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## **Deloitte International Tax Symposium 2018** Navigating the new landscape confidently

Thursday, 19 July 2018  
9.00 a.m. – 5.30 p.m.

G Hotel Gurney,  
10250 George Town,  
Penang



# Overview

The anti-Base Erosion and Profit Shifting (“BEPS”) measures introduced by the Organisation for Economic Co-operation and Development (“OECD”) constitute the most significant international tax reform in recent years.

Recently, Malaysia has signed the Multilateral Convention (“MLI”) to implement tax treaty-related measures to prevent BEPS. Given this, it is vital for CFOs and in-house tax specialists to fully understand the impact of the anti-BEPS measures and MLI on their groups’ operations, financing and holding structures as well as the transfer pricing position.

Join us for an intensive one-day symposium that is designed to provide you with an understanding on the key anti-BEPS measures and transfer pricing issues so that you are prepared to navigate through the changing landscape of international tax.

## **Key highlights**

- What is MLI and how does it impact us?
- Why is it crucial to differentiate between royalty and service fee?
- Managing transfer pricing and dispute resolution in the post-BEPS era
- Preparing for Earning Stripping Rules
- Managing PE risk and understanding anti-treaty shopping rules
- Other issues in vogue: Substance, digital economy and U.S. tax reform

# Agenda

Time	Topic	Speaker(s)
9.00 a.m.	Welcome and opening remarks	<b>Ng Lan Kheng</b> (Business Tax Partner, Deloitte Malaysia)
9.10 a.m.	<b>Royalty v Service fee – Why is it crucial to differentiate?</b>	<b>Tan Hooi Beng</b> (Deputy Tax Leader and International Tax Leader, Deloitte Malaysia)
10.00 a.m.	Q&A	
10.10 a.m.	<b>Signing of MLI – What does this really mean?</b>	<b>Mohamed Effendy bin Mohamed Tajuddin</b> (Director – Internal Regulation & Treaty Division, Inland Revenue Board of Malaysia)
11.00 a.m.	Q&A	
11.10 a.m.	Tea break	
11.30 a.m.	<b>Transfer pricing in the post-BEPS era</b> <ul style="list-style-type: none"> <li>• TP audit – key areas of scrutiny, expectations and gaps</li> <li>• Dispute resolution and appeals – the evolving landscape</li> <li>• Earning Stripping Rules – getting ready</li> </ul>	<b>Moderator</b> <b>Theresa Goh</b> (Transfer Pricing Leader, Deloitte Malaysia)
12.45 p.m.	Q&A	<b>Panellists</b> <b>Yeong Kit Yee</b> (Tax Senior Manager, First Solar FE Holdings Pte. Ltd.)  <b>Esmarlina bt Mohd Isa</b> (Director – Monitoring and Compliance Division, Multinational Tax Branch, Inland Revenue Board of Malaysia)  <b>Philip Yeoh</b> (Transfer Pricing Partner, Deloitte Malaysia)
1.00 p.m.	Networking lunch	
2.00 p.m.	<b>Sustaining the post-BEPS era</b> <ul style="list-style-type: none"> <li>• Issue of substance – how much is enough?</li> <li>• Need to revisit existing business models</li> <li>• Tax challenges of digital economy</li> </ul> <b>Impact of U.S. Tax reforms</b>	<b>Moderator</b> <b>Subhabrata Dasgupta</b> (Transfer Pricing Partner, Deloitte Malaysia)  <b>Panellists</b> <b>Abdul Salam Chandran</b> (Deputy Director - Strategic Development Department, Labuan Financial Services Authority)  <b>Sharon Tan Li Ping</b> (International Tax Partner, Deloitte Singapore)  <b>K. Sandra Segaran</b> (General Manager Group Tax, Petronas)
3.15 p.m.	Q&A	
3.30 p.m.	Tea break	
3.45 p.m.	<b>BEPS Action 7 - Permanent Establishment – The past, the present and the future</b>  <b>BEPS Action 6 – Is it the end of treaty shopping?</b>	<b>Tan Hooi Beng</b> (Deputy Tax Leader and International Tax Leader, Deloitte Malaysia)  <b>Kelvin Yee</b> (Senior Manager, Deloitte Malaysia)
4.50 p.m.	Q&A	
5.30 p.m.	End of symposium	

# Guest speakers



## **Mohamed Effendy bin Mohamed Tajuddin**

### **Director – Internal Regulation & Treaty Division, Inland Revenue Board of Malaysia**

Encik Mohamed Effendy is a member of the Chartered Tax Institute of Malaysia (CTIM) and CPA Australia. He joined the Inland Revenue Board of Malaysia (IRBM) in 2004. He started his service with various IRBM branches handling cases pertaining to compliance audit, collections, civil recovery and criminal prosecution. He has been attached to the Department of International Taxation since 2013, and has been involved in exchange of information matters and tax treaty negotiations. Currently, he is assigned to the International Regulation and Treaty Division.



