

COURSE OVERVIEW FM0633-3D

Advanced Commercial Tariff Design & Financial Modelling

Course Title

Advanced Commercial Tariff Design & Financial Modelling

Course Date/Venue

August 03-05, 2026/TBA Meeting Room, Grand Millennium Al Wahda Hotel, Abu Dhabi, UAE

Course Reference

FM0633-3D

Course Duration/Credits

Three days/1.8 CEUs/18 PDHs



Course Description



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

This course is designed to provide participants with a detailed and up-to-date overview of Advanced Commercial Tariff Design & Financial Modelling. It covers the commercial tariff design, regulatory and economic principles, cost structures and revenue requirements; the demand analysis and forecasting, financial modelling fundamentals, tariff components and pricing structures; the data requirements and preparation, building tariff models and advanced financial modelling techniques; the customer segmentation and pricing strategy, elasticity and demand response; and the scenario planning and risk analysis.



During this interactive course, participants will learn the regulatory compliance in tariff design, tools and technology for modelling; the tariff optimization techniques, financial performance analysis, stakeholder impact analysis and integration with business strategy; establishing tariff governance frameworks and model validation and audit processes; and the documentation and version control as well as transparency and accountability.

Course Objectives/Outcomes & Benefits for the Participants

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

- Apply and gain an advanced knowledge on commercial tariff design and financial modelling
- Discuss commercial tariff design, regulatory and economic principles and cost structures and revenue requirements
- Apply demand analysis and forecasting, financial modelling fundamentals, tariff components and pricing structures
- Carryout data requirements and preparation, building tariff models and advanced financial modelling techniques
- Illustrate customer segmentation and pricing strategy, elasticity and demand response as well as scenario planning and risk analysis
- Recognize regulatory compliance in tariff design including tools and technology for modelling
- Apply tariff optimization techniques, financial performance analysis, stakeholder impact analysis and integration with business strategy
- Establish tariff governance frameworks and apply model validation and audit processes, documentation and version control as well as ensuring transparency and accountability

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 advanced commercial tariff design and financial modelling for financial analysts and senior financial modellers, corporate finance and FP&A professionals, investment analysts and bankers, pricing analysts and commercial managers, tariff design and regulatory professionals, revenue management specialists, strategy managers and business analysts, management consultants (pricing/financial strategy), finance managers, controllers and CFO-level professionals, senior accountants moving into strategic roles, credit analysts and project finance professionals, private equity and infrastructure investment specialists and other technical staff.

Course Fee.

US\$ 3,750 per Delegate + **VAT**. This rate includes H-STK® (Haward Smart Training Kit), buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

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 **1.8 CEUs** (Continuing Education Units) or **18 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 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. Alex Hardy, MBA, BA (Honours), CFA, is a **Senior Financial Analyst** with over **20 years** of extensive experience in the areas of **Financial Modelling, Financial & Sales Reporting, Forecasting & Budgeting, Commercial Tariff Design, Tariff Components & Pricing Structures, Pricing Strategy, Tariff Optimization Techniques, Big Data Analysis & Finance/Operations, FP&A & Capital-raising, Leveraging Public & Private Markets, Managerial Economics, Marketing, Technology & Innovation Strategy, Real Estate & Social Finance, Corporate Valuation, Entrepreneurial Finance, International Financial Management, Private Equity, Variance Analyses & Cash Flow Forecasting, Demand Analysis, Bookkeeping, New Acquisition Integration, Minority-Investor Buyouts & Ongoing Cash Flow Forecasting, Compliance & Portfolio Accounting, Treasure & Investor Relations, Sales Performance Presentations, Market Penetration Rates & Revenue Outcomes, Online Wealth Management, Blog Monetization & Social Gaming, Cashflow Forecasting & Liquidity Management, Budgeting & Estimation Skills, Budgeting & Cost Control, Accounting Principles and Business Valuation.**

During his career life, Mr. Hardy has gained his practical and field experience through his various significant positions and dedication as the **Senior Director, Principal, Senior Finance Manager, Finance Manager, Senior Financial Analyst, Business Analyst, Research Analyst & Chief Compliance Officer** and **Strategy Intern** from various companies such as the Whitman Capital, Viacom International Media Networks, Pulse Advisory, BBC Studios Americas, Sonar Entertainment, Red Arrow Studios, FTI Consulting and 12Data Consulting.

