

MAYER | BROWN

# Lusophone Africa Capabilities









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## MAYER BROWN AT A GLANCE

Supporting and strengthening the international operations of global clients requires a law firm with the capabilities to provide a full range of legal services on a global basis. Because of the strategic location of its offices, Mayer Brown can deliver broad international services and coverage to your doorstep. We are a leading international law firm with approximately 1,600 lawyers in 27 offices in key business centers across the globe, each of which has full capabilities with experienced teams permanently based in several jurisdictions. We are noted for our commitment to client service and our ability to assist clients with their most complex and demanding legal and business challenges worldwide.

In **Africa**, we are one of the few leading international law firms with a strong presence in the continent. With a deep understanding of the local businesses, culture, and languages, our lawyers have assisted clients in many African countries. We have a group of lawyers with substantial experience representing companies in a wide range of transactions in Africa. Some of these attorneys are local law experts and spend one hundred percent of their time supporting clients with large operations in the region. We have very active desks for specific countries, as for Angola and Mozambique.

Mayer Brown has advised a range of international and national energy, oil & gas, construction & engineering, infrastructure, manufacturing industries, among other sector's companies in relation to their investments in Africa and elsewhere in connection with a wide variety of legal matters, including M&A and project development, as well as tax, regulatory, employment and litigation matters. Through

competent attorneys with large African experience located at our offices of: Rio de Janeiro, London, Paris and Houston, we are qualified in domestic and international jurisdictions and counsel both national and global organizations. We represented companies and groups around Africa, including Angola, Algeria, Botswana, Burkina Faso, Central African Republic, Congo-Brazzaville, Democratic Republic of Congo, East Africa, Egypt, Equatorial Guinea, Eritrea, Ethiopia, Gabon, Guinea, Liberia, Madagascar, Malawi, Mali, Mauritania, Mauritius, Morocco, Mozambique, Namibia, Nigeria, Sao Tome and Principe, Sierra Leone, Somalia, South Africa, Sudan, Tanzania, Tunisia, Zambia and Zimbabwe.

In **Europe**, we have a London office comprising approximately 250 UK qualified lawyers which can offer clients a full spectrum legal service. Our London lawyers regularly work together with our US, European, and Asian teams to provide clients with complete representation on local and multi-jurisdictional matters alike. We also have offices in France (Paris), Belgium (Brussels), and Germany (Düsseldorf and Frankfurt), where we offer clients a strong set of local capabilities and sizable teams of lawyers who know local and European law and business.

In **Asia**, we offer extensive legal capabilities, with seven offices located in Singapore, Hong Kong and across Mainland China (Beijing and Shanghai), Thailand (Bangkok) and Vietnam (Hanoi and Ho Chi Minh City).

In **Middle East**, we have an office in Dubai to support our growing list of clients doing business in the region.







In the **Americas**, our solid footprint includes eight US offices located in Houston, New York, Washington DC, Chicago, Charlotte, Los Angeles, Palo Alto and San Francisco, together with a full-service Brazilian domestic law practice in Rio de Janeiro, São Paulo and Brasília, with Angolan and Mozambican desks. We have a team of highly specialized partners and associates in several areas of business law in Brazil, working from the simplest and routine operations to the most complex and sophisticated with a unique level of excellence in the legal market. All of our lawyers are fluent in English. In 2015, we opened an office in Mexico City to enhance our services to clients operating and investing in Mexico's oil, gas and power industries. The Mexico City team is a fully bilingual and bicultural group of lawyers with long-standing experience in Mexican projects and financings and a strong track record advising clients on international oil, gas and power transactions.

This on-the-ground global presence in these important regions enables Mayer Brown to offer clients access to local market expertise on a global basis. Many of our lawyers' practices involve providing cross-border advice on regional or global transactions, and we have extensive experience managing pan-European, trans-Atlantic, Asia-Pacific and global projects. This cross-practice, cross-border approach to solving the needs of our clients

means our lawyers not only have a thorough knowledge of the legal system in which they are based, but they also have a familiarity with the laws and the political, cultural and commercial influences likely to impact a matter in other regions. In fact, many are recognised for their work in multiple jurisdictions. For example, we have several practices - Emerging Markets, Latin American, Africa and India practices, - which focus on jurisdictions where they have a limited physical presence, yet the lawyers conduct business seamlessly. We regularly advise our international clients on matters involving these additional jurisdictions, in coordination with local counsel. It is not just their strategically located offices, but their cross-office cooperation that truly makes them an elite global law firm.

We serve many of the world's largest companies, including a significant proportion of the Fortune 100, FTSE 100, DAX and Hang Seng Index companies and more than half of the world's largest banks. We provide legal services in areas such as banking & finance; corporate & securities; litigation & dispute resolution; antitrust & competition; US Supreme Court and appellate matters; employment & benefits; environmental; financial services regulatory & enforcement; government and global trade; intellectual property; property; tax; restructuring, bankruptcy and insolvency; and wealth management.





