

LATIN AMERICAN PRIVATE CLIENTS

BRAZIL, ARGENTINA, MEXICO, PERU, BOLIVIA, CENTRAL AMERICA



- > Tax reforms
- > Implementation of BEPS
- > Restructuring passive investments
- > Holding private accounts and cash
- > Foreign pension plans
- > Succession planning
- > Donations
- > Trusts
- > Life insurance
- > Transparency of UBOs
- > Automatic exchange of information
- > Fiscal audits

MEDIA PARTNER

AGEFI

Giancarlo Matarazzo,
PINHEIRO NETO ADVOGADOS, SAO PAULO
Ricardo Leon Santacruz,
SANCHEZ DEVANNY, MONTERREY
Nicolas Malumian,
MALUMIAN & ASOC., BUENOS AIRES
Antonio Mock Luque,
DOMINION, GENEVA
Fabricio González,
ANAFORD ATTORNEYS, ZURICH

Diogo Duarte de Oliveira,
STIBBE, LUXEMBOURG
Olivier Dal Farra,
STIBBE, LUXEMBOURG
Fernando Retzler Martins,
SV LAW, SAO PAULO
Mark Morris,
MARK MORRIS CONSULTING, ZURICH



TUESDAY 12 JUNE 2018

8.50 Introduction by the Chairman of the conference

RESTRUCTURING PASSIVE INVESTMENTS & PRIVATE ACCOUNTS/CASH

9.00 Brazil: tax changes, points of attention, why and how to restructure

- Amnesty problems (application of ITCMD, reversal of burden of proof on origin of wealth)
- What is in the spotlight of the tax administration: use of foreign holding company for investment in Brazil from abroad by Brazilians
- Implementation of BEPS, CFC, anti abuse rules, MLI and conditions to benefit of the DTTs
- Holding companies, closed end funds/ Alternative Investment Funds, Investment Platforms
- Use of corporate credit cards
- Holding private account/cash: private account or corporate account (PIC)
- Trust, foundations and other fiduciary structures
- Which strategies/vehicles are exposed and must be changed?

Giancarlo Matarazzo, partner, Pinheiro Neto Advogados, Sao Paulo

10.30 Coffee break

10.50 Argentina: tax changes, points of attention, why and how to restructure

- Completely new tax scenario this year after Tax Amnesty and Tax Reform.
- New Tax treatment of foreign and local investments.
- Implementation of CFC rules and the impact on Personal Investment Companies (PICs)
- Foreign trusts for Argentine settlors or beneficiaries. Conditions and benefits
- Tax Treaties and anti abuse rules. Substance required to benefit of the DTTs
- Mutual Funds. Practical and substantial benefits. Doubts and discussions
- What to expect in the future?

Nicolas Malumian, Partner, Malumian & Asoc., Buenos Aires

12.20 Lunch

13.30 Mexico: tax changes, points of attention, why and how to restructure

- The 2018 elections, expectations for upcoming tax reforms
- What is in the spotlight of the tax administration?
- Implementation of BEPS, CFC, anti abuse rules, MLI and conditions to benefit of the DTTs
- Holding companies, Alternative Investment Funds, Investment Platforms

- Holding private account/cash: private account or corporate account (PIC)
- Which strategies/vehicles are exposed and must be changed?

Ricardo Leon Santacruz, Partner, Sanchez Devanny, Monterrey

15.00 Coffee Break

15.20 An innovative solution: the Maltese Pension Plan for Mexican clients

- The Maltese Pension Plan legislation: a regulated Pension Plan for onshore/regularised clients
- The Maltese Pension Plan for Mexican tax residents
- CRS reporting and other reporting requirements
- Combining the PPP with life insurance and split trust: what for?

Antonio Mock Luque, Director, Head of Latam desk, Dominion, Geneva

16.00 Peru, Bolivia, Central America: overview of fiscal regimes, challenges and structuration solutions

Fabrizio González, Partner, Anaford Attorneys, Zurich

16.50 Compliant holding and fund solutions for Latin American clients through Luxembourg

- Understanding BEPS and the EU Anti-Tax Avoidance Directive (ATAD) (limitation of the deductibility of interest, general anti-avoidance rule, controlled foreign companies rules, hybrid mismatches) – Overview
- Introduction of the ATAD in Luxembourg legislation
- Which level of economic substance is required for a holding company? Which structures are at risk?
- How to set-up and use a Luxembourg investment platform

**Diogo Duarte de Oliveira, Partner, Stibbe Luxembourg
Olivier Dal Farra, Senior Associate, Stibbe Luxembourg**

17.40 End of the first day of the conference



WEDNESDAY 13 JUNE 2018

8.50 Introduction by the Chairman of the conference

SUCCESSION PLANNING

9.00 Brazil

- Taxation: gift tax, inheritance tax
- Foreign donors, assets located abroad: most recent and prevailing decisions
- Updated status of potential law changes
- Potential introduction of new taxes
- Donation with restrictive clauses
- Main implications and tax consequences
- Potential illegalities
- Trusts, taxation, indirect use of trusts (corporate settlor, corporate beneficiary...)
- Regulatory implications derived from the lack of clear rules
- Reporting obligations for settlors, trustees and beneficiaries
- Taxation for settlors and beneficiaries
- Impacts on the potential indirect use of trusts
- Life insurance
- Right to use foreign life insurance - which life policies are authorized by SUSEP?
- Potential indirect use of life insurances (subscription by companies and fiduciary structures)
- Reporting and taxation aspects
- Domestic and foreign Private Pension Plans
- Reporting and taxation aspects
- Necessary restructuring: which international estate planning structures are exposed?
- Reasons to restructure, main risks
- What are the compliant and efficient alternatives?

