

Life Sciences



# 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

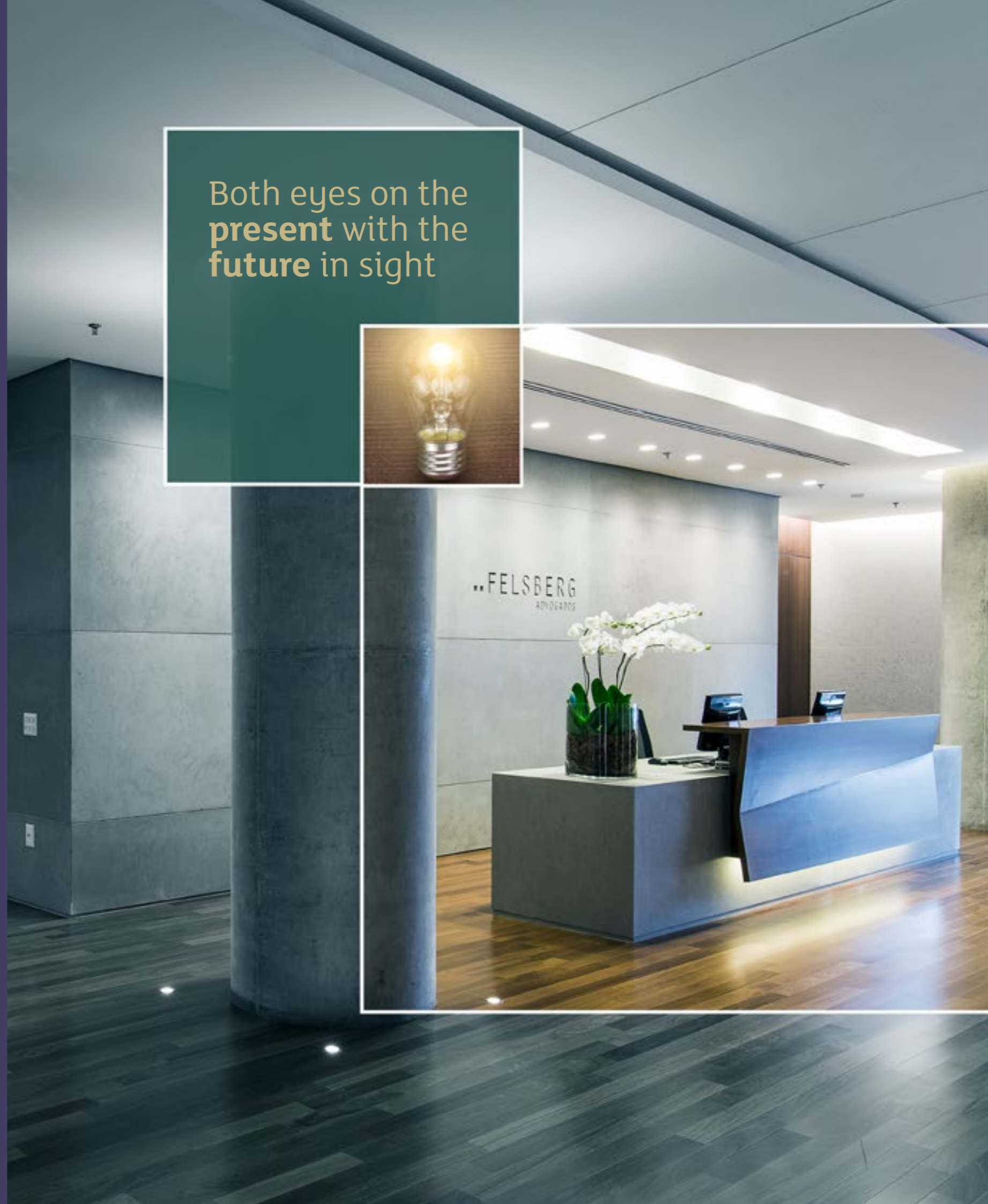
Founded by Thomas Felsberg, the firm has always had an innovative spirit at the core of everything it does.

