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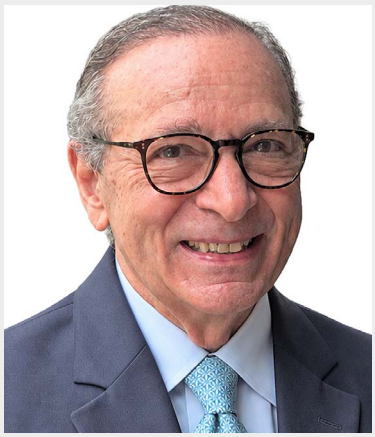

REGIS ARSLANIAN

Partner

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PRACTICE AREAS

- Counseling and transactional

LANGUAGES

- Portuguese
- English
- Spanish
- French
- German

BIOGRAPHY

Brazilian Ambassador Regis Arslanian became a partner in May 2017, appointed to chair Licks Attorneys' government relations, regulatory affairs, and international policy group. He was previously an Advisor at our firm since 2014.

He develops interfaces with major stakeholders in the Brazilian administration while providing consulting, assistance and strategic advice for the preparation of meetings, negotiations, and relevant follow- up with decision makers in both public and private sectors.

Mr. Arslanian was a career diplomat at the Brazilian Foreign Office for 36 years until 2012, and was posted at the Brazilian Embassies in Germany, Venezuela, and the United Nations in New York. He was also Deputy Chief of Mission (DCM) at the Brazilian Embassy in Washington, DC, and Ambassador to Mercosur (Southern Cone Common Market) and LAIA (Latin American Integration Association) in Uruguay.

While posted at headquarters in Brasilia, Mr. Arslanian was in charge of foreign trade as the Head of Trade Policy and Chief Trade Negotiator of Brazil in two different moments, including the World Trade Organization (WTO), and as Director General for Multilateral, Regional and Bilateral Trade Negotiations.

REPRESENTATIVE CASES

- From 1994 to 1996, within the Brazilian Government and before the Congress, was the main negotiator of the approval process of the Brazilian Patent Statute, which finally acknowledged pharmaceutical patents in Brazil;
- Was Chief Trade Negotiator of Brazil for the negotiations of the

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Free Trade Agreement of the Americas (FTAA) and for a Free Trade Agreement (FTA) between Mercosur and the European Union. These negotiations included market access on agricultural and industrial goods, government procurement, rules of origin, services, investments, intellectual property, safeguards, and dispute settlement;

- In addition, was the Chief Trade Negotiator of Brazil during the following trade negotiations:
  – Preferential Tariff Agreement Mercosur;
  – South African Common Market's Union (SACU);
  – FTA negotiations between Mercosur and the Gulf Cooperation Council;
  – Tariff Preferential Agreement between Mercosur and India;
  – FTA negotiations between Mercosur and Israel, as well as market access trade consultations with the United States and Canada.

PROFESSIONAL HIGHLIGHTS

- LeadersLeague – Patent Litigation (2022);
- Medalha do Mérito Farroupilha, Rio Grande do Sul State Senate (2010);
- Member of the Board of Examiners of the Course of Higher Studies of Brazil's Ministry of Foreign Affairs' Instituto Rio Branco, in charge of examining candidates for promotion to the higher levels of the diplomatic career (2008-2009);
- Chairman of the Permanent Representative's Committee of the Latin American Trade Association (2009);
- Rapporteur of more than 20 doctoral thesis of the Course of Higher Studies of the Instituto Rio Branco, Brazil's Ministry of Foreign Affairs' Diplomatic Academy (2001-2009);
- Ordem do Mérito Aeronáutico, Rank of Grand Officer, Brazilian Air Force (2007);
- Order of Merit "Orde Van Oranje-Nassau" (Order of Orange-Nassau), Rank of Commander, Netherlands (2003);
- Mérito Militar, Rank of Officer, Brazilian Army (2000);
- Ordem do Mérito Aeronáutico, Rank of Commander, Brazilian Air Force (1999);
- Mérito Tamandaré, Brazilian Navy (1999);
- Medalha do Pacificador Duque de Caxias, Brazilian Army (1999);
- Ordem de Rio Branco, Rank of Grand Officer, Ministry of Foreign Affairs (1996);
- Represented Brazil at the United Nations in the Second Commission and at the UN Iraq Sanctions Committee of the Security Council while posted as Counselor at the Permanent Mission of Brazil to the United Nations in New York (1990-1994);
- Medalha do Mérito Santos Dumont, Brazilian Air Force (1991);
- Order of Merit "Bundesverdienstkreuz", Rank of Officer, Federal Republic of Germany, (1980).

