

## Paula A. Galhardo

### Principal

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### Languages spoken

Portuguese | English | Spanish



## About Paula

Paula Galhardo is a principal in the firm's Corporate Practice Group, chair of the firm's Brazil Country Desk and a member of the firm's Latin America Executive Committee. With more than 20 years of legal experience, she advises a wide range of clients in the chemicals, automotive, energy, industrial and manufacturing sectors.

Drawing on her background as in-house counsel at a multinational company, Paula brings a practical, business-minded approach to international transactions, advising clients through mergers and acquisitions, contracts and compliance matters.

Originally a business and transactional lawyer in Brazil, Paula moved to the US in 2006 and now guides US, Latin American, European and Asian clients on cross-border corporate transactions and serves as managing counsel for her clients operating in Latin America, including Brazil, Chile, Argentina, Mexico and Colombia.

Paula has extensive experience in anticorruption compliance and investigations, including the review and revision of anticorruption policies and procedures. She advises Brazilian entities on Foreign Corrupt Practices Act (FCPA) compliance, including company practices, internal compliance programs, training, human resources concerns and implementing effective remedial measures. Additionally, she regularly provides in-person compliance training for her clients, especially those in the technology, energy and entertainment industries.

As board member and legal counsel of the Brazil-Texas Chamber of Commerce (BRATECC), Paula is actively involved in planning cross-border collaborative efforts with both US and Brazilian companies, as well as government leaders and is praised for her insight and leadership in connecting businesses and resources across geographies. She is also a board member and past chair of the International Law Section and is past chair of the Corporate Counsel Section of the Houston Bar Association. She is an active member of several bar and trade associations, including the Association of International Petroleum Negotiators (AIPN), New York State Bar Association (NYSBA) and Brazilian Bar Association (OAB).

## Experience

- Serving as regional legal counsel in Argentina, Brazil, Chile, Colombia and Mexico for a US publicly traded chemical company.
- Advising a large automobile components manufacturer in its acquisition of a company that designs and manufactures braking solutions, and drivetrain systems and components.
- Assisting a US publicly traded chemical company in an acquisition in Brazil.
- Representing a Spanish publicly traded company in its divestiture of a line of business in Brazil.
- Acting as outside general counsel for a medium-sized, US-based drilling company.
- Advising a procurement subsidiary of a major national oil company on US corporate and transaction matters.
- Advising a global logistics company on the acquisition of an automotive test systems company.
- Drafting and negotiating supply agreements and master service agreements with vendors on behalf of oil and gas exploration, and production companies.
- Assisting in the registration of a publicly traded US-based company for oil concession with Colombian National Hydrocarbons Agency, including review of major contracts such as a host government agreement, joint operating agreement and a farm out agreement with an Asia-based company involved in the same concession.
- Representing a US-based manufacturing company in the negotiation and documentation of a licensing agreement in Brazil.
- Advising on a joint venture between a major chemical company and a major oil company concerning review of major contracts, international corporate governance and commercial legal issues primarily related to Latin America operations and the development and implementation of a restructuring plan for operations in the US and Latin America.
- Providing counsel to a rig services and construction company in the negotiation of a joint venture with a Brazil-based oilfield services company and a separate joint venture for the development of a deep water port facility adjacent to Brazil's pre-salt field.
- Assisting an Australia-based company with the acquisition and development of a mining operation in Colombia, including analysis of Colombia's mining code.
- Counseling one of the largest Brazil-based ethanol and sugar producers on corporate matters.
- Designing compliance programs and training employees for multinational corporations in all areas of Brazil law including, contract, labor, antitrust, bidding and public-private partnership, and corporate matters.
- Assisting in the acquisition of a Brazil-based sugar production company.
- Drafting and negotiating global third-party sales, distributions and agency templates for use in global operations.
- Advising a large electronics company in its acquisition of a leading supplier of sockets and spring probe contacts.

## Credentials

### Education

- University of Houston, LL.M., 2007
- Fundação Getúlio Vargas, Masters, Business and Corporate Law, 2004
- Pontifical Catholic University of Rio de Janeiro, LL.B., 2003

### Admissions

- New York, 2010
- Brazil, 2003

## Memberships & Affiliations

- Past-Chair of the Corporate Counsel Section of the Houston Bar Association
- Past-Chair and current elected Board Member of the International Law Section of the Houston Bar Association
- Association of International Petroleum Negotiators (AIPN)
- Board Member and Legal Adviser of the Brazil-Texas Chamber of Commerce (BRATECC)
- New York State Bar Association (NYSBA)
- Brazilian Bar Association (OAB)

## Recognitions

- Recognized by *Legal 500* as a Recommended Lawyer International Firms in 2023 and 2024.
- Selected as one of the 2021 Top Women Lawyers Award Winners by Texas Diversity Council
- Selected among 2019 Top 50 Women Lawyers by National Diversity Council
- Named as a Top Latino Lawyer in 2018 by *Latino Leaders* magazine

## Expertise

### Services

- Antitrust & Competition
- Corporate

### Industries

- Chemicals
- Energy & Natural Resources

## About our firm

One of the world's strongest integrated law firms, providing insight at the point where law, business and government meet. We deliver commercially focused business solutions by combining our legal, lobbying and political capabilities and invaluable connections on the ground to a diverse mix of clients, from long-established leading corporations to emerging businesses, startup visionaries and sovereign nations. More than 1,500 lawyers in over 40 offices across four continents provide unrivaled access to expertise.