

DRAFT FOR DISCUSSION

(April 4, 2014)

2014 Global Payments Advisory Group Conference June 2-6, 2014



In accordance with certain compliance and regulatory standards, please check with your local compliance and legal personnel to ensure your attendance at our event does not conflict with any local law or your institutional requirements. If additional information about the event is needed or required, please do not hesitate to contact us. Your acceptance of our invitation will indicate that you have made appropriate compliance and legal checks and that it is acceptable for you to attend.

2014 Global Payments Advisory Group Conference Agenda

Sunday, June 1 (Optional)

| Time | Topic | Location |
|-----------------------|--|----------------------------|
| 5:30 p.m. – 7:30 p.m. | Welcome Cocktail Meet in Hotel Lobby for a 17:15 departure - Walking | Taverna 52 Belden Place |

Monday June 2

Wells Fargo Learning and Event Center, 333 Market Street, Annex Building, 2nd Floor

| Time | Topic | Speaker |
|-------------------------|--|--|
| 7:45 a.m.– 8:30 a.m. | Breakfast | Learning Center |
| 8:30 a.m.– 8:45 a.m. | Welcome to the 5th Annual GPAG Conference | |
| 8:45 a.m.– 9:00 a.m. | Opening Remarks | <ul style="list-style-type: none"> • Peter Connolly, Head of Global Transaction Banking, Wells Fargo • Chuck Silverman, Wells Fargo Head of Financial Institutions |
| 9:00 a.m.– 10:30 a.m. | Transaction Banking Roundtable: The Panelists will discuss the evolving challenges facing Transaction Banking. <ul style="list-style-type: none"> • Is correspondent banking being replaced by Vendor Management? • How should we as providers organize within our banks to respond to the evolving transaction banking environment • Are payments a core business for banks or should they be outsourced • What pricing strategy ensures a profitable transaction business given increasing demand for investment for regulatory purposes • How will the transparency directives affect transaction businesses | Panel Discussion: <ul style="list-style-type: none"> • George Doolittle, Head of Global Payment Services, Wells Fargo (Moderator) • Pascal Augé, Societe Generale Head of Transaction Banking and Payments (TBC) • Austin Chiang, Head Strategic Planning Department, CTBC Bank • Michael Cho, Head of Intl Compliance, Wells Fargo |
| 10:30 a.m. – 10:45 a.m. | Break | |

2014 Global Payments Advisory Group Conference Agenda

Monday, June 2 (Continued)

| | | |
|-------------------------|--|---|
| 10:45 a.m. – 11:45 a.m. | Update from SWIFT: Update of initiatives from SWIFT including the introduction of mandatory codes for field 59F, Swift For Corporates, SWIFTRef, Sanctions Screening & Testing, Electronic Bank Account Management (eBam), SWIFT Secure Signature Key (3SKey), BPO, SWIFT Index, and Traffic Watch | Jim Wills, SWIFT Senior Business Manager - Banking Initiatives Standards confirmed |
| 11:45 a.m. – 1:15 p.m. | Luncheon Speaker: Learn more about ClearXchange (CXC) the first network in the U.S. created by and for financial institutions that lets customers send person-to-person (P2P) payments easily and securely | Mike Kennedy , ClearXchange CEO & Co-Founder |
| 1:15 p.m. – 1:45 p.m. | Break | |
| 1:45 p.m. – 2:45 p.m. | My conversations with the regulators: An insight into the risk management of a global bank | Jim Richards, Wells Fargo Corporate Enterprise Risk Management Program Executive |
| 2:45 p.m. – 3:00 p.m. | Break | |
| 3:00 p.m. – 4:00 p.m. | Virtual Currencies: Learn more about virtual currencies the risks and impact to the banking system “Virtual currencies, most notably Bitcoin, have captured the imagination of some, struck fear among others, and confused the heck out of the rest of us.” -Senator Thomas Carper (Delaware), Chairman of the Senate Homeland Security Committee on Virtual Currencies (November 18, 2013) | Panel Discussion: <ul style="list-style-type: none"> • Tom Lickiss, Wells Fargo GFI Business Risk (Moderator) • Wells Fargo Financial Crimes Unit (To be determined) • Trish McSweeney, Manager - Payments & Settlement Risk, Support & Monitoring CIBC |
| 4:00 p.m. – 5:00 p.m. | Where is Trade headed? Supply Chain initiatives are in the news, are they real or is it traditional trade finance under another name | Panel Discussion: <ul style="list-style-type: none"> • Chris Lewis, Wells Fargo International Product Leader • Tom Niebuhr, Wells Fargo International Product Manger |
| 6:00 p.m. | Cocktails and Dinner | The City Club of San Francisco 155 Sansome Street |

