

Chambers

Latin America —

2023

The leading lawyers and law firms
across Latin America

Chile



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Banking & Finance

Banking & Finance
Leading Firms
Band 1
Carey
Claro & Cía
Morales & Besa
Philippi Prietocarrizosa Ferrero DU & Uría
Band 2
Barros & Errázuriz Abogados
Garrigues
Larrain y Asociados Abogados
Band 3
Cariola Díez Pérez-Cotapos
Guerrero Olivios
Band 4
Bofill Mir Abogados
Dentons Larrain Rencoret SpA
Palma
Prieto Abogados
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey is a front-running full-service firm that is held in high esteem for its banking and finance practice, which offers extensive experience advising on secured and unsecured, term and revolving, bilateral and syndicated loans to finance projects in Chile. The law firm also earns market endorsement for its role in liability management and corporate debt refinancing, as well as in regulatory banking mandates. The team at Carey is well equipped to offer counsel to an impressive client portfolio, including multinational development and investment banks, as well as local and international borrowers from the mining and real estate sectors.

Strengths "Carey presents the experiences of its professionals from other practice areas for the same problem, which gives a global perspective to each of the solution alternatives. This leads to a high level of sophistication in the proposed solutions, which are not necessarily complex to implement."

"Carey always provides high-quality services with quick responses. The lawyers have excellent ability and availability."

Work highlights Carey's banking and finance lawyers advised Qatar Airways on the negotiation and execution of a DIP financing for the Chilean aviation company LATAM Airlines.

Banking & Finance
Senior Statespeople
Senior Statespeople: distinguished older partners
Peralta Diego Carey*
Leading Individuals
Band 1
Armas Marcelo Philippi Prietocarrizosa Ferrero DU & Uría
Barahona Myriam Morales & Besa
García Pedro Garrigues*
Moro Felipe Carey*
Band 2
de la Barra Francisco Barros & Errázuriz Abogados*
Ochagavía Rodrigo Claro & Cía
Band 3
Ambrosy José Luis Claro & Cía
Bofill Octavio Bofill Mir Abogados*
Cervajal José Miguel Morales & Besa
Coddou Astrain Miguel Guerrero Olivios*
Montes Patricio Larrain y Asociados Abogados*
Rencoret Felipe Dentons Larrain Rencoret SpA
Sepúlveda Rodrigo Cariola Díez Pérez-Cotapos
Band 4
Marshall Raúl Baraona Marshall & Cía (ORL) ◇
Martín Jorge Claro & Cía
Palma C Juan Eduardo Palma
Parodi Juan Antonio Cariola Díez Pérez-Cotapos
Saffirio Rodrigo Bofill Mir Abogados
Silva Carlos Morales & Besa
Silva Marcela Philippi Prietocarrizosa Ferrero DU & Uría
Vivanco Sebastián Baker McKenzie Chile (ORL) ◇
Up-and-coming individuals
Barros Enrique Barros & Errázuriz Abogados*
Morales Antonio Garrigues*
Noriega Fernando Carey*
Associates to watch
Garay Diego Larrain y Asociados Abogados*
Parodi Daniel Philippi Prietocarrizosa Ferrero DU & Uría

Notable practitioners

Senior statesperson **Diego Peralta** (see p.184) has longstanding experience in banking and finance mandates and remains a leading figure in the Chilean legal space. A market commentator enthuses: "Diego Peralta always delivers great-value advice, combining good judgement, legal knowledge, and business understanding." Key partner **Felipe Moro** (see p.182) is lauded by clients for his banking and finance practice in Chile, which is focused on lending transactions, project financing, structured products and derivative transactions. One market commentator enthuses: "He is on top of all your legal and business needs as a client. He is very experienced and is very

effective in the negotiations of complex contracts." Another respondent adds: "The experience and knowledge of Felipe Moro in the financing of energy projects allows him to provide sound and functional legal support." Up-and-coming partner **Fernando Noriega** (see p.182) focuses his Chilean practice on banking law, corporate lending transactions and project financing. He is praised by market observers, one of whom remarks: "Fernando Noriega has very strong commercial awareness and provides practical solutions." Another market commentator enthuses: "He is an innovative counsel with clear understanding of the financing trends in the market."

Claro & Cía

What the team is known for Claro & Cía is a prestigious full-service law firm with a top-tier banking and finance practice in Chile. Its experienced team routinely advises on a wide range of matters, particularly project finance involving syndicated loans and complex structured products. The department enjoys particular visibility in the market for its corporate focus, assisting with leveraged buyouts of key multinational players, including development agencies and investment banks, as well as corporate borrowers from the energy and aviation sectors. Invercap is Claro & Cía's new client win.

Strengths "The partners at Claro & Cía are excellent, and truly first class."

"Claro & Cía has some of the best professionals we have ever worked with, as they are committed, technically solid, and provide top-tier deliverables."

Work highlights Claro & Cía's banking and finance experts represented various electricity generators in Chile in a first-ever tariff stabilisation financing in Latin America, which totalled USD489 million.

Notable practitioners

Co-head of department **Rodrigo Ochagavía** has extensive experience in the Chilean banking and finance field, and has a particular focus on regulated sectors such as energy, mining, pension funds, banking institutions and insurance companies. He is lauded by market observers, and one of them extols: "Rodrigo Ochagavía is a very experienced lawyer; he's truly excellent." Key partner **José Luis Ambrosy** is well recognised by clients for his reputed banking and finance practice in Chile. His clients include leading companies seeking to raise finance and foreign and local banks. One interviewee enthuses: "José Luis Ambrosy is an excellent lawyer who is always available to talk, and who is very capable in the banking and finance field." **Jorge Martín** has exper-

tise in banking and finance mandates and remains a respected figure in the Chilean legal market. He focuses his practice on financing infrastructure projects, as well as the acquisition and divestiture of energy and infrastructure assets.

Morales & Besa

What the team is known for Morales & Besa fields a powerhouse banking and finance practice and occupies a market-leading position in the Chilean arena. The legal team possesses a wealth of experience in the field, and advises international lenders on cross-border corporate finance mandates. The law firm's expertise extends to debt restructuring, as well as project finance deals involving syndicated loans and structured products. Morales & Besa also offers significant expertise in regulatory banking matters, and the team is retained by Chilean and international banks, as well as major project developers and sponsors.

Strengths "Morales & Besa provides excellent delivery and market knowledge. It is one of the most diligent firms for financing matters in Chile. The team is effective in the execution of any transaction."

"The team members at Morales & Besa are technically very strong, and have an excellent commercial perspective. I am very comfortable using their services, as they are amongst the best banking lawyers in Chile."

Work highlights Morales & Besa advised BTG Pactual Chile on the financing and refinancing granted to two entities of the Territorial real estate group regarding two developments in Las Condes, Santiago.

Notable practitioners

Acclaimed practitioner **Myriam Barahona** leads on the law firm's most prominent mandates, such as debt refinancing, syndicated loans and VAT credit facilities. She receives widespread praise for her expertise in the Chilean banking and finance arena. One client notes: "Myriam Barahona is a good lawyer, with knowledge in many legal areas and not just her own. As a client you feel you can trust her due to her vast amount of experience." Another market observer enthuses: "She is very knowledgeable and supports her clients well. She is capable of handling many matters and transactions at the same time." Co-head of department and key partner **José Miguel Carvajal** is acclaimed for his work in the Chilean banking and finance arena. One client remarks: "José Miguel Carvajal is a very knowledgeable and technical lawyer. It is very easy to work with him, as he provides prompt and timely responses." **Carlos Silva** possesses significant experience advising on syndicated loan facilities to finance energy and infrastructure projects in Chile. He also has solid experience in debt restructuring mandates. One market commentator enthuses: "Carlos Silva is very acute in his approaches and legal advice."

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a pre-eminent regional full-service law firm with a leading banking and finance practice in Chile. The legal team possesses significant experience assisting with both regulatory and transactional mandates, and offers notable strength advising borrowers and lenders on project finance deals involving syndicated credit facilities in the energy, mining and natural resources sectors. The firm is also specialised in representing the financiers

and owners in multiple aircraft lease and financing operations, with a client roster including major multinational investment banks and corporations.

Strengths "Philippi Prietocarrizosa Ferrero DU & Uría boasts extensive experience, and has clients in different industries that enrich its practice. The team always provides timely advice."

"They are always available and willing to find solutions even amidst the hardest situations."

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría's banking experts acted as counsel to CLS Bank on the onboarding of the Chilean peso in its foreign exchange settlement system.

Notable practitioners

Leading practitioner **Marcelo Armas** offers longstanding experience in the Chilean banking and finance sphere. One interviewee notes: "He is a well-known and skilled lawyer." He is held in high esteem by other market commentators, with one saying: "His attention to detail and level of sophistication make him the ideal partner for highly complex structures."

Another respondent adds: "Marcelo Armas has extensive experience, and understands the industry and new trends. He always suggests creative solutions." Key partner and co-head of department **Marcela Silva** garners particular recommendations for her capabilities in the project and corporate finance spheres in Chile. She is commended by market commentators, one of whom says: "Marcela Silva is a strong lawyer in financing matters." Associate-to-watch **Daniel Parodi** enters the rankings for the first time this year after eliciting significant praise from clients for his banking and finance expertise in Chile. One client notes: "Daniel Parodi is a talented and experienced lawyer who provides excellent legal support."

Band 2

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados has a well-regarded banking and finance practice with a strong presence in the Chilean market. The legal team enjoys recognised experience acting for lenders, and has expertise in advising Chilean and international banks and other financial institutions on corporate and project finance mandates. The department is frequently retained by major borrowers from the real estate, mining and telecommunications sectors to advise on complex financial transactions involving syndicated credit facilities. Sociedad Concesionaria Puente Industrial is one of the team's notable new client wins.

Strengths "Barros & Errázuriz Abogados' team members are very commercially aware. They identify risks and find a solution."

Work highlights Barros & Errázuriz Abogados advised Banco de Crédito e Inversiones, as lender, on the approximately USD98 billion long-term financing provided to Sociedad Concesionaria Teleférico Bicentenario for the development of a cable car in Santiago's metropolitan area.

Notable practitioners

Francisco de la Barra (see p.175) jointly leads the department and enjoys a solid reputation in the Chilean banking and finance field. He focuses his practice on syndicated loans and structured finance in the context of cross-border financing mandates. He is experienced providing advice on the refinancing of multi-currency facility agreements. According to one interviewee, "Francisco de la Barra

provides excellent deliverables, and is a team leader." Up-and-coming partner **Enrique Barros** (see p.173) enters the rankings for the first time this year after gaining widespread acclaim in the Chilean banking and finance legal market. One interviewee enthuses: "Enrique Barros has outstanding potential, as well as deep knowledge and understanding."

Garrigues

What the team is known for Garrigues is a solid international player with a strong banking and finance practice in Chile. The department has particular visibility in the market for its role advising on syndicated non-recourse loans to finance energy projects, and is also very active in handling VAT credit facilities, as well as debt restructuring and structured finance mandates. Garrigues' new client wins include Credit Suisse and CIFI.

Strengths "Garrigues' team members are very commercially aware, and are a pleasure to work with."

Work highlights Garrigues advised Arroyo Energy Investments, as borrowers, on the obtaining of a USD335 million syndicated loan to finance the acquisition of Gasmar in Chile.

Notable practitioners

Esteemed partner **Pedro García** (see p.177) is a prestigious practitioner in the banking and finance field who boasts vast experience in advising clients on corporate loans, project finance, structured finance, debt restructuring and related regulatory matters in Chile. He elicits significant recognition from interviewees, who enthuse: "He is our go-to partner and is very business-sensible, experienced, and responsive." Another interviewee adds: "Pedro García is excellent, smart, and very technically precise." Up-and-coming partner **Antonio Morales** (see p.181) focuses his practice on debt restructuring and project finance in Chile. He is praised by a market commentator who notes: "Antonio Morales is a very professional and responsible lawyer." Another respondent says: "He is a resolute and a very pragmatic partner."

Larrain y Asociados Abogados

What the team is known for Larrain y Asociados Abogados houses a respected banking and finance group that has longstanding experience across a range of financial matters, including syndicated loans to fund projects and acquisition financing in Chile. The legal team is well versed in advising on bridge loans and secured and unsecured credit facilities. The law firm's client roster includes names from the insurance and mining sectors, as well as development and investment banks.

Strengths "The team at Larrain y Asociados Abogados has broad knowledge of the commercial and banking legislation. Its support is vital to us, especially in the post-pandemic context."

Work highlights Larrain y Asociados Abogados advised BCI and BTG Pactual on the financing granted to Inmobiliaria CR and Inmobiliaria Centros Comerciales I for approximately USD139 million.

Notable practitioners

Department head **Patricio Montes** (see p.181) is held in high esteem for his longstanding experience in the Chilean banking and finance field. He often advises major banks on the restructuring of loans to finance projects. He is praised by market commentators who enthuse: "Patricio Montes has a broad perspective on the different topics involved in every transaction, as well as great negotiation skills." Associate-to-watch **Diego Garay** (see p.177) focuses his practice on the

structuring of syndicated loans and non-revolving credit facilities in Chile, and is highly respected by a market observer who says: “Diego Garay is very experienced and dedicated to the tasks that are necessary for a smooth financial close.”

Band 3

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is an established banking and finance practice with a particular focus on acquisition finance and corporate refinancing, as well as project and trade finance in Chile. The legal team is well versed in secured and unsecured cross-border loans, including revolving credit facilities, assisting foreign banks and other financial institutions with Chilean regulatory mandates. Cariola Díez Pérez-Cotapos’ clients include domestic, regional and global banking groups, as well as corporate borrowers from a variety of industries.

Strengths “Cariola Díez Pérez-Cotapos’ lawyers are very valuable and available partners, and they dispel any doubts we have in a quick manner.”

Work highlights Cariola, Díez Pérez-Cotapos advised Natixis’ Hong Kong branch, as lender, on a EUR300 million credit facility granted to State Grid Chile Holding.

Notable practitioners

Key partner **Rodrigo Sepúlveda** routinely advises banks on cross-border credit facilities, and is singled out by market sources for his longstanding activity in the Chilean banking and finance field. One interviewee remarks: “Rodrigo Sepúlveda is totally available, and is very proactive and creative when he offers solutions.” **Juan Antonio Parodi** focuses his practice on banking and financial transactions in Chile, including project finance, and maintains his position in the rankings after eliciting significant praise from the market. One respondent says: “Juan Antonio Parodi is a professional that is capable of handling complex legal matters pragmatically and with a clear understanding of the commercial interests of his clients.”

Guerrero Olivos

What the team is known for Guerrero Olivos is an established law firm with a strong focus on the banking and finance arena in Chile. The department particularly advises on acquisition finance, project finance and corporate refinancing. The legal team is also instructed by clients to assist with credit facilities involving structured products, as well as with regulatory banking matters. Crédit Agricole is Guerrero Olivos’ new client win.

Strengths “Guerrero Olivos provides great support and is highly responsive.”

Work highlights Guerrero Olivos advised IDB Invest, BNP Paribas, and Banco Santander on the structuring and implementation of the financing for the acquisition of the accounts receivable of power generators in Chile.

Notable practitioners

Respected figure **Miguel Coddou Astrain** (see p.174)

jointly leads the banking and finance department, and focuses his practice on the representation of international lenders in syndicated loans and project finance in Chile. He is recommended by a client who notes: “Miguel Coddou Astrain is a great adviser and is always available to face the most complex situations.”

Band 4

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados boasts a significant banking and finance practice in Chile that is sought after by borrowers to advise on cross-border transactions involving bilateral and syndicated loans. The law firm frequently acts as counsel to a variety of Chilean and international clients hailing from the energy, mining and insurance sectors.

Strengths “Their commercial awareness is probably amongst their biggest strengths.”

Work highlights Bofill Mir Abogados advised Inversiones e Inmobiliaria Almonacid and Agrícola Victoria on the refinancing of a syndicated loan facility.

Notable practitioners

Octavio Bofill (see p.173) co-leads the department and is highly regarded by market interviewees for his work in the Chilean banking and finance arena. One respondent comments: “Octavio Bofill offers a perfect mix between commercial awareness and meticulous drafting.” **Rodrigo Saffirio** has notable experience in the Chilean banking and finance arena, and advises lenders on the financing of transport infrastructure. One interviewee mentions: “Rodrigo Saffirio offers agile responses, proactivity, and efficiency.”

Dentons Larraín Rencoret SpA

What the team is known for Dentons Larraín Rencoret is an active practice group offering expertise across a broad range of mandates pertaining to the Chilean banking and finance sphere. The department boasts a notable strength in advising a diverse array of lenders and borrowers with the structuring of bridge loans, senior credit facilities and debt refinancing mandates within the energy, mining, and agribusiness industries.

Strengths “The team members at Dentons Larraín Rencoret have very strong service levels and responsiveness, and are highly capable of delivering to budget.”

Work highlights Dentons Larraín Rencoret’s banking and finance team advised Abengoa Chile on the negotiations with a local syndicate of banks regarding the payment conditions of an existing debt.

Notable practitioners

Department head **Felipe Rencoret** routinely advises banking groups on the acquisition of loan portfolios as well as debt refinancing agreements in Chile. He garners praise from clients in the banking and finance field. One interviewee notes: “Felipe Rencoret is a very good lawyer with great commercial awareness and broad knowledge.”

Palma

What the team is known for Palma has an experienced banking and finance practice and is well known for advising on project finance and debt refinancing mandates, including the restructuring of loans to finance real estate projects. Palma’s client roster includes a number of key Chilean and regional banking and investment groups, and Corporación Unagro is a new client win.

Strengths “Palma’s lawyers provide a high-quality service and make us feel like we are an important client to them.”

Work highlights Palma’s banking and finance team represented Banco Internacional and BTG Pactual Chile in the debt refinancing of Comunicación y Telefonía Rural.

Notable practitioners

Key practitioner **Juan Eduardo Palma** co-heads the department and offers a wealth of experience in handling local financing for Chilean projects. According to interviewees, “Juan Eduardo Palma has a broad knowledge of financial matters, and is experienced in financial structuring.”

Prieto Abogados

What the team is known for Prieto Abogados is a well-known firm with a longstanding transactional finance practice in Chile. The experienced team offers broad expertise in assisting clients with collateral agreements, VAT credit facilities, and debt and liability refinancing. The department is a trusted borrowers’ counsel for companies in the renewable energy, mining and insurance industries.

Strengths “Prieto Abogados’ lawyers have a good grasp of Chilean law. They meet tight deadlines and provide good support.”

Work highlights Prieto Abogados’ Santiago-based banking and finance department advised Rockville Energy on its negotiations with Natixis’ New York branch for obtaining a credit facility.

Notable practitioners

Mario Gorziglia, Nicolás Yuraszeck and Benjamín Grebe are the key client contacts.

Other Ranked Lawyers

Raúl Marshall of Baraona Marshall & Cia leads the firm’s banking and finance team and has a particular expertise in advising on corporate finance matters in Chile. One client highlights: “Raúl Marshall demonstrates commitment, knowledge and ability when needed.”

Key partner **Sebastián Vivanco** of Baker McKenzie joins the rankings this year after eliciting significant praise from the Chilean banking and finance market. One client comments: “We appreciate Sebastian Vivanco’s ability to provide advice on Chilean regulations clearly and in a pragmatic manner.”

CHILE: An Introduction to Bankruptcy/Restructuring

Contributed by Nelson Contador & Compañía Abogados

Loans granted during insolvency financial protection

Since the recent entry into force of the Insolvency Law 20.720 (the “Insolvency Law”), the loans granted to a Debtor Company during the financial protection period – that is, the period between 30 and 60 business days during which the Judicial Reorganisation Insolvency Proceeding is being processed – have been regulated in Chile, similar to the DIP Financing regulated in Chapter 11 of the United States Bankruptcy Code. This possibility of granting loans to companies that request the opening of a Judicial Reorganisation Bankruptcy Proceeding has been considered with a special priority in their payment.

In this regard, the Insolvency Law establishes a specific regulation for what it calls “Operating Loans,” expressly stating that the Debtor Company may acquire loans to finance its operations, provided that these do not exceed 20% of its liabilities. If the Debtor Company requires more resources that imply exceeding the threshold of 20% of its liabilities, they may be granted as long as they have the authorisation of the creditors representing more than 50% of the Debtor’s liabilities.

As is evident, the investor who decides to grant a loan under insolvency financial protection must have a certain degree of security in view of the economic situation of the Debtor Company. The Insolvency Law, foreseeing this situation, expressly provides that those credits that are contracted during the insolvency financial protection will be paid on the dates originally agreed between the parties, provided that this implies a financing of the Debtor’s operations, a qualification that must be accredited by the Insolvency Overseer or Trustee and will not be impaired by the Reorganisation Agreement.

Additionally, the Insolvency Law provides these claims with a super seniority if the Company goes into Bankruptcy Liquidation. A contingency that may occur in the Judicial Reorganisation Proceedings is that the creditors reject the proposed Agreement and, consequently, the Resolution of Liquidation of the Debtor Company is issued.

In this situation, the Insolvency Law states that if the agreement is not accepted and, consequently, the resolution of liquidation of the Debtor Company is issued, these loans will be paid as super priority. The protection of this debt is such that the Insolvency Law grants them a preference of better right than even those credits of labour origin that correspond to workers, or those tax credits or those secured by pledge or mortgage.

The relevant issue is that it seems that the Insolvency Law provides for the applicability of the legal preference to loans only in those cases in which the Judicial Reorganisation results in a reflective Liquidation. That is to say, the legal assumption to apply the preference to loans would be the one in which in the Creditors’ Deliberative Meeting of the Judicial Reorganisation, the legal quorum of approval is not reached and consequently the creditors reject the Debtor’s Reorganisation Agreement.

The question we should validly ask ourselves is the following: what happens in those cases in which a Judicial Reorganisation becomes a Bankruptcy Liquidation, for any other reason?

The Insolvency Law provides that these credits will become super priority only in the event that the Agreement is not executed and, consequently, the Resolution of Liquidation of the Debtor Company is issued, but not in other diverse cases in which the Liquidation may occur prior to the effective repayment of the financing in insolvency financial protection.

The literal wording of the Insolvency Law does not leave much room for interpretation since it limits the applicability of the legal preference only in those cases in which the Reorganisation Agreement is rejected due to the failure to obtain the legal quorum. In view of the above, an amendment to the current Insolvency Law is currently in the legislative process, which extends the super preference of loans granted under insolvency financial protection to other hypotheses of insolvency liquidation of the debtor company.

Bankruptcy/Restructuring

Bankruptcy/Restructuring	Bankruptcy/Restructuring	Band 1
Leading Firms	Leading Individuals	Carey
Band 1	Star individuals	What the team is known for Carey fields a stellar bankruptcy and restructuring practice within a renowned full-service powerhouse in the Chilean market. The Santiago-based team frequently advises creditors on insolvency, bankruptcy and reorganisation proceedings. Carey’s lawyers are well equipped to assist in the negotiation of syndicated credit agreements and bankruptcy-related tax and regulatory considerations. The department’s impressive client portfolio spans sectors including mining, healthcare and banking and finance. VivoCorp and Inversiones SAMS are Carey’s new client wins.
Carey	Contador Nelson <i>Nelson Contador & Compañía Abogados</i>	Strengths “Bankruptcy-related work requires fast and efficient action, which Carey provides. The team has proven itself essential in resolving these types of issues.”
Nelson Contador & Compañía Abogados	Band 1	“Carey is one of the best law firms in Chile. The team is well coordinated and possesses a strong market
Band 2	Reveco Ricardo <i>Carey</i>	
Barros & Errázuriz Abogados	Band 2	
Prieto Abogados	Grebe Benjamín <i>Prieto Abogados</i>	
Band 3	Puga Vial Juan Esteban <i>Puga Ortiz</i>	
Claro & Cía	San Martín Javier <i>Barros & Errázuriz Abogados*</i>	
Puga Ortiz	Band 3	
* Indicates individual with profile.	Castañeda Luis Felipe <i>Castañeda Abogados (ORL) ◇</i>	
◇ (ORL) = Other Ranked Lawyer.	Gandarillas Cristián <i>Gandarillas, Montt, Del Río (ORL) ◇</i>	
Alphabetical order within each band. Band 1 is highest.	Puyol Jaime <i>Grunberg Puyol (ORL) ◇</i>	
	Urrutia Fernando <i>Cariola Díez Pérez-Cotapos (ORL) ◇</i>	
	Up-and-coming individuals	
	Contador Ignacia <i>Nelson Contador & Compañía Abogados</i>	

understanding.”

Work highlights Carey represented CGB, joint controller of a large bank in Chile, in a Chapter 11 restructuring proceeding before the Bankruptcy Court of Delaware, as well as in a series of derived Chilean litigation mandates. The matter was valued at USD2 billion.

Notable practitioners

Acclaimed legal practitioner **Ricardo Reveco** is lauded by market commentators for his bankruptcy advisory in Chile. A client enthuses: “Ricardo Revero is extraordinary, and committed to providing realistic and efficient solutions. It is a major relief to have him by our side, as he pays attention to every detail so as to be fully prepared for every possible scenario.” Another client notes: “He is a savvy lawyer with incredible knowledge on insolvency and distress restructuring.”

Nelson Contador & Compañía Abogados

What the team is known for Nelson Contador & Compañía Abogados is a pre-eminent bankruptcy and restructuring boutique that boasts long-standing expertise in the Chilean market. The Santiago-based team is frequently instructed by public and private entities from sectors including mining, construction and retail. The firm’s lawyers are renowned for their experience advising debtors on restructuring processes, insolvency and negotiations with creditors. They are also adept at advising on related regulatory matters. The department’s new client wins include Bravissimo.

Strengths “Nelson Contador & Compañía Abogados truly offers holistic and thorough work. The team is made up of very knowledgeable and available lawyers.” “Nelson Contador & Compañía Abogados plays a relevant role in the Chilean market. It is a very successful law firm.”

Work highlights Nelson Contador & Compañía Abogados represented Aceros Chile in a bankruptcy proceeding entailing the restructuring of credits with over ten banks and 200 suppliers. The reorganised liability reached USD41 million.

Notable practitioners

Star individual **Nelson Contador** focuses his Chilean practice on advising and representing debtors in high-level bankruptcy and restructuring proceedings for major clients. A client admires him, saying: “Nelson Contador has a strong knowledge in insolvency proceedings, and understands Chilean and international legislation.” Another interviewee goes on to declare: “Nelson Contador is probably the lawyer who has the most experience in giving counsel to debtors on restructuring processes.” Another client adds: “In terms of insolvency reorganisation, Nelson Contador is a living legend.” Up-and-coming partner **Ignacia Contador** joins the rankings this year following praise for her restructuring practice in Chile. A client reports: “What stands out about Ignacia Contador is her knowledge and constant availability.” Another interviewee enthuses: “She is one of the youngest lawyers that can provide proper legal counsel on restructuring and insolvency.”

Band 2

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a highly regarded full-service outfit with an experienced bankruptcy and restructuring team in Chile. The Santiago-based team is frequently

instructed by major domestic and international clients from sectors spanning banking and finance, energy and insurance. Barros & Errázuriz Abogados’ lawyers advise both debtors and creditors on reorganisation and liquidation proceedings as well as related disputes. Banco Consorcio, Tozzi Latam and Cinépolis count among the firm’s new client wins.

Strengths “Barros & Errázuriz Abogados is the firm we go to for complex judicial bankruptcy matters, and its support is incredible. It is really comforting to be advised by the team, as the lawyers’ knowledge is amazing.”

Work highlights Barros & Errázuriz Abogados’ bankruptcy department represented Banco Internacional in a liquidation lawsuit and the renegotiation of a credit agreement in relation to two companies belonging to Corp Group in Chile.

Notable practitioners

Javier San Martín (see p.185) is noted by market onlookers for his capabilities advising on domestic and cross-border insolvency and restructuring proceedings in Chile. One client enthuses: “Javier San Martín is a well-prepared lawyer who has a great level of commercial awareness.” Another interviewee comments: “Javier San Martín’s advice is incredible. He always looks for ways to support his client, which we really appreciate.”

Prieto Abogados

What the team is known for Prieto Abogados is a well-recognised bankruptcy and restructuring practice within a noted full-service outfit in the Chilean market. The Santiago-based team frequently advises clients from sectors including energy, insurance and retail. The lawyers provide expertise in voluntary and judicial reorganisations as well as the restructuring of foreign bonds. Prieto Abogados’ new client roster additions include Consorcio Seguros de Vida.

Strengths “We really enjoy working with Prieto Abogados. We know that both the partners and the associates are just brilliant and extremely well prepared.”

Work highlights Prieto Abogados’ bankruptcy team represented Elliot Management Corporation and a group of ad-hoc noteholders in the voluntary reorganisation and the acquisition of Automotores Gilde-meister, which included the implementation of a new corporate structure in Chile and the USA.

Notable practitioners

Partner **Benjamín Grebe** is praised by market onlookers for his relevant capabilities within the bankruptcy and restructuring practice in Chile. One client enthuses: “Benjamín Grebe stands out for having a remarkable ability to handle complex matters.” Other interviewees report: “Benjamín Grebe has provided us with a thorough advisory, and always looks for the best solutions to our distinct problems.”

Band 3

Claro & Cía

What the team is known for Claro & Cía enters the rankings for the first time this year after obtaining recognition for its well-regarded bankruptcy and restructuring practice in Chile. The full-service law firm routinely advises clients on both local and cross-border restructuring processes, and draws its clientele from a range of sectors, including aviation, technology, and banking. The department’s lawyers are also well versed in assisting clients with matters relating to the USA’s Bankruptcy Code. Claro & Cía’s

new client roster additions include Samsung.

Strengths “I have found that Claro & Cía possesses a very strong team of professionals, and provides a strong and good-quality client service.”

Work highlights Claro & Cía acted as co-counsel to Chilean company LATAM Airlines on its voluntary petition for relief under Chapter 11 of the the USA’s Bankruptcy Code.

Notable practitioners

Nicolás Luco is a key contact for clients.

Puga Ortiz

What the team is known for Puga Ortiz is a notable restructuring and bankruptcy law firm in the Chilean market. The Santiago-based team of experienced lawyers provides advice to both creditors and debtors on insolvency and reorganisation proceedings, including those with cross-border aspects. Puga Ortiz’s lawyers are also active on related contentious matters.

Strengths “Puga Ortiz is active in interesting and complex cases.”

Notable practitioners

Juan Esteban Puga Vial continues to be endorsed by interviewees for his relevant capabilities within the Chilean bankruptcy market. A peer mentions: “Juan Esteban Puga Vial is a very well-known lawyer who is knowledgeable in insolvency matters.” Another market onlooker reports: “Juan Esteban Puga Vial is a great lawyer that often represents clients in delicate situations, which is highly complex work.”

Other Ranked Lawyers

Luis Felipe Castañeda of Castañeda Abogados enjoys a solid reputation for his work in the Chilean insolvency and restructuring market. A peer says: “Luis Felipe Castañeda is active advising debtors in the bankruptcy space, and he is deserving of recognition.”

Cristián Gandarillas of Gandarillas, Montt, Del Río is appreciated by market onlookers for his versatility in the Chilean restructuring domain. Interviewees mention: “Cristián Gandarillas has a lot of experience in complex bankruptcy matters. His advice is very solid, and he makes himself available to us.”

Jaime Puyol of Grunberg Puyol rises in Chile’s bankruptcy rankings following strong recommendations from clients and peers alike. A particularly impressed interviewee notes: “Jaime Puyol is a great lawyer with the ability to provide complex and sophisticated analysis on matters with Chilean and foreign effects. He always communicates in a clear and concise manner.”

Fernando Urrutia of Cariola Díez Pérez-Cotapos is appreciated by market onlookers for his capabilities in restructuring matters in Chile. A client comments: “Fernando Urrutia is an excellent litigator with great negotiation skills. His advice goes far beyond legal matters and also covers many other perspectives, including business insights.”

Capital Markets

Capital Markets
Leading Firms
Band 1
Barros & Errázuriz Abogados
Carey
Claro & Cía
Band 2
Morales & Besa
Philippi Prietocarrizosa Ferrero DU & Uría
Ried Fabres
Band 3
Alessandri
Cariola Díez Pérez-Cotapos
Garrigues
Honorato Delaveau
Prieto Abogados
Senior Statespeople & Eminent Practitioners
Senior Statespeople: distinguished older partners
Peralta Diego <i>Carey*</i>
Eminent Practitioners
Armas Marcelo <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>
Leading Individuals
Band 1
Ambrosy José Luis <i>Claro & Cía</i>
García Pedro <i>Garrigues*</i>
Letelier Luis Alberto <i>Barros & Errázuriz Abogados*</i>
Band 2
Eyzaguirre Cristián <i>Carey*</i>
Fabres Cristián <i>Ried Fabres*</i>
Morales Guillermo <i>Morales & Besa</i>
Ochagavía Rodrigo <i>Claro & Cía</i>
Ried José Miguel <i>Ried Fabres*</i>
Band 3
Barros Víctor <i>Barros & Errázuriz Abogados*</i>
Bofill Octavio <i>Bofill Mir Abogados (ORL) ◇*</i>
Cousiño Felipe <i>Alessandri</i>
Delpiano Torrealba Sebastián <i>Honorato Delaveau</i>
Sepúlveda Rodrigo <i>Cariola Díez Pérez-Cotapos</i>
Valdés Salvador <i>Carey*</i>
Wolleter Isabel Margarita <i>Prieto Abogados</i>
Band 4
Barros Cristián <i>Barros & Errázuriz Abogados*</i>
Langevín Matías <i>Honorato Delaveau</i>
Larrain Felipe <i>Claro & Cía</i>
Prieto Larrain Patricio <i>Prieto Abogados</i>
Up-and-coming individuals
Abogabir Ricardo <i>Ried Fabres*</i>
Díaz T Andrea <i>Morales & Besa</i>
Associates to watch
Cartier Nicole <i>Alessandri</i>
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados has a distinguished capital markets department with a standout team in the field which boasts market-leading expertise in the structuring of investment funds. The law firm also advises on private placements and public offerings of securities, representing mutual and public investment fund managers, stockbrokers and investment banks acting as underwriters, as well as major corporate issuers. Barros & Errázuriz Abogados maintains a strong

presence in cross-border transactions involving debt securities, particularly the issuance of green bonds. Fondo Esperanza is one of the team's client wins.

Strengths "Barros & Errázuriz Abogados' team members are widely knowledgeable and are highly involved in the work. They always provide novel options and are very proactive."

"They are, by far, some of the most distinguished capital markets lawyers due to the amount and size of the deals they handle."

Work highlights Barros & Errázuriz Abogados' capital market lawyers advised Fondo Esperanza with its registration before the Chilean Financial Market Commission, and as well as with the issuance of social bonds.

Notable practitioners

Leading name and co-head of department **Luis Alberto Letelier** (see p.179) enjoys a significant reputation in the Chilean capital markets field. He is well versed in the issuance of public bonds and in advising public investment funds. He garners approval from one client who notes: "He is a very good and technical lawyer, and is great at bond issuances within the capital markets area." Another client highlights: "Luis Alberto Letelier has a profound knowledge of the market, and gets involved in highly complex situations." Peers emphasise: "He is our direct competitor and is clearly deserving of recognition." Key partner **Victor Barros** (see p.173) focuses his capital markets practice on the issuance of private and public investment funds and bonds in the Chilean market, as well as the registration of issuers with the local authority. He commands a strong reputation among interviewees, and one of them says: "Victor Barros has thorough knowledge of the fund management industry. I have a very good impression of him." Managing partner **Cristián Barros** (see p.173) is recognised by market commentators for the extent of his experience in the Chilean capital markets field. A respondent mentions: "He is a great funds practitioner and is deserving of recognition." A peer says: "Cristián Barros is a technically very strong lawyer."

Carey

What the team is known for Carey is a highly regarded player in the market with a stellar capital markets team whose practice is renowned for its expertise in cross-border debt and equity transactions. The law firm boasts experience acting for major corporate issuers and multinational investment banks and asset management firms acting as bookrunners or placement agents, and frequently advises on high-value project bonds, capital increases, tender offers and IPOs.

Strengths "Carey's agility to respond throughout the process is outstanding. This is important considering there are time constraints that we need to overcome." "Carey works with large and sophisticated clients and sees a wide range of complex transactions, giving the lawyers a high-level perspective on the commercial and business objectives of their clients. As a result, they are very attuned to their clients' commercial goals in the transactions."

Work highlights Carey's capital markets team advised Deutsche Bank and other financial institutions, as dealers, on the issuance of senior unsecured medium-term notes for USD5 billion by Banco del Estado de Chile.

Notable practitioners

Revered senior statesperson **Diego Peralta** (see p.184) concentrates his Chilean practice in the creation and structuring of financial products, acting on both the lender and borrower sides. He is commended by market commentators, as one notes: "Diego Peralta is an experienced and knowledgeable international capital markets lawyer." Key partner **Cristián Eyzaguirre** (see p.176) enjoys particular expertise in advising asset management funds and investment banks on regulatory capital markets mandates in Chile. He is commended by one market observer, who enthuses: "Cristián Eyzaguirre is an outstanding lawyer who is really nice to work with. He is creative, hands-on and pro-business, and helps to think on solutions when facing problems." Partner **Salvador Valdés** (see p.188) is routinely instructed by major names on public share acquisitions and capital increases. He comes widely praised by market onlookers, as one remarks: "Salvador Valdés has a very strong knowledge of Chilean laws and capital markets regulations, and helps clients navigate transactions where there is little or no precedent or guidance."

Claro & Cía

What the team is known for Claro & Cía has a top-tier capital markets practice and represents major corporate issuers and underwriters in sophisticated securities offerings. The team is well versed in assisting clients with securitisations, derivatives and high-value international bond issuances. In addition, the firm offers additional capabilities advising on the registration and placement of private equity funds in the Chilean market, allowing foreign investors to trade in local securities.

Strengths "They have comprehensive knowledge and are adept at handling negotiations as they are well coordinated as a team. They are responsive, attentive, and do a great job."

"The support from Claro & Cía has been top level, and its help is essential to us in capital markets transactions. The team is made of expert lawyers with a high level of understanding of the market."

Work highlights Claro & Cía's capital markets department represented State Grid Corporation of China in a USD3 billion tender offer through the Santiago Stock Exchange in order to acquire CGE, a Chilean energy company.

Notable practitioners

Co-head of department **José Luis Ambrosy**'s practice focuses on capital markets, finance and corporate matters, with experience in the energy, telecommunications, financial services, mining, infrastructure and aviation spaces. He receives widespread recognition from market commentators for his active presence in the Chilean capital markets field. Clients extol: "He knows the capital markets field well, and is highly responsive. He gives us peace of mind with his great advice, and always tackles problems by having a clear approach when providing solutions." Another client adds: "José Luis Ambrosy is an expert, and probably one of the best capital markets lawyers in Chile." Experienced partner **Rodrigo Ochagavía** focuses his practice on regulated sectors such as energy, mining, pension funds, banking institutions and insurance companies, and possesses proven expertise in complex capital markets transactions regarding project

finance and project bonds, as well as IPOs and follow-on offerings in Chile. One interviewee enthuses: “Rodrigo Ochagavía is an expert in capital markets and financial services mandates.” **Felipe Larrain** is recognised by market commentators for his activity in the Chilean capital markets sphere. He concentrates on cross-border transactions involving foreign investors, with activity spanning both debt and equity mandates.

Band 2

Morales & Besa

What the team is known for Morales & Besa is a renowned full-service firm that is recognised for its capital markets expertise as it possesses significant experience advising on IPOs and secondary offerings, as well as on the issuance of debt securities, most notably Chilean sovereign bonds. The law firm's clients include major investment banks acting as underwriters or placement agents, and also advises a range of major issuers.

Strengths “The team at Morales & Besa is very good, and has a great deal of expertise in complex transactions concerning the investment funds and capital markets space.”

Work highlights Morales & Besa's capital markets team advised Enjoy on the restructuring of its senior notes due 2022 in exchange for new senior secured notes due 2027, as well as on the issuance of a new series of bonds and securities in the Chilean market.

Notable practitioners

Pre-eminent practitioner and founding partner **Guillermo Morales** is well known by respondents for his capital markets work and remains a respected figure in this space. He focuses his practice on advising both national and international banks on corporate finance matters including domestic and cross-border debt and equity offerings. One client highlights: “Guillermo Morales is a solid lawyer in Chile. He is knowledgeable and also has great poise with clients, which is very useful.” Up-and-coming partner **Andrea Díaz** maintains her position in the rankings after eliciting significant praise in the Chilean capital markets arena. One client declares: “Andrea Díaz does an efficient and target-oriented job within the agreed time frame and budget.”

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría has a respected practice that is recognised for assisting international financial institutions with capital markets transactions, including IPOs and follow-on offerings. The Santiago-based team is frequently called upon to advise on both private placements and public offerings, as well as the transfer and liquidation of publicly listed entities and the issuance of short-term debt instruments. Additionally, the law firm is highly experienced in acting for underwriters and issuers on the issuances of bonds and notes.

Strengths “Philippi Prietocarrizosa Ferrero DU & Uría's team members are well versed in international transactions. They are proactive and find innovative solutions to complex legal problems involving local firms and international banks and investors.”

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría assisted Tanner Servicios Financieros with a series of bond issuances totalling approximately

USD911 million.

Notable practitioners

Eminent practitioner **Marcelo Armas** is highly commended by market onlookers for his long-standing presence in the Chilean capital markets arena. One impressed client holds him in high esteem, and confirms: “Marcelo Armas is one of the best capital markets lawyers in Chile.”

Ried Fabres

What the team is known for Ried Fabres has an active capital markets practice in Chile that covers the full raft of legal services, and boasts expertise in regulatory matters, as well as on derivatives trading, securities and public offerings. The law firm frequently represents stock and commodities brokers, fund managers and investment funds in the structuring of their transactions.

Strengths “Ried Fabres does a very good and accurate job, and its partners are always available. They offer personalised services and high-quality deliverables.”

Work highlights Ried Fabres represented Santander Corredores de Bolsa, as agent, in a tender offer issued by State Grid Corporation of China over CGE.

Notable practitioners

Cristián Fabres (see p.176) is a highly regarded name in the Chilean capital markets sphere. He frequently advises on the structuring of asset-backed securities, with interviewees noting: “Cristián Fabres is a lawyer with a lot of knowledge of legal and commercial issues.” Another respondent says: “He is experienced and renowned in the capital markets industry. His legal opinions are highly relevant as they showcase his technical prowess and expertise.” Key partner **José Miguel Ried** (see p.185) co-heads the department and possesses extensive experience in the capital markets area. He often advises stockbrokers and foreign fund managers on capital markets regulation, compliance and corporate governance rules in Chile. One client remarks: “He is a well-regarded professional with great analytical and problem-solving skills.”

Another client says: “José Miguel Ried is an experienced partner with a great network of contacts and reputation, which plays in our favour in negotiations.” Up-and-coming capital markets partner **Ricardo Abogabir** (see p.172) focuses on advising issuers and underwriters on Chilean and international bond offerings. A client highlights: “Ricardo Abogabir has experience in legal, commercial and financial structuring issues, and shows good willingness to serve his clients.”

Band 3

Alessandri

What the team is known for Alessandri is a respected full-service firm with a recognised capital markets team that is frequently sought after to handle the structuring and registration of feeder and mutual funds in Chile. The legal team is routinely retained by global investment banks, asset managers and credit rating agencies as well as hedge funds, exchange-traded funds and institutional investors.

Strengths “Alessandri's advice is clear, informed, and practical. I have known the firm for over 25 years and the team has never let me down.”

Work highlights Alessandri's capital markets department assisted Goldman Sachs' Merchant Banking Division with the formation and structuring of a pri-

vate equity fund, which included advice on Chilean securities regulation.

Notable practitioners

Felipe Cousiño leads the firm's capital markets practice in Chile and receives solid recognition from market observers, as one notes: “He is highly responsive, knowledgeable and commercially aware.” Another interviewee adds: “Felipe Cousiño provides very timely and accurate counselling.” Interviewees appreciate associate-to-watch **Nicole Cartier** for her work in the Chilean capital markets arena. One client singles her out, noting: “Nicole Cartier is very responsive, business-oriented, and knowledgeable.”

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is a well-known full-service law firm with an experienced capital markets practice in Chile. The department assists clients with private placements and public offerings in Chilean and international stock markets, including with IPOs and project bond issuances. Cariola Díez Pérez-Cotapos frequently acts for investment banks, financial advisers and foreign investors.

Strengths “Cariola Díez Pérez-Cotapos do a timely job and tackle complex issues cautiously, managing stressful situations effectively.”

Work highlights Cariola Díez Pérez-Cotapos' capital markets team advised Rentas e Inversiones Baker on its registration as issuer in Chile, as well as on the filing of Series A and Series B notes programmes due 2026 and 2030 respectively.

Notable practitioners

Rodrigo Sepúlveda is a highly regarded name in the Chilean capital markets sphere. Clients are full of admiration for his work, and one declares: “He is a highly trained professional with a strategic business perspective. He is friendly, respectful and trustworthy.” Another client comments: “Rodrigo Sepúlveda offers committed and professional advice.”

Garrigues

What the team is known for Garrigues houses a well-regarded capital markets practice in Chile which offers regular advice to financial institutions acting as underwriters regarding debt placements such as dual-currency project bonds. The team is also active on local inflation-linked bond issuances, shelf registrations and commercial papers. Citibank is Garrigues' new client win.

Strengths “Garrigues provides a great and timely service, and is available through all possible communication channels. The team is easily approachable.”

Work highlights Garrigues' capital markets department represented Banco Itaú BBA and Scotia Capital, as initial purchasers, in the Republic of Chile's issuance of sovereign bonds. The matter was worth over USD2 billion.

Notable practitioners

Stellar partner **Pedro García** (see p.177) receives widespread recognition from market insiders for his activity in the capital markets arena. His expertise covers debt securities, liability management, debt restructuring and derivatives matters, as well as related regulatory advice. One client notes: “He provides excellent responsiveness and showcases commercial awareness.” Another interviewee adds: “Pedro García has very strong expertise on Chilean law and the Republic of Chile's issuances. He is always accessible, proactive, and ready to add value.”

Honorato Delaveau

What the team is known for Honorato Delaveau boasts a well-regarded capital markets practice with a particular focus on the structuring and registering of investment funds. The department is active in securities deals across a range of Chilean industry sectors, including banking, finance and technology, and it is regularly seen advising brokers, securities issuers and public and private funds. SQM is Honorato Delaveau's new client win.

Strengths "Honorato Delaveau has great expertise in the capital markets and investment funds arena, and is highly recommendable."

Work highlights Honorato Delaveau's capital markets lawyers advised Banchile Administradora General de Fondos on an investment fund placement outside of Chile.

Notable practitioners

Partner **Sebastián Delpiano Torrealba** leads Honorato Delaveau's capital markets department and garners recognition from clients, one of whom notes: "Sebastián Delpiano Torrealba is business-oriented, and possesses deep knowledge of financial laws and strong risk assessment skills." **Matías Langevín** main-

tains his position in the capital markets rankings after eliciting significant praise from the Chilean market. One client remarks: "Matías Langevín is a business-driven lawyer who is always looking to find solutions to complex matters."

Prieto Abogados

What the team is known for Prieto Abogados boasts an experienced capital markets team with a recognised practice in debt placements, company flotations and fund formation, and has a particular focus on advising Chilean corporate issuers. The firm is well placed to represent private equity funds, assisting them with the development of investment vehicle structures.

Strengths "Prieto Abogados' team members are deal closers and have business initiative. They are very good commercial partners to us."

Work highlights Prieto Abogados advised Unidad Leasing Habitacional on the issuance of commercial papers in Chile, as well as on the company's registration before the Comisión del Mercado Financiero.

Notable practitioners

Isabel Margarita Wolleter comes highly recom-

mended by interviewees, who note her relevant activity in the capital markets field. One market onlooker comments: "She provides excellent service and is highly committed to the client's needs. She is experienced in the Chilean capital markets arena." Another client mentions: "It is always a pleasure to work with Isabel Margarita Wolleter in both complex and simple capital markets transactions." Department co-head **Patricio Prieto Larrain** is known for his experience in the Chilean capital markets arena, and is commended by a client who remarks: "Patricio Prieto Larrain has great skills for giving smart and feasible solutions for sophisticated matters."

Other Ranked Lawyers

Founding partner **Octavio Bofill** (see p.173) of Bofill Mir Abogados enjoys a significant reputation in the Chilean capital markets field, and focuses his practice on advising on bond issuances. One client comments: "Octavio Bofill is very skilled, is a hard worker, and is a really good lawyer."

Competition/Antitrust

Competition/Antitrust
Leading Firms
Band 1
Carey
Claro & Cía
FerradaNehme
Pellegrini & Rencoret
Band 2
Cariola Díez Pérez-Cotapos
Philippi Prietocarrizosa Ferrero DU & Uría
Band 3
Barros & Errázuriz Abogados
Contreras Velozo
Prieto Abogados
Band 4
Bordoli Doren Abogados
Estudio Lewin Abogados
Gonzalez & Rioseco
Grunberg Puyol
Morales & Besa
Ortúzar, Vergara & Boetsch Abogados
* Indicates individual with profile.
◊ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey is a front-running full-service firm with a stellar reputation within the Chilean competition arena. The department houses a market-leading team with a strong bench of lawyers that are frequently instructed by clients to advise on merger control proceedings, investigations ordered by the FNE and abuse of dominant position matters. Carey also earns market endorsement for its role on consultations before the Antitrust Court (TDLC), and represents clients from a range of sectors, including

Competition/Antitrust
Leading Individuals
Band 1
Eyzaguirre Cristóbal <i>Claro & Cía</i>
Nehme Nicole <i>FerradaNehme*</i>
Pavic Lorena <i>Carey*</i>
Pellegrini Vial Julio <i>Pellegrini & Rencoret*</i>
Band 2
Grebe Benjamín <i>Prieto Abogados</i>
Gumucio Juan Cristóbal <i>Cariola Díez Pérez-Cotapos</i>
Huerta José Miguel <i>Claro & Cía</i>
Rencoret Gutiérrez Pedro <i>Pellegrini & Rencoret*</i>
Velozo Javier <i>Contreras Velozo</i>
Band 3
Bordoli Carla <i>Bordoli Doren Abogados</i>
Gana E José Miguel <i>Gana & Galvez Abogados (ORL) ◊</i>
Larraín Ignacio <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>
Lewin Nicolás <i>Estudio Lewin Abogados</i>
Lizana Claudio <i>Carey*</i>
Mordoj Benjamín <i>FerradaNehme*</i>
Rioseco López Andrés <i>Gonzalez & Rioseco</i>
Band 4
Díaz Velasco María Isabel <i>Isabel Díaz & Asociados (ORL) ◊</i>
Doren Cristián <i>Bordoli Doren Abogados</i>
Fuchs Andres <i>FT Legal (ORL) ◊</i>
Grunberg Jorge <i>Grunberg Puyol</i>
Henríquez María José <i>Morales & Besa</i>
Hernández Diego <i>FerradaNehme*</i>
Pardo Pablo <i>Contreras Velozo</i>
Toro Luis Eduardo <i>Barros & Errázuriz Abogados*</i>
Valdés Juan Sebastián <i>Ortúzar, Vergara & Boetsch</i>
Ybar Mario <i>Garrigues (ORL) ◊*</i>
Up-and-coming individuals
Bórquez Electorat Francisco <i>Barros & Errázuriz Abogados*</i>
Bravo Santiago <i>Claro & Cía</i>
Pardo José <i>Carey*</i>
Ramos Diego <i>Pellegrini & Rencoret*</i>
Associates to watch
Budnik Gabriel <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>

retail, telecommunications and energy. The law firm continues to increase its presence in the pharmaceutical and food and beverage sectors with the addition of Grünenthal and Kraft Heinz to the raft of clients.

Strengths "Carey's antitrust team has extensive experience in defending some of the world's largest companies, and provides strong substantive advice that considers the commercial aspects impacting its clients."

"Carey's team possesses strategic and innovative thinking and provides timely and clear responses, which is why we consistently and repeatedly use its services. The department showcases profound expertise in competition law and have talented and professional lawyers that stand out above the rest."

Work highlights Carey's antitrust department

advised Fiat Chrysler Automobiles on mandatory merger control proceedings before the FNE, after its cross-border merger with Peugeot.

Notable practitioners

Co-head of department **Lorena Pavic** (see p.183) is a seasoned practitioner who has stellar reputation for her work in the Chilean competition arena. She offers clients significant expertise in complex litigation, FNE investigations into alleged cartel activities, as well as merger control mandates. A client values: "Lorena Pavic is extremely knowledgeable and experienced in antitrust matters. She is reassuring in her approach, efficient when finding solutions, and detail-oriented." Department co-head **Claudio Lizana** (see p.180) assists clients with contentious and non-contentious matters before the Chilean

competition courts, as well as with market investigations. A market onlooker reports: “*Claudio Lizana is very knowledgeable and has a strong reputation with the regulatory antitrust authorities. He is calm in the middle of crises, and understands the defense of multi-jurisdictional mergers and investigations.*” Up-and-coming partner **José Pardo** (see p.183) is held in high esteem by market commentators for his experience supporting clients across the full range of competition law mandates in Chile. An impressed client reports: “*José Pardo does an excellent job; he is very professional and provides a timely response.*”

Claro & Cía

What the team is known for Claro & Cía is an outstanding law firm that commands a strong position in the Chilean competition space. The prominent law firm boasts a strong reputation advising international and Chilean companies on a wide range of complex matters. Claro & Cía demonstrates further expertise advising on contentious matters such as collusion, damages and leniency proceedings, as well as defending clients in claims related to investigations ordered by the FNE. The noteworthy team handles work for clients from a broad range of sectors, including the transportation, manufacturing, cryptocurrency and technology areas. Samsung is a new addition to the law firm's client roster.

Strengths “*Claro & Cía is fully integrated within our business. Its team is extremely experienced, and I am very confident in its advice.*”

“*The law firm has a first-class team that always exceeds expectations, is readily available and delivers efficient and high-quality legal advice. Claro & Cía provides invaluable support for our business.*”

Work highlights Claro & Cía assisted Chilean airline company LATAM Airlines with the obtention of regulatory approvals for the transnational joint venture with Delta, as well as with several antitrust investigations before the FNE.

Notable practitioners

Department co-head **Cristóbal Eyzaguirre** is widely acknowledged as a top choice for high-stake competition mandates in Chile, and provides clients with expertise in significant behavioural investigations involving allegations of collusion and abuse of dominance. A client enthuses: “*He is a top-notch lawyer who has a holistic view and is great adviser.*” Another interviewee says: “*Cristóbal Eyzaguirre provides top-class advice, understands our business and the competition authorities extremely well, and is always available.*” **José Miguel Huerta** is a distinguished antitrust practitioner with substantial experience in complex market investigations and merger clearance procedures. He is regularly called upon to defend clients against allegations of anti-competitive behaviour before the TDLC in Chile. A client lauds: “*José Miguel Huerta is always available, and is fully committed and incredibly smart.*” Up-and-coming partner **Santiago Bravo** comes highly recommended by interviewees for his experience advising multinational clients on a range of competition matters, including market investigations brought by the Chilean FNE. A client states: “*Santiago Bravo is an excellent and very thorough lawyer.*”

FerradaNehme

What the team is known for FerradaNehme is a highly prestigious Chilean antitrust powerhouse commanding a stellar reputation in the competition field. The pre-eminent team is very experienced in

the full range of contentious and non-contentious matters, including unfair competition, merger control and leniency issues before the FNE and the TDLC. FerradaNehme remains a leading choice for multinational retail, pharmaceutical, telecommunications, transportation, and food and beverage companies for advice on collusion, abuse of dominant position and price fixing mandates.

Strengths “*It is a pleasure to work with FerradaNehme, as it is one of the strongest competition law practices that I have worked with in Latin America. The lawyers are able to quickly understand the commercial issues in a complex transaction.*”

“*FerradaNehme's lawyers stand out for their expertise in the competition field as well as for their ability to think outside the box. They have a good understanding of the business and their advice is always spot-on.*”

Work highlights FerradaNehme's competition law team represented Chilean company Transbank in a non-contentious proceeding before the TDLC, in relation to its self-pricing system.

Notable practitioners

Nicole Nehme (see p.182) has forged a formidable reputation as one of Chile's leading practitioners in competition law and offers clients market-leading expertise in complex investigations as well as both contentious and non-contentious proceedings before the TDLC. One client commends: “*Nicole Nehme is one of the most talented competition lawyers I have worked with. She has the ability to quickly grasp complex concepts in multi-jurisdictional transactions, and is also very diplomatic and practical when dealing with Chilean authorities.*” Co-head of department

Benjamín Mordojo (see p.182) is regularly sought out by clients across regulated markets for representations in relation to anti-competitive behaviour, as well as market investigations in Chile. One client attests: “*Benjamín Mordojo is a solid practitioner with great judgement and in-depth knowledge of competition matters.*” Partner **Diego Hernández** (see p.179) is praised for his work advising multinational clients on a broad scope of competition mandates in Chile. A client notes: “*Diego Hernández is a talented and intelligent antitrust lawyer. He is highly responsive to client requests and very knowledgeable of Chilean competition law topics.*”

Pellegrini & Rencoret

What the team is known for Pellegrini & Rencoret houses a distinguished practice that is recognised for its strong bench in the Chilean competition field, and which is particularly adept at representing clients from a wide range of sectors before the TDLC and advising on investigations carried out by the FNE. The noteworthy legal team is also active assisting clients from the pharmaceutical, telecommunications and banking industries with antitrust compliance programmes and merger control advice. Pellegrini & Rencoret continues to expand its client portfolio with the additions of Agrosuper, British American Tobacco and Inmobiliaria Power Center.

Strengths “*The level and quality of the service offered by Pellegrini & Rencoret is unmatched. Its lawyers are competition law experts with strong awareness not only of antitrust issues but also of new trends in the market. The legal team is approachable, always available and exceptionally responsive.*”

“*Pellegrini & Rencoret is client-oriented and business-focused, and always strives to find creative solutions to our problems. The law firm stands out for its thorough knowledge and good willingness to listen*

to our requirements, providing tangible solutions that comply with our standards and with the legislation.”

Work highlights Pellegrini & Rencoret's antitrust legal experts advised Chilean real estate group Inmobiliaria Power Center on FNE proceedings in relation to accusations of alleged interlocking and other anti-competitive behaviours.

Notable practitioners

Julio Pellegrini Vial (see p.183) is lauded by market commentators for his adept handling of competition law mandates, and boasts substantial experience in complex antitrust litigations before the Chilean competition authorities. An impressed client declares: “*Julio Pellegrini Vial is very tactical and strategic, and is a skilful litigator in competition matters. He is a born leader and is a good communicator, whilst also being quick-witted and easy to work with. He is one of the best competition lawyers in Chile, if not the best.*”

Pedro Rencoret Gutiérrez (see p.184) co-chairs the law firm's antitrust team and focuses on assisting clients with cartel investigations and antitrust litigation before the Chilean competition courts. One client states: “*Pedro Rencoret Gutiérrez has in-depth knowledge of competition matters and provides didactic advice and recommendations to his clients. He possesses very good communication skills and is an expert in the field.*” Up-and-coming partner **Diego Ramos** (see p.184) advises clients from a range of sectors on cartel investigations and antitrust claims before the Chilean Competition Court. One client reports: “*Diego Ramos showcases strong technical understanding and solid knowledge of the competition arena. He is very analytical, assertive, and always available.*”

Band 2

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is a respected full-service firm that boasts significant expertise advising Chilean and multinational companies on competition law matters. The robust team is held in high esteem for its strength in merger controls and contentious matters before the TDLC and the Supreme Court, as well as representation in investigations carried out by the FNE. Cariola Díez Pérez-Cotapos offers further experience acting on cases related to the medical, aviation, retail, media and energy sectors.

Strengths “*Cariola Díez Pérez-Cotapos offers an excellent client service and stands out for its availability, thorough analyses and responses to our requirements as well as for its strong business acumen. The practice group provides not only legal but practical advice aligned to the business objectives.*”

Work highlights Cariola Díez Pérez-Cotapos acted on behalf of Santiago-based company Sacyr Agua in an antitrust litigation proceeding before the TDLC regarding its alleged abuse of market dominance.

Notable practitioners

Juan Cristóbal Gumucio is a distinguished practitioner that offers clients a wealth of experience across a range of different competition matters in Chile. He possesses significant expertise advising on litigation and market investigations as well as complex merger control proceedings. A client highlights: “*Juan Cristóbal Gumucio provides an excellent service and in-depth knowledge. He is like a business partner.*”

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a widely recognised full-service law firm that has long-standing experience acting on the Chilean competition market. The legal team is skilled at advising companies from the telecommunications, technology, utilities and food and beverage industries on pre-merger and merger filings and competition compliance programmes, as well as in contentious proceedings before the TDLC. Philippi Prietocarrizosa Ferrero DU & Uría continues to expand its client roster in the media and entertainment space with the addition of Discovery.

Strengths *"Philippi Prietocarrizosa Ferrero DU & Uría is our go-to law firm, as the team is exceptional and instils confidence. The department is very knowledgeable, experienced and has an eye for detail."*

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría represented Skretting before the TDLC in an antitrust proceeding brought by the FNE in relation to the alleged existence of a cartel in the Chilean salmon feed industry.

Notable practitioners

Ignacio Larrain is frequently instructed by multinational clients to act across the full range of competition law mandates in Chile, including multinational merger control work and cartel investigations. According to one client, *"Ignacio Larrain is a competition expert who has strategic foresight. He is sharp, competent and very professional."* Associate-to-watch

Gabriel Budnik is based in Santiago and focuses his antitrust practice on assisting clients with market investigations brought by the FNE and merger notifications and clearances. A client declares: *"Gabriel Budnik is very thorough and detailed, is clear in his arguments, and is knowledgeable."*

Band 3

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a respected name in the Chilean market and fields an experienced team in competition matters. The law firm offers extensive expertise advising on merger control procedures and on investigations carried out by the FNE, as well as on compliance programmes. Barros & Errázuriz Abogados' clients frequently hail from the telecommunications, food and beverage, financial services and water industries. The department boasts new additions to the raft of clients, including Macquarie Capital and BICE.

Strengths *"Barros & Errázuriz Abogados is a very knowledgeable and business-savvy law firm."*

Work highlights Barros & Errázuriz Abogados' antitrust team assisted Independencia AGF with a merger notification and clearance procedure before the FNE regarding the purchase of shares from Bodenor Flexcenter in Chile.

Notable practitioners

Luis Eduardo Toro (see p.187) co-heads the competition department in Chile. He provides clients with extensive experience of FNE investigations into alleged cartel activities and anti-competitive behaviour, as well as litigations before the TDLC. A client says: *"Luis Eduardo Toro is an excellent competition lawyer."* **Francisco Bórquez Electorat** (see p.173) garners praise from market commentators for his antitrust practice in Chile, advising clients on merger control procedures, as well as assisting with cartel

investigations. One client attests: *"Francisco Bórquez Electorat has significant experience of proceedings before the FNE and understands how the regulatory entities work."*

Contreras Velozo

What the team is known for Contreras Velozo is a well-established Santiago-based competition boutique that boasts long-standing experience advising private companies and public sector entities on antitrust matters. The law firm is well equipped to advise on matters related to abuse of dominant position, bid rigging, and cartels. Contreras Velozo is adept at handling mandates concerning highly regulated markets, including telecommunications, food and beverages, and media. The department continues to expand its presence in the Chilean market with the additions of Integra Metrics and the Chilean Steel Institute.

Strengths *"Contreras Velozo is committed to building a relationship with the client, as the partners are personally involved in the matters. The legal team has a strong business acumen and goes beyond providing strictly legal advice."*

Work highlights Contreras Velozo's antitrust lawyers represented EUKOR in a FNE cartel investigation as well as in litigation proceedings before the Chilean courts.

Notable practitioners

Co-head of department **Javier Velozo** enjoys a solid reputation in the Chilean competition sphere for his track-record assisting clients with claims of anti-competitive behaviour and FNE market investigations. A client states: *"Javier Velozo is highly regarded in the competition space. He has extensive experience and is very knowledgeable."* **Pablo Pardo** assists clients from regulated markets with cartel investigations and antitrust claims as well as non-contentious proceedings before the Chilean competition authorities. A client says: *"Pablo Pardo's advice is highly accurate, well grounded and very well explained for non-lawyers."*

Prieto Abogados

What the team is known for Prieto Abogados is a well-respected practice that is noted for its antitrust team which assists major Chilean and international clients from a range of industries, including food and beverage, banking and finance and maritime transport. The law firm possesses additional expertise in litigation before the TDLC, merger control and compliance programmes.

Strengths *"Prieto Abogados offers an excellent service, with a real focus on delivering fast responses and effective solutions for its clients. The legal team is up to speed with what the business needs, which is reflected in the advice the lawyers give."*

Work highlights Prieto Abogados represented Watt's before the TDLC in an antitrust claim for its alleged abuse of dominant position in the Chilean dairy market.

Notable practitioners

Benjamín Grebe heads Prieto Abogados' competition group and advises clients on a host of competition mandates, including market investigations and litigations as well as merger clearances in Chile. A client reports: *"Benjamín Grebe has extensive experience handling antitrust cases before the TDLC and FNE. He has extensive expertise in the full gamut of competition matters."*

Band 4

Bordoli Doren Abogados

What the team is known for Bordoli Doren Abogados houses a specialist team that enjoys strong recognition for its antitrust practice in Chile. The law firm offers expertise advising on contentious and non-contentious procedures before the Chilean Competition Court, as well as on compliance programmes and the regulatory competition aspects of public bidding processes. Bordoli Doren Abogados handles work for clients from a broad range of sectors, including the retail, telecommunications, electricity and transportation industries.

Strengths *"Bordoli Doren Abogados consistently displays an in-depth knowledge of competition matters, as well as an adequate and assertive approach when designing strategies. The legal team stands out for delivering an efficient and effective job, and for its comprehensive analyses and clear advice."*

Work highlights Bordoli Doren Abogados' antitrust department advised Walmart Chile on the TDLC's procedure to issue general instructions in relation to the exchange rate regime.

Notable practitioners

Department co-head **Carla Bordoli** is well-regarded by market commentators for her competition practice spanning antitrust litigation and market investigations in Chile. One client enthuses: *"Carla Bordoli is accessible, insightful and always available. She understands the client's needs and is very creative in her approach to legal matters."* Santiago-based lawyer **Cristián Doren** co-heads the antitrust practice at the law firm and focuses on representing clients from retail, telecommunications, energy and transportation sectors in contentious proceedings before the TDLC. One client reports: *"Cristián Doren is very technical and highly experienced in domestic and international regulated markets."*

Estudio Lewin Abogados

What the team is known for Estudio Lewin Abogados is a flourishing competition firm in Chile that is recognised for its experience advising on both contentious and non-contentious matters related to investigations before the FNE, pre-merger and merger control mandates and regulatory compliance programmes. The law firm assists clients in the food and beverage, retail, pharmaceutical and technology sectors. Estudio Lewin Abogados recently added Touchsmart Electronics to its raft of clients.

Strengths *"The legal team possesses strong business acumen. It stands out for its rapid, timely and direct advice tailored to our needs. I can't recommend Estudio Lewin Abogados enough; the lawyers are very professional."*

Work highlights Estudio Lewin Abogados represented Baxter before the Chilean Supreme Court in a competition mandate related to alleged bid rigging practices.

Notable practitioners

Santiago-based partner **Nicolás Lewin** has well-established experience in the Chilean competition arena and frequently represents clients in contentious proceedings before the antitrust courts and during FNE investigations. A client states: *"Nicolás Lewin has in-depth knowledge and an impressive ability to understand business requirements."*

Gonzalez & Rioseco

What the team is known for Gonzalez & Rioseco fields an outstanding competition practice which has particular visibility in the Chilean market advising on related disputes before the TDLC, investigations carried out by the FNE and leniency applications. The law firm frequently assists major Chilean and international clients from a range of industries, including banking and finance, telecommunications and media.

Strengths “Gonzalez & Rioseco is a very dedicated team, and the partners get closely involved in the matters. The lawyers have in-depth knowledge and vast experience in dealing with the Chilean competition authorities. The legal team widely understands our business and our industry.”

Work highlights Gonzalez & Rioseco's antitrust lawyers defended Compañía Marítima Chilena against a claim for damages derived from the collusive behaviour that had been sanctioned by Chile's Supreme Court.

Notable practitioners

Andrés Rioseco López represents clients in litigation proceedings before the Chilean competition courts, as well as in FNE investigations. An interviewee declares: “Andrés Rioseco López is highly experienced and is knowledgeable of the present-day challenges of the competition field. He is always willing to resolve our queries and requirements.”

Grunberg Puyol

What the team is known for Grunberg Puyol is a well-regarded group of competition law specialists who boast notable experience advising clients on pre-merger filings. The team offers additional expertise representing clients in matters before the specialised competition court, and in antitrust investigations. Grunberg Puyol serves a varied client base, including well-known names from the telecommunications industry and trade associations focusing on a number of industries.

Strengths “Grunberg Puyol provides in-depth advice and excellent service in competition law and stands out for its comprehensive legal knowledge and understanding of how the regulatory entities work. The team is always available and responds promptly to our queries.”

Work highlights Grunberg Puyol's Santiago-based

antitrust experts assisted Fischer Group with the competitive assessment of its acquisition of a majority stake in Sun Dreams.

Notable practitioners

Jorge Grunberg has experience advising clients on claims of anti-competitive behaviour and market investigations, as well as merger clearance procedures. A client reports: “Jorge Grunberg is an expert in antitrust matters, with thorough knowledge of the Chilean competition law. He offers a personalised service and is always available.”

Morales & Besa

What the team is known for Morales & Besa offers a noteworthy competition practice in Chile that is recognised for its activity advising on investigations filed by the FNE and merger control matters as well as preventive strategies and disputes related to the rigging of public bids. The group is also adept at handling high-profile transactional cases and cartel investigations. Morales & Besa frequently assists clients hailed from a range of industries, from automotive and retail to food manufacturing.

Strengths “Morales & Besa stands out for its strategic approach and its understanding of our goals. The competition team is commercially aware and is committed to the protection of our interests.”

Work highlights Morales & Besa's Santiago-based competition team advised Peugeot on a merger clearance procedure before the FNE in relation to its cross-border merger with Fiat Chrysler Automobiles.

Notable practitioners

María José Henríquez is respected for her competition practice and skilful representation of clients in merger clearance processes in Chile. A client reports: “María José Henríquez is a pleasure to work with and always responds satisfactorily to our queries.”

Ortúzar, Vergara & Boetsch Abogados

What the team is known for Ortúzar, Vergara & Boetsch Abogados is a respected law firm that possesses experience advising key Chilean clients from a wide range of industries on contentious mandates in the competition field. The legal team boasts remarkable strength in antitrust litigation before the TDLC, and also acts for clients in non-contentious matters, including compliance programmes and FNE

investigations.

Strengths “Ortúzar, Vergara & Boetsch Abogados does a profound, thorough and prompt job.”

Work highlights Ortúzar, Vergara & Boetsch Abogados represented Empresas Ariztía in a class action for antitrust damages before the Chilean antitrust courts.

Notable practitioners

Juan Sebastián Valdés routinely represents clients in anti-competitive behaviour claims before the TDLC. According to an interviewee, “Juan Sebastián Valdés is highly professional and skilled. He has long-standing experience in the competition field and significant knowledge of the Chilean antitrust authorities.”

Other Ranked Lawyers

María Isabel Díaz Velasco has well-established experience in the Chilean competition arena and is recognised by market commentators for her adept handling of antitrust litigation proceedings and FNE investigations. An observer remarks: “María Isabel Díaz Velasco has extensive experience, a long-standing track record, and is versed in litigation mandates.”

Andres Fuchs represents clients in a range of contentious competition matters and market investigations in Chile. One client says: “Andres Fuchs is very efficient, detail-oriented, and possesses relevant expertise. He understands the business and the global regulatory environment.”

José Miguel Gana of Gana & Galvez Abogados is well reputed by market commentators for his competition and antitrust practice in Chile. He frequently advises clients on litigation proceedings before the TDLC as well as on FNE investigations. One client declares: “José Miguel Gana is deeply knowledgeable and is strategic when facing disputes.”

Mario Ybar (see p.188) of Garrigues regularly advises clients on merger control procedures, FNE investigations, and compliance programmes in Chile. One client declares: “Mario Ybar showcases an adept handling of competition matters as well as an in-depth knowledge of the law and its latest trends. He has the ability to quickly grasp the company's business interests.”

Corporate/M&A

Band 1 Corporate/M&A: The Elite

Barros & Errázuriz Abogados

What the team is known for Pre-eminent full-service law firm Barros & Errázuriz Abogados is a pace-setting name in the Chilean M&A space, and boasts a leading position in local and regional acquisitions. The legal department regularly advises on cross-border takeovers of listed companies, acquisitions of controlling and minority interests, and corporate restructuring programmes. Barros & Errázuriz Abogados is also well placed to assist with the establishment of joint ventures, acquisition financing, and the structuring of private equity transactions. Globalvia and Stonepeak are among Barros & Errázuriz's new

client wins.

Strengths “We hire Barros & Errázuriz Abogados because the lawyers are outstanding experts in different subject matters. Its junior team members are also thoughtful and diligent, which differentiates the department from other law firms.”

“They have a very good approach to commercial and financial dynamics. They also know how to adapt to their client's needs.”

Work highlights Barros & Errázuriz Abogados' Santiago-based corporate/M&A lawyers advised Colbún on the sale process of 100% of the shares of Colbún Transmisión.

