# Revenue Accounting & Interest Owner Distribution Training Course

OGI-1207 · 5 days · 15 CPD hours · English

## Overview

The Revenue Accounting & Interest Owner Distribution Training Course from Institute For Oil & Gas Training develops practical capability in Revenue Accounting across the oil and gas value chain. The course focuses on accurate working interest calculations, net revenue interest administration, royalty distribution, suspense accounts, division of interest, revenue disbursement and revenue reconciliation to sales invoices.

Revenue accounting is a critical financial control area for exploration, production, joint venture and operating companies. Oil and gas revenue transactions involve multiple ownership interests, contractual entitlements, royalty obligations, deductions, taxes, transportation charges, joint venture arrangements and payment responsibilities. A weakness in any part of the revenue accounting process creates exposure to incorrect owner payments, unresolved suspense balances, inaccurate financial reporting, audit findings and disputes with working interest partners.

Institute For Oil & Gas Training delivers this course for finance, accounting, joint venture, revenue, production and commercial professionals who require a stronger understanding of how production volumes become recognised revenue and how that revenue is subsequently allocated and distributed to entitled parties.

The programme examines the complete revenue accounting cycle from production and sales data through ownership determination, invoice validation, revenue recognition, deductions and netting, owner allocation, payment processing, reconciliation and exception management. Participants develop a structured understanding of how division of interest information drives the allocation of revenue between working interest owners, royalty interests and other entitled parties.

A strong revenue accounting process depends on reliable master data and accurate ownership records. Division of interest information establishes the percentage or contractual interest attributed to each participating party. Working interest determines the share associated with participating ownership arrangements, while net revenue interest reflects the portion of production or revenue attributable after applicable royalty and other contractual interests. Understanding these distinctions is essential for preventing incorrect allocations and payment errors.

The course also addresses royalty distribution and revenue disbursement controls. Participants examine how ownership changes, title issues, contractual deductions, missing information and unresolved exceptions affect the timing and accuracy of owner payments. Suspense accounts receive particular attention because unresolved suspense items can conceal ownership, documentation or payment issues and create significant reconciliation workloads.

Revenue reconciliation to sales invoices is another central component. Participants examine how production volumes, sales transactions, pricing information, invoices, receipts and accounting entries should connect within a controlled revenue cycle. The programme highlights the importance of investigating differences rather than simply clearing reconciliation exceptions through unsupported adjustments.

The course is designed around operational realities within oil and gas organisations. It connects accounting principles with the commercial and contractual structures that govern petroleum revenue. Participants therefore gain a practical perspective on how revenue accounting interacts with production accounting, joint venture accounting, marketing, contracts, treasury, taxation and financial reporting.

Institute For Oil & Gas Training also addresses the importance of maintaining effective controls over revenue master data. Changes in ownership, interests, contracts and payment instructions require controlled processes because inaccurate information can affect multiple accounting periods and numerous interest owners. Strong governance supports accurate revenue allocation, timely payment and transparent audit trails.

The programme provides particular value for organisations managing operated and non-operated assets, production sharing arrangements, joint ventures, royalty interests and complex ownership structures. It supports a consistent approach to revenue processing while helping finance teams identify control weaknesses, improve reconciliation practices and reduce avoidable manual intervention.

Participants also explore the relationship between revenue accounting and recognised financial reporting requirements. The course considers the application of relevant revenue recognition principles alongside petroleum-specific accounting procedures and ownership administration practices. This provides a balanced understanding of both financial reporting requirements and the operational mechanics of owner distribution.

The overall objective is to strengthen revenue accounting capability across the organisation. Participants leave with a clearer framework for managing ownership data, calculating entitlements, processing distributions, resolving suspense items and reconciling revenue from source transactions through to the general ledger.

