

IBFD International Tax Academy presents:

Principles of Transfer Pricing

A comprehensive insight into the principles and concepts of transfer pricing

Amsterdam
28-30 July
2008

Highlights

- Acquire a thorough grounding in all aspects of Transfer Pricing.
- Gain an understanding of the most important concepts and methods.
- Leave with a practical understanding of the necessary documentation.
- Instructors fully aware of current and future developments.
- Highly acclaimed course instructors with academic and international practice backgrounds.
- Opportunity to meet and network with other professionals from across the world.
- Smaller groups allowing individual questions to be dealt with.
- Qualifies for 20.5 Continuing Professional Education (CPE) credits.

www.ibfd.org

IBFD International Tax Academy

Course

Principles of Transfer Pricing

Why participate?

The course aims to give participants an introduction to the most important principles of transfer pricing for tax purposes, based on OECD standards. By attending the course, participants will acquire a good understanding of transfer pricing rules, methodology and practical application.

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.

Principles of transfer pricing is an introductory course and no advanced preparation is required. Prior experience of transfer pricing is not a prerequisite to satisfactorily participate in this course.

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;
- The National Association of State Boards of Accountancy; and
- Malaysian professional bodies (for details, contact ITA).

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

Recommended CPE points for this course: 20.5

(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. Alternatively, visit www.ibfd.org and register online.

Instructors

Michel van der Breggen is a senior tax manager in the Transfer Pricing Group of PricewaterhouseCoopers. He studied Tax Law at the University of Leiden and has over ten years of experience in (international) tax law, including one year in the Business Transformation Group of PwC London. He serves as a transfer pricing specialist in both defence and dispute resolution situations as well as in tax structuring situations. Mr Van der Breggen's main area of focus is the financial services industry and he is specialized in intercompany finance transactions. As such he has negotiated a significant number of APAs with the Dutch tax authorities. He is also a frequent speaker at PwC tax conferences and seminars and he regularly publishes articles on transfer pricing.

Tim Brierley is International Tax Counsel with GE and is a member of GE's Global Transfer Pricing Council. Formerly, he was an international tax partner with Deloitte's transfer pricing practice.

Giammarco Cottani, LLM cum laude in European and International Taxation at the European Tax College, Leuven, Belgium and Tilburg, the Netherlands, is a PhD candidate at LUISS University, Rome and is currently working as a Senior Research Associate in IBFD's Topicals Knowledge Group. Before joining IBFD, he worked for Cleary Gottlieb Steen & Hamilton and previously with another major Italian law and tax firm. His specialization was Italian and International taxation of corporate groups, M&A and stock offering plans. He obtained a university degree in law from LUISS University, Rome.

Wilko Herrings is a relationship manager of corporate clients at Commerzbank. He gained three years of experience in transfer pricing working as a consultant in the Transfer Pricing Group of PricewaterhouseCoopers. During his time at PwC, he focused on the financial services industry and specialized in intercompany finance transactions. As a relationship manager at Commerzbank, Mr Herrings is closely involved in setting up finance structures for Dutch multinationals. In this regard, he has experience in arranging syndicated loan transactions and in the field of structured finance. Mr Herrings has also published several articles on transfer pricing.

Antonio Russo is the lead economist of Baker & McKenzie Amsterdam's Transfer Pricing Team, which has been awarded the International Tax Review Award of Best Transfer Pricing Advisor in the Netherlands in 2005 and 2006. Mr Russo specializes in transfer pricing design, implementation and valuation of companies and intangible assets. He has extensive experience in tax planning/restructuring engagements and has performed transfer pricing studies for clients in numerous industries. He has also provided assistance to clients in developing strategies for the conclusion of APAs as well as tax audit defense in Europe and the United States. He lectures at numerous seminars and conferences in Europe, North America and Asia and was recently a speaker on the EU Fiscalis Programme and ITR Global Transfer Pricing Forum. He is a junior fellow with the International Tax Center Leiden, where he teaches in the tax treaties and transfer pricing courses, and a guest lecturer at the University of Tilburg. He contributes articles to international tax reviews such as *Intertax* (Kluwer), *European Taxation* (IBFD), *Tax Management Transfer Pricing Report* (BNA), *Tax Planning International Review* (BNA), *International Tax Review* (Euromoney), *Journal of International Taxation* (RIA-Thomson) and the *Asia-Pacific Tax Bulletin* (IBFD).

