

# Life Sciences





# 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.

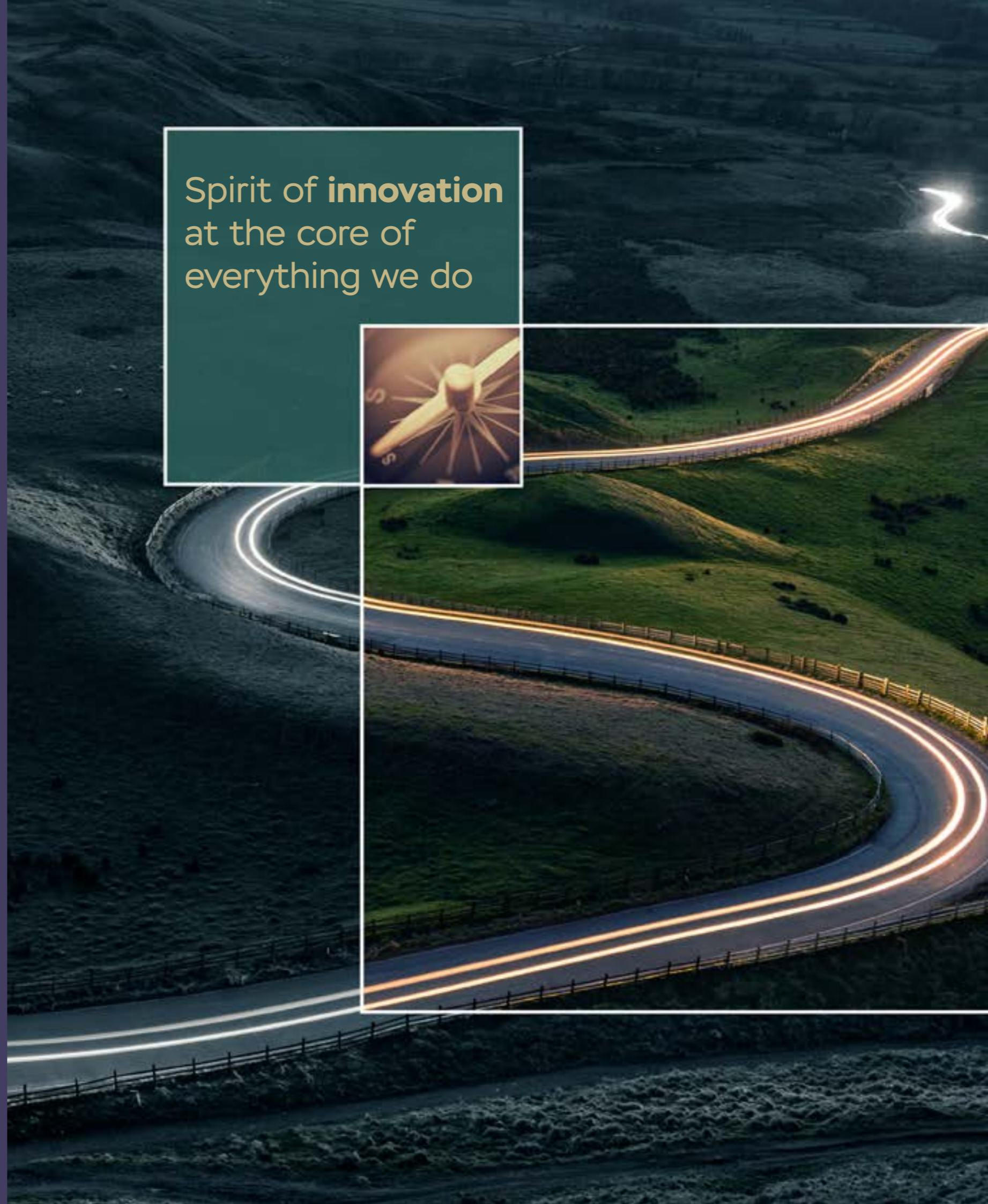
Long before we were recognized as pioneers in judicial restructuring, we were one of the first firms to advise on aviation financing and contribute to the development of project finance and venture capital in Brazil.

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.



