

COMPETITION/ANTITRUST

Competition/Antitrust	Competition/Antitrust
Leading Firms	Leading Individuals
Band 1	Senior Statesmen
Advocacia José Del Chiaro	Dutra Pedro <i>Pedro Dutra Advogados *</i>
Barbosa, Müssnich & Aragão *	Gonzaga Franceschini José Inácio <i>Franceschini</i>
Machado, Meyer, Sendacz e Opice *	Grinberg Mauro <i>Grinberg, Cordovil e Barros</i>
Magalhães, Nery e Dias - Advocacia *	Magalhães Carlos Francisco de <i>Magalhães, Nery *</i>
Pinheiro Neto Advogados *	Sampaio Ferraz Jr Tércio <i>Sampaio Ferraz Advogados *</i>
Sampaio Ferraz Advogados *	Band 1
TozziniFreire Advogados *	Amaral de Andrade Tito <i>Machado, Meyer, Sendacz *</i>
Band 2	Calliari Marcelo <i>TozziniFreire Advogados *</i>
Levy & Salomão Advogados	Carvalhoes Ribeiro Amadeu <i>Mattos Filho, Veiga *</i>
Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga *	Del Chiaro Ferreira da Rosa José <i>Advocacia José</i>
Mattos Murlle Kestener Advogados *	Rosenberg Barbara <i>Barbosa, Müssnich & Aragão *</i>
Perreira Neto Macedo *	Saccab Zarzur Cristianne <i>Pinheiro Neto Advogados *</i>
Trench, Rossi e Watanabe *	Band 2
Band 3	Beraldi Fábio Francisco <i>Lino, Beraldi, Bueno</i>
Cascione, Pulino, Boulous & Santos Advogados	Caminati Eduardo <i>Lino, Beraldi, Bueno e Belluzzo</i>
Franceschini e Miranda - Advogados	do Egito Coelho Tulio <i>Trench, Rossi e Watanabe *</i>
GNA - Gianni Nunes de Araujo	Marchini Santos Aurélio <i>Cascione, Pulino, Boulous</i>
Grinberg, Cordovil e Barros Advogados	Mattos Ubiratan <i>Mattos Muriel Kestener *</i>
Lino, Beraldi, Bueno e Belluzzo Advogados	Moura Rocha Bolívar <i>Levy & Salomão Advogados</i>
Mundie e Advogados *	Nogueira Dias Gabriel <i>Magalhães, Nery e Dias *</i>
Velrano Advogados *	Pereira Neto Caio Mário da Silva <i>Pereira Neto *</i>
Band 4	Todorov Francisco <i>Trench, Rossi e Watanabe *</i>
Azevedo Sette Advogados	Varella Bruna Sérgio <i>Lobo & de Rizzo Advogados *</i>
Demarest e Almeida *	Band 3
L.O. Baptista, Schmidt, Valols, Miranda, Ferreira *	Andrade Maria C <i>Mattos Muriel Kestener *</i>
Lobo & de Rizzo Advogados *	Bróllo Gonçalves Priscila <i>Vella Pugliese Buosi *</i>
Machado Associados *	Bualiz Neto José Alexandre <i>Pinheiro Neto Advogados *</i>
Souza, Cescon, Barrieu & Flesch Advogados *	Celidonlo Neto Lauro <i>Mattos Filho, Veiga Filho *</i>
Vella Pugliese Buosi e Guldoni - Advogados *	Cordovil Leonor <i>Grinberg, Cordovil e Barros</i>
<small>* Indicates firm/individual with profile.</small>	de Carvalho Silveira Bueno Márcio <i>Vieira, Rezende *</i>
<small>Alphabetical order within each band. Band 1 is the highest.</small>	Favaro Corvo Ribas Guilherme <i>Mundie e Advogados *</i>
	Maranhão Juliano <i>Sampaio Ferraz Advogados *</i>
	Marques Gilberto André <i>Campos Mello Advogados *</i>
	Noronha Inglês de Souza Ricardo <i>Dias Carneiro *</i>
	Nunes de Araújo Gianni <i>GNA - Gianni Nunes de Araujo</i>
	Regazzini José <i>TozziniFreire Advogados *</i>
	Villela Mariana <i>Veirano Advogados *</i>
	Band 4
	Bagnoli Vicente <i>Vicente Bagnoli Advogados</i>
	Castanho Girardi Camila <i>Cascione, Pulino, Boulous</i>
	da Rocha e Silva Leonardo Peres <i>Pinheiro Neto *</i>
	Drago Bruno <i>Demarest e Almeida *</i>
	Lins Cruz Tatiana <i>Advocacia José Del Chiaro</i>
	Martinez Ana Paula <i>Levy & Salomão Advogados</i>
	Molan Gaban Eduardo <i>Machado Associados *</i>
	Nogueira Mario <i>Demarest e Almeida *</i>
	Novis Maria Eugênia <i>Machado, Meyer, Sendacz *</i>
	Oliveira Felix Natália <i>Oliveira Felix Advogados *</i>
	Pugliese Paola <i>Lefosse Advogados *</i>
	Tavares de Araujo Mariana <i>Levy & Salomão Advogados</i>
	Zanotta Pedro <i>Albino Advogados Associados</i>
	Up-and-coming Individuals
	da Silva Brito Thiago Francisco <i>Sampaio Ferraz *</i>
	Ditzel Faraco Alexandre <i>Levy & Salomão Advogados</i>
	Oliveira Andreoli Daniel <i>TozziniFreire Advogados *</i>
	Pereira Júnior Ademir Antonio <i>Advocacia José Del</i>
	Associates to watch
	Barreira Lilian <i>Pinheiro Neto Advogados *</i>
	Berardo José Carlos da Matta <i>Barbosa, Müssnich *</i>
	Casagrande Paulo Leonardo <i>Pereira Neto Macedo *</i>
	Dias Soares Marcio <i>Mattos Filho, Veiga Filho *</i>
	Medon Santos Marcel <i>Azevedo Sette Advogados</i>
	Mldori Honda Joyce <i>Souza, Cescon, Barrieu *</i>
	Oliveira Domingues Juliana <i>L.O. Baptista, Schmidt *</i>

Band 1

Advocacia José Del Chiaro

THE FIRM This boutique is highly prominent in the competition field and has an outstanding breadth of expertise. Its team covers all manner of competition issues, providing enforcement and transactional advice across a range of industry sectors. The firm specialises in handling large, complex matters for high-profile clients, and recently advised Hypermarchas on the acquisition of pharmaceutical company Mantecorp.

Sources say: "The team is completely focused on antitrust law and the quality of its work is exceptional; details and deadlines are priorities and we consider the firm to be a business partner."

KEY INDIVIDUALS Extremely well-respected competition specialist **José Del Chiaro Ferreira**

da Rosa impresses market sources with his "technical skills, extensive experience and business-oriented profile." Observers also cite his extensive network of contacts, a consequence of his being a former head of the Ministry of Justice's SDE (Secretaria de Direito Econômico - Secretariat of Economic Law). **Tatiana Lins Cruz** stands out for "focusing on the important issues and providing timely and pragmatic advice." **Ademir Antonio Pereira Júnior** is an emerging name fast impressing market sources. "He's very knowledgeable and has a strong business sense," say clients, "and he becomes a team mate of the client."

Barbosa, Müssnich & Aragão

See profile on p.402

THE FIRM This full-service firm has a first-class practice in competition law, covering the

full range of transactional and litigious work. Its large team comprises one partner and 12 associates, all dedicated full-time to the area, and has acted on some of the most important international cartel cases in the country. Highlights include participating on several high-profile merger cases, including Ponto Frio/Casas Bahia, Sadia/Perdigão and TAM/IAN.

Sources say: "One of the best business law firms in Brazil and a competition team of great expertise and market knowledge."

KEY INDIVIDUALS **Barbara Rosenberg** (see p.382) heads the department and previously led the protection and defence division of the SDE. "She's dynamic, knowledgeable and straight to the point," enthuse clients. Senior associate **José Carlos da Matta Berardo** (see p.332) earns praise for his client care and quick responses.

Machado, Meyer, Sendacz e Opice

See profile on p.440

THE FIRM This firm is another of the full-service majors that stands out for its competition practice. A team of seven fee earners advises on merger filling, anti-competitive practices and compliance programmes, and handles investigations involving complex issues such as fuel surcharges and telecommunications. Recent work highlights include advising Verifone Systems on its acquisition of Hypercom.

Sources say: "The team is knowledgeable, commercially oriented, sensitive to the client's needs and spot-on in its analysis."

KEY INDIVIDUALS **Tito Amaral de Andrade** (see p.327) is the leader of the team and acclaimed by sources for his "great efficiency and attention to detail." Senior associate **Maria Eugénia Novis** (see p.373) is described as "an exceptional competition lawyer."

Magalhães, Nery e Dias - Advocacia

See profile on p.442

THE FIRM This competition boutique is a traditional market leader and earns glowing praise from clients. Its expertise spans mergers, cartel investigations, litigation, trade defence, compliance and advisory work. The firm has a high-profile clientele that includes Fiat, Nestlé, Nextel, Procter & Gamble and Souza Cruz. Recent standout mandates include advising Vale on the acquisition of shares in Fertifos and Fosfertil.

Sources say: "Agile, tailor-made service and strategy support, from a firm with a business attitude."

KEY INDIVIDUALS **Carlos Francisco de Magalhães** (see p.363) is the firm's founder and broadly considered an "authority in the field." **Gabriel Nogueira Dias** (see p.372) earns praise for his deep knowledge and attentive client service, and for his "great intellectual capacity and problem-solving skills."

Pinheiro Neto Advogados

See profile on p.457

THE FIRM Pinheiro Neto's team of six partners and ten associates is one of the most respected in the market. The team handles all manner of competition matters, including international cartel cases, leniency applications and settlement agreements. The group notably represented Kimberly-Clark in a ten-year investigation regarding anti-competitive practices in the toilet paper market.

Sources say: "High-level expertise, consistently exceptional work quality and prompt replies to queries."

KEY INDIVIDUALS **Cristianne Saccab Zarzur** (see p.383) is a key partner for the practice area and earns praise for her "great experience, knowledge and availability." **Lilian Barreira** (see p.330) is a highly praised associate who works closely with Zarzur, including on the firm's merger notification advice to Banco Bradesco, Banco do Brasil and Caixa Econômica Federal, in regards to the ELO credit card joint venture. **José Alexandre Buai Neto** (see p.335) covers cartel cases and is currently defending a client in an IT market investigation into DRAM (dynamic random access memory) manufacturers. **Leonardo Peres da Rocha e Silva** (see p.342) is recommended for his strong working relationship with the authorities and for providing "the sort of practical advice on policies and procedures that you just can't find in a book."

Sampaio Ferraz Advogados

See profile on p.467

THE FIRM This competition and regulatory boutique provides advisory and contentious counsel to an enviable client roster that includes the likes of Cosan, Rede Globo and Global Village Telecom. A recent work highlight saw the 17-member team provide Azul Linhas Aéreas with an analysis of the Webjet and GOL merger.

Sources say: "An excellent firm that offers quality work and a high-level of technical knowledge."

