

Entertainment



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.

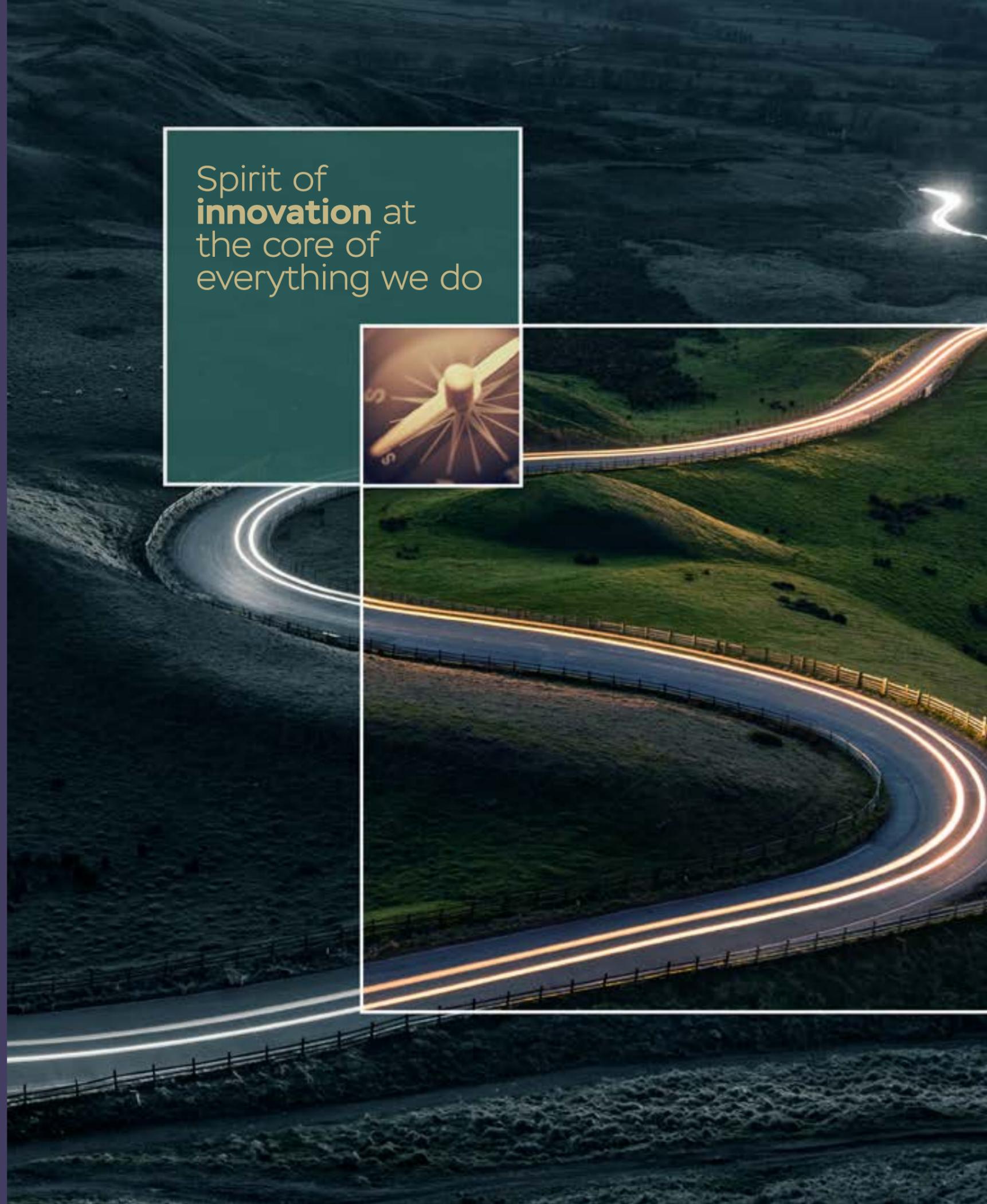
Long before we were recognized as pioneers in judicial restructuring, we were one of the first firms to advise on aviation financing and contribute to the development of project finance and venture capital in Brazil.

