

# CONTRACTS AND COMPLEX NEGOTIATIONS

Machado  
Meyer

50  
years



# TRANSFORMATION IS POSSIBLE

Following the increasing sophistication of business, contracts are becoming increasingly complex and specialized by type of industry. It is essential to rely on experienced legal advice, able to prepare and negotiate contracts efficiently and safely.

With a team specialized in the various sectors of the economy, we are ready to support our clients in structuring and negotiating complex contracts. Our differential is precisely understanding and knowing the markets in which clients operate, anticipating demands and finding contractual solutions that minimize risks.

Our focus is to structure specific, balanced, and clear instruments that reduce the chances of a dispute. We analyze the problems that clients may face and their exposure to risks, together with the commercial, financial, operational, and technical areas (in addition to the company's own legal team). Our collaboration takes place from the design of the business to its completion, including support in the negotiation of the contract.

## ADAPTATION OF CONTRACTS TO THE BRAZILIAN CONTEXT

We also have extensive experience adapting contracts designed for other jurisdictions to Brazilian legislation and the Brazilian market. This applies both to contracts based on different legal regimes and for multinationals that use standardized templates and need to adapt them safely for use and application in Brazil.

## INDUSTRY SPECIALIZATION

We have multidisciplinary groups exclusively dedicated to specific markets. We bring to the negotiating table lawyers who understand how the client's industry operates and master the contractual models used in the industry. This allows us to provide agility and efficiency to our clients' businesses.

## CONTACTS



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# RANKINGS AND AWARDS



**LACCA APPROVED 2022**  
9 practice areas and  
22 ranked lawyers

**2021 | LATIN LAWYER 250**  
22 practice areas and  
52 ranked lawyers



**2021**  
7 areas ranked as Top Tier – Brazil  
18 recommended areas  
65 recognized lawyers



**LEADERS LEAGUE**

**2022**  
20 practice areas and  
53 ranked lawyers

**J.P.Morgan**

**2021**  
Joan Guggenheimer Law Firm  
Diversity Equity and Inclusion  
Award's category

**Chambers**  
AND PARTNERS

**2022 | AWARDS**  
Law firm of the year in Public Law category

**2022 | GLOBAL**  
12 ranked lawyers and 32 recognized lawyers

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12 ranked lawyers and 32 recognized lawyers

**2022 | FINTECH**  
FinTech Legal in Brazil

**2021 | BRAZIL**  
13 practice areas and 30 ranked lawyers

**2021 | LATIN AMERICA**  
19 practice areas and 40 ranked lawyers

**2021 | HIGH NET WORTH**  
Private Wealth Law in Brazil

**CLIENT  
CHOICE  
Awards  
2021**

5 areas recognized for the quality  
of work and service offered  
to their customers: Energy &  
Natural Resources, Securitisation  
& Structured Finance, Projects  
& Procurement, Public Law and  
Corporate Governance

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