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COURSE BROCHURE

# Equity Earnings Forecasting and Target Price Setting Training Course

12 – 16 July 2027
New York

# Equity Earnings Forecasting and Target Price Setting Training Course

**Ref:** 2445_92398 **Date:** 12 – 16 July 2027 **Location:** New York **Fees:** 7900 GBP

Equity Earnings Forecasting and Target Price Setting is a 1-week training course for investment analysts and portfolio staff who turn company accounts into an equity investment recommendation. Markets now reprice listed shares within minutes of a results release, so a defensible earnings forecast and a traceable target price decide whether a portfolio buys, holds or trims. The course is delivered by Jupiter Prime Training.

## Why Equity Earnings Forecasting Matters Now

Three forces shape equity earnings forecasting today: faster results cycles that compress the time between a release and a portfolio decision, investment committees that ask analysts to show the drivers behind every estimate, and clients who compare a house view with consensus before acting. Explicit revenue and margin assumptions let an analyst defend a target price; extrapolated growth does not. The course rests on accrual-based financial statements, discounted cash flow valuation and peer multiples, and on the analyst conduct expectations set out by the CFA Institute.

## Who Gains Most from Equity Earnings Forecasting

- Buy-side analysts responsible for sector coverage and the earnings models behind it
- Portfolio staff who weigh analyst target prices when sizing positions
- Sell-side associates who maintain forecast spreadsheets and draft results notes
- Wealth and private bank research staff who translate equity views for client advisers

A research desk gains most when its analysts and portfolio staff attend together and leave with one forecasting template and one rating language.

## Equity Earnings Forecasting Capabilities

Participants move from reported accounts to forward estimates, a price objective and a defended rating.

- Normalise reported earnings for one-off items and accounting choices — the baseline an investment committee accepts
- Build driver-based revenue, margin and working capital forecasts — the estimate a sector review challenges
- Calculate an intrinsic value with a discounted cash flow model — the anchor for a target price
- Select and adjust peer multiples for growth and returns — the cross-check portfolio managers request
- Test the target price with scenarios and sensitivity tables — the conviction behind a buy, hold or sell rating
- Communicate an equity investment thesis with catalysts and risks — the portfolio sizing decision

## Key Equity Earnings Forecasting Terms

- Normalised earnings — Profit restated without one-off items, giving a clean base for projecting future periods.
- Consensus estimate — The average analyst forecast for a share, the reference point for an earnings surprise.
- Free cash flow to firm — Operating cash flow after tax and reinvestment, available to all capital providers.
- Terminal value — The value of cash flows beyond the explicit forecast horizon.
- Forward price-to-earnings ratio — Share price divided by next year's forecast earnings per share.
- Target price — The share value an analyst expects within a stated horizon, used to justify a rating.

## Equity Earnings Forecasting Day by Day

### Day 1: Reading Accounts for the Equity Story

- Income Statement Quality Review — Which Profits Are Repeatable for Forecasting
- Cash Flow Statement Reconciliation — Gaps Between Reported Profit and Cash
- Segment Disclosure Mapping — Where Growth and Margin Really Come From
- Earnings Normalisation Adjustments — Clean Base Year for the Model
- Results Release and Call Notes — Management Signals Worth Testing

### Day 2: Building the Earnings Forecast

- Volume, Price and Mix Revenue Drivers — Top-Line Assumptions per Segment
- Operating Leverage and Cost Base Modelling — Margin Path Through the Cycle
- Working Capital and Capital Expenditure Schedules — Cash Conversion Over the Horizon
- Three-Statement Model Linking — Balance Sheet Checks on the Forecast
- Consensus Comparison Sheet — Where the House View Departs and Why

### Day 3: Intrinsic Value from Cash Flows

- Free Cash Flow to Firm Derivation — Cash Base for Intrinsic Value
- Cost of Equity and Weighted Cost of Capital — Discount Rate Choice
- Terminal Growth and Exit Multiple Methods — Weight of the Long Tail
- Equity Bridge From Enterprise Value — Net Debt, Minorities and Leases
- Discounted Cash Flow Sensitivity Table — Range Around the Point Estimate

### Day 4: Relative Value and the Price Objective

- Peer Group Selection Criteria — Comparable Growth, Returns and Risk
- Forward Earnings and Enterprise Multiples — Market Pricing of Peers
- Growth-Adjusted Multiple Regression — Premium or Discount Justification
- Blended Target Price Weighting — Reconciling Intrinsic and Relative Values
- Bull, Base and Bear Scenarios — Upside Against Downside Asymmetry

## Day 5: Practising the Equity Investment Recommendation

- Rating Bands and Expected Return Thresholds — Buy, Hold or Sell Call
- Catalyst Calendar and Risk Register — Timing and Conviction of the View
- Forecast Revision After Results — Updating Estimates and Target Price
- Investment Committee Pitch Rehearsal — Defending Assumptions Under Challenge
- Equity Investment Recommendation Note — Completed Rating, Target Price and Thesis

## Applying Equity Earnings Forecasting After the Course

- Rebuild one covered company's model on driver-based revenue and margin schedules, then compare its estimates with consensus at the next results release.
- Introduce a blended target price sheet across the desk so every rating shows its discounted cash flow value, peer multiple value and scenario range.

## Equity Earnings Forecasting Questions FAQ

### What is equity earnings forecasting and target price setting, and why does it matter now?

It is the practice of projecting a listed company's profits and cash flows and converting them into a share value. It matters now because shares reprice quickly after results and portfolio decisions need defensible estimates.

### Which roles gain most from equity earnings forecasting training?

Buy-side and sell-side analysts gain most, followed by portfolio staff who rely on their target prices. Wealth research teams also benefit when judging published ratings.

### How does equity earnings forecasting differ from a general corporate valuation course?

It focuses on listed shares and the analyst's rating cycle. A corporate valuation course serves acquisitions; this one links forecasts, consensus and target price revisions to buy, hold and sell calls.

### What do you bring back from equity earnings forecasting and target price setting?

You bring back a completed recommendation on one company. It holds a driver-based forecast, a cash flow valuation, a peer cross-check, scenarios and a rating your desk can reuse.

## Equity Earnings Forecasting: The Way Forward

The equity investment recommendation each participant completes sets out a rating, a target price and the drivers behind them. It first informs whether to add to, hold or reduce a position, and portfolio managers read it. After the next results season, the assumptions on margin and terminal growth deserve a fresh look against what the company actually reported.