## **ALLIURISNEWS**

#### THE ALLIURIS GROUP

#### ALLIANCE OF INTERNATIONAL BUSINESS LAWYERS

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- Yamaner & Yamaner, Istanbul, Turkey

The ALLIURIS GROUP is organised as an international association under Belgian Law with its seat in Brussels. www.alliuris.org, info@alliuris.org

#### **Alliuris in Brasil**

Thanks to our friends in Brazil, we had a very successful conference and side program in Sao Paulo and Rio de Janeiro. Many thanks for the lovely presents!

We had a productive Board Meeting and a number of interesting conference sessions including an exploration of individual business opportunities with clients in Sao Paulo, the European research program HORIZON 2020 and a review on investing in Brazil and doing business with Brazilians in Rio. The meetings were a good opportunity to meet with members in their respective offices and to stay for a while in your environment. The choice of hotels and restaurants were excellent and we enjoyed very much the round view in Sao Paulo and the trips to Corcovaro and Sugar Loaf in Rio.

Thanks to Renato, we had the pleasure to welcome Roberto P. Bauzá from the firm of RATTAGAN, MACCHIAVELLO, AROCENA & PEÑA ROBIROSA in Buenos Aires.

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Renato Pacheco Neto and Marcelo Christiano

#### Hosting by Pacheco PNST and FBC

Pacheco Neto, Sanden, Teisseire Lawyers is a full service business office, with extensive multicultural experience, with clients in over 20 countries, including Germany, France, Scandinavia, the United States and China. The firm is an active member of various chambers of commerce and local and international corporate alliances. It is headquartered in Sao Paulo, a strategic partner in the state of Sao Paulo, and has other offices in Rio de Janeiro, Brasilia and Salvador. It has a platform of legal solutions in various areas of corporate law including mergers and acquisitions, corporate reorganizations, advisory and tax and labour litigation, commercial contracts, foreign investment, real estate transactions, intellectual property, compliance, mediation and arbitration and family planning and succession.



Conference in Sao Paulo

#### Fraga, Bekierman & Cristiano Advogados

The firm is a corporate law firm, which prides itself on its high quality, dynamism, creativity and efficiency in servicing its clients, focusing on maintaining a close and accessible relationships. FBC services national and international clients from various sectors such as infrastructure (including oil and gas, energy, concessions, navigation), chemical and pharmaceutical industries, food and beverages, as well as services providers, among them telecommunications, technology, capital and financial markets. The dedicated team of lawyers specializes in business and tax law, customs issues, real estate transactions, contracts, labour law, administrative law, regulatory affairs as well as in litigation covering all these areas. The firm is located in Sao Paulo with another office in Rio de Janeiro and a representation in Brasilia. It has correspondents in other main Brazilian cities, which allows it to offer the highest level of legal services in all areas of business law since 1993.



Conference in Rio de Janeiro

#### **Guests from Argentina**

As earlier stated, Roberto P. Bauzá of RATTAGAN, MACCHIAVELLO, AROCENA & PENA ROBIROSA in Buenos Aires attended the conference. The profile of the partners and associates of the Firm allows it to provide clients with a "full-service" approach, offering advice on mergers and acquisitions; corporate law; environmental law; mining; oil and gas; energy; government relations; infrastructure; construction and real estate; antitrust law; labour and social security law; securities and capital markets; debt restructuring and bankruptcy; complex litigation; damages; banking and finance, trusts and foreign exchange; insurance and reinsurance; intellectual property; tax and customs law; arbitration; and aeronautic law.

#### Alliuris at worlds largest IT Trade Fair

The CeBIT in Hannover is the world's largest IT fair. This year, the Cebit selected China as its partner country result-ing in over 600 Chinese exhibitors presenting their products and services at the fair. In collaboration with the board of the CeBIT, Herfurth & Partner hosted the Chinese exhibitors to a reception – under the logo and auspices of Alliuris Germany/ Herfurth & Partner and Alliuris China/ Jin Mao. We had a number of talks and will continue the contacts with some 150 Chinese companies.



Ulrich Herfurth and Oliver Frese



City of Sao Paulo

#### Investe Sao Paulo helps entrepreneurs

Luís Fernando Arbex is a Manager for International Relations of Investe Sao Paulo and he gave a speech as part of the Alliuris Conference. Investe Sao Paulo is a private company of public interest from the Government of the State of Sao Paulo and acts as an Investment Promotion Agency. The main activity of the firm is to bring new investments and expansion of existing businesses to the State of Sao Paulo.

