

# Pricing Methods:



## 2. Target-Return Pricing

pricing used to achieve a planned or target rate of return on investment

$$\text{Target-return price} = \text{unit cost} + \frac{\text{desired return} * \text{invested capital}}{\text{Unit sales}}$$

$$\text{Target-return price} = 16\$ + \frac{0.20 * 1,000,000}{\$50,000}$$

# Target Price Returns

**Jan-Philipp Matthewes**

## **Target Price Returns:**

**Company Valuation and Information in Analyst Forecasts** Daniel Kreutzmann, 2010 This thesis focuses on the three primitive value drivers of each company valuation model that is based on fundamental analysis the discount rate the expected future payoffs during the explicit forecasting period and the terminal value at the end of the explicit forecasting period While the first factor is analyzed theoretically by incorporating the government into the classical valuation framework this thesis studies the other two factors by investigating forecasts made by professional investors i e financial analysts In the first part we show that the government s and the shareholders discount rate usually differ and analyze how the government s and shareholders different objectives lead to conflicts in the context of capital budgeting The empirical part of this thesis shows that macroeconomic information is frequently used by financial analysts when updating their earnings expecations and that target price forecasts made by financial analysts can be used to predict abnormal returns

**Company Valuation and Bankruptcy Prediction** Jan Klobucnik, 2013-11-18 Doctoral Thesis Dissertation from the year 2013 in the subject Economics Finance grade summa cum laude University of Cologne language English abstract The contribution of this study is manifold and relevant for academics and practitioners alike It adds to the literature in the fields of corporate finance financial accounting and stochastic modeling In particular this dissertation provides answers to the following questions given the less efficient markets can specialists as financial analysts provide additional information which contain investment value How can the true value of a company be determined with publicly available data and can discrepancies between fundamental and market values be exploited Finally is it possible to assess the firm s financial health and its likelihood of failure several years into the future Adressing these questions the study first illustrates the company valuation assessment by financial analysts as summarized in their target prices and the information processing by analysts and investors in detail Second this thesis offers a novel empirical implementation of a model for fundamental company valuation that employs accounting data In this context it demonstrates severe over and undervaluation from a fundamental perspective in the U S technology sector over the last 20 years Both the analysts company valuation captured by their target prices and the implementation of the fundamental company valuation model translate into significant investment value before and after transaction costs which supports the notion of non efficient markets Finally one major contribution is to evaluate a new approach for bankruptcy prediction that is based on stochastic processes It is theoretically appealing and performs better especially for longer forecast horizons than standard methods

**Oversight of Conservation Programs** United States. Congress. Senate. Committee on Agriculture, Nutrition, and Forestry. Subcommittee on Conservation and Forestry, 1988 **Financial Analysts and Information Processing on Financial Markets** Jan-Philipp Matthews, 2015-01-28 Financial analysts play an ambivalent role on financial markets On the one hand investors and the media frequently follow their advice on the other hand they are regularly discredited when their forecasts or recommendations prove to be erroneous This cumulative thesis explores the informational content of

financial analysts forecasts for investors by addressing three specific topics Consensus size as a rudimentary investment signal the association of analysts target prices with business sentiment and the consistency of analysts different investment signals in the context of the 2008 financial crisis Overall the thesis provides additional evidence that investors can profit from analysts forecasts and recommendations However it is also shown that investors need to be very selective about which signal to rely on and in which context to use these because analysts investment signals can also be heavily biased and erroneous About the author Jan Philipp Mattheuwes studied Economics at the University of Cologne Germany and holds a Dean's Award from the Faculty of Economics and Social Sciences His research focus on financial analysts evolved while working in equity research at a leading German bank The PhD thesis was supervised by Prof Dr Martin Wallmeier Finance and Accounting at the University of Fribourg Switzerland Since 2013 Jan Philipp Mattheuwes is the managing director of the boutique private equity firm Mattheuwes Capital Invest GmbH **The World Wheat Market** Joy L. Harwood, Kenneth W. Bailey, 1990

**Managing Return on Investment** George E. Manners, Joseph G. Louderback, 1981 **The Pricing Function** Ivan R. Vernon, Charles W. Lamb, 1976 *The Complete Machine-hour Rate System for Cost-estimating and Pricing* Spencer A.

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**Implications of Alternative Methods for Determining Agricultural Price and Income Supports** E. Wesley F. Peterson, Texas Agricultural Experiment Station, 1986 Review of methods used to set administered Formulas for loan rates and target prices **Costs and Returns for Selected Crop Enterprises at the Southeast Georgia Branch Experiment Station, 1984 to 1986, with Comparisons for the 24-year Period 1963 to 1986** C. S. Hoveland, Charles Eugene Perry, D. H. Carley, Doyle Allen Smittle, Joe Bouton, Joseph C. Purcell, Kamil H. Shideed, Robert B. Moss, Stanley M. Fletcher, Stephen L. Ott, Fred B. Saunders, 1987 **Purchasing and Materials Management** Joseph L. Cavinato, 1984

**Wallaces Farmer**, 1992 **Business Research Yearbook**, 2006 *Economics in Action* Shelley Muin Mark, 1969 *Progressive Farmer*, 1978 *Investors Chronicle*, 2009 **Ag. Econ. Report**, 1982 **Nelson Information's Directory of Investment Managers**, 2005

## The Enigmatic Realm of **Target Price Returns**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing lacking extraordinary. Within the captivating pages of **Target Price Returns** a literary masterpiece penned with a renowned author, readers embark on a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting affect the hearts and minds of those that partake in its reading experience.

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