## Objectives

- Strengthen practical understanding of oil and gas Revenue Accounting processes
- Interpret working interest and net revenue interest for revenue allocation
- Understand the purpose and application of division of interest information
- Apply structured approaches to royalty distribution and owner entitlement calculations
- Improve accuracy in revenue disbursement processes
- Identify the accounting impact of deductions and netting arrangements
- Strengthen control over suspense accounts and unresolved revenue items
- Reconcile production and sales information with sales invoices and accounting records
- Identify and investigate revenue reconciliation differences

- Understand the relationship between revenue transactions, ownership records and financial reporting
- Apply recognised revenue recognition principles to relevant oil and gas transactions
- Improve coordination between revenue accounting, production accounting and joint venture functions
- Strengthen audit trails and documentation supporting owner distributions
- Identify operational risks created by inaccurate ownership and master data
- Improve the consistency and control of revenue accounting workflows
- Support timely resolution of revenue exceptions and disputed owner balances
- Develop stronger understanding of contractual and accounting considerations affecting owner payments

## Training methodology

Institute For Oil & Gas Training uses a practical corporate delivery model that connects revenue accounting principles with realistic oil and gas operating situations. The methodology is designed for professionals who already work with financial, commercial, production or ownership information and need stronger control over revenue processes.

### Case Studies

Case studies reflect common revenue accounting situations involving multiple interest owners, changing ownership percentages, royalty obligations, deductions and invoice differences. Participants assess the accounting implications and determine appropriate processing and reconciliation actions.

### Revenue Distribution Simulations

Participants work through simulated revenue distribution scenarios involving working interest and net revenue interest. The exercises demonstrate how ownership information affects gross revenue, deductions, entitlement calculations and final owner payments.

### Division of Interest Exercises

Practical exercises focus on interpreting division of interest records and identifying how ownership information affects revenue allocation. Participants examine changes to ownership records and assess the resulting impact on accounting entries and distributions.

### Suspense Account Scenarios

Real-world scenarios demonstrate how unidentified ownership information, payment issues, documentation gaps and disputed interests create suspense balances. Participants practise identifying root causes, documenting exceptions

and establishing appropriate resolution controls.

### Reconciliation Exercises

Participants perform revenue reconciliation to sales invoices using production, sales, invoice and accounting information. The exercises develop a structured approach to identifying volume, price, deduction, timing and posting differences.

### Group Problem Solving

Group activities examine complex revenue accounting problems from finance, commercial, production and joint venture perspectives. This approach demonstrates how effective revenue control depends on collaboration between functions rather than isolated accounting activity.

### Control Review

Participants assess revenue accounting workflows and identify control points across ownership data, revenue recognition, invoicing, deductions, distributions, suspense management and reconciliation. The methodology encourages practical control improvements that support financial accuracy and operational efficiency.

## Organisational impact

A controlled revenue accounting process provides direct financial and operational value to oil and gas organisations. Accurate ownership administration reduces the risk of distributing revenue to the wrong parties or applying incorrect interest percentages. This strengthens financial control and supports more reliable owner relationships.

Improved working interest and net revenue interest administration creates greater consistency in revenue allocation. Organisations gain clearer visibility over how ownership information affects revenue entitlement and how changes in ownership should be reflected in downstream accounting processes.

Effective division of interest controls also reduce the risk of incorrect owner distributions. When ownership information is accurately maintained and appropriately authorised, finance teams can process revenue disbursement with stronger supporting evidence and clearer accountability.

Suspense account management is another important organisational benefit. Structured investigation and resolution procedures help prevent unresolved balances from accumulating without clear ownership or explanation. Better suspense management supports cleaner financial records and more efficient month-end and year-end processes.

Improved revenue reconciliation to sales invoices provides stronger visibility over discrepancies between sales activity and accounting records. Organisations can identify differences related to volumes, pricing, deductions, timing and posting before they develop into larger financial reporting or commercial issues.

The course also strengthens cross-functional control. Revenue accounting depends on information generated by production, marketing, contracts, joint venture, taxation, treasury and finance teams. A shared understanding of the revenue cycle improves communication and creates clearer responsibility for data quality and exception resolution.

Stronger documentation and reconciliation practices support audit readiness. Revenue distributions can be supported by clearer ownership records, transaction evidence, calculation logic and reconciliation documentation. This creates a

more transparent audit trail and strengthens confidence in financial information.

The programme also supports process efficiency. Standardised approaches to revenue allocation, suspense management and reconciliation reduce unnecessary rework and provide finance teams with a more consistent basis for resolving recurring exceptions.

