



## Fernando Zanotti Schneider

Partner

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### Area(s) of practice

Corporate/M&A

Contracts and Complex Negotiations

### Experience

Fernando is the Partner responsible for managing the corporate, M&A, as well as contracts and complex negotiation areas. Fernando has taken part in high complexity transactions, at time involving financially stressed assets, or subject to negotiations with multiple interest groups, both in the context of family managed enterprises and otherwise. In the last few years, he has represented clients for the acquisition and sale of important corporate entities in several economic sectors, particularly in the technology, financial services, retail and energy sectors. He has provided consulting services for foreign clients in green field transactions, joint ventures, project finance and corporate operations related to the acquisition and sale of enterprises, both in Brazil and abroad. In 2014, he has worked as an international associate in Tokyo, Japan, in association with Matsuda & Partners law firm. During his many years of experience practicing law, he has acquired expertise in deal structuring, due diligence, as well as in mergers and acquisitions.

### Education

MBA at INSPER/SP with a double degree from, Universidade Nova de Lisboa/POR.  
Specialization in Business Contracts – Getúlio Vargas Foundation – FGV/SP.  
Bachelor of Laws – Pontifícia Universidade Católica de São Paulo – PUC/SP.

## Other activities

Member of the Brazilian Institute of Corporate Governance – IBGC.

Member of the Business Law Commission of the Brazilian Bar Association, São Paulo chapter, for the two-year period 2014/2015.

## Publications

How does the diversity of the board members affect firm performance? The case of Brazil. Nova de Lisboa. Insper – São Paulo, 2017. Article available at:

[http://dspace.insper.edu.br/xmlui/bitstream/handle/11224/1757/FERNANDO%20ZANOTTI%20SCHNEIDER\\_Trabalho.pdf?sequence=1](http://dspace.insper.edu.br/xmlui/bitstream/handle/11224/1757/FERNANDO%20ZANOTTI%20SCHNEIDER_Trabalho.pdf?sequence=1)

Remuneração Variável Condicionada ao Sucesso: Stock Options [Variable compensation contingent on success: stock options], co-author of article published in Direito das Startups, edited by Lucas Pimenta Júdice, volume II. Curitiba, Juruá Editora, 2017.

Aspectos teóricos sobre a função social da pessoa jurídica e o incidente da desconsideração da Personalidade Jurídica previsto no Novo Código de Processo Civil (Lei Nº 13.105/2015). [Theoretical aspects on the social role of legal entities and the incident of Disregard of Corporate Veil provided for in the New Code of Civil Procedure (Law No 13.105/2015)] São Paulo, Brazil, 2015. Article available at:

<http://www.abe.adv.br/wp-content/uploads/2015/10/Abe-Advogados-Artigo-Desconsidera%C3%A7%C3%A3o-da-Personalidade-Jur%C3%ADdica-FZ-...1.pdf>

The Brazilian Law Against Corruption. M&P Legal Note 2014 No. 4-2. Tokyo, Japan, 2014. Article available at: [https://jmatsumidalaw.com/info/dl/news/2014\\_04\\_02\\_en.pdf](https://jmatsumidalaw.com/info/dl/news/2014_04_02_en.pdf)

## Languages

English

Spanish