



TECNOINDUSTRIALE - TEMPORAY MANAGER





Mission

Temporary manager specialist with a mission to offer a range of services

to support to company management in the field of area

FINANCIAL

MARKETING

CONTROLLER

ASSETS VALUE COMPANY

PROCESSES & QUALITY



Added value

The support treats every action as a project objectives upon included in a general framework of corporate strategy

Oriented to problem solving (results, time)

Define resources

Planning Activities

Manage the progress

Manage corrective actions



Topics

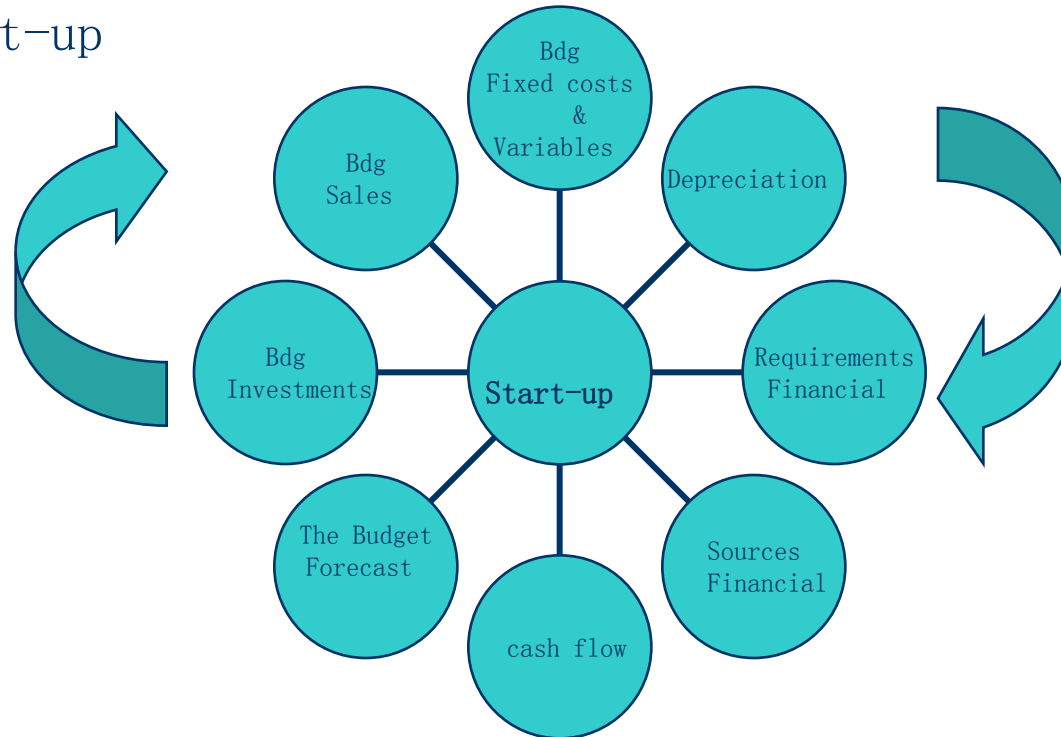
FINANCIAL

1. Planning study & drafting of business plan
2. Analysis Free Cash Flow & CCN funds recovery
3. Discount cash flow & Value option analysis of investments
4. Value analysis Intangible Assets (M & A)
5. Fundraising of debts capital
6. Fundraising & advisory venture & private
7. Rating & Index
8. Due diligence