Mr. Hardy has a **Master of Business Administration (MBA)** and a **Bachelor of Arts (BA)** with Honours in **Political Science** from the **University of Oxford** and **Stanford University, USA**, respectively. Further, he is a Certified **Chartered Financial Analyst (CFA)** from the CFA Institute and has delivered numerous trainings, seminars, conferences and workshops internationally.

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.

Learning Design & Customization

This course can be customized to the exact requirements of clients. Haward Technology is so proud of our huge capabilities in tailoring our courses to the training needs of our valued clients.

Accommodation

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

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, 03rd of August 2026

0730 – 0800	Registration & Coffee
0800 – 0815	Welcome & Introduction
0815 – 0830	PRE-TEST
0830 – 0900	Introduction to Commercial Tariff Design Definition & Objectives of Tariff Design • Types of Tariffs (Fixed, Variable, Tiered, Time-Based) • Role in Revenue Generation & Cost Recovery • Industry Applications (Utilities, Telecom, Transport)
0900 – 0930	Regulatory & Economic Principles Cost-of-Service versus Market-Based Pricing • Regulatory Frameworks & Compliance Requirements • Economic Principles (Elasticity, Demand, Affordability) • Balancing Profitability & Social Impact
0930 – 0945	Break
0945 – 1030	Cost Structures & Revenue Requirements Fixed versus Variable Costs • Capital Expenditure (CAPEX) & Operational Expenditure (OPEX) • Revenue Requirement Calculations • Cost Allocation Methodologies
1030 – 1130	Demand Analysis & Forecasting Understanding Consumption Patterns • Customer Segmentation & Usage Profiles • Load Forecasting Techniques • Impact of Seasonality & Trends
1130 – 1215	Financial Modelling Fundamentals Structure of Financial Models • Key Financial Statements Integration • Assumptions & Drivers • Building Dynamic & Flexible Models
1215 – 1230	Break
1230 – 1330	Tariff Components & Pricing Structures Fixed Charges, Usage Charges, & Surcharges • Tiered & Block Tariffs • Time-of-Use (TOU) Pricing • Incentives & Penalties
1330 – 1420	Data Requirements & Preparation Identifying Data Sources (Operational, Financial, Market) • Data Validation & Cleaning • Structuring Data for Modelling • Ensuring Data Accuracy & Reliability
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, 04th of August 2026

0730 – 0830	Building Tariff Models Step-by-Step Tariff Model Development • Linking Cost Drivers to Pricing • Structuring Tariff Scenarios • Testing Model Assumptions
0830 – 0930	Advanced Financial Modelling Techniques Discounted Cash Flow (DCF) Analysis • Net Present Value (NPV) & Internal Rate of Return (IRR) • Sensitivity Analysis • Scenario-Based Modelling

0930 – 0945	Break
0945 – 1030	Customer Segmentation & Pricing Strategy Segmenting Customers by Usage & Value • Designing Differentiated Tariffs • Cross-Subsidization Strategies • Impact on Revenue & Equity
1030 – 1130	Elasticity & Demand Response Price Elasticity of Demand • Modeling Customer Behavior Changes • Demand-Side Management Strategies • Evaluating Tariff Impacts on Consumption
1130 – 1215	Scenario Planning & Risk Analysis Best-Case, Worst-Case, & Base Scenarios • Risk Identification & Mitigation • Stress Testing Financial Models • Evaluating Uncertainty & Volatility
1215 – 1230	Break
1230 – 1330	Regulatory Compliance in Tariff Design Aligning Tariffs with Regulatory Guidelines • Documentation & Justification of Tariffs • Stakeholder Consultation Processes • Managing Approvals & Revisions
1330 – 1420	Tools & Technology for Modelling Excel-Based Financial Modelling • Use of BI Tools for Analysis • Automation & Model Integration • Best Practices for Model Transparency
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 Two

