In collaboration with

FUNDAMENTALS OF UPSTREAM PETROLEUM ECONOMICS & RISK ANALYSIS
8 – 10 June 2015 | Kuala Lumpur | Malaysia
15 – 17 June 2015 | Perth | Australia

ECONOMIC ASPECTS OF PRODUCTION SHARING CONTRACTS
10 – 12 June 2015 | Kuala Lumpur | Malaysia
17 – 19 June 2015 | Perth | Australia

Here is what past learners have to say about this training course:

“This course has broaden my ideas on the production sharing concepts and I think it will be effective if applied in the mining industry”
Policy Officer, Department of Mineral Policy & Geohazards Management (PNG)

“A thoroughly interesting and comprehensive understanding of the practices of context of economics in the petroleum industry”
Senior Compliance Officer, NOPTA

“A good course and overview with a very knowledgeable trainer” Petroleum Engineer, APA Group

“This course is an ideal introduction to the economics that drive the upstream Petroleum decision, making process and the external influences that can impact upon these decisions.” Middle East & Asia Pacific Regional Accounting Centres Director, Baker Hughes

www.petroEDGEasia.net
Course Overview
An Introduction to Upstream Economics and Risk Analysis is a practical course that will enable delegates from all technical and commercial disciplines to become familiar with the theories and methods used to value oil and gas prospects, discoveries and fields in the international petroleum industry.

This course will help you:
» Develop your knowledge of upstream economic evaluation
» Understand practices to quantify uncertainty and risk in exploration, reserves and cost determination, and economic evaluation
» Contribute to economic evaluation and appraisal for exploration, development and production activities

Course benefits include:
» Gaining experience of economic evaluations
» Constructing production sharing contract and tax and royalty concession spreadsheets
» Understanding the government and oil company perspectives
» Understanding the differences between petroleum production fiscal and contract terms
» Evaluating investment opportunities

Notes for participants:
- A comprehensive course manual with model answers to the workshop questions will be provided. A working knowledge of Microsoft® Excel is required.
- Delegates will be required to bring a laptop with Excel loaded to undertake the workshops.

Detailed course schedule:

DAY 1
INTRODUCTION & CASHFLOW ANALYSIS
- Objectives of undertaking an economic analysis
- What makes the oil and gas industry different?
- Cashflow equations
- Real vs Nominal cashflows

DISCOUNTED CASH FLOW
- The time value of money, compounding & discounting
- The cost of capital, basics of CAPM and the hurdle discount rate
- Discount dates/effective dates, point forward & full cycle economics
- Real vs Nominal cashflows

CAPITAL BUDGETING TECHNIQUES
- Undiscounted methods (PIR, Payback, Exposure)
- Discounted methods (e.g. NPV, IRR, DPIR)
- When to use discounted/undiscounted techniques/what they mean
- Valuing an asset, making development & investment decisions

DAY 2
OIL AND GAS ASSET NET CASH FLOW – PROJECT REVENUE & COST COMPONENTS
- Resources, reserves, production and sales profiles
- SPE and SEC reserves booking rules
- Tariff income
- Capital, operating, transportation & abandonment Costs
- Overriding Royalties (ORR), Net Profit Interests (NPI)
- Working interests, carried interests

OIL & GAS ASSET NET CASH FLOW – ECONOMIC COMPONENTS
- Inflation, Cost Escalation
- Oil & Gas Prices
- Interest Rates & Exchange Rates

RISK ANALYSIS: DETERMINISTIC TECHNIQUES
- Sensitivity analysis
- Spider & Tornado diagrams
- Minimum economic reserve & break-even oil price

RISK ANALYSIS: PROBABILISTIC TECHNIQUES
- Introduction to probability analysis
- Expected value (EMV)
- Farm-In and Farm-Out analysis
- Exploration prospect portfolio management
- Decision tree analysis
- Exploration prospect analysis example
- An overview of Monte Carlo Analysis

DAY 3
OIL & GAS ASSET NET CASH FLOW – TAXATION AND GOVERNMENT TAKE COMPONENTS
- The history and evolution of fiscal systems
- Production sharing contracts
- Royalty & taxation systems
- Risk Service Contracts
- Sliding scale mechanisms
- Depreciation methods, allowances and losses
- Calculating royalties, taxes, cost recovery and profit oil splits
- Cost Recovery Modelling Exercise