## AFRICA

The firm has a strong presence in Africa, with a deep understanding of the local businesses, culture and languages, assisting clients in many African countries, particularly Angola and Mozambique.

A significant part of our African practice involves projects in areas such as: infrastructure, construction & engineering, global energy and oil & gas, mining, heavy industries, agribusiness and development of related and large dimension projects. In addition to industry-focused counseling, we also advise on general and diverse legal matters, including tax matters, mergers & acquisitions, finance and foreign exchange matters, regulatory and public bids, labor and immigration matter, corporate matters, among others. We also handle international and local litigation working together with local African-based attorneys.

We have long been a believer in the great potential of the African continent and our longstanding presence in the region is a witness to these beliefs. Besides Angola and Mozambique, our practice in the continent involves projects in several countries, including: South Africa, Nigeria, Tanzania, Botswana, Malawi, Togo, Kenya, Morocco, Egypt, Ghana, Congo, among others.



## MOZAMBIQUE

We have extensive experience in Mozambique, practicing for almost a decade advising international investment projects in the country, notably from Brazilian companies. Much of our practice in Mozambique is focused in the areas of infrastructure, construction & engineering, energy and oil & gas, mining, heavy industries, agriculture and development of related large scale projects. In addition to advice focused on specific industries we also advise on general legal issues, including advice on taxation, mergers & acquisitions, finance and foreign exchange matters, regulatory and public bids, labor and immigration matters, and corporate matters among others.

For projects in Mozambique, we have lawyers based in Brazil displacing permanently to Mozambique, besides having partnerships with experienced local lawyers. This combination unites local experience, which includes a unique perspective on local needs and the country's business environment, with access to our global platform. Thus, we use our local and international lawyers depending on client needs and on the complexity of the projects. We handle client's affairs with a direct approach,

linking our several offices, depending on the nature of the work and the profiles of the lawyers involved. Thus, we assign a leading lawyer to drive and manage the project from its start to its completion, offering our clients the comfort and security of knowing that our team will keep them informed of the work carried out, in all its stages.

Our lawyers are accustomed to working to tight deadlines and they take a proactive approach to ensure that the eventual legal issues are fully anticipated and resolved. In practice, this means proper analysis of the project at its outset, the early identification of potentially sensitive areas and the elaboration of rigorous planning and timelines. We also assure our approach is flexible enough to allow for and deal with last-minute issues, providing fast and efficient solutions, whenever necessary.

In short, we work to meet our client's needs and exceed their expectations. We present ourselves as an international firm in a unique position by having full service capabilities in Mozambique, which allows us to assist multinational companies in all legal matters.

“ Clients highlight [the firm's] reliability and local knowledge.”

“ [Paulo Rage is] very knowledgeable on technical issues.”

*Chambers Global 2017,  
General Business Law - Mozambique*





“

One of the few firms with the capacity to offer a technical and practical analysis of matters related to the oil industry with a high level of excellence.”

*Chambers Global 2020, International Firms  
in Mozambique*

“

[Paulo Rage] is timely and flexible to deal with.”

*Chambers Global 2017, General Business Law  
- Mozambique*



## OUR PRACTICES IN MOZAMBIQUE

Due to the specific characteristics of the local market, we practice in Mozambique with greater intensity in the following areas:

### Taxation

Advice on various tax issues in Mozambique, involving both direct and indirect taxes, especially those applying on cross-border transactions; such as those related to infrastructure projects, construction & engineering, energy and oil & gas, mining, heavy industries, agriculture and development of related and large scale projects.

### Foreign Investment

Preparation, presentation and negotiation of several foreign investment projects before the authority of investment promotion of Mozambique.

### Corporate & Capital Markets

Advice on all legal aspects of corporate law and capital markets, especially with regard to companies and joint ventures based in Mozambique; including the elaboration of equity and debt instruments as well as the corporate structure for complex and cross-border projects.

### Joint Ventures and Business Partnerships

Advice on legal requirements when the need for partnership with local Mozambican entities; including the negotiation of joint venture agreements between foreign investors and the partners, and the formation of internal and external consortiums, associations in participation and other corporate structures.

### Labor

Advice regarding all aspects and compliance with the Mozambican labor legislation and ancillary regulations; also advice on labor issues on expatriates in the country of the investor company's headquarters.

### Immigration

Advice regarding compliance with requirements of the Mozambican immigration legislation and ancillary regulations; including obtaining work permits and visas.

### Local Content

Advice regarding the hiring of local products and services, in compliance with local content regulations; including meeting the mandatory requirements for the specific sectors involved.

### Banking, Finance and Foreign Exchange

Advice regarding the applicable foreign exchange requirements, especially with reference to specific sectors and cross-border transactions; including all negotiation and structuring of financial instruments for equity and debt, as well as project finance of infrastructure projects and diverse large scale projects.

