



# MAGLIONA

— ABOGADOS —

RECOMMENDED AS ONE OF THE BEST CHILEAN FIRMS BY SOME  
OF THE MOST PRESTIGIOUS INTERNATIONAL DIRECTORIES





# THE FIRM



Magliona Abogados provides legal services of excellence both to local and multinational companies. We specialize in corporate matters, tax services, complex business litigation and finance structures, telecommunications, technology law, intellectual and industrial property and management of government relations and public policies, including, among others, corporate structuring, due diligence planning, mergers and acquisitions, financial assistance, syndicated loans, liability restructuring and leasing. We are experts in licensing and software development agreements, technological platforms, franchises, data protection, computer crimes, distribution, production and financing of film and television.

Our clients encompass a wide range of enterprises. Our goal is to build sound and enduring relationships that help our clients reach their goals.

## ACKNOWLEDGMENTS

---

Featured by Chambers Global 2020 and Chambers Latin America 2020 as leading law firm in the area of intellectual property and leading law firm in the area of TMT (telecoms, media and technology). Clients point out “The firm is characterized by its efficiency and response time. It gives its clients the maximum confidence to delegate their subjects “and” the firm easily competes with larger studios, granting a service of excellence. Their services are highly personalized, their team is always available.

Recommended by “The Legal 500 Latin America 2019” in corporate and mergers and acquisitions, in TMT (telecoms, media and technology) and in intellectual property. The publication states that Magliona Abogados “impresses with the high quality, efficiency and speed of its services and cites a client who points out that “they are simply the best”.

Recommended by Best Lawyers 2020 in the law of technologies and qualified by Leaders League 2020 as leading firm in Technology and Digital Services, highly recommended in Telecom and recommended in Intellectual Property Litigation. Featured by IP Stars 2020 in Copyright & Related Rights, and Trademarks (2020).

Recommended by Latin Lawyer National 2020 in Data Technology & Privacy Law, and Telecom & Media.



Magliona Abogados



Magliona Abogados



# TEAM



Our attorneys understand our client's businesses and objectives so our legal advice has a deep commercial orientation. Our commitment is to satisfy the legal needs of our clients in a world of growing commercial and legal challenges. The team has significant professional experience in Chile and abroad. We understand local and multinational companies that must comply with the demanding regulations and standards required in business today.

Our team includes prominent attorneys educated in the most prestigious law schools in Chile and abroad. Some have masters in business, technology law or in other areas of expertise. Our lawyers commonly speak at seminars and conferences and are well-known academics in their areas of specialization at the best universities in the country. They are continuously publishing articles in prestigious international magazines and authoring books on special subjects. The members of our firm have fluent command of English gained during extended periods of study and practice in English-speaking countries, which allow us to represent the interest of our clients.

## GLOBAL REACH

---

Magliona Abogados is a member of Geneva Group International (<http://www.ggi.com>) and Primerus (<http://www.primerus.com>)<sup>1</sup>, which allows us to offer a global service of exceptional quality in protecting the interests of our clients. We provide a unique quality service to companies that explore the possibility of establishing and starting operations in Chile and the region, through solid advice on the necessary regulations for the start of operations, recommending the most appropriate corporate structure for each case and providing advice on matters as varied as protection of intellectual property, relations with workers and everything necessary for the optimal development of the business.

(<sup>1</sup>) Primerus is a worldwide network of law firms, throughout the US, Asia, Europe, the Middle East, Africa, Latin America and the Caribbean.



## PRO BONO

---

Magliona is a proud member of the Pro Bono Foundation ([www.probono.cl](http://www.probono.cl)), a nonprofit foundation seeking to bring quality legal advice to individuals and companies with limited resources. García Magliona and his team understand that community involvement is fundamental to the training of today's lawyer.





# PRACTICE AREAS



Our professional services include specialized corporate, corporate and tax matters, litigation, telecommunications, new technologies law, intellectual and industrial property and management of government relations and public policies, including, among other matters, corporate structuring, process planning due diligence, mergers and acquisitions, financial advice, syndicated loans and restructuring of liabilities. We are experts in licensing and contracts for software development, technological platforms, franchises, data protection, cybercrime and contracts for distribution, production and financing of productions.

## **BANKING, FINANCING AND PROJECT FINANCE**

Magliona Abogados is involved in all types of finance, collateral and security, simple and syndicated loans, derivatives transactions and project finance.