FISCAL SYSTEMS IN PRACTICE
- The concept of marginal government take: Its Meaning and Uses
- Practical Guide to calculation of Marginal Government take
- Worldwide comparison of Government Take

REVIEW OF FISCAL SYSTEMS INCLUDING A SECTION FROM:
Tanzania, Australia, Angola, Ghana, Brazil, Indonesia, Vietnam, India, Namibia, Malaysia, Norway, USA, Canada, PNG

Electronic copies of all examples and modelling solutions will be provided to delegates after the course.

Conduct this training course in-house for more effective savings!
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Course Overview
This three-day course reviews the upstream economic aspects of Production Sharing Contracts (PSCs). It describes in detail the financial structure and mechanisms of PSCs across the world and the economic and value implications of the various terms. The course is punctuated with a number of worked examples and case studies taken from actual contracts in the global oil industry.

The course is designed for those working in the upstream industry who are not familiar with PSCs and who require either a working or practical knowledge of the financial mechanics and economic aspects of the contracts. Whilst it is suitable for delegates from all technical and commercial disciplines, some background knowledge in upstream economics would be an advantage.

Course participants will:
- Investigate cost recovery
- Understand profit sharing
- Learn about bonuses and bonus calculations
- Examine sliding scale fiscal mechanisms
- Identify taxation liability and allowances
- Study ring fence calculations and examples
- Analyse and discuss the economics of PSCs

Notes for participants:
- A comprehensive course manual with model answers to the workshop questions will be provided. A working knowledge of Microsoft® Excel is required.
- Delegates will be required to bring a laptop with Excel loaded to undertake the workshops.

Detailed course schedule:

**DAY 1**

**Morning**

**Oil & Gas Asset Net Cash Flow – Taxation and Government Take Components**
- The history and evolution of fiscal systems
- Production sharing contracts
- Royalty & taxation systems
- Risk Service Contracts
- Sliding scale mechanisms
- Depreciation methods, allowances and losses
- Calculating royalties, taxes, cost recovery and profit oil splits
- Cost Recovery Modelling Exercise

**Fiscal Systems in Practice**
- The concept of marginal government take: Its Meaning and Uses
- Practical Guide to calculation of Marginal Government take
- Worldwide comparison of Government Take

**Review of Fiscal Systems Including a Section From:**
- Tanzania, Australia, Angola, Ghana, Brazil, Indonesia, Vietnam, India, Namibia, Malaysia, Norway, USA, Canada, PNG

**Afternoon**

**Rigfencing**
- Tax and PSC Rigfencing
- Examples

**Fiscal System Design Workshop**
A team exercise to set the terms in a production sharing contract. Terms will have to meet corporate hurdles and need to be attractive to the host government. This will be based on a Microsoft Excel model. Delegates will be provided with sets of input assumptions and economic scenarios on which to calculate suitable economic metrics and carry out appropriate sensitivity analysis.

Based on their analysis, the teams will recommend a set of fiscal terms and argue their case.

**DAY 2**

**Morning**

Further topics in Production Sharing Contracts...
- Typical Contract Contacts
- Licence Round Fiscal Bids
- Government/IOC relationship: Carried Interest
- Bonuses
- Selecting an appropriate sliding scale to influence activity
- Progressive vs Regressive systems
- Alternative methods of taxation in a PSC
- Reserve booking in a PSC and the concept of “tax barrels”
- PSC flowcharts

**DAY 3**

**Morning & Afternoon**

**Upstream Economics Workshop:**
- The PSC Model Case Study
- Introduction to the oil discovery, PSC based case study
- Establishing the economic model framework, structure & calculation flows
- Understanding the PSC fiscal structure & algorithms
- Determining the field, economic & fiscal data and building the input decks
- Step by step construction and audit of the PSC model
- Running the economic cases, testing the sensitivities & evaluating the results

**Summary & Closing Remarks**

Electronic copies of all examples and modelling solutions will be provided to delegates after the course.

