

## **Contact Persons for Indian Companies Seeking Representation/Partnership in Brazil**

It is generally recognized that like in India, it is useful to have a local partner for persons or companies seeking business interest in Brazil. It is so because of a number of reasons. The laws pertaining to entry of foreign companies in Brazil are very cumbersome and the procedures involved are equally lengthy. This difficulty is multiplied by the fact that all the work in Brazil is done in Portuguese, it being a monolingual country. Therefore, it is useful to have a local partner that is well aware of the local regulations to guide through this maze. To help Indian companies, given below are contacts of some organizations/persons that offer consultancy services which may be found useful by prospecting companies.

Companies/business persons are advised to do due diligence beforehand.

*This list is only indicative in nature and not an endorsement/recommendation of any particular company or individual.*

### **Official Investment Promotion Agency of the State of São Paulo**

#### **1. Investe São Paulo**

Mr. Thiago F. Messena

Institutional Relations- for Greenfield Investments

Phone: +55 (11) 3100-0349

Email : [thiago.santos@investesp.org.br](mailto:thiago.santos@investesp.org.br)

Website: [www.investe.sp.gov.br](http://www.investe.sp.gov.br)

For JVs and partnerships: [www.findabusinesspartner.com](http://www.findabusinesspartner.com)

### **Brazil-India Chambers of Commerce**

#### **2. Brazil India Chamber of Commerce, Sao Paulo**

Mr Roberto Paranhos, President of the Chamber,

Av Paulista, 807-Cj. 1202, Edificio Sir Winston Churchill, Sao Paulo, Brazil – 01311-100

Phone: +55 (11) 9974 4446 (mobile phone)

Email: [rpriobranco@ccbrasilindia.org.br](mailto:rpriobranco@ccbrasilindia.org.br)

Website: <http://www.ccbrasilindia.org.br/>

#### **3. Brazil-India Chamber of Commerce in Belo Horizonte – MG**

Mr. Leonardo Ananda, Executive Director

Rua Paraiba, 523 Bairro Funcionarios, Belo Horizonte.

Phone: +55 (31) 98156554/32645444

Email: [leonardo@indiabrazilchamber.org](mailto:leonardo@indiabrazilchamber.org)

Website: [www.indiaconsulatemg.org/](http://www.indiaconsulatemg.org/)

## Consultants

4. The Jai Group  
Mr. Rakesh Vaidyanathan  
Av. Paulista, 807 Cjs. 412/413, Sao Paulo, SP, Brazil  
CEP 01311-100  
Phone: +55 (11) 8339 5983  
Email: [rakesh@thejaigroup.com](mailto:rakesh@thejaigroup.com), [rakesh.vaidyanathan@gmail.com](mailto:rakesh.vaidyanathan@gmail.com)  
Website: [www.thejaigroup.com](http://www.thejaigroup.com)
  
5. AdvantageBRIC  
Mr. Alick N Barreto  
Av. Paulista, 1765- Cj 71, São Paulo – SP, Brazil  
Telephone/Fax: + 55 (11) 3170. 3185  
Mobile: + 55 (11) 98488.8487  
Email: [alick@advantagebric.com.br](mailto:alick@advantagebric.com.br)  
Website: [www.advantagebric.com.br](http://www.advantagebric.com.br)
  
6. AK Consultancy Services  
Mr. Aravind Krishnan  
QMSW 05, Setor Sudoeste,  
Brasilia, Distrito Federal  
Brazil  
Tel.: + 55 (61) 82652935  
Email: [akcsbrasil@gmail.com](mailto:akcsbrasil@gmail.com)  
Website: [www.akconsultancyservices.com](http://www.akconsultancyservices.com)
  
7. Karavan Advisory Enterprises LLP  
Mr. Anish Narang  
Managing Director, Karavan Advisory Enterprises LLP (Karavan)  
Chief Operating Officer; WICS Group and World BPO/ ITO Forum  
HQ: 2-C-1, Taj Apts, Rao Tula Ram Marg, Sector 12,  
R K Puram New Delhi - 110022  
Office: B-5/146 Safdar Jung Enclave New Delhi - 110029  
Tel. +91 (11) 26109213, Mob: + 91 9810270284  
Email: [anish.narang@karavanenterprises.com](mailto:anish.narang@karavanenterprises.com);  
[anish.narang@wicsconnectglobal.com](mailto:anish.narang@wicsconnectglobal.com)
  
8. Deloitte Touche Tohmatsu  
Rua Henri Dunant, 1.383  
4<sup>th</sup> to 12<sup>th</sup> floors – Golden Tower  
São Paulo, SP -04709-111  
Telephone: +55 (11) 5186-1000  
Fax: +55 (11) 5181-2911  
Website: [www.deloitte.com](http://www.deloitte.com)

