

Enrique MacGregor

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Overview

Enrique MacGregor is a Managing Director of the Ceteris regional office in Dallas. With a combined industry and consulting experience spanning over 18 years, he has practiced transfer pricing for the past eleven years as the regional leader of Deloitte's South Central practice and more recently as partner-in-charge of Grant Thornton's national transfer pricing group.

Experience

Ceteris, Inc. Dallas, TX

Managing Director

March 2006-Present

Responsible for providing transfer pricing and tax valuation services to clients in Texas and the surrounding Southwestern region of the United States. Ceteris provides transfer pricing, valuation and economic consulting services to leading law firms, accounting firms, and corporations around the world. Ceteris currently has eight offices in the United States, Canada, and Mexico, and a network of leading transfer pricing, valuation and international tax experts throughout Europe, Latin America and Asia.

Grant Thornton, LLP Dallas, TX

Principal / Equity Partner

2002 – March 2006

Practice Leader of the firm's National Transfer Pricing Practice. Sold and directed significant transfer pricing engagements, including a top rental car company, a major oil and gas services company, and a large medical devices manufacturer. Chairman of the firm's Global Transfer Pricing Committee, and led the creation and development of new practices in Mexico City, Buenos Aires, Caracas, Bogotá and Bangalore. Achieved favorable results for dozens of clients negotiating or eliminating transfer pricing adjustments proposed during IRS transfer pricing examinations. Performed financial analysis and prepared Section 6662 documentation.

Deloitte & Touche

Dallas, TX

Senior Manager, International Tax

1997 – 2002

Regional leader of the South Central transfer pricing group. Designed transfer pricing strategies for a wide set of clients in many tax jurisdictions and diverse industries including oil and gas, software, telecommunications, consumer goods and food products. Performed extensive economic analyses and developed transfer pricing strategies and documentation.

KPMG PEAT MARWICK LLP

Denver, CO

Senior Consultant, Economic Consulting Services

1995 – 1997

Supported managers and partners in economic analyses for clients across the U.S. in projects including activity-based-costing, economic value management and transfer pricing. Managed numerous transfer pricing engagements, consisting of functional analyses of the clients' operations, research of the industries, and profitability analyses of comparable companies. Conducted transfer pricing studies for several clients that operate maquiladoras in Mexico, designed to comply with requirements set forth in Mexican and U.S. regulations.

Northwest Airlines

Minneapolis, MN

Strategic Analyst

1994 – 1995

Established pricing for all domestic flights during advertised sale periods, with a goal of effective revenue management by coordinating with flight scheduling and yield management functions. Performed domestic pricing projects involving market analysis, review of statistical models and development of sales forecasts with the objective of maximizing revenue. Developed a statistical method to track domestic markets through performance. Designed, tracked and reported all promotional sales for domestic entity markets. Led a Sales Model Review Team whose task was to improve and update a complex forecasting model.

Education

MBA, University of Minnesota's Curtis Carlson School of Management, 1994

BA, Texas A&M University, 1987

Publications/Presentations

“Transfer Pricing: A Roadmap for CEOs,” (FSI Magazine, Nov. 2004)

“Impact of Transfer Pricing on the U.S. Deficit,” (Testimony presented to U.S. Trade Deficit Review Commission, January, 2000)

Frequent speaker at Tax Executives Institute, Greater Dallas Chamber of Commerce, Dallas Bar Association, and Fort Worth Tax Club

Affiliations

Fellow of the German Marshall Fund (selected, March 2001)

U.S.-Mexico Chamber of Commerce (President, Southwest Chapter, 2003)

Dallas Summer Musicals (Board Member, 1998 – 2003)

Dallas Council on World Affairs (Board Member, 1999 – 2001)

Dallas Committee on Foreign Relations (member since 2001)