



## Fabio Perrone Campos Mello

**Managing Partner**

fcamposmello@cmlaw.com

### São Paulo

T: +55 21 3262 3027

F: +55 21 3262 3011

### Rio de Janeiro

T: +55 21 3262 3000

F: +55 21 3262 3011

Fabio Perrone Campos Mello is a partner in Campos Mello Advogados' Corporate and Real Estate practices, based in São Paulo.

Fabio focuses his practice on real estate, corporate, mergers and acquisitions, and securities. He represents a broad range of clients in the planning and structuring of business transactions and corporate activities, including incorporation of companies, corporate reorganizations and restructuring, assembly of joint ventures, consortiums, associations, foundations, and partnerships among other methods of organizing businesses, activities and enterprises.

Fabio advises clients on issues involving the acquisition and disposition of corporate shareholdings or assets; executing due diligence procedures, divestitures, M&A transactions (including management buyouts and takeovers), assisting in the acquisition or transfer of ownership of equity interests, minority shareholdings and the structuring of public offerings of shares.

Fabio offers legal advice in all investment operations, directing Brazilian and foreign investors on mutual funds, investment companies and share portfolios.

Fabio's extensive client list includes Brazilian and international companies across industry sectors, such as hospitality and leisure (hotels and resorts), infrastructure, financial and banking services (investment management and funds), real estate and transportation.

Recent editions of Chambers Latin America recognized Fabio as a "leading individual" in Corporate/M&A and Real Estate, being described by clients as "a lawyer with tremendous knowledge of international law and a Midas touch when it comes to drafting contract" as well as "exceptionally client focused." Fabio began his career at LA Campos Mello Advogados, practicing in the areas of real estate and litigation between 1995 and 1998. After that, he left to serve as an attorney at two prominent Brazilian law firms. In 2005, Fabio joined Campos Mello Advogados as a partner.

*DLA Piper and Campos Mello Advogados (CMA) are separate and independent law firms, which work in cooperation with one another. Partners of DLA Piper are not partners of CMA; and CMA partners are not partners of DLA Piper.*