## **Esmarlina bt Mohd Isa**

### **Director – Monitoring and Compliance Division, Multinational Tax Branch, Inland Revenue Board of Malaysia**

Puan Esmarlina joined the Inland Revenue Board of Malaysia (IRBM) in 1999. She has served in IRBM branches, mainly in the corporate tax and audit departments prior to leading the Monitoring and Compliance division in IRBM. Currently, she is involved in international courses and seminars related to transfer pricing as well as OECD WP11 meeting on Aggressive Tax Planning. She is also part of the revision committee of MTPGL criminal prosecution.



## **Abdul Salam Chandran**

### **Deputy Director – Strategic Development Department, Labuan Financial Services Authority**

Abdul Salam Chandran has been with Labuan Financial Services Authority since 1999. His work at Labuan FSA includes developing and ensuring a conducive business environment for the conduct of business activities in Labuan IBFC, namely effective and efficient tax policies and regulations. Prior to joining Labuan FSA, Salam has held senior positions with various departments in the Inland Revenue Board of Malaysia since 1977. Salam has spoken at tax conferences and seminars in Malaysia and abroad and engages with jurisdictions around the world as well as industry players from time to time.



## **Yeong Kit Yee**

### **Tax Senior Manager, First Solar FE Holdings Pte. Ltd.**

Kit Yee oversees the Non US Tax & Strategic Business Tax Support in First Solar International. Prior to joining First Solar, Kit Yee has worked in a Big 4 firm – PricewaterhouseCoopers – and also with the global giant multinational IT Solutions company - Dell. She has more than 20 years of professional tax experience and has worked on various industries, clientele and portfolios covering Direct and Indirect Tax compliance, Strategic Business Tax support including significant incentive negotiations; lobbying tax reform; global supply chain; mergers & acquisitions. She has also been involved in handling tax controversies and regional transfer pricing matters including MAP and APAs.



## **K. Sandra Segaran**

### **General Manager (Group Tax), Petronas**

Prior to joining Petronas, Segaran was an Executive Director in a Big 4 accounting firm in Malaysia where he served 8 years, including a stint of 3 years as head of the International Tax Services group. He started his career in taxation in the Inland Revenue Board of Malaysia where he served 22 years. He has been a council member of the CTIM since 2011. He served as head of the Editorial Committee and editor of Tax Guardian for 3 years before being appointed as the current head of the Examinations & Education Committee. Segaran is also a trustee of the Malaysian Tax Research Foundation. He is also a regular speaker in CTIM and public seminars on various tax topics.

# Deloitte speakers



**Ng Lan Kheng**

**Business Tax Partner, Deloitte Malaysia**

Lan Kheng is an Executive Director of Deloitte Malaysia's tax practice, based in our Penang office. With over 20 years of experience in taxation in Australia and Malaysia, she has provided advisory and consultancy on direct and indirect taxes including GST implementation, transfer pricing, tax investigation and tax due diligence services to a wide spectrum of multinational and local corporations. She has also advised on individual tax planning and compliance matters as well as immigration solutions for international employees.



**Tan Hooi Beng**

**Deputy Tax Leader and International Tax Leader, Deloitte Malaysia**

Hooi Beng is the leader of the international tax services group. He has more than 19 years of experience in cross-border taxation and has vast experience in advising multinational corporations on corporate structuring and restructuring, mergers and acquisitions, international offshore financial centres, business model optimisation, tax treaties and cross-border taxation generally.