KEY INDIVIDUALS **Tércio Sampaio Ferraz Jr** (see p.383) is one of the most respected competition specialists in the country. He is celebrated for his great experience and academic credentials, having been acting and theorising on economic law for four decades. Partner **Juliano Maranhão** (see p.365) led the team which represented Dr. Oetker as it opposed the Sadia/Perdigão merger before CADE (Conselho Administrativo de Defesa Econômica - Council for Economic Defence). **Thiago Francisco da Silva Brito** (see p.342) advised Casas Bahia on concentration matters relating to its merger with Pão de Açúcar.

TozziniFreire Advogados

See profile on p.476

THE FIRM This full-service firm has a team of four partners and eight associates working full time on competition matters. The practice covers the whole spectrum of the area and has lately been especially active with multi-jurisdictional merger filings. The team also advises on leniency negotiations and compliance work, and recent mandates include counselling Motorola Mobility on its acquisition by Google.

Sources say: "A homogenous team of responsive and highly knowledgeable specialists who are attentive to the client's needs."

KEY INDIVIDUALS **Marcelo Calliari** (see p.336) co-heads the department and is a well-respected market figure noted for "his sophisticated way of thinking matters through." **José Regazzini** (see p.379) leads the team alongside Calliari and although sources suggest he has taken more of a backseat of late, he remains an active member of the team. He recently advised Hitachi on the merger notification elements of WDC's purchase of its storage technology business. **Daniel Oliveira Andreoli** (see p.373) impresses observers with his "pragmatic vision and quick responses."

Band 2

Levy & Salomão Advogados

THE FIRM This full-service commercial firm has substantial expertise in competition law, offering M&A support, cartel advice and litigation services. Five partners are responsible for co-ordinating a team which acts for prominent clients such as AmBev, Morgan Stanley Brasil and Sherwin-Williams Brasil. The team recently advised SHV Gas on a cartel investigation into liquefied petroleum gas distribution.

Sources say: "A combination of deep knowledge and excellent practical advice, with an attentive, available and personalised service."

KEY INDIVIDUALS Partner **Bolívar Moura Rocha** heads the firm's Brasília office and is lauded for his "impressive academic background, international experience and connections." **Ana Paula Martinez** is much praised for the experience she gained working in the upper echelons of the competition authorities. "She has excellent market knowledge and a strong reputation," say sources. **Mariana Tavares de Araujo** stands out for her "up-to-date knowledge of the law and the market, and great skill in dealing with international clients." **Alexandre Ditzel Faraco** is an emerging name with "excellent expertise."

Mattos Filho, Veiga Filho, Marrey Jr. e Quiroga Advogados

See profile on p.446

THE FIRM This one-stop shop has an enviable reputation in the competition sphere and a workload that covers the full spectrum of the practice. The department is especially active on the cartel investigation front and regularly assists with leniency applications. The team has also recently been busy conducting compliance and training programmes for clients. Its industry coverage spans a broad range of sectors, but

healthcare, education and cement have lately been the primary areas of focus. A recent work highlight was advising Grupo Fleury on the acquisition of Labs Cardiolab.

Sources say: “High-quality service focused on the client’s needs and always striving for the best results.”

KEY INDIVIDUALS Amadeu Carvalhaes Ribeiro (see p.338) wins enthusiastic praise for being an “exceptionally sophisticated lawyer” and for “inspiring confidence and calm no matter how difficult the situation.” **Lauro Celidonio Neto** (see p.339) is a respected all-rounder with considerable competition expertise. He is primarily dedicated to the health sector. **Marcio Dias Soares** (see p.347) is a young associate described as “smart, responsive and proactive.”

Mattos Muriel Kestener Advogados

See profile on p.447

THE FIRM This firm’s competition department has grown in recent times with the incorporation of new lawyers into the Brasília and São Paulo offices. The team now comprises three partners and ten lawyers, handling a mixture of merger notification, cartel investigation and compliance mandates. The client roster includes an impressive list of large companies, not least Petrobras and Braskem. The firm has been busy advising Vivo on a cartel investigation into the telecoms sector.

Sources say: “High technical levels, excellent service and lawyers who are always up-to-date on the latest developments in the market.”

KEY INDIVIDUALS Ubiratan Mattos (see p.366) spearheads the department and is championed for his “phenomenal understanding of the discipline.” **Maria Andrade** (see p.327) is hailed by market sources as “a true specialist who thoroughly understands the client’s business and is available at all times.”

Pereira Neto | Macedo

See profile on p.455

THE FIRM This general practice firm has a competition group comprising one partner and ten lawyers. It advises on all aspects of the practice and is backed by strong regulatory and economic law expertise. The firm draws work from all industries but is particularly involved in the telecommunications sector. Recent standout work includes advising telecoms company Oi on a price discrimination accusation brought by Global Village Telecom.

Sources say: “The team is impeccable in terms of technique, is available at all times and delivers precise, high-quality work to deadline.”

KEY INDIVIDUALS Caio Mário da Silva Pereira Neto (see p.376) is a proven big hitter in

the competition field, particularly as regards telecoms. “He takes a structured and strategic view of matters and is very creative in finding alternative solutions,” say sources. **Paulo Leonardo Casagrande** (see p.338) earns warm praise for being “prompt in his responses, sound of technique and very knowledgeable of the market and other cases.”

Trench, Rossi e Watanabe (associated with Baker & McKenzie International)

See profile on p.63

THE FIRM This firm is a major player for cartel cases and leniency investigations, and is regularly instructed for international merger notification matters. It also offers compliance, training and due diligence programmes for clients such as Liguigás, American Airlines and Vale. The team has lately been advising Mitsubishi Electric Company on the Brazilian DRAM cartel investigation.

Sources say: “A team of highly accomplished partners who are attentive, helpful and easy to communicate with.”

KEY INDIVIDUALS Department head **Tulio do Egito Coelho** (see p.347) is based in the firm’s Brasília office and lauded for his great expertise and technical skills. **Francisco Todorov** (see p.388) is also based in the Brazilian capital and is admired for his “great knowledge and international experience.”

Band 3

Cascione, Pulino, Boulos & Santos Advogados

THE FIRM This full-service business law firm provides a diverse practice covering all aspects of the discipline, including merger notifications, cartel investigations, commercial practice reviews and compliance programmes. Work highlights include representing White Martins in an antitrust investigation into the industrial gas market.

Sources say: “An excellent team offering quality work, innovative solutions, great response times and high-level expertise.”

KEY INDIVIDUALS Aurélio Marchini Santos has a strong reputation in the competition sphere. “He’s very good at business negotiation and always finds a way around obstacles,” say sources. **Camila Castanho Girardi** joined the firm in 2011 from Franceschini e Miranda and wins peer praise for her many years of experience.

Franceschini e Miranda - Advogados

THE FIRM This traditional boutique is not as prominent as it once was but it remains a strong player in the competition field. Its specialised team handles all manner of antitrust law mandates, including M&A deals and government, civil and criminal investigations.

KEY INDIVIDUALS Founding partner **José Inácio Gonzaga Franceschini** has a solid reputation in the competition sphere and has published extensively in the area. “He’s an exceptional lawyer,” say sources.

GNA - Gianni Nunes de Araujo - Sociedade de Advogados

THE FIRM This competition law boutique was founded by a group of lawyers splitting from Franceschini e Miranda in 2009. It has established itself as a key player in the market, offering a broad range of antitrust advice, including administrative and judicial dispute representation and trade protection counsel. Votorantim is a particularly prominent client.

KEY INDIVIDUALS Gianni Nunes de Araújo is the firm’s founding partner and is described as “extremely dedicated and responsible.”

Grinberg, Cordovil e Barros Advogados

THE FIRM This compact boutique has a strong reputation in the market due to the high-level expertise of its founding partners. Its workload spans merger notification, antitrust litigation, compliance and general competition advice. The firm also provides clients with parallel international trade, consumer and administrative law counsel.

KEY INDIVIDUALS Mauro Grinberg is a deeply admired veteran player and a former CADE counsellor. Partner **Leonor Cordovil** is a well-reputed figure in the competition and trade arenas. “She’s very dedicated,” say clients, “and impeccable in terms of technique.”

Lino, Beraldi, Bueno e Belluzzo Advogados

THE FIRM This boutique firm wins ample peer praise for combining focused expertise with high service standards. The team handles M&A notifications, cartel investigations, leniency, compliance programmes and disputes.

KEY INDIVIDUALS Fábio Francisco Beraldi is highlighted as one of the finest competition lawyers of his generation. He is a founding partner, having been part of the splinter group that left Magalhães, Nery e Dias to set up the firm in 2005. **Eduardo Caminati** came on board in 2010, after more than a decade spent at Pedro

potent projects force of broad skill and capacity. The team represents large contractors and infrastructure investment companies and is especially active in ports, roads and rail, besides oil and gas.

Sources say: "One of the most respected firms for energy work, with excellent professionals who provide prompt responses to any demand."

KEY INDIVIDUALS Name partner **Paulo Valois Pires** (see p.390) is a leading lawyer in the energy field. His projects workload is broad, taking in finance, construction and tax matters for oil and gas developments, shipbuilding, platforms, pipelines and offshore supply. **Guilherme Guerra D'Arriaga Schmidt** (see p.355) is a skilled power and finance lawyer described as "highly qualified, proactive and always up to date."

Pinheiro Guimarães Advogados

See profile on p.456

THE FIRM This commercial law boutique is a prominent player on the project finance scene and has an impressive history of participation on major infrastructure projects. The firm has been expanding its focus in recent years, adding development expertise to complement the finance practice. The team can work in any sector, but recent mandates have focused on the power, oil and gas and telecommunications industries. The bulk of the firm's clientele is made up of banks and financial institutions, but the group also represents large corporations acting as sponsors and developers. In a recent highlight, the firm advised Renova Energia on the negotiation and execution of the equipment supply and works contracts for 20 wind power plants in Bahia.

Sources say: "Exceptional quality, excellent professionals and a tight structure."

KEY INDIVIDUALS **André Sigelmann** (see p.385) is a projects all-rounder, adept at the development side, and lead partner on much of the firm's work in the area. He has been advising OSX regarding EPCI contracts related to FPSO projects. **Plínio Pinheiro Guimarães** (see p.377) is a multi-talented corporate finance lawyer who provides authoritative input on the firm's project finance deals.

Trench, Rossi e Watanabe (associated with Baker & McKenzie International)

See profile on p.63

THE FIRM This full-service firm has a long history of infrastructure involvement, assembling multidisciplinary teams to suit the needs of a given project. The practice handles finance and development work and there is an international

flavour to much of its work, the team regularly acting for foreign investors. The firm recently assisted Malaysian investment group Scomi Engineering as it agreed a contract with the São Paulo Metro Company to build a monorail line.

Sources say: "High-level technical knowledge, great commitment and total availability."

KEY INDIVIDUALS **José Roberto Martins** (see p.365) heads the São Paulo projects team. He led the firm's advice to CPFL as it entered into a joint venture with ERS (Energias Renováveis) to create one of the largest renewable companies in Brazil. **Maria Beatriz Mello** (see p.367) is another key member of the group, praised by sources for her "timely, well-structured work and excellent results."

