



V A R E S C H I [&] P A R T N E R S



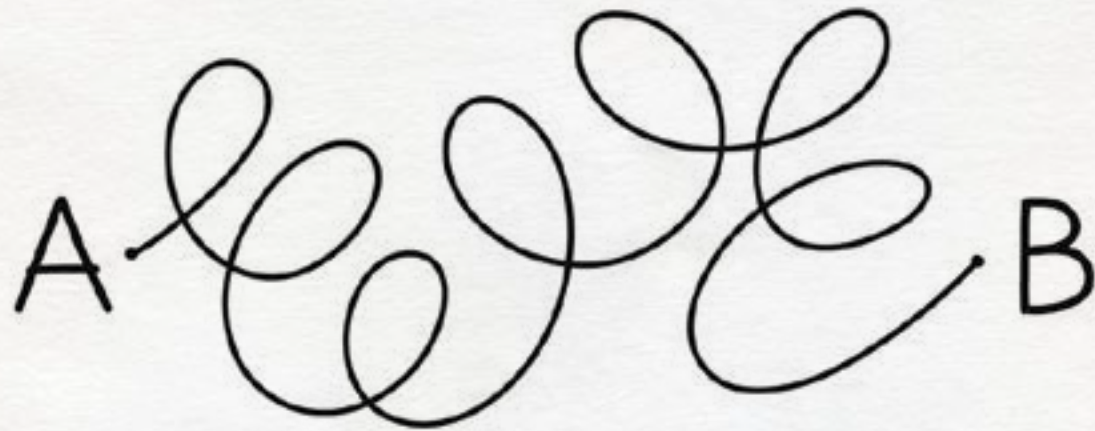
Company Profile



Our team
creates
value



www.vareschipartners.com



**We develop a new
point of view**

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Accuracy & search for excellence

Vareschi & Partners is **a team of trainers and consultants, born from the integration of know-how, competence and ambition of professionals.** Our working style is characterized by accuracy and search for excellence.

The Vareschi & Partners team is made of **experts in finance and economic management**, with proven professionalism in their field, obtained by broad working experiences in companies, consulting and university professorship, both **in Italy and abroad.**

Our key values are:

Competence and methodological strictness, achieved thanks to continuous research and up-dates;

Transparency in all steps of business management, from internal processes to public relations;

Team work, meaning agreement and integration within the company, as well as quest of a partnership relation with the customer.

