



ENGLISH

LIMA
e FALCÃO
—
ADVOGADOS



Lima e Falcão is one of the most highly regarded law firms in Northeast Brazil.

Founded in 1995 and based in Recife, Lima e Falcão Advogados is one of the most highly regarded law firms in Northeast Brazil. The excellence of its work has been recognized by national and international organizations and it has, among other awards, been accorded the highest commendation given by the prestigious law journal Chambers and Partners to a firm in the Northeast Brazil.

With a tradition of providing litigation services and legal advice for clients, the firm has been pioneer in the provision of full service, operating in all branches of law, always with a focus on the client's range of business interests, giving priority to the particular needs and expectations of each.

At present the firm has a multidisciplinary team of more than 100 professionals specializing in various fields. In addition to lawyers, the team includes professionals with a background in economics, business administration, accountancy, architecture, and engineering.

The firm is constantly investing in Information Technology, Human Resources and valuing people, with a special emphasis on ethical and moral principles in all its work.

Infrastructure

The office has a branch or association in all the capitals of the Northeast providing a uniform standard of care. In other states of Brazil operates through Legal Correspondents and abroad is associated with office in London.

Keen to provide a modern high-quality working environment, Lima e Falcão Advogados has a full infrastructure that ranks among the best in the country and the most up-to-date technology. This infrastructure enables the firm to provide services with a high degree of accuracy, efficiency and convenience.

The excellence of our work is recognized by national entities and international.

RECIFE (Head Office)	SALVADOR
BRASÍLIA	LONDON
JOÃO PESSOA	SÃO PAULO



- The head office has a floor space of 1,600 m² and is strategically located on one of the city's most easily accessible thoroughfares.
- It has a library with a stock 2,000 books and periodicals.



- A high-performance network uses state-of-the-art equipment.
- Smartphones, tablets and laptops are made available for staff.
- Highly accessible physical and virtual servers are designed to function non-stop.



- Modern tools provide maximum information security for clients.
- Cases, contracts and publications are managed using advanced modern software – Seven Gerenciador Jurídico.

The firm also uses:

- Integrated Financial and Accounting Software – Megassistemas Corporativos.
- Business Intelligence (BI) and Reporting Software – QlickView.



- Communications and management systems that enable all work processes to be accompanied by staff and clients alike.
- A Microsoft Office 365 e-mail management system.



Lima e Falcão areas of expertise

Administrative

Administrative Law

The firm has a sector specializing in various kinds of bids for tender and continuous management of public works contracts, scrutinizing and quantifying losses, drawing up administrative claims and taking legal action to recoup these losses.

In addition to these activities, the Administrative Law team is known for its experience in administrative cases involving General Accounting Offices and other State and national comptrollers. The team is also renowned for its technical quality and its agility in providing advice on court cases involving administrative misconduct.

The team of lawyers also has wide-ranging experience in providing consultancy services regarding all aspects of the regulation of telecommunications, water and sanitation, electrical energy, transport, oil and gas, and mining. The sector specializes in concessions for private management of various segments of the state government.

The sector's special services include the representing companies in dealings with the National Electricity Agency – ANEEL, the National Petroleum Agency – ANP, the National Telecommunications Agency – ANATEL, the National Health Surveillance Agency – ANVISA, and other regulatory bodies.

Lima e Falcão Advogados participates in one of the most important projects in the Northeast Region, advising and assisting the Public Authorities and private companies in public bids and administrative contracts which involve public works, public service concessions, and public-private partnerships. The firm has outstanding practice experience in the harbor, road, logistics, and sanitation sectors.

Business Structuring

Business Structuring

In keeping with the tendency among large-scale law firms in Brazil and overseas, Lima e Falcão Advogados provides specialized personalized business structuring services for national and international investors in a wide variety of sectors of the economy.

