

Infrastructure



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

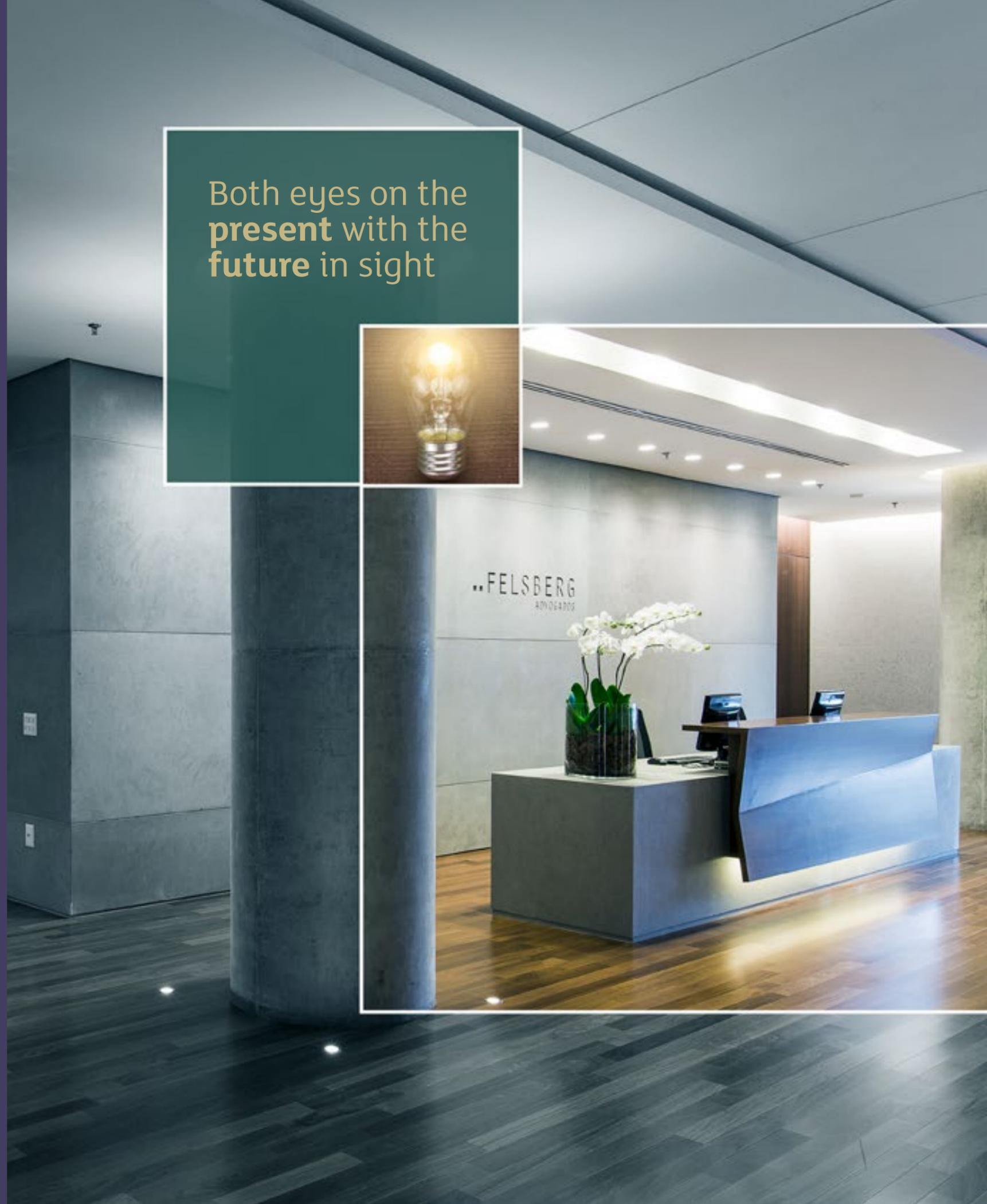
Founded by Thomas Felsberg, the firm has always had an innovative spirit at the core of everything it does.

