

A large, dark, semi-transparent diagonal band runs from the top-left to the bottom-right of the slide. Behind this band, a modern building with a glass facade and a steel frame is visible, along with some greenery and a cloudy sky.

TozziniFreire.

CHINA DESK

Your strategic partner for China-Brazil cross-border success

TOZZINIFREIRE IN NUMBERS

49
YEARS

+1.300
PROFESSIONALS

700 from legal body, being 85 partners

05
OFFICES

55
AREAS

One of the leading
and most respected
FULL-SERVICE
Latin American firms

**ESTABLISHED
EXPERTISE**
in all areas of business
law and industry sectors

BENCHMARK
in Brazil for its
corporate governance and
professional structure

CHINA DESK

TozziniFreire China Desk, a team comprised of professionals with Chinese cultural expertise and experience advising Chinese and Brazilian companies with bilateral investments and business. Supported by a dedicated business development consultant based in China, we ensure close alignment with local market dynamics and client priorities.

The group has advised several large Chinese companies and financial institutions on investments and operations in Brazil, as well as Brazilian companies on their investments in China. Our professionals are regularly invited to speak as China experts at Brazilian companies, government agencies, and industry associations. We are a promoter of the business environment between Brazil and China through the formation of strong partnerships.



MAIN SERVICES

Advisory services for operations and day-to-day business operations, including:

- Mergers and acquisitions, establishing subsidiaries, joint ventures with local partners;
- Product sales in the Brazilian market;
- Corporate and contractual matters, taxation and labor;
- Litigation & Arbitration

Focused Industry Sectors

- Agribusiness
- Automotive
- Construction & Infrastructure
- Energy, Mining, Oil & Gas
- Financial Services
- Information and Communication Technology



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OUR CHINA DESK TEAM



SHIN JAE KIM

Partner | São Paulo

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PRACTICE AREAS

- Asia Desk
- Compliance & Investigation
- Mergers & Acquisition
- Crisis Management

LANGUAGES

- English
- Korean

PROFESSIONAL EXPERIENCE

Head of TozziniFreire's Compliance & Investigation practice group and member of the firm's Executive Committee, Shin Jae Kim is a pioneer in the development of the Compliance field in Brazil. She is a specialist in the strategic coordination of initiatives that involve relationships with government bodies, crisis management, and corporate investigations across all industries and sectors.

With over three decades of experience, she oversees the Asian Desk, the first of its kind in a Brazilian law firm, established under her leadership 30 years ago. Drawing on her personal background, she strengthens cross-cultural connections and fosters enduring international partnerships. She has also assisted numerous Chinese companies in starting their businesses in Brazil.

In 2018, Shin co-founded the Latin American Compliance & Investigation League (LACIL), a forum that has helped standardize knowledge and foster regional cooperation, particularly by aligning Brazilian and Latin American frameworks.

Shin is currently Deputy Secretary General at IPBA and maintains an active presence in the Chinese market, recently speaking, at the invitation of a leading Chinese law firm, at the International Exchange Forum for 'Belt & Road' Legal Services, organized by the Beijing Lawyers Association. Shin also actively participates in key professional networks. She also shares her expertise on the market by speaking about the relationship and investments between China and Brazil for international media and at other events.

ADDITIONAL ACTIVITIES

- Senior Board Member of the Brazil-China Business Council.
- Regional Governor at IAKL (International Association of Korean Lawyers).
- Co-leader of Brazil Chapter of WWCDA (Women's White Collar Defense Association).
- Member of the Finance, Compliance and Audit Committee of the Society of Corporate Compliance and Ethics (SCCE) & Health Care Compliance Association (HCCA) (2022-2023).
- Member of the editorial board of GIR (Global Investigations Review).
- Transparency International's Country Law Expert 2014.

RECOGNITION

Shin is ranked by *Chambers Global* as a *Star Individual in Compliance*, and is also recognized for *Crisis Management* and as a *Foreign Expert for Compliance (South Korea)*. She is further acknowledged by *Chambers Brazil*, *Legal 500*, *Latin Lawyer 250*, and *Análise Advocacia*.

She was featured among the world's leading women in investigations in the *Women in Investigations 2018* guide by *Global Investigations Review*. In 2007, Shin received the *International Compliance Professional Award* from the *Society of Corporate Compliance and Ethics*. She is a *LACCA Thought Leader* in Anti-Corruption & Compliance and is also *LACCA Approved*. In addition, Shin was named "*Lawyer of the Year*" by *Legal 500* in 2023 and shortlisted for the same category again in 2024.