Nuno Sanches e Silva is currently a manager in the Ernst & Young's Transfer Pricing and Tax Effective Supply Chain Management practice in Amsterdam and has worked in the area of transfer pricing for seven years. Previously, he contributed to the establishment of the transfer pricing practice in Ernst & Young Portugal and later joined the Ernst & Young European Transfer Pricing Centre in the Netherlands. Mr Sanches e Silva has managed a large number of projects for multinational enterprises on transfer pricing and TESCO across a broad range of industries such as energy and chemicals, retail and consumer products, automotive, electronics, industrial products, healthcare, media and telecommunications. He is also a frequent lecturer in global transfer pricing courses organized by Ernst & Young.

Instructors

Hugo Vollebregt is a partner in the Dutch Transfer Pricing Group/Business Transformation Group of PricewaterhouseCoopers. He studied Tax Economics at the University of Rotterdam and International Tax Law at the University of Geneva. He joined PricewaterhouseCoopers in 1988 and he is now based in Amsterdam. He has written many articles on (international and domestic) tax and transfer pricing. His most recent articles discuss Dutch transfer pricing rules, case law and the policy of the Dutch government to disallow cost of reorganizations and closures of Dutch operations of foreign groups. He is a regular speaker on PwC tax conferences and regularly lectures at IBFD. His professional experience focuses on transfer pricing aspects of value chains and intercompany invoice flows in a wide range of industries.

Danny Houben is Transfer Pricing Advisor with Shell International BV, in The Hague. As the global Transfer Pricing Advisor for Exploration & Production (EP), Renewables and some service organizations (e.g. IT), he is involved in the arm's length operation of their global cost-sharing systems and is responsible for providing transfer pricing, planning and structuring advice for their global intercompany transactions. He is also involved in audit defence and advance pricing agreements. Further, as project manager, he leads the global transfer pricing documentation programme for all global intercompany transactions within the Shell Group, covering over 140 countries. Before joining Shell, Mr Houben worked with KPMG, and later with Deloitte, in international tax and transfer pricing in the Netherlands and the United States. His experience includes transfer pricing in relation to cost sharing, transfer pricing in relation to financial services, supply chain structuring and transfer pricing, Dutch and international corporate taxation and transfer pricing of multinational companies. Mr Houben is a member of the Dutch Association of Tax Advisers.

Suggested resources:

Transfer Pricing Database

The ultimate international transfer pricing reference source.

- Presents all the information available on transfer pricing in one database.
- Analysis and comparison of national approaches to transfer pricing.
- A large collection of relevant legislation and case law.
- Divided into country chapters offering in-depth surveys.
- Contains all the information from the *International Transfer Pricing Journal*.

Online: € 1,145 / \$ 1,470

International Transfer Pricing Journal

Represents a worldwide view on transfer pricing issues for corporate tax purposes.

- Different perspectives are provided in substantial country surveys written by respected local specialists.
- Global coverage.
- Country-by-country analysis of issues in transfer pricing.
- Published bimonthly.

Online: € 455 / \$ 575

Journal: € 480 / \$ 595

Programme

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

Day 1

- 08.30-09.00 **Registration**
- 09.00-09.20 **Welcome and IBFD Overview**
- 09.20-10.40 **Introduction to Transfer Pricing**
- Overview of transfer pricing
 - OECD guidelines
 - terminology
 - arm's length principle
 - Latest developments
 - OECD
 - EU Transfer Pricing Forum
- 10.40-11.00 *Break – refreshments*
- 11.00-12.45 **Transfer Pricing Methods**
- Transaction-based methods
 - comparable uncontrolled price (CUP)
 - cost-plus method
 - resale price method
 - Profit-based and other methods
 - profit split method
 - transactional net margin method (TNMM)
 - other methods
- 12.45-14.00 *Lunch*
- 14.00-15.10 **Transfer Pricing Methods (continued)**
- 15.10-15.30 *Break – refreshments*
- 15.30-17.00 **Transfer Pricing Risk Management**
- Risk embedded within transfer pricing
 - What is risk management?
 - sources of transfer pricing risk
 - transfer pricing risk versus tax risk
 - Role of transfer pricing within an MNE
 - two dimensions: tax and management control
 - tax transfer pricing function
 - A framework for transfer pricing risk management
 - transfer pricing policy
 - identifying and mapping transactions
 - transfer pricing risk identification
 - transfer pricing risk management process
 - responsibilities, alignment with other stakeholders and internal control

