

## Law Firms

Bingham McCutchen LLP  
Curtis, Mallet-Prevost, Colt & Mosle LLP  
Jenner & Block LLP  
Jones Day LLP  
King & Spalding LLP  
Kirkland & Ellis LLP  
McDermott Will & Emery LLP  
Skadden, Arps, Slate, Meagher & Flom LLP  
White & Case LLP  
Willkie Farr & Gallagher LLP

## Corporations

3M Company  
Accenture Ltd.  
AT&T Inc.  
Bank of America Corporation  
Cargill, Inc.  
General Motors Corporation  
The Travelers Companies, Inc.  
Tyco International Ltd.  
Wal-Mart Stores, Inc.

## Organizations

Biotechnology Industry Organization  
The Financial Services Roundtable  
Mortgage Bankers Association  
PhRMA  
U.S. Chamber of Commerce

## Governments

Australian Government Solicitor  
Australian Taxation Office  
Canada Revenue Agency  
Department of Justice Canada  
Internal Revenue Service  
U.S. Department of Justice

## ECONOMISTS

Brian C. Becker, PhD

**PhD, Applied Economics**  
Wharton Business School,  
University of Pennsylvania

Kevin A. Hassett, PhD

**PhD, Economics**  
University of Pennsylvania

Alan J. Salzberg, PhD

**PhD, Statistics**  
Wharton Business School,  
University of Pennsylvania

Robert J. Shapiro, PhD

**PhD, Economics**  
Harvard University

Matthew Will, DBA

**PhD, Finance**  
Anderson University

# PRECISION ECONOMICS LLC

Economic Expertise for Litigation,  
Regulation and Public Policy

1901 Pennsylvania Ave. NW Suite 200  
Washington DC 20006

Tel 202 530 1113 Fax 202 530 1144  
[www.precisionecon.com](http://www.precisionecon.com)

# SERVICES

## Transfer Pricing

Precision Economics continues to serve as economic experts in many of the largest transfer pricing matters in litigation in recent years. This includes drafting a lead transfer pricing economic report in the largest transfer pricing dispute and settlement to date, between the IRS and GlaxoSmithKline.

In the Tax Court of Canada, Precision Economics provided direct and cross examination testimony covering two transfer pricing reports in a dispute involving McKesson Corporation and the factoring of receivables. Also, in the Tax Court of Canada, Precision Economics provided expert testimony regarding a dispute over financial guarantee fees involving General Electric Company.

In Australia, Precision Economics provided direct and cross examination testimony concerning an expert witness report in Australia's first major transfer pricing litigation, involving the sale of pharmaceuticals for Roche Pharmaceuticals. Precision Economics was also involved in the first major transfer pricing case in the Federal Court of Australia. It provided direct and cross examination testimony concerning three expert witness reports it submitted to the Court in a matter involving SNF.

In U.S. Tax Court, Precision Economics provided direct and cross examination testimony involving intercompany services of Weekend Warrior Trailers, Inc.

In addition to the aforementioned projects that became a matter of public record, Precision Economics continues to serve as economic experts for disputes in the United States, Canada, India, Australia, and other countries. Precision Economics has analyzed most major industries in transfer pricing, but its largest matters/disputes have been focused in certain businesses: software/high technology, financial services, pharmaceuticals, consumer products, and medical devices.

## Valuation & Damages

Precision Economics conducts valuations for investment, litigation, and tax purposes, having experience in over 75 cases spanning a variety of industries. In addition to numerous academic publications and seminars, our valuation expertise has been covered by The Wall Street Journal, Bloomberg, Fortune and other business publications. Our valuation clients include law firms, corporations, and the Internal Revenue Service.

Our valuation experience has expanded beyond traditional valuation and antitrust analyses into commercial damage analysis and intellectual property valuation. As a result, we have testified on such matters as punitive damages, mitigation, executive compensation, lost profits, and commission rates.

## International Trade

Our expertise in international trade focuses on anti-dumping, where we have performed economic analyses in matters before the U.S. International Trade Commission, the U.S. Department of Commerce, and the Canadian International Trade Tribunal. We have provided testimony and written economic reports for foreign and domestic firms involving products ranging from steel and ferrovanadium to catfish and baby food.

## Public Policy

Precision Economics has analyzed several financial and economic issues for public policy, including: U.S. tax policy, industry profitability, indemnity clauses, export projections, operating loss carry forwards, and investment. Our economists and affiliates present our findings at academic seminars, to the media, and at government hearings.

## Expert Testimony

Australian Administrative Appeals Tribunal

Canadian International Trade Tribunal

Delaware Chancery Court

Federal Communications Commission

Federal Court of Australia

New York State Supreme Court

Ontario Superior Court

Tax Court of Canada

U.S. Bankruptcy Court

U.S. District Court

U.S. International Trade Commission

U.S. Supreme Court

U.S. Tax Court

## Publications

Business Valuation Review

Business Valuation Digest

Corporate Business Taxation Monthly

Corporate Governance Advisor

Financier Worldwide

Journal of Forensic Economics

Southwestern Journal of Economics

Tax Notes

Transfer Pricing Handbook

Transfer Pricing Report

EXPERIENCE