The firm is involved in the design and installation of various undertakings in fields that include solar and wind power, biotechnology for medicine, ocean fishing, the building cladding industry, and pre-molded and auto parts.

Lima e Falcão is known for its extensive experience in the real estate sector and for its expertise in drawing up and negotiating contracts relating to this sector. Especially worthy of note is its solid performance in the development of urban projects, especially the regeneration of urban areas, the construction of planned neighborhoods and the development of projects involving infrastructure and urban mobility.

The business structuring team includes both internal staff members and associate consultants who specialize in developing residential or commercial real estate projects, economic feasibility studies and funding.

Business Structuring

Business Structuring London Branch

Through its office in London, Lima e Falcão Advogados provides legal consultancy services for companies interested in investing in Brazil and the United Kingdom. The firm has extensive experience in the field of mergers and acquisition, company set-ups, joint ventures, various commercial transactions, and the restructuring of companies.

The firm has a special consultancy company for business structuring and specialized demands – Multidisciplinary Consultancy (MC) – which provides multidisciplinary consultancy services for companies to do business in Brazil and the UK. This company has a team of experienced professionals in various fields.

Lima e Falcão's London team is connected to an international network of clients, including Brazilian companies interested in various kinds of business, such as new technologies and the development of research, products, and services.

Consultancy and Controllership

Consultancy and Controllership

Lima e Falcão disposes of a technical staff exclusively dedicated to the expansion of efficiency in the monitoring, control, and resolution of judicial and extrajudicial proceedings. The area, attentive to the needs of the clients, offers specialized legal support and consultancy to promote agility, predictability of results, through constant projections, and technical and management improvement in the processing of cases.

The team performs due diligence and continuous monitoring of processes, in an interconnected and cross-sectional way with all the areas of the firm. In that way, it acts in the identification of strategic processes, in the qualification of managing procedures, in the improvement of legal thesis and argumentation, in the elaboration of technical notes, and in updating and deepening research, in order to guarantee high standards, office development, and high productivity.

Corporate Law and Contracts

Corporate Law and Contracts

Lima e Falcão Advogados Corporate Law team provides assistance for companies with their day-to-day legal needs and various types of project, regardless of the level of complexity. The quality of their work has received international acclaim, and they have been awarded the highest classification by Chambers Latin America, in the General Business Law category.

The qualified team of lawyers assists with the setting up of new businesses, helping large and small companies alike to obtain licenses, authorizations and even investment. Lima e Falcão is able to use its extensive network to establish contacts between foreign clients and national companies, making all kinds of business relation possible.

The office routine includes accompanying Initial Public Offerings (IPOs) and advising Brazilian and overseas companies regarding strategic alliances, joint ventures, and mergers and acquisitions. The team provides high quality assistance with all phases of such projects: from initial legal audits to the issuing of contracts, always ensuring that there is effective communication between the various departments involved.

The Corporate Law team is also known for its high-quality work on services such as corporate restructuring, estate planning, and asset protection. In terms of litigation, the team provides assistance with the resolution of corporate disputes and cases of receivership or bankruptcy.

Civil Litigation

Civil Litigation

Lima e Falcão Advogados has a long history of working in civil litigation, representing its clients in all fields and all levels of the court, administration, and arbitration system in Brazil. The firm has wide-ranging experience in all branches of civil law, especially Banking Law, Contracts, Civil Responsibility and Consumer Rights.

Lima e Falcão also has a technical and logistical structure capable of processing large volumes of litigation, comprising lawyers, paralegals and an extensive network of specially selected correspondents.

With a strong track-record working in courts, at the Consumer Protection Agency – Procon, and with inspection agencies at all levels of government, the firm is renowned in Northeast Brazil for its pioneering unit specializing in negotiations, whose aim is to reduce the number of lawsuits, thereby cutting costs for clients.

Criminal Law

Criminal Law

Seeking to provide a quality service to the most varied needs of its clients, Lima e Falcão Advogados, following the concept of full-service legal practice, offers services in the criminal area to private individuals and legal entities, in the condition accused or victims of crimes.

