

# REAL ESTATE

# TRANSFORMATION IS POSSIBLE



Real estate business formatting can involve sophisticated contractual mechanisms and partners in other parts of the world. The complexity of transactions extends to land regularizations, whether urban or rural. Our legal solutions take into account not only real estate law issues, but various other issues that may affect the implementation or regularization of the venture or the transaction intended.

For this, we work together with other professionals from specific practices of our firm, consulting experts in the topics relevant to each project, whether tax, environmental, corporate, labor, litigation, or mining, among others. Our focus is to present an integrated and more complete solution for the needs of the company and help it to realize the desired business according to the best market practices, with quality and efficiency.

We have strong and growing experience in the real estate business involving all types of transactions in the sector, such as transactions for acquisition of rural or urban properties, leasing, built to suit, sale and lease back, and real estate guarantees.

We operate in the structuring and regularization of real estate developments, from the simplest to the most complex, such as hotels, medical centers, commercial projects / distribution centers, residential and multipurpose, including allotments and shopping malls. We also advise foreign or similar companies that want to acquire rural properties in Brazil or carry out certain activities in them.

Managing large volumes of information and often challenging schedules, we advise our clients on the most varied types of legal real estate solutions, such as rectification of complex land and property titles and regularization of permits and approvals in general necessary to carry out activities at the properties occupied.

Our biggest differential is our expertise in real estate crisis management. We operate in the main ongoing crisis management endeavors in Brazil, focusing on real estate and land issues related to financial compensation programs and individual and collective compensation. This work involves sophisticated mechanisms that consider various issues of law, with special emphasis on the customization of the service according to the specific needs of the client and the characteristics of the affected areas.

We also have expertise in structured real estate transactions, such as rural investments, real estate mergers and acquisitions and joint ventures, real estate financing, energy projects, securitization of receivables, and incorporation of real estate investment funds.

We have a diverse team of lawyers with extensive experience in complex real estate transactions in different segments:

- **developers** and construction companies
- shopping malls and retail in general
- hotels
- banks
- logistics centers
- infrastructure projects (renewable energy, oil and gas, ports, highways, and airports, among others).

Our operations are national in scope and we have a consolidated physical presence in São Paulo and Rio de Janeiro, as well as are expanding teams into the cities of Belo Horizonte and Maceió.

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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



## 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



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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