

# AGENDA

## 2ND ANNUAL AFORES CONVENTION

### XV FIAP 's INTERNACIONAL SEMMINAR

Mexico City, October 30th and 31st of 2017

OCTOBER 30TH

#### THE CONTRIBUTION OF DEFINED BENEFIT PROGRAMS TO PENSIONS: CHALLENGES AND PROPOSALS

- 8:00 - 8:30 ■ PARTICIPANTS REGISTRATION
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- 8:30 - 9:30 ■ **OPENING**
- **GUILLERMO ARTHUR**, PRESIDENTE DE FIAP.
  - **AMAFORE'S PRESIDENT**.
  - **DR. JOSÉ ANTONIO MEADE**, MINISTER OF TREASURY.
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- 9:30 A 10:00 ■ **GLOBAL SCENARIO: DEMOGRAPHIC AND RETIREMENT CHALLENGES. ROBERT KAPITO**, PRESIDENT AND DIRECTOR, BLACKROCK.
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#### SECTION 1: ACHIEVEMENTS AND NEW CHALLENGES FOR DEFINED CONTRIBUTION PENSION SYSTEMS

- 10:00 A 10:30 ■ **GLOBAL ECONOMIC ENVIRONMENT AND IMPACT OF DIFFERENT KINDS OF PENSION REFORM, WILLEM H. BUITER**, GLOBAL CHIEF ECONOMIST, CITIGROUP.
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- 10:30 A 11:00 ■ **SUMMARY OF CHALLENGES, REFORMS AND PROPOSALS IN THE REGION, AUGUSTO IGLESIAS**, PARTNER PRIMAMÉRICA.
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- 11:00 A 11:20 ■ COFFEE BREAK.
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- 11:20 A 12:50 ■ **DEFINED CONTRIBUTION PLANS PERSPECTIVES.**
- **MODERATOR: ARTURO GARCÍA**, CEO, AFORE PROFUTURO.
  - **CARMEN PAGÉS**, CHIEF OF LABOR MARKETS, BID.
  - **MATHILDE MESNARD**, DEPUTY DIRECTOR FOR FINANCIAL AND ENTERPRISE AFFAIRS, OCDE.
  - **OSVALDO MACÍAS MUÑOZ**, PENSION SUPERINTENDENT, CHILE.
  - **CARLOS RAMÍREZ**, PENSION SUPERINTENDENT, MEXICO.
  - **MARIANO UGARTE**, CEO, PRINCIPAL AFORE.
  - **JUAN MANUEL VALLE**, CEO, AFORE XXI-BANORTE.
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12:50 A 13:50

## 20 YEARS OF ACHIEVEMENTS AND THE CHALLENGES OF THE TWO DECADES

- **MODERATOR: CARLOS ELIZONDO MAYER-SERRA**, PROFESSOR AND RESEARCHER.
- **EDUARDO PARRA**, CEO, AFORE AZTECA.
- **LUIS SAYEG**, CEO, AFORE BANAMEX.
- **EDUARDO VILLAREAL**, CEO, AFORE INVERCAP.
- **RODOLFO CAMPOS**, CEO, PENSIONISSTE.
- **ENRIQUE SOLÓRZANO**, CEO, AFORE SURA.

13:50 A 15:20

## LUNCH SPONSORED BY SCHRODERS

## SECTION 2: THE CHALLENGES OF AN AGING POPULATION

15:20 A 15:50

**FUTURE DEMOGRAPHIC TRENDS, RAFAEL PUYOL**, DEAN OF THE UNIVERSIDAD COMPLUTENSE DE MADRID AND VICE PRESIDENT FOR INSTITUTIONAL RELATIONSHIPS IE BUSINESS SCHOOL.

15:50 A 16:20

**DEACUMULATION STRATEGIES; THE CANADIAN CASE, ERIC MENZER**, GLOBAL HEAD OF PENSION & RISK MANAGEMENT SOLUTIONS, MANULIFE.

16:20 A 16:50

**STRIDE INDEX SERIES, AYE M. SOE**, MANAGING DIRECTOR, GLOBAL RESEARCH & DESIGN S&P DOW JONES INDICES.

16:50 A 17:20

**HOW TO INTEGRATE A STRATEGY WITH A LONG-TERM VIEW TODAY AND BE ABLE TO ACHIEVE PROPER RETIREMENT GOALS, FRANCESCO SANDRINI**, HEAD OF MULTI ASSET SECURITIES SOLUTIONS AT AMUNDI ASSET MANAGEMENT.

