



# Introduction Financial Transfer Pricing

2019

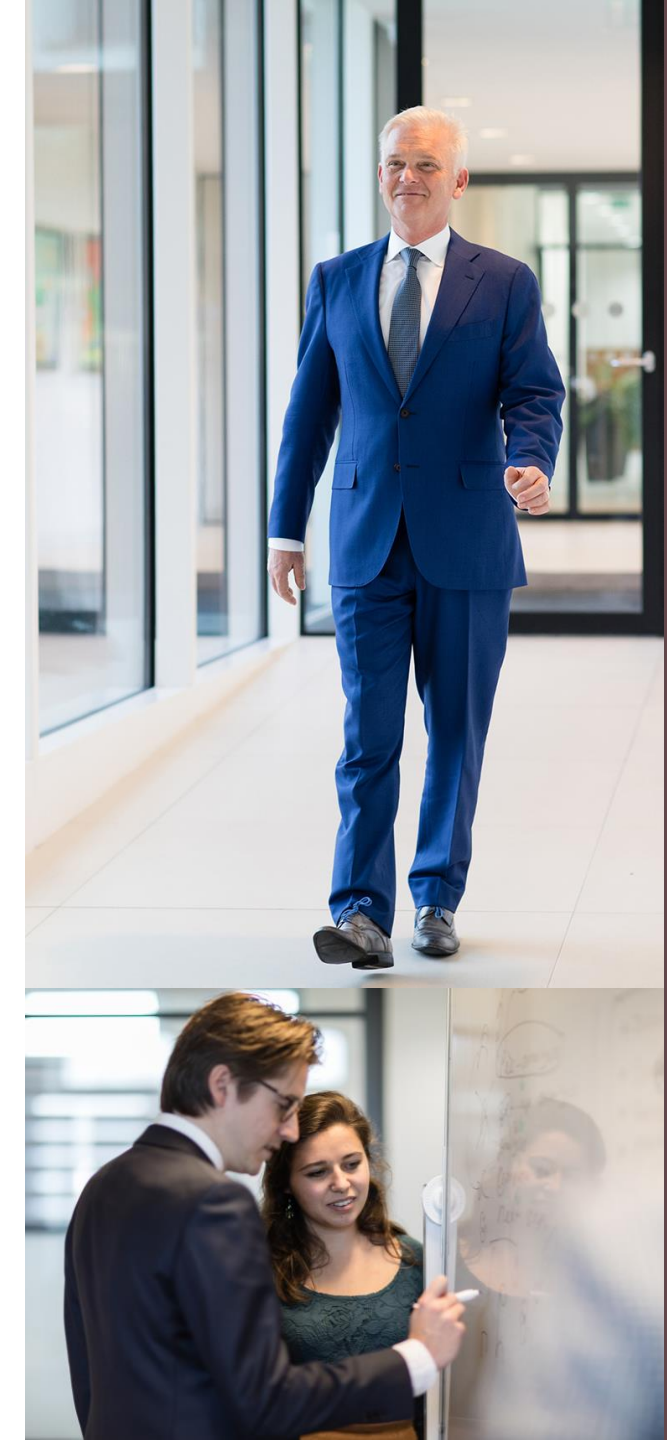


# Your trusted transfer pricing advisor

Quanteria Global is an independent consultancy firm specialized in solving transfer pricing issues. Irrespective of whether we are asked to defend the use of a model, to design a new one, or to record transactions, our team of knowledgeable experts is ready to help. If you entrust your transfer pricing activities to Quanteria Global, you know they are in safe hands.

We take time to really understand our clients' needs and provide advice that supports the strategy, is simple and compliant. Our services are pragmatic and cost efficient.

Quanteria Global is headquartered in the Netherlands and was founded in 2013. Since then the company has become the largest independent TP advisory firm in the Netherlands. Internationally, a global network of TP advisors has been established with branded offices in the UK, Portugal, Singapore and Malaysia.





