



COURSE OVERVIEW FM0675 **Financial Acumen in Power Sector**

Course Title

Financial Acumen in Power Sector

Course Date/Venue

July 21-25, 2025/Glasshouse Meeting Room,
Grand Millennium Al Wahda Hotel, Abu
Dhabi, UAE

Course Reference

FM0675

Course Duration/Credits

Five days/3.0 CEUs/30 PDHs

Course Description



This practical and highly-interactive course includes various practical sessions and exercises. Theory learnt will be applied using "MS-Excel" application.



This course is designed to provide participants with a detailed and up-to-date overview of Financial Acumen in Power Sector. It covers the key financial statements and assets and liabilities; the revenue recognition, expense management and cash flow analysis; the financial ratios, budgeting principles and framework and capital budgeting in power projects; the operating budget preparation, cost control and cost management including forecasting and financial modelling; and the budget review and performance monitoring as well as financial analysis for investment decisions.



During this interactive course, participants will learn the cost of capital, financing strategies in the power sector, risk assessment and mitigation; the economic value added (EVA), value creation, business case development and strategic role of finance in utilities; the performance management and scorecards, corporate governance and internal controls as well as regulatory financial reporting; the sustainability and financial impact, strategic decision-making tools, utility tariff structures and financial impact; and the benchmarking and financial best practices, financial audits and assurance activities.



Course Objectives

Upon the successful completion of this course, each participant will be able to:-

- Apply and gain a good working knowledge on financial acumen
- Discuss financial acumen in power sector, key financial statements and assets and liabilities
- Carryout revenue recognition and expense management and cash flow analysis
- Recognize financial ratios, budgeting principles and framework and capital budgeting in power projects
- Apply operating budget preparation, cost control and cost management including forecasting and financial modeling
- Employ budget review and performance monitoring as well as financial analysis for investment decisions
- Identify the cost of capital and apply financing strategies in the power sector including risk assessment and mitigation
- Discuss economic value added (EVA) and value creation, business case development and strategic role of finance in utilities
- Apply performance management and scorecards, corporate governance and internal controls as well as regulatory financial reporting
- Discuss sustainability and financial impact and recognize strategic decision-making tools, utility tariff structures and financial impact
- Apply benchmarking and financial best practices, financial audits and assurance activities

Exclusive Smart Training Kit - H-STK®



*Participants of this course will receive the exclusive “Haward Smart Training Kit” (H-STK®). The H-STK® consists of a comprehensive set of technical content which includes **electronic version** of the course materials conveniently saved in a **Tablet PC**.*

Who Should Attend

This course provides an overview of all significant aspects and considerations of financial acumen in power sector for senior and mid-level managers, project managers and engineers, finance and accounting professionals, regulatory and policy professionals, investment and risk analysts, procurement and commercial teams and other technical staff.

Accommodation


Accommodation is not included in the course fees. However, any accommodation required can be arranged at the time of booking.

Course Certificate(s)


Internationally recognized certificates will be issued to all participants of the course who completed a minimum of 80% of the total tuition hours

Certificate Accreditations

Haward's Certificates are accredited by the following international accreditation organizations:

-  British Accreditation Council (BAC)

Haward Technology is accredited by the **British Accreditation Council** for **Independent Further and Higher Education** as an **International Centre**. Haward's certificates are internationally recognized and accredited by the British Accreditation Council (BAC). BAC is the British accrediting body responsible for setting standards within independent further and higher education sector in the UK and overseas. As a BAC-accredited international centre, Haward Technology meets all of the international higher education criteria and standards set by BAC.

-  The International Accreditors for Continuing Education and Training (IACET - USA)

Haward Technology is an Authorized Training Provider by the International Accreditors for Continuing Education and Training (IACET), 2201 Cooperative Way, Suite 600, Herndon, VA 20171, USA. In obtaining this authority, Haward Technology has demonstrated that it complies with the **ANSI/IACET 2018-1 Standard** which is widely recognized as the standard of good practice internationally. As a result of our Authorized Provider membership status, Haward Technology is authorized to offer IACET CEUs for its programs that qualify under the **ANSI/IACET 2018-1 Standard**.

