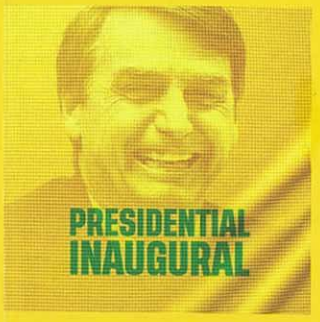
IT'S TIME FOR

BRAZIL *in* SINGAPORE

G20 Unites Brazil & Singapore



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INVEST & EXPORT BRAZIL
Trade and Investment Guide

If You Have Global Growth on Your Mind *by Caroline Mollica*

Brief perspective of a Brazilian lawyer working in Singapore

Unsurprisingly, the phenomenon of globalization has not only resulted in a number of significant changes in the social, economic and political spheres around the world, but also has directly influenced business and legal environments worldwide.

In the last decades, globalization has forced law firms to be prepared to advise international clients dealing with cross-border transactions that often involve parties belonging to numerous different jurisdictions. This has directly contributed to law firms becoming more global and also led to the emergence of new actors in the legal industry and new business practices, such as international arbitration courts and an increased use of arbitration as a mechanism for dispute resolution between players from different jurisdictions. Those facts have then enabled individuals and private and public entities from diverse jurisdictions, which are often subject to different legal systems, i.e. Common Law and Civil Law, to transact with each other.

It is also evident that most of the current international business relationships result from the economic and commercial interdependence between different countries. This has also enhanced a commercial approach between geographically and culturally remote countries and, therefore, has increased the level of internationalization of businesses and the promotion of legal pluralism. The growing demand in Asia for goods produced by Latin American countries, combined with Latin America's need to receive foreign investments from Asia, is a good example of said interdependence and approach.

Historically, the Latin American countries have focused on establishing trade relations with the United States, the European Union and other countries in Latin America. However, in recent decades, diplomatic and trade relations with numerous Asian countries were initiated and/or intensified in several sectors of the Latin American economy. As a result, China, for instance, is currently the main trading partner of Brazil in Asia, and is also one of Brazil's top 10 foreign investors, focusing on greenfield projects, mergers and acquisitions and joint venture transactions. Japan and other countries from Southeast Asia have become an important market for Brazilian commodity exports as well.



Caroline Mollica

Pioneering Collaboration

Capitalizing on the increased demand for business among Latin American and Asian clients, **VEIRANO ADVOGADOS,** a leading Brazilian law firm, and **DUANE MORRIS & SELVAM LLP**, a Singapore-based international law firm, have decided in recent years to combine the synergies of their respective Asia and Latin America Desks. The main purpose of such pioneering collaboration is to offer a more comprehensive and personalized full legal service to their clients seeking business opportunities in both continents, which includes, among other strategies, the mutual exchange of lawyers.

After 12 years practicing in the area of mergers and acquisitions and infrastructure projects in Brazil, of which almost eight years as an associate of Veirano Advogados, I recently joined the Latin America Desk of Duane Morris & Selvam in Singapore. Having worked with leading clients mainly from China, India and Singapore, I can state that this collaboration definitively benefits our Asian and Latin American clients by overcoming the legal challenges presented by deals that involve more than one jurisdiction, as well as by bridging the cultural gap which exists between our regions. In addition to assisting on challenges from Brazil's complex legal system, our work also involves helping our Asian clients to have timely and competitive access to the current business opportunities that are available in the region, especially in Brazil.

The interaction between our two firms has also contributed to the enhancement of our lawyers' skills. Through daily exchange of experiences, we are becoming more capable from a technical standpoint and definitively more aware of the cultural customs and expectations of our multicultural Latin American and Asian clients. And this is what definitively permits us to provide a more personalized and effective assistance to our clients, adding value to the relationship.



(From left): Ronaldo Veirano, founder of Veirano Advogados, Caroline, Ambassador Damico of Brazil, Eduardo Ramos-Gomez, Partner at Duane Morris & Selvam, Ambassador Fredesman Turro of Cuba, Ambassador Dr Balfaqeeh of the UAE, Ambassador Carlos Vasquez Corrales of Peru, Ambassador Florin-Marius Tacu of Romania, and Ambassdor Fabrice Filliez of Switzerland