

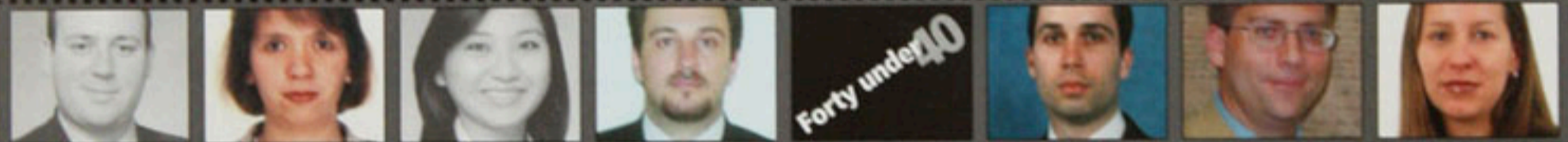
LATIN LAWYER

The Business Law Magazine for Latin America

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Forty under 40: Brazil's rising stars



Brain Drain: Heading north?



Argentina Roundtable: Coping with the crisis



Focus: Tobacco litigation



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FABIO LEONEL DE REZENDE
Partner
Vierra, Resende, Barbosa e Guerreiro Advogados
 Rio de Janeiro
Age: 33
Practice areas: Corporate and projects
Education: Catholic University of Rio de Janeiro - LLB (1992); University of Virginia Law School, Charlottesville, USA - LLM (1996)
Employment: Pinheiro Neto Advogados, Rio - clerk (1989-91); Castro, Barros, Sobral e Xavier Advogados, Rio - clerk (1992-92) and associate (1992-95); Inter-American Investment Corporation, Washington DC, USA - project attorney (1996-98); Vierra, Resende, Barbosa e Guerreiro Advogados, Rio - partner (1995-2002)

Track record: Advised the Brazilian government in the sale of a strategic minority stake in nine petrochemical companies of the Camaçari Complex; assisted the buyers in the acquisition of a controlling interest in one of the largest steel companies in Latin America as part of its privatization (a US\$1 bn privatization transaction); advised the buyers on the acquisition of control of a Brazilian subsidiary of a large US steel company (one of the first MBOs structured and implemented in Brazil)
Q1: I was attracted to corporate law through law school, and had the opportunity to be trained by and work with outstanding corporate lawyers.
Q2: The quality of our clients, the sophistication of our legal work and the calibre of the people I work with.
Q3: To have participated from inception in the development of Vierra, Resende, Barbosa e Guerreiro Advogados.

Q4: To help the firm become the leading business law firm and a reference of responsible practice in Brazil. To continue to assist the inflow of finance and technology, essential assets for the growth of the Brazilian economy.
What others say: "Commercially astute and a practical problem solver, dynamic thinker" - Leo Simpson, international senior counsel of National Grid; "A seasoned, creative and diligent lawyer with outstanding attributes of intellectual honesty, professional integrity and standards of excellence in his services" - Raul Herrera, general counsel of the Inter-American Investment Corporation

EDUARDO SALOMÃO NETO
Partner
Levy & Salomão Advogados
 São Paulo
Age: 38
Practice areas: Banking and corporate
Education: University of São Paulo - law degree (1985); University of London - LL.M. in Business Law (1987); University of São Paulo - PhD in Business Law (1995); University of São Paulo - Post-Doctorate Degree in Business Law (1998)
Employment: Noronha - Advogados, São Paulo, tax department - trainee and associate (1983-89); Levy & Salomão Advogados - founding partner (1989)

Track record: International transactions: US\$40m FRN issued by Natura Cosméticos SA, led by BankBoston NA (2001); US\$45.25m FRN issued by CIEN - Companhia de Intercomércio Energético, led by BSCH SA (2000); Local capital markets: R\$1.2bn debentures issued by Bradesco Leasing SA, Arrendamento Mercantil, led by Banco Bradesco SA (2002); R\$11m Quotas of Real Estate Investment Fund issued by Patrimônio Fundo de Investimento Imobiliário, led by Oliveira Trust Distribuidora de Títulos e Valores Mobiliários Ltda.
Q1: When we founded our firm in 1989, banking law was a relatively new topic where clients were ready to use a recently established firm that could deliver work fast and with high quality standards. Inflation also boosted the profits of financial institutions at the time. After some years, the clients presented to us by financial institutions enabled us to build a strong corporate and M&A department, as well as our energy, telecoms and oil and gas groups.