2014 Global Payments Advisory Group Conference Agenda

Tuesday June 3

Wells Fargo Learning and Event Center, 333 Market Street, Annex Building, 2nd Floor

| Time | Topic | Speaker |
|--------------------------|---|---|
| 7:45 a.m. – 8:30 a.m. | Breakfast | Learning Center |
| 8:30 a.m. – 9:30 a.m. | Economic Outlook An overview of the Global Economic Outlook | <ul style="list-style-type: none"> • Jay Bryson, Global Economist, Wells Fargo |
| 9:30 a.m. – 9:50 a.m. | Break | |
| 9:50 a.m. – 11:00 a.m. | Global Low Value Payments The creation of SEPA spurred cross border low value payment systems following the initial introduction of the USD/CAD link. What are the trends in the industry to facilitate cross border low value payments, and what will be their impact to the transaction banking businesses of banks | <i>Panel Discussion:</i> <ul style="list-style-type: none"> • Eileen Riach, Global Payment Services (Moderator) • Eileen Dignen, CHIPS (confirmed) • Jorge Jimenez and Blake McDaniel, FedGlobal, Federal Reserve Bank, Atlanta (confirmed) |
| 11:00 a.m. – 1:30 p.m. | Lunch: Break Out Group Discussion Planning: Develop outline and approach for Wednesday June 4 group discussions | Yank Sing Chinese Restaurant, Rincon Center, 1 Spear Street |
| 1:30 p.m. – 3:00 p.m. | Operating and Settlement Risk and Regulations New regulation to manage operational and settlement risk is being introduced in the US which will impact banks around the world, including the OCC Third Party relationship regulation and Basel 3 | <i>Panel Discussion:</i> <ul style="list-style-type: none"> • Chuck Kohler, EVP, Global Payments, Wells Fargo • Russ Fitzgibbons, The Clearing House • April Frazier, Wells Fargo Securities Banker • Duane Lindquist, Wells Fargo Legal Counsel • Yoko Horio, Wells Fargo GPS Risk Management |
| 3:00 p.m. – 3:30 p.m. | Break | |
| 3:30 p.m. – 5:00 p.m. | Financial Market Infrastructures (FMIs) and Multilateral Clearing Organizations: An update on role and regulation surrounding FMI's and a perspective on global liquidity management from clearing organizations. What are the changes and challenges banks may expect to see in the near term | <i>Panel Discussion:</i> <ul style="list-style-type: none"> • George Doolittle (Moderator) • Peter Lightfoot, CLS • Murali Subramanian, Abu Dhabi Commercial Bank • Jeff Gore, Derivative Clearing, WF Securities |
| No Planned Evening Event | | |