Band 4

Barbosa, Müssnich & Aragão

See profile on p.402

THE FIRM The firm's full-service capacity and first-rate corporate practice make it a solid competitor in the projects arena. Project finance is the trump card but a multidisciplinary approach, with particular support from the public and administrative law team, enables it to tackle all manner of infrastructure mandate. It recently advised Fundo de Investimento em Participações Coliseu as it acquired control of Transmissora Aliança de Energia Elétrica, a subsidiary of Cemig.

Sources say: "The firm has a team of extremely qualified partners and offers great value for money."

KEY INDIVIDUALS All-rounder **Plínio Simões Barbosa** (see p.330) handles a mix of corporate and projects work and sources admire his "mathematical mind."

Demarest e Almeida

See profile on p.416

THE FIRM This full-service firm is one of the largest and longest-standing in the market, giving it the capacity and experience to handle a range of projects work. Its multidisciplinary projects team works on a variety of infrastructure mandates, including public tenders, PPP, EPC contracts and project finance. Its clientele comprises private companies and government institutions such as BNDES and the aviation authority, and recent work highlights include providing advice to Transportadora de Gas del Perú on securing BNDES project finance for the Camisea pipeline expansion.

Sources say: "The team understands the needs of the client, offers great value for money and has ample legal and commercial knowledge."

KEY INDIVIDUALS Renato Poltronieri is a primary contact for the department.

Felsberg, Pedretti e Mannrich Advogados e Consultores Legais

See profile on p.421

THE FIRM This broad full-service player provides projects advice to clients in the power, oil and gas, telecommunications, transport and water and sanitation sectors. Its solid team is well placed to assist with project finance and public bids and to provide regulatory support and representation before the relevant government agencies. In a recent work highlight, the firm advised state-owned water and sewage utility Sabesp on a BRL600 million debt issuance.

KEY INDIVIDUALS **Thomas Benes Felsberg** is a key partner for projects work, drawing on extensive experience in the corporate, restructuring, administrative and finance arenas.

Siqueira Castro - Advogados

See profile on p.472

THE FIRM This large full-service firm has the capacity and muscle to ably assist clients on major projects and concession bids. Furthermore, the firm's network of 18 domestic offices, many of them located in the north of the country, allows for proximity to the project sites themselves. The team's main focus lies on roads, ports and airports and it is supporting Concessionária SPMAR on the concession contracts for the southern and eastern sections of Rodoanel, the São Paulo ring road.

Sources say: "Excellent client service, total availability and a highly specialised and qualified team."

KEY INDIVIDUALS Leticia Queiroz de Andrade is the department's primary contact.

Tauil & Chequer Advogados in association with Mayer Brown LLP

See profile on p.475

THE FIRM This team has experienced a number of recent changes, with Eduardo Soares departing stage left as Eduardo Lima entered stage right. The full impact of the department's restructuring has yet to be felt, but indications are that what the department lost in power expertise it gained in project finance know-how. As per the firm as a whole, the projects team is primarily focused on the oil and gas sector, but it also represents public and private clients on rail, ports, roads, power, water and telecommunication matters. The firm assisted Camargo Corrêa Óleo e Gás as it reached an agreement with PMCC Soluções Logísticas de Etanol to construct a major ethanol pipeline.

Sources say: “A diverse and accomplished team that provides full-service projects advice of quality, promptness and detail.”

KEY INDIVIDUALS Alexandre Chequer (see p.339) is an acclaimed oil and gas lawyer who also stands out in infrastructure. “He’s very good at representing clients before the regulatory agencies,” say sources, “and he puts all his resources into helping them achieve their goals.” Antônio Bastos Sarmento (see p.384) has a wealth of experience in the area and is especially recognised for his energy exploration and production know-how. Eduardo Lima (see p.362) and Luis Montes (see p.370) joined the firm from Lefosse in late 2011. Lima is the senior figure, skilled on the finance and development side and praised for his “great availability, management prowess and technical knowledge.” Montes is the emerging name, particularly focused on banking and project finance and lauded for his client dedication.

Villemor Amaral

See profile on p.483

THE FIRM This long-standing firm has been handling projects work for decades, its involvement dating back to the privatisation process in the 1990s. The team is particularly focused on the energy and oil and gas sectors and it also offers advice on tax and regulatory matters. The market awaits the impact of the departures of Márcio Gomes Leal and Aurea d’Avila Mello Cotrim, who left the department to launch their own firm in late 2011.

KEY INDIVIDUALS Alexandre Montoni is a prime contact for project matters at Villemor Amaral.

Band 5

Barros Pimentel, Alcântara Gil, Rodriguez e Vargas Advogados

THE FIRM This compact, solid team stands out in the area for its expertise and dedication to infrastructure work and venture capital finance. The team works across the construction, telecommunications, energy, oil and gas, water and mining sectors. Clients hail its EPC and regulatory knowledge, as well as in-house industry experience.

KEY INDIVIDUALS Caio Farah Rodriguez is the main contact for the area.

Lacaz Martins, Pereira Neto, Gurevich & Schoueri Advogados

THE FIRM This general practice firm is most celebrated for its tax prowess and the infrastructure team draws on the group’s fiscal skills when structuring projects. Indeed contract and finance work are the department’s strongest suits and clients champion the broad experience of the team’s partners. The client roster is a balance of domestic and multinational corporations and state and municipal government agencies.

KEY INDIVIDUALS The main contact for the area is Eduardo Isaias Gurevich.

Motta, Fernandes Rocha Advogados

See profile on p.450

THE FIRM This corporate finance firm is a prominent name in the project finance arena. It advised Bradesco BBI as part of the consortium of financials investing in Sete Brasil, a company charged with constructing oil rigs for Petrobras. In further offshore engineering action, the firm counselled BMT Scientific Marine Services as it

acquired a stake in Navcon. The firm recently incorporated much of the São Paulo office of XBB, boosting its all-round projects capacity and adding aviation and insurance expertise in particular.

KEY INDIVIDUALS Luís Wielewicki (see p.393) stands out for his “experience, commitment and creativity in problem solving.”

Perlman Vidigal Advogados

THE FIRM This transactional boutique offers specialised and tailored advice on project finance, M&A and capital markets deals in the infrastructure sector. The team has a diverse client portfolio that includes financial institutions and corporations, and it also works in partnership with renowned international law firms. The team recently helped DESA Morro dos Ventos put together the finance for a wind farm project.

Sources say: “A focused and tailored service of quality, efficiency and dynamism, with high-level involvement from partners.”

KEY INDIVIDUALS Marcelo Giovanni Perlman is lauded for in-house experience gained at the Brazilian steel company CSN. Market sources highlight his “great know-how, business acumen and precise response times.”

Other Notable Practitioners

Eduardo Soares (see p.386) is a well-regarded infrastructure and projects lawyer who left Taul & Chequer in late 2011 to help establish a new firm, Soares Bumachar Chagas Barros Advogados. Aurea d’Avila Mello Cotrim left Villemor Amaral in late 2011 to help form Leal Cotrim Advogados. She is admired by peers for her “deep experience, knowledge and intelligence.”

PUBLIC LAW

Public Law	
Leading Firms	
Band 1	
Manesco, Ramires, Perez, Azevedo Marques *	
Sundfeld Advogados	
Band 2	
Azevedo Sette Advogados	
Machado, Meyer, Sendacz e Opice *	
Pereira Neto Macedo *	
Band 3	
Arap, Nishi & Uyeda Advogados *	
Cascione, Pullino, Boulos & Santos Advogados	
Trench, Rossi e Watanabe *	
Velrano Advogados *	
Band 4	
Chenut Oliveira Santiago	
Pinheiro Neto Advogados *	
Siqueira Castro - Advogados *	
Leading Individuals	
Senior Statesmen	
Bandeira de Mello Celso Antônio Celso Antônio	
Piquet Carneiro João Geraldo Veirano Advogados *	
Band 1	
Barroso Luís Roberto	Luís Roberto Barroso
Justen Filho Marçal	Justen, Pereira, Oliveira
Peixoto Marques Neto Floriano	Manesco, Ramires *
Sundfeld Carlos Ari	Sundfeld Advogados
Band 2	
Lopes Enei José Virgílio	Machado, Meyer, Sendacz *
Monteiro Vera	Sundfeld Advogados
Nunes Pinto José Emilio	José Emilio Nunes Pinto
Band 3	
Bonelli Claudia Elena	TozziniFreire Advogados *
Cabral Aurélio Bruno Francisco	Cascione, Pullino
Pereira Neto Caio Mário da Silva	Pereira Neto *
Band 4	
Marques Gilberto André	Campos Mello Advogados *
Rocha Oliveira Rocholl Luiz Gustavo	Chenut Oliviera
Uyeda Junior Massami	Arap, Nishi & Uyeda *
Up-and-coming Individuals	
Bardawil Penteadado Mauro	Machado, Meyer, Sendacz *
Iazzetta Rodnei	Arap, Nishi & Uyeda *
Levy Ricardo	Pinheiro Neto Advogados *
Queiroz de Andrade Leticia	Siqueira Castro *
Associates to watch	
Kruger Frizzo Henrique	Trench, Rossi e Watanabe *
Sant'anna Lucas	Machado, Meyer, Sendacz *

* Indicates firm/individual with profile.

Alphabetical order within each band. Band 1 is the highest.

Band 1**Manesco, Ramires, Perez, Azevedo Marques Advocacia**

See profile on p.444

Public law has been this firm's core practice area since its foundation in 1991. It has thus participated in the privatisation of many of the country's key sectors and grown in tandem with Brazil's economy, acquiring first-hand experience and knowledge of new regulatory legislations along the way. The firm is well known for its expertise in handling large procurement, contracts and bids, as well as PPPs across all segments of the economy, from airports to roads, health, defence and sports. Sources say the team strikes the right balance between taking an academic and a commercially oriented approach, and praise its dedicated client service: "Whether during the bidding process or for ongoing advice after that, you get total commitment."

Floriano Peixoto de Azevedo Marques Neto (see p.375) is one of the most senior and experienced public law lawyers in Brazil. "He's a reference in the market, with incredible knowledge of public law," say interviewees.

Sundfeld Advogados

This is one of Brazil's leading boutiques for public and administrative law. It focuses on providing clients with legal opinions and advice on PPPs, concessions and bidding processes, but also works closely with government bodies on drafting new legislation and planning the privatisation of public services. The firm prides itself on academic excellence and fields a team of highly qualified lawyers. "The firm is traditionally strong in the area and is deservedly considered a market leader," say sources.

Carlos Ari Sundfeld is described by sources as "studious, open-minded and creative," and hailed by peers as "a brilliant legal mind." Partner **Vera Monteiro** is an experienced lawyer who combines her commercial practice with close involvement in high-profile legislative projects. "She's an exceptional lawyer," say sources. "She understood PPPs before they came to Brazil, so she's well positioned to lead the way in the new era."