Example: Business Plan

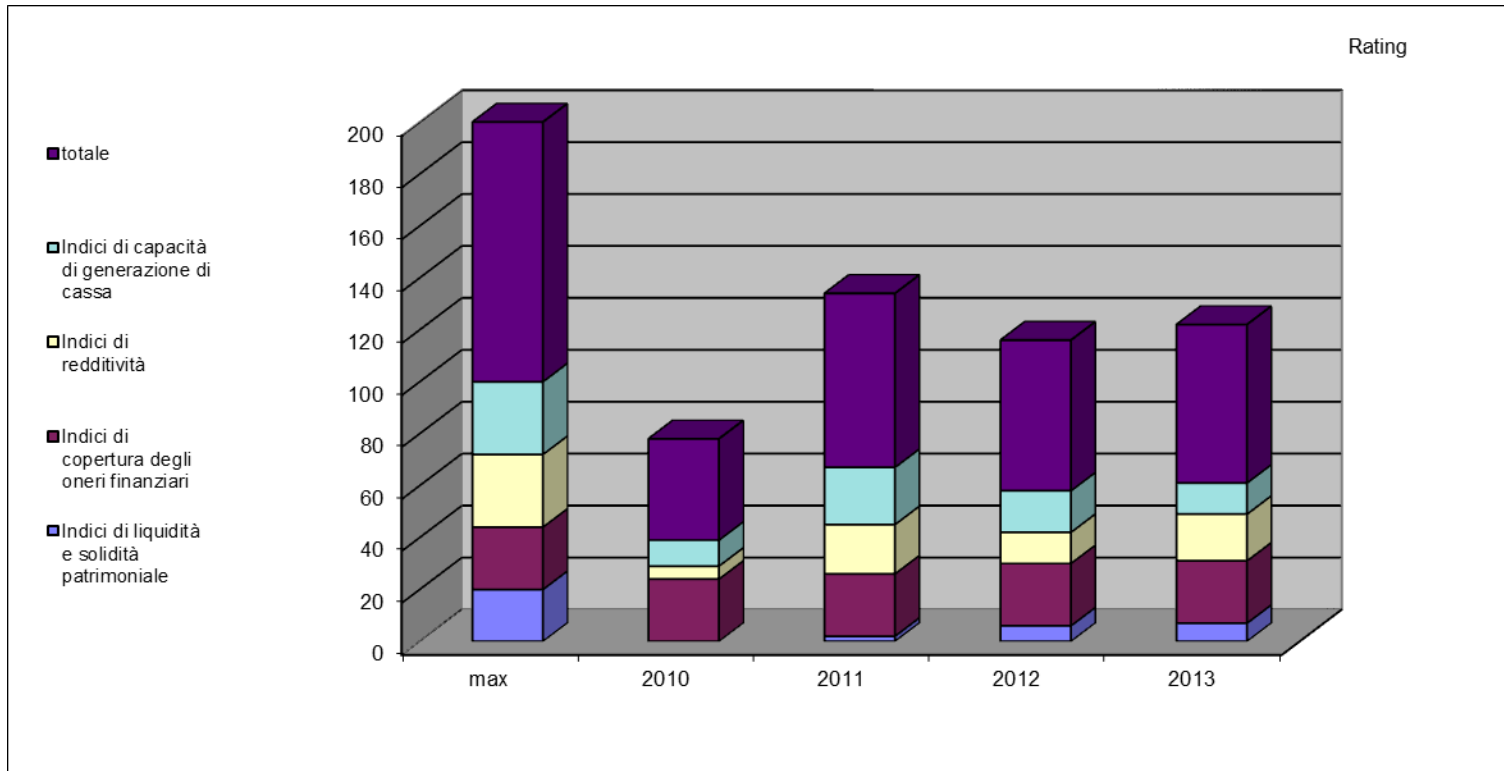
I Start-up





Example: rating

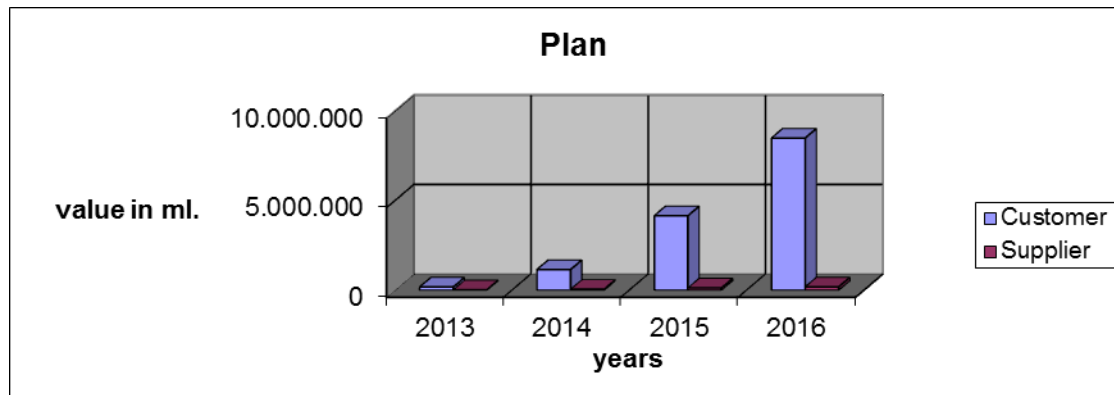
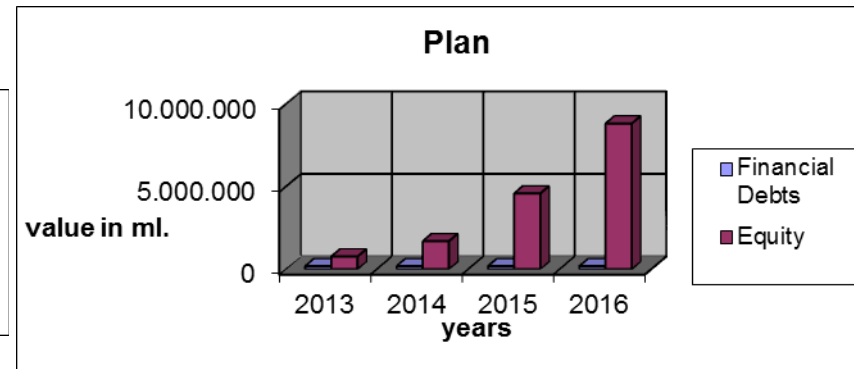
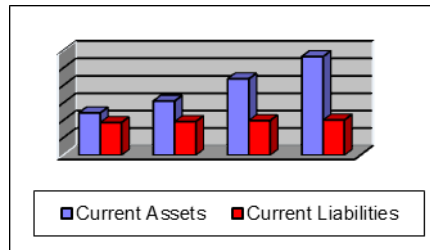
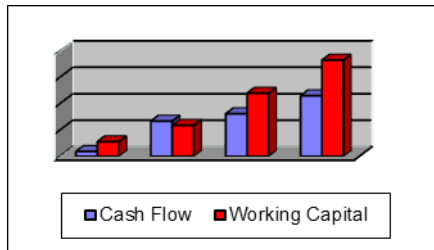
I Corporate. Basilea 2 -3





Example: Analysis

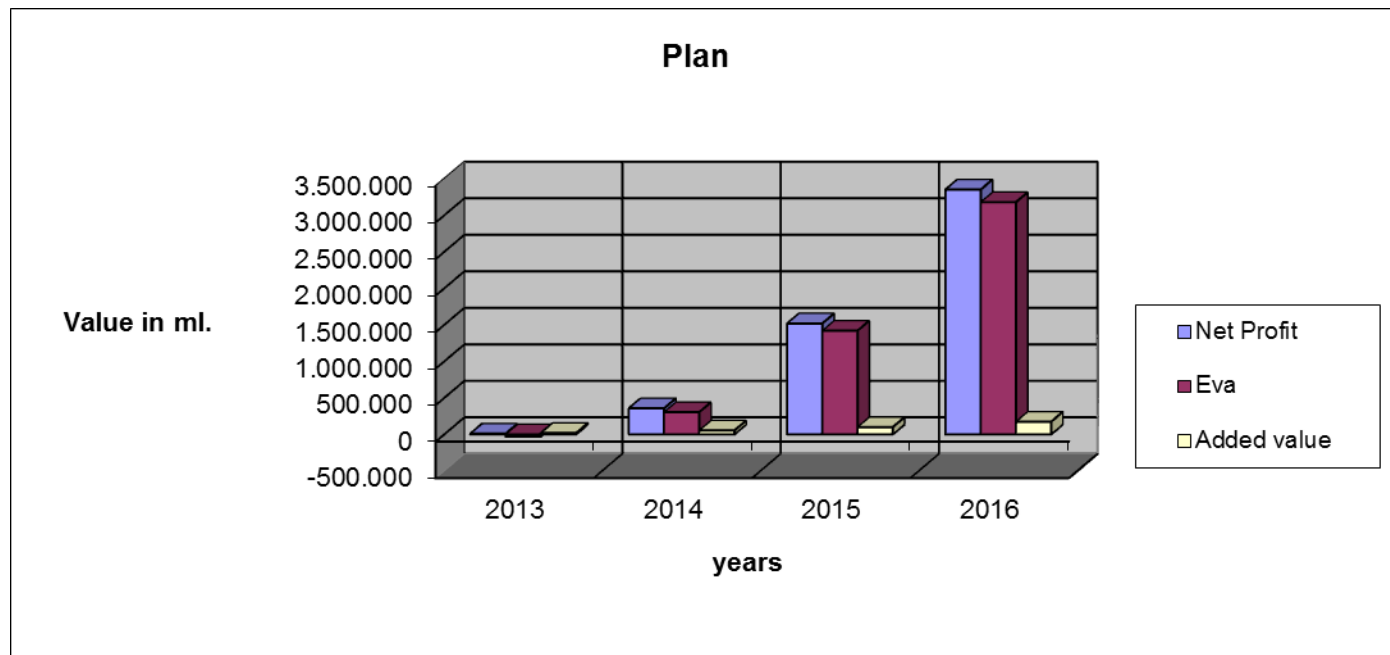
● Measurement





Example: Index

- Eva (economic value added)





