

Deloitte Global Tax and Legal is a great place to be.



Celebrates and nurtures
your unique strengths



Encourages you to be
bold and innovative



Invests in your learning
and development



Gives you opportunities
to work abroad



Gives you the tools you
need to succeed



Expects the exceptional
and helps you achieve it



Values your work ...
and your life

41,000 people.
148 countries.
10 Global Service Lines.

83% of revenue from
clients served >one country.

We are global.
We are growing.
We are interconnected.

\$9B in revenue.
10% growth.

40% of revenue outbound from
HQ country.

Our clients are facing
unprecedented levels
of uncertainty.

Globalization



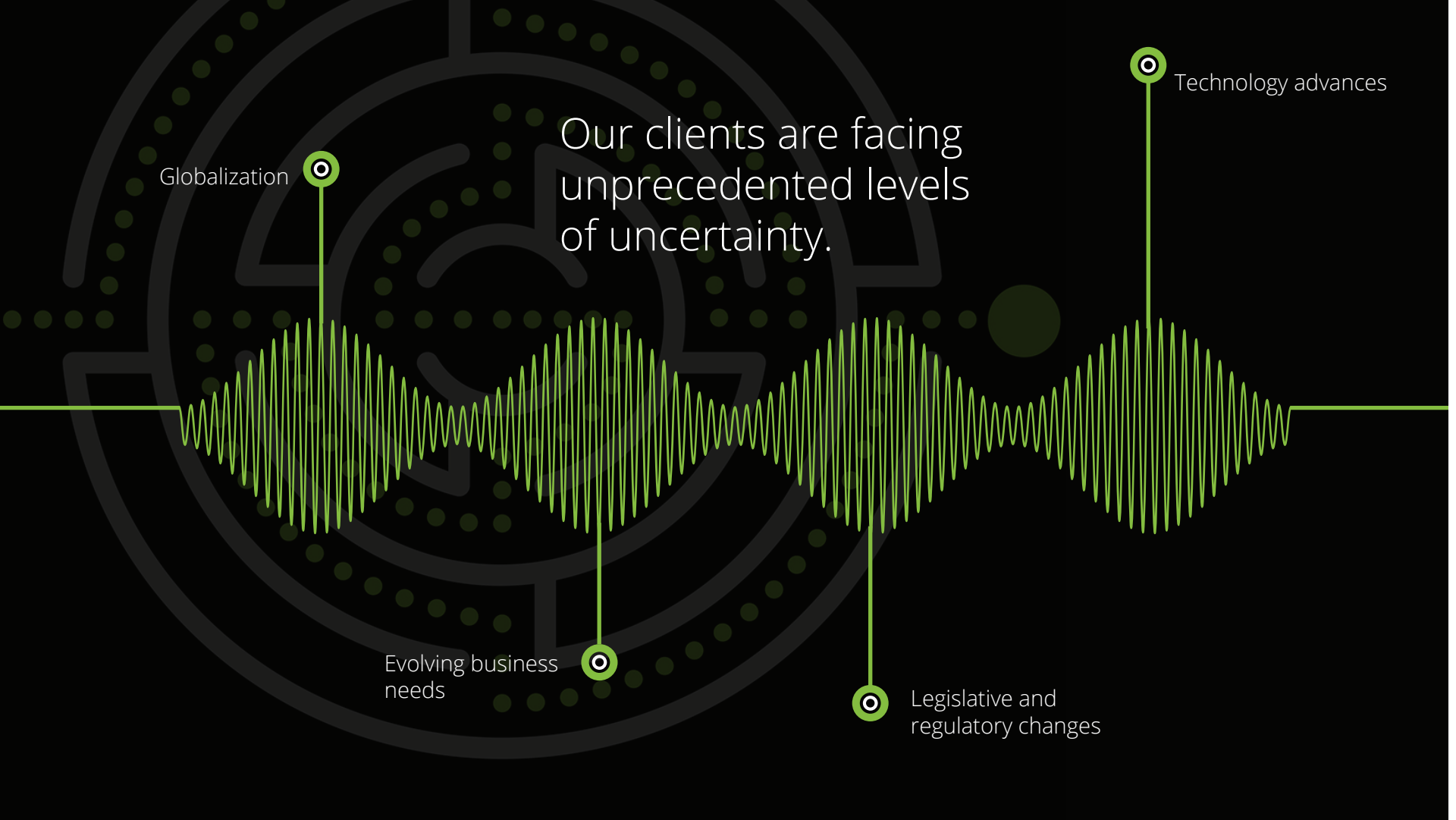
Technology advances



Evolving business
needs



Legislative and
regulatory changes



The way our clients
buy our services is
changing also.

