

Agenda

DTTL EMEA M&A Transaction Services Meeting – 26 October

Timing (GMT)	Topic
10.45 – 11.00	Welcome and introduction / EMEA update
11.00 – 13.00	EMEA TS Country Updates
Lunch	
14.00 – 15.00	iDeal: Wave 1 Roll-out experiences iDeal: Wave 2 Roll-out Overview
15.00 – 15.30	Longhorn Update
Break	
16.00 – 16.15	Offshoring
16.15 – 17.00	PE in EMEA
17.00 - 18.00	Case study: Working with Chinese clients

Agenda

EMEA MACS/ PMI Meeting – 26 October

Timing (WEST)	Topic
12.00 – 12.45	Lunch
12.45 – 13.00	Welcome and introduction
13.00 – 13.30	State of the Nation EMEA MACS/PMI
13.30 – 13.50	Update Global Divestiture Meeting
13.50 – 14.30	Operations Update: <ul style="list-style-type: none">• Leadership Call & Opportunity Pipeline• EMEA MACS/ PMI SharePoint• Secondment Survey
	Break
14.45 – 15.15	EMEA MACS/ PMI Training Update
15.15 – 15.30	Tools Overview
15.30 – 16:00	Integration Director Transition Lab
16:00 – 17:00	Break-Out sessions: <ul style="list-style-type: none">• China/ EMEA deal corridor• Digital & MACS/PMI• Expectations CoE's (NoE/ CoP)
17.00 – 17.30	Wrap-up & next steps <ul style="list-style-type: none">• FY 17 Priorities• Project Gold

Agenda

EMEA Valuation & Modelling Meeting – 26 October

Timing (GMT)	Topic
10.00 – 10.30	Welcome tea and coffee
10.30 – 10.45	Objectives and agenda
10.45 – 11.15	Global valuation modelling update and strategy
11.15 – 11.40	EMEA update and group discussion/preparation for the workshop <ul style="list-style-type: none"> • Current sprint plans • UK economics, Valuation and Modelling (“EVM”) • Project Gold
11.40 – 12.15	Global modelling <ul style="list-style-type: none"> • Current sprint plan • Growth enablers
Break	

Agenda

EMEA Valuation & Modelling Meeting – 26 October

Timing (GMT)	Topic
12.15 – 14.00	<p>Workshop to facilitated discussion of EMEA collaboration. Output – top 10 priorities to action on each point:</p> <ul style="list-style-type: none"> • EMEA Interaction and teaming <ul style="list-style-type: none"> • Junior management EMEA calls and follow ups (e.g. tangible assets EMEA group monthly calls) • Cross boarder work- standardisation of pitches • DIJV usage • Team corridors (China-Europe, Japan- Europe, North America – Europe) • International secondment/team member swaps • Branding / Market <ul style="list-style-type: none"> • Team Brochures • EVM offering deck • Thought pieces • Ongoing market analysis (hot topics) report • Sector Strategy <ul style="list-style-type: none"> • Crown Jewels. Top target clients • Reasons for collaboration • Industry specific clients workshops • Clients participation in any relevant industry related Deloitte events • Thought pieces/Industry analysis/update reports • Training <ul style="list-style-type: none"> • Training - Use of Independent Fair Value Specialists in an Audit (Bill/Doug) • VKG modelling • ValueD • Graduate training program/International mobility • Globalization of valuation and modelling standards, models and report templates
Lunch	

Agenda

EMEA Valuation & Modelling Meeting – 26 October

Timing (GMT)	Topic
14.15 – 15.15	<p>Technical session</p> <ul style="list-style-type: none"> • Accreditation + GVSC • Fiscal <ul style="list-style-type: none"> • Recent developments in cross border taxation that impact on drivers for fiscal valuation (incl. links you can draw to the BEPS and transfer pricing); • Nuances of fiscal valuation and potential pitfalls (e.g. basis of valuation); • Key selling messages and differentiators for us as fiscal valuers (e.g. the negotiations, but other points as well) • Examples or comments on EMEA and US market practices and differences between them (perhaps you could cover the UK differences and HMRC approach here). • Open up the discussion with the group to cover local market products and services – bit of a learn and share session to end. • “ValueD” and “iDeal”
Break	
15:45 – 16:15	<p>Economics</p> <ul style="list-style-type: none"> • Group overview, businesses, integration with V&M groups, case studies
16:15 – 17:15	<p>Client case studies or big mandate examples</p> <p>A series of relevant cross boarder case studies from various EMEA market.</p> <ol style="list-style-type: none"> 1). Vodafone 2). German case study 3). French case study 4). Nordic case study 5). African case study 6). Middle East case study
17:15 – 17:30	<p>Closing remarks</p>
Drinks and Networking	
Dinner	

Agenda

EMEA Commercial Due Diligence Meeting – 26 October

Timing (GMT)	Topic
09.00 – 09.15	Introductions
09.15 – 10.00	Strategy for CDD in EMEA <ul style="list-style-type: none"> • Priorities for FY17 and long term vision • What are we missing as a group • CDD integration with GFA and S&O • Sector focus and alignment with SMEs
10.00 – 10.45	Getting CDD involved with Global priorities <ul style="list-style-type: none"> • Global Sector programs (e.g. GCJs) • Adding value to the M&A Strategy development • CDD knowledge and credential sharing • Support and funding needs
Break	
10.45 – 12.00	Cross border opportunities <ul style="list-style-type: none"> • Share country-specific deal opportunities (inputs will be requested prior to meeting) • Share sector expertise across EMEA • Share relevant client experiences • Market data licenses optimization • Next steps and accountabilities
Lunch	

Agenda

DTTL EMEA M&A Partners Conference – Arrival Date 26 October

Timing (GMT)	Topic
19.00 – 20.00	Welcome Cocktail
20.00	Networking Dinner

Agenda

DTTL EMEA M&A Partners Conference – DAY 1 - 27 October

Timing (GMT)	Topic
09:00 – 09.30	EMEA / Global Financial Advisory Update
09.30 – 10.15	The Future of Europe
10.15 – 11.00	Current macroeconomic situation & M&A
	Break
11.30 - 12.30	Integrated M&A Services
	Lunch
13.30 – 14.30	Client presentation
14.30 – 16.00	Sector breakout sessions <ul style="list-style-type: none"> . Automotive . Life Science & Health Care . TMT . Consumer Business
	Break
16.30 – 17.30	Alternative Lending + Client Panel
19.00	Offsite Networking Dinner - Quinta de Santa Ana Wine tasting with up to 5 wines to taste & Buffet-style barbecue at the old patios

iDeal (E3) Training Sessions for M&A Transaction Services PPDs:
 Morning Session: 9:00-12:30
 Afternoon Session 13:30-17:00

Agenda

DTTL EMEA M&A Partners Conference – DAY 2 - 28 October

Timing (GMT)	Topic
09.00 – 09.30	M&A TS + iDeal
09.30 – 10.00	Case study (Valuation) Value D
10.00 – 10.15	M&A goes analytics
Break	
10.45 - 11.15	EMEA M&A Institute Introduction of the Executive Forum + Training
11.15 – 12.00	Case study (MACS) Fedex/TNT
12.00 – 12.30	GFA Talent
12.30 – 13.00	Wrap up and closing remarks
Lunch	