











IMTC BRASIL 2016




CONFERENCE AND PRE-CONFERENCE AGENDA

Wednesday, April 13th, 2016 to Friday, April 15th, 2016

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Wednesday, April 13th			
8:00	REGISTRATION IS OPEN FOR COURSES, MTBIT & EXHIBITORS ONLY		
9:00	 <p>MONEY TRANSFER BUSINESS DEVELOPMENT SEMINAR Moderator: <i>Daniel Trias + Hugo Cuevas-Mohr</i></p>	 <p>MONEY TRANSFER COMPLIANCE CERTIFICATION COURSE Instructor: <i>Connie Fenchel + Aloisio Matos</i></p>	TRADE FAIR INSTALLATION
13:00	Lunch for Course & MTBIT Participants only		Lunch Sponsored by: 
14:00			
14:00 17:15	<p>MONEY TRANSFER BUSINESS DEVELOPMENT SEMINAR <i>Afternoon Sessions</i></p>	<p>MONEY TRANSFER COMPLIANCE CERTIFICATION COURSE <i>Afternoon Sessions</i></p>	TRADE FAIR INSTALLATION
17:30	WELCOME RECEPTION		Reception Sponsored by: 
19:30			
Thursday, April 14 th			
8:00	MORNING COFFEE at the Trade Fair - <i>Sponsor this Morning Coffee!</i>		
9:00			
9:00	Welcome to IMTC BRASIL 2016 - Brief Guidelines: <i>Hugo Cuevas-Mohr & Daniel Trias</i> , Conference Directors		TRADE FAIR IS OPEN
9:10	Welcome Message - <i>Luciano H. Hayata</i> , President of ABRACAM , Associação Brasileira de Corretoras de Cambio (Brazilian Association of Foreign Exchange Brokers)		
9:20	Remembering Emilio Garofalo Filho - His family, Abracam and IMTC will honor his memory recognizing his lifelong achievements and highlighting his values as colleague, professor and friend.		
9:20	The past, present and future of the Foreign Exchange & Remittances market in Brasil, its Regulation and Development - <i>Geraldo Magela</i> , who resigned as the <i>Secretário-Executivo do Banco Central do Brasil</i> this past May after close to 40 years in the institutions shares his views and opinions of the past, present and the future of the industry he modernized as a regulator and now consults for.		
9:30			
10:00	The role of COAF: Challenges and achievements: <i>Antônio Carlos Ferreira de Sousa</i> , Diretor de Análise e Supervisão do Conselho de Controle de Atividades Financeiras (COAF) gives a summary of the Counsel's effective control of AML regulations and policies in Brazil.		
10:30			
10:30	COFFEE BREAK at the Trade Fair		Coffee Break Sponsored by: 
11:30			
<i>Plenary Continues</i>			
11:30	The Fight & Prevention of Money Laundering in Paraguay and the region: <i>Oscar Boidanich Ferreira</i> , Ministro -Secretario Ejecutivo - Secretaria de Prevención de Lavado de Dinero o Bienes- SEPRELAD, will discuss what is Paraguay doing to combat ML internally and in conjunction with its neighbors.		TRADE FAIR IS OPEN
12:00	Financial Institutions, Compliance, Regulation and Global Banking Access by South American Institutions. Attorney & Consultant <i>Leonardo Costa</i> will give us an outlook of the recent developments in the region's banking & financial services industry and the recent FATF-GAFI Guidelines		
12:30			
12:30	The International Money Transfer & Payments Industry - Challenges, Opportunities and Trends: <i>Hugo Cuevas-Mohr</i> , Mohr World Consulting and <i>Daniel Trias</i> , DT Consultores, present the state of the remittance industry worldwide highlighting the Volumes, Pricing, Digital Innovation and the importance of Brasil in the global picture		
13:00			
13:00	LUNCH		Lunch Sponsored by: 
14:30			