9. Rajendra Kumar Mehta  
Director, Mehta Consult Ltd.,  
Rua Aprígio de Araújo, 1466, Apt. 52, Centro  
Sertãozinho- SP, Brazil  
CEP 14160-550  
Tel: +55 (16) 3945 7296  
Mobile: +55 (16) 99796 0993  
Skype: mehta.r1  
Email: [mehta.r251@yahoo.com.br](mailto:mehta.r251@yahoo.com.br) ; [mehta@mehtaconsult.com](mailto:mehta@mehtaconsult.com)
10. M/s. Martha Ferreira Consultores Associados  
Av. Antonio Borges, No. 75, Apartment 1003 Mata da Prais, Vitoria, ES-Brazil  
Tel: +55 (27) 3225 9696  
Mobile: +55 (27) 9961 9616  
Skype: martha9696  
E-mail: [martha.ferreira@terra.com.br](mailto:martha.ferreira@terra.com.br)  
Website: [www.marthafferreira.com.br](http://www.marthafferreira.com.br)
11. M/s. Great Start Ltda  
Rua Santo Arcadio, 469, Brooklin – Sao Paulo – SP, CEP 040707-110, Brazil  
Phone: +55 (11) 5531 6922, 5533 4958  
Fax: +55 (11) 5543-7131  
E-mail: [astrid@greatstart.com.br](mailto:astrid@greatstart.com.br)  
Website: [www.greatstartinbrazil.com](http://www.greatstartinbrazil.com)
12. M/s. GCE – Gosch Consultoria de Empresas Ltda  
Sra. Fatima Gosch - Director  
Avenida Paulista, 2073; Horsa I cj. 2023  
Conjunto Nacional - Consolação  
CEP -01311-300 São Paulo, SP  
Brazil  
Tel. +55 (11)-40828632/31703136  
[fatima.gosch@gceconsultoria.com.br](mailto:fatima.gosch@gceconsultoria.com.br)  
<http://www.gceconsultoria.com.br/>
13. Mr Julio Maria Martins Borges  
Executive Director/CEO  
JOB Economia e Planejamento (Consultancy for Sugar-Ethanol Sector)  
Rua Manuel da Nobrega, 211 conjunto 62-Paraiso-  
CEP: 04001-081  
Sao Paulo- SP- Brazil  
Tel: +55 (11) 32849500  
E-Mail: [julioborges@jobeconomia.com.br](mailto:julioborges@jobeconomia.com.br)  
Website: [www.jobeconomia.com.br](http://www.jobeconomia.com.br)
14. Mr. Netra B. Agarwal  
Rua Nicolau Alayon 220, Interlagos.Sao Paulo  
E mail: [nbagarwal@yahoo.com](mailto:nbagarwal@yahoo.com)

Mobile :+55 (11) 5666 8237

**Legal firms which also provide consultancy**

15. Martins Advogados

Sra. Valeska Teixeira Zanin Martins Teixeira,  
Rua Pde. João Manuel, 755 – 19th Floor - Cerq. Cesar  
CEP: 01411-001 - São Paulo – SP  
Tel. +55 (11) 3060 3310  
Fax: +55 (11) 3061 2323  
Website: [www.teixeiramartins.com.br](http://www.teixeiramartins.com.br)

16. Tess Advogados

Mr. Eduardo Carvalho Tess Filho  
Avenida Brazil, 471, Sao Paulo,  
CEP: 01431000  
Tel. +55 (11) 2146-6000  
Email: [tess@tesslaw.com.br](mailto:tess@tesslaw.com.br)  
Website: [www.tesslaw.com](http://www.tesslaw.com)

17. Sr. Custodio da Piedade U. Miranda

Doutor em Direito  
Prof Associado da Faculdade de Direito da USP  
Advogado E Consultor Juridico  
Franceschini e Miranda Advogados  
Av. Brig. Faria Lima, 1461, 13<sup>th</sup> floor, CJ 132/133, Torre Sul, 01452-002 –  
São Paulo - SP  
Tel: +55 (11) 30952566  
Fax: +55 (11) 38139693  
Email: [cmiranda@fm-advogados.com.br](mailto:cmiranda@fm-advogados.com.br)

18. Lopes da Silva & Associados

Mr. Luiz Eduardo Vidigal Lopes da Silva  
Av Paulista, 2073-Horsa II- 4th and 14<sup>th</sup> floors,  
Conj. 1401;  
CEP 01311-300- Sao Paulo-SP- Brasil  
Tel.+55 (11) 3141-1717  
Email: [lopesdasilva@lopesdasilva.adv.br](mailto:lopesdasilva@lopesdasilva.adv.br)  
Website: [www.lopesdasilva.adv.br](http://www.lopesdasilva.adv.br)