Example: Index

● Financial

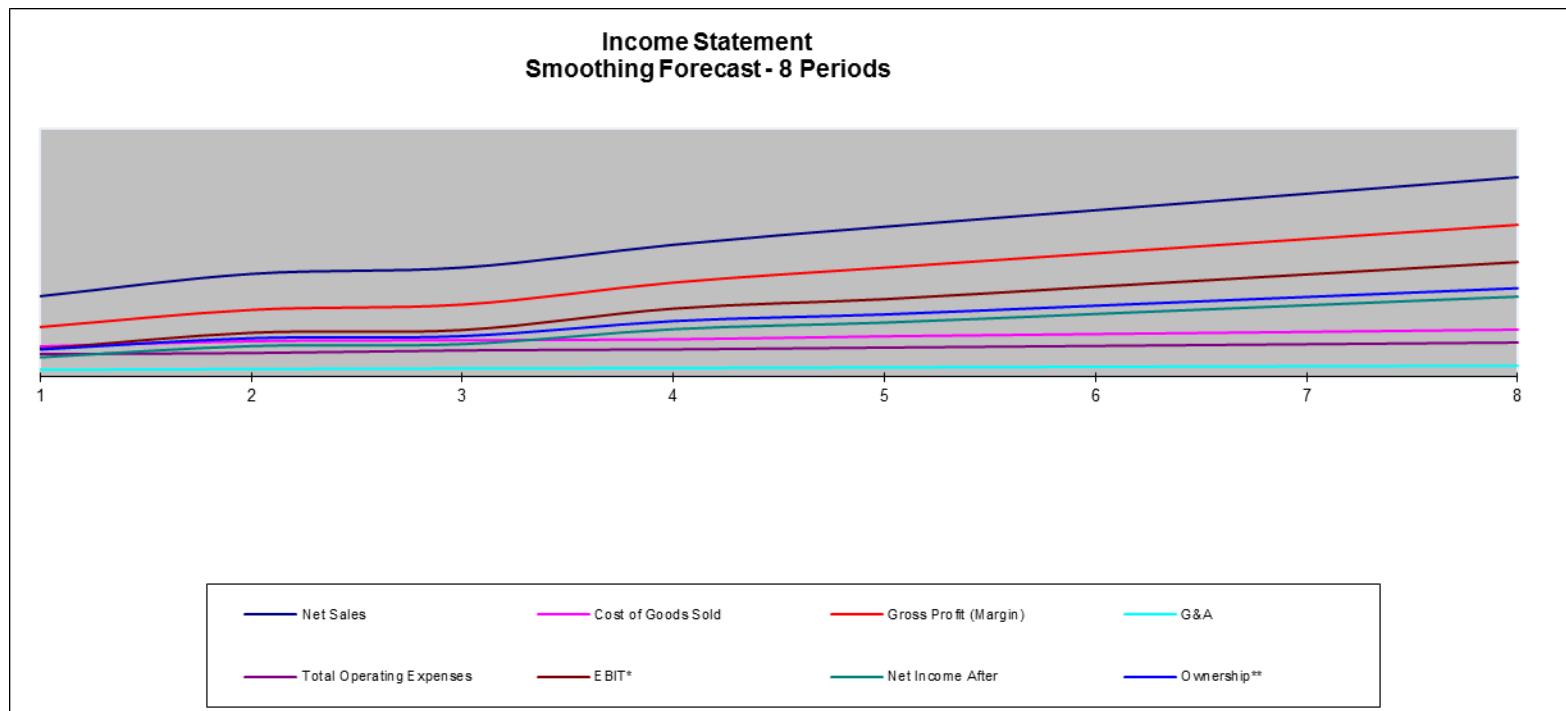
Pla

	FUNDING & DEVELOPMENT			
	2010	2011	2012	2013
STORICO	€./000	€./000	€./000	€./000
Tasso crescita interno senza ricorso al funding	1,93%	5,05%	1,45%	4,58%
Tasso di crescita sostenibile con funding	11,47%	36,85%	3,99%	8,01%
Gap Analysis	9,54%	31,79%	2,54%	3,44%
	2013	2014	2015	2016
PREVISIONALE PLAN	€./000	€./000	€./000	€./000
Tasso crescita interno con ricorso al funding	1,13%	18,43%	30,92%	36,35%
Tasso di crescita sostenibile con ricorso al funding	2,00%	31,00%	60,00%	75,00%
Previsive Gap Analysis	0,87%	12,57%	29,08%	38,65%