### Real Estate and Rural Land

Advice on all regulatory aspects of the use and enjoyment of land for development of real state and agricultural projects, including its regulations and obtaining DUATs and land registries.

### Anti-Corruption & Compliance

Implementation of anti-corruption legislation (as FCPA) audits in agents and local joint venture partners, as well as conducting analysis of companies' internal procedures, in order to improve controls and compliance with international and local standards.

### Energy and Oil & Gas - Regulatory and Contractual Aspects

Advice regarding regulatory aspects of operations with hydrocarbons in Mozambique, in particular with reference to the Petroleum Law, specific regime of taxation of petroleum operations, the Rovuma Basin regime and the ancillary regulations. Preparation, analysis and negotiation of concession and production sharing agreements, joint operating agreements, assignment of participation agreements and purchase and sale of assets (farm-in / farm-out) and infrastructure agreements - EPCs. Advice regarding the manner of structuring transactions with platforms and service providers for production fields, in particular by establishing efficient subcontracting structures.



## OUR REPRESENTATIVE EXPERIENCE IN MOZAMBIQUE

### Energy and Oil & Gas

- Project for providing equipment and services for **ENI East Africa** in Mozambique.
- Advised the **Mozambican National Oil Company** in its gas projects in Mozambique, projects of US\$ 12 billion.
- Advised the **Chinese National Oil Company** in its project for exploration of natural gas in Mozambique's Rovuma Basin Area 4, a project of US\$ 12 billion.
- Advised the **Thai National Oil Company** in its projects in Mozambique and in Brazil, including the project of Mozambique's Rovuma basin Area 1, a project of US\$ 3.4 billion.
- Advised a **Russian major Oil & Gas company** in its exploration blocks in Mozambique, projects of US\$ 527 million.
- Advised a **British-Kenyan group** to structure, finance and develop a major Gas to Power project in Mozambique, a project of US\$ 275 million.
- Advised a **major South African Oil & Gas company** on various legal issues dealing with the utilization of the Mozambique-South Africa pipeline.
- Advised a **major Japanese conglomerate** in the development and structuring of a petrochemical plant in the Rovuma Basin onshore area in Mozambique, a project of US\$ 780 million.
- Advised a **major American Oil & Gas E&P company** in the planning phase of its projects in Mozambique.
- Advised a **Malaysian Oil Company** in its projects in Mozambique and in Brazil.
- Advised **Wentworth/Artumas** in its project in the Mozambique Onshore basin.
- Advised a **major American Oil & Gas service provider** on various legal issues related to Rovuma basin projects.
- Advised a **major French Oil & Gas service provider** on various legal issues related to its Mozambique projects.
- Advised an **American Houston based geophysics service company** on various legal issues related to its projects in Mozambique, Angola and Brazil.
- Advised **Subsea7** on various legal issues related to Rovuma basin projects.
- Advised a **major Energy Equipment Manufacturer company** in an M&A transaction for the acquisition of a South African/Mozambican company.
- Advised **Trafigura group** on various legal issues and transactions in Mozambique and Brazil for their Oil & Gas midstream and downstream division.

### Construction & Engineering

- Advised a **major Chinese construction company** in a road construction project in Mozambique.

- Advising a **Brazilian construction company** in several infrastructure deals in Mozambique and Angola, including projects to build water dams (as Moamba Major).
- Advised a **major Brazilian construction company** in several infrastructure deals in Mozambique and in Angola, including a project to build a major dam in Mozambique, projects of US\$ 900 million.
- Advised a **major German engineering company** in the provision of engineering services for multiple major infrastructure projects in Mozambique, including the Maputo-Catembe Bridge, a project of US\$ 700 million.
- Advised a **major Brazilian construction company** in multiple infrastructure projects in Africa, including countries as Mozambique, Ghana and Equatorial Guinea, projects of US\$ 1.1 billion.
- Advised a **major construction company** in the project Gigawat – Ressano Garcia Power Plant (CTRG), in Mozambique, a project of US\$ 235 million.
- Advised a **major German-Brazilian engineering company** in a tender for provision of engineering services for Mega Projects in Mozambique, a project of US\$ 160 million.
- Advised a **major Brazilian construction company** in the finance structuring of a major airport infrastructure project in Mozambique, a project of US\$ 220 million.
- Advised a **major Brazilian engineering company** for provision of engineering services in its multiple international projects, including: Mozambique, Bolivia, Paraguay and Dominican Republic, projects of US\$ 200 million.
- Advised a **major Brazilian construction company** in the finance structure of a major hydroelectric dam project in Mozambique, a project of US\$ 3.5 billion.
- Advised a **major Brazilian industrial construction company** in a bidding to build infrastructure for Vale Mozambique, a project of US\$ 100 million.
- Advised a **major Portuguese construction & engineering group** in a project to build a water dam in Mozambique, a project of US\$ 65 million.
- Advised a **Brazilian engineering company**, in the provision of engineering services for a Mega Project in Mozambique, a project of US\$ 60 million.
- Advised a **Brazilian engineering company**, in the development and implementation of its operation in Mozambique.

