International Business Seminar

The Preferred International Financial Centre for Canadian Investors

Thursday, September 28, 2017
Hyatt Regency Toronto
370 King Street West
Toronto, ON, M5V 1J9
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 within the country. 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 in banking stability, transparency, human development and global competitiveness, to name a few.

Additionally, Barbados’ uniqueness is enhanced by 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 wise choice for investors engaged in international business.
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<td>7:30 am</td>
<td>Registration &amp; Breakfast</td>
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<tr>
<td>8:20 am</td>
<td>Welcome</td>
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<td>Mr. Kenneth Campbell</td>
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<td>Director, Investment Promotion, <em>Invest Barbados</em></td>
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<td>8:25 am</td>
<td>Welcoming International Business to Barbados</td>
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<td>Senator, The Honourable Darcy Boyce</td>
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<td>Minister in the <em>Office of the Prime Minister</em></td>
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<td>8:45 am</td>
<td>International Business Solutions Available in Barbados</td>
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<td>Ms. Dominique Pepin</td>
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<td>Managing Director, <em>Tailored Ltd</em></td>
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<td>9:10 am</td>
<td>Captive Insurance Options for Risk Management</td>
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<td>Mr. Ricardo Knight</td>
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<td>President &amp; CEO, <em>JLT Barbados</em></td>
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<td>9:35 am</td>
<td>Questions and Answers</td>
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<td>9:45 am</td>
<td>Coffee Break</td>
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<td>9:55 am</td>
<td>Current Dynamics and Opportunities in International Banking</td>
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<td>Mr. Cleviston Haynes</td>
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<td>Governor (Ag), <em>Central Bank of Barbados</em></td>
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<td>Mr. Marlon Yarde</td>
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<td>Managing Director, <em>Barbados Stock Exchange Inc.</em></td>
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<td>10:35 am</td>
<td>A Canadian Perspective on Doing Business in Barbados</td>
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<td>Ms. Valerie Cusano</td>
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<td>Principal, <em>Palm Insurance Canada Inc.</em></td>
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<td>11:00 am</td>
<td>Viewpoints: The Future of the Canada/Barbados Investment Partnership</td>
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<td>Ms. Alison Manzer</td>
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<td>Partner, <em>Cassels Brock &amp; Blackwell LLP</em></td>
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<td>11:25 am</td>
<td>Questions and Answers</td>
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<td>11:35 am</td>
<td>Vote of Thanks</td>
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<td>11:40 am</td>
<td>Networking Luncheon</td>
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Senator The Honourable Darcy Boyce  
Minister in the Office of the Prime Minister with Responsibility for Energy, Immigration, Telecommunications and Invest Barbados

Mr. Boyce is the Minister in the Office of the Prime Minister with responsibility for Energy, Immigration, Telecommunications and Invest Barbados. Mr. Boyce holds a First Class Honours Degree in Economics from the University of the West Indies and an M.B.A. 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.

Mr. Boyce has also served on the Board 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.
Ms. Dominique Pepin
Managing Director, Tailored Ltd

Ms. Pepin is the Managing Director of Tailored Ltd, a member of PrimeGlobal, one of the largest worldwide associations of independent firms. A former Tax Partner in Ernst & Young’s Barbados office, she had also worked as a Tax Advisor in Montreal, Canada, before relocating to Barbados in 2001. She has over 20 years of tax experience serving High Net Worth individuals as well as local, regional and multinational corporations in various industries including technology, petroleum, telecommunications and financial services.

Ms. Pepin has an in-depth knowledge of Barbados and the Eastern Caribbean tax legislation. She has extensive experience in international corporate restructuring, cross-border transactions, due diligence exercises and advising on tax audits and appeals in the Caribbean. Dominique holds a Bachelor of Law and a Diploma in Canadian Tax from the Universite de Sherbrooke in Quebec. She is a member of the Canadian Tax Foundation and the International Fiscal Association. She also chairs the Tax Committee of the Barbados International Business Association and is a Member of the Barbados Treaty Negotiating Team.
Mr. Ricardo Knight  
President & CEO, JLT Barbados

Mr. Knight 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. Mr. Knight 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, Mr. Knight is a Fellow of both the Chartered Certified Accountants and the Institute of Chartered Accountants of Barbados. He is also currently the Chairman of the Joint Policy Working Group, which advises Barbados’ Minister of International Business on policy matters. Mr. Knight writes regularly about global business and captive insurance issues and has presented at numerous conferences in the Americas.
Mr. Cleviston Haynes  
Governor (Ag), Central Bank of Barbados

Mr. Haynes is a graduate of the University of the West Indies and the University of Western Ontario. He joined the Central Bank in 1980 as an Economist and has served the Bank in several capacities, including Chief Economist, Adviser to the Governor, Director, Bank Supervision Department and most recently as Deputy Governor. Mr. Haynes represents the Bank on the boards of the Barbados Deposit Insurance Corporation and the Barbados Stock Exchange, and previously was a member of the Anti-Money Laundering Authority of Barbados. He has also served as Technical Assistant to the Executive Director for Canada, Ireland and the Caribbean at the Executive Board of the International Monetary Fund (IMF) during the period 1987-1989. Most recently, as Chairman of the Regional Financial Stability Coordinating Council (RFSCC), he has been a key resource in the preparation of the Caribbean Regional Financial Stability Report.