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

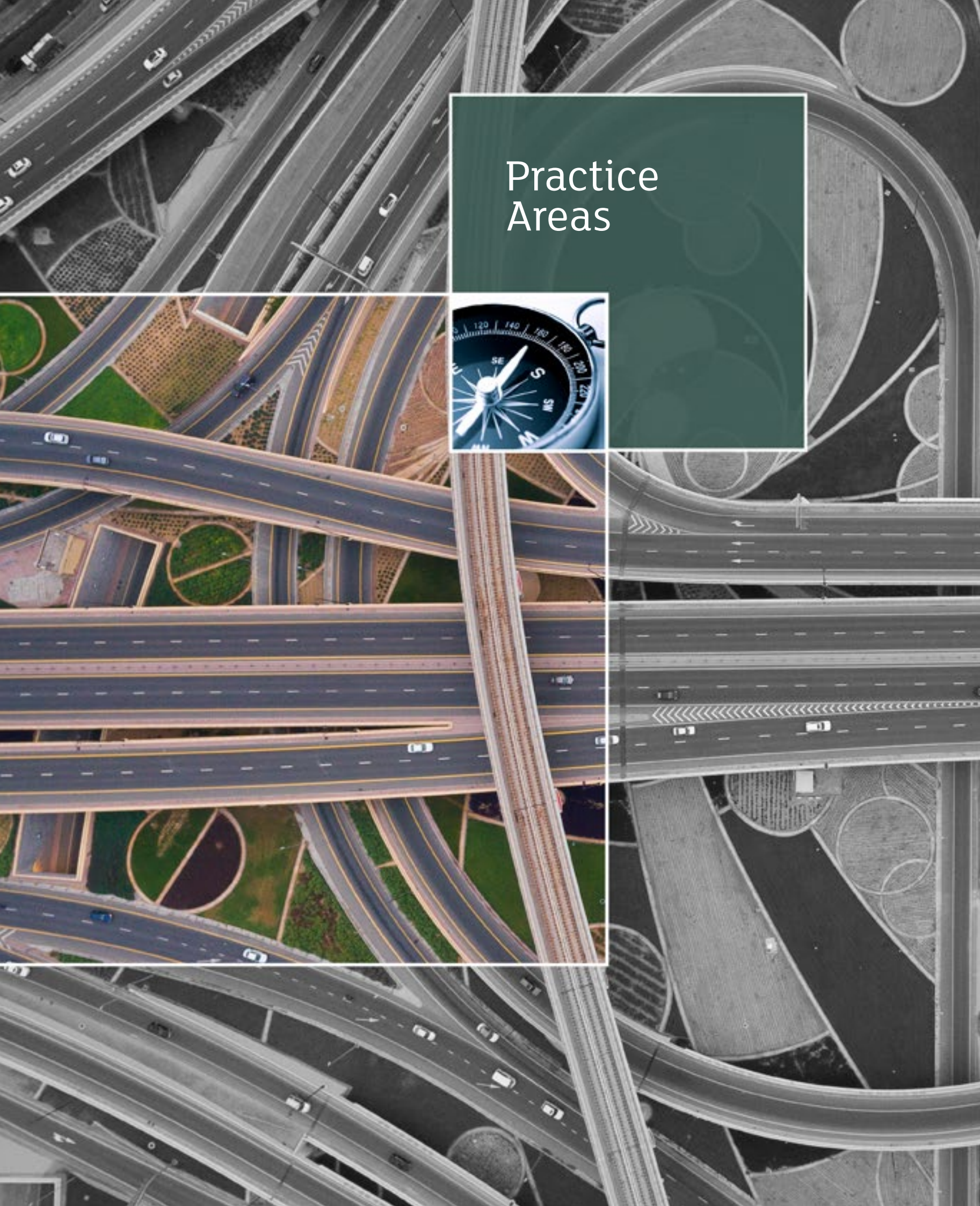
We are committed to encouraging social, cultural and educational projects.

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.

