

# DRAFT FOR DISCUSSION

(March 31, 2014)

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



# 2014 Global Payments Advisory Group Conference Agenda

## Sunday, June 1 (Optional)

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

# 2014 Global Payments Advisory Group Conference Agenda

## Monday, June 2 (Continued)

10:45 a.m. – 11:45 a.m.	<b>Update from SWIFT:</b> Update of initiatives from SWIFT including the introduction of mandatory codes for field 59F, 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.	<b>Luncheon Speaker:</b>  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.	<b>Break</b>	
1:45 p.m.– 2:45 p.m.	<b>My conversations with the regulators:</b>  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.	<b>Break</b>	
3:00 p.m.– 4:00 p.m.	<b>Virtual Currencies:</b>  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)	<i>Panel Discussion:</i> <ul style="list-style-type: none"> <li>• Graham Bailey, Wells Fargo Financial Crimes Unit</li> <li>• Les Joseph, Wells Fargo Global Financial Crimes Intelligence Group</li> <li>• Trish McSweeney, Manager - Payments &amp; Settlement Risk, Support &amp; Monitoring CIBC (Confirmed)</li> <li>• Eileen Riach, Global Payment Services (Moderator)</li> </ul>
4:00 p.m.– 5:00 p.m.	<b>Where is Trade headed?</b>  Supply Chain initiatives are in the news, are they real or is it traditional trade finance under another name	<i>Panel Discussion:</i> <ul style="list-style-type: none"> <li>• Chris Lewis, Wells Fargo International Product Leader</li> <li>• Tom Niebuhr, Wells Fargo International Product Manager</li> </ul>
6:00 p.m.	<b>Cocktails and Dinner:</b> The City Club of San Francisco 155 Sansome Street	<i>Hosted By:</i> Peter Connolly Head of Global Transaction Banking, Wells Fargo

# 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.	<b>Breakfast</b>	Learning Center
8:30 a.m.– 9:45 a.m.	<b>Global Low Value Payments</b>  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"> <li>• Leslie Diestel, Wells Fargo Product Management Manager (Moderator)</li> <li>• Eileen Dignen, CHIPS (confirmed)</li> <li>• Jorge Jimenez and Blake McDaniel, FedGlobal, Federal Reserve Bank, Atlanta (confirmed)</li> </ul>
9:45 a.m.– 10:00 a.m.	<b>Break</b>	
10:00 a.m.– 11:30 a.m.	<b>Operating and Settlement Risk and Regulations, Including the OCC Third Party relationship regulation:</b>  New regulation to manage operational and settlement risk is being introduced in the US which will impact banks around the world.	<i>Panel Discussion:</i> <ul style="list-style-type: none"> <li>• Chuck Kohler, EVP, Global Payment Services, Wells Fargo</li> <li>• Russ Fitzgibbons, The Clearing House (TBC)</li> <li>• Duane Lindquist, Wells Fargo Legal Counsel</li> </ul>
11:30 – 1:30pm	<b>Lunch: Break Out Group Discussion Planning:</b> Develop outline and approach for Wednesday June 4 discussion	Yank Sing Restaurant, Rincon Center, 1 Spear Street
2:00 p.m.– 3:30 p.m.	<b>Economic Outlook and Global Credit Environment:</b>  An overview of the Global Economic Outlook for 2014 and 2015  ---or---	<i>Panel Discussion:</i> <ul style="list-style-type: none"> <li>• Dominic O'Hagan, Wells Fargo Lending Manager (TBC)</li> <li>• Tim Quinlan, Wells Fargo Securities Research (TBC)</li> </ul>
2:00 p.m.– 3:30 p.m.	<b>Financial Market Infrastructures (FMIs) and Multilateral Clearing Organizations:</b>  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"> <li>• George Doolittle (Moderator)</li> <li>• Peter Lightfoot, CLS</li> <li>• Clearing Corporation of India (tentative)</li> <li>• Jeff Gore, Derivative Clearing and Settlement, Wells Fargo Securities (TBC)</li> </ul>

