Promare is a multidisciplinary consulting firm, headquartered in Ceará with national and international operations, founded in 1999. Our services have a pragmatic approach in strategic business consulting. We are focused on promoting the freedom and security in our clients’ commercial relations, fomenting businesses with the necessary confidentiality.

Our group has a broad portfolio of services, allowing us to provide a full-service, where we perform receivables management, preventive legal advice, and also act in strategic litigation.

We are a unique team with a diversified background, composed by renowned legal, economics, business management professionals and foreign trade specialists, prepared to identify opportunities and to structure profitable and ethics operations for our clients.
Numerous awards and distinctions have been given to Promare | Rabb Carvalho Advogados and his team over the years, as a result of its strong reputation built by the office by providing legal services.

As a result, several international relevant editorials mention our office and our partners between those of greatest admiration and relevance in Latin American/Brazil, among them:

- Global Leading Lawyer 2017 Shipping & Maritime Law Firm of the Year - Brazil
- Finance Monthly - Global Awards 2017 International Trade Lawyer of the Year
- Finance Monthly - Global Awards 2017 Shipping & Maritime Law Firm of the Year - Brazil
- Global 100 - 2017 Maritime Law and Road Transport
- Lawyer International | Legal 100 - 2017 Maritime Law
- Finance Monthly - Global Awards 2017 Features Lawyer in International Trade Law (Larry Carvalho)
- Finance Monthly Magazine - Law Awards 2017 Maritime and Port Law
- Corporate Insider - Legal Awards 2017 Excellence in Maritime Law
Lawyers Worldwide Awards Magazine
Innovative Lawyers
Innovative Lawyers of the Year
(Larry Carvalho)

Worldwide Financial Advisor Awards
Magazine - Continent Awards 2017
Shipping & Maritime Law Firm of the Year - Brazil

Corporate LiveWire - M&A Awards 2017
Client Choice Awards Excellence in Maritime Law and International Trade Law

Lawyers Worldwide Awards Magazine
Global Leading lawyer 2017 Maritime Law

Client Choice Awards 2017

M&A Today | Global Rankings 2017
Maritime Law
Shipping Law Firm of the Year - Brazil

Lawyers Worldwide Awards Magazine
Fiver Star Lawyers 2017 Maritime and Transport Law
Shipping & Maritime Law Firm of the Year - Brazil

Lawyer Issue 2017
Featured Lawyer in Maritime Law - Larry Carvalho

Corporate Livewire Global Awards 2012

Intercontinental Finance Magazine Global Awards 2012

ACQ Global Awards 2012 Brazil - Shipping and Maritime Law Firm of the year

M&A Award Winner Acquisition International 2012
Our focus is to promote the markets’ liberation and the business development

Invest in raising your company’s global presence

Every day companies of different nationalities and domiciles cross borders, establish businesses, firm contracts, all of this away from their country, under foreign laws, which are applicable by determinations of their own local sovereignty. Therefore, the twenty-first-century company, which operates in a globalized economy, must be prepared to face problems and issues that usually cross domestic boundaries.

Promare is a multidisciplinary consulting firm, headquartered in Ceará, with international activities, since 1999. Our services have a pragmatic approach in strategic business consulting. We are focused on promoting freedom and security in the commercial relations of our clients and fomenting business with the necessary confidentiality and description required by the different situations.

We are a unique team with a diversified background, which is made up of renowned professionals in the different areas such as law, economics, foreign trade and business management. They are prepared to identify opportunities and structure profitable and ethical operations unknown to the most competitors.

Our goal is to guide our clients in a holistic way to the strategic and personalized expansion of their businesses to new markets by overcoming barriers and maximizing business opportunities with tailor-made solutions for each project, enabling our clients to increase the global presence of their companies.

The consultancy has expertise in economic law, international planning, international trade and regulatory area, aiming a greater security and freedom for our clients, because the entrepreneur of the 21st century should not be constrained by state boundaries and limitations.

During its several years of performance in the international area, Promare has established strategic alliances with several law firms and consultancies abroad, creating a network of correspondents in almost every major capital in the world, in order to provide our clients with a multijurisdictional service, honoring their demands. Through this network, we are able, based on the real need, to explore knowledge and identify profitable resources and opportunities available in the most diverse countries.

We are tenacious about delivering positive results to our clients. We are proud of ourselves because of our meticulous attention to detail and the constant updating of regulatory information and opportunities in various sectors of the production chain. With a cognizance that no business is the same, we learn all the nuances of our clients’ businesses as well as the people who work there, allowing us to offer a personalized service that exceeds expectations. Our main goal is to achieve clients’ satisfaction by providing a consistent and superior product. We are passionate about developing relationships based on trust and quality performance. Each client, regardless of company size or project scope, is valued as an important part of our business.

At Promare, we are committed to provide an ethical, efficient, effective and transparent service.
Our clients are businessmen, investors and entrepreneurs, people who value a new and independent approach, based on traditional values such as a personalized, discrete and professional service.

We have a specialized consultancy in training companies abroad, opening international bank accounts and acquiring dual citizenship.

We represent several jurisdictions in Europe, the Caribbean, Asia, Central America and the Middle East for the formation of companies and opening of bank accounts abroad, as well as for the acquisition of citizenship, even in countries with differentiated tax regimes or whose domestic legislation does not allow access to information about the corporate composition, which allows the confidentiality of our clients’ structured operations.

In addition, our portfolio involves more than 40 banks around the world, which can suit the most diverse types of budgets. In this way, we enable our clients to reach the level of multinational entrepreneurs and guarantee their passport for freedom, being able to adopt the NOMAD/EXPAT lifestyle and to develop their businesses in a global way and independent of their citizenship or country of origin.

