



# PwC hospitality services

January 2020

Barbados and the  
Eastern Caribbean



# About us

## Globally

- Over 276,000 staff
- 158 countries
- 429 of Fortune Global 500 companies 100,000+ entrepreneurial and private businesses

We have ready access to the talent and expertise of our colleagues across the PwC global network who can assist us in helping you solve your problems.



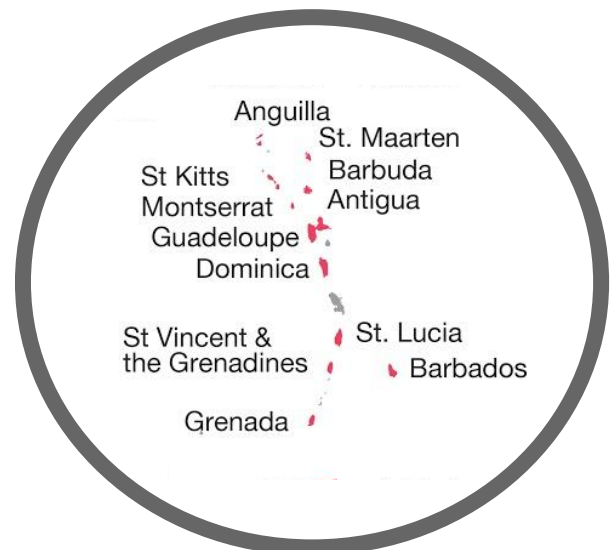
## Regionally in the Caribbean

- 11 offices
- 10 countries
- Over 1,300 people including 75 partners
- Our PwC in the Caribbean member firms work together to serve clients across the region in Bahamas, Bermuda, British Virgin Islands, Cayman Islands, East Caribbean (Barbados, St. Lucia and Eastern Caribbean Islands), Guyana, Jamaica, Trinidad & Tobago and Turks and Caicos.



## Locally in Barbados and the Eastern Caribbean

- 2 offices (Barbados and St. Lucia)
- Over 220 staff
- Serving 11 Eastern Caribbean territories