Global/regional bids

Cross-service line bundling

Central purchasing

More for less

Multi-year contracts



We are accelerating
this strategy with
a Global Platform.



Six operating dimensions driving global quality
and consistency

- Clients & Industries
- Services
- Talent
- Strategy & Innovation
- Geography
- Infrastructure & QRR

We are getting better at going to market globally.

Increased focus and support to close whitespace

Improved coordination: geography, service lines, industries

Identified 1,200 global priority clients

GLTP GO! – three levels

Hot topic webcast series

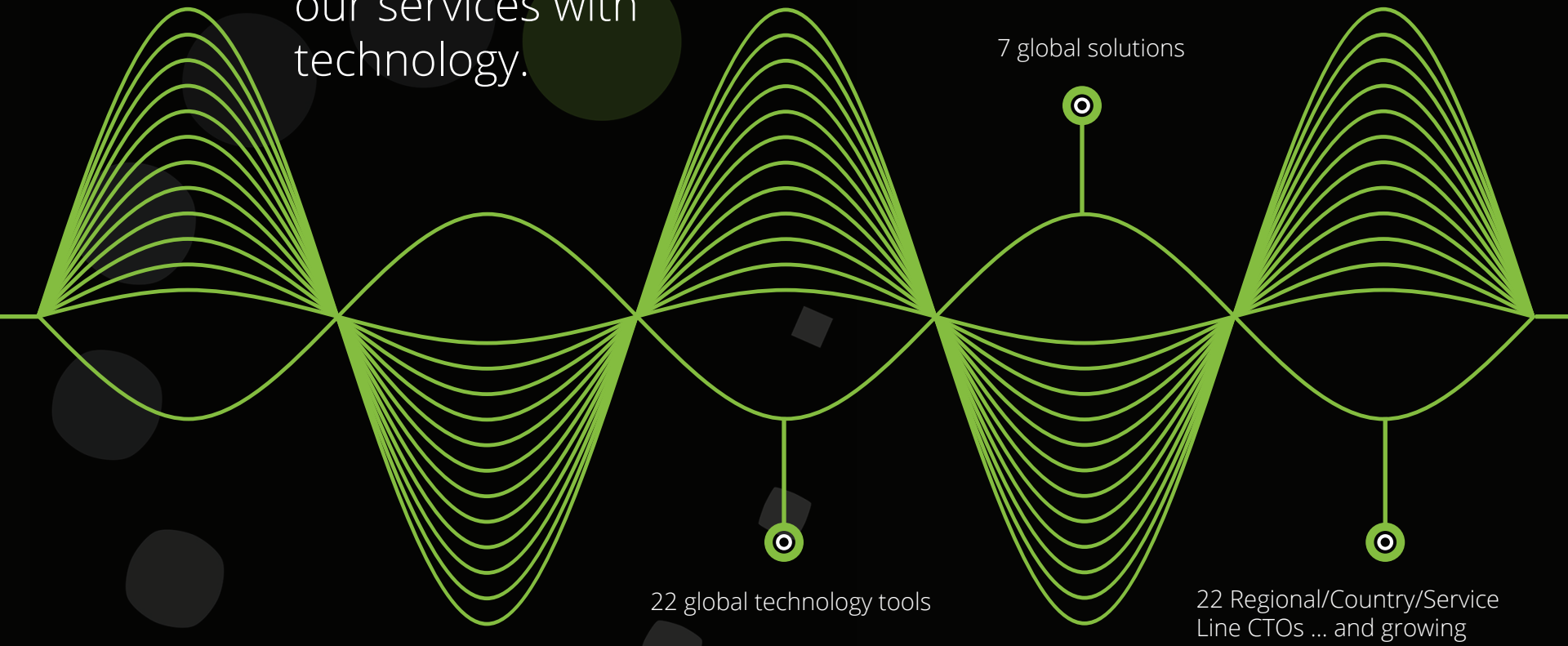
We are developing
world-class Global
Lead Tax Partners.

