



CAPABILITIES

AGRIBUSINESS



Our specialized team operates across the entire supply chain, including seed genomics, crop nutrition and protection, organic farming, water management and irrigation, biofuel production and distribution, precision agriculture, information technology, aquaculture, vertical and urban farming, processing and distribution, supply chain management, storage, retail and marketing, equipment manufacturing, and financial services including investments and lending. Our services are interconnected with essential sectors such as energy, infrastructure, and life sciences and healthcare, allowing us to provide integrated solutions that address the legal and business needs of our clients



The agribusiness sector is one of the largest driving forces behind the Brazilian economy, accounting for a significant portion of the country's GDP and exports. A unique combination of abundant natural resources and technological innovation presents unparalleled opportunities for growth and sustainability within the industry. However, few industries in Brazil are as heavily regulated as agriculture and agribusiness. With our deep understanding of the sector and the intricate legal frameworks that govern it, we strive to be more than just consultants - we aim to be strategic partners for our clients, helping them develop strategies that maximize profitability and enhance the sustainability of agribusiness operations in Brazil

OUR TAKE ON INDUSTRY TRENDS

The agribusiness sector is the backbone of the Brazilian economy, accounting for approximately 23% of GDP and over 40% of exports, solidifying Brazil's position as a global leader in the production and supply of agricultural products.



Benefiting from a vast expanse of roughly 8.5 million square kilometers, Brazil boasts a unique ecological diversity that enables the cultivation of a wide array of crops and products, ranging from essential grains like soybeans and corn to renowned tropical fruits and meats with global reach.

In the current global geopolitical and economic landscape, Brazil is strategically positioned to leverage its agricultural strengths. The country is responding to the growing international demand for food, particularly as emerging markets seek food security and supply diversification. In this regard, Brazil emerges as a viable source, with strategic trade agreements with international blocs further amplifying these opportunities and enhancing the potential for expansion and integration of Brazilian agribusiness within global supply chains.

Agribusiness is inherently interconnected with several vital sectors of the economy, such as energy, infrastructure, life sciences, and healthcare, forming a cohesive ecosystem that drives innovation and enhances efficiency. For example, the shift towards renewable energy sources, including biofuels, positions agribusiness as a pivotal contributor to the sustainability agenda. At the same time, the adoption of digital technologies and precision agriculture is transforming farming practices, resulting in greater productivity and minimized waste, both of which are crucial for sustainable development.

Given this context, the outlook for agribusiness in Brazil is highly optimistic. Numerous opportunities exist, bolstered by a regulatory framework that, although complex - especially regarding foreign investment - establishes a solid foundation for the legal security necessary for effective and sustainable business operations.

OPPORTUNITIES

- Rising global demand
- Biotechnology innovations
- Expansion of international markets
- Carbon market opportunities
- Brazilian biodiversity and genetic heritage

CHALLENGES

- Regulatory compliance
- Climate change
- Injection of foreign capital/investments
- Carbon market
- Exploitation of biodiversity and genetic heritage

MACROTRENDS

- Agricultural sustainability
- Digitalization and precision agriculture
- Integration of information systems
- Carbon market

WORK HIGHLIGHTS

- ▼ M&A among industry giants in Brazil

We advised one of the leading players in agribusiness on the acquisition of one of Brazil's largest seed companies. Our team conducted thorough due diligence and structured, negotiated the definitive contracts for the operation. Additionally, we collaborated closely with the client's finance and strategy teams to highlight synergies and growth opportunities stemming from the combined portfolios
- ▼ Land regularization

We facilitated the land regularization of rural properties, assisting our investor client in securing their rights to possession and ownership - an essential step for successfully developing agricultural activities and rural infrastructure
- ▼ Establishment of surface rights

We established surface rights for sustainable land use in Bahia and Minas Gerais aimed at agricultural purposes, within the framework of a biofuel production project and carbon credit certification
- ▼ Concessions and PPPs for land access

We provided advisory services for the creation and implementation of concessions and public-private partnerships focused on land access for agro-industrial projects. This initiative fosters collaboration between the private sector and local communities, promoting sustainable growth and regional development. Our approach emphasizes creating a positive investment environment while respecting community needs and encouraging corporate social responsibility

AREAS OF PRACTICE

A cross-sector and multidisciplinary team specialized in the sector

A range of technical professionals dedicated to supporting the daily operations of the sector



- | Commercial Contracts | Corporate/M&A | EGVC | Environmental | Government Affairs |
- | Government Contracting | Labor | Litigation and Arbitration | Project Finance |
- | Regulatory, Policy Issues, and Compliance | Sustainability | Tax |

GET TO KNOW OUR PARTNERS



Bruna Rocha
Partner
São Paulo



Rosângela Delgado
Partner
Rio de Janeiro



Vilmar Gonçalves
Partner
Rio de Janeiro



Maria Eduarda Bergamo
Partner
Rio de Janeiro