

20 03 24 TP-FC.1 Comparability Course 9Mar-27Mar

This course deals with the comparability analysis which represents a core element of transfer pricing and involves both the search for comparables (the so-called economic analysis) and the analysis of the taxpayer's-controlled transaction. The course starts with an introduction to those elements of economics, accounting and statistics that provide the key knowledge for properly performing the comparability analysis. The focus of the course is on Chapter III of the OECD TP Guidelines. The standard practices applied by practitioners and tax authorities will be examined through an exploration of the theoretical framework and through cases analyzed in workshops on the use of databases and the application of transfer pricing adjustments.

Note:

- All classes will take place in ITC, Rapenburg 65, New Lecture Hall (NLH) unless indicated otherwise
- All classes are 08.30 (sharp) – 13.00, unless indicated otherwise or changed by later email notification
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes.

Instructors

BV	Bernd Veldman	ES	Eleonora Selva
BB	Brigitte Baumgartner	FP	Francesco Parlatore
CM	Claudio Mazzoleni	JvdZ	Jimmie van der Zwaan
DG	Daniele Galimberti	MA	Marco Adda
GP	Giandomenico Petronella	TC	Thomas Colombo

Section 1 **Introduction to Financial accounting**
Tu 10 March CM **Webinar**

Section 2 **Introduction to Statistics**
We 11 March BV (10.00-15.00)

Workshop A: Porter's analysis in the eyeglasses business for the search
Mo 16 March TC **Webinar**

Section 3 **External comparables**
Tu 17 March DG.TC **Webinar**

Workshop B: Use of database
Tu 17 March ES (14.00-18.30) **Webinar**

Section 4 **Introduction to the comparability analysis**
Th 19 March BB **Webinar**

Section 5 **Internal comparables**
Fri 20 March BB **Webinar**

Section 6 **Economic analysis for manufacturers and distributors**
Mo 23 March JvdZ **Webinar**

Section 8 **Introduction to Economic aspects of Transfer Pricing**
Tu 24 March GP (14.00-17.00) **Webinar**

Section 9	Comparability adjustments			
	We 25 March	MA.DG		Webinar
Section 7	Location savings			
	Th 26 March	MA.FP	(9.00-13.00)	Webinar

Final Examination: Saturday 28 March 2020, 9.00 – 13.00

20 03 25 TP-FC.2 Intragroup Services 30Mar-10Apr

This course deals with the transfer pricing aspects of intragroup services, with particular attention being paid to financial transactions. Focus will be on Chapter VII of the OECD TP Guidelines. The standard practices applied by practitioners and the tax authorities will be examined through an analysis of the theoretical framework and through workshops on the use of databases and the determination of the cost base.

Note:

- All classes will be held online via Zoom unless otherwise noted
- All participants, students and teachers, will receive a link via email from an ITC Teaching Assistant inviting them to join class on Zoom. The link to join the Zoom session will be sent at least 15 minutes prior to class.
- All classes are 09.30 (sharp) – 12.00, unless indicated otherwise
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes

Instructors (Instr)

AD Andre Dekker – Baker McKenzie
AZ Alejandro Zavala-Rosas – Baker McKenzie
HS Hub Stolker – Baker McKenzie
VZ Vladimir Zivkovic – Baker McKenzie
YS Yannick Scholte – Baker McKenzie

Section 1 Intragroup services according to chapter VII of the OECD TPG

Mo 30 March VZ.YS

Section 2 Determination of the cost base

Tu 31 March BonelliErede – TBD

Section 3 Economic analysis for value added services

We 1 April HS.VZ

Workshop A: Case study on structuring intercompany service charges policy

Th 2 April HS.VZ

Section 4 Financial transactions (basic)

Fr 3 April AZ.AD

Section 5 Financial transactions (advanced)

Mo 6 April AZ.AD

Section 6 Transfer pricing in the financial industry

Tu 7 April Baker - TBD

Workshop B: Use of database for financial transactions

We 8 April BonelliErede - TBD

Final Examination: Friday 10 April 2020, 9.00 – 13.00

This course deals with the transfer pricing aspects of intangibles and cost contribution arrangements (CCAs). This core subject of transfer pricing is extensively analyzed on the basis of Chapter VI of the OECD TP Guidelines. The standard practices applied by practitioners and the tax authorities will be examined through an analysis of the theoretical framework and through workshops in which case law on intangibles, the use of databases and the determination of buy-in and buy-out payments will be analyzed.