The operation of the team involves all the spheres of Criminal Law and, among its specialties, the large experience in criminal proceedings involving bankruptcy felonies, economic crimes, tax crimes, environmental crimes, and public health crimes.

The team performs the defense of its clients in inquiries and criminal lawsuits, monitoring them in all stages, and also gives assistance in the accusation process, when it refers to a victim of a criminal lawsuit, namely a private individual or a legal entity. In addition, it offers consultancy and prevention services to companies, thoroughly analyzing compliance policies and the possibility to reduce risks.

The services can also be provided in an advisory way, seeking to minimize the risks in the developed activities, avoiding clients from becoming victims of criminal practices. The firm understands the importance of providing assistance to companies by repressing illicit and deceptive practices.

Customs and Foreign Trade

Customs and Foreign Trade Law

With Brazil's adherence to the most recent and modern rules of foreign trade, legal management in its customs and international activities has become essential for players or stakeholders.

Lima e Falcão Advogados legal solutions through consultancy offering legal security in the activity of import, export and international logistics. The office has trained professionals with specific technical knowledge to act in the regulatory analysis for tax benefits; customs administrative procedures; defense of customs infraction notice; release from seizure; defense of abusive charges for container demurrage and management of special customs regimes.

The Customs and Foreign Trade team advises its domestic and foreign clients seeking business opportunities in Brazil and abroad through corporate solutions that aim to reduce risks in operations, including drafting international agreements and contracts, instruments commercial defense and assistance in litigation and arbitration.

Energy And Water

Energy And Water

Lima e Falcão Advogados has an experienced team specializing in the Brazilian electrical energy sector, providing advisory services in all branches of law related to energy and water. The team represents its clients before regulatory agencies and other government organs and provides specialized advice to clients on their relation to electric energy utility providers.

The Energy and Water team provides preventive consultancy services, drawing up reports and legal opinions and participating in negotiations regarding specific contracts in the sector. With a view to facilitating the operation of national and overseas companies starting out in Brazil, the team conducts legal feasibility analyses of energy generation projects, including those using alternative sources. It also draws up personalized business models and advises on the setting up of companies aiming to exploit the desired undertakings.

The professional staff members are highly qualified to provide advisory services regarding the management of land-ownership for transmission enterprises; to negotiate contracts relating to use of, access to and connection of transmission and distribution systems (CUSD, CCD, CUST, CCT); to assist clients in applying the sales rules and procedures stipulated by the Chamber for the Sale of Electrical Energy – CCEE, the National System Operator (ONS) Network Procedures, and the Distribution Procedures – PRODIST, and to enable them to participate in auctions.

Entertainment and Media

Entertainment and Media Law

The firm provides legal advice, litigation services and legal models and feasibility studies for the arts, a field covering entertainment, audiovisual productions, the media and communications, technology and content, sport, the recording and publishing industry, the distribution of content, copyright, and advertising.

It offers consulting services on business models and arts and entertainment industry practices, with a view to providing strategic legal solutions for the development and conclusion of projects.

Environmental

Environmental

In keeping with the new development paradigm, Lima e Falcão Advogados Environmental Law team provides indispensable services for companies wishing to invest in Brazil. The team suggests the best way to adapt business activities to the applicable environmental norms, from the planning stage through to operationalization of the undertaking, resulting in a significant reduction in risk and costs.

Lima e Falcão Advogados provides specialized legal assistance regarding a range of environmental issues and has considerable experience with legal and administrative proceedings. Its areas of expertise include: forestry legislation, solid waste, licensing, water resources, mining, climate change, cultural heritage, the use and occupation of land, and environmental management.

The team carries out legal audits relating to the environment and has a multidisciplinary team to conduct environmental studies. It is also highly qualified to provide advisory services regarding the regularization of environmental liabilities and runs courses and in company training sessions to discuss issues relating to environmental law and environmental education.

