PE Backed Business Programme 2018
Support at every stage of the business lifecycle
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Welcome to Deloitte's programme for executives responsible for running private equity backed businesses

At Deloitte, we recognise that private equity represents one of the most challenging industries for executives who are often operating in an intense, fast paced environment, driven by an absolute focus on building and realising value within a condensed lifecycle. That's why we've developed a programme specifically with private equity backed business leaders in mind, focussing on some of the key issues you have told us you want to hear about including managing investor demands, economic developments, emerging trends, latest thinking and best practice.

At the core of our approach to supporting PE backed businesses is an appreciation of, and alignment to, the lifecycle of your business. Our programme covers content relevant to each stage, from initial investment, through the mid-cycle growth phase, towards exit and beyond.

We hope the various aspects of our Private Equity Backed Business Programme help you to address some of your key business challenges and priorities, and aid your decision making wherever you are in your business lifecycle.

Chris Skinner
Chair for PE Backed Business Programme

This brochure highlights some of our key programme initiatives across these categories, indicated by the category tabs on each page. This year’s programme combines our CFO Conference for PE Backed & Private Businesses, technical workshops on current financial and market-related issues, cutting edge insights, and leadership development programmes.

We have brought together the best of Deloitte to help support both your business and personal ambitions under four key categories:

- **Business focus**
  - Helping to address your most challenging business issues

- **Professional network**
  - Helping you to grow your professional network of peers and advisers

- **Leadership development**
  - Supporting the career ambitions of you and your team

- **Market insight**
  - Providing you with unique insights which support your business and career decisions

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Chair for PE Backed Business Programme
2018 CFO conference for PE Backed Businesses

Our flagship conference brings together acclaimed business leaders and Deloitte subject-matter experts to explore the CFOs role in PE-backed and privately-owned businesses in an increasingly demanding world.

Format
Our annual conference combines guest speaker plenaries with in-depth breakout sessions focussing on issues across the business lifecycle. Please visit our website for details of our full agenda and guest speakers as they are announced.

Events
15 May 2018 | 8:30am-4:00pm, London
To find out more and to register visit www.deloitte.co.uk/cfoconference

Relevant for:
✓ CFOs and senior finance executives of PE-backed and privately-owned businesses

To register your interest in our CFO Conference, email ukprivatemarkets@deloitte.co.uk
Relevant for:
✓ CFOs

To register your interest in our PE Backed CFO Breakfast Briefings, email ukprivatemarkets@deloitte.co.uk

PE Backed CFO Breakfast Briefings

Our breakfast briefings bring together up to 20 CFOs from private equity backed businesses across a range of industries. Joined by Deloitte experts, each session will focus specifically on aspects of optimising your finance function and finance strategy. Participants will have the opportunity to explore the topics and issues during an interactive discussion to ensure solid understanding of complex issues.

Format
Roundtable breakfast briefings from 8:15-10:30am, for up to 20 CFOs. Held in the Deloitte Academy in London.

Spring events
31 January 2018 | 8:15-10:30am – The Deloitte Academy, London
Optimising your financing
It’s a fact. In 2017, the debt markets have never been more frothy, with banks and funds queuing up to lend to your companies. But we live in uncertain times. What can we expect when the cycle changes, as it inevitably will do? In this session we will look at the five things every PE backed CFO needs to know in 2018.

14 March 2018 | 8:15-10:30am – The Deloitte Academy, London
Optimising your tax strategy
You can’t read the papers these days without seeing tax in the headlines. But what exactly do CFOs need to think about when they are preparing their tax strategy? The short answer is that there is so much more to consider than just tax. This is especially so in the current private equity environment because of the unique challenges and opportunities for businesses to implement a tax strategy that both meet global requirements and satisfy investors. Our experts along with guest speakers will lead a discussion on the key considerations to take into account when developing your tax strategy.

Details of our Autumn and Winter events will be available in due course, please contact us for further details.

Regional PE backed business programmes
We also offer a number of regional events and initiatives across the UK aimed at PE backed businesses throughout the year. Please speak to your Deloitte contact to find out more.

Regional PE backed business programmes

To register your interest in our PE Backed CFO Breakfast Briefings, email ukprivatemarkets@deloitte.co.uk
PE Circle
The network for private equity house professionals

Our PE Circle is specifically designed to provide private equity house professionals with insights and practical advice on current financial, regulatory, operational and strategic matters, as well as insights into market trends.