### Agribusiness and Bioenergy

- Advised a **Brazilian bioenergy company** on a project to develop biomass and installing a bioenergy plant in Mozambique, a project of US\$ 350 million.
- Advised a **Brazilian company** on project to develop





biomass and installing ethanol plant in Mozambique, a project of US\$ 200 million.

- Advised a **Brazilian agribusiness group** in investments in agricultural business in Mozambique, in a project of US\$ 127 million.
- Advised a **Brazilian agribusiness group** in investments in an integrated agriculture and livestock project in Mozambique, in a project of US\$ 100 million.
- Advised a **Brazilian company** in an integrated agribusiness and manufacturing project in Mozambique and in its operations in Brazil.
- Advised a **French-Swiss major commodity trading company** of its agribusiness deals in Mozambique.

### Mining and Industrial – Siderurgical, Food & Beverage and Health and Science

- Advised an **eurasian group** in the development of an integrated coal-to-power project in Mozambique.
- Advised **Camargo Correa** in its divestment from Mphanda Nkuwa hydro power project in Mozambique.
- Advised **major German industrial company** in the development of multiple industrial projects in Mozambique, including a major distribution center.
- Advised a **leading Latin American explosives manufacturer** in its projects in Mozambique.
- Advised **the global leading health & life sciences company** for its operations in Mozambique in a pioneer project in the pharmaceuticals sector in the country.
- Advised a **Brazilian major mining company**, including: the negotiation of several commercial agreements relating to the project finance for the construction of a coal-fired power plant; on the development of a gas-fired IPP; and, in several environmental matters of its projects in Mozambique, and, also in several deals in Brazil.
- Advised the **Government of Mozambique** in connection with the sale of coal concessions by Rio Tinto to International Coal Ventures Limited.
- Advised a **Mozambican group** in a M&A transaction for the sale of its shares in mining in Mozambique, a project of US\$ 80 million.
- Advised a **Spanish-Brazilian mining and construction group** in a project to handle the heavy mining operations of a major mining project in Mozambique.
- Advised a **Brazilian automation company**, in the provision of automation services for a major mining Mega Project in Mozambique.
- Advised **Mozal** with several legal and tax cross-border issues regarding its operations in Mozambique.
- Advised **AB-Inbev/SABMiller/CDM** in its operations in Mozambique.
- Advised **Eurofarma**, a global leading multinational pharmaceuticals & life sciences company with its international operations, including greenfield and M&A projects, in several countries as: Mozambique, South Africa, Nigeria, Brazil, USA, and Philippines.

- Advised **Sindmec, the Brazilian Union** that represents several metal-mechanic equipment industries for the operations in Mozambique of the affiliated industries.

### Banking & Finance

- Advised a major bank in its participation in project finance structures for energy projects in Mozambique.
- Advised a **major Brazilian bank** in a joint venture with local Mozambican bank for joint operations of banking loans in Mozambique, in a project of US\$ 30 million.
- Advised a **financial company of a major American manufacturing group** in relation to asset finance transactions in Mozambique.

### Business Services

- Advised a **French-British company** leading of human power and outsourced services in its projects in Mozambique and in Brazil.
- Advised **CIS**, the French leading catering and supply services company in its projects in Mozambique and in Brazil.
- Advised **Diagonal**, the company of engineering and social resettlement in providing services for several Mega Projects in Mozambique and Malawi.
- Advised a **information technology company** in the implementation and development of its operations in Mozambique.
- Advised a **consulting company** in the implementation and development of its operations in Mozambique and in Angola.
- Advised a **major occupational safety services company** in its projects in Mozambique.
- Advised a **Brazilian logistics company** in the implementation and development of its operations in Mozambique and in Brazil.
- Advised a **global Italian-American logistics company** in its projects in Mozambique and in Brazil.
- Advised a **Brazilian major private equity group** in the implementation and development of a road transportation project in Mozambique.

### Diplomatic Representations, International Organizations, Associations & NGOs

- Advised the **Brazilian-Mozambican Association** that promotes the economic relationship between the two countries, along several businesses and projects that totaled over US\$ 850 million, involving the affiliated companies.
- Advised an **American NGO** in its projects in Mozambique.
- Advised a **British NGO** in its projects in Mozambique.
- Advised a **Brazilian NGO** in its projects in Mozambique.
- Advised the **Mozambican Embassy in Brazil** on legal issues of Brazilian law.