## **VENTURE CAPITAL**

Magliona Abogados is a recognized firm in Venture Capital and advises its clients from its initial stages to its consolidation and internationalization process.

We provide advice on all types of venture capital financing, supporting our clients on each stage of the company's growth, including seed capital, early stage rounds, rounds of growth, debt financing, angel investor rounds, due diligence, corporate governance and tax planning.

## **CORPORATE / MERGERS AND ACQUISITIONS**

Magliona Abogados provides advice on corporate and contractual matters, including joint ventures, mergers and acquisitions, and due diligence processes. We advise our clients during the process of determining the corresponding corporate structure, including negotiating shareholder agreements and drafting the needed documents to materialize the joint venture, merger or acquisition. Our consultancy includes all aspects necessary for the establishment and development of a commercial activity, including, among others, customs, real estate, tax, labor advice and in matters of regulated markets and free competition legislation. We provide support to our clients structuring a wide range of corporate transactions and advising on all types of contracts and operations both locally and internationally.

## **PUBLIC LAW**

Magliona Abogados represents its clients before the governmental authorities, in matters of public policies and regulation.

In a context where the State's regulatory intervention in different economic activities has intensified, Magliona Abogados advises its clients in all regulated sectors of the economy.

## **PROJECT FINANCING**

Magliona Abogados advises its clients through all the phases of the project, from the beginning to the post-operation stages, which includes the due diligence processes, the constitution of investment vehicles necessary for the development of the project, the review and drafting of project contracts, the structuring of guarantees, the financing itself and all the necessary advice for the success of these operations.

## **ENGINEERING, CONSULTING AND RELATED SERVICES AGREEMENT**

Magliona Abogados has been involved in structuring, negotiating and drafting more than 100 services agreements related to services to the mining industry.

## **REAL ESTATE**

Magliona Abogados provides advice on all types of real estate projects, purchase and sale of real estate, subdivisions and mergers of properties, leases, usufructs, loans, real estate leasing and mortgage loans, defense in lawsuits, huge injury, demarcation, eviction, expropriation, concessions and permits in national goods for public use.

## LABOUR & EMPLOYMENT

Magliona Abogados has a labour practice in charge of experts in the field. We support our clients, especially human resources departments, in planning, management and legal audit. We provide legal services to companies and individuals in matters such as representation in labour litigation, drafting and management of individual contracts and collective work instruments, individual or collective negotiation processes, compensation and incentives, labour accidents, representation before the Inspectorate of Work and Social Security, among others.

We have experience in the field of subcontracting, advising leading companies, contractors and subcontractors.

One of the main objectives of our professional advice in this area is to prevent conflict. In this way, our purpose is to work along with our clients, developing policies and practices that promote productive relationships, with the aim of reducing the possibility of labour conflicts -whether individual or collective, or administrative sanctions. Finally, we have the lawyers, the knowledge and experience required to advise our clients before the legal, substantive and procedural modifications of the Labor Reform.

## LITIGATION AND ARBITRATION

Magliona Abogados defends the interests of its clients in mediations and arbitrations, in the filing of legal actions in civil, contractual and non-contractual liability matters, as well as in the forced execution of credit agreements. Magliona Abogados represents its clients before the Arbitration Center of the Chamber of Commerce of Santiago, arbitration judges and Ordinary Courts of Justice.

## LITIGATION (CRIMINAL)

Magliona Abogados has an undeniable career in the new criminal prosecution system, specializing in criminal litigation in oral trials. We provide legal advisory services and judicial representation in criminal matters, both at the level of individuals and companies, particularly in matters of economic crimes (internal fraud, financial fraud, cybercrime, securities market, and other equivalents associated with corporate activities).

## MEDIA & ENTERTAINMENT

Magliona Abogados represents the different agents of this dynamic industry, providing advice to actors and producers, in advertising contracts and production, distribution and financing of cinematographic works and other productions agreements. We participate in the creation of the business plan, in the corporate structuring and in the determination of the most appropriate financing structure for each project.

## GOVERNMENT RELATIONS AND POLICY MATTERS

Magliona Abogados handles government relations and policy matters for its clients, including a vast range of strategies and areas with key players and Government agencies.

## INTELLECTUAL PROPERTY

Magliona Abogados advises its clients in the registration of trademarks, patents and industrial designs, as well as in matters relating to copyright and the internet.