Band 2**Azevedo Sette Advogados**

This is one of the top full-service firms in Minas Gerais, and its public law team has been intense-

ly involved in the development of PPP projects in the state for the past decade. The group offers a broad range of expertise in complementary practice areas, and supplies local know-how and experience. The firm acts all over Brazil and has been busy advising CCR (Companhia de Concessões Rodoviárias) on the Rio de Janeiro light rail transit concession. "The team is very experienced in PPP projects and has a great reputation," say sources. The main contacts for clients are Gustavo Eugenio Maciel Rocha, Frederico Bopp Dieterich and Leonardo Moreira Costa de Souza.

Machado, Meyer, Sendacz e Opice

See profile on p.440

The public law group at this full-service firm works in total synergy with the projects and infrastructure department, which is one of the largest and most acclaimed in Brazil. "The firm has been involved in the development of PPPs from the beginning," say sources, "and the lawyers are extremely well versed in the intricacies of concessions and infrastructure projects, adding a lot of value in structuring our operations." For the past few years, the firm has been advising the Porto do Rio Consortium on developing the Porto Maravilha, a waterfront renovation project in Rio de Janeiro involving a complex structure of public and private participation. Another significant mandate saw the team advise Fraport and EcoRodovias during the bidding process for the privatisation of Guarulhos, Viracopos and Brasília airports.

José Virgílio Lopes Enei (see p.362) leads the projects department and the public law group. Clients praise his "strategic vision, experience and team spirit," and state that he "plays a crucial role in bringing new ideas to the table." Newly made partner **Mauro Bardawil Penteadado** (see p.330) is commended by sources for his "comprehensive knowledge of commercial and tender law," and for being "responsive and business-oriented." Clients are equally positive about associate **Lucas Sant'anna** (see p.383): "He thinks outside the box and gives outstanding support at the most critical moments."

Pereira Neto | Macedo

See profile on p.455

The firm is best known for its competition law expertise but its skill in taking cases before the regulatory authorities extends into other areas. The team is well versed in working across all regulated sectors and in handling public bids. It recently advised Galvão Engenharia and

Serveng-Civilsan on all aspects of their winning bid to construct one of São Paulo's new metro lines, and is working with Arcos Dorados (the Latin American holding arm of McDonald's) on bids for restaurant concessions in Brazilian airports. "What really distinguishes the firm is its close relationship with the client," say sources. "You get all the advantages of a large firm but with the level of client service more typical of a boutique."

Team leader Caio Mário da Silva Pereira Neto (see p.376) wins considerable acclaim as a "very business-oriented, fast, objective and practical lawyer."

Band 3

Arap, Nishi & Uyeda Advogados

See profile on p.401

This firm's core practice is projects, where it is one of the fastest-growing players in the market. The compact team offers clients a multidisciplinary approach to project structuring, including experienced handling of public law matters. The firm has been busy advising well-known national companies on some of the most significant projects in Brazil, not least the Guarulhos, Viracopos and Brasília airport privatisations, the São Paulo ring road concession and the São Paulo-Rio bullet train project. "We choose the firm due to its experience of participating in public tenders and modelling public projects," said one client. "The team combines great knowledge and know-how with legal and commercial expertise," added another.

Founding partner **Massami Uyeda Junior** (see p.390) manages client relationships. "He's worked in the industry so he knows what the client needs," say sources. "He's an intelligent and effective negotiator and has strategic vision that goes beyond the legal perspective." **Rodnei Iazzetta** (see p.357) heads the public law practice and earns praise for "the depth of his analysis, his technical quality and his responsiveness."

Cascione, Pulino, Boulos & Santos Advogados

The public law team at this multi-platform firm works in tandem with the regulatory and infrastructure department to offer clients a diverse practice. Its experience ranges from administrative litigation to large public projects, and it has recently been advising Concessionária Porto Novo, operator of the Porto Maravilha project in Rio, in discussions with the local government over problems arising from the PPP agreement. **Bruno Francisco Cabral Aurélio** leads the infrastructure, regulatory and public law

department and is a PPP specialist. He has been leading the team's work for Concessionária Porto Novo.

Trench, Rossi e Watanabe (associated with Baker & McKenzie International)

See profile on p.63

The public law practice at this full-service firm works closely with the regulatory team. It advises clients on regulatory challenges associated with their operations in Brazil, and helps with public tenders and contracts. The global nature of the firm's traditional client base means the team has a lot of regulatory experience in helping international companies establish activities in the country, particularly companies from the life sciences and technology sectors. The firm is currently helping GE Healthcare with a PPP hospital project in São Paulo, and is advising Scomi Engineering on the tender process for the construction of monorail lines for metros in São Paulo and Manaus. "The firm is dedicated and committed to the client and we use it for all contact we have with the regulatory agencies," said one client.

Henrique Kruger Frizzo (see p.359) is praised for his knowledge of regulatory matters and administrative law. "It would be hard to find another lawyer with his level of specialism," say sources.

Weirano Advogados

See profile on p.479

This firm's leading projects practice has developed considerable expertise in handling public contracts and bidding processes, while the disputes team regularly tackles administrative law cases in the high courts in Brasília. Leading examples of the practice's range include advising Galvão Engenharia as the federal court analyses one of its contracts with Petrobras, and working with Foz do Brazil on the operation of a water and sewage system concession. "The firm combines great technical expertise and client service," say sources. "The lawyers are always available and the communication between them and our legal department is excellent," added a client.

João Geraldo Piquet Carneiro (see p.377) is one of the firm's most senior lawyers and a recognised expert in administrative law. "His vast experience in public law and public roles sets him apart and is reflected in the outstanding way he leads our cases," say clients.

Band 4

Chenut Oliveira Santiago

This compact full-service firm is based in Belo Horizonte and has support offices in São Paulo, Rio de Janeiro and Paris. The firm specialises in international and European law, and its core practice involves helping foreign companies enter the Brazilian market. The public law group splits its time between tenders, procurement and regulatory mandates. Highlights include assisting French company ECA2, a leading event producer, in a bid promoted by the International Olympic Committee. "The firm has considerable experience of helping international companies participate in Brazilian tenders," say sources, "and it takes a bold and modern approach."

Founding partner **Luiz Gustavo Rocha Oliveira Rocholi** is described as "a well-known expert in public law and contracts, with vast experience and knowledge of the legal market."

Pinheiro Neto Advogados

See profile on p.457

Pinheiro Neto is one of the most respected full-service firms in Brazil. Its public law practice falls under the auspices of its market-leading dispute resolution department, and all members of the team have litigation experience. The group represents clients in administrative litigation and advises them on taking preventative measures to avoid contentious issues on large public projects. "The team is very proactive and prompt, and has excellent working relationships with government bodies," say clients.

Team leader **Ricardo Levy** (see p.361) specialises in public law and is much admired by clients, with one saying: "He's the main reason we chose to work with the firm in the first place."

Siqueira Castro - Advogados

See profile on p.472

This firm is best known for its experience across the full spectrum of dispute resolution matters. Its public law practice is focused on the contentious side. The team tackles administrative proceedings and federal court cases, and has been busy managing challenges to numerous laws on the grounds of their being unconstitutional. Away from disputes, the team also provides consultancy advice on infrastructure projects and tender processes, and notably conducted an analysis of all the legal aspects involved in the construction of a bi-oceanic railway corridor from Brazil to Chile on behalf of the BNDES. Clients say: "The service is great. The team has good working relations with the regulatory bodies and a helpful presence in Brasília."

recently provided M&A tax planning advice to Aspen Pharma Industria Farmacêutica as it acquired Dismédica. **Paulo César Ruzisca Vaz** of Vaz, Barreto, Shingaki & Oioli Advogados is a regular presence on prominent investment deals and a key point of contact for international companies with interests in Brazil. **Marcos André Vinhas Catão** of Vinhas & Redenschi is singled out for his skill in applying tax expertise to the telecoms and oil and gas sectors. **Pedro Guilherme Accorsi Lunardelli** of Advocacia Lunardelli is a respected academic known for his indirect tax expertise. He and his firm merged with Siqueira Castro in 2010 and then demerged again in 2011. **Christiano Chagas Monteiro De Melo** was one of a number of lawyers to depart Tauil & Chequer and form Soares Bumachar Chagas Barros Advogados in late 2011. He also has in-house banking experience and is a specialist in tax applied to financial transactions. **Natanael Martins** of Martins, Chamon e Franco Advogados is a respected academic and a former member of the tax review board at the Ministry of Finance, much praised for his wealth of knowledge and experience. **Marco Aurélio Greco** is a professor at the Fundação Getúlio Vargas de São Paulo and a

leading provider of legal opinions. “*He’s hugely respected and admired by the Brazilian tax authorities,*” say sources. **Eurico Marcos Diniz de Santi** is a colleague of Greco’s at Fundação Getúlio Vargas de São Paulo and a fellow provider of legal opinions. He is especially celebrated for his knowledge of tax relating to public sector finance. **Heleno Taveira Torres** of Heleno Torres Advogados is another professor and prominent provider of legal opinions in São Paulo. He is recommended for his knowledge of tax connected to the telecommunications sector. **Roque Antônio Carraza** of Roque Carraza Advogados Associados is also a São Paulo-based professor and provider of legal opinions. He is best known for his expertise in indirect tax. **Alcides Jorge Costa** of Alcides Jorge Costa Advogados Associados is another indirect tax expert, having helped draft the São Paulo state VAT laws. He has been in the market for 60 years, meaning his teachings and legal opinions carry particular weight. Further gravitas comes from **Ives Gandra da Silva Martins** of Advocacia Gandra Martins, a São Paulo-based academic and legal opinion provider of 40 years’ experience. **Paulo de Barros Carvalho** of Barros Carvalho Advogados Associados has

likewise been lawyering for over four decades. He is also a prominent São Paulo scholar and provider of legal opinions. **Aires Bernardino Barreto** of Advocacia Aires Barreto is another long-standing São Paulo lawyer respected for his legal opinions and academic standing, especially in regard to tax and constitutional law. **José Eduardo Soares de Melo** of Soares de Melo Advogados in São Paulo is known for his academic output and legal opinions. “*He has great technical expertise in indirect tax matters,*” say sources. **Ricardo Lobo Torres** of Ricardo Lobo Torres Advocacia is a Rio-based professor and legal opinion provider and another lawyer able to draw on 40-plus years’ market experience. **Hugo de Brito Machado** of Brito Machado Consultores Associados in Fortaleza is a professor, former judge and one of the most active providers of legal opinions in the north-east of the country. **José Souto Maior Borges** of Souto Borges Advogados is a highly prolific author, scholar and provider of legal opinions in Recife. **Humberto Ávila** of Humberto Ávila Advogados Associados is a widely published and highly regarded tax authority based in Porto Alegre.

