

TRADE DELEGATION – ITINERARY

MONDAY 7TH NOVEMBER

BRITISH COUNCIL / CULTURA INGLESA OFFICES

BRAZILIAN BRITISH CENTRE, RUA FERREIRA DE ARAUJO, 741 – SAU PAULO

- 09.15 Coffee
- 09.30 **Welcome from Deputy Consul General, Richard Turner**
- 09.45 The week ahead – Ann Swain
- 10.00 **Brazil – An economic overview, followed by Banking Q&A**
Thierry Marsal, Head of the International Banking Centre, HSBC Brazil
- 11.00 Coffee break
- 11.30 **Doing business in Brazil from a legal perspective** – Neil Montgomery & Andre de Melo Ribeiro, Felsburg e Associados in association with Osborne Clarke
- 12.15 **Living and working in Sao Paulo** – Daniel Mangabeira, Financial and Legal Services Sector Manager, British Consulate
- From 1.00pm onwards opportunity to arrange potential client meetings
- 19.00-22.00 **Networking Reception** – British Deputy Consul General's Residence – pick up at Radisson Faria Lima at 7.00pm. Transportation arranged to return at 10.00pm

TUESDAY 8TH NOVEMBER

BRITISH CONSULATE OFFICES

BRAZILIAN BRITISH CENTRE, RUA FERREIRA DE ARAUJO, 741 – SAU PAULO

- 09.15 Coffee
- 09.30 **The Business Landscape** – Marco Tulio, Partner Corporate Finance, Baker Tilly Brazil
- 10.30 **An insight into credit ratings / payment terms** - Julio Leandro, Business Development Services, Serasa Experian
- 11.00 Coffee break
- 11.15 **Expert panel discussion** – Introductions, followed by Q&A. This is a superb opportunity to go straight to "the horse's mouth" and clarify any issues with APSCo members already operating in the area – panel members include:
Pedro Amaral Dinkhuyen, Managing Director Latin America, Laurence Simons
Rafael Vanselow, Director, Huxley Associates
Fred Ronflard, Managing Director, Robert Walters Brazil
Thiago Oliveira, Country Manager, Morson Brazil

Following the panel discussion (approx. 1.00pm) time to arrange client meetings

WEDNESDAY 9TH NOVEMBER

TRAVEL TO RIO DE JANEIRO

Depart Sao Paulo Tam Airways JJ8029 - Depart: 13.00 Arrive: 14.00
Pick up at Radisson Faria Lima at **10.00am**

19.00 Cocktails and canapés – generously sponsored by Capital Consulting

THURSDAY 10TH NOVEMBER

AUDITORIUM GOLDEN TULIP IPANEMA PLAZA RUA FARME DE AMOEDO 34 RIO DE JANEIRO

- 09.30 **An overview of the engineering industry in Brazil** – Clarisse Rocha, Regional Manager, Regional Manager South America, EIC (Engineering Industry Council)
- 10.30 **Candidate / staff profiling** – Victor Martinez, CEO Thomas Brazil
- 11.00 Coffee Break
- 11.20 **Setting up and working in Brazil** – Ana Vizzotto, Regional Director Latin America, Capital Consulting

From approximately 12.30pm onwards, time to arrange one to one client meetings

19.00 **Social evening**, generously hosted by Capital Consulting

FRIDAY 11TH NOVEMBER

VENUE AS ABOVE

- 09.30 **Expert panel discussion** – focussing on Rio de Janeiro area
Panel members to be confirmed, but will include representatives from APSCo members:
Giovanna Dantas, Operations Manager, NES
Fernando Cavaleiro, Director, Laurence Simons
Marcela Lima, Regional Manager, Adecco
Hays – details of representative to be confirmed
- 11.00 Coffee break
- 11.30-12.30 Presentation by SENDEPRESTEM (Trade Association for Recruitment Companies) - **To be Confirmed**