

**TozziniFreire.**



# China Desk



Your strategic partner for China-Brazil cross-border success

v01.2025

# TOZZINIFREIRE IN NUMBERS

50

YEARS

+1.300

PROFESSIONALS

06

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

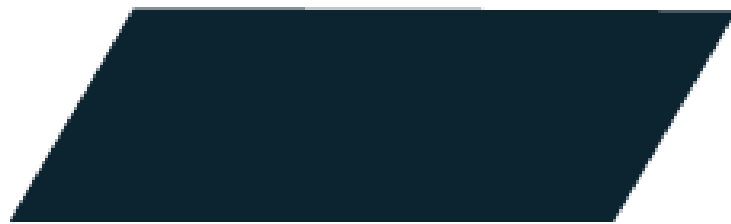
- Agribusiness
- Automotive
- Construction & Infrastructure
- Energy, Mining, Oil & Gas
- Financial Services
- Information and Communication Technology

# EXPERIENCE

- **Meituan Group (Keeta):** Legal assistance in setting up operations in Brazil. We provide legal assistance from antitrust, civil, and intellectual property perspective.
- **Agricultural Bank of China:** Assistance in the attainment of initial registration and approval of a foreign financial institution representative office license before the Central Bank of Brazil.
- **Avic International:** Incorporation of a Brazilian subsidiary and general corporate matters.
- **Bank of China (BOC):**
  - Assistance with regulatory approvals before the Central Bank of Brazil, including the licensing of a foreign financial institution, incorporation of a Brazilian subsidiary, and authorization for its establishment and operations in Brazil.
  - Supporting BOC in acquiring a 68.34% stake in China Construction Bank (Brasil) Banco Múltiplo S/A (CCB Brazil), which was previously fully owned by China Construction Bank (CCB). *Awarded as [LegalOne Exemplary Deal 2026](#)*
  - Strategic management and protection of its trademark portfolio in Brazil, including strategic searches, filings, and defense against third-party oppositions in the competitive financial services sector
- **HDISA:** Sale of its industrial property to Yapp Brasil, a subsidiary of the Chinese multinational YAPP Automotive Systems Co., Ltd.
- **ZTE Corporation:** General advice on corporate, tax, litigation, labor and real estate matters.
- **BYD Auto:** Assistance in the incorporation of Brazilian subsidiary and other matters of BYD in Brazil.
- **Hainan Airlines Group:** Assistance related to the agreements and acquisition of minority interest of a Brazilian airline.
- **Changan Motors:** General assistance to the Brazilian subsidiary on contracts, corporate, and immigration matters.
- **China Construction Bank/BICBANCO:** Assistance on the development of new banking products.
- **China Development Bank:** Assistance in the attainment of initial registration and approval of a foreign financial institution representative office license before the Central Bank of Brazil. General advice on corporate, tax, labor and regulatory matters in Brazil.
- **China Aerospace Science and Technology Corporation:** Assistance in legal matters in Brazil.
- **China Global Television Network:** Advisory services to CGTN regarding advertising regulations and responsibilities in Brazil.
- **China Three Gorges Brasil:** Assistance in the acquisition of power plants in Brazil.
- **CREEC (China Railway Eryuan Engineering Group CO. LTD.):** Assistance in the incorporation of a Brazilian subsidiary and corporate matters.
- **UnionPay International:** Assistance in the incorporation of a Brazilian subsidiary and assistance on other legal matters.

