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Glenn DeSouza

Senior Partner, Dentons Beijing Dacheng Law Offices, LLP (Shanghai)

Professional Background

- Dr. Glenn DeSouza is a world-class award-winning expert, uniquely qualified and distinguished on both USA and China transfer pricing. He came to China from USA in 1999 and was the first TP expert in the country. He brought an enormous wealth of US experience.
- He has represented over 100 of the Fortune 500
- Dr. Glenn DeSouza led the TP practices of PwC in both China and Asia and Baker & McKenzie before joining Dentons. He served on the Global Strategic Committee of PwC and Baker & McKenzie.
- Dr. Glenn has conducted many training programs for tax officials. He has also been the only outside adviser invited by China STA to participate in the training conducted by OECD and United Nations. He has helped with the drafting of the first TP rules in China and the introduction of the databases into China STA.
- Dr. DeSouza has been on the Euromoney in their "Guide to the World's Leading Transfer Pricing Advisers" every year since 2008.
- He has been ranked as Tax Controversy Leader by World Tax - World TP.
- He has authored two books and over 300 articles.

Proven Track Record

- Conducted over 1,000 major TP projects in China. His projects include documentation and highly successful audit defenses and APAs. He has negotiated IP arrangements and implemented cash repatriation strategies. His restructuring projects have included meetings with STA, MOC, SAFE, IRS, IRD and other regulatory authorities. He has assisted on the largest audits in China and assisted with major US-China BAPAs



Capabilities

- China-US tax structuring
- Dispute and audit resolution
- Cash repatriation
- China transfer Pricing documentation, national audits, planning, etc.
- International-US transfer pricing