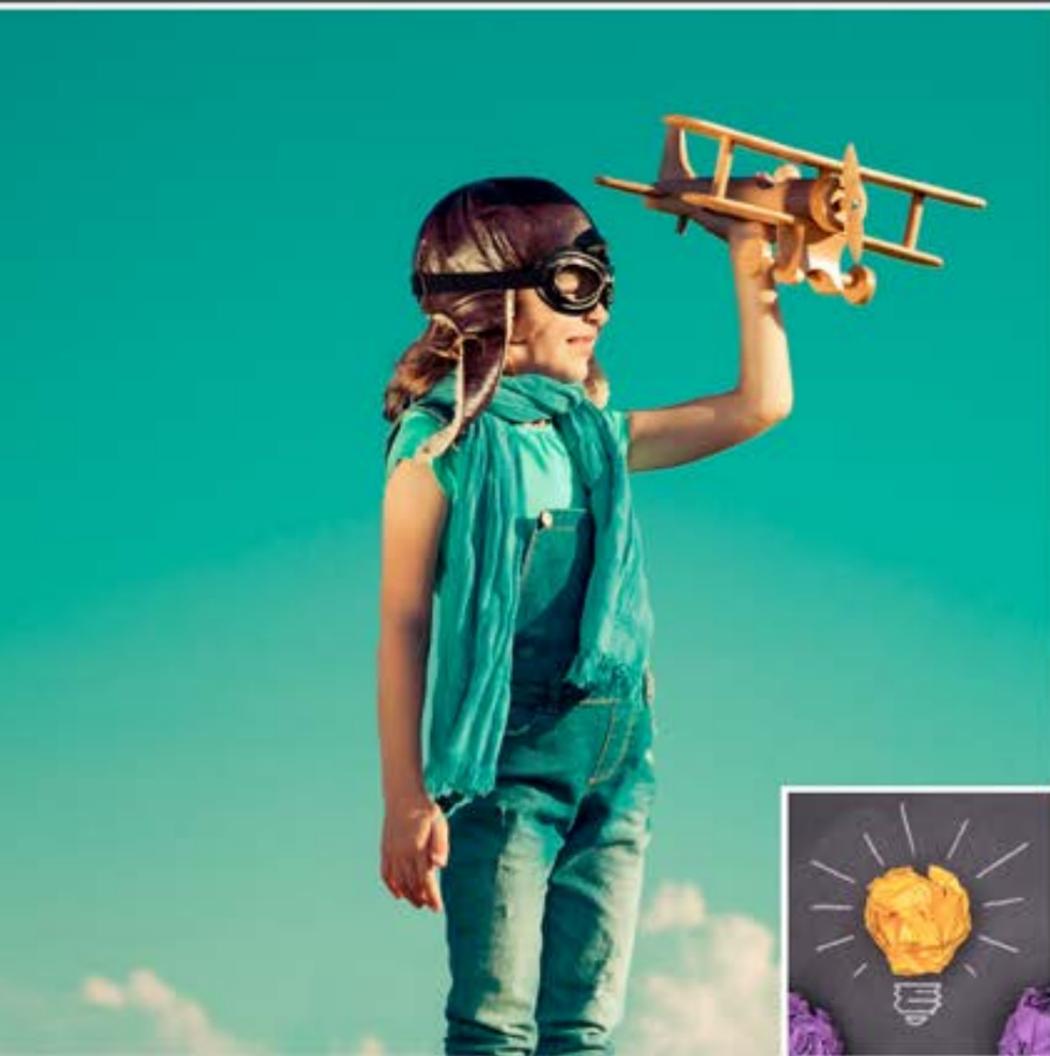
We are always attuned to the market and new areas of law.

The firm has formed multidisciplinary internal centers of studies focused on predicting future demands of our clients.

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 contributing to a better world through social actions and the creation of values. We believe that community empowerment is essential for humanitarian growth, from the conception of social responsibility to the design of comprehensive support of projects with a vision of the future, following the needs of the regions in which we operate.