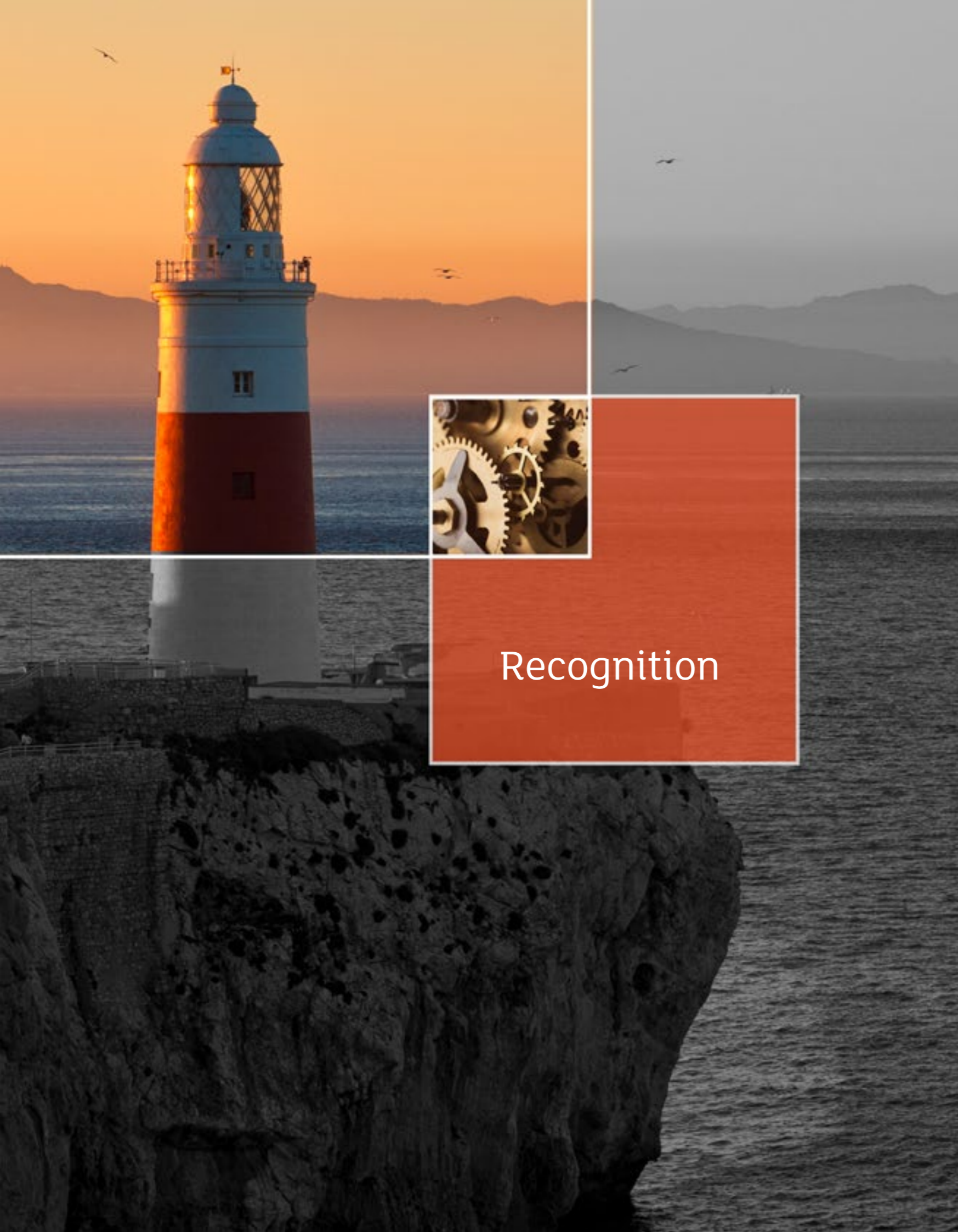
DiversiFeA, our Committee of Equity, Diversity and Inclusion comprising partners, other fee-earners and staff, promotes regular initiatives and events for the well-being of all members of the firm.



