

## **We offer our clients a venture capital and corporate venturing practice that has matured over the years and that enjoys a reputation for excellence in the marketplace.**

We provide to Brazilian and foreign investors, investment companies and investee companies at all maturity levels advice on transactions, businesses, investments and corporate activities, particularly in the areas of M&A, Venture Capital, Corporate Venturing and Private Equity, including the organization of investment funds or investment vehicles, acquisitions, divestitures and monitoring investee companies.

### **STARTUP VENTURE CAPITAL AND M&A**

#### **Fundraising and Investment**

We provide fundraising/investment advice to startups and investors at all maturity levels, that is, from early investment rounds to a potential sale transaction.

We help clients find the best investment structure from a tax and ownership perspective (either via capital injection or debt issuance) and prepare and negotiate all transaction documents.

As a full-service firm, we also advise several clients in startup-related mergers and acquisitions and exit processes and in public offerings of stock.

#### **Corporate Restructuring**

We also provide startups with legal advice on any corporate restructuring necessary (turning limited liability companies into corporations, organization of foreign holding companies in order to attract foreign investors, etc.) to raise capital. We are active internationally through our cooperation agreement with DLA Piper.

#### **Corporate and Contract Support Activities**

We give startups support ranging from finding the best structure to develop their business to preparing the whole gamut of corporate documents and commercial agreements.

As a full-service firm, we also help startups draft the documents needed to hire and retain talent (e.g. stock option agreements), assess tax and labor risks and implement data protection and statutory compliance policies.

#### **Global Expansion**

We assist startups in their expansion into Brazil, including the organization of Brazilian subsidiaries, drafting commercial agreements, tax planning and hiring alternatives. When doing so we work in cooperation with DLA Piper, a law firm present in more than 40 countries.

#### **Corporate Venturing**

We advise several corporations on the organization of startup investment vehicles, finding the best structure from an ownership and tax perspective so that clients can develop their corporate venturing initiatives.

We also support corporations and startups in drafting and negotiating corporate venturing documents for direct equity investment (corporate venture capital), joint ventures or other types of association, agreements for the sale of goods and services, etc.

#### **Venture Debt**

We advise several clients and investors in the issuance of debt instruments to raise capital to develop their businesses.

As a full-service firm, we work in close cooperation with our banking law team in funding transactions involving regulated financial institutions (including fintechs), as well as in venture capital investments made by regulated financial institutions (e.g. investment banks).

## AWARDS AND RECOGNITIONS

Our performance has earned accolades from major publications that rank law firms and lawyers based on client opinion:

### **Leading firm in Corporate Law / Mergers & Acquisitions**

- Chambers Global: 2011, 2012, 2013 2014, 2015, 2016, 2017, 2018 and 2019
- Chambers Latin America: 2009, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021
- IFLR 1000: 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021
- The Legal 500: 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021
- Leaders League: 2018, 2019 and 2020

### **Leading firm in Capital Markets Law**

- Global Chambers: 2014 and 2015
- Chambers Latin America: 2014 and 2015
- IFLR 1000: 2013, 2014, 2015, 2016, 2017, 22018, 2019, 2020 and 2021
- The Legal 500: 2014, 2015, 2016, 2017, 2018, 2019, 2020 and 2021

### **One of the most admired Corporate Law firms in the country**

- Análise Advocacia 500: 2010, 2011, 2012, 2013, 2014, 2016, 2017, 2018, 2019 and 2020

**Campos Mello boasts a team of intelligent and highly trained lawyers who handle our work with a very practical approach.**

Chambers Latin America

**They are committed, pragmatic and accessible. I would definitely work with them again.**

Client, Chambers Latin America

**The service was excellent; their lawyers were extremely responsive, punctual and flexible with our schedules, concerns and issues. They have a strong presence in Latin America.**

Client, Chambers Latin America

## SPECIALISTS

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CAMPOS MELLO ADVOGADOS  
IN COOPERATION WITH DLA PIPER