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 Centre Services
Insurance Claims Processing
Credit Card Application Processing
Back Office Processing
Software Development
Medical Transcription
Health Information Management

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

INTERNATIONAL BUSINESS SEMINAR
Thursday, June 7th, 2012 - 8:00 a.m. to 2:00 p.m.

Hyatt Regency Toronto on King
370 King Street West
Toronto ON M5V 1J9
Co-ordinator: Mr. Wayne Kirton, CEO, Invest Barbados

8:00 a.m. Registration & Coffee

8:50 a.m. Welcome
Mr. Wayne Kirton
CEO, Invest Barbados

9:00 a.m. Barbados’ Role in Enhancing International Business Success in These Challenging Times
Senator the Hon. Darcy Boyce
Minister in the Office of the Prime Minister with Responsibility for Energy, Immigration, Telecommunications and Invest Barbados

9:25 a.m. An Introduction to Barbados as a Jurisdiction for International Business
Mr. Wayne Kirton
CEO, Invest Barbados

9:50 a.m. Using Barbados’ Fiscal Incentives, Double Taxation and Bilateral Investment Treaty Network to Achieve Greater Tax Efficiencies
Mr. Ben Arrindell
International Tax Consultant

10:15 a.m. Coffee Break - Audio Visual Presentation

10:30 a.m. Operating a Successful International Bank from Barbados
Mr. Gordon Anderson
President, Cidel Trust Company

10:55 a.m. Barbados – Providing Solutions for International Insurance
Mr. Kirk Cyrus
Executive Vice President, JLT Towner

11:20 a.m. Operating a Successful International Manufacturing Company from Barbados
Mr. Bill Hanley
Senior V.P., Business Development, Lenstec Inc.

11:45 a.m. Q & A

12:00 p.m. Networking Luncheon

THE BARBADOS DOMICILE

Barbados continues to be recognised internationally as a choice jurisdiction for foreign investment, as exemplified by its continued negotiation of Double Taxation Agreements with countries across the globe as well as the increasing number of companies registering International Business Companies in Barbados. To date, Barbados has twenty two (22) Double Taxation Treaties enforced with thirty one (31) countries and over four thousand (4,000) registered international companies.

Barbados is a jurisdiction of high standards and places emphasis on competitiveness, while offering clients predictability and security in their investments. It 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.

One unique factor differentiating Barbados from other offshore locations is the availability of intellectual and service resources on shore, 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.
Mr. Bill Hanley  
**Senior V.P. Business Development, Lenstec Inc.**

Bill Hanley joined Lenstec Inc. in St. Petersburg, Florida in 1997 as Senior Vice President of Business Development. In this role he is responsible for the establishment of global distribution, licensing of technology and coordination of private label/contract manufacturing agreements.

Prior to joining Lenstec, Bill held the post of Senior Vice President, Asia, Latin America and Canada with Chiron Vision Corp. in Irvine, California from 1992-1996.

From 1984 – 1992 he was V.P. International Operations with Optical Radiation Corp of Asuza CA. During this time he served as Chairman of the Board: ORC/Shanghai-Pudong JV, Advisor to ORC- Santen JV Venture.

A Graduate of Arizona State University, Bill held several sales and marketing positions for Roche Pharmaceuticals Nutley N.J. and McNeil Labs - a J&J Subsidiary.

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Wayne Kirton is a business consultant operating out of Barbados. A qualified accountant (FCCA), he worked for some 30 years with the B S & T Group in Barbados reaching the position of Finance Director before forming his own business consulting firm in 1999. Since forming his own firm, he has been engaged by both private and public Caribbean firms to conduct full business reviews and/or to provide senior management services on contract. He is currently on contract as CEO of Invest Barbados. Mr. Kirton’s experience covers a variety of industries, including wholesale/distribution, retail (food, hardware/lumber, appliances, duty-free), manufacturing, services, car dealerships, insurance, hotels and the media (newspaper). A former President of the Barbados Chamber of Commerce from 1991-1993, Mr. Kirton is currently in his twenty-third year as Honorary Consul-General for Japan in Barbados, and was decorated by the Emperor of Japan in 2005 for his diplomatic services to that country.