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

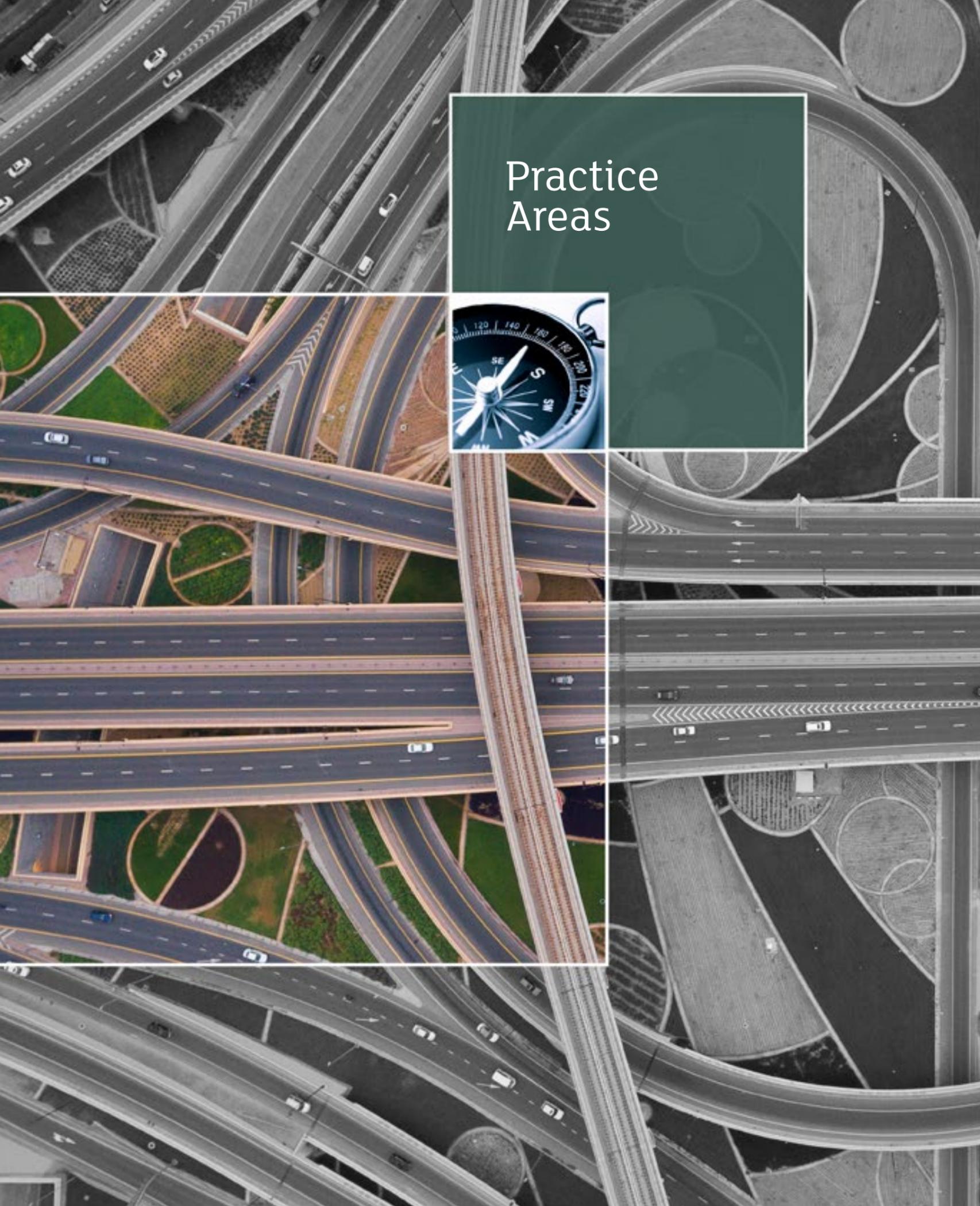
We are committed to encouraging social, cultural and educational projects.

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.