## Personal impact

Participants develop a stronger professional understanding of the complete oil and gas revenue cycle. They gain the ability to connect production and sales activity with ownership structures, revenue calculations, deductions, distributions and financial accounting.

The programme strengthens practical competence in working interest and net revenue interest analysis. Participants become better equipped to identify the information required to calculate owner entitlements and recognise the consequences of incorrect ownership data.

Participants also improve their ability to analyse division of interest information and assess its impact on revenue disbursement. This supports stronger decision making when ownership changes, contractual updates or disputed interests affect revenue processing.

Revenue reconciliation skills provide another important professional benefit. Participants learn to investigate differences systematically rather than treating reconciliation as a routine matching exercise. They gain a clearer approach to identifying the source of discrepancies and determining appropriate corrective action.

Suspense account management capability also improves. Participants develop stronger judgement when reviewing unresolved balances and learn to distinguish between data issues, ownership issues, documentation gaps and genuine accounting differences.

The course enhances collaboration with production accountants, joint venture teams, commercial personnel, auditors and finance managers. Participants gain a broader understanding of how their revenue accounting responsibilities connect with wider business processes.

For experienced professionals, the programme provides a structured framework for reviewing existing revenue accounting practices and identifying opportunities for stronger controls. For professionals moving into revenue or joint venture accounting responsibilities, it establishes a practical foundation for managing complex owner distribution processes.

## Who should attend

### Revenue Accountants

Designed for professionals responsible for calculating, recording, reconciling and distributing oil and gas revenue.

### Joint Venture Accountants

Provides stronger understanding of ownership structures, working interest, division of interest and partner-related revenue transactions.

### Production Accountants

Helps production accounting professionals understand how production data connects with revenue allocation and sales reconciliation.

### Financial Accountants

Supports finance professionals responsible for revenue entries, reconciliations, financial reporting and control processes.

### Joint Venture Managers

Provides insight into the financial consequences of ownership structures, partner entitlements and revenue distribution processes.

### Revenue Managers

Strengthens management capability across revenue processing, suspense resolution, reconciliation and owner payment controls.

### Finance Managers

Supports managers responsible for financial governance, reporting accuracy, controls and revenue process performance.

### Commercial Professionals

Helps commercial teams understand the accounting implications of sales arrangements, ownership interests and revenue deductions.

### Oil and Gas Controllers

Provides a broader control perspective covering revenue recognition, owner allocation, reconciliation and financial reporting.

### Internal Auditors

Supports professionals reviewing revenue controls, ownership data, distributions, reconciliations and financial process governance.

### External Audit Professionals

Provides practical insight into the transaction flows and controls supporting oil and gas revenue accounting.

### Treasury Professionals

Helps treasury teams understand the relationship between revenue disbursement, owner payments and supporting accounting information.

### Tax Professionals

Provides greater awareness of how deductions, ownership structures and revenue allocations interact with downstream financial processes.

## Course outline

### Oil and Gas Revenue Accounting Foundations

This module establishes the core revenue accounting framework for upstream oil and gas operations. It examines the relationship between production, sales, ownership interests, revenue recognition and financial accounting. The module provides the foundation for understanding how revenue moves from source transactions through accounting records and ultimately to entitled owners.

### Ownership, Working Interest and Division of Interest

This module focuses on ownership administration and the information required to allocate revenue accurately. It examines working interest, net revenue interest, division of interest and changes in ownership that affect owner entitlements. Participants work through practical allocation scenarios involving multiple interest owners.

### Royalty Distribution, Deductions and Revenue Disbursement

This module examines the financial mechanics of distributing oil and gas revenue to entitled parties. It covers royalty distribution, deductions and netting, owner calculations, payment preparation and disbursement controls. Participants assess how contractual and ownership information affects final revenue payments.

### Suspense Accounts, Reconciliation and Exception Management

This module develops practical capability in managing unresolved revenue transactions and reconciling accounting information. It focuses on suspense accounts, revenue reconciliation to sales invoices, exception analysis and corrective action. Participants investigate discrepancies and establish structured approaches for resolution.

