

Commercial Contracts



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.

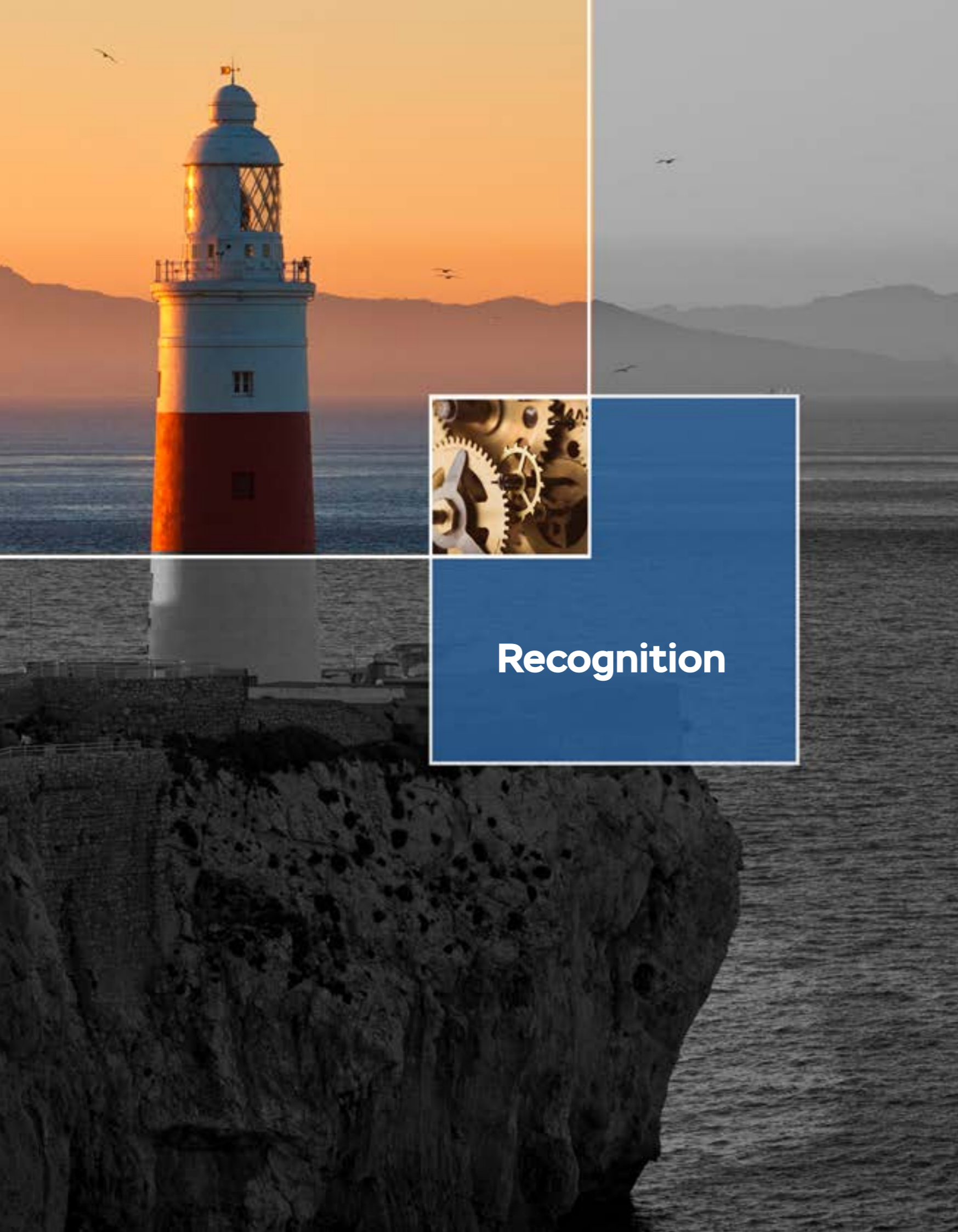
The Committee aims to promote initiatives and regular events to raise awareness and encourage reflection on relevant and necessary topics for a more respectful society.



Practice Areas



- Advertising, Marketing and Media
- Agribusiness
- Antitrust
- Aviation
- Capital Markets
- Commercial Contracts
- Compliance
- Corporate and M&A
- Data Protection and Technology
- 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
- Sports Law
- Tax and Wealth Management
- Telecommunications
- Transformation, Restructuring and Insolvency
- Waste and Sanitation
- White-Collar Crime and Corporate Investigations



Recognition





Commercial Contracts

Our team drafts and negotiates complex and atypical commercial contracts in a variety of segments, including commercial and industrial real estate and sale and lease-back operations, as well as development of infrastructure and housing projects.



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).

In the area of commercial contracts, Tatiana has experience with high value added business contracts, such as turn-key, EPC, built-to-suit, manufacturing, toll manufacturing, commercial representation, distribution, Ferrari-regulated contracts (automotive concession), provision of services, cost sharing, supply, purchase and sale, rental of movable and immovable property, import and demand import contracts, industrial plant lease, confidentiality agreements, cooperation agreements, memoranda of understanding, and creation of cultural contest and promotion regulations, and sponsorship contracts. She also develops atypical and sophisticated contracts such as concept store contracts and “shopping club” (shared purchases). Tatiana has been recognized by The Legal 500 as a real estate practitioner. Recognized by *Análise Advocacia Mulher 2022* in the Sugar and Ethanol sector.



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