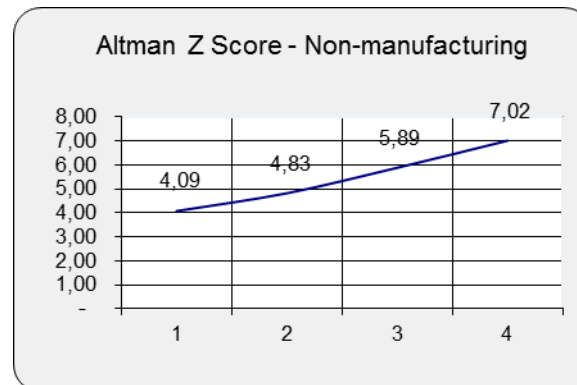
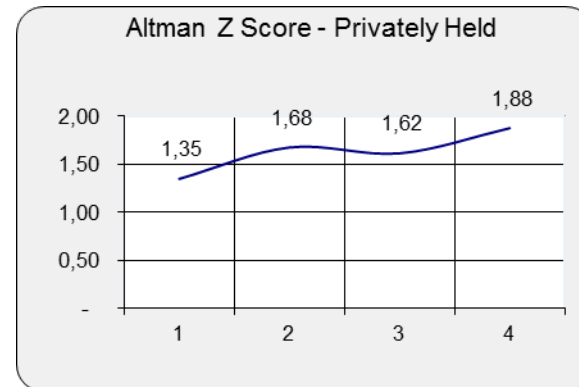
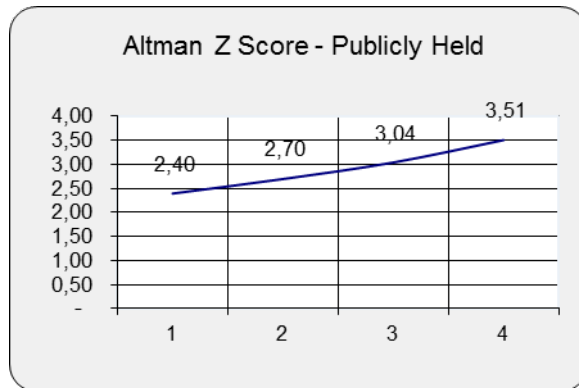
Example: Summary

● Financial





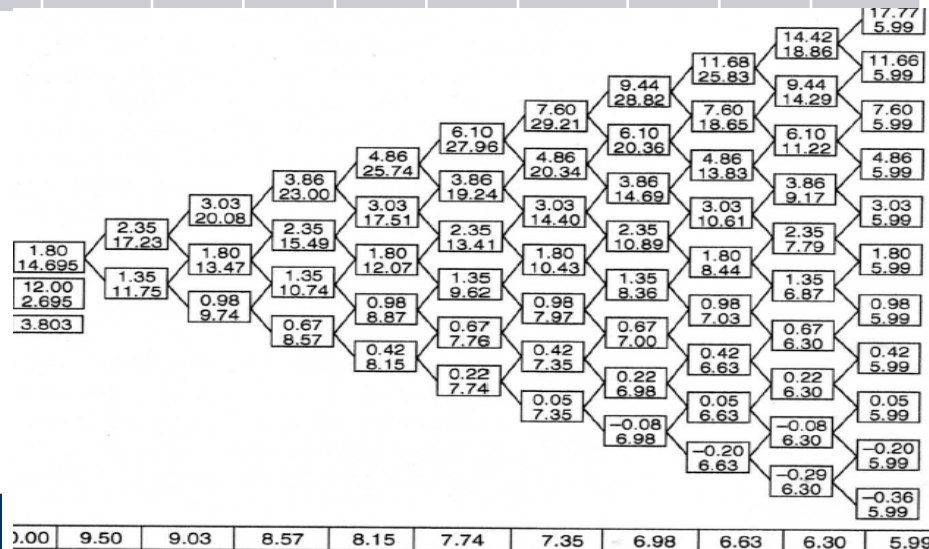
Example: Scoring



Example: Van & Value Trade-off Put Option

Match	y. 0	y. 1	y. 2	y. 3	y. 4	y. 5	y. 6	y. 7	y. 8	y. 9	y. 10
Revenues Expected VAN	2, 50	2, 5	2, 5	2, 5	2, 5	2, 5	2, 5	2, 5	2, 5	2, 5	2, 5
Fixed Costs		0, 7	0, 7	0, 7	0, 7	0, 7	0, 7	0, 7	0, 7	0, 7	0, 7
VA VAN	5, 15 -1, 11										

FCFF VA
INVESTMENT VAN
PUT OPTION VALUE



PAY BACK Y. 0
BACK VALUE TILL Y. 1 TO Y. 10

Example: Van & Value Steady state expansion Call Option

INPUT:

1. S= Van/Npv Investment
2. K= Investments
3. R= rate Wacc or market comparable
4. S²= standard deviation Van
5. Y= yeld additional investments

Match	0	1	2	3	4	5
CCN	-230	150	170	350	200	0
WCCN	0	60	100	100	-10 0	-10 0
Investment	-300	0				
FCFF unlev.	-530	90	70	250	300	100
WACC	15%					
VAN	-13, 19					

Match	Input
RISK FREE RATE	3, 00%
TIMING	3 Y.
VAN (950/1, 15 ³)	624, 64
ADDITIONAL INVESTMENT	1. 000
STAND. DEVIATION VAN	30%
FCFF	950
d1	- 0, 47
d2	-0, 99
N (d1)	0, 31
N (d2)	0, 16
VALUE CALL OPTION	52, 06
VAN INVSTMENT WITHOUT CALL	-13, 19
VALUE CALL IN STEADY EXPANSION	53, 06
VAN	38, 88



Topics

CONTROL

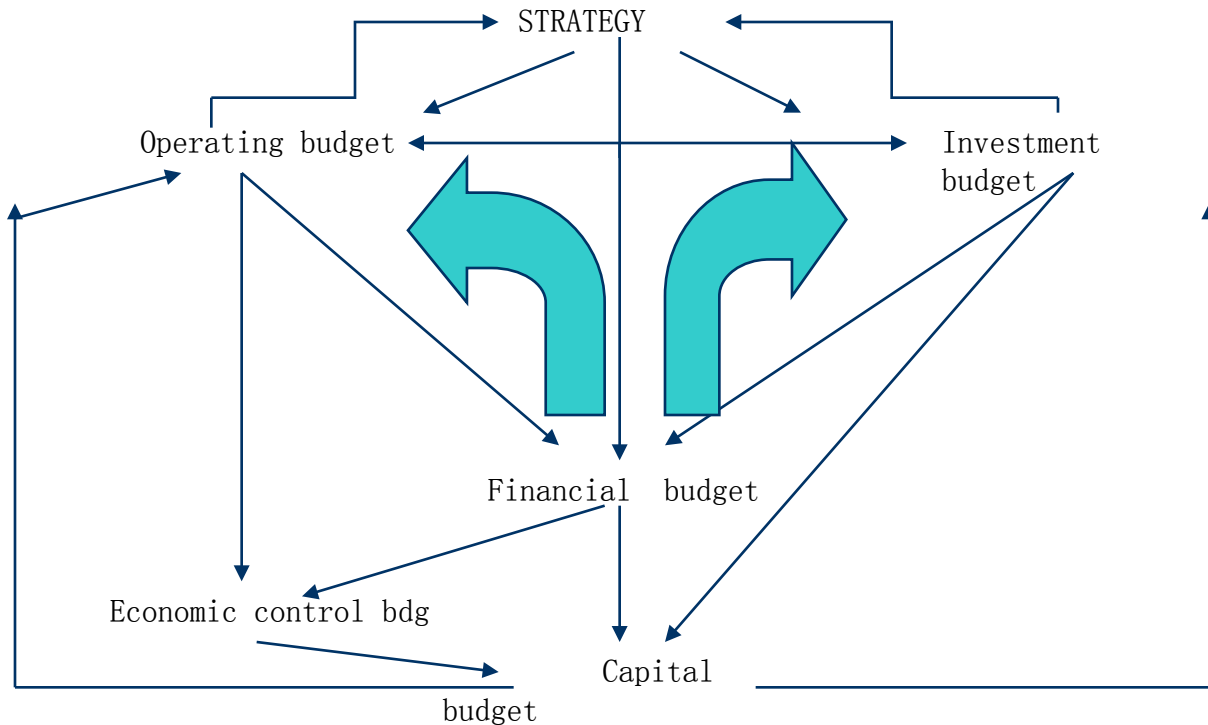
- Capital Budgeting Analysis
- Analysis cost of quality '
- Measurement for legal purposes of the prevalence of credit
- Analysis Comparative
- Treasury Management