### Revenue Accounting Controls, Reporting and Performance Improvement

This module brings together the revenue accounting processes covered throughout the programme. It focuses on control design, reporting, audit trails, exception monitoring and continuous process improvement. Participants review the complete revenue cycle and establish a structured approach for improving accuracy, efficiency and governance.

## Scheduled dates

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 12 - 16 Oct 2026 | Abu Dhabi, United Arab Emirates | In person | £4,500 |
| 12 - 16 Oct 2026 | Abuja, Nigeria | In person | £4,500 |
| 12 - 16 Oct 2026 | Accra, Ghana | In person | £4,500 |
| 12 - 16 Oct 2026 | Addis Ababa, Ethiopia | In person | £4,500 |

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| 12 - 16 Oct 2026 | Al Ain, United Arab Emirates | In person | £4,500 |
| 12 - 16 Oct 2026 | Al Khobar, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Alberta, Canada | In person | £4,500 |
| 12 - 16 Oct 2026 | AlUla, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Amman, Jordan | In person | £4,500 |
| 12 - 16 Oct 2026 | Amsterdam, Netherlands | In person | £4,500 |
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| 12 - 16 Oct 2026 | Dammam, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Dhahran, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Doha, Qatar | In person | £4,500 |
| 12 - 16 Oct 2026 | Dubai, United Arab Emirates | In person | £4,500 |
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| 12 - 16 Oct 2026 | Frankfurt, Germany | In person | £4,500 |
| 12 - 16 Oct 2026 | Geneva, Switzerland | In person | £4,500 |
| 12 - 16 Oct 2026 | Houston, United States | In person | £4,500 |
| 12 - 16 Oct 2026 | Istanbul, Turkey | In person | £4,500 |

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| 12 - 16 Oct 2026 | Jubail, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Khamis Mushait, Saudi Arabia | In person | £4,500 |
| 12 - 16 Oct 2026 | Kigali, Rwanda | In person | £4,500 |
| 12 - 16 Oct 2026 | Kuala Lumpur, Malaysia | In person | £4,500 |
| 12 - 16 Oct 2026 | Lisbon, Portugal | In person | £4,500 |
| 12 - 16 Oct 2026 | Liverpool, United Kingdom | In person | £4,500 |
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| 11 - 15 Oct 2027 | Addis Ababa, Ethiopia | In person | £4,500 |
| 11 - 15 Oct 2027 | Al Ain, United Arab Emirates | In person | £4,500 |
| 11 - 15 Oct 2027 | Al Khobar, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Alberta, Canada | In person | £4,500 |
| 11 - 15 Oct 2027 | AlUla, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Amman, Jordan | In person | £4,500 |
| 11 - 15 Oct 2027 | Amsterdam, Netherlands | In person | £4,500 |
| 11 - 15 Oct 2027 | Athens, Greece | In person | £4,500 |
| 11 - 15 Oct 2027 | Baku, Azerbaijan | In person | £4,500 |
| 11 - 15 Oct 2027 | Barcelona, Spain | In person | £4,500 |
| 11 - 15 Oct 2027 | Berlin, Germany | In person | £4,500 |
| 11 - 15 Oct 2027 | Boston, United States | In person | £4,500 |
| 11 - 15 Oct 2027 | Brussels, Belgium | In person | £4,500 |
| 11 - 15 Oct 2027 | Budapest, Hungary | In person | £4,500 |
| 11 - 15 Oct 2027 | Cairo, Egypt | In person | £4,500 |
| 11 - 15 Oct 2027 | Cape Town, South Africa | In person | £4,500 |
| 11 - 15 Oct 2027 | Casablanca, Morocco | In person | £4,500 |
| 11 - 15 Oct 2027 | Dammam, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Dhahran, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Doha, Qatar | In person | £4,500 |
| 11 - 15 Oct 2027 | Dubai, United Arab Emirates | In person | £4,500 |
| 11 - 15 Oct 2027 | Edinburgh, United Kingdom | In person | £4,500 |

