



# HOTEL MANAGEMENT

**Analysis, guidance and  
follow-up of hotel projects**

SVMFA has acknowledged experience in representing owners and investors in the negotiation of hotel structure purchase, sale and financing. We advise clients in the negotiation of hotel management, lease and franchise agreements.

Among other practices, the firm develops hotel projects in environmental resorts and advises hotel owners on the negotiation of service agreements with international operators, as well as the development of ancillary activities such as spa, golf, tennis etc.

The firm has participated in green field projects for construction of hotel resorts in the northeast of Brazil, supporting clients in the acquisition of real estate, negotiation with governmental authorities, analysis of tax benefits, licensing and drafting of EPC contracts, among other activities.

The assistance provided by SVMFA involves client representation before governmental authorities and environmental agencies in hotel construction and operation licensing proceedings.

## **How we can help:**

- Review of contractual matters related to the operator's performance, FF&E rules and intellectual property.
- Advice to hotel groups on arbitration proceedings involving hotel construction and operation in Brazil, including strategy definition, settlement negotiation and risk and liability mitigation.
- Advice in connection with the implementation of resorts, hotel chains agreements and partnership development.



## Paulo Valois Pires

pvalois@svmfa.com.br

His practice involves the representation of IOCs, NOCs, private equities, financial institutions and suppliers in O&G, M&A, private placements, offshore supply, pipeline construction, LNG projects, infrastructure, and tax related matters. He represents international and domestic clients in international tenders promoted by the Petroleum Agency and Petrobras for the divestment of onshore and offshore blocks, and also in complex bidding procedures for the charter of FPSOs, FSRUs, and FSOs. He started his career in 1989 as in-house counsel for Shell in Brazil. He is the co-head of the O&G practice group of the firm and managing partner of the Rio de Janeiro office. He is author of a variety of articles and a frequent speaker in panels related to O&G matters and programs worldwide. He was nominated as a leading lawyer (Band 1) in "Energy and Natural Resources" by Chambers Global and Latin America 2006 - 2010, 2011 ("spot light table"), and 2012-2018 editions. He is top ranked in the 2007-2017 "Experts' Guide to the World's Leading Energy and Natural Resource Lawyers" of Euromoney, and recognized as "The Best of the Best in Latin America" in 2012-2017 by the same institution. Recommended in Oil & Gas and Projects & Infrastructure by the international publication Legal 500. He is highly recommended by Latin lawyer 250. Also quoted by Best Lawyers in 2009/2014 - 2018 ("Lawyer of the Year" for his work in Natural Resources in 2018); by The International Who's Who Legal Energy 2009-2017 editions ("Most Highly Regarded Individuals"-2016 and "Thought Leader - Energy 2018") and by the Latin American Corporate Counsel Association (LACCA) in the 2014-2018 editions. Brazilian Anuário Análise Advocacia has recognized him as one of the most admired lawyers in Brazil. He was nominated by the Brazilian edition of the GQ Magazine in 2014 as one of the most influential lawyers in the country. Assistant Professor of Law at Universidade Cândido Mendes (1999-2002) and at Master Business in Petroleum of COPPE/UFRJ (2000-2004). Vice-chairman of the Brazilian Center of Mediation and Arbitration (CBMA - 2014-2016). Director of the Portuguese Chamber of Commerce in Rio de Janeiro (2015-2016). Tax Committee of National Organization of Oil Industry (ONIP - 2000-2002). Vice-chairman of the Energy Committee of the American Chamber of Commerce (2000). Member of the Association of International Petroleum Negotiators and former alternate regional director of the AIPN Latin America Chapter. Master Degree in International Law by the University of São Paulo. Master Business in Petroleum - MBP by the Federal University of State of Rio de Janeiro/COPPE. Post-graduate diploma in International Law by the Université Robert Schuman, Strasbourg, France: Certificat des Hautes Études Européennes. Law Degree by the University of State of Rio de Janeiro.

Languages: Portuguese, English, French and Spanish.



## Isabela Faria

ifaria@svmfa.com.br

Representing and advising clients in structuring, negotiating and documenting finance and business transactions with emphasis on project finance transactions related with energy, oil and gas and infra-structure projects. Representing and advising clients in connection with direct foreign investments, private placements, investment funds, loan agreements, EPC (Engineering, Procurement and Construction) contracts, lease and charters agreements, foreign exchange transactions in general, Brazilian Central Bank regulations and corporate law. She was recommended as "Leader in their field" in Brazil by Latin Lawyer 250 - 2017. She frequently takes part in articles and presentations related to project finance in the oil and gas sector. Masters of Laws in International and Comparative Law (LL.M.) from Temple University School of Law, Philadelphia, USA. Bachelor of Law degree from Universidade do Estado do Rio de Janeiro (UERJ).  
Languages: Portuguese and English.

**Rio de Janeiro**  
Rua Humaitá, 275, 14<sup>th</sup> floor, Edifício Lagoa  
Corporate, Humaitá  
Rio de Janeiro - Brazil

**São Paulo**  
Avenida Horácio Lafer 160,  
2<sup>nd</sup> floor, Itaim Bibi  
São Paulo - Brazil