**Passport to freedom.**
Do you want to invest in another country?

**Become a world’s citizen!**

**Strategies: a second residence and second passport**

Having a second residence in another country is a great way to diversify away from your home country, reduce the tax burden and make possible to get a second citizenship. That means you will always have somewhere to go in cases of political, institutional and state crises.

Imagine how many people throughout their lives would like to have a diversification / protection option against arbitrary freezes/confiscations and political crises?

Imagine if you had the option of protecting yourself from such risks?

For example, during World War II, thousands of Jews escaped from concentration camps in Europe and came to Brazil, Chile, Argentina and other countries thanks to a second citizenship.

Imagine if you had only the citizenship of a country in extreme political crisis with a hyperinflation like the Venezuela in nowadays or Brazil in the decade of 80/90th? In which from day to day your State could turn to dust?

After all, Brazil has experienced several turbulent moments and, as you know, history can be repeated. So, prevention is better than cure. Diversification is extremely necessary in order to escape the absolute control of a single government.

The second citizenship can also be obtained through an investment in the country’s economy (including for countries with an EU passport) or through your ancestry. You may qualify for a second passport at this very moment and not even know it.

The Brazilian Federal Constitution allows the obtaining of other citizenships “by virtue of birth (jus soli) or ancestry (jus sanguinis)”, without implying the loss of Brazilian nationality.

On the other hand, the Constitution determines that a Brazilian citizen only lose his citizenship if he or she manifests this will formally, through a judicial process. In any case, is possible to revert such process. We advise that, before making any decision regarding obtaining a second citizenship, consult a qualified professional to examine your case.

Are you in doubt about how to get a second citizenship? We can help you.
**Move your money to a safe place**

**Strategies: Offshore Bank, Offshore Gold Storage**

We can help you to structure the most convenient strategies for your investment interests in national and international markets. Keeping some of your resources in offshore banking and offshore storage is the first important step towards internationalization.

If all your money is in a single country, it will be vulnerable to confiscation or freezing in case of political / institutional crisis. An overseas bank account ensures that some of your wealth runs no risk of being frozen or improperly confiscated by the government. While banks in the Western world insult you with their small interest rates, many foreign banks actually pay high incomes. Having money in another country also allows you to reduce the risk of sovereign risk with accounts in multiple currencies.

Having a bank account abroad is a key part of international diversification. Especially if we take into account the current reality where exchange controls and government regulations are becoming more and more bureaucratic.

Let’s imagine in practice: how would you feel if one day, when you woke up, your credit cards were no longer available and all your accounts were frozen indefinitely without any justification? It is likely to take months or even years of hearings before getting your money back. Also, how would you pay a lawyer if your bank accounts would be blocked?

Thanks to our contacts and relations with foreign banks, we can facilitate the opening of accounts in several countries. We represent several jurisdictions, including Switzerland, Luxembourg, Austria, Latvia, Saint Vincent and the Grenadines, Panama, Belize, Costa Rica, Hong Kong, Portugal, United Kingdom, Singapore, Dubai, Delaware (USA), Nevis, Andorra, BVI, among several others where we work with banks that offer assistance to clients and browsers on the internet to do all their banking in an online way. Are you interested? Contact us.

Let us make it clear. International banking is not synonymous with hiding money from income taxes, but rather a way of diversifying capital LEGALLY and duly declared to the tax authorities.

Having a foreign bank account is an excellent strategy for planting a seed abroad. And more, you will have access to products that are often not available at national banks.

The meaning of offshore: It is important to clarify a misconception involving offshore companies. Different from what we think of when we hear the term “tax haven”, an offshore company does not involve tax evasion. It can be used for the reduction of taxes or total exemption of the tax burden if it is properly structured. We defend the legal optimization of taxes, never tax evasion.

It is also possible to carry out several structured operations such as "double Irish", its variant "double Irish with a Dutch sandwich", among several others, depending on the customer’s needs.

Promare allows the entrepreneur to guarantee their freedom, regardless of frontiers, sovereignty and state limitations. We set up companies abroad without being necessary to our clients to go in person to the

**Become a global entrepreneur!**

**Strategies: offshore company**

Citizens of countries where taxes are high, as well as costs for opening a business and administration of a legal structure, are attracted by the possibility of having a company abroad. Fortunately, small businesses and professionals can also benefit from this opportunity.

Among some benefits we can highlight:

- Low tax burden and ease of opening bank accounts abroad;
- Protection of assets and property;
- Convenience and practicality - you can take your company offshore without having to leave your home;
- Ease and speed of establishing a company, especially when compared to the bureaucracy and costs of an opening in Brazil;
- Saving administrative costs;

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Promare allows the entrepreneur to guarantee their freedom, regardless of frontiers, sovereignty and state limitations. We set up companies abroad without being necessary to our clients to go in person to the
chosen jurisdiction in order to incorporate their legal structure. Your business can be ready in less than five work days in some situations.

**EXAMPLES OF HOW CAN A PHYSICAL PERSON BENEFIT FROM A LEGAL STRUCTURE ABROAD?**

- Facilitation for opening a bank account, buying and selling personal assets;
- Succession Planning (transfer of inheritance without the costs, discussions and absurd delays of an inventory);
- Asset Protection;
- Financial planning;
- Environment that guarantees secrecy, business privacy, security and tax exemptions;

**SEE EXAMPLES OF HOW JURIDICAL PERSON CAN BENEFIT WITH AN OFFSHORE COMPANY:**

**Import:** Import and export company, for example, can meet the requests of buyers from various parts of the world through an offshore company, to those who want to buy or lease the rights to use copyright, patent, trademark or technology of its originals holders.

**Tax Planning:** It is common to create an Offshore Holding, which controls the entire movement of subsidiaries in several countries. With this option, the subsidiaries get the benefit of tax deductions on interest paid. In this way, it is possible for a company to capitalize, in addition to pay lower taxes from the collection of royalties and dividends.