Haward Technology's courses meet the professional certification and continuing education requirements for participants seeking **Continuing Education Units** (CEUs) in accordance with the rules & regulations of the International Accreditors for Continuing Education & Training (IACET). IACET is an international authority that evaluates programs according to strict, research-based criteria and guidelines. The CEU is an internationally accepted uniform unit of measurement in qualified courses of continuing education.

Haward Technology Middle East will award **3.0 CEUs** (Continuing Education Units) or **30 PDHs** (Professional Development Hours) for participants who completed the total tuition hours of this program. One CEU is equivalent to ten Professional Development Hours (PDHs) or ten contact hours of the participation in and completion of Haward Technology programs. A permanent record of a participant's involvement and awarding of CEU will be maintained by Haward Technology. Haward Technology will provide a copy of the participant's CEU and PDH Transcript of Records upon request.

Course Fee

US\$ 5,500 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Instructor(s)

This course will be conducted by the following instructor(s). However, we have the right to change the course instructor(s) prior to the course date and inform participants accordingly:



Mr. Mike Taylor, PhD (on-going), MScLI, MBA, MBL, BSc, HDE, is a **Senior Finance & Management Consultant** with over **25 years** of experience in **Power & Water Utilities, Other Energy** Sectors and **Financial** industries. His expertise lies extensively in the areas of **Finance Budgeting, Budgeting, Forecasting & Planning, Budgeting** and **Cost Control, Finance & Budgeting Process & Procedures, Effective Budgeting & Cost Control, Project Financial Data, Financial Indicators, Financial Leverage, Discounted Cash Flows, Economic Cost Analysis, Equity Profitability Analysis, Financial Modelling & Forecasting, Financial Analysis Techniques, Financial Data Analysis Concepts & Process,**

Credit Analysis, Financial & Accounting Management, Financial Planning Techniques, Vendor Invoice Processing & Management, Evaluating Cost & Revenue, Budgeting & Cost Control and Marketing Management, Project Quality Management, Quality Control & Site Inspection, Project Quality Plan, Construction Quality Management, Material Management & Project Turnover, Project Risk Management, Risk Identification Tools & Techniques, Project Life Cycle, Project Stakeholder & Governance, Project Management Processes, Project Integration Management, Project Management Plan, Project Work Monitoring & Control, Project Scope Management, Project Time Management, Project Cost Management, Project Quality Management, Quality Assurance, Project Human Resource Management, Project Communications Management, Project Planning, Scheduling & Cost Control Professional, Project Scheduling & Cost Control, Facilitation & Leadership Skills, Coaching, Human Resource Development, Psychometric Testing, Career Development & Competence, Succession Planning, Self-Development & Empowerment, Personal Learning Needs Identification, Data Quality Control, Data Quality Assessment, Data Quality Planning, Data Quality Strategy Management, Customer Management. Further, he is also well-versed in. **Leadership Skills, Presentation Skills, Negotiation Skills, Decision Making Skills, Communication Skills, Emotional Intelligence, Performance Management, Contract Management, Quality Management, Commercial Strategy, Project Management, Risk Management, Leadership & Business Management, Human Resource Management, Planning, Budgeting & Cost Control, Business Development, Innovation, Sales Strategy and Knowledge & Intangible Asset Assessment Design.** Mr. Taylor is the **Founder & CEO** of Mitakon Innovation Pty Ltd wherein he is responsible for the development of Executives & Senior Managers specializing in innovation, knowledge management and commercial negotiation as well as authored, implemented and executed a global 21st century facilitation and leadership methodology.