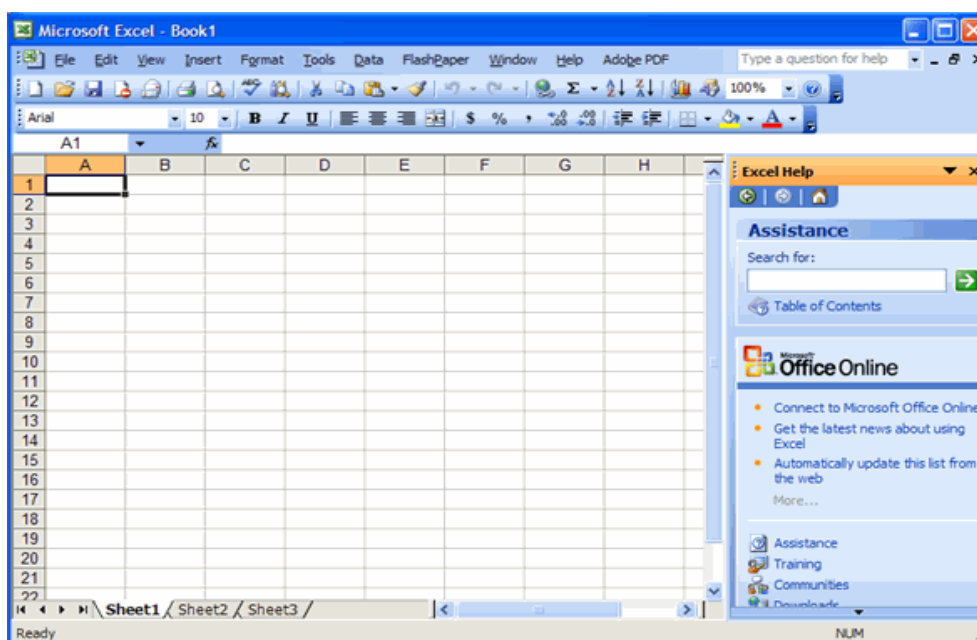
Day 3: Wednesday, 05th of August 2026

0730 – 0830	Tariff Optimization Techniques Balancing Cost Recovery & Affordability • Revenue Maximization Strategies • Efficiency Incentives • Continuous Tariff Refinement
0830 – 0930	Financial Performance Analysis Monitoring Revenue versus Projections • Variance Analysis • Profitability Assessment by Segment • Key Financial KPIs
0930 – 0945	Break
0945 – 1030	Stakeholder Impact Analysis Assessing Impact on Customers & Regulators • Managing Public Perception & Acceptance • Communicating Tariff Changes • Addressing Stakeholder Concerns
1030 – 1130	Integration with Business Strategy Aligning Tariffs with Organizational Goals • Supporting Investment Decisions • Linking Tariffs to Long-Term Planning • Competitive Positioning
1130 – 1230	Governance & Best Practices Establishing Tariff Governance Frameworks • Model Validation & Audit Processes • Documentation & Version Control • Ensuring Transparency & Accountability

1230 – 1245	Break
1245 – 1315	Case Studies & Practical Application <i>Real-World Tariff Design Examples • Hands-on Tariff Modelling Exercise • Group Discussions & Problem-Solving • Lessons Learned & Best Practices</i>
1315 - 1345	Future Trends & Innovations <i>Smart Tariffs & Dynamic Pricing • Digital Transformation in Tariff Design • Integration with Smart Grids & IoT • Sustainability & Green Pricing Models</i>
1345 – 1400	Course Conclusion <i>Using this Course Overview, the Instructor(s) will Brief Participants about the Course 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

Mari Nakintu, Tel: +971 2 30 91 714, Email: mari1@haward.org