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# International Financial Management for Power Utilities: Cash Cycle and LUKU Receivables Course

2 – 13 November 2026
Dubai (UAE)

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**International Financial Management for Power Utilities: Cash Cycle and LUKU Receivables Course**

**Ref:** 36_361334 **Date:** 2 – 13 November 2026 **Location:** Dubai (UAE) **Fees:** 7600 GBP

## Introduction:

International financial management for power utilities, centred on the cash cycle and LUKU receivables, is the work of recognising, collecting, reporting and forecasting electricity sales cash; LUKU is a prepaid electricity metering, token vending and collection system. This 2-week course is for finance, billing, collections, credit control, treasury and audit professionals in power utilities, and its final deliverable is a cash cycle and receivables improvement plan for their own organisation. It is taught at intermediate to advanced practitioner level through a modelling build and applies IFRS 15 Revenue from Contracts with Customers, the international standard for recognising sales revenue.

## Course Objectives:

- Define the stages of the utility revenue cycle and explain how LUKU prepaid vending changes the timing of customer cash
- Distinguish unearned revenue from recognised revenue under IFRS 15 when accounting for prepaid token sales
- Apply the IFRS 9 expected credit loss model and ageing analysis to measure and provision utility receivables
- Compare collection efficiency with billing efficiency, and technical with non-technical losses, to locate where cash is lost
- Interpret the cash conversion cycle, days sales outstanding and a thirteen-week cash forecast to manage working capital
- Justify a collection strategy, control set and KPI pack for government, large-customer and residential accounts

## Target Audience:

- Finance and accounting professionals who prepare utility financial statements, deciding how prepaid and postpaid revenue and receivables are recognised and provisioned
- Revenue, collections and credit control staff who pursue customer debt, choosing which accounts, payment plans and recovery actions to prioritise
- Billing, vending and customer accounts staff who maintain billing and token sales records, judging whether data and reconciliations are reliable enough to report
- Treasury and cash management staff who forecast daily liquidity, deciding how collection timing shapes supplier payments and short-term funding
- Internal audit and revenue protection staff who test controls over cash and meters, judging where losses, theft or vending fraud are most likely
- Finance professionals who compile collection performance reports, selecting which KPIs and corrective actions to put forward

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## Course Outline:

### Day 1: Power Utility Finance Foundations: Value Chain, Revenue Cycle and Cash Cycle

- Generation, Transmission and Distribution Finance: Where Revenue and Cost Arise in Utilities
- Utility Revenue Cycle: Metering, Billing, Vending, Collection and Cash Banking Stages
- Postpaid Billing vs Prepaid Metering: Credit Exposure and Timing of Customer Cash
- LUKU Prepaid Electricity System: Metering, Token Vending and Collection Flow Explained
- Tariff Structures and Customer Classes: Energy, Demand and Fixed Charge Components

### Day 2: International Reporting Standards for Utilities: IFRS Revenue, Receivables and Statements

- IFRS 15 Revenue From Contracts With Customers: Recognising Electricity Sales Revenue
- Unearned Revenue vs Recognised Revenue: Accounting for Unused Prepaid Token Credit
- IFRS 9 Expected Credit Loss Model: Impairment of Utility Trade Receivables
- Utility Statement of Financial Position: Receivables, Deposits and Customer Liabilities
- Statement of Cash Flows: Operating Cash From Billing and Vending Receipts

### Day 3: Applying Receivables Management and Collection Methods in Utilities

- Accounts Receivable Ageing Analysis: Bucketing Utility Debt by Customer Class
- Credit Control Policy for Postpaid Accounts: Deposits, Reminders and Disconnection Steps
- Collection Efficiency vs Billing Efficiency: Measuring Cash Collected Against Energy Billed
- Postpaid-to-Prepaid Migration: Recovering Legacy Arrears Through Token Purchase Deductions
- Payment Channels and Agents: Banks, Mobile Money and Vendor Network Settlement

### Day 4: Tools, Systems and Data: Vending Platforms, Billing Data and Reconciliation

- STS Standard Transfer Specification Tokens: How Prepaid Credit Moves to Meters
- Vending Reconciliation: Matching Token Sales, Vendor Remittances and Bank Deposits
- Billing System vs Vending System Data: Customer Master Record Consistency Checks
- Vendor and Agent Commission Accounting: Accruals, Settlement Terms and Cut-Off Rules
- Spreadsheet Receivables Dashboard: Building Ageing, Collection and Vending Data Views

### Day 5: Case Study: Guided Week-One Review of a Utility Revenue and Receivables Position

- Case Utility Data Pack: Reviewing Billing, Vending and Receivables Ledgers
- Case Revenue Recognition Review: Applying IFRS 15 to Prepaid and Postpaid Sales
- Case Expected Credit Loss Estimate: Provision Matrix Built From Ageing Data
- Case Vending Reconciliation: Tracing Unremitted Vendor Cash and Token Exceptions
- Prepaid vs Postpaid Segment Comparison: Week-One Findings Memo on Collection Gaps