## ANGOLA

Much of our Angola-related representations involve infrastructure projects, project development, engineering, construction, and the global energy industry. In addition to industry-focused counsel, we have also handled general corporate matters, mergers and acquisitions, finance and tax matters, foreign exchange issues, immigration, distribution disputes, and litigation in which our attorneys have taken depositions and developed evidence, all while working with African-based attorneys.

For operating in Angola we have a group of lawyers with experience in the traditional areas of law and with a unique insight on the country's legal environment and client needs.

Our Angola desk combines local support from our independent Angolan Attorneys with access to the Mayer Brown worldwide platform by effectively using local/ international based attorneys depending on the need of our clients. We handle our client issues directly from different offices depending on the nature of the assignment and the profile of the attorney to be involved. We assign a lead partner to direct and manage the assignment from inception to completion, giving our clients the comfort and security of knowing that this individual will keep them informed about the work being done at every stage.

Our attorneys are used to working to tight deadlines, and they take proactive approach to ensuring that issues are fully anticipated and resolved. In practice, this means proper analysis of the work at its outset, the early identification of potentially problematic areas, and rigorous planning and timelines, where applicable. We also make sure that our approach is flexible enough to allow for and deal with last-minutes issues, and we have a proven ability to field additional manpower at short notice whenever necessary.

In short, we do whatever it takes to meet our client's needs and exceed their expectations.

// The partners have the ability to understand our complex needs."

*Chambers Global 2017, General Business Law  
- Angola*



## OUR PRACTICES IN ANGOLA

We present ourselves as a full service law firm in Angola. Notwithstanding, due to the specificities of local market there are some areas where we have been working more intensively. Those areas are:

### Joint Venture Agreements

Advising on Angolan local content requirements and the need to partner with local individuals or companies, negotiating such agreements for compliance with local law while safeguarding foreign investor's position.

### Regulatory Oil & Gas

Advising on regulatory aspects of the Angolan Oil & Gas Exploration and Production Framework, notably by reference to the Petroleum Activities Law (10/04) and ancillary regulations.

### Oil & Gas Contractual Aspects

Drafting, reviewing and negotiating Production Sharing Contracts, Joint Operating Agreements, participating interest assignment agreements, sale and purchase agreements (farm-in/out) and infrastructure/EPC contracts. Advising on how to structure transactions between Oil Operators and Oilfield Service providers, notably through the setting up of efficient subcontracting, consortium or tripartite structures.

### Corporate & Securities

Advising on all legal aspects pertaining to Corporate and Securities Law in respect of Angola-Based entities and joint ventures, including the incorporation of these vehicles.

### Labor

Advising on every aspects dealing with compliance with the Angolan Labor Framework provided by the Angola General Labor Law and ancillary regulations.

### Immigration

Advising on the compliance issues raised by the Angola Immigration Law and ancillary Regulations.

### Foreign Exchange

Advising on the foreign exchange requirements applicable in Angola, notably by reference to the special foreign exchange regime applicable to the oil industry.

### Local Content

Advising on the requirements in respect of hiring local goods and as well as on the impact of the Local Content Regulations in other domains, such as the training of Angolan Personnel.

### Real Estate

Advising on all regulatory aspects pertaining to the use of land and development of real estate projects.

### Banking and Finance

Advising and issuing legal opinions on facility agreements pertaining to Angola-based projects, notably infrastructure projects.

### FCPA

Carry out FCPA audits on local agents and JV partners as well as conducting reviews on client's internal procedures as to improve FCPA compliance control.

### Tax

Advising on the various taxes existing in Angola, notably the ones that specifically apply to the oil industry (v.g. Petroleum Income Tax, Training Levy and other specific oil & gas regimes such as the special customs regime) or that have a particular impact on the oil business, such as Industrial Tax and Investment Income Tax withholdings.



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## OUR REPRESENTATIVE EXPERIENCE IN ANGOLA

“ [Gonçalo Falcão] has a robust knowledge of the local law. He always does his best to comply with our often impressively short deadlines.”

“ [Mayer Brown] is one of the best, a firm I would recommend.”

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*Chambers Global, 2017  
General Business Law  
- Angola*

