
Energy Finance Analytics Training Course: Price Scenarios, Margin Drivers and Portfolio Reporting

17 – 21 January 2027
Amman





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Programme Summary

Energy finance analytics is the subject of this one-week training course for energy finance managers, planning leads, commercial analytics leads and portfolio and treasury heads at managerial level, ending in a scenario and portfolio decision pack for one energy business. Energy earnings swing with commodity prices and demand, yet budgets are often built on a single price view. The approach moves from price and demand scenarios, through margin and cost drivers and cash flow, to portfolio and exposure reporting, then to a worked decision pack. Mars Training Centre UK delivers this programme in energy finance analytics.

The Business Case

When one price assumption sits behind every budget, a market move can undo plans, covenants and investment priorities within weeks. Leaders who test several scenarios and report exposure consistently can make capital and funding choices that hold up under a lower price.

- Forecast Variance: Narrows as price and demand scenarios replace a single point estimate.
- Margin Leakage: Becomes visible as cost and price drivers are separated and tracked by asset.
- Capital Allocation Quality: Improves as projects are ranked on cash flow under several scenarios.

Principles and Evidence Base

- Scenario planning: This established approach to energy uncertainty structures the price and demand work in Sessions 1 and 4.
- ISO 31000: Its guidelines on risk management shape the exposure assessment and reporting in Sessions 3 and 4.
- Driver-based analysis: Splitting results into price, volume and cost effects organises the margin work in Session 2.

Intended Participants

- Energy finance managers who explain earnings and cash flow to executives and lenders.
- Planning and budgeting leads who build forecasts under price uncertainty.
- Commercial analytics leads who track margins by product, asset or contract.
- Portfolio and treasury heads who oversee exposure, funding and capital priorities.

The programme serves oil and gas producers, utilities, renewable developers and energy trading and supply businesses.



Learning Outcomes

1. Participants will be able to construct commodity price and demand scenarios for planning and budgeting.
2. Participants will be able to diagnose the price, volume and cost drivers behind margin movements.
3. Participants will be able to evaluate cash flow outcomes for an asset under several scenarios.
4. Participants will be able to prioritise projects and assets within a capital portfolio using scenario results.
5. Participants will be able to design risk exposure dashboards that executives can use to act.
6. Participants will be able to justify a scenario and portfolio decision pack to a finance director and a board committee.

Programme Structure

Day 1: Price and Demand Scenarios for Energy Finance

How are uncertain prices and demand turned into scenarios a finance team can plan with?

- Scenario Planning Method and Scenario Set Design
- Commodity Price Assumption Register
- Demand and Volume Driver Tree
- Scenario Narrative and Trigger Indicators
- Case Review of Two Sector Price Shocks

Day 2: Margin and Cost Driver Analysis

Which price, volume and cost effects explain a change in margin?

- Price, Volume and Cost Variance Bridge
- Margin Waterfall by Product or Asset
- Unit Cost and Breakeven Table
- Contract and Pricing Formula Mapping
- Driver Sensitivity Ranking

Day 3: Cash Flow and Exposure Analytics

How do scenarios flow through to cash, funding headroom and exposure?

- Scenario Cash Flow Roll-Forward
- Funding Headroom and Covenant Test
- Commodity Exposure Map
- Hedge Position Summary
- ISO 31000 Risk Exposure Register



Day 4: Portfolio Reporting and Dashboards

How is a capital portfolio ranked and reported so decisions can be made?

- Project Ranking Under Scenarios
- Capital Portfolio Reporting Layout
- Risk Exposure Dashboard Design
- Downside Case Summary
- Decision Pack Template

Day 5: Applying Energy Finance Analytics to One Energy Business

Is the decision pack ready for the finance director and a board committee to approve?

- Applying the Session 1 Scenario Set to the Chosen Business
- Testing the Session 2 Margin Bridge Against Reported Results
- Checking Session 3 Cash Flow Cases Against Funding Headroom
- Applying the Session 4 Dashboard Layout to the Exposure Register
- Completing the Scenario and Portfolio Decision Pack

Methodology

The programme is built around data workshops and structured exercises. Participants work with an anonymised energy business dataset, build scenarios, bridge margins and rank projects in small teams, then defend their pack before a simulated finance committee. No programming is required.

- Suggested activity: Building three price scenarios and testing a budget against each.
- Suggested activity: Preparing a margin bridge that explains a quarterly earnings change.
- Suggested activity: Ranking five projects under a low-price scenario.

Capstone Output

Each participant completes a scenario and portfolio decision pack for one energy business. It contains a scenario set, a margin bridge, scenario cash flow cases, an exposure register, a portfolio ranking and a dashboard design. It is used to brief the finance director and a board committee.

Frequently Asked Questions

Is energy finance analytics suitable for managers who do not build models themselves?

Yes. Energy finance analytics is set at managerial level and assumes responsibility for forecasts, margins or capital decisions, not advanced modelling or programming skills.



Which approaches does energy finance analytics rest on in this course?

Energy finance analytics rests on scenario planning for price and demand uncertainty, driver-based margin analysis and ISO 31000 for exposure assessment and reporting.

How is the decision pack from energy finance analytics used at work?

You use the decision pack from energy finance analytics to brief your finance director and a board committee, reset budget assumptions and rank capital projects.

How does energy finance analytics differ from a project finance modelling course?

Energy finance analytics centres on scenarios, margins, exposure and portfolio reporting across a business, while a project finance modelling course centres on one asset's debt structure and lender cases.