During his career life, Mr. Taylor has gained his practical and field experience through his various significant positions and dedication as the **Knowledge-Solutions Service Provider, Founder-Principal/CIO, Subject Matter Expert, Consulting Partner, Executive/Management Development Facilitator, Multinational/Corporate Senior Management Consultant, Senior Quality & Finance Management Consultant, Executive Management Development/Facilitator, Business Consultant/Facilitator, Business & Quality Consultant/Coach, Client Director, Administration Manager, Quality Manager, International Sales & Business Development Executive, Regional Sales Manager, National Key Accounts Manager, Commercial Sales & Marketing Consultant, Admin Assistant, Sales & Marketing Representative, Key Note Speaker, Lecturer and Instructor/Trainer** for various international companies such as the Highland Group (Business Consulting), **Anglo American, BHP Billiton, Rio Tinto, DI Management Solutions (BPO), Master Deal Making Institute (MDMI), RMG/Contact Media & Communications, Paul Dinsdale Properties (PDP), Giant Leap Architects, Wise Capital Investments (HOD), Evolution® Advertising, Collaborative Xchange, Leatt Corporation, Dentsply SA, FMCG/Binzagr Company, Unilever, Kellogg's, BAT, Hershey's, CORO, Lilly Direct/Lennon Generics and Bausch & Lomb.**

Mr. Taylor has **Master's** degree in **Leadership & Innovation, Business Administration** and **Business Leadership** as well as a **Bachelor** degree in **Physical Education** and pursuing **PhD** in **Global Governance & Energy Policy.** Further, he is a **Certified Instructor/Trainer, Certified Internal Verifier/Trainer/Assessor** by the **Institute of Leadership & Management (ILM)** and a member of **Incremental Advantage, Da Vinci Institute, Black Management Forum, Institute of Directors (IOD), World Future Society (WFS), Social Science Research Network, University of Kwazulu Natal (Alumnus), Anthropology & Archaeology Research Network and National Research Foundation (NRF).** He has further delivered numerous trainings, courses, workshops, seminars and conferences globally.

Training Methodology

All our Courses are including **Hands-on Practical Sessions** using equipment, State-of-the-Art Simulators, Drawings, Case Studies, Videos and Exercises. The courses include the following training methodologies as a percentage of the total tuition hours:-

30% Lectures
 20% Practical Workshops & Work Presentations
 30% Hands-on Practical Exercises & Case Studies
 20% Simulators (Hardware & Software) & Videos

In an unlikely event, the course instructor may modify the above training methodology before or during the course for technical reasons.

Course Program

The following program is planned for this course. However, the course instructor(s) may modify this program before or during the workshop for technical reasons with no prior notice to participants. Nevertheless, the course objectives will always be met:

Day 1: Monday, 21st of July 2025

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	PRE-TEST
0830 – 0930	Introduction to Financial Acumen in Power Sector Definition and Importance • Role in Decision-Making • Common Financial Challenges in Utilities • Case Example from Energy Sector
0930 – 0945	Break
0945 – 1030	Key Financial Statements Overview Balance Sheet: Structure and Meaning • Income Statement: Revenues and Costs • Cash Flow Statement: Operations, Investing, Financing • Linking the Three Statements
1030 – 1130	Understanding Assets & Liabilities Current versus Non-Current Assets/Liabilities • Depreciation and Amortization • Asset Management in Utility Infrastructure • Capitalization Policies
1130 – 1215	Revenue Recognition & Expense Management Power Sector Revenue Cycles • Operating versus Capital Expenses • Matching Principles • Cost Allocation Approaches
1215 – 1230	Break
1230 – 1330	Cash Flow Analysis Cash Flow from Operations • Cash Flow Forecasting • Free Cash Flow and its Strategic Relevance • Cash versus Profit
1330 – 1420	Fundamental Financial Ratios Liquidity Ratios (e.g., Current Ratio, Quick Ratio) • Profitability Ratios (e.g., Net Margin, ROE) • Efficiency Ratios (e.g., Asset Turnover) • Solvency Ratios (e.g., Debt/Equity)
1420 – 1430	Recap Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow
1430	Lunch & End of Day One

