



# Luciano de Almeida Freitas

CORPORATE FINANCE CONSULTANT

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## Overview

Luciano Freitas is an international consultant whose practice focuses on corporate structuring, transnational finance, infrastructure investment, compliance, and corporate governance policy and practice. He has extensive experience advising businesses and investors, both locally and internationally, on cross-border business transactions, corporate governance, and infrastructure investment projects, including:

- Advising on Brazil-U.S. cross-border business transactions and infrastructure investment deals.
- Assisting U.S. clients doing business in Brazil, and Brazilian clients doing business in the United States, and in particular supporting investors in connection with operations in Brazil focused on agricultural, business, and infrastructure deals, including compliance with government regulations.
- Coordinating local counsel and Brazilian partners regarding data protection (LGPD), investment deals, major carbon credit, agribusiness, and infrastructure projects.

Previously, Luciano served at the Embassy of Brazil in Washington, D.C., and at the General Secretariat of the Organization of American States, in its legal department and in the procurement group, and has advised the Young Americas Business Trust in international financial and business operations and legal matters. He has also worked for the São Paulo Housing Company, the Municipal Company of Urbanization, the Municipal Transportation Secretariat, and the Traffic Engineering Company of São Paulo in the sectors of infrastructure and construction investments, bid and procurement procedures, government regulations, and legal departments.

Luciano is widely known in the infrastructure investment area, having served on various committees of infrastructure and construction projects in the city of São Paulo, Brazil, including as chair of the bidding committee for the infrastructure project and construction of the well-known cable-stayed Octávio Frias de Oliveira bridge featured on the city's main postcard, and as chair of the special bidding committee for the construction and infrastructure integrated plan for the historic São Paulo building Solar da Marquesa de Santos. Luciano has also served as a board member of the City Council of Urban Policy for the Municipal Transportation Secretariat.

*(Licensed attorney in Brazil and licensed as a special legal consultant, Brazilian law, by the District of Columbia Bar.)*

## Areas of Focus

### Practices

- [Business Transactions](#)
- [International](#)
- [Media, Entertainment, Music & Sports](#)

## Insights

10.28.2021

Investimento Sustentável na Administração Pública (Sustainable Investment in Public Administration)

*InfraFM*

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01.01.2021

Environmental Infrastructure in Brazil: a Paradise for Private Investors

*LinkedIn*

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08.04.2020

Sustainable Investment in the Brazilian Public Administration

*LinkedIn*

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01.01.2003

Confiar é Preciso: Falta de Informação Gera Crise Nos Mercados Financeiros

*Legal Adviser*

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01.01.2003

O Novo Tratamento Para os Juros Moratórios no Brasil

*Legal Adviser*

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01.01.2001

The Twilight Zone in the Brazilian Energy Sector, The Journal of Structured and Project Finance

*Institutional Investor Journals*

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## Recognition

- Best Legal Directors, *Análise Executivos Jurídicos e Financeiros* (2009)
- Distinguished Service Award, Inter-American Bar Association (2003)

## Professional & Community Involvement

- District of Columbia Bar
  - Special Legal Consultant, Brazilian Law
- Brazilian Bar Association
- Inter-American Bar Association
  - Assistant Treasurer (2004–2006)
  - Assistant Secretary (2002–2004)
  - Vice President, Young Lawyers and Law Students Section (2002–2004)
- Arbitration Council of the State of São Paulo
  - Arbitrator (2017)
- Young Americas Business Trust, Chapter of Brazil
  - Board of Directors (2004–2017)
- Federação Interamericana de Advogados
  - Vice Director for Legal Community Affairs (2003–2006)

## Credentials

### Education

- Boston University School of Law (LL.M., 2001)

- Faculdades Metropolitanas Unidas (LL.B., 1994)

## Bar Admissions

- Brazil

## Languages

- Portuguese
- Spanish

## Background

- Partner and Legal and Financial Director, Brain U Coaching, Brazil (2016–2022)
- Arbiter, Conselho Arbitral do Estado de São Paulo, Brazil (2017–2018)
- Of Counsel, Madeira, Valentim, Gallardo Advogados, Brazil (2016–2018)
- Partner, Alexandre de Moraes Sociedade de Advogados, Brazil (2010–2012)
- Chief Legal Adviser, Companhia de Engenharia de Tráfego, Brazil (2008–2010)
- Chief Coordinator, Procurement and Contracts, Secretaria Municipal de Transportes (2008–2010)
- Chief Manager, Procurement and Contracts, Empresa Municipal de Urbanização, Brazil (2008–2008)
- Adviser to the President, Empresa Municipal de Urbanização, Brazil (2006–2007)
- Superintendent of Housing Approval and Adviser to the President, São Paulo Housing Company, Brazil (2006–2006)
- Senior Attorney and International Consultant, Abreu Sampaio Advocacia, Brazil (2006)
- Consultant, Office of Procurement, Facilities, and Management Services, Washington, D.C. (2003–2005)
- Foreign Law Clerk, General Secretariat of the Organization of American States, Washington, D.C. (2002–2002)
- Foreign Project Consultant, Young Americas Business Trust, Washington, D.C. (2002–2002)
- Intern, Embassy of Brazil, Washington, D.C. (2001–2002)
- Solo Practitioner, Fernando Drummond Advocacia and Rui Celso Reali Fragoso e Advogados Associados, Brazil (1999)
- Associate, Cupaiolo e Lencione Advogados Associados, Brazil (1990–1994)