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20/05/2019 | [Latin Lawyer](#)

M&A report Brazil: January-February 2019

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Eighteen international law firms and 39 Brazilian outfits have helped steer 56 M&A deals that were announced, signed or closed in January and February, according to Latin Lawyer's latest research.

Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados was the busiest among local firms, landing a place on nine deals. BMA - Barbosa, Müssnich, Aragão followed with eight, while Pinheiro Neto Advogados worked on seven. A group of firms - Cescon, Barrieu, Flesch & Barreto Advogados; Dias Carneiro Advogados; Lefosse Advogados; Machado Meyer Advogados and Veirano Advogados – signed off five deals each.

When counting only the transactions with a public deal value, Mattos Filho's deals also had the highest combined value, worth US\$22.3 billion. It was followed by Cescon Barrieu, which had a combined deal value of US\$14.1 billion. TozziniFreire Advogados also performed well, amassing deals worth US\$14 billion in total.

Among the international law firms, Jones Day landed a place on three deals, while Simpson Thacher & Bartlett LLP advised on two. These were the only international law firms to work on more than one transaction in the two-month period.

Several big-ticket deals took place in Brazil during the two-month period. Jones Day and Mattos Filho helped US transport manufacturer Wabtec in its US\$11.1 billion global merger with General Electric's transport business. **Davis Polk & Wardwell LLP and Demarest Advogados advised General Electric.**

Another massive deal was the US\$9.8 billion merger in Brazil's pulp industry between Suzano and Fibria. Suzano enlisted Cleary Gottlieb Steen & Hamilton LLP and Cescon Barrieu, while Fibria worked with Mattos Filho. White & Case LLP and TozziniFreire also landed a place on that deal, advising local industrial group Votorantim as one of the selling shareholders.

In the aviation sector, several law firms helped seal the joint-venture agreement between US aircraft maker Boeing and Brazilian counterpart Embraer. The deal, which gave Boeing an 80% stake in Embraer, was worth

US\$5.2 billion. Simpson Thacher and Pinheiro Neto advised Boeing, while Skadden, Arps, Slate, Meagher & Flom LLP and BMA worked with Embraer.

Across industries, the transport industry saw the most deals in the two-month period. There were seven acquisitions in total. The banking and finance sector was also active with six transactions, while IT and real estate followed on five.

Our report is based on deals of any value submitted to Latin Lawyer that were announced, signed or closed in January or February 2019. Firms linked to reported deals were invited to submit other transactions that occurred during these months. We have included all counsel to the best of our knowledge. If you think your firm's deal has been missed, you can submit it here for consideration.

Closed M&A Transactions Brazil - January & February

	BUYER	TARGET	SELLER	DEAL VALUE US\$ MILLION	INDUSTRY	COUNSEL TO BUYER	COUNSEL TO TARGET
1	Gazit Brasil	Internacional Shopping Guarulhos, Nessun and Levian	Nessun and Levian	35.0	Real Estate	Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados (Partners Rossana Fernandes Duarte, Eduardo Damião Gonçalves and Arthur Gonzalez Cronemberg, and associates Janaina de Cassia Gomes, Anderson Palo do Nascimento, Camila Gomes, Vitor De San Juan, Marina da Cunha Lopez and Raphael Augusto Lopes)	Cescon, Barrieu, Flesch & Barreto Advogados

2	Gran Coffee Comércio	Tok Take Alimentação and Tok Take Máquina de Café	Gustavo De Oliveira Salomão; Juliana De Oliveira Salomão; Gabriel Jorge Salomão Neto and Octavio Nascimento De Carvalho Junior	12.0	Food and Beverages	Veirano Advogados (Partners Sergio Bronstein and Graziela Precoppe Pinto Lima, and associates Raphael Roberto Peres Caropreso, Thiago Mendes de Oliveira and Pedro Rebouças)	Machado Associados (Partners Mauro Takahashi Mori and Rochelle Ricci, and associates Isabela Cunha Marques and Tomas Arruda Fontoura)
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Paul Hastings LLP (Partner Luke Lovine and associates Daniel Grossman and Guillermo Castellanos in New York); Pinheiro Neto Advogados (Partners Luciano Rossi, Enrico Bentivegna and Renê Medrado, and associates

Duarte Garcia, Serra Netto e Terra Advogados (Partners Anna Christina Gimenez Pereira, Francisco Capote Valente,

