2010 EMEA Calendar

KANTAR RETAIL
Inspired by MVI

MVI believes that the only successful way for manufacturers to grow in the modern retail environment is by engaging with their retail customers in a collaborative, value-added business partner basis. Our calendar features training workshops and forums across a variety of markets and retail channels, all designed to enable our clients to build such relationships with those retail organisations that are driving growth across the EMEA region.

EVENTS MARKED STREAM WILL BE AVAILABLE VIA LIVE WEB STREAMING

Q1

NEW European Retail Outlook STREAM — London

Jan 26 — The Recession & Beyond - Outlook for 2010
Geographical coverage - *Europe*

Auchan Global Workshop STREAM — Lille

Mar 9 — Business Planning for Auchan
Geographical coverage – *Global*

Carrefour G4 Workshop — Paris

Mar 11 — Business Planning for Carrefour
Geographical coverage – *G4 (Belgium, France, Italy, Spain)*

Metro CEE Workshop — Warsaw

Mar 25 — ***NEW*** Selling to Metro C&C
Geographical coverage – *Central & Eastern Europe*

France Retail Forum — Paris

Mar 30 — French Retail Trends Overview
Geographical coverage – *France*

Q2

Russia & Ukraine Retail Forum — Moscow

Apr 22 — Russian Retail Trends Overview
Geographical coverage – *Russia & Ukraine*

UK Channel & Retailer Workshops — London

Apr 26 — ***NEW*** Business Planning for Alliance Boots
Geographical coverage – *UK & Eire*

Apr 27 — Business Planning for Tesco Global STREAM
Geographical coverage – *Global*

Apr 28 — UK Discounter Channel Workshop
Geographical coverage – *UK & Eire*

European Shopper Forum STREAM — London

May 18 — European Shopper Forum
Geographical coverage – *Europe*

Asda UK & Eire Workshop — Leeds

May 20 — Business Planning for Asda
Geographical coverage – *UK & Eire*

Russia Skillbuilders Workshop — Moscow

Jun 10 — Retailer Financial Models
Geographical coverage – *Russia*

WORKSHOP DESCRIPTIONS

Skillbuilders

Our interactive, exercise-driven curricula allow you to develop a model work plan with clear next steps to build momentum—internally and externally. Gain the critical skill development necessary to build best practice, account–specific plans for your largest, most complex customers.

Channel Workshops

Analysis of channel & insight into supplier-related strategies to drive growth in the channel

Business Planning/ Retailer specific workshop

Focus on the key elements to facilitate collaborative business planning and become a value-added retail partner

Forums

An overview and analysis of the modern trade trends driving the consolidation of the region's retail market

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NEW European Grocery Retail Forum — Geneva

Jun 15 Streaming only session STREAM
Jun 17 European Retail Trends Overview
Geographical coverage – *Europe*

NEW European Non-Grocery Retail Workshop — London

Jun 29 European Retail Trends Overview
Geographical coverage – *Europe*

Q3

Auchan & Metro Russia Workshops — Moscow

Sep 21 Business Planning for Auchan
Sep 22 Business Planning for Metro C&C
Geographical coverage – *Russia*

CEE Skillbuilder & Channel Workshops — Warsaw

Sep 27 Retailer Financial Models
Sep 28 CEE Discounter Channel Workshop
Geographical coverage –
Central & Eastern European

NEW Spain Retail Forum — Madrid

Sep 30 Spanish Retail Trends Overview
Geographical coverage – *Spain*

Q4

Lidl & Metro Global Workshops — Dusseldorf

Oct 13 Selling to Lidl STREAM
Geographical coverage – *Europe*
Oct 14 Business Planning for Metro Cash & Carry STREAM
Geographical coverage – *Global*

Carrefour Global Workshop — Paris

Nov 16 Business Planning for Carrefour STREAM
Geographical coverage – *Global*

Buying Groups Workshop — London

Nov 30 Buying Groups Workshop
Geographical coverage – *Europe*

Private Label Workshop STREAM — London

Dec 2 Private Label Workshop
Geographical coverage – *Europe*

ABOUT

MVI

MVI is the global retail thought leader. We provide the best in-depth understanding of key retailers and a broad analysis of the retail industry. Our actionable ideas, strategic thinking, and forward-looking insight deliver a competitive advantage to our clients.

MVI is a premium solution provider for all retail challenges. Our expansive knowledge of over 1000 retailers worldwide can be customized to fit our client's needs through our comprehensive products and solutions.

Kantar Retail

Kantar Retail combines the resources of MVI, Glendinning, Cannondale, Retail Forward and Red Dot Square to create a globally integrated consulting business uniquely positioned to provide the solutions clients are seeking.

A world leader in retail insight and consultancy, Kantar Retail is a strong, strategic partner providing unique insights and winning solutions in the marketplace.

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