

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

<b>Q2</b>			
<b>Russia &amp; Ukraine Retail Forum</b>		Moscow	
Apr 22	Russian Retail Trends Overview <i>Geographical coverage – Russia &amp; Ukraine</i>		
<b>UK Channel &amp; Retailer Workshops</b>		London	
Apr 27	Business Planning for Tesco Global <b>STREAM</b> <i>Geographical coverage – Global</i>		
Apr 28	UK Discounter Channel Workshop <i>Geographical coverage – UK &amp; Eire</i>		
<b>European Shopper Forum <b>STREAM</b></b>		London	
May 18	European Shopper Forum <i>Geographical coverage – Europe</i>		
<b>Asda UK &amp; Eire Workshop</b>		Leeds	
May 20	Business Planning for Asda <i>Geographical coverage – UK &amp; Eire</i>		
<b>Alliance Boots UK &amp; Ireland Workshop</b>		London	
May 26	Business Planning for Alliance Boots <i>Geographical coverage – UK &amp; Ireland</i>		
<b>Russia Skillbuilders Workshop</b>		Moscow	
Jun 10	Retailer Financial Models <i>Geographical coverage – Russia</i>		
<b>NEW European Grocery Retail Forum</b>			Geneva
Jun 15	Streaming only session <b>STREAM</b>		
Jun 17	European Retail Trends Overview <i>Geographical coverage – Europe</i>		
<b>NEW European Non-Grocery Retail Workshop</b>			London
Jun 29	European Retail Trends Overview <i>Geographical coverage – Europe</i>		

## 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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## 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.