Family and Succession Law

Family and Succession Law

Our lawyer team offers specialized technical service in the area of Family Law, with ramifications in Successions, Protection, and Family Estate Planning Organization, as well as it acts in the defense of inherent rights to the family relations, including all of their nuances, also covering the aspects related to adoption, individual and property law in a common-law marriage, blood and socio-affective kinship, homo-affective law, estate planning, and preventive succession planning.

We understand that there is not only one way to constitute a family, as well as understand that the fast social modifications in this sphere may bring doubts and insecurities that the laws, the doctrine, and the jurisprudence shall try to solve, even though the facts are presented to the Law in great quickness.

We offer support and seek ways of tackling each case's specific needs, in all aspects related to family and estate planning.

The firm seeks to attend to the needs related to consultancy and in defense of disputes in the Family Law area, as well as legal consultancy and assistance to companies, aiming at the constitution of Holding, Estate Planning, and Succession Planning.

Fashion, Aesthetics and Cosmetics

Fashion, Aesthetics and Cosmetics

Following the growing demand of the Brazilian and global market, we offer our services to those who are looking forward to a potential and direct investment in the sector. With support at all stages, Lima and Falcão Advogados have a qualified multidisciplinary team - based on every legal apparatus present in the legislation - to concretize ventures, both in the creative and advisory. Consultancy on business models and practices of the fashion, aesthetics and cosmetics industries, with the objective of offering viable solutions for maximizing profitability and consolidating projects.

Fashion Market

Currently, the fashion market has resumed its growth rate since the 2008 crisis. In 2017, the market moved around US \$ 2.4 trillion worldwide, following an upward trend in 2018. It can be seen a rise in sales in volume and value for 2019, caused by the resumption of consumption. Therefore, anticipating the birth of several trends in 2019, there will be an increase in the insertion and usability of fashion information and a greater added value, taking advantage of the market warming in this sector.

Aesthetics and Cosmetics Market

Although the country is in a difficult financial stage, the beauty market is becoming stronger. Brazil became the third country with the largest aesthetic market in the world. According to the Euromonitor Beauty and Personal Care Survey, by the year 2020 Brazil will have an accumulated increase in this sector, which will reach 14.3%, an average growth of 2.7% each year. Having a good position in the market is the wish of all professionals and clinic owners. But for this, it is necessary to have a comprehensive career, especially for the aesthetic sector, which demands more and more professionalism, in addition to always seek new updates and investments in the area.

Infrastructure And Regulation

Infrastructure And Regulation

The Infrastructure and Regulation team is known for its work in the ports, highways, logistics and sanitation sectors and also has extensive experience advising both the public authorities and private players regarding the selection process for the concession of public services, bids for tender, technical procedures and declarations of interest.

Its team of lawyers has won renown for the quality of consultancy services it provides to public service concession projects and private-public partnerships – PPPs, providing advice on the execution, review and renegotiation of this kind of contract. The team also provides legal support for companies setting up consortia and associations, drawing up and revising the statutes of public utility companies.

The Infrastructure and Regulation team has experience in drawing up legal models for green-field projects and developing financial structures and operations for project finance, securitization of receivables and other securities used to finance infrastructure projects.

Intellectual Property Law

Intellectual Property Law

In today's dematerialized economy, the protection of intangible assets is indispensable for ensuring the competitiveness of companies in many different areas. Regardless of the specific business activity, branding, design and technological innovation are part of the strategies in companies that seek steady and continuous growth.

Lima e Falcão is aware of this scenario, and it offers legal advice and consultancy in the registration of intellectual assets and property, in the enforcement of the rights arising from this new reality, and in the elaboration of specific contractual instruments for commercial relations that involve intellectual property.