Notable practitioners

Top-tier practitioner **Pablo Guerrero** enjoys an estab-

lished position in the corporate practice area. He is routinely sought out by significant clients to handle complex cross-border and high-ticket M&A transactions involving Chile. One client highlights: “Pablo Guerrero is an experienced M&A lawyer. He is key for the transactions as he understands the market and what the buyers want.” Another respondent notes: “Pablo Guerrero is an excellent lawyer who has impressive networks.” Respected practitioner **Bernardo Simian** (see p.186) is based in Santiago and possesses in-depth expertise on M&A and the corporate aspects of both public and private companies. A client enthuses: “Bernardo Simian is one of the best lawyers I have worked with. He has excellent technical skills and provides great advice on when to concede

Corporate/M&A		Corporate/M&A: The Elite	
Senior Statespeople		Leading Firms	
Senior Statespeople: distinguished older partners	Carey Jorge Carey *	Band 1	
Carey Jaime Carey *		Barros & Errázuriz Abogados	
Leading Individuals		Carey	
Star individuals	Band 5	Claro & Cía	
Eyzaguirre B. José María Claro & Cía	Abdala Hirane Ricardo Abdala & Cía (ORL) ◇	Band 2	
Band 1	Acuña Guillermo Carey *	Cariola Díez Pérez-Cotapos	
Guerrero Pablo Barros & Errázuriz Abogados *	Aninat Luis Alberto Aninat Abogados	Philippi Prietocarrizosa Ferrero DU & Uría	
Larraín Felipe Claro & Cía	Barros Cristián Barros & Errázuriz Abogados *	Band 3	
Ochagavía Rodrigo Claro & Cía	Barros Fernando Barros & Errázuriz Abogados *	Baker McKenzie Chile	
Valdés Salvador Carey *	Dalgalarrando H Felipe Dalgalarrando y Cía (ORL) ◇	Bofill Mir Abogados	
Band 2	Daroch Alejandra Carey *	CMS Carey & Allende	
Bofill Octavio Bofill Mir Abogados *	de Cárcer Fernando CMS Carey & Allende	Cuatrecasas	
Grebe Federico Philippi Prietocarrizosa Ferrero DU & Uría	Dulanto José Pablo NLD Abogados	Garrigues	
Guerrero V Roberto Cuatrecasas *	Edwards Alejandro Coeymans, Edwards, Poblete y Dittborn	Morales & Besa	
Illanes Francisco Javier Cariola Díez Pérez-Cotapos	Fernández Rodrigo Garrigues *	Prieto Abogados	
Simian Bernardo Barros & Errázuriz Abogados *	Herrera Cristián Cariola Díez Pérez-Cotapos		
Tagle Juan Prieto Abogados	Munro Jaime Baker McKenzie Chile		
Ugarte Francisco Carey *	Ravinet Macarena Cuatrecasas *		
Band 3	Salgado Marco DLA Piper Chile *		
Allende D Jorge CMS Carey & Allende	Schwencke Juan Pablo PAGBAM Schwencke Chile		
de Marchena Matías Claro & Cía	Silva Luis Fernando Silva Ibañez Abogados *		
Diban Michel Morales & Besa	Ugarte Jorge Carey *		
Eyzaguirre Cristián Carey *	Undurraga Pablo Atkinson Costabal Undurraga & Achurra		
Iacobelli Pablo Carey *	Vigil Jorge Barros, Silva, Varela & Vigil *		
Larraín Paulo NLD Abogados	Wilhelmy Juan Pablo Philippi Prietocarrizosa Ferrero DU		
Letelier Max Letelier & Núñez Abogados	Yávar Josefina Cuatrecasas *		
Merino Luis Felipe Garrigues *	Yuri Ana María Bofill Mir Abogados *		
Band 4	Up-and-coming individuals		
Álvarez Alejandro Alvarez Abogados (ORL) ◇	Gálvez César Guerrero Olivos *		
Besa Eugenio Morales & Besa	Kubick Tomás Cuatrecasas *		
Delaveau Gonzalo Honorato Delaveau	León Juan Claro & Cía		
Delpiano Jorge Guerrero Olivos *	Marinovic Lucas Barros & Errázuriz Abogados *		
Gorziglia Arnaldo Arteaga Gorziglia *	Mihovilovic Ariel Claro & Cía		
Larraín León Baker McKenzie Chile	Núñez Carrera David Letelier & Núñez Abogados		
Lembeye Jorge Lembeye Abogados	Poblete Arturo Coeymans, Edwards, Poblete y Dittborn		
Menichetti Carolina MBC Abogados	Saffie Andrea Cariola Díez Pérez-Cotapos		
Morales Guillermo Morales & Besa	Salas Benjamín MBC Abogados		
Varela Gerardo Cariola Díez Pérez-Cotapos	Associates to watch		
Zegers Matías DLA Piper Chile	Eyzaguirre Magdalena Coeymans, Edwards, Poblete		
	Rodríguez Constanza Philippi Prietocarrizosa Ferrero DU		

* Indicates individual with profile.

◇ (ORL) = Other Ranked Lawyer.

Alphabetical order within each band. Band 1 is highest.

or take risks in negotiations.” The same client adds: “He has an outstanding business sense.” Managing partner **Cristián Barros** (see p.173) is active handling corporate due diligence in Chile’s natural resources industry. He is well regarded by many market commentators, with one saying: “Cristián Barros is a very good lawyer and he is a pleasure to work with. He is also business-oriented.” Founding partner **Fernando Barros** (see p.173) is recognised by market observers for his outstanding experience handling corporate and tax-related mandates in Chile. One client comments: “Fernando Barros stands out for his experience and ability to handle complex operations, providing methodical advice to achieve results on time and according to the outlined plan.” Up-and-coming partner **Lucas Marinovic** (see p.181) earns noteworthy market compliments for playing a key role in corporate transactions hailing from the aviation and food service industries in Chile. A client points out: “Lucas Marinovic tackles difficult issues, and understands that time is essential for our business.”

Carey

What the team is known for Carey is a revered full-service powerhouse that possesses a highly skilled corporate department at the forefront of major transactions in Chile. The law firm enjoys a strong bench of renowned practitioners noted for advising leading multinational clients on cross-border M&A deals, including complex mergers, share purchase agreements, and divestitures. The legal team benefits from its extensive experience advising private equity funds on the structuring of investments. Carey also acts as a strategic partner for major companies, assisting with commercial alliances, such as joint ventures and company incorporations.

Strengths “Carey has a great combination of experienced lawyers and young talent. They are always willing to go the extra mile and deliver top-quality work, covering their clients’ needs.”

“Carey understands its clients’ requirements very well and has a superb sense of urgency.”

Work highlights Carey’s M&A lawyers advised Urbaser on its sale to Platinum Equity. The transaction was valued at around EUR3.5 billion.

Notable practitioners

Senior statesperson **Jaime Carey** (see p.174) is the managing partner at Carey. He enjoys solid market recognition for his longstanding experience in various legal domains, including the Chilean corporate arena. A market insider reports: “Jaime Carey is very experienced and remains active in highly strategic matters.” Senior statesperson **Jorge Carey** (see p.174) remains considered a key figure in the Chilean corporate market for his extensive career and influential involvement in the national legal industry. A legal observer says: “Jorge Carey’s reputation is undoubted.” Highly respected co-head of department **Salvador Valdés** (see p.188) is a highly trusted adviser for international and local investors operating in Chile. One market voice enthuses: “Salvador Valdés is a knowledgeable lawyer who is often involved in complex M&A transactions.” A client observes: “He has seniority and good judgement, and understands the commercial and operational aspects of our business. He is always willing to assist.” Esteemed partner **Francisco Ugarte** (see p.187) routinely represents clients from the financial services and manufacturing sectors in M&A transactions and joint venture agreements in Chile. One client reports: “Francisco Ugarte is capable of seeing the big picture. He is a key asset when making decisions and cooling down heated negotiations.” Partner **Cristián Eyzaguirre** (see p.176) is held in high esteem for his transactional know-how in the Chilean corporate/M&A arena. An appreciative client affirms: “Cristián Eyzaguirre pushes projects forward. He is very good, practical, and smart.” Another client recalls: “He is able to find solutions and common ground with the counterparty during negotiations.” Partner **Pablo Iacobelli** (see p.179) counsels significant clients in connection with acquisitions, joint ventures, due diligence, and corporate restructurings in Chile. An observer praises him, noting: “Pablo Iacobelli is someone who runs and sets teams up like nobody else. He understands and supports his clients.” **Guillermo Acuña** (see p.172) enters the rankings this year for his noted activity in the Chilean corporate and M&A arena. A client asserts: “Guillermo Acuña is an excellent lawyer who is always available, and is practical in his advice.” **Alejandra Daroch** (see p.175) enters the rankings this year after obtaining praise for her well-regarded practice in corporate and M&A matters across diverse Chilean industries. A client states: “Alejandra Daroch is capable of getting the big picture of a case in a very good way.” Another respondent comments: “She is a competent and responsive lawyer.” **Jorge Ugarte** (see p.187) joins the bands this year following robust client feed-

Corporate/M&A: Highly Regarded
Leading Firms
Band 1
DLA Piper Chile
Guerrero Olivos
Band 2
Arteaga Gorziglia
Coemans, Edwards, Poblete y Dittborn Abogados
Honorato Delaveau
NLD Abogados
Band 3
Aninat Abogados
Atkinson Costabal Undurraga & Achurra
Barros, Silva, Varela & Vigil
Clyde & Co Chile
Larrain y Asociados Abogados
Lembeye Abogados
Letelier & Núñez Abogados
MBC Abogados
PAGBAM Schwencke Chile
Russi & Eguiguren Quadrant
Silva Ibañez Abogados
Urenda, Rencoret, Orrego & Dörr
<i>Alphabetical order within each band. Band 1 is highest.</i>

back supporting his corporate practice in Chile. He is active handling acquisitions, joint ventures, and capital reductions. Clients remark: “Jorge Ugarte has a great capability to coordinate teams and understand our business and needs.”

Claro & Cía

What the team is known for Claro & Cía is a market-leading full-service firm that offers highly sophisticated expertise in corporate and M&A matters in Chile. The legal department routinely represents notable names from the aviation, energy, automotive, and food and beverage industries in high-profile corporate transactions, including takeovers, cross-border mergers, and exchange offers. The legal team is also well placed to advise clients on the sale of equity interests, tender offers for publicly listed companies, and corporate governance issues. Claro & Cía’s expertise further extends to the negotiation of commercial agreements and distribution strategies. Inversiones y Rentas is a new client win.

Strengths “Claro & Cía is extremely competent and knowledgeable. The lawyers have a very good strategic mindset not only for complex legal assessments, but also for long-term business opportunities and implications.”

“They live up to their reputation as a go-to transactional law firm. The lawyers know when and how to flag up relevant issues and come up with creative solutions.”

Work highlights Claro & Cía’s Santiago-based M&A lawyers represented State Grid International Development in the purchase of equity stakes in Compañía General de Electricidad from Naturgy. The deal was valued at EUR2.5 billion approximately.

Notable practitioners

Star individual **José María Eyzaguirre** continues to be a force in the Chilean corporate arena, and stands out for his handling of highly complex domestic and cross-border mandates in the aviation and mining industries. An interviewee confirms: “He is the best adviser to help with the most complex issues.” Another respondent comments: “José María Eyzaguirre is normally involved in the biggest M&A operations.” Distinguished practitioner **Felipe Larrain** is lauded by clients operating in the corporate and

M&A practice areas in Chile. He is particularly active handling transactions involving the food and beverage industry. One of his clients highlights: “Felipe Larrain is reachable, diligent, and has very good judgement.” Another interviewee enthuses: “He is a very trusted and responsive adviser.” Stellar partner **Rodrigo Ochagavía** enjoys a leading position in the Chilean corporate sphere, and routinely commands sophisticated transactions on behalf of Chilean and international companies across different industries. One peer recognises: “He is one of the best lawyers in Chile.” A client enthuses: “Rodrigo Ochagavía is a great negotiator and a very experienced M&A adviser.” Partner **Matías de Marchena** is skilled at assisting companies with M&A transactions and corporate mandates spanning the energy and food sectors in Chile. One market commentator affirms: “Matías de Marchena is brilliant, pragmatic, and emotionally intelligent.” Another observer notes: “It is easy to do business with him.” Up-and-coming partner **Juan León** is well regarded by clients and peers alike for his solid advisory on corporate and M&A matters in Chile. One market insider observes: “Juan León is a very amenable and competent lawyer, and he is easy to work with.” Up-and-coming practitioner **Ariel Mihovilovic** is active handling transactions involving the gas and energy sectors in Chile. He is held in high esteem by market commentators for his prowess in M&A and corporate matters. An observer says: “I have a good opinion of Ariel Mihovilovic’s practice.”

Band 2 Corporate/M&A: The Elite

Cariola Díez Pérez-Cotapos

What the team is known for Highly distinguished full-service firm Cariola Díez Pérez-Cotapos boasts significant expertise in corporate transactions in Chile. The legal team is retained by major multinationals acting as buyers and sellers to advise on highly sophisticated cross-border M&A transactions. Cariola Díez Pérez-Cotapos is also well placed to handle corporate restructurings, joint venture agreements, and divestments. Claro Chile, South32, and Gemini Investments are the law firm’s new notable client wins.

Strengths “Cariola is a strong firm with experience handling sophisticated cross-border matters. The team is relentless when meeting deadlines, is very responsive and provides a high level of service.”

Work highlights Cariola Díez Pérez-Cotapos advised South32 on the acquisition of a 45% interest in Chile’s Sierra Gorda copper mine. The deal was valued at approximately USD1.55 billion.

Notable practitioners

Experienced partner **Francisco Javier Illanes** remains a first port of call for crucial clients in need of support in complex cross-border corporate and M&A transactions in Chile. A client enthuses: “Francisco Javier Illanes has very solid professional and interpersonal skills. He possesses a great ability to identify customer needs and use soft skills in support of the negotiation.” Another client confirms: “Illanes’ negotiation skills make him stand out over other excellent lawyers with similar knowledge.” **Gerardo Varela** is active assisting clients with corporate mandates and M&A transactions in Chile. A client declares: “Gerardo Varela is an excellent lawyer and negotiator with clear commercial awareness.” Another market commentator remarks: “He is skilled and intelligent.” **Cristián Herrera** is known by market insiders

for his foothold in the Chilean corporate arena. One respondent affirms: “Cristián Herrera is detail-oriented and proactive when pursuing business solutions.” Another observer says: “He is knowledgeable and level-headed.” Up-and-coming partner **Andrea Saffie** comes into the ranking for the first time after receiving praise for her prowess handling transactional and corporate work in Chile. A client reports: “Andrea Saffie is always available, proactive, and quick at providing useful and objective advice. She understands the customer’s needs.”

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Prominent full-service firm Philippi Prietocarrizosa Ferrero DU & Uría is known for acting as counsel on high-value M&A transactions in Chile. The sophisticated team of lawyers boasts extensive experience assisting with joint ventures and shareholders’ agreements. The corporate department also represents clients in corporate reorganisations, including spin-offs, post-acquisition integrations, and asset divestments. Philippi Prietocarrizosa Ferrero DU & Uría routinely services clients from the financial, pharmaceutical, and technology industries. RWE Renewables Americas is a new client win.

Strengths “The team at Philippi Prietocarrizosa Ferrero DU & Uría is able to review, digest, and summarise complex legal matters into understandable components and decision points. The large and extremely professional department is always available to assist.”

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría advised Experian Group on the acquisition of a 67% controlling stake at Sinacofi.

Notable practitioners

Experienced partner **Federico Grebe** remains a go-to lawyer for his well-rounded M&A practice in Chile. He usually assists investors with high-value and cross-border corporate transactions in the financial sector. A client enthuses: “Federico Grebe is a very practical lawyer who writes complex documents in an understandable way.” Another market onlooker notes: “He is client-oriented and highly committed to the results of the process. He understands and keeps up with his clients’ needs and interests on an ongoing basis.” **Juan Pablo Wilhelmy** is active handling corporate mandates in Chile. He is esteemed by key clients, with one saying: “Juan Pablo Wilhelmy has a deep knowledge of our business and the industry. He knows how to support us under both normal and hard times.” Associate-to-watch **Constanza Rodríguez** focuses her practice on mergers and acquisitions, corporate restructuring, joint ventures, and corporate governance mandates in Chile. A client underlines: “Constanza Rodríguez has in-depth knowledge of corporate and M&A matters.”

Band 3 Corporate/M&A: The Elite

Baker McKenzie Chile

What the team is known for Highly regarded global firm Baker McKenzie offers solid services in the Chilean corporate arena. The legal department boasts expertise in handling cross-border M&A, tender offers, divestments, and corporate reorganisations, including post-acquisition integration and pre-transaction restructuring. Baker McKenzie is also well equipped to assist companies with their entry to the market in Chile. Ecopetrol, Virbac, and

KidZania are new incorporations into the law firm's roster of clients.

Strengths "Baker McKenzie's attention to detail, availability and devotion to our company is noteworthy. The lawyers partner with us to find creative solutions to problems, to defend the company's interests, and to close strategic deals."

Work highlights Baker McKenzie's corporate lawyers advised Ecopetrol on the Chilean aspects of its acquisition of a 51.4% stake in Interconexión Eléctrica.

Notable practitioners

León Larraín offers seasoned advice on M&A transactions and corporate mandates in Chile. He is especially focused on assisting clients from the banking and finance sphere. An interviewee states: "He is a great lawyer." A key client observes: "León Larraín is always available for important matters." **Jaime Munro** remains active handling transactional and non-transactional work in the Chilean corporate sphere. A peer praises: "Jaime Munro is knowledgeable and business-oriented. He is available to talk, find compromises and resolve issues. I have a very good opinion of him."

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados is a newly formed breakaway firm from Bofill Mir & Álvarez Jana Abogados. The legal team possesses a skilful corporate practice that benefits from its longstanding experience assisting clients from the mining, food and beverage, and agribusiness industries with mergers, acquisitions and divestitures. Bofill Mir Abogados' lawyers are also well placed to handle joint venture agreements, company registrations, and corporate restructurings, and boast additional expertise in share purchase agreements and corporate governance issues.

Strengths "Bofill Mir Abogados' lawyers can easily handle complex matters. They always mitigate risks and make good and clear plans to solve problems and close transactions."

Work highlights Bofill Mir Abogados' Santiago-based corporate team advised Cintac on the acquisition of shares in Promet Servicios and Promet Montajes.

Notable practitioners

Well-reputed partner **Octavio Bofill** (see p.173) has an established practice in Chile's M&A and corporate fields. One client enthuses: "I have worked with Octavio Bofill on some of the most complex transactions. He is a great negotiator and adviser, and he also has a tremendous business sense." Another market insider adds: "Octavio Bofill is a brilliant and very experienced lawyer. He is able to deal with complex situations in a natural way, without losing his temper but still remaining firm on his convictions." **Ana María Yuri** (see p.189) caters to real estate clients with mergers and acquisitions and general corporate matters in Chile. An appreciative client reports: "I have been working with Ana María Yuri for many years, and she has very strong business acumen and a great team supporting her. She is very responsive."

CMS Carey & Allende

What the team is known for CMS Carey & Allende possesses an established team that represents clients in a variety of transactional mandates in Chile. Its lawyers provide expert advice to international and Chilean clients on acquisitions and divestments in the telecommunications, energy, and casino and

gambling industries. CMS Carey & Allende is also well placed to assist companies with corporate reorganisations and the structuring of private investments. Comercializadora Maquipun Chile, Plaskolite, and CB Investments are among the law firm's new client wins.

Strengths "CMS Carey & Allende stands out for the experience and outstanding track record of its young and talented partners. They are always available to help."

Work highlights CMS Carey & Allende advised KKR on the acquisition of a 60% majority stake in Telefónica Chile's fibre-optic network. The deal was valued at USD1 billion.

Notable practitioners

Partner **Jorge Allende** earns remarkable plaudits for handling complex and high-profile M&A transactions in Chile. One complimentary client reports in detail: "Jorge Allende has a unique combination of great commercial awareness with extensive legal knowledge. I trust him for all kinds of negotiations, and he is always available to help. He is definitely a great corporate lawyer in the Chilean market." **Fernando de Cárcer** joins the rankings this year following solid support from players in the Chilean corporate market. He is active handling both transactional and non-transactional matters for important players in the energy and financial fields. A client says: "Fernando de Cárcer is extraordinary at leading negotiations. He showcases very assertive interventions."

Cuatrecasas

What the team is known for Cuatrecasas is a highly renowned international law firm that possesses a noted corporate practice in Chile. The experienced team of legal practitioners offers expertise in cross-border mergers and acquisitions, distressed M&A, corporate restructurings, and joint ventures. The law firm services a roster of significant international clients operating in the energy, IT, and construction and infrastructure sectors. Gasco and Abastible count as Cuatrecasas' new client wins.

Strengths "The reason we always return to Cuatrecasas is because the lawyers understand our business very well and are excellent at dealing with commercial matters. They also prove to be experienced, and their knowledge is top notch."

Work highlights Cuatrecasas advised Naturgy on the sale of Compañía General de Electricidad to State Grid International Development through a tender offer. The deal was valued at USD3 billion approximately.

Notable practitioners

Experienced partner **Roberto Guerrero** (see p.178) comes highly recommended for his ability to command M&A and corporate mandates in Chile. A client says: "Roberto Guerrero is the head of the legal team and we always rely on him in all our matters. He is an exceptional and well-rounded lawyer who has extensive connections in the market." Another interviewee adds: "He is very quick-witted and sharp in negotiations." **Macarena Ravinet** (see p.184) maintains a solid market reputation for her involvement in complex high-value transactions in Chile. Many legal observers express respect for Macarena's active work in corporate matters, with one highlighting: "Macarena Ravinet is a very good lawyer." **Josefina Yávar** (see p.188) benefits from a strong track record of M&A transactions in Chile. She is also noted her solid venture capitals practice. One client emphasises: "Josefina Yávar is a very reliable, intelligent, and

thorough lawyer. She can handle difficult matters with a natural approach, and is very good at convincing counterparties." Up-and-coming partner **Tomás Kubick** (see p.179) garners robust support for his busy practice in mergers and acquisitions and corporate mandates in Chile. A client comments: "Tomás Kubick helps us in connection to M&A transactions. He possesses deep knowledge and provides practical solutions."

Garrigues

What the team is known for Garrigues is a noted international firm that offers extensive experience advising notable names from the energy, infrastructure, retail, and fintech sectors on cross-border M&A transactions, asset divestments, and corporate reorganisations in Chile. The legal department offers additional expertise in assisting clients with joint venture agreements and company incorporations. Garrigues' new client wins include Rentas Patio X and Nala Renewables.

Strengths "Garrigues has a strong level of integrity and thoroughness against a backdrop of commercial awareness. The team is considerate and thoughtful on complex matters ensuring that all risks are evaluated."

Work highlights Garrigues' corporate department advised Arroyo Energy and Arroyo Energy Investment Partners on the acquisition of Gasmar, a Chilean liquefied petroleum gas company.

Notable practitioners

Respected partner **Luis Felipe Merino** (see p.181) routinely advises clients on M&A deals, most notably in the Chilean oil and gas and energy sectors. He is held in high esteem by peers, with one commenting: "He is a person who digs deeply into the matters and proposes very well-developed ideas." Another legal observer says: "Luis Felipe Merino has a very good character and supports his clients very well." **Rodrigo Fernández** (see p.177) enters the rankings this year after getting remarkable client support for his solid M&A activity and expertise in the Chilean energy industry. Interviewees comment: "Rodrigo Fernández goes above and beyond for his clients and has been instrumental in managing several of the risk-related issues on our transaction with a deep sense of pragmatism."

Morales & Besa

What the team is known for Respected full-service firm Morales & Besa is frequently retained by significant companies to assist with cross-border and Chilean M&A transactions across several industries, such as energy, mining, technology, and food and beverages. The legal team is also experienced advising local companies and foreign investors on corporate restructuring mandates.

Strengths "Morales & Besa undertakes complex and sophisticated issues in accurate, innovative and in-depth ways, giving us answers that are easy to understand. The team is experienced, disciplined, and is accessible to clients."

Work highlights Morales & Besa advised Mitsubishi Materials Corporation, as local Chilean counsel, in the USD263 million acquisition of a 30% interest in the Mantoverde copper mine, located in the Atacama Region.

Notable practitioners

Esteemed partner **Michel Diban** brings solid expertise in mergers and acquisitions in Chile, most notably in the energy industry. One market commentator endorses his corporate expertise, saying:

"Michel Diban has great commercial awareness and tremendous negotiation skills. He has led complex negotiations providing critical advice." Respected co-founder **Eugenio Besa** offers clients seasoned advice on M&A and joint ventures in the energy, software, and fintech sectors. Market voices recognise him as an excellent lawyer in the Chilean corporate field. Experienced partner **Guillermo Morales** is one of the co-founders of Morales & Besa and enjoys longstanding experience handling corporate matters in Chile. He remains as a well-regarded figure among his peers.

Prieto Abogados

What the team is known for Prieto Abogados fields a renowned Chilean legal department that possesses a strong corporate practice which is active representing leading multinationals from the energy, retail, and insurance industries in transactional and day-to-day corporate mandates in Chile. The legal division regularly assists with the structuring of acquisitions and divestitures and joint venture agreements. Its lawyers also advise clients on the acquisition of controlling stakes in companies. Prieto Abogados' new client wins include DispatchTrack and Paysafe.

Strengths "Prieto Abogados has a solid corporate and regulatory practice. The lawyers are practical and efficient when completing the requested work. The team is very responsive and helpful."

Work highlights Prieto Abogados assisted the Chilean Asociación de Bancos e Instituciones Financieras with the sale of 67% of its share ownership in Sinacofi Buró de Crédito to Experian. The matter was worth USD90 million approximately.

Notable practitioners

Well-reputed partner **Juan Tagle** remains as a go-to figure when it comes to handling complex M&A transactions and corporate mandates in Chile. His clientele includes financial services providers, power transmission companies, and manufacturers and distributors of electronic products. One interviewee states: "Juan Tagle always provides us with great support in M&A transactions." Another market onlooker emphasises: "He gives high-level advice."

Band 1 Corporate/M&A: Highly Regarded

DLA Piper Chile

What the team is known for DLA Piper LLP is a well-known international law firm that enjoys a strong reputation for representing buyers and sellers in M&A transactions in the Chilean market. The legal team is frequently retained by companies from the energy and technology fields, and is well versed in the structuring of foreign investments and shareholder agreements. DLA Piper LLP also advises on public bidding processes. Beetrack is a new addition to the firm's client roster.

Strengths "DLA Piper LLP offers specific solutions to our needs. They know our company, our objectives and our challenges very well." "The legal team's service levels and responsiveness are truly amazing."

Work highlights DLA Piper LLP's corporate/M&A department advised CarbonFree Chile on the acquisition of numerous special purpose vehicles for the development of projects in the Chilean energy and natural resources sector.

Notable practitioners

Partner **Matías Zegers** is well-versed in corporate governance and transactional matters in Chile. He additionally boasts an acclaimed practice in the venture capital space. One client endorses him, saying: "I very much highlight Matías Zegers' knowledge and experience in corporate matters." **Marco Salgado** (see p.185) enters the rankings this year after being recognised for his practice in corporate matters in Chile. One client values his commercial awareness, commenting: "Marco Salgado is always thinking about how to improve our business."

Guerrero Olivos

What the team is known for Guerrero Olivos possesses an experienced corporate department that frequently advises energy and retail clients on the sale and purchase of majority and minority equity stakes. The legal team is also retained by a sizeable client base to provide counsel on corporate restructuring and joint venture agreements. FLSmith, Buk, and Copenhagen Infrastructure Partners are Guerrero Olivos' new client wins.

Strengths "Guerrero Olivos' commercial know-how is strong. The department has one-of-a-kind senior partners and a strong supportive team. The lawyers are fast, precise, and very meticulous in regards to closing deals efficiently."

"The legal team is always readily available and able to assist on any question that arises during transactions."

Work highlights Guerrero Olivos' M&A team advised Telefónica Chile on the acquisition of a 20% stake in Nabiax. The deal was worth approximately USD120 million.

Notable practitioners

Seasoned partner **Jorge Delpiano** (see p.176) remains active in the Chilean corporate and M&A arena. He mostly oversees acquisition of corporate assets and shares, due diligence processes, and general corporate mandates. One client reports: "Jorge Delpiano always participates in complex and high-stake meetings and has good commercial awareness. He is also a team leader." Up-and-coming partner **César Gálvez** (see p.177) is recognised here for the first time after receiving plaudits from clients and peers alike. He is particularly active handling M&A transactions involving the TMT and energy sectors in Chile. A client says: "César Gálvez is always available and gives good advice to put the project in motion."

Band 2 Corporate/M&A: Highly Regarded

Arteaga | Gorziglia

What the team is known for Arteaga | Gorziglia has a well-known name in the Chilean corporate arena. The legal department is frequently retained by private investment funds and multinational companies hailing from the retail, energy, and agricultural industries to handle M&A, capital increases, corporate reorganisations, and joint ventures. Abu Dhabi Investment Council and China Southern Power Grid are new notable client wins.

Strengths "Arteaga | Gorziglia showcases a real Chilean expertise, enabling us to gain leverage for our investment."

Work highlights Arteaga | Gorziglia's corporate team advised the Abu Dhabi Investment Council on the acquisition of an indirect participation in the Gasmar LPG terminal project, in Quintero.

Notable practitioners

Head of the corporate practice **Arnaldo Gorziglia**

(see p.178) is well-versed in M&A transactions, restructurings, and other corporate mandates in Chile. One client comments: "Arnaldo Gorziglia is a very good professional with an adequate technical and commercial focus."

Coeymans, Edwards, Poblete y Dittborn Abogados

What the team is known for Coeymans, Edwards, Poblete y Dittborn Abogados has a solid corporate department that is frequently called upon by clients from the energy, real estate, infrastructure, and agriculture industries in Chile. The legal department is frequently sought out to provide counsel on joint venture agreements and restructuring mandates. The law firm is also experienced in M&A transactions involving spin-offs and carve-outs. Quest Capital and Inversiones Maihue are new client wins.

Strengths "Coeymans, Edwards, Poblete y Dittborn Abogados is a very well-prepared team of young lawyers who support clients closely. They know the Chilean market very well and are business-oriented."

Work highlights Coeymans, Edwards, Poblete y Dittborn Abogados advised Algramo on a corporate restructuring mandate that involves its market expansion from Chile to the USA.

Notable practitioners

Partner **Alejandro Edwards** joins the corporate/M&A ranking after garnering respect for his strong practice in Chile. One client singles him out positively: "Alejandro Edwards is definitely a great business partner. He is always ready to address any request and changes of heart." Up-and-coming partner **Arturo Poblete** enters the rankings following noteworthy plaudits from clients and peers alike for his skills in the Chilean corporate space. One interviewee reports: "Arturo Poblete is a very strong negotiator and gives spot-on legal advice when needed." Associate-to-watch **Magdalena Eyzaguirre** is recognised by clients for her important role in M&A transactions in Chile. One client says: "Magdalena Eyzaguirre is responsive and agile. She is reliable and we can always count on her good judgement and skills for sophisticated M&A matters."

Honorato Delaveau

What the team is known for Honorato Delaveau houses a solid corporate practice group that advises Chilean and international clients on M&A transactions. The legal team offers additional expertise in assisting clients with corporate reorganisations, regulatory compliance, and the establishment of operations in Chile. Honorato Delaveau is active across various industries, especially energy, real estate, construction, and fintech.

Strengths "The team at Honorato Delaveau is highly competent, and it has very committed staff. The lawyers always respond rapidly, and we are very satisfied with their service."

Work highlights Honorato Delaveau's Santiago-based lawyers advised EDF Renewables on corporate governance mandates.

Notable practitioners

Gonzalo Delaveau possesses extensive experience in M&A transactions across Chilean industries. Clients affirm: "Gonzalo Delaveau is a very experienced lawyer. He is able to cover all the topics very well, so we feel very supported in the different aspects and situations that we deal with."

NLD Abogados

What the team is known for NLD Abogados is a well-known corporate and transactional firm that offers expertise in both Chilean and cross-border M&A mandates. The legal team is also adept at assisting with restructuring and general corporate matters. Emergent Cold is a new incorporation into NLD Abogados' client roster.

Strengths "NLD Abogados has always been very approachable, clear and solid in answering and explaining complex matters. The lawyers are fast and reliable."

Work highlights NLD Abogados' corporate lawyers advised Waterlogic on the Chilean aspects of its acquisition of Quality Water Service and Quality Coffee Service.

Notable practitioners

Respected partner **Paulo Larrain** focuses on M&A transactions in Chile. One of his key clients says: "He is an excellent and experienced transactional lawyer." A legal observer states: "Paulo Larrain is accessible and is always up to date with all the matters. He has good judgement, is objective, and is highly knowledgeable of the Chilean market." **José Pablo Dulanto** remains active in the Chilean corporate sphere. One client singles him out: "José Pablo Dulanto is an excellent lawyer. He shows great commitment and availability, as well as experience and a good network of contacts."

Band 3 Corporate/M&A: Highly Regarded

Aninat Abogados

What the team is known for Aninat Abogados is a strong mid-market player in the Chilean corporate field. The legal team provides expert advice to a roster of companies and investors from the automotive, mining, and real estate sectors on broad-ranging corporate and M&A matters. Aninat Abogados is also experienced in assisting clients with joint ventures. Inversiones Alkasa, Kavak, and Zig-Zag are new client wins.

Strengths "Aninat Abogados has a practical understanding of the matters, going beyond their theoretical implications. The lawyers are able to propose new business-oriented ideas for their clients."

Work highlights Aninat Abogados' Santiago-based corporate team advised Inversiones y Comercio Eurofrance on its USD30 million merger with Mundo Crédito.

Notable practitioners

Founding partner **Luis Alberto Aninat** comes recommended for his extensive experience in the Chilean corporate arena. One of his clients attests: "Luis Alberto Aninat has vast experience as a lawyer, which is noticeable when it comes to facing complex issues with a commercial and practical perspective."

Atkinson Costabal Undurraga & Achurra

What the team is known for Atkinson Costabal Undurraga & Achurra benefits from a well-regarded team of transactional and corporate lawyers in Chile. The practice group regularly handles M&A transactions and general corporate mandates for notable mid-market clients. The law firm can claim Rockville Capital as a new client win.

Strengths "Atkinson Costabal Undurraga & Achurra is always involved in the details and knows the legislation very well. The team thoroughly knows our commercial operations and add value in the process."

Work highlights Atkinson Costabal Undurraga & Achurra's corporate team advised Fondo de Inversión SaaS HR in the acquisition of a 65% stake in Talana, a Chilean start-up. The matter was worth approximately USD12 million.

Notable practitioners

Pablo Undurraga remains an active name in Chile's corporate and M&A sphere. A client comments: "Pablo Undurraga works very hard and goes into detail." Another observer says: "He is very professional and fast to deliver the requested work."

Barros, Silva, Varela & Vigil

What the team is known for Barros, Silva, Varela & Vigil houses a solid corporate practice group that is able to assist with complex transactional and non-transactional matters. The legal team is experienced at handling M&A, reorganisations, corporate governance, and day-to-day corporate work. Barros, Silva, Varela & Vigil caters to clients hailing from a wide range of sectors in Chile, especially energy and real estate. Aguas y Riles is a new client win.

Strengths "They are able to seamlessly translate Chilean law requirements into transaction-appropriate structures."

Work highlights Barros, Silva, Varela & Vigil advised Lemuy Group on the USD10 million acquisition of 80% of the shares of Demarka.

Notable practitioners

Jorge Vigil (see p.188) enters the bands this year after obtaining significant recognition from clients and peers alike for his prowess on corporate and M&A matters in Chile. A client declares: "Jorge Vigil is very creative and stands out for his ability to understand commercial issues and address them with a legal lens."

Clyde & Co Chile

What the team is known for Clyde & Co Chile is an experienced market player in M&A transactions for domestic and foreign clients operating in Chile. The legal team is often seen handling matters such as corporate reorganisations, divestments, and share acquisitions. The law firm is active on an array of industries, such as insurance, agriculture, mining, and retail, among others. Cran Chile is a new client win.

Strengths "They are very diligent, knowledgeable, and deal focused. Their response rate is great and their service is excellent."

Work highlights Clyde & Co Chile represented Cran Chile in the sale of the Chilean company Agrícola Cran Chile Limitada to the Ontario Teachers' Pension Plan. The deal was valued at USD120 million.

Notable practitioners

Franco Acchiardo is the key client contact.

Larrain y Asociados Abogados

What the team is known for Well-reputed firm Larrain y Asociados Abogados is known for its service assisting clients with a variety of corporate matters, such as M&A transactions, joint ventures, corporate governance, and company incorporations in Chile. The legal team is also experienced handling regulatory mandates. Larrain y Asociados Abogados frequently represents clients hailing from the Chilean energy and mining sectors. Creation Investments is a new client win.

Strengths "Larrain y Asociados Abogados is able to understand sophisticated legal and sector-specific topics. The team members are very responsive and

committed to providing a good client service."

Work highlights Larrain y Asociados Abogados' corporate team advised Creation Investments on the subscription agreement of 26% of AVLA and on the related shareholders' agreements. The deal was valued at USD20 million.

Notable practitioners

Arturo Bulnes and Jorge Granic are the key client contacts.

Lembeye Abogados

What the team is known for Lembeye Abogados is well-versed in advising corporate clients on acquisitions and sales of minority stakes, restructurings, and general corporate mandates. The legal team is routinely called upon by clients hailing from significant industries in Chile, such as mining, energy, and infrastructure. IBM, Corporación Ciudades, and Summit Nanotech are among Lembeye Abogados' new client wins.

Strengths "Lembeye Abogados provides excellent value for money. I always feel that I receive more than what I expect from the department. The lawyers make a great team with in-depth knowledge of the issues."

Work highlights Lembeye Abogados advised Corporación Ciudades on corporate governance mandates in Chile.

Notable practitioners

Partner **Jorge Lembeye** has a name in the Chilean corporate sphere. He is highly active in the market assisting clients with share purchase agreements and corporate governance matters. One client enthuses: "Jorge Lembeye is an excellent professional. He has magnificent analytical skills and quickly understands our needs."

Letelier & Núñez Abogados

What the team is known for Letelier & Núñez Abogados is a boutique firm that has a noted corporate practice group that is active in the Chilean market. The lawyers are well equipped to advise on domestic and cross-border corporate restructuring matters, and boast additional expertise in corporate governance and commercial contracts. Letelier & Núñez Abogados' clientele hails from the manufacturing, hospitality, and food and beverage sectors. Itasol is a new client win.

Strengths "Letelier & Núñez Abogados' team members are very proactive and easy to reach."

Work highlights Letelier & Núñez Abogados advised Chilean biometric identification software developer TOC Biometrics on corporate structuring matters and its market expansion to other Latin American countries.

Notable practitioners

Max Letelier uses his sizeable legal experience to advise a key roster of clients on corporate reorganisations, corporate governance, and contractual matters in Chile. An appreciative client states: "Max Letelier is like a bible. When you have a doubt that you think is new, Max Letelier has already solved it years ago. He resolves your doubts immediately, drawing on the certainty of his experience." Up-and-coming partner **David Núñez Carrera** is skilled at handling an array of transactional and corporate matters in Chile. He is greatly appreciated by clients, with one highlighting: "David Núñez Carrera is extremely meticulous, detail-oriented, and boasts a strategic business perspective."

MBC Abogados

What the team is known for MBC Abogados benefits from a dynamic corporate department that is known for representing key clients in share purchase and sale agreements. The group of expert lawyers offers expertise in shareholders' agreements and capital increases. MBC Abogados is routinely retained by companies from the real estate sector.

Strengths *"The team at MBC Abogados is amazing, always available, and very proactive. The partners are deeply involved in the work."*

Work highlights MBC Abogados' corporate department advised Grupo Patio on a capital increase of USD100 million.

Notable practitioners

Carolina Menichetti is adept at handling M&A and corporate matters in Chile. One of her clients extols: *"Carolina Menichetti is a very approachable person. She is 100% involved in the deals we have worked on. She delivers not only what is asked of her, but also adds value with new ideas and approaches."* Up-and-coming partner **Benjamín Salas** is highly active handling corporate mandates in Chile. A client praises: *"Benjamín Salas manages legal matters with ease, and has an ability to see the bigger picture as not many people do."*

PAGBAM Schwencke Chile

What the team is known for Pérez Alati, Grondona, Benites & Arntsen is an active regional firm frequently retained by local and international companies to assist them with commercial contracts, corporate restructuring, and acquisitions of minority and majority equity stakes in Chile. Glade Brook is a new client win.

Strengths *"Pérez Alati, Grondona, Benites & Arntsen's lawyers have an extremely keen commercial sense, and they are in tune with their clients' strategies. Their value for money is the best, no question about it."*

Work highlights Pérez Alati, Grondona, Benites & Arntsen's Santiago-based M&A department assisted Apax Partners with an FDI review regarding the acquisition of assets from Lloyd's of London in Chile.

Notable practitioners

Juan Pablo Schwencke receives plaudits from clients for his proficiency in corporate restructurings in Chile. An interviewee affirms: *"Juan Pablo Schwencke is experienced and capable of making you see things from different angles."* One peers notes: *"He does have powerful commercial skills."*

Russi & Eguiguren | Quadrant

What the team is known for Russi & Eguiguren | Quadrant focuses on assisting mid-market players with general corporate mandates and restructurings in Chile. The legal department is also well versed in advising clients on cross-border and Chilean M&A transactions. Russi & Eguiguren | Quadrant is particularly active in the mining, aviation, and film industries.

Strengths *"They are able to answer your questions in a timely manner, and are very efficient and customer-oriented. They know what is going on in the market, what other companies are doing, and are on top of recent law changes."*

Work highlights Russi & Eguiguren | Quadrant advised Aviasur on general corporate matters in Chile.

Notable practitioners

Carlos Russi, Alberto Eguiguren, and José Miguel Sanhueza are the key client contacts.

Silva Ibañez Abogados

What the team is known for Silva Ibañez Abogados houses a dynamic corporate practice group with an experienced bench that is well placed to advise clients from Chile's energy, real estate, and education sectors on M&A transactions, foreign investment, and corporate governance mandates. The legal team showcases additional expertise in joint ventures and shareholders' agreements.

Strengths *"The experience and leadership of Silva Ibañez Abogados give us tranquillity and certainty during complex and sensitive negotiations for our business."*

Work highlights Silva Ibañez Abogados' Santiago-based corporate lawyers represented Atacama Invest in the merger of Fondo de Inversión Privado RH IV with Ameris Atacama Renta Residencial Fondo de Inversión.

Notable practitioners

Luis Fernando Silva (see p.186) assists clients with broad-ranging corporate matters across the real estate, banking and finance, and projects sectors in Chile. One client says: *"Luis Fernando Silva is an outstanding lawyer who is committed with his clients, and is extremely thorough and rigorous."*

Urenda, Rencoret, Orrego & Dörr

What the team is known for Well-known law firm Urenda, Rencoret, Orrego & Dörr is active advising clients from the energy, mining, and real estate spheres on M&A transactions and their entry to the Chilean market. The corporate legal team offers additional expertise assisting with joint ventures and the negotiation of commercial contracts and corporate mandates such as capital increases.

Strengths *"Urenda, Rencoret, Orrego & Dörr's work is really good, as its lawyers are like our partners in Chile. They provide great client service."*

Work highlights Urenda, Rencoret, Orrego & Dörr advised Banco de Chile, Scotiabank Chile, BCI, Itaú Corpbanca, BancoEstado and Nexus on the sale of 100% of the shares of Nexus to Indra.

Notable practitioners

The key client contacts are Nicholas Mocarquer, Gonzalo Rencoret, Sergio Orrego and Felipe Rencoret.

Other Ranked Lawyers

Ricardo Abdala Hirane possesses longstanding experience in corporate matters and is highly active in Chile's mid-market space. A client says: *"Ricardo Abdala Hirane is a very charming, intelligent, and charismatic leader, and I always enjoy hearing what he has to say."*

Alejandro Álvarez is acknowledged by market voices for his established corporate practice in Chile. An interviewee reports: *"Alejandro Álvarez provides comprehensive advice on corporate and strategic matters of our company. He is experienced and his technical capability is high."*

Felipe Dalgarrando is well regarded by clients and peers alike for his knowledge and skills applicable to transactional and corporate matters in Chile. A client enthuses: *"Felipe Dalgarrando is a good lawyer we have worked with in Chile. He is very professional and trilingual, which facilitates exchanges and trust."*

CHILE: An Introduction to Dispute Resolution: White-Collar Crime

Contributed by Bofill Escobar Silva Abogados

New regulation on cybercrime and corporate crime prevention

Jorge Bofill and César Ramos

The phenomenon of cybercrime has become increasingly prominent given the expansion of information technology. As communications and economic processes have been redefined by technology, IT has been transformed into a space of innovation where new developments coexist with new criminal phenomena, which have led to risks for new and “classic” legal assets, such as privacy, patrimony and business secrecy.

Law No. 19,223 faced the phenomenon of cybercrime at an early stage in 1993, sanctioning “computer sabotage” as well as “computer espionage.” Nonetheless, after a few years, this regulation showed defects and inadequacies. Law No. 19,223, oriented preferably to the protection of the computer system and the information contained therein, was an insufficient tool in the face of the illicit use of technology for deceptive purposes, to favour, for example, unlawful enrichment. That is the case with the constituent conducts of phishing, which could doubtfully be included in the regulation of financial frauds grouped under the traditional concept of fraud. This crime requires a financial disposition of the deceived subject, which, by definition, does not occur when what is delivered are the access codes that allow the illicit acquisition of money.

This regulatory inadequacy became irreversibly evident in contrast to the 2001 Council of Europe Convention on Cybercrime (Budapest Convention). Chile ratified the Budapest Convention in 2017, agreeing to modify the current legislation to comply with its provisions. In that convention, signatory countries adopted definitions that highlighted the absence of rules covering conducts whose incrimination was necessary, from the perspective of protecting the confidentiality, integrity and availability of data and computer systems and for the adoption of suitable measures to enable effective investigation of offences. The aforementioned is especially important considering the transnational nature of these conducts and the need for the international coordination of policies against cybercrime.

Cyber criminality has shown a significant increase in the last few years. According to the data issued by the Investigative Police of Chile (*Policía de Investigaciones*), there was a 30% (in the case of frauds) to 45% (in case of computer sabotage) increase rate in 2021. Those are the same increase rate figures as those sustained since the confinement policies implemented related to the COVID-19 pandemic in March, 2020. This scenario reflects the increase in economic transactions via the internet and the use of IT platforms as a means of registry and transfer of information.

Said figures account for the obsolescence of regulation, which was unable to respond adequately to a criminal phenomenon – computer fraud – that showed exponential growth.

The regulation’s vulnerability also became evident in the face of media cases that harnessed the attention of public opinion. In September, 2020, Banco Estado – the governmental bank – was a victim of cyberattack consisting of the introduction of malware in its systems. This event forced the closure of the bank’s branches and the later intervention of the government and Congress in the process of determining responsibilities.

In this context, the recent publication of Law No. 21,459 June 20, 2022, constitutes an important innovation. Said law, which revoked Law No. 19,223 in order to comply with the Budapest Convention,

regulates various conducts grouped under the name of “computer crimes.” This definition includes not only conducts that, to some extent, were close to those already regulated, such as attacks on the integrity of a computer system (Article 1); or on the data contained in it (Article 4); unlawful accesses to the system, whether or not carried out with the intention of seizing or using the information (Article 2) and the disclosure of information accessed unlawfully (Article 2). It also punishes conducts whose criminal relevance constitutes a novelty compared to the previous law, such as the falsification of computer data (Article 5); the receiving of computer data, understood as the commercialisation, transfer or storage of such data, when they originate from intercepted access or computer falsifications (Article 6); computer fraud, i.e. the financial damage caused by manipulation of a computer system (Article 7); and the abuse of devices for the perpetration of computer crimes (Article 8).

Law No. 21,459 not only innovates and perfects the description of the incriminated conducts, but also introduces the criminal liability of legal entities regarding cybercrime. Indeed, Article 21 of Law No. 21,459 introduces amendments to Law No. 20,393, incorporating “computer crimes” into the catalogue of offences that cause this kind of criminal liability.

This modification introduces a substantial change in corporate practices, in the framework of the implementation of effective corporate compliance policies. Law No. 20,393 adopted a model in which the company’s liability is attributed when the commission of the offence is a consequence of a breach of its management and supervision duties. The law also understands that such duties are fulfilled when a crime prevention model is implemented. Therefore, there is an indisputable guideline for the organisation of the legal entity, orienting it towards the prevention and exclusion of risks associated with the commission of certain offences, described exhaustively in the law.

In this context, there are two key issues in order to anticipate changes regarding corporate compliance, linked to the regulation of cybercrime. On the one hand, the wide diversity of punishable conducts, in a context in which business information is transmitted and safeguarded in technological media, guides the design of prevention models towards the exclusion or reduction of punitive risks associated with the recording, safeguarding and use of information within the organisation. In this sense, both access to external computer systems and adequate control of data, whether or not emanating from the organisation, are essential aspects that prevention models should consider and evaluate among their punitive risks, in order to effectively prevent the commission of crimes.

On the other hand, regarding future investigations under the new law, it is essential to establish systems of control and access to information, in order to show that the supervision systems are suitable for preventing crimes. In the event that they have been committed, the company can adopt ex post facto measures. Said measures must contribute to the investigation and prosecution of those responsible, excluding the benefit of the legal entity and effectively adopting the necessary measures for the recognition of mitigating circumstances due to cooperation or the exemption from criminal liability due to adjustments to the model that have an impact on its preventive effectiveness.

In a context in which the adequate use of investigative tools by the prosecuting entities urgently requires further improvement and train-

ing, legal entities will be the ones that will have to take the necessary measures regarding the proper safekeeping and control of information and crime prevention.

As a result, the legal reform of cybercrime will have an irreversible impact on corporate compliance policies. However, the challenge re-

lies not only upon prosecutors and police departments in charge of criminal prosecution. Legal entities will have to implement new policies of supervision and control, adapting their corporate actions and processes to the new law from a cybersecurity perspective.

Dispute Resolution

Dispute Resolution: White-Collar Crime	Dispute Resolution: Litigation	Dispute Resolution: Litigation
Leading Firms	Leading Firms	Senior Statespeople
Band 1	Band 1	Senior Statespeople: distinguished older partners
Bofill Escobar Silva Abogados	Claro & Cía	Eyzaguirre García José María Claro & Cía
López Escobar Del Río Leiva	Gutiérrez, Waugh, Jimeno & Asenjo	Ortúzar Álvaro Ortúzar, Vergara & Boetsch Abogados
Band 2	Band 2	Leading Individuals
Albagli Zaliasnik	Carey	Band 1
Bascuñán Barra Awad Contreras Schürmann	Cariola Díez Pérez-Cotapos	Bulnes Felipe Bulnes, Urrutia & Bustamante
Band 3	Ortúzar, Vergara & Boetsch Abogados	Eyzaguirre Cristóbal Claro & Cía
Balbontín, Linazasoro y Cía	Band 3	Gutiérrez Pedro Pablo Gutiérrez, Waugh, Jimeno & Asenjo
Balmaceda, Cox y Piña Abogados	Baker McKenzie Chile	Band 2
Harasic y Barros	Barros & Errázuriz Abogados	Correa Juan Ignacio Correa Squella
Ortiz & Cía	Bofill Escobar Silva Abogados	Labarca Raimundo Vergara, Labarca, Parodi Abogados *
Rivadeneira Colombara y Zegers	Bulnes, Urrutia & Bustamante	Band 3
Senior Statespeople	Gandarillas, Montt, Del Río	Alcalde Enrique Marinovic & Alcalde Abogados (ORL) ◇
Senior Statespeople: distinguished older partners	Rodríguez Vergara & Compania	Bernales Florencio Cariola Díez Pérez-Cotapos
Harasic Davor Harasic y Barros	Vergara, Labarca, Parodi Abogados	Boetsch Cristián Ortúzar, Vergara & Boetsch Abogados
Leading Individuals	Band 4	Bofill Jorge Bofill Escobar Silva Abogados
Band 1	Correa Squella	Díaz de Valdés Rodrigo Baker McKenzie Chile
Bofill Jorge Bofill Escobar Silva Abogados	Garrigues	Fernández Gonzalo Carey *
López Julián López Escobar Del Río Leiva *	Ovalle & Bulnes Abogados	Gandarillas Cristián Gandarillas, Montt, Del Río
Band 2	Pellegrini & Rencoret	Luco Nicolás Claro & Cía
Acosta Juan Domingo Acosta & Cía. (ORL) ◇		Montt Paulo Gandarillas, Montt, Del Río
Zaliasnik Gabriel Albagli Zaliasnik		Van Der Schraff Mónica Garrigues *
Band 3		Vial Jorge Philipp Prietocarrizosa Ferrero DU & Uría
Balbontín Gubbins Carlos Balbontín, Linazasoro y Cía		Band 4
Chaves P Miguel Chaves Abogados (ORL) ◇		Asenjo Cheyre Juan Francisco Gutiérrez, Waugh, Jimeno
Donoso Boassi Samuel Donoso/Bonillarenas (ORL) ◇		Huerta José Miguel Claro & Cía
Escobar José Ignacio López Escobar Del Río Leiva *		Parodi Alejandro Vergara, Labarca, Parodi Abogados *
Veloza Francisco Contreras Veloza (ORL) ◇		Pellegrini Vial Julio Pellegrini & Rencoret *
Band 4		Samaniego Fernando Prieto Abogados (ORL) ◇
Battaglia Castro Leonardo Ortiz & Cía		Toro Luis Eduardo Barros & Errázuriz Abogados *
Bown Waldo Balbontín, Linazasoro y Cía		Vergara Pedro Pablo Rodríguez Vergara & Compania
Colombara Ciro Rivadeneira Colombara y Zegers		Band 5
Contreras Enos Marcos Bascuñán Barra Awad Contreras		Agosin Ariela Albagli Zaliasnik
Cox Vial Francisco Balmaceda, Cox y Piña Abogados		Cordero Gonzalo Morales & Besa (ORL) ◇
Gálvez Jorge Gana & Galvez Abogados (ORL) ◇		Fuenzalida Rodolfo Gamboa, Fuenzalida, Sanfeliú (ORL) ◇
Hermosilla Osorio Juan Pablo Hermosilla (ORL) ◇		Gana E José Miguel Gana & Galvez Abogados (ORL) ◇
Insunza Tagle Matías Insunza Abogados (ORL) ◇		González Hoch Francisco Gonzalez & Rioseco (ORL) ◇
Medina Schulz Gonzalo Dal Pozzo Medina (ORL) ◇		Jimeno Chadwick Cristóbal Gutiérrez, Waugh, Jimeno
Muga Aitken Cristián Ortiz & Cía		Molinari Aldo Carey *
Olivares Ernesto Olivares Rodríguez y Cía (ORL) ◇		Moreno Raimundo Cariola Díez Pérez-Cotapos
Piña Rochefort Juan Ignacio Balmaceda, Cox y Piña		Naudon Ignacio Baker McKenzie Chile
Rivera Villalobos Hugo Rivera Bunger Barahona (ORL) ◇		Ovalle Esteban Ovalle & Bulnes Abogados
Schurmann Opazo Miguel Bascuñán Barra Awad Contreras		Ovalle Gerardo Yrarrázaval, Ruiz-Tagle, Ovalle, Salas & Vial
Silva Villagran Darío Montero, Silva & Valdes (ORL) ◇		Rabat Celis Fernando Rodríguez Vergara & Compania
Zegers Rodrigo Rivadeneira Colombara y Zegers		Sepúlveda Jorge Correa Squella
Up-and-coming individuals		Urrutia Fernando Cariola Díez Pérez-Cotapos
Awad Alejandro Bascuñán Barra Awad Contreras Schürmann		Urrutia Pérez Enrique Bulnes, Urrutia & Bustamante
Luengo Trinidad Luengo Montt-Estudio Jurídico (ORL) ◇		Waugh Correa Alfredo Gutiérrez, Waugh, Jimeno & Asenjo
Merino Eugenio Merino & Cía. Abogados (ORL) ◇		Up-and-coming individuals
Ramos César Bofill Escobar Silva Abogados		Larrain María José Coeymans, Edwards, Poblete (ORL) ◇
* Indicates individual with profile.		Ubilla Nicolás FerradaNehme (ORL) ◇ *
◇ (ORL) = Other Ranked Lawyer.		Werner Karen Jana & Gil Dispute Resolution
Alphabetical order within each band. Band 1 is highest.		Associates to watch
		Sarralde Cristóbal Garrigues *

The editorial is in alphabetical order by firm name.

Albagli Zaliasnik

What the team is known for Albagli Zaliasnik is a strong dispute resolution player in the Chilean market which has diverse capabilities in the white-collar crime field. The team is experienced at handling high-profile cases related to unfair administration, fraud, bribery, tax evasion, cybercrime, embezzlement and the illegal financing of political campaigns. The law firm recently added D&A Licensing to its roster of clients.

Strengths "Albagli Zaliasnik has strong technical capabilities and solid knowledge. The legal team provides a service of good quality, and gives timely and well-founded responses, keeping its clients informed."

Work highlights Albagli Zaliasnik's Santiago-based white-collar crime experts represented Sartor Finance Group in an embezzlement fraud case.

Notable practitioners

Gabriel Zaliasnik boasts remarkable experience in white-collar criminal matters in Chile. He is regularly instructed to handle high-profile and complex white-collar criminal litigation cases and investigations involving the full gamut of financial crimes. A client attests: "Gabriel Zaliasnik possesses considerable experience and insights, and is very committed to any case he undertakes." **Ariela Agosin** handles a wide range of contentious matters before the Chilean courts. She routinely acts on behalf of domestic clients in commercial and civil litigation mandates. A client declares: "Ariela Agosin is a great lawyer who really understands the commercial vision of the company and provides superb legal services."

Dispute Resolution: Arbitration
Leading Firms
Band 1
Claro & Cía
Jana & Gil Dispute Resolution
Band 2
Gutiérrez, Waugh, Jimeno & Asenjo
Pellegrini & Rencoret
Band 3
Barros & Errázuriz Abogados
Bulnes, Urrutia & Bustamante
Carey
Grupo Vial Abogados
Ortúzar, Vergara & Boetsch Abogados
Philippi Prietocarrizosa Ferrero DU & Uría
Yrarrázaval, Ruiz-Tagle, Ovalle, Salas & Vial
Band 4
Cariola Díez Pérez-Cotapos
Cuatrecasas
Fleischmann & Román Abogados
Molina, Ríos Abogados
Ovalle & Bulnes Abogados
Ugarte & Correa
Band 5
Baker McKenzie Chile
Bofill Escobar Silva Abogados
Coz & Blavi
Loy, Letelier & Campora
Vergara, Labarca, Parodi Abogados
* Indicates individual with profile.
◇ (ORL) – Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Baker McKenzie Chile

What the team is known for Baker McKenzie is a well-regarded international law firm with an active dispute resolution practice in Chile. The team frequently handles class actions and litigation related to distribution agreements, and it also boasts additional capabilities in arbitration matters. The department is particularly experienced advising on cross-border contentious matters for clients from the retail, financial and insurance sectors, as well as pension funds and companies active in the securities market.

Strengths “Baker McKenzie’s litigation team is highly experienced and provides a prompt and comprehensive response.”

Work highlights Baker McKenzie’s litigation team represented Chilean pension fund administrators AFP Cuprum, AFP PlanVital, CChC and Prudential in a lawsuit seeking compensation for damages derived from financial fraud.

Notable practitioners

Rodrigo Díaz de Valdés boasts expertise in litigation and arbitration matters. He regularly advises multinational clients on a wide array of commercial disputes, including class actions, contractual and construction claims in Chile. A client states: “Rodrigo Díaz de Valdés’ knowledge, experience and professionalism enables him to provide clients with excellent legal advice.” **Ignacio Naudon** is based in Santiago and is noted for his involvement in the Chilean dispute resolution arena. His work covers civil and commercial litigation proceedings. Clients note: “Ignacio Naudon is a key source of support for our organisation. His advice and insights have allowed us to resolve many situations successfully.”

Dispute Resolution: Arbitration
Senior Statespeople
Senior Statespeople: distinguished older partners
Ortúzar Álvaro Ortúzar, Vergara & Boetsch Abogados
Leading Individuals
Band 1
Jana Andrés Jana & Gil Dispute Resolution
Ossa Felipe Claro & Cía
Band 2
Bulnes Felipe Bulnes, Urrutia & Bustamante
Conejero Roos Cristián Cuatrecasas*
Eyzaguirre Cristóbal Claro & Cía
Fernández Gonzalo Carey*
Gil Rodrigo Jana & Gil Dispute Resolution
Gutiérrez Pedro Pablo Gutiérrez, Waugh, Jimeno & Asenjo
Band 3
Díaz de Valdés Rodrigo Baker McKenzie Chile
Guzmán Karadima Rodrigo Grupo Vial Abogados
Labarca Raimundo Vergara, Labarca, Parodi Abogados*
Luco Nicolás Claro & Cía
Ovalle Esteban Ovalle & Bulnes Abogados
Pellegrini Vial Julio Pellegrini & Rencoret*
Ugarte José Joaquín Ugarte & Correa
Band 4
Blavi Francisco Coz & Blavi
Boetsch Cristián Ortúzar, Vergara & Boetsch Abogados
Fleischmann Chadwick Hernán Fleischmann & Román
Jimeno Chadwick Cristóbal Gutiérrez, Waugh, Jimeno
Molina Carlos Molina, Ríos Abogados
Moreno Raimundo Cariola Díez Pérez-Cotapos
Ovalle Gerardo Yrarrázaval, Ruiz-Tagle, Ovalle, Salas & Vial
Toro Luis Eduardo Barros & Errázuriz Abogados*
Vial Jorge Philippi Prietocarrizosa Ferrero DU & Uría
Yanine Sebastián Bofill Escobar Silva Abogados
Band 5
Cordero Gonzalo Morales & Besa (ORL) ◇
Letelier Juan Pablo Loy, Letelier & Campora
Parodi Alejandro Vergara, Labarca, Parodi Abogados*
Salas Fernando Yrarrázaval, Ruiz-Tagle, Ovalle, Salas & Vial
Up-and-coming individuals
Alcalde Carolina Alcalde y Cía (ORL) ◇
Larraín María José Coeymans, Edwards, Poblete (ORL) ◇
Lotito Gianfranco Cuatrecasas*
Associates to watch
Milinarsky Karen Grupo Vial Abogados

Balbontín, Linazasoro y Cia

What the team is known for Balbontín, Linazasoro y Cia is a noted dispute resolution boutique that has a well-respected white-collar crime practice in Chile. The team offers significant expertise spanning criminal litigation as well as investigations. The department is well placed to represent clients in proceedings surrounding financial crime involving illegal political financing and corruption cases, including those arising from whistleblower allegations.

Strengths “Balbontín, Linazasoro y Cia is an experienced, meticulous and very professional team of lawyers with deep expertise in economic crimes.”

Notable practitioners

Carlos Balbontín Gubbins is a Chilean practitioner who offers notable experience advising an eminent client base on white-collar criminal matters. An interviewee declares: “Carlos Balbontín Gubbins is a prestigious financial crime lawyer.” Santiago-based practitioner **Waldo Bown** routinely represents clients in white-collar criminal mandates, including criminal litigation and investigations into allegations involving economic crimes. According to an interviewee,

Dispute Resolution
Most in Demand Arbitrators
Leading Individuals
Band 1
Alcalde Enrique Marinovic & Alcalde Abogados (ORL) ◇
Barros Enrique Enrique Barros & Cía (ORL) ◇
Bulnes Felipe Bulnes, Urrutia & Bustamante
Conejero Roos Cristián Cuatrecasas*
Cuneo Andrés Cruz y Cía (ORL) ◇
Granic Jorge Larrain y Asociados Abogados (ORL) ◇*
Guzmán Karadima Rodrigo Grupo Vial Abogados
Jana Andrés Jana & Gil Dispute Resolution
Jordán Luz María Jordan Barahona & Cía (ORL) ◇
Ossa Felipe Claro & Cía
Palma J Juan Eduardo Palma (ORL) ◇
Peralta Valenzuela Ricardo Peralta, Gutiérrez (ORL) ◇
Schmidt Hott Claudia Schmidt-Hott Abogados (ORL) ◇
Van Der Schraff Mónica Garrigues*
Vial Manuel José Grupo Vial Abogados
Vial del Río Víctor Víctor Vial del Río – Arbitration (ORL) ◇
Yrarrázaval Arturo Yrarrázaval, Ruiz-Tagle, Ovalle, Salas

“Waldo Bown has considerable expertise in white-collar crime cases and is a thorough practitioner.”

Balmaceda, Cox y Piña Abogados

What the team is known for Balmaceda, Cox y Piña Abogados is a dynamic dispute resolution boutique that fields a notable white-collar crime practice. The team is skilled in representing clients in criminal proceedings involving fraud and disloyal corporate administration mandates. The department frequently advises clients from the Chilean public sector, as well as from the retail, insurance and financial services industries.

Strengths “Balmaceda, Cox y Piña Abogados possesses a team of criminal law experts who are very skilled lawyers.”

Notable practitioners

Francisco Cox Vial is proficient at representing clients in white-collar crime mandates in Chile. He is often sought out to handle investigations into fraud and bribery. A client reports: “I have a very good impression of Francisco Cox Vial, who is a very solid professional in his field of expertise.” **Juan Ignacio Piña Rochefort** is a Santiago-based partner who is noted for assisting clients with a wide array of white-collar crime mandates. He often advises clients on investigations concerning financial fraud. A client says: “Juan Ignacio Piña Rochefort shows an excellent performance.”

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a highly regarded practice that advises on the full spectrum of dispute resolution mandates. The team frequently assists with mediation, litigation and arbitration proceedings both locally and internationally, including under ICC and CAM rules. The department offers additional expertise in disputes relating to torts, class actions, and real estate and construction projects in Chile. The practice group often represents clients from the insurance, education and investment funds sectors.

Strengths “Barros & Errázuriz Abogados is a very professional team, with solid knowledge and fast response times.”

Work highlights Barros & Errázuriz Abogados represented Chilean real estate company Inmobiliaria El Plomo in a series of lawsuits concerning the development of recreational housing buildings.

Notable practitioners

Luis Eduardo Toro (see p.187) is well-versed in commercial litigation mandates in Chile. He is also adept at handling arbitration proceedings with a focus on the energy and construction sectors. One client attests: *"Luis Eduardo Toro does an excellent job and offers legal and strategic advice in complex matters."*

Bascuñán Barra Awad Contreras Schürmann

What the team is known for Bascuñán Barra Awad Contreras Schürmann houses a strong dispute resolution team that boasts solid experience in white-collar crime cases. The group is regularly retained by clients from the banking and finance, mining and engineering industries. The legal team offers expertise that includes criminal investigations into fraud, as well as embezzlement and money laundering. The law firm recently added Grupo Patio, Western Union and Viña Santa Carolina to its raft of clients.

Strengths *"Bascuñán Barra Awad Contreras Schürmann demonstrates an excellent handling of complex legal matters and provides an excellent service and impeccable response times."*

Work highlights Bascuñán Barra Awad Contreras Schürmann advised the Ilustre Municipalidad de Maipú on a criminal investigation concerning a municipal deficit of approximately USD42 million.

Notable practitioners

Marcos Contreras Enos is lauded for his adept handling of white-collar crime matters pertaining to criminal fraud, embezzlement, tax crimes and cyber-crimes in Chile. One client declares: *"Marcos Contreras Enos is an excellent professional who inspires trust in his clients. He is well reputed and very intelligent, and is an expert in criminal matters."*

Miguel Schurmann Opazo offers clients a wealth of experience in contentious matters, including specialised expertise in white-collar crime defence. He provides expert guidance through criminal litigation matters and investigations by the Chilean authorities. A client notes: *"Miguel Schurmann Opazo does a profound analysis, is commercially aware, and is clear in his arguments."* Up-and-coming partner **Alejandro Awad** represents clients in financial crimes matters including embezzlement, criminal fraud and unfair administration. A client says: *"Alejandro Awad is immediately able to understand the issue at hand and has a good sense of urgency."*

Bofill Escobar Silva Abogados

What the team is known for Bofill Escobar Silva Abogados is a standout dispute resolution firm in Chile that demonstrates expertise across a broad range of mandates pertaining to the field. The team boasts a pre-eminent criminal litigation practice with a stellar reputation for representing individuals and corporations in a broad spectrum of high-profile white-collar criminal matters including tax evasion, securities fraud, embezzlement, bribery and the illegal funding of political campaigns, as well as managing complex investigations. The department is also well versed in acting for clients in domestic and cross-border litigation and arbitration mandates.

Strengths *"Bofill Escobar Silva Abogados is a committed and integrated multidisciplinary team of lawyers, who are able to handle complex and sophisticated matters and provide strategic advice."*

"Bofill Escobar Silva Abogados is a strong and highly experienced team that is fully available, and which delivers high-level services."

Work highlights Bofill Escobar Silva Abogados' Santiago-based team represented Minera Candelaria and a former executive of the company in a criminal investigation into bribery allegations.

Notable practitioners

Jorge Bofill is a pre-eminent Chilean lawyer in the dispute resolution arena and widely recognised as a top choice for representing clients in high-stakes white-collar crime cases. He also provides clients a wealth of experience and strategic advice in civil litigation procedures. An impressed client enthuses: *"Jorge Bofill is one of the main litigators in Chile. He is very responsive, provides a high-quality service, and has strong commercial awareness."*

Sebastián Yanine is well known for his arbitration work in Chile. He advises clients on both domestic and international arbitration proceedings conducted under CAM and ICC rules. A client says: *"Sebastián Yanine is a very experienced lawyer who always provides a good-quality service. He is knowledgeable and a good ally in dispute resolution procedures."* Up-and-coming partner **César Ramos** concentrates his practice on white-collar criminal defence and investigations. A client says: *"I very much value César Ramos' knowledge, experience and adept handling of matters. His defence strategies are critical as well as his close relationship with the authorities."*

Bulnes, Urrutia & Bustamante

What the team is known for Bulnes, Urrutia & Bustamante is a highly experienced dispute resolution boutique that advises on a wide array of litigation and arbitration matters for clients operating within the construction, financial services, power and natural resource sectors. The team possesses additional experience in assisting with class actions, breach of contract claims and shareholder disputes. The practice has strong reputation in representing key market players in Chilean arbitration proceedings.

Strengths *"Bulnes, Urrutia & Bustamante has a solid legal and commercial knowledge and is able to quickly grasp the technical aspects of its client's business."*

Work highlights Bulnes, Urrutia & Bustamante's dispute resolution practitioners represented PwC Chile in the negotiations for compensation derived from the La Polar financial fraud case.

Notable practitioners

Felipe Bulnes is a highly esteemed practitioner who has a stellar reputation for his counsel work in both litigation and arbitration mandates. He is also recognised for his capabilities as arbitrator, deciding in Chilean and international arbitration proceedings. A client enthuses: *"Felipe Bulnes is one of the best lawyers in Chile, and is very experienced, strategic and intelligent."* **Enrique Urrutia Pérez** has notable experience in the dispute resolution space in Chile, and advises clients on a suit of litigation mandates. He often handles contractual liability, class actions and consumer damages claims. One client attests: *"Enrique Urrutia Pérez is a very strong lawyer and he is easy to work with."*

Carey

What the team is known for Carey is a well-regarded Chilean full-service firm with an experienced dispute resolution department. The team is frequently sought out by domestic and international clients to advise on the full spectrum of contentious matters spanning litigation and arbitration. The group possesses significant expertise in conflicts related to construction disputes under ICC rules, as well

as energy projects. The practice routinely assists clients operating within the mining, insurance and power industries. Carey recently added Grünenthal and Fantástico Sur to the raft of clients.

Strengths *"Carey is a seasoned and multidisciplinary team that provides timely responses and a quick turnaround."*

Work highlights Carey's litigation team defended Chilean steel producer CAP against a lawsuit concerning contractual and extra-contractual civil liability.

Notable practitioners

Gonzalo Fernández (see p.176) provides a wealth of experience in Chilean arbitration cases and international proceedings often governed by ICC rules. His work also covers commercial and civil litigation mandates. A client says: *"Gonzalo Fernández is technically strong, as well as strategic and meticulous. He is personally involved in every stage of the process, has a good attention to detail, and is always available."* **Aldo Molinari** (see p.181) represents clients in various contentious matters in Chile. He is active in commercial litigation, including claims involving infringement of consumer law. A client declares: *"Aldo Molinari stands out for his thorough work. He is a business partner and is very knowledgeable of Chilean jurisprudence and the courts."*

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos houses a significant dispute resolution practice with experience advising Chilean and international clients on litigation and arbitration mandates. The Santiago-based team is frequently instructed to advise on disputes involving torts, construction and consumer protection cases, as well as on commercial and investor-state arbitration. The practice group offers additional expertise representing clients in litigation against state entities. The department is regularly retained by clients from the insurance, financial services, energy, retail, and technology industries.

Strengths *"Cariola Díez Pérez-Cotapos is a full-service law firm that stands out for providing a personalised and attentive service. The team is creative, thinks outside the box, and takes a flexible approach when providing advice."*

Work highlights Cariola Díez Pérez-Cotapos' litigation department represented Larraín Vial and two of its executives in a civil claim in relation to the fines imposed by the SVS, the Chilean securities regulator.

Notable practitioners

Florencio Bernales has longstanding experience representing clients in complex litigation mandates before the Chilean civil courts. He co-heads the firm's dispute resolution department. A client attests: *"Florencio Bernales is an expert in civil and commercial litigation. He is very professional and competent, and has extensive experience."* **Raimundo Moreno** is a well-known practitioner in the Chilean dispute resolution arena, who has a broad experience advising clients on domestic litigation and international arbitration cases. One client reports: *"Raimundo Moreno is always on top of things and is attentive and creative."*

Santiago-based partner **Fernando Urrutia** advises on a range of litigation matters, including torts and breach of contract claims. He frequently represents clients from the energy and insurance sectors. One client notes: *"Fernando Urrutia is able to identify the key issues at stake. He displays an excellent availability and client focus."*

Claro & Cía

What the team is known for Claro & Cía is a top-tier, market-leading dispute resolution department that is lauded for its full-service offering across the full spectrum of contentious mandates in Chile. The lawyers are experts in handling complex Chilean and transnational litigation for major local and international players in the market, as well as high-stakes arbitrations under ICC and CAM rules and ad hoc proceedings. The team possesses additional experience advising on regulatory disputes, as well as consumer class actions and shareholder disputes. The law firm has recently added ADP International and VINCI Airports to its raft of clients.

Strengths "Claro & Cía shows in-depth understanding of both the legal and strategic aspects of the arbitration process. The quality of the work and results achieved are outstanding."

"Claro & Cía fully understands and considers not only the legal and contractual issues in disputes, but also the commercial repercussions the case could have for us. The team is very responsive and provides an excellent service."

Work highlights Claro & Cía represented Samsung Chile in several disputes with its distributors before the Chilean civil and arbitration courts.

Notable practitioners

Senior statesperson **José María Eyzaguirre García** is a revered practitioner in the Chilean suit for his long-standing experience handling sophisticated commercial and civil litigation mandates. According to an interviewee, "José María Eyzaguirre García is widely recognised and has a long track record." **Cristóbal Eyzaguirre** enjoys a solid reputation in the Chilean market and is widely acknowledged as a top litigator for complex litigation and arbitration mandates. He is frequently sought out to represent clients in relation to class actions and Chilean commercial arbitration proceedings. A client reports: "Cristóbal Eyzaguirre is a top-notch lawyer and a great adviser, who has a holistic approach." **Felipe Ossa** is highly regarded for his involvement in big-ticket and sophisticated arbitration cases, which often have a cross-border dimension. His counsel work covers commercial arbitration proceedings conducted under CAM and ICC rules, and he is also frequently appointed as arbitrator as part of a panel to decide in Chilean and international disputes. One client enthuses: "Felipe Ossa is a great strategist and a fantastic advocate, who can argue persuasively and demolish the toughest witness with his skilful cross-examination." **Nicolás Luco** is a well-known figure in Chile for his litigation and domestic arbitration work. He is often involved in significant disputes in the construction and energy sectors. One client reports: "Nicolás Luco leads the legal team and is in charge of very important arbitration processes. His work is outstanding." **José Miguel Huerta** is proficient at handling commercial litigation mandates in Chile. He also advises clients in several disputes involving class actions. A client states: "José Miguel Huerta is a great lawyer who has very strong skills and customer orientation."

Correa Squella

What the team is known for Correa Squella fields a respected Chilean dispute resolution practice spanning civil and commercial litigation. The practice is frequently retained by clients active within the mining, telecommunications, real estate and financial services industries. The team is well equipped to handle cases across levels of the judiciary, including

before the Supreme Court.

Strengths "Correa Squella is a strong and compact team which is fully committed to our interests, and which demonstrates having experience in the courts and a high level of knowledge of litigation proceedings."

Work highlights Correa Squella represented AFP Capital before the Chilean Supreme Court in a civil liability lawsuit derived from the La Polar financial fraud case.

