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Terence Wilhelm

Member, CARA Société d'Avocats

Professional Background

- Has practiced transfer pricing for over 15 years, accumulating significant experience advising clients on transfer pricing strategy, risk management, design, documentation and implementation and tax audit defense. He has won certain landmark cases in transfer pricing in France.
- Previous experiences include 2 of the Big 4 (KPMG and EY), where he worked as a transfer pricing executive director in charge of developing and managing the transfer pricing practice for South-East France.
- He is a PhD in transfer pricing. The essay he wrote in 2008 still stands as one of the few transfer pricing manuals released in France.
- He is a regular lecturer in several law firms and business school and a former EY facilitator for transfer pricing in the Netherlands, Ukraine, the UK, and France.
- Has participated as co-author in different transfer pricing publications and as panelist in seminars and client events.
- He is the founder and managing partner of CARA, a unique and independent law firm in France specifically dedicated to transfer pricing and international corporate tax.

Proven Track Record

- Has won certain landmark cases in Transfer Pricing in France.
- Showcased adroitness in analyzing complex transfer pricing matters involving the use of intellectual property and assets.
- Is the author of one of the very few transfer pricing manuals ever released in France.
- Is the trusted advisor of several MNE's recording more than € 1 billion turnover and listed companies.



Capabilities

- Worked in a wide variety of industries, including industrial services, pharmaceutical and specialty chemicals, biotech, etc.
- His technical skills include value chain analysis, tax, and transfer pricing aspects of business restructuring, APAs, and dispute resolution, including litigation.
- Native French with experience and scholarship in the US.
- Project manager on global transfer pricing documentation and planning projects.