COURSE OVERVIEW FM0633-3D
Advanced Commercial Tariff Design & Financial Modelling

Course Title
Advanced Commercial Tariff Design & Financial Modelling

Course Date/Venue
July 13-15, 2026/Al Hosn Suite, Le Royal Méridien Abu Dhabi 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. Kyle Bester is a **Senior Finance & Management Consultant** with extensive years of practical experience within the **Oil & Gas**, **Power & Water Utilities** and other **Energy** sectors. His expertise includes **Commercial Tariff Design**, **Demand Analysis** & **Forecasting**, **Finance** Modelling, Regulatory Compliance in **Tariff Design**, **Tariff** Components & Pricing Structures, **Tariff** Optimization Techniques, **Finance** Analysis, **Budget Preparation** Skills, **Strategic Mindset**, **Planning & Communication**, **Strategic** Thinking, **Vision** & **Goal Setting**, **Critical Thinking** & **Problem-Solving**, **Decision-Making**, **Strategic** Planning Frameworks, Developing **Action Plans**, Principles of **Effective Communication**, **Public Speaking** & **Presentation** Skills, Active **Listening & Feedback**, Improvisation Techniques for **Business, Collaborative Strategic Planning**, **Strategic Planning** & **Decision Making**, Communicating **Strategically**, **Work Life Balance**, Report Writing, Mentoring Skills, Strategic Communication, Communication and Interactive Skills, Marketing & Communication, **Organization** Development Consultation, Advanced Debriefing of **Emotional** Trauma, **Interpersonal Motivation**, **Model Based Interviewing**, **Leadership Orientation** Programme, **Coaching & Motivation**, **Creative Thinking & Problem-Solving** Techniques, **Emotional Intelligence**, **Presentation** Skills, **Communication & Interpersonal** Skills, Effective **Communication & Influencing** Skills, Effective **Business Writing Skills**, **Writing** Business Documents, **Business Writing** (Memo & Report Writing), **Leadership & Team Building**, Psychology of **Leadership**, **Interpersonal Skills & Teamwork**, **Coaching & Mentoring**, **Innovation & Creativity**, **Office Management & Administration** Skills, Controlling Your **Time & Managing Stress**, **Crisis** Management, Strategic **Human Resources** Management, **Change** Management, **Negotiation** Skills, **Strategic Planning**, **Risk** Analysis & Risk Management, Global Diverse & Virtual Teams Operation, Exceeding **Customer** Expectations, **Corporate Governance** Best Practice, **Business Performance** Management & Improvement, Building Environment of **Trust & Commitment**, **Win-Win Negotiation** Strategies, **Quality Improvement & Resource** Optimization. Further, he is also well versed in **Water Reservoir**, **Water Tanks**, **Water Pumping** Station, **Water Distribution** System, **Water Network** System, **Water Pipes & Fittings**, **Water Hydraulic** Modelling, **Water Storage Reservoir**, **Reservoirs & Pumping** Stations Design & Operation, **Pumping** Systems, Interconnecting **Pipelines**, **Water Network Hydraulic** Simulation Modelling, **Water Supply** Design, **Water Balance Modelling**, **Water Distribution Network**, **Water Network** System Analysis, **Water Forecasts** Demand, **Water Pipelines** Materials & Fittings, **Water Network** System Design, Pump Houses & Booster Pumping Stations, **Potable Water Transmission**, **Water Distribution Network**, Districts Meters Areas (DMAs), **Water Supply & Desalination Plants** Rehabilitation, **Water Reservoirs & Pumping Stations**, **Water Network System** Extension, Water Network System Replacement & Upgrade, **Water Networks** Optimization, **Water Supply & Distribution** Systems Efficiency & Effectiveness. He is currently the **Part Owner & Manager** of Extreme Water SA wherein he manages, re-designed and commissioned a water and wastewater treatment plants.

During his career life, Mr. Bester has gained his practical and field experience through his various significant positions and dedication as the **Project Manager**, **Management Consultant**, **Asset Manager**, **Water Engineer**, **Maintenance Engineer, Mechanical Engineer, Supervisor**, **Team Leader**, **Analyst**, **Process Technician**, **Landscape Designer** and **Senior Instructor/Trainer** for various international companies, infrastructures, water and wastewater treatment plants from New Zealand, UK, Samoa, Zimbabwe and South Africa, just to name a few.

Mr. Bester holds a **Diploma** in **Wastewater Treatment** and a **National Certificate** in **Wastewater & Water Treatment**. Further, he is a **Certified Instructor/Trainer**, an **Approved Chemical Handler** and has delivered numerous courses, trainings, conferences, seminars 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, 13th of July 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*

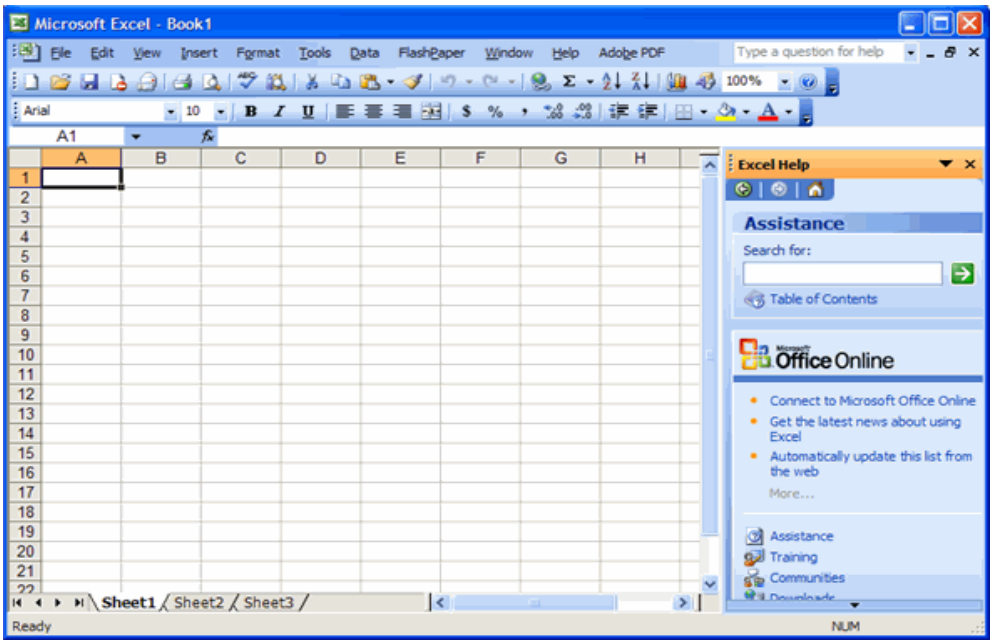
Day 2: ***Tuesday, 14th of July 2026***

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, 15th of July 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*** *Real-World Tariff Design Examples • Hands-on Tariff Modelling Exercise • Group Discussions & Problem-Solving • Lessons Learned & Best Practices*
1315 - 1345	***Future Trends & Innovations*** *Smart Tariffs & Dynamic Pricing • Digital Transformation in Tariff Design • Integration with Smart Grids & IoT • Sustainability & Green Pricing Models*
1345 – 1400	***Course Conclusion*** *Using this Course Overview, the Instructor(s) will Brief Participants about the Course Topics that were Covered During the Course*
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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