

BUSINESS OPPORTUNITIES IN BARBADOS

GENERAL

Research and Development
Health Tourism
Alternative and Renewable Energy

FINANCIAL SERVICES

International Business Companies
International Insurance Companies
International Banking
Societies with Restricted Liability
International Trusts
Private Wealth Management
Headquarters and Holding Companies
Ships Registration

INFORMATION SERVICES

Call Center Services
Insurance Claims Processing
Credit Card Application Processing
Business Process Outsourcing
Software Development
Health Information Management

MANUFACTURING

Electronics
Medical Supplies
High Fashion Apparel
High-end Niche Products
Pharmaceuticals

INVEST
BARBADOS

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BARBADOS

SOLUTIONS FOR SUCCESS

International Business and Wealth Management
Breakfast Seminar

Friday, March 10, 2017
7:30 to 10:30 a.m.
Ritz Carlton, Buckhead
3434 Peachtree Road Northeast
Atlanta, GA, 30326



THE BARBADOS DOMICILE

Barbados continues to be recognized internationally as a preferred jurisdiction for foreign investment as evidenced by the increasing number of entities registering International Business Companies in Barbados. Its expanding network of Double Taxation Agreements (DTAs) and Bilateral Investment Treaties (BITs) with countries across the globe adds to its attractiveness. To date, Barbados has thirty-seven (37) DTAs in force and over four thousand (4,000) registered international business entities.

Barbados is committed to the maintenance of high standards and places emphasis on competitiveness, while offering clients predictability and security in their investments. The country promotes an environment which encourages the establishment of businesses of substance, and its extensive range of international financial services legislation allows investors the flexibility to create the types of corporate structures specifically suited to their needs. Barbados' sound regulatory framework has led to consistently high world rankings for banking stability, transparency, human development and global competitiveness, to name a few.

Adding to the uniqueness of Barbados is the availability of a core of highly skilled local professionals, which reduces cost and ensures continuity of personnel. The island's business infrastructure features modern telecommunications and information technology, with related disaster contingency capability, reliable local utilities and international air and sea ports.

This event will speak to the growing significance of Barbados as an international business hub and highlight how investing in Barbados can be a smart choice for investors engaged in international business.

PROGRAM

- 7:30 a.m. Registration & Breakfast**
- 8:00 a.m. Welcome**
Mr. Kenneth Campbell
Director, Investment Promotion, Invest Barbados
- 8:05 a.m. Introduction to the Barbados Jurisdiction for International Business**
Senator, the Hon. Darcy Boyce
Minister in the Office of the Prime Minister with Responsibility for Energy, Immigration, Telecommunications and Invest Barbados
- 8:30 a.m. Using Barbados' Fiscal Incentives and Double Taxation Treaty Network to Achieve Greater Tax Efficiencies**
Mr. Ben Arrindell, SCM
Deputy Chairman, Cidel Bank and Trust
- 8:55 a.m. Wealth Management and Investment Banking in Barbados**
Mr. Jerome Dwight
Financial Services Consultant
- 9:20 a.m. Coffee Break**
- 9:40 a.m. The Benefits of Using the Investment and Trade Treaties of Barbados**
Mr. Bruce Zagaris
Partner, Berliner, Corcoran & Rowe LLP, USA
- 10:05 a.m. The Advantages of Establishing and Operating a Captive Insurance Operation in Barbados**
Mr. Ricardo Knight
President & CEO, JLT Barbados.
- 10:30 a.m. Questions and Answers**

PROFILE OF SPEAKERS



Senator, the Hon. Darcy Boyce
Minister in the Office of the Prime Minister

Senator Boyce is the Minister in the Office of the Prime Minister with responsibility for Energy, Immigration, Telecommunications and Invest Barbados. Minister Boyce holds a first class honours degree in Economics from the University of the West Indies and an MBA in Finance and Applied Economics from the University of Toronto. He is a Certified Management Accountant and a Fellow of the Institute of Chartered Accountants of Barbados. His experience includes being an Economist with the Caribbean Development Bank, a Director of Coopers & Lybrand Associates, the Partner in charge of Management Consulting with KPMG, Deputy Governor-Operations of the Central Bank of Barbados and Chief Executive Officer of the Barbados Tourism Investment Inc.

Senator Boyce has also served on the Boards of several private sector companies. Between 1992 and 2000, he was the Coordinator of the Barbados Private Sector Association providing business sector input into the tri-partite governance arrangements in the country.

PROFILE OF SPEAKERS



Mr. Ben Arrindell, SCM
Deputy Chairman, Cidel Bank & Trust Inc.