3	Ivanhoe Cambridge	Prologis Brazil Logistics Venture		481.0	Real Estate	and associates Felipe Tucunduva Heemstede, Fábio Moretti de Góis, Guilherme de Toledo Piza, Bruno Mesquita Marback, Luís Henrique Perroni Fernandes, Rafael Rossini Parisi and Rafael José Lopes Gaspar in São Paulo)	Helena Toledo, Tomaz Henrique Lopes, Guilherme Terra, Jayr Viegas Gavaldão and Douglas Nadalini, and associate Pedro Simões in São Paulo)
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4	UPL	Arysta LifeScience	Platform Specialty Products	4,200.0	Agribusiness and Tobacco	<p>Greenberg Traurig LLP (Shareholders Donn Beloff, Brian Gavsie and Flora Perez, and associates Julie Blackmore and Kiyam Bigloo in Fort Lauderdale; shareholders Kenneth Gerasimovich, Stephen Pepper and Alan Annex in New York; shareholder Lisa Navarro and associate Simon Harms in London; shareholder Cyril Brennan and attorney Rebecca Rotem in Washington, DC; shareholder Robert Simon in Northern Virginia and shareholder Miguel Flores Bernes and associate Rocio Olea in Mexico City); Pinheiro Neto Advogados (Partner Fernando Meira and associate Ricardo Busana Galvão Bueno)</p> <p>Jones Day (Of counsel Ben Witherall and Claire Sheng, and associates Momoko Kanda and Sanjiv Kapur); TozziniFreire Advogados (Partner Luiz Renato Okumura and associates Arão Kang and Daniela Contreras Bochi); BMA - Barbosa, Müssnich, Aragão (Partner Barbara Rosenberg and associates Camilla Paoletti, Gustavo Kastrup, Patricia Avigni, Bruna Trevelin, Vivian Terng and Marcos Ueda in São Paulo)</p>
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5	Marfrig Global Foods	Quickfood		82.0	Food and Beverages	Lefosse Advogados (Partners Carlos Mello, Ricardo Prado, Andrea Caliento and José Carlos Berardo, and associates Jana Araujo, Sara Abdu, Bruna Andreoli and Leticia Angel)
6	AMVAC do Brasil	Agrovant Comércio de Produtos Agrícolas and Defensivos – Indústria, Comércio	John William Redfern Junior, Bianca Redfern Guidolin and Anne Redfern Vessoni	Confidential	Agribusiness and Tobacco	Celso Cordeiro Advogados
7	Kroton Educacional	Centro de Ensino Superior de Marabá; Centro de Ensino Superior de Parauapebas and Centro de Ensino Superior de Paragominas		Confidential	Education	Halembeck Barros Advogados Associados; Lefosse Advogados (Partner Rodrigo Junqueira and associates Laura Affonso, Tatiana Flores and Mariana Okada)

8	Moneycorp Brasil	Novo Mundo Financeira	Roberto Amaral de Almeida; Sergio Amaral de Almeida; Carlos Alberto de Arruda Botelho; Roberto Hugo Ortner; Vinicius Nogueira Carmona and Dorival Lourenço da Silva Net	1.4	Banking and Financial Services	Veirano Advogados (Partners Roberto Rudzit and Guilherme Potenza Paula Bobrow)	Barcellos Tucunduva Advogados (Partner José Luis Leite Doles and associate Dias Patini)
9	Capstone Mining	Capstone Mining	Lara Exploration	7.0	Mining and Metals	Veirano Advogados (Partners Pedro Freitas and Pedro Garcia, and associate Pedro Katz)	FFA Legal (Partner Luis Mauricio Ferraiuoli de Azevedo and associate Ianê Pitrowsky da Rocha)
10	MID-SHIP GROUP	Overseas Logistica Afretamento e Serviços	Marjorie Regina Vaz Lopes and Júlio Valadares Gonzaga	90.0	Transportation	Demarest Advogados (Partners Edimara Iansen Wiczorek and Alessandra Pereira, and associates Daniel Caramaschi, Rodrigo Tozo, Luciano Burti Maldonado and Marilia Kiehl Juzzio)	Azevedo Sette Advogados (Partners Fernando Azevedo Sette and Roberto Ribas Wilson, and associate Luísa Margotti de Carvalho Massara)

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Announced & Signed M&A Transactions Brazil - January & February

	BUYER	TARGET	SELLER	DEAL VALUE US\$ MILLION	INDUSTRY	COUNSEL TO BUYER	COUNSEL TO TARGET
1	StormGeo do Brasil Serviços Meteorológicos	Climatempo		5	Telecoms	Vieira Rezende (Partner Camila Borba Lefèvre and associate Carla Calzini)	Miguel Neto Advogados (Partner José Miguel Neto)

						Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados (Partners Claudio Oksenberg, Andrea Bazzo Lauletta and Kevin Michael Altit, and associates Francisco Zaninotto Mont' Alverne, Mário Márcio Saadi Lima and Alexia Saint-Clair Fernandes Carneiro Caram)
2	Farallon Latin America Investimentos	Concessionária Rota das Bandeiras	Odebrecht Rodovias	441	Transportation	Machado Meyer Advogados (Partners Mauro Pentead and Renato Maggio, and associates Antonio Paulo Kubli Vieira, Estevam Palazzi Sartal and Gabriela Gebara Efeiche)
3	PetroRio Luxembourg	Chevron Brasil Upstream Frade	Chevron	450	Oil & Gas	Houthoff (Partner Andre de Neve and associate Jessica Den Dekker), King & Spalding LLP (Partner Vera de Gyrfas), Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados (Partners Giovani Loss, Leonardo Homsy, Renata Zuccolo and Luiz Gustavo Bezerra, and associates Bruno Chedid, Saulo Pádua, Fernanda Fernandes, Tarsilla Loureiro, Felipe Graccho, Paula Camara, Gedham Gomes, Meg Cirilo, Rafael Filippis, Daniel Landim, Catharina Araujo, Jaqueline Joseph and Eduarda Motta) Tauil & Chequer Advogados in association with Mayer Brown LLP (Partners Alexandre Chequer and Alexandre Calmon, and associates Luciana Sodré and Livia Seabra)

Machado Meyer Advogados (Partners Eduardo Castro and Elie Jaques Sherique, and associates Bianca Telles Menchise, Igor Marcell Ramos Finzi, Luiz Fernando Faia Mascaro and Murilo Bertoldi Filho)

4 Madrid Fundo de Investimento em Participações Multiestratégia Grupo Madero and Madero Indústria e Comércio 185 Food and Beverages

5 Chevron Petrobras America Petrobras America 562 Oil & Gas

Jones Day (Partner Jeffrey Schlegel and associates David Stringer and Zahra Usmani in Houston; and counsel Artur Badra and associate Fernando Pastore in São Paulo); Stocche Forbes Advogados (Partners Domingos Refinetti and Guilherme Coelho, and associates Ivo Bari and Rafael Andrade in São Paulo)

Linklaters (Partner Alberto Luzárraga, counsel Shane Milam and Michael Kam, and associates Gabriel Silva and Isabella Correa in New York)

DLA Piper LLP (Partners Konrad Rohde, and associates David Klock and Christian Georg in Frankfurt; partner Benjamin Parameswaran, counsel Dr Henriette Norda and Dr Isaschar Nicolaysen, and associates Diedrich Schröder and Liane Bednarz in Hamburg; counsel Sebastian Kost and associate Georg Haberkorn in Munich; partners Jon

6 The China
Navigation
Company

Rudolf Oetker,
Furness Withy
Chartering and
Alianca
Navegação

Confidential Transportation

partners Jon
Kenworthy,
Martin Nelson-
Jones, Linos
Choo and Leon,
legal director
Joel Eytel,
associates
Sarah Riley, Liam
Freeman,
Melissa
Wilkinson, Helen
Vickers and Beth
Casinelli in
London; partner
Clare Gregory,
legal director
Beverly Ensor,
and associate
Robert Spencer
in Sheffield;
partners Tim
Lyons and
Richard
Edwards,
counsel Hedley
Roost, solicitor
Kirsty Hall and
associate Lori
Lim in
Melbourne and
partner Leanne
Nickels and
solicitor David
Kiel in Perth);
Campos Mello
Advogados
(Partner Fabiano
Gallo, and

						associates Rafaella Chiachio, Flavia Cerutti and Barbara Bittencourt in Rio de Janeiro)
7	Athena Saúde Holding	Multivida		Confidential	Banking and Financial Services	Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados (Partners Paula Vieira de Oliveira, Maria Fernanda e Prado Silva, Juliana Gomes Ramalho Monteiro and Ana Candida Sammarco, and associates Victor Gelli Cavalca, Guilherme Woo de Moraes Terrate and Maria Clara Vargas Vieira Astrachan) Pinheiro Neto Advogados
8	Weg-Cestari Redutores e Motorreductores	Geremia Redutores	Geremia Family	Confidential	Manufacturing	Rolim, Viotti & Leite Campos Advogados (Partner Fabio Appendino) TozziniFreire Advogados (Partner Maria Medeiros Bofill)
9	Tarpon Investimentos	Petlove		Confidential	Consumer Goods	Manassero Campello Advogados (Partner José Eduardo Manassero)
10	Edenred	Banco Topázio	Banco Topázio shareholders	Confidential	Banking and Financial Services	Cescon, Barrieu, Barreto & Flesch Advogados (Partner Cristina Bueno and associates Vitor Stern, André Bertella, Ricardo Lara Gaillard, Clovis Lores and Lucas Bueno) BMA - Barbosa, Müssnich, Aragão (Partner Helio Alvarez Sales da Cunha and associate Isabelle Cadier Baroni)

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