### Energy and Oil & Gas

- Assisting **OneSubsea** on a major tax litigation dispute with the Angolan Tax Authorities involving income taxes
- Assisting **Aker Solution** on the structuring of its Angola operations in view of the cash limitations caused by the foreign exchange restrictions
- Assisting **Chevron** with the review of a new package of laws for the Angola oil sector, notably the new Gas Law, Abandonment regime and marginal fields tax regime
- Assisting **Chevron** on drafting the agreements with Sonangol as to enable the latter to pay outstanding cash calls in arrears
- Assisting **Chevron** on the implementation of a employment benefit to allow the employees to make payments outside Angola
- Assisting **SBM** on structuring a new Joint Venture in Angola to increase its local profile in view of new tender processes.
- Assisting **Ecopetrol** on its divestment in Angola offshore Blocks 28 and 29
- Assisting **Subsea7** on the structuring of its Angola operations towards more efficiency on cash management among Angolan subsidiaries and its counter parties
- Assisting **Repsol** on the most efficient way of performing its divestment on Block 35 and 37
- Assisting **Tenaris** in assessing the Permanent Establishment risks of a proposed new trading deal involving the sale of equipment in Angola
- Assisting the **CMA-CGM** on implementing cash management smart structures to mitigate exposure to the Angola forex restrictions
- Assisting **Sonatide** on a customs dispute involving temporary importation of vessels into Angola
- Assisting **Transocean** on setting a dispute strategy against Dry Dock regarding the unfinished construction of an office building
- Advised an **American Houston based geophysics service company** on various legal issues related to its projects in Mozambique, Angola and Brazil
- Representing **Sonangol** the Angolan national oil company in one of the largest integrated LNG projects in the world, the Angola LNG project, with investments of more than \$10 billion in Angola and the U.S.

- Representing **Maersk Oil & Gas** on various regulatory and tax issues in Angola, as well as on the purchase and disposal of participating interest re Angola concessions.
- Representing **Maersk Oil & Gas** on setting up the business structure for the Block 16 development, advising on various legal, tax and foreign exchange matters pertaining to such project.
- Representing **Sonangol** in the acquisition of a refinery in Angola in the total amount of \$650 million.
- Representing the **Ministry of Petroleum of Angola** in the drafting of the Biofuel Law.
- Representing the **Government of Angola** and an Angolan national oil company on OPEC matters.
- Representing the **Ministry of Petroleum of Angola** in the drafting of the new Natural Gas Law.
- Representing the **Ministry of Petroleum of Angola** in the drafting of the new Downstream Law.
- Representing **Statoil** on various regulatory and tax issues in Angola.
- Representing **BP** with FCPA issues resulting from the enactment of a new Law on Administrative Probity.
- Representing **BP** on a major financial transaction named "Project Vuvuzela" where we addressed local law on different matters pertaining to such transaction, such as foreign exchange requirements and tax exposure.
- Representing **CEPSA** on the acquisition of a participating interest in an Angolan concession.
- Representing **Heerema Marine Contractors** in the negotiation of a JV with a potential Angola partner to provide services for IOCs in Angola.
- Representing **Heerema Marine Contractors** on the negotiation of an Export Credit Facility pertaining to the construction of a Marine Supply Base in Angola.
- Representing **Transocean** in the negotiation of a JV with a potential Angola partner and in the restructuring of its Angolan operations.
- Representing **Hercules Offshore** on various day-to-day legal and tax issues in Angola.
- Representing **Tidewater** in the negotiation of a JV with a potential Angola partner and in the restructuring of its Angolan operations.

- Representing **Cameron** in the negotiation and incorporation of a joint venture with local partners for the operation of a Christmas Trees plant in Angola.
- Representing **Schlumberger** on various day-to-day legal and tax issues in Angola.
- Representing **SBM** on various day-to-day legal and tax issues in Angola.

#### Mining

- Assisting **Caterpillar Finance** on entering into a loan agreement with Sociedade Mineira de Catoca towards the acquisition by the latter of mining equipment.

#### Construction & Engineering

- Advised a **Brazilian engineering company** in the project to build a water dam in Angola, a project of US\$ 240 million.
- Advised a **major Brazilian construction company** in several infrastructure deals in Mozambique and in Angola, including a project to build a major dam in Mozambique, projects of US\$ 900 million.
- Representing a **major Brazilian cement producer** in the negotiations of a JV and development of a cement plant with investments of more than \$400 million.