## LANGUAGES SPOKEN

- English

- Corporate
- Real Estate

English Italian  
Portuguese Spanish

- Italian
- Portuguese
- Spanish

## EXPERIENCE

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- **CTF Development Inc.** in the acquisition of 35% in the private equity fund incorporated to participate in the special purpose company created to explore the Cidade Matarazzo Project, a landmark high-end retail and hotel project in the city of São Paulo
- Italian infrastructure group **Atlantia** and its Brazilian subsidiary Autostrade Concessões e Participações Brasil on corporate, tax and contractual matters related to the creation of a R\$3.3 billion joint venture with Grupo Bertin in one of the largest operations in the Brazilian infrastructure sector. The resulting joint venture will be the largest Brazilian company specialized in road concessions, managing a portfolio of more than 1,500 km in toll roads concentrated in the states of São Paulo and Minas Gerais, with annual gross revenue around R\$1 billion
- **Ager Incorporações Imobiliárias**, a Brazilian developer company based in Rio de Janeiro, in a R\$ 500 million joint venture with global real estate investment firm GTIS Partners in order to perform real estate developments in Brazil
- Brazilian transportation and logistics **Fink Group** on acquiring a US\$200 million equity stake (60%) in Santos Brasil, the company that manages the largest and busiest container port in Latin America
- Worldwide hotel operator and franchisor **Marriott International** on the US\$47.5 million sale of JW Marriott Hotel Rio de Janeiro, in Brazil, to an affiliate of US hospitality real estate company Host Hotels & Resorts
- Brazilian real estate developer **Brookfield Residential Properties** on the US\$ 242 million acquisition of real estate developer Tamboré
- **Mexican pharmaceutical** distributor group Casa Saba on the US\$115 million acquisition of Brazilian drugstore chains Drogasmil and Farmalife, encompassing more than 100 stores
- US steel company **Nucor Corporation** on a US\$80 million agreement with Brazilian mining group Vale to create a joint venture to construct and operate a green iron project for the production of pig iron
- Brazilian beverage company **Cervejaria Devassa** on the sale of its controlling shares to Schincariol, one of the major breweries in Brazil
- Brazilian transportation and logistics **Fink Group** on acquiring controlling interest in logistics service provider Multiterminais Alfandegados do Brasil, through the exercise of preferential rights, in conjunction with Gávea Investimentos
- Energy industry private equity and infrastructure investor firm First Reserve Corporation in acquiring a 49% stake in DOF Subsea ASA from the DOF Group, a group that owns and operates a fleet of offshore-/subsea vessels and also has engineering capacity to service the subsea market Transportation service provider **TBS International** on an agreement with Log-In Logística Intermodal, a subsidiary of Brazilian mining group Vale, to establish a partnership for the maritime transportation of break bulk and project cargo
- Leading Brazilian multinational **Odebrecht** on the land acquisition and structuring of a mixed use real estate development, in 620,000 square meters area in Barra da Tijuca, Rio de Janeiro, encompassing the construction of the 'Olympic Village', in preparation for the 2016 Summer Olympic Games in Rio de Janeiro, Brazil
- Brazilian shopping center developer, operator and owner Multiplan on the R\$231 million acquisition of a 36,000 square meters property from Walmart, located in a high profile district in Rio de Janeiro, where a Walmart supermarket is currently in operation
- Real estate development company **REX**, part of Brazilian entrepreneur Eike Batista's EBX Group, on negotiating and drafting a highly complex leasing contract with football club Flamengo for the development of a new luxury hotel on a previous residential building, with estimated investments around R\$100 million
- **Generali Brasil Seguros**, subsidiary of the Generali Group, one of the most significant players in the global insurance and financial products market, on the R\$86 million sale of its Generali building along with 36 parking lots in another building, both located in downtown Rio de Janeiro, to Brazilian commercial real estate investment firm São Carlos Empreendimentos e Participações
- **Pylos do Brasil Participações**, subsidiary of Belgian real estate investor Pylos Group, on the acquisition of three office buildings in downtown Rio de Janeiro, Brazil. All buildings will undergo a modernization process, in estimated investments above €50 million
- Brazilian brewery Ambev, leader of the Latin America market and part of leading global brewery Anheuser-Busch InBev, on real estate aspects related to the US\$65 million sale of a historic property (an old Brahma beer factory, in Rio de Janeiro) to a private equity fund managed by Prosperitas Investimentos. Developers will build in the property a commercial real estate development with a

projected investment of US\$215 million, expanding the Sambadrome Marquês de Sapucaí ('Sambódromo') in accordance with the 2014 World Cup and 2016 Olympic Games legislative package

- Mexican movie theater chain **Cinépolis** on the leasing and construction agreements for Cinépolis Lagoon, a R\$10 million 6-screen cineplex located in front of Lagoa Rodrigo de Freitas, a lagoon surrounded by many high-profile districts in Rio de Janeiro, Brazil
- Major Brazilian construction company **João Fortes Engenharia** on acquiring, developing and selling Bangu Shopping, in Rio de Janeiro, to Aliance Shopping Centers, a Brazilian joint venture between Iguatemi Nacional and General Growth Properties
- Brazilian shopping center developer, operator and owner **Multiplan** on the R\$165 million sale of Morumbi Business Center, a high-class office building alongside major mall Morumbi Shopping, in São Paulo, to Oracle do Brasil, subsidiary of enterprise software company Oracle Corporation
- Hotel operator **Marriott International** on the US\$47.5 million sale of JW Marriott Hotel Rio de Janeiro, in Brazil, to an affiliate of US hospitality real estate company Host Hotels & Resorts
- Brazilian mall owner **Multiplan** on the development of Village Mall, in Rio de Janeiro, one of the most high-end shopping malls in Brazil
- An affiliate of global hospitality company **Hyatt Hotels Corporation** on the acquisition of a majority interest in a 46,000 square meter ocean-front property in Barra da Tijuca, an upscale residential and commercial district of Rio de Janeiro, Brazil, for the purpose of developing a 408-room Grand Hyatt hotel
- Leading Brazilian mall owner **Brookfield Shopping Centers** on developing and acquiring several shopping malls, such as Shopping Rio Sul, Itaú Power Shopping, Raposo Shopping and Shopping Mogi, among others in different locations in Brazil
- Portuguese investment group on the land acquisition and structuring of real estate mixed use developments (commercial, residential, hotel, mall and marina) in Rio de Janeiro, Brazil. The 'Marina Resort Residencial' and 'Rio Marina Resort Residencial' projects encompassed a total of 514 units, 932 boat slips and R\$200 million in sales
- **Club Med Reserva do Peró Resort** on the legal restructuring of development in the state of Rio de Janeiro, Brazil
- Brazilian healthcare provider **Amil Assistência Médica Internacional** on structuring and restructuring the real estate mixed use development 'Hospital das Américas', a private hospital complex located in an area of more than 60,000 square kilometers in Barra da Tijuca, one of the fastest growing neighborhoods in the city of Rio de Janeiro
- English hospitality investment group on the acquisition of land and development of an eco-friendly luxury boutique hotel in São Conrado, a high-profile district in Rio de Janeiro, Brazil