Ben Arrindell is Deputy Chairman of Cidel, currently consulting on business and product development opportunities utilizing Barbados' treaty network. Prior to joining Cidel, Ben was an international tax and managing partner of Ernst & Young, Barbados. In this capacity, he provided services to international clients, including many major multinational companies and high net worth individuals. Ben has over 30 years of experience in both the UK and Barbados. He has served as adviser to the Barbados Government since 1998 on double taxation treaty strategy, the development of new legislation, and the impact of international tax developments on the Barbados international business sector. Ben is a member of the Barbados Tax Treaty Negotiating Team and has participated in Barbados' tax treaty negotiations with a number of countries including Canada, China, Italy, Luxembourg, Mexico, the Netherlands, Spain and the US. He is also a frequent speaker worldwide on international tax matters. Ben has made a significant contribution to the development and amendment of new and existing legislation in Barbados.

He is currently a member of:

- The Barbados Government's Joint Policy Working Group
- The CARICOM Working Group on Fiscal Policy
- The Barbados Government's Council of Economic Advisers

- The CARIFORUM Task Force on the Development of Caribbean International Financial Services
- The Credit Rating Committee of Caribbean Information and Credit Rating Services Limited ("Caricris")

He has also served on the United Nations Committee of Experts on International Cooperation in Tax Matters (2005-2013) and is a former Chairman and Director of the Board of the Barbados Private Sector Association (2007-2011).

In 2012, Ben was awarded the Silver Crown of Merit ("SCM") by the Government of Barbados for services to the Barbados International Financial Services Sector.

PROFILE OF SPEAKERS



Mr. Jerome Dwight
Financial Services Consultant

Jerome Dwight is a global financial services executive with extensive experience leading financial institutions in Canada, USA and Latin America. He is the beneficiary of many honours; in 2009 he received Canada's Top 40 Under 40 award from the Globe and Mail Newspaper and the Award of Distinction given by the Institute of Chartered Accountants (Canada). In 2010, Jerome was nominated for recognition as one of 25 Transformational Canadians. He was selected as a member of the advisory committee to the Canadian Federal Minister of Finance on the 2010 & 2011 federal budget consultations, and held the role of Chair of the CFA Institute's Fixed Income Committee (Toronto Chapter).

Jerome received an MBA from York University's Schulich School of Business and holds CFA and Chartered Accountant (Canada) designations. From 2005 to 2007, he served as International COO & CFO for Computer Horizons Corp. (NASDAQ – now TEK Systems), a global business process outsourcing firm servicing global financial institutions. In 2007, he led the negotiations and sale of the entire business to the Allegis Group, the largest privately held global IT staffing firm with \$5 billion in revenue. Dwight also served as Global Market Head for Royal Bank of Canada's Investor & Treasury Services Business. He most recently served as Managing Director and Market Head at RBC Wealth Management International, where he led award winning businesses in the Caribbean and Latin America along with client facing teams across Europe, Asia, Canada and the USA.

PROFILE OF SPEAKERS



Mr. Bruce Zagaris
Partner, Berliner, Corcoran & Rowe LLP

Bruce Zagaris is a partner in the Washington, D.C. firm of Berliner, Corcoran & Rowe LLP. Bruce's practice involves tax controversy work, in areas such as representing individuals and entities in offshore voluntary disclosure applications, audits, and criminal tax investigations, including exchange of information and evidence gathering. He has also represented many governments and international organizations. The work has encompassed negotiating tax treaties, providing advice on FATCA, bilateral investment treaties, mutual assistance in criminal matters treaties, and proposing and drafting financial products to attract investment. Bruce appears regularly as an expert witness in international tax and money laundering cases. He has authored and edited six books and many law review and other articles, and frequently lectures. He has served as an Adjunct Professor at several law schools in and outside the U.S. Early in his career he taught at the University of the West Indies Law Faculty in Barbados. His practice has involved advising clients in Latin America, especially Brazil and the Caribbean.

PROFILE OF SPEAKERS



Mr. Ricardo Knight
President & CEO, JLT Barbados

Ricardo is the President and Chief Executive Officer of JLT's Captive Management, International Business Management & Corporate Secretarial Units in Barbados and the Eastern Caribbean. He has been a fixture in the captive insurance and company management arena since 1994 when he joined the Towner Management Group. Ricardo has primarily worked with client companies in North America with a focus on Canada and Latin America, many of which are incorporated in Barbados and utilise Barbados' extensive tax and bilateral investment treaties. A Barbadian, Ricardo is a fellow of both the Chartered Certified Accountants and the Institute of Chartered Accountants of Barbados. He is currently the Chairman of the Joint Policy Working Group, the committee that advises Barbados' Minister of International Business on policy matters. Ricardo writes regularly about global business and captive insurance issues and has presented at numerous conferences in the Americas.

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