**Corporate and Business Planning:**

For business conducted on the internet, a company located in a tax haven offers numerous benefits.

As pointed out uninterruptedly in the materials produced by Promare, legal structures abroad, which are properly formed and declared to the Federal Revenue, do not open gaps for illegalities under Brazilian law. We emphasize that the anonymity of the partner and director of the company remains a right guaranteed by law and is usually used primarily for the protection of pecuniary claims.

In addition to our "Passport to Freedom" product, we have also developed the following consultancies for entrepreneurs who wish to invest or attract foreign investment:

- Joint Venture Opportunities;
- Investment orientation;
- Advice and Identification of Financing;
- Analysis of the Appropriate Fiscal Structure;
- Local partners for business, legal and accounting assistance;
- New distribution channels.

Promare cares about how shipping charters are negotiated and processed. With a wide range of services, including analysis of Charter Party and Demurrage, we are committed to improve efficiency in all transactions, thus creating positive results in the production chain of our clients’ logistics.

Our team provides a solid and consistent consultancy in the verification of the performance of charter contracts and analysis of the legality of demurrage claims in a precise and economical way, in order to maximize the profitability of our clients’ maritime operations.

Our intention is not to reinvent charter contracts, just adjust the existing clauses, ensuring a better operational return. We review charter party and clauses in order to minimize disputes, always regarding the current understanding of arbitration awards in the Chambers of London (LMAA) and New York (SMA).

Promare knows where the possible pitfalls are in a charter contract. Our goal is to provide advices to avoid them.

Preventively, we carry out strategic planning to help our clients to better manage demurrage in their future transactions. This includes reviewing prior travel to enable the development of better contractual terms, thereby improving the way charterers are negotiated and contracted.

Promare’s proven track record of successfully resolving Laytime and Demurrage disputes on behalf of ship owners, charterers and commercial trade partners has been unparalleled, operating in this segment since 1999.

We provide claims spot advisory services to clients who may need assistance with complicated demurrage charges or dispute resolution.

Promare also provides full services to key clients who outsource demurrage and freight claims in two areas: through Promare.

Consulting, in the management, negotiation, and mediation of demurrage and claims, analysis of charter contracts and advice on disputes, or even through the services of Promare Cobranças regarding active collection with experienced and trained telemarking to pursue demurrage / freight debtors.

However, in cases where an agreement or negotiation is not possible, RC Law | Rabb Carvalho Advogados Associados performs both the defense and judicial collection of charterers and shippers in demurrage claims and charter contract disputes, as well as proactive guidance on how to avoid arbitrage risk.

If, nevertheless, arbitration procedures are unavoidable, we have extensive experience in conducting and representing our clients, by assessing risks and benefits for the implementation of agreements or by adopting simplified or complete arbitration procedures, of indication and management of local offices.

Over the years, we have successfully represented clients in demurrage disputes and charter contracts at the Chambers of New York (Society of Maritime Arbitration) and London (LMAA - London Maritime Arbitrators Association).

Finally, we conducted the In Company course on Charter Contracts, Laytime and Demurrage for various vessel owners, charterers and traders, in order to provide a team training.
Global Mobility for you and your business

Promare is specialized in global mobility, operating nationally and in almost every major metropolis area around the world. We aim to provide greater freedom and security for our clients who cross borders and do business in different jurisdictions.

Our team is dedicated to meeting the main demands and needs of our clients, with technical performance of multidisciplinary competence.

We work with RC Law’s maritime and corporate law departments in an integrated way, which enables us to present reliable and exclusive full-service solutions with a high degree of security.

Our main services are assistance and advice for foreigners with regard to immigration services and work permits. We can provide assistance with the different types of visas, according to the requirements of the Ministry of Labor and Federal Police.

Promare offers to the market solutions integrated in immigration, expatriation of Brazilians who wish to live abroad and regulation of the place.

Visa application solutions for people who wishes to live abroad are the first step to our “Passport to Freedom” program. If the client prefers, we can help with the application for a citizenship or permanent visa as an investor. For more information, check out our “Passport to Freedom” program.

We also offer all the necessary assistance for the collection of documents of foreigners in Brazilian consulates abroad and all the necessary procedures for the legal stay of the foreigner in Brazil, control of validity periods, until its renewal, acting in a unique way in the management of the logistics inherent to the regularization of foreigners who come to work in Brazil, both onshore and offshore.

In addition to Immigration Planning for complex operations, we performed the adaptation to local regulations, including RN72 proportionality.

Among our services of BRAZILIAN VISAS FOR FOREIGNERS, we can highlight:

- Temporary and permanent visas in general for foreigners;
- Work Visa;
- Visa for Technical Assistance;
- Opening and legalization of companies in Brazil;
- Visa for foreigners who wish to invest in Brazil;
- Visa for Executives;
- Visa for crew members;
- Transformation and extension of visas;
- Technical Visa - 90 days (Rn100);
- Mercosur Agreement;
- Consular Assistance (Outbound);
- Permanent Residence, naturalization and family reunion (Brazilian visa modality);
- Global Consultation of Visas;
- Brazilian documents: CPF, work register and driver’s license;

FOREIGNERS LEGALIZATION:

- Registration of visas and other documents obtained at the Federal Police;
- RNE Collection;
- Extension of the register protocol;
- Reception at airports (support for staff since arrival in the country);
- International Support;

We can help you by designing and implementing strategies to eliminate trade barriers that are affecting your business, among some of our services:

- Sectorial evaluation of existing and potential tariff and non-tariff barriers;
- Commercial Defense (dumping, safeguards and subsidies);
- Determination of Normal Value;
- Economic Analysis of Damage and Causality;
- Requirement of Market Economy Status;
- Suspension of Measures Based on Arguments of Public Interest;
- Negotiation of Price Commitments or Suspension Contracts;
- Product Exclusion Studies;
- Requests for Restitution;
- Simulation of Antidumping Law;
- Trade Facilitation;
- Commercial Diplomacy;
- Antitrust / Competition;

Strategy: Visas in Brazil and abroad

Have you been suffering from trade restrictions imposed by the government?