JUN MAKUTA

Partner | São Paulo

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PROFESSIONAL EXPERIENCE

Jun is a seasoned transactional lawyer with a strong international and multicultural background, specializing in complex domestic and international deals across various industries. He has a proven track record in regulated and non-regulated sectors and provides strategic counsel to clients navigating the intricacies of the Brazilian market.

As a member of the firm's Asian Desk, Jun has a deep understanding of Japanese corporate culture. He gained valuable experience working in Tokyo for one of Japan's leading conglomerates and now heads TozziniFreire's Japan Desk.

Jun also brings extensive experience in the Chinese market and has advised several Chinese clients on establishing and expanding their businesses in Brazil. He is a permanent member of the China Desk. Recently, he contributed to an international media article published by Law.com titled '[China Work Booms in Brazil as Chinese Investors Expand Horizons](#)' sharing valuable insights on this growing trend.

LANGUAGES

- Japanese
- English

PRACTICE AREAS

- Asia Desk (Japan and China)
- Corporate Law & Foreign Investment
- Mergers & Acquisitions
- Joint Ventures
- Infrastructure
- Privatizations
- Construction
- Mining
- Energy
- Gaming & E-sports
- Defense

ADDITIONAL ACTIVITIES

- Member of the Gaming, Gambling, and Responsible Gaming Committees of the São Paulo Sections of the Brazilian Bar Association.
- Member of the Brazil-Japan Comparative Law Institute.
- Member of the Japanese-Brazilian Chamber of Commerce.
- Member of the Gaming, Gambling, and Responsible Gaming Committees of the Rio de Janeiro Sections of the Brazilian Bar Association.

RECOGNITION

He is recommended by *Chambers Global* as a Foreign Expert for Corporate/M&A (Japan), *Chambers Brazil*, *Legal 500*, *Latin Lawyer 250* and *IFLR1000*, relevant international legal guides.



VIVIAN FRAGA

Partner | São Paulo

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PROFESSIONAL EXPERIENCE

Vivian Fraga, a senior competition/antitrust partner with over 15 years of experience, advises multinational companies and investors on complex antitrust matters in Brazil. Before private practice, she served at Brazil's Competition Authority (CADE), handling high-profile cartel investigations, including cross-border cases, and contributing to policy and enforcement strategies. Specialized in Economic Law and Regulation and holding an LL.M. in International Law, Vivian is highly experienced in merger reviews, global and domestic cartel probes, leniency and settlement negotiations, gun-jumping assessments, vertical and horizontal agreements, abuse of dominance investigations, and compliance frameworks. She regularly coordinates multijurisdictional filings and cross-border investigations involving the U.S., EU, and Asia, particularly China.

As an active member of TozziniFreire's Asian Desk, with a focus on Chinese clients, Vivian has advised several leading Chinese corporations in strategic sectors such as technology, mobility, energy, infrastructure and manufacturing. Her work includes navigating CADE's processes, explaining regulatory expectations, and tailoring risk assessments and advocacy strategies to bridge legal, business and cultural expectations between Chinese executive teams and Brazilian regulators.

Over the past 4 years she has been serving as Vice-Chair of the Competition Committee of the Inter-Pacific Bar Association (IPBA) and frequently presents at international conferences on the evolving landscape of Brazilian and global competition enforcement affecting Chinese investment abroad.

PRACTICE AREAS

- China Desk
- Arbitration
- Litigation
- Consumer Affairs

LANGUAGES

- English
- Spanish

Vivian is frequently invited as a commentator and subject-matter expert in publications such as China Daily and was recently featured in the Law.com report "[China Work Booms in Brazil as Chinese Investors Expand Horizons](#)" where she shared insights on the increasing sophistication and regulatory relevance of Chinese companies operating in Brazil.

ADDITIONAL ACTIVITIES

- Official member of IBA International Cartels Working Group.
- Coordinator of CESA Competition and Consumer Relations Committee.
- Member of GCR Women in Antitrust.
- NGA (Non-Governmental Advisor) at ICN (International Competition Network).
- Creator and host of Ibraccast, the main competition podcast in Brazil, sponsored by IBRAC (Brazilian Institute of Studies on Competition, Consumer Affairs and International Trade).

RECOGNITION

Vivian is recommended by relevant legal guides, such as *Chambers Brazil*, *Legal 500*, *Latin Lawyer 250*, *Análise Advocacia* and *Análise Advocacia Mulher*.

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