2014 Global Payments Advisory Group Conference Agenda

Wednesday June 4

Offsite Networking Session – Marin County

| Time | Topic | Speaker |
|---------------------------|--|--|
| 7:45 a.m.– 8:30 a.m. | Breakfast (Optional): 1. Meet at 7:30 hotel lobby; walk to the Ferry building for coffee and muffins, or 2. Meet at 8:45 at the Ferry Building to catch the ferry to Larkspur which departs promptly at 9:10 (need to arrive 10 minutes before departure) | |
| 9:10 a.m.– 9:45 a.m. | Ferry To Larkspur | Ferry Building |
| 9:45 a.m. – 10:15 a.m. | Bus pickup from Larkspur terminal | Transfer to Stone Tree Golf Club, Novato |
| 10:30 a.m.– 12:00 p.m. | Tim's Show and Tell (Participants elect to take the stage to share upcoming and desired products for your market or general updates) | Stone Tree Banquet Room |
| 12:00 p.m. – 1:30 p.m. | Lunch | Stone Tree Patio |
| 1:30 p.m. – 3:00 p.m. | Break Out Group Discussions: (StoneTree Patio) Identify group leader and discuss one of the following topics 1. <u>GPAG Evolution:</u> GPAG has become an unbiased forum for discussion on payment and correspondent banking issues with broad participation from around the world. Provide recommendations on how we can leverage the discussions and ideas shared during the GPAG conference and Webinars. a. <i>Where do we go from here?</i> b. <i>How can participants get more active?</i> c. <i>Do we look to fund resource and publish industry white papers?</i> Moderator: To be determined 2. <u>Correspondent Banking Model:</u> Share information about how Correspondent Banking is structured within each bank with the goal to provide a summary of best practices which participants may take back for discussion and implementation. a. <i>Who makes decision on selection of providers and how? What are the key decision criteria – is it solely reciprocity and pricing? What value is generated out of RFPs and can they may more specific to decision criteria?</i> b. <i>Does Network management play a larger role going forward?</i> c. <i>Does correspondent banking become more of a vendor relationship given new OCC guidelines?</i> Moderator: Chuck Kohler | |

2014 Global Payments Advisory Group Conference Agenda

| | | |
|-----------------------|--|-------------------------|
| | <p>3. Customer Experience: Clients can include our retail and corporate customers as well as correspondent banks. As transaction banking representatives we are in the buying and selling of services with the ultimate goal to provide a positive client experience. Brainstorm on ideas that would enhance the overall client experience, increasing client retention and satisfaction.</p> <ul style="list-style-type: none"> a. <i>How do we measure End to End client experience?</i> b. <i>How can we look to enhance experience –customized reporting?</i> c. <i>How do we measure service?</i> d. <i>What role does technology play?</i> <p>Moderator: To be determined</p> | |
| 3:00 p.m. – 4:15 p.m. | Group recap (Each group to Recap discussion including actionable items) and Closing Remarks (George Doolittle) | Stone Tree Banquet Room |
| 4:15 p.m. – 6:00 p.m. | Networking and Cocktail Reception | Stone Tree Club House |
| 6:15 p.m. – 7:30 p.m. | Bus to return to Hotel | |

Thursday June 5

Innovation Symposium: Stanford University, Alumni Club (Silicon Valley)

| Time | Topic | Speaker |
|-------------------------|--|---|
| 8:00 a.m. – 9:00 a.m. | Breakfast | Omni Hotel |
| 9:00 a.m. – 10:30 a.m. | Bus to Stanford University Campus | |
| 10:30 a.m. – 11:30 a.m. | Tour of Campus | |
| 11:30 a.m. – 12:00 p.m. | Opening Remarks Innovation and Cyber Security | Steve Ellis, Wells Fargo Head of Wholesale Services |
| 12:00 p.m. – 2:00 p.m. | Working Lunch | TBD |
| 2:00 p.m. – 4:00 p.m. | Innovation in a Dynamic Regulated Environment | Professor of Economics Stanford Business School |
| 4:00 p.m. – 5:00 p.m. | Overview of Regulatory Compliance from a Non-Bank Payment Provider: How does a global service provider handle the compliance challenge | Jim Magats VP Global Core Payments PayPal |
| 5:00 p.m. – 6:00 p.m. | Journey Back to SF | |
| 6:00 p.m. | Closing Dinner | Bocadillos Tapas |

2014 Global Payments Advisory Group Conference Agenda

Friday June 6 (Optional)

| Time | Topic | Speaker |
|------------------------|--|--|
| 7:30 a.m. – 8:00 a.m. | Continental Breakfast | WF Learning Center |
| 8:30 a.m. – 10:00 a.m. | Federal Reserve Bank of San Francisco Tour The purposes and functions of the Federal Reserve System and the banking supervision and regulation system in the US. | Marty Tunnell , Senior Examiner in the Risk Monitoring and Analysis Group of the Federal Reserve Bank of San Francisco |
| 10:30 a.m.– 12:00 p.m. | Community Event: Upwardly Global | WF Learning Center |

End of Conference