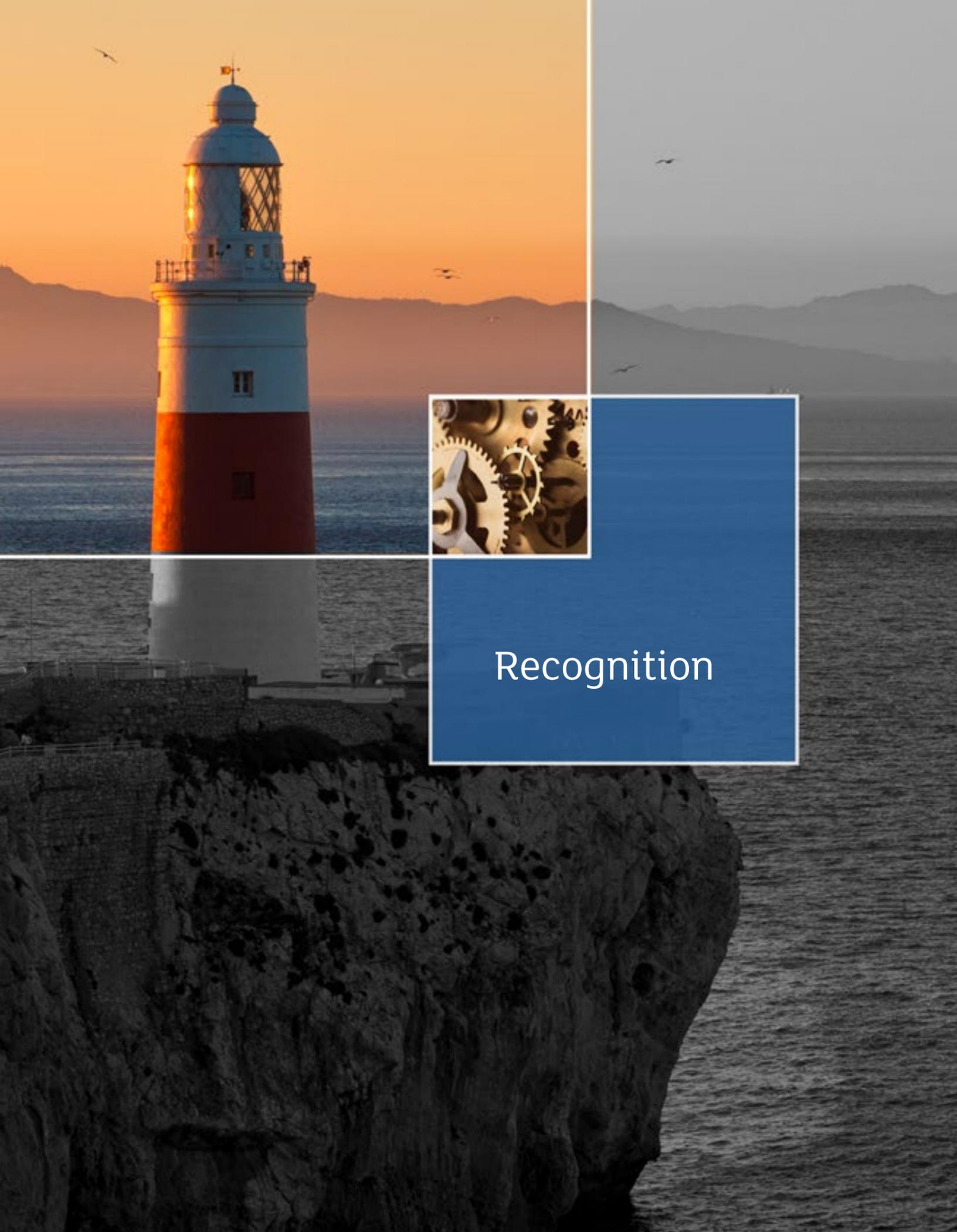
DiversiFeA, our Committee of Equity, Diversity and Inclusion comprising partners, other fee-earners and staff, promotes regular initiatives and events for the well-being of all members of the firm.



