

# Agenda

## DTTL EMEA M&A Transaction Services Meeting – 26 October

Timing (GMT)	Topic
10.45 – 11.00	<b>Welcome and introduction / EMEA update</b>
11.00 – 13.00	<b>EMEA TS Country Updates</b>
Lunch	
14.00 – 15.00	<b>E3: Wave 1 Roll-out experiences</b> <b>E3: Wave 2 Roll-out Overview</b>
15.00 – 15.30	<b>Longhorn Update</b>
Break	
16.00 – 16.15	<b>Offshoring</b>
16.15 – 17.15	<b>PE in EMEA</b>
17.15 - 18.00	<b>Case study: Working with Chinese clients</b>

# Agenda

## EMEA MACS/ PMI Meeting – 26 October

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

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## EMEA Valuation & Modelling Meeting – 26 October

Timing (GMT)	Topic
10.00 – 10.30	<b>Welcome tea and coffee</b>
10.30 – 10.45	<b>Objectives and agenda</b>
10.45 – 11.15	<b>Global Valuation modelling update and strategy</b>
11.15 – 12.00	<b>EMEA update and group discussion/preparation for the workshop</b> (facilitated discussion of EMEA collaboration top priorities to action) <ul style="list-style-type: none"> <li>• Current sprint plans</li> <li>• Global modelling sprint plan</li> <li>• UK economics, Valuation and Modelling (“EVM”)</li> <li>• Project Gold</li> </ul>
Break	
12.00 – 13.00	<b>Workshop:</b> <ul style="list-style-type: none"> <li>• EMEA Interaction and teaming</li> <li>• Branding / Market</li> <li>• Sector Strategy</li> <li>• Training</li> </ul>
Lunch	
14.00 – 15.15	<b>Technical session</b> <ul style="list-style-type: none"> <li>• Accreditation + GVSC</li> <li>• Fiscal <ul style="list-style-type: none"> <li>• BEPS (pan European)</li> <li>• Options taxation</li> <li>• Low interest environment impact on valuation</li> </ul> </li> <li>• “ValueD” and “iDeal”</li> </ul>
Break	

# Agenda

## EMEA Valuation & Modelling Meeting – 26 October

Timing (GMT)	Topic
Break	
15.45 – 16.15	<b>Economics:</b> Group overview, businesses, integration with V&M groups, case studies
16.15 – 17.15	<b>Client case studies or big mandate examples</b> 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	<b>Closing remarks</b>
17.30 – 20.00	<b>Drinks and Networking</b>
20.00	<b>Dinner</b>

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## EMEA Commercial Due Diligence Meeting – 26 October

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

# Agenda

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

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Timing (GMT)	Topic
19.00 – 20.00	<b>Welcome Cocktail</b>
20.00	<b>Networking Dinner</b>

# Agenda

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

Timing (GMT)	Topic
09:00 – 09.30	<b>EMEA / Global Financial Advisory Update</b>
09.30 – 10.00	<b>M&amp;A Services Update</b>
10.00 – 11.00	<b>The Future of Europe</b>
Break	
11.30 - 12.30	<b>Current macroeconomic situation and its impact on M&amp;A</b>
Lunch	
13.30 – 14.30	<b>Client presentation</b>
14.30 – 16.00	<b>Sector breakout sessions</b> <ul style="list-style-type: none"> <li>. Automotive</li> <li>. Life Science &amp; Health Care</li> <li>. TMT</li> <li>. Consumer Business</li> </ul>
Break	
16.30 – 16.45	<b>EMEA M&amp;A Institute</b>
16.45 – 17.45	<b>Alternative Lending + Client Panel</b>
19.00	<b>Offsite Networking Dinner - Quinta de Santa Ana</b> Wine tasting with up to 5 wines to taste & Buffet-style barbecue at the old patios

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

Timing (GMT)	Topic
09.00 – 09.30	<b>Update on Project Gold</b>
09.30 – 10.30	<b>Integrated M&amp;A Services</b>
	Break
11.00 - 11.30	<b>Case study (Valuation)</b> Value D
11.30 – 12.00	<b>Case study (MACS)</b> Fedex/TNT
12.00 – 12.30	<b>GFA Talent</b>
12.30 – 13.00	<b>Wrap up and closing remarks</b>
	Lunch