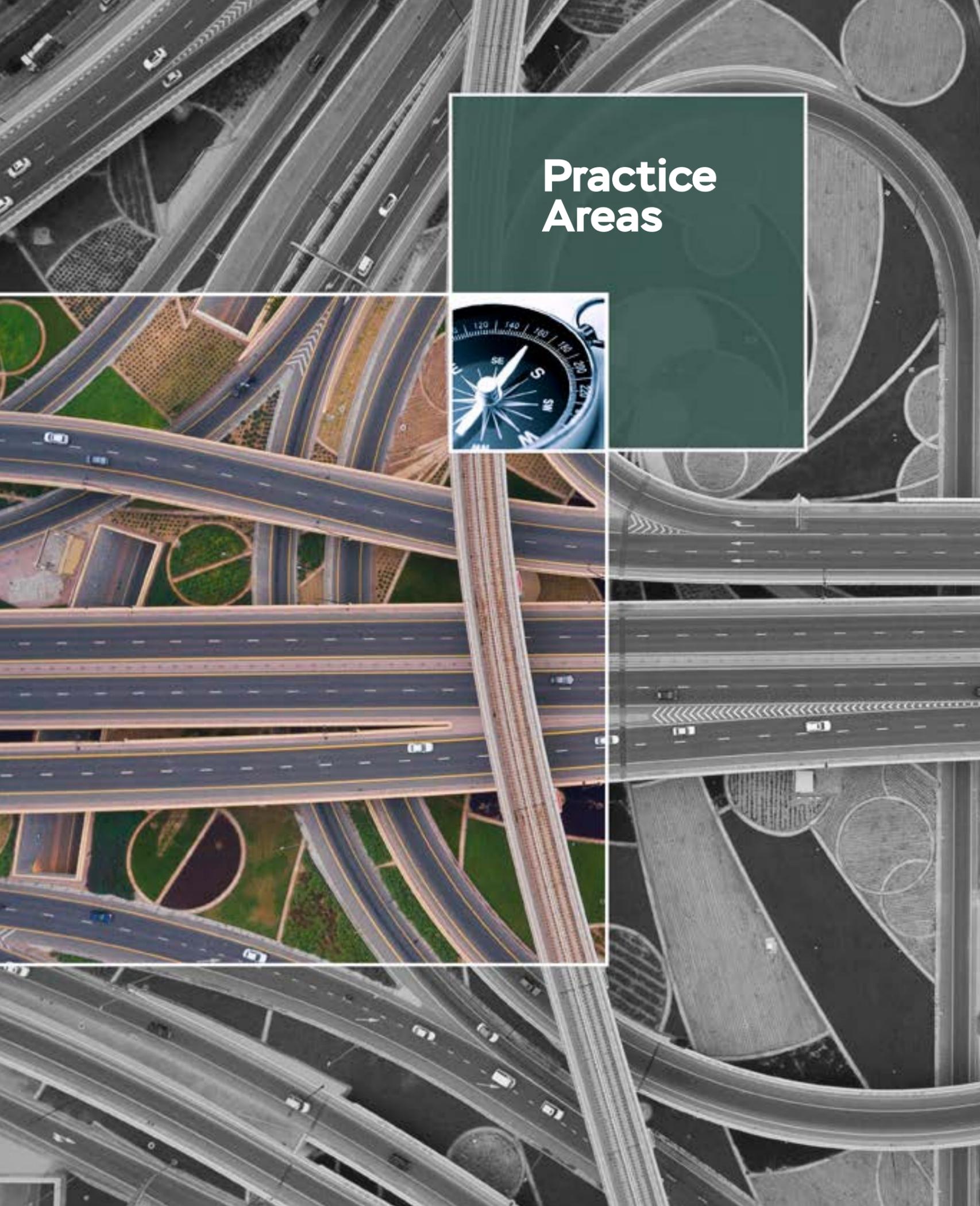
We are committed to ethics in the provision of our services and we dedicate our efforts to topics that are linked to the challenges of society, supporting social, cultural and educational projects. We strongly encourage our team to be involved in social responsibility programs.

Diversity

Diversity is a part of the Brazilian people. Difference makes us unique, and every culture and outlook on life must be included in society.

In 2019, **Felsberg Advogados** created the Diversity Committee, **DiversiFeA**, seeking equality for all. There are currently three affinity groups: **EquiFeA** with a focus on gender equality; **FeA Racional** that discusses racial equity; and **Pride to Be FeA** which fights for the rights of the LGBTQIAP+ community.

