



KELI UBALDO

Attorney at Law

+55 11 3033 3719
keli.ubaldo@lickslegal.com

PRACTICE AREAS

- Contracts
- Data Protection
- Food & Drug Law
- Government Contracts & Public Procurements
- Regulatory Law
- Compliance
- Food & Drug

LANGUAGES

- Portuguese
- English

BIOGRAPHY

Carmelina Keli Ubaldo dos Santos is an Attorney at Licks Attorneys' São Paulo office, joining the firm in 2019. Ms. Ubaldo's practice has been focusing on legal and compliance. Before joining the firm, she gained experience that includes nearly thirteen years as an in-house counsel at Syngenta, a multinational company in the agribusiness sector. She managed the business and provided legal support, challenging, and working to build and ensure achievement of an optimal operating model, developing a business strategy which brings value to the organization. Carmelina has an exceptional record of dealing with highly complex legal issues and a wide variety of contracts and excels at providing transactional legal support; highly committed; business-driven mindset focused on customers and results.

REPRESENTATIVE CASES

Responsible for advising on all legal aspects relating to the following business and functional areas: Sugar Cane, Law & Garden, Finance and Supply Chain. Led and managed the licensing process related to sugar cane crop (the Plene project – Syngenta's major focus area for future growth in Brazil, involving an investment of over USD100 million), particularly concerning commercial, tax, regulatory and infrastructure matters. Negotiated, drafted and reviewed all contracts required for the conclusion of the licensing process, including a plant and a biofactory in the Itápolis region. Established an optimal and sustainable business model with Tollers to support the new production strategy in the Sugar Cane business unit (Evolve, MPB, 2.0 and Emerald project.) Effectively managed the negotiation, development and implementation of strategies for the Company to address and mitigate labor, regulatory and tax risks. Coordinated the outside Credit & Collection team, including by rearranging the Barter Platform and Strategic Litigation. Structured Securitization Operations, Public Offers of Rural Bonds on the stock exchange and Financing Programs without the involvement of Banks, the financial department of Customers, Distributors and Growers, in order to finance its operations and develop its Agriculture Business in Brazil.

AFFILIATIONS

- Brazilian Bar Association – Sao Paulo Section (OAB/SP).

EDUCATION

- KPMG Business School – Compliance Certification – (2019);
- MBA in Business Law from Fundação Getúlio Vargas – FGV (2010);
- Post-graduate in Contracts/ Civil Law from Faculdades Metropolitanas Unidas – FMU (2005);
- Law degree from Universidade Paulista (2002).