17:20 A 17:50

**TARGET-DATE FUNDS: SUCCESS IS AN OUTCOME OF GOOD PLAN DESIGN, JOHN CROKE**, HEAD OF MULTI-ASSET PRODUCT MANAGEMENT, VANGUARD.

17:50 A 18:20

**PERFECTING THE DEACUMULATION PHASE IN FIAP COUNTRIES, RODRIGO ACUÑA**, PARTNER PRIMAMÉRICA.

OCTOBER 31ST

## SECTION 3: SAVINGS HABITS IN LATAM

8:00 - 8:30

PARTICIPANTS REGISTRATION

8:30 A 9:20

■ **VOLUNTARY PENSIONS IN EMERGING MARKETS; NEW STRATEGIES FOR MEETING THE RETIREMENT SECURITY CHALLENGE, RICHARD JACKSON**, GLOBAL AGING INSTITUTE.  
*SPONSORED BY PRINCIPAL*

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9:20 A 9:50

■ **MILLENNIAL INVESTORS IN LATIN AMERICA, DAVE GOODSSELL**, EXECUTIVE DIRECTOR - DURABLE PORTFOLIO CONSTRUCTION RESEARCH CENTER / DE NATIXIS GLOBAL ASSET MANAGEMENT.

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## SECTION 4: PRODUCTIVE INVESTMENTS

9:50 A 10:50

■ **THE ROLE OF PENSIONS IN FINANCING DEVELOPMENT.**

- **OSCAR VELA**, HEAD OF INSURANCE AND PENSIONS, MINISTRY OF TREASURY.

- **LEON DE PAUL**, CRO, AFORE CITIBANAMEX.

- **SERGIO MÉNDEZ**, CIO, AFORE XXI-BANORTE.

- **KARL KUCHETL**, CHIEF EXECUTIVE OFFICER AT MACQUARIE INFRASTRUCTURE PARTNERS.

- **CESAR ESTRADA**, SENIOR MANAGING DIRECTOR, STATE STREET GLOBAL SERVICES AND GLOBAL PRODUCT HEAD FOR PRIVATE EQUITY FUND SERVICES.

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## SECTION 5: PENSION FUNDS SOCIAL RESPONSABILITY

10:50 A 11:20

■ **INVESTING ENLIGHTENMENT, MIRTHA D. KASTRAPELI**, GLOBAL HEAD CENTER FOR APPLIED RESEARCH, STATE STREET.

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11:20 A 11:40

■ COFFEE BREAK.

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11:40 A 12:10

■ **SLAYING THE THREE RESPONSIBLE INVESTING DRAGONS; INCONSISTENCY, HYPOCRISY AND THE BEAST OF UNINTENDED CONSEQUENCES, STUART KIRK**, HEAD OF DEUTSCHE ASSET MANAGEMENT RESEARCH INSTITUTE.

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12:10 A 13:10

■ **GREEN BONDS MARKETS IN LATAM**

- **MODERATOR: ORIOL BOSCH**, CEO, BOLSA MEXICANA DE VALORES.

- **ENRIQUE SOLÓRZANO**, CO-PRESIDENT, CLIMATIC FINANCE COUNCIL.

- **JUAN MANUEL VALLE**, CO-PRESIDENT, CLIMATIC FINANCE COUNCIL.

- **SAM GILL**, CEO, ET INDEX RESEARCH

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## SECTION 6: ADDING VALUE THROUGH EXTERNAL MANAGERS

13:10 A 14:10

### WHERE DOES IT MAKE SENSE TO HIRE AN EXTERNAL MANAGER?

- **MODERATOR: LUIS DE USSIA**, REGIONAL MANAGER WESTERN EUROPE &LATAM, ALLFUNDS BANK.
  - **GUSTAVO LOZANO**, HEAD OF PIONEER GLOBAL INVESTMENTS LIMITED MEXICO.
  - **DAN WALDRON**, SENIOR VICE PRESIDENT ETF STRATEGIST, FIRST TRUST.
  - **CARLOS COSTALES**, HEAD OF IBERIA & LATAM, GAM.
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14:10 A 14:30

### CLOSING CEREMONY

- **GUILLERMO ARTHUR**, FIAP'S PRESIDENT.
  - **AMAFORE'S PRESIDENT**.
  - **VANESSA RUBIO MARQUEZ**, UNDER MINISTER OF TREASURY.
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