**Contact**
Call us at +65 6741 9927 or email info@asiaedge.net. For more information, visit us at www.petroedgeasia.net
Your Expert Faculty

TIM JAMES
Principal Economist
Robertson CGG Company – Beardall-Parry Department

Tim has extensive oil and gas industry knowledge having worked in various economic, finance and commercial roles for 20 years.

Tim, a qualified Chartered Management Accountant, is currently Principal Economist in Robertson’s Petroleum and Reservoir Engineering Group based in Wallingford, Oxfordshire, UK. He has experience of fiscal jurisdictions and the commercial environment globally having undertaken numerous economic assignments ranging from the evaluation of farm in opportunities, licence round fiscal bidding advice and Competent Persons Reporting through to full corporate acquisition valuations.

Tim is an experienced economics trainer to the oil industry, national oil companies and governments directing regular petroleum economics, fiscal and risk courses globally.

Prior to joining CGG, Tim was Director of Economics for Beardall Parry & Associates economics consultancy, and before that was with Premier Oil for nine years, first in their Pakistan office and then as Commercial and Finance Manager for the NW Europe region. Experience at Premier Oil included a variety of project, commercial, asset management and finance roles covering areas such as field valuations for development, acquisitions and disposals, building economic models in both Microsoft® Excel and Merak PEEP®, management of gas contracts, management of budgets, statutory financial reporting and crude sales and marketing.

Here are what past participants have to say about this training:

“Very good course for non-economists for understanding the basics of Petroleum Economics & PSCs” Executive Analyst, **Petroliam Nasional**

“Great course, has opened up my eyes and share a lot of light on many “grey areas” of my knowledge of the industry” Legal Executive, **Brunei National Petroleum Company**

“Easy to understand for non-economist professionals” Project Services Manager, **Murphy Sarawak Oil Co.**

“Good course topics offered by PetroEdge that could give good training for people in the industry” Strategy & Portfolio Analyst (AP), **Petroliam Nasional Berhad**

“Good Breathe of courage on PSC and the different regimes of tax royalty” Senior Commercial Negotiator, Kebabangan Petroleum Operating Company

“The course was an ideal introduction to the economics that drive the upstream Petroleum decision making process and the external influences that can impact upon these decisions.” Middle East & Asia Pacific Regional Accounting Centres Director, Baker Hughes

“Good Overview of an upstream & LNG fiscal system” Reservoir Engineer, **SapuraKencana Energy Sarawak Inc**

“Good Job and good explanation” Interface Coordinator, **Daewoo International Corporation**

“Simple but still comprehensive” Planning Coordinator, **Talisman Vietnam 135-136 B.V**

“Amazing course with fruitful interactive environment and valuable instructor.” OEPA, **Petroleum Economist, Greater Nile Petroleum Operating Company**

“A good course and overview with a very knowledgeable trainer” Petroleum Engineer, **APA Group**

“General overview on Petroleum Economics & PSC modelling workshop brings enlighten and comprehensive understanding regarding the subject” Senior Project Engineer - Project Management Division, **SKK Migas**

“PetroEdge courses are focussed and well designed to be applicable to a narrow-medium audience-therefore good value.” Sales Manager, **CGG Multiclient & New Ventures**

“This course has broaden my ideas on the production sharing concepts and I think it will be effective if applied in the Mining Industry” Policy Officer, **Department of mineral policy & Geohazards Management (PNG)**

“Very good” Economic Analyst, **Cuu Long JOC**

“A thoroughly interesting and comprehensive understanding of the practise of context of economics in the petroleum industry” Senior Compliance Officer, **NOPTA**
petroEDGE® delivers energy industry skills-based training courses in major cities around Asia, catering for every stage of your organisation’s development path. Since our inception, we have provided wide range of management development training, business strategy and technical skills training courses to over 100 leading international corporations and government establishments.

