



Meet our LatAm expert Giorgio Subiotto

Insights - 17/08/2023

Building on existing client relationships and creating new ones is what drives the client-centric head of Ogier's Latin American practice Giorgio Subiotto.

Giorgio, who recently led a team advising Pismo on its US\$1 billion acquisition by Visa - the largest announced merger and acquisition of the year so far, "anywhere," according to Forbes in July 2023 - has been consistently recognised as a leading practitioner by Chambers, Legal 500 and Latin Lawyer 250.

Known as "a fantastic investment funds lawyer in Cayman" as well as an expert in Brazilian capital markets, clients say "it's a pleasure working with him. Giorgio always makes himself available when we request advice, usually on very short notice".

But what sets Giorgio's practice apart is his genuine passion for Latin America.

"The one year I spent working at Pinheiro Neto Advogados in São Paulo in 1994 completely changed the course of my life. I had never previously set foot in Brazil but by the end of it I did not want to leave. Since then I have made it a mission of mine to find an activity in the law that would enable me to help Brazilian and other Latin American clients to connect with the world outside of Latin America," he said.

"That is one of the reasons I moved to Cayman."

Having practised at Pinheiro Neto Advogados in São Paulo in the 1990s, with stints at Linklaters in London and Paris and Sullivan & Cromwell in New York, Giorgio has been a partner at Ogier since 2006 and highly values his "rock-solid relationships with key players" (Latin Lawyer) in Brazil's legal and private wealth industry.

He proudly co-leads with partner Tim Cone Ogier's LatAm team, recognised as one of the best-established groups for work with Brazilian clients by the highly respected, definitive guide to business law firms in the region, Latin Lawyer 250.

Known as "the firm busiest in the funds space" in Brazil, Ogier's focus over the years has been to increase touching points between the firm and the Latin American market. As a result Ogier is now active in other parts of the region - in Chile, Argentina, Peru, Colombia and Central America, for example - and fields a team of six partner supported by a team of Cayman, BVI, and Luxembourg-qualified lawyers with a focus on the region and singled out for recognition across all of our specialities including investment funds, corporate, venture capital, banking & finance, private wealth, and restructuring. The Ogier LatAm team is noted for its "large roster of loyal clients" and for "the quality of the team's work as well as its understanding of their needs".

Exceptional standards of client service is a subject close to Giorgio's heart and he was delighted when Latin Lawyer 250 described the team's service offering as "pristinely polished". It reported: "Clients consistently comment on the firm's vast understanding of the offshore markets, while their knowledge of investment funds and private wealth matters is second to none. Companies that use this firm often remark on the hands-on and friendly approach of its lawyers."

In closing, Giorgio notes:

"Because we understand what Latin America has to offer, the sophistication that exists there, we have always put our Latin American clients first. The last thirty years have been a great ride - Latin America has been good to Ogier and our clients have become friends - we are confident about the future of this region and we are really excited about the opportunities that lie ahead to partner with our existing and new clients, develop those relationships and support our clients' success!"

About Ogier

Ogier is a professional services firm with the knowledge and expertise to handle the most demanding and complex transactions and provide expert, efficient and cost-effective services to all our clients. We regularly win awards for the quality of our client service, our work and our people.

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