CONTROL IN OVERTIME

- Management of debt recovery procedures and settlement activities'
- Management procedures insolvency, composition
- Supplies and rentals companies or branches of companies



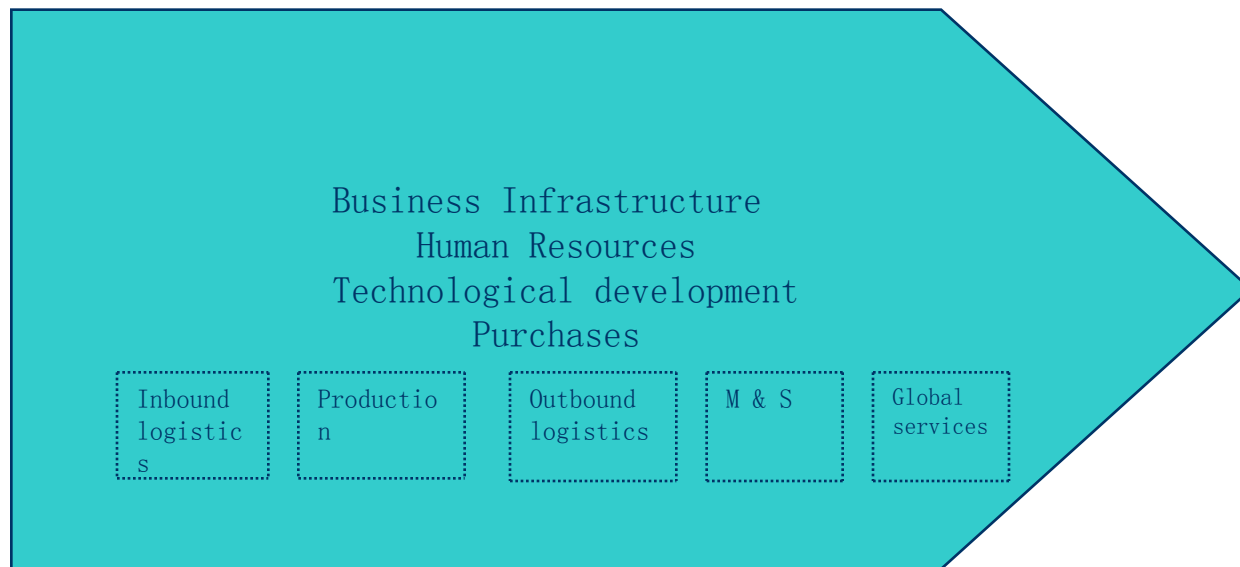
Example: Budgetary Control





Example: The Competitive Advantage

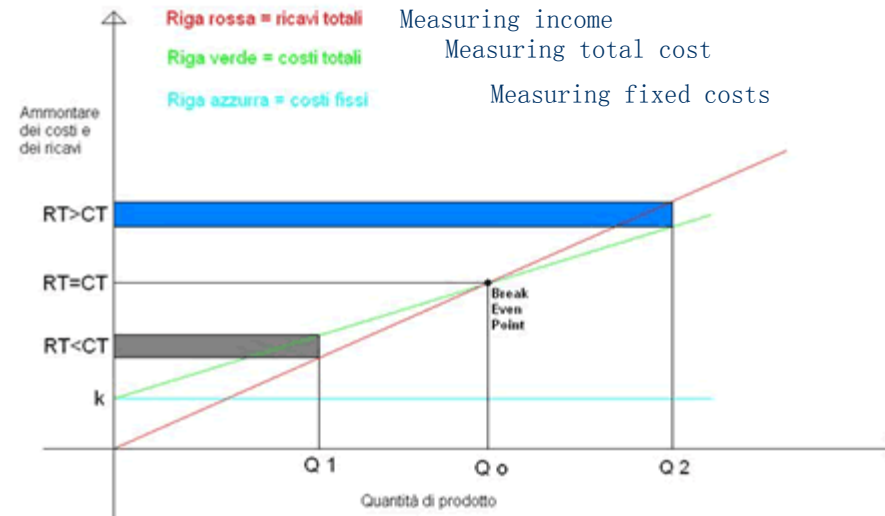
I VALUE CHAIN





Example: Break-even point

● Measurement





Topics

● Value intangible assets

- Brand Equity
- Human Capital
- Advertising capital

Items	Financial	Management	Strategy
Match	Relations with investors & stakeholders	Performances	Market position
“	Merger & Acquisition	Customer management	Process reengineering
“	Contribution in equity	Resource management	Quality improvement
“	Fundrising	Dashboard	Brand launch
“	Fiscal impact on assets	Index: roi-roe-roa	Investments
“	Balance sheet analysis	KPIS Management	Joint venture
<u>Frequency</u>	Una tantum	Recurrent	Una tantum
<u>Goal</u>	Roe	Assets management	Change management