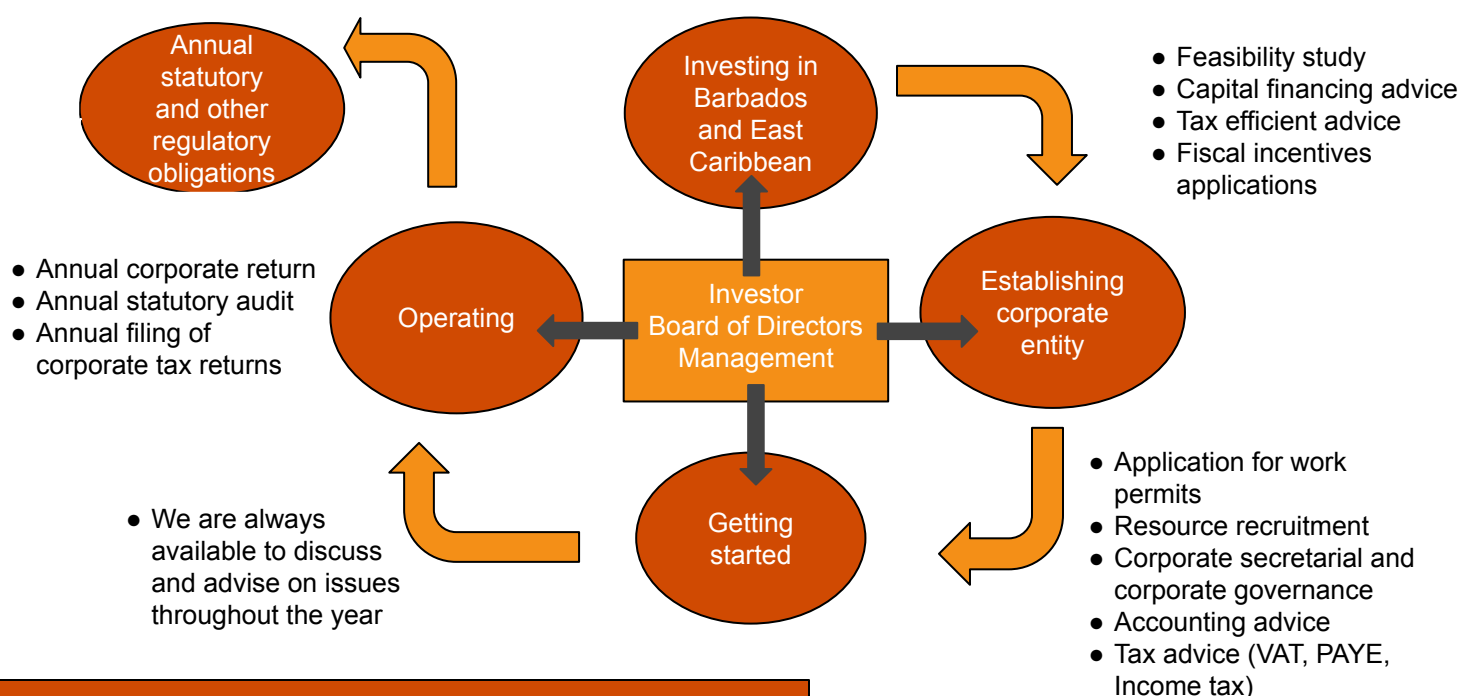
# Our range of services

At PwC we have always valued the important and significant contribution the tourism sector makes to our economy and our ongoing economic development. For the past 15 years, with the establishment of our core hospitality group, we have had a dedicated team of professionals leading all of our tourism engagements to ensure that we deliver the highest possible service on all of our hospitality engagements.

## Today's environment

Our clients, such as you, have an expanding access to many digital business processes. We understand these changes and can help you to navigate them. We can support you with areas of digital transformation including; digital disruption, digital experience, digital operations, digital organisation and workforce, and digital trust. These are all part of our standard service plan.

Whether you are an established business or an investor looking to develop and operate a tourism product, we can help. We provide quality tax and corporate services advice, supported by experienced and trusted advisory help and at the end of it all, we are there to provide a quality annual statutory audit for the directors and shareholders of our international, regional and local businesses and government organisations.



## Our wider suite of services for all our service lines also include:

### Advisory

- Align costs with business strategy
- Commercial and financial due diligence
- Cybersecurity strategy
- Divestment
- Business valuation
- Insolvency and receivership support
- Market research and strategic development
- Social and economic impact analysis
- Recruitment and work permit application
- Feasibility studies
- Digital transformation and support

### Assurance and accounting

- Accounting advice and back office services
- Compilation of financial statements
- Data analytics
- Review engagements
- Annual statutory audit
- Setting up and advice on maintaining fixed asset registers

### Taxation services

- Establishing tax efficient structures
- Transfer pricing advice
- Analysis and advice on tax incentive legislation
- Application for other fiscal incentives
- Preparation and filing of annual tax returns

### Corporate Services

- Incorporation and registration of legal entity
- Corporate secretarial services
- Corporate governance advice
- Substance requirements advice



# How can we help you?

The Barbados tourism product has evolved over many years to include an array of products and services that uniquely defines Barbados and what we can offer our guests. Whether you are...



Our hotels have had a long and productive relationship with PwC. For over 15 years they have executed our annual audit and provided financial and tax planning advice which has encouraged our growth as an organisation and our ability to effectively manage our affairs on a daily basis. I would certainly have no hesitation in recommending PwC as a strategic partner in your business.

**The Sandpiper Hotel**  
**Wayne Capaldi, Managing Director**



Royal Westmoreland, Barbados, has been a client of PricewaterhouseCoopers for the last decade and throughout that time they have provided an unparalleled service. Efficiency, commercial acumen and cost efficiency have been the order of the day in their professional approach. PwC has proved time and again to be an integral part of the business and it is nice to know we are in safe hands.

**Royal Westmoreland Resort**  
**John Morphet, Chairman**



While professional skepticism is maintained as a necessary element of performing their role, the PwC team has always been seen by us as a trusted and reliable sounding board, with frank and open discussions between all concerned to ensure that all objectives are met, while maintaining the highest standards of performance. We are pleased that all engagements are completed on time, and there is a timely response to any queries from our team.

**Bridgetown Cruise Terminals Inc,**  
**Geoffrey Roach, Chief Executive Officer /**  
**Chairman Elect, The Barbados Hotel and**  
**Tourism Association.**

An internationally  
branded hotel



A family owned hotel



A fractional ownership  
operation



An all inclusive operation



A golf resort, marina or  
private residence club



A restaurant or other  
direct tourism service  
operators



A service operation e.g  
property management



...we can help.

# Our hospitality team



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# Looking ahead



Stephen Jardine

Over the last 50 years Barbados has demonstrated its tourism resilience and its ability to successfully compete in this global market space. As a brand Barbados is well respected and strong. New opportunities in the Carlisle Bay area and the redevelopment of Bridgetown along with other projects earmarked for the south and west coasts need our urgent focus and attention.

Tourism represents the most powerful catalyst for improving economic activity and creating opportunities in Barbados. Well planned and executed investments by local, regional and international investors have been successful and we expect this trend to continue into the future. At PwC we stand prepared and ready in helping you, the investor, in achieving your goals and expectations.



Sirpaul Jaikaran

The future will be what we make of it. We have the opportunity today to map out the next 50 years of our development as a nation and tourism has been and will be the backbone of Barbados' economy. We see embracing the digital future as necessary for our hospitality business partners and us to be able to deliver quality, efficient and premium services to the market.

PwC continues to invest in our people through upskilling with new skills and technologies that will enable us to provide meaningful insight into your businesses from the data that you generate to improve your decision making.

We are ready to take our tourism industry into the digital future.