Our growing client profile:
- Almansoori Wireline Services (Thailand)
- Arabian Bridge Company for Oil Services
- Asetian Marine Pte
- Bangladesh Oil, Gas & Mineral Corp
- Bergen Group ASA
- BG Exploration and Production India
- BI Services Company Middle East
- BP Exploration & Operating Vietnam
- BP Exploration Operating Company
- BP Indonesia / Singapore & Vietnam
- Brunei LNG
- Brunei Petroleum
- Brunei Shell Petroleum Co
- Cairn Energy India Pty
- Carigali Hess Operating Co.
- Carigali PTTEPI Operating Company
- CGG Veritas (M)
- Charnavon Petroleum
- Chevron Asia South
- Chevron Thailand E & P
- CNOOC
- Cuulong Joint Operating Company
- Det Norske Veritas (DNV) As
- Det Norske Veritas Pte
- Dof Subsea Australia Pty
- DPS Bristol (M)
- Esso Malaysia Berhad
- ExxonMobil E & P Malaysia Inc.
- First Gas Power Corporation
- Genting Oil & Gas
- Geomechanics International
- Greatwall Drilling Company
- Halliburton Energy Services, Inc.
- Hercules Tanjung Asia
- Hess (Thailand) Limited
- Hoang Long Hoan Vu JOC
- Intisari Oilfield Service
- Intra Oil & Services Bhd
- Japan Vietnam Petroleum Compan
- Kavin Engineering & Svcs Pte
- Kebabangan Petroleum Operating Co.
- KUFPEC Regional Ventures (Indonesia)
- Lam Son JOC
- Lion Rig Builder Pte
- Lundin Malaysia B.V.
- Maersk Drilling
- Maersk Oil Qatar
- Malakoff Corporation Berhad
- Malaysia LNG
- Malaysia Marine & Heavy Engineering
- Malaysia-Thailand Joint Authority
- Media Chinese International
- Mid-Continent Equipment Group Pte
- MISC Berhad
- Mitsui Oil Exploration Co.
- MMS (Insurance Brokers)
- Murphy Oil Corporation
- National Healthcare Group
- Nations Petroleum (SE Asia)
- Newfield Peninsula Malaysia Inc.
- Nipon Oil Exploration (Malaysia)
- Oceaneering International
- Offshore Geo-Surveys
- Optimal Chemicals (M)
- Optimal Olefins (M)
- PC Vietnam
- PCPP Operating Company
- Pearl Energy (Nam Conson)
- PERMATA
- Permat - PMTSB
- Pertamina Learning Center
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- Petrofac Malaysia Limited
- Petroleum Institute of Thailand
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- Petrolux
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- PETRONAS Carigali
- PETRONAS Carigali Vietnam Limited
- Petronas Dagangan Berhad
- PETRONAS Gas
- PETRONAS Methanol (Labuan)
- PETRONAS Penapisan (Melaka)
- Petruksaha Engineering Services
- Petrovietnam Drilling & Well Services
- Powertium Marine
- Premier Oil Indonesia
- PT Halliburton Indonesia
- PT Medco E&P Indonesia
- PT Pertamina (Persero) Head Office
- PT Perusahaan Gas Negara
- PT PLN (Persero) Kantor Pusat
- PTT Exploration & Production
- PTTEP International Limited
- PTTEP Iran Company Limited
- PTTEP Oman Company
- PVD Offshore Services Co.
- Ranhill Engineers & Constructors
- Rhodia Asia Pacific Pte
- Repsol
- Royal Norwegian Embassy
- Sabah Shell Petroleum Co
- Sapura Energy
- Sapuracrest Petroleum Berhad
- Sarawak Shell Berhad
- Saudi Arabian Oil Company
- Saudi Basic Industries Corp
- Schlumberger Oilfield (S) Pte
- Scomi Oiltools
- Shell Eastern Petroleum
- Shell MDS (Malaysia)
- Shell Saudi
- Sime Darby Plantation Sdn Bhd
- Singapore Petroleum Co.
- SN Aboitiz Power
- S-Oil Corporation
- Talisman Malaysia
- Tately N.V.
- Technip Geoproduction (M)
- Teknik Janakuasa
- Temasek Holdings Pte
- Tenaga Nasional Berhad
- Thang Long JOC
- TL Offshore
- Total (China) Investment Co.
- TOTAL E&P Indonesia
- Trans Thai Malaysia
- Transwater API
- Tri-M Technologies (S)
- Truong Son JOC
- UMW Standard Drilling
- University New South Wales
- Vastalux
- Vinyl Chloride (Malaysia)
- YTL Power International Berhad
**IN-HOUSE TRAINING SOLUTIONS**

**petroEDGE** focuses on skills development in 3 main areas – Engineering, Management and Strategy for Upstream Exploration and Production Business.