We can help you to build strategies that protect your business from your competitors by pursuing the following trade defense measures:

- Commercial Defense;
- Dumping;
- Subsidies and Protections;
- Normal Value Determination;
- Comments on Monitoring the Pricing of the Mid-Term Review;
- Support of Administrative Reviews;

Do you need World Trade Organization (WTO) support for your clients and / or associates?

We can provide advice on the World Trade Organization system and provide support in dispute settlement processes.

Supplies and imports

We can help you to structure the most efficient alternatives to import the desired products through the following strategies, by using special regimes and tools provided by legislation:

- Permanent tariff reductions (trade agreements);
- Temporary tariff reductions;
- LETEC - Inclusion in the List of Exceptions of the Common External Tariff;
- Litigation for shortages;
- Preferential tariffs;
- Special import and export programs;
- Negotiation of exemptions and tax reductions;
- Special customs regimes;
- OAS;
- Ex tariffs for capital goods and telecommunications products;
- Free Zones;
- Customs Administrative Litigation;

You been suffering from predatory imports?

We can help you by designing and implementing strategies to eliminate trade barriers that are affecting your business, among some of our services:

- Sectorial evaluation of existing and potential tariff and non-tariff barriers;
- Commercial Defense (dumping, safeguards and subsidies);
- Determination of Normal Value;
- Economic Analysis of Damage and Causality;
- Requirement of Market Economy Status;
- Suspension of Measures Based on Arguments of Public Interest;
- Negotiation of Price Commitments or Suspension Contracts;
- Product Exclusion Studies;
- Requests for Restitution;
- Simulation of Antidumping Law;
- Trade Facilitation;
- Commercial Diplomacy;
- Antitrust / Competition;
We can assist you in reducing the liability of customs fines in your import/export operations.

Based on the experience obtained in the various projects and clients served throughout its history, Promare offers mapping services for its clients’ processes, aiming to identify the origin of the penalties that are routinely applied against the company, offering a clear and consistent view of internal customs procedures.

From this analysis it is possible to identify the critical points, validate their adherence and the standards that should be considered in the execution (customs compliance), in addition to optimizing the processes with the objective of reducing risks and costs.

Customs compliance is a very important tool for customs risk management in imports. The Federal Revenue in its inspections and parameterization uses several risk factors by means of cross-checking of data with other systems.

Thus, customs risk is a preponderant factor to the creation of a customs liability, either by delay in the customs clearance of the merchandise, with the consequent demurrage and storage costs, or by the application of fines and opening of Special Customs Procedure.

Our team has experienced professionals who regularly act in diverse market sectors and are able to study the companies’ imports records to detect the customs risks of the operation. We are specialized in diverse areas, such as foreign trade operators, auditors, tax lawyers, accountants, customs lawyers, Information Technology professionals and tax classifiers.

Linked to our Customs Compliance services, we carry out the survey of possible liabilities and/or existing tax credit, so that it is possible to file “spontaneous denunciation” measures aiming the exclusion of tax liability for infractions, so that the request for refund of taxes paid over in the company’s operations.

Our team also has extensive experience in preparing Federal Revenue consultation on COMEX, Siscoserv, Tax Classification and tax issues. Effective consultation, formulated before the legal deadline for collecting taxes, prevents the application of a fine and interest for late payment.

The Consultation Solution, since the date of its publication, has binding effect to the Federal Revenue and supports any taxable person who uses it, regardless if such person is the consultant or not, without prejudice to the verification by the tax authority under a review procedure.

The Promare team is also highly qualified to assist the taxpayer, as well as the experts’ accountants and engineers, in the preparation of administrative defenses/objections until the final decision by CARF. All objections are against infraction notices of the Federal Revenue or agencies involved in foreign trade.

We also provide extensive consulting and compliance for issues related to SISCOSERV and OAS, always aiming to reduce the liability/customs risk of our clients.

In Company Courses

Among the Promare Consulting professionals, we have masters, professors of universities and post graduations. Thus, combining the practical experience of our professionals with the educational vocation they possess, we have developed several In Company Courses that are offered to our clients. We have already held In Company Courses for various Brazilian and foreign business groups.

The courses offered by Promare can be adapted or developed as requested by our clients, in our area of activity, and thus, we formulate grades of courses in accordance with the specific needs of each company.

Among some In Company courses offered by Promare we can highlight:

- Introduction to Chartering Contracts
- Introduction to the regulation of Maritime Transport
- Introduce to the Port Regulations
- Advanced concepts of Chartering Contracts
- Advanced in Laytime and Demurrage
- Advanced in Laytime and Demurrage
- Customs infractions and Penalties
- Customs Valuation
- Customs Risk Management
- Introduction to Customs Legislation
- Advanced knowledge of Customs Legislation
- Multimodal Transport and Legal Regimes
- Structured Operations Abroad
- Passport to Freedom
- Labor Reform and its impacts on the Port Sector
- Siscoserv
- The impacts of NR 29 on port activity
- How to handle customs investigations
- Special Customs Procedure: And now? What to do?
- How to avoid penalties in Import Procedure?
- Special Customs Regimes

Are your debts with customs fines and intervening agencies high?