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



Infrastructure



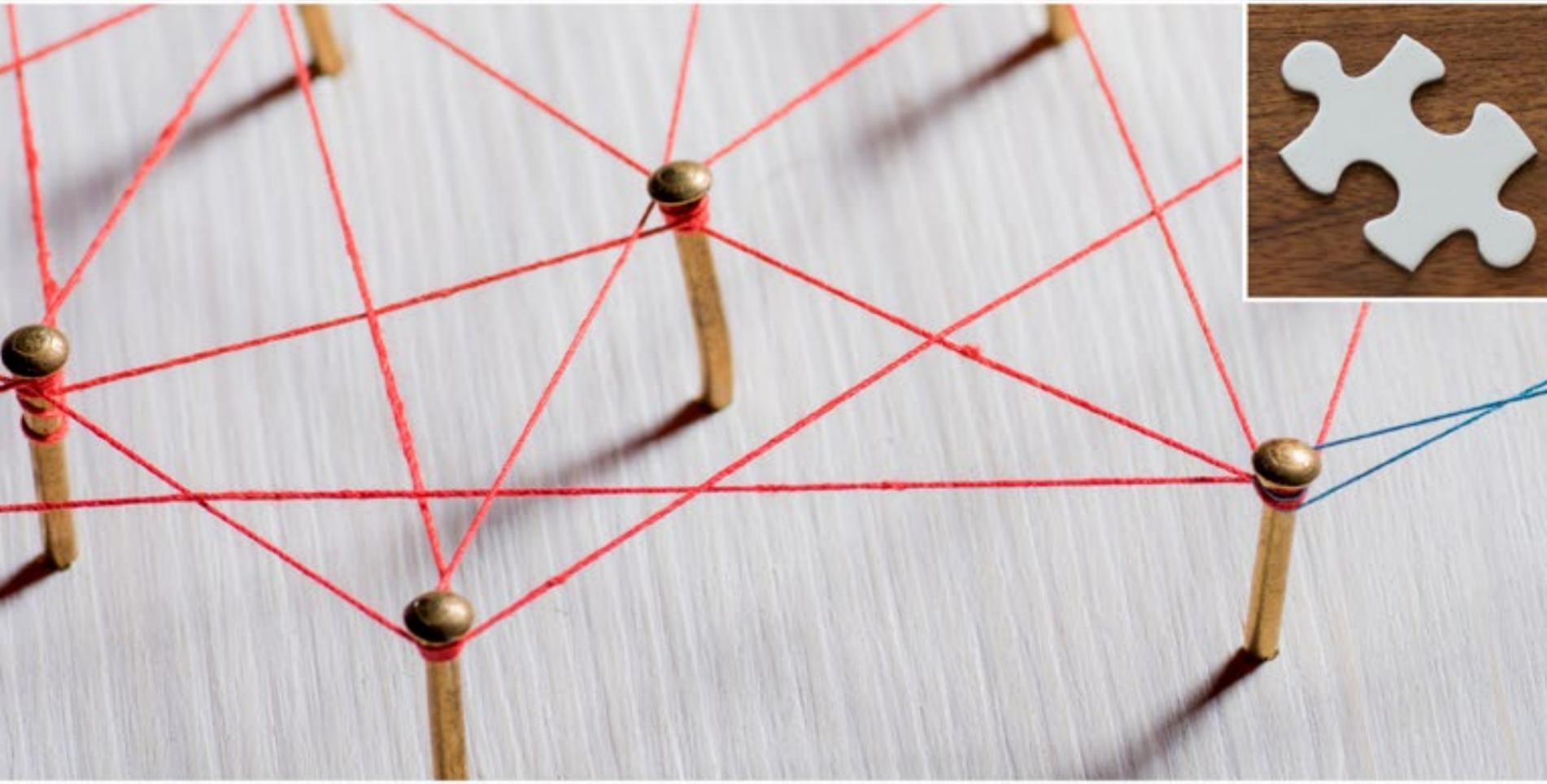
Our expertise extends throughout the life cycle of infrastructure and energy projects, whether greenfield or brownfield. We serve national and international investors, both strategic and financial, developers of projects and modern technologies, service providers, equipment suppliers, builders, operators, public service concessionaires, basic and consumer goods industry, governments, state companies and financial institutions.

We assist our clients in the negotiation and implementation of the investment, M&A and financing operations for project development purposes, one of the most critical phases of any project. At the same time, we also assist them in designing, negotiating and implementing the required contractual architecture for the project implementation, including contracts for engineering services, equipment supply, civil works, turn-key EPCs, operation and maintenance and insurance required in each case, as well as obtaining the licenses and incentives or special tax regimes of each industry.

Particularly in the sectors of sanitation, solid waste, public lighting and logistics, we advise governments and private sponsors in the preparation and evaluation of feasibility studies of projects, participate in administrative processes of expression of interest, and carry out feasibility analyses of applicable regulatory frameworks, matrix design risks, bidding documents and contracts.

