



**KARA T. BOATMAN**  
Principal

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**Languages**  
English

**Education, Licenses  
& Certifications**

- University of Maryland Ph.D. Economics
- University of Maryland M.A. Economics
- Georgetown University B.A. Economics

**Background**

Kara leads KPMG's Economic and Valuation Services practice in the Bay Area. She has a Ph.D. in Economics and more than 20 years of transfer pricing experience.

**Professional and Industry Experience**

Kara has served clients in a variety of industries, including technology, pharmaceutical, biotechnology, manufacturing, transportation, and consumer products companies.

She specializes in intangible property valuation and migration, transfer pricing planning and global documentation studies. Examples:

- Assisted a technology client with several IP valuation analyses in connection with large acquisitions
- Assisted a large software company in migrating acquired technology into its global IP structure
- Advised a large technology MNE on BEPS-related issues
- Directed IP valuation and transfer pricing planning as part of an IP migration strategy for a pharmaceuticals company
- Global transfer pricing documentation for a software company
- Directed global transfer pricing planning and documentation for a pharmaceuticals company
- Directed transfer pricing planning and documentation for a global logistics company
- Directed and presented response to the IRS in a transfer pricing dispute involving a foreign-owned software company
- Global transfer pricing documentation for a medical device company

**Publications and Speaking Engagements**

"Re-evaluating Transfer Pricing Risk in Today's BEPS Environment" BNA Webinar presented with Steven Wrappe, February 4, 2015.

"Living With OECD's Base Erosion & Profit Shifting (BEPS); A Transfer Pricing Perspective" CCH Webinar presented with Steven Wrappe, December 30, 2014.

"Transfer Pricing and the Digital Economy" Presented to the Chinese Tax Authority, Shanghai December 9-10, 2014.

"Staying Ahead of the Curve: Preparing the BEPS Master File," with Doreen Liu and Ian Novos, *BNA Tax Management Transfer Pricing Report*, November 13, 2014

"Multinationals and Tax Minimization: An Investor 'Non-Event,'" with Tom Hopkins, *Yahoo!Finance*, August 21, 2013.

"The Risky Business of Valuing IP," with Tom Hopkins, *Yahoo!News*, September 1, 2012.

"A Comparison of the Reasonable Royalty, Financial Reporting and Transfer Pricing Approaches to IP Valuation." Presented at the National Business and Economics Society 2006 Annual Conference, March 2006. Published in the NBES Conference Proceedings

"Irreconcilable Differences? The Valuation of Intangible Assets for Transfer Pricing and Financial Valuation Purposes." Presented at the Global Finance Conference, Las Vegas, Nevada in April 2004.

"Intangible Asset Valuation and Management," 5<sup>th</sup> Annual Tax Re-Engineering Summit, Las Vegas, Nevada in November 1999.

"OECD and US Approaches to Transfer Pricing," Speech at World Trade Council Conference, November 1998.

"In-Sourcing the Transfer Pricing Function," World Research Group Symposium on Tax Re-Engineering," May 1998.

"A Better Way to Apply the Arm's-Length Standard to Management Fees," with Tim Brierley, TNT Post Group, *Tax Management Transfer Pricing Report*, April 22, 1998.

"OECD Transfer Pricing Update Released," *International Tax Journal*, Summer 1997.