Day 2: Tuesday, 22nd of July 2025

0730 – 0830	Budgeting Principles & Framework <i>Strategic versus Operational Budgeting • Bottom-up versus Top-Down Approaches • Rolling Forecasts • Budget Cycle Stages</i>
0830 – 0930	Capital Budgeting in Power Projects <i>CAPEX and OPEX Distinctions • Net Present Value (NPV) and IRR • Payback Period and Cost-Benefit Analysis • Risk-Adjusted Discount Rates</i>
0930 – 0945	Break
0945 – 1100	Operating Budget Preparation <i>Revenue Forecasting • Cost Estimation Methods • Variance Analysis • Utility-Specific Budgeting Considerations</i>
1100 – 1215	Cost Control & Cost Management <i>Fixed versus Variable Costs • Cost Centers and Accountability • Activity-Based Costing (ABC) • Cost Reduction Strategies</i>
1215 – 1230	Break
1230 – 1330	Forecasting & Financial Modeling <i>Time-Series Analysis • Scenario Planning • Sensitivity Analysis • Spreadsheet Modeling Basics</i>
1330 – 1420	Budget Review & Performance Monitoring <i>KPIs for Budget Control • Variance Tracking and Root Cause Analysis • Mid-Year Budget Adjustments • Dashboard Reporting Tools</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	Lunch & End of Day Two

Day 3: Wednesday, 23rd of July 2025

0730 – 0830	Financial Analysis for Investment Decisions <i>Investment Evaluation Steps • Strategic Alignment of Investments • ROI versus NPV Comparison • Application in Transmission Infrastructure</i>
0830 – 0930	Understanding the Cost of Capital <i>Weighted Average Cost of Capital (WACC) • Debt versus Equity Financing • Impact on Investment Evaluation • Risk and Return Trade-offs</i>
0930 – 0945	Break
0945 – 1100	Financing Strategies in the Power Sector <i>Project Finance Structures • Loan Covenants and Bond Issuance • Public-Private Partnerships • Green Financing and Sustainability Funds</i>
1100 – 1215	Risk Assessment and Mitigation <i>Financial Risk Categories • Techniques to Mitigate Project Risks • Hedging and Insurance • Regulatory and Tariff Risks</i>
1215 – 1230	Break
1230 – 1330	Economic Value Added (EVA) & Value Creation <i>EVA Concept and Calculation • Application in Project Appraisal • Utility-Specific Value Drivers • Enhancing Shareholder Value</i>
1330 – 1420	Business Case Development <i>Key Elements of a Compelling Case • Financial Justification of Projects • Presenting Assumptions and ROI • Review and Approval Process</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	Lunch & End of Day Three

Day 4: Thursday, 24th of July 2025

0730 – 0830	Strategic Role of Finance in Utilities <i>Aligning Finance with Business Strategy • Long-Term Financial Planning • Role in Resource Allocation • Strategic Cost Management</i>
0830 – 0930	Performance Management & Scorecards <i>Balanced Scorecard (BSC) • Linking Strategy to Financial KPIs • Target Setting and Benchmarking • Case Study: BSC in Power Utilities</i>
0930 – 0945	Break
0945 – 1100	Corporate Governance & Internal Controls <i>Governance Structure and Roles • Importance of Internal Controls • SOX Compliance Overview • Audit and Assurance Role</i>
1100 – 1215	Regulatory Financial Reporting <i>Regulatory Framework in Power Sector • Tariff-Related Reporting • IFRS Standards Overview • Financial Disclosures and Compliance</i>
1215 – 1230	Break
1230 – 1330	Sustainability & Financial Impact <i>ESG (Environmental, Social, Governance) in Finance • Carbon Accounting and Reporting • Long-Term Asset Valuation and Climate Risk • Financing Renewable Energy Investments</i>
1330 – 1420	Strategic Decision-Making Tools <i>SWOT and Financial Analysis Integration • Cost-Volume-Profit (CVP) Analysis • Make or Buy Analysis • Strategic Financial Dashboards</i>
1420 – 1430	Recap <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Topics that were Discussed Today and Advise Them of the Topics to be Discussed Tomorrow</i>
1430	Lunch & End of Day Four