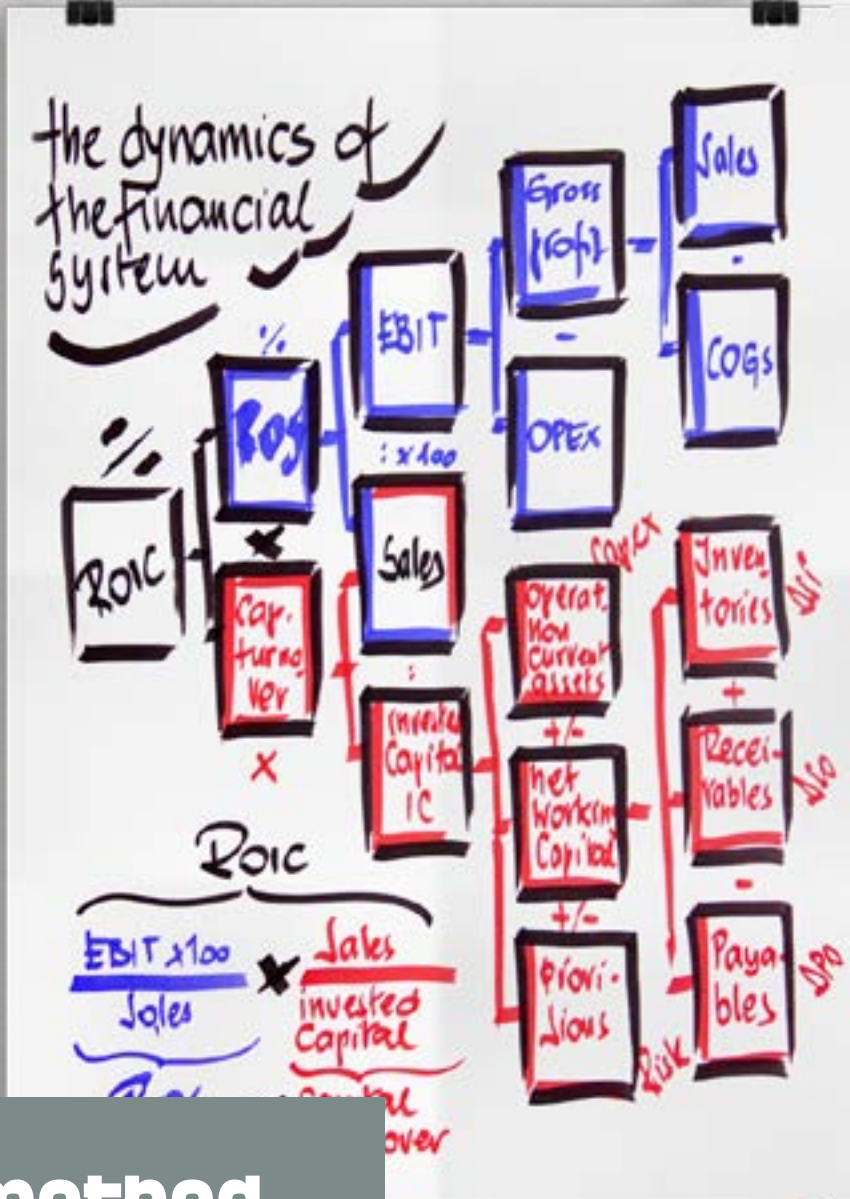


We support your business

Our systematic approach is designed to guide and **focus the activity of the group or of the individual to reach the business or project goals**. Our working methodology, combining training, coaching and consultancy, aims at satisfying their needs, thus setting an intense and fruitful relation. All trainers working in Vareschi & Partners **combine a deep theoretical knowledge of their subject together with a proven experience in the field**.

Vareschi & Partners has clearly stated its fields of activity and operates only when certain to be able **to satisfy the customer needs and to create value for its organization**. Otherwise, we refuse the assignment. All professionals working in Vareschi & Partners share an ethic and professional code, thus creating an homogeneous company style, based on the above mentioned values.

Vareschi & Partners offers solutions, not prescriptions. Solutions based on a multi-faceted concept elaboration axed on up-dated information. Solutions with strong common sense and effective feasibility so as to boost the customer performances. Vareschi & Partners supports decision makers in the attainment of their project, being involved in the responsibility for the results obtained.



method

Visual thinking

Our trainers use **the visual thinking method**, with a pragmatic slant.

Complex information is analyzed and presented in real time on flipchart. **This method helps people to understand information faster.**

All vareschi & Partners classes could be attended in **English, Italian and German.**





At the end of each class, **participants are provided with a digital copy of the diagrams analyzed.**

When needed, participants can ask for **certificate of attendance.**

We offer our customers ROI test pattern of training and personal coaching path.

Consultants, trainers & coaches

Trainers, Consultants and coaches working for Vareschi & Partners **hold a remarkable theoretical and practical professionalism** in the numerous subjects of training activities, together with several years' experience in training and coaching in relevant projects.

All team members **have covered important managerial roles.**

Elmar Vareschi, Vareschi & Partners CEO, **has 30 years of financial experience.** He is trainer and consultant of several Italian and foreign companies and personal coach in financial and economics of several Managers and directors.



Training for non financial managers

Managerial training is the traditional service offered by Vareschi & Partners. Focusing on top and middle management, it is addressed to anyone, both individuals and groups, **willing to improve their competences in economics and finance**, so as to boost the personal performance.

The subjects of our managerial training courses are the following:

- Risk Management and Risk Analysis;
- Strategic Management (turning strategy into practice);
- Performance Management;
- Value Based Management;
- Business plan;
- Financial statement analysis;
- Investment analysis;
- Economics;
- How to read a balance sheet.



Training for financial managers

Our specialized training courses are addressed to “already working professionals”, namely **Controller, Finance and Financial Manager**, who are willing to update their technical skills, improve their performances, deepen their knowledge in economics and finance, measure themselves with “state of the art” courses.