The programme combines technical breakfast briefings led by subject-matter-experts with networking events throughout the year.

To find out more, email ukprivatemarkets@deloitte.co.uk

IPO Masterclass

This workshop is designed to provide detailed insight into the process of listing on the Main Market of the London Stock Exchange for PE backed businesses.

Format
Specialists from Deloitte’s Equity Capital Markets Team, along with guest speakers from leading banks and legal advisors will offer an unparalleled opportunity for delegates to obtain a clear picture of the London Market, the hurdles of the listing process and the challenges for management.

Events
10 October 2018 – Deloitte, London
Please speak to your Deloitte contact for more information on upcoming Masterclasses.

Relevant for:
✓ CEOs

To register your interest in an IPO Masterclass, email ukprivatemarkets@deloitte.co.uk
CFO Transition Accelerator

Deloitte’s CFO Transition Accelerator is a half-day experience designed for recently promoted executives or those facing significant change (eg, the arrival of a new leader) to help them hit the ground running and develop a plan for success.

Format

Half-day workshop focusing on developing a plan to manage your transition. You will be guided through the Lab by an experienced Facilitator who will help you define and communicate your priorities, assess and develop a talent strategy and build a plan to tackle your objectives.

There is no charge to take part, other than your time and commitment to providing us with some pre-workshop insights so we can help you make the most of the experience.

“Six months on and I still find myself referring back to the day and what it told me about my priorities.”

Past candidate, CFO

Relevant for:
✓ Newly appointed CFOs of PE backed businesses

Please speak to your usual Deloitte contact to discuss opportunities on this programme.
Key publications

Deloitte's flagship publications and commentary explore the latest trends in the market and within business today.

**Economy and finance**

PE Backed CFO Survey
Based on over 130 interviews with PE investors, CEOs, Chairmen and CFOs, our latest PE backed CFO research explores the CFO’s impact on value creation and influence through the exit process.
www.deloitte.co.uk/pebackedcfosurvey

Chancellor’s Budget Coverage
Deloitte’s comprehensive commentary on the Chancellor’s budget statement, covering measures which affect businesses and individuals.
www.ukbudget.com

M&A Index
The Deloitte M&A Index is a forward-looking quarterly indicator that forecasts future global M&A deal volumes and identifies factors influencing conditions for deal-making.
www.deloitte.co.uk/maindex

Alternative Lender Deal Tracker
More than 30 alternative debt funds currently participate in this quarterly report which monitors the primary European mid-market deal activity (up to €350m of debt) involving these lenders.
www.deloitte.co.uk/dealtracker

**Governance & Transparency in Private Companies**

This report sets out the implications of the government’s Green Paper on a new Corporate Governance Code for Private Companies.
www.deloitte.co.uk/privategovernance

The Deloitte CEO Survey
The CFO Survey is one of Deloitte’s flagship products and the only survey of major corporate users of capital that gauges attitudes to valuations, risk and financing.
www.deloitte.co.uk/cfosurvey

**Industry focus**

Deloitte Consumer Tracker
Based on our proprietary consumer survey and analysis of the macroeconomic environment, this economic update focuses on consumer spending attitudes and behaviours.
www.deloitte.co.uk/consumertracker

Deloitte Consumer Review
This report provides an insightful and impartial view of selected consumer trends that we believe will have a significant impact on consumer businesses.
www.deloitte.co.uk/consumerreview

Mobile Consumer Survey
Based on a multi-country study of mobile phone users around the world, Deloitte’s Mobile Consumer Survey focuses on attitudes and usage of mobile technologies and devices.
www.deloitte.co.uk/mobileuk

TMT Predictions
Deloitte’s Technology, Media & Telecommunications (TMT) Predictions presents our view on the major trends from the sector that will emerge, or be enhanced, and how they will be adopted in the year ahead. Our top 10 predictions represent those that we feel will be most pertinent to UK businesses.
www.deloitte.co.uk/tmtpredictions

Technology Fast 50
The Deloitte Technology Fast 50 is one of the UK’s foremost technology award programmes. Now in its eighteenth successful year, it is a ranking of the country’s 50 fastest growing technology companies, based on revenue growth over the last five years.
www.fast50.co.uk

**Relevant for:**
✓ CEOs
✓ CFOs

Visit deloitte.co.uk for all our latest publications.
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