

Sean Moran, Business Development Manager, BDA

Private Client Dining Club (PCD) dinner

6:30–9:30pm, Tuesday, March 15, 2016

Sofitel St. James Hotel, London, England

Good evening, everyone.

Thank you for your time. I promise I won't make lengthy comments. Nobody wants to listen to a long speech before dinner.

I did, however, want to say a few words on behalf of the Bermuda Business Development Agency and my colleagues from the Bermuda trust & private client industry who are here tonight.

There are 10 of us in attendance, and we're seated at these five tables—can I ask the Bermuda folks to just raise their hands so you can be seen?

Thank you.

When some of you think of Bermuda, you may envisage our famous pink-sand beaches, or the brightly coloured knee-length shorts we wear in the summer months, or a certain mysterious triangle in the Atlantic. And all of these are real (no myths there whatsoever)...

But tonight I'd like you to consider something else that you may not immediately associate with Bermuda: our very sophisticated infrastructure for

international business, and particularly our offering in the trust and private-client space.

Bermuda was one of the first international trust jurisdictions and over many decades, the island has become known as a top domicile for trusts and other private-client structures.

Bermuda is a premier international financial centre that offers a superior regulatory framework and respected, 400-year-old judicial system, as well as world-recognised trustees and lawyers who serve a broad spectrum of global corporations and high-net-worth clients.

Indeed, Bermuda offers a wide range of advantages for anyone seeking a stable, sophisticated and discreet domicile.

Family offices seeking more than just trustee services also choose Bermuda to receive a full suite of services around their family product. These include insurance and related risk-management solutions, asset management, administration and fiduciary services, support for charitable and philanthropic pursuits, plus access to service providers such as directors, compliance experts, auditors and accountants—all available in a single, one-stop-shop jurisdiction.

Whether you've worked in or with Bermuda before, or if this is your first exposure to our jurisdiction, we'd be delighted to talk you more about how we can work with you and your clients. The trust and private-client community in Bermuda is committed to remaining at the forefront of client needs.

So with that, I would lastly like to extend thanks to the organisers from The Private Client Dining Club, particularly David and Valerie. And also to the team here at the Sofitel St. James.

Please enjoy the rest of the night and your dinner.

Cheers!