuses on the fiscal characteristics of gas developments and the incentives used to support investment in gas projects. Participants examine gas specific fiscal terms, domestic supply obligation requirements, investment allowance and uplift provisions, and their relationship with project economics.

Ring Fencing, Consolidation and Tax Reliefs

This module examines the taxation mechanics that determine how income, costs, losses and investments are treated across fields and assets. Participants focus on ring fencing versus consolidation, tax holidays and reliefs, and the effect of these provisions on project economics.

Fiscal Terms Negotiation and Commercial Decision-Making

This module integrates the fiscal concepts covered throughout the course and applies them to commercial decision-making and negotiation. Participants develop structured approaches for comparing fiscal proposals, assessing trade-offs and preparing fiscal terms negotiation positions.

Scheduled dates

Dates	Venue	Format	Fee
05 - 09 Oct 2026	Abu Dhabi, United Arab Emirates	In person	£3,700
05 - 09 Oct 2026	Abuja, Nigeria	In person	£3,700
05 - 09 Oct 2026	Accra, Ghana	In person	£3,700
05 - 09 Oct 2026	Addis Ababa, Ethiopia	In person	£3,700
05 - 09 Oct 2026	Al Ain, United Arab Emirates	In person	£3,700
05 - 09 Oct 2026	Al Khobar, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Alberta, Canada	In person	£3,700
05 - 09 Oct 2026	AlUla, Saudi Arabia	In person	£3,700

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05 - 09 Oct 2026	Amman, Jordan	In person	£3,700
05 - 09 Oct 2026	Amsterdam, Netherlands	In person	£3,700
05 - 09 Oct 2026	Athens, Greece	In person	£3,700
05 - 09 Oct 2026	Baku, Azerbaijan	In person	£3,700
05 - 09 Oct 2026	Barcelona, Spain	In person	£3,700
05 - 09 Oct 2026	Berlin, Germany	In person	£3,700
05 - 09 Oct 2026	Boston, United States	In person	£3,700
05 - 09 Oct 2026	Brussels, Belgium	In person	£3,700
05 - 09 Oct 2026	Budapest, Hungary	In person	£3,700
05 - 09 Oct 2026	Cairo, Egypt	In person	£3,700
05 - 09 Oct 2026	Cape Town, South Africa	In person	£3,700
05 - 09 Oct 2026	Casablanca, Morocco	In person	£3,700
05 - 09 Oct 2026	Dammam, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Dhahran, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Doha, Qatar	In person	£3,700
05 - 09 Oct 2026	Dubai, United Arab Emirates	In person	£3,700
05 - 09 Oct 2026	Edinburgh, United Kingdom	In person	£3,700
05 - 09 Oct 2026	Edmonton, Canada	In person	£3,700
05 - 09 Oct 2026	Frankfurt, Germany	In person	£3,700
05 - 09 Oct 2026	Geneva, Switzerland	In person	£3,700
05 - 09 Oct 2026	Houston, United States	In person	£3,700
05 - 09 Oct 2026	Istanbul, Turkey	In person	£3,700
05 - 09 Oct 2026	Jakarta, Indonesia	In person	£3,700
05 - 09 Oct 2026	Jeddah, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Jubail, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Khamis Mushait, Saudi Arabia	In person	£3,700

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05 - 09 Oct 2026	Kigali, Rwanda	In person	£3,700
05 - 09 Oct 2026	Kuala Lumpur, Malaysia	In person	£3,700
05 - 09 Oct 2026	Lisbon, Portugal	In person	£3,700
05 - 09 Oct 2026	Liverpool, United Kingdom	In person	£3,700
05 - 09 Oct 2026	London, United Kingdom	In person	£3,700
05 - 09 Oct 2026	Los Angeles, United States	In person	£3,700
05 - 09 Oct 2026	Luanda, Angola	In person	£3,700
05 - 09 Oct 2026	Madrid, Spain	In person	£3,700
05 - 09 Oct 2026	Manama, Bahrain	In person	£3,700
05 - 09 Oct 2026	Marbella, Spain	In person	£3,700
05 - 09 Oct 2026	Marrakech, Morocco	In person	£3,700
05 - 09 Oct 2026	Miami, United States	In person	£3,700
05 - 09 Oct 2026	Milan, Italy	In person	£3,700
05 - 09 Oct 2026	Munich, Germany	In person	£3,700
05 - 09 Oct 2026	Muscat, Oman	In person	£3,700
05 - 09 Oct 2026	Nairobi, Kenya	In person	£3,700
05 - 09 Oct 2026	New York, United States	In person	£3,700
05 - 09 Oct 2026	Nice, France	In person	£3,700
05 - 09 Oct 2026	Nouakchott, Mauritania	In person	£3,700
05 - 09 Oct 2026	Oslo, Norway	In person	£3,700
05 - 09 Oct 2026	Paris, France	In person	£3,700
05 - 09 Oct 2026	Port Louis, Mauritius	In person	£3,700
05 - 09 Oct 2026	Prague, Czech Republic	In person	£3,700
05 - 09 Oct 2026	Pretoria, South Africa	In person	£3,700
05 - 09 Oct 2026	Riyadh, Saudi Arabia	In person	£3,700
05 - 09 Oct 2026	Rome, Italy	In person	£3,700

