Advanced Utility Tariff Design and Financial Modeling Course

8 – 12 August 2027
Nairobi

AGILE LEADERS
Training Center

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Ref: 1048_177314 **Date:** 8 – 12 August 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Advanced Utility Tariff Design and Financial Modeling Course is a one-week advanced course for regulatory finance teams, tariff analysts, commercial managers, economists, infrastructure planners, and modelers, who leave with a Utility Tariff Decision Model. Participants build revenue requirements, allocate costs, model demand, design rate structures, test affordability and cross-subsidy effects, apply indexation, and govern scenarios and evidence. Agile Leaders Training Center develops utility tariff design and financial modeling capability.

Who Should Attend

- Regulatory finance teams responsible for revenue requirements, returns, and tariff submissions
- Tariff analysis teams responsible for cost allocation, customer classes, and rate structures
- Commercial teams responsible for revenue adequacy, demand assumptions, and customer impacts
- Economic analysis teams responsible for affordability, subsidy, and incentive evidence
- Infrastructure planning teams responsible for investment, service demand, and financial sustainability

The course assumes participants can interpret financial statements and spreadsheet models, and it leaves introductory accounting and project-finance structuring outside its scope.

Departments and Industries

The course supports organizations that set, analyze, fund, or review tariffs for infrastructure services.

- Regulatory finance, tariff strategy, economics, and commercial planning
- Financial modeling, asset management, revenue assurance, and stakeholder affairs
- Electricity, water, gas, district energy, and waste services
- Transport infrastructure, ports, telecommunications, and public utilities
- Investment advisory, engineering, audit, and infrastructure consulting

Learning Objectives

By the end of this course, participants will be able to:

- Build a governed tariff financial model and evidence chain
- Analyze revenue requirements, assets, costs, returns, and demand
- Apply cost-of-service allocation across customer classes
- Evaluate tariff structures, affordability, and cross-subsidy effects
- Compare indexation, adjustment, and scenario outcomes
- Diagnose revenue adequacy, model risk, and stakeholder evidence

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Course Agenda

Day 1: Tariff Objectives and Model Governance

- Tariff Objective and Tradeoff Matrix
- Price-Setting and Tariff-Design Process Map
- Tariff Model Architecture and Control Sheet
- Assumption, Source, and Ownership Register
- Stakeholder Evidence and Decision-Rights Matrix

Day 2: Revenue Requirement Modeling

- Operating Cost and Efficiency Allowance Schedule
- Asset Value, Depreciation, and Return Model
- Demand, Load, and Consumption Forecast Driver Set
- Annual Revenue Requirement Reconciliation
- Revenue Adequacy and Financing Constraint Test

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Day 3: Cost Allocation and Customer Classes

- Cost Functionalization and Classification Map
- Fixed, Variable, Capacity, and Commodity Cost Matrix
- Customer Class and Usage Profile Framework
- Cost-of-Service Allocation Model
- Cross-Subsidy and Cost-Reflectivity Diagnostic

Day 4: Structures, Adjustments, and Scenarios

- Fixed, Volumetric, Demand, and Block Rate Design Grid
- Time-of-Use and Peak-Cost Structure Model
- Affordability, Bill Impact, and Glide-Path Analysis
- Indexation and Tariff Adjustment Formula
- Scenario, Sensitivity, and Model Assurance Dashboard

Day 5: Tariff Decision Practice

- Exercise: Build a Revenue Requirement Schedule
- Exercise: Allocate Costs to Customer Classes
- Exercise: Design and Test a Tariff Structure
- Exercise: Evaluate Affordability and Indexation Scenarios
- Capstone Exercise: Utility Tariff Decision Model

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Practical Exercises

The course uses suggested activities that connect financial assumptions, service costs, customer impacts, and governed tariff decisions.

- Suggested activity: reconcile operating costs, assets, depreciation, returns, and demand
- Suggested activity: allocate service costs across customer classes and charges
- Suggested activity: compare bill impacts and cross-subsidy effects across structures
- Suggested activity: defend a tariff recommendation under alternative scenarios

FAQs

Who suits advanced utility tariff design and financial modeling training?

Regulatory finance teams, tariff analysts, commercial managers, economists, infrastructure planners, and modelers suit the training. Participants should already interpret financial statements and spreadsheet models.

How does utility tariff design differ from general pricing training?

Utility tariff design connects revenue requirements, service costs, customer classes, demand patterns, affordability, and formal adjustment mechanisms. General pricing training concentrates on market positioning, customer value, and commercial price decisions.

How is a utility revenue requirement modeled?

A utility revenue requirement combines allowed operating costs, depreciation, asset-related returns, and other defined funding needs, then reconciles them with demand and recovery assumptions.

Why test affordability and cross-subsidy in tariff design?

Affordability and cross-subsidy tests show how cost recovery is distributed among customer classes. They make bill impacts, policy choices, and departures from cost reflectivity visible for decision review.

Conclusion

Participants take back a Utility Tariff Decision Model containing revenue requirements, cost allocations, demand drivers, rate structures, bill impacts, indexation formulas, scenarios, controls, and an evidence register. It makes tariff recommendations traceable to financial and service assumptions. Teams can use it to test recovery, customer impacts, and adjustment choices.