# EXPERIENCE

- **Hangzhou Ruijiang Chemical CO:** Assistance in the incorporation of Brazilian subsidiary.
- **State Grid International Development Limited:** Legal assistance on real estate and hydro power plant acquisition matters in Brazil.
- **Banco Bradesco S.A.:**
  - Advised on the USD 162 million secured debenture issuance financing State Power Investment Corporation Limited (SPIC) and Recurrent Energy's landmark solar projects in Brazil—the first large-scale solar investment for China's largest power generator in Latin America, projected to generate 1 billion kWh annually and reduce CO2 emissions by 780,000 metric tons per year
  - Structured USD 38.8 million in standby letters of credit to finance PowerChina's first Latin American solar complex, facilitating Brazil's clean energy transition through complex cross-border regulatory coordination and project financing.
- **Honbridge Holdings Limited:** Assistance in due diligence process, acquisition documents and mining regulatory aspects for the acquisition of a Brazilian mining company.
- **Industrial Commercial Bank of China:** Assistance in the application for a banking license before the Central Bank of Brazil, incorporation of a Brazilian subsidiary, obtaining of the presidential decree approving the establishment and operations in Brazil and assistance in general corporate, tax, regulatory matters and Central Bank regulations.
- **HUAWEI (Huawei do Brasil Telecomunicações Ltda):** Strategic tax assistance.
- **NUCTECH:** Assistance in the incorporation of a Brazilian subsidiary and in other legal matters.
- **SDEPCI (Shandong Electric Power Engineering Consulting Institute Corp.):** Negotiations of subcontract agreements under EPC project.
- **SEPCO I (Shandong Electric Power Construction Corporation Number I):** Assistance in the incorporation of Brazilian subsidiary and discussions related to thermo power plants projects.
- **Shenzhen Center Power Tech. CO., LTD.:** Legal assistance on company acquisition in Brazil.
- **Suzhou Talesun Solar Technologies CO., Limited:** Assistance in the incorporation of a Brazilian subsidiary.
- **Hangzhou Todaytec Digital CO., LTD.:** Assistance in the incorporation of a manufacturing plant in Manaus, state of Amazonas; Negotiation and application to obtain the "Manaus Free Trade Zone" tax benefits.
- **Chalieco (China Aluminum International Engineering Corporation Limited):** Assistance in the negotiations of a potential equity acquisition of a Brazilian company (aluminum industry, linked to energy and resources).
- **Hisense International:** Assistance in the incorporation of a Brazilian subsidiary and review of agreements for local supply and distribution on household appliances.



Thought Leadership

# DOING BUSINESS IN BRAZIL

## **About the Guide**

Doing Business in Brazil is divided into key practice areas, which aim to discuss foreign investors' main concerns, particularly those related to the inflow and outflow of funds, investment models and vehicles, taxes, and labor rules.

The content also draws attention to the capital and financial markets, M&A transactions, and other relevant legal consequences, such as antitrust, compliance, disputes, and criminal, as well as specific economic sectors that, directly or indirectly, are relevant for foreign investments like insurance, real estate, international trade, and ESG aspects.

## **Chinese Podcast**

We have produced a special Chinese podcast based on our Doing Business in Brazil guide, addressing the main legal aspects, challenges, opportunities, and trends in foreign investments.



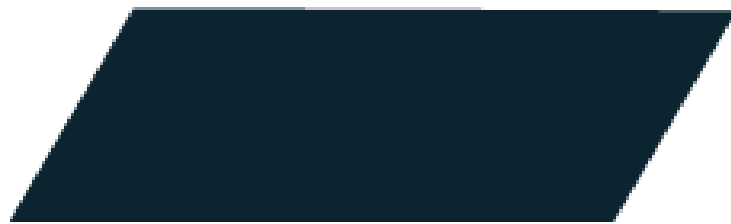
Guide in English



Chinese podcast

# BRAZIL-CHINA LEGAL INSIGHTS

Article	Partner	Key takeaway
<a href="#">Brazil's visa waiver to enhance bilateral partnership</a> (China Daily)	<b>Gabriela Lima</b> <i>Labor Partner</i>	On the impacts of the recent visa waiver adopted by Brazil for Chinese citizens, a measure that reinforces the bilateral partnership between Brazil and China.
<a href="#">Brazil hit by tariff uncertainty</a> (China Daily)	<b>Vivian Fraga</b> <i>Antitrust Partner</i> <i>China Desk member</i>	On the US tariffs affect investors on a global scale because they reshape supply chains and increase costs across multiple sectors
<a href="#">China Work Booms in Brazil as Chinese Investors Expand Horizons</a> (Law.com)	<b>Jun Makuta</b> <i>Corporate and M&amp;A Partner</i> <i>China Desk member</i> <i>Japan Desk leader</i>	Sharing valuable insights on this growing trend



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 WWCCA (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

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## PRACTICE AREAS

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

## 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

## 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

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## PRACTICE AREAS

- China Desk
- Arbitration
- Litigation
- Consumer Affairs

## LANGUAGES

- English
- Spanish

## 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.

Vivian is frequently invited as a commentator and subject-matter expert in publications such as China Daily and was recently featured in the Lawcom 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 Ibracast, 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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