

# BARBADOS

## 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**



## 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 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.

## PROGRAMME

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- 7:30am Registration & Breakfast**
- 8:30am Welcome**  
Mr. Kenneth Campbell  
Director, Investment Promotion, *Invest Barbados*
- 8:35am Welcoming International Business to Barbados**  
Senator The Honourable Darcy Boyce  
Minister in the *Office of the Prime Minister*
- 9:00am International Business Solutions available in Barbados**  
Ms. Dominique Pepin  
Managing Director, *Tailored Tax Solutions*
- 9:25am Captive Insurance Options for Risk Management**  
Mr. Ricardo Knight  
President & CEO, *JLT Barbados*
- 9:50am Questions and Answers**
- 10:00am Coffee Break**
- 10:15am Current Dynamics and Opportunities in International Banking**  
Mr. Cleviston Haynes  
Governor (Ag), *Central Bank of Barbados*
- 10:30am A Canadian Perspective on Doing Business in Barbados**  
Ms. Valerie Cusano  
Principal, *Palm Insurance Canada Inc.*
- 10:55am Viewpoints: The Future of the Canada/Barbados Investment Partnership**  
Ms. Alison Manzer  
Partner, *Cassels Brock & Blackwell LLP*
- 11:20am Questions and Answers**
- 11:30am Vote of Thanks**
- 11:35am Networking Luncheon**
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## PROFILE OF SPEAKERS



**Senator the Hon. 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 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.

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.



## PROFILE OF SPEAKERS



### **Ms. Dominique Pepin, Partner Managing Director, Tailored Tax Solutions**

Dominique Pepin is Managing Director of Tailored Tax Solutions. A former, tax partner in Ernst & Young's Barbados office, she also worked in a professional services firm as a Senior Tax Advisor in Montreal, Canada, before relocating to Barbados in 2001. She is a Member of the Quebec Bar Association and the Canadian Tax Foundation.

Dominique has extensive tax experience serving local, regional and multinational corporations in various industries including petroleum, mining, manufacturing, telecommunications and financial services. Her focus is on international and regional corporate re-structuring, cross-border transactions and advising on tax audits and appeals in the Caribbean. She is also well known on the speakers' circuit in Barbados, the United States and France. She holds a Bachelor of Law and a Diploma in Canadian Tax from the Universite de Sherbrooke in Canada.

## PROFILE OF SPEAKERS



### **Mr. Ricardo Knight** **President & CEO, JLT Barbados**

Ricardo 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. 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 also currently the Chairman of the Joint Policy Working Group, which 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.

## PROFILE OF SPEAKERS



### **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.

## PROFILE OF SPEAKERS



**Ms. Valerie Cusano**  
**Principal, Palm Insurance Canada Inc.**

Valerie 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, Valerie 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 Valerie now focuses her efforts on assisting clients and brokers to obtain the best insurance programmes available in the market.

Valerie 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.



## PROFILE OF SPEAKERS



**Ms. Alison Manzer**  
**Partner, Cassels Brock & Blackwell LLP**

Alison is a Partner in the Financial Services Group at Cassels Brock. 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.

Alison 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. Alison 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.

Alison holds a LL.B. (Law), a B.Sc. Hon. (Biochemistry) and an M.B.A. and LL.M. in banking and financial services. She is currently undertaking a M.Sc. (Research)/Doctorate in Business Administration. Additionally, she has completed programmes in securities and Investment Finance with the Canadian Securities Institute. Alison 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 Center 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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BARBADOS**

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