

IBFD International Tax Academy presents:

# Transfer Pricing of Intangibles

A practical understanding of the issues surrounding intangibles in transfer pricing

## Highlights

- Identifying the existence of intangibles.
- Avoidance of significant bias through selection and application of valuation methods.
- Cost contribution arrangements and intra-group services.
- Documentation requirements.
- Intangibles issues – current and future.
- Use of case studies to ensure practical application.
- International perspective (course instructors and participants from around the world).
- Qualifies for 12.5 Continuous Professional Education (CPE) credits.

**Amsterdam  
2 & 3 April  
2007**

[www.ibfd.org](http://www.ibfd.org)

IBFD International Tax Academy

## Course

# Transfer Pricing of Intangibles

## Why participate?

Intangibles play an increasingly important role in the modern economy and this importance is reflected in transfer pricing tax laws, which now contain a substantial body of rules on how to deal with intangibles. By attending this course, participants will gain a good understanding of the many complicated issues regarding intangibles in transfer pricing, both from an OECD and US perspective. Through classroom discussions and the use of case studies, participants will also acquire the skills needed to deal with the transfer pricing issues raised by intangibles in practice.

## Participation is of benefit to:

- finance and tax personnel of multinational enterprises;
- tax accountants, economists and lawyers;
- in-house tax managers;
- tax and transfer pricing advisers; and
- government officials and tax inspectors.

To satisfactorily participate in this course, participants should have a good knowledge of general transfer pricing principles.

## Continuing Professional Education

This course qualifies for Continuing Professional Education (CPE) credits with:

- The UK Chartered Institute of Taxation;
- De Nederlandse Federatie van Belastingadviseurs;
- The Institute of Taxation in Ireland; and
- The National Association of State Boards of Accountancy.

It should be noted that this course may also qualify for CPE credits pursuant to the rules of a number of professional associations other than those listed above. Participants are encouraged to check with their professional associations to determine eligibility in this respect.

The IBFD International Tax Academy is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417.

Website: [www.nasba.org](http://www.nasba.org)

## Recommended CPE points for this course: 12.5

(in accordance with the standards of the National Registry of CPE points, CPE credits are granted on a 50-minute hour).

## Interactive course

To safeguard the interactive nature of the course, including group discussions and case studies, a maximum of 30 participants will be accepted. Early registration is therefore recommended.

## Venue

The course will be held at the IBFD Head Office in Amsterdam, which boasts the latest in teaching facilities. This venue also provides participants with the opportunity to visit and undertake research at the IBFD Library and Information Centre, and offers ample opportunity to network and share information with our resident research staff as well as with other tax professionals.

## How to register

Simply fill in your details on the registration form included with this brochure and return it to us by post or fax.

# Instructors

**Harmen van Dam** heads the Loyens & Loeff N.V. Transfer Pricing Team. Loyens & Loeff is a complete, independent, full service law firm with a strong tax practice (planning, compliance and litigation). Mr Van Dam holds a law degree of the University of Leiden (1991) and a degree of the New York University School of Law (LLM in Taxation, 1996). He teaches regularly at the International Tax Center in Leiden and at the IBFD. Mr Van Dam advises a diverse group of clients – ranging from Fortune 100 companies to medium-sized companies who have started international operations – on transfer pricing (advance pricing agreements, general audits, corresponding adjustments, mutual consultation procedures, etc.). He also focuses on Dutch corporate tax and dividend tax in international tax structures.

**Caroline Silberstein** is Head of the Transfer Pricing Unit in the OECD Centre for Tax Policy and Administration. She is the Secretary to Working Party No. 6 of the Committee on Fiscal Affairs which is the body in charge of the taxation of multinational enterprises and specifically of transfer pricing. Ms Silberstein's main current projects include the review of the comparability standard and of profit methods, and the development of guidance on the application of the arm's length principle to business restructurings. Working Party No. 6 is also working on the development of new guidance on the attribution of profits to permanent establishments and on improving the resolution of international tax disputes. Before she joined the OECD in 2001, Ms Silberstein was a tax partner in two international law firms in Paris.