Example: Value equity brand

NET PRESENT VALUE

COMPANY XYZ									
MASTER VALUE EQUITY BRAND									
HISTORY DATA -SHEET B P 2013-2017					forecast- BUSINESS PLAN 2013 - 2017				
Milestones	Source	2010	2011	2012	Source of revenues	2013	2014	2015	2016
Revenues	Balance	56.154,00	87.340,00	97.258,00	Advertising	53.680,00	463.280,00	1.903.280,00	4.303.280,00
					Banner	35.700,00	102.400,00	360.000,00	1.098.100,00
					Functional	38.520,00	74.520,00	146.520,00	254.520,00
					Banner	58.500,00	655.360,00	2.304.000,00	3.840.000,00
					Advertising pages	186.400,00	1.295.560,00	4.713.800,00	9.495.900,00
Additional Increase without know how	Total	56.154,00	87.340,00	97.258,00		-	-	-	-
Additional increase with know how		56.154,00	31.186,00	9.918,00		186.400,00	1.109.160,00	3.418.240,00	4.782.100,00
Costs		54.855,00	80.729,00	94.954,00		175.702,01	938.809,71	3.194.774,49	6.143.546,60
Costs increase without know how		54.855,00	25.874,00	14.225,00					
Costs increase with know how						175.702,01	763.107,70	2.255.964,78	2.948.772,11
Income/(Loss)		1.299,00	6.611,00	2.304,00		10.697,99	356.750,29	1.519.025,51	3.352.353,40
Income increase without know how		1.299,00	5.312,00	-4.307,00					
Income increase with know how						10.697,99	346.052,30	1.162.275,22	1.833.327,89
VALUE ECONOMIC PREMIUM PRICE	Stadey Discount					10.697,99	709.407,22	3.664.072,63	7.901.872,37
VALUE ECONOMIC BRAND	History Discount	1.299,00	10.889,60	-13.577,82					
FINAL VALUE ECONOMIC BRAND						7.888.294,55			
Legend	(a)	Wacc 5% Npv incremental income flow- Source: Capital Asset Pricing Model							
	(b)	Methodology income -economic (premium price)							
	(c)	Absorption of Revenue between expected income and the initial flow with brand and the historical contribution							
	(d)	without							



Topics

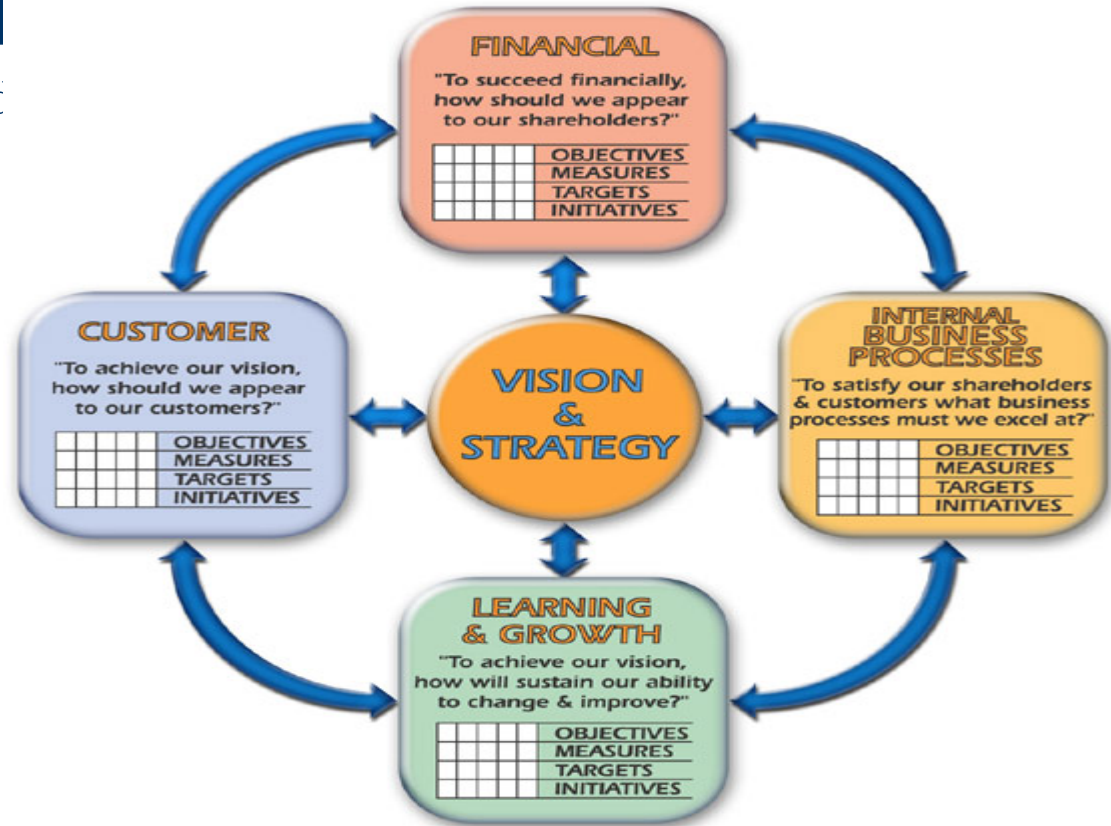
PROCESSES

- Redefinition of the corporate organizational structure as a result of change initiatives
- Management of change and improvement
- Drafting of Quality Management System (ISO9001),.
- BSC business process
- Lean Accounting (Value stream cost-value stream mapping).



