

# Commercial Contracts





# Who We Are

Felsberg Advogados is a full-service law firm founded in 1970 and defined by its ability to combine experience, tradition and excellence with efficient, fast and focused service, offering innovative solutions in a constantly changing world.

The combination of individual, joint and complementary values, with a tradition established over five decades of service, means that we have a broad and all-encompassing vision that meets the current and future legal requirements of all our clients, from the biggest corporate groups to the freshest of startups.

This is what makes us unique, different and prepared.

# Our History

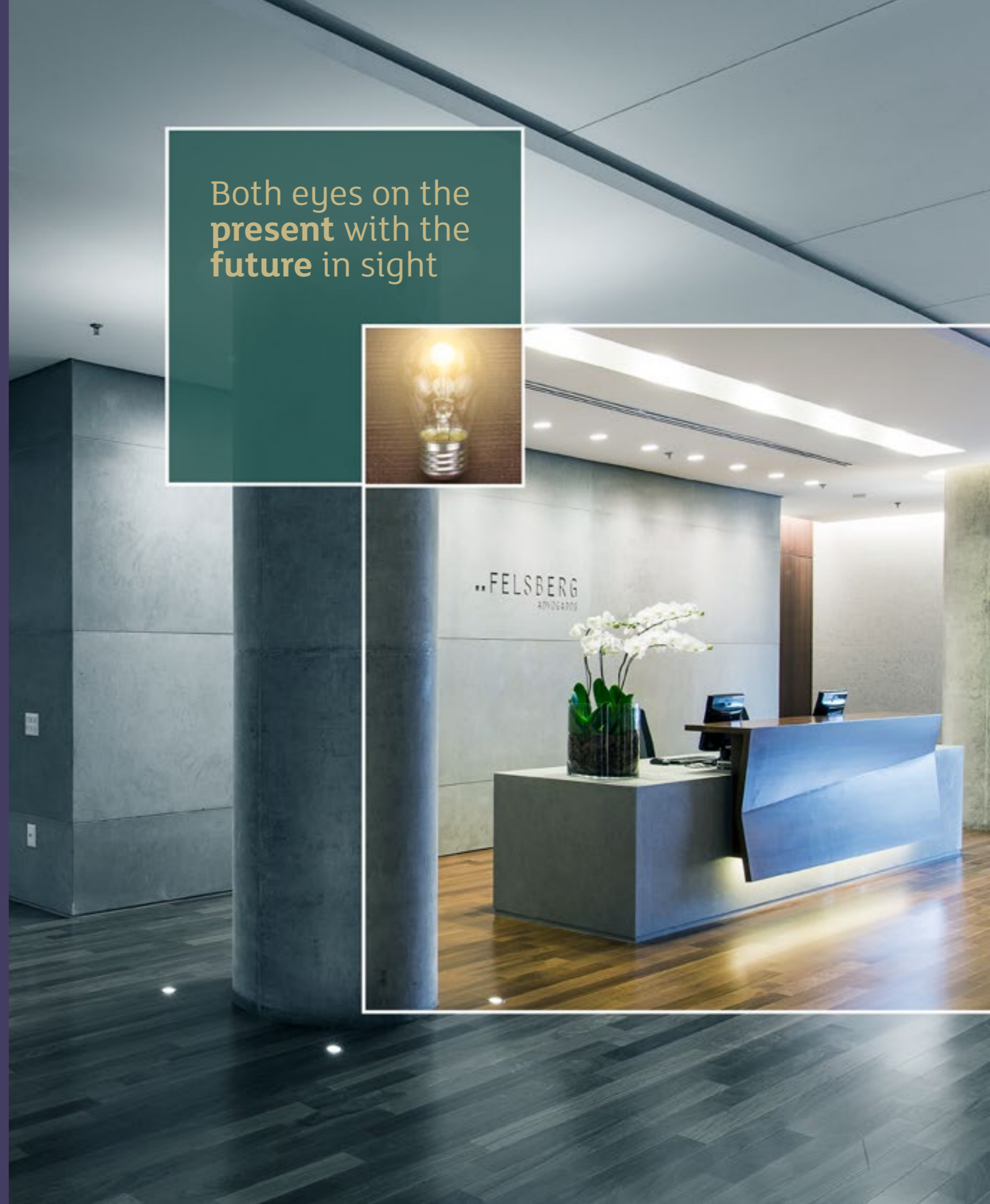
Founded by Thomas Felsberg, the firm has always had an innovative spirit at the core of everything it does.