**Dr Deloris Wright** is a managing principal in the Transfer Pricing Practice of Analysis Group in the United States and is experienced in the valuation of intangible assets and the application of statistical methods and econometric analysis. She has been an invited speaker at numerous seminars of the World Trade Institute, the Tax Executives Institute and the Financial Executives Institute. Prior to joining Analysis Group, Dr Wright was a Vice President at Charles River Associates and a partner and National Director of the US Transfer Pricing Practice of Coopers & Lybrand. She was also an economist with the US Internal Revenue Service and, prior to that, an assistant/associate professor of economics for ten years.

## Suggested resources for this course:

### *Transfer Pricing Database*

The single most complete source of information on transfer pricing. Each country chapter contains:

- In-depth country summaries.
- Analysis and comparison of national approaches to transfer pricing.
- Information from international organizations involved in transfer pricing and the texts of major reports and guidelines.
- Collection of relevant legislation and case law.
- All articles published in the IBFD's *International Transfer Pricing Journal*.

**Format:** online  
**Updated:** regularly

**Price:** € 1,090 / \$ 1,395 (up to 5 users)  
(20% discount for ITA course participants)

# Programme

The programme fee includes lunch, coffee, tea and light refreshments during breaks.

## Day 1

- 08.30-09.00 **Registration**
- 09.00-09.15 **Welcome and IBFD Overview**
- 09.15-10.30 **Introduction**
- Defining intangibles
  - Categories of intangibles
  - Identifying existence of intangibles
  - Manufacturing and marketing intangibles
  - Royalty determination
    - market approach
    - cost approach
    - income approach
  - Other intangibles issues
  - Pricing methods
    - comparable uncontrolled transaction method (CUT)
    - comparable profit method (CPM) and TNMM
    - profit split method
    - other methods
- 10.30-10.50 *Break – coffee/tea and refreshments*
- 10.50-12.45 **Introduction (continued)**
- 12.45-14.00 *Lunch*
- 14.00-15.30 **Intra-Group Services and Cost Contribution Arrangements (CCAs)**
- Intra-group services
    - current topic
    - types of services
    - shared services
    - OECD Guidelines
    - new US temporary regulations
  - CCAs
    - development of intangibles
    - OECD Guidelines
    - US proposed regulations
- 15.30-15.50 *Break – coffee/tea and refreshments*
- 15.50-17.00 **Intra-Group Services and CCAs (continued)**

## Day 2

- 09.00-10.40 **OECD Latest Developments**
- 10.40-11.00 *Break – coffee/tea and refreshments*
- 11.00-12.45 **Choosing between CCA and Intra-Group Services**
- Simplicity
  - Flexibility
  - Tax planning opportunities
- Legal Agreements for CCA and Intra-Group Services**
- 12.45-14.00 *Lunch*
- 14.00-15.00 **Case Study**
- An interactive case study addresses the following issues:
- Industry analysis
  - Functional analysis
  - What are intangibles and what is their relative value
  - Intangibles issues – current and future
  - Tangibles issues – transactions and issues
  - Services issues – transactions and issues
  - Pricing for intangibles
- 15.00-15.20 *Break – coffee/tea and refreshments*
- 15.20-17.00 **Case Study (continued)**

# Registration Information

## About the IBFD

Since its foundation in 1938, the International Bureau of Fiscal Documentation has developed into one of the most respected organizations studying and documenting international taxation systems and investment legislation. IBFD clients include Ministries of Finance, international corporations, legal and accountancy practices, banks, educational institutions and others who look to the IBFD as a first-class source of information. As an independent, not-for-profit research foundation, the IBFD always offers objective and unbiased information. A multilingual staff of approximately 50 tax experts from around 25 countries is based in the IBFD Amsterdam Head Office. In addition, research is carried out internationally, with a network of tax specialists relaying information from all over the world.

## IBFD International Tax Academy

Founded in 1989, the International Tax Academy (ITA) offers a wide range of courses on international taxation and organizes conferences on special topics. The ITA is recognized worldwide as a reputable learning centre in the field of international taxation, drawing on the expertise of internationally renowned specialists and the IBFD multinational research staff to provide a unique environment for the study of international tax law.

