

Agribusiness



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.

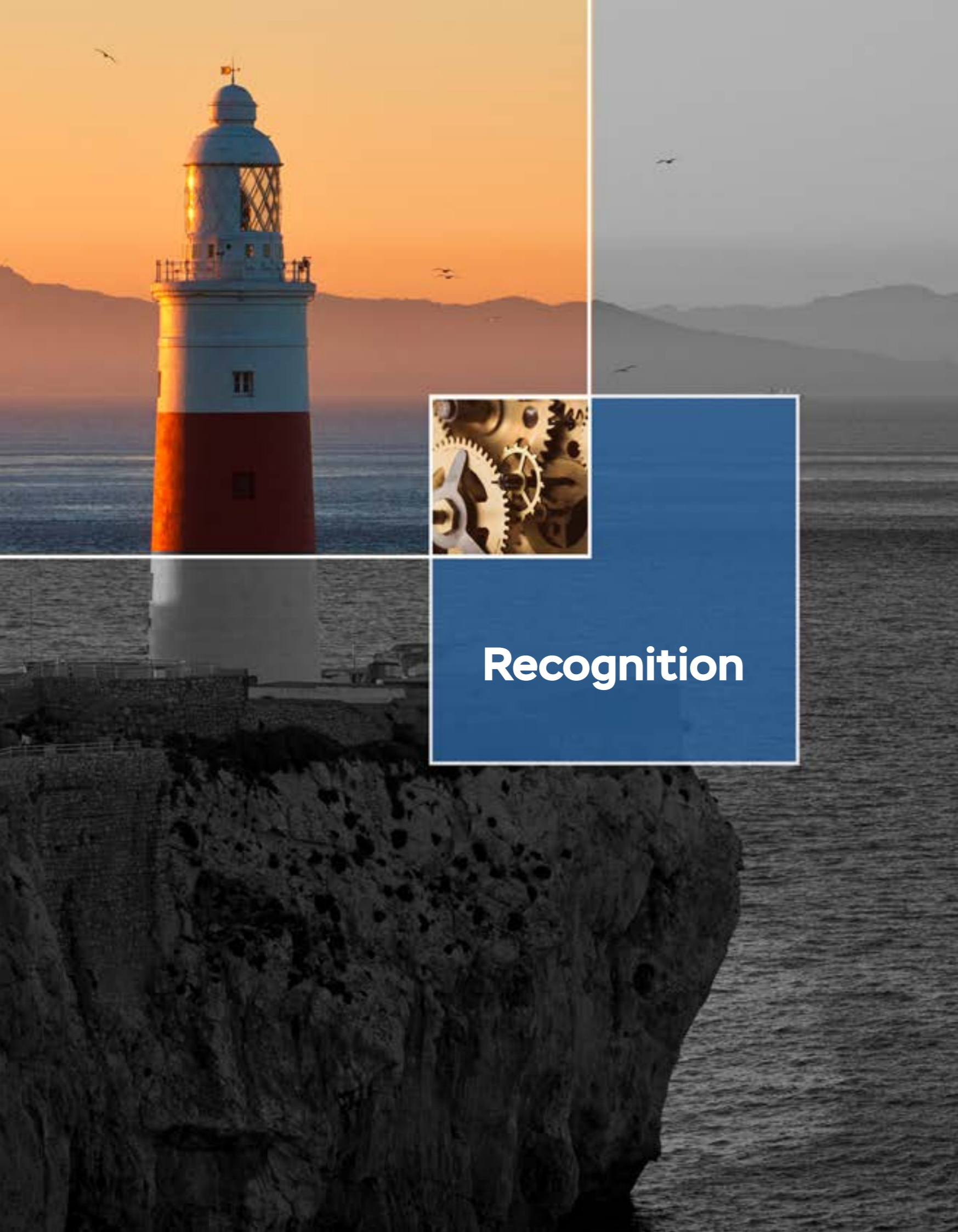
In 2019, **Felsberg Advogados** created the Diversity Committee, **DiversiFeA**, seeking equality for all. There are currently three affinity groups: **EquiFeA** with a focus on gender equality; **FeA Racional** that discusses racial equity; and **Pride to Be FeA** which fights for the rights of the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

An aerial photograph of a complex multi-level highway interchange with several overpasses and ramps. A semi-transparent dark green square is overlaid on the top left of the image, containing the text 'Practice Areas'. A small inset image of a blue compass rose is positioned at the bottom left of the green square.

