

Mariana Conti Craveiro

SUMMARY

The Founding Partner of the Brazilian boutique law firm ContiCraveiro Advogados, Dr. Mariana Conti Craveiro holds a Ph.D. in Commercial Law and is an expert in commercial arbitration. She is a member of the arbitrator panels of the most important Brazilian arbitral institutions, and has acted as the sole, presiding, and party-appointed arbitrator in more than 40 arbitrations administered by ICC, CAM-CCBC, Camarb, FIESP/CIESP, CAM-B3, among other institutions.

An expert in Brazilian Corporate and Business Law, particularly with respect to shareholder, and corporate law disputes submitted to arbitration (including M&A, capital markets and joint ventures related cases). Dr. Craveiro also has significant experience with arbitrations involving commercial contracts in diverse industries (securitization, franchising, agency, etc); Infrastructure, construction, real state cases and oil and gas matters.

In addition to her practical experience as an arbitrator and advocate, Dr. Craveiro's academic interest in international arbitration is manifest and she is a graduate of the ICC's Masterclass for Arbitration (2016) and its Advanced Arbitration Academy for Latin America (2016-2018). Since 2015, Dr. Craveiro also has been the head of the Brazilian Committee on Arbitration's (CBar) Study Group on Arbitration and Corporate Law and the Scientific Director in IdiP – Instituto de Direito Privado.

Complementing her Ph.D., which she obtained from Brazil's prestigious Universidade de São Paulo (USP – Largo São Francisco), Dr. Craveiro also holds Master's and Bachelor's Degrees in Commercial Law and Law, respectively, from USP. She was the recipient of a Scholarship granted by *Max-Planck-Institut für ausländisches und internationales Privatrecht* (Hamburg, Germany) to foster her PhD studies.

Dr. Craveiro is a frequent author and lecturer in topics of arbitration and commercial law, and is the author of the recognized corporate law treatise *Shareholders' Agreements– Interpretation and Corporate Law (Contratos entre Sócios–Interpretação e Direito Societário)* (Quartier Latin, 2013).

Dr. Mariana is fluent in Portuguese, English, Italian, and German, and has working knowledge of French and Spanish.

I. Education

- 2012 **Doctorate Degree (Ph.D.)—Commercial Law**
Faculdade de Direito da Universidade de São Paulo—FDUSP
Largo São Francisco
Thesis: Patrimonial Shareholders' Agreements: elements of its interpretation under Brazilian Corporate Law (*Pactos Parassociais Patrimoniais: elementos para sua Interpretação no Direito Societário Brasileiro*). Examiners: Prof. Dra. Paula Andrea Forgioni (thesis advisor), Prof. Dr. Erasmo Valladão Azevedo e Novaes França, Prof. Dr. Hermes Marcelo Huck, Prof. Dr. Manuel de Queiroz Pereira Calças, and Prof. Dr. Carlos Klein Zanini.
- 2010 Max-Planck-Institut für ausländisches- und internationales Privatrecht, Hamburg, Germany scholarship. Research project: "*Contractualisation of Corporate Law: an European Overview.*"

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- 2007 **Master’s Degree (LL.M) Commercial Law**
Faculdade de Direito da Universidade de São Paulo—FDUSP
Largo São Francisco
Dissertation: Corporate Law aspects of the State shareholding in Corporations (*Aspectos societários da participação do Estado em Sociedades Anônimas*). Examiners: Prof. Dra. Paula Andrea Forgioni (dissertation advisor), Prof. Dr. Eros Roberto Grau and Dr. Modesto Souza Barros Carvalhosa.
- 1998-2002 **Bachelor’s Degree (LL.B) in Law**
Faculdade de Direito da Universidade de São Paulo—FDUSP
Largo São Francisco
Undergraduate law diploma with focus in Business Law.

II. Arbitration-Specific Programs

- 2016-2018 ICC Advanced Arbitration Academy for Latin America. Offered by the International Court of Arbitration of the International Chamber of Commerce, aimed at deepening the theoretical and practical aspects of conducting arbitral proceedings, from the arbitrator’s perspective. Sessions took place in São Paulo, Miami, Bogotá, Rio de Janeiro, and Mexico City.
- 2016 Masterclass for Arbitration. Offered by the International Court of Arbitration of the International Chamber of Commerce. New York, USA.

