Training Course on Mergers and Acquisitions in the Energy Sector

Professional Development Training Course Outline

Category	Oil and Gas	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

The global energy industry is undergoing rapid transformation, driven by digital innovation, decarbonization goals, and increasing regulatory scrutiny. As energy companies seek to realign their portfolios and grow through strategic consolidation, Mergers & Acquisitions (M&A) play a critical role in reshaping business models and enhancing competitiveness. Training Course on Mergers & Acquisitions in the Energy Sector provides in-depth insights into the complex M&A processes specific to the energy sector—covering legal, financial, environmental, and strategic dimensions.

This high-impact training program is designed for professionals involved in energy-related M&A activities, including investment banking, corporate strategy, private equity, and legal advisory. Participants will gain cutting-edge knowledge on deal sourcing, valuation, risk assessment, regulatory compliance, and post-merger integration—tailored for the dynamic oil, gas, renewables, and power sectors. Delivered by industry experts and enriched with real-world case studies, this course empowers participants to lead or advise on transformative M&A deals in a volatile energy market.

Programme Curriculum

Training Course on Mergers & Acquisitions in the Energy Sector

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Course Objectives

1. Understand the strategic drivers of M&A in the energy sector.
2. Master deal origination techniques tailored to upstream, midstream, and renewable segments.
3. Analyze valuation models for energy assets, including DCF, NAV, and comparables.
4. Evaluate regulatory frameworks impacting cross-border M&A in energy.
5. Gain insights into ESG factors in energy M&A and sustainable deal structuring.
6. Mitigate transaction risks through due diligence and risk assessment strategies.
7. Apply financial structuring and funding techniques for energy deals.
8. Explore corporate restructuring and asset divestitures in energy transitions.
9. Develop strategies for successful post-merger integration in complex portfolios.
10. Navigate competition law and antitrust regulations in energy consolidations.
11. Learn about cybersecurity and digital risk in energy M&A.
12. Interpret global market trends shaping deal flows in energy markets.
13. Assess geopolitical risk and energy policy impact on M&A decisions.

Target Audience

1. Corporate Strategy Managers
2. Investment Bankers & M&A Advisors
3. Private Equity Professionals
4. Energy Sector Executives
5. Legal & Compliance Officers
6. Financial Analysts & Valuation Experts
7. ESG and Sustainability Officers
8. Government and Regulatory Professionals

Course Duration: 10 days

Course Modules

Module 1: Introduction to M&A in the Energy Sector

- Overview of global M&A trends in energy
- Industry transformation and consolidation drivers
- Key players and market segmentation
- Regulatory environment and policy considerations
- Synergies and value creation in energy M&A
- **Case Study:** Shell's acquisition of BG Group

Module 2: Deal Origination and Target Identification

- Deal sourcing techniques and strategic mapping
- Target screening in upstream, midstream, and renewables
- Use of data analytics and AI in target selection
- Relationship building with stakeholders
- Confidentiality and initial engagement strategies
- **Case Study:** TotalEnergies' acquisition of Saft

Module 3: Valuation Techniques in Energy M&A

- Discounted Cash Flow (DCF) modeling
- Net Asset Valuation (NAV) for upstream assets
- Comparable company and transaction analysis
- Sensitivity and scenario analysis
- Valuation adjustments for commodity price volatility
- **Case Study:** Chevron’s acquisition of Noble Energy

Module 4: Financial Structuring of Energy Deals

- Equity vs. debt financing in energy deals
- Structuring joint ventures and partnerships
- Leveraged buyouts and project finance
- Tax considerations and offshore structures
- Deal terms and financing covenants
- **Case Study:** Brookfield Renewable’s M&A financing strategy

Module 5: Regulatory and Legal Frameworks

- Overview of energy M&A regulations
- FERC, SEC, and international compliance
- Licensing, permits, and environmental laws
- Local ownership and foreign investment restrictions
- Legal due diligence and documentation
- **Case Study:** ExxonMobil’s acquisition of InterOil

