

PERSONAL INFORMATION

Gianni De Robertis

OVERVIEW

Gianni De Robertis is Chief Economist of KPMG Tax and Legal in Italy and the Head of KPMG Global Transfer Pricing Services practice for the EMEA region. Gianni is an economist and has provided assistance for more than 20 years to multinational companies operating in Europe, America and Asia. Before moving to Italy Gianni has lived and worked in London and in Paris.

Main Areas of Expertise

- Economic analysis of the taxation of multinational companies
- Economic, fiscal and management aspects of international and intra-firm trade
- International pricing analysis of product, services and intangible assets
- Supply chain and value chain analysis of multinational corporations
- Analysis of the location of multinational companies and economic activities
- Taxation of digital activities and economy

Industry Expertise

- Banking and insurance sector
- Energy and natural resources
- Pharmaceutical sector
- Fashion, luxury and fast-moving consumer sectors
- Industrial sector

WORK EXPERIENCE

2016 - Present

Head of EMEA Region for KPMG transfer pricing services practice**KPMG Global Transfer Pricing Services, EMA Region**

Responsibilities:

- Coordinate activities in the EMEA Region of KPMG, develop and implement the regional strategy in contact with leaders from each national firm
- Assist multinational companies in the analysis of economic, management and fiscal aspects of intra-firm and international trade
- Coordinate EMEA activities in relevant areas such as marketing, communications, training
- Contribution to OECD Public consultations

2003 - Present

Chief Economist and Partner**KPMG Studio Associato (Italy)**

Chief Economist for KPMG Studio Associato and Partner of KPMG Advisory (since 2014)

Responsibilities:

- Economic analysis and studies
- Supervised and directed large projects involving more than 100 companies
- Head of the EMEA technical committee (between 2005 and 2010)
- Managed and developed a national team of more than 50 transfer pricing specialists

Main assignments:

- Transfer pricing studies in several sectors including consumer product and pharmaceutical
- Benchmarking analyses to assess the profitability of distributors
- Design of a pricing method for financial guarantees
- Pricing and margin analyses in a business reorganization
- Design of the intra-group pricing policy of a group composed of 80 companies
- Financial modelling to assess the impact of different pricing for a business service provider
- Valuation of arm's length royalty rates for the use of brand and technical know-how
- Transfer pricing analyses for several unilateral and bilateral APA procedures

2015 - 2019	Alternate Representative for a multinational corporation
	EU Joint Transfer Pricing Forum
	Responsibilities: <ul style="list-style-type: none"> Attend and contribute to EU JTPF meetings and activities
2002 (six months)	Consultant on secondment to the OECD Transfer Pricing Unit
	OECD, Paris (France)
2002 (six months)	Senior Economist (on secondment)
	Fidal Direction International, Paris (France)
	Responsibilities: <ul style="list-style-type: none"> Economist in charge for transfer pricing economic and tax analyses Directed and managed large projects Organised internal economics training Main assignments: <ul style="list-style-type: none"> Transfer pricing studies for a telecommunication company Economic analysis on intangibles Comparable studies Transfer pricing documentation studies
1998 – 2001	Senior Transfer Pricing Economist – In charge for Transfer Pricing analysis in the financial service industry
	KPMG, London (UK)
	Responsibilities: <ul style="list-style-type: none"> Economist in charge for the analysis of intra-group transactions of multinationals corporations Directed and managed large projects Managed a team of economists Organised internal economics training Main assignments: <ul style="list-style-type: none"> Transfer pricing studies for banks, fund managers and other financial institutions Benchmarking study of the profitability of brokers Valuation of royalty rate for the use of a leading brand name in the financial sector Function, risk and market analyses in several sectors Valuation of royalty rate for the use of technical know-how Pricing study based on EVA for a Fortune 100 manufacturer of consumer products Benchmarking study of the profitability of manufacturer operating in 50 countries Transfer pricing economic analysis for a telecommunications company

EDUCATION AND TRAINING

1998	Master's in Economics	
	Dissertation on "European Integration and Internal Economic Geography: the Case of the Italian Manufacturing Industry 1971-1991"	
	London School of Economics, London (UK)	
1997	Degree in Economics and Business – with distinction	
	Thesis in International Economics and trade "QWERTY economics, increasing returns and trade theories"	
	University of Ancona (Italy)	

1997	30th Summer School in Social Science Data Analysis	
	University of Essex, Colchester (UK)	

1994	European Business Certificate. Diploma in advanced international business studies	
	Superior School of Commerce of Dijon (now Burgundy School of Business) (France)	

1993	Macroeconomics Theory and Political Economy	
	Harvard University Extension School, Boston (USA)	

EXECUTIVE EDUCATION

2016	Valuation Program	
	New York University - Leonard N. Stern School of Business (USA)	

2015	Certificate in Applied Econometrics	
	National Association for Business Economics (NABE) (USA)	

PERSONAL SKILLS

Mother tongue(s)	Italian				
Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	B2	B2	A1	A2	A1
	Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user Common European Framework of Reference for Languages				

OTHER SKILLS AND COMPETENCES	<p><u>Conferences and lectures</u></p> <p>Gianni has spoken at several conferences and seminars in Europe, Asia and USA including: International Fiscal Association congress (Copenhagen), Vienna University of Economics and Business (Vienna, Austria), Yangzhou Tax Administration College (Yangzhou, China), Bocconi University (Milan), Università Politecnica delle Marche (Ancona), City Business School (London), ISTAO Istituto Adriano Olivetti (Ancona), European Commission Fiscalis Seminar (Vilnius), OCSE Transfer Pricing Expert meetings (Paris), American Chamber of Commerce (Milan), Farindustria (Rome), Il Sole24Ore (Milan), Italia Oggi (Milan), ITR TP Forum (Paris, Rome), Andaf (Milano, Venezia), Unione Industriali (Bergamo), Ordine dei Dottori Commercialisti (Rome), IRR International Transfer Pricing Conference (London).</p>
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ANNEXES	LIST OF PUBLICATIONS
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Autorizzo la pubblicazione sul sito dell'Università Politecnica delle Marche