In the administrative scope, Lima e Falcão works in direct contact with the National Institute of Intellectual Property (INPI), represented by the team headquartered in the city of Rio de Janeiro and dedicated to pursuing procedural promptness in the registration of brands, patents, industrial design, computer programs, integrated circuit topographies, and geographical indications. The firm has also expertise in the registration and the protection of domain names before the Managing Committee of Internet in Brasil (CGI.br), acting with efficiency and quickness against practices of cybersquatting and typosquatting.

In the judicial scope, Lima e Falcão also acts at the national level, enabling the effectiveness of rights against practices of improper use, unloyal competition, counterfeiting, and other examples of harmful behavior against the economic utilization of the intellectual property by its owners. In addition, Lima e Falcão Advogados promotes the protection of artwork by Copyright Law, and its services involve the preparation of license agreements, royalties agreements, authorization of use, etc. Acting in a partnership with the Entertainment Law team, the firm also structures businesses intending to facilitate that artworks reach the market in the form of cultural products, ensuring the financial return to its creators.

Labor Law

Labor Law

Lima e Falcão Advogados Labor Law team is known for its solid work providing litigation services and legal advice for large companies in Brazil and overseas.

Its professionals provide specialized preventive consultancy services, mapping weak points and gaps in clients' business models and developing strategies to improve company management. To this end, it carries out audits, establishes due diligence, and performs analyses and provides guidance on the clients' handling of labor issues.

The Labor Law team is highly qualified in the provision of litigation relating to Individual and Collective Labor Law. It works in all fields and at all levels of the legal system and with administrative organs and has had an especially illustrious performance in accompanying investigations by the Office of the District Attorney for Labor Law and in defending clients in a civil inquiry or public civil action.

The team also has expertise in drawing up individual employment contracts and collective employment deals, with extensive experience of participation in collective bargaining and conciliation procedures.

Maritime and Port Law

Maritime and Port Law

Lima e Falcão Advogados is an office prepared to provide a specialized service in the area of Maritime and Port Law, through a team of highly qualified professionals, who combine theory and practice, aiming at a personalized and differentiated service to their clientele, especially in legal advice, assistance and technical expertise in complex maritime and port activities, in addition to working in all related areas, such as Administrative, Customs, Environmental Law, Fisheries, Competition, International Maritime Contracts, in addition to the Labor, Tax, Corporate and Insurance areas, either in judicial, administrative or arbitral litigation.

This theoretical and practical expertise (at sea and in ports), combined with quality academic production, is provided by a network of lawyers, in a multidisciplinary way, with technical support for users of Ports & Ships, such as: shipowners, transporters and charterers, insurance companies, damage commissioners, brokers, traders, ship commanders, naval and port engineers, importers, exporters, port authority, OGMO, terminals and port operators, sea transporter, NVOCC, freight forwarder, port practitioners, crew, P&I clubs, classification societies, shipyards, shipping companies and agencies, transport service providers, government, unions, lawyers, fishing companies, consignees and customs brokers.

Medical Law

Medical Law

The firm has a professional team specializing in conducting technical and legal analyses and defending healthcare institutions and workers involved in malpractice lawsuits.

The department also works on contractual, administrative, regulatory and legal relations arising from health insurance involving both consumers and the National Supplementary Health Agency (ANS).

We offer support and seek to find solutions for the specific needs of each legal case, in aspects related to the family, estate planning, and succession planning.

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The department is also equipped to assist with the bureaucratic and legal issues involved in the licensing, registering and regularization of healthcare establishments and health workers with professional inspection councils and sanitation agencies.

The Medical Law department works operates as a joint venture in partnership with a medical team led by an acclaimed international academic who specializes in the field.

