

# Retail Electricity Deal Structuring and Risk Management Training Course

8 – 12 August 2027
Nairobi

AGILE LEADERS
Training Center

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**Ref:** 1850_238428 **Date:** 8 – 12 August 2027 **Location:** Nairobi **Fees:** 4500 Euro

## Overview

Retail Electricity Deal Structuring and Risk Management Training Course is a one-week advanced course for electricity retailers, utilities, traders, commercial teams, risk analysts, contract professionals, and corporate buyers who leave with a Retail Electricity Deal Book. Participants connect retail electricity pricing, load profiles, contract structures, hedge design, credit controls, scenario valuation, approval, capture, and monitoring. The course turns fragmented assumptions into traceable commercial decisions without offering investment advice or profit promises. Agile Leaders Training Center develops retail electricity deal structuring and risk management capability.

## Who Should Attend

- Functions responsible for electricity retail products, pricing, and portfolio decisions
- Teams responsible for power procurement, trading, hedging, and market exposure
- Functions responsible for commercial contracts, requests for proposals, and deal approvals
- Teams responsible for credit, collateral, risk limits, and performance monitoring
- Corporate buying functions responsible for electricity supply and power purchase agreements

The course assumes participants work with electricity supply, commercial pricing, contracts, risk, or customer portfolios and leaves out dispatch engineering, legal advice, and speculative trading recommendations.

## Departments and Industries

The course supports departments and industries that buy, sell, structure, or govern retail electricity transactions.

- Electricity retail, utility commercial, trading, and portfolio functions
- Finance, treasury, credit, risk, legal, and contract functions
- Manufacturing, data center, property, and infrastructure power buyers
- Renewable energy, storage, generation, and energy service organizations
- Procurement, sustainability, and corporate energy management teams

## Learning Objectives

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

- Analyze market, load, customer, and migration exposures.
- Build retail product and full-requirements contract structures.
- Apply pricing, hedge, credit, and collateral controls.
- Evaluate power purchase agreement and request-for-proposal terms.
- Compare intrinsic, scenario, and real-options valuation views.
- Prioritize deal approval, capture, monitoring, and review actions.

## Course Agenda

### Day 1: Map Markets, Loads, and Customer Exposure

- Wholesale-to-Retail Electricity Value Chain Map
- Day-Ahead and Real-Time Price Exposure Matrix
- Customer Load Profile and Shape Analysis
- Switching and Migration Risk Scenario Tree
- Retail Product Boundary and Assumption Register

### Day 2: Structure Retail Supply Products

- Full-Requirements Contract Architecture
- Fixed, Indexed, and Hybrid Pricing Comparison
- Energy, Capacity, Network, and Service Cost Stack
- Volume Tolerance and Load-Following Clause Matrix
- Request-for-Proposal Response and Term Sheet Template

### Day 3: Design Hedge and Credit Controls

- Load-to-Hedge Mapping Method
- Forward, Swap, and Option Payoff Diagram
- Basis, Shape, Volume, and Congestion Risk Register
- Counterparty Credit and Collateral Threshold Matrix
- Hedge Effectiveness and Residual Exposure Dashboard

### Day 4: Value, Approve, and Capture Deals

- Scenario Valuation and Sensitivity Model
- Intrinsic Value and Real-Options Decision Comparison
- Power Purchase Agreement Risk Allocation Checklist
- Commercial Deal Approval Memorandum
- Deal Capture, Confirmation, and Control Workflow

## Day 5: Practice Retail Deal Decisions

- Suggested Exercise: Diagnose a Customer Load and Migration Case
- Suggested Exercise: Build a Retail Pricing Cost Stack
- Suggested Exercise: Select Hedge and Credit Controls
- Suggested Exercise: Review a Power Purchase Agreement Scenario
- Capstone Exercise: Retail Electricity Deal Book

## Practical Exercises

The course uses suggested activities to connect customer demand, market exposure, contract terms, controls, and approval decisions.

- Suggested activity: segment industrial and commercial load profiles and document shape and volume risks.
- Suggested activity: compare fixed, indexed, and hybrid offers through price and migration scenarios.
- Suggested activity: create a hedge and collateral control set for a proposed supply transaction.
- Suggested activity: prepare a deal approval memorandum with valuation ranges, risks, controls, and monitoring triggers.

## FAQs

### Who suits retail electricity deal structuring and risk management training, and what does it assume?

Retail electricity deal structuring and risk management training suits commercial, trading, procurement, finance, credit, contract, and risk professionals. It assumes practical exposure to electricity supply, customer demand, pricing, contracts, or portfolio decisions.

### How does retail electricity deal structuring differ from general electricity market training?

Retail electricity deal structuring centers customer load, product architecture, price components, contract terms, hedge and credit controls, valuation, approval, and monitoring. General electricity market training usually emphasizes market design, dispatch, regulation, or system operations.

### What drives retail electricity pricing risk?

Retail electricity pricing risk arises from wholesale price changes, load shape, volume variation, customer migration, basis and congestion exposure, network and service costs, credit conditions, contract flexibility, and mismatch between customer obligations and hedges.

## How are full-requirements electricity contracts evaluated?

Full-requirements electricity contracts are evaluated through load forecasts, tolerance bands, cost stacks, price formulas, pass-through terms, switching assumptions, credit support, hedge coverage, scenario results, operational controls, and monitoring triggers.

## What should a retail electricity deal approval contain?

A retail electricity deal approval should state assumptions, product structure, valuation range, load and price exposures, contract exceptions, hedge strategy, credit and collateral controls, authorities, capture requirements, limits, and review triggers.

## Conclusion

Participants take back a Retail Electricity Deal Book. It combines exposure maps, load analysis, product terms, pricing stacks, hedge and credit controls, scenario valuation, approval records, capture workflows, and monitoring triggers. The deal book changes fragmented commercial assumptions into traceable decisions across retail offer design, transaction approval, and portfolio review.