Note:

- All classes will take place in ITC, Rapenburg 65, Large Seminar Room (LSR) unless otherwise noted
- All classes are 08.30 (sharp) – 13.00, unless indicated otherwise
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes.

Instructors

AU Agata Uceda
EL Emmanuel Llinares
GP Giandomenico Petronella
LH Lukas Hinteregger
MA Marco Adda
RS Richard Slimmen

Section 1 **Definition and identification of intangibles**
Tu 14 April MA

Section 2 **Determination of the remuneration for the exploitation of intangibles (legal vs. economic ownership)**
We 15 April MA.GP

Workshop A: Case study on marketing intangibles
Th 16 April MA.GP

Section 3 **Determination of the remuneration for the exploitation of intangibles (transfer pricing methods)**
Mo 20 April EL.LH

Section 4 **Pricing intangibles in the absence of comparables: application of evaluation techniques to intangibles**
Tu 21 April EL.LH

Workshop B: Use of database for IP remunerations
We 22 April EL.LH

Section 5 **Cost contribution arrangements**
Th 23 April EL.LH

Workshop C: Determination of buy-in and buy-out payments
Mo 27 April Baker

Section 6 **Exploitation of intangibles: cost contribution arrangements vs. license agreements**
Tu 28 April Baker (or AU.RS)

Workshop D: Case study on the arm's length aspect of intangibles
We 29 April Baker

Final Examination: Friday 1 May 2020, 9.00 – 13.00

This course deals with the transfer pricing aspects of intragroup services, with particular attention being paid to financial transactions. Focus will be on Chapter IX of the OECD TP Guidelines. The standard practices applied by practitioners and the tax authorities will be examined through an analysis of the theoretical framework and through workshops in which real restructurings will be analyzed.

Note:

- All classes will take place in ITC, Rapenburg 65, Large Seminar Room (LSR) unless otherwise noted
- All classes are 08.30 (sharp) – 13.00, unless indicated otherwise
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes.

Instructors

AR	Antonio Russo
FS	Francesco Scandone
GB	Gabor Baranyai
LH	Loek Helderman
StS	Stefano Simontacchi
SS	Suhas Sagar

Section 1 **Milestones of chapter IX of the OECD transfer pricing guidelines**
Mo 4 May AR.SS

Section 2 **Analysis of the options realistically available**
We 6 May StS.FS

Workshop A: Case Studies on the selection of options realistically available
Fr 8 May StS.FS

Section 3 **Drafting a business case**
Mo 11 May LH

Section 4 **Valuation Techniques and business restructuring**
Tu 12 May LH

Workshop B: Case studies on the determination of the indemnification
We 13 May LH

Section 5 **Supply chain restructurings and related transfer pricing aspects**
Fr 15 May LH

Section 6 **Business restructurings involving intangibles**
Mo 18 May GB

Section 7 **Other business restructurings and related transfer pricing aspects**
Tu 19 May GB

Workshop C: Case study on business restructuring
We 20 May GB

Final Examination: Friday 22 May 2020, 9.00 – 13.00

This course provides an introduction to transfer pricing rules and standard practices that exist and are being applied in today's world outside the framework of the OECD Transfer Pricing Guidelines. Focus is first on the EU law and documentation rules, in particular through an analysis of the EU Commission's infringement procedures on State Aid and the work of the EU Transfer Pricing Joint Forum. In week 2, the US IRC Sec. 482 Regulations, which form a prominent regime in today's international scenario, are examined. The next two weeks focus on the UN Manual and on the local rules and practices a range of selected areas and countries.