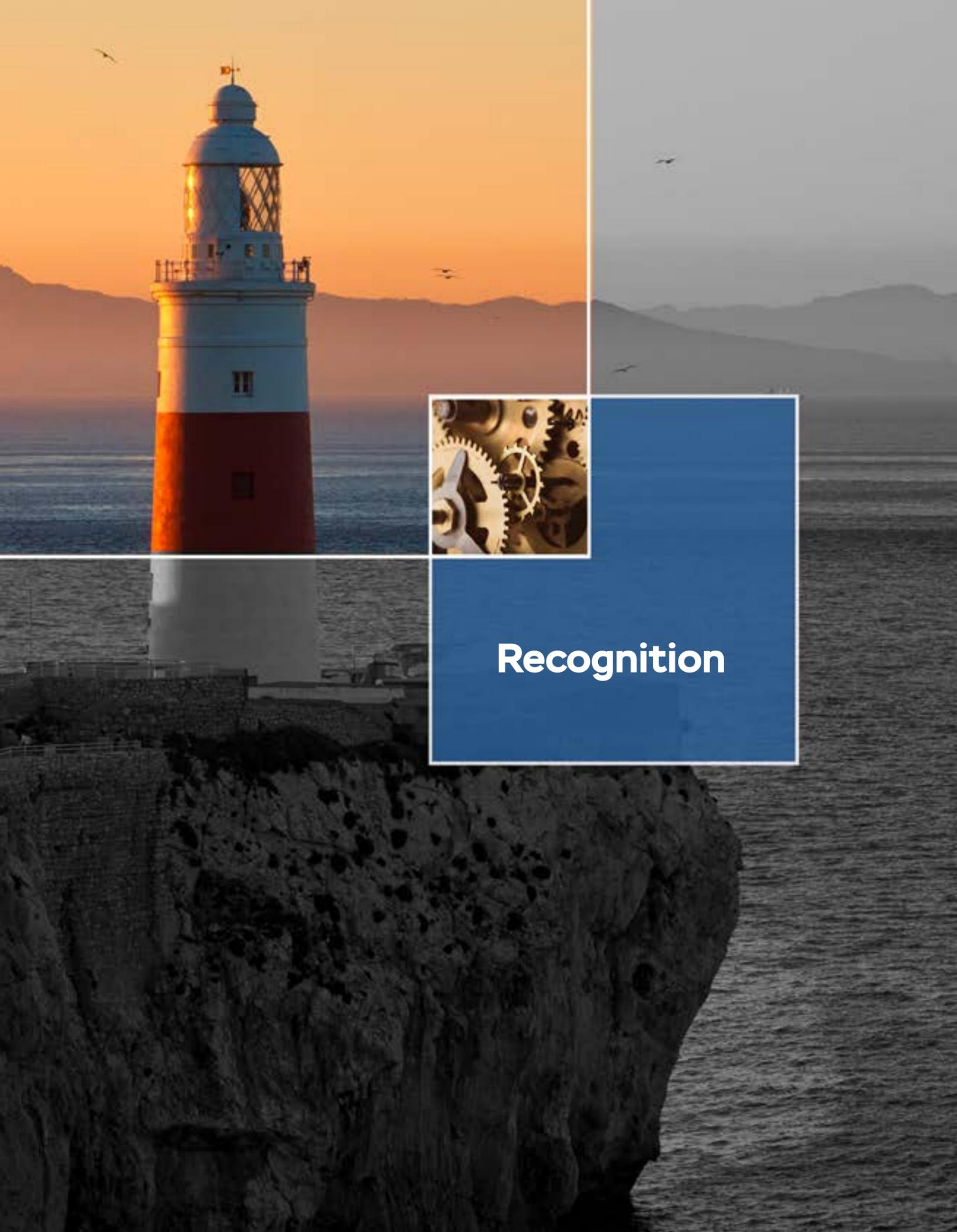
The Committee aims to promote initiatives and regular events to raise awareness and encourage reflection on relevant and necessary topics for a more respectful society.