Notable practitioners

Juan Ignacio Correa is a distinguished Santiago-based practitioner who routinely represents significant clients in significant civil and commercial litigation proceedings. He advises clients in disputes related to the real estate, mining and telecommunications sectors. An observer says: "Juan Ignacio Correa is a consolidated lawyer, who brings a great strategic approach to the cases he handles." **Jorge Sepúlveda** co-heads the law firm's dispute resolution department, which is headquartered in Santiago. He advises clients on a variety of civil and commercial litigation mandates. One client shares: "Jorge Sepúlveda is an outstanding attorney with notable litigation skills, and who is highly prepared."

Coz & Blavi

What the team is known for Coz & Blavi houses a formidable team that operates an established dispute resolution practice in Chile. The group is regularly instructed to advise on both domestic and international arbitration mandates, and its team demonstrates particular strength in commercial arbitration proceedings which are often governed by ICC and CAM Santiago rules. The department serves a client base of multinational corporates from a range of sectors, including construction, power and retail.

Strengths "Coz & Blavi is an excellent group of highly qualified and experienced lawyers who provide a really personalised service at all times."

Work highlights Coz & Blavi represented the Constructora Nuevo Maipo consortium in an international arbitration proceeding under ICC Rules in relation to the construction of the Alto Maipo Hydroelectric Project.

Notable practitioners

Francisco Blavi handles both Chilean and international arbitration proceedings governed by ICC rules. He is experienced in commercial disputes arising from construction and energy projects. One client declares: "Francisco Blavi is an experienced lawyer who is able to provide comprehensive advice considering the overall strategy."

Cuatrecasas

What the team is known for Cuatrecasas is a respected international law firm that is frequently called upon to represent local and international clients in commercial and investment arbitration mandates. The Santiago-based practice is well known for advising a portfolio of clients from the construction, mining, finance and transportation sectors. The team offers a wealth of experience in international arbitration disputes under ICC, ICSID, UNCITRAL and CAM Santiago rules related to construction, infrastructure and energy projects.

Strengths "Cuatrecasas boasts good planning skills, fluid communication channels, and adequate legal strategies. The lawyers are able to put themselves in their client's shoes, and are experts in arbitration."

Notable practitioners

Cristián Conejero Roos (see p.31) is widely regarded for his expert handling of international arbitration cases, and regularly acts as counsel and as arbitrator in significant energy, infrastructure and construction disputes in Chile. He is experienced in disputes often governed by UNCITRAL, ICC, ICSID and CAM rules. A client states: "Cristián Conejero Roos handles very relevant cases acting as an arbitrator, and he shows a good performance. He is a very skilled practitioner." Up-and-coming partner **Gianfranco Lotito** (see p.180) has experience representing multinational corporates in both Chilean and international arbitration proceedings. He often acts on behalf of clients in relation to energy, infrastructure and construction projects. A client notes: "Gianfranco Lotito proactively cares about his client's business. He has a very good grasp of the issue at hand, as well as excellent strategic insights."

Fleischmann & Román Abogados

What the team is known for Fleischmann & Román Abogados is an experienced dispute resolution boutique with particular strength in construction arbitration. The Santiago-based team is active representing companies in commercial disputes, as well as in cases against the Chilean State regarding concession agreements for infrastructure projects. The department frequently represents clients from the construction and public works sectors.

Strengths "Fleischmann & Román Abogados has a solid team of lawyers who are experienced, supportive and proactive, and who provide an immediate response to our queries."

Work highlights Fleischmann & Román Abogados represented Venteko Montajes in a CAM arbitration case seeking compensation derived from a breach of construction contract in relation to the Clínica Cruz Blanca project in Chile.

Notable practitioners

Hernán Fleischmann Chadwick is based in Santiago and is experienced in handling domestic arbitration matters. He has notable expertise in disputes that arise from construction and infrastructure projects. A client notes: "Hernán Fleischmann Chadwick is very skilful, and he brings a strategic approach and a legal perspective when facing disputes."

Gandarillas, Montt, Del Río

What the team is known for Gandarillas, Montt, Del Río is a well-regarded boutique with wide-ranging experience in the Chilean dispute resolution realm, particularly in civil litigation cases. The team is frequently sought after to assist with disputes related to shareholder rights and bankruptcy mandates. The department is routinely retained by clients active within the insurance, banking, mining and construction spheres. The law firm recently added Despegar to the roster of clients.

Strengths "Gandarillas, Montt, Del Río is a very qualified team which has great judgment and strategic insights to assess the risks of a litigation case and build a solid defence."

Work highlights Gandarillas, Montt, Del Río's litigation lawyers represented Scotiabank in a class action brought by the SERNAC for an alleged violation of Chile's consumer law rules.

Notable practitioners

Cristián Gandarillas boasts remarkable strength in the Chilean dispute resolution space. He possesses experience in litigation mandates spanning class actions and consumer law claims. A client enthuses:

"Cristián Gandarillas is able to handle sophisticated cases and is very pragmatic. He understands and looks out for the goals of his clients." **Paulo Montt** acts for corporates and financial institutions on civil and commercial litigation matters in Chile. He is regularly sought out to advise on a range of mandates, including contractual and consumer law claims. A client declares: "Paulo Montt has deep legal knowledge, great experience, and an ability to handle complex cases."

Garrigues

What the team is known for Garrigues is a significant international law firm with a dynamic dispute resolution practice in Chile, and it offers expertise in a wide array of contentious mandates. The legal team is experienced in commercial litigation and is well versed in handling disputes related to public works contracts and lease agreements, as well as consumer class actions and disputes against the Chilean State. The department frequently advises clients from the construction, energy, telecommunications, real estate and retail sectors.

Strengths "The complementary and combined experience of the different teams at Garrigues is a huge asset. The lawyers provide an excellent response and are always available."

Notable practitioners

Mónica Van Der Schraff (see p.188) heads the law firm's dispute resolution department in Santiago and is frequently sought out to represent clients in a variety of contentious mandates, including litigation. She often sits as arbitrator in domestic arbitration disputes to decide on contractual and construction controversies. A client says: "Mónica Van Der Schraff is a brilliant lawyer in civil litigation matters." **Cristóbal Sarralde** (see p.186) supports the firm's dispute resolution practice in Chile acting as a key resource to corporate clients seeking representation in litigation matters. A client says: "Cristóbal Sarralde is an excellent lawyer with a great ability to dive deep into his client's matters and present novel and efficient defence strategies."

Grupo Vial Abogados

What the team is known for Grupo Vial Abogados is a respected Santiago-based dispute resolution practice that boasts recognised experience in arbitration mandates. The group demonstrates expertise in handling international arbitration proceedings under ICC rules regarding breach of commercial contracts and construction disputes. The team is frequently seen representing clients hailing from the real estate, energy and construction industries.

Strengths "Grupo Vial Abogados offers work of impeccable quality and strong strategies, as well as wisdom, experience, and technical knowledge, which makes a powerful combination."

Notable practitioners

Manuel José Vial is a prominent arbitrator in Chile, frequently being appointed as a party-appointed arbitrator and chairman of domestic and international arbitration proceedings. He has standout experience in commercial and corporate disputes across a range of sectors. An interviewee notes: "Manuel José Vial is one of the top arbitrators in Santiago and he continues to maintain such reputation by showing excellent performances." **Rodrigo Guzmán Karadima** is acknowledged for his expert handling of arbitration mandates that arise from disputes in the construction and mining sectors in Chile. He often sits

as an arbitrator in domestic arbitration proceedings conducted under CAM rules. One interviewee notes: "Rodrigo Guzmán Karadima is an excellent lawyer who is trustworthy and thorough." Associate-to-watch **Karen Milinarsky** supports clients in domestic arbitrations conducted under CAM rules. She acts in disputes that arise from the Chilean mining and construction sectors. One client says: "Karen Milinarsky is highly trained and committed. She showcases an expert handling of the arbitration process."

Gutiérrez, Waugh, Jimeno & Asenjo

What the team is known for Gutiérrez, Waugh, Jimeno & Asenjo is a front-running dispute resolution boutique that maintains its position at the cutting edge of the Chilean litigation and arbitration spheres. The department fields a strong team that is highly experienced in advising private individuals and relevant domestic and international clients from the telecommunications, mining, retail, financial services, and insurance sectors. The team offers additional expertise in handling tort litigation, consumer protection cases and shareholder disputes.

Strengths "The legal team provides a top service in dispute resolution and litigation cases, and stands out from other law firms for its deep knowledge of the case, and its experience and creativity."

"Gutiérrez, Waugh, Jimeno & Asenjo is a law firm that delivers excellence, has a superb market knowledge, and obtains favourable results for its clients."

Work highlights Gutiérrez, Waugh, Jimeno & Asenjo represented Chilean pension fund AFP ProVida in a multimillion-dollar tort litigation mandate.

Notable practitioners

Pedro Pablo Gutiérrez maintains an outstanding track record in the Chilean dispute resolution arena acting on behalf of domestic and international clients in complex disputes. He is well versed in both litigation and arbitration proceedings. A client attests: "Pedro Pablo Gutiérrez is very experienced, knowledgeable, and takes a creative approach when designing strategies." **Juan Francisco Asenjo Cheyre** is an experienced litigator who is well regarded in the dispute resolution arena for representing clients in significant proceedings before the Chilean civil courts. Juan Francisco Asenjo Cheyre is regularly called upon to advise on a range of civil and commercial litigation mandates. **Cristóbal Jimeno Chadwick** is proficient in both litigation and arbitration mandates. He represents clients in a wide range of disputes, including construction claims and consumer rights litigation in Chile. A client says: "Cristóbal Jimeno Chadwick is an experienced and creative lawyer, who has extensive legal knowledge." **Alfredo Waugh Correa** routinely represents clients in a range of commercial disputes in Chile. He is particularly noted for his expert advice on consumer protection litigation and class actions. One client reports: "Alfredo Waugh Correa is very professional, extremely competent, and has persuasion skills."

Harasic y Barros

What the team is known for Harasic y Barros is a Chilean dispute resolution boutique that possesses particular expertise in white-collar criminal mandates. The team represents a diverse roster of local and international clients spanning the mining, telecommunications and banking and finance sectors.

Strengths "Harasic y Barros provides an excellent service, with accurate and fast responses."

Notable practitioners

Senior stateperson **Davor Harasic** remains a well-regarded figure in the Chilean white-collar crime sphere. He is regularly sought out to represent clients in criminal litigation and investigations involving a range of economic crimes. One interviewee declares: "Davor Harasic is highly regarded for his noteworthy white-collar crime practice, and is always involved in major cases."

Jana & Gil Dispute Resolution

What the team is known for Jana & Gil Dispute Resolution is a prominent boutique with a widely renowned arbitration expertise. The team showcases international experience acting for relevant clients under ICC and ICSID rules, as well as domestic mandates under CAM rules and ad hoc arbitration hearings. The group regularly advises on commercial and investor-state disputes within the Chilean oil and gas, construction and energy sectors regarding major mining and infrastructure projects, shareholder conflicts and breaches of contract.

Strengths "Jana & Gil Dispute Resolution is highly detail-oriented and methodical throughout the arbitration case, which is a lot to say in a construction dispute as the amount of evidence to review is enormous."

"Jana & Gil Dispute Resolution houses a very professional team of smart litigators, who inspire confidence in their clients through the entire trial."

Work highlights Jana & Gil Dispute Resolution advised Empresa de Montajes Industriales Salfa in an ICC arbitration proceeding concerning contracts for the construction of three electrical substations in the north of Chile.

Notable practitioners

Andrés Jana is a prominent arbitration practitioner acting at the forefront of complex commercial and investment treaty arbitration mandates under the rules of major arbitral institutions. His broad practice sees him acting as counsel and as arbitrator in high-profile disputes in the Chilean market. An impressed client enthuses: "Andrés Jana walks in his client's shoes, exercises good judgement and has extensive knowledge and expertise. He is very skilled at setting out the arguments and understanding the issue at hand." **Rodrigo Gil** operates a well-established arbitration practice and regularly advises on an array of Chilean and international arbitration matters. He is regularly instructed to represent clients in energy and construction disputes. One client reports: "Rodrigo Gil is very close to the client, is creative, and has a strong background and knowledge of ICC matters. He is a pleasure to work with." **Karen Werner** comes highly recommended for her dispute resolution skills. She routinely represents Chilean clients in a variety of commercial litigation cases. A client says: "Karen Werner is a brilliant litigator, who stands out for her intelligence and ability to understand not only the legal issue but also the strategy."

López Escobar Del Río Leiva

What the team is known for López Escobar Del Río Leiva is a top-tier disputes boutique in the vanguard of white-collar crime mandates in Chile. The team boasts remarkable experience acting on behalf of companies and individuals in financial crime investigations and proceedings, focusing on allegations of bribery, embezzlement and tax fraud. The practice is regularly instructed by corporates from a wide array of industries, including financial services, mining and construction.

Strengths "López Escobar Del Río Leiva stands out

for its solid knowledge of the matters, its good judgement, and its responsiveness. The lawyers support you in every stage during criminal investigations, and they help their clients a lot by providing a personalised and robust client service."

"López Escobar Del Río Leiva is tremendously professional and responsive. The team's knowledge of the topics and its outside-the-box thinking is impressive."

Work highlights López Escobar Del Río Leiva represented Empresas Penta's controllers Carlos Eugenio Lavín and Carlos Alberto Délano in a criminal investigation for alleged tax crimes and bribery in Chile.

Notable practitioners

Julián López (see p.180) has forged a formidable reputation as one of Chile's leading practitioners in the white-collar crime sphere. He is regularly retained by a range of local and international clients for his expertise in high-profile contentious criminal mandates. An interviewee declares: "Julián López is one of the most capable and well-reputed lawyers in Chile. He is fully committed to his clients and provides services of excellent quality." **José Ignacio Escobar** (see p.176) maintains a well-regarded practice which regularly sees him representing individuals and corporates in criminal trials and investigations in Chile. He offers specialised advice in economic crimes involving tax evasion and fraud offences. According to a client, "José Ignacio Escobar provides a good service and a timely response to complex matters."

Loy, Letelier & Campora

What the team is known for Loy, Letelier & Campora is a disputes outfit with an established presence in the Chilean dispute resolution arena. The team represents companies in both domestic and international commercial arbitration proceedings conducted in accordance with CAM and ICC rules. The department is frequently sought out to represent clients in disputes that arise from the construction and mining sectors.

Strengths "Loy, Letelier & Campora has a team of professionals with great experience in arbitration, and who have the ability to provide different valuable perspectives."

Notable practitioners

Juan Pablo Letelier is noted for his counsel work in Chilean and international arbitration mandates, with a focus on disputes that arise from the construction sector. A client states: "Juan Pablo Letelier has vast experience and knowledge, and stands out for his commercial approach, as well as for his impeccable legal judgement when defining and developing judicial strategies."

Molina, Ríos Abogados

What the team is known for Molina, Ríos Abogados is a well-established Chilean law firm with wide-ranging experience advising on arbitration mandates. The team often acts on behalf of domestic and international clients from the construction, energy and insurance sectors to advise on disputes relating to construction and energy projects, especially EPC contracts.

Strengths "Molina, Ríos Abogados offers a permanent availability and has a good sense of urgency. The legal team is very professional, skilled and supportive, and we trust its work."

Work highlights Molina, Ríos Abogados represented Acciona Concesiones in an arbitration dispute before the CAM Santiago concerning a USD110 million damages claim in relation to the sale and promise of sale

of Route 160 in Chile.

Notable practitioners

Carlos Molina is noted for his adept handling of domestic arbitration disputes that arise from energy, construction and infrastructure projects in Chile. He is also well versed to handle cases in the insurance sector. A client notes: "Carlos Molina is a very experienced and knowledgeable lawyer, as well as a skilled negotiator and a strong arbitration counsel."

Ortiz & Cía

What the team is known for Ortiz & Cía is a dynamic dispute resolution boutique with a strong focus on white-collar criminal matters and related civil litigation. The group offers additional expertise in ADR mechanisms, as well as preventive dispute resolution mandates. The team is frequently instructed by clients from the pharmaceutical, logistics and financial services industries.

Strengths "Ortiz & Cía has extensive criminal law experience in Chile."

Notable practitioners

Leonardo Battaglia Castro regularly assists clients with white-collar mandates surrounding financial crime, including disloyal administration and frauds. His practice mainly covers white-collar defence work in Chile. An interviewee says: "Leonardo Battaglia Castro is a tremendous and knowledgeable lawyer." **Cristián Muga Aitken** offers clients notable experience in the white-collar crime space, with a significant portion of his practice focused on criminal investigations involving a range of economic crimes. A respondent declares: "Cristián Muga Aitken has extensive knowledge of the Chilean criminal law market."

Ortúzar, Vergara & Boetsch Abogados

What the team is known for Ortúzar, Vergara & Boetsch Abogados is a well-regarded dispute resolution boutique with expertise spanning the full spectrum of contentious mandates. The department possesses significant experience in civil and commercial litigation, as well as in cross-border arbitration matters for local and multinational clients. The team offers expertise that includes handling class actions, insurance mandates and construction disputes against the Chilean State. The law firm recently added Ingeniería e Inversiones Lamar to the roster of clients.

Strengths "Ortúzar, Vergara & Boetsch Abogados possesses a top-quality team which has a very solid technical knowledge, and which provides actionable solutions. The lawyers always keep us updated with the developments of the case."

Work highlights Ortúzar, Vergara & Boetsch Abogados represented Mina Invierno before the Supreme Court regarding a request to annul an environmental ruling which denied the approval of an USD850 million coal mining project in Chile.

Notable practitioners

Senior statesperson **Álvaro Ortúzar** holds a strong track record in different dispute resolution spheres, including both civil and commercial litigation, as well as Chile-related arbitration. A client reports: "Álvaro Ortúzar is a superb and highly experienced lawyer who has a large team of professionals." **Cristián Boetsch** has standout experience in the dispute resolution space and is regularly retained to handle both litigation and domestic arbitration mandates. He co-heads the firm's department, which is based in Santiago. A client attests: "Cristián Boetsch is an outstanding

lawyer that stands out for his professional and human qualities."

Ovalle & Bulnes Abogados

What the team is known for Ovalle & Bulnes Abogados is a respected team with experience in the Chilean arbitration and litigation arenas. The department frequently represents players from the construction, energy and mining sectors in arbitration related to EPC contracts, shareholder disputes and leasing agreements. The lawyers provide clients with expertise that includes complex arbitration for Chilean and international clients with activity in the renewable energy and infrastructure concessions spaces.

Strengths "Ovalle & Bulnes Abogados is an excellent and very cohesive team that offers a permanent and effective support. The lawyers are very committed and professional and go the extra mile to gather all the facts to defend our interests in the best possible way."

Work highlights Ovalle & Bulnes Abogados' litigation practitioners represented SalfaCorp in a civil lawsuit for breach of contract related to the construction of a public highway in Chile.

Notable practitioners

Esteban Ovalle acts for an extensive roster of clients in both Chilean litigation and arbitration. He has notable experience counselling clients from the construction and energy sectors. Clients report: "Esteban Ovalle is a very good, smart, reputed and highly experienced lawyer whose advice we value."

Pellegrini & Rencoret

What the team is known for Pellegrini & Rencoret fields a dynamic practice that boasts a broad offering across the Chilean dispute resolution spectrum. The team frequently handles local and cross-border arbitrations under ICC and CAM rules. The group boasts additional expertise in handling class actions, shareholder disputes and cases against governmental entities. The department regularly represents clients from the real estate, telecommunications, construction and banking industries. The team added Copec, Inmobiliaria Mirador Punta Pite, and Bueno Engenharia e Construção to the raft of clients.

Strengths "Pellegrini & Rencoret is excellent, as the lawyers are always attentive to our requirements and respond within the same day, and provide a service of tremendous quality."

Work highlights Pellegrini & Rencoret represented the Chilean subsidiary of Quanta Services in a CAM arbitration proceeding concerning the construction of electric power plants throughout Chile.

Notable practitioners

Julio Pellegrini Vial (see p.183) has a wide array of experience handling civil and commercial litigation cases in Chile, including class actions and contractual disputes. He is proficient at handling domestic and international arbitrations. A client reports: "Julio Pellegrini Vial has extensive experience, is commercially aware, possesses solid legal knowledge, and is always attentive."

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a full-service firm with a well-known dispute resolution practice in Chile. The team frequently acts for local and international clients on domestic arbitration matters, including ad hoc and CAM proceedings. The group is particularly experi-

enced in advising clients from the energy, construction, infrastructure and mining sectors, as well as the real estate and automotive industries. The law firm recently added Algeciras Holding and Valleyfresh to its raft of clients.

Strengths *“Philippi Prietocarrizosa Ferrero DU & Uría has a very deep legal knowledge, gives a quick response to complex matters, and it immediately understands our needs.”*

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría acted on behalf of The Walt Disney Company in an arbitration proceeding as part of an effort to agree on the renewal of commercial contracts with a Chilean cable TV operator.

Notable practitioners

Jorge Vial is routinely instructed by clients to handle both commercial litigation and arbitration mandates. He heads the law firm’s dispute resolution practice, which is headquartered in Santiago. A client reported: *“Jorge Vial is a brilliant litigator, who has vast experience and knowledge, and provides clients with the best defence strategies.”*

Rivadeneira Colombara y Zegers

What the team is known for Rivadeneira Colombara y Zegers is a well-established Chilean dispute resolution practice which possesses notable experience on white-collar crime matters. The team is frequently instructed by clients from the mining sector, as well as private individuals, to advise on criminal disputes related to fraud, bribery and corruption mandates.

Strengths *“Rivadeneira Colombara y Zegers impresses me for its commitment, professionalism, and its strong values of justice.”*

Notable practitioners

Ciro Colombara is a founding partner based in Santiago who is frequently retained to advise on economic crimes including tax evasion and the illegal financing of political campaigns. An interviewee declares: *“Ciro Colombara is a well-known criminal law practitioner with a strong track record in the Chilean dispute resolution field.”* **Rodrigo Zegers** is noted for his white-collar defence work and regularly represents clients in criminal litigation and investigations involving financial crimes. He is co-head of the firm’s criminal law department in Santiago. One peer says: *“I have come across Rodrigo Zegers in very significant criminal law mandates.”*

Rodríguez Vergara & Compania

What the team is known for Rodríguez Vergara & Compania is a robust boutique with a well-established experience in the dispute resolution arena in Chile. The team is frequently called upon to advise clients on civil and commercial litigation mandates. The law firm serves a client base made up of Chilean and international companies from the energy, mining and banking and finance sectors.

Strengths *“I have a good opinion of the team at Rodríguez Vergara & Compania, as the lawyers are highly qualified.”*

Notable practitioners

Pedro Pablo Vergara is based in Santiago and is noted in the Chilean dispute resolution space for his skills handling significant commercial and civil litigation. An interviewee says: *“Pedro Pablo Vergara is well regarded in the market and he is a very skilled litigator.”* Santiago-based partner **Fernando Rabat Celis** has considerable experience in civil and commercial litigation matters representing clients before the Chilean courts. He serves a suit of domestic and

international corporates and financial institutions. One interviewee enthuses: *“Fernando Rabat Celis is a noteworthy litigator who is very active in the civil litigation realm.”*

Ugarte & Correa

What the team is known for Ugarte & Correa is a dynamic boutique with a respected offering in the Chilean arbitration field. The team routinely advises on a range of contentious mandates spanning arbitration and other ADR mandates. The department showcases expertise in disputes relating to construction and concession agreements and energy project developments.

Strengths *“Ugarte & Correa is a very dynamic team that handles a range of arbitration cases very effectively. The lawyers are very responsive to their clients’ needs.”*

Work highlights Ugarte & Correa represented Avalon Renovables in an international arbitration proceeding that arose from shareholders disputes in relation to the sale of several energy projects in Chile.

Notable practitioners

José Joaquín Ugarte acts for clients on Chilean and international arbitration proceedings before leading arbitral institutions, including the ICC. He is adept at handling matters that arise from construction disputes. A market onlooker notes: *“José Joaquín Ugarte is very experienced and has a great ability to read the counterparty’s strategy, as well as the pros and cons of each case.”*

Vergara, Labarca, Parodi Abogados

What the team is known for Vergara, Labarca, Parodi Abogados is a dynamic dispute resolution practice that is headquartered in Santiago, and which frequently assists players that are active in the energy and natural resources, forestry, and food and beverage industries. The team is active in arbitration and civil and commercial litigation matters, with a particular strength in cases arising from construction projects and shareholder disputes.

Strengths *“Vergara, Labarca, Parodi Abogados is a team of excellent lawyers who have a profound knowledge of the processes and are very thorough at handling litigation matters.”*

Work highlights Vergara, Labarca, Parodi Abogados’ dispute resolution team represented Inversiones Tricahue in a civil lawsuit seeking the prohibition of the merger between Enel Generación Chile and its subsidiary Empresa Eléctrica Pehuenche.

Notable practitioners

Raimundo Labarca (see p.179) is a seasoned practitioner who routinely represents an impressive client base in civil litigation and commercial arbitration proceedings. He offers clients a wealth of experience in disputes that arise from fields such as the construction sector. One client enthuses: *“Raimundo Labarca is someone who grasps a quick and profound understanding of the commercial and financial aspects of a case, including highly complex matters.”* **Alejandro Parodi** (see p.183) is proficient at handling both litigation and arbitration proceedings. He frequently represents Chilean companies in commercial disputes. A client states: *“Alejandro Parodi has the perfect combination between strategic insights and legal knowledge, as well as the ability to anticipate the opposite counsel’s arguments.”*

Yrarrazaval, Ruiz-Tagle, Ovalle, Salas & Vial

What the team is known for Yrarrazaval, Ruiz-Tagle, Ovalle, Salas & Vial is a specialised firm with an active dispute resolution department in Chile, and which showcases noteworthy strength in the arbitration field. The Santiago-based team is frequently instructed by clients to act on domestic disputes, as well as international arbitration cases under the auspices of the ICSID and the ICC. The department advises a roster of clients hailing from the construction, energy and insurance industries.

Strengths *“Yrarrazaval, Ruiz-Tagle, Ovalle, Salas & Vial have a great mix of deep knowledge of commercial matters combined with a strong practical approach. These qualities make the firm a strong partner when facing disputes.”*

Work highlights Yrarrazaval, Ruiz-Tagle, Ovalle, Salas & Vial represented Chilean construction company Fourcade & Co in an ICC arbitration mandate derived from a breach of contract claim related to the construction of high mountain camps.

Notable practitioners

Arturo Yrarrázaval is a renowned Chilean arbitrator who is recognised for his longstanding experience deciding on a variety of domestic disputes. He is often appointed to solve insurance, energy and shareholder disputes. An interviewee remarks: *“Arturo Yrarrázaval is a renowned domestic and international arbitrator who has vast experience in the arbitration sphere.”* **Gerardo Ovalle** co-heads the law firm’s dispute resolution department and is well known for his arbitration and commercial litigation work in Chile. He is well versed in investment treaty and commercial disputes, especially under the ICC and ICSID rules. One client says: *“Gerardo Ovalle is always available to provide sound and practical advice. He comes back with an answer on time.”* **Fernando Salas** is a Santiago-based partner who is adept at handling both Chilean and international arbitration cases. He represents a broad range of clients in investor-state and commercial arbitration disputes. A client reports: *“Fernando Salas is experienced and knowledgeable, and showcases a high level of commercial awareness and a strong client service.”*

Other Ranked Lawyers

Juan Domingo Acosta of Acosta & Cia is a renowned expert in the Chilean white-collar crime space. He represents clients in complex criminal litigation and investigations. He is highly rated for his wide-ranging experience in complex financial crime cases. An interviewee notes: *“Juan Domingo Acosta is a noteworthy criminal law practitioner in Chile, and he handles important matters.”*

Up-and-coming partner **Carolina Alcalde** of Alcalde y Cia is noted for her expertise advising on Chilean and international arbitration cases in the infrastructure and construction sectors. A client declares: *“Carolina Alcalde has a sophisticated practice, is client-focused, and is knowledgeable about the industry and its hot topics.”*

Enrique Alcalde of Marinovic & Alcalde Abogados offers a wealth of experience in dispute resolution supporting clients with commercial litigation proceedings in Chile. He also sits as arbitrator on a range of domestic commercial disputes. A client says: *“Enrique Alcalde has strong conflict resolution skills.”* **Enrique Barros** of Enrique Barros & Cía is a leading

arbitrator in Chile who offers a wealth of experience in complex disputes, acting as both chair and sole arbitrator. He is highly rated for his experience in proceedings under the auspices of the ICC, the ICSID and the CAM rules. According to an interviewee, *"Enrique Barros is one of the best arbitrators in Chile, and he has a broad practice and commercial awareness."*

Miguel Chaves is well regarded for his involvement in complex white-collar crime mandates in Chile. He regularly acts on significant investigations and litigation concerning allegations of bribery, corruption and tax evasion. An interviewee notes: *"Miguel Chaves is a superb lawyer who is always able to handle very sensitive matters."*

Gonzalo Cordero of Morales & Besa often handles disputes arising in the Chilean construction sector. He is well versed in both litigation and arbitration mandates. A client says: *"Gonzalo Cordero is a very experienced lawyer, who always delivers on time and provides accurate legal opinions and advice. He is always straightforward, honest and reliable."*

Andrés Cuneo of Cruz y Cía is a well-regarded Chilean arbitrator who is frequently appointed in domestic arbitrations and ad hoc hearings. He often decides on commercial and concessions disputes. According to an interviewee, *"Andrés Cuneo has long-standing experience and reputation in the arbitration market."*

Samuel Donoso Boassi of Donoso/Bonillarenas Abogados maintains a destination practice for complex white-collar crime mandates in Chile. He often represents clients in criminal investigations involving matters of public relevance. A client says: *"Samuel Donoso Boassi is experienced and well known in the white-collar crime space."*

Rodolfo Fuenzalida is recognised for his litigation skills representing clients in a variety of commercial disputes in Chile. A client notes: *"Rodolfo Fuenzalida is an excellent lawyer, as he provides a quick response and thorough analyses, and knows the business very well."*

Jorge Gálvez of Gana & Galvez Abogados is an experienced practitioner who regularly represents clients in white-collar crime mandates. Jorge Gálvez often provides guidance with investigations and matters involving allegations of fraud, embezzlement and corruption in Chile.

José Miguel Gana of Gana & Galvez Abogados has considerable experience representing clients in commercial litigation disputes, with a particular focus on the Chilean energy sector. One client declares: *"José Miguel Gana is an excellent lawyer; he is very knowledgeable and possesses great negotiation skills."*

Francisco González Hoch of Gonzalez & Rioseco is a Santiago-based partner who remains active in the Chilean litigation sphere. A market commentator says: *"Francisco González Hoch handles a variety of litigation cases, and he does a great job."*

Jorge Granic (see p.178) of Larrain y Asociados Abo-

gados is recognised for his work as an arbitrator, and is often appointed to decide on disputes that arise from the construction and energy sectors in Chile. An interviewee states: *"Jorge Granic really knows all the facts of the case. He truly is extraordinary."*

Juan Pablo Hermosilla Osorio of Hermosilla y Compañía is noted for his criminal law practice in Chile. He is frequently sought out by clients to handle matters involving allegations of sexual harassment. According to an interviewee, *"Juan Pablo Hermosilla Osorio is an experienced lawyer in the Chilean legal market."*

Matias Insunza Tagle of Insunza Abogados is based in Santiago, and he regularly acts for clients on criminal investigations concerning white-collar crime offences. A client declares: *"Matias Insunza Tagle is very close to the client and has extensive criminal law knowledge. He is incredibly humane, knows his stuff and is a safe pair of hands."*

Luz María Jordán of Jordan Barahona & Cia is a well-reputed arbitrator who is noted for her experience appearing in Chilean proceedings held under the auspices of the CAM Santiago. She often decides on construction and infrastructure arbitration proceedings. One interviewee declares: *"Luz María Jordán has standout experience as an arbitrator in significant construction and commercial disputes."*

Up-and-coming partner **María José Larrain** of Coeymans, Edwards, Poblete y Dittborn Abogados is routinely instructed by clients to handle both litigation and arbitration mandates in Chile. According to a client, *"María José Larrain is an excellent litigator, who has a creative approach and whose advice is always timely."*

Trinidad Luengo of Luengo Montt – Estudio Jurídico has a growing reputation in the Chilean white-collar crime sphere for her representation of corporates and individuals in investigations concerning allegations in a range of financial crimes. An interviewee states: *"Trinidad Luengo takes a very practical approach to the case. She has a strategic mindset and is a very strong lawyer in the criminal law field."*

Gonzalo Medina Schulz of Dal Pozzo Medina is regularly instructed to handle white-collar criminal mandates involving financial fraud in Chile. A client says: *"Gonzalo Medina Schulz is an excellent professional, who offers a personalised service and who demonstrates a high level of commitment to the case."*

Eugenio Merino is based in Santiago and is routinely sought out to represent clients in criminal law litigation and investigations into economic crimes. Eugenio Merino is well known for handling investigations into corruption, unfair administration and fraud cases.

Ernesto Olivares of Olivares Rodríguez y Cía assists clients with criminal litigation and investigations surrounding financial crimes in Chile, with a focus on matters involving fraud. A client says: *"Ernesto Olivares is a highly skilled professional who has solid knowledge and commitment, and who constantly*

keeps us informed and attends our requests."

Juan Eduardo Palma offers a wealth of experience as an arbitrator, and he regularly decides on a range of domestic commercial disputes, including those arising in the Chilean insurance and construction sectors. An interviewee declares: *"Juan Eduardo Palma is very smart and has massive experience as an arbitrator."*

Ricardo Peralta Valenzuela of Peralta, Gutiérrez & Asociados is a well-regarded arbitrator in Chile. He has longstanding experience deciding on complex domestic disputes. Ricardo Peralta Valenzuela is often designated in infrastructure and insurance-related disputes.

Hugo Rivera Villalobos of Rivera Bunge Barahona Bonacic Castillo Abogados boasts prowess handling significant white-collar crime matters in Chile. His work covers financial crime including unfair administration and fraud cases. One interviewee attests: *"Hugo Rivera Villalobos is an experienced and well-reputed practitioner in the criminal law market."*

Fernando Samaniego of Prieto Abogados handles a range of commercial and civil litigation mandates. He is well equipped to represent clients in real estate, construction and energy disputes. A client reports: *"Fernando Samaniego is an excellent adviser in the dispute resolution arena, who goes beyond the legal aspects and takes a multidisciplinary approach to matters."*

Claudia Schmidt Hott of Schmidt-Hott Abogados is often designated as an arbitrator on Chilean arbitral proceedings in accordance with CAM Santiago rules. Claudia Schmidt Hott is sought after to decide on construction and mining disputes.

Santiago-based partner **Dario Silva Villagran** of Montero, Silva & Valdes represents clients in investigations into bribery, corruption and market fraud in Chile. A client notes: *"Dario Silva Villagran is a very good lawyer who is friendly, efficient and always available."*

Nicolás Ubilla (see p.187) of FerradaNehme is a Chilean practitioner who is particularly adept at handling commercial litigation, including class actions and consumer law claims. A client enthuses: *"Nicolás Ubilla is an excellent professional, and he has a clear strategic perspective and noteworthy commercial awareness."*

Francisco Velozo of Contreras Velozo co-heads the law firm's Santiago-based department, and is particularly noted for his white-collar defence expertise. He maintains a practice concentrated on economic crimes. A client says: *"Francisco Velozo is pragmatic and effective in his work. I use his services because I trust him and I know he does a good job."*

Victor Vial del Río is a prominent arbitrator in Chile who often acts as party-appointed arbitrator to decide on Chilean disputes in accordance with CAM rules. An interviewee notes: *"Victor Vial del Río is a highly regarded arbitrator who has extensive experi-*

Energy & Natural Resources

Energy & Natural Resources	
Leading Firms	
Band 1	Carey
	Larrain y Asociados Abogados
Band 2	Arteaga Gorziglia
	Claro & Cía
	Grupo Evans
	Philippi Prietocarrizosa Ferrero DU & Uría
	Prieto Abogados
Band 3	Barros & Errázuriz Abogados
	Guerrero Olivos
Band 4	Atkinson Costabal Undurraga & Achurra
	Cariola Díez Pérez-Cotapos
	Garrigues
	Morales & Besa
	Quintanilla Abogados
Senior Statespeople	
Senior Statespeople: distinguished older partners	
Vergara Alejandro Vergara y Cía (ORL) ◊	
Leading Individuals	
Band 1	Evans Eugenio Grupo Evans
Band 2	Bustamante José Miguel Carey*
	Escalona Eduardo Philippi Prietocarrizosa Ferrero DU & Uría
	Granic Jorge Larrain y Asociados Abogados*
	Ochagavía Rodrigo Claro & Cía
Band 3	Arteaga Ignacio Arteaga Gorziglia*
	Atkinson Nicolás Atkinson Costabal Undurraga & Achurra
	Cruz Luciano Arteaga Gorziglia*
	Mackenna Juan Francisco Carey*
	Peña Ricardo Larrain y Asociados Abogados*
	Quintanilla Jorge Quintanilla Abogados
	Reyes Carlos Alberto Philippi Prietocarrizosa Ferrero DU
Band 4	Abogabir Sebastián Guerrero Olivos*
	Jiménez Gonzalo Cariola Díez Pérez-Cotapos
	Merino Luis Felipe Garrigues*
	Montes Alfredo Silva Ibañez Abogados (ORL) ◊*
	Morandé Cristóbal Larrain y Asociados Abogados*
	Pellegrini Cristóbal Barros & Errázuriz Abogados*
	Tagte Juan Prieto Abogados
Up-and-coming individuals	
	Barrueto José Tomás Bertrand-Galindo Barrueto (ORL) ◊
	Valdivieso Juan Carlos Morales & Besa
* Indicates individual with profile.	
◊ (ORL) = Other Ranked Lawyer.	
Alphabetical order within each band. Band 1 is highest.	

Band 1

Carey

What the team is known for Carey is a front-running law firm in the Chilean energy and natural resources market. The Santiago-based team is heavily involved in a diverse range of sectors spanning solar power and wind farms. Carey's lawyers boast of lengthy experience advising key energy-focused actors in acquisitions, joint venture transactions, bidding processes and negotiating power purchase agreements, as well as project financing. Celeo Redes Chile is a new client win.

Strengths "Carey is a law firm with a talented team of lawyers who are known for their excellent legal skills and capabilities to deal with complex legal matters."

"Carey has a very consolidated team of lawyers who are knowledgeable of the energy and natural resources industry and are able to understand their clients needs very well."

Work highlights Carey assisted Canadian Solar with the supply tender process of 209.2 GWh/year to supply energy to distribution companies in Chile.

Notable practitioners

Partner **José Miguel Bustamante** (see p.173) continues to be recognised within the Chilean energy and natural resources market for his legal prowess. He is enthusiastically endorsed by a client, who mentions: "José Miguel Bustamante has very strong commercial awareness and a business mindset." Partner **Juan Francisco Mackenna** (see p.180) demonstrates a long-standing presence within the Chilean energy and natural resources market. According to one of his clients, "Juan Francisco Mackenna is an outstanding lawyer and adviser. He is thoroughly experienced and possesses extraordinary negotiating skills."

Larrain y Asociados Abogados

What the team is known for Larrain y Asociados Abogados is a top-tier firm that is renowned for its long-standing expertise in the Chilean energy sector. The Santiago-based team is frequently instructed by major domestic and international companies from the mining, hydrocarbons and electricity sectors. Larrain y Asociados Abogados' lawyers are well versed in assisting with renewable energy and power transmission projects. The legal team is also well equipped to support with the acquisition and disposal of project companies and energy assets, as well as on regulatory matters, public and private bidding processes and joint ventures in this space.

Strengths "Larrain y Asociados Abogados is a very strong law firm in energy and natural resources issues." "The law firm has a strong ability to handle complex and sophisticated matters as well as a very high service level and responsiveness."

Work highlights Larrain y Asociados Abogados assisted Interchile with regulatory energy issues regarding the determination of transmission charges.

Notable practitioners

Partner **Jorge Granic** (see p.178) continues to be endorsed by the market for his relevant capabilities within the Chilean energy and natural resources market. A client mentions: "Jorge Granic is an excellent lawyer in the electricity regulation niche." Another client says: "He is a very smart and kind lawyer who provides in-depth advice with a highly pragmatic approach." Partner **Ricardo Peña** (see p.183) enjoys a solid reputation for his work in the Chilean energy and natural resources market. He boasts solid experience in advising clients on a wide range of key cases. A peer says: "Ricardo Peña is a good lawyer, and is an intelligent energy practitioner." Partner **Cristóbal Morandé** (see p.181) is recognised by his clients in the Chilean market, with one interviewee noting: "Cristóbal Morandé is extremely committed as a lawyer. He has a deep knowledge of our energy business and is commercially aware of our needs."

Band 2

Arteaga | Gorziglia

What the team is known for Arteaga | Gorziglia is a well-respected practice that provides wide-ranging expertise across the full energy spectrum, including renewables and oil and gas in the Chilean market. The Santiago-based team frequently assists with regulatory matters related to EPC and O&M contracts, PPAs and asset acquisition procedures, as well as power transmission and public bidding processes. China Southern Power Grid and NorthStar Energy count among the law firm's new client wins.

Strengths "Arteaga | Gorziglia's lawyers are very professional and knowledgeable. They are very experienced and provide solid and prompt advice."

Work highlights Arteaga | Gorziglia advised GPG Chile on the state of development of a solar energy project with a capacity of over 130 MW.

Notable practitioners

Partner **Ignacio Arteaga** (see p.172) is appreciated by the Chilean market onlookers for his strong capabilities in the energy and natural resources area. One interviewee mentions: "Ignacio Arteaga is a sophisticated and commercially minded legal adviser who is adept at handling a plethora of legal matters impacting global businesses in the energy and utilities space." Partner **Luciano Cruz** (see p.175) is recognised by clients in the Chilean energy market, with one interviewee noting: "He is an extraordinary lawyer who stands out for his commercial awareness and 24/7 availability." Another client adds: "Luciano Cruz provides the best quality service and advice a lawyer can give."

Claro & Cía

What the team is known for Claro & Cía is an esteemed full-service firm with a long-standing practice in the energy sector with particular focus on transactional matters in the hydrocarbons and renewable energy industries in Chile. The Santiago-based team is frequently instructed by clients to advise on the refinancing of energy projects and asset acquisitions. Claro & Cía's lawyers are experienced in working with important players from the solar and wind power, gas and electricity markets, as well as prominent international banking institutions. State Grid and Aker Horizons count among the law firm's new client wins.

Strengths "Claro & Cía's lawyers are very knowledgeable about the energy industry in Chile. The team members are highly aware of what the legal framework is, and it is a pleasure to work with them."

Work highlights Claro & Cía assisted EnfraGen Energía Sur, Prime Energía and EnfraGen Spain with the development of various renewable energy projects in Chile, including licensing, regulatory and interconnection aspects.

Notable practitioners

Partner **Rodrigo Ochagavía** continues to be praised by the market for his relevant capabilities within the Chilean energy and natural resources space. One peer enthuses: "Rodrigo Ochagavía is a very respected leader." A client says: "He is an excellent counsel with a very strong commercial awareness."

Grupo Evans

What the team is known for Grupo Evans is a respected firm with an established practice in the Chilean energy market. The Santiago-based team advises clients from the solar power and oil and gas spaces. Grupo Evans' lawyers are active across the full spectrum of energy matters, with an experienced team handling permits, contracts and concession agreements. The department also offers regulatory expertise and advise on related litigation matters before the relevant public authorities. AES Andes, RTB Energy and Weg Capital count among the law firm's new client wins.

Strengths "Grupo Evans' great knowledge and experience in the energy industry provides us with excellent solutions in complex issues along with solid legal arguments."

Work highlights Grupo Evans assisted Eletrans with the obtention of energy concessions required for project construction and connection to Chile's national grid.

Notable practitioners

Revered practitioner **Eugenio Evans** is acknowledged for his precise legal work and expertise in the local Chilean market. A client mentions: "Eugenio Evans has ample experience and an invaluable understanding of the energy market and its players." Another client says: "He is a good lawyer with a great track record. He is able to handle very complex matters, and is also highly commercially aware."

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a highly regarded regional law firm that offers technical and regulatory expertise across a range of energy matters, particularly in the mining, electricity and renewable energy sectors in the Chilean market. The Santiago-based team is well equipped to handle power purchase agreements, regulatory issues and tender processes. Ministerio de Energía and Nordex Energy Spain count among the law firm's new client wins.

Strengths "Philippi Prietocarrizosa Ferrero DU & Uría's team has very strong commercial awareness as well as a solid ability to handle sophisticated work in the energy sphere."

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría's energy and natural resources lawyers advised Grupo Falabella on the tender process for the supply of its electrical facilities in Chile.

Notable practitioners

Santiago-based partner **Eduardo Escalona** is known among his clients for the strong level of sophistication in his energy practice. One client notes: "Eduardo Escalona is widely knowledgeable in regulatory energy matters." Another client adds: "He provides an excellent service and continuous support to his clients."

Carlos Alberto Reyes earns praise from a client, who says: "Carlos Alberto Reyes is a great lawyer in the Chilean energy and natural resources field." Another client mentions: "He is a very knowledgeable and committed practitioner with broad experience in the development of energy projects."

Prieto Abogados

What the team is known for Prieto Abogados is a well-regarded full-service firm with an experienced energy team that frequently advises on solar and wind power projects in the Chilean market. The Santiago-based team frequently works in the renew-

able energy industry, and has particular expertise in assisting with private tender procedures, as well as SPAs, operation and maintenance and EPC contract negotiations. GasValpo, STE Energy and Rockville Energy count among the law firm's new client wins.

Strengths "Prieto Abogados is a very reputable firm and a great player in the Chilean legal market. The law firm does exceptionally well at responding to requests in a short amount of time."

Work highlights Prieto Abogados assisted Light E Holding with the energy permits and due diligence, as well as with the EPC and O&M contracts related to the sale of several photovoltaic plants in Chile.

Notable practitioners

Juan Tagle is singled out by a client, who states: "Juan Tagle's work is efficient and timely, and he understands the company's needs." Another client says: "He is a very active lawyer in the Chilean energy and natural resources field."

Band 3

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a respected transactional player with diverse capabilities in the energy field, and it offers particular specialisation in the Chilean power sector. The Santiago-based team advises on renewable energy and dispute resolution issues, and is also well placed to handle the negotiation of PPA contracts, regulatory issues, and project financing. EDP Renováveis, X-Elio and Austral Power count among the law firm's new client wins.

Strengths "Barros & Errázuriz Abogados is well skilled in regulatory issues, and its team has a comprehensive view of the issue at stake, recommending alternatives and their risks and benefits."

Work highlights Barros & Errázuriz Abogados' Santiago-based team advised Colbún on the regulatory energy aspects of the sale of 100% of the shares of Colbún Transmisión.

Notable practitioners

Cristóbal Pe (see p.183) **Ileggrini** (see p.183) garners praise from interviewees, with one client noting: "Cristóbal Pellegrini is our go-to lawyer when it comes to the development of energy projects in Chile. He gives prompt responses with solid and to-the-point advice."

Guerrero Olivos

What the team is known for Guerrero Olivos has a strong energy team whose practice stands out for its renewable energy expertise in the Chilean market. The Santiago-based team frequently advises on energy, environment, construction, bidding and regulatory processes, as well as project financing, with additional experience in the drafting and negotiation of EPC and build-operate-transfer (BOT) contracts. Guerrero Olivos' lawyers are also active in sector-related arbitration proceedings. Guerrero Olivos' client wins include Acciona and AES Gener.

Strengths "Every time we have a difficult issue at hand, or a new challenge, we support our decisions with Guerrero Olivos' legal counselling. We use their services not only when there is a legal matter, but also a strategic issue at hand."

Work highlights Guerrero Olivos advised the IDB on the regulatory energy analysis for the HVDC Kimal-Lo Aguirre line energy project in Chile.

Notable practitioners

Partner **Sebastián Abogabir** (see p.172) is praised by market onlookers for his relevant capabilities within the Chilean energy and natural resources sphere. One client notes: "Sebastián Abogabir is a great professional and I highly recommend him." Another client says: "He is a very competent lawyer who is able to understand the client's needs."

Band 4

Atkinson Costabal Undurraga & Achurra

What the team is known for Atkinson Costabal Undurraga & Achurra houses a dynamic team of energy and natural resources practitioners that is active handling PPA, EPC, and BOS contracts for sector-related clients in Chile, as well as energy asset acquisitions, energy project development, and regulatory mandates. The department boasts a considerable involvement in the renewables space. Solar E, Rising Sun Chile and Ecoener are Atkinson Costabal Undurraga & Achurra's new client wins.

Strengths "Atkinson Costabal Undurraga & Achurra's team members are highly involved in the Chilean energy industry. They boast regulatory knowledge and are very pragmatic."

Work highlights Atkinson Costabal Undurraga & Achurra advised Latin America Power on PPAs and regulatory issues regarding new Chilean energy legislation.

Notable practitioners

Nicolás Atkinson remains highly appreciated by clients for his prowess in the energy and natural resources sector in Chile. One client reveals: "Nicolás Atkinson has the ability to explain in layman's terms complex and sophisticated issues."

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is a full-service law firm with a well-regarded practice group in the energy and natural resources field in the Chilean market. The Santiago-based team frequently advises on complex regulatory issues, the drafting and negotiation of PPAs, and sector-related litigation. Cariola Díez Pérez-Cotapos' lawyers also demonstrate notable expertise in renewable energy projects, mainly wind and solar. Brookfield and HIMIN Solar count among the law firm's new client wins.

Strengths "Cariola Díez Pérez-Cotapos' team of lawyers provide efficient and precise advice. They provide clear and high-quality deliverables to their clients."

Work highlights Cariola Díez Pérez-Cotapos' energy and natural resources department advised Nutreco on the agreement for the building and operation of a gas storage and supply facility in Chile.

Notable practitioners

Gonzalo Jiménez garners praise from clients in Chile, with one of them noting: "Gonzalo Jiménez is a highly qualified lawyer with in-depth knowledge of the energy and natural resources area. He has a natural talent to explain very complex concepts in the most simple way."

Garrigues

What the team is known for Garrigues is a well-known international firm with an active presence in the Chilean energy market. The department is particularly experienced in project development and regulatory matters. The team regularly handles PPAs, EPC contracts and O&M agreements, and fre-

quently represents international lenders in energy project finance in Chile. Agrosuper, Gasmar and Guacolda are among the firm's new client wins.

Strengths "Garrigues is an excellent law firm which has a very proactive, commercially aware and professional team. That is the reason why we chose them to represent us."

Work highlights Garrigues advised Gtd Intesis on the regulatory energy aspects of the implementation of a power distribution project in Chile.

Notable practitioners

Dynamic partner **Luis Felipe Merino** (see p.181) maintains his position in the Chilean energy and natural resources rankings this year. He is known to advise clients with transactional energy mandates in Chile.

Morales & Besa

What the team is known for Morales & Besa is an established full-service firm that is particularly well recognised for its work in the financing of energy projects in the Chilean legal market. The department is also known to provide sector-related regulatory counselling. The Santiago-based team is regularly sought out to advise on wind and solar power generation sectors.

Strengths "Morales & Besa's team of lawyers are proactive in each and every part of the process. They also offer strong abilities to deliver to budget."

Notable practitioners

Up-and-coming partner **Juan Carlos Valdivieso** enters the rankings for the first time this year fol-

lowing recognition from market onlookers for his practice in Chile. A client remarks: "Juan Carlos Valdivieso has an in-depth knowledge of the energy market in Chile and its regulatory aspects. He is quite fast in understanding issues and proposing strategies and solutions."

Quintanilla Abogados

What the team is known for Quintanilla Abogados is an active energy and natural resources boutique that is focused on regulatory matters in the Chilean market. The Santiago-based team is frequently retained by major domestic and international energy companies to represent them before the National Commission of Energy, Experts Panel and other public institutions in a myriad of issues spanning sanctioning procedures to challenging calculation of costs and other decisions. Enel Green Power and Alto Jahuel Transmisora de Energia are the law firm's new client wins.

Strengths "Quintanilla Abogados' team members are always quick, pragmatic and timely in their responses, and they are very pleasant to work with."

Work highlights Quintanilla Abogados represented Enel Green Power before the Experts Panel in order to add transmission facilities to the transmission expansion plan of the Chilean National Energy Commission.

Notable practitioners

Jorge Quintanilla is singled out by a client, who states: "Jorge Quintanilla is an extremely strong lawyer

in regulatory energy matters." Another client says: "Jorge Quintanilla has in-depth knowledge of Chilean energy regulations, and of regulated markets in general."

Other Ranked Lawyers

Up-and-coming practitioner **José Tomás Barrueto** of Bertrand-Galindo Barrueto Barroilhet & Cía joins the rankings this year after eliciting market praise for his experience in the Chilean energy and natural resources arena. A client states: "José Tomás Barrueto is a high-level professional with an outstanding level of legal knowledge."

Alfredo Montes (see p.181) of Silva Ibañez Abogados is highlighted by a client for his activity in the Chilean legal sphere. An interviewee says: "Alfredo Montes has a very good knowledge of the energy and natural resources market." Another client says: "He is an excellent professional who always provides creative solutions."

Senior statesperson **Alejandro Vergara** enjoys a solid reputation for his work in the Chilean energy and natural resources market. He boasts a strong track record advising clients on a wide range of key cases, as well as for his academic activity. An observer states: "Alejandro Vergara has a lot of experience and knowledge of the subjects on which he is consulted."

Energy & Natural Resources Mining

Energy & Natural Resources: Mining
Leading Firms
Band 1
Bofill Mir Abogados
Carey
Cariola Díez Pérez-Cotapos
Philippi Prietocarrizosa Ferrero DU & Uría
Band 2
Baker McKenzie Chile
Guerrero Olivios
Band 3
Bertrand-Galindo Barrueto Barroilhet & Cía
Claro & Cía
Quinzio & Anríquez Novoa
Urenda, Rencoret, Orrego & Dörr
<i>Alphabetical order within each band. Band 1 is highest.</i>

Band 1

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados is a leading practice group with a deep bench of multidisciplinary lawyers that are regularly sought out to assist international and Chilean clients with complex regulatory matters and the development of mining projects in Chile. The Santiago-based team is frequently retained to advise on high-value project acquisitions and financing, as well as providing counsel on due diligence, permitting and related taxation issues. Wheaton Precious Metals, EMX Royalty and RMG Minerals count among the law firm's new

client wins.

Strengths "Bofill Mir Abogados' understanding of our needs, of the transaction, and of the regulatory complexities, is very strong. I have worked with the law firm for many years, and find its work to be exceptional."

"Bofill Mir Abogados' knowledge of the mining industry in Chile and its advisory on deals is strong. The team's responsiveness is good, and its service is great."

Work highlights Bofill Mir Abogados advised Wheaton Precious Metals on the precious metals purchase agreement in connection to the production of gold in Chile. The matter was valued at USD290 million.

Notable practitioners

Founding partner **Pablo Mir** demonstrates a long-standing presence within the Chilean mining market, and boasts solid experience in advising clients on a range of key cases. According to one client, "Pablo Mir is highly relied upon for his expertise in commercial negotiations." Another client remarks: "He is our principal general commercial counsel, and specialises in mining issues and mining law, as well as all its associated aspects. He is a top-class legal counsel who is very responsive to our company's needs."

Carey

What the team is known for Carey is a pre-eminent full-service firm with a highly regarded reputation in the Chilean market. The Santiago-based team is frequently instructed by an array of domestic and international clients in the mining sphere, including

players in investment, exploration and extraction. Carey's lawyers are also well equipped to advise on operation agreements and M&A transactions in the mining field. The team also handles sector-specific administrative litigation against the state. Marimaca Copper, New Century Resources and Star Royalties count among the law firm's new client wins.

Strengths "Carey's lawyers make a team of experienced and knowledgeable professionals. We highlight their expertise in mining matters as well as their permanent focus to safeguard our interests."

"Carey's ability to handle sophisticated mining matters is very strong. The lawyers are able to provide many alternatives for each problem, and they implement the solutions very easily, even in highly complex matters."

Work highlights Carey advised NuevaUnión, a joint venture between Teck Resources and Newmont, on the mining concession and implementation of the Project NuevaUnión copper-gold-molybdenum project in Chile.

Notable practitioners

Pre-eminent practitioner **Rafael Vergara** (see p.188) continues to be recognised within the Chilean mining arena by clients and peers alike who appreciate his long-standing legal and business acumen. A respondent declares: "Rafael Vergara is a friendly, commercially aware and responsive lawyer, who leads a great team." A client mentions: "He is a brilliant and respected mining lawyer who finds effective solutions and who has a highly developed business perspective." Co-head of department **Francisco Corona** (see p.175)

Energy & Natural Resources: Mining	
Senior Statespeople	
Senior Statespeople: distinguished older partners	
Ossa Juan Luis <i>Ossa, Bulnes & Asociados (ORL)</i> ◇	
Leading Individuals	
Band 1	
Bambach Juan Paulo <i>Philippi Prietocarrizosa Ferrero DU</i>	
Mir Pablo <i>Bofill Mir Abogados</i>	
Pérez-Cotapos Carlos <i>Cariola Díez Pérez-Cotapos</i>	
Vergara Rafael <i>Carey*</i>	
Band 2	
Carcelén Jerónimo <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>	
Grez Gonzalo <i>Cariola Díez Pérez-Cotapos</i>	
Lyon Pedro <i>Guerrero Olivos*</i>	
Ortúzar Jr Antonio <i>Baker McKenzie Chile</i>	
Band 3	
Bertrand-Galindo Iván <i>Bertrand-Galindo Barroet Barroilhet</i>	
Eyzaguirre Nicolás <i>Claro & Cía</i>	
Hilgers Mirco <i>Baker McKenzie Chile</i>	
Orrego Sergio <i>Urenda, Rencoret, Orrego & Dörr*</i>	
Quinzio Cristián <i>Quinzio & Anríquez Novoa</i>	
Band 4	
Alburquenque Winston <i>Vergara Galindo Correa (ORL)</i> ◇	
Corona Francisco <i>Carey*</i>	
Ganic Jorge <i>Larrain y Asociados Abogados (ORL)</i> ◇*	
Nieto Gonzalo <i>Dentons Larrain Rencoret SpA (ORL)</i> ◇	
Olivares Marcelo <i>Quinzio & Anríquez Novoa</i>	
Zavala Marco <i>Guerrero Olivos*</i>	
Up-and-coming individuals	
Pérez Arrieta Benjamin <i>Guerrero Olivos*</i>	
Associates to watch	
Pulgar María Paz <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>	
Roa Verónica <i>Urenda, Rencoret, Orrego & Dörr*</i>	
* Indicates individual with profile.	
◇ (ORL) = Other Ranked Lawyer.	
Alphabetical order within each band. Band 1 is highest.	

enters the numbered bands this year following recognition from market onlookers for his established mining practice in Chile. A client remarks: “Francisco Corona is a very knowledgeable lawyer in mining matters. He has great technical and strategic skills for negotiations.”

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is a distinguished full-service law firm that enjoys a leading position in the mining sphere in the Chilean market. The Santiago-based team is well equipped to handle a variety of matters, with a particular emphasis on the exploration, development and financing of mining projects. The department is highly active in M&A transactions within the mining sector, as well as in assisting international companies with joint ventures, concessions, permitting matters and due diligence analysis. IAMGOLD is one of the law firm’s new client wins.

Strengths “Cariola Díez Pérez-Cotapos does an effective strategic oversight and provides a great business perspective, which couples up well with its extensive legal background. The lawyers advise us on complex mining concessions and related permitting matters.”

“The law firm does a very efficient job, and I am pleased with its services, as everything the lawyers deliver is really good. They are also very commercially minded.”

Work highlights Cariola Díez Pérez-Cotapos acted for Sandvik on the acquisition of DSI Underground, and performed a due diligence over the acquired Chilean mining extraction assets.

Notable practitioners

Co-head of department **Carlos Pérez-Cotapos** benefits from a long-standing presence in the Chilean mining market. One client singles him out for praise, noting: “Carlos Pérez-Cotapos has substantial experience in the Chilean mining industry. He virtually knows all mining projects in the company and has an extensive network of Chilean and international contacts.” Another client says: “He has an extraordinary knowledge and experience in the mining industry. He is proactive, dedicated, and has a charismatic personality.” Partner **Gonzalo Grez** is recognised by market players in Chile, with one interviewee noting: “Gonzalo Grez is a solution-oriented lawyer who works towards the deal completion, keeping the client’s needs in mind all the time.” Another client says: “We appreciate his legal advice which always takes into consideration the mining business itself and the political situation in Chile.”

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a regional leading full-service firm with an excellent reputation in the Chilean mining market. The Santiago-based team is frequently instructed by a diverse client base, advising both Chilean and international clients. The team has a strong track record on a broad range of mining matters, including M&A transactions, development of mineral exploration projects, mining concessions and option agreements. Philippi Prietocarrizosa Ferrero DU & Uría’s lawyers offer additional experience in joint ventures, as well as in relevant regulatory matters. Nova Royalty, Yamana Gold, and Banco Interamericano de Desarrollo count among the law firm’s new client wins.

Strengths “Philippi Prietocarrizosa Ferrero DU & Uría boasts a very strong ability to handle sophisticated legal issues, as well as a very solid commitment to diversity and inclusion initiatives.”

“I recommend the team members’ service in the Chilean mining sector.”

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría’s mining team advised Minera Salar Blanco on the development of the Maricunga lithium project in Chile. The matter was valued at USD527 million.

Notable practitioners

Partner and co-head of department **Juan Paulo Bambach** showcases a remarkable track record in the Chilean mining industry. One peer declares: “Juan Paulo Bambach has set a benchmark in the Chilean mining industry; he truly is an expert.” A client mentions: “Juan Paulo Bambach is a great lawyer who shows a very strong level of commercial awareness.”

Other interviewees highlight: “We come across him and his team in significant transactions in the Chilean mining sphere.” **Jerónimo Carcelén** continues to offer a solid practice in the Chilean mining industry. A client states: “Jerónimo Carcelén is a deal maker as he’s great at reaching agreements with the counterpart because his level of commercial awareness is outstanding. He is able to handle highly complex mining issues in Chile.” Associate-to-watch **María Paz Pulgar** is endorsed by the market for her relevant capabilities within the Chilean mining sector. One client comments: “María Paz Pulgar is an excellent lawyer, and she is highly knowledgeable of the mining industry in Chile.”

Band 2

Baker McKenzie Chile

What the team is known for Baker McKenzie is an experienced international firm that offers a strong mining practice in the Chilean mining market. The Santiago-based team has expertise across a broad range of mandates pertaining to the mining field, including financing matters, environmental and easements matters and sector-related administrative litigation. Baker McKenzie’s lawyers provide advice on complex regulatory matters, asset acquisitions and the financing and development of mining projects. Battery Mineral Resources, Trafigura, and Orion Resource Partners count among the law firm’s new client wins.

Strengths “Baker McKenzie’s lawyers are very knowledgeable and well connected in the mining industry. They are a highly competent and very professional team that is always available to react quickly when help is needed.”

Work highlights Baker McKenzie advised Battery Mineral Resources on the transfer of permits and the review of the mining property after the client’s Minera BMR became a shareholder in Minera Altos de Punitaqui in Chile.

Notable practitioners

Partner **Antonio Ortúzar** garners praise from interviewees for his respected practice in mining matters in Chile. One client singles him out, noting: “Antonio Ortúzar is a knowledgeable lawyer who always gives very thoughtful advice and who is a pleasure to work with.” A peer mentions: “He is highly active in interesting mining cases.” Partner **Mirco Hilgers** is an experienced lawyer in the Chilean mining field. A client underlines: “Mirco Hilgers is a lawyer with a very strong commercial awareness and who provides great service levels and timely responses.”

Guerrero Olivos

What the team is known for Guerrero Olivos houses a well-regarded practice that provides specialised expertise in the Chilean mining market. The Santiago-based team is frequently instructed by a range of private equity firms and international mining companies on project acquisitions, as well as related regulatory and litigation matters. Guerrero Olivos’ lawyers are also active in the negotiating and drafting of agreements, including exploration agreements and mining easements for the development of mining projects. Atacama Kozan is one of the law firm’s new client wins.

Strengths “Guerrero Olivos’ lawyers are always willing to go the extra mile, and we are very happy with their services. They boast deep knowledge in every kind of legal area, especially in mining law.”

Work highlights Guerrero Olivos represented Atacama Kozan in an appeal that sought to invalidate its environmental permit to operate its mining project in Chile.

Notable practitioners

Partner **Pedro Lyon** (see p.180) continues to be endorsed by observers for his strong capabilities within the Chilean mining market. A client says: “Pedro Lyon is a great lawyer, and he possesses strong technical and soft skills that incredibly help to close deals in a friendly manner.” Another client mentions: “He is a great support and negotiator, and showcases a good business understanding as team leader.” Partner **Marco Zavala** (see p.189) remains active in the Chilean mining market. One client notes: “Marco

Zavala is a knowledgeable lawyer who is in charge of his team. The quality of his legal services is extremely good, and his mining expertise is impressive." Up-and-coming partner **Benjamín Pérez Arrieta** (see p.184) is involved in the Chilean mining sector, and is acknowledged by a client who remarks: "Benjamín Pérez Arrieta is an excellent communicator and is highly responsive. He always works with a very structured and logical methodology."

Band 3

Bertrand-Galindo Barrueto Barroilhet & Cía

What the team is known for Bertrand-Galindo Barrueto Barroilhet & Cía fields a team that is highly involved in the Chilean mining sector. The department advises both domestic and international mining groups and investors on transactional and regulatory issues, as well as on day-to-day operational mining matters. Teck and TDG Gold are the legal team's client wins.

Strengths "I highlight Bertrand-Galindo Barrueto Barroilhet & Cía's willingness to provide support and the technical thoroughness of the solutions the team delivers."

Work highlights Bertrand-Galindo Barrueto Barroilhet & Cía assisted Algorta Norte with its mining and environmental legal requirements concerning its iodine production in Chile.

Notable practitioners

Founding partner **Iván Bertrand-Galindo** is highly praised by market onlookers for his relevant capabilities within the mining practice in Chile. According to one of his clients, "Iván Bertrand-Galindo is a great mining lawyer. He is pragmatic, business-oriented, and client-focused." Another client comments: "He is very attentive and concerned for his client."

Claro & Cía

What the team is known for Claro & Cía is a solid law firm with an experienced practice that advises clients on both Chilean and international asset acquisition and mining concessions. The Santiago-based team is frequently instructed by leading mining companies in regulatory matters, sanctioning procedures and licensing authorisations, as well as assisting with farm-out agreements.

Strengths "Claro & Cía is a very good law firm, and its

lawyers stand out for their commitment to our interests and their attention to detail in business matters."

Work highlights Claro & Cía advised Sociedad Química y Minera de Chile on the termination of a mining option agreement with Sociedad Contractual Minera Antakena, as well as on the due diligence of the associated mining concessions.

Notable practitioners

Partner **Nicolás Eyzaguirre** is appreciated by market onlookers for his strong capabilities in Chilean mining legal matters. One interviewee mentions: "Nicolás Eyzaguirre is a very skilled lawyer and a good leader in the mining practice." A client admits: "He does a notable job and advises on the best possible alternative according to each business case."

Quinzio & Anríquez Novoa

What the team is known for Quinzio & Anríquez Novoa is a well-regarded natural resources boutique with a distinguished practice in mining matters in the Chilean legal market. The Santiago-based team provides ample expertise assisting both private individuals and multinational companies with a range of mining issues, including project financing, engineering and construction agreements and related dispute resolution. Quinzio & Anríquez's lawyers have a wealth of experience advising clients on regulatory mandates affecting the sector.

Strengths Market observers highlight Quinzio & Anríquez Novoa's lawyers' expertise and their consistently active performance in the Chilean mining sphere.

Notable practitioners

Founding partner **Cristián Quinzio** demonstrates a long-standing presence within the Chilean mining legal market, and boasts solid experience advising clients on a range of key cases. A peer highlights: "Cristián Quinzio has really good clients and is a great mining lawyer." Partner **Marcelo Olivares** benefits from his relevant activity assisting clients with a variety of significant mandates within the Chilean mining market. His skill set extends to representing exploration companies in important mining projects in Chile.

Urenda, Rencoret, Orrego & Dörr

What the team is known for Urenda, Rencoret, Orrego & Dörr is an experienced firm that fields a solid team in the Chilean mining market. The Santiago-based law firm handles a range of noteworthy

mandates, including royalty contracts, sale and purchase and option agreements, joint ventures and mining exploration matters. Urenda, Rencoret, Orrego & Dörr's lawyers offer additional expertise representing clients in the financing and operation of mining projects.

Strengths "Urenda, Rencoret, Orrego & Dörr has a very strong ability to deliver to budget and great responsiveness and service levels."

Work highlights Urenda, Rencoret, Orrego & Dörr advised NEXTMinerals on a variety of mining matters in Chile, including the due diligence of mining concessions, the evaluation of mining easements, and the extension of a mining project.

Notable practitioners

Partner **Sergio Orrego** (see p.182) garners praise from interviewees for his mining work in Chile. One client notes: "Sergio Orrego boasts very strong commercial awareness. I have known him for twenty years and it has always been a great experience to work with him." Associate-to-watch **Verónica Roa** (see p.185) continues to be recognised for her position as a key team member within Urenda, Rencoret, Orrego & Dörr's mining department. She is known to advise clients on a wide range of mining issues in Chile.

Other Ranked Lawyers

Winston Alburquenque of Vergara Galindo Correa Abogados is particularly noted for his expertise in mining and water rights legislation in Chile. One client says: "Winston Alburquenque has extensive knowledge of the mining regulation. He and his team deliver very good work products in a timely manner."

Partner **Jorge Granic** (see p.178) of Larrain y Asociados Abogados is particularly noted for his expertise in mining matters in Chile. A client remarks: "Jorge Granic is a knowledgeable lawyer and a strategist in multiple law matters."

Gonzalo Nieto of Dentons Larrain Rencoret joins the rankings this year after obtaining significant recognition from clients for his dynamic mining practice in Chile. A client says: "Gonzalo Nieto is a very competent lawyer with good judgement."

Senior statesperson **Juan Luis Ossa** of Ossa, Bulnes & Asociados enjoys a solid reputation for his work in the Chilean mining market. He continues to be a point of reference in the mining market.

CHILE: An Introduction to Environment

Contributed by Vergara Galindo Correa Abogados

New Regulatory Boost

Chile is immersed in an unprecedented constitutional process (which will soon give rise to a proposed text for a new constitution that will be submitted to a plebiscite on 4th September 2022). The issue of climate change has been an important part of this debate; evidence of this is that the Plenary of the Constitutional Convention, with the support of more than 2/3 of the convention members (quorum required to approve the rules proposed by the thematic committees in the Plenary), approved a set of highly innovative environmental regulations, some of which relate specifically to climate change. These are some of them:

- i) It establishes the state's duty to take action to prevent, adapt and mitigate risks, vulnerabilities and effects caused by the climate and ecological crisis, as well as to promote dialogue, international cooperation and solidarity to adapt to, mitigate and respond to the climate and ecological crisis and protect nature. These obligations that Chile assumes at the global level are coherent with the commitments that our country assumes in our continent through the ratification and approval of the Escazú Agreement (currently in the National Congress).
- ii) The principles of progressivity, precautionary and preventive environmental justice, intergenerational solidarity, responsibility, just climate action and good living are incorporated. These should guide the actions of the courts of justice in the application and interpretation of current environmental regulations.
- iii) The state's (and society's) duty to protect biodiversity is made explicit, including a duty to preserve, conserve and restore the habitat of wild native species, in such quantity and distribution, that adequately sustains the viability of their populations and ensures the conditions for their survival and non-extinction.
- iv) It provides that "it is an integral duty of the state to conserve, preserve and care for continental, insular and Antarctic marine and coastal ecosystems."
- v) The rights of nature are established, indicating the state's obligation to guarantee and promote these rights in order to respect and protect its existence, regeneration, maintenance and restoration of its functions and dynamic equilibrium (including natural cycles, ecosystems and biodiversity).

vi) The concept of common goods is established, which includes the territorial sea and its seabed, beaches, waters, glaciers and wetlands, geothermal fields, air and the atmosphere, the high mountain, protected areas and native forests, the subsoil, and others declared by the Constitution and the law.

vii) In the case of natural commons that are in the private domain, the state has the duty of custody, which implies the power to regulate its use and enjoyment (in line with its duties to take prevention, adaptation and mitigation actions as mentioned above).

viii) In the case of natural commons that are non-appropriable (water, air), the state must preserve, conserve and, when appropriate, restore them. It has a duty to administer them in a democratic, solidary, participatory and equitable manner, in addition to the authority of the state to deliver administrative authorisations for the use of these goods "with specific conservation obligations justified in the public interest, the protection of nature and the collective benefit."

ix) A regulation was added that provides that "any person may demand the fulfilment of the constitutional duties of custody of natural commons," leaving it up to the legislature to determine the procedure and requirements of this action.

x) In general terms, it was established that Chile is a social and democratic state governed by the rule of law, with plurinational, intercultural and ecological character, in addition to the indissoluble link between nature and human beings.

xi) Finally, with respect to protected areas, the state, through its national system of protected areas, shall ensure the preservation, restoration and conservation of natural areas. This obligation should be supplemented, once it is finally approved by the National Congress, with the new biodiversity and protected areas system (currently under legislative discussion).

In short, we know that the climate crisis, which affects us as a planet, is here to stay. This situation must be confronted with determination (both nationally and internationally), increasing the level of ambition in mitigation policies and adaptation and with more innovative and effective environmental regulations. Our country did not wish to shy away from this challenge.

Environment

Band 1

FerradaNehme

What the team is known for FerradaNehme houses a distinguished environment practice that commands a stellar reputation in Chile's environmental law field. Its Santiago-based team is frequently retained to assist clients with high-profile mining projects and permitting requests. The firm often advises on indigenous land rights, environmental impact reports and compliance policies, and is also adept at representing clients in sector-related litigation. FerradaNehme has an impressive client roster including key players from the mining, energy and water treat-

ment sectors.

Strengths "FerradaNehme's strategic legal advice showcases the team's strong business acumen."

"The team has a strong knowledge of the market and is commercially aware. Its lawyers are skilled at understanding the problem and analysing all its angles both profoundly and widely."

Work highlights FerradaNehme advised BHP's Cerro Colorado mine on environmental compliance mandates.

Notable practitioners

Acclaimed practitioner **Patricio Leyton** (see p.179) fields expertise on Chile's environment realm, and is widely praised by market commentators. One client

enthusias: "Patricio Leyton is the go-to professional in Chile when analysing complex environmental matters from several industry sectors. He manages legal and regulatory risks to find innovative solutions to problems." He receives further recognition from another interviewee: "Patricio Leyton has solid technical skills and is very client-oriented." Partner **Carola Salamanca** (see p.185) is recognised in the bands for the first time this year after garnering significant praise from observers for her prowess on environmental matters in Chile. A client remarks: "Carola Salamanca is a very committed lawyer who is very flexible. Working with her is very easy."