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
- Sanitation
- Sports and Entertainment
- Tax
- Telecommunications
- Transformation, Restructuring and Insolvency
- White-Collar Crime and Corporate Investigations



Recognition



Agribusiness



Felsberg Advogados has a team specifically dedicated to agribusiness, comprising professionals who have held leadership positions in national and multinational companies in the sector, as well as lawyers and consultants with extensive experience in advising and representing clients in this segment.

The team is supported by all areas of the office, which allows us to offer a customized full-service platform for agribusiness, capable of responding quickly to complex and multidisciplinary demands.

We have experience in all stages of the agribusiness production chain, from the commercialization of inputs, agricultural production, processing (agribusiness), and distribution (logistics) to the commercialization of production (in Brazil and abroad), including debt restructuring and operations, always from a legal point of view.

We have the structure, professionals and experience to meet demands involving, among others:

- Agrarian contracts (leasing and agricultural partnerships);
- Contracts for the origination (acquisition) of various agricultural commodities, including the financing of rural producers in structured transactions (structured trade finance);
- Contracts for the purchase of inputs, including barter operations;
- Purchase and sale agreements (trading) of commodities and agro-industrial products in the domestic and international markets;
- Constitution of guarantees for commercial and/or financial operations;
- Logistics contracts involving storage and transshipment, inland waterway, maritime and rail transport, as well as port services (storage and lifting);
- Various procurement contracts (supplies), including EPC and turnkey, as well as the acquisition of large equipment and technology in Brazil and abroad;
- Structuring and issuance of agribusiness credit securities, such as CRA, CPR, CDA/WA, LCA and CDCA, among others;
- Acquisition and licensing of large rural properties, including land acquisition by foreigners;
- Intellectual property, including analysis of cultivar licensing agreements;
- Regulated sectors (ports, ANEEL and ANP);
- Corporate law, mergers and acquisitions (M&A), acquisition of assets and formation of joint ventures;
- Labor law, including negotiations with representative unions and the Public Labor Ministry; and
- Conflict management and strategic dispute resolution (arbitration and litigation).

Our team also has experience in business modeling, including policies, standardized contract procedures for agribusiness, as well as in projects for the organization and structuring of legal departments (including turnaround).



Partner



Fabiana Solano

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Practice Areas: Transformation, Restructuring and Insolvency / Dispute Resolution / Agribusiness

Fabiana has been a partner in the firm since 2011. With an LL.B. from PUC-SP and an LL.M. from Stanford, she works actively in the representation of debtors, creditors and investors in private debt restructuring proceedings and in judicial and extrajudicial reorganization and bankruptcy proceedings. Over her 20-year career, she has represented clients in many different sectors, especially the areas of infrastructure, retail, paper and pulp, and agribusiness. Fabiana has participated in some of the country's most important insolvency cases since the entry into effect of Law 11,101/05, among them winners or finalists of Latin Lawyer's Deal of the Year award.

Prior to joining the Restructuring and Insolvency team, Fabiana coordinated the firm's Dispute Resolution Department. She represented clients in corporate disputes and domestic and international arbitration proceedings. Fabiana is recognized by Chambers (Band Three, Bankruptcy/Restructuring), IFLR 1000, Latin Lawyer, The Legal 500, and Leaders League. She has contributed on relevant topics to numerous publications.

Fabiana is a member of the Board of Directors of the Turnaround Management Association – TMA *Brasil*. She is also a member of the Board and coordinates the Latin American and Caribbean Bankruptcy and Insolvency practice group within Meritas, the global alliance of 186 full-service law firms from 94 countries, of which Felsberg is a member, that is ranked Band One by international legal directory Chambers and Partners in the category Leading Law Firm Networks: The Elite.



**Business
Partner**



Fabricio Soler

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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



Daniel Tronco

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Practice Areas: Agribusiness

Daniel specializes in advising companies dedicated to agribusiness. In this sector, he has participated in operations at all stages of the production chain, from the sale of inputs, agricultural production, processing (agribusiness), distribution (logistics) to the commercialization of production (in Brazil and abroad). He has consulted with and held leadership positions in companies such as Louis Dreyfus, BIOSEV, GAVILON (Marubeni) and RAÍZEN, working on a wide and diversified range of transactions, including national and international contracts, M&A projects, and operations in the financial and capital markets, which allowed him to accumulate vast knowledge of agribusiness. He also worked in conflict management and strategic litigation, in the structuring of legal departments, in turnaround projects, and in the elaboration and improvement of compliance, risk management and governance programs.



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