**Theresa Goh**

**Transfer Pricing Leader, Deloitte Malaysia**

Theresa has been involved in transfer pricing audit, compliance and planning/advisory work for clients from a wide range of industries. Under Theresa's leadership, Deloitte Malaysia won the Malaysia Transfer Pricing Firm of the Year at the 2016 ITR Asia Tax Awards. The team has achieved consistent Tier 1 ranking in the World Transfer Pricing Guide published by International Tax Review. Theresa has been recognised as one of the World's Leading Transfer Pricing Advisers by Euromoney, consistently since 2009 – 2015/2017. She has been voted as Malaysia Tax Controversy Leader by International Tax Review for four consecutive years 2013-2017, and has been featured in its Women in Tax Leaders Guide since inception in 2015. Theresa also received the Transfer Pricing Lawyer of the Year – Malaysia award from Lawyer Monthly Legal Awards 2016/2017.



**Sharon Tan**

**International Tax Partner, Deloitte Singapore**

Sharon Tan supports the firm's global clients with investments in the Asia Pacific region. She has over 24 years of MNC industry experience primarily in chemicals, technology and consumer brand. Her area of focus is in international tax operations, which include income tax, transfer pricing, indirect tax, tax audit and controversy management, incentive negotiations & administration, supply chain planning and business restructuring initiatives. Sharon is a Certified Public Accountant (CPA) in both Singapore and Australia and an Accredited Tax Advisor (Income Tax & GST). During her tenure in the various industries, Sharon sat on the Curriculum & Examination Development (CED) Committee for the Tax Academy of Singapore and the GST Committee of the Singapore Institute of Accredited Tax Professionals (SIATP). She also participated as an appointed member of the Taxpayers Feedback Panel organised by the Inland Revenue Authority of Singapore (IRAS). Sharon was also a board member representative of the Tax Executive Institute (TEI) Asian Chapter and held various roles over the years.



**Subhabrata Dasgupta**

**Transfer Pricing Partner, Deloitte Malaysia**

Subha has more than 10 years of experience in serving clients from varied industries and has extensive experience working for Deloitte network offices in Asia, the EMEA and the Americas on global and regional transfer pricing documentation and planning engagements. Currently, he is leading the TP Technology and the FSI offerings from Deloitte in Malaysia.



**Philip Yeoh**

**Transfer Pricing Partner, Deloitte Malaysia**

Philip has more than 18 years of experience in the areas of tax advisory, tax compliance and transfer pricing. He has extensive experience in executing transfer pricing assignments on behalf of FTSE 100 and Fortune 500 companies, comprising both locally headquartered as well as foreign multinational corporations. These projects include preparation of large scale transfer pricing documentation projects, settlement of transfer pricing disputes and supply chain planning and implementation projects.



**Kelvin Yee**

**Senior Manager, Deloitte Malaysia**

Kelvin Yee has more than 10 years of experience in cross-border taxation. He often advises multinational clients on various cross-border tax matters including BEPS. He has been involved in various group restructuring, tax due diligence, group tax review, incentive / tax relief application and initial public offering exercises.

# Registration

## When and where

Date: Thursday, 19 July 2018  
Time: 9.00 a.m. – 5.30 p.m.  
Venue: G Hotel Gurney,  
10250 George Town,  
Penang

## To register / To enquire

Name: Sagayamary Aruldass  
Email: saruldass@deloitte.com  
Contact: +604 218 9888

Name: Teh Guat Gnoh  
Email: gteh@deloitte.com  
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## Registration details

- Click [here](#) to register for the seminar
- Registration closing date is 11 July 2018
- Registration fees are RM350 per delegate
- Payment is non-refundable
- No extra charge for substitute delegates
- Seats are guaranteed only upon receipt of full payment by 11 July 2018
- A valid tax invoice will be issued in the name of participating entities

## Disclaimer

The organiser reserves the right to cancel and/ or make changes to the programme, venue, speaker(s)/facilitator(s) and/or topic(s) if warranted by circumstances beyond its control.

## Payment details

Company name: Deloitte Tax Services Sdn Bhd  
Level 12A, Hunza Tower,  
163E Jalan Kelawei  
10250 Penang

Crossed cheque or bank draft payable to: Deloitte Tax Services Sdn Bhd

## Materials

Softcopies of the presentation slides will be emailed to participants 3 days before the symposium. No hardcopies will be distributed.

HRDF: Application to Human Resources Development Berhad (HRDB) for SBL assistance must be submitted before the commencement of the seminar. Completed forms are to be submitted online at [www.hrdf.com.my](http://www.hrdf.com.my).

CPE points: Certificate of attendance will be issued for CPE verification.

\*Company's eligibility for SBL assistance is subject to HRDF's approval. This symposium is HRDF-compliant.

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