Introduce to the Port Regulations
- Advanced concepts of Chartering Contracts
- Advanced in Laytime and Demurrage
- Customs infractions and Penalties
- Customs Valuation
- Customs Risk Management
- Introduction to Customs Legislation
- Advanced knowledge of Customs Legislation
- Multimodal Transport and Legal Regimes
- Structured Operations Abroad
- Passport to Freedom
- Labor Reform and its impacts on the Port Sector
- Siscoserv
- The impacts of NR 29 on port activity
- How to handle customs investigations
- Special Customs Procedure: And now? What to do?
- How to avoid penalties in Import Procedure?
- Special Customs Regimes

Your team needs training?
The office is placed in a privileged location in the capital of the federative state of Ceará and has a subsidiary in São Luiz, capital of the state of Maranhão. The office has operations in the main Brazilian cities and ports. We also have a team of experts and independent consultants, motivated by a permanent commitment to the highest standards of quality and ethics in the exercise of our professional activities, in order to attend emergency and unexpected situations.

Along the years of our team’s action in the international trade, the firm has established strategic alliances with numerous overseas law firms, creating a network of legal correspondents in almost every major capital city in the world, in order to provide a multijurisdictional legal service to our clients, molded to the nature of their business demands.

Through this huge network, we are also able, according to the need, to explore the legal knowledge and resources available in all major business centers. Nowadays, we work with the management of strategic demands and arbitrations in several jurisdictions, including: London, New York, Moscow, Greece, Singapore, Norway, Thailand, China, Indonesia, Japan, Curacao, Mumbai, Hong Kong and Dubai.

RC Law is one of the few offices that invests in strategic planning, always seeking to improve its management with a policy based on the valorization of its professionals and the integration among its teams, seeking support in the principles of excellence and committed to the results sought by its clients.

Our Differential

Creativity is the art of dealing with impossibilities. At RC Law we handle sophisticated and complex operations – using the creativity and making it happen. We are recognized for being a pro-business Law firm, working to make our clients’ projects feasible with the necessary legal certainty. To structure and enable complex operations and projects is in our DNA, combined with a deep knowledge of the dynamics of our clients’ sector with a multidisciplinary team.

Our mission is always to exceed the expectations of our clients, providing differentiated and safe legal advice, committed to the maintenance of the business and with the results, based on ethical principles in the exercise of professional activity. We are an office focused on business advocacy and valuing people.
RC Law counts on members specialized in foreign trade demands, who are reference in Brazil and have several international awards, representing domestic producers, importers and exporters in local, regional and international issues.

Locally, our foreign trade experts have experience in commercial defense processes, acting on issues related to:
- Anti-circumvention
- Dumping
- Public Interest
- Origin investigations to verify the authenticity of certificates or whether the imported goods meet the legal requirements of origin
- Safeguards
- Subsidies

The Office has extensive experience in procedures for permanent or temporary alteration of the Common External Tariff (CET), in particular, reducing the import tax rate due to the absence of similar domestic production (ex-tariffs) or due to goods shortages (Resolution GMC 08/08). Our experts also advise on requests for inclusion or exclusion of products in the CET Exception List and CET Temporary Elevation List, which aim to remedy temporary imbalances raised by the international economic environment.

Regionally, our foreign trade lawyers act in particular to represent clients from the most diverse sectors of economy: in commercial defense processes in other jurisdictions; in the defense of the interest of certain segments, in processes of negotiation of new rules of commercial agreements; and consulting on the interpretation of Preferential Trade Arrangements (PTA’s).

RC Law also provides legal advice on issues covering:
- Technical barriers
- Tariff classification
- Export control
- Licensing regime
- Customs valuation
- Other import and export procedures:
  - Foreign trade strategic and legal advice and consultancy
  - International contracts
  - Representation in foreign trade matters before Brazilian agencies and courts

Comex

RC Law and the partner Larry John Rabb Carvalho, head of the Shipping Department, are nationally and internationally recognized as one of the most respected Maritime Lawyers and Law Firms.

Our legal team provides 24/7 Emergency Response service to shipowners, owner, charterers, P & I Clubs, port operators, shipping agents, port terminals, shipyards, owners of the cargo, among others.

We act in cases of accident of navigation, cargo dispute, disrespect of the mooring waitlist (jump the queue), merchandise retention, arrests, pollution, cargo claim, judicial collection of freight and demurrage, gross malfunction, detention of goods, caveat, fires, ship stranding, injuries, clandestine on board, as well as maritime litigation and arbitration, with experience in representation before the Maritime Court.

We also assist in charter contracts, sale of ships and other maritime contracts, as well as licensing before regulatory agencies and regulatory compliance.

The office, also ranked in Chambers & Partners Latin America, is one of the leading Latin American Shipping Offices, being the “to go firm for shipping issues” in the North-East of Brazil.

In addition, the partner Larry John Rabb Carvalho was chosen by Who’s International as one of the most renowned attorneys in the area of shipping in Brazil.
WHO'S WHO INTERNATIONAL BRAZIL: SHIPPING 2017

"Mr Carvalho is committed to providing quality services that exceed internal and external expectations, in a timely and responsive manner. Colleagues and clients rely upon his integrity of opinion and provision of valuable advice relating to shipping and international trade issues."

Overseeing firm operations, he is responsible for managing and running specific projects as well as providing the leadership required to produce clear, measurable and recognizable results.


CHAMBERS AND PARTNERS LATIN AMERICA, 2018

The team is known for: office-boutique, based on Fortaleza, actively representing clients in a wide range of wet and dry mandates. Highlighted for its expertise providing counsel on shipping accidents and cargo-related disputes. Often retained by P&I clubs, in addition to shipbuilders, port operators and insurance companies.

Strengths: Clients say: "The firm provides us with excellent legal services and has a very dedicated team of professionals." adding: "It is the only firm we know in the North East of Brazil with such great expertise of shipping law."

Larry Carvalho is noted for his experience representing clients in complex shipping litigation mandates. Clients enthuse: "He pays a great deal of attention to our demands and offers a thorough knowledge of shipping matters," adding: "Working with him gives us great confidence."