Q2: The contact with different business segments and sorts of persons and characters.
Q3: Having started a firm that in 12 years has gained a presence in a large proportion of corporate and banking transactions involving Brazilian parties.
Q4: To keep the firm on its solid path and independent from the professional reputation of its founding partners.
Peers: "Knows the academic rationale under the banking and financial markets law. Very smart"
Colleagues: "Has a extraordinary reasoning capacity"

LUÍZ FELIPE GUIMARÃES SANTORO
Associate
Demarest e Almeida Advogados
 São Paulo
Age: 27
Practice areas: Sports law, civil law and civil procedure
Education: São Paulo University - law degree; University of Buenos Aires Law Faculty, Argentina - post-graduate degree in integration law and Mercosul
Employment: Demarest e Almeida Advogados - trainee (1994-97); and associate (1997-); member of executive board of the Brazilian institute of sports law (2002)

Track record: Confidential. In the area of sports law: has worked on contracts involving some of the athletes in the Brazilian team that won the FIFA World Cup 2002; works for two of the four biggest automotive companies in the world.
Q1: I have always been interested in sports, and when there began to be more investment in this area in Brazil I felt that it would be a way to combine work with an old passion.
Q2: Knowing that I did what I could for the client and, obviously, to reach a satisfactory result.
Q3: To have gained the respect and the recognition of my colleagues for the work I have done.
Q4: To be as successful as possible in defending my clients' rights and interests, and, secondly, to make money (why not?)

What others say: "A specialist in claims relating to dealer termination and commercial matters. Very intelligent and hard-working" - Edmilson Fernandes Costa, legal counsel, Ford, São Paulo
Peers: "A rising star in this business"

SERGIO SPINELLI SILVA JR
Head partner of capital markets and banking department
Mattos Filho, Veiga Filho, Marry Jr e Quiroga Advogados
 São Paulo
Age: 36
Practice areas: Banking, capital markets, corporate, project finance, M&A, privatisations
Education: Catholic University of São Paulo law school (graduated 1988)
Employment: Joined Mattos Filho as a trainee in 1985; became a partner in 1994
Track record: Advised the registrant in the listing and registration of shares and ADRs Level III of Telebrás with the SEC and the NYSE (the first listing on the NYSE of a Brazilian mixed-capital company); 1995; advised BNDES in the structuring of a sales model for the privatization of Companhia Vale do Rio Doce, as well as in the resulting US\$ 3.13bn sale of the government's controlling interest, 1996-97; advised BNDES on the corporate and financial restructuring of the ELETROBRAS System, with the ensuing split-off of the energy transmission and generating assets of its subsidiary

ELETROSUL and the incorporation and US\$807m privatization of GERASUL, 1997-98; advised the underwriter in the US\$4.3bn Global Public Offering of common shares of Petrobrás, 2000; advised BSCH SA on its R\$2.28bn tender offer for all outstanding shares of Banespa (the largest tender offer ever made in Brazil to date), 2001; advised the underwriters on INDES' US\$300m international offering of Exchangeable Notes (exchangeable into ADSs of Embraer - Empresa Brasileira de Aeronáutica SA), 2001; advised the underwriters in the US\$1.50bn global public offering of common shares of Companhia Vale do Rio Doce, 2002
Q1: My strong liking for the environment of the banking and capital markets practice area, as well as the blatant need for funding for projects in Brazil.
Q2: The never-ending challenge of structuring and implementing products and transactions which will help further develop the capital markets in Brazil and the great work environment within our firm.
Q3: The number of friends and colleagues that I have made in law firms around the world during the course of my career and the recognition of the Mattos Filho banking and capital markets team as one of the best around.