TELECOMMUNICATIONS & TECHNOLOGY

Telecommunications & Technology	Telecommunications & Technology
Leading Firms	Leading Individuals
Band 1	Star Individuals
Barretto Ferreira, Kujawski e Brancher (BKBG) *	Cotait Elinor <i>Mundie e Advogados *</i>
Mundie e Advogados *	
Pinheiro Neto Advogados *	Band 1
Band 2	Barretto Ferreira da Silva Ricardo <i>Barretto Ferreira *</i>
Manesco, Ramires, Perez, Azevedo Marques *	Flesch Esther Miriam <i>Trench, Rossi e Watanabe *</i>
Trench, Rossi e Watanabe *	Mundie Kevin Louis <i>Mundie e Advogados *</i>
Band 3	Nunes Esther <i>Pinheiro Neto Advogados *</i>
Machado, Meyer, Sendacz e Opice *	Peixoto de Azevedo Neto Floriano <i>Manesco, Ramires *</i>
Pereira Neto Macedo *	Band 2
Pinheiro Guimarães Advogados *	Cortez Maria Cristina <i>Trench, Rossi e Watanabe *</i>
TozziniFreire Advogados *	de Araújo Lopes Xavier Helena <i>Mundie e Advogados *</i>
Ulhoa Canto, Rezende e Guerra Advogados *	de Oliveira Ramires Eduardo Augusto <i>Manesco *</i>
Veirano Advogados *	Ferreira Kujawski Fabio <i>Barretto Ferreira, Kujawski *</i>
Band 4	Sendacz Moshe <i>Machado, Meyer, Sendacz *</i>
Koury Lopes Advogados *	Sundfeld Carlos Ari <i>Sundfeld Advogados</i>
Levy & Salomão Advogados	Waksman Ejlmsman Marcela <i>TozziniFreire *</i>
Opice Blum Advogados Associados	Band 3
Rolim, Viotti & Leite Campos Advogados *	Beppu dos Santos Oliveira Ana Claudia <i>Mundie *</i>
Siqueira Castro - Advogados *	Bialer Ingham Ana Paula <i>Bialer & Falsetti Advogados *</i>
Vella Pugliese Buosi e Guldoni - Advogados *	Brancher Paulo Marcos Rodrigues <i>Barretto Ferreira *</i>
	de Cunto Raphael <i>Pinheiro Neto Advogados *</i>
	Goulart Barreto Robson <i>Veirano Advogados *</i>
	Ieno Guilherme L. <i>Koury Lopes Advogados *</i>
	Pereira Neto Caio Mário da Silva <i>Pereira Neto *</i>
	Band 4
	Alvo Karin <i>Koury Lopes Advogados *</i>
	Buosi Frederico <i>Vella Pugliese Buosi e Guidoni *</i>
	Opice Blum Renato <i>Opice Blum Advogados</i>
	Pinheiro Guimarães Plinio <i>Pinheiro Guimarães *</i>
	Possolo Corrêa da Veiga Ewald <i>Ulhoa Canto, Rezende *</i>
	Santa Rosa Dirceu <i>Simões & Pellegrino</i>
	Up-and-coming individuals
	Ditzel Faraco Alexandre <i>Levy & Salomão Advogados</i>
	Rebello Pereira Flávia <i>Trench, Rossi e Watanabe *</i>
	Vainzof Rony <i>Opice Blum Advogados</i>
	Associates to watch
	Carvalhoes Neto Eduardo Hayden <i>Barbosa, Müssnich *</i>
	Greco Rodrigo <i>Rolim, Viotti & Leite Campos *</i>
	Pellegrini Monteiro Ana Carolina <i>Ulhoa Canto *</i>

* Indicates firm/individual with profile.
Alphabetical order within each band. Band 1 is the highest.

Band 1**Barretto Ferreira, Kujawski e Brancher (BKBG)**

See profile on p.403

Telecoms and technology are two of the core strengths of this full-service firm. The department helps clients with the commercial and regulatory sides of their Brazilian operations, and clients praise the team's experience and quality of service. The team frequently represents clients before ANATEL (Agência Nacional de Telecomunicações), the telecoms regulatory agency, and has ample experience of handling public bids and licence applications. Recent highlights saw the firm represent Sky/DIRECTV in an ANATEL-organised bid for satellite orbital positions, and counsel China Telecom and several online game developers in regards to social networks. "Fast turnarounds, great response times and excellent market knowledge and contacts," say sources.

Ricardo Barretto Ferreira da Silva (see p.330) heads the department and is considered a market reference in telecoms. "He's a very important figure who has long been involved in the area," say sources; "he fully deserves his recognition." Partner **Fabio Ferreira Kujawski** (see p.350) has considerable telecoms experience but also works in other areas of technology and media. "He works hard, plans ahead and looks out for our interests to make sure we are always moving forward," say clients. **Paulo Marcos Rodrigues Brancher** (see p.334) is an experienced and knowledgeable lawyer with broad corporate and commercial expertise. "He has a very impressive ability to understand issues and evaluate their implications," say clients, "and is skilled at framing his client's position in negotiations while commanding the respect of the other side."

Mundie e Advogados

See profile on p.451

This firm is one of the most traditional players in the sector. The telecoms practice is well known for its excellence in regulatory work, to which it has been busy adding antitrust expertise, the better to provide clients with comprehensive advice and solutions. The group provides regular counsel to four of the largest telecoms companies in Brazil and has been at the heart of recent satellite bids and operations. "The team's work is excellent and lawyers are fast and efficient at coming up with solutions that get results," enthuse clients.

Group leader **Elinor Cotait** (see p.341) is universally respected as an authority in the telecoms market. "She is simply brilliant for telecoms work," say sources. **Kevin Louis Mundie** (see

p.370) is widely regarded as an expert on satellite matters and considered "one of the most important figures in the telecoms market." **Helena de Araújo Lopes Xavier** splits her time between the firm's Portugal and Brazil offices. "She's very well known in the market and has excellent credentials," say sources. **Ana Claudia Beppu dos Santos Oliveira** (see p.331) frequently works alongside Cotait and wins praise for her "availability, proactivity and responsible attitude."

Pinheiro Neto Advogados

See profile on p.457

Pinheiro Neto is a benchmark for legal work in most practice areas in Brazil. The telecoms and technology team is no different, working closely with the firm's outstanding commercial department to ensure clients are provided with comprehensive multidisciplinary support. The group has been increasingly active on the internet side of the industry and has been busy working with game developers and search engine operators on issues such as data privacy and online marketing. The team has also been active of late on behalf of defence companies, satellite operators and pay-TV networks. Clients praise the team's strong working relationship with ANATEL and its "deep knowledge of the regulatory and legislative set-up in Brazil and great ability in helping clients achieve their goals."

Department head **Esther Nunes** (see p.373) is one of the most widely respected telecoms and technology lawyers in Brazil. "She has great knowledge of regulatory matters," say sources, "and is very responsive and always available." **Raphael de Cunto** (see p.344) provides the corporate expertise to complement Nunes' regulatory knowledge. "He's an excellent lawyer with strong historic involvement in the sector," say sources.

Band 2**Manesco, Ramires, Perez, Azevedo Marques Advocacia**

See profile on p.444

This is one of Brazil's top firms for public and administrative law, with a focus on the regulated industries and large infrastructure projects. Technology and telecoms are regulated sectors and key components of any major project, and so the firm has acquired considerable expertise over the years. Its telecoms knowledge stretches back over 20 years to the pre-privatisation era, when the firm was involved in drafting the regulatory framework for the opening up of the market. On the technology front, the team has lately advised on defence projects and high-

speed train links, working with national and international players. Sources praise exceptional experience of public contracts and bidding procedures and strong working relations with ANATEL.

Floriano Peixoto de Azevedo Marques Neto (see p.375) is a reference in the sector, well known for his academic profile and for being a close adviser of Telefónica. "His legal opinions are very impressive," say sources. **Eduardo Augusto de Oliveira Ramires** (see p.345) is a highly respected and experienced regulatory all-rounder acclaimed for his telecoms knowledge.

Trench, Rossi e Watanabe (associated with Baker & McKenzie International)

See profile on p.63

This firm houses one of the leading technology practices in Brazil with a very experienced team active in a diverse range of subjects. The team has lately been working on SAAS (software as a service) negotiations, cloud computing projects and IT outsourcing, as well as helping technology companies establish operations in Brazil. The firm's association with the Baker & McKenzie global network allows the team to collaborate with peers all over the world and attracts clients requiring multi-jurisdictional support. "Exceptional speed and efficiency, great expert knowledge and real concern for our business," say clients.

Department head **Esther Miriam Flesch** (see p.351) brings a broad range of expertise to the table, combining telecoms and technology expertise with IP knowledge. "She really knows the legislation in Brazil and worldwide," say sources. Partner **Maria Cristina Cortez** (see p.340) dedicates the majority of her time to technology matters. Clients laud her "great negotiation skills, client care and business awareness." **Flávia Rebello Pereira** (see p.379) returned to the firm in 2011 after a brief spell at BKBG. She handles telecoms, media and entertainment matters and has ample experience in all areas.

Band 3**Machado, Meyer, Sendacz e Opice**

See profile on p.440

This firm is a prominent player in several regulated sectors and has considerable experience in the telecoms industry. The team is housed within the infrastructure team, which focuses on transactional and corporate work. It has the full support of the public law group, thus offering clients a combination of strong commercial

expertise and knowledge of the public sphere. Clients are quick to praise the team's pedigree, noting that "the firm has been pioneering in terms of transactions in the sector and the development of the market." The firm's client portfolio includes Host Broadcasting, Olé Communications and Telefónica.

One of the firm's founding partners, **Moshe Sendacz** (see p.385) leads the telecoms practice. "He gets close to the client, is creative and deal-oriented," say sources; "a benchmark for lawyers in Brazil."

Pereira Neto | Macedo

See profile on p.455

The telecoms team at this general practice firm combines regulatory, public law and competition expertise to give clients a broad overview of potential problems and offer comprehensive advice. The group represents large domestic players such as Telemar Norte and Telefónica, and industry associations such as SindiTeleBrasil (the national trade association for fixed and mobile telecoms). "The firm has great specialists in telecoms regulation and antitrust, lawyers who present high-quality work and are always available and attentive," say clients.

Caio Mário da Silva Pereira Neto (see p.376) wins far-reaching client praise: "He has great knowledge of regulatory and competition law, a strong network of contacts and industry relationships, and solid academic credentials."

Pinheiro Guimarães Advogados

See profile on p.456

This firm is very dedicated to the financial and M&A side of the industry, often participating in the more complex and high-value transactions. The team occasionally represents industry players such as Grupo Abril, Telmar and Star One, but its core practice is acting for financial institutions investing in the sector. "The firm is always my first port of call because the consistent quality is amazing," say sources.

Partner **Plinio Pinheiro Guimarães** (see p.377) is a corporate finance all-rounder with considerable experience of the telecoms sector.

TozziniFreire Advogados

See profile on p.476

The core strength of the TMT department at this full-service firm is its corporate and transactional work. The firm has helped several international companies establish operations in Brazil, including Babcock-Hitachi and IFS, and continues to advise such clients on a day-to-day basis. "The firm's lawyers show vast experience of

the TMT and IT sectors and of helping foreign companies do business in Brazil," enthuse clients. Partner **Marcela Waksman Ejnisman** (see p.392) leads the telecoms and technology practice and brings complementary IP knowledge to the department. "She's excellent at organising and co-ordinating operations and is a great negotiator," say sources.