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05 - 09 Oct 2026	Sarajevo, Bosnia and Herzegovina	In person	£3,700
05 - 09 Oct 2026	Sharm El Sheikh, Egypt	In person	£3,700
05 - 09 Oct 2026	Singapore	In person	£3,700
05 - 09 Oct 2026	Stockholm, Sweden	In person	£3,700
05 - 09 Oct 2026	Tokyo, Japan	In person	£3,700
05 - 09 Oct 2026	Toronto, Canada	In person	£3,700
05 - 09 Oct 2026	Tromso, Norway	In person	£3,700
05 - 09 Oct 2026	Vienna, Austria	In person	£3,700
05 - 09 Oct 2026	Zagreb, Croatia	In person	£3,700
05 - 09 Oct 2026	Zurich, Switzerland	In person	£3,700
05 - 09 Oct 2026	Online, Virtual	Online	£3,700
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04 - 08 Oct 2027	Alberta, Canada	In person	£3,700
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04 - 08 Oct 2027	Amman, Jordan	In person	£3,700
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04 - 08 Oct 2027	Casablanca, Morocco	In person	£3,700
04 - 08 Oct 2027	Dammam, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Dhahran, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Doha, Qatar	In person	£3,700
04 - 08 Oct 2027	Dubai, United Arab Emirates	In person	£3,700
04 - 08 Oct 2027	Edinburgh, United Kingdom	In person	£3,700
04 - 08 Oct 2027	Edmonton, Canada	In person	£3,700
04 - 08 Oct 2027	Frankfurt, Germany	In person	£3,700
04 - 08 Oct 2027	Geneva, Switzerland	In person	£3,700
04 - 08 Oct 2027	Houston, United States	In person	£3,700

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Istanbul, Turkey	In person	£3,700
04 - 08 Oct 2027	Jakarta, Indonesia	In person	£3,700
04 - 08 Oct 2027	Jeddah, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Jubail, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Khamis Mushait, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Kigali, Rwanda	In person	£3,700
04 - 08 Oct 2027	Kuala Lumpur, Malaysia	In person	£3,700
04 - 08 Oct 2027	Lisbon, Portugal	In person	£3,700
04 - 08 Oct 2027	Liverpool, United Kingdom	In person	£3,700
04 - 08 Oct 2027	London, United Kingdom	In person	£3,700
04 - 08 Oct 2027	Los Angeles, United States	In person	£3,700
04 - 08 Oct 2027	Luanda, Angola	In person	£3,700
04 - 08 Oct 2027	Madrid, Spain	In person	£3,700
04 - 08 Oct 2027	Manama, Bahrain	In person	£3,700
04 - 08 Oct 2027	Marbella, Spain	In person	£3,700
04 - 08 Oct 2027	Marrakech, Morocco	In person	£3,700
04 - 08 Oct 2027	Miami, United States	In person	£3,700
04 - 08 Oct 2027	Milan, Italy	In person	£3,700
04 - 08 Oct 2027	Munich, Germany	In person	£3,700
04 - 08 Oct 2027	Muscat, Oman	In person	£3,700
04 - 08 Oct 2027	Nairobi, Kenya	In person	£3,700
04 - 08 Oct 2027	New York, United States	In person	£3,700
04 - 08 Oct 2027	Nice, France	In person	£3,700
04 - 08 Oct 2027	Nouakchott, Mauritania	In person	£3,700
04 - 08 Oct 2027	Oslo, Norway	In person	£3,700
04 - 08 Oct 2027	Paris, France	In person	£3,700

Dates	Venue	Format	Fee
04 - 08 Oct 2027	Port Louis, Mauritius	In person	£3,700
04 - 08 Oct 2027	Prague, Czech Republic	In person	£3,700
04 - 08 Oct 2027	Pretoria, South Africa	In person	£3,700
04 - 08 Oct 2027	Riyadh, Saudi Arabia	In person	£3,700
04 - 08 Oct 2027	Rome, Italy	In person	£3,700
04 - 08 Oct 2027	Sarajevo, Bosnia and Herzegovina	In person	£3,700
04 - 08 Oct 2027	Sharm El Sheikh, Egypt	In person	£3,700
04 - 08 Oct 2027	Singapore	In person	£3,700
04 - 08 Oct 2027	Stockholm, Sweden	In person	£3,700
04 - 08 Oct 2027	Tokyo, Japan	In person	£3,700
04 - 08 Oct 2027	Toronto, Canada	In person	£3,700
04 - 08 Oct 2027	Tromso, Norway	In person	£3,700
04 - 08 Oct 2027	Vienna, Austria	In person	£3,700
04 - 08 Oct 2027	Zagreb, Croatia	In person	£3,700
04 - 08 Oct 2027	Zurich, Switzerland	In person	£3,700
04 - 08 Oct 2027	Online, Virtual	Online	£3,700

Certificate

Attendees receive a Certificate of Completion from Institute For Oil & Gas Training upon finishing the course.

The certificate is issued to participants who complete the required course attendance. Full participation throughout the programme is required for successful completion and certification.