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 11 - 15 Oct 2027 | Edmonton, Canada | In person | £4,500 |
| 11 - 15 Oct 2027 | Frankfurt, Germany | In person | £4,500 |
| 11 - 15 Oct 2027 | Geneva, Switzerland | In person | £4,500 |
| 11 - 15 Oct 2027 | Houston, United States | In person | £4,500 |
| 11 - 15 Oct 2027 | Istanbul, Turkey | In person | £4,500 |
| 11 - 15 Oct 2027 | Jakarta, Indonesia | In person | £4,500 |
| 11 - 15 Oct 2027 | Jeddah, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Jubail, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Khamis Mushait, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Kigali, Rwanda | In person | £4,500 |
| 11 - 15 Oct 2027 | Kuala Lumpur, Malaysia | In person | £4,500 |
| 11 - 15 Oct 2027 | Lisbon, Portugal | In person | £4,500 |
| 11 - 15 Oct 2027 | Liverpool, United Kingdom | In person | £4,500 |
| 11 - 15 Oct 2027 | London, United Kingdom | In person | £4,500 |
| 11 - 15 Oct 2027 | Los Angeles, United States | In person | £4,500 |
| 11 - 15 Oct 2027 | Luanda, Angola | In person | £4,500 |
| 11 - 15 Oct 2027 | Madrid, Spain | In person | £4,500 |
| 11 - 15 Oct 2027 | Manama, Bahrain | In person | £4,500 |
| 11 - 15 Oct 2027 | Marbella, Spain | In person | £4,500 |
| 11 - 15 Oct 2027 | Marrakech, Morocco | In person | £4,500 |
| 11 - 15 Oct 2027 | Miami, United States | In person | £4,500 |
| 11 - 15 Oct 2027 | Milan, Italy | In person | £4,500 |
| 11 - 15 Oct 2027 | Munich, Germany | In person | £4,500 |
| 11 - 15 Oct 2027 | Muscat, Oman | In person | £4,500 |
| 11 - 15 Oct 2027 | Nairobi, Kenya | In person | £4,500 |
| 11 - 15 Oct 2027 | New York, United States | In person | £4,500 |

| Dates | Venue | Format | Fee |
|---|---|---|---|
| 11 - 15 Oct 2027 | Nice, France | In person | £4,500 |
| 11 - 15 Oct 2027 | Nouakchott, Mauritania | In person | £4,500 |
| 11 - 15 Oct 2027 | Oslo, Norway | In person | £4,500 |
| 11 - 15 Oct 2027 | Paris, France | In person | £4,500 |
| 11 - 15 Oct 2027 | Port Louis, Mauritius | In person | £4,500 |
| 11 - 15 Oct 2027 | Prague, Czech Republic | In person | £4,500 |
| 11 - 15 Oct 2027 | Pretoria, South Africa | In person | £4,500 |
| 11 - 15 Oct 2027 | Riyadh, Saudi Arabia | In person | £4,500 |
| 11 - 15 Oct 2027 | Rome, Italy | In person | £4,500 |
| 11 - 15 Oct 2027 | Sarajevo, Bosnia and Herzegovina | In person | £4,500 |
| 11 - 15 Oct 2027 | Sharm El Sheikh, Egypt | In person | £4,500 |
| 11 - 15 Oct 2027 | Singapore | In person | £4,500 |
| 11 - 15 Oct 2027 | Stockholm, Sweden | In person | £4,500 |
| 11 - 15 Oct 2027 | Tokyo, Japan | In person | £4,500 |
| 11 - 15 Oct 2027 | Toronto, Canada | In person | £4,500 |
| 11 - 15 Oct 2027 | Tromso, Norway | In person | £4,500 |
| 11 - 15 Oct 2027 | Vienna, Austria | In person | £4,500 |
| 11 - 15 Oct 2027 | Zagreb, Croatia | In person | £4,500 |
| 11 - 15 Oct 2027 | Zurich, Switzerland | In person | £4,500 |
| 11 - 15 Oct 2027 | Online, Virtual | Online | £4,500 |

## Certificate

Attendees who successfully complete the Revenue Accounting & Interest Owner Distribution Training Course receive a Certificate of Completion from Institute For Oil & Gas Training.

The certificate is issued upon completion of the full course and requires attendance throughout the programme. Participants are expected to engage with the course activities, practical exercises and professional discussions included in the programme.