Example: Methodologies for process

Balanced scorecard





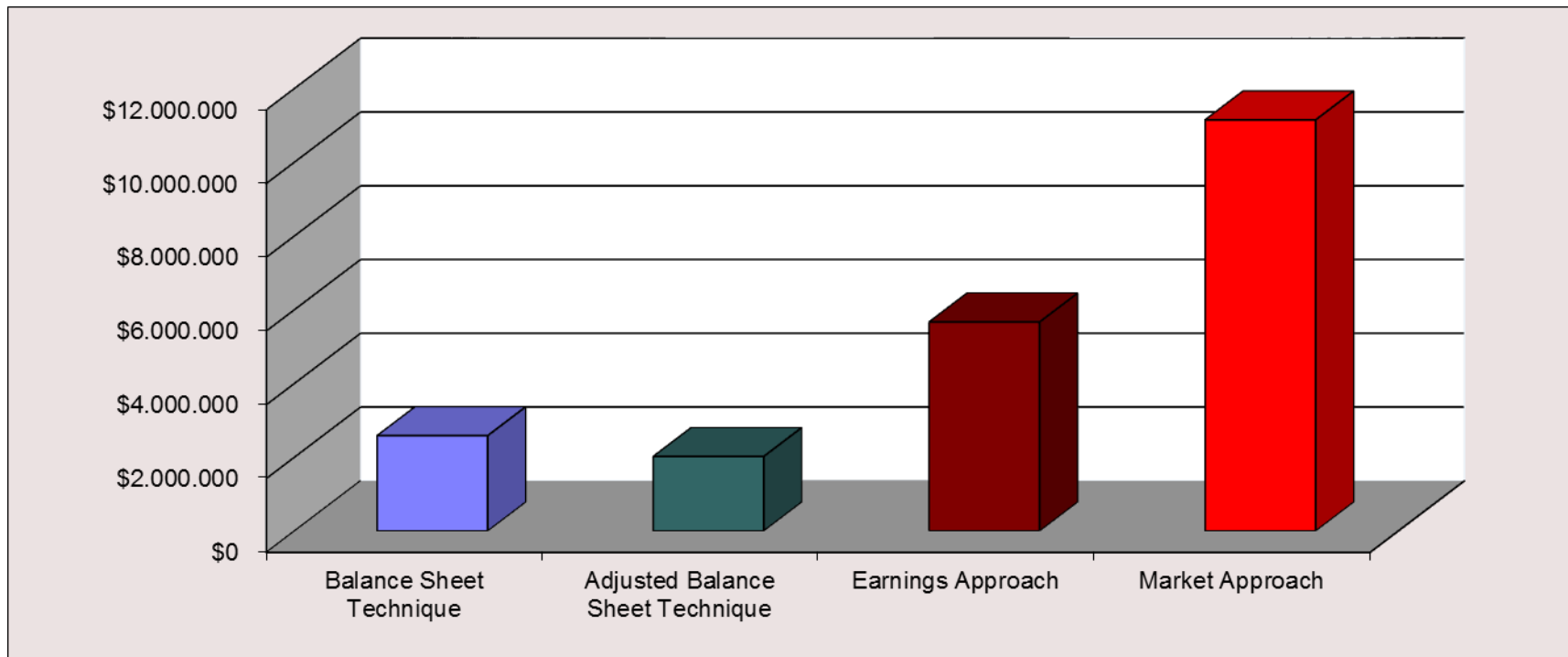
Topics

- Market Audit
- Market Value Analysis
- Swat - Gap - What if Analysis
- Smoothing & regression sales analysis
- Forecast sales analysis
- Budget sells



Example: Value Estimates



Market

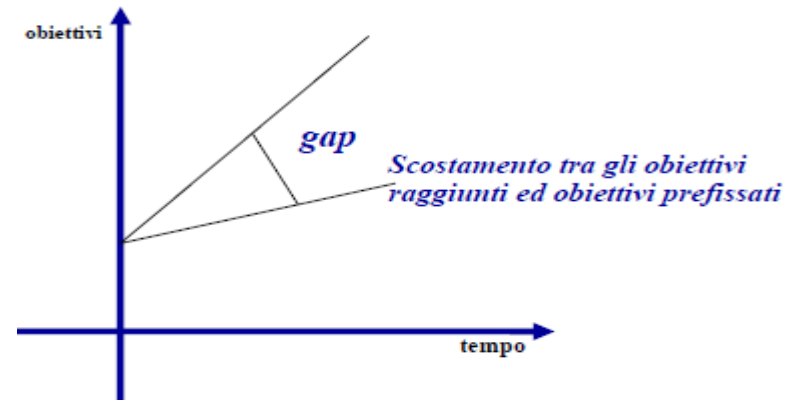




Example: market analysis

Gap-What if

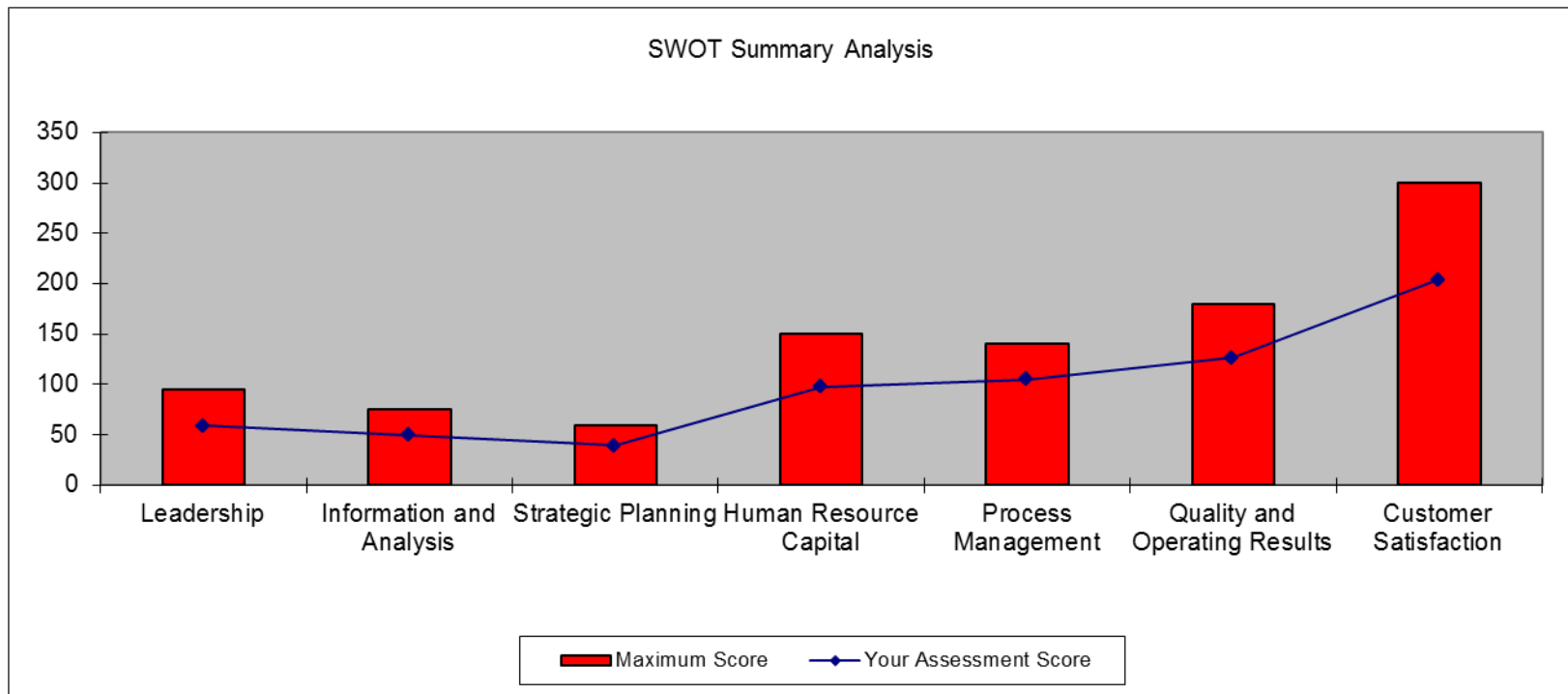
		Quota di mercato	
		Alta	Bassa
Tasso di crescita del mercato	Alto	★	?
	Basso		