Long before we were recognized as pioneers in judicial restructuring, we were one of the first firms to advise on aviation financing and contribute to the development of project finance and venture capital in Brazil.

More recently, we inaugurated new practice areas such as fashion law, innovation and startups, intellectual property, life sciences, antitrust, compliance and white-collar crime. We also anticipated future demands with new fintech and payment systems as well as data protection and technology departments and a specialised gaming law team.

More than service providers, we are partners.

Both eyes on the  
**present** with the  
**future** in sight







## Our Principles

## Social Responsibility

We are committed to encouraging social, cultural and educational projects.

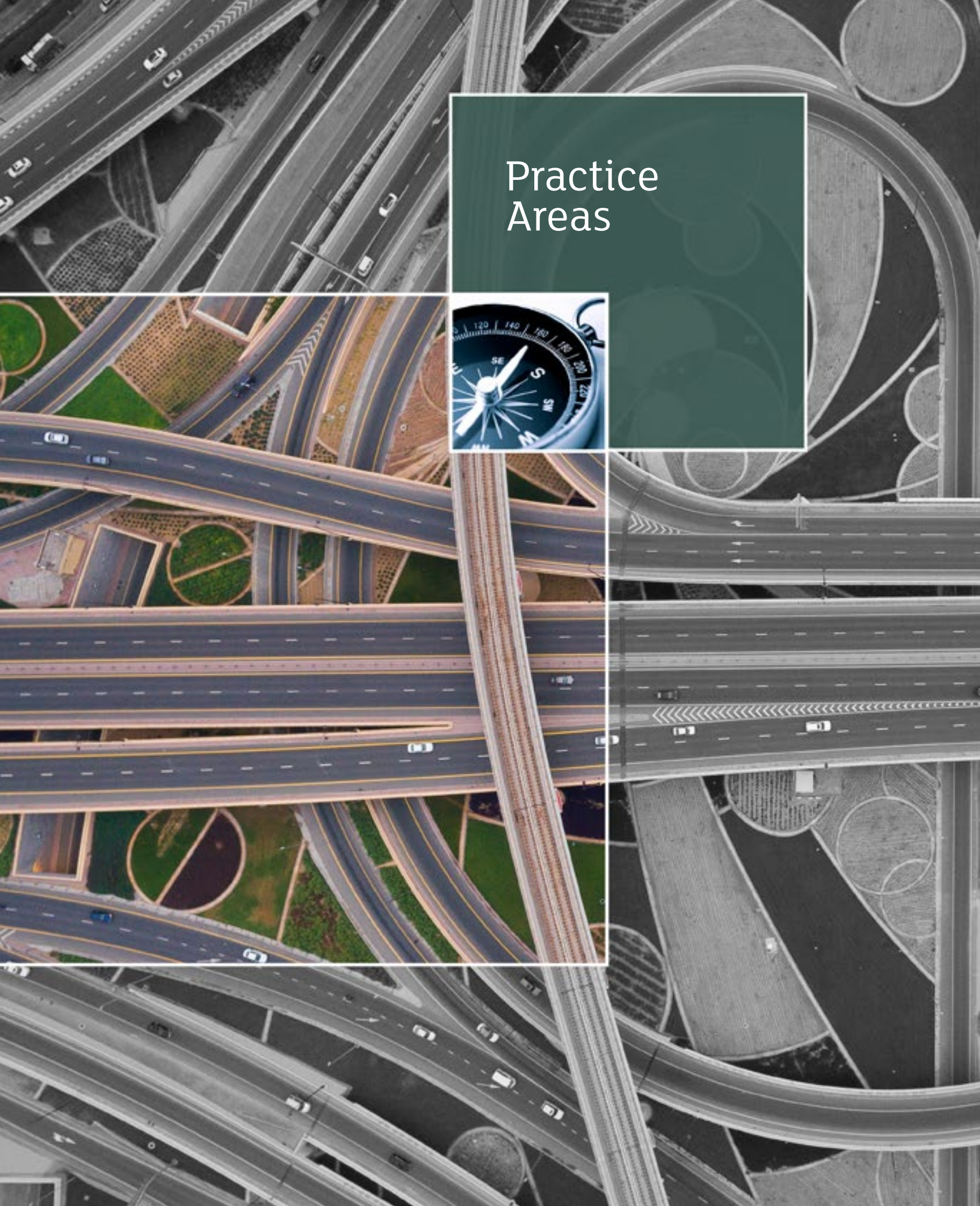
Among the projects we support are Vaga Lume (creating and maintaining libraries in the Amazon), Americas Amigas (fighting breast cancer among lower-income women in Brazil), APAQ (treatment of burns victims), and AB2L (for the creation of dialogue among law firms and tech companies). Our fashion law team, in particular, devotes pro bono hours to two institutes in the fashion industry: Fashion Revolution (uniting the fashion industry in the way clothes are sourced, produced and consumed) and Instituto Alinha (connecting small workshops with designers and brands at fair prices and deadlines). Over the past two years, our legal professionals provided more than 500 pro bono hours.