The protection of intellectual property is an area of special relevance for companies as they continue to expand and protect their technologies, brands, products, data and services.

Magliona Abogados is a leading firm in the Intellectual Property market, providing strategic, commercial and litigation advice in the area.



## CONSUMER PROTECTION

Magliona Abogados advises its clients on matters related to consumer law, from a current perspective, taking into account the sustainable development of the regulations applicable to this subject and its relationship with other areas of practice.

We specialize in the analysis of the general contracting conditions for compliance with the duties and obligations established in the legislation. In particular, in matters of e-commerce.

We represent the interests of our clients in collective and individual actions, administrative actions, mediations, agreements and collective trials.

## DATA PROTECTION

Magliona Abogados advises its clients in the drafting, implementation and enforcement of privacy policies, which cover issues related to the right to image, the right to honor and privacy, the protection or commercial exploitation of the image and other assets related to Privacy.

At Magliona Abogados we adapt our clients to the data protection obligations imposed by the new regulations on the subject.

## TMT

Magliona Abogados has a team of experts in the protection of new technologies and the intellectual and industrial property of its clients. We advise important telecommunications companies, software producers and other technologies as well as companies that provide services on the Internet and others that need to protect their intangible assets, such as databases.

An important area of expertise of our firm is the licensing of software, technological contracts, file exchange platforms and data processing, electronic contracting, data protection, protocol and privacy policies, security and computer crime.

We protect the technological development of our clients in terms of intellectual property and industrial property, including copyright, trademarks, invention patents, utility models, industrial designs, domain names and others.

We have successfully participated in the establishment of franchises, distribution and representation contracts both nationally and regionally. In complex transactions such as mergers and acquisitions, in addition to our corporate and corporate practice, we incorporate our solid experience in considering technology as a relevant asset in such processes.

# LAWYERS



Our attorneys have great professional experience earned in Chile and abroad. This means they understand local and multinational companies that must comply with demanding directives and standards that are a part of doing business today.

Members of Magliona Abogados have been educated in the most prestigious law schools in the country and abroad, some of whom have earned masters in business, in technology law and other matters. Our attorneys are regular speakers at seminars and conferences and are well-known academics at the best universities in the country. They continuously publish articles in prestigious international magazines.



## CLAUDIO MAGLIONA

### Partner

cmagliona@magliona.cl

Claudio Magliona has an extensive practice in corporate and financing, technology law, telecommunications, intellectual and industrial property and entertainment law, including corporate structures, mergers and acquisitions, financing, licensing and software development agreements, franchising, data protection, prevention of computer crimes and film distribution, production and financing. Mr. Magliona also handles 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 Comparaaonline 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 Générale to Sucden Chile S.A. (2016), Adessa Falabella Data Center sale to GTD Grupo Teleductos (2018), among others.



Claudio Magliona



Claudio Magliona



Ranked by (i) Chambers Global 2020 in Intellectual Property (Band 2), (ii) Chambers Latin America 2020 as leader in TMT (Telecommunication, Media & Technology) (Band 1) and Intellectual Property (Band 2), (iii) The Legal 500 Latin America 2019 as recommended lawyer in Corporate and M&A, TMT (Leading Lawyer) and Intellectual Property, (iv) 2019 Best Lawyers as lawyer of the year in information technology law, (v) Best Lawyer 2020 in Media Law, Information Technology Law, Intellectual Property Law and Technology Law (vi) Leaders League 2020 as leader in Technology and Digital Services, highly recommended in Telecom and recommended in Intellectual Property Litigation (vii) IP Stars 2020 and (viii) Latin Lawyer LACCA in Corporate and M&A.

The publications highlight his 24/7 availability, business-oriented advice and visible commitment to each case: "He is an extremely talented lawyer who has a comprehensive knowledge of all the issues in this sector and of the best way to deal with them" and "impressive client portfolio and strong academic background".

Claudio Magliona together with a group of peers was awarded the 2012 Probono Case recognition because of his probono work in intellectual property.

## PROFESSIONAL EXPERIENCE

From 1998-2002 and 2006 Mr. Magliona worked as an associate with Carey y Cia's Banking and Financial 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, in particular, 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 off-shore stock exchange applications with the Superintendence of Banks and Financial Entities, the Central Bank of Chile and the Superintendence 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







**GETTING THE  
DEAL THROUGH**

National expert



time, he also was 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, policy and enforcement issues affecting copyright industries.