“extremely available and experienced” – The Legal 500 2019

Partners





Maria da Graça Pedretti

E-mail: gracapedretti@felsberg.com.br

Phone: +55 11 3141-9102

Practice Areas: Aviation / Banking and Finance / Infrastructure / Fintech and Payment Systems / Electric Power / Natural Gas

Maria da Graça has extensive experience in the areas of project finance, aircraft finance, financial and structured operations, capital markets, investment funds, private equity and operations involving the acquisition, sale and restructuring of companies.

She has given speeches at events in Brazil, Spain and the United States on subjects such as investment funds, initial public offerings, private equity and the financing and structuring of projects. Maria da Graça has been recognized by Latin Lawyer, The Legal 500, and Leaders League.



Marianne Albers

E-mail: mariannealbers@felsberg.com.br

Phone: +55 11 3141-9108

Practice Areas: Infrastructure / Life Sciences / Public and Regulatory

Marianne is the partner in charge of the firm's Public and Regulatory Law and Life Sciences departments.

Through her career, she has represented companies before certain principal Brazilian regulatory agencies such as ANEEL (the National Agency of Electrical Energy), ANATEL (the National Telecommunications Agency) and MAPA (the Ministry of Agriculture, Livestock and Supply), having led contract negotiations with government agencies, participated in high-profile bidding processes, and represented clients in administrative and court cases involving matters related to administrative and regulatory law.

In the area of Life Sciences, Marianne has accumulated vast experience in providing strategic counselling and in representing both Brazilian and foreign companies before ANVISA (the National Health Surveillance Agency), ANS (the National Health Agency), several local health surveillance agencies and health authorities in general. She assists clients throughout the registration process of medications and healthcare products and in obtaining operational licenses, special permits, and permits issued by the local health surveillance authorities. Marianne is recognized by The Legal 500, Leaders League, Análise Advocacia 500 and IFLR 1000.



Fabricio Soler

E-mail: fabriciosoler@felsberg.com.br

Phone: +55 11 3141-4532

Practice Areas: Environment, Sustainability and Waste / Public and Regulatory / Infrastructure / Governmental Relations / Agribusiness

Fabricio specializes in Waste Law, Environmental Law and Infrastructure Law. He is active in industrial sectors in general as well as the electronic, automobile, packaging, cosmetics, pharmaceuticals, water and sanitation, agribusiness, foodstuffs, construction and engineering, forestry, financial, technology, highways, ports, airports, chemicals, mining, solid waste, public sanitation, and energy sectors, amongst others.

Fabricio is well known for his work in the area of solid waste, having participated in the drafting of the National Policy on Solid Waste and the Law on Sanitation, and has been active in sector agreements, reverse logistics systems, shared responsibility, circular economy, Public-Private Partnerships and concessions in the area of urban sanitation and the management of solid waste.

He is a consultant to the World Bank, the United Nations, and the National Confederation of Industry (CNI) for studies on waste, a public speaker, author of various books and articles, coordinator of an executive education course on management and the law of waste, and is a guest professor on many postgraduate courses and courses specializing in the environment, licensing and infrastructure. Fabricio is recognized by Chambers and Partners, The Legal 500, Leaders League, Who's Who Legal and Análise Advocacia 500.

