

Understanding and Adapting Price Structures

30th October - 1st November 2023 - Dar es Salaam, Tanzania

Does your price structures import parity pricing reflect the reality? Where does your Marketer Margin calculation come from? How to model the Retail Margin?

CITAC's interactive workshop will give participants an understanding of the principles underpinning import parity and pump price parity pricing in Africa. Real-life examples from different countries will be analysed with a view to identifying 'best practice'. Particular attention will be paid to how Importer, Marketer and Retailer Margins are calculated.

This 3 day training course will cover the following topics:

Background

- Background: price regulation in Africa and beyond
- Price Structures : what role do they play
- Basic principle including cost plus pricing
- IPP vs Pump Parity
- Role of the Regulator

Import Parity Pricing

- Base quotes (FOB/CIF) – quality and quantity
- Freight
- Insurance
- Dead freight
- Trader margin
- Ocean-going losses
- Demurrage
- Port fees
- Inspection fees
- Disport fees
- Storage fees
- Importer margin
- Custom Fees
- Density
- Subsidies
- IPPs and ex-refinery pricing

Products

- Butane
- Gasoline
- Kerosene and Jet Fuel
- Gasoil
- Fuel Oil

Supply chain organisation



Pump Price Parity Pricing

Transportation

- Supply chain analysis
- Transport cost breakdown
- Real Industry Cost (CAPEX, OPEX)
- Transport equalisation

Marketer Margin

- Fixed and variable cost recovery
- Marketer-owned assets
- Working capital

Retailer Margin

- Benchmark service station principle
- Depreciation and useful economic life
- Retailer margin
- Shop margin
- COCO/CODO/DODO models

Tax and Inflation

- Tax
- Under-recoveries
- Inflation

Who should attend?

- Regulators
- Stabilisation Fund managers
- Finance Managers
- Marketers
- Traders
- Refiners
- Importers
- Storage companies
- Transport companies

To register : fill in the registration form and send it back to info@citac.com

For further information about this particular course: Tel: +44 (0) 207 343 0014 - Email: info@citac.com

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Registration Form

Delegate Details

Surname: _____ (Mr/Mrs/Ms)
First Name: _____
Job Title: _____
Company: _____
Address: _____

E-mail: _____
Tax ID: _____
Telephone: _____ Mobile _____

Payment Method

Pay by Credit or Debit Card

If you wish to make payment via credit or debit card, please tick the option below. We will email a payment link to the email address you have provided above with a corresponding invoice.

Pay by Bank Transfer

If you wish to pay via bank transfer, please tick the option below. We will then send an invoice with our full bank details to the email address you have provided above for you to complete.

Payment & Cancellation Policy

Delegates must pay 30% of the course fee 30 days before the course commencement date to secure their place. The reservation payment can be made via credit card (personal or company) at no extra cost. The fee to attend a course must be paid in full before the commencement date of the course. Please pay this amount NET OF BANK CHARGES and local taxes. CITAC Africa Ltd. has the right to refuse an attendee entry if the course fee is not paid before the date of the course. Cancellation or transfer requests must be made in writing (email, letter or fax) and reach CITAC 30 days before the course commencement date. A full refund less a £100 administration fee will then be given. Delegates who cancel less than 30 days before the course commencement date, or who do not attend, are liable to pay the full course fee and no refunds will be granted. There will not be any additional charges if a replacement delegate is nominated and the registration meets the above terms. CITAC Africa Ltd. has the right to cancel a training course after acceptance of nominations. In this event any course fees paid will be reimbursed in full and CITAC Africa Ltd.'s liability will be limited to the value of the course fees paid.

CITAC Training Courses IMPORTANT COVID-19 information:

Cancellation and/or change:

- CITAC monitors international and local developments closely and will communicate with participants regularly.
- CITAC recommends to participants to have full travel insurance in case COVID-19 restrictions force CITAC to cancel. CITAC will not be responsible for travel costs and travel cancellation fees.
- If a participant has to cancel in case of COVID-19 restrictions, CITAC will keep the amount paid by the participant as credit for another course or will refund the amount paid if requested. Please contact : info@citac.com

Requirements for travel to Tanzania:

Please check all Covid-19 related requirements for travel to and from Tanzania.

I agree to the payment and cancellation policy. I have read [CITAC privacy policy](#)

Signature: _____

Date: _____

- Registration -

Please return your registration to:

CITAC Africa Ltd.
No 1 Poultry
London EC2R 8EJ United Kingdom
Tel: +44 (0) 207 343 0014
Email: info@citac.com

Company registered number:
7964011 (England & Wales)

- Course Details -

Venue:
Dar es Salaam, Tanzania
Dates:
30 October - 1 November 2023

Course Consultant:
Jeremy Parker
Head of Business Development

Fees:
USD \$3500 per candidate
Payable in advance

- General Information -

All course materials, refreshments and lunches will be provided. The course is non-residential. Assistance with hotel reservations and visas is available upon request.