Mining Law

Mining Law

With its multidisciplinary team of specialists in Geology, Mining Engineering, and Mining Economics, Lima e Falcão provides intelligent solutions to clients' needs. It advises on all phases in mining operations, from research to mine closure, engaging in the following activities, among others:

- Drawing up reports and providing consultation services.
- Due diligence in mining to assess whether regulations are being complied with and to identify risks involved in mining rights.
- Advising on negotiations relating to the purchase, sale and lease of mining rights.
- Drafting mining contracts relating to the acquisition, purchase and sale options and transfer of mining rights, and agreements with land-owners.
- Advising on the constitution and regularization of national and international mining companies.
- Mounting administrative and legal defenses regarding the Financial Compensation for the Exploitation of Mineral Resources (CFEM) charge.
- Advising on environmental licensing for mining operations.
- Conducting the financial and environmental planning involved in mining projects.
- Providing advice at the Mining Service, during legal and administrative proceedings.
- Accompanying and consulting on the new regulatory framework for mining.
- Advising on the drafting, introduction and supervision of the Degraded Area Recovery Plan (PRAD), in areas impacted by mining, in accordance with the technical solution required by the relevant environmental authority.

Real Estate

Real Estate

Lima e Falcão Advogados has a team exclusively dedicated to the demands of the real estate sector with a vast network of contacts in the national and local property market. The team liaises directly with specialist colleagues, such as architects, engineers, urban planners and economists.

The activities of the real estate team include establishing due diligence in real estate deals, auditing and the drawing up of various kinds of property contracts. The team is also known for its work with shopping malls and hotels, the licensing of real estate developments, condominiums and housing projects and providing specific advice on the establishment and legal management of property investment funds.

The Property Law team has extensive experience in providing advice on drawing up and registering title deeds, on acquiring title deeds for rural and urban land and on producing development reports.

Sanitary Law and Biotechnology

Sanitary Law and Biotechnology

Lima e Falcão is available to accompany and to conduct licensing procedures for companies that carry out activities subject to sanitary inspection (the extraction, production, manufacture, transformation, preparation, handling, refinement, packaging and processing, import and export, storage, dispatch and transportation, and purchase and sale of food, food products, medicines, blood products, drugs, pharmaceutical materials, diet, hygiene and cosmetics products and the like, packaging, cleaning products, and tools and utensils that may affect the health of the general public or the individual).

The firm also provides consultations on issues relating to the administrative procedures involved when registering with the National Health Surveillance Agency (ANVISA), products subject to sanitary inspection (food, food products, medicines, blood products, drugs, pharmaceutical materials, diet, hygiene and cosmetics products and the like, packaging, cleaning products, and tools and utensils that may affect the health of the general public or the individual).

Tax Law

Tax Law

The Lima e Falcão Advogados Tax Law team works in sectors that are strategic for the development of Brazil and, in particular, the Northeast region, such as energy, industry, infrastructure, sanitation and international trade. Its qualified professionals provide advice on the development of new investment and industrial projects, especially in so far as these concern the granting of tax incentives. The team also advises on International Tax Law.

Lima e Falcão Advogados is also experienced in pursuing legal and administrative cases involving Municipal and Federal Treasuries and in establishing, along with clients, the best strategies to be adopted in ongoing cases.

The team seeks to defend the interests of clients in a preventive manner, preparing in advance for any tax issues that may arise. It thus works as appropriate with fiscal planning and the prevention of litigation, using periodical auditing of the companies receiving their advice.

The firm also provides general tax studies, with legal opinions, reports and tax plans. When advising overseas clients, it works in collaboration with professionals from international branches, or in partnership with other international law firms, with a view to providing the fullest possible overview of the financial situation.

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Specialized Litigation

Specialized Litigation

Lima e Falcão has a technical team that specializes in litigation, whose high-complexity, strategic importance for the client or high stakes require especially careful attention and strategic management. The Specialized Litigation team has met with a high degree of success in cases of this kind, defending major companies in Brazil and overseas.

To fulfill this mission, the unit works in collaboration with other sectors of the firm and enjoys the support of a multidisciplinary team of professionals from other fields and highly experienced legal consultants.

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