The open courses held by the ITA are interactive and suitable for participants from all over the world. The ITA also offers tailored in-house courses for corporate clients, tax administrations and other organizations and institutions. If you would like to discuss any aspect of our in-house courses, please contact Arcotia Hatsidimitris, Head of ITA, either at +31-20-554 0180 or e-mail [A.Hatsidimitris@ibfd.org](mailto:A.Hatsidimitris@ibfd.org).

## IBFD Library and Information Centre

ITA course participants are free to use the IBFD's Library and Information Centre whilst they are in Amsterdam. The library houses the largest collection of titles (both print and electronic) on international and comparative taxation anywhere in the world. During their stay the library is happy to provide participants with a workstation, computer and librarian services free of charge.

## Registration details

### Venue

IBFD Head Office  
H.J.E. Wenckebachweg 210  
1096 AS Amsterdam  
The Netherlands

### Member discount

IBFD members qualify for a 20% discount on the fees of all open courses held by the IBFD International Tax Academy. Companies with several offices, please note that – as with all membership offers – only staff based at the office that actually holds the membership, i.e. the address publications and correspondence are sent to, qualify for the 20% discount.

### Accommodation

Participants are responsible for making their own arrangements.

### Bank details

IBFD International Tax Academy  
ING Bank N.V.  
Amstelvein 1  
1096 HA AMSTERDAM  
The Netherlands  
Account No. 65 01 66 361  
Swift Code: INGBNL2A

### IBFD International Tax Academy

P.O. Box 20237  
1000 HE Amsterdam  
The Netherlands  
Tel.: +31-20-554 0160  
Fax: +31-20-620 9397  
E-mail: [itacourses@ibfd.org](mailto:itacourses@ibfd.org)  
Website: [www.ibfd.org](http://www.ibfd.org)

# Registration Form

(please use block letters)

I would like to register for the course:

**Transfer Pricing of Intangibles**

Date: 2 & 3 April 2007 Code: OC07TPI1 Normal fee: € 1,295 / \$ 1,554 Members' fee: € 1,036 / \$ 1,243\*

\* Clients in the Americas will be invoiced in US dollars.

Mr  Mrs \_\_\_\_\_

(as it is to appear on your name badge)

First name \_\_\_\_\_

(as it is to appear on your name badge)

I have full IBFD membership (20%)

My membership number is \_\_\_\_\_

Organization \_\_\_\_\_

Job title \_\_\_\_\_

Address \_\_\_\_\_

City and postal code \_\_\_\_\_

Country \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

VAT No. \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

(Please note that only signed forms can be processed)

**Cancellation and other registration conditions**

You may be prevented from attending a course due to unforeseen circumstances. If you notify us in writing of your cancellation at least 14 days prior to the event, no cancellation fee will be charged, except for an administration fee to cover the cost of processing the cancellation. If notification is received within 7 to 14 days before the event, a cancellation fee of 50% of the course fee will be charged. We regret that no refunds can be made if notice of cancellation is received less than 7 days before the event. An alternative participant may be substituted at any time without charge provided that the IBFD International Tax Academy is informed in advance of the event. The IBFD International Tax Academy reserves the right to cancel an event if there is an insufficient number of registrations, in which case our liability shall be restricted to a refund of any course fees paid to us. Cancellation notices will be sent at least 14 days in advance of the event. The IBFD International Tax Academy also reserves the right to alter published programmes and speakers without notice.

**On receipt of your registration**

You will receive a confirmation letter and an invoice. Whenever possible we will use e-mail for correspondence in order to communicate effectively and quickly. Please contact us if you have not received the confirmation letter within 10 days of sending your registration form.

**Please visit our website ([www.ibfd.org](http://www.ibfd.org))** for full details of our booking information. For more detailed information about our courses or to register you can also call us at +31-20-554 0100, e-mail [itacourses@ibfd.org](mailto:itacourses@ibfd.org) or visit our website at [www.ibfd.org](http://www.ibfd.org).

Contact person responsible for training within your organization:

Name \_\_\_\_\_

Function \_\_\_\_\_

Telephone \_\_\_\_\_

E-mail \_\_\_\_\_

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1000 HE Amsterdam  
The Netherlands  
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