CHAMBERS AND PARTNERS LATIN AMERICA, 2017

"Known for assisting clients in accidents in the northeast region of the country. It is also often sought by a wide range of market operators, including P & I Clubs, shipbuilders, as well as insurers."

Strengths highlighted by clients: "The office is well known and a market leader in the region. Our experience with the team has been very good."

CHAMBERS AND PARTNERS LATIN AMERICA, 2016

"This boutique office is active in the shipping sector. It is considered a 'go to firm for shipping issues' in Fortaleza and surrounding areas."

Strengths: "They are very experienced lawyers and the team has a strong role in shipping."
Customs

The RC Law team is a pioneer in legal advice in Customs Law in Brazil, having several awards from international institutes.

Our practice is recognized for developing tailor-made solutions for our clients to enjoy tax benefits and advantages provided by law, special customs regimes and more advantageous standards. We also have several tributary theses which makes possible to reduce the charges incurred in the import operation.

Above all, we expanded our efforts in the preventive consulting of customs compliance and customs risks, aiming to avoid losses with tax assessments and with the slowness eventually incurred in the import and export clearance. We review the customs operations, in order to verify the best framework.

We perform administrative and judicial litigation with the elaboration of defenses and studies regarding:

- Fiscal administrative processes of confiscation of goods;
- Tax fines;
- Tax representations of the CNPJ (national registry of legal person) disability;
- Tax representation for cassation / suspension of the customs broker’s register;
- Tax representation for criminal purposes;
- Tax representation for suspension / disabling of Radar;
- Customs valuation; rules of origin;
- Special customs regimes and import licensing;
- Necessary lawsuits for the release of retained goods with a confiscatory penalty, especially in cases of errors in classification in the nomenclature (NCM);
- Sub-billing;
- Dilution of the period for customs clearance for more than ninety days and fraudulent/concealment of the actual purchaser;
- Consultancy and monitoring of customs procedures for cargo inspection (IN / SRF 1169/2011) and the company (IN / SRF 228/2002);
- Judicial customs litigation;
- Release of cargo seized by the Brazilian Federal Revenue and/or by the State Finance Secretaries;
- Rehabilitation of RADAR/CNPJ;
- Annulment of high resolution of confiscation;
- Qualification in SISCOMEX of Radar Cassation or Suspension (administrative and judicial);
- Trade compliance;
- Adequacy of the commercial practice of the company to the Brazilian foreign trade policy;
- Customs review;
- Ex Tariffs;
- SISCOERV;
- drawback;
- OAS (Authorized Economic Operator);
- Records of operations with the Central Bank of Brazil;
- Investigation of origin and anti-circumvention;

Ports and infrastructure

Our Ports and Infrastructure team provides legal advice to several projects, including port and terminal operators, shipbuilding, railways, airports, logistics sectors, among others.

Our team specialization in the port sector began a few years after the opening of the Port of Pecém. The demand for labor and port legal advice from port operators encouraged our team of lawyers to stand out in the state of Ceará and others states in the Northeast.

In addition, we provide Port Business Advocacy services, mainly for port operators, with full legal management of all aspects of cargo handling activity, the use of port infrastructure and the regulatory and labor aspects involved. Our lawyers are a reference in the sector and work in general litigation, collective negotiations, among others, advising, besides the port operators, several companies installed in the ports of the country.

Among some of the services offered by the RC Law: Casualty Emergency Response (24/7 team in case of any accidents/malfunctions among others), monitoring of annual surveillance with ANTAQ, monitoring of expertise and defense in cases of malfunction during Port Operation, monitoring of the DRT, conclusion of discharge operation contracts, defenses in inspections of the government agencies and defense in labor claims arising from the port relationship.

We have professionals specialized in legal assistance for regulatory, contractual, corporate, tax, labor, insurance and compliance issues, as well as disputes resolution by arbitration or judicial means.
The practice of RC Law in this sector has multidisciplinary characteristics, offering specialized legal services for the mining & steel industry.

We advise our clients on projects, including the constitution of mining companies, obtaining authorization for mineral research, its renewal and obtaining a mining concession before the competent authorities. Our team performs the legal evaluation of the juridical situation of mining rights, allowing the clients a better understanding of the assets and possible strategies to be implemented, as well as monitoring the process in the Departamento Nacional de Pesquisa Mineral - DNPM (National Department of Mineral Research).

We also act in the litigation area, representing our clients in public civil actions and in processes of mining bondage and disputes with landlords, among other subjects of high sensibility for the sector. Furthermore, we provide guidance on the appropriate instruments for the acquisition of real estate and property rights.

We guide our clients with regard to specific mining industry labor issues such as hiring and dismissing employees and service providers, including foreign professionals, as well as labor due diligence and representation in administrative and judicial proceedings to labor issues.

In the same way, we assist our clients in the elaboration, negotiation and analysis of risks of ordinary contracts, including sale's contracts, assignment and leasing of mining rights, construction, equipment supply, distribution, service's provision, among others.

We also provide unparalleled legal services in tax and customs matters related to the peculiarities of mining and steel companies.

RC Law also provides full assistance regarding:
- Analysis of socioenvironmental impediments
- Due diligence of environmental licenses
- Environmental licensing process for mining projects
- Representation in administrative processes and lawsuits related to environmental licenses and damages

Along with our multi-jurisdictional coverage, furthermore, we offer the opportunity to design our long-standing expertise in the following markets:
- Oil
- Gas
- Coal
- Power
- Metals
- Agriculture and other soft commodities
- Emissions
- Shipping/remittance

Contact our RC Law team for more information about our company start-up commodity trading service.

