

CAPABILITIES

TECHNOLOGY

The technology sector in Brazil is constantly growing, having transacted more than 700 billion reais in 2023, with even more optimistic prospects for 2024 and the following years. Investments in startups and technology companies have driven the development of innovations such as artificial intelligence, automation, cloud and cybersecurity. As a result, issues related to privacy, data security and technology regulation are becoming increasingly relevant in the market



We work with emerging technologies, including artificial intelligence, generative artificial intelligence, blockchain and quantum computing. We also offer support in structuring technology-based businesses, encompassing medtechs, wearable devices, gadgets and smart navigation and sustainability solutions. Our multi-sector approach aims at maximizing the potential of these innovations, driving digital transformation and strengthening the competitiveness of our clients in the market

OUR TAKE ON INDUSTRY TRENDS

Brazil is among the top ten players in the global technology sector. As an adjacent theme to several other sectors, technology has been transforming the market and facilitating processes in different areas. Among the main growth trends in the sector are efforts aimed at software development, cloud, artificial intelligence and automation, cybersecurity, data collection and analysis, digital economy and user experience (UX), which are also proving to be key elements in the energy, infrastructure, life sciences and healthcare sectors.



According to the data provided by the Ministry of Economy, the national GDP was leveraged due to the revenue of the technology sector, particularly in the states of São Paulo, Santa Catarina and Amazonas. With the upcoming of new companies and startups in the sector, the participation of technology helps to diversify the national economy together with sectors such as agribusiness and industry.

In the regulatory sphere, the sector faces a dynamic and ever-changing scenario. This challenge demands that technology companies meet the complex compliance requirements imposed by the General Data Protection Law (LGPD), the Internet Civil Regulation (Marco Civil da Internet), the Innovation Law (Lei da Inovação) and other sector regulations, both nationally and internationally, following the appropriate licensing processes, operational authorizations and adequate interaction with regulatory authorities, such as the National Data Protection Authority (ANPD), the National Health Surveillance Agency (ANVISA), the National Health Agency (ANS), among others.

The abrupt arrival of new technologies in the domestic market, such as OpenAI, Interconnected Saas Security, Big Data and blockchain, requires the adoption of specific commercial and regulatory practices to mitigate risks. Legal support for investors, companies and startups in the technology sector is therefore essential for business development and proper compliance with legal requirements.

Government support and a robust research environment offer an optimistic outlook for the future. Public initiatives that promote innovation and harmonized regulation can position Brazil as a leader in the global market, stimulating economic diversification and the sustainable development of the technology sector. With the right strategies, Brazil has the potential to excel even more in this sector.

OPPORTUNITIES

- Transversality of the sector
- Brazil as one of the major players in the world
- Growing investments in companies in the technology sector
- Integration of technological solutions and systems and improvement of process efficiency
- Generative artificial intelligence and quantum computing
- Data security and cybersecurity as key elements in the current political and economic scenarios
- Public investments in the technology sector
- Sustainability and green economy
- Medtechs

CHALLENGES

- Regulatory absence
- Exponential growth of technologies without planned structuring
- Competitiveness
- Economy volatility

MACROTRENDS

- Digitalization of relationships and digital training
- Data infrastructure and connections
- New security technologies for data protection and privacy to mitigate cyber risks
- Accelerated growth in software development
- Artificial intelligence
- Automation
- Cloud data storage
- Data processing
- Sectorial integration
- Sustainability and green economy
- Medtechs

WORK HIGHLIGHTS

- ✓ Identifying opportunities and challenges in the upcoming of new technologies

We offer client strategic advice to identify business opportunities in the technology sector, as well as regulatory barriers and the impact of new technologies on the sector of the client, such as artificial intelligence and automation in agribusiness and sustainability
- ✓ Investments in technology startups and companies, EGVC

We offer specialized support in mergers and acquisitions and EGVC transactions, advising investors, companies and startups in the technology sector. Our work comprises the beginning of negotiations (with the drafting and negotiation of non-disclosure agreements and memorandums of understanding), the conducting of the legal due diligence on the target and closing the deal, guaranteeing client protection throughout every stage of the process
- ✓ Drafting and negotiation of commercial contracts

We offer legal support in drafting, reviewing and negotiating commercial contracts that are common in the technology sector, such as licensing, software development, and service provision agreements, among others. Our support includes a multidisciplinary analysis of contractual relationships, ensuring that the client is supported in the face of new regulations and legal requirements, including from a corporate, regulatory, labor and tax standpoints
- ✓ Regulatory analysis of new technologies and compliance policies

We advise clients on identifying effective policy and compliance solutions and identifying regulatory strategies to mitigate regulatory risks and maintain competitiveness, as well as aligning the client's business with changes in the technology sector
- ✓ Tax planning and analysis of structures from a tax point of view

We advise clients on planning the most efficient tax structure for the development of their business. Our services encompass both direct and indirect taxes, with an emphasis on analyzing the company's operations, both domestic and international. Our goal is to define strategies that promote tax burden reduction and risk mitigation, considering not only current tax legislation, but also possible changes that may impact the sector

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 | Government Contracting | Government Affairs | Labor | Litigation and Arbitration | Project Finance | Regulatory, Policy and Compliance | Sustainability | Tax |

GET TO KNOW OUR PARTNERS



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