

IBFD International Tax Academy presents:

Transfer Pricing of Intangibles

Gain 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 13 Continuous Professional Education (CPE) credits.

Amsterdam
13 & 14 October
2008

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;
- 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: 13

(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

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. Mr Cottani is a qualified tax attorney admitted to the Italian Bar.

Dr Deloris Wright is a Managing Principal in the Transfer Pricing Practice of Analysis Group and is also experienced in the valuation of intangible assets and the application of statistical methods and econometric analysis. She has dealt with virtually every type of transfer pricing issue, from pricing of tangible and intangible property to determination of arm's length service fees. She assists clients with planning and audit issues and has experience dealing with many of the world's tax authorities. Her transfer pricing experience encompasses a range of industries, including computer hardware and software, food products, pharmaceuticals, manufacturing, electronics and the services industries. Prior to joining Analysis Group, Ms Wright led the transfer pricing practices of Charles River Associates and Coopers & Lybrand. She was an economist with the Internal Revenue Service, where she gained substantial experience related to intercompany pricing audits, and prior to that she was a professor of economics. Ms Wright has lectured at numerous seminars at various tax and financial institutes. She has been widely published in leading transfer pricing journals, including the *International Transfer Pricing Journal*, the *Transfer Pricing Report* and various other international tax journals. She is author of the *U.S. Transfer Pricing Guide* and has recently been invited to serve on IBFD's advisory board.

Hartmut Förster is Transfer Pricing Adviser in the OECD Center for Tax Policy and Administration, where his responsibility is to provide support to the OECD Working Party No. 6 on the Taxation of Multinational Enterprises. As adviser for transfer pricing, Mr Förster is primarily involved in the project on Attribution of Profits to Permanent Establishments and the projects in the context of monitoring the 1995 Transfer Pricing Guidelines. Before joining the OECD in 2005, Mr Förster worked for the Federal Ministry of Finance in Germany as Delegate for the OECD Working Party 6 (transfer pricing), Competent Authority in APA and MAP procedures and as a member of domestic working groups in Germany. As an auditor for international banks and financial institutions and as investigator of international tax fraud and tax avoidance, he primarily dealt with issues of international taxation.

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: € 1,145 / \$ 1,470 (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**
- 09.00-09.20 **Welcome and IBFD Overview**
- 09.20-10.40 **Introduction**
- Defining intangibles
 - Categories of intangibles
 - Identifying the 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)
 - transactional net margin method (TNMM)
 - residual profit split method (RPSM)
 - other methods
- 10.40-11.00 *Break – refreshments*
- 11.00-12.45 **Introduction (continued)**
- 12.45-14.00 *Lunch*
- 14.00-15.20 **OECD**
- Latest transfer pricing developments
- 15.20-15.40 *Break – refreshments*
- 15.40-17.00 **EU Joint Transfer Pricing Forum**
- Latest transfer pricing developments

Day 2

- 09.00-11.00 **Cost Contribution Arrangements (CCA's)**
- Development of intangibles
 - OECD Guidelines
 - US proposed regulations
- Intra-Group Services and Cost Contribution Arrangements**
- Intra-group services
 - types of services
 - shared services
 - OECD guidelines
 - CCAs for services
 - US temporary service regulations
- 11.00-11.20 *Break – refreshments*
- 11.20-12.30 **Choosing between CCA and Intra-Group Services**
- Simplicity
 - Flexibility
 - Tax planning opportunities
 - Legal agreements for CCA and Intra-group services
- 12.30-13.30 *Lunch*
- 13.30-15.00 **Case Study**
- An interactive case study, which will address 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 – refreshments*
- 15.20-17.00 **Case Study (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. ITA is recognized worldwide as a reputable learning centre in the field of international taxation, drawing on the expertise of internationally renowned specialists and IBFD's 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 the IBFD 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 out with your confirmation e-mail.

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

Registration Form

(please use block letters)

I would like to register for the course:

Transfer Pricing of Intangibles

Date: 13 & 14 October 2008 Code: OC08TPI1 Normal fee: € 1,390 / \$ 1,807* Members' fee: € 1,112 / \$ 1,446*

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

Mr Mrs

First name

_____ (as it is to appear on your name badge)

I have full IBFD membership (20%)

_____ (as it is to appear on your name badge)

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)

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.

Contact person responsible for training within your organization:

Name

Function

Telephone

E-mail

Method of payment

VISA Eurocard/MasterCard American Express

Card No.

Expiry date

Card validation code

(last three digits on the paper strip on the back of your card)

Cardholder name

Cardholder address

Bank transfer upon receipt of invoice

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

Organization

Attention to

Address

City and postal code

Country



Please return the completed form by regular mail or fax to:
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