Ulhoa Canto, Rezende e Guerra Advogados

See profile on p.478

The firm has historically had a focus on the telecoms sector but has been quick to expand into other technologies, tackling internet, broadcasting and satellite matters. The firm provides clients with full-service coverage with particular strengths in corporate and tax, and considerable experience in dealing with public companies and contracts. "The team is agile, has vast knowledge of the legislation and knows how to meet deadlines and work with the different government bodies," say market sources.

Ewald Possolo Corrêa da Veiga (see p.378) leads the telecoms and technology group and is well known for his corporate expertise. "His work is thorough and detailed and he'll always find the best solution with the surest legal grounding," say sources. **Ana Carolina Pellegrini Monteiro** (see p.375) brings parallel knowledge of public and administrative law to the team.

Veirano Advogados

See profile on p.479

This well-rounded full-service firm is particularly well known for its work in Brazil's regulated industries. The telecoms and technology group comprises a mixture of projects lawyers and partners with industry-specific expertise, providing clients with access to the firm's top transactional and regulatory specialists. The firm advises major domestic players such as TIM, and several prominent multinationals, not least Dell, Nokia and AVEVA. "The team's lawyers are very hard-working, easy to work with and responsive," say clients. "Their analysis is thorough and they show high levels of expertise." Projects partner **Robson Goulart Barreto** (see p.354) focuses on several regulated industries, telecoms and technology among them.

Band 4

Koury Lopes Advogados

See profile on p.429

The telecoms and technology group at this multi-platform firm has a strong transactional practice that attracts international clients trying

to establish operations in Brazil. The team offers clients a mix of corporate and regulatory expertise and all the benefits of full-service support. The technology practice has close links with the firm's IP group and has vast experience working with clients from the pharmaceutical and health sectors.

Karin Alvo (see p.326) brings all-round corporate expertise to the table. "She's a smooth negotiator," say sources; "she never takes her eye off the ball." **Guilherme Ieno** (see p.357) specialises in regulatory work for telecoms companies. Sources describe him as an "excellent lawyer, very dedicated to the area."

Levy & Salomão Advogados

The telecoms practice at this full-service firm falls under the auspices of the regulatory and infrastructure group. The team is compact but multidisciplinary, offering clients expertise in regulatory, competition and dispute resolution. The firm has lately been advising Ericsson on the enforcement of an arbitration award. Clients praise the firm's academic credentials and skill in dealing with government bodies, as well as "deep expertise and market knowledge." Partner and department head **Alexandre Ditzel Faraco** has extensive experience of working with clients in regulated industries, and academic prestige to match.

Opice Blum Advogados Associados

This firm specialises in technology matters, especially issues associated with internet law. The team is celebrated for its niche expertise in dealing with online criminal law cases and fraud prevention. The firm works with some of the best-known names in the Brazilian market, with clients drawn from all economic sectors. "The firm is incredibly knowledgeable about internet law, always available and quick to respond, which is important in such a dynamic field," say clients. Name partner **Renato Opice Blum** is a respected figure in the field of criminal and internet law. Partner **Rony Vainzof** wins client praise for his "great dedication and proactiveness in dealing with our demands."

Rolim, Viotti & Leite Campos Advogados

See profile on p.465

The telecoms practice at this multi-disciplined firm combines tax, regulatory and litigation expertise. Clients are quick to praise its "map-like knowledge of ANATEL" and complementary knowledge of administrative law. The team has been busy defending Vivo in several regulatory cases filed by ANATEL, and is helping Claro in drafting tax incentives in an application for

R&D programmes. “They are thorough and creative lawyers and have deep knowledge of the telecoms sector,” say sources.

Clients are full of praise for **Rodrigo Greco** (see p.355): “He has a great eye for detail, really knows the sector and understands the technical and legal aspects of the business and how ANATEL operates.”

Siqueira Castro - Advogados

See profile on p.472

The firm’s core strength is dispute resolution and it is very active on the contentious side of the telecoms industry. The firm houses one of the largest litigation teams dedicated to the sector and helps clients with mass and strategic litigation. A prime example of the team’s more complex work is its defence of satellite operator Star One in a series of contract disputes with TV Timon. Sources praise the firm’s strong working relationship with regulatory bodies as well as the fact that “the firm has offices all over Brazil and this is very important to us as a client.” Fabio Kurtz is a departmental contact.

Vella Pugliese Buosi e Guidoni – Advogados

See profile on p.480

This is one of the fastest-growing players in the Brazilian legal market. The telecoms and technology team focuses on contracts and commercial transactions and specialises in handling large outsourcing projects. The group offers the full range of legal services, including corporate, tax, labour and dispute resolution, and wins acclaim for its “ability to combine legal recommendations with practical, business-oriented solutions.” In recent times, the firm advised Next IT, a US-based customer service developer, on licensing and distributing its software and services in Latin America.

Founding partner **Frederico Buosi** (see p.335) heads the telecoms group and is described as a “bright and experienced” lawyer who has “outstanding business acumen and interpersonal skills.”

Other Notable Practitioners

Ana Paula Bialer Ingham (see p.333) of Bialer & Falsetti Advogados has been involved in the sector for decades and is president of the Brazilian Association for IT Law. “Her work is wonderful and she’s a very dedicated and hands-on lawyer,” say sources. **Carlos Ari Sundfeld** of Sundfeld Advogados is one of the most experienced public law figures in Brazil. He was involved in the privatisation of the telecoms sector and is very well respected by peers, who consider him a reference in the area. “He’s an amazing lawyer and he was deeply involved in creating the sector’s regulatory framework,” say sources. **Dirceu Santa Rosa** of Simões & Pellegrino Advogados specialises in media and internet law and earns praise for his dedication to understanding the client’s business. He is formerly of Veirano Advogados. Associate **Eduardo Hayden Carvalhaes Neto** (see p.337) leads the telecoms practice at Barbosa, Müssnich & Aragão. He specialises in public and regulatory law and is described by peers as “a very dedicated and diligent young lawyer.”

TIMBERLAND INVESTMENT

Timberland Investment	
Leading Firms	
Band 1	
Gasparini, De Cresci e Nogueira de Lima *	
TozziniFreire Advogados *	
Leading Individuals	
Band 1	
De Cresci Aldo	Gasparini, De Cresci *
Fernandes Duarte	Rossana Siqueira Castro *
Up-and-coming individuals	
Bailoni Marcillo Barbosa	Flávia De Luca, Derenusson *
* Indicates firm/individual with profile.	
Alphabetical order within each band. Band 1 is the highest.	

Band 1

Gasparini, De Cresci e Nogueira de Lima Advogados

See profile on p.423

This firm houses one of the largest teams dedicated exclusively to forestry matters in Brazil. It has been involved in the development of this practice area for the last decade, and has acquired significant experience in helping international clients interested in the Brazilian tim-

berland market. The team is able to work with clients throughout the entire process, from drafting contracts and creating financial structures to giving advice on tax, corporate and real estate matters. In the past year, the firm assisted the German-based Águila fund with a USD130 million investment in the state of Santa Catarina, and advised Bank of America on an USD800 million global timberland fund. Along with a vast knowledge of the legal aspects of timberland investment, this firm is also very familiar with the technical intricacies of the forestry industry in Brazil.

Market sources describe **Aldo De Cresci** (see p.343) as “an intelligent, pragmatic and perceptive lawyer who is not only a specialist in timber but also diligent and commercially minded.”

TozziniFreire Advogados

See profile on p.476

TozziniFreire is in a unique position to assist clients with their timberland investment needs. The team benefits from experts in key areas such as capital markets, banking and finance and real estate. It recently advised The Forest Company in the acquisition of forest assets from Grupo Selectas, in Paraná, an important

case considering the recently introduced legislation to limit the acquisition of rural land by foreign companies. Other relevant clients include Brookfield Brasil and Norske Skoog. The team wins praise for its “experience and innovative approach” and clients highlight the benefits of working with “one of the largest firms in Brazil that has expertise in different areas and provides comprehensive advice.” Vladimir Miranda Abreu is the main point of contact for clients.

Other Notable Practitioners

Flávia Bailoni Marcilio Barbosa (see p.329) joined De Luca, Derenusson, Schuttoff e Azevedo Advogados in 2011 and she is currently leading the firm’s timberland investment practice. Sources praise her “involvement and dedication to the sector” and highlight that “she has an impressive knowledge of timber matters.” **Rossana Fernandes Duarte** (see p.350) joined Siqueira Castro - Advogados in 2012 from TozziniFreire. She combines her knowledge in timberland investment with a wealth of experience in real estate matters. Clients hail her “outstanding attention and high-quality service.”

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Featured in Real Estate (Brazil)

Practice Areas: Transactions focused in the Real Estate market, structuring of real securities with assets located in Brazil, Acquisition and Investment of these companies and financial institutions in industrial and commercial real estates, structuring of investment funds and other real estate businesses, besides drafting and negotiating agreements and conducting due diligences.

Professional Memberships: Brazilian Bar(1995).

Career: Joined the Firm in 2010. Partner at Araujo e Policastro Advogados (2007/2010), Koury Lopes Advogados (2002/2006) and TozziniFreire Advogados (1997/2001).

Personal: The Southwestern Foundation – International and Comparative Law Center from the Academy of American and International Law, Dallas, Texas (2000) and LLB at Faculdade Paulista de Direito of PUC-SP (1994). Nominee as an expert in Brazil to Real Estate Law by Euromoney's Guide to the World's Leading Real Estate Lawyers 2010/2011, Chambers 2010/2011/2012 and Who's Who Legal: Brazil 2009/2011.

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Featured in Labour & Employment (Brazil)

Practice Areas: Partner responsible for the Labour practice group.

Professional Memberships: Vice President of the Union of Lawyers Associations, States of São Paulo and Rio de Janeiro.

Career: Joined TozziniFreire Advogados in 1985.

Publications: Author of Brazil chapter from the "International Employee Equity Plans - Participation Beyond Borders Handbook" (Kluwer Law International, 2003), "Direct Investment: Setting Up" from "Doing Business in Brazil" (Britcham Brazil Publications, 2005) and "A Execução Trabalhista e a Defesa Empresarial" chapter from the book "Direito Empresarial do Trabalho".

Personal: Born in May, 1962. Graduated from the Law School of PUC-SP. Specialisation in Human Resources (FGV-SP).

PEREIRA LIMA, Flávio

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Featured in Dispute Resolution (Brazil)

Professional Memberships: Board of the Brazilian Arbitration Committee; Arbitration Committee of the Portuguese Chamber of Commerce; Brazilian Committee of the ICC Court of Arbitration; First ethics tribunal constituted by the Brazilian Attorneys Association (OAB-SP).

Career: Partner. Extensive experience representing clients in judicial and administrative proceedings in Brazil, both at trial (first instance) and appellate levels. Specialised in commercial arbitration, serving as client advocate and arbitrator in both Brazilian and foreign arbitral tribunals. Bachelor of Laws, Universidade de São Paulo. Languages: English.

PEREIRA NETO, Caio Mário da Silva

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Featured in Telecommunications (Brazil),

Public Law (Brazil), Competition/Antitrust (Brazil)

Practice Areas: Antitrust law and regulation, with emphasis on infrastructure sectors.