Doing business in the State of Sao Paulo can be attractive for foreign entrepreneurs. Brazil is one of five countries (together with China, India, Russia and the United States) with a territory of more than 3 million km2, a population of more than 100 million people and an Economy (GDP) of more than \$ 760 billion. The State of Sao Paulo is the heart of Brazil's industrial, services and commercial activities and accounts for more than 33% of Brazil's GDP (2012). If a company is interested in doing business in the State of Sao Paulo, the Investe Sao Paulo agency can be an important strategic partner for you. Nearly all activities and services are provided in order to facilitate your investment in the State of Sao Paulo. Also important: All services are free of charge because Investe Sao Paulo is a non-profit organisation. The agency provides all relevant economic information and helps you to find the best fitting business or location within the State of Sao Paulo. Depending on your needs and ideas, the agency identifies sectors and companies with investment potential. If you are planning to set up a business, the agency can give you orientation and support about site location, taxes and infrastructure. Additionally, Investe Sao Paulo provides further assistance with the contact to public and private institutions.

In order to do business abroad successfully, it is vital to have experienced regional partners who can assist you in your project. Investe Sao Paulo, ALLIURIS law firm and Pacheco Neto Sanden Teisseire in Sao Paulo can be your partners for doing business in the State of Sao Paulo.

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Source: Luís Fernando Arbex, Manager for International Relations of Investe Sao Paulo, on March 20th, 2015, in the offices of Pacheco Neto Sanden Teisseire (www.en.investe.sp.gov.br.)

#### **Practice Groups**

#### **Energy - offshore noise dumping**

A small but powerful engineering company has developed an underwater noise dumping system for construction works in offshore wind farms: for underwater ground works when steel piles are hammered into the ground. The system is very effective and the results have reached the best score worldwide. The technology is interesting for countries with offshore wind farm or oil resources and strict rules for the protection of whales

#### System for fast building of homes

Another engineering company has developed a construction system for building houses in poor areas (disaster areas, earthquake, flood). The system is a concrete processing machine in a container that forms high condensed concrete to plates for walls, ceilings etc. and allows a very fast erection of a house. The price per house is clearly lower than for houses under other technologies.

#### A house facade as screen

A manufacturer of thermo glass windowpanes has developed the 'media façade' - a very thin glass facade with an embedded display, to be used in place of regular windows. The facade can serve as a display, using the entire front of a building. Operators can earn an income from ads on the facade with a quick return on their investment

#### Gyrocopters fly flexible and cheap

A gyrocopter is driven by a propeller but carried by a rotor instead of wings. This allows very short starting and landing ways. AutoGyro builds 300 planes per year and is the global market leader and markets its products worldwide.



AutoGyro

#### Member News

#### Herfurth & Jin Mao meet in China

Ulrich Herfurth has visited China in November 2014 as a member of a state delegation under the leadership of the governor (Ministerpresident) of Niedersachsen. He also met with Jin Mao in Shanghai and in Beijing. In these meetings we have discussed how to improve business between the Chinese and the other members. As a part of the ideas it was said that the members of Alliuris should appear towards the client and the market as a strong unit and a one-stop-shop. Accordingly Herfurth & Partner has together with the governor promoted the international IT trade fair CeBIT in the German Embassy in Beijing.





Ulrich Herfurth with Stephan Weil and Jin Mao in Shanghai and Beijing

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The Alliuris Brazil Conference

### **Brazilian Economic Storm: Perfect Time to take Advantage of the Crisis**

The gathering clouds of a perfect economic storm looms already on Brazil's horizon: economic downturn, fiscal retrenchment, rising unemployment, exchange rates climbing to unprecedented levels and multimillion-dollar corruption scandals indicate that Brazilians have been plunged into a deep crisis. What this tenebrous portrait of Brazil's current situation means to international investors? Simply that they have an outstanding time to do business there.

#### Kerman & Co at the Top of Rankings

Kerman & Co scored very well at the AIM Advisers Rankings Guide. This guide ranks law firms according to how many AIM listed companies they act for, and the latest edition was published at the beginning of February. Kerman & Co performed very well and was ranked 6th by number of AIM clients, ahead of many much larger firms in the UK market. The two leading UK legal publications "The Lawyer" and "Legal Week" ran stories about these rankings, which also mentioned Kerman & Co's performance.

Furthermore, the law firm did very well at the ACQ Awards - in numbers, Kerman & Co have won six ACQ Law Awards:

- UK AIM Advisory Law Firm of the Year
- UK Oil & Gas Law Firm of the Year
- UK Energy Law Firm of the Year
- UK Sport Law Firm of the Year
- UK Commercial Lawyer of the Year Michael Corcoran
- UK Corporate Lawyer of the Year Daniel O'Connell

#### CALENDAR 2015

04 - 07 June 2015 General Meeting Hannover

07 - 11 July 2015 Summer School London

01 - 04 Oct 2015 Board Meeting NN

Members, guests and spouses are invited to attend the meetings. Details will be forwarded and also published in www.alliuris.org.

#### Impressum

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