## 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 and 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.

He is the author of the Chile chapters on Licensing 2018, E-commerce 2018, Copyright 2019 and Data Protection and Privacy 2018 in Lexology Getting the Deal Through.

## MEMBERSHIPS

Mr. Magliona is a member of the Chilean Bar Association and the International Bar Association (IBA).

## EDUCATION

- Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales, with distinction (1997).
- Master of Laws (LLM) in Law, Science & Technology, Stanford Law School (2003).
- Bar admitted in Chile (1997).

## ACADEMIC ACTIVITIES

Mr. Magliona is Professor at Universidad de Chile Law School and former Director of the LLM in Law, Technologies, Telecommunications and Intellectual Property (2012-2016).

## LANGUAGES

Mr. Magliona Speaks English and Spanish and is proficient in Hebrew.



## GIOVANNI DONATI

Partner

gdonati@magliona.cl

### PRACTICE

His professional practice focuses on corporate matters, including mergers and acquisitions.

Featured by The Legal 500 Latin America 2019 in Corporate & Mergers and Acquisitions, TMT and Intellectual Property.

### PROFESSIONAL EXPERIENCE

Before joining Magliona Abogados in 2012, Giovanni worked in Chile Citizen Foundation and the Metropolitan North Central Regional Prosecutor Office.

### PUBLICATIONS

Latin Lawyer's Corporate Governance Reference 2018.

Latin Lawyer's Corporate Governance Reference 2017.

### EDUCATION

- Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales with honors, Thesis awarded maximum honors (2012).
- Diploma in Consumer Law, Universidad de Chile (2019)

### ACADEMIC ACTIVITIES

He is professor assistant to Civil Law at the Universidad de Chile.

### LANGUAGES

Spanish and English.





## JUAN PABLO MONTIEL

Partner

[jpmontiel@magliona.cl](mailto:jpmontiel@magliona.cl)

### PRACTICE

Juan Pablo focuses on civil and commercial matters with special expertise in corporate, real estate and labor matters.

Recommended by The Legal 500 Latin America 2019 in Corporate and M&A.

### PROFESSIONAL EXPERIENCE

Before joining Magliona Abogados in 2013, Juan Pablo worked as associate lawyer at Cuevas Abogados, where he focused on corporate and litigation matters.

### PUBLICATIONS

"The crime of theft by surprise in case law", 2004-2009. Editorial Abeledo Perrot/Legal Publishing Chile. 197 pages.

### EDUCATION

- Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales with honors (2012).
- Diploma in Real Estate Business and Law, Pontificia Universidad Católica de Chile (2015).

### LANGUAGES

Spanish and English.







## NICOLÁS YURASZECK

Partner

nyuraszeck@magliona.cl



Nicolás Yuraszeck



### PRACTICE

Nicolás focuses on new technologies, intellectual property and telecommunications law, with special expertise in public policies and government relations.

Ranked by (i) Chambers Latin America 2020 as Up and Coming in TMT (Telecoms, Media, Technology), (ii) The Legal 500 Latin America 2019 as recommended lawyer in Intellectual Property and TMT (Next generation Lawyer), (iii) Leaders League 2020 as leader in Technology and Digital Services, highly recommended in Telecom and recommended in Intellectual Property Litigation, and (iv) 2020 Best Lawyers as lawyer of the year in technology law.

### PROFESSIONAL EXPERIENCE

Before joining Magliona Abogados in 2014, Nicolás worked with Edwards y Cia., between 2011 and 2012. He also worked as attorney advisor at National Council for Culture and the Arts, Government of Chile between 2012 – 2014.

### PUBLICATIONS

Nicolás Yuraszeck is author of “Regional insights on consent and the evolution of privacy”, published in Data Protection Law & Policy – May 2015.

### EDUCATION

- Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales (2010).
- Diploma in Intellectual Property at Pontificia Universidad Católica de Chile.
- Masters Degree in Technology and Law, Universidad de Chile.

### LANGUAGES

Spanish and English.



**CARLOS ARAYA**  
Attorney - Director  
caraya@magliona.cl

## PRACTICE

Carlos focuses his practice on civil and commercial matters, with special expertise on licensing and intellectual property litigation, trademarks and telecommunication law.

Ranked by Best Lawyer 2020 in Entertainment Law and Media Law.

## PROFESSIONAL EXPERIENCE

He joined Magliona Abogados's team in 2013.