Environment
Leading Firms
Band 1
FerradaNehme
Moreno Sáez & Avilés Abogados
Philippi Prietocarrizosa Ferrero DU & Uría
Vergara Galindo Correa Abogados
Band 2
Guerrero Olivos
Schultz Carrasco Benítez
Band 3
Barros & Errázuriz Abogados
Carey
Claro & Cía
Grupo Evans
Echeverría Ilharreborde Scagliotti
Urenda, Rencoret, Orrego & Dörr
Band 4
Aylwin Estudio
Barros, Silva, Varela & Vigil
Guzmán, Toro y Ruiz Abogados
LAVÍN Abogados & Consultores
Lawgic Abogados
Pruzzo Ruscica Brotfeld
Senior Statespeople
Senior Statespeople: distinguished older partners
Del Favero Gabriel Pruzzo Ruscica Brotfeld
Lavin Julio LAVÍN Abogados & Consultores
Leading Individuals
Band 1
Eyzaguirre Juan José Philippi Prietocarrizosa Ferrero DU
Galindo Mario Vergara Galindo Correa Abogados
Leyton Patricio FerradaNehme*
Riquelme Paulina Eelaw (ORL) ◇
Vergara Fisher Javier Vergara Galindo Correa Abogados
Band 2
Avilés Sebastián Moreno Sáez & Avilés Abogados
Benítez Rodrigo Schultz Carrasco Benítez
Carrasco Edesio Schultz Carrasco Benítez
Guzmán Rodrigo Guzmán, Toro y Ruiz Abogados*
Molina Fernando Grupo Evans
Urbina Cecilia Vergara Galindo Correa Abogados
Band 3
Abogabir Sebastián Guerrero Olivos*
Cubillos Gonzalo Cubillos Soza Abogados (ORL) ◇
Eyzaguirre Nicolás Claro & Cía
Ferreiro Claudia Barros, Silva, Varela & Vigil*
Fuenzalida José Luis Vergara Galindo Correa Abogados
Ilharreborde José Domingo Echeverría Ilharreborde
Moreno Correa José Adolfo Moreno Sáez & Avilés
Sáez Andrés Moreno Sáez & Avilés Abogados
Toro Paulina Guzmán, Toro y Ruiz Abogados*
Urrutia Ignacio Urenda, Rencoret, Orrego & Dörr*
Band 4
Infante Paloma Tepual Conservación (ORL) ◇
Meneses Felipe Lawgic Abogados
Pérez Clemente Guerrero Olivos*
Salamanca Carola FerradaNehme*
Santa María Martín Guerrero Olivos*
Up-and-coming individuals
Arévalo Cordero Felipe Philippi Prietocarrizosa Ferrero DU
Del Campo Sebastián Lawgic Abogados
Martorell Agustín Prieto Abogados (ORL) ◇
Montoya Matías Barros & Errázuriz Abogados*
Pruzzo Dino Pruzzo Ruscica Brotfeld
Associates to watch
Venegas Graciela Schultz Carrasco Benítez
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Environment: Water Rights
Senior Statespeople
Senior Statespeople: distinguished older partners
Arévalo Cunich Gonzalo Aylwin Estudio
Vergara Alejandro Vergara y Cía (ORL) ◇
Leading Individuals
Band 1
Cardemil Alberto Carey*
Desmadryl Matías Philippi Prietocarrizosa Ferrero DU & Uría
Band 2
Alburquenque Winston Vergara Galindo Correa Abogados
Ciappa Carlos ICC Abogados (ORL) ◇
Echeverría Francisco H2O Abogados (ORL) ◇
Guzmán Alberto Guzmán & Cía Abogados (ORL) ◇
Muñoz Escudero Gonzalo Vergara y Cía (ORL) ◇
Zañartu Rossetol Hipólito SLBZ Abogados (ORL) ◇
Up-and-coming individuals
Cannoni Nicolás Aylwin Estudio
Morán José Ignacio Dentons Larraín Rencoret SpA (ORL) ◇
Pérez Arrieta Benjamín Guerrero Olivos*

Moreno Sáez & Avilés Abogados

What the team is known for Moreno Sáez & Avilés Abogados is an experienced boutique firm that has a reputable practice in the Chilean environmental sphere. Its team is well placed to assist clients from the energy, shipping and mining sectors with related judicial and administrative disputes, and offers experience advising on compliance programmes, environmental impact reports and permitting requests. The law firm's new client wins include Corporación Nacional del Cobre.

Strengths "Moreno Sáez & Avilés Abogados' lawyers have great technical knowledge and are well prepared to provide clear and precise strategies."

"Moreno Sáez & Avilés Abogados are available on demand and deliver top-level, timely advice."

Work highlights Moreno Sáez & Avilés Abogados assisted AES Andes with environmental permitting mandates, including environmental impact assessments, for its renewable energy transition programme in Chile.

Notable practitioners

Santiago-based partner **Sebastián Avilés** stands out in the market for his experience providing environmental advice on energy projects in Chile. Clients point out: "We highlight Sebastián Avilés' knowledge and devotion, which demonstrate a real commitment to our company." Another interviewee adds: "He provides expert strategic advice." **José Adolfo Moreno Correa** is praised by clients who value his capabilities when handling Chilean environmental work. One respondent states: "We work with José Adolfo Moreno Correa because of his constant compliance to quality standards and deadlines. He always obtains satisfactory results." **Andrés Sáez** remains active in administrative cases against the environment authorities, and receives recognition from a market commentator who notes: "Andrés Sáez is an excellent professional who is very pleasant and highly qualified, and who goes beyond expectations to provide a good-quality service."

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a highly revered full-service firm that boasts a prestigious reputation in the Chilean environmental arena. The team of lawyers regularly assists Chilean and multinational clients from the mining, energy and oil and gas industries

with damages claims and sanctioning proceedings. Philippi Prietocarrizosa Ferrero DU & Uría's expertise extends to advising on the development of pipelines, environmental impact assessments and permitting mandates. Engie Energía Chile is a notable addition to the firm's client roster.

Strengths "Philippi Prietocarrizosa Ferrero DU & Uría's team is skilled at understanding the political and administrative processes associated to the development of the project. Its lawyers understand the nuances and complexities of our industry, and incorporate these aspects into their analyses."

"The law firm has impressive knowledge of all of the issues. It delivers very detailed work and an exceptional performance."

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría defended the Sociedad Nacional de Oleoductos against claims by Chilean municipal authorities who opposed the environmental approval of a pipeline project.

Notable practitioners

Seasoned practitioner **Matías Desmadryl** rises to the top band this year after earning plaudits from clients and peers alike for his prowess on water rights matters in Chile. He is widely praised by market onlookers, who note: "We value Matías Desmadryl's expertise as he is a specialist who provides accurate, specific and timely advice. He truly is a water rights expert." Another client enthuses: "He is one of the best lawyers I have worked with." Highly reputed partner **Juan José Eyzaguirre** comes extensively recommended by clients who laud his capabilities to handle significant environmental matters in Chile. One observer remarks: "Juan José Eyzaguirre is probably one of the best environmental lawyers in Chile." Another market commentator enthuses: "He is an excellent environmental lawyer and a leader in Chile; it's always a pleasure to work with him." A final respondent says: "Juan José has a long-standing career and his supervision is a valuable input." Up-and-coming partner **Felipe Arévalo Cordero** is commended by interviewees for his environmental law practice in Chile. One respondent notes: "Felipe Arévalo Cordero is diligent and empathetic, and tackles the requirements and urgencies that arise in our business."

Vergara Galindo Correa Abogados

What the team is known for Outstanding boutique firm Vergara Galindo Correa Abogados services domestic and multinational clients from the power generation, mining and manufacturing sectors on a vast array of environmental matters. The team has a deep bench of practitioners who are well placed to advise on environmental assessment reports, permitting requests and water rights. The law firm benefits from its extensive experience acting on administrative regulations such as water resources and land use mandates, and boasts significant capabilities representing clients in judicial litigation.

Strengths "Vergara Galindo Correa Abogados is a boutique firm that provides personalised services, and its team is creative, flexible, and thinks outside the box."

"Vergara Galindo Correa Abogados is impeccable, assertive, and gives deep analyses. It is highly knowledgeable of environmental law and provides innovative solutions that balance risks and draw the potential consequences of decisions."

Notable practitioners

Top-tier environmental law practitioner **Mario**

Galindo is well known for assisting clients with contentious cases in the administrative and judicial spheres in Chile. A market commentator notes: "I value Mario Galindo's ample experience, his delivery of concrete advice, and his thorough knowledge of my company." Another observer emphasises: "Mario Galindo is, by far, the most renowned litigator in the environment field." Pre-eminent figure **Javier Vergara Fisher** maintains his position as a go-to lawyer in Chile for complex environmental matters with a contentious component. One interviewee notes: "I highly recommend Javier Vergara Fisher. His knowledge of the environmental regulation makes him a great lawyer, and he also knows our industry." Another respondent commends: "He is a very good lawyer who gets involved in our work." **Winston Alburquenque** is based in Santiago, and is well recognised for his work in the water rights sphere in Chile. A respondent notes: "Winston Alburquenque is knowledgeable about water rights mandates." Renowned lawyer **Cecilia Urbina** is praised by a client, who enthuses: "The support provided by Cecilia Urbina has been exceptional." The same interviewee also commends: "Her understanding and knowledge of the Chilean environmental law always helps our decision-making as she is clear when explaining the problems." Seasoned environmental law practitioner **José Luis Fuenzalida** is based in Santiago and is lauded by a market commentator, who enthuses: "José Luis Fuenzalida is a lawyer with excellent professional and interpersonal skills. He takes charge of the problems that arise, provides permanent advice, and his willingness to give support is really commendable."

Band 2

Guerrero Olivos

What the team is known for Guerrero Olivos is a noteworthy firm that fields a strong bench of distinguished practitioners that are known in the market for assisting clients with environmental permitting issues in Chile. The team also boasts experience counselling on water rights, conservation and wetland issues and the environmental due diligence for corporate transactions. Atacama Kozan and Hydrogène de France count as new additions to the law firm's client roster.

Strengths "Guerrero Olivos confronts problems with a holistic point of view, taking into account diverse law fields. The lawyers operate in a responsible way and comply with deadlines."

Work highlights Guerrero Olivos defended Puerto Ventanas against an environmental damage lawsuit raised by the fishermen unions of Puchuncaví and Quintero and their respective municipalities.

Notable practitioners

Key partner **Sebastián Abogabir** (see p.172) is highlighted by market observers for his activity in the environment field in Chile. A respondent notes: "Sebastián Abogabir is an environmental law expert and he defines our strategies in the industry." **Clemente Pérez** (see p.184) routinely advises domestic and international clients on the environmental implications of high-profile energy projects. Interviewees note: "Clemente Pérez has many years of experience and a strong understanding of our problems." **Martín Santa María** (see p.186) has significant experience advising clients on environmental assessments for project development in Chile, and is praised by interviewees, with one respondent enthusing: "Martín

Santa María is very hands-on and gets involved in the matters." Up-and-coming partner **Benjamín Pérez Arrieta** (see p.184) is active in Chile's water rights space. He receives praise in the market, as an interviewee notes: "He is an excellent lawyer with wide expertise." Another client enthuses: "Benjamín Pérez Arrieta is commercially aware and understands the way of leading the project forward."

Schultz Carrasco Benítez

What the team is known for Schultz Carrasco Benítez is a renowned environmental boutique that is noted for assisting clients that are active in the energy, mining and sanitation services arenas in Chile. The team is well positioned to advise clients on environmental impact assessments, as well as dealing with indigenous communities, and is also known to provide counsel on compliance programmes for the development of high-profile projects. New client wins include EDF Renewables Chile and Reden Solar. **Strengths** "Schultz Carrasco Benítez has a solid team of lawyers who are well prepared and who boast rich experience. They have been able to always go beyond our expectations."

Work highlights Schultz Carrasco Benítez advised Empresa de Transporte de Pasajeros Metro on several matters regarding environmental compliance to the Chilean regulations.

Notable practitioners

Rodrigo Benítez's environmental law practice in Chile is extensively praised by market commentators. One respondent remarks: "Rodrigo Benítez is a very prestigious lawyer with vast capabilities and with practical knowledge of the environment sphere." Another interviewee adds: "Rodrigo Benítez is an excellent lawyer, with a broad insight of issues and who proactively provides well-grounded advice." Well-regarded practitioner **Edesio Carrasco** receives praise from market commentators for his long-standing presence in Chile's environment space. A market onlooker remarks: "He has solid knowledge in his area of expertise." Another interviewee adds: "Edesio Carrasco's performance is well oriented to his clients' needs. He delivers a very trustworthy service." Associate-to-watch **Graciela Venegas** joins the rankings for the first time this year after eliciting significant praise from observers who are active in Chile's environmental law market. One client highlights: "Graciela Venegas has a great knowledge of environmental assessment matters and perfectly adapts her approach according to the environmental authorities' provisions."

Band 3

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is an established full-service firm that advises notable clients from the energy, food and beverage, and agribusiness industries on the environmental implications of corporate transactions and project development. The law firm is frequently called upon to assist with relevant compliance programmes, permitting requests and contentious environmental cases. Soluciones Ambientales del Norte and Agrícola San Ricardo are among the new client wins for the firm.

Strengths "Barros & Errázuriz Abogados has excellent availability and provides good advice. The team has environmental law knowledge and is well prepared."

Work highlights Barros & Errázuriz Abogados advised Colbún on environmental litigation proceedings before the Environmental Court of Valdivia regarding the operation of the Santa María Thermoelectric Power Plant.

Notable practitioners

Up-and-coming counsel **Matías Montoya** (see p.181) frequently assists clients with environmental assessments, compliance and litigation in Chile, and is commended by a market commentator, who enthuses: "Matías Montoya stands out for his vocation to the client. He is a loyal and a strong adviser on environmental issues."

Carey

What the team is known for Carey is a highly reputed full-service firm which has a strong offering in Chile's environment sphere. The team is well versed in handling the transfer of water supplies, as well as assisting clients on the environmental side of energy projects, and is adept at advising on environmental impact reports, permitting issues and administrative proceedings. Sonnedix is amongst Carey's new client wins.

Strengths "The timely responses and the quality of its services are among the pillars of Carey's offering. I highlight the team's celerity while maintaining a good quality in its deliverables."

Work highlights Carey assisted Sonnedix with the obtention of regulatory permits and with the environmental assessment related to its Sonnedix Meseta de Los Andes solar PV plant in Chile.

Notable practitioners

Outstanding practitioner **Alberto Cardemil** (see p.174) leads the way in Chile's water rights field and receives praise from an interviewee who notes: "Alberto Cardemil is an excellent professional who thoroughly knows the water rights niche. He comes up with innovative solutions, is analytical, and has good negotiations skills." Another respondent lauds: "Alberto is a very solid water and agribusiness expert."

Claro & Cía

What the team is known for Claro & Cía is a respected full-service firm that benefits from a solid track record advising clients on environmental impact assessments and regulatory compliance. The team is also adept at assisting with the environmental aspects of the development and operation of mining and renewable energy projects. Claro & Cía possesses a client portfolio including multinationals from the mining, energy and agribusiness industries.

Strengths "Claro & Cía has a team with vast knowledge and experience which allows us to have a strong legal support. The service provided is always excellent and timely delivered. The lawyers' work has been critical for the company's viability and growth."

Work highlights Claro & Cía advised Anglo American Sur on an environmental damage claim filed by the Republic of Chile before the Second Environmental Court.

Notable practitioners

Key partner **Nicolás Eyzaguirre** is commended by market observers, and one remarks: "Nicolás Eyzaguirre is a very good lawyer, and is solid and experienced in regulatory, environmental and natural resources matters in Chile." Another client says: "He is a professional, experienced, and excellent lawyer."

Grupo Evans

What the team is known for Grupo Evans is an established practice group that offers advice across the full breadth of environmental matters in Chile. Its team possesses significant experience advising clients on sector-related regulatory mandates, as well as assisting with environmental issues affecting power generation, mining and fishing activities. The firm is also known to provide counsel on contentious matters before the Chilean Environmental Court. AES Andes and Aramark count amongst Grupo Evans' new client wins.

Strengths "Grupo Evans' lawyers are tremendous partners in the development of our business as a client. Their mastery of all law areas allows them to provide immediate and well-grounded responses to our requirements."

Work highlights Grupo Evans' environment team defended GNL Quintero against a lawsuit filed by Chilean fishermen unions concerning the long-standing pollution of the Quintero-Ventanas bays.

Notable practitioners

Well-reputed lawyer **Fernando Molina** is praised by interviewees for his work in the environment arena in Chile. One client enthuses: "Fernando Molina has been a main pillar in the development of our project. His legal insights combined with his commercial awareness make him a fundamental asset not only for our environmental matters, but also for the financial development of our business."

Echeverría Ilharreborde Scagliotti

What the team is known for Echeverría Ilharreborde Scagliotti has a dynamic team of environmental specialists who are well placed to assist clients with environmental and regulatory compliance, as well as sector-related litigation. The law firm regularly advises local and international clients from the energy, mining and aquaculture industries. Comfrut and SOLEK Group are new client wins for Echeverría Ilharreborde Scagliotti.

Strengths "Echeverría Ilharreborde Scagliotti's team of lawyers give very good recommendations. They are fast in their responses and provide timely advice complying with deadlines in a very professional manner."

Work highlights Echeverría Ilharreborde Scagliotti assisted AES Andes with the environmental and regulatory due diligence of six renewable energy projects in Chile.

Notable practitioners

Santiago-based partner **José Domingo Ilharreborde** is praised by a market observer who enthuses: "He is a very good lawyer, and is experienced and rigorous." Another commentator adds: "José Domingo Ilharreborde is an expert in environmental matters in Chile, and is a solid support for the development of the business."

Urenda, Rencoret, Orrego & Dörr

What the team is known for Urenda, Rencoret, Orrego & Dörr houses an established practice group that benefits from a solid track record in the environmental field in Chile. The lawyers are frequently called upon to handle a range of related contentious matters, and they also advise energy companies on regulatory environmental issues arising from hydro-electric and thermoelectric power plants. Agrícola AASA and Corteva are new client wins for Urenda, Rencoret, Orrego & Dörr.

Strengths "Urenda, Rencoret, Orrego & Dörr's lawyers have the ability to put themselves in their clients'

shoes, as they understand their business and advise them as if they were shareholders of the business."

Work highlights Urenda, Rencoret, Orrego & Dörr's environment experts assisted Aceros AZA with the approval process of its Continuous Emissions Monitoring System in Chile.

Notable practitioners

Santiago-based partner **Ignacio Urrutia** (see p.188) comes recommended by interviewees who enthuse: "He is a thoughtful and strategic lawyer who looks for solutions to simplify processes and which strictly comply with the Chilean environmental regulation." Another interviewee shares: "I highlight Ignacio Urrutia's service attitude, the quality of his work, and his knowledgeability."

Band 4

Aylwin Estudio

What the team is known for Aylwin Estudio's noteworthy environment practice in Chile maintains its position in the rankings, and is well versed in advising companies on water rights, including on advisory and litigation work. The firm offers expertise in environmental permits, as well as in assisting clients with their relation with communities adjacent to their projects. Convento Viejo is Aylwin Estudio's new client win.

Strengths "The communication and responses from Aylwin Estudio are fluid, quick, and accurate. The lawyers work in projects where the environment aspect is important, but which also have a commercial component that needs to be considered."

Work highlights Aylwin Estudio advised Agrosuper on various water rights matters such as permitting and litigation in Chile.

Notable practitioners

Senior statesperson **Gonzalo Arévalo Cunich** is praised by interviewees for his long-standing presence in Chile's water rights niche. According to one market commentator, "Gonzalo Arévalo Cunich is a high-level water rights specialist, and is deserving of recognition." **Nicolás Cannoni** moves into an up-and-coming position this year after achieving a promotion to partner within the law firm. He continues receiving significant praise in the market, as one client notes: "Nicolás Cannoni is an expert in environmental law and he assists us with water rights matters."

Barros, Silva, Varela & Vigil

What the team is known for Barros, Silva, Varela & Vigil has an active environment department which is based in Santiago, and which handles environmental impact assessments, permitting and compliance matters, and is well equipped to represent clients before the Environment Superintendence in sanctioning procedures. Barros, Silva, Varela & Vigil boasts a noted client roster hailing from the real estate, mining and energy fields.

Strengths "Barros, Silva, Varela & Vigil's team provides an excellent service. Its lawyers are distinguished by their professionalism and for having a holistic insight in each and every one of the assessments they perform."

Work highlights Barros, Silva, Varela & Vigil defended Alto Maullín SpA in an environmental litigation mandate against the Chilean Environment Superintendence regarding the client's Loteo Alto Maullín real estate development project.

Notable practitioners

Claudia Ferreiro (see p.177) elicits significant praise

in Chile's environment arena. A market commentator endorses: "Claudia Ferreiro is a detail-oriented, judicious, serious and thorough professional." Another observer says: "She is a really good environment lawyer and handles a lot of cases. She is very skilled at litigation mandates."

Guzmán, Toro y Ruiz Abogados

What the team is known for Guzmán, Toro y Ruiz Abogados houses a solid team that is active on a variety of contentious and non-contentious environmental law matters in Chile. The team routinely assists clients from the real estate, mining and agribusiness spheres with regulatory environmental compliance, including environmental audits and impact assessments, as well as with sector-related administrative litigation. SMS Inmobiliaria is Guzmán, Toro y Ruiz Abogados' new client win.

Strengths "Guzmán, Toro y Ruiz Abogados' team is composed by great professionals who have solid knowledge of Chile's environmental law."

Work highlights Guzmán, Toro y Ruiz Abogados defended the Empresa Nacional del Petróleo in an environmental litigation mandate against Chile's Environment Superintendence relating to the client's Aconcagua Refinery and its compliance with the Atmospheric Prevention and Decontamination Plan.

Notable practitioners

Rodrigo Guzmán (see p.179) receives praise from market observers for his key environmental law practice in Chile. One observer remarks: "Rodrigo Guzmán is a tremendous lawyer with great vision and who is deserving of recognition." A peer acknowledges: "I recommend his services when I have conflicts of interests." **Paulina Toro** (see p.187)'s presence in Chile's environment ambit is praised by a market observer, who notes: "Paulina Toro has a long track record and is a referent." Another respondent adds: "She is a good lawyer."

LAVÍN Abogados & Consultores

What the team is known for LAVÍN Abogados & Consultores fields a dynamic environment practice group that maintains its position in the rankings this year. The law firm boasts experience in environmental impact assessments, corporate transactions and compliance programmes, and is frequently sought out by clients to represent them in environmental damage claims. LAVÍN Abogados & Consultores' client roster include new names such as Somarco and the Comisión Económica para América Latina y el Caribe.

Strengths "LAVÍN Abogados & Consultores has vast knowledge of the environmental ambit, and of the behaviour of the environmental authorities, which lets us fulfill their requirements in the best way possible."

Work highlights LAVÍN Abogados & Consultores assisted the Empresa de Servicios Sanitarios de Los Lagos with an environmental litigation mandate regarding its water and sewage services in the Los Ríos region.

Notable practitioners

Senior statesperson **Julio Lavín** is lauded by a market observer who enthuses: "Julio Lavín is an excellent professional with extensive experience and knowledge in the field of Chilean environmental legislation."

Lawgic Abogados

What the team is known for Lawgic Abogados is an environmental law boutique firm that is highly active in the Chilean environment space, and which

is known for assisting clients from the agribusiness, energy and real estate industries with their environmental compliance needs in Chile. The team of lawyers fields expertise on environmental impact assessments and permitting, as well as on environmental litigation matters. Atria Energía, Ocean Grid and HIF count among Lawgic Abogados' new client wins.

Strengths "The lawyers at Lawgic Abogados are very specialised in their subjects. We especially use their services to solve complex issues in their areas of expertise. They are very committed to their customers, and their answers are quick and relevant."

Work highlights Lawgic Abogados represented Statkraft in an environmental litigation mandate in Chile which concerned the finding of archeological remains which may affect the development of an energy project.

Notable practitioners

Felipe Meneses joins the rankings this year after eliciting significant praise from clients for his activity in Chile's environment sector. A client enthuses: "Felipe Meneses stands out for his fast understanding of the issue and for giving solutions to problems, as well as for his vast knowledge and skills in the environment arena." Up-and-coming partner **Sebastián Del Campo** garners appreciation for his environmental law practice in Chile. Clients say: "Sebastián Del Campo makes big efforts to clarify all aspects of the law and the issues concerning our case."

Pruzzo Ruscica Brotfeld

What the team is known for Pruzzo Ruscica Brotfeld houses a team that boasts significant expertise in Chile's environment arena. The team of lawyers is routinely instructed by clients from the mining, real estate and energy and natural resources spheres to handle their environment requirements in Chile. The team is active in environmental litigation, permitting and environmental due diligence matters. San Juan and Inmobiliaria FG count as some of Pruzzo Ruscica Brotfeld's new client additions.

Strengths "Pruzzo Ruscica Brotfeld is always willing to help, and its services are impeccable and timely. Its lawyers always provide adequate advice."

Work highlights Pruzzo Ruscica Brotfeld defended Olivares de Quepu in an environmental litigation

mandate concerning a fine imposed by Chile's Environment Superintendency.

Notable practitioners

Senior statesperson **Gabriel Del Favero** is respected by market commentators and regarded as a seasoned environmental law practitioner in Chile. One observer commends: "Gabriel Del Favero is a lawyer with a great track record." Up-and-coming partner **Dino Pruzzo** offers his expertise in environmental advisory and contentious work, and is praised by clients, who note: "Dino Pruzzo provides strategic insights, and offers thorough judgements. He is very intelligent and gives accurate advice with solid arguments."

Other Ranked Lawyers

Noteworthy practitioner **Carlos Ciappa** of ICC Abogados elicits significant praise from clients for his water rights specialisation in the Chilean market. A client lauds: "Carlos Ciappa is a great and devoted lawyer who is concerned about his clients, and is responsible and knowledgeable."

Experienced practitioner **Gonzalo Cubillos** of Cubillos Soza Abogados is frequently retained by companies to advise on the environmental side of real estate and infrastructure projects, and remains active in regulatory compliance and environmental litigation mandates. One interviewee notes: "I recommend Gonzalo Cubillos' services as he is a true environmental law specialist in Chile."

Francisco Echeverría of H2O Abogados is noted by a market onlooker for his knowledge about proceedings related to water rights. Francisco Echeverría is perceived as active in judicial claims and water extraction mandates in Chile.

Alberto Guzmán of Guzmán & Cía Abogados receives praise from market commentators for his active water rights practice in Chile. An interviewee remarks: "Alberto Guzmán is a good water rights lawyer."

Partner **Paloma Infante** of Tepual Conservación comes recommended for her regulatory environmental practice in Chile. One observer notes: "Paloma Infante provides great service, and is an excellent environmental lawyer. She is highly committed to her cli-

ents."

Up-and-coming lawyer **Agustín Martorell** fields significant market endorsement for his involvement in the environment space in Chile. Clients declare: "Agustín Martorell adapts to our needs and delivers thorough and pragmatic advice, which allows us to comply with requirements. He is very knowledgeable about environmental law and is always willing to help."

Up-and-coming partner **José Ignacio Morán** of Dentons Larrain Rencoret SpA is respected as a water rights specialist in Chile. A market onlooker states: "José Ignacio Morán is an agile and creative lawyer who cares about details but at the same time he has the ability to see the big picture."

Gonzalo Muñoz Escudero of Vergara y Cía frequently advises companies hailing from the electricity and sanitation services industries in Chile. His expertise includes transfers of water rights, litigation and due diligence matters. One respondent reports: "Gonzalo Muñoz Escudero has vast practical knowledge."

Stellar practitioner **Paulina Riquelme** of Eelaw is praised by market observers for her extensive environmental law expertise in Chile, and boasts experience in regulatory and environmental compliance work for major projects in Chile. A client is full of praise for her: "Paulina Riquelme is brilliant and extraordinarily astute both in legal matters and broader analyses. She is very highly recommended as an adviser." Other respondents value: "She is highly committed and works as if she were part of our organisation."

Senior statesperson **Alejandro Vergara** of Vergara y Cía is active writing legal reports related to Chile's water rights arena, and is recommended by one interviewee, who enthuses: "Alejandro Vergara is a great academic and has an ample understanding of the law. He is great at providing high-quality reports."

Hipólito Zañartu Rosselot of SLBZ Abogados receives praise from market commentators for his work in Chile's water rights field, as well as for his academic activity. An interviewee notes: "Hipólito Zañartu Rosselot is deserving of recognition as he is a very holistic and respected practitioner, and he handles sophisticated work."

Insurance

Insurance
Leading Firms
Band 1
Acuña, Hoetz & Cifuentes
Estudio Carvallo
Band 2
Carey
DAC Beachcroft Chile
Vergara Fernandez Costa & Claro
Band 3
Kennedys
Molina, Ríos Abogados
Ríos, Ramdohr, García Abogados
<i>Alphabetical order within each band. Band 1 is highest.</i>

Band 1

Acuña, Hoetz & Cifuentes

What the team is known for Acuña, Hoetz & Cifuentes is a market-leading insurance boutique with stellar expertise across the insurance ambit of the Chilean market. The Santiago-based team advises insurers and reinsurers on recovery actions, damages claims and loss adjustment mandates. Acuña, Hoetz & Cifuentes' lawyers are also well equipped to assist with judicial proceedings and arbitration. The client portfolio includes international insurance companies and underwriters, as well as clients from sectors including healthcare. Sompó is one of the law firm's new client wins.

Strengths "Acuña, Hoetz & Cifuentes has very strong commercial awareness and the right legal skills to help its clients achieve their goals. The lawyers truly understand the insurance market."

"Acuña, Hoetz & Cifuentes is efficient, approachable, and holds a very deep knowledge of insurance regulation and case law in Chile. The team members also know all the relevant players in the market."

Work highlights Acuña, Hoetz & Cifuentes assisted Sompó with its registration as a foreign reinsurer before the Chilean Financial Market Commission.

Notable practitioners

Alejandro Acuña Murray continues to be hailed for his significant involvement in advising insurance companies on contentious and non-contentious man-

Insurance
Senior Statespeople
Senior Statespeople: distinguished older partners
Contreras Osvaldo <i>Contreras & Cía (ORL) ◇</i>
Peralta Valenzuela Ricardo <i>Peralta, Gutiérrez (ORL) ◇</i>
Sahurie Emilio <i>Sahurie & Asociados (ORL) ◇</i>
Leading Individuals
Band 1
Acuña Murray Alejandro <i>Acuña, Hoetz & Cifuentes</i>
Carvalho Manuel <i>Estudio Carvalho</i>
Band 2
Amunátegui Andrés <i>DAC Beachcroft Chile *</i>
Claro Gloria <i>Vergara Fernandez Costa & Claro</i>
Hoetz Felipe <i>Acuña, Hoetz & Cifuentes</i>
Band 3
Cifuentes Luis <i>Acuña, Hoetz & Cifuentes</i>
Fernández Sergio <i>Vergara Fernandez Costa & Claro</i>
Molina Carlos <i>Molina, Ríos Abogados</i>
Nasser Marcelo <i>Pumpin, Dorfman, Nasser, Díaz y Cía (ORL) ◇</i>
Ramdohr Stefanie <i>Ríos, Ramdohr, García Abogados</i>
Ríos Roberto <i>Ríos, Ramdohr, García Abogados</i>
Róman Francisca <i>Estudio Carvalho</i>
Vergara Matías <i>Carey *</i>
Up-and-coming individuals
Correa Felipe <i>Molina, Ríos Abogados</i>
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

dates in Chile's insurance market. Clients enthuse: "Alejandro Acuña Murray generates immense respect for his active presence in both litigation and arbitration fields. His commitment and experience in litigation strategies are really valuable to us." Another market commentator reports: "Alejandro Acuña Murray is the best lawyer in the insurance market." Partner **Felipe Hoetz** garners praise from interviewees for his insurance practice in Chile, with one peer noting: "Felipe Hoetz is a bright mind in the insurance scene." Another client goes on to declare: "Felipe Hoetz always provides a focused and comprehensive analysis of the situation and provides workable solutions." Founding partner **Luis Cifuentes** enters the Chilean insurance rankings for the first time this year following recognition from market onlookers. A client remarks: "Luis Cifuentes is an excellent lawyer, and a thorough adviser." Another client goes on to declare: "Luis Cifuentes is a great litigator."

Estudio Carvalho

What the team is known for Estudio Carvalho is an eminent insurance boutique with a highly esteemed practice in contentious and non-contentious mandates in the Chilean market. The Santiago-based team is frequently instructed by international and domestic clients to advise on recovery actions and the structuring of insurance models. Estudio Carvalho's lawyers handle litigation on damages claims as well as civil actions and insurance fraud investigations. Clínica Las Condes, Unnio Seguros Generales and THB Corredores de Seguros count among the law firm's new client wins.

Strengths "Estudio Carvalho is a very good law firm. The lawyers are very reliable, trustworthy and professional. They have a lot of experience in insurance matters."

"Estudio Carvalho has done some of the most important insurance work in the market this year, particularly related to the pandemic."

Work highlights Estudio Carvalho represented the Chilean Caja de Ahorros de Empleados Públicos in

the transfer of the insurance client base to a third party. The matter was valued at USD30 million.

Notable practitioners

Stellar partner **Manuel Carvalho** continues to be recognised within Chile's insurance market. One client acknowledges: "Manuel Carvalho provides a very good client service and possesses a wide knowledge and innovation in insurance matters." Another commentator affirms: "He is an excellent professional with very strong commercial awareness and client service."

Partner **Francisca Róman** garners praise from interviewees for her insurance expertise in Chile, with one client noting: "Francisca Róman is an excellent professional with a very strong level of responsiveness. She also has strong business acumen."

Band 2

Carey

What the team is known for Carey is a well-established law firm with a strong footprint in the insurance market in Chile. The Santiago-based team is frequently instructed by an extensive roster of international and Chilean clients, comprised of insurance and reinsurance companies along with healthcare and banking and finance entities. Carey's lawyers are well equipped to assist on regulatory matters, insurance programme structuring and loss adjustment proceedings as well as related contentious issues. Everest Re and Willis North America count among the team's new client wins.

Strengths "Carey is an interdisciplinary team of lawyers that takes a holistic view of changes in insurance regulation, business dynamics and goals."

Work highlights Carey advised Everest Re in a non-contentious insurance matter relating to its incorporation and registration as an insurance company in Chile and abroad.

Notable practitioners

Partner **Matías Vergara** (see p.188) is appreciated by Chile's market onlookers for his legal capabilities. One interviewee mentions: "Matías Vergara is a great adviser with a deep knowledge of insurance matters." Another market onlooker declares: "I appreciate his market insights and global view."

DAC Beachcroft Chile

What the team is known for DAC Beachcroft is a well-regarded insurance law firm acting on a range of insurance mandates, including coverage and liability advice and fraud investigations in the Chilean market. The Santiago-based team is frequently instructed by key domestic and international players in the insurance, reinsurance and underwriting spheres. DAC Beachcroft's lawyers are experienced in advising on civil, environmental, administrative and criminal actions as well as product liability issues. Entel is a new client win.

Strengths "DAC Beachcroft demonstrates having an excellent and knowledgeable practice in insurance law. The advice is tailored to the specific needs of the clients, and always up to date."

Work highlights DAC Beachcroft advised Beazley on a ransomware attack that affected a bank's insured clients in Chile.

Notable practitioners

Key partner **Andrés Amunátegui** (see p.172) continues to be endorsed by the market for his relevant capabilities within the Chilean insurance domain. One client enthuses: "Andrés Amunátegui is always

a great help when dealing with complex claims. He is able to provide quick responses and is always available to resolve any potential issues."

Vergara Fernandez Costa & Claro

What the team is known for Vergara Fernandez Costa & Claro is a well-respected boutique with particular experience in handling insurance claim defence in the Chilean market. The Santiago-based team is instructed to advise on claims arising from sectors including construction and infrastructure as well as providing day-to-day insurance advice to corporate clients. ViasChile and Space Copters count among the firm's new client wins.

Strengths "Vergara Fernandez Costa & Claro has a very strong ability to handle complex and sophisticated matters as well as a very strong commitment to diversity and inclusion initiatives."

Work highlights Vergara Fernandez Costa & Claro advised Besalco on an arbitration proceeding following a denial of insurance coverage in Chile. The matter was valued at USD8 million.

Notable practitioners

Partner **Gloria Claro** demonstrates a long-standing presence within the Chilean insurance market. One peer notes: "Gloria Claro is a very knowledgeable lawyer both in technical and legal matters. She knows the insurance legal market inside out." Another market onlooker declares: "Gloria Claro is remarkable in insurance matters, as well as highly qualified and trustworthy." Partner **Sergio Fernández** continues to be endorsed by the interviewees for his relevant capabilities within the Chilean insurance market. A client mentions: "Sergio Fernández is great in insurance law; he is highly trained and very reliable." Another market onlooker reports: "He is skilled at negotiating."

Band 3

Kennedys

What the team is known for Kennedys boasts a noted international insurance practice with a dedicated team in Chile. The department is frequently sought after for its experience acting for insurance and reinsurance companies on a range of contentious and non-contentious mandates. The respected team is particularly active in defence matters, as well as in offering advice on claim adjustments. Compañía de Seguros Confuturo is among the law firm's new client wins.

Strengths "Kennedys has been with our company for many years and understands our business. The lawyers create a positive and trustworthy work environment."

Work highlights Kennedys advised Corredora de Seguros La Cámara on its day-to-day legal matters in Chile, including acting as a counterpart with insurance company prosecutors.

Notable practitioners

Mario Diemoz is a key contact for clients.

Molina, Ríos Abogados

What the team is known for Molina, Ríos Abogados is a well-known insurance boutique that handles insurance claims and related disputes for a range of domestic and international clients in the Chilean market. The Santiago-based team is known for its experience in advising clients from the construction industry as well as insurers and reinsurers. Molina, Ríos Abogados' new client additions include Mainstream Renewable Power.

Strengths “*Molina, Ríos Abogados has a very strong ability to handle complex and sophisticated matters as well as a strong commitment to diversity and inclusion initiatives.*”

Work highlights Molina, Ríos Abogados advised Banco Santander Chile, ILC Investments and Inmobiliaria Armas on an insurance arbitration proceeding against Cesce. The matter was valued at USD2 million.

Notable practitioners

Partner **Carlos Molina** is well placed to assist clients in contentious insurance mandates, especially arbitration proceedings. He is recognised by his clients in the Chilean insurance market, with one interviewee noting: “*Carlos Molina is a very experienced and knowledgeable lawyer in the insurance market. He is a business visionary.*” Up-and-coming partner **Felipe Correa** is praised by a client, who enthuses: “*Felipe Correa has graduated from being a rising star to a well-known lawyer in Chile, especially in matters that involve insurance litigation. He is a multi-talented and mature lawyer with top legal and interpersonal skills.*”

Ríos, Ramdohr, García Abogados

What the team is known for Ríos, Ramdohr, García Abogados is an active law firm that handles insurance defence, loss recovery and litigation matters

in the Chilean market. The Santiago-based team is well equipped to assist with claims related to labour, medical and environmental issues. Aseguradora Porenir count among the firm’s new client wins.

Strengths “*Ríos, Ramdohr, García Abogados has very specialised expertise in insurance matters. The lawyers meet clients’ standards and expectations.*”

Work highlights Ríos, Ramdohr, García Abogados represented Liberty Seguros in the insurance claim and legal proceedings for the recovery of losses from the river Mapocho overflow. The matter was valued at USD5 million.

Notable practitioners

Partner **Stefanie Ramdohr** is commended by market onlookers for her activity in Chile’s insurance sphere. A particularly impressed client enthuses: “*Stefanie Ramdohr is a very smart and professional lawyer, who is very client-oriented.*” Another market observer reports: “*Stefanie Ramdohr is a good lawyer for complex litigation matters.*” Partner **Roberto Ríos** continues to be endorsed by the market for his capabilities within the Chilean insurance market. A client mentions: “*Roberto Ríos is an extraordinary professional and an expert in insurance matters.*” Another interviewee reports: “*Roberto Ríos is very strategic, agile, and well connected to others.*”

Other Ranked Lawyers

Long-standing practitioner **Oswaldo Contreras** of Contreras & Cia enjoys a solid reputation for his work in the Chilean insurance market. He boasts solid experience in advising clients on a wide range of key insurance cases.

Partner **Marcelo Nasser** continues to be endorsed by the market for his relevant capabilities within the Chilean insurance realm. One client enthuses: “*Marcelo Nasser is a thorough and very sophisticated lawyer.*” Another interviewee reports: “*Marcelo Nasser has outstanding skills in conflict resolution as well as in the design of legal strategies.*”

Senior statesperson **Ricardo Peralta Valenzuela** of Peralta, Gutiérrez & Asociados is widely renowned as one of the most experienced insurance specialists in the Chilean market.

Senior statesperson **Emilio Sahurie** of Sahurie & Asociados enjoys a solid reputation for his work in the Chilean insurance market. He possesses strong experience advising clients on a broad array of significant insurance mandates.

Intellectual Property

Intellectual Property
Leading Firms
Band 1
Carey
Sargent & Krahn
Silva
Band 2
Albagli Zaliasnik
Alessandri
Claro & Cia
Band 3
Beuchat, Barros & Pfenniger, Abogados
Covarrubias
Johansson & Langlois
Muñoz Jeanneret Alvarez y Cia.
Porzio Ríos García
Villaseca Abogados
Band 4
Estudio Dellafiori
Garay Puga
JarryIP
Puga Ortiz
* Indicates individual with profile.
◊ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey is a stellar full-service firm that offers an outstanding practice in Chile’s intellectual property field. The bench is well equipped to handle complex matters including patent and trade mark prosecution. The department’s prestigious clients look to the firm to protect their rights through IP litigation, such as cancellation

Intellectual Property	
Senior Statespeople	
Senior Statespeople: distinguished older partners	Velasco S Rodrigo Alessandri
Amenábar Sergio Villaseca Abogados *	
Leading Individuals	
Band 1	del Rio Carolina Dentons Larrain Rencoret SpA (ORL) ◊
Agosin Ariela Albagli Zaliasnik	Doxrud Christopher Johansson & Langlois
Egaña Juan Pablo Sargent & Krahn	García Fernando Carey *
Band 2	Lavados Rodrigo Sargent & Krahn
Carey Francisco Carey *	Lobos Eduardo Sargent & Krahn
Carey Guillermo Carey *	Marré Rodrigo Mackenna, Irarrazaval, Cuchacovich (ORL) ◊
Claro Felipe Claro & Cia	Mir Cristián Puga Ortiz
Cooper Rodrigo Cooper & Cia (ORL) ◊	Montero Max Johansson & Langlois
Jeanneret Noelle Muñoz Jeanneret Alvarez y Cia.	Silva Francisco Silva
León Rodrigo Silva	Torres Bernardita Porzio Ríos García
Melossi Jiménez Andrés Beuchat, Barros & Pfenniger	Varas Antonio Porzio Ríos García
Montaner Alfredo Sargent & Krahn	Up-and-coming individuals
Silva Juan Pablo Silva	Barros Magdalena JarryIP
Velasco Alessandri Rodrigo Alessandri	Covarrubias Sofia Covarrubias
Band 3	Dellafiori Mauro Estudio Dellafiori
Bardón Paulina Claro & Cia	Gormáz Eugenio Albagli Zaliasnik
Grunewaldt Andrés Silva	Sáenz de Santa María Pablo Sáenz de Santa María (ORL) ◊
Magliona Claudio Magliona Abogados (ORL) ◊ *	Venturelli Valentina Baker McKenzie Chile (ORL) ◊
Ortúzar Decombe Santiago Alessandri	Associates to watch
Porzio Cristóbal Porzio Ríos García	Aldunate Catalina Carey *
Reyes Juan Francisco SCR Abogados (ORL) ◊	Kernitsky Bryan Claro & Cia
Band 4	Krebs Claus Claro & Cia
Álvarez E. Carmen Paz Muñoz Jeanneret Alvarez y Cia.	Morandé Montt Diego Guerrero Olivos (ORL) ◊ *
Covarrubias Arturo Covarrubias	Prieto Sebastián Larrain y Asociados Abogados (ORL) ◊ *

and opposition matters. The law firm stands out for its advice to Chilean and international clients from a wide variety of industries, including sports clothing, food and beverages, and pharmaceuticals.

Strengths “*Carey is a very solid law firm, and you feel very safe working with its lawyers. Their level of ser-*

vice and the speed of their response are always very high. In fact, they are the strongest and fastest that I personally have seen in Chile.”

“*Carey has extraordinarily skilled lawyers for all the matters it handles.*”

Work highlights Carey advised Nestlé on the filing

and prosecution of more than 50 new patent and industrial design applications.

Notable practitioners

Renowned practitioner **Francisco Carey** (see p.174) elicits significant praise in Chile's intellectual property arena. One client notes: "He is a lawyer who is always available to talk to, and who designs the best strategies. He is reliable and is extremely fast in his response times." Another market commentator highlights: "Francisco Carey is a well-established lawyer who has a deep understanding of the requirements of the client." Leading partner **Guillermo Carey** (see p.174) is highlighted by interviewees for his strategic work on intellectual property matters in the Chilean market. He is praised by a market onlooker, who enthuses: "Guillermo Carey effectively handles practical issues when negotiating, and is very capable of achieving a win/win situation. He has an outstanding capability for identifying crucial points on negotiations." Active lawyer **Fernando García** (see p.177) is based in Santiago and is praised by market commentators for his IP work in patent matters. One respondent affirms: "Fernando García is a very good adviser." Associate-to-watch **Catalina Aldunate** (see p.172) joins the rankings this year after eliciting significant praise from observers of the Chilean IP market. According to one interviewee, "Catalina Aldunate is a holistic lawyer who profoundly knows the intellectual property area and who has a modern and inclusive idea of how to best provide legal services to clients."

Sargent & Krahn

What the team is known for Sargent & Krahn is a market-leading law firm in Chile which provides outstanding advice on a vast array of matters related to intellectual property, and boasts strong expertise in patent matters. The Santiago-based department is sought after to assist with judicial and administrative trade mark oppositions, complex anti-counterfeiting mandates and contentious copyright proceedings, and is often retained by multinational companies hailing from the technology, media, and food and beverage industries.

Strengths "The attorneys at Sargent & Krahn are excellent and qualified professionals. We have a close working relationship with them and we rely on their opinion because they take into account different variables and provide well-rounded legal opinions."

"Sargent & Krahn fields a team of highly prepared professionals with broad knowledge of both the legislation and my business, which differentiates it from other law firms."

Work highlights Sargent & Krahn advised Genentech on an appeal before the Chilean Industrial Property court against the INAPI's initial rejection of a patent application.

Notable practitioners

Co-head of department **Juan Pablo Egaña** is a distinguished practitioner who stands out for his work on patent matters, as well as for his longstanding experience in Chile's IP realm. He also offers expertise on the life sciences field. One market commentator enthuses: "Juan Pablo Egaña is a great lawyer with an evident passion for his job. He is dedicated and always shows great professionalism." Another client lauds: "He has great availability, commitment, depth of analysis and management of complex matters." Well-regarded practitioner **Alfredo Montaner** co-heads the department and maintains a solid recognition from market observers in Chile's intellectual property

arena. He boasts expertise in trade mark litigation, including oppositions and cancellation matters. One client states: "Alfredo Montaner is a great lawyer with a lot of experience and a solid handling of matters, and who provides effective solutions in a timely manner." IP lawyer **Rodrigo Lavados** is based in Santiago and is praised by an interviewee who notes: "Rodrigo Lavados has excellent availability and celerity in his responses. He is deeply knowledgeable and his assessment is very valuable to my company." **Eduardo Lobos** joins the rankings this year after eliciting significant recognition from players in Chile's intellectual property arena. One respondent declares: "Eduardo Lobos has been key to our IP registration and enforcement strategy. He is very knowledgeable and boasts great business acumen."

Silva

What the team is known for Silva is a renowned law firm that offers comprehensive intellectual property advice in Chile. Its impressive Chilean and international clientele hails from the media and entertainment, telecommunications, and food and beverage industries. Silva's practice encompasses trade mark and patent portfolio management and copyright infringement cases, as well as contentious proceedings before the INAPI, the TDPI, and Chile's Supreme Court.

Strengths "I want to highlight the lawyers at Silva for their professionalism, expertise, and especially for their disposition and willingness in all topics. They make a great team."

"Silva are a very good intellectual property law firm in Chile."

Work highlights Silva's Santiago-based IP team advised Paskà on the appeal for the registration of the 'Intenso Aroma di Caffè' design trade mark after an initial rejection from the INAPI.

Notable practitioners

Rodrigo León is a well-reputed practitioner in Chile's intellectual property sphere, and attracts praise from market commentators. A client lauds his work on trade mark and patent issues, enthusing: "Rodrigo León is a great professional and intellectual property expert and has been a critical player and fundamental support in developing and implementing our intellectual property practices." Renowned practitioner **Juan Pablo Silva** continues to attract endorsement from market commentators for his work in Chile's intellectual property sphere. One interviewee highlights: "He is always pushing to find solutions." Another client adds: "Juan Pablo Silva has the expertise and ability to resolve all types of requests and advise on the best actions to follow in each case on time."

Andrés Grunewaldt is based in Santiago and is praised by a market observer, who enthuses: "He is a great support in highly complex situations. He is always pleasant to deal with and quick to respond, and has a pragmatic and efficiency-oriented approach." Another interviewee adds: "Andrés Grunewaldt's advice is highly valued by our intellectual property team." Santiago-based partner **Francisco Silva** is praised by one interviewee, who notes: "He is a very good team leader." Another client adds: "Francisco Silva is an expert lawyer in intellectual property."

Band 2

Albagli Zaliasnik

What the team is known for Albagli Zaliasnik houses a dynamic intellectual property department that boasts significant expertise in a variety of areas such as trade mark oppositions, patent registration and copyright. The Santiago-based team is well equipped to advise a range of multinational companies from the food and beverage, as well as the media and communication industries on their IP needs in Chile. Albagli Zaliasnik's experience extends to assistance with advertising mandates.

Strengths "Albagli Zaliasnik achieves results not only with professionalism and excellent legal management, but also through empathy, respect and social commitment."

Work highlights Albagli Zaliasnik's Santiago-based IP lawyers advised the Mapuche Economic Confederation on the certification procedure for the 'Sello Mapuche' trade mark.

Notable practitioners

Pre-eminent partner **Ariela Agosin** is singled out by clients for her work in Chile's intellectual property field. She particularly elicits praise from observers for her work on IP litigation matters. One client enthuses: "Ariela Agosin is a very skilled lawyer who always seeks to solve her client's query or problem in the best way." A market onlooker endorses: "She is active and is a great professional. She is a reference in the IP realm." Up-and-coming practitioner **Eugenio Gormáz** continues garnering significant praise in Chile's intellectual property arena. One client says: "He has many skills and abilities in IP matters." Another interviewee adds: "Eugenio Gormáz gives support and advice which are of good quality and excellence."

Alessandri

What the team is known for Alessandri is a well-regarded intellectual property team that is frequently sought out by clients from a diverse range of sectors such as cosmetics, media and entertainment, and technology, as well as real estate and food production. Alessandri's team showcases strong expertise in protecting Chilean and international trade marks as well as in representing clients in patent and domain name mandates.

Strengths "The team at Alessandri has the attributes that we seek out, which are Chilean and international technical legal knowledge, transparency, and good value for money for its services."

Work highlights Alessandri's Santiago-based IP lawyers advised Beer Garage on the registration and protection of the 'Casa de la Cerveza' sign.

Notable practitioners

Senior statesperson **Rodrigo Velasco S** is an active practitioner who is considered by market commentators to be a longstanding figure in the intellectual property practice area. One respondent attests: "Rodrigo Velasco is a point of reference in the Chilean IP space." Well-regarded partner **Rodrigo Velasco Alessandri** garners significant praise from market commentators for his activity in Chile's IP market, especially in patent prosecution and litigation mandates, as well as in cross-border trade mark work. One client lauds: "Rodrigo Velasco Alessandri is committed and shows understanding of the business." Another interviewee remarks: "He is a highly capable lawyer focused on providing a good-quality service to his clients." **Santiago Ortúzar Decombe** is praised by a client, who notes: "He is a valuable external legal

resource for my IP team in Chile. His legal advice is highly appreciated." Other interviewees highlight: "Santiago Ortúzar Decombe is a professional who knows how to appropriately respond to our requirements."

Claro & Cía

What the team is known for Claro & Cía has a well-respected intellectual property team in Chile that possesses significant expertise in complex trade mark and patent disputes ranging from administrative proceedings to judicial litigation. The law firm is frequently instructed by domestic and international clients to advise on trade mark acquisitions and licensing matters.

Strengths "The team at Claro & Cía is highly professional and very empathetic. It understands our timelines and our internal way of working."

Work highlights Claro & Cía's IP lawyers represented BioMar Group in the opposition action against some applications filed by EuroPharma for the protection of fish feed and its preparation methods.

Notable practitioners

Noteworthy practitioner **Felipe Claro** is based in Santiago and is praised by market onlookers for his breadth of practice in Chile's intellectual property arena. He advises on issues relating to trade marks, patents and domain names. Clients say: "Felipe Claro has been key in the process, not only in his professional and technical capability relating to the case, but also in his humanity and empathy. He makes us fully trust his decisions and they translate into favourable results for our company." **Paulina Bardón** is highlighted by market commentators for her extensive experience in intellectual property matters in Chile. A respondent highlights: "Paulina Bardón provides creative solutions to our clients' issues which are really helpful to resolve urgent matters." Associate-to-watch **Bryan Kernitsky** joins the rankings this year, garnering praise from market commentators for his experience in Chilean IP mandates. One client says: "Bryan Kernitsky is very supportive. At all times he explains the difficulties of the case and keeps our expectations balanced." Associate-to-watch **Claus Krebs** comes recommended for his experience in the IP practice area in Chile. A client declares: "I have found Claus Krebs to be highly responsive, and he acts quickly on the matters."

Band 3

Beuchat, Barros & Pfenniger, Abogados

What the team is known for Beuchat, Barros & Pfenniger, Abogados is a solid intellectual property boutique in Chile that deals with contentious and non-contentious trade mark issues. The firm frequently handles trade mark prosecution and defence cases, along with patent portfolio management, and advises on licensing contracts and copyright issues. Beuchat, Barros & Pfenniger, Abogados' clients include players in media and retail, as well as food and beverages.

Strengths "Beuchat, Barros & Pfenniger, Abogados is distinguished by the fierce commitment to its clients and the solid knowledgeability of its team."

Work highlights Beuchat, Barros & Pfenniger, Abogados' Santiago-based IP team defended Fundación Cardoen against a patent infringement accusation.

Notable practitioners

Andrés Melossi Jiménez is respected by market commentators, who endorse his presence and

track record in Chile's intellectual property field. He is appreciated by a client, who enthuses: "He is an expert on intellectual property matters, and he is a great lawyer and professional with excellent soft skills." Another respondent says: "On top of being incredibly responsive, clear and concise in his trade mark counsel, Andrés Melossi Jiménez has a wider legal understanding which proves useful on more complex issues."

Covarrubias

What the team is known for Covarrubias houses an established intellectual property team in Santiago, which fields a strong practice in trade mark and patent prosecution, and is often retained by local and international companies to manage their trade mark portfolios. The law firm is also well equipped to advise on industrial design and domain name issues. Covarrubias' client roster spans multinationals from the construction, food and beverage, and forestry industries.

Strengths "Covarrubias' lawyers are always available and they always know the issue at stake, independently of its complexity, which gives me confidence. They give the best responses and are knowledgeable of the IP sphere."

Work highlights Covarrubias' IP lawyers assisted BRF Singapore Foods with the application for the registration of the 'Sadia's Golden Fries' trade mark in Chile.

Notable practitioners

Santiago-based managing partner **Arturo Covarrubias** is active in Chile's IP arena. One interviewee states: "Working with Arturo Covarrubias is a pleasure, and he manages his team in an extraordinary way. He knows a lot about patents and I rely a lot on his opinion and case management." Up-and-coming partner **Sofía Covarrubias** joins the rankings this year after garnering significant client praise for her prowess on IP mandates in Chile. One respondent remarks: "Sofía Covarrubias provides high-quality services and is experienced in the intellectual property field."

Johansson & Langlois

What the team is known for Johansson & Langlois possesses a renowned boutique practice that offers wide-ranging services within the Chilean IP ambit. The team's main areas of expertise encompass patent applications and defence actions. The law firm is often retained by international clients due to its strong practice in trade mark prosecution, and has an experienced bench of lawyers that is bolstered by the inclusion of technical professionals, including engineers.

Strengths "We request Johansson & Langlois' protection in several cases and the processes always go perfectly smoothly."

Notable practitioners

Christopher Doxrud is praised by observers for his practice and presence in Chile's intellectual property market. One commentator says: "Christopher Doxrud is an experienced attorney who provides good and solid advice." **Max Montero** remains active in Chile's IP realm and is praised by a market commentator, who endorses: "Max Montero is a wonderful professional; he is very efficient and has the ability to provide an effective solution for any difficult task."

Muñoz Jeanneret Alvarez y Cía.

What the team is known for Muñoz Jeanneret Alvarez y Cía. is a noteworthy IP boutique that boasts

a strong practice in trade mark prosecution. The legal team is regularly sought out by major Chilean clients, as well as international companies from a variety of industries such as manufacturing and automotive.

Strengths "Muñoz Jeanneret Alvarez y Cía.'s lawyers are very good and specialised. They have a good level of practice, particularly in trade mark and coexistence matters."

Notable practitioners

Well-known practitioner **Noelle Jeanneret** garners praise in Chile's intellectual property sphere. One client enthuses: "Noelle Jeanneret provides my company with an excellent service. She has an extensive knowledge of the IP field. She is timely, precise and offers a great quality service, which characterises her and her law firm." Santiago-based practitioner **Carmen Paz Álvarez** is praised by a market commentator who emphasises: "Carmen Paz Álvarez is great, with deep knowledge of the different areas of IP, such as domain names, plant varieties, patents, and trade marks."

Porzio Ríos García

What the team is known for Porzio Ríos García is a solid intellectual property boutique with a significant track record advising clients in Chile's IP space. The law firm is routinely retained to represent Chilean and international clients on the whole spectrum of trade mark and patent mandates, including prosecutions, opposition actions and general IP advice. Porzio Ríos García is also well equipped to appear before INAPI and the appeals court, as well as handling domain name issues.

Strengths "Porzio Ríos García's lawyers go deep into the matters and are very responsive."

Work highlights Porzio Ríos García's IP team represented Weir Minerals in an appeal before Chile's Supreme Court after the authorities' rejections of the client's patent application for a pump intake device.

Notable practitioners

Cristóbal Porzio garners praise from market commentators for his work in the Chilean intellectual property arena. One respondent appreciates: "Cristóbal Porzio is always thorough, thoughtful and practical in the advice he renders." Another respondent says: "I recommend both him and his law firm for IP matters." **Bernardita Torres** is viewed as a very active IP lawyer in Chile. An observer mentions: "Bernardita Torres is responsive and clear." Another interviewee adds: "She is incredible; she is very intelligent and devoted to intellectual property matters." **Antonio Varas** joins the rankings for the first time this year after garnering significant praise from players that are active in Chile's intellectual property sphere. One commentator remarks: "Antonio Varas develops solid enforcement strategies."

Villaseca Abogados

What the team is known for Villaseca Abogados is an experienced IP team in Chile that advises on the full range of trade mark and patent issues. The law firm provides support in day-to-day IP portfolio management, including trade mark prosecution and infringement proceedings. Villaseca Abogados houses a team that boasts experience acting on behalf of clients in administrative litigation proceedings, and its expertise extends to domain name and patent prosecution mandates. Coinbase as a new client win for the law firm.

Strengths "Villaseca Abogados has provided important support in our patent prosecution processes."

Work highlights Villaseca Abogados' intellectual property experts advised Sanrio on a copyright and trade mark enforcement campaign in Chile.

Notable practitioners

Senior statesperson **Sergio Amenábar** (see p.172) is recommended by a market observer who notes: "Sergio Amenábar is a longstanding IP lawyer in Chile. He is a very good practitioner who is still active in the market."

Band 4

Estudio Dellafiori

What the team is known for Estudio Dellafiori is a dynamic IP boutique that is often retained by Chilean clients from a wide range of industries, spanning food and beverages, pharmaceuticals and financial services. The law firm's solid bench of lawyers is qualified to handle a variety of matters such as patent and trade mark oppositions, internet domain name disputes and trade mark licensing agreements.

Strengths "Estudio Dellafiori is awesome as its lawyers really work the case in detail and help us offer solutions to our clients."

Work highlights Estudio Dellafiori's intellectual property experts assisted Sociedad Punta de Lobos with the change of name of over 66 of its trade marks in Chile.

Notable practitioners

Up-and-coming practitioner **Mauro Dellafiori** is based in Santiago and is praised by a respondent, who remarks: "He always has an alternative to propose to make business happen." Another respondent states: "Mauro Dellafiori is one of the most efficient and kind IP lawyers I have ever worked with."

Garay Puga

What the team is known for Garay Puga houses an active intellectual property department that boasts experience in Chile's IP space. The team of lawyers is often retained by clients from the pharmaceuticals, technology and food and beverages industries to advise on trade mark and patent prosecution, as well as IP litigation. Dedalus is Garay Puga's new client win.

Strengths "Garay Puga handles matters with solvency and professionalism. The legal team offers a high level of service with fast response times."

Work highlights Garay Puga's IP team was instructed by Hard Rock Limited to manage the entirety of its trade mark portfolio in Chile.

Notable practitioners

Juan Enrique Puga and Jorge Garay Pérez are the key client contacts.

JarryIP

What the team is known for JarryIP is an active intellectual property boutique in Chile that is well equipped to advise on a range of issues, including IP portfolio management, prosecution and cancellation proceedings. The law firm offers additional expertise in dealing with criminal proceedings related to counterfeiting. JarryIP's new client additions include Innersloth and Sanpro.

Strengths "The team at JarryIP has strong service levels and responsiveness."

Work highlights JarryIP's intellectual property experts advised Toyota on anti-counterfeiting actions in Chile.

Notable practitioners

Up-and-coming partner **Magdalena Barros** is noted by observers, as one client says: "She offers a great service and excellent negotiation abilities." Another interviewee adds: "Magdalena Barros has great breadth of knowledge in the Chilean industrial property field."

Puga Ortiz

What the team is known for Puga Ortiz is an active IP team in Chile that is frequently sought out to provide regulatory advice as well as representation in trade mark and patent prosecutions. The legal team's clients hail from a diverse range of industries, including the food and beverage, entertainment and retail sectors.

Strengths "Puga Ortiz provides a very good service and boasts a good performance, knowledge and accuracy in its work."

Work highlights Puga Ortiz's IP team advised Top Underwear on trade mark prosecution matters in Chile.

Notable practitioners

Cristián Mir is active in Chile's IP arena and is praised by a client who comments: "He is an excellent professional." Other clients remark: "We are really happy with Cristián Mir's service."

Other Ranked Lawyers

Key lawyer **Rodrigo Cooper** of Cooper & Cía is a renowned IP practitioner in Chile. He is highlighted by a client who remarks: "Rodrigo Cooper is an expert in intellectual property. He is a great lawyer and supports us a lot in getting our trade marks registered." Another respondent acknowledges: "He boasts long-standing expertise in the IP sector and is deserving of recognition."

Carolina del Rio of Dentons Larraín Rencoret SpA joins the rankings for the first time this year after

obtaining recognition from market onlookers from the intellectual property arena in Chile. One client points out: "It is a delight to work with Carolina del Rio, as she is really passionate for her clients, understands their needs, and works accordingly."

Seasoned IP practitioner **Claudio Magliona** (see p.180) of Magliona Abogados is based in Santiago and is praised by clients who underscore: "He always provides a prompt response to our requests, with a practical approach to different issues and a deep knowledge of intellectual property matters." Another client declares: "Claudio Magliona proves to be skilled and strategic, and has the ability to explain the Chilean laws in a simple way."

Rodrigo Marré of Mackenna, Irrrazaval, Cuchacovich & Paz is recognised by market commentators for his work in the Chilean intellectual property realm. One interviewee remarks: "Rodrigo Marré is very experienced and is well regarded in intellectual property matters."

Associate-to-watch **Diego Morandé Montt** (see p.182) of Guerrero Olivos remains active in Chile's intellectual property legal market. An interviewee emphasises: "Diego Morandé Montt is a lawyer who is always available and who possesses great skills to provide solutions to the company's legal issues."

Associate-to-watch **Sebastián Prieto** (see p.184) of Larraín y Asociados Abogados boasts prowess on IP mandates in Chile. He is praised by an observer who points out: "I have full faith and confidence in Sebastián Prieto. He is always very responsive and reliable."

Santiago-based practitioner **Juan Francisco Reyes** of SCR Abogados is experienced in PCT filing procedures, trade mark prosecution, and IP disputes. He is praised by a client who reveals: "Juan Francisco Reyes is an expert in negotiations; he is very loyal and close to his client, and is always willing to assist or answer any questions."

Up-and-coming partner **Pablo Sáenz de Santa María** is highlighted by market commentators for his experience in Chile's intellectual property arena. An onlooker acknowledges: "Pablo Sáenz de Santa María is a young and good lawyer who has a position in the IP market."

Up-and-coming partner **Valentina Venturelli** of Baker McKenzie receives praise from a client who notes: "She has great knowledge of the IP regulation in Chile." Another client enthuses: "Valentina Venturelli is very responsive and knowledgeable."

CHILE: An Introduction to Labour & Employment

Contributed by Provoste Matamala Abogados

Practice Area Overview

The political and economic process that our country is going through today leads us to contemplate great challenges in our area of work. Some of these are matters that we are facing today, others we will see in the medium and short term, as well as those that we hope will be long-term changes in our country.

On a daily basis, with new faces in positions of power, we see that labour law has been one of the key pillars of the proposed social changes. We could say that the beginning of the above has been reflected in the new minimum income, where we have seen a government willing to sit at the table with the most important unions in Chile to reach points of consensus. At the same time, measures are proposed for small and medium-sized companies to cope with the change, but we will have to see how the campaign pledge for minimum income proposed for these four years of government will materialise in a country in the midst of the most severe inflation of the last decade.

Our eyes are not only on the legal minimum wage (we could even say that this was the goal) but in the coming months the most important adjustments could be the reduction of the weekly working hours to 40, changes in the collective bargaining system and the modification of the Chilean social security system.

If this is the case, each issue is becoming more considerable and more impactful for our clients and for the country in general.

It has been more than 17 years since the last change in the legal maximum weekly working hours. Now, with a technical committee working on the guidelines for the implementation of the reduction to 40 hours per week, we hope that both the progressiveness of the measure and the protection of small and medium-sized companies will once again be taken into account. This will be the only way to provide flexibility in the process of change. Undoubtedly, the implementation of this measure will influence the form of organisation that prevails in Chile, even opening the door to a four-day working week.

On the other hand, another imminent modification that has been supported by the new leadership (and that is contemplated in the draft of the new constitution) is the change in collective bargaining, incorporating the possibility of branch, sectorial and territorial bargaining, as indicated in the draft.

According to the new text, there are a series of problems that will have to be addressed, such as the exclusivity of collective bargaining in unions, excluding the negotiating groups that today can negotiate according to our regulations. Likewise, the territorial and industry coverage targeted by the new collective bargaining regulation is expected to lead to a higher rate of unionisation and more complex collective bargaining, with high possibilities of using the right to strike as a pressure mechanism.

The above could cause a significant change in the way we currently conceive labour law in Chile. In our country, unionisation rates do not reach more than 6.3% of companies according to the last ENCLA 2019 survey of the Labour Direction (data prior to social outbreak), so the effect of the implementation of territorial and/or branch negotiations could drastically increase that percentage, reaching of course the sectors with lower union membership such as small and medium-sized companies.

Moreover, one of the most relevant topics that we will soon have to face – perhaps the most important of all – is the change in the pension system. The government has already indicated that reforms will be made in this area, together with the tax reforms that are planned for this presidential term. Added to the text of the draft of the new constitution, this could mean an overhaul of the current social security model and even the end of the already vilified Pension Fund Administrators.

In this same sense, the text of the draft constitution makes it clear that it will be a public system, whose financing will be provided by the state, workers and employers. Added to the principles enshrined (such as solidarity, unity, universality and participation), this allows us to identify the imposition of a new model that incorporates a higher level of participation of both the employer and the workers in the contributions made to the social security system.

This represents one of the greatest challenges in the short and medium terms, since we are starting from a point of departure that will complicate the terrain for any social security system to be implemented, placing on the shoulders of the state an important burden for which today it is only minimally responsible.

Thus, among the most important issues that will be on the table is the implementation of a redistribution system and the transition of the individual funds to a solidarity approach. This will probably start with voluntary transition mechanisms, like the ones we have had since 1980, to avoid the social division that will be caused by touching the individual savings that many keep in their Pension Fund Administrators.

On the other hand, it is impossible not to reason about the age of the beneficiaries of our system. We are an ageing population and we have more people starting their retirement than starting to pay tax. This will undoubtedly break the system quickly if we do not manage to balance the figures of income and outflows, together with the mandatory incentive campaign for formal work. Regarding the latter, we cannot lose sight of the strong increase in informal work that is outside the system or contributes a minimal amount, not to mention the strong labour force coming from foreign workers who do not have formal jobs.

Another key point to consider will be the general increase in the cost of labour in Chile. The change in the social security system will probably focus on increasing the percentage of mandatory contributions; Chile currently maintains an almost non-existent employer contribution that does not match the reality of its peers in the Organisation for Economic Co-operation and Development. Another point that could try to match the recent changes in OECD countries would be the increase in the retirement age, an issue that is also constantly being questioned.

In conclusion, Chile today is on the verge of important regulatory changes in labour matters, which will not leave any industry exempt from the revision of labour force and work dynamics. We hope that like many turning points in history, this will be an opportunity to optimise and improve our clients' processes, as well as to improve the quality of life of the Chilean population. We will be supporting every step of the way, reporting progress and collaborating in the challenges ahead.

Labour & Employment

Labour & Employment
Leading Firms
Band 1
Munita & Olavarría
Uribe, Hübner & Cía
Band 2
Carey
Lizama Abogados
Band 3
Aylwin Estudio
Barros & Errázuriz Abogados
Clyde & Co Chile
CMS Carey & Allende
Della Maggiora Eyzaguirre Abogados Laborales
DLA Piper Chile
Philippi Prietocarrizosa Ferrero DU & Uría
Prieto Abogados
Band 4
Abdala & Cía
Arthur, Humeres, Mejía & Toloza
Bofill Mir Abogados
Cariola Díez Pérez-Cotapos
Dentons Larraín Rencoret SpA
Garrigues
GNP Canales Abogados Laborales
Provoste Matamala Abogados
Porzio Ríos García
Sáez y Fernández Abogados
Saavedra & Compañía Abogados
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Munita & Olavarría

What the team is known for Munita & Olavarría is a market-leading labour and employment boutique that handles a wide array of contentious and non-contentious matters. The team is highly equipped to represent clients in labour litigation, including fundamental rights breaches, harassment claims and employee termination disputes. Other areas of involvement for the legal team include handling collective bargaining, as well as immigration matters. The Santiago-based group assists household names and multinational companies across a wide range of sectors, such as construction, banking and pharmaceuticals. Munita & Olavarría recently added NephroCare to its client roster.

Strengths “Munita & Olavarría has a highly qualified team of lawyers who are able to assist with matters of any level of complexity. The team is made up of partners whose abilities and knowledge complement each other, which helps them provide very high-quality legal services.”

“Munita & Olavarría has a commercial approach with a strong focus on client service.”

Work highlights Munita & Olavarría represented Laboratorios Recalcine in a labour and employment dispute in Chile concerning the alleged wrong interpretation of a collective bargaining agreement.

Notable practitioners

Pre-eminent labour and employment practitioner **Enrique Munita** (see p.182) receives high praise from market commentators for his longstanding presence in all aspects of Chilean employment law. He frequently acts on behalf of major national and

Labour & Employment
Senior Statespeople
Senior Statespeople: distinguished older partners
Humeres Hector Arthur, Humeres, Mejía & Toloza
Pimentel Valentín Aesorías Pimentel Ltda. (ORL) ◇
Leading Individuals
Band 1
Lizama Portal Luis Lizama Abogados
Munita Enrique Munita & Olavarría *
Olavarría Cristián Munita & Olavarría *
Uribe Casasbellas Enrique Uribe, Hübner & Cía
Band 2
Canales Undurraga Alfonso GNP Canales Abogados
Corti Francisca Carey *
Miranda Paulina Philippi Prietocarrizosa Ferrero DU & Uría
Parada Luis DLA Piper Chile
Band 3
Aitken Óscar Carey *
Alvarado Christian Clyde & Co Chile
Aylwin Andrés Aylwin Estudio
Canales Enzo CMS Carey & Allende
Contreras Constanza SCR Abogados (ORL) ◇
della Maggiora Francisco Della Maggiora Eyzaguirre *
Iturrate Juan Cristóbal Barros & Errázuriz Abogados *
Matamala Souper Pedro Provoste Matamala Abogados
Parga Sebastián Parga, Montes & Vasseur Abogados (ORL) ◇
Raby Cristóbal Prieto Abogados
Tisi Ricardo Cariola Díez Pérez-Cotapos
Band 4
Arredondo Pacheco Jorge Albagli Zaliansnik (ORL) ◇
Arteaga José Ignacio Abdala & Cía
Casorzo Paola Munita & Olavarría *
Doña Vial Santiago Doña Riveaux Abogados (ORL) ◇
Eyzaguirre Domingo Della Maggiora Eyzaguirre Abogados *
García Ignacio Porzio Ríos García
Gutiérrez Pablo Bofill Mir Abogados *
Ibaceta Nancy Ibaceta Abogados (ORL) ◇
Musa Alejandro Mendoza Paredes Vera Musa (ORL) ◇
Saez Felipe Sáez y Fernández Abogados
Salinas Jaime Salinas Toledo Abogados (ORL) ◇
Salmona Francisco Aylwin Estudio
Smith Marianela TSP Legal (ORL) ◇
Ugarte Rodrigo Aninat Abogados (ORL) ◇
von Bergen Christian Prieto Abogados
Up-and-coming individuals
Arce Francisco Carey *
Fernández Raúl Sáez y Fernández Abogados
Herrera Camila Della Maggiora Eyzaguirre Abogados *
Lewin Roberto Barros, Silva, Varela & Vigil (ORL) ◇ *
Parada Osvaldo Lizama Abogados
Associates to watch
Larraín Tomás Garrigues
Vera Bárbara Garrigues *

international employers facing challenging labour issues. An impressed client states: “Enrique Munita is a leader in labour law. He not only seeks to help businesses comply with the law, but he also develops best practices for fair and equitable work.” Another interviewee remarks: “He is highly adept and experienced in handling labour and employment matters.” Co-head of department **Cristián Olavarría** (see p.182) retains his reputation as one of the leading figures in the Chilean labour market and is equally strong on both contentious and non-contentious labour and employment law mandates. He is regularly instructed by large employers in the financial services and

transportation sectors. An impressed interviewee declares: “Cristián Olavarría is an excellent lawyer who has a strong business acumen, and who shows remarkable human traits such as active listening, kindness, and great client care.” Partner **Paola Casorzo** (see p.174) handles a wide array of labour matters, including restructuring advice for employers as well as representation in harassment claims. A client reports: “Paola Casorzo is an excellent professional that boasts an extensive knowledge of Chilean labour and employment regulations, and who is experienced in the common practices of a wide range of industries.”

Uribe, Hübner & Cía

What the team is known for Uribe, Hübner & Cía is a leading labour and employment practice advising local and international companies from a range of industries, including financial services, retail and insurance. The prominent Chilean team is well placed to handle contentious matters pertaining to employee dismissals and the violation of fundamental rights. The legal practice offers further expertise encompassing collective bargaining agreements and internal labour investigations. Uribe, Hübner & Cía continues to increase its presence in the food and beverage sector, and recently added Burger King and Starbucks to its portfolio of clients.

