



OIL AND GAS **BUSINESS** MASTERY

Angel Da Silva

The Ultimate Business Program

I built an oil company from scratch. The road was not easy. I had to win an oil round, negotiate with investors to get financing and develop creative solutions to solve day-to-day operational problems.

I have turned all lessons learned into an exclusive training program, focused on helping companies develop leaders, capable of generating ideas, proposals and specific initiatives oriented to develop new business opportunities.

Oil and Gas Business Mastery is a training program 100% practical and interactive. Its objective is to enhance participant's leadership, teamwork and creative thinking skills. Everything taught in an MBA put into practice from the perspective of the CEO of an oil company. Understand the strategic dynamics of the industry and create value for your company.





How works the Business Program?

Oil and Gas Business Mastery has a “reality show” format. Participants must work as a team to win an oil round. The objective of the round is to operate an oil field profitably and sustainably. The winning proposal must be focused on:

- Produce oil as profitably as possible
- Reduce emissions from burning fossil fuels
- Provide the best financing conditions

Teams must evaluate business opportunities, deliver offers, find financing to execute their projects, make presentations with investors, negotiate investment agreements and resolve all conflicts that arise in the day-to-day operations of their companies.

During 4 days of intense work, participants will face off in a competition designed to strengthen their leadership, negotiation, project financing and conflict management skills. At the end of the program, participants must present their proposals to a jury, and the members of the winning team will receive the title of MVP of the program.



Program content

DAY 1

Introduction

Success story: How to build an oil company from scratch?

Activity: Presentation of participants, teams building and role assignment

Strategic framework

- The oil business today
- Decarbonization and energy transition
- Business opportunities in the industry

Activity: Tender presentation

Activity: Data pack review

Technical evaluation

- Production and reserves
- WO and well drilling
- Surface facilities
- Field development plan

DAY 2

Activity: Program activities development and estimation of production profiles

Emissions reduction

- Routine gas flaring
- Burning of fossil fuels for power generation
- Emissions reduction technologies

Activity: Preparation of plan to close flares and reduce burning of fossil fuels for power generation

- Carbon credits

Activity: Estimation of CO2 emissions and feasibility of creating carbon credits

Economic evaluation

- Economic model
- Income
- Expenses (Opex and overhead)
- Investments

DAY 3

Activity: Income and expenses estimation

Activity: Investments estimation

- Taxes
- Economic indicators

Activity: Development of economic model and estimation of economic indicators

Project Financing

- Investor categories
- Financing instruments
- Risks of investing in oil and gas projects

Activity: Negotiation with investors to get financing

DAY 4

Proposals preparation

- Presentation strategies
- Effective communication

Activity: Preparation of final proposal

Activity: Presentation of proposals to the evaluation committee

Program closing

Activity: Award ceremony

The Instructor: Angel Da Silva

I am Doctor in Business Administration, Master in Finance, MBA and Petroleum Engineer. I am expert in oil and gas contracts negotiation, field development planning, economic evaluation of projects, development of business models, reservoir simulation, reserves estimation and assets management.

I built an oil company from scratch (3 oil fields, +60M USD valuation, +70 employees), developed the largest news portal in Spanish about oil and energy (+100K users, +1M monthly views) and have been an adviser on more than 30 projects in Latin America, USA, Europe and Middle East.

Currently I am founder and CEO at OAGPro, a digital platform to increase transparency and accelerate decarbonization in the oil and gas industry.





Angel Da Silva



If you are interested in this program for your company,
please contact me to discuss general details.

adasilva@angeldasilva.com

www.angeldasilva.com