Mr. Haynes has authored a number of academic papers in local and international publications, including papers on monetary policy and financial sector issues, and debt management in the Barbados economy.
Mr. Marlon E. Yarde  
Managing Director, Barbados Stock Exchange Inc.

Mr. Yarde has been with the Barbados Stock Exchange Inc. and its subsidiary, the Barbados Central Securities Depository Inc., since November 1, 2003. He became Managing Director of both entities effective March 31, 2016 when he was elected to their Boards of Directors. Mr. Yarde is also a member of the Joint Policy Working Group on International Business and Investment Promotion, and currently sits on the Board of the Caribbean Corporate Governance Institute.

An Accountant by profession, Mr. Yarde became a Fellow of the Institute of Chartered Accountants of Barbados in October 2006 and a Fellow of the Chartered Professional Accountants Association of Canada in June 2009. He holds an LL.B. (Hons) Bachelor of Laws Degree from the University of Huddersfield in the UK and a Masters of Laws (LL.M.) in Securities Law from Osgoode Hall Law School of York University in Toronto, Canada. Mr. Yarde is also a graduate and member of the Institute of Chartered Secretaries and Administrators in Canada.
Ms. Valerie Cusano  
Principal, Palm Insurance Canada Inc.

Ms. Cusano has just stepped down from her role as President of Iridium Risk Services Inc. in Calgary, an independent brokerage dedicated to providing risk management and insurance advice to energy companies. Through her work as a Claims Expert and Broker for the past 20 years, Ms. Cusano has developed relationships with key insurance underwriting and claims personnel, and has developed a particular expertise within the Directors’ & Officers’ Liability underwriting and claims spheres. These relationships will be valuable to Palm Canada clients as Ms. Cusano now focuses her efforts on assisting clients and brokers to obtain the best insurance programmes available in the market.

Ms. Cusano has a Law degree and background that will assist her in expanding the suite of products offered by Palm Canada to assist clients in all areas of financial protection.
Ms. Alison Manzer
Partner, Cassels Brock & Blackwell LLP

Ms. Manzer is a Partner in the Financial Services Group at Cassels Brock & Blackwell LLP. Her role encompasses a broad range of commercial practice in the financial services sector, including financial institution regulation, corporate and commercial lending, asset-based financing, securitization and structured finance, private equity, project finance, and other related areas. A significant part of her practice also involves multi-jurisdiction transactions.

Ms. Manzer is an active member of the Association of Commercial Finance Attorneys, the American College of Commercial Finance Lawyers and both the American and Canadian Bar Associations. She has lectured and written over 200 titles extensively on legal matters, particularly dealing with financial institution issues. Ms. Manzer has been a Director of several financial institutions and was granted the inaugural Zenith Award from Lexpert in 2009. She has been recognized in the Canadian Legal Lexpert Directory each year since its inception and as a leading Lawyer by Chambers Global and Chambers Canada for Banking & Finance, Best Lawyers for Equipment Finance Law, the Guide to the World's Leading Banking Lawyers, and the Guide to the World's Leading Women in Business Law (Banking & Finance). She has also received a BV Distinguished™ ranking from Martindale-Hubbell.

Ms. Manzer holds an LL.B. (Law), a B.Sc. Hon. (Biochemistry) and an M.B.A. and an LL.M. in banking and financial services. She is currently undertaking an M.Sc. (Research)/Doctorate in Business Administration. Additionally, she has completed programmes in Securities and Investment Finance with the Canadian Securities Institute. Ms. Manzer is an Adjunct Professor at Osgoode Hall Law School teaching the Masters of Law programme in International Finance. She was called to the Ontario Bar in 1979.
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
International Trading
Ships Registration

INFORMATION SERVICES
Contact Centre Services
Insurance Claims Processing
Credit Card Application Processing
Back Office Processing
Software Development
Health Information Management

MANUFACTURING
Electronics
Medical Supplies
High Fashion Apparel
High-end Niche Manufacturing
Pharmaceuticals

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