



# Real Estate



# 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

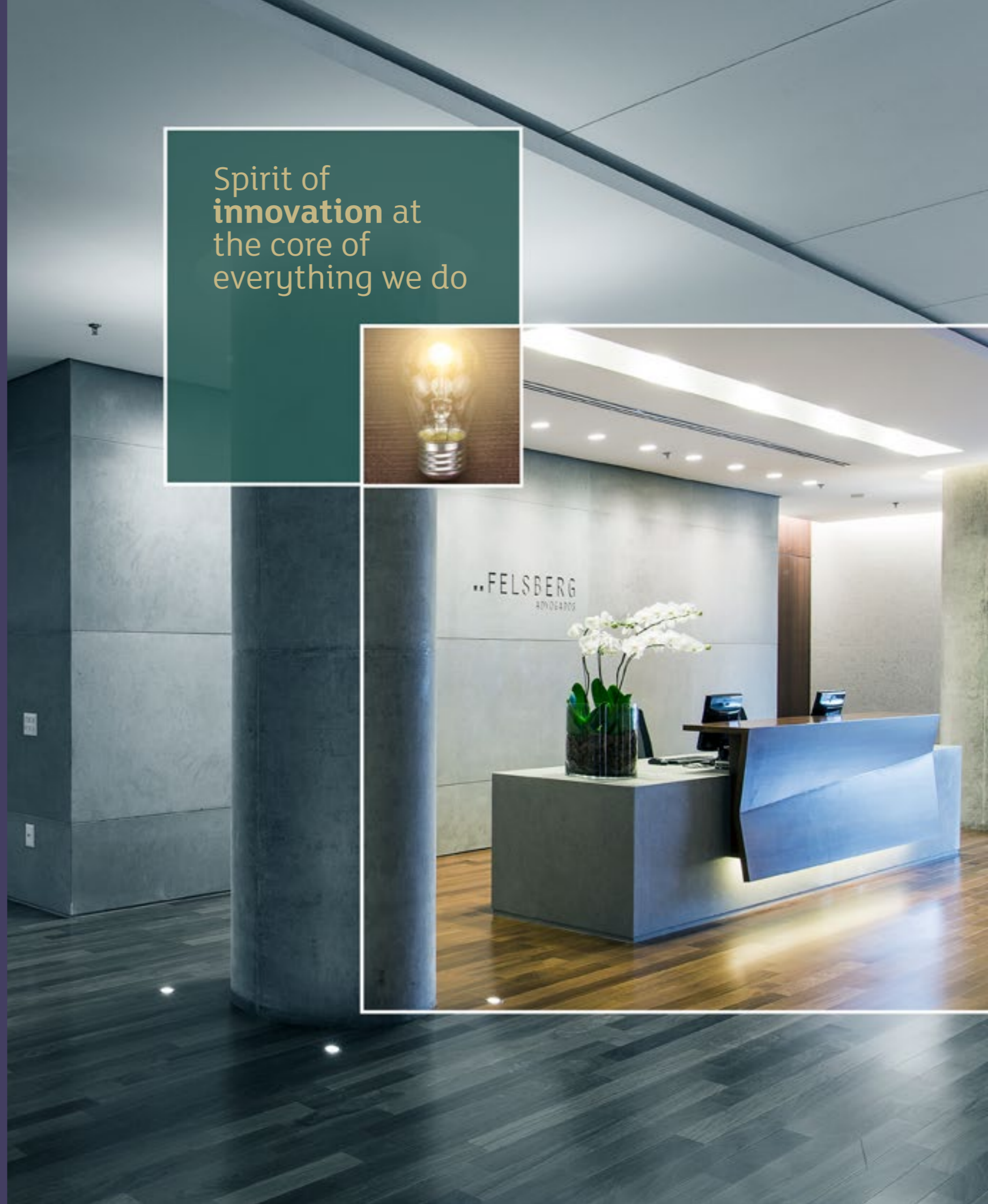
Founded by Thomas Felsberg, the firm has always had an innovative spirit at the core of everything it does.

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.

Spirit of  
**innovation** at  
the core of  
everything we do





## 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, more than 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.