Day 2

- 09.00-10.30 **Intra-Group Services and Cost Sharing, Cost Contribution Arrangements**
- Introduction
 - business models
 - OECD approach
 - relationship between ICS & CSA
 - Types of intra-group services/common services
 - shareholder activities and genuine intra-group services
 - allocation keys
 - choice of transfer pricing method
 - Funding of the services & activities at arm's length
 - direct charge
 - indirect charge
 - Transfer pricing method
 - service charge computation
 - documentation
 - Cost sharing arrangements
- 10.30-10.50 *Break – refreshments*
- 10.50-12.00 **Intra-Group Services and Cost Sharing, Cost Contribution Arrangements (continued)**
- 12.00-12.45 **Advance Pricing Agreements (APAs)**
- The international framework
 - What is an APA?
 - The importance of APAs
 - Summary and conclusion
- 12.45-14.00 *Lunch*
- 14.00-15.40 **Adjustments and Dispute Settlements**
- Mutual agreement procedures
 - Economic double taxation
 - Corresponding, secondary and profit adjustments
 - Art. 9 of the OECD Model Tax Convention on Income and on Capital
 - The EC Arbitration Convention for the Elimination of Double Taxation
- 15.40-16.00 *Break – refreshments*

(continued on page 5)

Programme

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

Day 2 (continued)

- 16.00-17.00 **Guidance for Applying the Arm's Length Principle**
- Functional analysis
 - Use of the arm's length range
 - Profit level indicators
 - Selection of least complex party
 - Use of multiple year data
 - Losses

New:

Global Tax Explorer

Global Tax Explorer opens doors to the world of global tax information, and contains everything you need to support your business decisions and/or tax advice.

Benefits include:

- A one-stop global tax resource.
- A fully integrated search experience.
- Continuously up-to-date information.
- Accurate and timely solutions.

The Global Tax Explorer consolidates IBFD's unrivalled experience and knowledge into one authoritative tax resource. As an independent supplier of global tax information, IBFD and the Global Tax Explorer are trusted by leading tax professionals who need timely and accurate information.

Online: € 4,625 / \$ 5,810

Day 3

- 09.00-10.30 **Intercompany Finance Transactions**
- Establishing an arm's length interest rate
 - comparability factors to consider
 - importance of a stand-alone credit rating
 - base rates and credit spreads
 - Developing a loan pricing policy
 - consistent approach on interest rates
 - meeting transfer pricing documentation requirements
 - Guarantee fees
 - when to charge a guarantee fee
 - how to establish a guarantee fee
 - implicit parent guarantee
 - Cash pooling
 - notional pooling versus zero balancing
 - how to remunerate cash pooling activities
 - Back-to-back finance and licence activities
 - Transfer pricing risks and planning opportunities
 - Case study

10.30-10.50 *Break – refreshments*

10.50-12.45 **Intercompany Finance Transactions (continued)**

12.45-14.00 *Lunch*

- 14.00-15.30 **Comparability Analysis and Documentation**
- Establishing search criteria
 - Conducting a basic comparability study
 - Difference between comparability and benchmarking
 - Contents of documentation file
 - When should documentation be available?
 - Latest developments

15.30 -15.50 *Break – refreshments*

15.50-17.00 **Comparability Analysis and Documentation (continued)**

Registration Information

About 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 IBFD as a first-class source of information. As an independent, not-for-profit research foundation, IBFD always offers objective and unbiased information. A multilingual staff of approximately 50 tax experts from around 30 countries is based at IBFD's offices in Amsterdam, Kuala Lumpur and Washington DC. 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 ITA are interactive and suitable for participants from all over the world. 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.

IBFD Library and Information Centre

ITA course participants are free to use 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. Details of suitable hotels will be sent to you upon registration.

Bank details

IBFD International Tax Academy
ING Bank N.V.
Amstelvein 1
1096 HA AMSTERDAM
The Netherlands
Account No. 06 50 16 65 82
Swift Code: INGBNL2A

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E-mail: itacourses@ibfd.org
Website: www.ibfd.org

Registration Form

(please use block letters)

I would like to register for the course:

Principles of Transfer Pricing

Date: 28-30 July 2008 Code: OC08PTP2 Normal fee: € 1,690 / \$ 2,197* Members' fee: € 1,352 / \$ 1,758*

* 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 _____

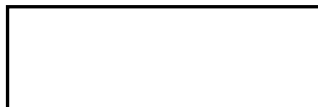
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(Please note that only signed forms can be processed)

Contact person responsible for training within your organization:

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E-mail _____

Method of payment

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If the invoice address differs from the above, please indicate:

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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) 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 or visit our website at www.ibfd.org.



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