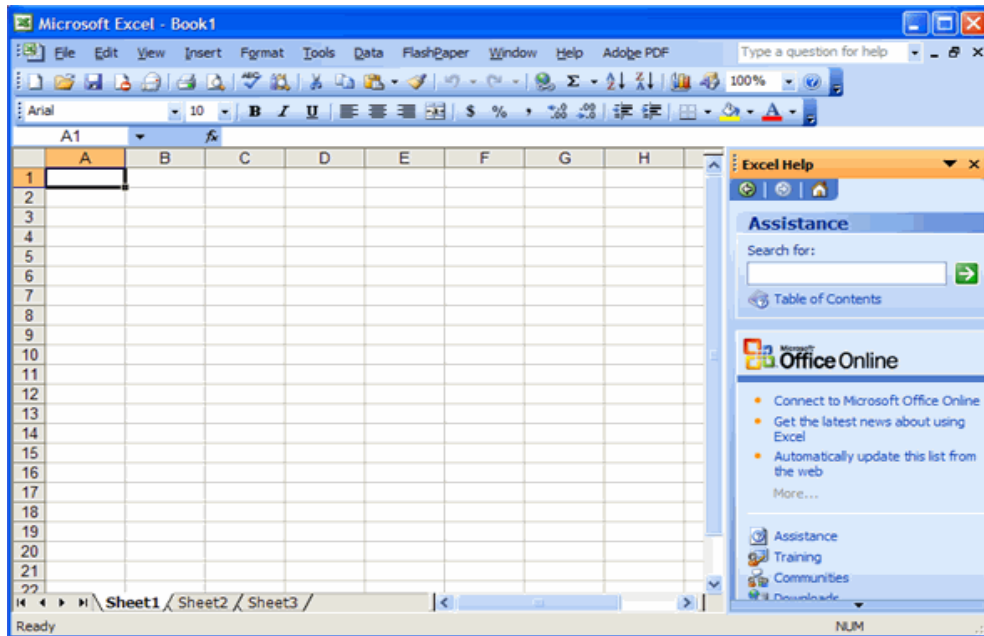
Day 5: Friday, 25th of July 2025

0730 – 0830	Utility Tariff Structures & Financial Impact <i>Types of Tariffs (Fixed, Variable, TOU) • Regulatory Pricing Mechanisms • Revenue Requirement Model • Tariff Adjustment Process</i>
0830 – 0930	Benchmarking & Financial Best Practices <i>Peer Comparison in Energy Sector • Global KPIs for Power Utilities • Financial Efficiency Metrics • Continuous Improvement Tools</i>
0930 – 0945	Break
0945 – 1100	Financial Audits & Assurance Activities <i>Types of Financial Audits • Audit Planning and Execution • Audit Findings and Corrective Actions • Role of Finance in Audit Readiness</i>
1100 – 1215	Financial Case Study Workshop <i>Real-World Utility Project Analysis • Apply Budgeting and Forecasting Tools • Risk and Return Evaluation • Team Presentations and Feedback</i>
1215 – 1230	Break
1230 – 1345	Excel for Finance Professionals <i>Key Financial Formulas and Tools • Budgeting Templates • Dashboards and Pivot Tables • Graphical Presentation of Financials</i>
1345 – 1400	Course Conclusion <i>Using this Course Overview, the Instructor(s) will Brief Participants about Topics that were Covered During the Course</i>
1400 – 1415	POST-TEST
1415 – 1430	Presentation of Course Certificates
1430	Lunch & End of Course



Simulator (Hands-on Practical Sessions)

Practical sessions will be organized during the course for delegates to practice the theory learnt. Delegates will be provided with an opportunity to carryout various exercises using “MS-Excel” application.



MS-Excel

Course Coordinator

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