Professional Memberships: Brazilian Bar Association (OAB/SP).

Career: Director of the Competition Department of the Ministry of Justice, responsible for the coordination among the three Brazilian antitrust agencies (1999-2000). Consultant to the World Bank evaluating infrastructure industries in Brazil (2004). He is currently also a professor at Fundação Getúlio Vargas Law School.

Publications: Several articles on antitrust law and economic regulation.

Personal: Bachelor of Law from University of São Paulo (1998), LL.M. (2002) and Doctor of Juridical Science – JSD (2005) from Yale Law School (USA).

PEROBA BARBOSA, Luiz Roberto

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Featured in Tax (Brazil)

Practice Areas: Tax litigation, planning and consultancy.

Professional Memberships: Professor at FGV and IICS. Member of IBDT; member of Consultive Council-ABDF

and NEF (FGV); Coordinator tax committee-ABDI

Career: Foreign associate at Bryan & Cave LLP, NY. Partner since 2005.

Publications: Chapter "Tax Succession and the Installment Programs" of book "Bankruptcy Law-New Legislation"; "Swap transactions and tax consequences"; "Accounting and the tax administrative proceeding"; "Recent discussions related to tax on services for financial institutions"; "Insestments offshore-individuals taxation".

Personal: LLB from the São Paulo Catholic University (1994). Specialisation degree in US law from the New York University (2001). Part of Tax Reform Team PEC 233

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Featured in Real Estate (Brazil)

Practice Areas: Capital markets, commercial contracts, corporate, M&A, real estate.

Professional Memberships:

Brazilian-American Chamber of Commerce; Brazilian Bar Association; Brazilian Institute of Business Law; International Bar Association.

Career: Partner of the firm since 2005. Previously worked at Barbosa, Müssnich & Aragão and Demarest & Almeida. Also participates in the administration bodies of several Brazilian companies.

Personal: LL.M. in Corporate Law, New York University Law School, 2002; Specialisation in Foundations of American Law and Legal Education, Georgetown University, 2001; MBA in Business and Economic Law, Fundação Getúlio Vargas, 2000; BA in Law, Pontifícia Universidade Católica do Rio de Janeiro, 1998.

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Featured in Labour & Employment (Brazil)

Practice Areas: Labour law, immigration law.

Professional Memberships: Bar Admission - Brazil (São Paulo, 1998).

Career: Peixoto e Cury Advogados, 1998-2000; TozziniFreire, 2000-02; KLA-Koury Lopes Advogados, 2003-to date.

Personal: Specialist in Labour Law, Faculdade de Direito da Universidade Católica de São Paulo (1999).

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Featured in Banking & Finance (Brazil)

Practice Areas: Domestic and international debt offerings, syndicated loans, trade finance, investment funds, local capital markets, securitisation of exports and other receivables and derivatives. Acts for a number of large international and domestic banks and financial institutions.

Professional Memberships: Brazilian Bar Association; Legislation Committee of the American Chamber of Commerce for Brazil.

Career: Qualified 1993 in Rio de Janeiro, 1996 in São Paulo. Joined the firm as an intern in 1992, becoming a Partner in 1994.

Personal: Born September 28, 1970. Attended American School of Rio de Janeiro, Rio de Janeiro (BA); Santa Ursula University School of Law, Rio de Janeiro (LLB) 1993. Foreign associate, Shearman & Sterling, New York, 1995-96. Currently based in Rio de Janeiro.

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Featured in Corporate/Commercial (Brazil)

Practice Areas: Partner in the Corporate practice group and responsible for the Labor practice group at TozziniFreire's Porto Alegre office.

Career: Joined TozziniFreire Advogados in 2005.

Personal: Postgraduation and Specialisation in: Civil Law, Centro Universitário Ritter dos Reis; Labor Law, Universidade do Vale do Rio dos Sinos; Political Law, Universidade do Vale do Rio dos Sinos; and in Civil Procedural Law, Pontifícia Universidade Católica do Rio Grande do Sul; Update Course in the New Civil Code, Escola Superior do Ministério Público do Rio Grande do Sul; Graduated from the Law School of the Universidade Federal do Rio Grande do Sul.

PIMENTEL GARCIA, Lina

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Featured in Environment (Brazil)

Professional Memberships: IBA Environmental, Health and Safety Committee; Co-Coordinator of the Environmental Law Committee of Study Centre for Law Societies (CESA).

Career: Extensive experience in environmental law within public, private, and third sectors, including positions with the State of Sao Paulo environmental agency (CETESB) and the sustainability department of a renewable energy company. Practice focused on environmental matters such as forest, solid waste, climate change, corporate liabilities, and licensing. Specialisations: Responsible Management for Sustainability, Fundação Dom Cabral; Environmental and Constitutional Law, School of Constitutional Law (ESDC). Bachelor of Laws, Universidade Paulista. Languages: English.

PINHEIRO BARATA, Bruno

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Featured in Dispute Resolution (Brazil)

Practice Areas: Civil Law (Public and Private) and Administrative Law.

Professional Memberships: State Bar of Rio de Janeiro, São Paulo and Federal District.

Career: Practice focused on, but not limited to dispute resolution and defense litigation, including arbitration and mediation. Vice-Presidency and Presidency Internal Affairs Office Assistant; Regional Federal Court of Appeals Legal Assistant; Rio de Janeiro State Secretariat of Planning and Control and Revenue Legal Assistant undertaking issues concerning bidding processes, administrative contracts, public property, and the State Program of Privatisation; Senior Partner at Bichara, Barata & Costa Advogados since 2001.

Personal: Law School-UERJ; Journalism-PUC/RJ; Master Degree in Urban Law-UERJ.

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Featured in Corporate/M&A (Brazil),

Capital Markets (Brazil),

Bankruptcy/Restructuring (Brazil), Banking & Finance (Brazil)

Practice Areas: Public offering of debt and equity in the domestic and international capital markets. Corporate, project and structure finance. Mergers and acquisitions. Banking. Debt restructuring.

Professional Memberships: Rio de Janeiro Bar Association, São Paulo Bar Association, New York Bar.

Career: Qualified in Rio de Janeiro in 1993 and in São Paulo and New York in 1996. Worked at Brascan Administração

e Investimentos S.A. and Banco Nacional S.A. prior to joining the firm in 1993.

Publications: 'Liberalizing the Law, Part II': Project Finance in Latin America, Latin Finance, June 1994. 'Doing Business in Brazil' (Public Offering and New Regulations of the Brazilian Stock Market) The British Chamber of Commerce and Industry in Brazil 'Assignment of Future Credits and the Effects of a Concordata', published in Camara de Comércio Americana.

Personal: Born May 27, 1968. Attended Colégio Padre Antonio Vieira, Rio de Janeiro (BA); Cândido Mendes Law School, Rio de Janeiro (LLB) 1992; Columbia Law School, New York (LLM) 1996. With Shearman & Sterling, New York, 1993-95. Currently based in São Paulo.

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Featured in Telecommunications (Brazil),

Projects (Brazil), Corporate/M&A (Brazil),

Capital Markets (Brazil), Banking &

Finance (Brazil)

Practice Areas: Domestic and international debt and equity offerings, syndicated loans, trade finance, project finance, cross-border lease transactions, structured finance, securitisation of exports and other receivables and derivatives. Acts for a number of large international banks and financial institutions.

Professional Memberships: Rio de Janeiro Bar Association, São Paulo Bar Association, New York Bar.

Career: Qualified 1990 in Rio de Janeiro, 1995 in New York and 1996 in São Paulo. Joined the firm as an intern in 1986, becoming a Partner in 1992.

Publications: 'Liberalizing the Law, Part II': Project Finance in Latin America, Latin Finance, June 1994.

Personal: Born March 5, 1967. Attended Colegio Padre Antonio Vieira, Rio de Janeiro (BA); Candido Mendes Law School, Rio de Janeiro, (LLB) 1990; Columbia Law School, New York (LLM) 1994. Parker School Recognition of Achievement with Honours in International Law, 1994. Foreign associate, Shearman & Sterling, New York, 1993-95. Currently based in Rio de Janeiro.

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Featured in Banking & Finance (Brazil)

Practice Areas: Domestic and international debt and equity offerings, syndicated loans, trade finance, project finance, cross-border lease transactions, structured finance, securitisation of exports and other receivables and derivatives. Acts for a number of large international banks and financial institutions. Senior Partner of the firm.

Professional Memberships: Rio de Janeiro Bar Association, São Paulo Bar Association.

Career: Qualified 1963 in Rio de Janeiro, and 1990 in São Paulo. Joined the firm as an intern in 1960, becoming Partner in 1970.

Publications: 'Debt Renegotiation-Capitalisation Programmes', International Financial Law Review, January, 1988; 'Global Derivatives Study-Enforceability Survey-Brazil', published by the Group of Thirty, Washington DC, July, 1993. 'Sovereign Debt Restructuring From a Defence Perspective' - 1980-90, Latin Lawyer Magazine.

Personal: Born September 7, 1938. Attended Colegio Padre Antonio Vieira, Rio de Janeiro (BA); University of Brazil Law School, Rio de Janeiro, (LLB), 1963. Currently based in Rio de Janeiro.

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Featured in Product Liability (Brazil)

Practice Areas: Consumer law, product liability, civil liability, contracts, recovery of credits, arbitration.

Professional Memberships: Former President of the São Paulo Lawyers Association (AASP).

Career: Partner at Pinheiro Neto since 1996.

Publications: "Consumer Code - Definitions, Principles and Civil Liability Treatment" (Revista de Direito do Consumidor); Brazil chapter in "The International Comparative Legal Guide to Product Liability" (Global Legal Group); "Legal Definition of Consumer Status" (Revista do Advogado); "eBusiness and the Consumer Code" (Revista do Advogado).

Personal: LLB (1986) and LLM (1993) from the São Paulo Catholic University.

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Featured in Labour & Employment (Brazil)

Practice Areas: Labour law, expatriates.

Professional Memberships: Brazilian Bar Association (Ordem dos Advogados) Admission.

Career: May 2007 to date: Senior associate of Lobo & de Rizzo Advogados; 2001 to April 2007: Senior associate of Lefosse Advogados; 2000-01: Senior associate of Thiollier Pinheiro e Branco Advogados; 1995-2000: Independent counsel; 1990-95: Trainee/Head of department of Instituto Químico Campinas.

Publications: "A Insubstância do Contrato de Trabalho nas Relações Envolvendo Altas Remunerações"; and the book "Contrato Internacional de Trabalho - Transferência de Empregados".

Personal: Masters Degree, Catholic University of São Paulo; 1992: Catholic University of Campinas, LLB.

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Featured in Labour & Employment (Brazil)

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Featured in Public Law (Brazil), Dispute Resolution (Brazil)

Career: J G Piquet Carneiro is the seniormost partner of the Brasília office. In the Federal Administration, he served in various offices, including as coordinator and executive secretary of the National Debureaucratization Program, and more recently as chairman of the Commission of Public Ethics of the Presidency and was one of the drafters of the Code of Conduct of the Senior Officers of the Federal Administration. His main areas of work are antitrust litigation, procurement contracts, public biddings, and audits by the Federal Court of Accounts, as well as the Superior Court of Appeals and the Federal Supreme Court.