AFFILIATIONS

- Brazilian Bar Association – Rio de Janeiro (OAB/RJ);
- Senior Fellow of the Brazilian Center of International Relations (CEBRI) – Rio de Janeiro;
- Member of the Permanent Council of International Integration (COINTER) of the National Confederation of Industry (CNI) of Brazil – Brasilia;
- Member of the Board of Foreign Trade (COSCEX) of the Federation of Industries of the State of São Paulo (FIESP) – Sao Paulo;
- Member of the Superior Council of the Brazilian Association of the Electrical and Electronics Industry (ABINEE) of Brazil – Sao Paulo;
- Technical Counselor of the Association of Foreign Trade of Brazil (AEB) – Rio de Janeiro.

EDUCATION

- Graduate Program, Diplomacy, Instituto Rio Branco, Brazil's Ministry of Foreign Affairs' Diplomatic Academy (1975);
- Bachelor of Laws (LL.B), University of the State of Guanabara, currently Rio de Janeiro State University – UERJ (1974).

PUBLICATIONS

- Brazil's WTO complaint unlikely to yield results, warns former diplomat, Revista Oeste, 2026;
- Deforestation does not justify tariffs, former ambassador says, Valor Internacional, 2026;
- Desmatamento não justifica taxa, diz embaixador, Valor Econômico, 2026;
- Brasil acumula histórico de tensões comerciais com os EUA sob nova ofensiva de Trump, Folha de S.Paulo, 2025;
- Justificativa para investigação dos EUA tem alegações genéricas e mais intromissão no Judiciário, Conjur, 2025;
- Suspensão de patente é medida delicada, Valor Econômico, 2025;
- Lula avalia quebra de patentes dos EUA; 'Seria pior ainda', diz ex-diplomata, Revista Oeste, 2025;
- Electronic Smoking Devices (DEFs): Brazilian FDA upholds ban, now what?, Lexology, 2024;
- Dispositivos Eletrônicos para Fumar (DEFs): mantida a proibição pela Anvisa, e agora?, Conjur, 2024;
- Nova Indústria Brasil: Advogado avalia impactos da iniciativa ao setor, Migalhas, 2024;
- Patentes: ameaça à nossa segurança jurídica, Estadão, 2021;
- Política externa: Nunca é Tarde para Acertar, Folha de S.Paulo, 2021;
- Bom para os EUA, bom para o Brasil?, Estadão, 2020;
- A pandemia e a reconfiguração da produção global – oportunidade para a indústria, Estadão, 2020;
- Desglobalização na pós-pandemia: acordos bilaterais devem perder força, Correio Braziliense, 2020;
- O Brasil Pós-Doha, Valor Econômico, 2016;
- Isolado dos mercados, O Globo, 2015;
- Acordos Comerciais de Preferências Fixas, Valor Econômico, 2013;
- Chega de Paciência Estratégica, Foreign Policy (Brazil), 2013;
- E o amanhã? O Globo, 2012;
- As negociações comerciais do Brasil e do Mercosur. O Brasil e a nova – desordem mundial, Fórum Nacional, Instituto Nacional de Altos Estudos (INAE), 2006;
- A Reforma da Lei de Patentes no Brasil e as Pressões Norte-Americanas na Área de Propriedade Intelectual, Foreign Policy (Brazil), 1995;
- O Recurso à Seção 301 da Legislação de Comércio Norte-Americana e a Aplicação de seus Dispositivos contra o Brasil, Instituto de Pesquisa de Relações Internacionais (IPRI), Fundação Alexandre de Gusmão (FUNAG), Brasília, 1994;
- Unilateralismo comercial norteamericano, Foreign Policy (Brazil), Editora Paz e Terra, 1994.