"a great, sharp and dynamic lawyer" – Chambers Latin America 2021



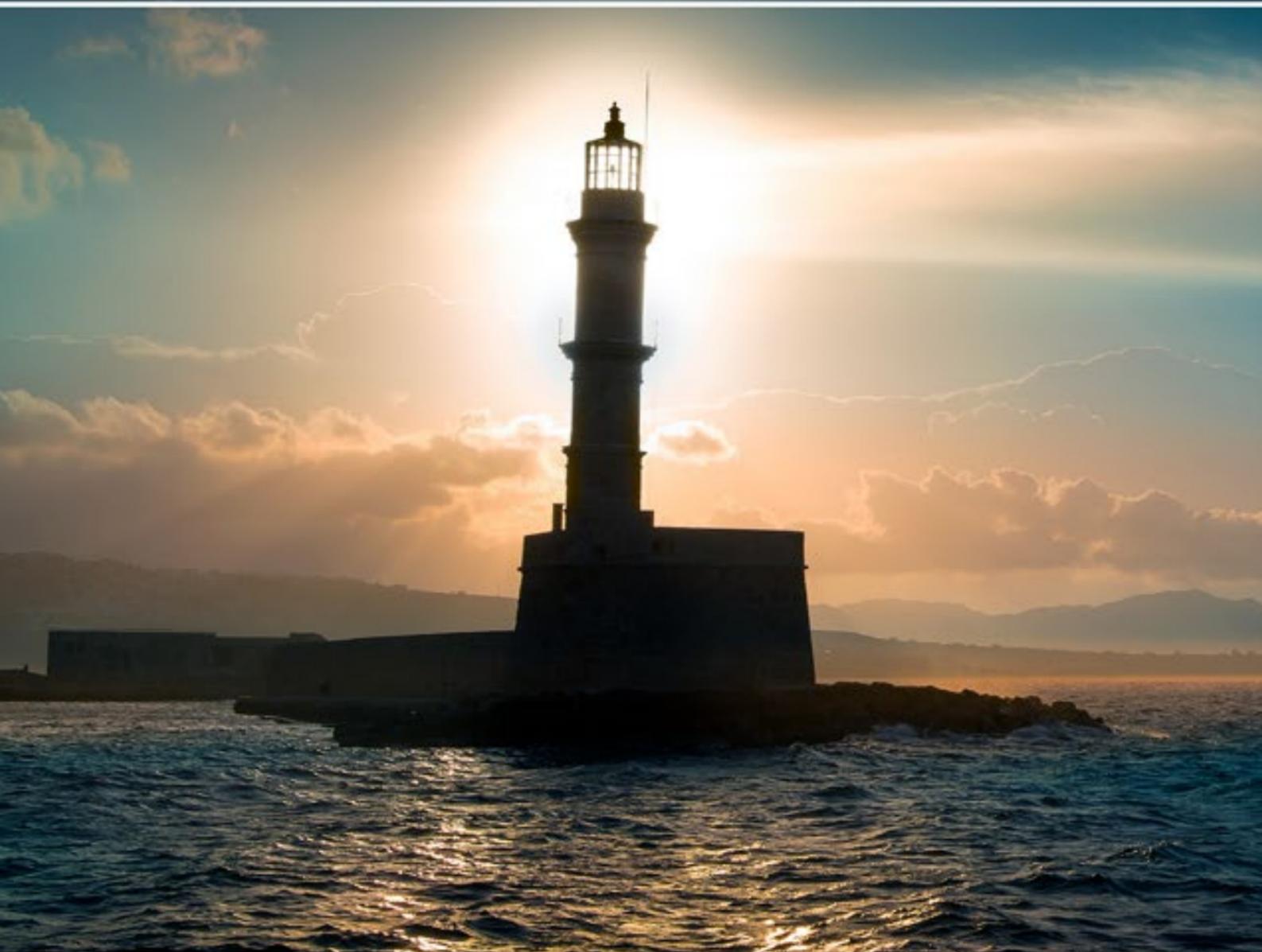
Rodrigo Bertocelli

E-mail: rodrigobertocelli@felsberg.com.br

Phone: +55 11 3141-3660

Áreas de Atuação: Infrastructure / Sanitation / Compliance / Electric Power / Natural Gas / Privatization / Oil and Gas

Rodrigo heads up the firm's Infrastructure and Sanitation practices. With more than 15 years of experience as a corporate lawyer in large national and multinational infrastructure groups, he has participated in relevant projects for hydroelectric power stations, airports, ports, highways, urban mobility and basic sanitation. He focuses on the development and management of infrastructure projects and consultancy services in corporate governance. Rodrigo has been recognized by IFLR 1000, The Legal 500, Leaders League, and Análise Advocacia 500.



FELSBERG
ADVOGADOS



SÃO PAULO

Av. Cidade Jardim, 803 - 5th floor
Itaim Bibi - São Paulo - SP, Brazil
Tel.: +55 (11) 3141-9100

RIO DE JANEIRO

Praça Floriano, 19 - 15th floor
Centro - Rio de Janeiro - RJ, Brazil
Tel.: +55 (21) 2156-7500

BRASÍLIA

SHS, Qd. 06, Complexo Brasil 21, Bl E, Sl 1508/09
Asa Sul - Brasília - DF, Brazil
Tel.: +55 (61) 3039-8490

www.felsberg.com.br