## Day 6: Advanced Working Capital: Cash Conversion Cycle and Cash Forecasting

- Cash Conversion Cycle for Utilities: Days Sales Outstanding, Payables and Inventory Days
- Days Sales Outstanding vs Collection Period: Adjusting for Prepaid Revenue Mix
- Thirteen-Week Cash Flow Forecast: Weekly Receipts From Billing and Token Sales
- Power Purchase and Fuel Payables: Aligning Supplier Payment Terms With Collections
- Liquidity Buffers and Short-Term Funding: Overdrafts, Receivables Financing and Treasury Limits

## Day 7: Risk, Controls and Revenue Protection: Losses, Theft and Vending Fraud

- Technical vs Non-Technical Losses: Separating Network Losses From Commercial Losses
- Aggregate Technical and Commercial Losses: Measuring Energy Not Converted Into Cash
- Meter Tampering and Bypass Detection: Revenue Protection Inspections and Data Analytics
- Internal Control Matrix for the Revenue Cycle: Segregation of Duties and Approvals
- Vending Fraud Red Flags: Credit Token Misuse, Unauthorised Vendors and Cash Shortfalls

## Day 8: Stakeholders and Communication: Government Arrears, Large Customers and Payment Arrangements

- Government and Public Entity Arrears: Netting, Budget Allocations and Payment Plans
- Large Industrial vs Residential Customers: Differentiated Collection Strategies and Account Management
- Payment Arrangement Agreements: Instalment Terms, Security and Default Triggers
- Customer Communication for Prepaid Adoption: Explaining Tokens, Tariffs and Vending Points
- Reporting to Boards and Lenders: Receivables Disclosures and Covenant Compliance Statements

## Day 9: Measurement and Improvement: Revenue Cycle KPIs, Benchmarking and Management Reporting

- Revenue Cycle KPI Set: Collection Efficiency, DSO, Arrears Ratio and Vending Uptime
- Leading vs Lagging Indicators: Early Warning Signals in Collection Performance
- Utility Benchmarking: Comparing Collection and Loss Ratios Across Peer Utilities
- Monthly Management Report Pack: Cash, Receivables and Revenue Protection Commentary
- Plan-Do-Check-Act Improvement Cycle: Targeting Root Causes of Collection Shortfalls

## Day 10: Modelling Build Capstone: Cash Cycle and Receivables Improvement Plan

- Own-Organisation Baseline: Calculating Cash Conversion Cycle and Collection Efficiency
- Receivables Model Build: Ageing, Expected Credit Loss and Arrears Recovery Scenarios
- Cash Forecast Integration: Linking Prepaid Vending and Postpaid Receipts to Payables
- Current Position vs Target Position: Quantifying the Cash Released by Each Action
- Cash Cycle and Receivables Improvement Plan: Presenting KPIs, Controls and Action Owners

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## Skills You Will Gain:

- Revenue Cycle Mapping
- Prepaid Vending Reconciliation
- Expected Credit Loss Provisioning
- Receivables Ageing Analysis
- Cash Conversion Cycle Analysis
- Thirteen-Week Cash Forecasting
- Revenue Protection Analytics
- Collection KPI Reporting

## Why Attend This Course:

- From reconciling token sales, vendor remittances and bank deposits by hand at month end to running a structured vending reconciliation with exception tracing
- From reporting a single overdue receivables total to presenting ageing by customer class with an IFRS 9 provision matrix
- From treating government and large-customer arrears as fixed to negotiating payment arrangements backed by netting and instalment terms
- From scattered collection figures to a cash cycle and receivables improvement plan with KPIs, controls and action owners for the delegate's own organisation

## Conclusion:

In other words, financial management in a power utility is about turning energy delivered into cash banked, reported correctly and on time. The course makes three distinctions clear: prepaid token revenue against postpaid billed revenue, collection efficiency against billing efficiency, and technical against non-technical losses. Week two adds working capital, cash forecasting, controls, arrears negotiation and KPI reporting to the reporting and collection skills of week one. It suits finance, revenue, billing, credit control, treasury and audit professionals with some utility experience who need practical, calculation-based skills rather than an introduction to accounting.

## Frequently Asked Questions FAQ:

### What should a delegate know before the International Financial Management for Power Utilities course on cash cycle and LUKU receivables?

Working knowledge of accounting entries, receivables and spreadsheets, plus some experience in a utility finance, billing, collections or audit role, is enough. Bringing anonymised ageing reports, vending summaries or collection figures from the delegate's own organisation brings the modelling build closer to daily work.

## How does International Financial Management for Power Utilities with LUKU receivables differ from a general credit management course?

General credit management courses cover trade debtors in any sector. This course adds utility-specific material: prepaid token revenue, vending reconciliation, technical and non-technical losses, tariff classes, government arrears and the IFRS treatment of unused prepaid credit, all linked to the utility cash conversion cycle.

## In financial management for power utilities, what is LUKU and how does it affect receivables?

LUKU is a prepaid electricity metering, token vending and collection system: customers buy credit before use, so energy sold this way creates cash in advance rather than a receivable. Receivables risk shifts to vendor remittances, unused credit liabilities and arrears carried over from postpaid accounts.

## What does a delegate take back to work from the International Financial Management for Power Utilities course on cash cycle and LUKU receivables?

Delegates take back a cash cycle and receivables improvement plan for their own organisation, with a baseline cash conversion cycle, an ageing and expected credit loss model, a linked cash forecast, a KPI set and a list of controls and actions with named owners.