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INGRAM MICRO BUYS AÇÃO INFORMÁTICA AND ITS SUBSIDIARIES IN LATIN AMERICA

Lulu Rumsey

Brazil's Lefosse Advogados, Colombia's Gómez-Pinzón Zuleta Abogados, Argentina's Bruchou, Fernández Madero & Lombardi, Chile's Carey, Uruguay's Guyer & Regules, Peru's Estudio Echecopar member firm of Baker & McKenzie International, and Ecuador's Pérez Bustamante & Ponce Abogados have helped the Latin American arm of Californian electronics company Ingram Micro buy Brazilian IT technology distributor Ação Informática and its subsidiaries in Colombia, Argentina, Chile, Peru, Ecuador and Uruguay.

Brazil's Souza, Cescon, Barrieu e Flesch - Advogados, Argentina's Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h) and Colombia's Cárdenas & Cárdenas advised selling shareholders Enio Issa, Maurício David Teixeira, Vitor Luiz Schmidt and Leonardo Claudio Gannio. Ação is believed to have used in-house counsel in Chile, Ecuador, Peru and Uruguay.

Ingram Micro paid US$78 million for Ação and signed the acquisition on 16 October. The deal was governed under Brazilian law, with Brazilian law firms for both parties coordinating the legal work on each side.

The deal is the latest evidence of consolidation in Brazil's IT sector as foreign buyers show increasing interest. In January US-based technology company ScanSource bought Brazilian communications equipment distributor Network1 and its Latin American assets in a multijurisdictional deal involving Demarest Advogados, Claro & Cía, Brigard & Urrutia Abogados, Estudio Olaechea, Basham, Ringe y Correa, and Derraik & Menezes.

Counsel to Ingram Micro

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Carey y Cía. Ltda.
Isidora Goyenechea 2800, 43rd Floor.
Las Condes, Santiago, Chile.
www.carey.cl

Lefosse Advogados

Partners Sérgio Machado, Gustavo Lian Haddad and Marcos Carvalho and associates André Calumby, Jessica Winge, Carla Gorescu, Luiz Santos, Mariana Galvão and Paulo Lilla, Pedro Simões in São Paulo

Pérez Bustamante & Ponce Abogados

Partner Diego Pérez Ordóñez and associates Carmen Simone and Juan Francisco Carrasco in Quito

Guyer & Regules

Partners Corina Bove, Nicolás Piaggio, Diego Baldomir and Leonardo Slinger and associates Sofia Anza, Fernanda Gonzalez, Maria Jose Poey, Jimena Lanzani, Carlos Estapé and Mariana Lartigau in Montevideo

Bruchou, Fernández Madero & Lombardi

Partner Mariano Luchetti and associates Exequiel Buenaventura and Agustín Ferrari in Buenos Aires

Gómez-Pinzón Zuleta Abogados

Partner Paula Samper and associates Catalina Torres Artunduaga and María Beatriz Segura in Bogotá

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Partner Cristián Eyzaguirre and associates Francisco Guzmán, Sergio Mesías, Francisca Corti and Nicolás Calderón in Santiago

Estudio Echecopar member firm of Baker & McKenzie International

Partners Rafael Berckholtz and José Talledo and associates Giulliana García, Jorge Liendo and Claudia Tenorio in Lima

Counsel to Ação Informática

Souza, Cescon, Barrieu e Flesch - Advogados

Partner Tiago Peres and associates Thais Tendolini and Luiza Ozores in São Paulo

Cárdenas & Cárdenas

Partners Alberto Zuleta and Bernardo Cardenas in Bogotá

Pérez Alati, Grondona, Benites, Arntsen & Martínez de Hoz (h)

Partners Alan Arntsen and Luis Barry and associates Tomás Perez Alati and Gonzalo Guitart in Buenos Aires