The subjects of our specialized training courses are:

- Value Based Management, Risk Management;
- Risk Analysis, Cash Management & Cash Pooling;
- Activity Based Management;
- Balanced Scorecard;
- Competitor Intelligence;
- Planning System (operative strategies);
- Beyond Budgeting;
- Financial Planning, Company Assessment;
- Impact of the International Budget Rules IFRS, US-GAAP;
- S&O-Act – implementation of an internal control system/audit system;
- Investment Analysis according to the Real Options Model.



The Cash flow creating

EBITDA

- ± Change in inventories
- ± Change in receivables
- ± Change in payables
- ± Change in provisions
- Capex

Income statement

income → cash

Sales	100	→	if	+100
Material c.	-20	→	0	-20
Personel c.	-30	→	0	-30
Other c.	-10	→	0	-10
Deprec.	-15	→	X	
EBIT				+25
EBITDA				+40
				cash flow

BS to beginning

Operating Non Current Assets	
inventories	payables
receivables	provisions

BS to end

Operating Non Current Assets	
inventories	payables
receivables	provisions

Finance windows

Get prepared for training classes!

Our “finance windows” are **essential to understand Vareschi & Partners finance subjects**, in a short time.

Personal Coaching

This is one of the most important services offered by Vareschi & Partners. In the vast majority of cases, **participants are Top Managers to whom we offer a high level of support** and well-directed possibilities for development.

This coaching activity is often addressed to managers who will soon obtain increased responsibility in a company, for example in those companies where a generational change-over is taking place in the Top Management. The Personal Coaching activities focus on economic-financial competences, which usually are not part of the participants skills.

Personal Coaching is particularly addressed to:

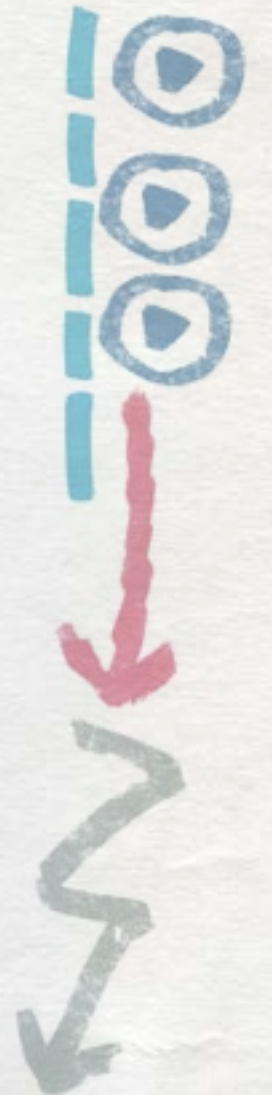
Manager entering the Board of Directors or the Board of Advisors

Manager needing to prepare for a new role

Companies who are facing a change of generation



services





consulting

Consulting covers all subjects of managerial and specialized training.

Vareschi & Partners offers **solutions**, not prescriptions.

Solutions based on a multi-faceted concept elaboration axed on up-dated information. Solutions with strong common sense and effective feasibility so as to boost the customer performances. Vareschi & Partners supports decision makers in the attainment of their project, being involved in the responsibility for the results obtained.

Business game

Our training method is **innovative and immediate**, integrating schooling and practice. Such a method offers a strong added value, meaning a high level of learning. Participants will be asked to **decide and interpret, in real time, the effects of their decisions**.

Learning through this method will help understand and determine, in a clear and definitive way, concepts and methodologies of economical and financial management.

services





Publications

Our publications, only in Italian language, are the following:

- 2010 e-book “Capire la finanza” 1. Edizione – visione sistemica dei principali modelli di gestione economico-finanziaria;
- 2012 e-book “Capire la finanza” 2. Edizione rivista e aggiornata, visione sistemica dei principali modelli di gestione economico- finanziaria.
- 2014 e-book “Capire la finanza” 3. Edizione rivista e aggiornata, visione sistemica dei principali modelli di gestione economico- finanziaria.

ISO 9001 certification

Vareschi & Partners is certified since 2006 getting the ISO 9001 Certification – Training (EA-37), Coaching (EA-35) and Consulting (EA-35).

Confidentiality

We guarantee that all data will be treated in strict confidence. All documents will be used only within the project.





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