Strengths “Uribe, Hübner & Cía provides an excellent service and stands out due to its certainty and accuracy when providing advice, and also because of its ample availability to tend to any of our requirements.” “The legal team has a great commercial vision as it provides well-grounded legal opinions which are serious and are practical for our business.”

Work highlights Uribe, Hübner & Cía’s labour and employment lawyers advised Chilean client Terminal Marítimo Mejillones on negotiating a collective bargaining agreement.

Notable practitioners

Renowned partner **Enrique Uribe Casasbellas** is a well-respected practitioner in the Chilean labour market, who is routinely called upon by a high-profile employer client base to advise on a wide range of employment law mandates, including collective bargaining and labour litigation proceedings. A client reports: “Enrique Uribe Casasbellas shows a great understanding of the business, up-to-date legal knowledge, and ability to handle complex disputes.” Another interviewee commends: “He and his team are highly competent and complement each other.”

Band 2

Carey

What the team is known for Carey is a well-regarded team in the Chilean legal market that is adept at handling the full spectrum of labour and employment issues. The department is frequently retained to advise on the labour aspects of M&A and corporate restructuring, as well as offering experience in the drafting of employment contracts, terminations and collective bargaining agreements. Carey is also known for assisting with contentious collective and individual mandates. The law firm continues to expand its market share, adding McKinsey and SafetyPay as new clients.

Strengths “Carey offers a first-class service. I have a

high opinion of its lawyers, whom I have worked with during these past years. The law firm stands out for its professionalism, technical knowledge and commitment to solving each and every problem we raise with the team."

Work highlights Carey advised Celeo Redes on the labour and employment law aspects of the acquisition of the Chilean power company Colbún Transmisión.

Notable practitioners

Co-head of Carey's labour and immigration department **Francisca Corti** (see p.175) is widely recognised for her work advising clients on due diligence and employment aspects of M&A transactions, and provides further expertise in internal investigations and policy matters in Chile. According to clients: "Francisca Corti is meticulous, responsible and is capable of solving highly complex union matters for our company. She thoroughly understands our business and is skilled at handling tough issues." Partner **Oscar Aitken** (see p.172) heads Carey's labour and employment practice and offers a wealth of experience assisting clients with a variety of Chilean employment law issues, from wrongful dismissal claims to collective bargaining matters. One client notes: "Oscar Aitken is super knowledgeable of labour matters; he offers a pragmatic approach and is solutions oriented." Up-and-coming partner **Francisco Arce** (see p.172) is lauded for his employment practice in the Chilean market, regularly advising clients on collective agreements and labour disputes. One client declares: "Francisco Arce is an excellent labour lawyer, with solid knowledge and broad experience in collective bargaining and complex labour matters. We feel very confident when he works with us."

Lizama Abogados

What the team is known for Lizama Abogados is an acclaimed Santiago-based labour and employment practice group that offers clients a vast array of services in the area. The respected boutique boasts a significant track record advising clients on negotiations with the labour unions and collective bargaining agreements. The law firm is also adept at representing clients in contentious labour matters, including litigation and mediation.

Strengths "Lizama Abogados has a team of lawyers who are flexible, meticulous and deeply knowledgeable of the Chilean labour and employment law. The legal team is on the ball and is very well-connected in the industry."

Work highlights Lizama Abogados assisted multinational mining company Anglo American Chile with labour and employment mandates, including collective bargaining procedures.

Notable practitioners

Prominent Santiago-based partner **Luis Lizama Portal** enjoys a strong reputation for his extensive experience advising employers in the mining sector on collective bargaining proceedings. One impressed client declares: "Luis Lizama Portal is a highly intelligent and creative practitioner that displays strong awareness of his clients' problems. He defines strategies rapidly and in an effective way, is skilful and assertive, and makes my company feel safe with his advice." Up-and-coming lawyer **Oswaldo Parada** is a skilled practitioner who acts for mining companies on a wide range of trade union and collective negotiations in Chile. One client notes: "Oswaldo Parada is an excellent professional. He always responds efficiently and accurately,

and is always available. He attends all matters personally and has a strategic vision."

Band 3

Aylwin Estudio

What the team is known for Aylwin Estudio has an experienced labour and employment team that is adept at assisting with a wide range of advice and litigation before Chilean labour courts, pertaining to termination of contracts and unfair labour practices and policies. The team has experience representing clients in collective bargaining negotiations. The legal practice frequently advises mining companies

Strengths "Aylwin Estudio is very professional and has a vast knowledge of employment law which gives us the confidence to make decisions and tackle the company's day-to-day labour issues."

Work highlights Aylwin Estudio's labour and employment experts assisted Chilean mining group Minera Centinela with collective bargaining negotiations with one union.

Notable practitioners

Department head **Andrés Aylwin** is a popular choice as counsel acting on behalf of mining companies in labour litigation mandates in Chile. He is also known for his work on labour relations including collective bargaining. One client reports: "Andrés Aylwin and his team are excellent professionals and provide a good and strategic vision and advice." **Francisco Salmons** assists a roster of clients which includes mining companies and draws praise for his knowledge of Chilean labour and employment law. A client declares: "I value Francisco Salmons' tremendous professionalism, and our relationship is based on trust. He is a competent adviser and has good judgement when it comes to analysing scenarios."

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a dedicated practice group that assists a broad roster of Chilean and international clients hailing from the food and beverage, telecommunications and technology spheres with a range of labour and employment issues. The team is noted for providing counsel on the labour due diligence of corporate transactions, as well as social security, collective bargaining and labour litigation. The law firm has recently added Moulie to the client roster.

Strengths "Barros & Errázuriz Abogados has excellent strategic and commercial vision and is fully integrated within our business, which allows us to be practical and proactive in compliance with any law reform. The legal team has extensive experience handling every requirement effectively and in a timely manner."

Work highlights Barros & Errázuriz Abogados advised a consortium led by BTG Pactual's TIG, along with BCI and APG, on the labour and employment due diligence of the acquisition of Chilean timberland assets from Forestal Arauco.

Notable practitioners

Juan Cristóbal Iturrate (see p.179) advises multinational and domestic clients on both contentious and advisory labour and employment matters in Chile. He has notable experience handling employment issues arising from corporate transactions. An interviewee reports: "Juan Cristóbal Iturrate is a highly experienced and assertive lawyer in the labour law field, and he knows his clients extremely well."

Clyde & Co Chile

What the team is known for Clyde & Co Chile is a solid labour and employment department that assists clients with individual and mass layoffs, as well as collective bargaining agreements. The Santiago-based team is also well versed in contentious labour proceedings brought against companies by former employees. The law firm routinely assists a portfolio of clients that includes multinationals from a variety of sectors, including mining, retail and telecommunications.

Strengths "Clyde & Co Chile offers a comprehensive and experienced vision of the different ambits of the labour market. It gives a timely and efficient response to our requirements."

Work highlights Clyde & Co Chile advised Minera Tres Valles on collective bargaining as well as various union and labour matters in Chile, including litigation.

Notable practitioners

Christian Alvarado is proficient in advising employers on labour lawsuits and collective bargaining. He heads the law firm's labour and employment group in Santiago. A client states: "Christian Alvarado provides excellent advice and support and a timely and effective response, which is always in line with the most recent judicial and administrative criteria."

CMS Carey & Allende

What the team is known for CMS Carey & Allende is a respected international firm with a recognised Chilean labour and employment practice known for advising on contentious labour proceedings. The team offers assistance with collective bargaining, employee layoffs and social security. The group is also well placed to handle day-to-day matters such as the review of employment contracts.

Strengths "CMS Carey & Allende provides a very good service; the team is notably knowledgeable and has practical experience in a variety of labour matters."

Work highlights CMS Carey & Allende's labour and employment team assisted multinational consumer goods company Unilever with negotiations and litigation related to trade union matters in Chile.

Notable practitioners

Department head **Enzo Canales** routinely provides transactional labour and employment support to multinational clients from a range of industries, often handling matters involving Chilean and cross-border elements. One client reports: "Enzo Canales has a good amount of expertise and is serious, professional and skilful in labour matters."

Della Maggiora Eyzaguirre Abogados Laborales

What the team is known for Della Maggiora Eyzaguirre Abogados Laborales is a well-regarded Santiago-based boutique delivering expert advice on an array of labour-related mandates, from employee terminations and labour audits to collective bargaining. The law firm also earns recognition for its labour litigation prowess, and boasts experience handling day-to-day matters such as drafting contracts and internal policies.

Strengths "The legal team stands out for its commitment, great client service and permanent support. We consider Della Maggiora Eyzaguirre Abogados Laborales a strategic partner."

Work highlights Della Maggiora Eyzaguirre Abogados Laborales' labour and employment experts advised engineering and construction company Bechtel Chile on a wide range of labour and social

security law matters, including assisting with restructuring and litigation.

Notable practitioners

Francisco della Maggiora (see p.176) provides a wealth of experience to clients in the full gamut of employment and labour law advisory matters, including representation before Chilean courts. He is also engaged by employers seeking advice on union matters. One client declares: *"Francisco della Maggiora is a practitioner with a strong track record advising on labour law matters, and is diligent, professional and highly client-focused."* Santiago-based partner **Domingo Eyzaguirre** (see p.176) is routinely called upon to represent clients in wrongful dismissal claims before Chilean labour courts. His practice also covers advice related to immigration and employee contracts. An interviewee says: *"Domingo Eyzaguirre has impeccable technical knowledge and very good interpersonal abilities."* Up-and-coming partner **Camila Herrera** (see p.179) supports a broad range of clients across the full spectrum of Chilean labour and employment matters, including advising on trade union negotiations and litigation. One client declares: *"Camila Herrera provides accurate advice and is an excellent and efficient professional who demonstrates extraordinary commitment in critical processes."*

DLA Piper Chile

What the team is known for DLA Piper LLP is a key international firm that is regularly instructed to advise notable Chilean and international clients on labour and employment litigation cases, including discrimination, harassment and unfair dismissal claims. The team is also well versed in collective bargaining negotiations, employee benefits programmes and compensation. The law firm added Smith, Sonnedix and Milliman to its client roster.

Strengths *"DLA Piper LLP offers an exceptional client service that is timely, clear and aligned to our needs. On each occasion, the legal team has demonstrated an extensive subject-matter knowledge."*

Work highlights DLA Piper LLP's Chilean labour and employment department represented Lactalis in a labour claim for alleged wrongful dismissal filed by a former employee.

Notable practitioners

Luis Parada is frequently sought by multinational employers requiring day-to-day employment advice as well as support with contentious claims and trade union matters. One client states: *"Luis Parada is extremely clever and has an extensive knowledge of the Chilean labour law. He provides timely and high-quality advice on human resources matters, as well as on litigation issues, and offers an excellent client service."*

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a regional full-service firm with a longstanding presence in the Chilean market. The law firm is well placed to handle the employment aspects of corporate transactions as well as compliance programmes. The team is also adept at assisting clients with collective bargaining and individual and mass layoffs, including subsequent contentious matters. The group has recently added Hancock and Yamana Gold to the raft of clients.

Strengths *"Philippi Prietocarrizosa Ferrero DU & Uría has a team of specialist lawyers that provide a speedy response and are very business focused. The legal team is agile, has an in-depth knowledge and demon-*

strates a sense of urgency."

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría's Chilean labour and employment team advised Tata Consultancy Services on cross-border remote working arrangements and negotiations of collective bargaining agreements with trade unions.

Notable practitioners

Paulina Miranda routinely advises multinational clients on the employment aspects of corporate transactions. She also assists with business-critical employment issues in Chile. One client attests: *"Paulina Miranda is an excellent lawyer and has substantial experience in her area of expertise. She has a very clear view of the human resources and labour matters where it is necessary to find a balance between the client's business needs and compliance with the law."*

Prieto Abogados

What the team is known for Prieto Abogados has a well-reputed employment practice providing services spanning labour consultancy, audits and counsel on judicial proceedings. The team is also experienced handling collective bargaining agreements. The law firm assists a diverse client roster of international and Chilean clients from the food and beverage, energy and retail industries.

Strengths *"The lawyers at Prieto Abogados are subject-matter experts and are well-prepared to handle complex and sophisticated matters. The legal team always demonstrates professionalism and willingness to cooperate and support us."*

Work highlights Prieto Abogados' labour and employment experts represented Pedidos Ya in a claim brought by former riders concerning the alleged existing labour relationship between them and the company.

Notable practitioners

Santiago-based partner **Cristóbal Raby** regularly acts on behalf of large clients in several litigation proceedings involving wrongful termination and violation of fundamental rights. He also advises employers in connection with their human resources decisions and policies in Chile. A client declares: *"Cristóbal Raby is excellent, and is always attentive to our queries and keeps us informed about the latest developments in employment law."* **Christian von Bergen** represents employers against wrongful terminations, breach of fundamental rights and harassment claims. He offers clients further expertise advising on anti-union practices and collective bargaining in Chile. A respondent notes: *"Christian von Bergen is remarkable, available and provides clear and precise recommendations that make us feel supported."*

Band 4

Abdala & Cia

What the team is known for Abdala & Cia houses a well-established labour and employment law practice in Santiago and serves a broad range of employers from the construction, healthcare, retail and transportation sectors. The law firm provides advisory services on a wide range of labour and employment matters, particularly in relation to restructuring, union negotiations, working conditions and all COVID-19-related issues. The lawyers offer a wealth of experience in employment litigation, with regular work representing employers in unfair dis-

missal and violation of fundamental rights claims.

Strengths *"Abdala & Cia provides an excellent quality of service and efficient response to our requirements. The team stands out for its teamwork and accessibility."*

Work highlights Abdala & Cia's labour and employment lawyers represented private healthcare insurance company Isapre Nueva Masvida before the Chilean courts in a claim brought by senior executives for alleged constructive dismissal.

Notable practitioners

José Ignacio Arteaga is noted for his experience advising on the full range of labour and employment matters, including labour litigation proceedings before Chilean courts. One impressed client says: *"José Ignacio Arteaga is efficient, committed, precise and responsive. He has up-to-date knowledge of employment law issues and solid litigation experience."*

Arthur, Humeres, Mejia & Toloza

What the team is known for Arthur, Humeres, Mejia & Toloza is a respected labour and employment practice with a longstanding presence in the Chilean labour market. The law firm fields a team of experienced lawyers who regularly assist clients with sector-related litigation and alternative dispute resolution cases. The legal team also offers additional capabilities advising on individual and collective rights of work.

Strengths *"Arthur, Humeres, Mejia & Toloza has a formidable team and provides an excellent service."*

Notable practitioners

Senior statesperson **Hector Humeres** is revered by interviewees for his substantial experience advising employers on the full spectrum of labour and employment mandates in Chile. He is particularly noted for his expertise in collective bargaining agreements and social security law. According to commentators: *"Hector Humeres is an authority in labour law, and has a long track record."*

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados has an established labour and employment department with a noted presence in the Chilean legal market. It boasts a dynamic team commended for its expertise spanning collective bargaining, immigration issues and internal labour audits. The law firm also provides sector-related litigation services, frequently advising clients on unfair dismissal and workplace harassment claims.

Strengths *"Bofill Mir Abogados provides a first-class service and support. The team demonstrates a clear understanding of our business and our legal requirements, when litigating or when negotiating with counterparts."*

Work highlights Bofill Mir Abogados represented Bayer in a labour and employment lawsuit in Chile brought by a worker in relation to a post-contractual agreement that the claimant alleges can be considered as an employment relationship.

Notable practitioners

Pablo Gutiérrez (see p.178) heads the firm's labour and employment practice and is regularly sought by national and multinational corporates requiring day-to-day employment advice as well as support with contentious claims and trade union matters. A client attests: *"Pablo Gutiérrez is excellent and I would absolutely recommend him, as he always makes time to support us."*

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is an active full-service firm with a well-reputed labour and employment practice in Chile. The law firm is noted for providing counsel on individual and mass layoffs, collective bargaining and immigration issues. The legal team is also adept at assisting with the labour due diligence of corporate restructuring.

Strengths *"Cariola Díez Pérez-Cotapos stands out above the rest for being available, providing a quick and timely response, and always offering excellent legal advice."*

Work highlights Cariola Díez Pérez-Cotapos assisted Chilean maker of dairy products Soprole with two collective bargaining negotiations processes.

Notable practitioners

Ricardo Tisi has experience that sees him advising multinational clients with both contentious and non-contentious labour and employment matters in Chile. He frequently assists clients in the consumer products and food processing sectors with collective negotiations. A respondent mentions that *"Ricardo Tisi is an excellent professional who is notably up to date and who is extremely clear in his recommendations, as well as flexible when adapting to our needs."*

Dentons Larraín Rencoret SpA

What the team is known for Dentons Larraín Rencoret SpA is an international law firm that has a well-established labour department headquartered in Santiago, and that assists clients with a range of labour and employment mandates. The group routinely provides a suit of domestic and multinational clients with ongoing labour advice in the context of COVID-19, policies and legislation. Its lawyers are experienced on representing employers in litigation proceedings involving wrongful termination, discrimination and violation of fundamental rights. The team is also adept at handling collective bargaining and investigations procedures. The law firm has recently added SumUp and Chile Botanics to its client roster.

Strengths *"Dentons Larraín Rencoret SpA stands out for providing a timely and comprehensive response to our queries."*

Work highlights Dentons Larraín Rencoret SpA advised Apple on the labour and employment implications of the COVID-19 vaccination in Chile.

Notable practitioners

Karlfrazn Koehler is a key client contact at Dentons Larraín Rencoret SpA, and is based in Santiago.

Garrigues

What the team is known for Garrigues has a well-respected group of employment and labour law experts headquartered in Santiago. The team offers clients a wealth of experience across an array of employment mandates including collective bargaining agreements as well as ongoing advisory work. The law firm serves a roster of clients spanning the telecommunications, construction, retail and facilities sectors that benefit from the department's experience carrying out labour due diligence for M&A transactions. The lawyers are also adept at handling contentious labour law mandates for employers, including wrongful dismissal and work-related injuries and illnesses claims.

Strengths *"Garrigues has strategic vision and offers permanent support, keeping us up to date with the latest employment law developments. The lawyers are quick to respond and provide flexibility for the client."*

Work highlights Garrigues represented multinational facility services provider Grupo Eulen in a labour and employment lawsuit for alleged unlawful dismissal of a senior executive in Chile.

Notable practitioners

Associate-to-watch **Tomás Larraín** assists clients with employment litigation before Chilean labour courts. He offers further experience advising on collective bargaining. A client attests: *"Tomás Larraín's work, knowledge and skills are excellent."* Associate-to-watch **Bárbara Vera** (see p.188) comes highly recommended by interviewees for her experience advising a raft of international and domestic clients on employment aspects of corporate transactions, as well as collective bargaining. A client reports: *"Bárbara Vera is extremely assertive and committed, and provides practical advice on labour issues, which is a big plus."*

GNP Canales Abogados Laborales

What the team is known for GNP Canales Abogados Laborales is a dynamic labour and employment law firm with a respected reputation in the Chilean legal market. The team regularly assists clients with a wide range of employment disputes including harassment and workplace accident claims. The practice also advises on health and safety matters and the existence of minimum services during strikes. The legal team offers further strength acting on collective bargaining agreements.

Strengths *"GNP Canales Abogados Laborales' team is distinguished by its client orientation, and it is available 24/7 to solve any concerns."*

Work highlights GNP Canales Abogados Laborales' labour and employment experts advised NTT Data on the implementation of Chilean COVID-19 health protocols and employee benefits and incentives schemes.

Notable practitioners

Alfonso Canales Undurraga has a wide-ranging employment practice that sees him advising clients on disputes before the Chilean labour courts, as well as HR policies and advisory matters. According to one client, *"Alfonso Canales Undurraga is a professional with a very extensive track record and high levels of experience in technical employment matters."*

Provoste Matamala Abogados

What the team is known for Provoste Matamala Abogados is a respected Santiago-based boutique that is active on both contentious and non-contentious issues in the labour and employment sphere. The law firm is well placed to assist clients with employment contracts, social security and collective bargaining. The legal team frequently assists clients spanning sectors such as education and food and beverages.

Strengths *"Provoste Matamala Abogados provides the highest quality service, fast responses and solutions-oriented advice."*

Work highlights Provoste Matamala Abogados' labour and employment experts represented Goldenfrost in a claim by a former employee who alleges they were subject to a wrongful dismissal by the client.

Notable practitioners

Labour and employment department head **Pedro Matamala Souper** is engaged by both Chilean and multinational clients to assist with termination of contracts and wrongful dismissal claims. Clients say: *"Pedro Matamala Souper is an excellent adviser, and is very knowledgeable and supportive. He draws on his*

experience to understand our business and is able to provide effective solutions tailored to our needs."

Porzio Ríos García

What the team is known for Porzio Ríos García is a well-regarded Chilean labour and employment department that advises clients on a vast array of matters, including collective bargaining, social security and unfair dismissal claims. The law firm is frequently called upon to assist clients with internal labour audits and regulatory compliance.

Strengths *"The team at Porzio Ríos García is very competent and experienced. The law firm stands out for being accessible and providing clear advice to its clients."*

Work highlights Porzio Ríos García's labour and employment team represented Oxy against charges made by the Labour Directorate alleging unfair labour practices in Chile.

Notable practitioners

Ignacio García regularly assists employers from the energy and oil and gas sectors with employment contracts, termination matters and RIF negotiations in Chile. According to a client, *"Ignacio García is a high-performing legal professional who is connected to our organisation's purpose. Working with him gives me tremendous confidence in his experience and abilities."*

Sáez y Fernández Abogados

What the team is known for Sáez y Fernández Abogados is a well-established labour and employment practice with a strong footprint in the Chilean mining sector, that is commended for its adept handling of contentious matters involving violation of fundamental rights and wrongful dismissal claims. The legal team offers further expertise dealing with workplace accidents. The law firm also provides advice on anti-union practices and collective bargaining procedures.

Strengths *"Sáez y Fernández Abogados truly invests time in getting to know your business, is well-connected and demonstrates deep experience in the mining industry. The legal team is highly knowledgeable, responsive, and is able to think outside the box."*

Work highlights Sáez y Fernández Abogados acted on behalf of Compañía Minera Teck Quebrada Blanca in several labour litigation proceedings, including representation in a workplace accident lawsuit.

Notable practitioners

Felipe Sáez offers first-hand experience of the mining sector leading clients through collective bargaining negotiations and labour litigation proceedings, involving anti-union practices and unfair dismissal claims. One client reports: *"Felipe Sáez draws upon his extensive knowledge of collective bargaining to successfully guide you through the negotiation process with trade unions."* Up-and-coming partner **Raúl Fernández** is well regarded for his in-depth knowledge of labour and employment law in Chile, and is regularly called upon by clients to assist in labour disputes and collective bargaining procedures. A client states: *"Raúl Fernández is an excellent adviser whose work is of high quality."*

Saavedra & Compania Abogados

What the team is known for Saavedra & Compania Abogados has a solid labour and employment practice in the Chilean market. The law firm is involved in contentious matters, representing clients in labour litigation concerning unfair dismissals. Saavedra &

Compania Abogados is also active in collective bargaining matters and in providing day-to-day advice to clients.

Strengths “Saavedra & Compania Abogados displays an excellent commercial awareness and client service of good quality on a timely basis. The team provides fast, practical and clear advice to clients, which is put in layman’s terms.”

Work highlights Saavedra & Compania Abogados’ labour and employment lawyers advised Geotec Boyles Bros on a collective bargaining procedure in the Chilean mining sector.

Notable practitioners

Juan Pablo Saavedra, Cristóbal Muñoz and Gabriela Gerpe are the key client contacts.

Other Ranked Lawyers

Jorge Arredondo Pacheco of Albagli Zaliasnik is based in the firm’s Santiago office and provides advice to employers on a wide array of labour and employment disputes, as well as HR and collective bargaining matters. According to one client: “Jorge Arredondo Pacheco is very competent, and demonstrates extensive knowledge of labour law and commitment to his clients.”

Partner **Constanza Contreras** of SCR Abogados is well regarded for her work in the employment arena, frequently representing clients in labour disputes before Chilean courts. One client declares: “Constanza Contreras is highly knowledgeable, is very aligned with our company and the way we do business, and is thorough and efficient.”

Founding partner **Santiago Doña Vial** of Doña Riveaux Abogados is frequently called upon to represent employers in a range of employment disputes before the Chilean labour courts. One client highlights: “Santiago Doña Vial is an expert in labour law matters.”

Santiago-based practitioner **Nancy Ibaceta** of Ibaceta Abogados has a wide-ranging employment practice that sees her representing clients in labour litigation proceedings before the employment courts, as well as collective bargaining and advisory matters. A market commentator says: “Nancy Ibaceta is a very good lawyer and is very active in contentious matters and negotiation with trade unions.”

Roberto Lewin (see p.179) of Barros, Silva, Varela & Vigil represents employers in labour and employment disputes before Chilean courts and assists with terminations and collective bargaining negotiations. An interviewee declares: “Roberto Lewin has a high level of expertise and knows how to grasp the risks and contingencies for HR decision-makers.”

Santiago-based partner **Alejandro Musa** of Mendoza Paredes Vera Musa Abogados is experienced in employment disputes and regularly called upon to represent clients in labour claims before Chilean courts. One commentator lauds: “Alejandro Musa is a competent lawyer, who focuses on labour litigation.”

Sebastián Parga of Parga, Montes & Vasseur Abogados Laborales maintains a broad practice assisting employers with both contentious and non-contentious employment matters in Chile. One client declares: “Sebastián Parga is an specialist in collective bargaining and trade union relations. He has a vast experience advising large companies, knows the

healthcare sector inside and out and is an expert in labour litigation.”

Senior stateperson **Valentín Pimentel** of Asesorías Pimentel Ltda. enjoys a solid reputation in the Chilean market for his longstanding experience advising many household names on the full gamut of labour and employment matters, offering notable strength handling complex collective bargaining. According to commentators: “Valentín Pimentel is an authority in labour law.”

Jaime Salinas of Salinas Toledo Abogados offers a wealth of strategic labour and employment advice to Chilean and multinational clients. He regularly assists employers with contentious mandates before employment tribunals. Respondents say: “We value that Jaime Salinas is very clear and reliable. He provides timely support and keeps things running like clockwork.”

Mariana Smith of TSP Legal is a labour and employment partner based in Santiago who acts as a key resource to employers seeking advice on trade union affairs. One client reports: “Mariana Smith possesses in-depth knowledge, displays great personal commitment, and is an excellent adviser.”

Rodrigo Ugarte of Aninat Abogados heads the law firm’s labour and employment department and advises clients on a range of employment matters including unfair dismissal and discrimination claims in Chile. A respondent states: “Rodrigo Ugarte is highly knowledgeable, adept at handling labour matters, and provides clear advice.”

Life Sciences

Life Sciences
Leading Firms
Band 1
Carey
Band 2
Albagli Zaliasnik
Jara Del Favero
Sargent & Krahn
Band 3
Alessandri
Covarrubias
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey boasts a powerhouse department with expertise spanning all matters related to the life sciences ambit in Chile. The legal team is highly sought after to advise on the defence and representation of clients in sanitary registrations, as well as general administrative sanitary litigation and regulatory advice. The law firm advises a client roster that encompasses a broad range of industries including food, pharmaceuticals and med-

Life Sciences
Leading Individuals
Band 1
Gillmore Ignacio Carey*
Band 2
Agosin Ariela Albagli Zaliasnik
Egaña Juan Pablo Sargent & Krahn
Band 3
Abascal Andrea Jara Del Favero
Carey Guillermo Carey*
Up-and-coming individuals
Barros Cristián Sargent & Krahn
Gormáz Eugenio Albagli Zaliasnik
Mercado Jose Ignacio Carey*
Venturelli Valentina Baker McKenzie Chile (ORL) ◇
Associates to watch
Ossa José Santos Carey*

ical devices. Sinovac Biotech is a new client win.

Strengths “Carey has a great understanding of clients’ needs and a superb sense of urgency.”

“Carey provides an excellent service and has exceptional knowledge not only of the Chilean law but also of the client’s business. The legal team has extensive experience and understanding of the procedures and interpretations of the regulator.”

Work highlights Carey advised biopharmaceutical

company Sinovac Biotech on the regulatory life sciences aspects related to the construction and operation of a laboratory for vaccine production in Chile.

Notable practitioners

Ignacio Gillmore (see p.178) operates a market-leading life sciences practice in Chile and provides substantial regulatory expertise to large pharmaceutical, food and beverage and biotechnology companies. One client states: “Ignacio Gillmore is a great lawyer who is very knowledgeable about the industry, and who pays great attention to detail. He is always up to date with the latest pharmaceutical regulations.” Another interviewee reports: “He has strong analytical skills and is very knowledgeable.” **Guillermo Carey** (see p.174) co-heads Carey’s life sciences group and is sought after by pharmaceutical and biotechnology companies to advise on regulatory requirements governing the Chilean sector. He also assists clients with product liability and infringement cases. An interviewee highlights: “Guillermo Carey has good communication skills and commercial awareness.” Up-and-coming partner **Jose Ignacio Mercado** (see p.181) supports Carey’s life sciences practice in Chile and often assists multinational pharmaceutical and medical devices manufacturers with distribution agreements and regulatory

approvals. A particularly impressed client reports: “Jose Ignacio Mercado is a great partner, with very strong commercial insight.” Associate-to-watch **José Santos Ossa** (see p.182) handles a range of regulatory life sciences mandates for global pharmaceutical, medical devices manufacturers and biotech companies in Chile. A client reports: “José Santos Ossa is a great lawyer, who pays attention to his clients and is always concerned about adding value. He is very knowledgeable about the pharmaceutical industry.”

Band 2

Albagli Zaliasnik

What the team is known for Albagli Zaliasnik houses a well-respected life sciences department that is based in Santiago and which offers significant expertise in pharmaceutical patents. The legal team is particularly active in prosecution and litigation matters, with a focus on infringement cases and regulatory mandates. The law firm is routinely retained by Chilean and international pharmaceutical, biotechnological and veterinary laboratories to handle their legal needs in Chile.

Strengths “Albagli Zaliasnik has a team of experienced and heavyweight professionals. The lawyers are excellent, have expertise and are accomplished litigators.”

Work highlights Albagli Zaliasnik assisted pharmaceutical laboratory Farmacología en Acuicultura Veterinaria with a patent trial before the Supreme Court related to salmon medicine in Chile. The matter was valued at USD50 million approximately.

Notable practitioners

Ariela Agosin is a respected practitioner in the Chilean life sciences field, who offers clients a wealth of experience in both regulatory and contentious mandates. She is proficient in advising pharmaceutical companies on patent infringement cases. Clients enthuse: “Ariela Agosin is very competent and provides an effective response to our queries.” Up-and-coming life sciences partner **Eugenio Gormáz** assists pharmaceutical companies with patent infringement and litigation proceedings before the Chilean courts. An interviewee endorses him, saying: “Eugenio Gormáz has years of experience, which can be seen in his relationship with his clients. He demonstrates having an understanding of the problem to face.”

Jara Del Favero

What the team is known for Jara Del Favero possesses a solid life sciences department in the Chilean market, and that has a respected experience advising on regulatory mandates. The legal department is routinely instructed by Chilean and international clients from the pharmaceutical and

healthcare industries. The law firm is well equipped to handle matters related to sanitary registrations and administrative disputes in the field. Diamond Hemp is Jara Del Favero's new client win.

Strengths “What stands out about Jara Del Favero is the lawyers' closeness to their client, and their capability in resolving problems.”

Work highlights Jara Del Favero's life sciences lawyers advised agribusiness company Monsanto on regulatory matters and its commercial and compliance agreements in Chile.

Notable practitioners

Andrea Abascal is noted for assisting pharmaceutical laboratories in relation to a broad range of life sciences mandates, including advising on commercial contracts and compliance of their products with the Chilean regulatory regime. A client declares: “Andrea Abascal is an amazing professional focused on providing solutions, who makes sure she achieves her goals.”

Sargent & Krahn

What the team is known for Sargent & Krahn fields a robust team of seasoned practitioners that are well equipped to advise on a variety of areas in the Chilean life sciences arena. The practice group demonstrates strong skills in pharmaceutical patent prosecutions and opposition mandates. The Santiago-based law firm regularly offers advice on legal and administrative regulatory changes to both Chilean and international clients.

Strengths “When handling a complex patent prosecution matter for us, Sargent & Krahn are client-focused and well staffed.”

Work highlights Sargent & Krahn's life sciences team represented multinational agrochemical company Dow AgroSciences before the Chilean court in a patent prosecution procedure in which the legal team fulfilled the inventive step requirement and handled all other patentability requirements.

Notable practitioners

Juan Pablo Egaña is praised by market commentators for his practice representing pharmaceutical clients in a host of patent disputes in the Chilean life sciences sector. One client notes: “Juan Pablo Egaña is an extremely well-rounded lawyer, with extensive life sciences knowledge and impeccable analytical skills. He is highly available and committed, and is able to handle complex mandates.” Up-and-coming life sciences partner **Cristián Barros** frequently represents global pharmaceutical companies in regulatory and patent issues in Chile. Clients state: “Cristián Barros is a superb lawyer, with in-depth knowledge of life science matters. His advice is very valuable for our organisation and he always meets our requirements.”

Band 3

Alessandri

What the team is known for Alessandri is a respected full-service Chilean law firm with a solid team in the life sciences field. The department offers advice on a variety of matters related to pharmaceutical patents, including application and opposition, licensing and enforcement strategies. The law firm is usually retained by Chilean and international clients including universities, pharmaceutical laboratories and food producers.

Strengths “The lawyers at Alessandri showcase a very strong ability to handle complex life sciences and nanotechnology matters.”

Work highlights Alessandri's life sciences team represented Chilean food company Agrosuper in a PCT application regarding a heat tattooing machine for animal carcasses.

Notable practitioners

Santiago Ortúzar is the key client contact, and is based at Alessandri's Santiago office.

Covarrubias

What the team is known for Covarrubias is a strong IP Santiago-based boutique with an active life sciences department. The legal team is frequently sought after by Chilean and international pharmaceutical laboratories, veterinary and food developers. The department is well equipped to deal with patent applications and portfolio management in this area, as well as regulatory mandates. Kaneko Seeds is a new client win.

Strengths “Covarrubias shows a very strong bench of lawyers who are highly responsive, and who show commitment to Diversity & Inclusion initiatives in Chile.”

Work highlights Covarrubias' life sciences department was instructed by Virbac to perform an FTO opinion regarding a drug which prevents parasitic infection in salmon, and to handle the contentious proceedings relating to the existence of competing patent filings by third parties in the Chilean market.

Notable practitioners

Arturo Covarrubias is the key client contact at Covarrubias.

Other Ranked Lawyers

Up-and-coming partner **Valentina Venturelli** of Baker McKenzie enters the Chilean life sciences rankings following strong recommendations from market onlookers. A client reports: “Valentina Venturelli is an excellent lawyer with a broad and very deep expertise in the regulatory area.” Another interviewee enthuses: “Valentina Venturelli provides a great service.”

Projects

Projects
Leading Firms
Band 1
Carey
Claro & Cía
Larrain y Asociados Abogados
Morales & Besa
Band 2
Barros & Errázuriz Abogados
Molina, Ríos Abogados
Philippi Prietocarrizosa Ferrero DU & Uría
Band 3
Dentons Larrain Rencoret SpA
Fleischmann & Román Abogados
Prieto Abogados
Band 4
Arteaga Gorziglia
Garrigues
Guerrero Olivos
Eminent Practitioners
Eminent Practitioners
Armas Marcelo <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>
Leading Individuals
Band 1
Granic Jorge <i>Larrain y Asociados Abogados *</i>
Ochagavía Rodrigo <i>Claro & Cía</i>
Ríos Salas Víctor <i>Molina, Ríos Abogados</i>
Silva Carlos <i>Morales & Besa</i>
Band 2
Barahona Myriam <i>Morales & Besa</i>
García Pedro <i>Garrigues *</i>
Moro Felipe <i>Carey *</i>
Band 3
de la Barra Francisco <i>Barros & Errázuriz Abogados *</i>
Fleischmann Chadwick Hernán <i>Fleischmann & Román</i>
Mackenna Juan Francisco <i>Carey *</i>
Martin Jorge <i>Claro & Cía</i>
Stitchkin Juan Pablo <i>Carey *</i>
Tagle Juan <i>Prieto Abogados</i>
Band 4
Ambrosy José Luis <i>Claro & Cía</i>
Balmaceda Nicolás <i>Barros & Errázuriz Abogados *</i>
Bulnes Arturo <i>Larrain y Asociados Abogados *</i>
Halpern Juan Pablo <i>Clyde & Co Chile (ORL) ◊</i>
Larrain José Manuel <i>Dentons Larrain Rencoret SpA</i>
Ortúzar Jr Antonio <i>Baker McKenzie Chile (ORL) ◊</i>
Reyes Carlos Alberto <i>Philippi Prietocarrizosa Ferrero DU</i>
Reymond Larrain Alfonso <i>Reymond & Cía (ORL) ◊</i>
Band 5
Gorziglia Arnaldo <i>Arteaga Gorziglia *</i>
Lembeye Jorge <i>Lembeye Abogados (ORL) ◊</i>
Mir Pablo <i>Bofill Mir Abogados (ORL) ◊</i>
Morandé Cristóbal <i>Larrain y Asociados Abogados *</i>
Pérez Clemente <i>Guerrero Olivos *</i>
Sanfuentes Andrés <i>Philippi Prietocarrizosa Ferrero DU</i>
Silva Marcela <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>
Up-and-coming individuals
Correa Felipe <i>Molina, Ríos Abogados</i>
Urzúa Cristián <i>Urzúa Abogados (ORL) ◊</i>
Vargas Ignacio <i>Dentons Larrain Rencoret SpA</i>
Yuraszck Nicolás <i>Prieto Abogados</i>
<small>* Indicates individual with profile.</small>
<small>◊ (ORL) = Other Ranked Lawyer.</small>
<small>Alphabetical order within each band. Band 1 is highest.</small>

Band 1

Carey

What the team is known for Carey is a market-leading Chilean team with highly regarded expertise across the projects and infrastructure sphere. The department boasts particular experience advising on complex mining and energy projects, along with airport, hospital and port infrastructure. The lawyers are adept at handling both the financing and development aspects of projects for key multinational and domestic clients. The team routinely assists with loan agreements, contractual matters and tender processes. The law firm recently added SQM and HIF to its client roster.

Strengths *“Carey provides a high-quality service and is always quick to respond.”*

“Carey is able to bring together professionals from different areas who offer a global perspective and create solutions with a high level of sophistication.”

Work highlights Carey’s projects department advised Mainstream Renewable Power Mezzanine Finance on obtaining a loan for up to USD280 million to finance renewable energy projects in Chile.

Notable practitioners

Felipe Moro (see p.182) co-heads the firm’s projects department and draws noteworthy praise for his expert handling of domestic and multi-jurisdictional project financing transactions for lenders and sponsors. He is regularly involved in significant energy and infrastructure developments in Chile. A client says: *“Felipe Moro is a great professional, who has in-depth financial knowledge. I always appreciate working with him.”* **Juan Francisco Mackenna** (see p.180) focuses his work on matters arising from the development and financing of projects, and he frequently advises on transactions involving photovoltaic power plants in Chile. One client attests: *“It is always great to work with Juan Francisco Mackenna, who is an excellent and proactive professional.”* **Juan Pablo Stitchkin** (see p.186) is lauded for his adept representation of multinational clients in the construction and development aspects of projects in Chile. He regularly advises clients from the infrastructure and renewable energy sectors. A respondent declares: *“Juan Pablo Stitchkin has broad commercial awareness, extensive experience in negotiations and is assertive in his advice.”*

Claro & Cía

What the team is known for Claro & Cía houses an eminent projects team in Chile which boasts particular experience on the sponsor side of transactions. The department is highly active on a range of infrastructure projects, spanning ports, roads and energy, including renewables. The law firm is well placed to advise on syndicated loans, public bonds and note purchases within the project finance arena. Claro & Cía serves an impressive client portfolio that includes domestic and multinational financial institutions, energy corporations and infrastructure developers.

Strengths *“Claro & Cía is one of the best law firms in Chile and provides value for money.”*

“Claro & Cía is a very competent team of lawyers in the projects arena.”

Work highlights Claro & Cía assisted EnfraGen Energía Sur, Prime Energía, and EnfraGen Spain with the development of a series of renewable energy

projects in Chile.

Notable practitioners

Rodrigo Ochagavía heads the department headquartered in Santiago and maintains a strong reputation acting on significant project development and finance transactions. Rodrigo Ochagavía’s practice focuses on representing clients in energy and natural resources projects, with a particular focus on renewables. **Jorge Martín** is based at the law firm’s Santiago office and assists clients with infrastructure projects, and is often involved in transportation deals. He is also adept at handling debt restructuring and financing matters related to projects in Chile. According to a client, *“Jorge Martín’s ability to negotiate and propose solutions makes reaching agreements an easy feat.”* **José Luis Ambrosy** regularly advises clients on financing matters relating to projects in the energy sector. He is experienced representing both lenders and sponsors in developments in Chile. An observer highlights: *“José Luis Ambrosy is very committed to his clients and is business oriented.”*

Larrain y Asociados Abogados

What the team is known for Larrain y Asociados Abogados is a pre-eminent team headquartered in Santiago that possesses expertise across the project development spectrum. The lawyers are highly experienced advising on mining and energy projects, along with road, hospital and desalination infrastructure. The practice is well placed to advise on public tenders, EPC and BOOT contracts and power purchase agreement matters. The team is also adept at advising international investors on a range of project finance mandates.

Strengths *“Larrain y Asociados Abogados is a highly experienced and committed team.”*

“Its full availability, sound legal advice and sense of urgency are the most important things that make Larrain y Asociados Abogados our firm of choice.”

Work highlights Larrain y Asociados Abogados advised Gold Fields on the construction and development of the Salares Norte project in Chile.

Notable practitioners

Jorge Granic (see p.178) is widely recognised as a premier lawyer in Chile for his involvement in significant PPP projects including hospital, road and railway developments. He offers expert advice to clients on BOOT contracts in relation to mining and energy projects. A client enthuses: *“Jorge Granic is a very experienced lawyer, who is able to provide clear, doable and easy-to-understand recommendations to the client. He stands out for his business acumen and his ability to leverage his own past experiences acting for other clients to come up with solutions.”* **Arturo Bulnes** (see p.173) supports a range of clients with the development and financing of projects, including the construction of hospitals and roads in Chile. According to a client, *“Arturo Bulnes stands out for his projects and public works knowledge and we trust his sound and expert advice.”* **Cristóbal Morandé** (see p.181) concentrates his practice advising clients on matters related to projects in the power sector in Chile. He is noted for his experience representing energy companies. One client attests: *“Cristóbal Morandé is a highly experienced and client-oriented lawyer who boasts great technical solvency.”*

Morales & Besa

What the team is known for Morales & Besa is an outstanding projects team that fields particular expertise advising on the lender side of transactions. The department is highly experienced advising banks and financial entities on projects in the energy, road and port sectors. The team is adept at handling PPP matters and tender processes, along with financing facilities and loan agreements. The practice is also highly capable of advising on relevant regulatory issues.

Strengths *"What I value the most is the team's understanding of the business and its relationship with the client. Morales & Besa stands out above the rest for its technical knowledge, experience and its adept handling of the financing aspects down to every detail."*

"Morales & Besa boasts an outstanding team that provides excellent legal services."

Work highlights Morales & Besa advised Global Infrastructure Partners on the development and financing of a portfolio of renewable projects in Chile.

Notable practitioners

Carlos Silva is a seasoned practitioner who operates a market-leading practice advising on the development and financing of infrastructure and renewable energy projects in Chile. He represents clients in PPP projects involving hospital and road developments. A client reports: *"Carlos Silva knows how to handle complex matters and is proactive and creative in proposing solutions."* Another commentator lauds: *"He is pretty supportive, clear and strategic."* **Myriam Barahona** has noteworthy experience advising on senior financing transactions in relation to infrastructure and energy projects in Chile. She is routinely sought after for her expertise in project finance mandates representing both lenders and borrowers. A client notes: *"Myriam Barahona gives great advice, anticipates issues and is very attentive to details."*

Band 2

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is an outstanding team boasting particular expertise in project finance. The department serves a diverse client portfolio that encompasses banking entities, construction companies and infrastructure concessions. The practice also handles credit structuring, loan matters and contracts for energy, road and mining projects. The law firm continues to expand its presence in the infrastructure sector, recently adding Globalvia to its portfolio of clients.

Strengths *"Barros & Errázuriz Abogados has a vast commercial knowledge. The team demonstrates an ability to find solutions that facilitate complex transactions. The lawyers provide high-quality legal advice as a result of an efficient team management."*

Work highlights Barros & Errázuriz Abogados advised BCI on project finance mandate for the construction of the Concesión Teleférico Bicentenario project in Chile.

Notable practitioners

Francisco de la Barra (see p.175) possesses a wealth of experience advising lenders and sponsors on the development and project financing elements of projects in Chile. He is particularly strong assisting with the financing of energy, transportation and infrastructure developments in the country. A client declares: *"Francisco de la Barra always demonstrates that he possesses extensive experience and knowl-*

edge of the matters at hand." **Nicolás Balmaceda** (see p.173) represents companies in numerous transactions involving transportation and infrastructure deals. His work covers domestic projects in Chile. A client highlights: *"Nicolás Balmaceda is a very committed partner who shows he has solid technical knowledge. He dives deep into the matters and inspires trust in his clients."*

Molina, Ríos Abogados

What the team is known for Molina, Ríos Abogados is a well-regarded boutique which boasts significant experience in Chile's projects sphere. The department provides expertise in project development spanning hospitals, mining and desalination infrastructure, along with energy projects. The team is highly experienced advising domestic and multinational developers, investors and energy companies. The law firm has recently added Grupo Puentes and Parque Arauco to its raft of clients.

Strengths *"Molina, Ríos Abogados has a strong understanding of the issues at stake and its lawyers are good strategists who know how the relevant authorities operate."*

Work highlights Molina, Ríos Abogados advised the CJV Consortium on its project development works at the Santiago Airport.

Notable practitioners

Victor Ríos Salas is a prominent lawyer who is regularly commended for his experience advising a distinguished multinational client base on significant projects, including water desalination and photovoltaic plants. He maintains a first-choice practice for infrastructure projects, involving airport and hospital developments in Chile. One client enthuses: *"Victor Ríos Salas is an expert on contractual matters relating to the development and construction of projects."* Up-and-coming partner **Felipe Correa** is noted for his work assisting with the development and construction of energy and infrastructure projects in Chile. His client portfolio includes eminent names in the power and construction sectors. A client declares: *"Felipe Correa's work is superb, as he is always available and very knowledgeable of the matters at stake."*

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a highly esteemed Santiago-based projects team that benefits from a strong regional presence. The group possesses significant expertise in advising both lenders and borrowers on project finance matters in sectors including mining and renewable energy. The team is also adept at handling M&A related to infrastructure projects. The department's client portfolio includes key multinational and domestic development banks and energy companies.

Strengths *"Philippi Prietocarrizosa Ferrero DU & Uría is a well-balanced team. Its lawyers show high standards and commitment in their work, as well as profound knowledge and commercial understanding of the industry."*

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría advised Nordex on the negotiation of supply and installation contracts in relation to an onshore wind energy project in Chile.

Notable practitioners

Eminent practitioner **Marcelo Armas** enjoys a distinguished reputation in the Chilean market for his project financing work. He regularly assists lenders

in renewable energy projects. A respondent reports: *"Marcelo Armas is an extraordinary and excellent lawyer."* **Carlos Alberto Reyes** is noted for his expert advice in relation to the development and regulatory aspects of energy projects in Chile. He routinely acts on transactions in the renewables space. According to a client: *"Carlos Alberto Reyes boasts technical expertise, extensive experience on relevant topics, skills as a negotiator and an impressive work ethic."*

Andrés Sanfuentes is a Santiago-based partner who frequently represents clients in transactions relating to infrastructure and public works developments in Chile. Andrés Sanfuentes is also adept at handling energy project financing. **Marcela Silva** is noted for her project financing expertise. She routinely advises both lenders and borrowers on energy, infrastructure and mining projects in Chile. An interviewee highlights: *"Marcela Silva is very solid and hands on, builds great rapport with her clients and is a pleasure to work with."*

Band 3

Dentons Larrain Rencoret SpA

What the team is known for Dentons Larrain Rencoret SpA is a dynamic projects team headquartered in Santiago that fields wide-ranging expertise in Chile's projects arena. The group has experience advising on both financing and development mandates across a range of infrastructure projects, including energy, roads and desalination plants. The team is frequently sought after to assist clients with concession matters in both the public and private spheres. The law firm has recently added Solek and Vial y Vives to its client list.

Strengths *"Dentons Larrain Rencoret SpA possesses an excellent team in Chile."*

Work highlights Dentons Larrain Rencoret SpA advised Intervial Chile on the bidding process for a concession contract in relation to a highway project in Chile.

Notable practitioners

José Manuel Larrain advises on the development and construction of public and private infrastructure projects in Chile, including transportation deals. He is well placed to assist with concessions agreements. A client says: *"José Manuel Larrain has an outstanding ability to understand the client's particular needs, to handle complex situations, and to persuade counterparties."* Up-and-coming partner **Ignacio Vargas** is well known for his experience assisting clients with their projects in the construction and infrastructure sectors in Chile. According to a client, *"Ignacio Vargas provides a very timely service and a good strategy, and is proficient at handling matters related to the construction sector."*

Fleischmann & Román Abogados

What the team is known for Fleischmann & Román Abogados is a solid boutique firm that has significant activity in the Chilean projects sphere. The team is highly experienced at assisting construction companies, developers and concessionaires with projects including toll roads, airports and desalination plants. The department provides further expertise advising on public works concessions, bidding processes and EPC agreements. The law firm has recently added Sociedad Concesionaria Grupo Dos, De Vicente Constructora and STR Power Chile to its client roster.

Strengths *"Fleischmann & Román Abogados is very*

knowledgeable of the law and the dynamics within the construction sector. The team provides permanent and proactive support as well as a timely response.”

Work highlights Fleischmann & Román Abogados assisted the consortium composed by Echeverría Izquierdo and Ferrovial with the bidding process for the concession of a hospital project in Chile.

Notable practitioners

Hernán Fleischmann Chadwick is highly regarded for his experience acting on Chilean infrastructure projects involving hospital, airport and road developments. His practice also covers advice on mining projects. A client reports: “*Hernán Fleischmann Chadwick cares about his client and is a safe pair of hands due to his knowledge and adept handling of complex situations.*”

Prieto Abogados

What the team is known for Prieto Abogados is a well-respected team that boasts expertise across the Chilean projects spectrum. The department advises on project development in sectors including renewable and traditional energy, ports and desalination infrastructure. The practice handles contractual matters, bidding processes and financing agreements. The team is also adept at providing relevant regulatory advice. The law firm assists a varied client roster of key financial, energy and mining entities, latterly adding Pacific Hydro and BNP Paribas to its portfolio of clients.

Strengths “*Prieto Abogados provides an excellent service and its team stands out for its perseverance, professionalism, availability and full commitment to the client.*”

Work highlights Prieto Abogados’ projects team advised DP World Chile on the bidding process to operate Terminal 2 of the Valparaíso port.

Notable practitioners

Juan Tagle regularly advises Chilean and international players on all aspects of mining, energy and infrastructure projects, including structuring and development. He co-leads the firm’s Projects and Infrastructure team. A client declares: “*Juan Tagle is an expert in energy, water and infrastructure regulation, as well as on financing and commercial matters.*” Up-and-coming partner **Nicolás Yuraszeck** frequently supports multinational clients with their projects in Chile and is adept at handling bidding processes and contract negotiations. A client enthuses: “*Nicolás Yuraszeck is a great negotiator who has ample experience in project development.*”

Band 4

Arteaga | Gorziglia

What the team is known for Arteaga | Gorziglia is a solid projects team with significant project development experience in Chile. The department handles

mandates encompassing toll road and highway concessions and energy projects. The law firm serves a client portfolio that includes multinational corporate entities, along with energy and infrastructure companies.

Strengths “*Arteaga | Gorziglia is a diverse and experienced group of lawyers, who are knowledgeable and up to date with the relevant regulations. The team is a safe pair of hands and an excellent adviser.*”

Work highlights Arteaga | Gorziglia advised Chilean electricity distributor AES Andes on the development of three wind farm projects in Chile.

Notable practitioners

Arnaldo Gorziglia (see p.178) is a founding partner at Arteaga | Gorziglia. He regularly acts on behalf of clients in transactions involving toll roads and highways developments in Chile. Arnaldo Gorziglia serves a significant portfolio of clients in the infrastructure and public works sector.

Garrigues

What the team is known for Garrigues is a respected outfit in Chile that benefits from the law firm’s significant international reach. The department acts across project finance and development mandates pertaining to desalination, hospital and toll road infrastructure. The team is also experienced advising on energy projects, involving solar and wind farm plants. The group supports a broad range of clients that include key multinational banking and finance institutions.

Strengths “*Garrigues is fully committed to achieving an excellent result. The team is very clear and client oriented.*”

Work highlights Garrigues advised a syndicate of international banks on the financing for the development of solar power plant projects in Chile. The matter was worth approximately USD1.76 billion.

Notable practitioners

Pedro García (see p.177) is widely regarded for his remarkable work advising clients on the project financing elements of energy and infrastructure projects throughout Chile’s territory. He represents both lenders and sponsors on multiple of domestic and international transactions. A client attests: “*Pedro García has a superb knowledge of financial contracts and it is a pleasure to work with him.*”

Guerrero Olivos

What the team is known for Guerrero Olivos is a well-established projects team in Chile that acts on a range of project finance and development mandates. The team serves a client portfolio that spans domestic and international entities from sectors including energy, mining and financial services. The department provides clients with expertise in financing and refinancing processes and loan matters, as well as regulatory advice. The law firm has recently added Goldman Sachs, BNP Paribas and

R&Q Concesiones to its raft of clients.

Strengths “*Guerrero Olivos is very diligent, provides great service, offers expertise across different areas, comes up with creative solutions, and its fees are competitive.*”

Work highlights Guerrero Olivos advised IDB Invest on a project financing transaction in the energy sector in Chile.

Notable practitioners

Clemente Pérez (see p.184) routinely acts on project transactions in the energy and infrastructure sectors in Chile. He often supports a broad range of clients in relation to the financing and development of power plants, including renewables. According to a client: “*Clemente Pérez has a very broad experience in infrastructure matters.*”

Other Ranked Lawyers

Juan Pablo Halpern is sought after to assist with construction and infrastructure matters in Chile, including the development of projects, as well as advising on EPC contracts. A client attests: “*Juan Pablo Halpern is a construction contracts expert, who demonstrates strong professionalism, great negotiations skills and extensive experience in the projects field.*”

Jorge Lembeye of Lembeye Abogados heads the firm’s Santiago-based department and regularly advises clients on the development, construction and operation of renewable energy projects, including wind and solar farms. An interviewee declares: “*Jorge Lembeye has strong legal skills and is excellent at handling complex matters.*”

Santiago-based partner **Pablo Mir** of Bofill Mir Abogados assists clients with the development of projects in Chile, particularly in the mining sector. According to a client, “*Pablo Mir is the lead lawyer and provides excellent commercial and legal advice.*”

Antonio Ortúzar Jr of Baker McKenzie is a well-regarded practitioner that is based in Santiago and who routinely advises clients on matters arising from the construction of projects, with a focus on the mining sector in Chile. Antonio Ortúzar Jr co-heads the firm’s Latin America Infrastructure Group.

Alfonso Reymond Larrain of Reymond & Cía is a senior practitioner based in Santiago who is acknowledged for his experience advising clients on construction contracts in Chile. Alfonso Reymond Larrain is further noted for his advice on public infrastructure projects.

Cristián Urzúa of Urzúa Abogados garners praise for his expert advice to power and mining companies in relation to projects and EPC contracts in Chile. According to a client: “*Cristián Urzúa showcases a continuous willingness to resolve conflicts and an excellent handling of legal and contractual issues.*”

Public Law

Public Law
Leading Firms
Band 1
Estudio Fernandois
FerradaNehme
Band 2
Guerrero Olivos
MOMAG Abogados
Philippi Prietocarrizosa Ferrero DU & Uría
Band 3
Barros & Errázuriz Abogados
Bofill Mir Abogados
Carey
Leading Individuals
Band 1
Cordero Luis FerradaNehme*
Fernandois Arturo Estudio Fernandois
Band 2
Cordero Eduardo Guerrero Olivos*
Lara José Luis Philippi Prietocarrizosa Ferrero DU & Uría
Mendoza Z Ramiro MOMAG Abogados
Band 3
Cademartori David Barros & Errázuriz Abogados*
Court Josefina FerradaNehme*
de la Jara Guillermo Lembeye Abogados (ORL) ◊
Díaz de Valdés José Manuel Estudio Fernandois
Díaz de Valdés Rodrigo Baker McKenzie Chile (ORL) ◊
Evans Eugenio Grupo Evans (ORL) ◊
Navarro Beltrán Enrique Sole Practitioner (ORL) ◊
Oddo Blanca MOMAG Abogados
Poblete Domingo Estudio Fernandois
Riquelme Rodrigo Riquelme, Silva & Fuentes (ORL) ◊
Undurraga José Gabriel Guerrero Olivos*
Zúñiga Urbina Francisco Zúñiga Campos Abogados (ORL) ◊
Up-and-coming individuals
Lledó Camilo Chahuán Letelier Lledó (ORL) ◊
* Indicates individual with profile.
◊ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Estudio Fernandois

What the team is known for Estudio Fernandois is a market-leading public law boutique with a particular specialism in constitutional law proceedings in the Chilean market. The Santiago-based team is frequently instructed by clients from a range of sectors including energy, banking and finance, and telecommunications. Estudio Fernandois' lawyers are highly experienced in representing clients before the Constitutional Court and Court of Appeals, as well as in advising on the potential impact of new legislation and regulatory changes. The law firm's new client wins include Penta Vida Compañía de Seguros de Vida, 4Life and Concremag.

Strengths "Estudio Fernandois is a law firm that always exceeds our expectations."

"Estudio Fernandois' team members really understand the political and social implications of doing business in Chile. They are able to provide a highly valued perspective from their public law expertise."

Work highlights Estudio Fernandois' public law department represented Penta Vida Compañía de Seguros de Vida and 4Life in judicial claims before the Court of Appeals and the Constitutional Court in Santiago de Chile. The matter was valued at approxi-

mately USD51 million.

Notable practitioners

Pre-eminent practitioner **Arturo Fernandois** continues to be recognised within Chile's public law market. A client endorses him: "Arturo Fernandois is an extremely well-prepared lawyer with very strong business acumen." Another interviewee says: "He is a very knowledgeable lawyer, and deals with very complex matters in constitutional and administrative law." Another market onlooker reports: "Arturo Fernandois' main strengths are his vast knowledge and ability to envision potential future scenarios." Respected practitioner **José Manuel Díaz de Valdés** enters Chile's public law rankings this year after receiving praise for his activity in the administrative sphere. A market onlooker reports: "José Manuel Díaz de Valdés exceeds our expectations. His competitive edge is his encyclopedic knowledge of public law, and his masterful application of it to highly complex cases." Partner **Domingo Poblete** is praised for his activity advising clients on public law mandates in Chile. Particularly impressed interviewees report: "Domingo Poblete is an expert in administrative and regulatory matters and always provides a practical perspective to the issues we deal with."

FerradaNehme

What the team is known for FerradaNehme is a stellar boutique with a well-established presence in the Chilean public law ambit. The Santiago-based team is frequently instructed by public and private entities on regulatory matters, including concession issues, sanctions and permits. FerradaNehme's lawyers are highly experienced in advising on constitutional and administrative proceedings, including appeals. They are particularly active in matters related to mining, construction and environmental issues. Falabella and AES Andes are the law firm's new client wins.

Strengths "FerradaNehme is a very knowledgeable law firm that is always available to assist, sometimes even before you ask for help."

"FerradaNehme is very efficient and straightforward. The lawyers have done a great job."

Work highlights FerradaNehme's public law team advised TVN and Canal 13 on the negotiations with the municipality of Viña del Mar regarding the cancellation of the Viña del Mar International Song Festival due to the outbreak of the COVID-19 pandemic in Chile. The matter was valued at USD30 million.

Notable practitioners

Leading partner **Luis Cordero** (see p.175) continues to be highly recommended by market commentators within Chile's public law market. He is enthusiastically endorsed by a client, who mentions: "Luis Cordero is an extraordinary professional, and an expert in public law." Another market onlooker says: "The level of expertise on public matters provided by Luis Cordero is unique and allows his clients to prepare for eventual legal issues." Department co-head **Josefina Court** (see p.175) is appreciated by clients for her activity in Chile's public law sphere. One interviewee says: "Josefina Court is a very knowledgeable lawyer, and is always aware of the economic and political context." Another commentator adds: "She is a very knowledgeable and experienced lawyer with very strong commercial awareness. She is always aware of all the administrative and judicial trends."

Band 2

Guerrero Olivos

What the team is known for Guerrero Olivos houses a highly regarded practice that provides public law expertise to international and domestic clients from sectors including mining, TMT, banking and finance in Chile. Guerrero Olivos' lawyers are also well equipped to assist on regulatory matters, negotiations with public bodies and contentious-administrative proceedings. The department's new client wins include Transelec and ENAP.

Strengths "Guerrero Olivos has a very strong ability to handle complex and sophisticated matters as well as a strong commitment to diversity and inclusion initiatives."

Work highlights Guerrero Olivos' public law lawyers advised Metro on an auditing process carried out by the Chilean General Comptroller regarding a review of the contracting regime.

Notable practitioners

Well-regarded partner **Eduardo Cordero** (see p.175) possesses a longstanding presence within the Chilean public law market. A particularly impressed client highlights: "Eduardo Cordero has extensive experience and knowledge in public law matters. His greatest strength is that he is able to provide practical rather than just theoretical solutions within a short period of time." **José Gabriel Undurraga** (see p.188) is appreciated by Chilean market onlookers for his strong commercial awareness when advising on public law mandates. One interviewee mentions: "José Gabriel Undurraga has a highly developed corporate insight." Another client reports: "He possesses vast knowledge in public law matters, and can offer quick responses to problems that arise."

MOMAG Abogados

What the team is known for MOMAG Abogados is a respected public law boutique with well-established expertise pertaining to constitutional and administrative proceedings in the Chilean market. The Santiago-based team provides legal opinions and regulatory advice to public and private entities on matters including contracts, corporate governance and conflicts of interest. Ministry of Mining, TOC, and Astaldi count among the law firm's new client wins.

Strengths "MOMAG Abogados is a very good law firm with a team that specialises in public law. The lawyers are also strong in administrative law and economic regulations."

Work highlights MOMAG Abogados' public law team advised ESSAL on the administrative charges against the company for a water service disruption, preventing the company from losing its operating licence in Chile.

Notable practitioners

Partner **Ramiro Mendoza** is held in high regard for his dedication to the public law arena, particularly for his knowledge about administrative law in Chile. One client highlights: "Ramiro Mendoza is a great lawyer in Chile." Another interviewee enthuses: "Ramiro Mendoza is outstanding in public law matters, and his strategic insight is fundamental when it comes to making decisions." **Blanca Oddo** enjoys a solid reputation for her work in the Chilean public law market. Peers endorse her, one of whom reports: "Blanca Oddo is

a highly active practitioner, who has a lot of knowledge of regulatory matters.”

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a renowned regional powerhouse with a dynamic Chilean public law offering. The Santiago-based team is frequently instructed by sectors including real estate, energy and natural resources. Philippi Prietocarrizosa Ferrero DU & Uría's lawyers are also well equipped to assist with administrative and constitutional proceedings, public procurement and the drafting of reports on regulatory matters. CGE, Fundación Imagen de Chile and Inmobiliaria e Inversiones La Cumbre count among the law firm's new client wins.

Strengths “Philippi Prietocarrizosa Ferrero DU & Uría law firm has an excellent team of lawyers known for their in-depth legal analyses, high technical capabilities and prompt responses.”

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría's public law department advised the Chilean State on a lawsuit before the Inter-American Court of Human Rights regarding the dismissal of a teacher based on discrimination.

Notable practitioners

José Luis Lara continues to be endorsed by the market for his relevant capabilities within the Chilean public law market. Clients enthuse: “José Luis Lara is exceptionally competent, and has knowledge of the Chilean administrative law that is widely recognised. He understands the complex elements of an international court case and provides solutions suited to our specific needs.”

Band 3

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a full-service law firm with a noted public law practice that advises clients on a range of public and administrative mandates in the Chilean market. The Santiago-based team is regularly instructed by healthcare, energy and construction clients, and is well equipped to assist with concessions, sanctioning proceedings and litigation matters. Cooke Aquaculture Chile counts among the law firm's new client wins.

Strengths “Barros & Errázuriz Abogados is a full-service law firm with a clear business and strategic perspective. It is a great firm that we recommend.”

Work highlights Barros & Errázuriz Abogados repre-

sented Cooke Aquaculture Chile in a series of public law disputes derived from a claim regarding the client's alleged bypassing of an environmental permit. The matter was valued at USD23 million.

Notable practitioners

Partner **David Cademártori** (see p.174) comes highly recommended by market commentators for his activity advising clients on public law mandates in Chile. He is singled out for praise by a client, who says: “David Cademártori is a very professional and intellectual lawyer.” Another client notes: “David Cademártori has very broad knowledge in administrative law.”

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados is a highly regarded firm with an active public law practice in the Chilean market. The Santiago-based team is frequently instructed by clients from higher education, infrastructure and healthcare arenas. Bofill Mir Abogados' lawyers are experts in mandates related to sanctions, annulment requests and regulatory and administrative proceedings.

Strengths “Bofill Mir Abogados has a multidisciplinary team that takes care of the clients' needs with high dedication, in order to give them timely and complete responses.”

Work highlights Bofill Mir Abogados' public law lawyers represented Socicam in a proceeding regarding the early termination of its concession contract for the Puerto Montt bus terminal.

Notable practitioners

Octavio Bofill is a key client contact.

Carey

What the team is known for Carey boasts a well-respected team that provides expertise in a range of public law matters, and which is supported by the firm's expansive full-service offering. The legal team handles constitutional and administrative proceedings, and represents private companies seeking to reverse regulatory decisions and in negotiations with public bodies. The law firm retains a clientele from sectors spanning TMT, energy and finance.

Strengths “We need a legal partner with history, experience, and international recognition. That is why we choose to engage Carey in Chile.”

Work highlights Carey's public law department advised Sun Dreams on lawsuits related to the renewal of casino operation licences before the Chilean gambling regulator.

Notable practitioners

Patricio Zapata, Ignacio Gillmore, Gonzalo Fernández, and Juan Carlos Riesco are key contacts for clients.

Other Ranked Lawyers

Guillermo de la Jara of Lembeye Abogados continues to be endorsed by the market for his relevant capabilities within the Chilean public law market. A client enthuses: “Guillermo de la Jara has a very strong level of commercial awareness.”

Rodrigo Díaz de Valdés demonstrates a longstanding presence within the Chilean public law market. Clients highlight: “Rodrigo Díaz de Valdés is a very knowledgeable lawyer and a great manager. Because of his strong commercial awareness, he has achieved a very good performance for our companies.”

Eugenio Evans of Grupo Evans continues to be endorsed by the market for his relevant capabilities within the Chilean market. He is also well regarded for his practice in energy matters. One respondent enthuses: “Eugenio Evans is a very good lawyer.”

Up-and-coming partner **Camilo Lledó** of Chahuán Letelier Lledó continues to be endorsed by the market for his relevant capabilities within the Chilean public law space. One client says: “Camilo Lledó has provided a very good-quality service. His in-depth knowledge of public law, responsibility and timeliness is appreciated in his responses.”

Sole practitioner **Enrique Navarro Beltrán** enjoys a solid reputation for his work in the Chilean public law market, and has solid experience in advising clients on a wide range of constitutional law matters. Peers also endorse him, one of whom notes: “Enrique Navarro Beltrán is a good lawyer, and a professor.”

Rodrigo Riquelme of Riquelme, Silva & Fuentes is appreciated by Chile's market onlookers for his legal capabilities in the public law space. One interviewee mentions: “Rodrigo Riquelme is an experienced lawyer with strong commercial awareness.” Another client highlights: “Rodrigo Riquelme has great litigation abilities and in-depth knowledge of public law and government contracting procedures.”

Francisco Zúñiga Urbina of Zúñiga Campos Abogados enjoys a solid reputation for his work in the Chilean public law market. He boasts strong expertise advising clients on a wide range of contentious cases.

Real Estate

Real Estate
Leading Firms
Band 1
Barros & Errázuriz Abogados
Fontaine & Cía. Abogados
Guerrero Olivos
Band 2
Bofill Mir Abogados
Garrigues
MBC Abogados
Philippi Prietocarrizosa Ferrero DU & Uría
Band 3
Baker McKenzie Chile
Carey
Cariola Díez Pérez-Cotapos
CMS Carey & Allende
De Iruarrizaga, Arnaiz y Cía
Prieto Abogados
Urenda, Rencoret, Orrego & Dörr
Band 4
Barros, Silva, Varela & Vigil
Coemans, Edwards, Poblete y Dittborn Abogados
Larrain y Asociados Abogados
Marinovic & Alcalde Abogados
Leading Individuals
Band 1
Figuroa Valdés Juan Eduardo <i>Figuroa Illanes (ORL) ◇</i>
Gainza Pabla <i>CMS Carey & Allende</i>
Ovalle José Ignacio <i>Barros & Errázuriz Abogados*</i>
Santa María Martín <i>Guerrero Olivos*</i>
Tagle José <i>Philippi Prietocarrizosa Ferrero DU & Uría</i>
Valverde Montserrat <i>Fontaine & Cía. Abogados</i>
Band 2
Menichetti Carolina <i>MBC Abogados</i>
Rioseco José Miguel <i>Garrigues*</i>
Stitchkin Juan Pablo <i>Carey*</i>
Yuri Ana María <i>Bofill Mir Abogados*</i>
Band 3
Bolelli Ignacio <i>MBC Abogados</i>
Cubillos Gonzalo <i>Cubillos Soza Abogados (ORL) ◇</i>
Errázuriz Herrera Gonzalo <i>Urenda, Rencoret, Orrego*</i>
Gillmore Robert <i>Sole Practitioner (ORL) ◇</i>
Maira Esteban <i>Maira Vial Abogados (ORL) ◇</i>
Marín Diego <i>Fontaine & Cía. Abogados</i>
Matus Juan Pablo <i>Cariola Díez Pérez-Cotapos</i>
Solórzano Patricio <i>Barros & Errázuriz Abogados*</i>
Troncoso Cruz Juan Eduardo <i>Fontaine & Cía. Abogados</i>
Band 4
Arnaiz Juan Rafael <i>De Iruarrizaga, Arnaiz y Cía</i>
Correa Luis Eduardo <i>Garrigues*</i>
Dittborn Antonio <i>Coemans, Edwards, Poblete y Dittborn</i>
Ruiz-Tagle Óscar <i>Barros & Errázuriz Abogados*</i>
Wagner Andrés <i>Baker McKenzie Chile</i>
Up-and-coming individuals
Méndez Juan Carlos <i>Marinovic & Alcalde Abogados</i>
Peña Juan Ignacio <i>Honorato Delaveau (ORL) ◇</i>
Silva José Joaquín <i>Barros, Silva, Varela & Vigil*</i>
Associates to watch
Edwards Domingo <i>Marinovic & Alcalde Abogados</i>
Horzella Marcela <i>Barros, Silva, Varela & Vigil*</i>
Nualart Francisco <i>Baker McKenzie Chile</i>
Rodríguez Francisca <i>MBC Abogados</i>
Rosemary Tomás <i>Guerrero Olivos*</i>
Tirado Eduardo <i>Garrigues*</i>
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados has an eminent team acting across the full range of real estate mandates in the Chilean market. The Santiago-based team boasts significant expertise in real estate M&A, project development, financing and the structuring of real estate funds. Barros & Errázuriz's lawyers are also adept at advising on important regulatory issues, along with real estate-related contentious proceedings. The firm's impressive client portfolio encompasses real estate investment funds, banking and financial institutions and retail corporations. The law firm's new client wins include BTG Pactual Timberland, Montalva Quindos Servicios Inmobiliarios, and Oxiquim.

Strengths "Barros & Errázuriz has done a great job in a complex situation. The team has good availability to discuss many matters in depth that normally arise from real estate development projects."

"Barros & Errázuriz is a full-service firm, and is very fast and efficient in its services."

Work highlights Barros & Errázuriz Abogados advised Inmobiliaria Indesa on the financial restructuring for a real estate project of more than 200 houses in Chicureo, and on other purchases of land in the municipalities of Providencia and Macul in Chile.

Notable practitioners

Co-head of department **José Ignacio Ovalle** (see p.183) is a seasoned practitioner who has a stellar reputation for his work in the Chilean real estate arena. He offers clients significant expertise in the structuring and development of real estate projects, as well as in judicial and administrative actions related to regulatory and compliance issues. An impressed observer highlights: "José Ignacio Ovalle is friendly and close to his clients." Department co-head **Patricio Solórzano** (see p.186) assists clients with real estate M&A, real estate development financing and the structuring of real estate funds in Chile. A client enthuses: "Patricio Solórzano is an excellent lawyer and a true business partner." Co-head of department **Óscar Ruiz-Tagle** (see p.185) is lauded by market commentators for his adept handling of real estate financing in Chile. One client affirms: "Óscar Ruiz-Tagle is an excellent lawyer with extensive knowledge in the real estate field and team leadership skills."

Fontaine & Cía. Abogados

What the team is known for Fontaine & Cía Abogados boasts a market-leading team that provides expert advice on real estate transactions and financing mandates in the Chilean market. The noteworthy team acts on mortgage, loan and leasing matters, along with property and land plot acquisitions. The legal practice offers further expertise on real estate purchase contracts. Fontaine & Cía remains particularly active advising clients from the insurance industry, along with investment funds and construction companies.

Strengths "Fontaine & Cía's real estate team has extensive knowledge of the subject matter and excellent professional performance, as well as a comprehensive outlook. In addition, the team is committed and dedicated to the task."

"The team is highly focused on its clients' needs and

safeguarding the company's interests, which is what we appreciate the most."

Work highlights Fontaine & Cía Abogados advised Compañía de Seguros Confuturo on the financing via real estate leasing of a shopping centre located in the municipality of Peñalolén.

Notable practitioners

Renowned partner **Montserrat Valverde** is regularly sought out by clients across the insurance sector in Chile for her advice on real estate development and financing. A client reports: "Montserrat Valverde delivers an excellent service in business, legal and regulatory issues with great diligence." **Diego Marín** frequently advises clients on property and land plot acquisitions, as well as real estate financing issues in Chile. A client says: "Diego Marín is an excellent lawyer who is readily available to provide legal services." Partner **Juan Eduardo Troncoso Cruz** frequently acts for clients on a wide range of real estate financial issues in Chile, including mortgage, loan and leasing operations. One client reports: "Juan Eduardo Troncoso Cruz always offers comprehensive advice with commercial insight."

Guerrero Olivos

What the team is known for Guerrero Olivos is a stellar outfit boasting significant real estate expertise in Chile. The robust team is particularly adept at advising real estate developers and investors, and its experience encompasses project development, asset management and transactional mandates. Guerrero Olivos is also well placed to provide sector-related regulatory advice. The department's new client wins include Viña Casal de Gorchs.