Q4: To maintain and consolidate the recognition of our firm's banking and capital markets team as a benchmark for the Brazilian legal market.
What others say: "A unique track record in the Brazilian equity market. Excellent product knowledge and execution skills. Able to transmit tremendous credibility to clients on both sides of the table. Eloquent, balanced under pressure and always committed to finding positive solutions in complex situations. His dedication to his clients is unlimited" - Bernardo Parnes, managing director and country head, Merrill Lynch Brazil
Peers: "Regarded as number one in capital markets. Experienced and resolute"; "A problem solver, very bright and fast"; "A natural lawyer. Understands not only the legal issues but the business concerns of his clients and market conditions driving those issues. Creative in structuring solutions and adapting US financing vehicles to the Brazilian legal system. Completely dedicated to the practice of law"

MARCELO FERNANDES TRINDADE
Partner
Tozzini Freire Teixeira e Silva Advogados
 Rio de Janeiro (as of end of August 2002)
Age: 37
Practice areas: Corporate law (corporate transactions, corporate finance, capital and financial market transactions)
Education: Pontifical Catholic University of Rio de Janeiro School of Law - LL.B (1986); Center for American and International Law (formerly Southwestern Legal Foundation), Academy of American and International Law, Dallas, USA (2002)
Employment: Sergio Bermudes Advogados - legal intern (1983-86); Lara Resende & Correa Advogados - associate (1986-91); Cardoso, Rocha, Trindade & Lara Resende - partner (1992-98); Tozzini, Freire, Teixeira e Silva Advogados - partner (1999-2000; August 2002-); Commissioner, Comissão de Valores Mobiliários - CVM (Securities and Exchange Commission) (December 2000-April 2002); assistant professor, Law School of the Pontifical Catholic University of Rio de Janeiro School of Law (1993-)

Track record: See comments below regarding recent work at the CVM
Q1: During the first eight years of my career I practised in the civil and corporate fields, working either in litigation and consulting. Afterwards I started to help my clients (at that time mainly investment and pension funds) in negotiating deals and agreements regarding their investments in Brazilian corporations, and in representing them before those companies. Since the Brazilian market has been opened to foreign investments, I have been also representing foreign investors, and working in M&A transactions representing both foreign and Brazilian corporations.
Q2: The chance of working in one of the leading firms in my country, with all the support that this means, without losing team spirit and concern for quality.
Q3: I am very proud of having been a commissioner of the CVM during the period of the regulation of the new Brazilian corporations law. I had the honour of joining the CVM staff's effort to establish a consistent and modern regulation, and I think that we succeeded. I would like to underline two important new rules released during my term as a commissioner: Instruction No 358, which deals with the disclosure of information by public

companies, and Instruction No. 361, which regulates all kind of tender offers, including the one which results from the acquisition of control of a public company.
Q4: Generally speaking, I would very much like to work on many IPOs, preferably in the São Paulo Stock Exchange's Novo Mercado, because this would be a sign of growth and maturity in the Brazilian market. Within Tozzini, Freire, Teixeira e Silva Advogados, my goal is to help to consolidate the reputation of our Rio office as one of the leading legal organisations in my hometown.
What others say: "Marcelo's most remarkable quality is that he works on cases as if they were genuinely his causes. In the cases he's worked on for us, we thought that there was always an element of ideology, a sense of doing the right thing involved that made him work with an enthusiasm rarely seen among lawyers" - Bruno Koehn, Partner, Dynamo Administração de Recursos Ltda, Rio; "Strong professional background, accurate intelligence, knowledge of the law, ability as a negotiator" - Inês de Souza, CEO, UBS Warburg, Rio

LEONARDO SICA
Partner
Ruiz Filho Advogados
 São Paulo
Age: 27
Practice areas: Criminal Law
Education: University of São Paulo Law School (1992-96); USP Law School - Masters in Criminal Law at (2001)
Employment: Tales Castelo Branco Law Firm (1995-97); Ruiz Filho Attorneys (1997-)
Track record: Confidential

