

# Infrastructure



# 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.

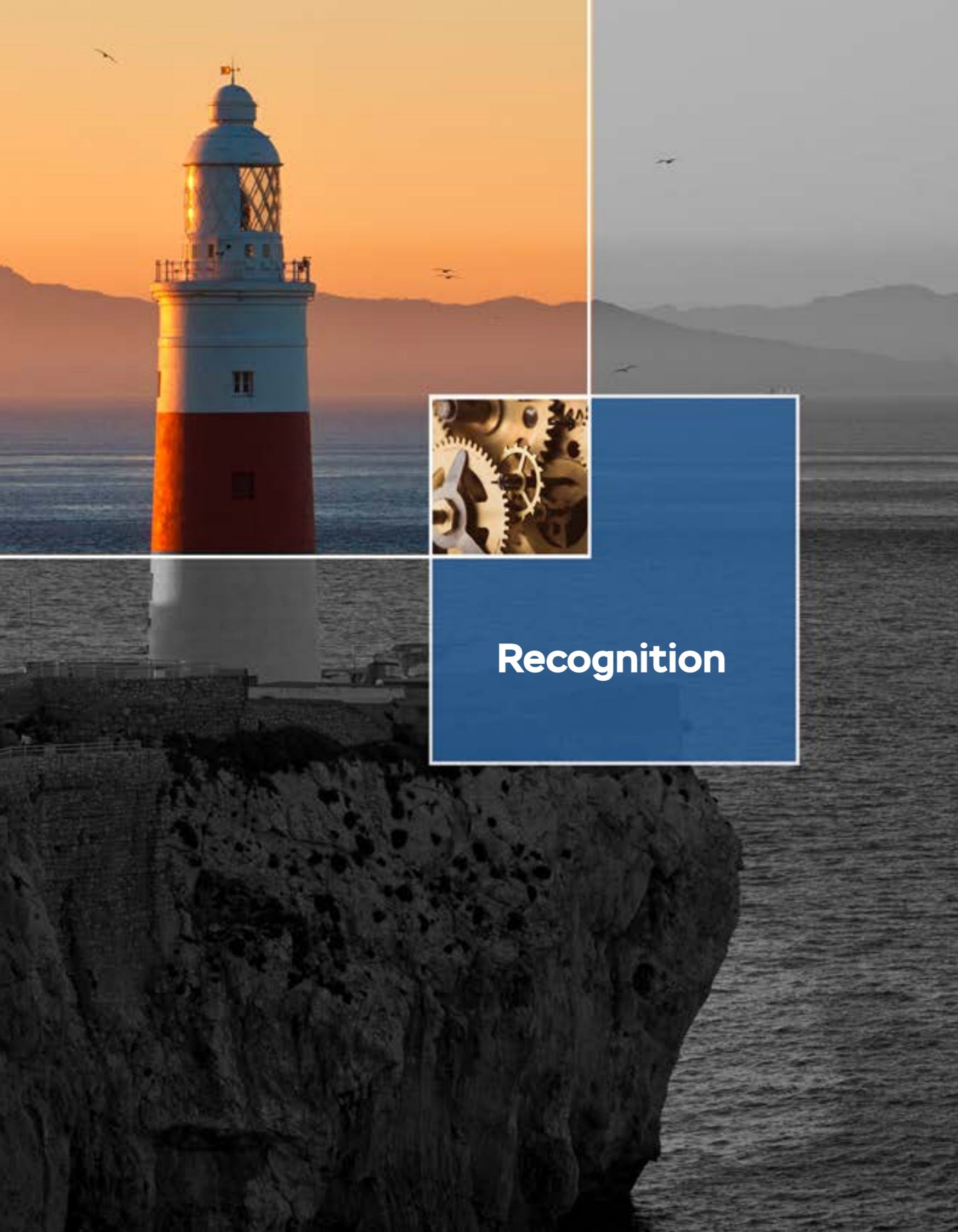
The Committee aims to promote initiatives and regular events to raise awareness and encourage reflection on relevant and necessary topics for a more respectful society.



## 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
- 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



# Infrastructure



Our expertise extends throughout the life cycle of infrastructure and energy projects, whether greenfield or brownfield. We serve national and international investors, both strategic and financial, developers of projects and modern technologies, service providers, equipment suppliers, builders, operators, public service concessionaires, basic and consumer goods industry, governments, state companies and financial institutions.

We assist our clients in the negotiation and implementation of the investment, M&A and financing operations for project development purposes, one of the most critical phases of any project. At the same time, we also assist them in designing, negotiating and implementing the required contractual architecture for the project implementation, including contracts for engineering services, equipment supply, civil works, turn-key EPCs, operation and maintenance and insurance required in each case, as well as obtaining the licenses and incentives or special tax regimes of each industry.

Particularly in the sectors of sanitation, solid waste, public lighting and logistics, we advise governments and private sponsors in the preparation and evaluation of feasibility studies of projects, participate in administrative processes of expression of interest, and carry out feasibility analyses of applicable regulatory frameworks, matrix design risks, bidding documents and contracts.

*“Extremely available and experienced”* – The Legal 500 2019

**Partners**





## Maria da Graça Pedretti

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**Practice Areas:** Banking and Finance / Aviation / Infrastructure / Fintech and Payment Systems / Electric Power / Natural Gas / Transformation, Restructuring and Insolvency / Investment Funds / Capital Markets

Maria da Graça is a founding partner of Felsberg Advogados. She has extensive experience in the areas of project and aircraft financing, financial and structured operations, capital markets, investment funds, private equity and company acquisition, sale and restructuring operations.

She has given lectures at events in Brazil, Spain and the United States on topics such as investment funds, initial public offerings, private equity and project financing and structuring. She is recognized by Latin Lawyer, The Legal 500, Leaders League, IFLR 1000, Euromoney Expert Guide and *Análise Mulher*.



## 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





## Marianne Albers

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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 the National Agency of Electrical Energy (ANEEL), the National Telecommunications Agency (ANATEL) and the Ministry of Agriculture, Livestock and Supply (MAPA), having led contract negotiations with government agencies, participated in highprofile 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 the National Health Surveillance Agency (ANVISA), the National Health Agency (ANS), 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 Chambers and Partners (Band Four for Life Sciences), The Legal 500, Leaders League, *Análise Advocacia*, *Análise Mulher* and IFLR 1000.

# Experience



- Advised a member of a winning consortium in the first 5G auction conducted by ANATEL.
- Developed the successful PPP for provision of water and sewage services to the state of Alagoas; currently developing a similar PP for provision of water and sewage services to the state of Paraíba.
- Assisted one of the largest chemical companies in Latin America and the largest manufacturer of nitrogen fertilizers in Brazil in relation to the first green hydrogen plant in the country.



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