PISANI, José Roberto

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Featured in Tax (Brazil)

Practice Areas: Taxation, tax litigation, tax consulting and planning, federal income tax, tax on distribution of goods and services, international tax treats, taxes related to import and export.

Professional Memberships: Member of the International Fiscal Association (IFA) and member of the Financial Law Brazilian Association (ABDF).

Career: Partner of Pinheiro Neto Advogados since 1975.

Publications: The Journal of International Taxation - June 1999 - Title: 'With Inflation Whipped, Brazil Takes on Tax Reform'.

Personal: LLB from the Sao Paulo University School of Law; graduate studies in Tax Law at the Catholic University of Sao Paulo.

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Featured in Tax (Brazil)

Practice Areas: Tax law, tax planning.

Professional Memberships: Bar Admission - Brazil (São Paulo, 2002); Assistant Professor at the graduate and post-graduate program, Faculdade de Direito da Universidade de São Paulo, 2009-to date.

Career: Demarest & Almeida, 2001; KLA-Koury Lopes Advogados, 2002-to date.

Personal: Specialist in tax law, IBET/IBDT (2003). CPA, Faculdade de Economia e Administração da Universidade de São Paulo (2008). Master of Economic, Finance and Tax Law (LLM), Faculdade de Direito da Universidade de São Paulo (2009). Reading for a PHD in Economic, Finance and Tax Law, Faculdade de Direito da Universidade de São Paulo.

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Featured in Capital Markets (Brazil)

Practice Areas: Capital markets.

Professional Memberships: Brazilian Bar Association.

Career: Qualified 2003 in São Paulo. Joined the firm in 2005, becoming a partner in 2007.

Personal: Born June 20, 1981. Attended Colégio Pueri Domus, São Paulo (BA); Faculdade de Direito da Pontifícia Universidade Católica, São Paulo (LLB) 2003. Currently based in São Paulo.

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Featured in Tax (Brazil)

Practice Areas: Tax with focus on litigation.

Professional Memberships: Brazilian Bar Association; IFA; Brazilian Association of Financial Law - ABDF.

Career: Partner since 2005, joined the firm in 1990. Head of Tax Litigation Department which represents Brazilian and foreign companies in administrative and court proceedings, including the Supreme Court. Legal advice on tax matters. Lecturer at seminars held in Brazil.

Publications: Author of several articles on Brazilian taxation.

Personal: Born, 1969. Law school, PUC, 1991.

POSSOLO CORRÊA DA VEIGA, Ewald

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Featured in Telecommunications (Brazil),

Projects (Brazil), Corporate/M&A (Brazil)

Practice Areas: Corporate, contracts, M&A, administrative and infrastructure law (telecom, sanitation, ports, etc), antitrust.

Professional Memberships: Brazilian Bar Association (OAB-1983), American Bar Association (ABA) (1988), Brazilian Fiscal Association (ABDF), ICC, IBRAC. **Career:** Bachelor in Law (1983-Brazil); LLM (1986-IU); worked at Gama, Rodrigues, Torres e Maia (RJ, Brazil, 1980-83); worked at Crady, Jewett, Johnson & McCulley (Houston, USA, 1986-87); Presently at Ulhoa Canto, Rezende e Guerra - Advogados (RJ, Brazil, 1987 to present; Partner since 1994); Professor at Candido Mendes and IBMEC Universities.

Personal: Born in Rio de Janeiro, Brazil, in 1959.

PROCKNOR, Marina

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Featured in Capital Markets (Brazil)

Practice Areas: Banking, Finance and Investment Funds; Capital Markets.

Career: Partner. Advises domestic and foreign financial institutions and investors in connection with wide variety of cross-border and domestic banking transactions, structured finance, and securitisations. Focused on investment funds, including hedge, private equity (FIP's), real estate (REIT's), receivables (FDIC's), mutual and exchange-traded, and venture capital (FMIEE's), among others. Clients include local and international asset managers and investment funds. Bachelor of Laws, Pontifícia Universidade Católica de São Paulo; Master of Laws (LLM), Northwestern University School of Law; Certificate in Business Administration, Kellogg School

of Management of Northwestern University. Languages: English.

PROTASIO, Rodolpho de Oliveira Franco

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Featured in Corporate/M&A (Brazil)

Practice Areas: Corporate, M&A, private equity, project finance, energy.

Professional Memberships:

Admitted in Brazil (São Paulo, Rio de Janeiro and Brasília Bar Sections); American Chamber of Commerce (São Paulo); Brazilian Institute for Energy Studies (IBDE); Brazilian Law Firms Center (CESA); International Bar Association (IBA).

Career: Baker & McKenzie (1987-92/1994-96); visiting attorney Baker McKenzie, Chicago (1992-94); co-founder and partner of Mundie (1996-present).

Personal: Catholic University Rio de Janeiro Law School (LLB, 1990); Candido Mendes Law School (post-graduation in tax, 1991); University of California, Davis/Berkeley (Orientation in American Law, 1992); Chicago-Kent College of Law (LLM, 1994).

PUGLIESE, Paola

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Featured in Competition/Antitrust (Brazil)

Practice Areas: Paola advises on competition/antitrust law matters, with particular focus on local and cross border mergers, antitrust risk allocation in M&A agreements, investigations of anticompetitive behavior and compliance programmes. She has experience in various sectors of the Brazilian economy, including mining, aviation, pharmaceutical and medical devices, oil & gas, food & beverage. Paola also has litigation experience in the competition and consumer areas.

Career: Head of Competition/Antitrust at Lefosse Advogados, in cooperation with Linklaters (2007 to date); Levy & Salomão (2005-07) and Pinheiro Neto (1996-2005).

Publications: "The Brazilian Leniency Program", International Antitrust Bulletin by ABA, 2007; "European Union and Brazil - Leniency Programmes: Achievements and Shortcomings", ECLR, 2003.

Personal: Albert-Ludwigs University, Freiburg im Breisgau, Germany, LLM, summa cum laude (2005); Getúlio Vargas Foundation, São Paulo, Specialist in Economic and Corporate Law (2001); University of São Paulo, Bachelor of Laws (1999).

PUPPO, Rodrigo

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Featured in International Trade (Brazil)

Career: Rodrigo Pupo is an associate at Weirano Advogados, where he focuses on World Trade Organization (WTO) agreements, regional trade agreements and customs law. He has consolidated experience in trade remedy procedures and concluded practical trainings at the Brazilian Mission for the WTO and at the Ministry of Foreign Relations. Rodrigo has also worked as international attorney with the international trade group of White & Case LLP in Washington, D.C. He holds a law degree and an LLM from the University of Sao Paulo and an LLM with distinction and a Certificate in WTO Studies from Georgetown University Law Center.

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Featured in Public Law (Brazil)

Practice Areas: Infrastructure, public tenders, concessions, government contracts, administrative law, regulatory law, litigation and alternative dispute resolution (ADR).

Professional Memberships: Brazilian Bar Association and Chamber of Arbitration and Mediation of the Engineering Institute.

Career: Professor of Administrative Law in the Graduate Program of the PUC/SP and Lato Sensu graduate courses at PUC-COGAE and GVLaw - Getúlio Vargas Foundation/SP.

Publications: Author of the book "Desapropriação de bens públicos (à luz do princípio federativo)" and author of several legal articles on Administrative Law.

Personal: Education: Master and Doctor of State Law from Pontifical Catholic University in São Paulo (PUC/SP)

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Featured in Tax (Brazil)

Practice Areas: Tax; Capital Markets; Banking, Finance & Investment Funds; Non-Profit/Exempt Organisations.

Professional Memberships: International Fiscal Association (IFA); International Bar Association (IBA); Best Lawyers Advisory Board.

PEREIRA NETO | MACEDO ADVOGADOS

FIRM OVERVIEW

Managing Partner: Ricardo Ferreira de Macedo

Senior Partners: Edmur de Andrade Nunes Pereira Neto, Erasmo Valladão Azevedo e Novaes França

Partners: Caio Mário da Silva Pereira Neto, Ricardo Ferreira de Macedo, Paulo de Lorenzo Messina, Rafael Barreto de Aguiar Novaes França

Number of partners: 6

Number of other lawyers: 32

THE FIRM: Pereira Neto | Macedo Advogados is formed of highly qualified professionals dedicated to the provision of innovative and creative solutions tailored to meet the needs of its clients, based in modern facilities in the cities of São Paulo and Brasília.

The firm has a unique manner of offering comprehensive advice by exploring the various areas of law that affect business activities, due to the experience of its partners and key associates who have previously worked in highly qualified Brazilian and global law firms, national and multinational corporations, investment banks and government agencies. Moreover, it is able to provide superior service due to higher proportion of partners and senior associates in the team in comparison to other Brazilian firms.

MAIN AREAS OF PRACTICE:

Antitrust: Pereira Neto | Macedo has been active in a number of high profile cases involving mergers, cartels and unilateral practices, obtaining very positive results from its clients with an innovative and strategic approach. The firm is particularly known for being capable of achieving groundbreaking negotiated solutions in complex cases involving both mergers and alleged anticompetitive practices.

Corporate & M&A: Pereira Neto | Macedo has been involved in many important corporate transactions involving public and private corporations (including family-owned businesses). The firm assists companies, institutional investors and financial advisers to develop and implement such transactions, and its assistance includes the gamut from negotiation and structuring of the deal to interface with regulatory and competition authorities.

Regulation & Public Law: The firm has been working on a variety of important matters involving public law issues, especially in relation to infrastructure projects, with extensive experience on administrative contracts, concessions and public-private partnerships, environmental licensing and urban planning law. The firm has been specially active in regulatory issues in sectors as diverse as telecommunications, biofuels, railways, roads, ports, payment cards and water services. Moreover, it has assisted clients in complex public bids involving large projects such as new roads, monorails and radio frequencies for mobile telephones.

LATIN AMERICA OFFICES

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Litigation: Pereira Neto | Macedo has a specialised team for civil and commercial litigation and arbitration, with extensive experience in cases involving corporate and business matters, as well as regulatory issues, consumer claims and civil liability.

Insolvency: Pereira Neto | Macedo advises both creditors and companies undergoing reorganisations. In addition, the team has actively participated on debt renegotiations, seeking amicable solutions to benefit all parties involved.

Labour: The firm has extensive experience on judicial and administrative litigation related to public lawsuits, occupational accidents and labour suits. In addition, it evaluates possible consequences of employment and pension issues in complex transactions

Tax: Pereira Neto | Macedo has a specialised department that deals with tax issues at both the administrative and judicial levels. The team structures efficient alternatives from a tax standpoint to facilitate business transactions. In addition, the firm advises clients with compliance issues and the analysis of tax contingencies.

CLIENTS

Leading Brazilian and multinational corporations in the field of telecommunications, biofuels (ethanol), transportation, construction and engineering, payment cards, petrochemicals, cement, steel, energy, health services, consumer goods, among others. Moreover, the firm has significant experience in assisting trade associations, government agencies, state-owned companies and multilateral organisations.