## Diversity

Talent does not come with a label. For this reason, we focus on selecting and rewarding the best minds, regardless of gender, color, social class, sexual or religious orientation. Respect for diversity is reflected in our values. Among our partners, 50% are women, and within our office as a whole, 57% are women. Salary levels for men and women are equal within each function. Healthcare benefits are extended to all spouses, regardless of sexual orientation.

DiversiFeA, our Committee of Equity, Diversity and Inclusion comprising partners, other fee-earners and staff, promotes regular initiatives and events for the well-being of all members of the firm.



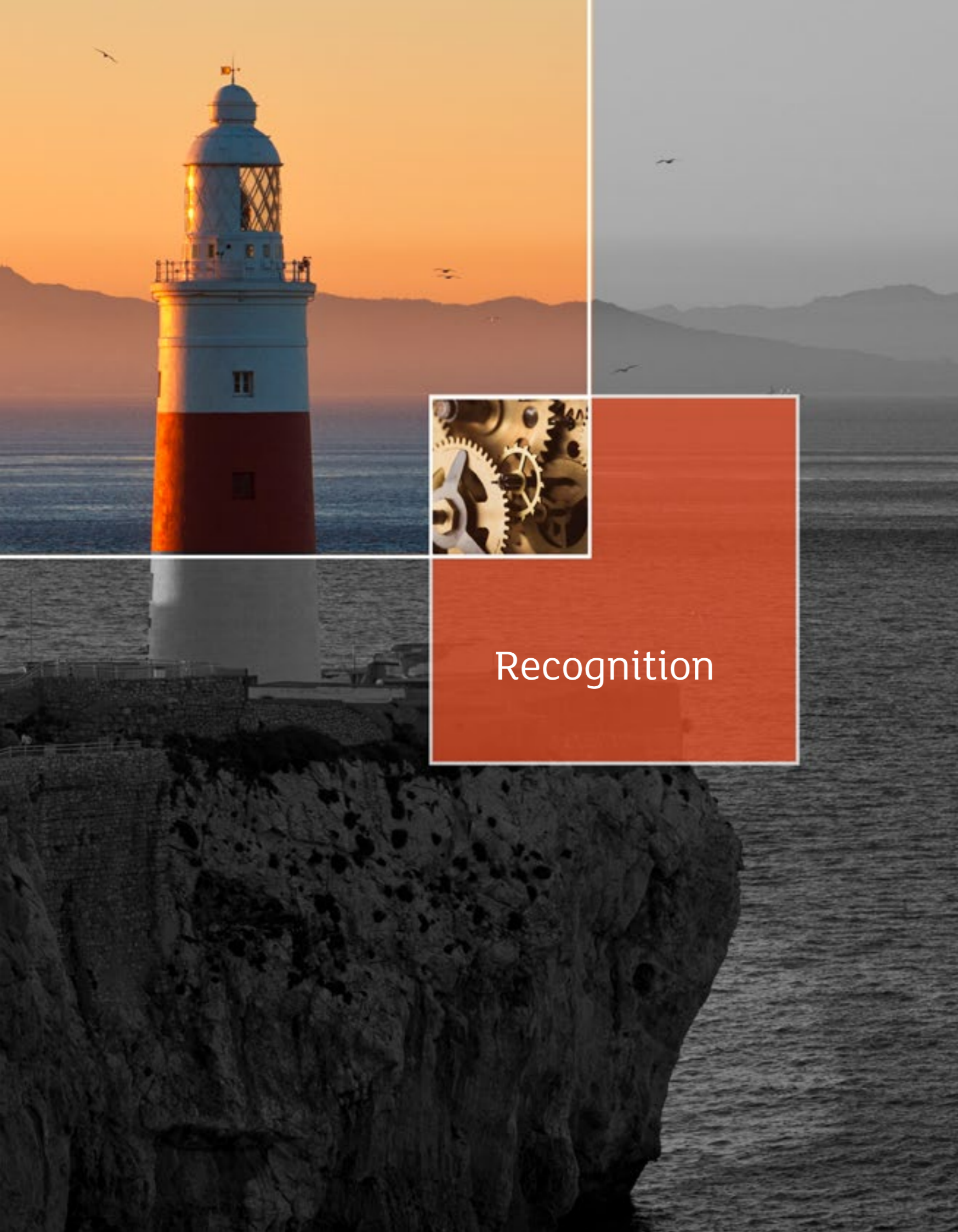


## Practice Areas



- Agribusiness
- Antitrust
- Aviation
- Banking and Finance
- Capital Markets
- Commercial Contracts
- Compliance
- Consumer Relations
- Corporate and M&A
- Data Protection and Technology
- Dispute Resolution
- Electric Power
- Environment, Sustainability and Waste
- Fashion
- Fintech and Payment Systems
- Governmental Relations
- Immigration
- Infrastructure
- Innovation, Startups and Venture Capital
- Intellectual Property
- Labor and Employment
- Life Sciences
- Maritime
- Natural Gas
- Oil and Gas
- Privatization
- Public and Regulatory
- Publicity, Propaganda and Media
- Real Estate
- Restructuring and Insolvency
- Sanitation
- Sports and Entertainment
- Tax
- Telecommunications
- White-Collar Crime and Corporate Investigations





Recognition