# OECD, EU and local countries battling on intercompany financing



BEPS Action 4 – Limiting base erosion involving interest deductions and other financial payments

BEPS Action 8 -10 – Aligning Transfer Pricing outcomes with value creation

Country-by-country reporting – exchange of information between tax authorities

Discussion draft published July 3rd 2018 on financial transactions – provides a framework for MNEs and tax authorities to adhere to for assessing the arm's length nature of financial transactions

→ *Final OECD guidance on financial transactions to be expected by the end of 2019.*

Increased scrutiny – due to the BEPS project and increased public interest in an MNEs tax position

State Aid - more attention by the European Union on APAs and rulings, which may actively be challenged

Anti Tax Avoidance Directive – European Union introduced ATAD 1 and ATAD 2, including limitations on interest deduction and anti-abuse measures

- *ATAD 1: Implemented in local legislation on 1 January 2019*
- *ATAD 2: Implemented in local legislation on 1 January 2020*

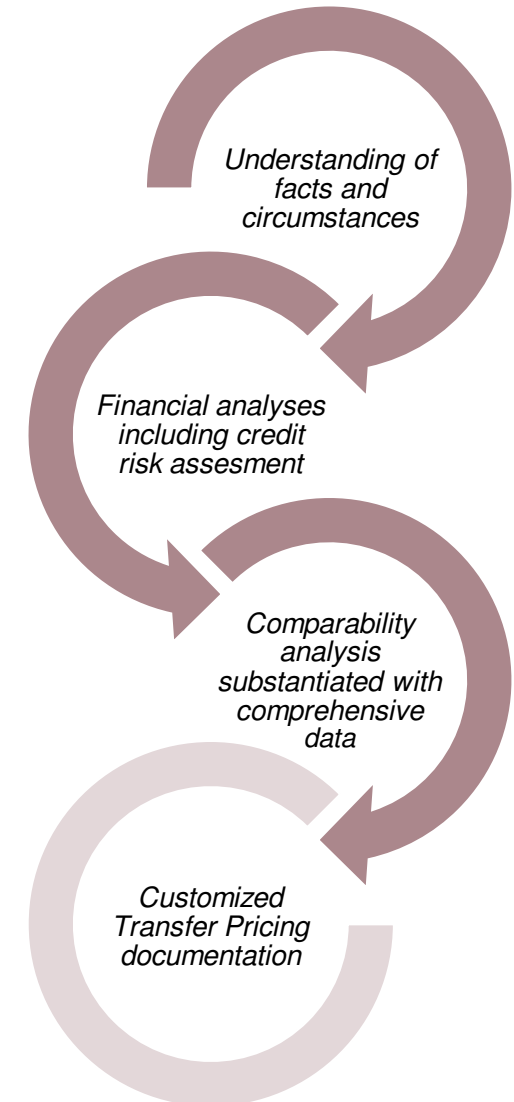
Local presence and financial capacity – substance and economic reality are becoming more important than the legal framework of a transaction





# Our approach and value propositions

- Baseline measurement on the former/current design in order to assess potential opportunities and risks:
  - Aligning former finance structures (e.g. safe harbors) with the new economic reality.
- In-depth analysis
- Experienced finance experts
- Teaming up with clients and other professional services firms
- Commerciality and understanding the deal process
- Linking activities with the use of a global alliance network



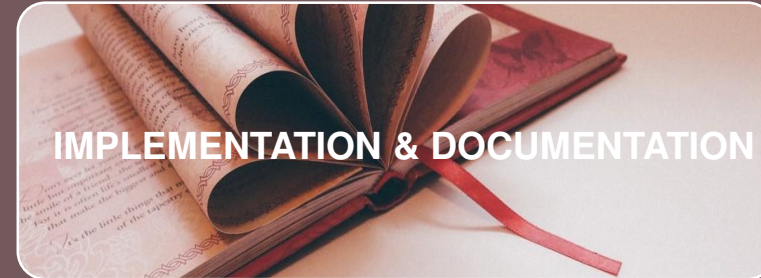


# Our offerings: Design, Implementation & Documentation



## DESIGN

- Gap analysis of a Luxembourg flow-through entity based on new circular requirements
- Analysis of intercompany financial transactions (e.g. qualification of financial instrument, debt capacity, two-sides approach, ORA).
- Transfer pricing analysis and benchmarking for intermediary financing structures
- In-house bank / treasury policies / cash pools / guarantees
- Thin Capitalisation analysis, including advice on the interest deductibility rules
- Investment management, real estate and funds transfer pricing advice
- M&A transfer pricing support: due diligence, structuring and acquisition financing