Strengths "Guerrero Olivos is a firm that stands out for its continuous and meticulous work when achieving the best outcome for its clients. In sophisticated matters, the lawyers are at the forefront of current issues." "Guerrero Olivos has a very consolidated team with adequate levels of experience, which allows the law firm handle the different requirements and needs its clients have."

Work highlights Guerrero Olivos advised GLL Real Estate Partners on the management of its real estate assets in Chile, and assisted the client with the negotiation of lease agreements and permitting work.

Notable practitioners

Highly acclaimed practitioner **Martín Santa María** (see p.186) boasts a stellar reputation for his work in urban planning and regulatory issues in the Chilean real estate arena. A client reports: "Martín Santa María is an excellent strategic partner and a very good team leader. He has good judgement when solving issues, is detail-oriented, and is an expert in the real estate industry." Associate-to-watch **Tomás Rosemary** (see p.185) is recognised for his experience supporting clients across the full range of real estate law mandates in Chile. One client attests: "Tomás Rosemary is a very good and detail-oriented lawyer with extensive knowledge of the industry."

Band 2

Bofill Mir Abogados

What the team is known for Bofill Mir Abogados has an acclaimed team that boasts expertise in a range of real estate mandates in Chile. The team is adept

at advising on land acquisitions, retail project development and lease negotiations. The law firm is also highly experienced acting on regulatory compliance. Bofill Mir Abogados' client portfolio includes investment funds, construction companies and insurance firms. Grupo Oxcean is a new addition to the client roster.

Strengths "Bofill Mir Abogados' lawyers can easily handle complex matters; they are always available and very professional, and they come up with solutions as the situation changes. They always mitigate risks and make clear plans to solve problems and close deals."

Work highlights Bofill Mir Abogados' real estate team assisted Neorentas with the development of shopping centres in Chile, which included land purchases, real estate financing and project development matters.

Notable practitioners

Well-reputed partner **Ana María Yuri** (see p.189) offers notable expertise in real estate mandates in Chile, including investments, purchases and project development. An interviewee says: "Ana María Yuri is an excellent professional who is always available to answer questions. She is a business partner with strong analytical skills when structuring matters and performing risk assessments."

Garrigues

What the team is known for Garrigues is a highly regarded outfit with a strong reputation in the Chilean real estate arena. The law firm's expertise encompasses real estate acquisitions, project development and fund structuring. The legal team also boasts notable experience advising on regulatory matters. It routinely advises a significant portfolio of investment funds and real estate developers. Garrigues' new client wins include Scala Data Centers and Grupo Loga.

Strengths "Garrigues' lawyers stand out for their great knowledge of the matters they handle, as well as for the speed at which they work; they are quick to respond and handle our requests promptly."

Work highlights Garrigues advised LV-Patio Renta Inmobiliaria VIII on obtaining legal titles and a co-ownership regularisation process, which derived from the client's acquisition of a stake in a multi-use real estate development project in Chile.

Notable practitioners

Head of department **José Miguel Rioseco** (see p.185) is a well-regarded practitioner with substantial experience in real estate development projects, including urban planning, structuring and financing. One client affirms: "José Miguel Rioseco has a good understanding of how the Chilean market works. That experience is crucial to solving the problems he faces. He is also very attentive to his clients." Partner **Luis Eduardo Correa** (see p.175) frequently advises investment funds and real estate developers on a wide range of real estate issues in Chile. A client says: "Luis Eduardo Correa is very knowledgeable and is highly involved in business and commercial matters. He provides a lot of support, is strategic, and follows up on matters." Associate-to-watch **Eduardo Tirado** (see p.187) assists a roster of clients with the acquisition and sale of real estate development projects in Chile. Impressed clients declare: "Eduardo Tirado is an outstanding professional who is there when we need solutions and opinions."

MBC Abogados

What the team is known for MBC Abogados has a dynamic real estate practice and enjoys a strong reputation for its expertise in this area in Chile. The team handles a range of matters, including sale and purchase agreements, leasing mandates and residential and mixed-use project development. MBC Abogados is also highly experienced advising on regulatory matters and services a client roster composed of real estate developers and investors.

Strengths "MBC Abogados delivers an exceptional service which showcases its profound business acumen and complete involvement in its clients' projects. The team is solid and boasts a lot of knowledge about its clients' businesses."

Work highlights MBC Abogados' real estate team advised Rentas Patio X on the acquisition and refinancing process of a variety of outlet shopping centres in Chile.

Notable practitioners

Active partner **Carolina Menichetti** is a seasoned practitioner who possesses a strong reputation for her work in the Chilean real estate arena. She offers clients significant expertise in property acquisitions, sales and lease agreements. An impressed client reports: "Carolina Menichetti is an outstanding professional whose long track record and wealth of experience in the real estate field instil trust in clients."

Ignacio Bolelli is a distinguished practitioner with substantial experience in the execution of purchase and lease agreements in the Chilean real estate field. A client says: "Ignacio Bolelli is an outstanding professional who provides legal advice which is always focused on the commercial nature of the client's business." Associate-to-watch **Francisca Rodriguez** focuses on supporting clients with a wide range of real estate issues in Chile, including acquisitions, purchases and lease agreements. A client endorses: "Francisca Rodriguez is one of the lawyers who has grown the most within the firm due to her knowledge and dedication."

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a regional powerhouse with a well-respected presence in the Chilean real estate ambit. The team boasts significant experience handling sale and purchase agreements, investment mandates and leasing issues. The law firm is also adept at advising on real estate regulatory compliance. Philippi Prietocarrizosa Ferrero DU & Uría acts on a range of developments, including mixed-use and commercial projects. Santander is a new client win for the law firm.

Strengths "The lawyers at Philippi Prietocarrizosa Ferrero DU & Uría are able to review, digest and summarise complex legal matters into understandable components and decision points. They are always available to assist."

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría's real estate department advised Corp Group Activos Inmobiliarios on the sale of the Vista 360 building which is located in Las Condes, Santiago.

Notable practitioners

Leading practitioner **José Tagle** is widely acknowledged as a top choice for high-level real estate mandates, providing clients with expertise in the sale and acquisitions of real estate assets, investments and development of real estate projects in Chile. One client attests: "José Tagle is always right on target

when it comes to structures and negotiation strategies. He has a deep understanding of the Chilean market, he knows its players, and brilliantly leads all sides to successful outcomes. His great character, professionalism and expertise give us complete confidence and peace of mind, even in the most unexpected circumstances."

Band 3

Baker McKenzie Chile

What the team is known for Baker McKenzie has a well-respected team and advises a strong portfolio of domestic and international real estate developers, investment funds and corporate clients. The law firm acts on land acquisitions, property purchases and leasing matters. Baker McKenzie is also well placed to assist clients with regulatory considerations.

Strengths "Baker McKenzie has a very professional team, which is always available to take care of our needs and respond quickly to our questions and concerns."

Work highlights Baker McKenzie's Chilean real estate team advised Tuin Inversiones on the acquisition of four buildings, comprising around 650 apartments, car parks and storage facilities.

Notable practitioners

Head of real estate department **Andrés Wagner** advises clients on the acquisition of land and the negotiation of leases in Chile. A client says: "Andrés Wagner is a very competitive professional who always has our company's best interests in mind." Associate-to-watch **Francisco Nualart** focuses on supporting clients with a wide range of real estate issues in Chile. One client reports: "Francisco Nualart has solid professional knowledge and knows our business in detail."

Carey

What the team is known for Carey is an esteemed outfit with expertise across the real estate field in Chile. The team advises a notable roster of developers, insurance companies and corporate clients, providing guidance on real estate development, lease agreements and financing transactions. The law firm is also experienced acting on commercial and residential real estate projects. SMU is a new client win for the firm.

Strengths "Carey has a very strong ability to understand business needs. The lawyers perfectly understand the meaning of a very fast and changing business, and have a sense of urgency."

Work highlights Carey's real estate department advised Sinovac Biotech on the purchase of an industrial complex in Chile to set up its first vaccine manufacturing plant in Latin America.

Notable practitioners

Head of department **Juan Pablo Stitckin** (see p.186) is recognised for his work in Chile's real estate sector, including on construction contracts. A client reports: "Juan Pablo Stitckin is a great leader. He always looks at the big picture, has a deep understanding of the market and grasps business needs immediately."

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos has a well-regarded real estate team with notable experience across the sector. The department handles leasing mandates, commercial transactions and the real estate aspects of M&A matters, along with project development. Cariola Díez

Pérez-Cotapos' clients include notable private equity and investment funds, in addition to key clients from the retail, technology and banking sectors. IBM de Chile and Kankura are new additions to its client roster.

Strengths "Cariola Díez Pérez-Cotapos' lawyers pay attention to business considerations in addition to legal issues. They provide a high level of service."

Work highlights Cariola Díez Pérez-Cotapos' real estate experts advised Kankura on the negotiation of the long-term lease agreement for a plot of land in Chile to be used for agricultural purposes.

Notable practitioners

Real estate partner **Juan Pablo Matus** has extensive experience advising clients on the development of shopping centres, offices and residential projects, as well as long-term lease agreements in Chile.

CMS Carey & Allende

What the team is known for CMS Carey & Allende has a renowned team with noted expertise in project development matters. The department is also active in real estate sale and purchase agreements, in addition to regulatory compliance. The law firm's client portfolio encompasses notable banking and financial institutions, along with clients from sectors including retail and consumer goods. Inmobiliaria GAC is a new client win for the firm.

Strengths "CMS Carey & Allende provides an excellent service. The lawyers are really involved and able to team up with several specialised advisers for the transaction."

Work highlights CMS Carey & Allende advised Antofagasta Railway Company on a series of real estate issues concerning the development of a 48-hectare urban project in Antofagasta.

Notable practitioners

Distinguished practitioner **Pabla Gainza** is a seasoned practitioner who has a stellar reputation for her work in the real estate arena. She offers clients significant expertise in urban planning, expropriation processes and the regularisation of real estate assets in Chile. A client says: "Pabla Gainza stands out for her experience. She is good at providing strategic analyses that incorporate all the necessary variables in order to deliver concrete solutions in a limited time."

De Iruarrizaga, Arnaiz y Cía

What the team is known for De Iruarrizaga, Arnaiz y Cía is a respected real estate boutique that fields significant experience assisting domestic and international clients in the real estate arena. The law firm is frequently sought after to provide expertise on commercial and residential project development, along with acquisitions and real estate investment mandates. De Iruarrizaga, Arnaiz y Cía is further experienced in construction contracts and financing matters.

Strengths "De Iruarrizaga, Arnaiz y Cía's team is very knowledgeable about real estate development and construction issues."

Notable practitioners

Santiago-based real estate practitioner **Juan Rafael Arnaiz** garners praise from a market onlooker, who states: "Juan Rafael Arnaiz is a renowned lawyer and has a lot of experience in real estate development and the construction of houses and offices."

Prieto Abogados

What the team is known for Prieto Abogados has a noted real estate team within a renowned full-ser-

vice practice which is based in Santiago. The law firm advises a strong portfolio of developers, as well as corporate clients from different sectors including technology, retail and insurance. The team is active across the sale, purchase and leasing of real estate assets. Prieto Abogados also provides assistance on real estate aspects of corporate and energy mandates.

Strengths "Prieto Abogados provides responses in a timely manner and according to client needs. The lawyers go the extra mile, going beyond what is asked of them."

Work highlights Prieto Abogados assisted Rockville Capital Group with a series of real estate matters for the client's solar energy developments throughout Chile, which included the purchase and lease of facilities and land.

Notable practitioners

The key client contact is Alejandra Bañados.

Urenda, Rencoret, Orrego & Dörr

What the team is known for Urenda, Rencoret, Orrego & Dörr houses a respected team with renowned expertise in the real estate arena. The law firm acts across a range of real estate developments, including commercial and residential projects, and mandates including construction agreements and purchases. The team is also experienced advising on related regulatory matters. Urenda, Rencoret, Orrego & Dörr is particularly active advising real estate developers.

Strengths "The team at Urenda, Rencoret, Orrego y Dörr is committed and works at a good pace. Its lawyers also have good analytical skills."

Work highlights Urenda, Rencoret, Orrego & Dörr advised Inmobiliaria Santa Sofía on the development of the Mirador Santa Sofía real estate project in Santiago, consisting of six buildings with a total of 78 luxury apartments.

Notable practitioners

Santiago-based partner **Gonzalo Errázuriz Herrera** (see p.176) advises clients on a range of real estate mandates, including project development and financing. A client states: "Gonzalo Errázuriz Herrera shows strong involvement in matters."

Band 4

Barros, Silva, Varela & Vigil

What the team is known for Barros, Silva, Varela & Vigil is a respected firm with experience advising key domestic and international real estate developers, investment funds and corporate clients. Based in Santiago, the law firm acts on property acquisitions and real estate developments, as well as construction agreements. Barros, Silva, Varela & Vigil is also well placed to assist clients with regulatory matters.

Strengths "The service the team provides is first class. In particular, I would highlight the great experience the lawyers have in the real estate field, which enables them to deal with every inconvenience that arises. It makes them able to address particular and specific issues that not many other law firms can address."

Work highlights Barros, Silva, Varela & Vigil advised Inmobiliaria Ingevec on 18 real estate projects under construction for housing clients in Santiago.

Notable practitioners

Up-and-coming partner **José Joaquín Silva** (see p.186) is lauded for his real estate practice in the Chilean market and regularly advises clients on

investments and the development of real estate projects. An interviewee says: "José Joaquín Silva is a very solid lawyer, in both the technical and commercial senses." Associate-to-watch **Marcela Horzella** (see p.179) assists a roster of clients which includes renowned real estate developers and investment funds in Chile. One client reports: "Marcela Horzella is a very good lawyer. She has a great attitude and provides a great service to her clients. She makes effective commercial and strategic recommendations."

Coeymans, Edwards, Poblete y Dittborn Abogados

What the team is known for Coeymans, Edwards, Poblete y Dittborn Abogados is well-regarded boutique with a reputable real estate practice in Chile. The law firm is noted for providing counsel on real estate development projects and financing mandates. The legal team is also adept at assisting with the structuring of real estate funds.

Strengths "Coeymans, Edwards, Poblete y Dittborn Abogados has a well-versed team of lawyers who are quick to respond and make suggestions. The deliverables are provided in a timely manner thanks to their personalised service."

Work highlights Coeymans, Edwards, Poblete y Dittborn Abogados advised Conecta Inmobiliaria on the structuring of a real estate fund to develop three residential real estate projects in Santiago.

Notable practitioners

Partner **Antonio Dittborn** assists clients with the development and structuring of residential, commercial, and industrial real estate projects in Chile. An interviewee reports: "Antonio Dittborn is a lawyer who has a high level of involvement in the client's business, and shows a closeness and quality in his service. It is clear that he knows what he is talking about."

Larrain y Asociados Abogados

What the team is known for Larrain y Asociados Abogados has a dynamic and solid real estate practice in the Chilean market. The law firm acts on property acquisitions and real estate developments. Larrain y Asociados Abogados is also well placed to assist clients with regulatory matters, along with the real estate aspects of the development of renewable energy projects.

Strengths "Larrain y Asociados Abogados delivers extremely useful and timely solutions at a reasonable cost. The lawyers have strong commercial awareness, which helps when making decisions."

Work highlights Larrain y Asociados Abogados advised Rentas ST on the development of a luxury apartments project in Las Condes, Santiago.

Notable practitioners

The key client contacts are José Pedro Baraona and Juan Carlos Bulnes.

Marinovic & Alcalde Abogados

What the team is known for Marinovic & Alcalde Abogados is a renowned real estate practice with visibility in the Chilean market that advises real estate developers and investors. The law firm frequently assists with real estate project development, asset management and other transactional mandates. Marinovic & Alcalde Abogados is also well placed to provide sector-related administrative and regulatory advice.

Strengths "Marinovic & Alcalde Abogados' lawyers have practical experience in the real estate sector and have a clear understanding of business issues."

Work highlights Marinovic & Alcalde Abogados advised Boetsch Group on a series of real estate matters regarding the client's new public housing projects in locations throughout Chile.

Notable practitioners

Up-and-coming partner **Juan Carlos Méndez** comes highly recommended by interviewees for his experience advising clients on a range of real estate matters in Chile, including the structuring and development of real estate projects. A client says: "*Juan Carlos Méndez has a very good relationship with his clients and counterparties, which is complemented by his technical expertise and knowledge of the real estate business.*" Associate-to-watch **Domingo Edwards** acts as a key resource to clients seeking advice on their real estate issues in Chile. Clients report: "*We are extremely satisfied with Domingo Edwards' work. We are impressed by his fast response times and commercial awareness when solving all types of issues.*"

Other Ranked Lawyers

Gonzalo Cubillos of Cubillos Soza Abogados is praised by market commentators for his administrative expertise relating to the real estate sphere in Chile. Interviewees highlight his work on regulatory issues, with one market onlooker saying: "*Gonzalo Cubillos has extensive experience in real estate regulation.*"

Pre-eminent figure **Juan Eduardo Figueroa Valdés** of Figueroa Illanes, Huidobro, Salamanca Abogados continues to draw recognition from market commentators for his experience in Chile's real estate sector. One interviewee reports: "*He is a respected academic with extensive real estate expertise. He is excellent and has a solid practice.*" Another respondent highlights: "*Juan Eduardo Figueroa Valdés boasts an extensive track record and excellent reputation.*"

Robert Gillmore garners praise and is considered

a reference in the Chilean real estate industry by market onlookers. Interviewees highlight his expertise in administrative matters and regulatory work. A commentator states: "*Robert Gillmore is a renowned lawyer who has devoted his career to the real estate field.*"

Esteban Maira of Maira Vial Abogados offers seasoned expertise in real estate mandates, including the structuring and development of real estate projects and negotiation of construction agreements. One client reports: "*Esteban Maira is a great lawyer, who knows very well all the issues related to the real estate sector in Chile.*"

Up-and-coming partner **Juan Ignacio Peña** of Honorato Delaveau advises clients on real estate project development, including project structuring and financing. A market onlooker notes: "*It is always a pleasure to work alongside Juan Ignacio Peña. I have a good opinion of him.*"

Tax

Tax
Leading Firms
Band 1
Carey
Fischer y Cía
Band 2
Barros & Errázuriz Abogados
EY Chile
Fuensalida y Del Valle
KPMG Chile
PricewaterhouseCoopers Consultores, Auditores SpA
Band 3
Claro & Cía
Philippi Prietocarrizosa Ferrero DU & Uría
Prieto Abogados
Recabarren & Asociados
Band 4
Allende Bascuñán & Cía
Bruzzone & González Abogados
Deloitte Legal
Garnham Abogados
Larrain y Asociados Abogados
MBC Abogados
Ulloa & Compañía
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey is a stellar tax practice within a highly regarded full-service offering in the Chilean market. The Santiago-based firm boasts an expansive client roster comprising players from sectors including insurance, construction and natural resources. Carey's lawyers' expertise encompasses tax litigation, auditing and structuring mandates, as well as experience advising international clients on tax benefits. NotCo, Santander Consumer and Chilena Consolidada count among the law firm's

Tax	
Senior Statespeople and Eminent Practitioners	
Senior Statespeople: distinguished older partners	Eminent Practitioners
Serrano Spoerer Lisandro Grupo Vial Abogados (ORL) ◇	Barros Fernando Barros & Errázuriz Abogados *
Leading Individuals	
Band 1	Alvarez Rodrigo DLA Piper Chile (ORL) ◇
Ferrari Oscar Garrigues (ORL) ◇ *	Avilés Víctor M Larrain y Asociados Abogados *
Fischer Alex Fischer y Cía *	Bay-Schmith Cristian Bay-Schmith Abogados (ORL) ◇
Power Jessica Carey *	Benedetto Sandra PricewaterhouseCoopers Consultores
Band 2	Dominguez Alicia EY Chile
Del Valle Jaime Fuensalida y Del Valle	Espinoza Isabel Fischer y Cía *
Escobar Ricardo Bofill Escobar Silva Abogados (ORL) ◇	Fonseca Guillermo Bofill Mir Abogados (ORL) ◇ *
Fuensalida Merino Carolina Fuensalida y Del Valle	Garfias Gonzalo Garfias & Cía (ORL) ◇
Recabarren Soledad Recabarren & Asociados	Gepp Ignacio Puente Sur (ORL) ◇ *
Selamé Francisco PricewaterhouseCoopers Consultores	Greiber Pablo EY Chile
Trucco Carola Barros & Errázuriz Abogados *	Hurtado Hugo Deloitte Legal
Band 3	Loy Mauricio Loy, Letelier & Campora (ORL) ◇
Blanche Reyes Christian Tax Advisors EPT (ORL) ◇	Maturana Alberto Baker McKenzie Chile (ORL) ◇
Carraha Jorge Claro & Cía	Navarrete Juan Pablo EY Chile
Collantes Carolina Fischer y Cía *	Navarrete Macarena EY Chile
Cremaschi María Teresa MBC Abogados	Orellana Juan Pablo Dentons Larrain Rencoret SpA (ORL) ◇
Garnham Arturo Garnham Abogados	Pelegri Loreto PricewaterhouseCoopers Consultores
González Osiel Bruzzone & González Abogados *	Sapag Sergio Sapag & González Abogados (ORL) ◇
Gorziglia Mario Prieto Abogados	Torretti Eduardo Torretti & Cía (ORL) ◇ *
Infante Guillermo Philippi Prietocarrizosa Ferrero DU & Uría	Up-and-coming individuals
Lyon Francisco KPMG Chile	Cerón Javier Cariola Díez Pérez-Cotapos (ORL) ◇
Silva Mario Philippi Prietocarrizosa Ferrero DU & Uría	Garcés Manuel José Carey *
Stein Rodrigo Cuatrecasas (ORL) ◇ *	Ossadón Andrés Arteaga Gorziglia (ORL) ◇ *
Ulloa Nicolás Ulloa & Compañía	Associates to watch
Band 4	Orezzoli Nicolás EY Chile
Allende Francisco Javier Allende Bascuñán & Cía	

new client wins.

Strengths "*Carey is very proactive and its legal team provides wonderful solutions. I am very impressed with the services the lawyers provide.*"

"*Carey's team of lawyers know how to navigate complex issues that require balancing legal versus commercial decisions. Their commercial knowledge becomes relevant when we have to make business decisions.*"

Work highlights Carey's tax department advised Celeo Redes on the tax structure for the purchase of Chilean power company Colbún Transmisión.

Notable practitioners

Prestigious partner **Jessica Power** (see p.184) receives plaudits from market onlookers for her renowned tax practice in Chile. One interviewee lauds: "*Jessica Power is a phenomenal lawyer. She has one of the best tax practices in Latin America. She*

is very diligent, brilliant, and she always brings great and feasible solutions to the table." A client enthuses: "Jessica Power has the right approach in terms of commercial awareness and in terms of overseeing the strategy to solve issues." Up-and-coming tax practitioner **Manuel José Garcés** (see p.177) is appreciated by interviewees for his legal tax practice in Chile. One interviewee praises: "Manuel José Garcés is a dynamic, committed and hard-working lawyer."

Fischer y Cía

What the team is known for Fischer y Cía is an outstanding boutique law firm which boasts expertise in a range of contentious and non-contentious tax matters in the Chilean market. The Santiago-based team possesses highly experienced practitioners who act on tax structuring, auditing and compliance, as well as the tax elements of M&A and financing transactions. Fischer y Cía's impressive client roster spans domestic and international entities from sectors including banking and finance, retail and mining.

Strengths "Fischer y Cía is simply best in class and is the first firm I think of whenever any matter has any connection to Chile. Its team of lawyers bring a wealth of experience and expertise to every project and I hold their work in the highest regard."

"I highlight the team's technical capabilities, its business acumen, and the human traits of its members."

Notable practitioners

Esteemed lawyer **Alex Fischer** (see p.177) is endorsed by an interviewee who lauds his well-regarded legal tax practice in Chile, saying: "Alex Fischer is a diligent lawyer who is able to provide quick responses as well as detailed analysis." Another market onlooker further enthuses: "He is an experienced and highly competent lawyer who is very thorough in his deliveries." Interviewees endorse Santiago-based partner **Carolina Collantes** (see p.174), saying: "Carolina Collantes is the main lawyer we always work with. She manages very well all the tax aspects of the business both in Chile and internationally. She is very professional and provides timely responses." Partner **Isabel Espinoza** (see p.176) continues to be a well-regarded name within the Chilean tax market. One interviewee says: "Isabel Espinoza is a very diligent lawyer and provides detailed and timely advice."

Band 2

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados is a renowned practice advising on the tax structuring of a range of M&A transactions and financing operations in the Chilean market. The Santiago-based team provides advice to domestic and international clients from sectors including real estate and banking and finance. New clients wins include BTG Pactual Timberland.

Strengths "Barros & Errázuriz Abogados are very specialised lawyers that have an ample breadth of legal practice. They thoroughly know the subject matters and are commercially aware. Their advice is based on taking measured risks, and they look for maximising the efficiency of their clients' tax structures."

Work highlights Barros & Errázuriz Abogados' Santiago-based team assisted Colbún with the tax aspects of the sale of Colbún Transmisión.

Notable practitioners

Eminent practitioner **Fernando Barros** (see p.173) demonstrates a longstanding presence within

the Chilean tax market, and has solid experience advising clients on a range of key cases. According to one market onlooker, "Fernando Barros is an expert in tax law and also possesses an unique ability to incorporate business aspects from a high-level perspective. In other words, he gets the big picture." Santiago-based partner **Carola Trucco** (see p.187) is praised by market onlookers for her relevant capabilities in the Chilean and international tax realms. One client enthuses: "Carola Trucco is a seasoned professional that delivers sound advice and has a strong understanding of her area of expertise. She works extremely well with lawyers and other tax counsels in other jurisdictions."

EY Chile

What the team is known for EY Chile is a renowned global auditing outfit with a respected presence in the Chilean tax sphere. The Santiago-based team provides advice on the tax aspects of investments, asset transfers and M&A transactions, along with risk analysis and permanent advice on day-to-day tax matters. EY Chile's lawyers represent a variety of domestic and international clients, encompassing sectors such as mining, technology and healthcare.

Strengths "EY Chile's team of lawyers are very experienced in interpreting legislative changes. They keep us informed and their communication is concise and consistent, and we fully trust them. With them, we feel comfortable and know that we will be advised in a timely manner with the correct information to make a decision."

Notable practitioners

Partner **Alicia Domínguez** continues to enjoy a solid reputation for her work in the Chilean tax market, and has solid experience advising clients on a wide range of mining key cases. Partner **Pablo Greiber** continues to be endorsed by the market for his relevant capabilities within the Chilean tax market, and boasts solid experience advising clients on private wealth cases. A market commentator praises Pablo Greiber's technical capabilities in the tax field. **Juan Pablo Navarrete** enters the rankings for the first time this year following recognition from market onlookers for his tax acumen in Chile. A client remarks: "Juan Pablo Navarrete is a very strong and proactive lawyer in international tax matters, and he gives good recommendations." Managing partner **Macarena Navarrete** enjoys a solid reputation for her work in the Chilean tax market. A market onlooker points to her leadership position within the firm, and says: "Macarena Navarrete is a very good tax lawyer." Lawyer **Nicolás Orezzoli** is recognised for his legal tax practice in Chile. A client highlights: "Nicolás Orezzoli is very knowledgeable and creative. I like his practical approach to tackle complex problems."

Fuensalida y Del Valle

What the team is known for Fuensalida y Del Valle is a highly regarded boutique that boasts expertise across the spectrum of tax mandates in the Chilean market. The Santiago-based team is well equipped to advise on litigation proceedings before the IRS. Fuensalida y Del Valle's lawyers are frequently instructed by international and Chilean clients to assist with tax structuring and the tax aspects of M&A transactions and bond issuances. Feria de Osorno and WOM count among the law firm's new client wins.

Strengths "Fuensalida y Del Valle provides an excellent service. It is distinguished by the availability of its lawyers and their creativity to address very complex

issues, as well as by their network of contacts."

Work highlights Fuensalida y Del Valle assisted Itaú Corpbanca with an administrative tax litigation mandate against the Chilean Internal Revenue Service.

Notable practitioners

Santiago-based partner **Jaime Del Valle** is widely regarded for his work advising clients on the international aspects of tax law. One interviewee mentions that "Jaime Del Valle is a very knowledgeable lawyer in tax law. He is very assertive and clear and has a lot of experience in international tax matters." Partner **Carolina Fuensalida Merino** is singled out by market commentators, who remark on the quality of her tax work in Chile, and widely recommend her. One client says: "Carolina Fuensalida Merino is aware of the big picture and makes a good team with other lawyers in the law firm. She does not leave any stone unturned and provides a very personalised service."

KPMG Chile

What the team is known for KPMG Chile is an international auditing firm with a noted presence in the Chilean tax ambit. The Santiago-based team provides expertise to Chilean and international clients from a range of sectors, including banking and finance, mining and energy. KPMG Chile's lawyers are highly experienced acting on both contentious and non-contentious matters, as well as advising on tax audits.

Strengths "KPMG Chile is the preferred service provider for our tax work in Chile. Its lawyers are very knowledgeable."

Notable practitioners

Partner **Francisco Lyon** continues to be endorsed by the market for his relevant capabilities within the Chilean tax market. One client enthuses: "Francisco Lyon is an excellent human being and a very good professional."

PricewaterhouseCoopers Consultores, Auditores SpA

What the team is known for PricewaterhouseCoopers Consultores, Auditores SpA is a renowned auditing outfit with strong international reach that is active in the Chilean market. The Santiago-based team is frequently instructed by international and domestic corporate entities from sectors such as energy and education. PricewaterhouseCoopers Consultores, Auditores SpA's lawyers are experts in tax structuring, compliance and claims against the Chilean tax authorities.

Strengths "PricewaterhouseCoopers Consultores, Auditores SpA is a very good law firm. Its team of lawyers is very knowledgeable and very meticulous about the quality of their work."

Work highlights PricewaterhouseCoopers Consultores, Auditores SpA advised Forestal Arauco on the tax aspects of the sale of a portion of its forestry assets in Chile to a consortium formed by TIG, BCI and APG.

Notable practitioners

Partner **Francisco Selamé** continues to be widely recognised within Chile's legal tax market. He is enthusiastically endorsed by a peer, who says: "Francisco Selamé is a very solid lawyer who is involved in very important tax matters, and who is deserving of admiration." **Sandra Benedetto** is highlighted by a market commentator for her business acumen and her knowledge of Chile's tax field. One respondent says: "Sandra Benedetto is an excellent lawyer whom I definitely recommend. She is a great adviser and pos-

sesses good technical and commercial knowledge.” *advice is very clear.”*

Loreto Pelegrí is praised by market onlookers for her relevant capabilities within the tax sphere in Chile. One client enthuses: *“I would highlight Loreto Pelegrí’s technical knowledge, and her expertise is complemented by a long track record advising on complex transactions with international players.”*

Band 3

Claro & Cía

What the team is known for Claro & Cía is a well-regarded practice that is experienced in the tax aspects of acquisitions, corporate restructurings and reorganisations, as well as tax structuring and compliance. The Santiago-based team handles tax litigation, including administrative and judicial proceedings. Claro & Cía’s clients are drawn from diverse sectors such as energy and real estate. IRSA, Hortifrut and Quench USA count among the law firm’s new client wins.

Strengths *“Claro & Cía has a commercial vision focused on providing specialised tax advice with a great service attitude and commitment to its clients. Its team has helped us understand the tax regulations in Chile.”*

Work highlights Claro & Cía advised IRSA on the design of a tax efficient structure for its acquisition of shares from Compañía Cervecerías Unidas.

Notable practitioners

Practice leader **Jorge Carraha** is a very experienced lawyer in the Chilean tax field, according to interviewees. A client underlines: *“Jorge Carraha is a key member of Claro & Cía. He has a deep understanding of taxation in Chile and abroad. His advice is always precise, timely and of high quality.”*

Philippi Prietocarrizosa Ferrero DU & Uría

What the team is known for Philippi Prietocarrizosa Ferrero DU & Uría is a strong regional firm with noted expertise in the Chilean tax arena. The Santiago-based team is highly experienced on handling tax structuring related to capital markets and M&A transactions. Philippi Prietocarrizosa Ferrero DU & Uría’s lawyers are also well equipped to assist clients from the TMT, aviation and banking industries. Territoria Apoquindo and Solvay count among the law firm’s new client wins.

Strengths *“Philippi Prietocarrizosa Ferrero DU & Uría have a very experienced and knowledgeable team of lawyers. They are very well prepared and have a very clear business vision and awareness of what needs to be analysed, and the implications that one decision can lead to.”*

Work highlights Philippi Prietocarrizosa Ferrero DU & Uría advised Avery Dennison Chile on a transfer pricing adjustment claim before the tax and custom courts.

Notable practitioners

Partner **Guillermo Infante** is appreciated by the Chilean market onlookers for his strong capabilities in a variety of legal tax matters. One interviewee mentions that *“Guillermo Infante is an extremely creative and technical lawyer. I admire his analytical capabilities.”* Partner **Mario Silva** is appreciated in the Chilean market for his strong capabilities in a variety of tax mandates. One interviewee says: *“Mario Silva does an excellent job and is a very knowledgeable and experienced lawyer. He knows the tax field and his*

Prieto Abogados

What the team is known for Prieto Abogados is a noted full-service practice that provides well-respected tax services in the Chilean market. The Santiago-based team is frequently instructed by corporate clients from sectors including energy, telecoms and insurance. Prieto Abogados’ lawyers are also well equipped to assist in litigation, as well as with the tax elements of M&A transactions. The Chilean Association of Banks and Financial Institutions is among the law firm’s new client wins.

Strengths *“Prieto Abogados’ team of lawyers deliver their advice in a timely way and according to our needs, and sometimes even go beyond what is required from them.”*

Work highlights Prieto Abogados assisted Isapre Consalud with a tax litigation mandate before the Chilean tax authority. The matter was valued at approximately USD10 million.

Notable practitioners

Partner **Mario Gorziglia** fields a longstanding presence within the Chilean tax market, and boasts solid experience advising clients on a range of key tax mandates. According to one of his clients, *“Mario Gorziglia is a very knowledgeable tax lawyer in Chile who has a broad experience in taxation involving other countries in Latin America, the USA and some European countries.”*

Recabarren & Asociados

What the team is known for Recabarren & Asociados is a widely recognised tax boutique that fields expertise handling various contentious and non-contentious tax mandates in the Chilean market. The Santiago-based team is frequently sought after by clients from the energy and natural resources arena, as well as TMT and retail. Recabarren & Asociados’ lawyers are also well equipped to assist with tax structuring, the tax aspects of M&A transactions, and sector-related litigation proceedings. Banco Santander Chile and FESIT count among the law firm’s new client wins.

Strengths *“Recabarren & Asociados is a team of highly trained lawyers. They always understand the needs of their clients and find solutions to very complex problems. They go beyond their clients’ expectations when working in a project and are very efficient. All in all, they form a tremendously capable team which is fully trusted by their clients.”*

Work highlights Recabarren & Asociado assisted Naturgy with the Chile-related tax aspects of the sale of its shares in CGE.

Notable practitioners

Partner **Soledad Recabarren** continues to be recognised within Chile’s legal tax market. She is enthusiastically endorsed by a client, who says: *“Soledad Recabarren is a very knowledgeable and technical lawyer who is very close to her clients.”* Another respondent adds: *“She and her team are very open-minded and responsive. She can deal with matters of any sorts of complexity.”*

Band 4

Allende Bascañán & Cía

What the team is known for Allende Bascañán & Cía is an active team that handles tax mandates related to asset transfers, corporate reorganisations and

cross-border subsidiary matters. The team is highly experienced advising family offices on Chilean and international estate planning and reorganisation, investment and compliance. A new addition to Allende Bascañán & Cía’s client roster is Associated Universities.

Strengths *“The tax services provided by Allende Bascañán & Cía are of great quality. The law firm stands out from others due to the remarkable work done by its partners.”*

Work highlights Allende Bascañán & Cía advised textile company Grupo Monarch on the design of a tax-neutral scheme for its reorganisation process in Chile.

Notable practitioners

Partner **Javier Allende** continues to be recognised as an active player in Chile’s tax realm. A client extols: *“Francisco Javier Allende daily deploys his vast experience in both tax and private wealth law by doing good quality work which confirms his reputation in the Chilean market.”*

Bruzzone & González Abogados

What the team is known for Bruzzone & González Abogados is a well-known boutique law firm that advises Chilean and international clients on tax matters ranging from restructuring and investments to M&A matters in the Chilean market. The Santiago-based team handles the tax side of international operations, and its clients hail from the healthcare, energy, and food and beverage fields. SAAM and Ambianta Inmobiliaria are new client wins.

Strengths *“Bruzzone & González Abogados provides a devoted and proactive service to its different clients’ queries. This is what makes the team stand out from other law firms.”*

Work highlights Bruzzone & González Abogados assisted Automotores Gildemeister with the tax aspects of the client’s bankruptcy process, which involved Chile and other American jurisdictions.

Notable practitioners

Partner **Osiel González** (see p.178) continues to be endorsed by the market for his relevant capabilities within the Chilean tax sphere. One client enthuses: *“Osiel González is a great tax specialist in Chile. He is a very knowledgeable lawyer and an expert in international tax matters.”*

Deloitte Legal

What the team is known for Deloitte LLP is a dynamic international auditing firm that boasts notable activity in the Chilean tax ambit. The team of practitioners provides expertise on a range of tax matters including adjustment claims, M&A and the tax aspects of corporate restructuring. Deloitte LLP’s client roster spans sectors including oil and gas, insurance and energy.

Strengths *“Deloitte LLP has a technical and effective team of lawyers, whose work we highly appreciate.”*

Notable practitioners

Partner **Hugo Hurtado** is appreciated by market onlookers for his capabilities in Chile’s tax space. A respondent says: *“Hugo Hurtado is a very bright lawyer who works on relevant tax matters.”*

Garnham Abogados

What the team is known for Garnham Abogados fields a solid team of practitioners that is active in Chile’s legal tax sphere. Its lawyers often handle both contentious and non-contentious tax mandates, such as the tax aspects of cross-border asset transfers,

the design of tax structures for company incorporations, and administrative litigation before the Chilean tax authorities. Garnham Abogados' team routinely assists clients from the real estate, life sciences and financial industries.

Strengths "The services provided by Garnham Abogados stand out because of the confidence that its partners transmit."

Work highlights Garnham Abogados' tax team advised the Asociación Nacional de Fútbol Profesional on Chilean IRS processes.

Notable practitioners

Key partner **Arturo Garnham** continues being highly involved in international tax mandates. He is appreciated by a client, who declares: "I would highlight Arturo Garnham's experience and profound knowledge of Chilean tax law. I value his commitment to finding the best solutions in new and complex situations."

Larrain y Asociados Abogados

What the team is known for Larrain y Asociados Abogados is a respected law firm with well-developed expertise in tax litigation before the tax and customs authorities in Chile. The Santiago-based team also provides counsel to corporate clients on tax considerations related to reorganisations, project financing and regulatory matters, as well as on auditing processes. Larrain y Asociados Abogados' client roster encompasses sectors such as mining, energy, retail and aviation.

Strengths "Larrain y Asociados Abogados provides an excellent service to its clients. The team of lawyers stands out for its ability to analyse all possible scenarios and recommend the most appropriate solution for each case."

Notable practitioners

Partner **Víctor Avilés** (see p.172) remains active in Chile's legal tax space. A market commentator states: "Víctor Avilés is a very professional and excellent lawyer. He has good judgement and common sense."

MBC Abogados

What the team is known for MBC Abogados boasts an active team of tax practitioners that are highly involved in Chile's tax ambit. Its lawyers are often found handling the tax aspects of corporate reorganisations as well as of corporate transactions, providing regulatory tax advice on Chilean legislation, or advising on international taxation issues. MBC Abogados' client roster includes Grupo Patio, Inmobiliaria El Plomo and Crystal Lagoons, amongst others.

Strengths "MBC Abogados offers the best service, as its team is highly knowledgeable, attentive and creative, and it is also commercially aware and proactive."

Work highlights MBC Abogados advised Bosques del Sur on the tax aspects of the sale of 80% of its shares to a new entity controlled by Folium Capital.

Notable practitioners

Partner **María Teresa Cremaschi** is endorsed by an interviewee who is impressed by her capabilities in Chile's tax sector: "María Teresa Cremaschi has great capacity to create and provide optimal solutions when facing very complex situations. She has always stood out as a great and positive leader. She finds solutions, ponders the different alternatives and explains the situation in the most didactic way."

Ulloa & Compañía

What the team is known for Ulloa & Compañía is an active law firm that is involved in a range of tax mandates, including structuring and aspects of M&A and investments in the Chilean market. The Santiago-based team also handles auditing issues and tax-related disputes. Ulloa & Compañía manages an array of family offices as clients, in addition to corporate entities from sectors including finance, construction and healthcare. Econsult RS Capital, Compass Group and Greystar are new client wins.

Strengths "Ulloa & Compañía's team's commercial awareness is spot on, as its lawyers build a lot of trust and provide excellent advice. They boast expertise on the cross-border and international elements that arise in complex deals."

Work highlights Ulloa & Compañía advised CornerShop on the tax implications related to a sale transaction. The matter was valued at USD3 billion.

Notable practitioners

Partner **Nicolás Ulloa** continues to be endorsed by the market for his relevant capabilities within the Chilean tax market. One client enthuses: "Nicolás Ulloa possesses an in-depth knowledge in taxation laws. His main strengths are his commercial awareness and his common sense."

Other Ranked Lawyers

Well-regarded partner **Rodrigo Alvarez** of DLA Piper LLP remains an active player in Chile's tax law market. He is praised by an interviewee who explains: "Rodrigo Alvarez has a lot of tax knowledge and expertise, and he thoroughly knows our industry."

Experienced lawyer **Cristian Bay-Schmith** of Bay-Schmith Abogados garners praise from interviewees, and one market onlooker particularly appreciates his work in Chile's legal tax sphere: "Cristian Bay-Schmith does a good-quality job. He always offers a solution, and is a very good lawyer, which is why I recommend him."

Christian Blanche Reyes of Tax Advisors EPT remains a relevant name within the Chilean tax market, and he is experienced acting on a range of legal tax matters. One market commentator says: "Christian Blanche Reyes is a very good lawyer who is deserving of recognition."

Up-and-coming lawyer **Javier Cerón** of Cariola Díez Pérez-Cotapos obtains significant market recognition for his active tax practice in Chile. A client endorses him, saying: "Javier Cerón has very good judgement, is experienced, and is professional. He provides clear explanations and describes complex jargon in layman's terms."

Respected practitioner **Ricardo Escobar** of Bofill Escobar Silva Abogados is a well-known name in the Chilean tax market. One interviewee is full of praise for him: "Ricardo Escobar continues to set up a benchmark in Chile's tax realm." Another market onlooker says: "He is very well known, as he is a smart and knowledgeable lawyer."

Esteemed practitioner **Oscar Ferrari** (see p.177) of Garrigues offers tax advice on administrative procedures before the Chilean tax authorities, as well as on domestic and international restructuring matters and the tax aspects of capital market operations. He is enthusiastically endorsed by interviewees, and one

client extols: "Oscar Ferrari's work is outstanding and he is very didactic when he explains legal terms and topics to those who are not familiar with the technical legal jargon."

Partner **Guillermo Fonseca** (see p.177) of Bofill Mir Abogados is praised by interviewees for his legal tax practice in Chile. Respondents state: "Guillermo Fonseca helps us with our company's tax planning. He always delivers on time with our different projects, and permanently oversees the work of our accountants. We are very happy with his work and we trust him."

Up-and-coming lawyer **Gonzalo Garfias** of Garfias & Cía garners praise from respondents who highlight his tax practice in Chile. Interviewees enthuse: "Gonzalo Garfias is the main partner who handles our work. He has a very good understanding of his clients' needs and has a strategic business vision. He solves specific tax issues and is able to come up with solutions."

Ignacio Gepp (see p.178) of Puente Sur is an active legal tax practitioner in Chile. He garners praise from an interviewee, who declares: "Ignacio Gepp is a very knowledgeable, responsive and also practical lawyer. He is our go-to adviser on tax-related matters in Chile and is a prominent figure."

Established partner **Mauricio Loy** of Loy, Letelier & Campora continues to be endorsed by market sources for his prowess handling tax mandates in Chile. One interviewee praises: "Mauricio Loy is a very well-prepared lawyer who shows close attention to detail and who has the skills to solve problems."

Partner **Alberto Maturana** leads Baker McKenzie's tax practice in Chile. An interviewee says: "Alberto Maturana provides fantastic tax support in Chile." Another endorsing commentator says: "He has good technical capabilities."

Santiago-based partner **Juan Pablo Orellana** of Dentons Larrain Rencoret SpA garners market endorsement for his activity in Chile's tax space. A market onlooker says: "Juan Pablo Orellana displays a high level of professionalism, as well as vast knowledge and experience."

Up-and-coming partner **Andrés Ossandón** (see p.183) of Arteaga | Gorziglia remains active in tax mandates in Chile. He is endorsed by a client, who states: "Andrés Ossandón possesses a great knowledge and has a judicious approach when proposing legal strategies and giving advice."

Santiago-based partner **Sergio Sapag** of Sapag & González Abogados continues to showcase his capabilities to advise on international tax matters. He is appreciated by an interviewee, who says: "Sergio Sapag is a great lawyer with very good clients."

Senior statesperson **Lisandro Serrano Spoer** of Grupo Vial Abogados is a respected and established lawyer within the Chilean tax sphere. One market commentator highlights: "Lisandro Serrano Spoer is a very prominent senior lawyer."

Santiago-based partner **Rodrigo Stein** (see p.186) is well regarded for his work advising international clients on Chilean tax law mandates. One interviewee mentions: "Rodrigo Stein is an excellent lawyer with good communication skills and great commercial awareness."

Experienced tax lawyer **Eduardo Torretti** (see p.187) of Torretti & Cía is praised by an interviewee who declares: "Eduardo Torretti is a creative, reliable and professional lawyer who has a deep knowledge of both Chilean and foreign tax regulations."

TMT (Telecoms, Media, Technology)

TMT (Telecoms, Media, Technology)	
Leading Firms	
Band 1	
Barros & Errázuriz Abogados	
Carey	
Magliona Abogados	
Band 2	
FerradaNehme	
Gutiérrez & Arrieta	
Band 3	
Albagli Zaliasnik	
Cariola Díez Pérez-Cotapos	
Leading Individuals	
Band 1	
de la Jara Guillermo <i>Lembeye Abogados (ORL) ◇</i>	
Magliona Claudio <i>Magliona Abogados *</i>	
Silva Alfonso <i>Carey *</i>	
Band 2	
Arrieta Raúl <i>Gutiérrez & Arrieta</i>	
Martin Eduardo <i>Carey *</i>	
Nehme Nicole <i>FerradaNehme *</i>	
Ovalle José Ignacio <i>Barros & Errázuriz Abogados *</i>	
Band 3	
Gatica Macarena <i>Alessandri (ORL) ◇ *</i>	
Lavados Rodrigo <i>Cariola Díez Pérez-Cotapos</i>	
Silva Paulina <i>Bitlaw (ORL) ◇</i>	
Yuraszcek Nicolás <i>Magliona Abogados *</i>	
Associates to watch	
Rodríguez Andrés <i>Barros & Errázuriz Abogados *</i>	
* Indicates individual with profile.	
◇ (ORL) = Other Ranked Lawyer.	
Alphabetical order within each band. Band 1 is highest.	

Band 1

Barros & Errázuriz Abogados

What the team is known for Barros & Errázuriz Abogados has a stellar telecoms practice that boasts an outstanding expertise in both regulatory and contentious aspects of the Chilean TMT sector. The legal team is experienced in handling matters related to permits and licences, service agreements, and TMT disputes. Barros & Errázuriz Abogados is also well equipped to advise on data privacy matters. Barros & Errázuriz Abogados' new client roster additions include Stonepeak Infrastructure Partners and Pinterest.

Strengths "The law firm stands out for its solid legal knowledge, its constant client service, and its willingness to listen to the client's requirements and translate them into appropriate legal solutions."

"Barros & Errázuriz Abogados' team understands the telecommunications business, and its regulatory complexities and technological advancements."

Work highlights Barros & Errázuriz Abogados' TMT team advised Complejo Portuario Mejillones on the negotiation of licensing and service agreements for the port's new Terminal Operating System.

Notable practitioners

Respected partner and head of department **José Ignacio Ovalle** (see p.183) is a renowned figure in the Chilean TMT arena. He is experienced in handling a range of regulatory, technological, and commercial mandates involving the telecoms industry. One client states: "José Ignacio Ovalle has vast regulatory knowledge and an excellent business insight into the telecommunications and technology sectors." Associ-

ate-to-watch **Andrés Rodríguez** (see p.185) is active on a range of TMT matters in Chile, including regulatory advice, permits and licensing, and data privacy. A client comments: "Andrés Rodríguez is very quick to respond and knows how to minimise the risks."

Carey

What the team is known for Carey is an outstanding full-service powerhouse boasting expertise spanning the full TMT spectrum in Chile. The law firm regularly advises clients on sector-related regulatory matters, contractual mandates, and complex broadband issues. The legal team is also adept at handling data protection matters, as well as assisting with permits and concessions. Carey's client portfolio encompasses an impressive range of international and Chilean entities from the technology, telecoms and media arenas, as well as finance and insurance. Desarrollo País and Grupo Wertheim are Carey's new client wins.

Strengths "The service provided by Carey combines attentiveness and high technical capabilities. The timings are good and the fees are reasonable."

"Carey's lawyers are specialists in the different areas where we have consulted them, and they offer valuable responses for the development of the business."

Work highlights Carey's TMT experts advised Desarrollo País on the development and implementation of the Humboldt Cable System, which will connect Chile and South America with Asia and Oceania.

Notable practitioners

Leading light and co-head of department **Alfonso Silva** (see p.186) boasts a premium reputation in Chile's TMT market. He advises significant clients on a range of regulatory and transactional matters related to the telecommunications, technology, and media sectors. One client declares: "Alfonso Silva is a leader you want on your side of the battle. He has a strategic perspective that is complemented by more than 20 years of experience in the TMT field." Another respondent notes: "Alfonso Silva is a strategic statesman who has been on top of the TMT market trends." Esteemed practitioner **Eduardo Martin** (see p.181) frequently advises TMT clients on regulatory and competition matters, especially those concerning the telecommunications industry in Chile. An interviewee enthuses: "Eduardo Martin has an exceptional knowledge of the technical and regulatory aspects of TMT, and he also has commercial awareness." Another respondent comments: "Eduardo Martin is a sophisticated lawyer who knows what he's talking about."

Magliona Abogados

What the team is known for Magliona Abogados has an acclaimed practice group that boasts significant technology expertise. The legal department is adept at providing advice on data protection, cybercrime, and cloud computing to an impressive roster of Chilean and international clients, and it additionally handles media production agreements. Magliona Abogados is also experienced in licensing agreements and regulatory matters, as well as related litigation proceedings.

Strengths "Magliona Abogados' competitive advantage is the technical capability of the team and the speed of execution and response."

"Magliona Abogados is studious and capable of

dealing with the challenges of the business."

Work highlights Magliona Abogados' media team counselled Amazon Studios on content review issues, as well as on the diverse agreements related to film production in Chile.

Notable practitioners

Top-tier practitioner and co-head of department **Claudio Magliona** (see p.180) preserves an outstanding prestige in the Chilean TMT market for his prominent practice in technology and media matters. He advises high-profile clients on topics such as regulatory issues, licences and contracts, and data protection. A client highlights: "Claudio Magliona provides great client service and coordinates a strong team that advises us in connection with our matters in Chile." Another market commentator states: "Claudio Magliona stands out for his extensive experience in technology law." Co-head of department **Nicolás Yuraszcek** (see p.189) is particularly well recognised for his data privacy expertise in the Chilean technology sphere. A client observes: "Nicolás Yuraszcek has a deep knowledge of the issues and he stays ahead of the game, always thinking one step beyond."

Band 2

FerradaNehme

What the team is known for FerradaNehme is an esteemed Santiago-based regulatory boutique with a well-established presence in the Chilean TMT arena. The legal team has expertise handling data protection, compliance, and regulatory matters for domestic and international clients from sectors including banking and retail. FerradaNehme is also active in litigation and defence against class actions, with fintech being an area of increasing strength for the practice group. Aguas Andinas, CAP, and Canal 13 are new client wins.

Strengths "Having FerradaNehme as a partner is a competitive advantage. The lawyers deeply understand our business and propose strategies that are aligned with it and don't get lost in abstract legal theories."

Work highlights FerradaNehme's TMT team assisted CAP with its data protection agreements in Chile, in addition to providing training sessions concerning data privacy regulations for its staff.

Notable practitioners

Distinguished practitioner **Nicole Nehme** (see p.182) is held in high esteem for her prowess in the Chilean TMT space. She is highly experienced in advising on regulatory and competition matters pertaining to the field. One client enthuses: "Nicole Nehme is out of this world. Her precision and clarity when explaining and arguing are remarkable." Another market voice adds: "Nicole Nehme is recognised as a trustworthy adviser capable of anticipating what the authority will think about the matter."

Gutiérrez & Arrieta

What the team is known for Gutiérrez & Arrieta is a noted Santiago-based boutique with a particular specialism in the technology ambit. The law firm possesses long-standing expertise spanning data protection, software implementation and regulatory advice. The legal team is experienced advising both Chilean and international clients from a range of key

sectors, including technology, banking, internet and retail.

Strengths *"The lawyers at Gutiérrez & Arrieta are very kind and clear when explaining all the legal complexities of the matter in simpler terms to make them more understandable to us."*

Notable practitioners

Respected partner and co-head of department **Raúl Arrieta** advances in the rankings this year after eliciting considerable praise from clients and peers alike. He is routinely found supporting clients with data protection, regulatory, and technology contract negotiation mandates involving the Chilean jurisdiction. One client says: *"Raúl Arrieta has strong knowledge of technology law and is responsible and imaginative."* Other respondents highlight: *"We highly recommend Raúl Arrieta for data protection matters."*

Band 3

Albagli Zaliasnik

What the team is known for Well-respected TMT practice Albagli Zaliasnik has strong expertise in privacy, media and technology matters in Chile. The practitioners are frequently instructed by clients to advise on software licensing and data protection, as well as on advertisement contracts and cloud computing services.

Strengths *"They are always approachable and very willing to support us with all the requirements we have."*

Work highlights Albagli Zaliasnik's technology law

department was instructed by Roche to provide a formal training for its medical staff in regard to the legal aspects of telemedicine, the use of personal data, and the implications of e-signatures.

Notable practitioners

Eugenio Gormáz is the key client contact.

Cariola Díez Pérez-Cotapos

What the team is known for Cariola Díez Pérez-Cotapos is a well-established practice in Chile with TMT experience spanning regulatory, competition, and contentious issues. The telecoms practitioners are experienced in advising international and Chilean clients on licensing, concession and data protection matters, as well as mandates related to e-commerce. Cariola Díez Pérez-Cotapos' new client additions include Zimpler.

Strengths *"Cariola Díez Pérez-Cotapos is a long-standing and good law firm, and I have a very good relationship with its lawyers. I have a good impression of the quality of their services."*

Work highlights Cariola Díez Pérez-Cotapos' TMT team assisted WarnerMedia with the drafting of a production services agreement for the development of media content and its exhibition in audio-visual platforms.

Notable practitioners

Partner **Rodrigo Lavados** co-leads the department and garners particular recognition for his technology and fintech advice in Chile. One client comments: *"Rodrigo Lavados is a very good lawyer and a reference in Chile for data privacy matters."*

Other Ranked Lawyers

Highly reputed partner and head of department **Guillermo de la Jara** of Lembeye Abogados receives widespread recognition from market commentators for his telecommunications expertise in Chile. He regularly counsels on relevant permits and licensing matters, as well as on contentious mandates in the TMT context. One observer asserts: *"Guillermo de la Jara is very knowledgeable and strategic."*

Macarena Gatica (see p.177) of Alessandri enters the rankings this year after impressing market observers in Chile with her know-how in TMT-related matters. One client enthuses: *"Macarena Gatica is an excellent lawyer with an absolute command of the Chilean legislation and an acute ability to identify risks."*

Paulina Silva of Bitlaw regularly advises clients on privacy, cybersecurity, technology contracting and e-commerce matters in Chile. A client underscores: *"Paulina Silva always meets delivery times and has strong expertise in the technology area."*

Venture Capital

Venture Capital
Leading Firms
Band 1
Carey
DLA Piper Chile
Band 2
Atkinson Costabal Undurraga & Achurra
Guerrero Olivos
Band 3
CMS Carey & Allende
Flores Acevedo Abogados
Villarino e Ilharreborde Abogados
* Indicates individual with profile.
◇ (ORL) = Other Ranked Lawyer.
Alphabetical order within each band. Band 1 is highest.

Band 1

Carey

What the team is known for Carey is an elite full-service law firm with a leading venture capital department in the Chilean market. The Santiago-based team is frequently instructed by major domestic and international investment funds, startups and angel investors to advise on all stages of financing, including seed capital and Series A funding. Carey's lawyers are also well equipped to assist unicorns and institutional investors from the biotechnology, energy, and fintech industries. weBoost is a new client win.

Strengths *"What I most value about Carey's team is its focus on startups and industry insight. The lawyers*

Venture Capital
Leading Individuals
Band 1
Guzmán Francisco <i>Carey Abogados (ORL) ◇ *</i>
Undurraga Pablo <i>Atkinson Costabal Undurraga & Achurra</i>
Zegers Matías <i>DLA Piper Chile</i>
Band 2
Acevedo Pablo <i>Flores Acevedo Abogados</i>
Yávar Josefina <i>Cuatrecasas (ORL) ◇ *</i>
Band 3
Lyon Pedro <i>Guerrero Olivos *</i>
Rodríguez Diego <i>CMS Carey & Allende</i>
Up-and-coming individuals
Ilharreborde Juan Andrés <i>Villarino e Ilharreborde Abogados</i>
Sabbagh Maria Eugenia <i>Aninat Abogados (ORL) ◇</i>
Associates to watch
Ay Pilar <i>DLA Piper Chile</i>
de Andraca Clemente <i>Atkinson Costabal Undurraga</i>
Guerraty Ignacio <i>Flores Acevedo Abogados</i>
Latorre Andrés <i>Carey *</i>
Martínez Francisca <i>Guerrero Olivos *</i>

really understand our needs and are always available."
"Carey stands out in the Chilean market for its domestic and international venture capital experience and expertise. The team is very professional and displays global commercial awareness."

Work highlights Carey's venture capital team advised Chilean fintech company Kredito on securing USD 4 million in pre-seed funding.

Notable practitioners

Associate-to-watch **Andrés Latorre** (see p.179) is

praised by market commentators for his practice advising startups and investors on venture capital mandates in Chile. A client reports: *"Andrés Latorre is very clear to explain matters in a simple way and always delivers high-quality work on time."*

DLA Piper Chile

What the team is known for DLA Piper Chile is a highly revered full-service law firm with a standout venture capital practice that is based in Santiago. The legal team is highly skilled in assisting major Chilean and international emerging companies and venture capital funds with capital raising and regulatory matters. DLA Piper Chile is equally adept at advising on angel investment, seed funding, and Series A financing rounds for entrepreneurs and Chilean unicorns in the technology sector. The law firm recently added Chilean fintech company Chipax to its client roster.

Strengths *"DLA Piper Chile has been extremely professional and has the ability to explain complex matters in a simple way that is easy to understand. The team's negotiation skills with the counterpart lawyers are exceptional."*

"DLA Piper Chile has a great understanding of the local and international market; they are our business partners."

Work highlights DLA Piper Chile's venture capital team successfully assisted Santiago-born start-up Odd Industries with the acquisition by Maderas Arauco of a majority stake in the company.

Notable practitioners

Top-tier practitioner **Matías Zegers** is widely recognised for his proficient acting on behalf of venture capital funds and emerging companies in Chile. He offers specialised expertise in deals from seed funding to exit transactions. One client states: “*Matías Zegers is an excellent lawyer. He is very creative in identifying blind spots and finding ways of working them out.*” Another interviewee notes: “*Matías Zegers is an experienced and flexible lawyer. His practical advice follows a dos and don'ts playbook that is based on facts.*” Associate-to-watch **Pilar Ay** is praised for her work supporting venture capital funds and early-stage company clients on each step of the venture capital life cycle in Chile. One client reports: “*Pilar Ay is extremely hard-working, very intelligent, and always looking for a way to work issues out.*”

Band 2

Atkinson Costabal Undurraga & Achurra

What the team is known for Atkinson Costabal Undurraga & Achurra is a well-respected Santiago-based law firm with an experienced venture capital team. The lawyers are adept at assisting with investment vehicles, early and late-stage financing rounds and capital raising. The team is frequently sought after by major Chilean and international entrepreneurs, investors and venture capital funds, as well as multinational companies from the fintech and biotechnology sectors. The law firm recently added SoyMomo and Quona Capital to its client roster.

Strengths “*Atkinson Costabal Undurraga & Achurra has a knowledgeable team with great insight into the local venture capital ecosystem. The lawyers are responsive and add value to their client's needs.*”

Work highlights Atkinson Costabal Undurraga & Achurra advised venture capital firm Quona Capital with the Chilean aspects of its investment in fintech company Global 81 Limited.

Notable practitioners

Market-leading partner **Pablo Undurraga** is highly skilled at representing emerging growth companies and venture capital funds from early-stage financing rounds to exit deals in Chile. One client states: “*Pablo Undurraga is proactive and has vast experience working with companies in early-stage and high-growth ventures.*” Interviewees report: “*He is very dedicated to the client, getting to understand the business and proposing solutions that fit our needs.*” Associate-to-watch **Clemente de Andraca** routinely assists private equity funds and emerging growth companies with a suit of venture capitals transactions in Chile. A client comments: “*Clemente de Andraca is quick on his feet and knowledgeable of the venture capital ecosystem.*”

Guerrero Olivos

What the team is known for Guerrero Olivos is a well-established full-service firm based in Santiago, Chile, with a significant presence in the venture capital field. The lawyers provide key expertise on a wide variety of mandates, including accelerator advice for entrepreneurs, the structuring of investment funds, and capital raising. The legal team is also well versed in assisting technology startups on internal and CORFO regulations, as well as seed and Series A financing. Guerrero Olivos recently added Chilean startups Buk and F4F to the raft of clients.

Strengths “*Guerrero Olivos is hands-on, approach-*

able, and permanently available. The team members are quick on their feet and have an extensive industry knowledge.”

Work highlights Guerrero Olivos represented Chilean fintech startup Xepelin in a Series A financing round that raised USD230 million.

Notable practitioners

Santiago-based partner and head of department **Pedro Lyon** (see p.180) offers a wealth of experience acting on behalf of emerging growth companies and venture capital funds in a broad suite of venture capital transactions in Chile. He is well known for his investor-side practice in capital raising matters. One client declares: “*Pedro Lyon possesses excellent commercial awareness and industry knowledge.*” Associate-to-watch **Francisca Martinez** (see p.181) acts as a key support in Chile for entrepreneurs and investors on local and international venture capital investments. A client states: “*Francisca Martinez has significant industry knowledge and expertise. She is very hands-on, client-friendly, and always available.*”

Band 3

CMS Carey & Allende

What the team is known for CMS Carey & Allende has a respected venture capital practice in Santiago that acts predominantly on behalf of emerging growth companies and accelerators in the technology, fintech, and biotech sectors. The lawyers are regularly engaged to assist early-stage company clients from initial fund raisings and all series financings through to exit transactions. The legal team has recently added Toku, Lomi, and Platanus Ventures to its client roster.

Strengths “*CMS Carey & Allende provides a high-quality service and perfect response time, reacting quickly and positively to our needs. The team has broad experience and deep knowledge in the field of venture capital.*”

Work highlights CMS Carey & Allende's venture capital team advised Chilean fintech Pago Fácil on the sale of its entire stake to the joint venture formed by EVO Payments and BCI.

Notable practitioners

Diego Rodríguez heads the firm's national venture capital practice group in Chile and specialises in advising emerging growth companies on capital raising. He is particularly strong in transactions in the fintech space. One client says: “*Diego Rodríguez is undoubtedly a well-versed practitioner and expert in venture capital matters.*”

Flores Acevedo Abogados

What the team is known for Flores Acevedo Abogados enjoys widespread recognition for its venture capital practice in Chile. The Santiago-based team is frequently instructed to advise on capital raising, Series A financing, and investment rounds. The lawyers are also highly skilled in advising on matters related to accelerators and incubators, angel investors and investment funds for technology startups and entrepreneurs. Flores Acevedo Abogados recently added the Chilean emerging companies Ciencia Pura, Happ, and LobbyControl to its roster of clients.

Strengths “*Flores Acevedo Abogados is approachable and stands out for its timely response, delivery on promises, and commitment to achieving results. The team has a good reputation and instils trust when*

handling matters.”

Work highlights Flores Acevedo Abogados' venture capital lawyers advised Chilean start-up Elemetrica on a foreign investment deal valued at USD75 thousand.

Notable practitioners

Santiago-based partner **Pablo Acevedo** routinely advises investors and growth companies in venture capital matters, focusing his practice on investments in the Chilean technology space. One client reports: “*Pablo Acevedo has been instrumental in maintaining a good relationship with our investors. He is always diligent to answer any question, and is able to align the shared interests of our partnership.*” Associate-to-watch **Ignacio Guerraty** is well placed to support Chilean entrepreneurs and investors on venture capital transactions in the technology sector. One client reports: “*It is always a pleasure to work with Ignacio Guerraty, who is knowledgeable, diligent, and gets stuff done efficiently.*”

Villarino e Ilharreborde Abogados

What the team is known for Villarino e Ilharreborde Abogados houses a solid Santiago-based practice that is routinely sought out for its capabilities in advising clients on venture capital matters. The legal team is adept at advising entrepreneurs on raising finance, also winning mandates from venture capital funds to advise on relevant investments. The lawyers have experience in matters pertaining to technology companies disrupting the medical and financial services industries. Chilean startups ListaTienda and Terapi are the team's new client wins.

Strengths “*Villarino e Ilharreborde Abogados is very agile, flexible, and knowledgeable, and its response time is essentially instant.*”

Work highlights Villarino e Ilharreborde Abogados advised Chilean healthcare start-up Examedi in a pre-seed financing round and the subsequent flipping to Delaware and the Cayman Islands.

Notable practitioners

Juan Andrés Ilharreborde is well versed in assisting emerging growth companies and investors in an array of transactions in the Chilean venture capital space. One client reports: “*Juan Andrés Ilharreborde is always available when needed, and he is very knowledgeable of venture capital dynamics in the start-up space.*”

Other Ranked Lawyers

Front-running partner **Francisco Guzmán** (see p.178) enjoys a solid reputation in the Chilean venture capital space. He offers premier advice to both startups and investors on transactions throughout the investment life cycle. A client declares: “*If you are going to have a big deal ahead, you want to have Francisco Guzmán sitting at your side of the table. His knowledge of the matters, his ability to negotiate, and his strategic approach to getting the best for his clients is outstanding.*”

Maria Eugenia Sabbagh of Aninat Abogados concentrates her practice on the representation of venture capital funds and startups in the Chilean technology space. A client comments: “*Maria Eugenia Sabbagh is a very intelligent and sharp lawyer, who has a high level of industry knowledge and excellent business insight.*”

Santiago-based partner and head of department **Josefina Yávar** (see p.188) of Cuatrecasas is highly

skilled at acting for both entrepreneurs and investors in venture capital investments in the Chilean technology sector. Clients express: "Josefina Yávar is very approachable and committed to our company's needs." Another respondent comments: "She understands the startup industry very well."

Leaders' Profiles in Chile

ABOGABIR, Ricardo

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Featured in Capital Markets (Chile)

Practice Areas: Ricardo is one of the partners of Ried Fabres. His practice focuses on capital markets, banking and finance and corporate law. He permanently renders services to issuers and underwriters in local and international bond offerings; stockbrokers and dealers; local and foreign fund managers; and important players of both the local and international derivatives markets. He is in charge of the derivatives area of our Firm actively rendering permanent legal counselling to BCI Group, Consorcio, Coopeuch, ILC, Metro S.A. and Santander in drafting and negotiating ISDA agreements and structuring new derivatives products. Also, he provides legal counsel to local stockbrokers and fund managers in connection with capital markets matters, including the registration and approval of foreign funds by the applicable regulators in Chile. He permanently advises fund managers such as BCI, Ameris Capital, Taurus, Venturance, Credicorp Capital, Falcom and others, in the structuring and negotiation of deals for their respective funds regarding debt securities and alternative assets. He has also obtained experience from his experience at Dechert LLP, New York Office, where he participated in the IPO of SMU S.A. and in the preparation of annual reports of Chilean entities subject to the supervision of the SEC.

ABOGABIR, Sebastián

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Featured in Energy & Natural Resources (Chile), Environment (Chile)

Practice Areas: Partner and member of the energy, natural resources and environmental law groups and leading partner of the water law department. He specializes in energy related M&A, project development, financing and permitting of energy projects and renewables, general regulatory, environmental, water law matters, and project finance.

Career: He worked as foreign associate at Jackson Walker LLP, Texas, USA (2010). He is a board member of the Chilean mini hydro association (APEMEC), the Chilean electric vehicles association (AVEC). Also, he was co-General Secretary of the Academy of American and International Law's Alumni Association. In the academic field, he is Professor of Environmental Law at the Urban Studies Institute department from Pontificia Universidad Católica de Chile and Professor in Environmental Law in the Real Estate Law and Business Diploma, from the same university, both since 2014.

ACUÑA, Guillermo

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate and commercial law, mergers and acquisition, national and international corporate financing, foreign investment and insurance, aviation.
Career: Partner at Carey since 2009. Co-head of the Corporate/Mergers & Acquisitions Group. Foreign associate, Debevoise & Plimpton (2005-2006). Professor of Civil Law, Universidad de Los Andes (until 2008). Best Individual Lawyer in General Corporate in Chile, Client Choice Guide.
Professional Memberships: Chilean Bar Association
Publications: Author, "The International Contract: problems related to its negotiation and conclusion" and "Extinction and Liquidation of Individual Limited Liability Enterprises. Succession Issues".
Personal: Universidad de Valparaíso (JD, 1999), Best Bachelor. LL.M., University of Southampton, UK.

AITKEN, Óscar

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Featured in Labour & Employment (Chile)

Practice Areas: Construction and engineering, infrastructure and project development, labor and employment law.
Career: Partner since 2000. Co-head of Labor and Employment, Corporate Immigration, co-head of the Construction and Engineering Groups. Arbitrator, Santiago Chamber of Commerce Arbitration Mediation Center. Professor of Construction Law Diploma at Universidad de Los Andes. Recognized as Lawyer of the Year in Immigration Law by Best Lawyers, also recognized in Labor and Employment and in Projects by Chambers Latin America, among others.

Professional Memberships: Centro de Estudios del Derecho del Trabajo CEDET; IBA International Construction Projects Committee (IBA-ICP); Founding Fellow and past board member, International Academy of Construction Lawyers; Founding Fellow and President, Chilean Society of Construction Law.

Publications: Author of the Chilean chapter in Covid-19 Latin America Guide for Employers, Employment Law Alliance (ELA) (2020). Co-author of the Chilean chapter of Construction and Projects Q&As Global Guide, Thomson Reuters (2018/2019). Co-author of Chilean chapter, Outsourcing Book, Getting the Deal Through (2013-2015).

Personal: Universidad de Chile (JD, 1989). LL.M., University of Michigan (1991).

ALDUNATE, Catalina

Carey, Santiago de Chile

Featured in Intellectual Property (Chile)

Practice Areas: Intellectual Property
Career: Her practice is focused mainly on the assessment and litigation in Intellectual and Industrial Property, specializing on trademarks, domain names, anti-counterfeiting and licensing.
Professional Memberships: Member of the Unfair Competition Committee, International Trademark Association (INTA) (2020-2022). Member of the Chilean Bar Association. Member of the International Trademark Association (INTA).
Personal: Law, Universidad de Los Andes. Best Student Award in Civil and Commercial Law, Universidad de Los Andes (2007). LL.M., University of Chicago (2014)

AMENÁBAR, Sergio

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Featured in Intellectual Property (Chile)

Practice Areas: Attorney at Law from the Pontificia Universidad Católica de Chile and Senior Advisor of Villaseca Abogados. He is specialized in Intellectual Property, International Law and Civil Law, with a wide experience in contentious, administrative and contractual matters. He has been president of the Interamerican Association of Intellectual Property (ASIFI) and president of ACHIPI, Chilean Group of AIPPI-Association Internationale pour la Protection de la Propriété Intellectuelle-, as well as university professor. Currently, he participates in the Chilean Bar Association, ACHIPI, Inter-American Association of Industrial Property (ASIFI), and International Trademark Association (INTA). Languages: Spanish and English

AMUNÁTEGUI, Andrés

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Featured in Insurance (Chile)

Practice Areas: Andrés leads the Insurance team in our Chile office and is also Regional Head of the firm's Latin American practice. He specializes in insurance and reinsurance, litigation and arbitration. He has represented and advised both the international and local market in property, casualty, liability and financial institutions related claims, including loss adjustment's control, judicial procedures, wording development and adaptation.

ARCE, Francisco

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Featured in Labour & Employment (Chile)

Practice Areas: Labor and Employment Law, unions, collective bargaining, social security and labor litigation.

Career: Partner at Carey since 2021, Associate since 2014. Co-head of the firm's Labor Group. Recognized in Labor & Employment by Chambers Latin America, The Legal 500, Best Lawyers, among others.

Professional Memberships: Chilean Bar Association.

Personal: Universidad Adolfo Ibáñez (JD, 2008). Degree in Labor and Social Security Law, Universidad Católica de Chile (2008). Master in Labor Law, Universidad Adolfo Ibáñez (2012).

ARTEAGA, Ignacio

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Commercial and Corporate Law; Energy Law; arbitrations; mergers and acquisitions; corporate restructuring; corporate governance; project finance, especially in the Energy sector; investment funds.

Career: Partner at Arteaga | Gorziglia, Head of the Corporate Practice. Arbitrator of the Arbitration and Mediation Center of the Santiago Chamber of Commerce since 2001. Cariola Diez Pérez-Cotapos & Cía. (1995-2007). Clifford Chance, London (1997).

Professional Memberships: Member of the International Bar Association (IBA). Professor of Environmental Law (2008-2015); of the Master in Business Law (2000-2005); and of Commercial Law (1998-2005) at the PUC Chile's Law School. Post Graduate Diploma: Economic Administrative Law (Universidad Católica de Chile, 2006), Insolvency Law (Universidad de Chile, 2020), Electric Markets of the Future and its Regulation (Faculty of Engineering Universidad Católica de Chile, 2020).
Personal: Chairman of USEC (2017-2018). Member of the National Justice and Peace Commission since 2018. Program of Instruction for Lawyers (PIL) Harvard Law School (2000-2002). Master of Laws (LL.M) The London School of Economics and Political Sciences (1997). Law graduate from the Pontificia Universidad Católica de Chile (1994).

AVILÉS, Víctor M

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Featured in Tax (Chile)

Practice Areas: He mainly practices in the areas of energy and tax laws, specializing in tax planning for local and foreign clients.

Career: Assistant Professor of Constitutional Law at Universidad de Chile since 1998.

Professional Memberships: Member of the Chilean Association of Constitutional Law and the Chilean Association of Tax Law.

