
Specialty

Commercial and Contract Disputes

Economic and financial imbalance, contract disputes, commercial agency, distribution and dealership agreements.

Years of orders, commissions and targets have to be rebuilt when the relationship ends.

Long-running commercial contracts accumulate billing, commissions, bonuses and price adjustments. Agency, distribution and dealership agreements are governed by specific Brazilian statutes that shape the basis for indemnities. SGEx rebuilds that history to determine what each party owes.

When clients call on SGEx

Termination of an agency, distribution or dealership agreement.

Claim for economic and financial rebalancing.

Disagreement over commissions, bonuses and discounts.

Accounting claims between commercial partners.

Review of revenue, expenses and contractual obligations.

How SGEx works

Performance rebuilt

Orders, invoices and statements show how the relationship developed.

Statutory rules applied

Calculation basis under the specific legislation governing each contract.

Amounts by nature

Results presented by period and by type of payment.

Every amount determined traces back to the clause or statutory rule that governs it.

What We Solve

Questions in a commercial relationship in dispute.

What is owed to the commercial agent?

Statutory indemnity and contractual payments under agency legislation.

And to the dealer?

Determination under Brazilian dealership legislation.

Were commissions paid correctly?

Review of commissions, bonuses and discounts.

Has the contract lost its balance?

Economic and financial imbalance in long-term contracts.

What is the balance between the parties?

Accounting claims and determination of receivables and payables.

Were the obligations performed?

Review of revenue, expenses and contractual obligations.

How We Approach It

Steps applied to this type of engagement.

1
Contract

Reading the clauses and applicable statutory rules.

2
History

Rebuilding orders, billing and payments.

3
Calculation

Applying the rules by period.

4
Result

Amounts by nature, with calculation workpapers.

What we examine: contracts and amendments, orders and invoices, commission reports, statements, targets and price lists, and correspondence between the parties.

Deliverables: technical opinion, contractual indemnity calculation, expert report, review of calculations, and technical questions and submissions.

Related Topics

More on each topic at sgexpericias.com.br

Services

Economic and Financial Expert Services
Disputes and Litigation Support
Accounting Expert Services

Specialties

Damages and Loss of Profits
Shareholder Disputes and Valuation
Forensic Accounting and Audit
Construction and Infrastructure

Areas of Law

Civil and Contract Law
Corporate and Commercial
Administrative and Regulatory

Industries

Franchising and Licensing
Transportation and Logistics
Energy and Natural Resources
Industrial, Manufacturing and Consumer Goods

SGEx at a Glance

Figures reported by SGEx, updated periodically.

400+

engagements completed

100+

court cases in progress

300+

clients served

200+

law firms served

500+

reports, expert reports and opinions delivered

BRL 100M+

in fraud and irregularities identified

Why Talk to SGEx

Expert Services, Disputes and Forensics.

Technical independence

SGEx does not provide legal advice or represent interests: it examines, calculates and demonstrates.

Multidisciplinary team

Accounting, economics, law, business administration, finance and engineering on the same engagement.

Forensic experience

Professionals with prior roles at FTI Consulting, PwC, BDO, Deloitte, KPMG and Mazars.

Traceable methodology

Explicit assumptions, calculation workpapers and conclusions that third parties can replicate.

Who Leads the Work

Commercial agency, contracts and quantification.



Sidney Gomes

Founder and Managing Partner of SGEx Group

Works on contract matters, commercial agency disputes and economic and financial rebalancing of contracts and concessions. Accountant, economist and attorney.



Marco Bole

Managing Partner, Advisory and Finance

Works on economic and financial rebalancing of contracts and concessions and on commercial agency disputes. Business administrator (CRA-SP).



Fabricio Franco

Operations Coordinator and Senior Expert, Disputes, Investigations and Forensic Services

Works on commercial agency disputes, banking disputes and loss of profits. Accounting expert (CNPQ-CFC no. 8116).

Request an Assessment

Describe the contract, the commercial relationship and the documents available. SGEx will assess the scope before submitting any proposal.

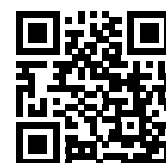
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