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RC Law provides legal services for the Agrobusiness with the elaboration and negotiation of contracts involving the most diverse types of operation in the sector, from the agricultural inputs sale and raw materials, partnerships and rural leases and acquisition of land, to logistics, transportation, insurance, storage, import and export of the production. Besides, we advise on customs procedures for the acquisition of inputs (seeds, carton boxes, among others) necessary for the productive sector.
Inheritance planning operations have as main objective to find solutions that meet the clients’ needs. Owned companies, our corporate and tax teams work together to find solutions that meet the clients’ needs. Finally, in order to preserve family assets, in family-owned companies, our corporate and tax teams work together to find solutions that meet the clients’ needs. Inheritance planning operations have as main objective to avoid or minimize disputes over patrimony, besides to seek the best efficiency from the tax point of view, allowing companies to perpetuate themselves. We advise on the preparation of testament and instruments for the donation of assets to the heirs (anticipation of legal heritage), as well as in the inventory and indication of patrimony, judicial or extrajudicial, on behalf of the Estate, of the one or several heirs.

We have already been awarded as the distinguished Brazilian office in litigation & arbitration by Lawyer’s Monthly in the year 2016. In addition to judicial disputes, the litigation team acts in arbitrations before national and international chambers, directly representing our clients or acting in partnership with foreign offices in the context of an international arbitrations. We also act in the processes for homologation and execution of foreign judicial and arbitration decisions which must be complied with in Brazil. Our work covers both the solution of complex disputes and the solution to routine disputes, taking into account the details and specifics needs of each client to define the best strategies, always seeking solutions that are practical and effective.

Our litigation and arbitration team is qualified for the elaboration of legal opinions on disputes matters, as well as studies on the precedents of Courts on issues that concern or that may directly affect clients, including risk analysis and valuation associated with ongoing or potential litigation, in order to support the decision-making and pricing in financial or corporate transactions.

With academic and practical experience abroad, our arbitration team has a long history of acting in international arbitrations. We represent clients in judicial and arbitration disputes and in administrative proceedings of government agencies. We work frequently in national and international arbitrations; extensive experience in the application of arbitration rules, such as LMAA, SMA, UNCITRAL, ICC, FGV, and ABDM; assistance in the execution of foreign arbitration decisions in Brazil.

Our practice’s solid reputation comes from understanding our client’s business needs, aiming to provide tailor-made legal services.

Our Corporate experience covers the structuring and negotiation of domestic and international operations in the most diverse sectors of the economy. RC Law has a team of business-oriented lawyers which are specialized in assisting clients in transactions involving all types of commercial contracts. Based on the legal and economic competence of our specialists, we adopt an interdisciplinary approach in the process of defining the contractual structures most appropriate to the individual demands of our clients.

Our team has extensive experience in advising and representing national and international clients in all stages of the negotiation process. Our activities range from the preparation, review and negotiation of heads of agreements, term sheets, preliminary contracts and memorandum of understanding, to full post-contractual performance, for example, in the contracts management, additives and terminations and in resolution of conflicts.

We advise clients on the choice and implementation of the best legal structure to be adopted according to their context and business. In addition, we prepare, for example, minutes of general meetings of shareholders or meetings of business associates, administrative council, board of directors, fiscal council, advisory board and opinions about corporate matters in general.

Our team acts in an integrated manner with our dispute resolution practice involving corporate disputes between minority and majority partners, abuse of power of management, corporate governance, internal board of directors’ regulation and other related matters.

Finally, in order to preserve family assets, in family-owned companies, our corporate and tax teams work together to find solutions that meet the clients’ needs. Inheritance planning operations have as main objective to avoid or minimize disputes over patrimony, besides to seek the best efficiency from the tax point of view, allowing companies to perpetuate themselves.

We offer counseling for prevention, strategy definition and mediation in pre-litigation situations, in order to present the best solution to the conflicts, seeking the best results at the lowest cost.

Dedicated to the assistance of the oil industry, our Oil & Gas (O & G) team is fully prepared to offer services for bids, exploration and production contracts, procedures with the National Petroleum, Natural Gas and Biofuels Agency and others issues related to local content and P & D.

Our team has deep knowledge of the O & G industry with experience in serving national and international oil companies, service providers for oil fields, business associations and a range of suppliers in the upstream, midstream and downstream sectors. Our work is carried out in partnership with the Marine / Offshore and Environmental teams, ensuring more efficient services for a variety of companies in the industry.

We provide legal advice to companies that operates in the energy sector, with full assistance in regulatory, contractual, corporate and tax matters. We operate in projects related to the planning and implementation of Liquefied Natural Gas (LNG) terminals and their transportation, wind farms and oil and gas sale agreements.

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Global Mobility - Business Immigration

In order to attend to the growing demand for skilled labor imports in strategic sectors of the Brazilian economy, Veirano Lawyers has an area dedicated to business immigration services.

Working with professionals from the Civil, Consumer, Labor, Tax and Corporate areas, we develop strategic, integrated and consistent work that takes into account all aspects of the retail business and its impacts on the routine of the companies.

The boldness to create differentiated arguments, focused on solving problems, is only possible from an extremely close joint action between the legal department of the company and our team. This alignment allows high-quality technical and sectoral understanding, with direct effects on ordinary and strategic judicial demands, as well as responses to consultations and the creation of new theses.

When a client has contracts involving technology transfer, we advise the registry before the National Institute of Industrial Property (INPI). We also advise expatriates in obtaining personal documents and in their records at the Federal Police.

Veirano’s team carries out all risk analysis in specialized labor import processes, including corporate, tax, labor and intellectual property issues, defining strategies to minimize the risk supported by business clients when they decide to hire foreign workers highly qualified. For Brazilian companies, the firm provides advice in cases they send their professionals to foreign business units.

Through our subsidiary in Brasilia, our immigration practice maintains direct contact with the agencies and authorities responsible for immigration processes. This closeness to decision makers, located in the federal capital, ensures that our corporate clients receive agile, efficient and effective immigration services.