Fernando Retzler Martins, Partner, SV Law, Sao Paulo

9.50 Argentina

- Forced heirship in Argentina and succession planning
- Restriction over donations due to forced heirship
- Donation of property without usufruct
- Provincial Inheritance and gift tax. Income Tax and Personal Wealth Tax
- Legal prohibition for foreign life insurance
- Foreign tax insurance and Tax Amnesty
- Foreign and local trusts (case law). Restrictions to land ownership by foreign persons

Nicolas Malumian, Partner, Malumian & Asoc., Buenos Aires

10.40 Coffee break

11.00 Mexico

- Taxation: gift tax, inheritance tax; implications for cross border families
- Donation with restrictive clauses
- Trusts, taxation, indirect use of trusts (corporate settlor, corporate beneficiary...)
- Life insurance/PPLI: right to subscribe a foreign life insurance; which life policies are authorised; compliance/benefits of situations where the policy is subscribed by a company, or the beneficiary is a company...
- Necessary restructuring: which international estate planning structures are exposed, reasons to restructure, what compliant and efficient alternatives?

Ricardo Leon Santacruz, Partner, Sanchez Devanny, Monterrey

TRANSPARENCY, EXCHANGE OF INFORMATION AND FISCAL AUDITS

11.50 CRS update on transfers to USA: How Latin Americans who retroactively, since October 2014, switched accounts to a US bank, Custodian, Insurer, Trust or US Entity will be reported

Mark Morris, CRS expert, Mark Morris Consulting, Zurich

12.30 Lunch

13.50 Brazil

- Brazil and CRS
- Status of the exchange of information
- Current understanding of the Brazilian tax authorities
- Perspectives for 2018 and 2019
- Access of tax authorities to information on assets/income abroad
- Most recent developments
- Threats and actual cases
- Mutual assistance in criminal matters between Brazil and Switzerland
- How is it working? What is currently happening?
- What can happen in the future?
- How Brazilian clients react to/face the Automatic Exchange of Information
- Evolution of tax audits
- New powers, use of powers
- HNWI targets
- Which strategies are vulnerable/exposed/must be avoided and changed
- perspectives for 2018 and 2019

Fernando Retzler Martins, Partner, SV Law, Sao Paulo

14.40 Mexico

- Mexico and CRS
- Access of tax authorities to information on assets/income abroad
- Reporting obligations: CFC etc...
- How Mexican clients react/face the Automatic Exchange of Information
- Evolution of tax audits: new powers, use of powers, HNWI targets, targeted strategies/vehicles, which strategies are vulnerable/exposed/must be avoided and changed

Ricardo Leon Santacruz, Partner, Sanchez Devanny, Monterrey

15.30 Argentina

- New scenario after Tax Amnesty : Complete change of mind in clients!
- Argentina as early adopter of CRS and other tax exchange information treaties (including US)
- Tax Authorities access to information on assets and income abroad
- Information in real time on local assets and transactions (electronic invoice)
- Cases that shows current rules and practices of the Tax Authorities

Nicolas Malumian, Partner, Malumian & Asoc., Buenos Aires

16.20 End of the conference



12 & 13 JUNE 2018, GENEVA, HOTEL PRESIDENT WILSON

Venue

Hotel President Wilson
Quai Wilson 47, Geneva

How to register

by phone: +41 (0) 22 849 01 11
by fax: +41 (0) 22 849 01 10
by e-mail: info@academyfinance.ch
by post: Academy & Finance SA
PO Box 6069, CH-1211 Geneva 6
www.academyfinance.ch

Fees

Until 4 April 2018

- 12 & 13 June: CHF 1950 (save CHF 350)
- One day only: CHF 1100 (save CHF 200)

After 4 April 2018

- 12 & 13 June: 2300 CHF
- Single day: 1300 CHF

Prices do not include the Swiss VAT (7.7%).
Additional registrations from the same company: - 50%

Registration and payment

Payment is made by credit card. Credit card payments will be debited immediately upon receipt of card details. If it is impossible or impractical for you to pay by credit card we will accept a payment by wire transfer. In this case please mention it on the registration form or send an email to info@academy-finance.ch. In any case, we will send you an invoice by email.

Substitution & cancellation policy

Substitutions from the same company are accepted at any time. Cancellation requests must be received in writing, by fax or by post up to the following dates end of business :

- 12 May 2018 refund of 80%
- 26 May 2018 refund of 30%
- after 26 May 2018 no refund will be made

I register for the conference "Latin American private clients" and I choose:

- 12 & 13 June 2018 12 June 2018 only 13 June 2018 only

Accommodation

- Please send me the hotel booking form with preferential rates

You can also register by telephone: + 41 (0)22 849 01 11

1ST PARTICIPANT

Full name
Position
E-mail.....

2ND PARTICIPANT (-50%)

Full name
Position
E-mail.....

Company
Address
Postcode..... City
Tel Fax

Mastercard VISA AMEX

Card No _____ / _____ / _____ / _____ Expiry Date _____ / _____

Name of card holder _____

Address of AMEX card holder _____

Date _____ Signature _____

The organisers reserve the right to change the programme if, despite their best efforts, circumstances oblige them to do so.