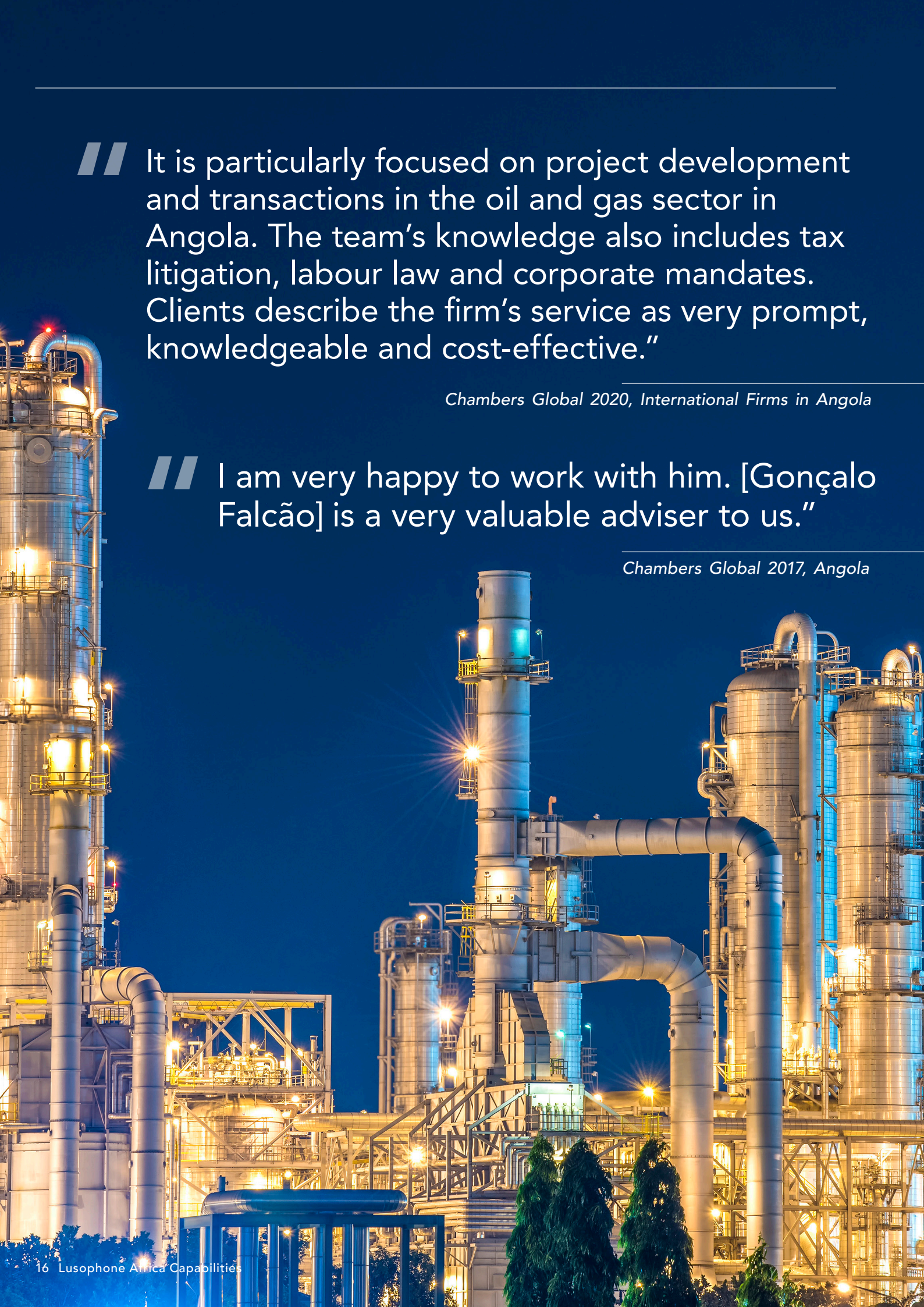
#### Business Services

- Advised a **consulting company** in the implementation and development of its operations in Mozambique and in Angola
- Representing **KPMG** in Angola on several legal issues pertaining to its local clients.

#### Technology, Media & Telecommunications

- Representing **Mercury Telecomunicações** and various **major IOC's** operating in Angola with the project documents and agreements necessary to set up the "Sonangol Offshore Optical Cable" network project regarding the construction of such a network offshore Angola.
- Representing **MS Telkom**, an Angolan telecom company, in the negotiation of a \$147 million EPC for communication and e-services for the Angola LNG Project.





// It is particularly focused on project development and transactions in the oil and gas sector in Angola. The team's knowledge also includes tax litigation, labour law and corporate mandates. Clients describe the firm's service as very prompt, knowledgeable and cost-effective."

*Chambers Global 2020, International Firms in Angola*

// I am very happy to work with him. [Gonçalo Falcão] is a very valuable adviser to us."

*Chambers Global 2017, Angola*



## KEY CONTACTS



### Alexandre Chequer

Partner  
+55 21 2127 4212  
achequer@mayerbrown.com  
Rio de Janeiro / Houston



### Ian Coles

Partner  
+44 0 20 3130 3205  
icoles@mayerbrown.com  
London



### Gonçalo Falcão

Partner  
+55 21 2127 4239  
gfalcao@mayerbrown.com  
Rio de Janeiro / Luanda



### Victor Galante

Partner  
+55 21 2127 4275  
vgalante@mayerbrown.com  
Rio de Janeiro / São Paulo



### Bruno Belchior

Partner  
+55 21 2127 4205  
bbelchior@mayerbrown.com  
Rio de Janeiro



### Norman Nadorff

Special Counsel  
+1 713 238 2653  
nnadorff@mayerbrown.com  
Houston / Rio de Janeiro