19. Veirano Advogados

Pedro Aguiar de Freitas  
Av. Presidente Wilson, 231 – 23<sup>rd</sup> floor  
CEP- 20030-021 - Rio de Janeiro RJ - BRASIL  
Tel.: + 55 (21) 3824-4752 - Fax: + 55 (21) 2262-4247

São Paulo Office

Av. Brigadeiro Faria Lima, 3477 – 16<sup>th</sup> floor  
CEP: 04538-133 - São Paulo SP – Brasil

Tel: +55 (11) 2313 5700  
Fax: +55 (11) 2313 5990  
Email: [pedro.freitas@veirano.com.br](mailto:pedro.freitas@veirano.com.br)  
Website: [www.veirano.com.br](http://www.veirano.com.br)

20. TECPLAN LTDA. – Consultants on Trade Defence Instruments (Dumping, Subsidies and Safeguards) and Foreign Trade  
Mauro Garcia - Director  
SHIS QI 21, Conjunto 4 - nº 15 - Lago Sul  
Brasília (DF), Brazil – CEP: 71655-240  
Tel/Fax: +55 (61) 3526-7664/3366-3827  
Mobile: + 55 (61) 9905-0329  
E-mail.: [tecplan.df@mundivox.com.br](mailto:tecplan.df@mundivox.com.br)

21. Mr. Roberto Kanitz [ also deals in Anti-dumping cases]  
International Trade Legal Advisor,  
UNO International Trade Strategy,  
Av. Brg. Faria Lima 1571, 15<sup>th</sup> floor  
Faria Lima – 01452-918  
São Paulo, SP-Brazil  
Tel: + 55 (11) 3588-4004  
Email: [roberto@unotrade.com](mailto:roberto@unotrade.com)

22. Barral Mjorge & Associates  
SHIS QI 25 CONJUNTO 12 CASA 15  
CEP 71660-320 Brasília/DF  
Av. Pres Juscelino Kubitschek, 1455 – 6<sup>th</sup> floor  
CEP - 04543-011 - São Paulo – SP  
Tel: +55 (61) 3223 2700

Directors / Partners  
Miguel Jorge – [Miguel.jorge@barralmjorge.com.br](mailto:Miguel.jorge@barralmjorge.com.br)  
Welber Barral – [welber.barral@barralmjorge.com.br](mailto:welber.barral@barralmjorge.com.br)

Website: [www.barralmjorge.com.br](http://www.barralmjorge.com.br)

23. WZ Advogados  
Mr. Alexandre Zanotta  
Rua Paes Leme, 524, 13<sup>th</sup> floor – ed. Passarelli  
CEP: 05424-904 – São Paulo – SP  
Tel: +55 (11) 3818 5521  
Fax: +55 (11) 3818 5556  
Mobile: +55 (11) 985211627  
Email: [zanotta@wz.adv.br](mailto:zanotta@wz.adv.br)  
Website: [www.wz.adv.br](http://www.wz.adv.br)

## Some Useful Links

1. Legal guide for foreign investors by APEX - Brazilian Trade and Investment Promotion Agency.  
Investment Guide to Brazil 2014  
<http://arq.apexbrasil.com.br/legado/investmentguidetobrasil2014.pdf>
2. Brazilian Investment Information Network  
<http://investimentos.mdic.gov.br/index>
3. Invest & Export Brazil – Trade and Investment Guide – By the Ministry of External Relations and Ministry of Development, Industry and Foreign Trade.  
<http://www.investexportbrasil.gov.br/>
4. Guide for JVs and M&A in the State of Sao Paulo by Investe Sao Paulo:  
<http://www.findabusinesspartner.com/>
5. Investment Guide by Federation of Industries of the State of Sao Paulo-FIESP  
<http://www.fiesp.com.br/indices-pesquisas-e-publicacoes/investment-guide/>
6. Doing Business in Brazil – A website by Deloitte, an Audit, Consulting, Financial Advisory and Outsourcing firm.  
<http://www.deloitte.dbbrazil.com.br/>

## Some Basic Economic Indicators for Brazil

Indicator	2015 (upto Q2)	2014	2013
Population	204.8 million	202.77 million	201.03 million
GDP (Nominal)	0.36 trillion. US\$ (est)	2.34 trillion US\$ (est)	2.39 trillion US\$ (est)
GDP growth rate	-1.9%	0.1%	2.7%
Exchange rate	1 US\$= 3.97 R\$ (as on September 30 2015)	1 US\$= 2.66 R\$ (as on Dec 31, 2014)	1 US\$= 2.34 R\$ (as on Dec 31 2013)
Industrial production growth	-6.3%	-3.2%	1.2%
Exports	94.329 bn US\$	225.10 bn US\$	242.03 bn US\$
Imports	92.108 bn US\$	229.06 bn US\$	239.75 bn US\$

Source: BCB & IBGE

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