Industry/sector initiatives

Client labs

Whitespace reporting

We are supercharging
our services with
technology.



7 global solutions

22 global technology tools

22 Regional/Country/Service
Line CTOs ... and growing

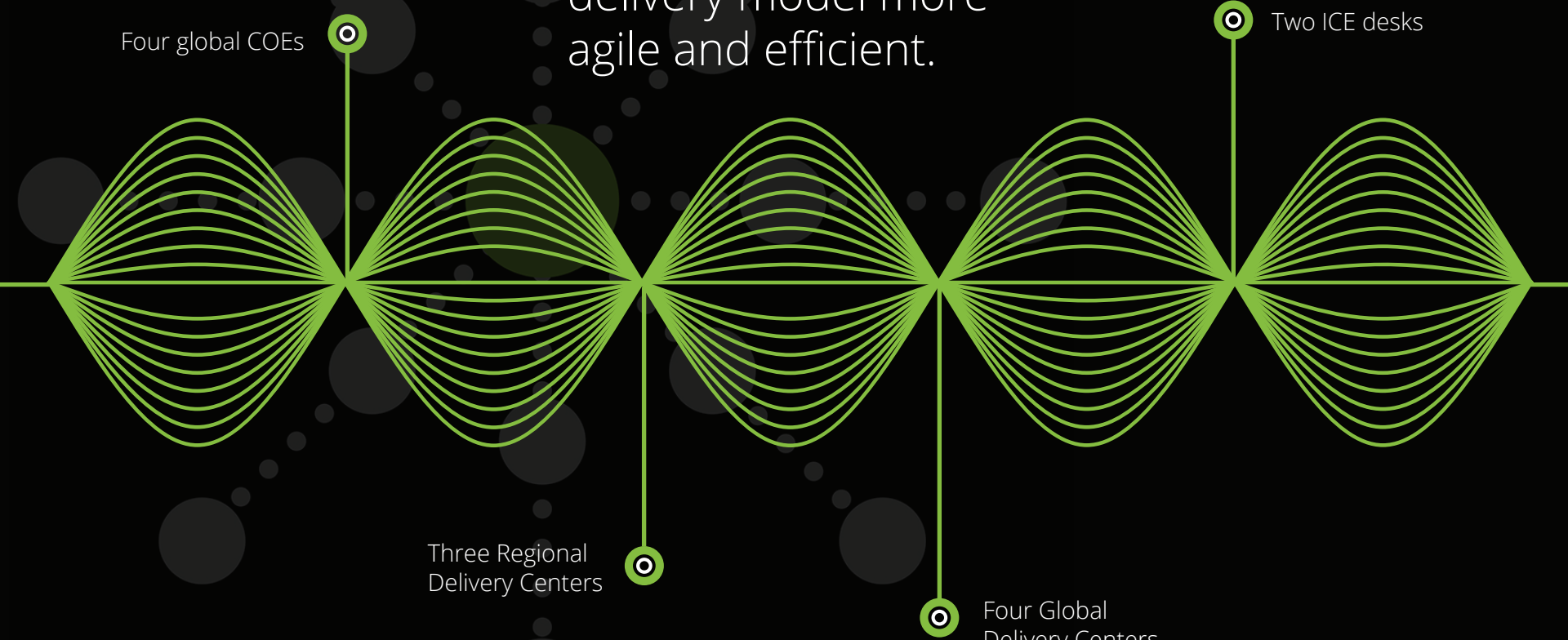
We are making our
delivery model more
agile and efficient.

Four global COEs

Two ICE desks

Three Regional
Delivery Centers

Four Global
Delivery Centers



We are staking our
market position with
a new Global brand.



Confidence

- Collaborating
- Leading through uncertainty
- Connecting the pieces
- Making an impact that matters



We are inspiring an
innovation culture.