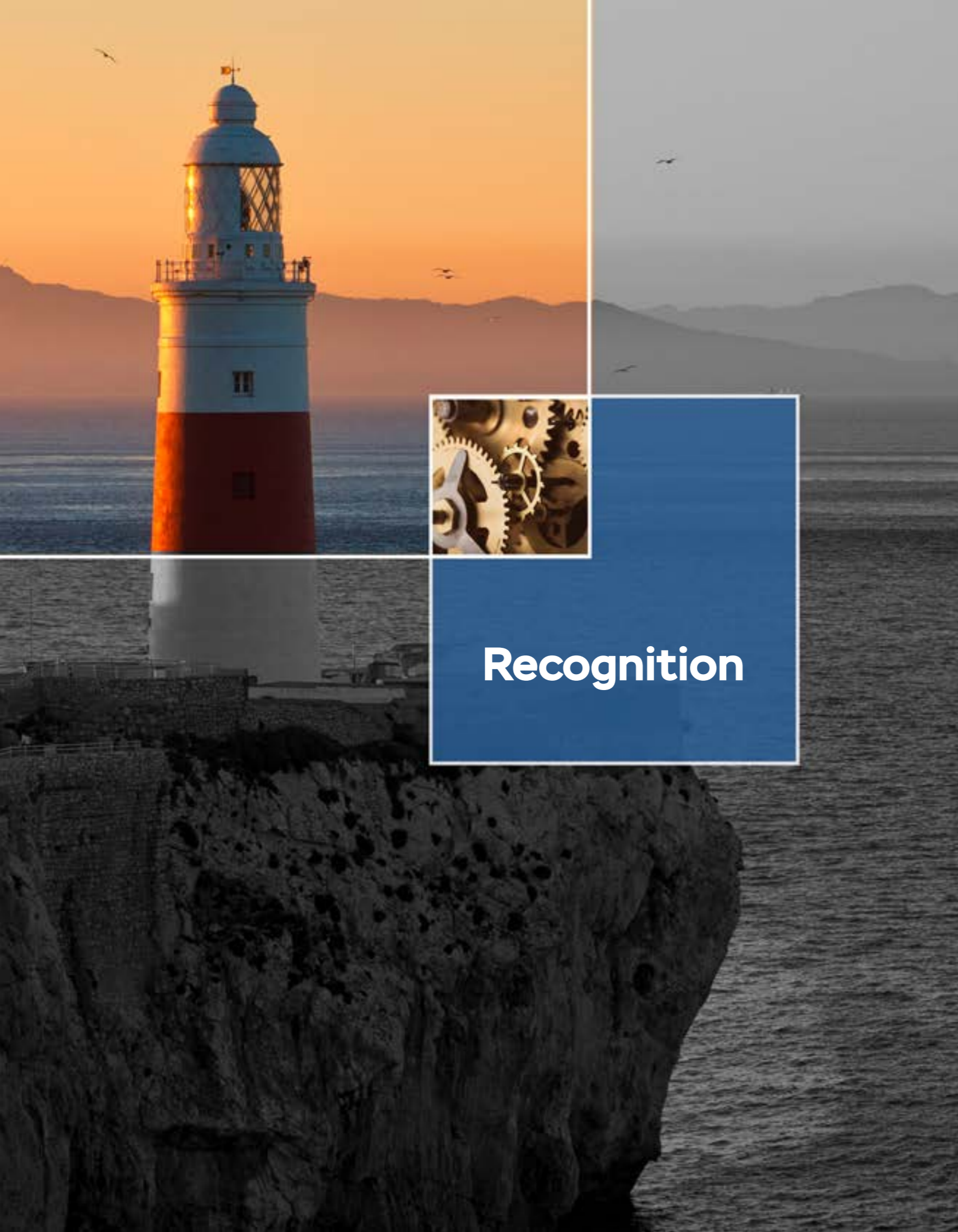


## Practice Areas



- Advertising, Marketing and Media
- Agribusiness
- Antitrust
- Aviation
- 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







## Life Sciences

We support clients in safely navigating the waters of the Brazilian regulatory framework, including:

- Consulting on the regulatory frameworks of the Ministry of Health, National Private Healthcare Agency (ANS), National Health Surveillance Agency (ANVISA), and the Ministry of Agriculture, Livestock and Supply (MAPA);
- Representing clients in sanctioning administrative proceedings before ANVISA, ANS, and the local health surveillance agencies;
- Advising on the requirements for the granting of Operation Permits (AFE), Special Permits (AE), and local health permits;
- Advising on the rules and regulations for registering products and medications, and during price adjustment discussions;
- Assisting with public bids and contracts;
- Reviewing advertising campaigns and product labels;
- Reviewing policies on compliance and corporate ethics; and
- Reviewing and advising on the distribution and outsourcing contracts needed for the production of controlled medications.



**Partners**





## Marianne Albers

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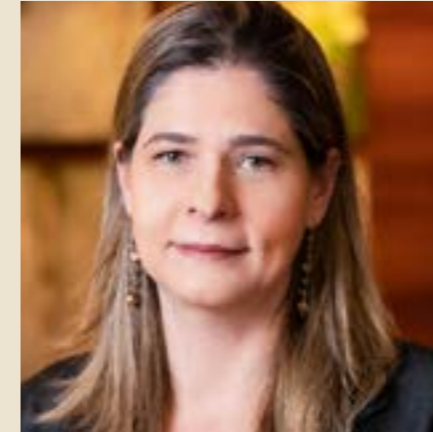
**Phone:** +55 11 3141-9108

**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.



## Claudia Maniaci

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**Phone:** +55 11 3141-3602

**Practice Areas:** Corporate and M&A / Intellectual Property / Life Sciences / Transformation, Restructuring and Insolvency

Claudia heads the Corporate department of the firm, which works with companies in their day-to-day business, including legal advice on the drafting, negotiation and signing of agreements, the obtaining of work permits for foreigners, and the registration of operations with the Central Bank of Brazil (including the registration of foreign direct investments, loans, the remittance of profits and/or interest on equity, and the repatriation of investment).

She has a wide range of experience in corporate, contractual and immigration areas, with an emphasis on M&A operations (including operations that involve the sale of assets and/or isolated manufacturing units of companies undergoing judicial restructuring) and corporate reorganization. Claudia has been recognized by Latin Lawyer, The Legal 500, and Leaders League.



# Experience



- Advised on the Brazilian aspects of a global spin-off of a generic-drugs business resulting in an independent company listed in the SIX Swiss Exchange market

- Advising a Chilean-based startup on the marketing in Brazil of its plant-based food products

- Advising a multinational food packaging company on its commercialization projects and on controlled products legislation.





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