

ANGÉLICO ADVOGADOS SETS SIGHTS ON GLOBAL CLIENTS

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Brazil's Angélico Advogados has hired a US lawyer as a foreign legal consultant to start up the firm's international legal services department.

The firm announced the opening of the international desk at the end of June after former Greenberg Traurig LLP associate Gregory Barnett, who will lead the firm's efforts in the area, joined at the end of last year. Angélico Advogados plans to leverage Barnett's knowledge of US law and experience in cross-border transactions to better advise international clients, although he is not able to practice Brazilian law because of bar regulations.

While at Greenberg, Barnett advised on the high-profile merger between Colombia's largest airline Avianca and El Salvador's TACA. He also worked for IT company Terremark in its US\$2 billion acquisition by telecoms conglomerate Verizon in April this year.

Barnett explains that as Angélico Advogados is just beginning its efforts to attract international clients, at the moment they are not working on many major deals. However he says they are helping a number of small startup companies taking their first steps into establishing companies in Brazil.

According to Barnett, this forms part of the firm's international strategy, which is to target small to mid-sized clients rather than large multinationals that Brazilian law firms have traditionally focused on for their international work.