Practice Areas



- Advertising, Marketing and Media
- Agribusiness
- Antitrust
- Aviation
- Capital Markets
- Commercial Contracts
- Compliance
- Corporate and M&A
- Dispute Resolution
- Energy
- Entertainment
- Environment and Sustainability
- Fashion
- Financing, Banking, Fintechs and Means of Payment
- Governmental Relations
- Immigration
- Infrastructure
- Innovation, Startups and Venture Capital
- Intellectual Property
- Labor and Employment
- Life Sciences
- Maritime
- Oil and Gas
- Public and Regulatory
- Real Estate
- Restructuring and Insolvency
- Sports Law
- Tax and Wealth Management
- Technology, Data Privacy, Artificial Intelligence and Law Enforcement
- Telecommunications
- Waste and Sanitation
- White-Collar Crime and Corporate Investigations



Recognition





Entertainment

In the entertainment industry, a robust legal framework is essential to ensure both corporate governance and the protection of assets. At our firm, we offer integrated solutions that combine Corporate, Tax, Intellectual Property, and Contract Law, always tailored to the specific needs of this dynamic and competitive sector.

In the field of Corporate Law, we structure everything from simpler entities – such as talent agencies, influencers, branding agencies, and social media management firms – to more sophisticated ones involving foreign partners and multiple investors, such as audiovisual production companies, advertising agencies, music publishers, and content distributors. Our work goes beyond the formation of companies, also covering the drafting of shareholder agreements, corporate restructurings, and the implementation of corporate governance practices that ensure legal security and business continuity.

In the Tax sphere, our Entertainment Group provides specialized advisory services to a wide range of players – from agencies, production companies, sponsors, and distributors to artists, non-profit institutions, sports clubs, SAFs, and athletes. We work on operations involving the import and export of equipment and services, tax regularization of financial flows, and the application of key incentive mechanisms that promote the sector. Additionally, our experience extends to defending clients' interests in administrative and judicial proceedings, challenging undue demands, and recovering overpaid taxes, especially in contracts involving foreign artists.

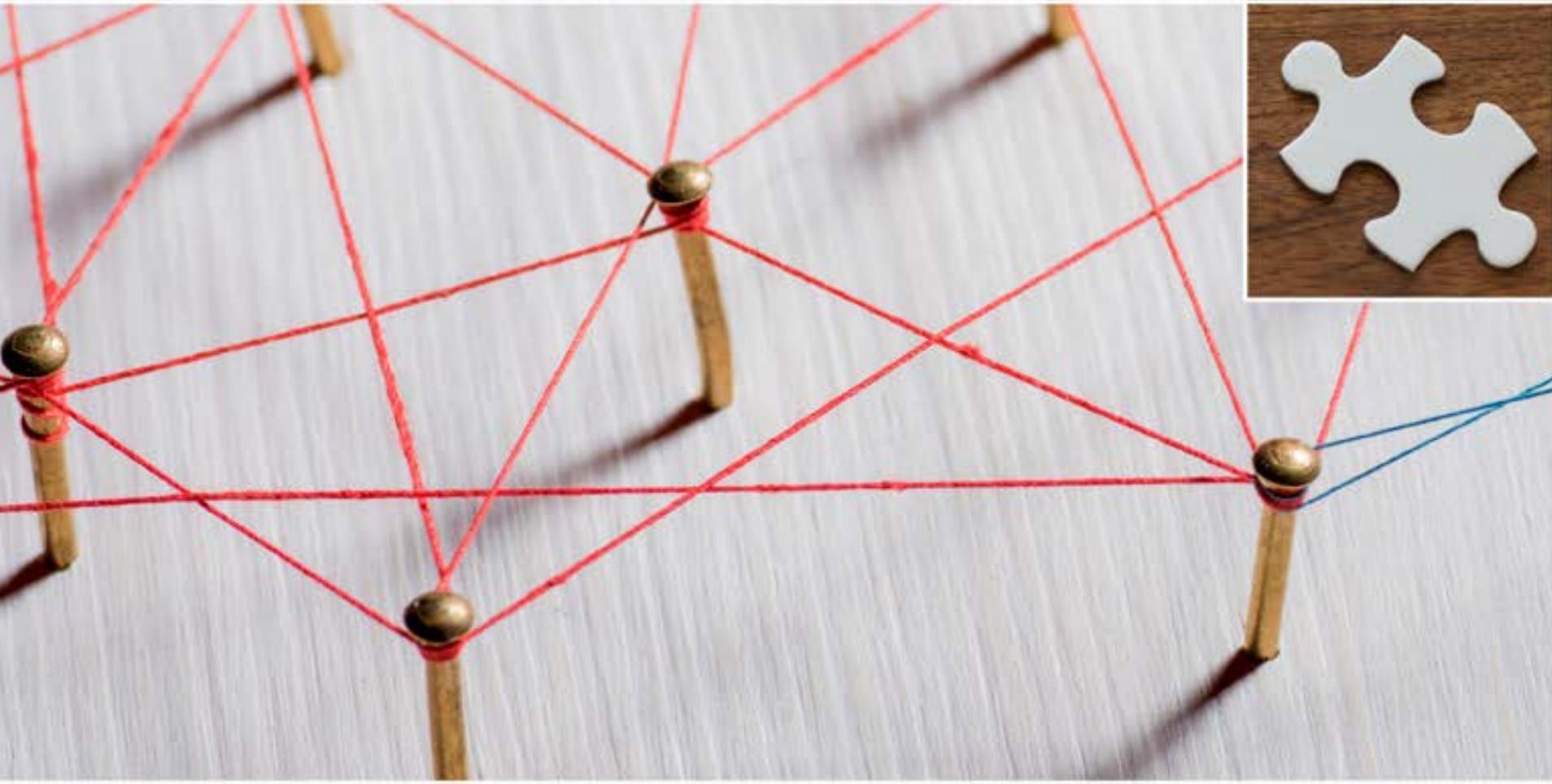
Aware that creativity must flow without barriers, we seek to protect and monetize our clients' Intellectual Property assets. We assist in defining limits and restrictions from the conception to the execution of projects, mitigating risks and anticipating future negotiations. We negotiate licensing contracts that ensure fair compensation, enabling not only the expected financial return but also the viability of new ventures.