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**Senator The Hon. Darcy Boyce, Minister in the Office of the Prime Minister with Responsibility for Energy, Immigration, Telecommunications and Invest Barbados**

Senator Boyce has worked as an Economist with the Caribbean Development Bank, as a Director of Coopers and Lybrand Associates, as the Executive Director of the Agricultural Venture Trust and as Partner in charge of Management Consulting with KPMG, Barbados. He was also Deputy Governor – Operations of the Central Bank of Barbados from 2000 to 2004 prior to his appointment as Chief Executive Officer of the Barbados Tourism Investment Inc. He has also served on the Board of Directors of several private sector companies. Between 1992 and 2000, Mr. Boyce was the Coordinator of the Barbados Private Sector Agency providing business sector input into the tri-partite governance arrangements in the country. Senator Boyce is a Certified Management Accountant (CMA) and a Fellow of the Institute of Chartered Accountants of Barbados. He holds an MBA in Finance from the University of Toronto.

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Mr. Ben Arrindell,  
International Tax Consultant

Ben has over 25 years of experience in international taxation in both the UK and Barbados.

He is a Director of Cidel Bank & Trust, currently consulting on business and product development opportunities utilizing Barbados’ treaty network. Prior to joining Cidel, he was an International Tax and Managing Partner of Ernst & Young, Barbados. In this capacity, he provided international tax services to international clients, including major multinational companies and high net worth individuals.

Ben has served as Advisor 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.

He was a member of the Barbados Government team that negotiated the removal of Barbados from the OECD’s list of tax havens in 2000 and has participated in Barbados’ tax treaty negotiations with a number of countries including Canada, China, Italy, Spain, Mexico, the Netherlands, Luxembourg and the USA.

He is currently a member of:

• The United Nations Committee of Experts on International Cooperation in Tax Matters;
• The Barbados Government’s Joint Policy Working Group and spearheaded the Group’s strategic planning sub-committee which developed the Barbados International Business Strategic Plan 2007-2012;
• The CARICOM Working Group on Fiscal Policy;
• The Barbados Government’s Working Group on the Economy;
• The Barbados Government’s Council of Economic Advisers, and
• The Board of Directors of the Barbados Private Sector Association.

Ben is also a frequent speaker worldwide on international tax matters.

Mr. Gordon Anderson  
President, Cidel Trust Company

Gordon Anderson is the President of Cidel Trust Company and is a member of Cidel’s management and investment committees. In his role as president, Gordon is responsible for the operation and management of Cidel Trust Company, domestic trust structures and new business initiatives.

Before joining Cidel, Gordon was the Managing Director and Chief Investment Officer of the Royal Bank of Canada (Caribbean) Corporation. Prior to that, Gordon held a number of positions at CIBC, culminating in his role as Director of global sales, CIBC Global Private Banking, Prairies region.

Gordon earned a Bachelor’s degree in Business Administration with honours at the University of Regina and holds professional designations as a Certified Financial Planner (CFP), a Trust and Estate Practitioner (TEP), and a Chartered Financial Analyst (CFA).

Mr. Kirk Cyrus  
Executive Vice President, JLT Towner

Kirk Cyrus joined JLT Towner in 2006 and is currently an Executive Vice President based in Barbados. The re-branded JLT Towner (formerly the Towner Management Group) leverages a wealth of experience in alternative risk solutions and captive insurance management to provide clients with enhanced access to international markets, experience and specialty skills built on the firm foundation of client service and innovation.

Prior to joining JLT Towner, he was employed for eight years with another international insurance manager based in Barbados. The re-branded JLT Towner (formerly the Towner Management Group) leverages a wealth of experience in alternative risk solutions and captive insurance management to provide clients with enhanced access to international markets, experience and specialty skills built on the firm foundation of client service and innovation.

Prior to joining JLT Towner, he was employed for eight years with another international insurance manager based in Barbados. Collectively, Kirk has therefore been responsible for a portfolio of captive insurance clients involving various aspects of property & casualty, group life and health, specialty insurance, as well as reinsurance for multinationals and privately held companies primarily from Canada, the US and Latin America.

Kirk is a Barbadian who graduated from the University of the West Indies in 1993 with a First Class Honors Degree in Computer Science and Mathematics. He has also worked with PricewaterhouseCoopers in its Audit and Business Advisory Department at a senior level and is a Fellow of the Association of Chartered Certified Accountants (FCCA) as well as the Institute of Chartered Accountants of Barbados (FCA).

Currently the Treasurer of the University of the West Indies Alumni Association (UWIAA) and he also serves on the Finance & General Purposes Committee of the University.
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**PROFILE OF SPEAKERS**

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### PROGRAMME

**Co-ordinator:** Mr. Wayne Kirton, CEO, Invest Barbados

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<th>Time</th>
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