# 2014 Global Payments Advisory Group Conference Agenda

## Tuesday, June 3 (Continued)

3:30 p.m.– 4:00 p.m.	<b>Break</b>	
4:00 p.m. – 5:30 p.m.	<b>Basel 3 - Dealing with balances, Transfer Pricing, and Liquidity Reporting</b>  An overview of the practical requirements of Basel 3 combined with an overview of how the regulation impacts (a) capital raising decisions at banks, (b) how will demand deposits be treated and priced, and (c) what types of information do FIs require in order to report on their Intra Day reporting	<i>Panel Discussion:</i> <ul style="list-style-type: none"> <li>• Yoko Horio, Wells Fargo Risk Management (Moderator)</li> <li>• April Frazier, Wells Fargo Securities Banker (TBC)</li> <li>• A client perspective (TBD)</li> </ul>
No Planned Evening Event		

## Wednesday June 4

### *Offsite Networking Session – Marin County*

Time	Topic	Speaker
7:45 a.m.– 8:30 a.m.	<i>Breakfast (Optional):</i> <ol style="list-style-type: none"> <li>1. Meet at 7:30 hotel lobby; walk to the Ferry building for coffee and muffins, or</li> <li>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)</li> </ol>	
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.	<b>Tim's Show and Tell</b> (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

# 2014 Global Payments Advisory Group Conference Agenda

## Wednesday, June 4 (Continued)

1:30 p.m. – 3:00 p.m.	<p><b>Break Out Group Discussions:</b> (StoneTree Patio)</p> <p>Identify group leader and discuss one of the following topics</p> <ol style="list-style-type: none"> <li>1. <b>GPAG Evaluation:</b> 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.               <ol style="list-style-type: none"> <li>a. <i>Where do we go from here?</i></li> <li>b. <i>How can participants get more active?</i></li> <li>c. <i>Do we look to fund resource and publish industry white papers?</i></li> </ol> </li> </ol> <p>Moderator: To be determined</p> <ol style="list-style-type: none"> <li>2. <b>Correspondent Banking Model:</b> 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.               <ol style="list-style-type: none"> <li>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></li> <li>b. <i>Does Network management play a larger role going forward?</i></li> <li>c. <i>Does correspondent banking become more of a vendor relationship given new OCC guidelines?</i></li> </ol> </li> </ol> <p>Moderator: Chuck Kohler</p> <ol style="list-style-type: none"> <li>3. <b>Customer Experience:</b> 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.               <ol style="list-style-type: none"> <li>a. <i>How do we measure End to End client experience?</i></li> <li>b. <i>How can we look to enhance experience –customized reporting?</i></li> <li>c. <i>How do we measure service?</i></li> <li>d. <i>What role does technology play?</i></li> </ol> </li> </ol> <p>Moderator: To be determined</p>	
3:00 p.m. – 4:15 p.m.	<p><b>Group recap</b> (Each group to Recap discussion including actionable items) and <b>Closing Remarks</b> (George Doolittle)</p>	Stone Tree Banquet Room
4:15 p.m. – 6:00 p.m.	<b>Networking and Cocktail Reception</b>	Stone Tree Club House
6:15 p.m. – 7:30 p.m.	Bus to return to Hotel	

# 2014 Global Payments Advisory Group Conference Agenda

## 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.	<b>Bus to Stanford University Campus</b>	
10:30 a.m. – 11:30 a.m.	<b>Tour of Campus</b>	
11:30 a.m. – 12:00 p.m.	<b>Opening Remarks</b> Innovation and Cyber Security	Steve Ellis, Wells Fargo Head of Wholesale Services
12:00 p.m. – 2:00 p.m.	<b>Working Lunch</b>	TBD
2:00 p.m. – 4:00 p.m.	<b>Innovation in a Dynamic Regulated Environment</b>	Professor of Economics Stanford Business School (to be confirmed)
4:00 p.m. – 5:00 p.m.	<b>Overview of Regulatory Compliance from a Non-Bank Payment Provider:</b>  How does a global service provider handle the compliance challenge	To be confirmed
5:00 p.m. – 6:00 p.m.	Journey Back to SF	
6:00 p.m.	Farewell Dinner	Bocadillos

## Friday June 6 (Optional)

***Meet in Omni Hotel lobby by TBD***

Time	Topic	Speaker
8:30 – 10:00 a.m.	<b>Federal Reserve Bank of San Francisco Tour</b>  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. – 12:30 p.m.	<b>Community Event:</b> Upwardly Global	WF Learning Center