In the last week, the Advance Pricing Agreement procedure (as described by Chapter IV OECD TP Guidelines and implemented in most of the important tax jurisdictions), the Mutual Agreement Procedure and the EU Arbitration Convention and the 2017 EU Council Directive on tax dispute resolution mechanisms in the EU are analyzed in detail. To conclude, in a special seminar the trends are analyzed in transfer pricing audits involving all the relevant stakeholders (tax authorities, tax consultants and multinational enterprises).

Note:

- All classes will take place in ITC, Rapenburg 65, Large Seminar Room (LSR) unless otherwise noted
- All classes are 08.30 (sharp) – 13.00, unless indicated otherwise
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes.

Instructors

BB Brigitte Baumgartner
DT Dinis Tracana
JS Jonathan Schwarz
LH Loek Helderman
MC Matteo Crispi
MF Mauro Faggion
MN Monia Naoum

RB Rocio Bermudez
RD Rosanna D'Etto
SaS Sam Sim
?? Skadden
StS Stefano Simontacchi
SS Suhas Sagar

Section 1 **Fundamentals of EU tax law**

Mo 25 May MF or DT

Section 2 **EU Transfer Pricing Joint Forum activities**

Tu 26 May MF.RB

Section 3 **EU Commission procedures on transfer pricing and State Aid**

We 27 May ITC Alumni?

Workshop A: State Aid case study

Fri 25 May ITC Alumni?

Section 4 **US regulations**

Tu 2 June Skadden

Section 5 **US regulations**

We 3 June Skadden

Workshop B: US case study

Fr 5 June Skadden

Section 6 **UN Manual on transfer pricing for developing countries**

Mo 8 June MN

Section 7 **Transfer Pricing in Africa**

We 10 June MN

Section 8 **Indian developments**

Fr 12 June SS

Section 9 **Asian and Australian transfer pricing rules**

Mo 15 June SaS

Section 10 **Other domestic rules**

We 17 June BB

Section 11 **Advance pricing agreements**

Fr 19 June MC.ED?

Section 12 **Mutual Agreement Procedure**

Mo 22 June JS

Section 13 **EU Arbitration Convention and the 2017 EU Directive on Tax Dispute Resolution Mechanisms**

Tu 23 June JS

Special Seminar: Transfer pricing audits: trends and tools for the taxpayers and tax authorities (joint audit and exchange of information in the field of transfer pricing)

We 24 June Tax Authorities or LH

Final Examination: Friday 26 June 2020, 9.00 – 13.00

20 01 30 TP-FC.6 Digitalization of the Economy 29Jun-3Jul

This course focuses on the transfer pricing perspectives of today's hot topic in the international tax debate: the challenges posed by the digitized economy. After an introduction on the different business models applied in the digital economy, an analysis will be made of the transfer pricing challenges and of the approaches suggested by the OECD and EU. This examination will deal with the application of the various solutions (e.g., global formulary apportionment, withholding tax) and will include an entire day on the application of the profit split to the different business models. The last lecture will deal with the new world of the blockchain and its interaction with transfer pricing.

Note:

- All classes will take place in ITC, Rapenburg 65, Large Seminar Room (LSR) unless otherwise noted
- All classes are 08.30 (sharp) – 13.00, unless indicated otherwise
- Classes listed below in order of sections, which does not necessarily always correspond with the chronological order of the classes.

Instructors (Instr)

FS Francesco Scandone
JB Jesper Berenfeld?
MF Mauro Faggion

Section 1 **Special seminar on the business models of the digital economy and the specific tax issues**

Mo 29 June MF

Section 2 **Transfer pricing challenges of digital economy**

Tu 30 June JB

Section 3 **Profit split and its application to the digital economy**

We 1 July FS

Section 4 **Blockchain and transfer pricing**

Th 2 July N/A

Final Examination: Friday 3 July 2020, 9.00 – 13.00