### Sam Eastwood

Partner  
+44 20 3130 3087  
seastwood@mayerbrown.com  
London



### Hallam Chow

Partner  
+852 2843 2350  
hallam.chow@mayerbrownjsm.com  
Hong Kong



### Paulo Rage

Partner  
+55 21 2127 4247  
prage@mayerbrown.com  
Rio de Janeiro / Maputo



### Tom Moore

Partner  
+1 713 238 2664  
tmoore@mayerbrown.com  
Houston



### Luís Montes

Partner  
+55 11 2504 4290  
lmontes@mayerbrown.com  
São Paulo



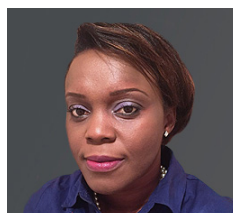
### Alexandre Calmon

Partner  
+55 21 2127 4262  
acalmon@mayerbrown.com  
Rio de Janeiro



### Bob Palmer

Partner  
+44 20 3130 3363  
bpalmer@mayerbrown.com  
London



### Carmem Fernando

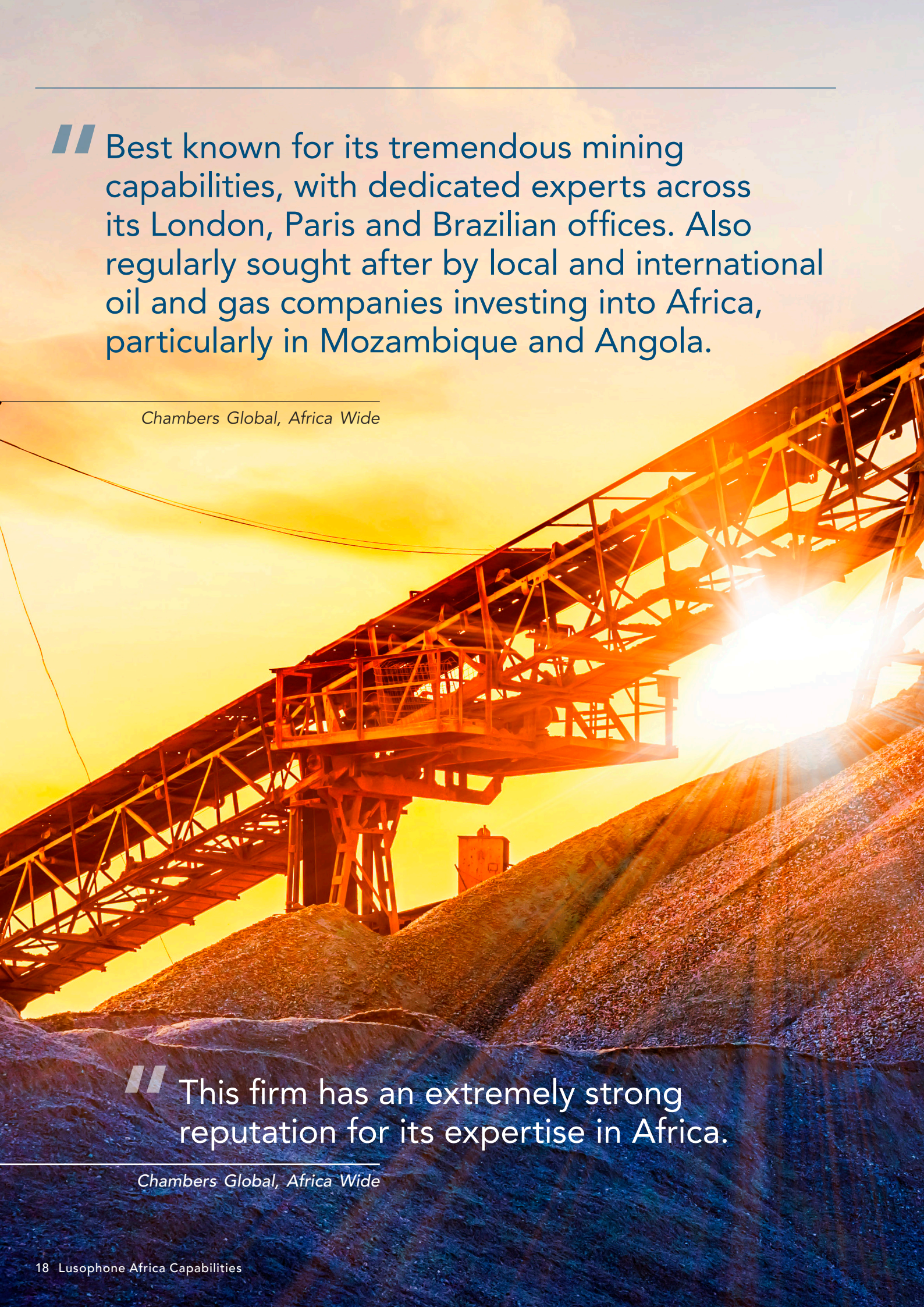
Independent Angolan Attorney  
+244 923 620 227  
carmenfernando@cpfadogados.co.ao  
Luanda



### Norah Mugambi

Associate  
+65 6327 0637  
norah.mugambi@mayerbrown.com  
Singapore





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