## PUBLICATIONS

Latin Lawyer's Data Protection & Cybersecurity Reference 2019.

"Towards an open exception to copyright in Chile: A normative proposal in the light of fair uses", Chilean Journal of Law and Technology, Vol. 6, N° 1, 2017.

Coautor in LatinLawyer since 2017.

"Catch Me If You Can: When the Law Cannot Reach Technology Innovation in Chile" en Paradigm (2019).

## EDUCATION

- Law, Universidad Adolfo Ibáñez, Licenciado en Ciencias Jurídicas (2011).
- Postgraduate in Private Law, Universidad Adolfo Ibáñez.
- Diploma Intellectual Property, Pontificia Universidad Católica de Chile (2016).
- International Professional Summer Program Understanding U.S. Intellectual Property Law en Stanford University (2019)

## LANGUAGES

Spanish and English.





## CAROLINA ABARCA

Attorney - Director

cabarca@magliona.cl

### PRACTICE

Director of Magliona's Labor Group. Her practice is focused in areas related to corporate and labor law.

Ranked by Best Lawyer 2020 in Employee Benefits Law.

### PROFESSIONAL EXPERIENCE

In 2015 Carolina Abarca worked at Banco Internacional in the Legal Department, participating in agreements and legal reports. She joined Magliona Abogados in 2016.

### PUBLICATIONS

Latin Lawyer's Corporate Governance Reference 2018.

### HONORS

Editorial Legal Publishing Chile Award for Outstanding Academic Performance, Universidad de los Andes, 2014.

### EDUCATION

- Law, Universidad de los Andes (2015).
- Specialization in Environmental Law, Universidad de los Andes (2013)
- Diploma in Labour Law, Pontificia Universidad Católica de Chile (2018)

### LANGUAGES

Spanish, English and German.







**RAMÓN ROJAS**  
Law School Graduate  
rrojas@magliona.cl

## **PRACTICE**

His professional practice focuses on civil and administrative litigation.

## **PROFESSIONAL EXPERIENCE**

Before joining Magliona Abogados in 2017, Ramón Rojas worked as litigation paralegal in different firms. Between 2012 and 2014, he was part of the Arbitration and Dispute Resolution team of Cariola Diez Pérez-Cotapos. Then, between 2014 and 2015, he was part of the Arbitration and Civil Dispute Resolution team of Albagli Zaliasnik.

## **ACADEMIC ACTIVITIES**

He has been assistant at the University of Chile Law School, currently integrating courses in Civil Law, Legal Clinic I and Oral Litigation.

## **EDUCATION**

- Law, Universidad de Chile (graduate).

## **MEMBERSHIPS**

He is a member of the International Commercial Arbitration team of the Law School of the University of Chile.

## **LANGUAGES**

Spanish and English.



## **KARLA FREZ**

Attorney

kfrez@magliona.cl

### **PRACTICE**

Her professional practice focuses on corporate, real estate and employment law.

### **PROFESSIONAL EXPERIENCE**

Karla joined Magliona Abogados in 2018.

### **PUBLICATIONS**

"Relevant aspects of the distinction between special courts that are part of the judiciary and those that are not part of it", in Law Studies of the Judiciary: minutes of the Student Congresses of Law of the Judiciary, 2013 to 2016. Pp. 127-140.

### **EDUCATION**

- Law, Pontificia Universidad Catolica de Valparaíso (2018).
- Diploma in Environmental Law, Universidad de Chile (2019)

### **ACADEMIC ACTIVITIES**

Between the years 2011 and 2015 she worked as Assistant of the Chairs of Introduction to the study of Law 1 and 2 and Civil Law in the Pontificia Universidad Catolica de Valparaíso.

### **LANGUAGES**

Spanish and English.



## **CHRISTOFER ASTUDILLO**

Attorney

castudillo@magliona.cl

### **PRACTICE**

His professional practice focuses on employment law.

### **PROFESSIONAL EXPERIENCE**

Before joining Magliona Abogados in 2019, Christofer worked with Velasco Vidal Plaza Rudolph Abogados, where he focused on litigation.

### **EDUCATION**

- Law, Pontificia Universidad Católica de Valparaíso, Licenciado en Ciencias Jurídicas (2017)

### **LANGUAGES**

Spanish and English.