Our In-House Training Solutions Team offer a full spectrum of short courses, curricular competency based solutions that can be customised to your long term and short term business needs.

Types of In-House Programmes offered

**FUNDAMENTAL PROGRAMMES**

- Introduction to Exploration & Production
- Drilling Essentials
- LNG Fundamentals
- Introduction to FPSO
- CBM & Shale Gas Technical Fundamentals

**TECHNICAL PROGRAMMES**

- Operations Geology (Level 2)
- Basin Analysis (Level 2)
- HPHT Well Engineering
- Deepwater Well Engineering
- Deepwater Well Operations
- Well Intervention
- Well Integrity Management (Drilling & Production)
- HAZOP Assessment & Leadership
- HPHT Completions Techniques
- Well Operations and Maintenance
- Stuck Pipe Prevention & Fishing
- Train-the-Trainer: Gas Processing Level 1
- Train-the-Trainer: Gas Processing Level 2

**MANAGEMENT & SOFTSKILLS PROGRAMMES**

- Technical Report Writing & Presentation Skills
- Writing Standard Operating Procedures
- EPCIC Contract Management Techniques
- Advanced Budgeting & Forecasting in Oil & Gas
- E & P Accounting
- Finance for Non-Finance
- Leadership & Team Dynamics

**“TRAIN-THE-TRAINER” PROGRAMME**

The "Train-the-Trainer" program has proven to be one of the most cost effective methods for embedding the process of delivering and facilitating crucial training programmes within your organisation in terms for sustainable skills and knowledge development.

“Train the Trainer” programme and its specific deliverables provide in-depth concept knowledge, instructor training, and facilitation skills. This experience prepares select employees to become internal Program Leaders, licensed to teach internally. The internal trainer can play a critical role in developing and implementing programs that align the organization for success.

This programme will be a carefully designed approach for sustainable and effective organisational improvement. The role-out will reflect the immediate on and on-going challenges faced within your organisation.

**CURRICULUM DEVELOPMENT PROGRAMME SERVICES**

With the constant changing of business environment and volatile economy, every company, big or small, needs to stay abreast of the rapidly evolving developments and acquire new competencies in order to stay competitive. Our key pool of trainers, industry experts and consultants are available to develop a Curriculum Development training programme to help you attain relevant competencies in the area that is most needed.

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**petroEDGE®** boasts an unrivalled teaching faculty. All of our partners and consultants have extensive management and technology experience coupled with a track record in delivering high quality courses to professionals in leading oil majors globally.

In addition to individual consultants and trainers, **petroEDGE®** also works closely with 2 major training partners, namely:

**PETRONAS LEADERSHIP CENTRE**

PETRONAS Leadership Centre (PLC), started as an internal training department in 1979. Over the years, we have established ourselves as a top corporate learning hub for industry leaders, serving the Oil & Gas sector in Malaysia and beyond. Backed by over 30 years of experience and our deep passion for excellence, PLC has robust tools and Learning and Development know-how to help leaders transform and enhance their leadership skills. This is supported by the resources of PETRONAS and its firm belief in the importance of human capital development. For further information on PLC, visit www.petronasleadershipcentre.com.my.

**ROBERTSON CCG**

The Robertson Training Centre was established in 1990 to provide a comprehensive range of upstream training programmes for the international petroleum industry. With a portfolio of over 70 courses, training has been given to personnel from over 120 companies and delivered in more than 45 countries. The Centre has now gained a reputation for the quality of its product. Robertson is unique in the oil and gas training field in that by using our in-house experts, we can design and present training programmes of any length in virtually any global location. In addition to five day short courses, the Centre’s most effective training programmes, delivering real skills transfer, are in-company workshops using client data. Given over 6-12 weeks, these workshops teach technical skills in exploration, development and production, project planning and management, teamwork and presentation skills. Long term training on a one-to-one basis is also offered for periods of up to 6 months.

**petroEDGE®** are members of the esteemed **Energy Institute** and the **CPD Certification Service**. We are proud to have been inducted as an approved training provider of **Institute of Leadership & Management** for 4 of our training programmes. This highlights the confidence given to the quality of our training courses.

