JUPITER PRIME
Consulting • Training • Advisory
جوبيتر برايم للاستشارات والتدريب

COURSE BROCHURE

Equity and Debt Issuance Options Training Course

1 – 5 March 2027
New York

jupiterprime.uk
info@jupiterprime.uk
Registered in the United Kingdom and Saudi Arabia

Equity and Debt Issuance Options Training Course

Ref: 2297_85597 **Date:** 1 – 5 March 2027 **Location:** New York **Fees:** 7900 GBP

Equity and Debt Issuance Options is a 1-week training course for bankers and corporate finance staff who compare share and bond routes to new funding and prepare a capital raising options paper for their board. Shifting interest rates, changing investor appetite and tighter balance sheets make the choice of instrument a strategic call rather than a routine one. Jupiter Prime Training delivers this course on equity and debt issuance options.

Why Equity and Debt Issuance Options Matter Now

Two groups shape the subject today. Issuers face rate cycles that swing the relative cost of coupons and dilution within months. Institutional investors set sharper terms on covenants, disclosure and sustainability features before they place orders. An issuer that matches instrument to purpose secures funding on acceptable terms and keeps future options open; one that misjudges it locks in costly coupons, unwanted dilution or restrictive covenants. The course rests on the weighted average cost of capital WACC and on the pecking order view of financing choices.

Who Gains Most from Equity and Debt Issuance Options

- Corporate finance leads who recommend how a funding need is met
- Treasury specialists responsible for debt maturity profiles and refinancing timing
- Relationship and coverage bankers who originate issuance mandates with corporate clients
- Syndicate and origination staff who gauge investor demand and pricing windows
- Investor relations leads who prepare the equity or credit story for new investors

An issuer's finance office gains most when its treasury, corporate finance and investor relations leads attend together.

Equity and Debt Issuance Options Capabilities

Participants weigh dilution, coupon cost and covenants side by side to reach a defensible funding call.

- Compare rights issues, placements, straight bonds and convertibles on cost and control — the board's funding decision
- Calculate the effect of each route on earnings per share and leverage ratios — shareholders and rating analysts
- Assess bond structures, tenors and covenant packages against cash flow capacity — the treasury committee
- Weigh underwriting options, fee structures and execution risk — the issuer's choice of bookrunners
- Test pricing against comparable issues and investor order books — final terms negotiation

- Communicate a ranked set of funding routes in a concise board paper — directors and lenders

Key Equity and Debt Issuance Options Terms

- Rights issue — an offer of new shares to existing shareholders in proportion to their holdings, usually at a discount.
- Accelerated bookbuild — a placement of shares with institutional investors completed within hours to limit market exposure.
- Convertible bond — a bond that the holder can exchange for a set number of shares, lowering the coupon paid.
- Credit spread — the extra yield an issuer pays over a reference rate to compensate investors for credit risk.
- Firm commitment underwriting — an arrangement where banks buy the whole issue and bear the risk of unsold securities.
- Covenant package — the set of financial and behavioural undertakings an issuer gives bondholders or lenders.

Equity and Debt Issuance Options Day by Day

Day 1: Funding Needs and Market Conditions

- Funding Need Sizing and Purpose Mapping — Matching Capital to Use
- Weighted Average Cost of Capital Build — Setting the Hurdle for Each Route
- Pecking Order and Trade-Off Views — Framing the Equity Versus Debt Choice
- Rate Cycle and Spread Monitoring — Reading the Issuance Window
- Capital Structure Targets and Rating Thresholds — Defining Leverage Limits

Day 2: Equity Routes

- Rights Issue Mechanics and Discount Setting — Protecting Existing Shareholders
- Accelerated Bookbuild and Cash Placements — Speed Against Price Discount
- Earnings per Share Dilution Modelling — Judging Shareholder Acceptance
- Equity Story and Investor Targeting — Building Institutional Demand
- Hybrid and Preference Share Options — Balancing Control and Cost

Day 3: Debt Routes and Bond Structures

- Fixed, Floating and Amortising Bond Formats — Fitting Cash Flow Profiles
- Tenor Selection and Maturity Laddering — Smoothing Refinancing Exposure
- Covenant Package Design — Preserving Operating Flexibility
- Convertible and Exchangeable Bonds — Lowering Coupon Through Equity Options
- Sustainability-Linked and Use-of-Proceeds Bonds — Reaching Dedicated Investor Pools

Day 4: Underwriting, Pricing and Demand

- Firm Commitment Versus Best Efforts Underwriting — Allocating Execution Risk
- Bookrunner Selection and Fee Benchmarking — Choosing the Syndicate
- Comparable Issue Pricing and New Issue Premium — Setting Initial Guidance
- Order Book Reading and Allocation Policy — Shaping the Investor Base
- Credit Rating Impact Assessment — Anticipating Agency and Lender Reaction

Day 5: Practising the Capital Raising Options Paper

- Route Comparison Matrix for a Case Issuer — Applying Cost and Dilution Tests
- Bond Term Sheet Drafting — Applying Tenor and Covenant Choices
- Pricing Recommendation with Peer Benchmarks — Applying Comparable Issue Methods
- Board Challenge Simulation — Defending the Preferred Route Under Questioning
- Capital Raising Options Paper — Completing the Work Product

Applying Equity and Debt Issuance Options After the Course

- Build a route comparison matrix for the next funding need, scoring equity and bond options on cost, dilution and covenants.
- Benchmark recent comparable issues in the same sector to set a pricing range before approaching bookrunners.

Equity and Debt Issuance Options Questions FAQ

What are equity and debt issuance options, and why do they matter now?

They are the routes an issuer uses to raise capital, from rights issues and placements to straight and convertible bonds. They matter now because rate swings and shifting investor appetite change which route is cheapest within short periods.

Which roles gain most from equity and debt issuance options training?

Corporate finance and treasury leads who recommend funding routes gain most. Coverage, origination and syndicate bankers also benefit.

How does equity and debt issuance options training differ from a listing readiness course?

It compares every funding route for an issuer that may already be listed, rather than preparing a first share listing.

What do you bring back from equity and debt issuance options training?

You bring back a route comparison matrix, a draft bond term sheet and a pricing method based on comparable issues. These support a clear funding recommendation.

Equity and Debt Issuance Options: The Way Forward

The capital raising options paper first informs whether the next funding need is met through shares, bonds or a hybrid instrument. Directors, treasury committees and coverage bankers use it to agree the route before mandates are awarded, whether in utilities, healthcare or industrial groups. After its first use, the assumptions on investor demand deserve revisiting against the actual order book.