Publications: Author of "Economic Public Order and Penal Law" (Editorial ConoSur, 1998) and "Law Exclusivity in Tax Matters" (Editorial Jurídica de Chile, 2005), as well as a number of articles in specialized magazines, such as Public Rights Magazine, Journal of Law, and Jurisprudence and Leading Sentences in Libertad y Desarrollo (think-tank), among others.

Personal: He studied at the Faculty of Law of Universidad de Chile (LL.B.), and was admitted with maximum honors in 1997. In 2005 he obtained a Degree in Tax Law at the Universidad de Chile.

BALMACEDA, Nicolás

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Featured in Projects (Chile)

Practice Areas: Banking and Finance Projects Private Equity Capital Markets Mergers and Acquisitions Alternative Assets

Career: Nicolás, a partner at Barros & Errázuriz, has 25 years of professional experience developing the areas of infrastructure, banking and finance, and mergers and acquisitions of the firm. Through industrial, infrastructure, energy, real estate and new technology projects, Nicolás has represented developers, banks and financial institutions, public works concessionaires, construction and engineering companies, foreign investors, sponsors and shareholders in general, both in Chile as abroad.

Professional Memberships: Member of the Chilean Bar Association Member of the Arbitration and Mediation Center of the Santiago Chamber of Commerce Member of the Legal Committee of the Asociación de Concesionarios de Obras de Infraestructura Pública AG (Copsa), Chilean union entity that groups most of the holders of public works concession contracts tendered by the Ministry of Public Works

BARROS, Cristián

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Featured in Capital Markets (Chile), Corporate/M&A (Chile)

Practice Areas: Alternative Assets Capital Markets Investment and Mutual Funds Mergers and Acquisitions Private Equity Corporate Governance Compliance Banking and Finance Family Owned Companies

Career: Cristián is the managing partner of Barros & Errázuriz. He has more than 25 years of experience advising companies and funds that participate in the capital markets. He serves as advisor in merger and acquisition transactions, national and international financing operations and issues of shares and debt, both in Chile and in foreign markets.

Professional Memberships: Member of the Chilean Bar Association Member of the National Arbitration Center Director

of Esmax Inmobiliario Director of Fondo Esperanza

BARROS, Enrique

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Featured in Banking & Finance (Chile)

Practice Areas: Banking and Finance Projects Mergers and Acquisitions Capital Markets Private Equity Alternative Assets Family Owned Companies

Career: Enrique has focused his practice on advising national and foreign companies on different matters, such as mergers and acquisitions, capital markets, public offerings of shares, corporate and structured financing, and reorganizations in different industries.

Professional Memberships: Member of the Chilean Bar Association

BARROS, Fernando

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Featured in Tax (Chile), Corporate/M&A (Chile)

Practice Areas: Tax Corporate Governance Mergers and Acquisitions Family Owned Companies

Career: Fernando, together with being a founding partner of Barros & Errázuriz, is responsible for the tax area and also participates actively in other specialties, such as the development of investment projects, implementation of corporate and financial structures, analysis of business strategies, all with a focus on the development of new business or modernization of those already existing.

Professional Memberships: Member of the Chilean Bar Association Member of the Arbitration and Mediation Center of the Santiago Chamber of Commerce Member of the National Arbitration Center Member of the Advisory Board of the Pro Bono Foundation Counselor of Sofopa (2005-to date) Director and member of the Audit and Corporate Integrity Committees, Agrosuper S.A. Director, Acquachile Director, Socovesa S.A. Chairman of the Board of Directors and member of the Audit Committee, Oxiquim S.A. Director, Levaduras Collico S.A. Director, Independencia S.A. Administradora de Fondos de Inversión Director and member of the Audit Committee, Independencia Internacional Administradora General de Fondos S.A Director, Company Cervecera Kunstmann S.A Director and Vice President, ICARE (2005-2011)

Publications: The Defense of Antitrust, Legal Notebooks of the Universidad Adolfo Ibañez, n.3, 1995 Equality Before the Law as an Inspiring Principle of the Legal Order, Journal of Law of Universidad Finis Terrae, v.6, n.6, pp.11-18, 2002

BARROS, Víctor

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Featured in Capital Markets (Chile)

Practice Areas: Alternative Assets Banking and Finance Capital Markets Compliance Corporate Governance Investment and Mutual Funds Mergers and Acquisitions Private Equity

Career: Víctor is a partner of Barros & Errázuriz. He advises fund managers, securities intermediaries and companies needing resources through the issuance and public offering of bonds, stock and other instruments, both in domestic and foreign markets. With extensive knowledge and experience in the regulations applicable to the capital markets, he advises a significant number of clients, including issuers of public offering securities, financial advisers, securities intermediaries and fund managers. His practice areas are corporate law, capital markets and mergers and acquisitions.

Professional Memberships: Member of the Chilean Bar Association

BOFILL, Octavio

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Featured in Capital Markets (Chile), Banking & Finance (Chile), Corporate/M&A (Chile)

Practice Areas: Corporate/M&A; Capital Markets; Banking and Finance; Restructuring and Insolvency.

Career: Founding partner Octavio Bofill has dedicated his more than 30 years of practice to corporate matters, especially mergers and acquisitions, financing, restructuring and insolvency, and capital markets, among others, both at the local and international level. Octavio has also acted in countless major local and cross-border M&A transactions, as well as on behalf of issuers and investors in capital markets operations. He has been a professor of Commercial Law at the University of Chile for over 20 years. He is also a member of the list of arbitrators at the Santiago Chamber of Commerce and has been a member of the panel of arbitration of concessions agreements at the Ministry of Public Works since 2010.

Professional Memberships: Member, Panel of arbitrators for concessions agreements, Ministry of Public Works; Member, List of arbitrators of the Santiago Chamber of Commerce; Member, Chilean Institute of Commercial Law; Member, Legal Circle, Icare; International Bar Association (IBA); Member of the Board for several open and closed corporations; Member, Chilean Bar Association.

Publications: Co-author, "Analysis and Comments on the Reform of the Chilean Bankruptcy Regime (Bulletin 8324-03)", Revista de Derecho, Escuela de Postgrado N° 4, Universidad de Chile and Thomson Reuters Chile (2013); Author, "Some Reflections on the new Regulation of the Law on Corporations", Revista Estudios de Derecho Comercial, III Chilean Conference on Commercial Law, Universidad de Chile (2013); Author, "Reflections on capital in Chilean Corporations", Chilean -Uruguayan Conference on Commercial Law, Universidad de Chile (2011); Author, "Getting the Deal Through -Corporate Law," Law Business Research (2012, 2011 and 2010); Author, "Securitization in Chile", Law Magazine of the University of the Americas (2004); Author, "Securitization in Chile", ISR International Securitization Report, Thomson Financial Publishing (2000); Author, "Infrastructure Bond in Chile", publication for the Capital Market Committee of the Ministries of Finance and Public Works of Chile (1996).

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Featured in Competition/Antitrust (Chile)

Practice Areas: Competition and Antitrust

Career: Francisco focuses his practice on all antitrust issues, including investigations on cartels, unilateral conducts and concentration operations before the National Economic Prosecutor's Office, and contentious and non-contentious proceedings before the Competition Tribunal. He advises clients from a wide range of industries, particularly telecommunications, media, pharmaceuticals, food and beverages, energy and retail, with a solid and consolidated practice in the field of antitrust before national authorities in the field.

Professional Memberships: Member of the Chilean Bar Association

BULNES, Arturo

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Featured in Projects (Chile)

Practice Areas: His main areas of practice are commercial and corporate law, regulated services, concessions and public offering of shares, among others. He has worked as an advisor to companies, governments and foreign organizations in projects for the concession of public works and services.

Professional Memberships: He has been a member of Settlements and Arbitrary Commissions for Public Work Concession Contracts.

Personal: He studied Law at the Pontificia Universidad Católica de Chile and was admitted in 1993. Mr. Bulnes has been a Professor of Commercial Law at the Pontificia Universidad Católica de Chile.

BUSTAMANTE, José Miguel

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Energy projects, including contracts for electricity, liquid fuels, natural gas, NCRE accreditations, use of transmission systems, gas transportation, engineering and construction of infrastructure projects, property and land use permits, environmental matters and litigation related to regulatory matters of the energy industry, and civil law.

Career: Partner at Carey since 2014. Co-head of the Energy Group. Lawyer, GasAtacama, in the development and implementation of the legal strategies for several electricity and gas projects, in the negotiation and extension of electric supply and gas supply contracts, in its transportation, in industrial construction contracts, in the proceeding and obtention of electric, mining and gas transportation concessions (1999-2007). Recognized in Energy & Natural Resources by Chambers Latin America, in Energy and Natural Resources by Best Lawyers, among others.

Professional Memberships: Chilean Bar Association.

Publications: Co-author of Electricity Projects & Regulations, Latin Lawyer (2016-2017). Co-writer of the SIC-SING interconnection bill approved as Law N° 20,726 (2013). Member of the writing committee of the Public Electric Highway, presented to the Congress by President Sebastián Piñera (2012). Member of the Energy Ministry's writing committee for the NCRE bill (Law N° 20,698) (2010).

Personal: Universidad Diego Portales (JD, 1998). Degree in Administrative Economic Law: Competitive and Regulated Markets, Universidad Católica de Chile (2006).

CADEMÁRTORI, David

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Featured in Public Law (Chile)

Practice Areas: Arbitration Dispute Resolution Public Law

Career: David, partner at Barros & Errázuriz, is the team leader of public law area. With a deep knowledge of administrative law, David has advised and represented public and private entities as well as participated in administrative proceedings before government entities and taken part in civil and administrative litigation before the ordinary courts of justice. David also has extensive knowledge of the telecommunications and energy sectors, and has participated in complex litigation cases, including international arbitrations.

CARDEMIL, Alberto

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Featured in Environment (Chile)

Practice Areas: Water Law, China Desk, Agribusiness, Infrastructure and Project Development, Mining, Environmental Law and Litigation.

Career: Partner since 2010. Co-head of the Natural Resources and Environmental Group. Foreign Associate at Herbert Smith Freehills, Australia (2005-2006). Professor of LL.M. in Water Law at Universidad Católica (2014). Recognized as Leading Chilean Lawyer in Water Rights, by Chambers Latin America and in Mining & Metals, and in Environment, by Latin Lawyer 250. Also recognized as Lawyer of the Year Award in Water Law by Best Lawyers, among others.

Professional Memberships: Chilean Bar Association; Chair of the Environmental Committee at the Inter-Pacific Bar Association; Chilean Association of Water Utilities Sector Lawyers; member of the boards of the Chinese Chilean Chamber of Commerce and of the Marine Energy Association.

Publications: Co-author of the book "Chilean Water Law Code", Tirant lo Blanche (2020). Co-author of the Chilean chapter in China Trade and Investment in Latin America, The Legal 500 Guide (2020). Author of several articles in the field of natural resources law in specialized legal journals and financial publications.

Personal: Universidad Católica (JD, 2000). LL.M., The University of Sydney, Australia (2005).

CAREY, Francisco

Carey, Santiago de Chile
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Featured in Intellectual Property (Chile)

Practice Areas: Intellectual property, IP litigation, distribution and franchise agreements, trademarks and patents prosecution, anti-counterfeiting.

Career: Partner at Carey since 2013. Co-head of Intellectual Property and Information Technology Group. Foreign Associate, Lexis Nexis (2006-2007). Recognized as leading lawyer in IP by Chambers Latin America, Managing Intellectual Property and IAM Patent. Also, recognized as WIPR Leader, World IP Review (2020-2021) and received the Client Choice distinction twice in IP, among other recognitions.

Professional Memberships: Chilean Bar Association, Marques, FICPI, ASIPI, IACC. Member of the Board, ACHIPI (2017-2020). Chair of the Anticounterfeiting Committee, Latin America and Caribbean Subcommittee, INTA (2016-2018).

Publications: Author of the Chilean chapter in "Legal Updates on Trademark Law in Latin America", Wolters Kluwer (2018).

Personal: Universidad de Los Andes (JD, 2004). LL.M., Duke University (2006).

CAREY, Guillermo

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Featured in Intellectual Property (Chile), Life Sciences (Chile)

Practice Areas: Intellectual property, life sciences, IP litigation, licensing, distribution and franchise agreement, data privacy, technology law, trademarks, patents, electronic commerce, technology transfer and artificial intelligence.

Career: Partner at Carey since 2004. Co-head of the Intellectual Property and Information Technology, and Venture Capital and Private Equity Groups. Head of the Life Sciences Technology and Consumer Law Group. President of the Board of Directors of Forinnovación, Director of the Chilean Cybersecurity Alliance. Member of the Advisory Council, Ministry of Science and Technology. Former director and past president of the American Chilean Chamber of Commerce (AmCham). President of the Ethics Committee at Endeavor. Former Chief Legal Officer and Board Member, Crystal Lagoons. Former Assistant Secretary General, AIPPI (2004-10). Former member of the Board of ACHIPI. Recognized in Intellectual Property and Life Sciences by Chambers Latin America and as a WIPR Leader by World IP Review.

Professional Memberships: ACHIPI, AIPPI, ASIPI, INTA, LES, IBA. Chilean Bar Association.

Publications: Co-author Chilean chapter in ICLG - Consumer Protection, Global Legal Group (2020). Co-author of The Pharma Legal Handbook: Chile, Pharma Boardroom (2019). Co-author Chilean chapter of Data Protection Q&A, Data Privacy Advisor, Thomson Reuters (2018). Author of several local and foreign publications in intellectual property.

Personal: Universidad Católica de Chile (JD, 1994).

CAREY, Jaime

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Featured in Corporate/M&A (Chile)

Practice Areas: Tax Law, Mergers and Acquisitions, Family Companies and Holdings

Career: Partner since 1982. Managing Partner and co-head of the Tax Group. Foreign Associate, Steel, Hector and Davis, Miami (1979); IBA: Secretary-General (2021-2022); Chair of the Legal Practice Division (2017-2018); Member of the Management Board; Past Chair and member of the Advisory Board of the Latin American Regional Forum; Past Co-Chair of the Corporate and M&A Section; Member of the Advisory Board of the Law Firm Management Committee. Past Chairman, WSG. Director, The Interlex Group. Member of the Board of Sencorp, Valle Nevado and Evercrisp (Frito Lay Chile) and Chairman of the Board of MetLife Chile. President, STEP Chile (institution under formation). Recognized as Law Firm Leader of the Year by Latin Lawyer, Lawyer of the Year in Investment, Best Lawyers (2021).

Professional Memberships: Chilean Bar Association. IBA.

Publications: Co-author Chilean chapter in China Trade and investment in Latin America, The Legal 500 Guide (2020). Co-author Chilean Chapter of Corporate Tax, Global Practice Guides, Chambers & Partners (2016). Co-author of the introductory article "Mergers and Acquisitions in Chile: Approaching the Controlling Shareholder", Who's Who Legal (2014).

Personal: Universidad Católica de Chile (JD, 1979). ICADE, Universidad de Deusto, Spain. Programme of Instruction for Lawyers, Harvard (1986).

CAREY, Jorge

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate, business law, M&A, project finance, international arbitration.

Career: Executive chairman of Carey. Chairman of the board of Moneda Chile Fund, Vice-Chairman of the board of AFP Provida and Quebrada Blanca and board member of Masisa, Melón and GNL Quintero. Conciliator of ICSID appointed by Chile (2005-2011; 2011-2016 and 2017-2023). Member of the panel of arbitrators of the Arbitration and Mediation Center of the Santiago Chamber of Commerce. Former staff attorney, IMF and IFC. Recognized with the Lifetime Achievement Award by Latin Lawyer, Lawyer of the Year Award in Investment by Best Lawyers, Chamber's Lifetime Achievement Award, among other recognitions. He is frequent lecturer in legal seminars, meetings and conferences both in Chile and abroad.

Professional Memberships: Chilean, Asian, International and Inter-American Bar Associations.

Publications: Author of legal publications, including "Debt to Equity Conversion: a Chilean Legal View" (1990).

Personal: JD, Universidad Católica (Valedictorian). LL.M., NYU (Fulbright Scholar).

CASORZO, Paola

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Featured in Labour & Employment (Chile)

Practice Areas: Hiring and termination of employees, internal human resources policies, employment agreements, due diligence, relocation and transfers.

Career: Paola Casorzo has almost 20 years of experience of practicing labor law. Paola is partner at Munita & Olavarría, where she advises national and international companies on hiring and termination of employees, internal human resources policies, employment agreements, due diligence, relocation and transfers of workers, as well as in obtaining visas and work permits for foreign personnel. She has been recognized in "Chambers & Partners" in several previous editions and in "The Legal 500".

Professional Memberships: Ius Laboris; Bar Association, Chile; Center for Labor Law Studies (CEDET); Member of the Labor Commission during 2017 for the presidential campaign of Sebastian Piñera.

Publications: Published numerous articles on labor and employment law subjects in national and international publications.

Personal: 2015 - present Partner, Munita & Olavarría Abogados. 2015 Senior Associate, Philippi, Prietocarrizosa & Uria. 2002 - 2014 Associate, Philippi, Yrarrázaval, Pulido & Brunner. 2003 graduate in law degree, Chilean Catholic University ("Pontificia Universidad Católica de Chile").

CODDOU ASTRAIN, Miguel

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Featured in Banking & Finance (Chile)

Practice Areas: Partner and member of the banking and finance, corporate/M&A, capital markets and data protection, new technologies and cybersecurity teams. He specializes in project finance, syndicated loans, acquisition finance, debt-restructuring process, and structured finance. He also has experience in general banking matters, corporate governance, and compliance programs.

Career: He is a member of the Advisory Panel of the Business and Investment Committee of the Chilean American Chamber of Commerce (AMCHAM), and member of the Innovation and Technology Committee of the Official Spanish Chamber of Commerce of Chile (CAMACOES). In the academic field, he has been a Professor of Civil Law in various law schools, and Assistant Professor in the Corporates Financing Course in the Master in Business Law (MBL), at Universidad Adolfo Ibáñez. Before joining Guerrero Olivos, he worked as CLO and legal counsel at international banks including Rabobank Chile, The Royal Bank of Scotland Chile (RBS) and ABN AMRO Bank Chile, and was part of the legal team of LATAM, for almost 5 years.

COLLANTES, Carolina

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Featured in Tax (Chile)

Practice Areas: Carolina Collantes practice focuses on tax matters for both

local and international clients, including entities and individuals, representing their interests through a strong tax litigation practice. She also advises on tax issues related to corporate restructurings, mergers and acquisitions.

Career: Mrs. Collantes earned her law degree at Universidad de Chile and a Strategy Formulation and Strategy Implementation Dual Certificate, at Tulane University and Universidad de Chile Economics and Business School, as well as the Finance Certificate at Universidad de Chile Economics and Business School. Prior to founding Fischer y Cia, (former BF&C) she worked at Arthur Andersen and EY, acknowledging 20 years of experience in the tax arena. In addition, in 2004 she became one of the two women professors of the Economic Law Section of Universidad de Chile's Law School—the most prestigious in Chile—, and in 2007 began teaching at the Master Degree in Taxation at the same Law School. As well, Carolina has been a Professor at the Master Degree in Taxation of Universidad Adolfo Ibáñez since 2003, at both law schools she has been recognized as Best Teacher.

CONEJERO ROOS, Cristián

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Featured in Dispute Resolution (Chile), International Arbitration (International Counsel)

See under International Counsel for profile.

CORDERO, Eduardo

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Featured in Public Law (Chile)

Practice Areas: Partner of the public law and regulated markets group and member of the TMT practice. He specializes in constitutional and administrative law and regulated industries. He is an expert in constitutional and administrative disputes and represents regulated and non-regulated entities, in straightforward regulatory processes and transactional matters including M&A, energy projects, banking and finance, mining, transport, sanitary, TMT, pharmaceutical, real estate, and port and customs, among others.

Career: In the academic field, he is praised as an expert in public law and as a strong and recognized academic. He is the Director of the Master Program of Administrative Law, teaches Administrative Law, directs the Master and Certificate programs and was the Academic Secretary at the Pontificia Universidad Católica de Valparaíso for several years. He is a member of the Academic Group of the Judicial Academy since 2009, and was alternate member (2007-2011) and member (2011-2016) of the General Comptroller's Office's Court of Auditors.

Publications: He has written several specialized books and publications, almost all of public, administrative, constitutional, and mining law.

CORDERO, Luis

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Featured in Public Law (Chile)

Practice Areas: Public Law; Environmental Law

Career: FerradaNehme, Partner (2010-Present); Fundación Espacio Público, Director (2014-Present); New Environmental Institutions, Coordinator (2007-2010); Public Prosecutors Office, Counsel (2002-2007); Universidad de Chile, Professor of Administrative Law (1999-Present); General Ministry of the Presidency, Counsel (1996-2002).

Professional Memberships: Chilean Bar Association, International Bar Association

Publications: Author of several books –El Derecho Administrativo chileno (2020), Responsabilidad extracontractual de la Administración del Estado (2018), Lecciones de Derecho Administrativo (2015), among others–, articles and papers on Administrative Law.

Personal: Professor of Administrative Law at Universidad de Chile (1999-Present).

CORONA, Francisco

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Mining, Natural Resources, Energy and Environment Goups.

Career: Counsel, Natural Resources, Energy and Environment Goups at Carey since 2015. Assistant Professor, Mining Law, Universidad de Chile (since 2004). Recognized in Energy & Natural Resources: Mining by Chambers Latin America. Also recognized in Mining by Who's Who Legal, The Legal 500, among others.

Professional Memberships: Rocky Mountain Mineral Law Foundation, PDAC. **Publications:** Co-author, Chilean chapter, Getting the Deal Through-Mining (2013). Co-author, Chilean mining chapter, Doing Business in Chile, Chilean-British Chambers of Commerce (2017). Papers on mining law, energy and natural resources. **Personal:** Universidad de Chile (JD, 1997). LL.M., Natural Resources & Environmental Law & Policy, Denver University, USA (2003).

CORREA, Luis Eduardo

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Featured in Real Estate (Chile)

Practice Areas: Corporate Law and Commercial Contracts, Mergers & Acquisitions, Real Estate. Representing global and regional institutional real estate funds and investors in several M&A transactions for real estate rent portfolios, as well as assisting developers and asset managers in its day-to-day legal needs. Representative clients: Credit Suisse Real Estate Fund International (CSREFI), SURA.

Career: Partner at Garrigues since 2016. Prior to joining Garrigues, Partner at Avendaño Merino Abogados (2005-2015). In addition, he has worked in the Miami office of Holland & Knight (2001) and in the Washington D.C. office of Wilkinson Barker & Knauer (2001-2002), both in the International Law Practice.

Professional Memberships: Chile Bar Association.

Personal: Master of Laws (LL.M.), Northwestern University, Chicago IL. (2001).

Certificate in Business Administration, Kellogg Graduate School of Business, Northwestern University, Chicago IL. (2001). Law Degree, Pontificia Universidad Católica de Chile (1995).

CORTI, Francisca

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Featured in Labour & Employment (Chile)

Practice Areas: Labor and Employment Law, Corporate Immigration, Employee Benefits, HR Workplace Employee Policies and Procedures, RIFs and Layoffs, Consulting and Non-Compete Agreements, Subcontracting and Outsourcing, Internal Investigations, and Employment matters in M&A, Restructuring Transactions, Labor Auditing and Due Diligence processes.

Career: Partner at Carey since 2017. Co-head of the Labor and Corporate Immigration Group. Recognized in Labor & Employment by Chambers Latin America, The Legal 500, Who's Who Legal, among others.

Professional Memberships: Member of the Board of the Expert Female Lawyers Commission, Colegio de Abogados de Chile (Chilean Bar Association).

Publications: Co-author of the Chilean chapter of the "Latin American Investigations Guide", Hogan Lovells (2019). Co-author of the IBA Report on the Future of Work, IBA (2019). Co-author of the article "Whistleblowing in Chile", Cross Border Chart, Data Guidance (2018).

Personal: Universidad Católica de Chile (JD, 2009). Degree, Labor and Social Security Law, Universidad Católica (2007). Master's in Labor Law, Universidad Adolfo Ibáñez (2012). Master's in Human Resources Management and Organisational Analysis, King's College London (2013). Degree in Labor Reform, Universidad Adolfo Ibáñez (2017).

COURT, Josefina

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Featured in Public Law (Chile)

Practice Areas: Public Law; Environmental Law.

Career: FerradaNehme, Partner (2017-Present); FerradaNehme, Director (2015-2017); FerradaNehme, Associate (2012-2015); General Ministry of the Presidency, Counsel (2004-2012).

Professional Memberships: Chilean Bar Association

Publications: <https://www.theregreview.org/2020/06/24/court-correa-chile-political-institutional-response-covid-19/>

Personal: Professor in LLM of Public Contracting at Universidad Diego Portales (2013-2015), Professor in LLM of Regulation Law, Public Contracting and Case Seminar at Universidad Católica de Chile (2013-2015).

CRUZ, Luciano

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Mergers and Acquisitions; Energy law; Real Estate Law; initial public offers of corporations in stock exchanges; public tender offers both in Chile and in the US; antitrust; engineering,

construction and procurement contracts (EPC) of power generation plants, transmission lines and LNG regasification terminals; power purchase agreements (PPA); project development contracts;

Career: Partner at Arteaga | Gorziglia. Cleary Gottlieb Steen & Hamilton, New York (2006-2007). Cariola Diez Pérez-Cotapos (2001-2005). Awarded by the Ministry of Justice for his outstanding professional practice (2001).

Professional Memberships: Member of the International Bar Association (IBA). Professor of Civil Law at the Pontificia Universidad Católica de Chile's Law School since 2001. Founding partner of the Chilean Association of Energy Law and Regulation (ADEREN).

Personal: Master of Laws (LL.M) Duke University, USA (2006). Law graduate from the Pontificia Universidad Católica de Chile (2000).

DAROCH, Alejandra

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Featured in Corporate/M&A (Chile)

Practice Areas: Mergers and Acquisitions, Banking and Finance, Insolvency, Bankruptcy and Restructuring, Capital Markets.

Career: Partner of Carey and co-head of the firm's Corporate / Mergers & Acquisitions / Banking & Finance / Insolvency, Bankruptcy and Restructuring / Capital Markets Groups. Her practice focuses primarily on advising international and local clients in mergers and acquisitions, including negotiated transactions, auction processes, mergers, joint ventures, private equity, securities and debt offerings, distressed mergers and acquisitions and debt restructurings, derivatives and on the financing and development, representing both banks and financial institutions and debtors.

Professional Memberships: Member of the Board of the Expert Female Lawyers Commission, Colegio de Abogados de Chile (Chilean Bar Association). Member of the Chilean Bar Association.

Publications: Co-author of the Chilean chapter about International M&A and Joint Ventures, The Year in Review, American Bar Association (ABA) (2020). Co-author of the Chilean chapter in ICLG - Derivatives, Global Legal Group (2020).

Personal: Law, Universidad de Chile. Mergers and Acquisitions Program, UC Berkeley Extension, California (2013). Degree in Tax Analysis and Planning, Universidad Católica de Chile (2016).

DE LA BARRA, Francisco

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Featured in Projects (Chile), Banking & Finance (Chile)

Practice Areas: Banking and Finance Projects Capital Markets Private Equity Mergers and Acquisitions Alternative Assets

Career: Francisco, partner at Barros & Errázuriz, has over 20 years of experience, being his main areas of practice development of projects and project finance, corporate financing, infrastructure transactions, energy and corporate advice

in general. He has participated in several local and international transactions of structured financing of projects, representing banks and financial institutions, institutional investors, credit and export promotion agencies, multilaterals and sponsors. He has also advised sponsors, developers, builders and operators in the development and execution of projects in the areas of infrastructure (energy, airport, port, land, mining, hospital, among others) and energy (generation and electric transmission projects).

Professional Memberships: Member of the Chilean Bar Association

DELLA MAGGIORA, Francisco
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Featured in Labour & Employment (Chile)

Practice Areas: He focuses his practice in all areas of labour law, social security and immigration for multinational and local corporations including but not limited to general consultancy, labour relationships, complex litigation, collective bargaining processes, terminations and large lay-offs, audits, visas and immigration, internal policies and regulations, remuneration and benefits, taxation of employees, alternative dispute resolution schemes, pensions and health and work safety. Francisco mainly represents corporations in complex collective bargaining processes with unions. He also assist clients on labor accidents cases, antiunion practices and fundamental rights claims from employees. Francisco regularly leads labour related M&A processes and helps companies on conducting internal investigations on discrimination and harassment claims.

Career: Formerly part of the labour departments of Claro y Cía., Philippi Irrarrázaval Pulido & Brunner and Urenda Rencoret Orrego y Dörr.

Professional Memberships: Member of the Chilean Bar Association.

DELPIANO, Jorge
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Featured in Corporate/M&A (Chile)

Practice Areas: Partner and member of the corporate/M&A, banking and finance and capital markets groups. He is an expert in domestic and international M&A, and specializes in corporate reorganizations, corporate governance, structured and acquisition finance, bond offerings, and placements.

Career: He has been a member of the board of directors of several relevant corporations. Currently he sits in the board of the largest local food company, Empresas Carozzi S.A., and of Socofar S.A., owner of one of the biggest pharmaceutical in Chile. Also, he was member of the board of directors of insurance companies and general fund managers. In the academic field, he is Professor of the Corporate Government MBA, from Universidad de Los Andes ESE Business School and Professor of the Academic Program for Directors and Managers, at the same university. Also, he is arbitrator of the National Arbitration Center and member of the Circle of Directors of Universidad de Los Andes

ESE Business School. He was a member of the Commerce Code Reform Committee (1978) and attorney and general counsel of the Chilean Securities and Insurance Commission (1986-1987).

Publications: In addition, he has several publications. In 2020, he contributed with one of the World Bank Group's flagship publications: "Protecting Minority Investors in Chile".

ERRÁZURIZ HERRERA, Gonzalo
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Featured in Real Estate (Chile)

Practice Areas: Real Estate / Projects and Infrastructure / Corporate and M&A / Capital Markets.

Career: Joined Urenda Rencoret Orrego & Dörr in 1988 and partner since 1998. Banco del Trabajo (1982-1988). Has been recognized by Chambers and Partners, Legal 500, Latin Lawyer 250, Leaders League and Best Lawyers, among others.

Professional Memberships: Chilean Bar Association. Former member of the Executive Board of the Santiago Arbitration and Mediation Center.

Personal: Pontificia Universidad Católica de Chile (LL.B., 1983).

ESCOBAR, José Ignacio
López Escobar Del Río Leiva, Santiago
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Featured in Dispute Resolution (Chile)

Practice Areas: White Collar Crime, International Criminal Law and International Human Rights Law.

Career: Mr. Escobar has 21 years of litigation experience. He obtained a Master's degree in Public Law by the Pontificia Universidad Católica de Chile, getting the Alejandro Silva Bascañán award to the best graduate. He also obtained a Diploma in International Human Rights Law from Oxford University. Mr. Escobar was a Public Prosecutor in Santiago in the Special Unit of Economic and Corruption offences from 2005 to 2009. From 2016 to 2020, he led the legal defense of one of the most important companies of the fishing industry (Pesquera Camanchaca S.A.), which was under investigation on grounds of irregular financing of political campaigns and alleged bribery of public officials in the CORPESCA-ASIPES Case. He has also been involved (in close collaboration with his other partner, Julián López), in the criminal legal defense of the controllers of the PENTA Group (PENTA Case), and the DOMINGA Case, an investigation for the alleged crime of bribery that also involves the President Sebastian Piñera, in connection with the acquisition of the Dominga mine. On 2021, Mr. Escobar was appointed as defender of Salmones Camanchaca, on the COMAU FJORD Case, regarding water pollution on the south part of the country. Finally, this year, along with his partner Julián López, he has an important role on the investigation triggered on Municipalidad de Vitacura, regarding crimes of embezzlement of public funds and bribery. He is also a member of the Ethics Tribunal of the Chilean Bar Association and an International Criminal Law Professor at Pontificia Universidad Católica de Chile University, for more than 12 years.

Professional Memberships: Libertades Públicas, Colegio de Abogados de Chile.

ESPIÑOZA, Isabel
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Featured in Tax (Chile)

Practice Areas: Isabel Espinoza is a partner at Fischer y Cía. She advises local and foreign clients on a wide range of tax matters, having gained a strong reputation in the market for international tax advisory work, especially in the aspects of general corporate matters.

Career: Miss Espinoza earned her law degree from Universidad de Chile, School of Law and an LL.M. in International Taxation at New York University Law School. She was formerly a senior associate of Carey's tax group and in 2016 joined Baraona Fischer & Cía. as a partner. In 2021 was part of the team that founded Fischer y Cía.

EYZAGUIRRE, Cristián
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Featured in Capital Markets (Chile), Corporate/M&A (Chile)

Practice Areas: M&A, capital markets, fund formation, private equity and venture capital.

Career: Partner at Carey since 2010. Foreign Associate, Skadden, NYC (2005-2006) and Pinheiro Neto, Sao Paulo (2006). Law Professor in M&A at Universidad Alberto Hurtado (2004-2012), Universidad Adolfo Ibáñez (2009-2015) and Universidad de Los Andes (since 2017). Professor of the Degree in Compliance and Corporate Governance, Universidad Católica de Chile (since 2017). Recognized as Lawyer of the Year in Private Equity by Best Lawyers, and as Lawyer of the Year in Investment Funds by Leading Lawyers. Also recognized in M&A and Capital Markets by Legal 500, Who's Who Legal and IFRL1000, among others.

Professional Memberships: Chilean Bar Association, IBA, NYSBA, LAVCA and ALAE. Member of the Commission for the new Commercial Regulation in Chile (2016-2017).

Publications: Co-author Chilean chapter in "ESG and Impact Investing", Lexology Getting the Deal Through (2021). Author of "Venture Capital: The language of Private Equity" (2021) and "Crowdfunding - Public Offer Exempt from Registration" (2020), Revista Industria Legal. Co-author of "Proposal to Facilitate the Merger of Chilean Companies into a Foreign Company", Estudios de Derecho Comercial en Sextas Jornadas Chilenas de Derecho Comercial, Ediciones UC (2017).

Personal: Universidad de Chile (JD, 2001). LL.M. Securities and Financial Regulation, Georgetown University (2002).

EYZAGUIRRE, Domingo
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Featured in Labour & Employment (Chile)

Practice Areas: He focuses his practice in all areas of labour law, social security and immigration for multinational and local corporations, including individual and collective labour advisory, compensation of employees, audits, remuneration and

benefits, collective bargaining, taxation of employees, immigration and alternative dispute resolution schemes. Domingo represents corporations in complex litigation cases, such as labor accidents, antiunion practices and fundamental rights claims from employees. Also, he regularly leads labour related M&A processes and helps companies on conducting internal investigations on discrimination and harassment claims.

Career: Formerly part of the labour department of the firm Larrain y Asociados.

Professional Memberships: Member of the Chilean Bar Association.

FABRES, Cristián
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Featured in Capital Markets (Chile)

Practice Areas: Cristián is one of the founding partners of Ried Fabres. He has been an active capital markets, corporate law and M&A practitioner for many years. Throughout his career, he has permanently advised different clients in relevant transactions, such as the sale of CGE to the Spanish company Gas Natural Fenosa; the acquisition of Hotel in Spain and Argentina, as well as the negotiation of Operating Services Agreements with Starwood (Marriott), and Hilton, the sale of wind farms to Enel Green Power, and the corporate structuring of the Administrador Financiero de Transantiago (AFT). In addition, Cristián played a key role during the whole restructuring process of La Polar, including the last debt offering namely "bono centenario". In the last years, Cristián has been part of many transactions, including the corporate restructurings of clients such as Zurich and Itaú Corpbanca, the sale of Agrospec copper phytosanitary products division to Arysta LifeScience Chile S.A. (local subsidiary of Indian holding UPL Ltd.). He also advised Cencosud, one of Chile's largest retailers, in the negotiation of the long-term commercial alliance with Cornershop, Mining Tag on the sale to Epiroc, Banco Bice on the sale of Central Mulchen, BCI Asset on the purchase of several assets.

FERNÁNDEZ, Gonzalo
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Featured in Dispute Resolution (Chile)

Practice Areas: Litigation, National and International Arbitration, Public Law.

Career: Partner at Carey since 2004. Foreign associate at Cleary, Gottlieb, Steen & Hamilton, NYC (1998-1999). Professor of Civil Law, Universidad Católica de Chile (since 1997). Member of the International Court of Arbitration, Paris (2018-2021, 2021-2024). Member of the panel of the Arbitration Center of the Santiago Chamber of Commerce. Member of the panel for dispute resolution at Mercosur (appointed by the Government of Chile). Recognized in Dispute Resolution: Litigation and Arbitration by Chambers Latin America and in Litigation and Arbitration by Latin Lawyer 250, among others.

Professional Memberships: Chilean Bar Association. Pro-bono Foundation.

Publications: Co-author of the Chilean chapter in IBA Toolkit on Insolvency and Arbitration, IBA (2021). Author of a chapter

in "Highlighted Sentences 2018", Libertad y Desarrollo (2019). Co-author Chilean chapter in the Chambers Global Practice Guide: Litigation, Chambers and Partners (2019). Author of the article "The arbitration agreement in Chilean law: Its nature, requirements and effects", published in Arbitration Treaty, The Arbitration Agreement, Grupo Editorial Ibañez.

Personal: Universidad Católica de Chile (JD, 1994). Best student award (1987-1991). University Merit Award, 1989 (best student of the entire university). Montenegro, Tocornal and Gutiérrez awards, 1992 (best Law School student). LL.M., Harvard (Fulbright scholarship) (1997).

FERNÁNDEZ, Rodrigo

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate

Career: Rodrigo Fernández is a partner of the Corporate Law and Commercial Contracts practice. He has extensive expertise in corporate and commercial matters, as well as in mergers and acquisitions and mining. He advises a wide range of Chilean and foreign clients, and actively works with family businesses. Rodrigo Fernández is a member of the Chilean Bar Association and of the International Bar Association (IBA).

FERRARI, Oscar

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Featured in Tax (Chile)

Practice Areas: Personal and corporate tax. Corporate and business reorganizations. Tax litigation.

Career: Partner at Garrigues since 2016; Partner at Avendaño Merino Abogados (2011-15); Partner at Cariola Díez Pérez-Cotapos y Cia. Ltda. (2005-2010). International Foreign Associate at Simpson Thacher and Barlett, NY (1997-98).

Professional Memberships: Chilean Bar Association; International Bar Association; International Fiscal Association.

Personal: Pontificia Universidad Católica de Chile, Law School (JD, 1992). LLM at the London School of Economics and Political Science, University of London (1997). LLM Tax Law, Universidad Adolfo Ibáñez, Chile (2002). Professor of Tax Law at the Pontificia Universidad Católica de Chile.

FERREIRO, Claudia

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Featured in Environment (Chile)

Practice Areas: Public Law. Environmental Law. Regulatory Law and Administrative Procedures. Energy and Natural Resources Law.

Career: Claudia has more than 20 years of experience in Public Law, Regulatory, Environment, Energy and Natural Resources matters. In addition, Claudia has been recognized by Chambers & Partners for her practice in the Environment area. She advises companies in matters of environmental impact assessment of projects and defenses before State agencies; concession granting processes; reports on institutionality and environmental regulation;

participation in due diligence and advice on litigious matters related to her practice areas. Claudia has worked for more than 10 years in public sector institutions.

FISCHER, Alex

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Featured in Tax (Chile)

Practice Areas: Alex Fischer advises domestic and foreign clients in personal and corporate tax planning, tax litigation, mergers and acquisitions, and foreign investment structuring. He stands out for offering innovative tailored solutions by combining tax expertise with international experience in financing and capital markets.

Career: Mr. Fischer graduated as a lawyer from Universidad de Chile and earned his LLM from New York University Law School; he also completed an advanced professional certificate in law and finance at NYU's Stern Business School, and the international tax programme at Harvard University Law School. He was admitted to the New York Bar in 2002. Prior to founding Fischer y Cia. (former BF&C) in 2016, he was partner and co-head of the tax practice at Carey. Before, he worked as an associate for the New York law firm Sullivan & Cromwell LLP and acted as Ernst & Young's Chilean desk in New York City.
Professional Memberships: ABA IBA IFA STEP

FONSECA, Guillermo

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Featured in Tax (Chile)

Practice Areas: Tax. International Tax.

Career: Guillermo has been practicing tax law for almost 30 years. He has focused his practice in all tax matters with a special focus on transactional matters from a tax perspective. He is routinely involved in major local and cross border transactions, advising big name clients on their tax from their day-today needs to their most complex requirements. He joined the firm in 2012 after a decade at Deloitte Chile.

Professional Memberships: International Fiscal Association (IFA). Chilean Bar Association.

GÁLVEZ, César

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Featured in Corporate/M&A (Chile)

Practice Areas: Partner with and member of the corporate/M&A, capital markets, and banking & finance departments. He specializes in cross-border transactions, bond offerings, restructurings, and in international financings.

Career: He worked as international associate at Winston & Strawn, New York, USA. (2018-2019). In the academic field, he is assistant professor of Commercial Law at Universidad Finis Terrae.

GARAY, Diego

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Featured in Banking & Finance (Chile)

Practice Areas: His practice is focused primarily on corporate law, capital markets and project finance.

Career: Previously he worked at the Prosecutor Group Enjoy S.A. (2007-2008) and between 2013 and 2014 he served as foreign associate at Davis Polk & Wardwell LLP, New York, U.S.A. Between 2008 and 2011 he was an Assistant Professor of Securities Market at the Faculty of Law in Universidad de Chile.

Professional Memberships: Member of the Chilean Bar Association.

Personal: He studied Law at Universidad de Chile, getting his degree (LL.B.) in 2007. In 2006 he received the "Constitutional Court Prize" awarded by the Constitutional Court of the Republic of Chile for his Thesis entitled "Conflict Law-Regulation, Existing Constitutional Jurisprudence". In 2013 he obtained a Master Degree in Law (LL.M.) at Cornell University, Ithaca, USA.

GARCÉS, Manuel José

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Featured in Tax (Chile)

Practice Areas: Tax law, local and international tax consulting, personal and corporate tax planning, business reorganization, foreign investments and tax litigation.

Career: Partner at Carey since 2019, Associate since 2011. Professor of the Tax Law Master Program, Universidad Diego Portales (2013-2018). Recognized in Tax by The Legal 500, Best Lawyers and Top Ranked Legal. Recognized in Corporate Tax by Leaders League.

Publications: Co-author of the article "Chile's Approach to the Taxation of the Digital Economy", IBA (2019). Co-author of the article "VAT Relief in Operational Projects in Chile", Practical Latin American Tax Strategies, Thomson Reuters (2013). Co-author of the article "Equity or Debt? Funding Foreign Investment in Chile", International Tax Review (2012).

Personal: Universidad Católica de Chile (JD, 2007). Exchange student, New York University (2006). Degree, Tax Law, Universidad Diego Portales (2010). LL.M., International Taxation, University of Florida (2011).

GARCÍA, Fernando

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Featured in Intellectual Property (Chile)

Practice Areas: Intellectual property, especially on invention patents, including strategies for protection mechanisms, administrative and contentious registration processes, nullity procedures for granted registrations, technology transfer projects and patent infringement litigation. Also, licensing, franchising and distributorship.

Career: Counsel of Carey's Intellectual Property and Information Technology Group. Former chief, Legal Department, Chilean PTO. Professor of IP Law in Universidad de Chile, Universidad Andrés Bello and other Chilean universities. Recognized as Lawyer of the Year in Advertising, Best Lawyers (2021). Also, recognized in Intellectual Property and in Life Sciences, by Chambers Latin America, The Legal 500, among others.

Professional Memberships: Director and Past President, LES. ACHIPI. Chilean Bar Association.

Publications: Co-author of The Pharma Legal Handbook: Chile, Pharma Board-room (2019).

Personal: Universidad Central (JD, 1995). Degrees in IP from Industrial Property Office of Brazil (1997), European Patents Office in Netherlands (1999), Pharmaceutical Regulatory, Universidad de Chile (2013).

GARCÍA, Pedro

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Featured in Capital Markets (Chile), Projects (Chile), Banking & Finance (Chile)

Practice Areas: Banking and finance, capital markets, projects (infrastructure, energy), M&A.

Career: Morales & Besa, Partner (1999-2016). Cámara Chilena de la Construcción (1994-98). With K&L Gates, USA (1997). Professor of Business Law at Pontificia Universidad Católica de Chile. Member of the arbitration center of Santiago.

Professional Memberships: Chilean Bar Association.

Publications: Several articles in expert journals.

Personal: Duke University School of Law, LLM. Pontificia Universidad Católica de Chile, Law School - LLB. Law courses at Universidad Autónoma de Madrid.

GATICA, Macarena

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Featured in TMT (Chile)

Practice Areas: Macarena leads the area of Technology, Media, Telecom and Data Protection. She has more than 15 years of legal practice and has extensive experience in the areas of technology, data protection, cybersecurity and e-commerce. She is known by her clients in providing an accompaniment in a process of adaptation to new standards and determining regulatory risks with a clear orientation to the client's business. She has been invited to legislative committees in the Chilean Congress, specifically during the legislative process regarding personal data, digital platforms, neurorights, and consumer law bills.

Career: 2012 - 2018 Legal Advisor of MasterBase®, assuming legal management for Chile and subsidiaries. 2013 - 2015 Head of Enforcement and Litigation at Jarry IP. 2012 - 2013 Associate Legal Advisor at Integra IP. 2009 - 2012 Director of Compliance at Innova College (Online College). 1998 - 2001 Legal Director at Juan Pablo Valdívieso & Asociados.

Professional Memberships: Chilean Bar Association. Comité de Protección de Datos de la Inta (2022-2024). Co-Chair IAPP KnowledgeNet Chapter- Chile (2021-2023). Co-Chair Amcham Digital Regulation Board. Vice president of the Ethics and Self-Regulation Council of AMDD.

Publications: 2021 Chile - Data Protection Overview, One Trust Data Guidance, 2021. 2021 Chile: Principles and axes of Chile's AI Policy, OneTrust DataGuidance, 2021.

GEPP, Ignacio

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Featured in Tax (Chile)

Practice Areas: Transactional tax planning, local and international tax consulting, foreign investment structuring, transfer pricing compliance and tax litigation

Career: Partner at Puente Sur. Priorly with Baker McKenzie (2015-2018), Baraona Abogados (2012-2015) and, EY (2011-2012). Speaker at the 9th Latin America IFA Regional Meeting on the topic of limitations to aggressive international tax planning and treaty abuse. Chair and Speaker at the 10th Latin America IFA Regional Meeting on the topic of taxation of cross-border services. Speaker at the 11th Latin America Regional IFA Meeting on the topic of tax challenges of the digital economy. Member of the Global YIN Committee at the International Fiscal Association

Professional Memberships: Chilean Bar Association and International Fiscal Association

Publications: 'Practical Protection of Taxpayer's Fundamental Rights,' Cahiers de Droit Fiscal International, June 2015. 'Cross-border outsourcing – issues, strategies and solutions – Chile,' Cahiers de Droit Fiscal International, June 2014. 'International taxation: digital economy in sight,' Revista de Derecho Tributario de la Universidad de Concepción, January 2018. 'Taxation of the Digital Economy' – The Chilean Approach. International VAT Monitor of the IBFD, January 2019. Chile Taking Baby Steps: VAT on Digital Services – International VAT Monitor of the IBFD, July 2020.

Personal: Universidad de Chile (LL.B.) (2009)

GILLMORE, Ignacio

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Featured in Life Sciences (Chile)

Practice Areas: Life sciences, biotechnology, intellectual property and public law.

Career: Partner at Carey since 2017. Professor of the Graduate Course of Regulatory Affairs in the Pharmaceutical Sector, Universidad de Chile (since 2017). Professor of Pharmaceutical Regulatory Affairs in Pharmaceutical, Biological and Cosmetic Products Degree, Universidad de Chile (since 2009). Leading practitioner in Life Sciences, Who's Who Legal (2013 –2020). Recognized in Life Sciences by Chambers Latin America and in Thought Leaders Global Elite: Life Sciences, Regulatory/Patent Litigation by Who's Who Legal. Also recognized as Lawyer of the Year in Life Sciences, Best Lawyers (2021).

Professional Memberships: Chilean Bar Association.

Publications: Co-author of The Pharma Legal Handbook: Chile, Pharma Boardroom (2019). Author of several local and foreign publications related to life sciences and regulatory law.

Personal: Universidad de Chile (JD, 2006).

GONZÁLEZ, Osiel

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Featured in Tax (Chile)

Practice Areas: Wealth Planning International Taxation Corporate Tax Litigation and Controversy

Career: With EY from 2002 to 2017 (lead partner of International Tax Services) Bruzzone & Gonzalez Founding Partner (2018-) Board Member of the Center of Tax Studies (Centro de Estudios Tributarios - CET-) of the Faculty of Economics of Universidad de Chile Member of the Scientific Committee of International Fiscal Association (IFA)-Chile Chapter Professor of the Tax Direction and Management Program (LLM) of Universidad Adolfo Ibañez Professor of the Tax Masters Program of Universidad de Chile

Professional Memberships: International Fiscal Association

GORZIGLIA, Arnaldo

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Featured in Projects (Chile), Corporate/M&A (Chile)

Practice Areas: Mergers and acquisitions; project finance; infrastructure; capital markets; corporate and commercial matters; investment funds; corporate restructuring; securities markets; concessions; e-commerce.

Career: Partner at Arteaga | Gorziglia, Head of the Corporate Practice. Arbitrator of commercial and infrastructure disputes. Member of the directory of Fondo de Infraestructura S.A. (FOINSA) since 2018. Morales, Noguera, Valdivieso & Besa (today Morales & Besa) for 12 years, partner in 2004. Simpson, Thacher & Bartlett, New York (1998-1999), Bingham Mc Cutchen LLP (1998).

Professional Memberships: Member of the International Bar Association (IBA). Professor of Corporate Law at the Pontificia Universidad Católica de Chile's Law School since 1999.

Personal: Master of Laws (LL.M.), Duke University, USA (1998). Law graduate from the Pontificia Universidad Católica de Chile (1994).

GRANIC, Jorge

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Featured in Energy & Natural Resources (Chile), Projects (Chile), Dispute Resolution (Chile)

Practice Areas: He is dedicated to energy and natural resources and the structuring and financing of complex industrial projects. He is counsel to large mining companies and electricity companies, has extensive experience in the electricity regulation, power purchase agreements, power transmission projects, renewable power projects (hydro, solar and wind), LNG sale and purchase agreement, terminal use agreements, financing, construction and operation of power plants and other large industrial facilities.

Career: He was Professor of Commercial Law at the Pontificia Universidad Católica de Chile, between 1998 and 1999.

Professional Memberships: Jorge served for several years as a board member of one of the largest pension fund manager companies in Chile and is also a member of the Arbitration Center of the Santiago Chamber of Commerce.

Personal: Mr. Granic studied at the Pontificia Universidad Católica

GUERRERO, Pablo

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate Law Mergers and Acquisitions Private Equity Capital Markets Banking and Finance Alternative Assets

Career: Pablo Guerrero is a partner with the Chilean law firm Barros & Errázuriz Abogados, in which he leads its corporate department. He has more than 25 years of experience focusing his practice in mergers and acquisitions, capital markets and securities regulations, financing, investment funds, foreign investment and international commercial transactions in general. He has been recognized as one of the best mergers and acquisitions lawyers in the country, highlighting his extensive experience in leading the most relevant transactions in Chile. He was Founder and President of the Pro Bono Foundation in Chile for more than 15 years and is currently part of its Advisory Board. He was the managing partner of Barros & Errázuriz for more than 10 years and currently he is part of the Pro Bono and Gender Equality Committees at the firm, promoting internal initiatives towards commitment to the community and diversity in the legal world.

Professional Memberships: President and Founder, Fundación Pro Bono (Pro Bono Foundation) Member of the Chilean Bar Association Member of the National Arbitration Center

GUERRERO V, Roberto

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Featured in Corporate/M&A (Chile)

Practice Areas: Specialist in corporate law, mergers and acquisitions, and banking and finance, having participated in many landmark transactions in the Chilean market. He has participated in designing, negotiating and implementing complex deals in many sectors of the economy, such as commerce, energy, finance, fishing, food and beverages, industry, infrastructure, mining, services, and telecommunications. Before joining Cuatrecasas, he worked as a foreign associate at US law firm Simpson Thacher & Bartlett in New York.

Career: He is a professor of the School of Law at the Pontificia Universidad Católica de Chile ("the PUC"), where he has lectured on commercial law since 1995. From 2010 to 2015, he served as the dean of the PUC School of Law, after having served as vice dean, and previously as director of studies of the Master in Business Law.

Professional Memberships: He is a member of the Chilean National Television Council and a former member of the country's Council for Transparency. Both are autonomous and constitutional bodies

that safeguard aspects of public interest, including transparency in public service, access to information and the correct functioning of television services.

Personal: Master in Comparative Jurisprudence, New York University, 1994. Bachelor of Laws, Pontificia Universidad Católica de Chile, Santiago de Chile, 1994.

GUTIÉRREZ, Pablo

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Featured in Labour & Employment (Chile)

Practice Areas: Labor and Employment; Social Security.

Career: Pablo Gutiérrez has dedicated his more than 20 years of practice to labor and corporate immigration matters. He actively advises clients on long-term strategic issues; on the labor analysis required for corporate transactions, mergers, acquisitions and reorganizations; and on their day-to-day labor matters, such as hiring and regulatory compliance. In addition, his practice includes the judicial defense of his clients in courts of law, as well as before administrative authorities.

Professional Memberships: Employment Commission, Chilean Chamber of Construction; Chilean Bar Association's Centre of Employment Law Studies; Chilean Bar Association.

GUZMÁN, Francisco

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Featured in Venture Capital (Chile)

Practice Areas: Mergers and Acquisitions, Venture Capital, Private Equity, Fund Formation, Capital Markets.

Career: Partner of Carey since 2016. Associate in White & Case, New York (2010-2011). Advisor of the Chilean Federation of Industry (SOFOFA) (since 2021). President of the Chilean Venture Capital Association (ACVC). Latin America Group Leader for the Private Equity Group, World Services Group. Member of the Board of Fundación Independizate and Aceleradora de Negocios Link, Mujeres Empresarias. Recognized as Best Individual Lawyer in Private Funds in Chile by Client Choice and recognized in Corporate and M&A by The Legal 500, Chambers Latin America, among others.

Professional Memberships: Chilean and New York State Bar Association.

Publications: Advisor, Steward-Ownership, a Short Guidebook to Legal Frameworks, Purpose Foundation (2021). Co-author Chilean chapter in "ESG and Impact Investing", Lexology Getting the Deal Through (2021). Author Chilean chapter in TTR Transactional Impact Report – Andean Region, Transactional Track Record (2020). Co-author of the article "Regulatory Overview of Fintechs in Chile" in the book "Fintech: Legal Aspects", Cety, Universidad de San Andrés, Argentina (2019). Co-author Chilean chapter in Private Equity, Getting the Deal Through (2017).

Personal: Universidad Católica de Chile (JD, 2006). LL.M., Columbia University (James Kent Scholar, the highest honors awarded by Columbia Law School) (2010).

GUZMÁN, Rodrigo

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Featured in Environment (Chile)

Practice Areas: Environment and Natural Resources

Career: Partner at Guzmán, Toro y Ruiz Abogados. Previously partner at Carcelén, Desmadryl, Guzmán y Tapia (2010-2021), and lawyer at the National Environment Commission as Executive Legal Counsel Division, been the Head of Legal between 2006 and 2010. Lawyer from the University of Chile and Diploma in Advanced Studies from the University of Alicante, Spain.

Publications: • Regulación Constitucional del Ambiente en Chile. Aspectos Sustantivos y Adjetivos. Historia, doctrina y jurisprudencia (Segunda edición actualizada, AbeledoPerrot/LegalPublishing, 2010) • Derecho Ambiental Chileno. Principios, Instituciones e Instrumentos de Gestión (Editorial Planeta Sostenible, 2012)

HERNÁNDEZ, Diego

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Featured in Competition/Antitrust (Chile)

Practice Areas: Competition-Antitrust; Regulated Markets; Economic Litigation

Career: FerradaNehme, Partner (2018-Present); FerradaNehme, Director (2017); FerradaNehme, Senior Associate (2014-2017); FerradaNehme, Associate (2009-2013); FerradaNehme, Paralegal (2007-2009).

Professional Memberships: Chilean Bar Association.

Publications: Author of several publications on matters related to competition and procedural law, both in Chile and in the United Kingdom.

Personal: Lecturer of Competition Law in undergraduate and postgraduate levels, Universidad de Chile and Universidad Adolfo Ibáñez (2013-present).

HERRERA, Camila

Della Maggiora Eyzaguirre Abogados Laborales, Santiago de Chile
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Featured in Labour & Employment (Chile)

Practice Areas: She focuses her practice in all areas of labour law for multinational and local corporations, including individual and collective labour advisory, compensation of employees, audits, remuneration and benefits, collective bargaining, taxation of employees and alternative dispute resolution schemes. Camila represents corporations in complex litigation cases, such as labor accidents, antiunion practices and fundamental rights claims from employees. Also, she regularly leads labour related M&A processes and helps companies on conducting internal investigations on discrimination and harassment claims. Camila also successfully leads diversity and inclusion policy implementation for corporations and also for our firm.

Career: She was part of the labor department of the firm Barros y Errázuriz between 2008 and 2018.

Professional Memberships: Member of the Chilean Bar Association.

HORZELLA, Marcela

Barros, Silva, Varela & Vigil, Santiago de Chile

Featured in Real Estate (Chile)

Practice Areas: Real Estate Law.

Corporate and Business Law. Mergers and Acquisitions.

Career: Marcela has more than 20 years of experience advising clients on Corporate and Real Estate matters. She knows the real estate business in detail so she provides strategic advice on each project, accompanying her clients in the analysis of various variants such as business structuring, financing and marketing.

IACOBELLI, Pablo

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate, M&A, private equity, agribusiness, capital markets, family companies and holdings, insurance and reinsurance.

Career: Partner at Carey since 2002. Co-head of the Corporate/M&A Group. Foreign associate at Simpson Thacher, NYC (1998). Director, World Services Group (2015-2018). Recognized in Corporate and M&A by Chambers Latin America and in Corporate and M&A by The Legal 500, among others.

Professional Memberships: Chilean Bar Association. IBA: Officer Corporate/M&A Committee; Past Chair Latin-American Regional Forum Committee.

Publications: Author of the Chilean chapter in Fiduciary Duties in Latin America: Best practices for Board of Directors in times of coronavirus, Clifford Chance (2020). Co-author of the IBA Report on the Future of Work, IBA (2019). Author of numerous legal publications, including the Chilean chapter of Getting the Deal Through **Personal:** Universidad Católica de Chile (JD, 1990). LL.M., Duke University (1994).

ITURRATE, Juan Cristóbal

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Featured in Labour & Employment (Chile)

Practice Areas: Labor and Immigration

Career: Juan Cristóbal, partner at Barros & Errázuriz, has more than 20 years of experience in labor law and combines knowledge of the law, doctrine and current case law with the practical solutions needed in all companies. His knowledge extends to a variety of industries; he currently advises companies in the fields of education, technology, metal production, communications, viticulture, etc. On the other hand, he gives complete legal advice on issues related to concrete employment decisions, in addition to actively participating in collective bargaining processes. He has been a panelist on the International Seminars on Oral Labor and Moral Damage Proceedings in labor matters organized in Lima, Peru by Dogma Laboral (2010 and 2017); Speaker on Modern Tendencies in the Retribution and Loyalty of Workers in the First Law Congress of Universidad Adolfo Ibáñez (2011); and founder and panelist together with the financial newspaper, "Labor Club," among others."

Professional Memberships: Member of the Chilean Bar Association

KUBICK, Tomás

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Featured in Corporate/M&A (Chile)

Practice Areas: Specialist in corporate law, mergers and acquisitions, consumer rights protection, antitrust and insolvency. Tomás Kubick advises clients on the purchase and sale of assets, joint ventures and all forms of association, shareholders agreements and complex legal structures. He also advises on matters related to the consumer sector.

Career: He lectures at the School of Law at Pontificia Universidad Católica de Chile. Author of the chapter Consejo de la Comisión para el Mercado Financiero (The Board of the Financial Market Commission) in the collective work La Comisión para el Mercado Financiero, published by Ediciones UC, Chile, 2020.

Professional Memberships: He is a member of the Chilean Bar Association. He is legal counsel to several boards of directors with regard to their corporate governance and decision-making.

Personal: Jack Batievsky Scholarship, International Bar Association, 2016. Master of Laws in Competition, Innovation and Information Law, New York University, 2015. 49th Academy of American and International Law, Center For American and International Law, Plano (Texas), 2012. Bachelor of Laws, Pontificia Universidad Católica de Chile, Santiago de Chile, 2008.

LABARCA, Raimundo

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Featured in Dispute Resolution (Chile)

Practice Areas: His practice focuses on complex litigation and arbitration of all types of civil and commercial matters, construction, corporate and administrative issues, and international arbitrations.

Career: Founding partner of Vergara, Labarca, Parodi Abogados. He has more than 30 years of experience as a litigator and as a negotiator to prevent parties to enter into litigation and arbitration proceedings, as well as to reach settlements during the course of such proceedings. Graduated from Pontificia Universidad Católica de Chile, Law School (1987).

Professional Memberships: Arbitrator in ICC arbitration proceedings. Member of the International Academy of Trial Lawyers.

LATORRE, Andrés

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Featured in Venture Capital (Chile)

Practice Areas: Venture Capital, Private Equity, Mergers and Acquisitions, Capital Markets, Fund Formation.

Career: Associate at Carey since 2017. Postgraduate professor of the Degree in Venture Capital, Business School, Universidad Adolfo Ibáñez (2020-2021). Teaching assistant of Roman Law, Universidad Católica de Chile (2012-2017). Teaching assistant of Procedural Law, Universidad Católica de Chile (2015-2016).

Professional Memberships: Member of the Chilean Bar Association.

Personal: Law, Universidad Católica de Chile (Summa Cum Laude). Outstanding Internship Award, Judicial Assistance Corporation.

LETELIER, Luis Alberto

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Featured in Capital Markets (Chile)

Practice Areas: Innovation and Entrepreneurship Alternative Assets Capital Markets Investment and Mutual Funds Mergers and Acquisitions Private Equity Compliance Corporate Governance Banking and Finance Venture Capital

Career: Luis Alberto is a partner at Barros & Errázuriz. He has more than 20 years of experience advising companies and funds that participate in the capital markets, participating in mergers and acquisitions transactions, national and international financing operations and issues of shares and debt, both in Chile and in foreign markets. He is the chairman of the Board of Directors of the Chilean Association of Investment Fund Administrators (ACAFI, spanish acronym for Asociación Chilena de Administradoras de Fondos de Inversión) who he has advised for more than 10 years and a member of the Capital Markets Advisory Council of the Ministry of Finance.

Professional Memberships: Member of the Chilean Bar Association Member of the Capital Markets Advisory Council of the Ministry of Finance Chairman, Chilean Association of Investment Fund Administrators (ACAFI, spanish acronym for Asociación Chilena Administradoras de Fondos de Inversión) Member of Finance and Business Circle of Icare (Icare, spanish acronym for Instituto Chileno de Administración Racional de Empresas) Counselor of Fabril Development Society (Sofofa for its acronym in Spanish)

LEWIN, Roberto

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Featured in Labour & Employment (Chile)

Practice Areas: Labour and Employment Law. Compliance.

Career: Roberto directs the Labor and Compliance area of the firm. He has more than 10 years of experience in individual and collective Labor Law and has been recognized by Chambers and Partners in this matter. He advises national and foreign clients of various sizes and industries, in all matters related to labor law and social security, including aspects of Labor Relations and Human Resources.

LEYTON, Patricio

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Featured in Environment (Chile)

Practice Areas: Environment and Natural Resources; Project Development and Permitting; Circular Economy

Career: FerradaNehme, Partner (2008-Present); before with Urrutia y Cía., Associate and Partner (1996-2008); Latin America Coordinator and Research Fellow

for the Mining Minerals and Sustainable Development, London, England, (2000-2001).

Professional Memberships: Chilean Bar Association; International Bar Association; Rocky Mountain Mineral Law Foundation

Publications: Author of several publications on topics related to environment and natural resources, among them, the most recent: 2017 "Company and Community Relations: Trial and Error?", Mining Law Conference at the Law School of Universidad de Chile; 2017 "Compensation in the Use of Natural Resources", Environmental Law Conference at the Law School of Universidad de Chile; 2017 "An Evolving Landscape of Priorities for Species, Habitats, and Biodiversity", Rocky Mountain Mineral Law Foundation, Quito; 2016 "Commentaries to the Supreme Court decision of the Project "Modification Puerto Punta Totoralillo". Critical Analysis in connection to technical deference"; Environmental Law Journal of the Law School of the Universidad de Chile.

Personal: Professor of Environmental Law, Universidad de Chile (2002-Present); Lecturer of Natural Resources Regulation, Universidad Adolfo Ibáñez (2009-2012).

LIZANA, Claudio

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Featured in Competition/Antitrust (Chile)

Practice Areas: Corporate M&A, Antitrust and Regulated Markets.

Career: Partner at Carey since 2000. Co-head of the Corporate/M&A and Antitrust and Regulated Markets Groups. For more than 30 years, his practice has focused on competition, both in judicial matters (cases of collusion, among others), litigating before the Antitrust Court (TDLC) and the Supreme Court, providing advice on merger control and concentration operations and on investigations of abuse of dominant position. He has extensive experience in corporate matters, which allows him to provide adequate advice on competition matters. Recognized in Competition and Antitrust by Chambers Latin America and in Antitrust and Competition and Corporate and M&A by Latin Lawyer 250, among others.

Professional Memberships: Member of the Antitrust Committee, Chilean Bar Association. Member of the Chilean Bar Association.

Publications: Co-author of the articles "Merger Control in Chile: Overview" and "Restraints of Trade and Dominance in Chile: Overview", Practical Law (2022). Co-author of the Chilean chapter, Cartels & Leniency, ICLG (2020); Overview of Competition Law in Latin America, IBRA (2016); Merger Control, Getting The Deal Through (2012-2016). Co-author of the book "Dumping and Disloyal International Competition" (1995).

Personal: Universidad de Chile (JD, 1990). LL.M., Harvard Law School (1993). Studies in Politics of Global Finance, London School of Economics (1993).

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Featured in Dispute Resolution (Chile)

Practice Areas: Penal and Civil Litigation

Career: Mr. López has 28 years of experience in criminal, civil and commercial litigation. After getting his LL.M. degree at Harvard Law School in 1996, he got deeply involved in the implementation of the criminal procedure reform in Chile that started in 2000. Since then, he has been widely recognized, both academically and professionally, as an expert in Chilean criminal procedure and ranked as one of the best criminal layers in Chile by different market research publications. Mr. López is also a professor of Criminal Procedure and Trial Litigation at the University of Chile Law School since 1998. He has been elected twice as one of the 19 members of the Board of Directors of the Chilean Bar Association; and has been involved in the most important white collar criminal cases of the country. Since 2015 he has been leading the criminal defense team in charge of the defense of the controllers shareholders of the PENTA Group (Carlos Eugenio Lavín and Carlos Alberto Delano), who were investigated in criminal proceedings filed on grounds of alleged tax offenses and bribery in connection with irregular financing of political campaigns ("PENTA Case"). He is currently representing Municipalidad de Vitacura, as complainant in a criminal complaint regarding crimes of embezzlement of public funds and bribery, and defending Carlos Alberto Delano in an investigation for the alleged crime of bribery that also involves the President Sebastian Piñera, in connection with the acquisition of the Dominga mine.

LOTITO, Gianfranco

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Featured in Dispute Resolution (Chile)

Practice Areas: Specialist in Chilean and international court and arbitration proceedings. Gianfranco is an expert in resolving disputes arising from buying and selling shares and transferable securities, and companies (representations and warranties); construction and infrastructure; and agencies and distribution. He represents clients in judicial investigations and court injunctions brought by national and foreign agencies relating to securities; and advises on matters relating to free competition, corporate compliance and anti-corruption, and on reorganization and insolvency proceedings.

Career: He speaks at conferences and seminars on arbitration and litigation.

Professional Memberships: He is a member of the Chilean Bar Association.

Personal: Master of Laws (LL.M.), Columbia University, New York, 2014. Bachelor of Laws, Pontificia Universidad Católica de Chile, 2006.

LYON, Pedro

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Featured in Energy & Natural Resources (Chile), Venture Capital (Chile)

Practice Areas: Leading partner of the mining, venture capital, international funds and private equity departments and member of the corporate and M&A, capital markets and agribusiness practices. He

specializes in mining project development, project finance, and corporate and financing structuring for mining project development, as well as mining agreements and regulatory matters and environmental permits. In venture capital matters, he represents local and foreign VC investors, start-ups, CVC funds and incubators in the legal structuring of funds or investment vehicles, in the development and execution of internationalization plans, international M&A VC transactions, and in financing rounds. In addition, he actively works in structuring investment funds, and representing local and international fund managers.

Career: He worked as foreign associate with Global Law Office, Beijing and Shanghai, China (2005) and is a member of the board of directors of several companies and associations including the Chilean-Pacific Foundation, Administradora Mater, Administradora Bridge, Empresa Eléctrica Blanco, Aaktei Energía S.A., Lácteos Matthei, and Colegio San Lorenzo. He is also very active in sectoral associations: he is member of the Mining Committee of CESCO, of the Rocky Mountain Mineral Law Foundation, and ACAFI (Chilean Association of Investment Fund Managers). In the academic field, he is former professor of the "Entrepreneurship and Venture Capital" course for the Master in Laws, at the Pontificia Universidad Católica de Chile. He regularly participates as speaker at the mining sessions of Universidad de Chile, especially in lectures focused on the importance of the lithium industry in Chile and was professor of "Law in Asia" and "Law and Investment in Asia", at the Diego Portales University and of "Chinese Law" at Universidad de Chile.

MACKENNA, Juan Francisco

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Featured in Energy & Natural Resources (Chile), Projects (Chile)

Practice Areas: Energy, Oil & Gas, Infrastructure and Projects. Emphasis in energy M&A, development, regulatory matters and various types of energy projects, including contracts for electricity, liquid fuels, natural gas, NCRE accreditations, electric transmission, gas transportation, engineering and construction of infrastructure projects, property and land use permits, environmental matters and litigation related to regulatory matters of the energy industry, and civil law.

Career: At Carey since 1997, partner since 2007. Co-head of the Energy, Infrastructure and Project Development Groups. Board member WEC, Council member of ACERA. Past-President Auscham, IBA's Power Law Committee. Founder APEMEC. Recognized "Lawyer of the Year" in Energy by Best Lawyers and in Thought Leaders Global Elite: Energy; and in Mining and Project Finance by Who's Who, among others.

Professional Memberships: Chilean Bar Association, IBA, World Energy Council and ACERA (Chilean Renewable and Storage Energy Association). Member, Advisory Council, Chilean Arab Chamber of Commerce and Investment.

Publications: Co-author of the Chilean chapter of Construction and Projects

Q&As Global Guide, Thomson Reuters (2018/2019). Co-author of the Chilean chapter of "Foreign Investment in South America: A Comprehensive Guide to Infrastructure and the Legal Environment", American Bar Association (2018).

Personal: Universidad Católica (JD, 1997). LL.M., Duke University (2000). Negotiation, Program of Instruction for Lawyers, Harvard University (2000).

MAGLIONA, Claudio

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Featured in Intellectual Property (Chile), TMT (Chile)

Practice Areas: Extensive practice in corporate and financing, technology law, telecommunications, intellectual and industrial property and entertainment law, corporate structures, mergers and acquisitions, financing, licensing and software development agreements, franchising, data protection, prevention of computer crimes, film distribution, production and financing. Also government relations and policy matters. Relevant Transactions: acquisition of Bazuca.com by VTR (2007), acquisition of Deremate.com Chile by MercadoLibre (2009), multimillion buy out in famous consumer product company (2010), international financing of Compara Online by Grupo Kaszek (2012), acquisition of CortaContas (Brasil) and entrance of BuscaPe Group to Compara Online (2013), acquisition of renal care centers by Diaverum UK (2012-2013), acquisition of SaferTaxi by Tappsi SAS (Colombia) (2014) and the acquisition of Portalinmobiliario by Mercado Libre (2014), credit agreement from Société Génère.

Career: From 1998-2002 and 2006 Mr. Magliona worked as an associate with Carey y Cia's Banking and Associate Group, where he led transactions such as D&S (CH\$ 119.707.000.000) and Debt Restructure and the Foreign Credit Agreement from San Paolo Imi to Banco del Desarrollo for US\$100.000.000. Focused on corporate law, particularly banking and foreign investment regulations and technology law. Organized and drafted merger and joint venture agreements. Participated in proceedings related to foreign investment applications, notes issuances and Chilean offshore stock exchange. Applications with the Superintendencia of Banks and Financial Entities, the Central Bank of Chile and the Superintendencia of Securities. Structured and drafted syndicated loan agreements and derivatives transactions. Advised clients and drafted reports on issues regarding technology and law, including e-commerce, cybercrime, data protection and copyright. From 2003 to 2005 Mr. Magliona worked as a foreign attorney in Greenberg Glusker's Intellectual Property and Technology Group (part of Neff Law Group Merger), Los Angeles, CA. Focused on corporate and technology matters for many of the world's major computer software and technology companies. Negotiated and structured international commercial transactions, licensing and transfer of technology agreements. During that time, he was also a legal advisor to the Latin America Committee of the Business Software Alliance (BSA), Washington, D.C. and BSA country manager in

Argentina, Chile, Colombia, Costa Rica, Peru and Venezuela. Handled government relations, public policy and copyright enforcement.

Professional Memberships: Mr. Magliona is a member of the Chilean Bar Association and the International Bar Association (IBA), President of the Legal Group of the Chilean Association of Technology Companies (ACTI), Vice President of the Commission of Digital Economy and Productivity of the National Chamber of Commerce (CNC), Deputy Director of the Cybersecurity Alliance, Director of ISOC Chile, among others.

Publications: Claudio Magliona has spoken at numerous conferences around Latin America and has been quoted in several publications. He is author of several publications on technology law, data protection, intellectual property and film financing, including the book *Computer Crime and Fraud, Comparative Law and Law No. 19,223, for Editorial Jurídica de Chile* and the article "Doing Business in Latin America: Opportunities and Pitfalls", *Los Angeles Business Journal*. Since 2019 he is author of *Chambers and Partners for the Cybersecurity and Data Protection & Privacy guides*, as well as *Lexology Getting the Deal Through*, specifically of the Chile chapters 2022 for Licensing and Digital Business and 2023 Data Protection and Privacy.

MARINOVIC, Lucas

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate Law Mergers and Acquisitions Private Equity Capital Markets Banking and Finance Alternative Assets Venture Capital

Career: Lucas has developed an extensive practice of corporate law. His participation stands out in various transactions of buying and selling companies as well as in local financing operations and debt issuance of national companies abroad, in which he has advised national and foreign clients. He has relevant experience in industries such as financial services, venture capital, technology and internet, retail, food, energy and the real estate sector.

MARTIN, Eduardo

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Featured in TMT (Chile)

Practice Areas: Telecommunications, media, antitrust and real estate. Also, has broad experience in project financing, international capital markets, corporate law and litigation.