Module 6: Due Diligence Best Practices

- Financial, legal, operational, and ESG due diligence
- Use of virtual data rooms

- Risk identification and mitigation
- Red flags in reserve audits and environmental liabilities
- Integrating cyber and data risk into due diligence
- **Case Study:** BP’s due diligence in BHP shale asset purchase

Module 7: Strategic Fit and Portfolio Optimization

- Strategic rationale for horizontal and vertical integration
- Asset alignment and business model synergies
- Divestitures and spin-offs
- Evaluating operational efficiency and future growth
- Impact on shareholder value
- **Case Study:** Engie’s asset rotation strategy

Module 8: ESG and Sustainability in Energy M&A

- ESG risk integration into deal strategy
- Green energy transition and decarbonization goals
- Social license to operate
- Climate-related disclosure and compliance
- Sustainable finance and green bonds
- **Case Study:** Iberdrola’s acquisition of PNM Resources

Module 9: Post-Merger Integration

- Integration planning and execution frameworks
- Cultural and workforce alignment
- IT systems and operational integration
- Cost synergy realization
- Integration risk management
- **Case Study:** ConocoPhillips & Concho Resources merger

Module 10: Geopolitics and Energy Policy Impact

- Political risk assessment in energy M&A
- National energy security and foreign policy
- Trade agreements and cross-border deal constraints
- OPEC+ influence on market conditions
- Currency volatility and repatriation risks
- **Case Study:** Rosneft’s acquisition strategies in Venezuela

Module 11: Technology and Digital Disruption

- Impact of digital transformation on energy deals
- Tech-based asset valuation (smart grids, IoT)
- Digital due diligence and data integration
- Cybersecurity threats and digital liabilities

- Role of AI in post-merger analytics
- **Case Study:** Schneider Electric’s acquisition of Aveva

Module 12: Risk Management in Energy M&A

- Identifying and modeling key risks
- Hedging commodity price exposure
- Insurance and indemnification provisions
- Risk-adjusted return frameworks
- Stress testing deal assumptions
- **Case Study:** Risk management in Equinor and Lundin Energy merger

Module 13: Cross-Border M&A in Energy

- Market entry strategies and localization
- Cultural and operational integration challenges
- Exchange rate and sovereign risk
- Cross-border tax optimization
- Regulatory approvals and antitrust clearance
- **Case Study:** Sinopec’s acquisition of Addax Petroleum

Module 14: Communication and Stakeholder Engagement

- Investor relations during M&A
- Government and regulator communication
- Internal change management and HR strategies
- Media handling and PR
- Community engagement in energy infrastructure deals
- **Case Study:** Community response to Enbridge pipeline acquisition

Module 15: Future of Energy M&A

- Emerging trends: Hydrogen, CCUS, battery storage
- Innovation and IP-driven M&A
- Decentralization and digital grids
- Climate risk and new deal criteria
- Long-term strategic shifts and investment outlook
- **Case Study:** Orsted’s shift from oil to renewables

Training Methodology

- Interactive lectures with expert facilitators from top energy firms
- Real-life case study analysis and deal simulations
- Group workshops for hands-on valuation and integration planning
- Panel discussions with M&A advisors, legal experts, and CFOs
- Pre-course assessments and post-course evaluations

Register as a group from 3 participants for a Discount

Send us an email: **info@fineskilltrainingcenter.com** **or call** *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to FINESKILL TRAINING CENTER account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
07 Sep 2026	18 Sep 2026	Physical	$3,000
14 Sep 2026	25 Sep 2026	Physical	$3,000
21 Sep 2026	02 Oct 2026	Physical	$3,000
28 Sep 2026	09 Oct 2026	Physical	$3,000
05 Oct 2026	16 Oct 2026	Physical	$3,000
12 Oct 2026	23 Oct 2026	Physical	$3,000
19 Oct 2026	30 Oct 2026	Physical	$3,000

Start Date	End Date	Location	Price
26 Oct 2026	06 Nov 2026	Physical	$3,000

Ready to enroll or request a customized program? Book online or contact us:

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