Thursday, April 14th			
13:00	LUNCH		Lunch Sponsored by: 
14:30			
	<i>Business Roundtables</i> Moderated by Daniel Trias & Hugo Cuevas-Mohr	<i>Compliance & Regulatory Roundtables</i> Moderated by Connie Fenchel & Aloisio Matos	TRADE FAIR IS OPEN
14:30	Opportunities in the Foreign Exchange & Remittances Market in Brazil - Real Depreciation, Brazil Economic Woes, Increase South-South Migration and the Global Economic Outlook. We have invited Luis Citro , Western Union, Rafael Robles , MoneyGram & Robson Aranha , Banco Paulista to start this open discussion.	PANEL: De-Risking & Banking Access : a global problem in Brazil's shores - Non-Bank Financial Institutions such as Money Transfer and Foreign Exchange Companies as well as small Banks are facing a lot of problems trying to keep their Bank Accounts open in many countries in the world. Even local Banks are being pressured by large US commercial banks to close local accounts threatening to close correspondent accounts. Panelists will open the discussion on this issue.	
15:00			
15:00	The ever evolving Money Transfer Market - The Brazilian Foreign Exchange & Remittance Industry is facing tough challenges with Increase regulatory & compliance scrutiny as well as restricted banking access is leading to closures, liquidation, sales and fusions, amidst great opportunities for growth & development . Moderator: Kelly Cristina Gallego Massaro , Abracam; Aloisio Matos , Amatuzzi + Matos - Panelists: Tulio Santos , B&T Corretora, Wilson Nagem , Corretora Treviso	PANEL: Risk Management & Enhanced Due Diligence: Why Risk Management is a priority? How to avoid risk and develop an efficient and effective risk management that everyone understands and values. What's the role of EDD? Why are international financial institutions increasing EDD assessments?	
15:30			
15:30	COFFEE BREAK at the Trade Fair		Coffee Break Sponsored by: 
16:30			
16:30	The role of Technology in the future of Foreign Exchange & Remittances: The use of Mobile is changing the face of money transfers in Africa & Asia and some countries in Latin America too (Salvador, Guatemala, Paraguay, Peru). Is Brazil next? Marcelo Licht , TransferTo; Fernando Fayzano , Pontual, will lead this open discussion.	PANEL: KYC/AML/CTF/PEP Lists: How to make sure you are monitoring your local transactions and being globally compliant? More and more individuals and businesses are added to lists, local & international, that present a risk for financial institutions. Brazil is facing a new anti-terrorism law mandated by FATT-GAFI and many corruptions scandals. How to safeguard your institution? We have invited Gilberto Pacheco , Accuity, to open this discussion.	TRADE FAIR IS OPEN
17:00			
17:00	The growing B2B International Money Transfer & Payments Market - What is hapenning in the world? Are Payment Institutions challenging Banks? Are we entering a new era? Roger Ades , Banco Rendimento - Francisco Sanchez , Moneytrans	PANEL: Agent Management: Agents everywhere in the world are every Money Transfer & Forex Company's weakest link and almost all regulators are very fearful of their effective management with regards to AML, CTF, Fraud, etc. How to effectively Manage Agents? How to balance business & compliance needs when facing agent approval and/or cancellation.	
17:30			
18:15	Night Event – 7:00 pm - Esquina da MPB in the famous Brahma Bar in Downtown Sao Paulo (Av. São João - Av. Ipiranga)- A limited number of tickets will be available. Come for a night of		
23:00	fine Brazilian music, drinks & food. We will leave the Hotel Lobby at 6:15 pm		

Friday, April 15th				
8:00	MORNING COFFEE at the Trade Fair	<i>Coffee Break Sponsored by:</i> 		
9:00				
9:00	TRADE FAIR IS OPEN	<i>Morning Announcements - Brief Guidelines: Hugo Cuevas-Mohr & Daniel Trias, Conference Directors</i>		
9:10				
9:10			<i>Money Transfers to Brazil - The long journey to clean the market (and how it open the way for digital channels) - The road to clean the Brazil Money Transfer & Remittance Market has been long. Since the early days (2004-7) to the Mass. Div. of Banks crackdowns in 2013 and the latest actions in Europe, the industry pressure has been constant. The evolution has also benefited MTOs and their partners in Brazil and has led to digital channels inroads. Hugo Cuevas-Mohr, MWC - Fernando Fayzano - Pronto</i>	
9:35				
9:35				<i>The International fight against corruption: the role of the Foreign Exchange & Money Transfer Market - Milton Fornazari Junior, Delegado Federal, a specialist in Financial Crimes and the misuse of public funds will be discussing the evolution of Financial Crimes prevention and control and the steps our industry must take to face these challenges</i>
10:00				
10:00	<i>Migration in Brazil - Ana Yara Paulino, Professora da Escola Superior de Administração e Gestão (ESAGS) - Fundação Getúlio Vargas (FGV), will discuss the migration phenomena that Brazil experienced in last few decades and the trends in the new wave of migrants entering Brazil.</i>			
10:30				
10:30	COFFEE BREAK at the Trade Fair	<i>Coffee Break Sponsored by:</i> 		
11:30				
11:30	TRADE FAIR CLOSING AT 12:00	<i>Bank Discontinuance, De-Risking and the pressure of US Banks on Local Banks in the world. Moderated by Hugo Cuevas-Mohr, this panel will discuss the situations being faced by large commercial banks, the regulatory pressure, the government positions (EU vs. USA), the personal liability of Compliance Officer and what Brazil my experience next. Panelists: Leonardo Costa, Brum Costa - Connie Fenchel, AML Experts - Deborah Thoren-Peden, Pillsbury</i>		
12:00				
12:00			<i>The use of Cards (Credit, Prepaid & Debit) by Financial Institutions in Brazil and their role in Remittances - Gonzalo Paez, Partner, EVP & Brazil Country Manager of PayGroup will give us his views of Brazil's Card market and will discuss his opinions on the use of cards as a remittance product.</i>	
12:25				
12:25				<i>PANEL: Innovation in the Payments Landscape: FinTech and Business Creativity is challenging the Products & Services that the industry offers - Blockchain & Bitcoin are moving slowly mainstream. We are inviting Panelists to give us their insights and showcase their ideas - Moderator: Aloisio Matos, Amatuzzi + Matos - Panelists: João Canhada, Foxbit - Bruno Balduccini, Pinheiro Neto - Rosine Kadamani, FlowBTC</i>
12:50				
12:50	RAFFLES - END OF THE CONFERENCE	<i>Sponsored by:</i> 		
13:15				