## CREDENTIALS

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### Recognitions

- "Leading Individual in Real Estate"
  - *Chambers Latin America*: 2012 - 2018
  - *Who's Who Legal Brazil*: 2013 - 2016; Leading Individual, Hospitality, 2020
  - *Who's Who Legal International*: 2017
  - *The Legal 500*: 2012 - 2018 - Recommended Lawyer
  - *Analyse 500*: 2019
- "Leading Individual in Corporate/M&A"
  - *Chambers Latin America*: 2010, 2015 and 2016
  - *IFRL 1000*: 2013 - 2018
  - *The Legal 500*: 2013, 2014, 2015 and 2017 - Recommended Lawyer
- "Leading Lawyer in M&A, Capital Markets, Banking and Project Finance"
  - *IFLR 1000*: 2014, 2015, 2016, 2017 and 2018
- "Leading lawyer in M&A, Capital Markets, Banking and Project Finance"

- IFLR 1000: 2014 - 2020
- *Best Lawyers*, Lawyer of The Year, 2019
- Fabio Campos Mello was named the Best Lawyers 2020 Real Estate Law "Lawyer of the Year" in Argentina

## Excellence and Relationship

Campos Mello Advogados was the first full-service Brazilian law firm to consistently use the NPS (Net Promoter Score) method. In the first year using the method, the firm achieved grade 83.

## Education

- LL.M., Corporate Law, New York University Law School 2002
- Specialization, Foundations of American Law and Legal Education, Georgetown University 2001
- M.B.A., Economics and Corporate Law, Fundação Getulio Vargas 2000
- B.A., Law, Pontifícia Universidade Católica do Rio de Janeiro 1998

## Memberships

- Member, YPO (Young Presidents Organization)
- Brazilian American Chamber of Commerce
- Brazilian Bar Association (OAB), Rio de Janeiro and São Paulo Chapters
- Brazilian Institute of Business Law (IBRADEMP)
- International Bar Association (IBA)

## INSIGHTS

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### Publications

- Co-author, "Private Equity Finds a Home - The Important Regulation Facing Venture Capital Investors in Brazil," *International Financial Law Review*, 2009
- "The Boom of M&A Transactions in the Brazilian Real Estate Market," *International Real Estate Finance Review*, 2008/2009

### Events

### Previous

#### Investment trends and the political climate across Latin America

20 May 2020 | 8:00 - 9:00 CDT  
Webinar

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- Speaker, International Bar Association Conference, Miami, February 2009
- Speaker, "Investments in Brazil," Atlas Conference, New York, September 2008

## NEWS

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**Ana Paula Chagas joins Campos Mello Advogados, strengthening Environmental Law, Climate Change and ESG practice**

26 October 2021

DLA Piper announced today that Ana Paula Chagas has joined Campos Mello Advogados (CMA), which has a cooperation agreement with DLA Piper, as a partner in the Environmental Law, Climate Change and ESG practice.

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