

Trench
Rossi
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**ISRAELI
DESK**
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ISRAELI NEW FRONTIERS

The relationship between Brazil and Israel is one of the most prolific today. Commercially, relations between the two countries have been considerably strengthened in recent years and, today, according to the Ministry of Industry and Foreign Trade (MDIC), trade relations with Israel represent 1% of Brazilian foreign trade. In 2018, Brazil imported US\$ 1.17 billion from the country.

The connection between Brazil and Israel is also strong due to the large Jewish community in Brazil, estimated at over 120,000 people, and one of the ten largest Jewish communities in the world.

Trench Rossi Watanabe is one of the largest law firms in Brazil and ranks among the top firms in nearly all areas of practice. We bring to bear expansive cross-border capabilities and over half a century of experience advising on all aspects of complex, pioneering deals. With more than 200 practitioners in the key cities of São Paulo, Brasília, Rio de Janeiro and Porto Alegre, we can steer you with

knowledge and confidence through Brazil's laws, legal system and unique business practices. Trench Rossi Watanabe also offers clients access to a global perspective through its strategic cooperation agreement with the firm Baker McKenzie – one of the most extensive and solid networks in the legal market. This cooperation give us the opportunity to develop projects collaboratively, with lawyers with extensive knowledge in various jurisdictions, providing the service that our customers need, wherever it may be. Always seeking to be ready for the economic challenges of the new century, Baker McKenzie has more than 4,000 lawyers spread across 77 offices worldwide.

Finally, it is worth mentioning that our Israeli Desk is composed of lawyers who share a connection with Israeli culture and values, allowing our team to provide specialized legal services by strengthening the "know your client" concept adopted by our Firm.



MEETING YOUR NEEDS

Our Israeli Desk provides a broad range of services to companies trading with or investing in Brazil or Latin America, with a particular focus on the following areas:

Antitrust/Competition. Counseling on merger control filings and antitrust investigations, including cartel and abuse of dominance cases; negotiation and submission of leniency applications; representation of companies in judicial review litigation; assistance with antitrust audits and compliance programs.

Banking & Finance. Assistance on all aspects of international and local banking, including investment funds, trade financing, derivatives, compliance, debt restructuring, licensing and registration, project finance deals and foreign public debt; advice on administrative proceedings before the Brazilian Central Bank and other regulators.

Compliance & Investigations. Advice on diverse compliance issues and governance and risk management, including development and implementation of proactive compliance programs and responsible business practices; in-company, custom-made training; risk assessment and auditing; investigations and remediation; and representation in civil, criminal and administrative proceedings.

Corporate & Securities. General counseling on all aspects of corporate and capital markets matters, including issuance of securities, listing and delisting of corporations, tender offers, reporting and disclosure obligations; assistance with quarter and annual reports as well as all related legal and regulatory approvals associated thereto.

Corporate Criminal Law. Counseling on litigation matters, including search and seizures, criminal investigations and lawsuits.

Dispute Resolution and Arbitration. Prevention and management of conflicts, including ADRs; representation and defense of rights in judicial, judicial reorganization and arbitral proceedings at both domestic and international levels.

Energy, Mining, Petrochemicals & Infrastructure. Full project assistance, including M&A transactions, privatization, public-private partnerships, public bids relating to E&P, mining and power, development of greenfield and brownfield projects, project finance (including guarantees), project contracts (including EPCs, JOAs and long-term supply); advice on regulatory, tax and environmental issues.

Environment. Consultation on environmental and health safety management; environmental auditing and due diligence; negotiation with governmental authorities; environmental crisis management; participation in international negotiations and projects under the Clean Development Mechanism and Joint Implementation Mechanisms of the Kyoto Protocol and voluntary markets.

Information Technology & Communications. Legal and regulatory assistance, including counseling in complex IT transactions and agreements, outsourcing structuring and deals, and e-commerce.

Insurance. General counseling on all aspects of insurance activities, including investment and new products structuring, currency exchange controls, taxation and financing; structuring of portfolio transfers, investments on or divestitures of insurance business, as well as all related legal and regulatory approvals associated thereto.

Intellectual Property. Protection of IP rights and enforcement of the Industrial Property Law; assistance in anti-counterfeiting and border control programs, biotechnology, licensing and royalties structuring and taxation.

International Trade. Advice on international trade rules, WTO agreements, Mercosul dispute settlement and market access; counseling on foreign trade operations, trade barriers, import and export restrictions and trade remedies; representation in antidumping investigations, international trade disputes brought before the Brazilian government and Mercosul.

Labor, Employment & Employee Benefits. Labor audit, due diligence, investigations, counseling in all labor, health and safety and social security issues, profit sharing plans, hiring and termination of executives, review of benefit packages and bonus plans, stock option plans, collective negotiations, health and safety matters, administrative labor matters, and collective and individual labor litigation.

Mergers & Acquisitions. Structuring and negotiation of deals involving acquisition and sale of business and assets for both strategic and financial investors, joint ventures and corporate restructuring; due diligence and organization of data rooms, legal risk remediation and regulatory approvals for various mergers and acquisitions.

Pharmaceuticals, Foods & Cosmetics. Assistance in all aspects related to these industries, including regulatory, registration and approvals with the Agency of Sanitation (Anvisa) and Ministry of Agriculture, IP, tax, labor, consumer protection and competition, compliance, litigation, mergers and acquisitions, distribution and commercialization contracts, outsourcing of manufacturing and co-sharing agreements.

Public Law. Advice on public-private partnerships, public biddings and contracts, and administrative litigation; counsel on Administrative Limitations to the Property Rights, Administrative Dishonesty Act and Public Finance and Tax Liability Act.

Real Estate. Assistance with the purchase, sale and lease of property; shopping center contracts and real estate development, structuring and securitization.

Tax. Advice on all Brazilian direct and indirect taxes, as well as on social security and customs matters; focused support on tax litigation and tax consulting and planning, including taxation on inbound and outbound investments, acquisitions and corporate restructuring, transfer pricing, supply chain planning and use of tax treaties.



INTERNATIONALLY RECOGNISED QUALITY

Trench Rossi Watanabe is recognised as one of the best Brazilian law firms by the following publications:

CHAMBERS
AND PARTNERS

LATIN
LAWYER

LACCA

THE LEGAL 500

IFLR1000

LEADERS LEAGUE

GCR

ANÁLISE
ADVOCACIA 500

WHO'S WHO
LEGAL

BUSINESS ORIENTED ADVICE

Our advice is focused to solve business issues beyond the legal ones. In order to make it possible we:



Understand

Learn about the client's industry, who the client's competitors are, understand the latest trends/challenges and upcoming legislation, understand the client's business, organization and culture.



Communicate

Interact regularly with the client to understand their business issues and drivers.



Make advice easy to understand

Avoid legal jargon and unnecessary detail. We also explain our complex legal issues in a simple way.



Look beyond the legal problems

Ensure that our advice addresses the business problems and fits with the client's strategy.



Make advice relevant to the client's needs

Experience in advising to business areas and, for that reason, we always consider the audience's expectations when delivering advice to adjust it appropriately.



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