Career: Counsel of the Regulatory Matters of Corporate/Telecom Group since 2008. Foreign associate, Allen & Overy (2003-2004). Recognized in TMT (Telecoms, Media, Technology), by *Chambers Latin America*; in *Telecoms & Media* and in *Real Estate and Tourism*, by *Latin Lawyer 250*, and in *Data: Telecoms & Media* by *Who's Who Legal*, among others.

Professional Memberships: Member of the International Bar Association (IBA). Currently Scholarships Officer, Real Estate Committee; Former Co-Chair of the

Commercial Real Estate Sub-Committee, Real Estate Committee, Former Website Officer, Real Estate Committee. Member of the Chilean Bar Association.

Publications: Co-author of "The impacts of the Covid-19 on the working relationships of professional football players" (2020). Author and co-author of several articles published in prestigious legal publications such as *Getting the Deal Through*, *Latin Lawyer*, *Global Impact*, *The I.i.n.k.*, among others.

Personal: Universidad de Chile (JD,1999). LL.M., Duke University (2003).

MARTINEZ, Francisca

Guerrero Olivos, Santiago de Chile
Featured in Venture Capital (Chile)

Practice Areas: Associate and member of the corporate/M&A and venture capital teams. Francisca is one of the founders of the LAW, Legal Advice for Women at Guerrero Olivos, and specializes in domestic and international M&A, venture capital transactions from both, the investor and start-up side, stock options, financing rounds and international corporate structuring.

Career: In the academic field, she is currently a Professor at Pontificia Universidad Católica de Chile, School of Law, of Commercial Law; of the Venture Capital elective course; and Assistant Professor of the "Advanced Corporate Law" section (since 2019) of an LL.M program. In addition, she was Assistant Professor at the "Entrepreneurship and Venture Capital" section (2018-2021), of the same LL.M. Francisca is member of the tutor network of *Dadneo*, the acceleration program of the *Vulcano VC Fund* and of *UDD Ventures*, the acceleration program of *Universidad del Desarrollo*. In addition, she is a member of the Innovation and Technology Committee at the Chile-Australia Chamber of Commerce (AUSCHAM).

MERCADO, Jose Ignacio

Carey, Santiago de Chile
Featured in Life Sciences (Chile)

Practice Areas: Pharmaceuticals and Biotechnology, Licensing, Franchising and Distributorship, Data Protection.

Career: Director at Carey since 2022. Legal Director, *Crystal Lagoons*, *The Netherlands/Chile* (2015-2018).

Personal: Law, Universidad de Chile.

MERINO, Luis Felipe

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Featured in Energy & Natural Resources (Chile), Corporate/M&A (Chile)

Practice Areas: Mergers and acquisitions, Corporate law, Energy.

Career: Partner at Garrigues since 2016. Founder and managing partner of *Avenida Merino Abogados* from 2003 to its integration to Garrigues in 2016. With *Wilmer, Cutler & Pickering* (currently *Wilmer Hale*), Washington DC (1998-99).

Professional Memberships: Chilean Bar Association, International Bar Association, IBA.

Personal: Duke University School of Law, LL.M (1998). Universidad Católica de Chile, (JD, 1993).

MOLINARI, Aldo

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Featured in Dispute Resolution (Chile)

Practice Areas: Civil and commercial litigation and administrative and environmental regulatory litigation. Also, experience in domestic and international commercial and investment arbitration.

Career: Partner at Carey since 2016. Visiting Attorney, International Arbitration Office at *Herbert Smith Freehills*, NYC (2013-2014). Professor of Civil Law in several Chilean universities in undergraduate and graduate programs. Recognized in *Dispute Resolution: Litigation*, by *Chambers Latin America*, and in *Litigation and Arbitration* by *Latin Lawyer 250*, among others.

Professional Memberships: Member of the Training and Continuing Education Committee of the Chilean Bar Association.

Publications: Co-author of the chapter "Chile: Trends and Developments", *Chambers Global Practice Guide: Litigation, Chambers and Partners* (2019). Co-author of the article "Some Elements of the Constructor's Civil Liability. Special Emphasis in Fast Track Contracts", *Revista Chilena de Derecho Privado*, *Fundación Fernando Fueyo Laneri* (2018). Author of "Courts and Environmental Actions", *Lecture Series, Chilean Bar Association* (2017). Author of the article "Tort Liability of Finance Leasing Companies", published in *Studies of Private Law* in recognition to Professor *Gonzalo Figueroa Yáñez*, *Editorial Jurídica de Chile* (2008).

Personal: Universidad de Chile (JD, 2002). LL.M., Columbia University (2013). New York Bar exam approved (2015).

MONTES, Alfredo

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Featured in Energy & Natural Resources (Chile)

Practice Areas: His practice focuses on advising local and foreign clients in the development of renewable projects and natural resources working closely with his clients to get the projects off the ground, including dealing with the environmental, mining, regulatory and permit aspects involved. Moreover, he advises clients in all corporate matters, M&A, corporate governance, private equity, financing, cross-border transactions, venture capital and crowdfunding financing. As an associate in the corporate practice group at *Yrarrázaval, Ruiz-Tagle, Goldenberg, Lagos & Silva Abogados*, he participated in the development, negotiation and selling of a large number of solar photovoltaic projects to international companies, the sale of significant real estate transactions, and the sale and acquisition of important companies in the pharmaceutical, mining, and retail sectors.

Professional Memberships: Member of the Chilean Bar Association.

MONTES, Patricio

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Featured in Banking & Finance (Chile)

Practice Areas: His main practice areas are corporate and commercial law, project

financing, mergers, acquisitions and tax planning.

Career: Patricio Montes was foreign Associate at *Shearman & Sterling*, New York during 2002 and 2003. He is assistant professor of Civil Law at the *Universidad de Chile* (2004 to this day) and since 2015 is professor in the module of finance in the Master of Corporate Law at *Universidad de Los Andes*.

Personal: He studied at *Universidad de Chile* (LL.B.), being admitted in 1998, and obtained a Master Degree in Law (LL.M.) at *Georgetown University, USA*, in 2001. Furthermore, he achieved a Certificate in *Analysis and Tax Planning* (2007) and *Master in Taxation Law* (2010) both at the *Pontificia Universidad Católica de Chile*. In 2016 he pursued a *Tax Reform Diploma* at *Universidad Adolfo Ibañez*.

MONTOYA, Matías

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Featured in Environment (Chile)

Practice Areas: Environment Natural Resources

Career: Matías has focused his practice on environmental issues, advising companies in legal disputes before environmental authorities, as well as in the process of obtaining environmental permits, enforcement proceedings, environmental damage cases, and strategic planning in environmental matters. Prior to joining *Barros & Errázuriz*, he was General Counsel of the Environmental Assessment Service, the Chilean public agency responsible for the environmental assessment of investment projects, where he actively participated in the preparation of the regulatory proposal of the Environmental Impact Assessment System, among other matters.

MORALES, Antonio

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Featured in Banking & Finance (Chile)

Practice Areas: Banking and finance, capital markets, projects (infrastructure, energy), insurance.

Career: Partner (since 2021). Senior associate at Garrigues (2016-2020). Senior associate at *Morales & Besa* (2011-2016), associate at *Araya y Cia.* (2009-2011), procedural law professor at *Pontificia Universidad Católica de Valparaíso, Law School* (2011-2015)

Publications: Several articles in expert journals, including: *Acquisition Finance Chapter for Latin Lawyer* (2016). Translation into Spanish of the "English Civil Law" by Professor *Neil Andrew*, University of Cambridge, *Editorial Temis*, 2013.

Personal: University of Southampton, LL.M. Pontificia Universidad Católica de Valparaíso, Law School -LLB. Languages: Spanish and English.

MORANDE, Cristóbal

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Featured in Energy & Natural Resources (Chile), Projects (Chile)

Practice Areas: His main practice areas are regulated services and natural resources, energy law, project financing,

commercial and corporate laws, and mergers and acquisitions.

Career: Foreign associate at Mayer Brown LLP, Houston, USA, (2014). He has been Assistant Professor of Civil Law at the Pontificia Universidad Católica de Chile, (2006-2008) and of Economic Law at the Universidad de los Andes (2006-2008).

Publications: Co-author of the Chilean chapter of "Global Renewable Energy Guide" (2017), published by Cakmak Publishing.

Personal: He studied law at the Pontificia Universidad Católica de Chile (LL.B.) and was admitted in 2005. He obtained an Economic Administrative Law Degree with mention in Natural Resources and Public Services from the Pontificia Universidad Católica de Chile (2006) and in 2009 he obtained a Master of Law (LL.M.) in International Business and Economic Law from the University of Georgetown, USA.

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Featured in Intellectual Property (Chile)

Practice Areas: Senior associate that leads the intellectual property department, and member of the data protection, new technologies and telecommunications areas. He specializes in trademark, patents and copyright strategy, transfer, and protection. He is also an experienced litigator in civil and criminal matters, unfair competition, and has an outstanding track record in the defense of intellectual property rights.

Career: He is a member of the Enforcement Committee at INTA, and member of the Trademark Committee at ASIPI, both since 2018.

MORDOJ, Benjamín
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Featured in Competition/Antitrust (Chile)

Practice Areas: Competition-Antitrust; Regulated Markets; New Technologies; Trade Law

Career: FerradaNehme, Partner (2018-Present); FerradaNehme, Of Counsel (2017-2018); FerradaNehme, Director (2014-2017); Chilean Economic Prosecutor's Office, Legal Coordinator (2012-2014); FerradaNehme, Associate (2007-2012).

Publications: Author of several publications on matters related to competition-antitrust, such as new technologies and competition law, merger control, unfair competition, procedural issues and maritime cabotage and competition advocacy.

Personal: Assistant Professor of Economic Law at Universidad de Chile (2010-2017); Professor of Competition Law and Compliance Law (Postgraduate) at Universidad Adolfo Ibáñez (2013-2014-2017); Professor of Competition Law at Universidad Adolfo Ibáñez (2015); Professor of Competition Law and Technology Markets (Postgraduate) at Universidad Adolfo Ibáñez (2018-2020), Professor of New Technologies and Competition, Financial Markets courses and Diploma in Competition at Universidad Adolfo Ibáñez (2020-2021).

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Featured in Projects (Chile), Banking & Finance (Chile)

Practice Areas: Banking and finance, lending transactions, project financing, structured products, derivative transactions and M&A.

Career: Partner at Carey since 2010. International associate at Shearman & Sterling (2005-2006). Former Professor of Introduction to Law, School of Administration, Universidad del Desarrollo, Master of Business Law, Universidad de los Andes and Insolvency and Restructuring Graduate Studies, Universidad del Desarrollo. Recognized as Best Individual Lawyer in Project Financing in Chile in 2020 by Client Choice; in Banking by Leading Lawyers by Chambers Latin America; as Global Leader in Who's Who Legal; in Banking & Finance and Project Finance by IFLR 1000; in Banking and Finance Law, Capital Markets Law, Investment, Project Finance and Development Practice in Best Lawyers; in Corporate and M&A, Banking and Finance, Project Finance & Infrastructure in Latin Lawyer, among others.

Publications: Co-author "Banking Regulation in Chile: Overview", Practical Law Country Q&A, Thomson Reuters (2020). Co-author of the chapters on the regulators of the Chilean financial sector: The Financial Market Commission, Superintendency of Pensions and Central Bank, published in Latin Lawyer Regulators (2020).

Personal: Universidad Católica de Chile (JD, 2000). Graduate studies at Universidad de Chile, School of Economy and Administration (2000). LL.M., University of Chicago Law School (2005).

MUNITA, Enrique
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Featured in Labour & Employment (Chile)

Practice Areas: Representation of employers on litigation, consults on high-level terminations, collective bargaining negotiations and counseling in all labor matters.

Career: Enrique has over thirty years of experience in the Labour and Employment field. He is specialized in representing employers in all aspects of labor relations, including litigation and counseling, consults on high-level terminations, expertise in the full range of employee benefits and executive compensation matters, collective bargaining negotiations and advising on the implementation of employee relations policies and advising employers on cross border employment issues. Professor in post graduate studies Universidad de los Andes.

Professional Memberships: Chilean Bar Association; Board of the Chilean Center of Employment Law Studies; Ius Laboris.

Publications: Published numerous articles on labor and employment law subjects in national and international publications.

Personal: 2015-present: Partner at Munita & Olavarría-Ius Laboris Chile 2000-2015: Director at Philippi, Prieto Carrizosa

& Uria 1998-2000: Ossandón Uribe & Hubner Magister in Law, Universidad de los Andes Degree Law, Universidad de Concepción

NEHME, Nicole
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Featured in Competition/Antitrust (Chile), TMT (Chile)

Practice Areas: Competition-Antitrust; Regulated Markets; Litigation; TMT; Energy.

Career: FerradaNehme, Founding Partner (2000-Present); Claro y Cia (1995-1999).

Professional Memberships: Chilean Bar Association; International Bar Association; ICARE's Legal Circle; member of the board of directors of Comunidad Mujer and Espacio Público Foundation; mentor in the Women@ mentorship program of Women@ Americas; member of the Chilean Association of Women Lawyers; member of the Women's Competition Network, among others.

Publications: She has authored and co-authored books, chapters in books, papers and articles on issues of competition, regulation and public policy. She is a sought-after speaker by business associations, civil society organizations and think-tanks on competition, public policy, female leadership and legal education matters.

Personal: Professor of Competition Law at undergraduate and postgraduate levels, Universidad de Chile. Visiting professor at UC Davis Law School (2014-2015;2018-2019).

NORIEGA, Fernando
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Featured in Banking & Finance (Chile)

Practice Areas: Banking and finance, capital markets, lending transactions, project financing, as well as issuance of debt instruments, capital markets and foreign investment.

Career: Partner of Carey since 2021, Associate since 2007. Professor of the course "Financing and Bankruptcy Reorganization: DIP Finance and Project Finance" of the Postgraduate Degree in Insolvency, Universidad del Desarrollo (2019-2021). Foreign associate at White & Case, NYC (2015-2016). Recognized in Banking and Finance by Chambers Latin America, The Legal 500.

Publications: Co-author of the Chilean chapter in Global Legal Insights-Banking Regulation, Global Legal Group (2020 and 2021). Co-author of the Chilean chapter in ICLG-Lending & Secured Finance, Global Legal Group (2020 and 2021). Co-author of the chapters on the regulators of the Chilean financial sector: the Financial Market Commission, Superintendency of Pensions and Central Bank, published in Latin Lawyer Regulators (2020). Co-author of the Chilean chapter in Global Legal Insights-Banking and Finance, Global Legal Group (2020). Co-author of the Chilean chapter in Fintech Regulation in Latinamerica, Lloreda-Camacho (2019). Co-author of the article "Chilean Banking Law Reform: Three Key Aspects", Financier Worldwide (2018).

Personal: Universidad de Chile, Summa Cum Laude (JD, 2010). LL.M., Banking and

Financial Regulation, London School of Economics and Political Science (2015).

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Featured in Labour & Employment (Chile)

Practice Areas: Labour, employment, social security. Labor litigations, collective bargaining, contractual and corporate matters concerning individual and collective labor law.

Career: Cristián has over thirty years of experience in the Labour and Employment field. He is a Founding Partner at Munita & Olavarría-Ius Laboris Chile and is specialised in litigations, collective bargaining, and contractual matters. He also works as a Professor of postgraduate studies for employment law at Universidad de los Andes, Chile. He has been recognised previously in "Chambers & Partners", "The Legal 500", "Best Lawyers", and "LACCA".

Professional Memberships: Bar Association of Chile; Ius Laboris; Employment Lawyers Association (CEDET).

Publications: Author of national publications in labour matters.

Personal: 2015-present: Partner at Munita & Olavarría-Ius Laboris Chile 2015: Magister in Public Law, Universidad de los Andes 2000-2015: Director at Philippi, Prieto Carrizosa & Uria 1998-2000: Ossandón Uribe & Hubner. 1998: Graduate in law degree, Universidad de Chile

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Energy and Natural Resources / Mining / Projects and Infrastructure / Corporate and M&A / Banking and Finance

Career: Joined Urenda Rencoret Orrego & Dörr in 1986 and partner since 1998. Sullivan & Cromwell, New York (1991-1992). Has been recognized by Chambers and Partners, Legal 500, IFLR1000, Latin Lawyer 250, LACCA, Leaders League and Best Lawyers, among others.

Professional Memberships: The Rocky Mountain Mineral Law Foundation; Chilean Bar Association; International Bar Association.

Personal: Universidad de Chile (LL.B., 1986). New York University, Master in Comparative Law (MCJ, 1991).

OSSA, José Santos
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Featured in Life Sciences (Chile)

Practice Areas: Life Sciences, pharmaceuticals and biotechnology, licensing, franchising and distributorship.

Career: Associate at Carey since 2011. Professor of the Interuniversity Master of Bioethics, Universidad del Desarrollo (2017). Professor of Pharmaceutical Regulatory Affairs in Pharmaceutical, Biological and Cosmetic Products Graduate Program, Universidad de Chile (since 2015). Recognized in Life Sciences by Chambers Latin America, The Legal 500, among others.

Publications: Author of the article "Artificial Intelligence and the Challenges of Regulating the Future", *El Mercurio* (2020).
Personal: Universidad Diego Portales (JD, 2010). LL.M., Max Planck Institute for Innovation and Competition (MIPLC), Germany (2019). Degree in Pharmaceutical Products, Biological Products and Cosmetic Regulatory Affairs, Universidad de Chile (2013).

OSSANDÓN, Andrés

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Featured in Tax (Chile)

Practice Areas: Tax planning for investment projects; tax efficiency; tax litigation; customs litigation; civil law; commercial and corporate Law; M&A; foreign inbound/outbound investment.

Career: Partner at Arteaga | Gorziglia, Head of Tax Law Practice. Deloitte Tax & Legal (2010-2016).

Personal: Diploma in Accounting and Taxation, FEN, Universidad de Chile (2012). Law graduate from the Pontificia Universidad Católica de Chile (2010). Former Director of the Chilean-Belgian Camera of Commerce (2016-2020).

OVALLE, José Ignacio

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Featured in Real Estate (Chile), TMT (Chile)

Practice Areas: Information Technology and Data Protection Real Estate Telecommunications

Career: José Ignacio, partner at Barros & Errázuriz, has vast experience in the Real Estate and Telecommunications and Technology areas. In the real estate area, José Ignacio advises important real estate and construction companies in the development of building projects, condominiums, shopping centers, offices, ports, hotels, subdivisions, among others, both in rural and urban areas; he advises on the corporate, regulatory and tax aspects of such projects; in the formation of consortiums between companies for the development and financing of these projects; as well as in litigation matters, especially in judicial and administrative actions related to urban and regulatory issues. In the field of Telecommunications, Media and Technology, he has more than 25 years of professional experience, having participated in the most relevant matters and processes of TMT development in the country, advising important national and foreign companies on processes, such as the beginning and subsequent development in Chile of the mobile telephone, the multi-carrier system for national and international long distance, in concessions for digital mobile telephone services (PCS), in the introduction and obtaining of the first permits for satellite television services, in matters related to Internet, Information Technologies and in the matter of Protection of Personal Data, in tariff setting processes, granting of concessions, IP telephone (VoIP), among others. José Ignacio provides continuous legal advice in all kinds of regulatory matters and commercial aspects of the telecommunications and technology industry. He has also participated as an attorney in various

judicial and administrative proceedings related to this industry before ordinary courts, the Undersecretariat of Telecommunications and the Comptroller General of the Republic.

PARDO, José

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Featured in Competition/Antitrust (Chile)

Practice Areas: Antitrust, regulation, administrative law and litigation.

Career: Partner at Carey since 2021. Foreign Associate at Antitrust and Competition Group, Freshfields Bruckhaus Deringer, Brussels (2016-2017). Teaching Assistant of Administrative Law, Universidad de Chile (since 2007). Professional Internship at the Inter-American Court of Human Rights in San José de Costa Rica (2014). Recognized in Competition/Antitrust by Chambers Latin America, and in Competition and Antitrust by The Legal 500, among others.

Professional Memberships: Member, Litigation Commission of Libertades Públicas.

Publications: Co-author of the Chilean chapter in The Guide to Corporate Compliance-Navigating Competition Rules From a Chile Perspective, *Latin Lawyer* (2020). Co-author of the book "The Deviation of Power in Administrative Acts", *Legal Publishing (Thomson Reuters)* (2013). Co-author of the paper "Sanctions for Breaches in Public Contracts for Supply and Services: Uncertainty as a Problem of Public Policy", *Public Law Journal N° 82*, Universidad de Chile (2015).

Personal: Universidad de Chile (Summa Cum Laude) (JD, 2012). Degree in Administrative Law, Universidad Católica de Chile (2013). LL.M., University of Chicago (2016).

PARODI, Alejandro

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Featured in Dispute Resolution (Chile)

Practice Areas: His practice focuses on complex litigation and arbitration, both domestic and international. He has extensive experience in matters of free competition and regulated markets, as well as in public law.

Career: Partner of Vergara, Labarca, Parodi Abogados since 2007. Graduated from Pontificia Universidad Católica de Chile, Law School (2003), magna cum laude. He was awarded the "Monseñor Carlos Casanueva Opazo" prize for his outstanding academic performance. He is Professor of Constitutional Law at the Law School of the Pontificia Universidad Católica de Chile, since 2008.

Publications: He has published various papers in specialized legal journals.

PAVIC, Lorena

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Featured in Competition/Antitrust (Chile)

Practice Areas: Antitrust and regulated markets.

Career: Partner at Carey since 2009. Co-head, Antitrust and Regulated Markets, Public Law, and Corporate, Mergers & Acquisitions Groups. Invited Professor,

Universidad de Chile and Universidad Católica de Chile. Director of the Center for Antitrust Studies, Universidad Católica de Chile (since 2019). Founder and mentor of "Learning to Lead" mentoring program for women lawyers. Recognized with the Lawyer of the Year Award in Competition/Antitrust by Best Lawyers, and in Competition by Leading Lawyers, among others.
Professional Memberships: Member of Red Pro Competencia (Women's Pro Competition Network) and of the Board of the Expert Female Lawyers Commission, Colegio de Abogados de Chile (Chilean Bar Association). Antitrust Committee, Chilean Trade Association (CPC). Antitrust Committee, Chilean Bar Association. Women's Competition Network. Circulo de Profesionales y Empresarios de Ascendencia Croata (CPEAC).

Publications: Co-author of the Chilean chapter in The Guide to Corporate Compliance-Navigating Competition Rules From a Chile Perspective, *Latin Lawyer* (2020). Co-author of the Chilean chapter of Merger Control, Getting the Deal Through (2017-2018). Co-author of the Chilean chapter of Cartel Regulation, Getting the Deal Through (2010-2012).

Personal: Universidad de Chile (JD, 1999). Degree, Regulation and Competition, Universidad de Chile (2009). Degree, Public Law, UC Valparaíso (2014).

PELLEGRINI, Cristóbal

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Energy Water Law and Desalination

Career: Cristóbal has more than 15 years of experience. His areas of practice include advising on corporate matters and regulated markets in general, especially to energy companies in the different areas of the business (with special emphasis on the generation and transmission segments), both in corporate and regulatory matters and in the negotiation of contracts of supply and tolls; the structuring, financing, and implementation of energy projects; acquisition of assets and companies; tenders and other administrative processes; enforcement proceedings and dispute resolution among industry players; as well as advice to construction and real estate companies in the development of projects and administrative procedures.

Professional Memberships: Member of the Chilean Bar Association Alternate Director, Levaduras Collico (2012-to date)

PELLEGRINI VIAL, Julio

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Featured in Competition/Antitrust (Chile), Dispute Resolution (Chile)

Practice Areas: -Civil and commercial litigation-Domestic and international arbitration-Competition law, antidumping, and regulated markets

Professional Memberships: -Advisor for Society for Factory Development (SOFOFA) (2020-2021)-Member of ICARE Legal Circle (since 2016)-Head of the Competition and Antitrust Commission of the Chilean Bar Association (2011-2019)-Member of the New Commercial Cod-

ification Subcommittee (2016)-Board Member to the Chilean Bar Association (2011-2019)-Member of the Advisory Board of the Center of Competition and Antitrust Law of the Pontificia Universidad Católica de Chile (since 2012)

Publications: -Comentarios al Proyecto de Ley que Fortalece la Investigación y Persecución de Carteles y que Aumenta las Penas para Delitos de Colusión. Centro de Competencia. UAI. Co-author with Diego Ramos. -"Agenda Antiabusos" y libre competencia. Centro de Competencia. UAI. Co-author with Diego Ramos-Las Sanciones a la Colusión en las Licitaciones. Ponencia en la XIII Jornada de Libre Competencia de la UC: La Colusión en las Licitaciones-Getting the Deal Through, Merger Control: Capítulo de Chile. Co-author with Fernando Zuñiga. -Getting the Deal Through, Vertical Agreements: Capítulo de Chile. Law Business Research Ltd. Co-author with Pedro Rencoret. -The Merger Control Review. Capítulo de Chile. Law Business Research Ltd. Fifth Edition. Co-author with Pedro Rencoret. -"La Discriminación de Precios en la Jurisprudencia Chilena". Estudios de Libre Competencia, Consumidor y Regulación (Librotecnia & Centro de Libre Competencia UC). Co-author with Pedro Rencoret. -"Caso Campiche: Un importante cambio de criterio en material ambiental, Sentencias Destacadas 2009". Una mirada desde la perspectiva de las políticas públicas, Ediciones Libertad y Desarrollo. -"La Consulta de Operaciones de Concentración en el Sector Retail, Libre Competencia y Retail. Un Análisis Crítico". Legal Publishing Chile. -"Algunas consideraciones acerca de la Resolución que rechazó la fusión entre Fabelab y D&S". Revista Anales de Derecho UC, Temas de Libre Competencia. N°4.
Personal: -Arbitrator of the Santiago Arbitration and Mediation Center (CAM) (since 2013)-ENEL Generación (ex ENDESA) Board Member (since 2016) -Arbitrator of the National Center of Arbitration (CNA) (since 2014) * Pontificia Universidad Católica de Chile: -Professor of Civil Law (since 2002) -Professor in the Antitrust Diploma (since 2010) -Professor of Economic Analysis of Law (2011-2018) -Professor in the New Tendencies in Contracts and Damages Diploma (2007) * Universidad de los Andes: -Professor of Competition and Antitrust Law, Master in Business Law Program (2004-2013) * Universidad Finis Terrae: -Professor at the Master in Public Law Program (since 2010) -Professor of Competition and Antitrust Law (2010-2013)

PEÑA, Ricardo

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Ricardo Peña is a specialist in mergers and acquisitions, energy and general commercial matters, with an emphasis in the areas of project development. He has extensive experience in all facets of the energy business, including upstream, pipelines, refining, power generation, transmission, international arbitration and project financing. He is also experienced in infrastructure, water

concessions, port concessions, transport, and consumer goods.

Career: In 1996 he worked as an international associate with Simpson, Thacher & Bartlett, New York.

Professional Memberships: Mr. Peña is a board member of several power distribution and transportation companies doing business in Chile.

Personal: Mr. Peña is a graduate of the Pontificia Universidad Católica de Chile School of Law and was admitted in 1978. In 1993, he attended the American Law Program at the University of California. He has been a speaker in several conferences on a wide range of topics, including the structuring of energy, international transactions, privatization of Chilean water companies, and mergers and acquisitions in Chile.

PERALTA, Diego

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Featured in Capital Markets (Chile), Banking & Finance (Chile)

Practice Areas: Banking and Finance, Capital Markets, M&A, China Desk.

Career: Partner at Carey since 1997. Co-head of the Banking and Finance Group. Counsel, Citibank and Citicorp Chile (1985-1996). Member of the Minister of Finance's Capital Markets Advisory Committee. Frequent lecturer in conferences organized by IABA, American Bar Association (ABA), PRAC, Federación Latinoamericana de Bancos (FELABAN). Recognized as Lawyer of the Year in Project Finance and Development by Best Lawyers. Also, recognized in Banking and Finance and Capital Markets, by Chambers Latin America, among others.

Professional Memberships: Member, Arbitration Body, Center for Arbitration and Mediation, Santiago Chamber of Commerce. Member of the Council, Chilean Bar Association (2017-2021). Member of Minister of Finance Capital Markets Advisory Council. Member, Executive Committee, IABA. Working Group to analyze a new General Banking Law, Chile (2015) and a new Commercial Code (2017).

Publications: Co-author Chilean chapter in ICLG – Lending & Secured Finance, Global Legal Group (2015-2021). Co-author Chilean chapter in Global Legal Insights – Banking Regulation, Global Legal Group (2020 and 2021). Co-author Chilean chapter in China Trade and investment in Latin America, The Legal 500 Guide (2020). Co-author Chilean chapter in Global Legal Insights – Banking and Finance, Global Legal Group (2020).

Personal: Universidad de Chile (JD, 1972).

PÉREZ, Clemente

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Featured in Projects (Chile), Environment (Chile)

Practice Areas: Partner of the energy, environment, infrastructure, and projects practice areas. He specializes in energy project development, energy related M&A, financing and permitting, general regulatory, environmental disputes, project finance, and obtaining public works concessions.

Career: He has been a member of the board of directors of several relevant companies in the energy and construction industries. Currently he sits in the board of Brotec; the Bicentenario Project (cable car system project); and of the environmental consultant Sustentable (he is also its founder). He is also a member of the board of directors of the Chilean renewable energy and storage association (ACERA) and was Chairman of the public concessionaires association (COPSA). Clemente has a strong background holding public positions such as being Director of the National Environmental Agency (CONAMA RM), Counselor for the Public Corporation System (SEP), Deputy Secretary of Ministry of Public Works and Chairman of Metro de Santiago (Santiago's underground transport system) and served as consultant in several institutions including the Inter-America Development Bank and the World Bank. In addition, he is Professor of the Certificate of Public Policies and the Certificate of Corporate Government, both from the Pontificia Universidad Católica de Chile.

PÉREZ ARRIETA, Benjamín

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Featured in Energy & Natural Resources (Chile), Environment (Chile)

Practice Areas: Partner and member of the energy, natural resources and environmental law groups and leading partner of the water law department. He specializes in energy related M&A, project development, financing and permitting of energy and renewable energy projects, general regulatory, environmental, water law matters, and project finance.

Career: He is the President of the Chilean-Australian Chamber of Commerce's Mining Committee since 2018 and member of the Rocky Mountain Mineral Law Foundation. He is a regular speaker at the Mining and Water Law Sessions hosted at Universidad de Chile and has made several contributions and published articles in connection with water law in the mining industry. In the academic field, he is Professor of Mining Law at the Universidad Nacional Andrés Bello (since 2019) and was professor of Commercial Law (2013-2018) at the same university. In addition, he was assistant professor of Indigenous Law at Pontificia Universidad Católica de Chile (2014).

POWER, Jessica

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Featured in Tax (Chile)

Practice Areas: Tax law, M&A, family companies and holdings, financing, planning, foreign investment, consulting, restructuring, auditing and tax litigation.

Career: At Carey since 2003, partner since 2008. Co-head of the Tax Group. Tax lawyer at EY (1999-2003). Recognized as one of 100 female leaders in Chile, El Mercurio (2008 and 2015). "Women in Tax Leaders" Award, International Tax Review (2017). Founder and mentor of "Learning to Lead" program for the advancement of women lawyers. She has been Visiting Lecturer at Universidad de Chile and Universidad Adolfo Ibáñez. Frequent lecturer

in important tax seminars in Chile and abroad, such as those organized by the International Fiscal Association (IFA), IFA LATAM; Latin Lawyer; Instituto Peruano de Derecho Tributario, PERUMIN, and by the National Tax and Customs Office of Colombia.

Professional Memberships: Member of the Board, Metlife and of the Expert Female Lawyers Commission, Colegio de Abogados de Chile (Chilean Bar Association). Current member and former director (2017-2019) of the International Fiscal Association, Chilean Branch.

Publications: Co-author of the Chilean chapter in ICLG – Corporate Tax (2019 and 2020). Co-author of the Chilean chapter in Corporate Tax, Global Practice Guides, Chambers & Partners (2016).

Personal: Universidad de Chile (Summa Cum Laude, JD, 1999). Degree in Tax Law, Universidad de Chile.

PRIETO, Sebastián

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Featured in Intellectual Property (Chile)

Practice Areas: Sebastian Prieto joined Larrain y Asociados in 2008, focusing his practice area in intellectual and industrial property.

Career: Previously he worked at RPL Propiedades y Administraciones Ltda. (2003-2008).

Professional Memberships: He is a member of the Chilean Bar Association, of the Inter-American Association of Intellectual Property (ASIPI) and the International Trademark Association (INTA).

Personal: He studied Law at the Pontificia Universidad Católica de Chile (L.L.B.) and was admitted in 2006. He obtained a Graduate Diploma in New Technologies and Intellectual Property at the Universidad de Chile (2009) and received a Master Degree (LL.M.) at the Pontificia Universidad Católica de Chile in 2012.

RAMOS, Diego

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Featured in Competition/Antitrust (Chile)

Practice Areas: –Civil and commercial litigation –Domestic and international arbitration –Competition law, antidumping, and regulated markets

Career: Diego Ramos has strong experience in advising on a wide variety of antitrust cases, mergers notifications, and competition compliance programs. He is a Fulbright Scholar, with an LL.M in International Economic Law at Stanford University. He has also experience working at law firms abroad (Sao Paulo, Brasil, and Rome, Italy). Diego Ramos has been involved in the majority of the cases, investigations, and compliance programs conducted by Pellegrini & Rencoret's Competition Law practice, for which his work has been praised by clients and peers.

Professional Memberships: –Legal Design Lab Fellow –Stanford University (2018–2020) –Permanent counsel at the Competition Law Center. Pontificia Universidad Católica de Chile. –Chilean Bar Association –Member of the Commission of Competition and Antitrust of the Chilean Bar Association –LCIA Young International Arbitration Group –Silicon Valley Arbi-

tration & Mediation Center –Institute of Transnational Arbitration, The Center for International Law –Young ICSID –Santiago Very Young Arbitration Practitioners

Publications: –Comentarios al Proyecto de Ley que Fortalece la Investigación y Persecución de Carteles y que Aumenta las Penas para Delitos de Colusión. Centro de Competencia. UAI. Co-author with Julio Pellegrini –"Agenda Antiabusos" y libre competencia. Centro de Competencia. UAI. Co-author with Julio Pellegrini –"Aumento de las penas para la colusión. Sanciones más duras para los carteles". Lawyer's Magazine. Chilean Bar Association Magazine. –Visit California: Silicon Valley y Arbitraje Internacional. Santiago Very Young Arbitration Practitioners Blog. –La Inminencia del BRI en el nuevo camino de la seda. Instituto para el Desarrollo Industrial y el Crecimiento Económico A.C., Mexico. (co-author) –Mas herramientas para combatir la colusión, Chilean Bar Association Magazine. –Aumento de las penas para la colusión – Sanciones más duras para los carteles, Chilean Bar Association Magazine.

Personal: * Pontificia Universidad Católica de Chile: –Professor at the Arbitration and International Litigation Workshop (since 2019) –Assistant of the Competition and Antitrust Law Seminar (2017) –Assistant of Economic Analysis of Law (2014-2017) –Assistant of Economic Law (2017) –Assistant of Procedural Law (2013-2017) *Universidad Los Andes: –Professor at the Construction Law Diploma (2022)

RAVINET, Macarena

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Featured in Corporate/M&A (Chile)

Practice Areas: Partner. Specialist in mergers and acquisitions, project financing and financial transactions. Macarena Ravinet is an expert in national and international M&A, focusing her practice on telecommunications, food and retail, corporate and financial restructuring, corporate governance, private equity, and project finance, particularly in energy and infrastructure. She also advises companies, foundations and non-profit organizations on corporate social responsibility and corporate, financial and tax matters. Before joining Cuatrecasas, she was a partner and associate at leading law firms in Santiago de Chile and New York.

Career: She speaks at international conferences, including on the M&A panel of the International Bar Association in Latin America.

Professional Memberships: She is a member of the Chilean Bar Association and the International Bar Association. She is also chair and director at the Chile Pro Bono Foundation and member of the International Pro Bono Network.

Personal: Master of Laws in Corporate, Law New York University, 2006. Bachelor of Laws (summa cum laude), Universidad de los Andes, Chile, 2003.

RENCORET GUTIÉRREZ, Pedro

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Featured in Competition/Antitrust (Chile)

Practice Areas: –Civil and commercial litigation – Domestic and international arbitration – Competition law, antidumping, and regulated markets

Professional Memberships: – Member of the Ethics Court of the Chilean Bar Association – Secretary of the Antitrust Commission of the Chilean Bar Association (since 2012) – Member of the Commission for reforming the Chilean Commercial Code, committee on Antitrust, Unfair Competition and Consumer Law. Universidad de Chile, Law School (2016-2017) – Representative of the Pontificia Universidad Católica at the Class Actions Seminar organized by Justice Studies Center of the Americas (2016)

Publications: – “Críticas y desafíos en torno a la teoría del incumplimiento eficiente”, at the 6th Civil Law Students Congress, Universidad de Chile Law School, «Economic Analysis of Law» section – Co-author of the book «Recurso de Hecho», for «Colección de Análisis Jurisprudencial, Derecho Procesal» – “Reforma a la Ley del Consumidor”. Revista del Abogado – Chilean Bar Association (2017) – “Libre competencia. Persecución pública y privada”. Revista del Abogado – Chilean Bar Association (2014) – Measuring the Competitive Effects of Loyalty Discounts, presented at the 9th Workshop on Industrial Organization, international symposium organized by ISCI, with the collaboration of the FNE – Speaker at the Symposium on the Proposal of a New Commercial Law: Antitrust, Unfair Competition and Consumer Law, organized by the P. Universidad Católica de Valparaíso. – “Cartel Regulation – Chile”. Latin Lawyer. Co-author. – “Restricting Trade Dress: The Case of Video Games”. Industrial Organization: Productivity, Innovation & Technology eJournal, Vol. 6, No. 9 – “La Discriminación de Precios en la Jurisprudencia Chilena”. Estudios de Libre Competencia, Consumidor y Regulación. Librotecnia & Centro de Libre Competencia UC. Co-author – “ICSID Jurisdiction on Disputes Arising Out of Construction Contracts” Available at SSRN: <http://ssrn.com/abstract=2372879> – Getting the Deal Through, Vertical Agreements: Capitulo de Chile. Law Business Research Ltd. Co-author Julio Pellegrini. – The Merger Control Review. Capitulo de Chile. Law Business Research Ltd. Co-author – “Price Discrimination in the Chilean Jurisprudence”. Free Competition, Consumer and Regulation Studies. (Librotecnia & UC Free Competition Center). Co-author with Julio Pellegrini Vial. – “ICSID Jurisdiction on Diputes Arising Out of Construction Contracts” (2013). Available in SSRN: <http://ssrn.com/abstract=2372879>

Personal: – Arbitrator of the Santiago Arbitration and Mediation Center (CAM) (since 2021) *Pontificia Universidad Católica de Chile: – Professor of Procedural Law (since 2016) – Professor of the Antitrust Diploma (since 2018) – Professor of Reform to Civil Procedure (2015) – Professor of Economic Analysis of Law (2015) *Universidad Adolfo Ibáñez: – Professor of Procedural Law (2011–2014) * Universidad Finis Terrae: – Professor of Competition and Antitrust Law (2010–2015) – Professor of the Antitrust Diploma (since 2019) *

Universidad de Chile: – Assistant of the Department of Economic Law (2003–2006)

RIED, José Miguel
Ried Fabres, Santiago de Chile
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Featured in Capital Markets (Chile)

Practice Areas: José Miguel Ried is one of the founding partners of Ried Fabres. He has extensive experience in capital markets and corporate law. He began working in the capital markets area more than 20 years ago, as in-house counsel of the Santiago Stock Exchange. He also obtained experience from his experience as associate at Cleary Gottlieb Steen & Hamilton in NY. He is admitted to practice both in Chile and in New York. He permanently advises different clients such as the BCI Group, Banco Internacional, Itaú Corpbanca and Zurich in connection with corporate law, corporate governance, and M&A transactions. In the past, Mr. Ried has participated in relevant transactions such as State Grid’s tender offer over Compañía General de Electricidad (representing Santander), Telefónica’s takeover of CTC through a tender offer, where he represented Telefónica; and Industrias La Construcción’s tender offer of Banco Internacional, where he advised the investment bank in charge of the deal. He has also participated in the restructuring of corporate groups such as Enjoy and Deutsche Bank Chile, the winding up of Argentine stockbroker Allaria in Chile, the organization of a new Pension Fund Management Company (AFP I) and the corporate restructuring of Itaú and Zurich.

RIOSECO, José Miguel
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Featured in Real Estate (Chile)

Practice Areas: Corporate, Real Estate and M&A. Mr. Rioseco leads the Garrigues Chile’s real estate practice and focuses on advising investment funds, project developments, hotel industry, port and airport concessionaires, with strong experience in local and Latam transactions.

Career: Partner at Garrigues since 2016. Avendaño Merino Abogados (2004-2015). Gillmore & Cia (1998-2003).

Professional Memberships: Chilean Bar Association.

Personal: Universidad Diego Portales (JD Degree 1998).

ROA, Verónica
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Featured in Energy & Natural Resources (Chile)

Practice Areas: Energy and Natural Resources / Mining / Projects and Infrastructure / Corporate and M&A / Banking and Finance

Career: Joined Urenda Rencoret Orrego & Dörr in 2007. BHP Billiton (2000-2004). JDA Software (1997-2000). Empresa Nacional del Petróleo, ENAP (1995-1996). Has been recognized by Chambers and Partners and Legal 500, among others.

Professional Memberships: Chilean Bar Association

Personal: Universidad de Chile (LL.B., 1987). The American University, Washington D.C. (LL.M., 1994). Universidad de Chile, Postgraduate degree in Economics and Finance for lawyers (1996).

RODRÍGUEZ, Andrés
Barros & Errázuriz Abogados, Santiago de Chile

Featured in TMT (Chile)

Practice Areas: Information Technology and Data Protection Telecommunications

Career: Andrés, senior associate of Barros & Errázuriz, focuses his practice on matters related to the telecommunications industry, information technologies and protection of personal data. He has advised the Government of Chile and various national and international companies in these matters.

Publications: The New Regulatory Framework for Telecommunications in Chile. Annual Conference of the College of Engineers of Chile A.G. The Challenges of 4G and Digital TV in Chile. Seminar “Practices for Chile,” Ministry of Finance Telecommunications in Chile. International Forum on Convergence and Regulation in the Digital Age, Cartagena de Indias, Colombia Technological Regulation and its Challenges. 2nd Latin American Forum on Internet Public Policies, Electronic Commerce and Mobile Technologies, Miami, USA Digital Television and its Social Role. Intergovernmental Conference on Digital Television, San José, Costa Rica Digital business in Chile: overview, Practical Law, Thomson Reuters

ROSEMARY, Tomás
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Featured in Real Estate (Chile)

Practice Areas: Senior associate and member of the real estate team. He specializes in project development, construction, permitting, and in the acquisition and sale of real estate projects and assets.

Career: In the academic field, he is Professor of Real Estate law, and was a Professor of the Law and Real Estate Business Diploma, both at Universidad Católica de Chile. Also, he was a Professor of the Urban Law and Construction Diploma at Pontificia Universidad Católica de Valparaíso.

RUIZ-TAGLE, Óscar
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Featured in Real Estate (Chile)

Practice Areas: Real Estate Urbanism

Career: Oscar, partner at Barros & Errázuriz, has more than 25 years of experience in legal advice for the development of real estate, industrial, road and energy projects. He is legal advisor of real estate projects of all kinds, accompanying his clients in the analysis of their locations, structuring of the business, financing, construction, permits, real estate co-ownership, and the commercialization thereof, which is reflected in long-term clients at our firm. Within his real estate area of practice, he has developed a special area of territorial planning, urban and environmental regulation, acquiring an important role in the national real estate market

in administrative matters, land planning and management and urban regulation, advising energy, real estate, commercial, industrial and sanitary companies in these matters.

Professional Memberships: Member of the Chilean Bar Association Member of the Chilean Chamber of Construction Member of the Official Chamber of Commerce of Spain

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Featured in Environment (Chile)

Practice Areas: Environment and Natural Resources

Career: FerradaNehme, Partner (2018-Present); FerradaNehme, Director (2010-2018); Comisión Nacional de Medio Ambiente (2006-2010).

Professional Memberships: Chilean Bar Association

Publications: Biodiversity and Natural Resources Compensation” (co-author, 2018); Brief review of the discussion regarding the invalidation of environmental resolutions (co-author-2018); Territorial planning in Chile (co-author, 2017); Institutional framework for the creation, maintenance, and conservation of urban parks (co-author, 2011); SEIA jurisprudence, plans, and norms (co-author, 2008).

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate; Mergers and Acquisitions; Public Company and Corporate Governance

Career: Marco Salgado has extensive experience of advising on mergers and acquisitions and other corporate matters. He acts for corporate investors and companies across various sectors, including consumer goods, infrastructure and energy. He is the LatAm (co) leader of Environmental, Social and Governance (ESG) and serves as head of the Media, Sport and Entertainment sector in Chile. Marco has extensive experience of advising on mergers and acquisitions and assists international companies setting up their activities in the country and on their corporate matters. Marco has experience advising state-owned, public and private institutions on corporate governance. He has also acted as lead counsel in local and international commercial arbitration and judicial cases, appearing before local and foreign courts with proceedings executed both in Chile and abroad.

SAN MARTÍN, Javier
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Featured in Bankruptcy/Restructuring (Chile)

Practice Areas: Alternative Assets

Investment and Mutual Funds Capital Markets Private Equity Insurance Compliance Corporate Governance Mergers and Acquisitions Banking and Finance Fintech **Career:** Javier, partner at Barros & Errázuriz, has extensive experience in Commercial and Economic Law, Securities and Financial Regulation, Compliance,

Corporate Governance, Financial Litigation, Mergers & Acquisitions, Joint Ventures and Foreign Investment. He worked as a lawyer for the Securities Prosecutor's Office of the Superintendency of Securities and Insurance, participating in the registration process of several issuers and public offering securities, authorization of mutual fund and investment fund administrators, and securitization of assets. He also participated in different investigation processes for infractions to the laws that regulate the securities market, and participated in the elaboration of diverse bills, regulations and administrative norms. He participated as a delegate of the Government of Chile in the first three sessions of the Committee of Government Experts of UNIDROIT for the discussion of the Draft UNIDROIT Convention on Harmonized Standards on Rights in Transferable Securities Held in Custody of Financial Intermediaries, and was appointed as a member of the Drafting Committee.

Publications: "Security interests on securities held with an intermediary under the UNIDROIT Convention on intermediated Securities", DeCITA, Volume 7-8, Brazil, 2007

SANTA MARÍA, Martín

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Featured in Real Estate (Chile), Environment (Chile)

Practice Areas: Managing partner of Guerrero Olivos, leading partner of the real estate department and member of the environment team. He specializes in project development, construction, real estate regulatory and permitting, acquisition and sale of real estate projects and AAA Class buildings, environmental regulatory and transactional matters, and environmental disputes. His real estate practice has both a transactional and a regulatory focus. In the regulatory area, Martín has become one of the most prominent experts in Chile in zoning regulations and real estate permits conflicts.

Career: He served as Adviser and Chief of Staff of the Minister of Housing and Urban Planning of Chile from 1997 to 2000, and was CEO of Chilean environmental consultancy firm Sustentable S.A. from 2002 to 2006. He is the President of the board of the Vivienda and Techo-Chile Foundation and member of the board of the Moreau Foundation. In the academic field, Martín is Co-Director of the Real Estate Law and Business Diploma in the School of Law of the Universidad Católica de Chile and has served as Professor in the Urban Planning Master at the Architecture School of the Universidad Católica de Chile.

SARRALDE, Cristóbal

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Featured in Dispute Resolution (Chile)

Practice Areas: Complex civil and commercial litigation; domestic and international arbitration; mediation; pre-litigation advice and negotiation of complex disputes.

Career: Principal Associate at Garrigues (2018); Senior Associate at Guerrero Olivos (2013-2018); Senior Associate and

Associate at Cariola, Díez, Pérez-Cotapos (2005-2013).

Professional Memberships: Chilean Bar Association; International Association of Boalt Alumni (University of Berkeley), ICC and Ambassador at the International Academy for Arbitration Law.

Personal: LLM University of Berkeley (2011); JD Pontificia Universidad Católica de Chile (2005); Diploma International Academy for Arbitration Law, Paris (2017).

SILVA, Alfonso

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Featured in TMT (Chile)

Practice Areas: Corporate and business law, financing, mergers and acquisitions and, specially, on all the regulatory and transactional aspects related to the telecommunications, media and technology industry, including the Telecom law and other regulations, concessions, licenses, permits, and state contracts.

Career: Partner at Carey since 1998. Head of TMT (Telecoms, Media & Technology) group. Visiting Professor of the Master of Informatics and Telecommunications Law, Universidad de Chile (2005, 2007 and 2009). Recognized as Lawyer of the Year in Communications Law by Best Lawyers, recognized in TMT (Telecoms, Media, Technology) by Chambers Latin America, Legal 500, Latin Lawyer 250, Who is Who Legal, among others.

Professional Memberships: Past Co-chair and current member of the Advisory Board, Communications Law Committee at the International Bar Association (IBA). Member of the Cambridge Society of Chile. Member of the board of the Chilean Direct Selling Association. Member of the legal committee of the Chilean-British Chamber of Commerce.

Publications: Author of the Chilean Chapter of Getting The Deal Through—Telecoms and Media (since 2000-2019). Co-author of the article "Spectrum management issues towards the deployment of 5G in Chile", Communications Law Committee Newsletter, International Bar Association (2020).

Personal: Universidad de Chile (JD, 1988), British Council Award (1992), LL.M., University of Cambridge (1993).

SILVA, José Joaquín

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Featured in Real Estate (Chile)

Practice Areas: Real Estate, Urban Planning and Construction Law. Corporate and Business Law. Mining and Natural Resources.

Career: José Joaquín focuses his practice on real estate, regulatory and territorial planning, providing strategic advice to important real estate and construction companies in the development of residential, commercial and mixed-use projects ranging from corporate structure aspects to financing and contentious regulatory matters. He has advised both buyers and sellers in complex real estate transactions. Likewise, he has vast experience in environmental assessment of projects and negotiations with communities and indigenous affairs.

Publications: Editor. "Tercera edición actualizada y complementada. Urbanismo y Construcción", by Juan Eduardo Figueroa Valdés. DER Ediciones, 2022.

SILVA, Luis Fernando

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Featured in Corporate/M&A (Chile)

Practice Areas: His practice focused on advising local and foreign clients in all corporate matters, with special emphasis on, inter alia, merger and acquisitions (M&A), financing, development of energy projects, foreign investment, joint ventures, corporate governance and private equity. Some of his most representative transactions include: structuring the financing of mining projects of the some of the largest mining companies in Chile; M&A transactions regarding a wide range of industries and companies, in particular natural resources, salmon farms, waste management and disposal; acquisition and financing of real estate projects (residential and commercial); development and sale of over 25 solar distributed generation projects; advisory services to companies in the hospitality industry (involving Holiday Inn, Hilton, Atton); legal adviser to the IDB on the financing of the first desalination plant for urban services (Antofagasta); legal adviser to a number of prestigious higher education institutions on a wide range of matters, including the construction and launch of a University Clinic; legal adviser to a number of foreign companies and foreign investors establishing in Chile, from large multinationals to small and medium size companies.

Professional Memberships: Member of the Chilean Bar Association. Member of the International Bar Association.

SIMIÁN, Bernardo

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Featured in Corporate/M&A (Chile)

Practice Areas: Banking and Finance Projects Mergers and Acquisitions Corporate Law Innovation and Entrepreneurship Private Equity Capital Markets Alternative Assets Family Owned Companies

Career: Bernardo, partner at Barros & Errázuriz, has focused his practice on advising local and international companies in mergers and acquisitions, foreign investment, financing, mergers and capital markets.

Professional Memberships: Member of the National Arbitration Center

SOLÓRZANO, Patricio

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Featured in Real Estate (Chile)

Practice Areas: Real Estate

Career: Patricio, partner at Barros & Errázuriz, has more than 25 years of experience advising real estate projects, highlighting the structuring and development of real estate projects of residential, commercial or industrial nature; the structuring of companies for the execution of investments in this area, both nationally and internationally; and in the permanent

advice of important economic groups, investment funds, real estate and development companies and family offices, as well as in the design and implementation of complex solutions for title problems, urban planning and regulatory problems and in the design and exploitation under the form of development or income from real estate projects, with or without co-ownership, for residential, commercial, retail or mixed use.

Professional Memberships: Member of the Chilean Bar Association

STEIN, Rodrigo

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Featured in Tax (Chile)

Practice Areas: Specialist in corporate and international taxation; advising national and multinational clients on international transactions, investment structuring, financing, and mergers and acquisitions. Rodrigo Stein has over 20 years' experience advising national and international clients on corporate, indirect and international taxation; and transfer pricing; and representing clients in their dealings with the tax authorities, both at an administrative level and in court. His advisory services focus on a wide range of tax matters involved in clients' daily operations in industries such as mining, energy and natural resources, infrastructure, transport and technology. He also has experience in leading highly complex projects, including local and crossborder mergers and reorganizations, project finance and the structuring of joint ventures. Before joining Cuatrecasas, he was a partner at one of the four leading international auditing firms. He also worked at one of Chile's leading law firms.

Career: He frequently speaks at national and international conferences, including on IFA Chile's panels on international reorganizations, indirect sales tax, and international double tax treaties.

Professional Memberships: He is admitted to practice law in Chile and in the State of New York. He is a member of the International Fiscal Association (IFA) and is on the Technical and Editorial Board of IFA Chile's Scientific Committee. He is also a member of the Advisory Council of New York University's International Taxation Program.

Personal: Master of Laws in International Taxation, New York University School of Law, 2005. Bachelor of Laws, Universidad de Chile, 2003. Advanced Certificate in Law and Business, School of Law and Leonard Stern School of Business, New York University, 2005.

STITCHKIN, Juan Pablo

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Featured in Real Estate (Chile), Projects (Chile)

Practice Areas: Infrastructure projects, engineering and construction, mining and energy facilities, EPC, EPCM, BoP, BOT, BOOT, O&M contracts, claim management, administration of projects, real estate development, land development and related legal issues.

Career: Partner of Carey, co-head of Construction and Engineering and head of

Real Estate group. Professor, Construction Law Course, Universidad de Los Andes (2015–2020). Professor of Law, Business School, Universidad de Chile (2011–2012). Former Project Director in real estate and construction companies. Recognized in Construction by Who's Who Legal, in Projects and Real Estate by Chambers Latin America, among others.

Professional Memberships: Chilean Society of Construction Law. Chilean Bar Association.

Publications: Co-author of the Chilean chapter of Construction and Projects Q&As Global Guide, Thomson Reuters (2018–2020).

Personal: Universidad Católica de Chile (2001). LL.M., Northwestern University, Chicago (2009). Certificate Business Administration, Kellogg School of Management, Chicago (2009).

TIRADO, Eduardo

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Featured in Real Estate (Chile)

Practice Areas: Real Estate

Career: Eduardo Tirado is a principal associate of the Corporate Law and Real Estate practice at the Santiago Office. He has centered his practice on giving advice to corporate and real estate companies from diverse areas (construction companies, real estate, retail, telecommunications, ecommerce investments, investment funds, asset intermediation, etc.); participation in processes of acquisition and sale of companies; continuous advice to management and development teams and business administration of different areas. As a result of his extensive practice in real estate matters, he maintains particularly solid ties with clients in the field, having a clear leadership and being a reference in corporate and real estate matters within the team. With more than 15 years of experience, Eduardo has been featured in Chambers & Partners (2018–2019–2020–2021 "Associate to Watch"), The Legal 500 (2019–2020–2021 "Rising Star") y Leading Lawyers Chile, 2020 edition nominated as "Abogado Joven más Destacado", all of the above in the Real Estate practice. In the academic field, he served as Instructor Professor at the Civil Law department (2013 to 2018), and is currently Professor of the Course of Title Deed Studies of the Diploma in Real Estate Law of the Company (2012 to date) and Professor of the Department of Commercial Law (2019 to date), teaching the General and Particular Aspects of Commercial Contracting Business Law, all of the above at the University of Los Andes.

TORO, Luis Eduardo

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Featured in Competition/Antitrust (Chile), Dispute Resolution (Chile)

Practice Areas: Arbitration Competition and Antitrust Dispute Resolution Consumer Law

Career: Luis Eduardo, partner at Barros & Errázuriz, has experience in several areas of practice, such as contract law, consumer law, commercial matters and antitrust. He is a renowned lawyer,

standing out in competition and antitrust and complex commercial arbitrations. In the field of litigation, he has extensive experience in telecommunications, energy, contractual liability and damages, among others.

Professional Memberships: Member of the Chilean Bar Association Member of the Arbitration and Mediation Center of the Chamber of Commerce of Santiago

TORO, Paulina

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Featured in Environment (Chile)

Practice Areas: Environment and Natural Resources.

Career: Partner at Guzmán, Toro y Ruiz Abogados. Previously, lawyer at Philippi Prietocarrizosa Ferrero DU & Uría (2010–2019). Poch Legal S.A. (2006–2010) and in the National Environment Commission as Executive Legal Counsel Division (2000–2006). Master (c) Environmental Law, Universidad de Chile (2006–07). Specialization Postgraduate Degree in Economics and Finance, Universidad de Chile (2002). Diploma in Environmental and Public Law, Universidad de Chile (2000). Undergraduate of Law, Universidad de Chile. Law Degree in 2000. Professor in undergraduate course Environmental Ethics and Legislation, Universidad de Chile (2003). Professor in Diploma and Master in Environmental Assessment and Environmental Law, Universidad Finis Terrae (2011).

Professional Memberships: Chilean Bar Association.

Personal: Her professional practice focuses on Environmental, Public and Administrative Law, with knowledge and experience in environmental consulting, and in areas of Health Law, Natural Resources, Energy, Water, and others. She has developed strategic consultancies in environmental legal matters for the development of projects in different areas such as mining, industrial, energy, infrastructure and real estate, etc. With experience in environmental authority and private consultancy, in environmental management issues, environmental assessment procedures, oversight and sanction of projects, legal strategies, reports in law, audits of regulatory compliance, judicial and administrative actions, among others.

TORRETTI, Eduardo

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Featured in Tax (Chile)

Practice Areas: Admitted, 2006. He is an expert tax lawyer, with a wealth of experience counseling foreign and domestic private and corporate clients. His practice is focused on tax planning, asset protection and general cross-border advisory.

Career: Before Torretti & Cia. he was a partner at the Tax group of CorreaGubbins and at the Tax group of Guzmán y Cia., and associate at Barros, Letelier & González. He also was part of the Latin American Desk of Loyens & Loeff and fellow researcher at the International Bureau of Fiscal Documentation (IBFD), both in Amsterdam, the Netherlands. He teaches international tax law in the "Master of Laws in Taxation" of Universidad de Chile Economics and Business School, as well

as in the "Business Law LL.M." of Universidad de los Andes.

Professional Memberships: Eduardo is a member of the International Fiscal Association (IFA).

Publications: He drafted the reports on Chile for the Regional 2012 Congress at Montevideo and for the 2013 IFA Congress at Copenhagen. He is co-author of the book "Derecho Fiscal Internacional: Temas Selectos", Editorial Porrúa, 2011, México, DF.

TRUCCO, Carola

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Featured in Tax (Chile)

Practice Areas: Tax Family Owned Companies

Career: Carola, partner at Barros & Errázuriz, has 20 years of experience advising important companies in tax matters at a domestic and international level. She has specialized in cross-border operations, Mergers and Acquisitions and business reorganizations. She contributed to the Chilean Chapter for the IBFD Guide on Taxation and Transfer Pricing for 2015, an annual publication prepared by the International Bureau of Fiscal Documentation and has acted in various national and international seminars as a guest speaker, contributing with her vast tax experience. She is the Partner in charge of our relationship with the Taxand network. Currently she is part of the Affinitas Diversity Committee and Gender Equality Committee at the firm, promoting internal initiatives towards commitment to the community and diversity in the legal world.

Professional Memberships: Member of the Chilean Bar Association Member of the International Fiscal Association Barros & Errázuriz' representative for Vance Center Program: Woman in the Profession (WIP) Alternate Director Coca Cola Embohor

Publications: Along with other lawyers in the Affinitas network, she co-authored an article on the Chilean tax system and the tax reform approved in September 2014 in Chile Chilean Chapter for the IBFD Guide to Taxation and Transfer Pricing, International Bureau of Tax Documentation

UBILLA, Nicolás

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Featured in Dispute Resolution (Chile)

Practice Areas: Complex Litigation; Dispute Resolution

Career: FerradaNehme, Partner (2018–Present); FerradaNehme, Director (2015–2018); Philippi, Prietocarrizosa & Uría, Associate (2012–2015); Naranjo & Ibarrola, Associate (2008–2011).

Professional Memberships: Member of the index of Young Referees (AJCAM).

Publications: Chilean jurisprudence regarding the Unfair Competition Law (2022); New Regulation for Limited Companies. A paralegal increase in the standard of care demanded from directors (2014); Civil liability for actions of unlawful competition (2013).

Personal: Civil Law professor at Universidad de Chile (2011–2016).

UGARTE, Francisco

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Featured in Corporate/M&A (Chile)

Practice Areas: M&A, private equity, capital markets, banking and finance, insolvency, bankruptcy and restructuring, government procurement.

Career: Partner since 2007. Foreign Associate, Shearman & Sterling, NYC (2001–2003). Professor, LL.M., Universidad Católica (since 2010). Professor of Corporation Planning and M&A, Universidad Adolfo Ibáñez (2009–2012). Current member of the Board: SQM, Votorantim Andina, Compañía Industrial El Volcán. Past member of the Board: Bci Corredor de Bolsa, Liberty Seguros Generales. Recognized in M&A, Derivatives, Capital Markets by Chambers LatAm, LACCA, Client Choice Guide, Latin Lawyer, among others.

Professional Memberships: Chilean and International Bar Association. Vice-Chair of the Latin America & Caribbean Committee and M&A Joint Venture Committee, Section of International Law, ABA (2020–2021).

Publications: Co-author of the Chilean chapter in ICLG—Derivatives, Global Legal Group (2020). Author of the Introduction "Legal innovations that foreign investors should be aware of", ILFR Guide (2014). Co-author of "Secured Transactions South of the Border: Chilean Highlights and Recent Developments", Consumer Finance Law conference, Quarterly Report, Vol.66, N°3 and N°4, Oklahoma City University Law School (2012). Author of the Chilean chapter in "Essentials of Merger Review", International Antitrust Committee, ABA (2009). Co-author of the Chilean chapter in "Merger Control Worldwide", Cambridge University Press (2005).

Personal: Universidad Católica (JD, 1996). LL.M., University of Chicago (2001).

UGARTE, Jorge

Carey, Santiago de Chile

Featured in Corporate/M&A (Chile)

Practice Areas: Mergers and Acquisitions, Private Equity, Capital Markets, Family Companies and Holdings.

Career: Partner of Carey and co-head of the firm's Corporate / Mergers and Acquisitions / Capital Markets Group. He advises local and foreign clients on all kinds of mergers and acquisition transactions, including the purchase of shares, equity and assets of both public and close corporations, public takeovers, private equity transactions, shareholders agreements, issuance and securities transactions. He acts as counsel to family companies and holdings on the corporate organization of their business and the structuring of their estate successions. He is professor of Civil Law, former professor of Corporate Law of Universidad Católica de Chile and author of the book "Share Transfer Agreements".

Professional Memberships: Member of the International Bar Association, Chilean Bar Association.

Publications: Author of "Nature and Ownership of Individual Rights" in the book "The Reasons of Law", Thomson Reuters (2022). Co-author of the Chilean chapter of "Corporate Governance Review", Law Business Research (2017). Author of "Enforceability of Contracts against Third

Parties and Actions Arising therein", Revista Chilena de Derecho Privado (2017).

Personal: Law, Universidad Católica de Chile. LL.M., Columbia University, New York (2009). Family Business Management Program, ESE Business School (2017). Family Governance LATAM Program, Wharton Business School, Miami (2017).

UNDURRAGA, José Gabriel

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Featured in Public Law (Chile)

Practice Areas: Partner and member of the public law, regulatory, TMT and real estate groups. He also leads the agribusiness department. His practice is focused on public law and regulatory processes and is regularly part of M&A deals to assess our clients in connection with regulatory issues.

Career: He was Foreign Attorney at Telecommunications Market Commission of Spain (2010) and as Foreign Attorney at Cuatrecasas Gonçalves Pereira (2011). He is member of the Advisory Council of the Pro Bono Foundation and in the academic field, he is Visiting Professor of the Urbanistic and Construction Diploma and Professor of the Regulatory Compliance Diploma at Pontificia Universidad Católica de Valparaíso Law School; Professor of Urban Applied Legislation Mechanism and Territorial Planification Diplomas at the Pontificia Universidad Católica de Chile, Architecture, Design and Urban Studies School; and Assistant Professor of Administrative Law at Pontificia Universidad Católica de Chile and Universidad de Chile Law School.

URRUTIA, Ignacio

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Featured in Environment (Chile)

Practice Areas: Environmental / Energy and Natural Resources / Public Law / Indigenous Law.

Career: Joined Urenda Rencoret Orrego & Dörr in 2008 and partner since 2012. Regional Director of the National Environmental Commission – Metropolitan Region (2001-2008). Professor of environmental law at Universidad de Chile since 2010. Has been recognized by Chambers & Partners, Legal 500, Who's Who Legal, IFLR1000, Latin Lawyer 250, Leaders League and Best Lawyers, among others.

Professional Memberships: Chilean Bar Association.

Publications: "Management of Hydrological Resources" and "Appeals in Environmental Law", Legal Publishing Company and National Center of the Environment of Universidad de Chile. "Citizen Involvement in Free Trade Agreements" of the Environmental Corporation of the South and Konrad Adenauer Foundation. **Personal:** Universidad de Chile (LL.B., 1996). Pontificia Universidad Católica de Chile, Master in Corporate Law (2004). Universidad de Chile, Master in Environmental Law (2011).

VALDÉS, Salvador

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Featured in Capital Markets (Chile), Corporate/M&A (Chile)

Practice Areas: Mergers & Acquisitions, Capital Markets, Private Equity, Insolvency & Restructuring, Banking and Finance.

Career: Partner at Carey since 2004. Foreign Associate at Shearman & Sterling, New York (1996-1997). Professor Universidad Católica de Chile (2005-2020). Recognized as Lawyer of the Year in Capital Markets and in Corporate and M&A by Best Lawyers, and recognized in Corporate and M&A and in Capital Markets by Chambers, Latin Lawyer, Legal 500, among others.

Professional Memberships: Board Member of Chile-Canada Chamber of Commerce, Paz Corp, Adexus. Member of ICARE Legal Group.

Publications: Author of specialized publications on corporate governance, mergers and acquisitions, international finance among others.

Personal: Universidad Católica de Chile (JD, 1992). LL.M., University of Chicago (1996).

VAN DER SCHAFT, Mónica

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Featured in Dispute Resolution (Chile)

Practice Areas: Complex civil and commercial litigation; vast experience as counsel and arbitrator in domestic and international arbitration; mediation; pre-litigation advice and negotiation of complex disputes.

Career: Garrigues Partner (2016); Partner at Cariola, Díez, Pérez-Cotapos (2010-16); Associate at Cariola, Díez, Pérez-Cotapos (2004-10); Partner at Estudio Etcheberry (1994-2004).

Professional Memberships: Chilean Bar Association; Club Español de Arbitraje; ICC; Chilean Society of Construction Law; Member of the Arbitration Corps of the Santiago Arbitration and Mediation Center; Member of the Chilean Bar Association Council.

Personal: LL.M. Harvard Law School (1996); JD Universidad de Chile (1992); Diploma Chartered Institute of Arbitrators (CI Arb); Dispute Resolution Board Foundation Training.

VERA, Bárbara

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Featured in Labour & Employment (Chile)

Practice Areas: Employment and social security law, immigration law and litigation.

Career: Head of the Labour Practice at Garrigues's Chile Office (2017). In-House Attorney in Labour Matters at Corporación Nacional del Cobre de Chile, Codelco Chile (2015-2017). Senior associate at Carey y Cía. (2009-2015) Associate at Claro y Cía. (2007-2009).

Professional Memberships: Chilean Bar Association. Sociedad Chilena de Derecho del Trabajo

Publications: "Strick and lock-out". Manual de Consultas Laborales y Previsionales, Legal Publishing, Santiago, 2011.

Personal: Attorney at Law. Universidad de Chile (2007). Diploma in Labour and

Social Security Law. Pontificia Universidad Católica de Chile (2009). Diploma in Mining Law. Universidad Adolfo Ibáñez (2015). Languages: English and Spanish.

VERGARA, Matías

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Featured in Insurance (Chile)

Practice Areas: Insurance and reinsurance industry, customs and international trade, government procurement, international transactions, mergers and acquisitions, regulatory matters, and commercial and corporate advisory services.

Career: Partner at Carey since 2018. Professor of Insurance Law, Universidad Adolfo Ibáñez (since 2017). International Purchasing Group Intern, Heidelberg Cement, Germany (2009). Insurance brokers claims consultant, Waterloo Brokers, South Africa (2008-2007). In-house counsel at Rabobank Chile (2007). Recognized in Insurance by Chambers Latin America, The Legal 500, Best Lawyers, among others.

Professional Memberships: Chilean Bar Association, AIDA Chilean Section.

Publications: Co-author of "The Insurance Agreement and Similar Agreements", Revista Chilena Derecho Seguros, 2016. AIDA Chile (2017). Co-author of "Possible Transpacific Partnership Implications for Chilean International Trade", Global Trade and Customs Journal (2016). Contributor to Benchmarking Public Procurement, Assessing Public Procurement Systems in 77 Economies, World Bank (2016). Contributor to Benchmarking Public Procurement, Pilot Report Assessing Public Procurement Systems in 10 Economies, World Bank (2015). Co-author of "Amendment to Self-Accusation Regulations in the Customs Ordinance", The Year in Review (2015).

Personal: Universidad de Chile (JD, 2005). LL.M., University of Cape Town. Degree Non-Life and Life Insurance, Escuela de Seguros & Universidad de Los Andes (2011). Degree New Tax and Customs Regulations, Universidad Finis Terrae, (2012).

VERGARA, Rafael

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Mining, environmental law and litigation, infrastructure and project development, arbitration, natural resources, water rights, energy, surface lands, project financing, corporate and commercial law.

Career: Partner at Carey since 1996. Co-head, Natural Resources and Environment Group. Member of the Advisory Council, WAOML. Trustee-at-large, Rocky Mountain (2012-2015). Professor, Mining Law, Universidad de Chile and Universidad de Los Andes. Special courses on mining law for judges and members of the Courts of Appeals, organized by the Judiciary Academy of Chile. Recognized in Energy and Natural Resources: Mining and in Projects by Chambers Latin America, and in Environment, Mining, Projects and Infrastructure by The Legal 500, among others.

Professional Memberships: Chilean Bar; PDAC; IBA; IBPA: At-Large Council

Member Representative for LatAm (2017-2019); ABA; WAOML; RIELA.

Publications: Co-author of the article Streaming Agreements – Mining, Getting the Deal Through (2019). Co-author of the Chilean chapter of Construction and Projects Q&As Global Guide, Thomson Reuters (2018-2020). Author of the Chilean chapter on Mining, Getting the Deal Through (2010-2013). Presented papers on Chilean mining, energy, natural resources regulations and environment at numerous seminars, both in Chile and abroad.

Personal: Universidad de Chile (JD, 1985).

Participant, AAIL, Southwestern Legal Foundation, USA (1993). PIL, Harvard (1997).

VIGIL, Jorge

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Featured in Corporate/M&A (Chile)

Practice Areas: Corporate and Business Law. Mergers and Acquisitions. Project Financing.

Career: Jorge focuses his practice on Mergers and Acquisitions, Corporate Governance, and Civil and Commercial Law, providing strategic advice to a wide range of clients. He is especially active in transactions of private equity, venture capital, joint ventures, and internal reorganizations of all types of companies. Likewise, he has developed an important practice in facing and resolving disputes between partners and shareholders. Jorge advises his clients in the corporate review of Crime Prevention Models and other elements of compliance, and has been recognized as an outstanding lawyer by Leading Lawyers in the area of Corporate Governance.

YÁVAR, Josefina

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Featured in Venture Capital (Chile), Corporate/M&A (Chile)

Practice Areas: Specialist in mergers and acquisitions, corporate governance, creating and structuring investment funds, private equity, and venture capital. Josefina Yávar is an expert in M&A transactions, particularly in national and international projects in the energy sector. She also specializes in advising investors and entrepreneurs on investment and financing processes. Before joining Cuatrecasas, she worked for a leading Chilean law firm.

Career: She lectures in the Master of Laws at the Pontificia Universidad Católica de Chile.

Personal: Master of Laws, Harvard Law School, Cambridge, USA, 2011. Bachelor of Laws, Pontificia Universidad Católica de Chile, Santiago de Chile, 2005.

YBAR, Mario

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Featured in Competition/Antitrust (Chile)

Practice Areas: Competition law

Career: Mario Ybar is counsel and head of the competition practice. His practice focuses on antitrust, litigation, and mergers and acquisitions. Prior to joining

Garrigues, Mario worked for 15 years at the Chilean competition agency (Fiscalía Nacional Económica -FNE-) where he held different positions: acting national economic prosecutor, deputy national economic prosecutor, head of the mergers division and deputy head of investigations. He lectures at Universidad de Chile (Competition Law and Policy Diploma) and Universidad del Desarrollo (Master in Business Law). Between March and June 2019 he was visiting professor at Universidad Pompeu Fabra (Barcelona, Spain). Mario is a member of the Chilean Bar Association.

YURASZECK, Nicolás

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Featured in TMT (Chile)

Practice Areas: Nicolás focuses on new technologies, intellectual property and telecommunications law, with special expertise in public policies and government relations.

Career: Before joining Magliona Abogados in 2014, Nicolás worked at Edwards y Cia. Law Firm, between 2011 and 2012. He also worked as an attorney advisor at National Council of Culture and the Arts, Government of Chile between 2012-2014.

Publications: "Regional insights on consent and the evolution of privacy", in Data Protection Law & Policy, May 2015. Since 2019 he is author of Chambers and Partners for the Data Protection & Privacy guides, as well as Lexology Getting the Deal Through, specifically of the Chile chapters 2022 for Licensing and Digital Business and 2023 Data Protection and Privacy.

YURI, Ana María

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Featured in Real Estate (Chile), Corporate/M&A (Chile)

Practice Areas: Corporate/M&A; Real Estate, infrastructure and construction; Capital Markets; Banking and Finance; Project Finance; Restructuring and Insolvency.

Career: Ana María Yuri has dedicated her more than 20 years of career to corporate law, which includes, among others, advising on M&A, Banking and Finance and Capital Markets. In addition, she has extensive experience in Real Estate, Construction and Projects matters.

Professional Memberships: Member of the Chilean Bar Association.

ZAVALA, Marco

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Featured in Energy & Natural Resources (Chile)

Practice Areas: Partner and member of the mining team and head of the business development committee in Guerrero Olivos. He has vast experience on transactional and regulatory mining matters and specializes in project acquisition, financing, and development of mining, energy, and green hydrogen projects.

Career: He was Head of the Latin America Practice at Hammonds (currently Squire Patton Boggs-Europe), London, United Kingdom (2002-2009). He is a member of Rocky Mountain Mineral Law Foundation (from 2013), and part of Prospector & Developers Association of Canada.