Global innovation
network – 20 countries
and 10 service lines

Four innovation
Bold Plays

We are adding talent to meet market demand



Growing headcount –
10%/year



Filling talent gaps –
targeting 200 PPDs
in FY17

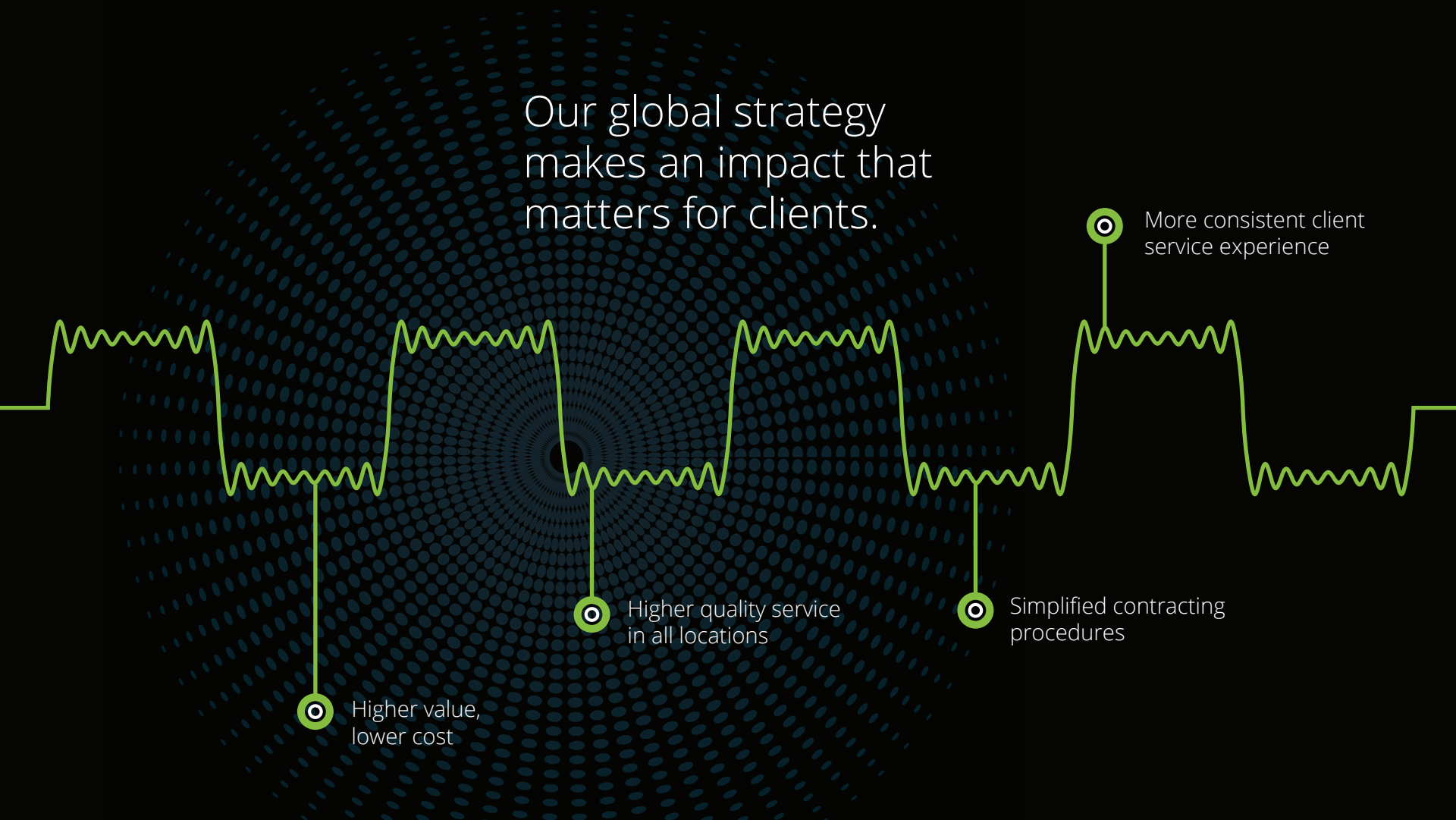


Capitalizing on growth
opportunities – Legal,
Immigration, TP



Building up key
markets: Germany,
India, Japan, China,
SEA

Our global strategy
makes an impact that
matters for clients.



Higher value,
lower cost

Higher quality service
in all locations

Simplified contracting
procedures

More consistent client
service experience

Our global strategy makes an impact that matters for Deloitte.