Finally, recognizing the complexity of Contracts in the sector – ranging from co-production and music licensing agreements to talent partnerships – we structure negotiations that ensure a balance between rights and obligations, as well as regulatory compliance. Content analysis and clearance, with special attention to personality rights and freedom of expression, are essential to prevent conflicts in audiovisual, sports, and music productions. When disputes arise, our strategic approach and mediation between the various market players promote swift solutions aligned with commercial interests.

Thus, FeA – Media, Entertainment, and Culture consolidates a complete portfolio of legal solutions, integrating corporate structuring, tax, and intellectual property protection, as well as strategic mediation and regulatory compliance. This synergy between the areas strengthens the safe, innovative, and sustainable development of the industry, ensuring that creativity and investments are protected at every stage of the projects.

The transformation, restructuring and recovery of companies have proven to be essential to ensure the continuity and sustainable growth of businesses, especially in highly dynamic sectors such as entertainment and sports. In football, for example, the Football Corporations (SAFs) model has driven a wave of strategic restructuring, attracting investors and promoting greater professionalization of management. Our firm is prepared to advise clubs, investors and other agents in the sports market on restructuring liabilities, renegotiating contracts and implementing new corporate structures, ensuring legal certainty and financial sustainability for these operations.

Group





Anna Flávia Izelli

E-mail: annaizelli@felsberg.com.br

Phone: +55 11 3141-9193

Practice Area: Restructuring and Insolvency / Tax

Anna Flávia has a great deal of experience in tax litigation, working in the administrative and judicial spheres, in both defense and the demanding of tax debts, as well as in the filing of court actions

aimed at recovering tax credits.

She also works with customs issues, providing assistance and advice on overseas trade operations, and with defense as well as with demands for taxes or penalties arising from non-compliance with customs systems.

Additionally, she provides due diligence support in M&A operations and in the restructuring of companies subject to judicial reorganization. Anna Flávia has been recognized by Latin Lawyer, ITR World Tax, The Legal 500, Benchmark Litigation, *Análise Advocacia*, *Análise Mulher* and Leaders League.



Diego Goulart de Oliveira Vieira

E-mail: diegovieira@felsberg.com.br

Phone: +55 21 2156-7598

Practice Area: Intellectual Property

Diego is the partner responsible for the Intellectual Property department. He has over 20 years' experience in the area of intellectual property law, with an emphasis on the development of

strategies for the obtaining and administration of brand and patent portfolios in Brazil and overseas.