Example: Quick analysis

Swat

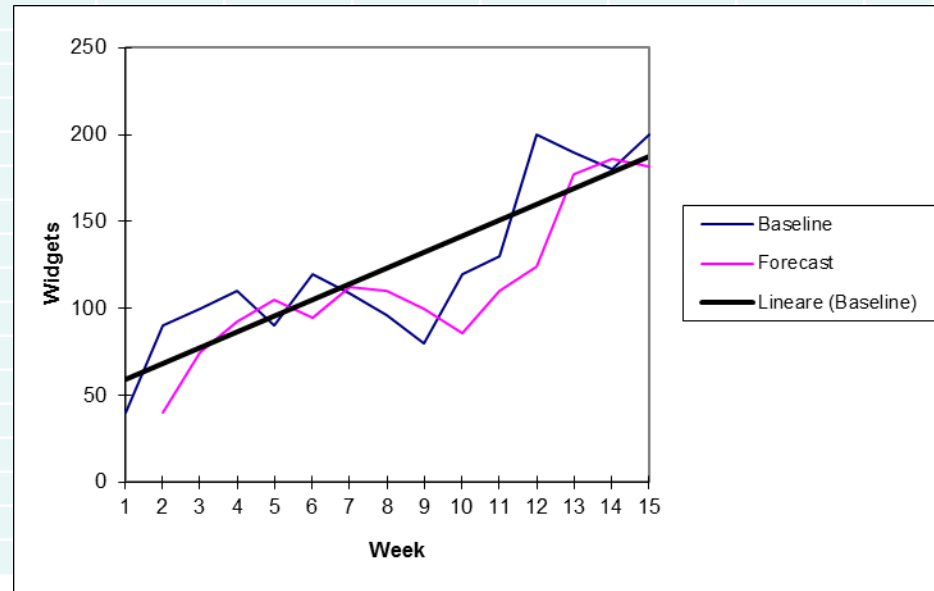




Example: Smoothing

Sales q.

Week No.	Widgets Sold	Smoothed Forecast
1	40	#N/D
2	90	40,00
3	100	75,00
4	110	92,50
5	90	104,75
6	120	94,43
7	109	112,33
8	96	110,00
9	80	100,20
10	120	86,06
11	130	109,82
12	200	123,95
13	190	177,18
14	180	186,16
15	200	181,85
Forecast For Week 16		194,55





Example: Budget

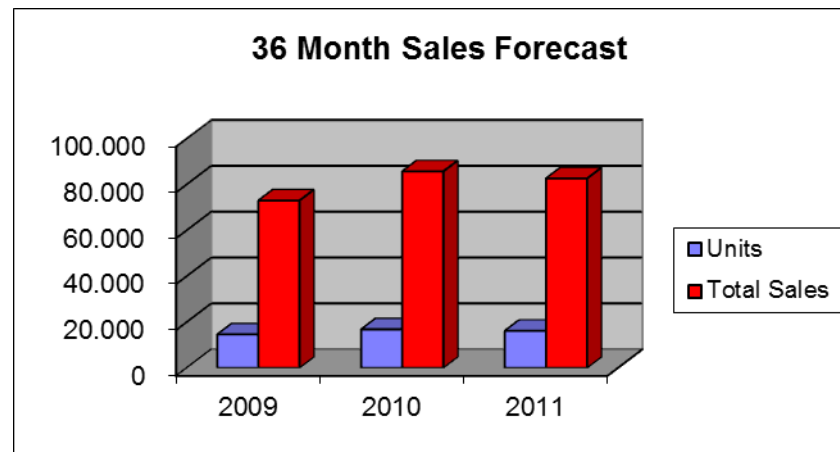
Sales

ALL MARKETS	Sales Analysis by Product Line				Profitability Analysis			Average Price	
	Actual	Target	%	0 50% 100% 150%	Cost @Std	Margin	Margin%	Qty	Avg Price
oLinea1	4.267.831	5.000.000	85,4% ⁿ	nnnnnnn	14.196.413	71.418	0,02	281.104	€ 15,18
2Linea2	11.913.570	10.000.000	119,1%	nnnnnnn nnnn	012.047.117	-133.548	-0,01	1.125.865	€ 10,58
oLinea3	7.246.741	8.500.000	85,3% ⁿ	nnnnnnn	25.855.813	1.390.928	0,24	1.299.060	€ 5,58
2Total	23.428.142	23.500.000	100% ⁿⁿ	nnnnnnn	1 22.099.343	1.328.799	0,06	2.706.029	€ 8,66



Example: Forecast

Sales





References

I Skills & References

Mailbox: tecnoindustriale1@libero.it

- Chemistry: Business development Piedmont (Italy) for Eigenmann & Veronelli SpA, Rho (MI) from 1987-1990
- Electronics: business development consortium on behalf Oerlikon Contraves-Musorb from 1991 to 1993
 - Systems : business development «Oracle db» behalf Musorb srl Italy from 1992 to 1995
 - Fine Chemicals: 1989 to 2000 business chief area Torino to Degussa Catalyzatoren AG
 - Automation: business development from 1995 to 1999 for Schenck AG
 - Systems-integrator: 1992 to 2002 CEO of Sigma Engineering Ltd.
 - Technologies: Business Development from 1998 to 2002 by Ricardo UK Ltd
- PMI - Temporary manager 2006-2013 financial & control market area