More pull-through opportunities



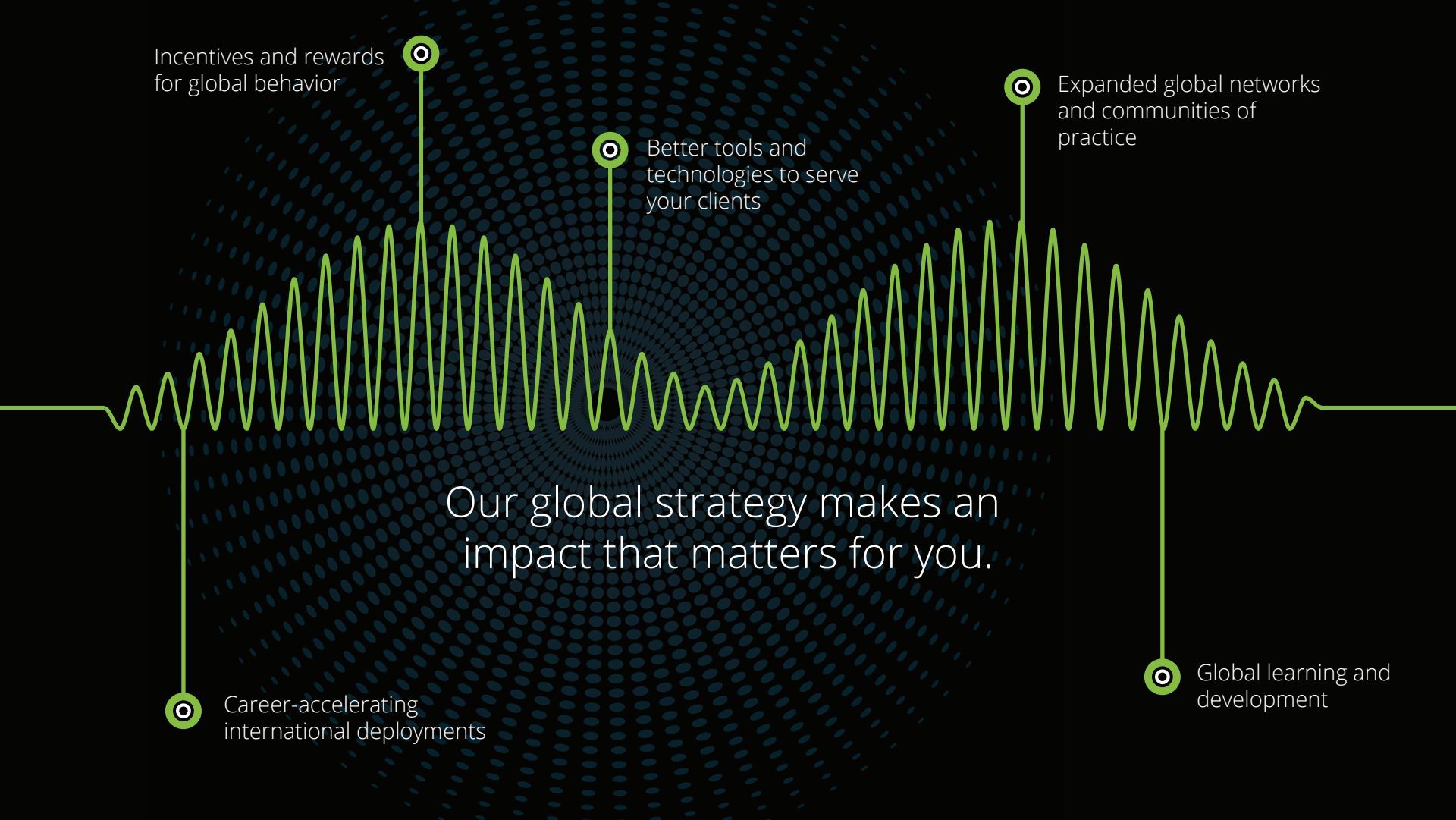
Better differentiation



Better client connectivity and "stickiness"



More competitive for global pursuits



Incentives and rewards
for global behavior

Better tools and
technologies to serve
your clients

Expanded global networks
and communities of
practice

Our global strategy makes an
impact that matters for you.

Career-accelerating
international deployments

Global learning and
development

Focus on clients'
global needs

Set global goals

You can help drive
our global success

Use our global tools
and technologies

Join our global
networks

Spread the word!