Q1: Because it has do a lot to do with human sciences and social problems.
Q2: Everything.
Q3: I'm still searching for my large professional aims, but the Master's in criminal law, my experience as a teacher, some defences in the Brazilian courts made by my office and pro bono work in jury trials have all really pleased me.
Q4: To organise a strong law firm capable of assisting all clients, from large companies to poor people.
What others say: "A deep knowledge of the law. A very professional lawyer, focused on the achievement of the best results" - Dr Adilson Sali Yaguiwasa, BankBoston Banco Múltiplo SA
Peers: "Has never lost a trial"

ANDRÉ SIGELMANN
Partner
Villemor Amaral Advogados
 Rio de Janeiro
Age: 29
Practice areas: General corporate practice, M&A and project finance
Education: Rio de Janeiro State University - LLB (1994); Columbia University - LLM (1999)
Employment: Villemor Amaral Advogados - trainee and associate (1993-1998); partner (2000-); Allen & Overy (1999-2000)

Track record: Assisted Rio Polímeros in the financing, on a project finance basis, of its US\$1.1bn gas-chemical complex in Rio de Janeiro; assisted BSCH as arranger in connection with the project financing of the Argentina-Brazil electricity transmission project in Brazil, a US\$360m project in its first phase; assisted US power company CMI Power in connection with its Manaus IPP project, in the state of Amazonas, which is considered the first-ever IPP project in Brazil
Q1: The challenge of working on high-profile deals and assisting clients in doing business in a country as complex as Brazil. The opportunity to play a role in the development of infrastructure and industrial projects that are important to the country.
Q2: Being able to take part in cutting-edge deals in Brazil. Dealing with parties and legal systems from multiple jurisdictions and putting them all in perspective.

Q3: The financial closing of the Rio Polímeros project financing: a tremendously challenging and idiosyncratic deal and economically very important for Rio de Janeiro state.
Q4: Always to be considered by clients as instrumental to the achievement of their business objectives.
What others say: "Highly skilled, with an outstanding perception of business and a high standard of ethics" - Roberto Villa, Rio Polímeros SA, Rio de Janeiro; "One of the most articulate and focused lawyers I have ever met in Brazil. Gets quickly to the heart of an issue and provides practical advice and not an obscure lesson on areas of the law. By far one of the best lawyers I have ever dealt with" - Alexander Muggen Freedman, VeriSign, Inc, Dallas, USA
Peers: "Intelligent, articulate and a very good transaction lawyer"

PEDRO OLIVA MARCILIO DE SOUSA
Partner
Machado, Meyer, Sendacz e Opice Advogados
 São Paulo
Age: 29
Practice areas: Securities and capital markets, corporate and M&A
Education: Federal University of Bahia Law School - law degree
Employment: Machado, Meyer, Sendacz e Opice Advogados, São Paulo - associate (1997-2001) and partner (2001-)

Track record: Advised Previ and Bradespar in their purchase of CSN's controlling stake in CVRD and their sale of their controlling stake in CSN (2001); acted for the State of São Paulo in the spin-off of CESP into three power-generating companies and one transmission company (1999); acted for CCR in its IPO (2002); advised HSBC Group Plc in its acquisition of the Bamerindus group banking and insurance business (1997); acted for Usinor in its joint venture with CST for the production of galvanising steel in São Francisco do Sul, Santa Catarina (Vega do Sul Project) (2001); advised sellers in the sale of the controlling stake of Banco Noroeste to Santander Group (1998); acted for the sellers in the sale of the controlling stake of Banco Bandeirantes to Caixa Geral de Depósitos (1998); advised the sellers in the sale of the controlling stake of Banco BCN to Banco Bradesco (1997)

Q1: No answer was given to this question.
Q2: The relatively small numbers of large deals in Brazil and, accordingly, the absence of case law to guide our actions, make the work of a business lawyer a constant challenge.
Q3: Being hired by Machado, Meyer, Sendacz and Opice in 1997.
Q4: To continue to provide good legal services and to honour the reputation of Machado, Meyer, Sendacz and Opice.
What others say: "Dedicated, professional, hard-working, excellent personal skills" - Carmine Rago, CFO, HSBC Bank Brazil
Peers: "Intelligent transaction lawyer. Adds value to a negotiation and his work is usually praised by his clients and opposing counsel"; "Creative, pro-active"