His work covers all important strategic aspects, starting with the discovery phase and moving into the administrative, licensing and dispute resolution areas, whilst working with CONAR (the National Council for Advertising Self-Regulation) and operating in the judicial sphere. In the extrajudicial sphere, he has recovered countless domain names unduly registered by third parties.

He has extensive experience in advising domestic and foreign clients, many of which are listed in the Fortune 500, from the pharmaceutical, foodstuffs, fashion, technology, and wholesale and retail commercial areas, amongst many others, as well as assisting many different overseas law firms on the creation and implementation of strategies for the obtaining, maintaining and exercising of intellectual property rights in Brazil and elsewhere. Diego has been recognized by IP Stars, WTR 1000, The Legal 500, Leaders League, and *Análise Advocacia 500*.



Gabriel Paranaguá

E-mail: gabrielparanagua@felsberg.com.br

Phone: + 55 11 3141-3644

Practice Area: Tax

Gabriel is a partner in the Tax area of Felsberg Advogados and has more than 20 years of experience in tax consultancy. With specializations in International Taxation and Tax Planning (ABDF), Tax Auditing (UFRJ, 2013), and

Tax Litigation (Universidade Cândido Mendes, 2008), his experience includes advising on tax planning in M&As and business restructuring, operations with telecommunications operators and satellites, software, new technologies and cryptoassets, estate planning and debt profiling, transactions with works of art and antiques, and assistance to various players in the fashion industry.

Recognized by Chambers Global (2024) and Chambers Brasil (2023) as “Up and Coming” (Tax: Non-contentious) and by The Legal 500 (2024) as a “Next Generation Partner” (Tax Advisory), Gabriel is a member of the Association of Brazilian Financial Law (ABDF/RJ), the Legal and Fiscal Committee of the Brazilian Association of Infrastructure and Basic Industries (ABDIB) and the firm’s Development and Equity, Diversity and Inclusion Committees (DiversiFeA), as well as coordinator of the Taxation nucleus under Felsberg Advogados International.



Maria Carolina Guazzelli

E-mail: carolinaguazzelli@felsberg.com.br

Phone: +55 11 3141-9104

Practice Areas: Corporate and M&A / Fashion / Immigration

Maria Carolina has over 20 years of experience in Corporate Law, including mergers and acquisitions, audits, cross-border transactions, corporate governance, joint ventures, corporate reorganizations, foreign investment, and corporate and contractual consulting. She also has relevant experience with distressed M&A transactions.

Maria Carolina has also practiced Immigration Law for over 19 years focusing mainly on advising and assisting expatriates working for multinationals on how to obtain Brazilian work permits. Maria Carolina is recognized by The Legal 500 and Leaders League.



Thiago Dias Costa

E-mail: thiagocosta@felsberg.com.br

Telephone: +55 11 3141-4539

Practice Area: Restructuring and Insolvency / Tax

A doctoral candidate in Commercial Law from the University of São Paulo (USP), Thiago is a partner in the Restructuring and Insolvency area. He has been a member of the Felsberg team since 2014,

working in advisory and litigation law in corporate insolvency, corporate recovery processes, and national and international bankruptcies. He is recognized by The Legal 500, Benchmark Litigation and Expert Guides.