The background of the slide is a collage of modern skyscrapers. On the left, a tall building with a blue-tinted glass facade rises vertically. In the center, a white building with a grid-like window pattern is prominent. On the right, a dark, textured building with a complex facade is visible. A central inset image shows two hands shaking in a firm grip, symbolizing a business deal or agreement. The text 'Commercial Contracts' is overlaid on a blue rectangular background in the upper left quadrant of the collage.

## Commercial Contracts

Our team drafts and negotiates complex and atypical commercial contracts in a variety of segments, including commercial and industrial real estate and sale and lease-back operations, as well as development of infrastructure and housing projects.





Partner



## Tatiana Guerra

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**Practice Areas:** Commercial Contracts / Real Estate

Tatiana focuses her practice on real estate law and commercial contracts. With a career spanning more than 15 years, she has extensive experience in Corporate and M&A, Commercial Law, Aviation and Real Estate Law.

In the area of commercial contracts, Tatiana has experience with high value-added business contracts, such as turn-key, EPC, built-to-suit, manufacturing, toll manufacturing, commercial representation, distribution, Ferrari-regulated contracts (automotive concession), provision of services, cost sharing, supply, purchase and sale, rental of movable and immovable property, import and demand import contracts, industrial plant lease, confidentiality agreements, cooperation agreements, memoranda of understanding, and creation of cultural contest and promotion regulations, and sponsorship contracts. She also develops atypical and sophisticated contracts such as concept store contracts and “shopping club” (shared purchases). Tatiana has been recognized by The Legal 500 as a real estate practitioner.





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