III. Professional Experience

- March 2016—present **ContiCraveiro Advogados**
Boutique law firm providing strategic consultancy in Corporate and Business Law, with a specialty in Corporate Law disputes submitted to arbitration.
- 1999—2016 **BCBO—Buccioli, Craveiro, Braz de Oliveira Advogados**
Boutique law firm specialized in Italian investment in Brazil.
Partner-in-charge of the Corporate Law team and of the supervision of the transactional and consultancy practices (Corporate Law, Business Contracts, Tax, and Labor law consultancy).
- 2004—2011 **Forgioni Advogados**
Collaboration with Prof. Paula A. Forgioni as an *independent consultant*. Expertise in drafting expert legal opinions on an array of different topics in Business and Economic Law. Represented clients in significant antitrust cases, judicial and arbitral proceedings, as direct assistant to Prof. Forgioni in her different capacities (advocate, arbitrator, and expert witness).

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IV. Professional Associations and Other Activities

- 2015–2021: Coordinator of the dedicated Study Group on Arbitration and Corporate Law at the Brazilian Arbitration Chamber (CBAr).
2020–Present: Scientific Director – IdiP Instituto de Direito Privado
2015–Present: Foreign member: International Law Section of The Florida Bar (USA).

V. Publications

- CONTRATOS ENTRE SÓCIOS—INTERPRETAÇÃO E DIREITO SOCIETÁRIO, São Paulo, Quartier Latin, 2013.
- “‘Big Law’ in Brazil: Its rise and current challenges” in *Big Law in Latin America and Spain*, Coord. Manuel Gómez y Rogelio Pérez-Perdomo, Editora Palgrave Macmillan, 2017. The book was developed as part of the “Stanford Law School Research Project on the Future of Legal Profession”.
- Report on “III Congresso Pan-Americano de Arbitragem São Paulo—24 e 25 de outubro de 2016,” with Flavia Foz Mange. *Revista Brasileira de Arbitragem* n. 53, Jan/Fev/Mar—2017, pp. 132-144.
- Report on “CLA 2016—Conferencia Latinoamericana de Arbitraje—Miami—20 e 21 de junho de 2016,” *Revista Brasileira de Arbitragem* n. 51, Jul/Ago/Set—2016, pp.251-255.
- “Increase in the number of shares and prohibition of undue watering of corporate stake” (“Aumento do Número de Ações e Vedação à Diluição Injustificada de Participação Acionária”) in *Precedentes Jurisprudenciais: Direito Societário*. Coord. Luiz Guilherme Marinoni, Coleção Juristendência, v. 4, São Paulo, Revista dos Tribunais, 2014, pp. 453-460.
- “Arbitral clause and Shareholders’ Agreement: Corporate Law contributions to Arbitration” (“Cláusula Arbitral e Pacto Parassocial: Algumas contribuições do Direito Societário para Arbitragem”). *Revista Brasileira de Arbitragem*, n. 42, abr/mai. 2014, pp. 57-75.
- “Legal Aspects of divestment in Private equity transactions” (“Alguns Aspectos Jurídicos do Desinvestimento nas Operações de Private Equity”), in *Mercado de Capitais, Série GVLaw—Direito, Gestão e Prática*, Coord. Francisco Satiro de Sousa Júnior, São Paulo, Saraiva, 2013, pp.89-117.
- “L’Impresa e le Società in Brasile” e “Compravendita di azienda in Brasile” in *La guida per le imprese italiane*. Coord. Fabio Buccioli, Confindustria Vicenza, 2006, pp. 15-42 e pp. 192-194.

VI – Foreign Languages

- English** “Certificate of Proficiency” —University of Michigan—English Language Institute— November 1996.
“Certificate of Competency”—University of Michigan—English Language Institute— May 1996.
- German** Certificate Level B2—Goethe Institut Berlin—2005.
“ZMP—Zentrale Mittelstufepriüfung”—Goethe Institut São Paulo—2003.
“ZD—Zertifikat Deutsch”. Goethe Institut São Paulo—2001.
- Italian** Istituto Italiano de Cultura—2002.
Advanced Level Certificate—Centro Cultural Brasil—Itália—2000.