The **CPD Certification Service** helps organisations provide certified CPD and acts as a point of contact for those seeking to obtain certified CPD material. It supports further learning initiatives being undertaken by Government, professional institutions, trade associations, individual organisations, training providers, suppliers and so on.

For more information, visit www.cpduk.co.uk.

The **Energy Institute** (EI) is the professional body for the energy industry, delivery good practice and professionalism across the depth and breadth of the sector. The purpose of the EI is to develop and disseminate knowledge, skills and good practice towards a safer, more secure and sustainable energy system.

In fulfilling this purpose the EI addresses the depth and breadth of energy and the energy system, from upstream and downstream hydrocarbons and other primary fuels and renewables, to power generation, transmission and distribution to sustainable development, demand side management and energy efficiency. A Royal Charter membership organisation, the Energy Institute provides a wealth of expertise in energy matters, serving as a home for energy professionals and a scientific and technical reservoir for industry. It is licensed by the Engineering Council to offer Chartered, Incorporated and Engineer Technician status to engineers and also by the Science Council and Society for the Environment to offer registration as Chartered Scientist and Chartered Environmentalist.

The EI is an international organisation serving its members in around 80 countries. For more information, visit www.energyinst.org.

The Institute of Leadership and Management (ILM) is Europe’s foremost leadership and management body. At ILM, we are passionate about the power of leadership and management to transform people and businesses. We believe that good leadership and management creates effective organisations, which builds social and economic prosperity. ILM work with organisations in all sectors to help them define, develop and embed the leadership and management capability they need to succeed. ILM provides qualifications in leadership and management, coaching and mentoring and specialist areas such as social enterprise. For more information, please visit https://www.i-l-m.com.

Our programmes approved by ILM are: International Oil & Gas Executive Development Program 2013, Human Competency & Capability Development, Leadership Team Dynamics in Oil & Gas and Technical Report Writing & Presentation Skill for Oil & Gas Professionals.

Visit us at www.petroedgeasia.net or contact us directly at +65 6741 9927 or email to info@asiaedge.net for more information.
## FUNDAMENTALS OF UPSTREAM PETROLEUM ECONOMICS & RISK ANALYSIS (3 Days only)

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## ECONOMIC ASPECTS OF PRODUCTION SHARING CONTRACTS (3 Days only)

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## FULL 5 Days

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### DELEGATE DETAILS

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### PAYMENT METHODS

- **By Cheque/ Bank Draft**
  - Make Payable to Asia Edge Pte. Ltd.
  - Account Name: Asia Edge Pte. Ltd.
  - Account Number: 762903-001
  - Bank Code: 508

- **By Direct Transfer**
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Payment is due in full at the time of registration. Full payment is mandatory for event attendance. By submitting this registration form, you agree to Asia Edge Pte Ltd’s payment terms.

### CANCELLATIONS & SUBSTITUTIONS

You may substitute delegates at any time. ASIA EDGE PTE LTD does not provide refunds for cancellations. For cancellations received in writing more than seven (7) days prior to the training course you will receive a 100% credit to be used at another ASIA EDGE PTE LTD training course for up to one year from the date of issuance. For cancellations received seven (7) days or less prior to an event (including day 7), no credits will be issued.

In the event that ASIA EDGE PTE LTD cancels an event, delegate payments at the date of cancellation will be credited to a future ASIA EDGE PTE LTD event. This credit will be available for up to one year from the date of issuance. In the event that ASIA EDGE PTE LTD postpones an event, delegate payments at the date of postponement will be credited towards the rescheduled date. If the delegate is unable to attend the rescheduled event, the delegate will receive a 100% credit representing payments made towards a future ASIA EDGE PTE LTD event. This credit will be available for up to one year from the date of issuance. No refunds will be available for cancellations or postponements.

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Please note that speakers and topics were confirmed at the time of publishing; however, circumstances beyond the control of the organizers may necessitate substitutions, alterations or cancellations of the speakers and/or topics. ASIA EDGE PTE LTD reserves the right to alter or modify the advertised speakers and/or topics if necessary. Any substitutions or alterations will be updated on our website as soon as possible.

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Group bookings at the same time from the same company receive the following:

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- 5 or more at 7% off
- 8 or more at 10%

All other promotions including early bird are exclusive of the group discount.

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