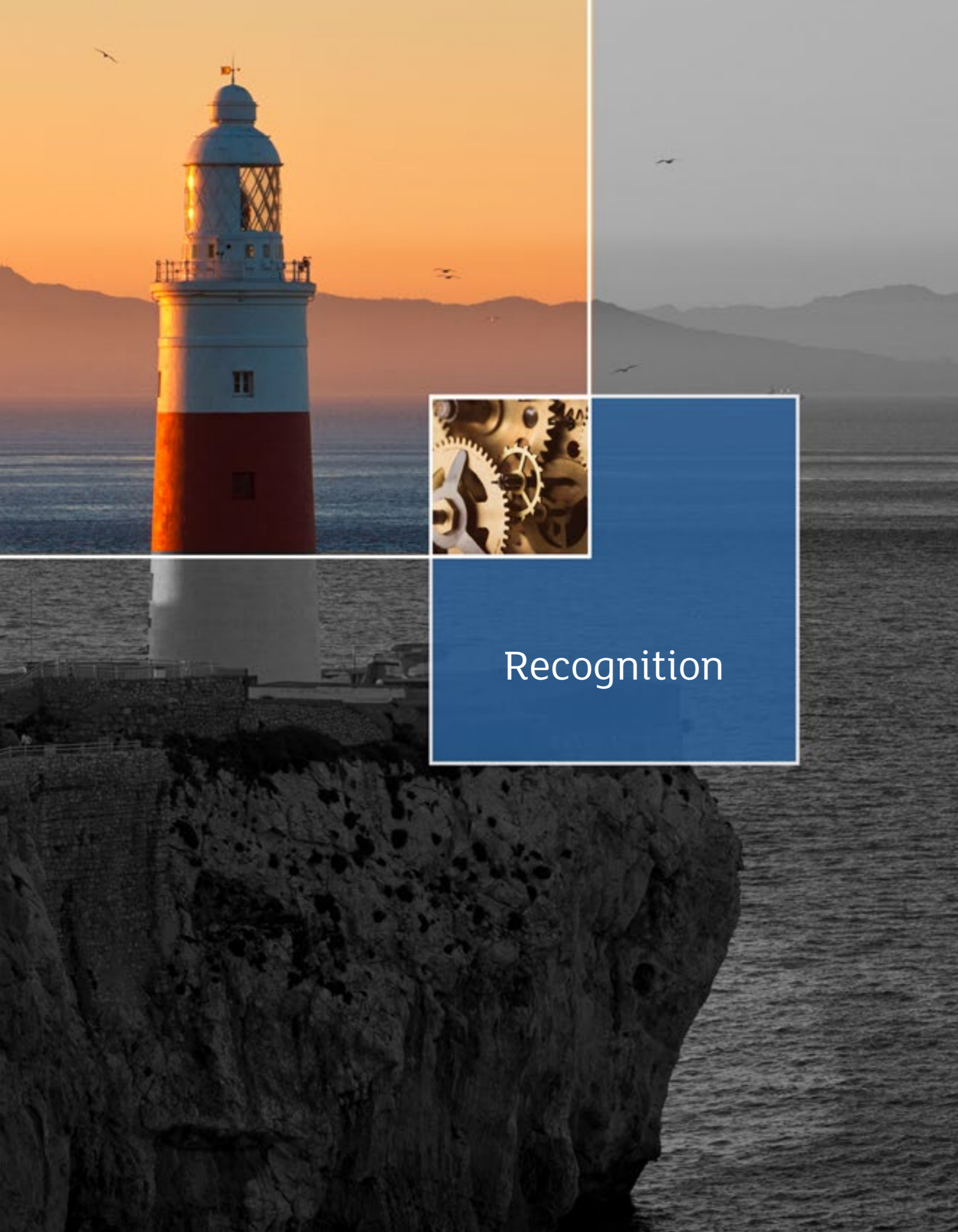
DiversiFeA, our Committee of Equity, Diversity and Inclusion comprising partners, other fee-earners and staff, promotes regular initiatives and events for the well-being of all members of the firm.



## Practice Areas



- Advertising, Marketing and Media
- 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
- Real Estate
- Restructuring and Insolvency
- Sanitation
- Sports and Entertainment
- Tax
- Telecommunications
- White-Collar Crime and Corporate Investigations



Recognition





## Real Estate

Our real estate team has vast experience in preparing and negotiating all types of real estate agreements, including purchase, sale, leaseback, exchange, donation, lease, rural lease, built-to-suit lease, real estate partnerships, subdivision of lots, and creation of surface rights, as well as acquisition of real estate through corporate acts or extrajudicial auctions and agreements related to commercial, industrial, or residential real estate.

We advise developers and construction companies on issues ranging from financings and provision of in rem guarantees within the scope of the Housing Financial System (SFH) and the Real Estate Financing System (SFI) to the development of projects on rural properties and on rectification of such properties before the Real Estate Registry Offices, the National Institute of Colonization and Agrarian Reform (INCRA) and the Federal Revenue.

We also advise on the creation of real estate investment funds and private equity funds, as well as the distribution of quotas of these funds, both public and restricted placement.



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 real estate, she structures and implements transactions involving industrial plants and commercial offices through various modalities, including purchase and sale, sale and leaseback, built to suit, logistics parks and condominiums (including development of internal regulations). She also negotiates rural leases and agricultural partnerships, and structures the purchase of rural property by foreigners, including analysis of conversion to urban property, application for authorization from INCRA and Ministries, and implementation of alternative structures (assignment of use, lending, usufruct, surface rights). Tatiana has been recognized by The Legal 500 as a real estate practitioner.



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