

DEMYSTIFYING THE OFFSHORE WORLD

ASSET PROTECTION, TAX
AVOIDANCE, ESTATE
PLANNING

HISTORY AND REPUTATION

- Bank secrecy and tax evasion
- Money laundering
- Drug smuggling and illicit profits
- OECD Blacklisting
- Multi and bilateral tax exchange
- The Panama Papers

Products

- Strategies to minimize tax exposure legitimately (tax avoidance)
- Mutual and other funds
- Captive insurance
- Trusts and Estate Planning
- Foundations
- International Business Companies

PRODUCTS

- Real Estate and tourism (2nd homes)
- Permanent residence and change of domicile
- Mainly targeting high net worth individuals

Latin American and Caribbean Countries in this market

- Bahamas (trusts, estate planning)
- Bermuda (captive insurance)
- British Virgin Islands (corp. structures)
- Cayman Islands (funds)
- Curacao (corp. structures, treaty protections)
- Panama (corp. structures)
- Turks & Caicos (reinsurance companies)

Legitimate or illegitimate business

- Very tough anti-money laundering regimes;
- Stringent regulation and control of banking system
- Now easier to open an account in the US than off shore
- Competing with Delaware, Nevada for same business

Presenters today

- Bahamas-Paul D. Knowles of Chancellors Chambers
- B.V.I. & Cayman- Philipp Neumann of Campbells
- Curacao-Jerome Eichhorn of HBN
- Turks and Caicos-Carlos Simons of Miller Simons O'Sullivan

Presenters today

- Panama-Carlos Cordero of Aleman Cordero Galino & Lee
- Miami-Carlos Canino of Stearns Weaver

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THE BAHAMAS

- FORMER British Colony
- Same colonial heritage as Bermuda, Cayman, Turks and Caicos, BVI, Jamaica and Barbados
- Same English law based common law system
- Westminster Parliamentary system

The Bahamas

- Became an independent country on 10th July 1973
- Retains membership in British Commonwealth
- Queen remains Head of State through a Governor General
- Privy Council remains ultimate Court of Appeal (English law tradition)

Economy

- Best known for tourism (70% of economic activity)
- Financial Services (15%)
- Other (15%)

Financial Services 101

- Tax avoidance versus tax evasion
- No income tax, corporate tax, inheritance tax, capital gains taxes
- Strict regulation and strong anti-money laundering regime (easier to open a bank account in Miami than Nassau)
- Only interested in tax compliant business where beneficial owners identified

Financial Services 101

- No bearer shares (unlike Panama, Nevada)
- OECD countries have decided that tax avoidance is bad
- We have significant business from Latin American clients

Financial Products

- Trusts and Estate Planning
- Investment Condominiums (ICON's)
- Foundations (popular in civilian law nations)
- SMART Funds
- Corporate vehicles (IBC's, Segregated Companies)

Other Opportunities

- Real estate and 2nd homes,
- Small and large mixed use resorts
- Permanent residence, place of domicile
- Proximity to US mainland
- Freeport, Grand Bahama
 - Hutchinson transshipment terminal
 - Ship repair, polymers plastics
 - Oil storage and transshipment