Retail

Retailing is a pulsating industry, with countless problems and determinants of business success. The industry is extremely sensitive to the economic oscillations of the market and consumers’ daily lives. Therefore, the legal position of the companies is strategic and has significant relevance in the composition of the final sale price and business success.

RC Law has a multidisciplinary team composed by professionals who have well known experience in retail operations, with deep knowledge of the daily needs and difficulties faced by the sector. The role of our specialized team is to assist in risk management in order to prevent losses in retail due to the indemnity industry.

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Tax

We advise individuals and legal entities, acting preventively in tax matters and aspects related to day-to-day administration for tax and contribution calculation, planning for tax savings and procedures related to tax litigation, in the administrative or judicial sphere.

The services provided based on these aspects can be applied in isolation with a fully tax perspective or in conjunction with the other areas of the office, due to the tax effects that are generated by other operations.

Inevitably, in order to provide a complete service to the client and attentive to the specifics of each economic sector served, the law firm operates in the areas of compliance, consulting, planning, administrative litigation, judicial litigation and obtaining tax subsidies.
Insurance and reinsurance

We offer legal assistance to insured, insurers, brokers, international reinsurers, drafting and review of contracts, legal opinions on applicable legislation, action on regulation claims and legal representation in judicial and arbitration disputes.

We focus on the regulation of large claims, particularly in the segment of operational risks / loss of profits, focusing on the evaluation of res / secretory coverage, technical investigation of the causes of occurrences, aid in the measurement of indemnity losses and performance in demands for subrogation.

Labor And Trade Union

RCL is reference in consulting services for the definition of preventive strategies, assisting our clients in the adoption of best labor practices. We advise on the elaboration of work contracts and the exercise of retention of executives with the implementation of variable remuneration plans. We attend to the specific needs of each client, through a strong performance in the trade union advisory.

We assure efficiency and agility in carrying out our legal audits, through integrated action with several areas of law, always seeking the best alternatives and solutions for our clients. We also act in the administrative and judicial litigation area.

We have extensive experience in advising companies in collective labor agreements, collective litigations and strike with the most varied labor union entities. In addition, we provide advice to clients in collective contracts’ negotiations.

Our Lawyers have solid experience in the field of labor litigation and offer expert advice on matters related to document preparation, employment contracts, experience contract, service contracts, among others.

Public Sector

We advise companies that have businesses with public administration resulting from bids, concessions, authorizations or contracts of adhesion. Our services include assistance in the elaboration of bidding proposals and claims in any disputes arising from the governmental relationship.

We also represent our clients in cases of administrative or judicial litigation before the most diverse courts and instances, including the Courts of Accounts. In addition, our team have extensive experience with the regulatory process of regulatory agencies and judicial review of administrative decisions before local and federal courts.
Promare Cobranças works with extrajudicial collections and receivable credit management. Between 2015 and 2017, we recuperated more than R$ 20 millions among the several kinds of business (product suppliers, maritime agencies, port operators, service suppliers, condominiums, machine rentals, internet providers and others).

Promare Cobranças offers a modern and broad physical and intellectual contact center structure, composed of trained professionals able to achieve the best approach. Periodically we conduct differentiated training on negotiation and technical knowledge of the contractor’s that guarantee greater empathy with the client.

Through our structure, technology and planning, we are able to perform management of receivables credits all over the national territory, which allows us to achieve great success rates. In addition, we work with commitment regarding the security and confidentiality of the received information.

We count on the most modern tools on the market, among them:
- Calls 100% recorded;
- Research in the national databases;
- Sending of letter and payment slip integrated to the management system;
- Support team for cadastral research;
- Exclusive receptive cell per contractor;

**Benefits:**
- Effective control and reduction of defaults;
- Guarantee and efficiency in the results;
- Reduction of harm to the commercial relations;
- Reduction of operational costs;
- Focus on the core business of the company;
- Transparency in negotiations;
- Speed and agility;
- Security and guarantee;

Promare Cobranças performs accounts to receive and active collection management for several business and industrial, as well as condominiums and service suppliers.

We have a trained and prepared team to carry out credit recovery in the logistics international sector, especially cargo agents, shipowners and ship suppliers, possessing excellent results in receiving demurrage, detention, claims, freights, among others.

We are member of several international debit collection. In the shipping market, we are one of the only offices in Brazil chosen to be a member of the Ship Arrested, which allows us to identify and manage the ship arrest because of credits raised in the shipping industry, all over more than 92 different countries on six continents.

After all, we also carry out research, identification and investigation necessary to assist our clients and their attorneys in possible search and seizure actions, repossession action and judicial collections.
Promare Cobranças provides services in the area of collection and credit recovery, always looking for quality, treating the clients with respect, agility and reliability.

We provide our clients with the targeted solutions:
- Out-of-court collection of overdue credit (bills of exchanges, promissory notes, check, contracts and others).

We also act actively with the default clients two days after the paydate, aiming the reduction of the Average Payment Time (APT).

By maintaining credit from its active client, it is possible to exercise new business approaches to this same group and to boost your business.

By looking for better results, Promare Cobranças has become reference in the market, with high credit recovery index, in a dynamic and practical way, applying the best enrichment tools and data hygiene.

Among the diverse stages of the collection routine, it’s possible to highlight the enrichment of the database and hygiene of the registries, the location of the debtors, the approach through SMS sending, e-mail, printed correspondence, phoned, interactive voice response, clerk notification and communicating the pre-filing judicial claim. All the charge routine is performed by a qualified team, which prioritizes the good understanding and clarification of the default.

The Promare Cobranças’ Client has the guarantee of a relation constructed with transparency and security. Get in touch and discover how we act in this area and the benefits for your company.