## 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



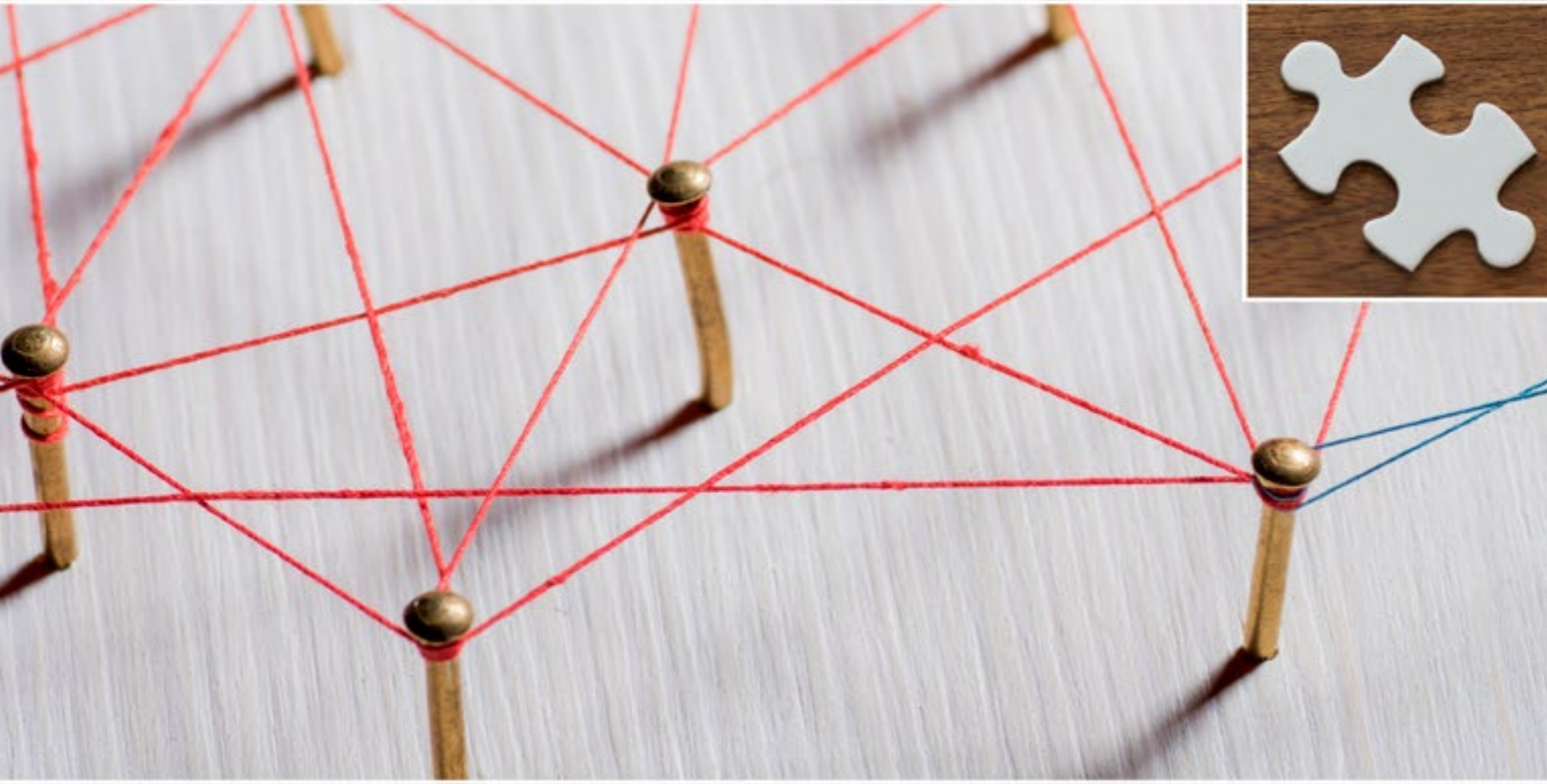


## Life Sciences

We support clients in safely navigating the waters of the Brazilian regulatory framework, including:

- consulting on the regulatory frameworks of the Ministry of Health, National Private Healthcare Agency (ANS), National Health Surveillance Agency (ANVISA), and the Ministry of Agriculture, Livestock and Supply (MAPA);
- representing clients in sanctioning administrative proceedings before ANVISA, ANS, and the local health surveillance agencies;
- advising on the requirements for the granting of Operation Permits (AFE), Special Permits (AE), and local health permits;
- advising on the rules and regulations for registering products and medications, and during price adjustment discussions;
- assisting with public bids and contracts;
- reviewing advertising campaigns and product labels;
- reviewing policies on compliance and corporate ethics; and
- reviewing and advising on the distribution and outsourcing contracts needed for the production of controlled medications.

Partners





## Marianne Albers

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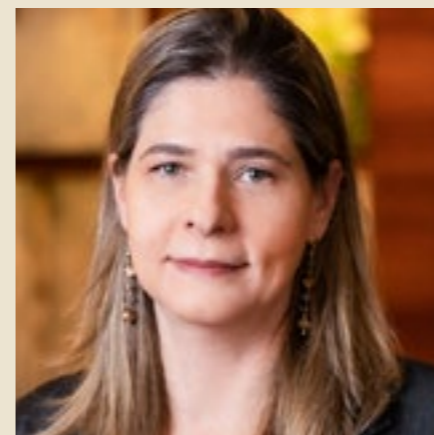
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**Practice Areas:** Infrastructure / Life Sciences / Public and Regulatory

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.



## Claudia Maniaci

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**Practice Areas:** Corporate and M&A / Intellectual Property / Life Sciences

Claudia heads the Corporate department of the firm, which works with companies in their day-to-day business, including legal advice on the drafting, negotiation and signing of agreements, the obtaining of work permits for foreigners, and the registration of operations with the Central Bank of Brazil (including the registration of foreign direct investments, loans, the remittance of profits and/or interest on equity, and the repatriation of investment).

She has a wide range of experience in corporate, contractual and immigration areas, with an emphasis on M&A operations (including operations that involve the sale of assets and/or isolated manufacturing units of companies undergoing judicial restructuring) and corporate reorganization. Claudia has been recognized by Latin Lawyer, The Legal 500, and Leaders League.





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