## IMPLEMENTATION & DOCUMENTATION

- Determining credit ratings
- Determining equity at risk for flow-through companies
- Benchmarking and documentation
- Support during exit preparations including value chain feasibility analysis and transfer pricing risk mitigation
- Holding structure substance reviews and director remuneration benchmarking
- General negotiations with tax authorities and assistance during an audit, including APAs/MAPs
- Implementation of in-house banks





## Recent projects

In recent years, Quantera Global has been successfully involved in numerous intercompany financing projects, including the following:

- Design and implementation of financing policies for SMEs and stock quoted companies.
- Design and implementation of a full inhouse bank at a stock quoted company, including obtaining an APA at the Dutch Tax Authorities.
- Design and implementation of a feeder fund structure.
- Setting up pragmatic financing policies and pricing grids.
- Documentation and benchmarking of intermediary financing companies located in Luxembourg / the Netherlands.
  - Including calculation of equity at risk and equity at risk premium.
- Determining credit ratings and performing loan/bond searches and Yield Curve analyses in order to determine at arm's length interest rates.

*“Quantera Global was able to help us last minute by suggesting a very pragmatic approach for a very complicated matter thus enabling our client to meet all their filing deadlines.”*

Joost van den Berg  
HVK Stevens





## Our finance team

**Theo Elshof**  
Managing Director

Theo is a Managing Director of Quanteria Global and has more than 25 years experience, amongst others as head of tax for DAF Trucks and head of the Dutch tax authorities. His experience includes active participation in competent authority APAs and Mutual Agreement Procedures, design, planning, implementation and defence of restructuring projects, TP controversy / audits, tax and TP control frameworks.



**Richard Slimmen**  
Managing Director

Richard is a Managing Director of Quanteria Global and has more than 25 years experience in international tax and TP, as amongst others head of the Dutch APA practice. While heading the Dutch APA practice Richard supervised the development and implementation of the Dutch intermediate financing practice in alignment with OECD standards.



**Stefan Ubachs**  
Director

Stefan is a Director at Quanteria Global and has over 15 years' experience in international tax in combination with transfer pricing. Prior to joining Quanteria Global in 2013, he worked from 2003 for a large legal firm at their Rotterdam, Paris and Eindhoven offices as senior tax advisor.





## Our finance team

**Adriaan van der Heijden**  
Manager

Adriaan van der Heijden is a Manager at Quanteria Global and joined the Quanteria Global team in 2014. Adriaan is part of the finance team at QG and has experience in all major aspects of transfer pricing as well as all aspects regarding TP and finance, such as analysis of financial transactions, benchmarking and design of financial structures.



**Nard Donders**  
Analyst

Nard Donders is an Analyst at Quanteria Global. Before joining Quanteria Global, Nard gained experience in the field of corporate and international tax advice as an intern at a big-4 firm. In 2019, Nard is selected by the Dutch Association of Tax Lawyers as Tax Talent.



**Juliette Rutten**  
Analyst

Juliette Rutten joined Quanteria Global in October 2018 as Analyst. Before starting in the field of Transfer Pricing she gained experience as an intern at one of the big-4 companies. Juliette's work experience naturally lies in the area of transfer pricing, from benchmarking to compiling local and master files for various companies in different industries.







## Why us? - References



**MEDIQ**

*“Quantera Global was able to help us with analysing our business, and determining the best way forward with respect to our intra-group transactions, in a very pragmatic and cost-efficient way.”*

GERBEN MUNTINGA  
GROUP TAX DIRECTOR



**MSI**

*“Quantera Global has a professional, proactive and enthusiastic transfer pricing team. I believe Quantera Global can provide many MNEs like MSI with reasonable and practical solutions in the transfer pricing field.”*

KEVIN WANG  
MANAGING DIRECTOR



**NEDERLANDSE SPOORWEGEN**

*“Quantera Global has assisted me on a complex transfer pricing topic. It was a real pleasure to work with the Quantera Team. They have the ability to combine high level senior expertise with the kind of personal touch that makes you feel at home.”*

MAURICE SCHEMKES  
GROUP TAX MANAGER



**MAREL**

*“Quantera Global has proven to build up a trustworthy partnership with our own team. They were able to translate the sometimes complex supply chain in our Group to a logical Transfer Pricing Strategy supported by readable TP documentation.”*

PIM PETERS  
CORPORATE DIRECTOR TAX