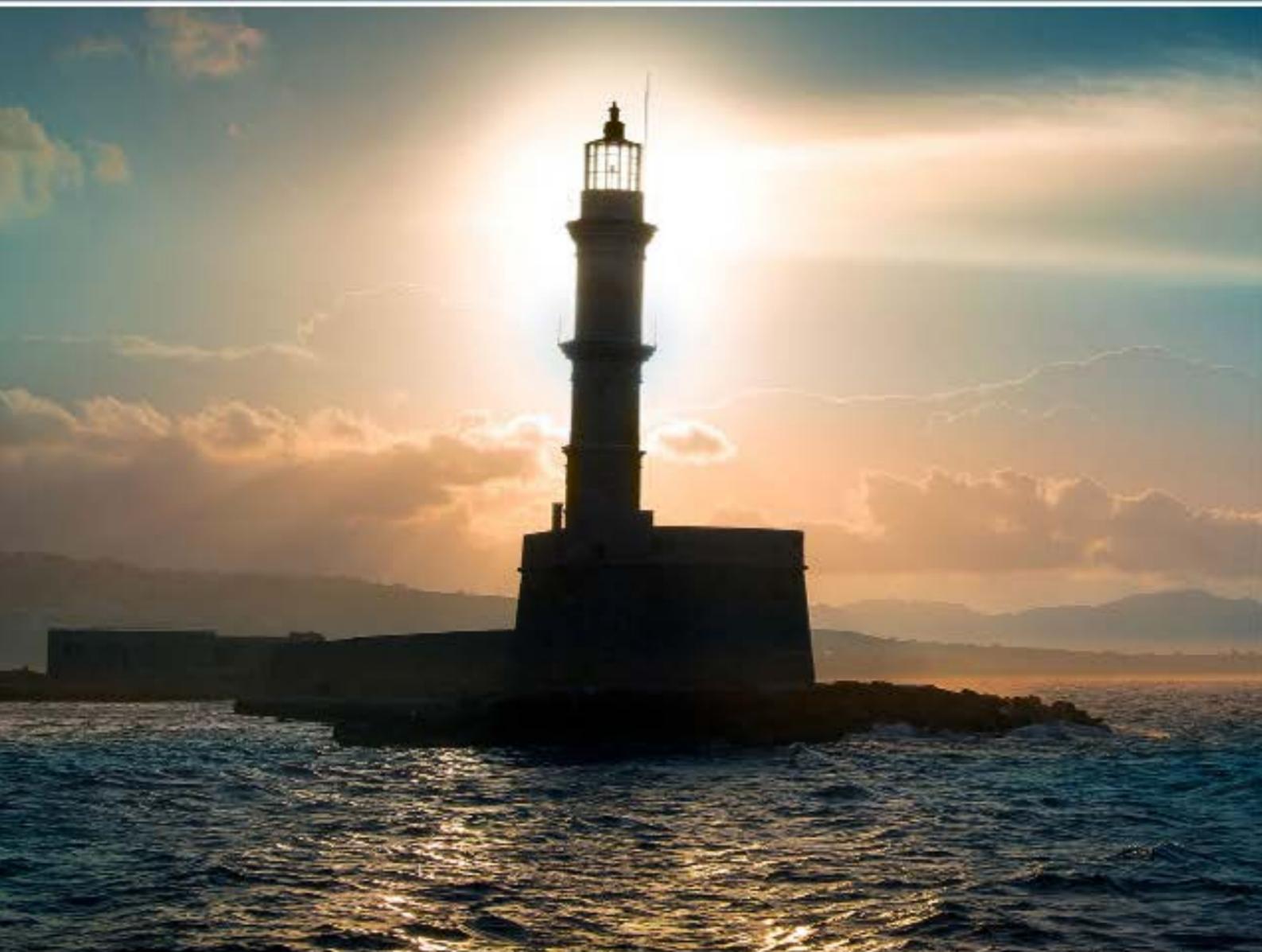
Thiago Nicacio Lima

E-mail: thiagonicacio@felsberg.com.br

Phone: +55 11 3141-3643

Practice Areas: Sports and Entertainment

Thiago is a specialist in Sports Law, with a strong focus on the market since 2012, advising on sports business issues nationally and internationally. Since the beginning of his career, he has worked with renowned athletes, players' agents and soccer clubs, mainly in issues involving club management, transfer of professional athletes, brand licensing agreements, sponsorship, naming rights and the realization of events. He has a Masters in Public Law from Université Paris V Descartes and in Sports Law and Economics from Université Paris 1 Sorbonne. He was a sports law professor in Paris (classes taught in French) and is the author of numerous articles and legal publications.



..FELSBERG
ADVOGADOS

SÃO PAULO

Rua Lemos Monteiro, 120 - 19th floor
São Paulo - SP, Brazil | Zip Code: 05501-050
Phone: +55 (11) 3141-9100

RIO DE JANEIRO

Rua Lauro Müller, 116 - Room 1806
Botafogo - Rio de Janeiro - RJ, Brazil
Zip Code: 22290-160
Phone: +55 (21) 2156-7500

BRASÍLIA

Setor Comercial Sul, Quadra 09, Bloco C, Torre C,
Ed. Parque Cidade Corporate - Room 1012
Asa Sul - Brasília - DF, Brazil | Zip Code: 70308-200
Phone: +55 (11) 3141-9100

www.felsberg.com.br