## **BÁRBARA REYES**

Attorney

breyes@magliona.cl

### **PRACTICE**

Her professional practice focuses on corporate law and real estate, along with advising on policy matters, compliance and relations with government.

### **PROFESSIONAL EXPERIENCE**

She joined Magliona Abogados's team in 2019.

### **EDUCATION**

- Law, Pontificia Universidad Católica de Valparaíso, Licenciado en Ciencias Jurídicas (2018)
- Diploma in Compliance and Legal Risk Management, Pontificia Universidad Católica de Valparaíso (2018)

### **LANGUAGES**

Spanish and English.



## **JORGE NARBONA**

Consultant

jnarbona@magliona.cl

### **PRACTICE**

His practice focuses on assistance and representation of companies before Servicio de Impuestos Internos, tax advisory and coordination of work in areas such as: tax on income, sales tax and services, review of due diligence and tax planning.

### **PROFESSIONAL EXPERIENCE**

Mr. Narbona served as Tax Manager EY (formerly Ernst & Young). Then he was a partner in the area of corporate taxes Auditors Moore Stephens Ltda., MAAS Auditors and Consultants Ltda. And BDO Auditors Ltda. The 2016 is integrated as a consultant to Magliona Abogados. Currently he is partner at Narbona Consultores Ltda.

### **ACADEMY**

Jorge Narbona speaks in various workshops, courses, post titles and Masters in: Universidad Mayor, Universidad del Desarrollo, Pontificia Universidad Católica de Chile and finally at the Universidad de Santiago, Chile.

### **EDUCATION**

- Public Accountant of the Universidad de Talca.
- Master in Tax Planning and Management of the Universidad de Santiago, Chile.

### **LANGUAGES**

Spanish and English.



## **PEDRO HUICHALAF**

### **Of Counsel**

phuichalaf@magliona.cl

### **PRACTICE**

Pedro Huichalaf has great experience in Telecom, new technologies and cybersecurity market regulation. Knowledge in both the administrative and the public sector, at government level and in congress, with experience in bills and parliamentary management. He has participated in the development of public policies and in non-profit movements and organizations of civil society in the field of technology and telecommunications.

### **PROFESSIONAL EXPERIENCE**

From 2008 to 2014 he was legal advisor in Telecom and Technology, as Official for the Under Secretary of Telecommunications for the Management of the Telecommunications Development Fund, legal advisor of the Department of Digital Development of the Ministry of Economy and at the Legal Division of the Undersecretary of Telecommunications in the Ministry of Transportation and Telecommunications.

From 2014 to 2016 he was Undersecretary of Telecommunications, Chile, where he led, coordinated, promoted and foment national telecom development, and from 2017 to 2018 he was an independent consultant, highlighting international consultancies (El Salvador Government) and talks in Colombia and Cuba.

### **PUBLICATIONS**

Pedro Huichalaf has spoken at multiple international and national conferences. He is Co-author "Chilean Strategy 2030: Ideas for a National Reflection". Editor of the chapter "Digital Strategy" elaborated by the Chilean Council on Prospective and Strategy, 2017. Co-author of the book "Manual sobre utilidades del Big Data para bienes públicos. Editor of the chapter "Big data in the Chilean Public Management: opportunities for public politics management", elaborated by GOBERNA, Escuela de Política y Alto Gobierno del Instituto Universitario Ortega y Gasset España, 2017, and co-author publication "Proposals for digital transformation in Chile, a look at 2030", elaborated by the Infrastructure Policy Council, 2019.

### **EDUCATION**

- Law, Faculty of Law, Universidad de Valparaíso, graduated with honors (2009).
- Master (c) in Law and new Technologies, Universidad de Chile.
- Diploma New Ways in Leadership and Policy Transformation, Instituto Universitario de Investigación Ortega y Gasset de España.
- Diploma in Cybersecurity, Universidad de Chile.

### **ACADEMIC ACTIVITIES**

"Ethics and Legislation" professor at Engineering Faculty, Universidad de Valparaíso (2012-2013). Currently he is professor in the Magister program Information Security at Universidad Mayor. Researcher at the Cybersecurity Research Center, Universidad Mayor and also professor at Engineering Faculty, Universidad Diego Portales.

### **LANGUAGES**

Spanish and English.

# MAGLIONA ABOGADOS

## Información de Contacto

---



Andrés Bello 2687, piso 24  
Las Condes, Santiago - Chile



Tel +56 2 3210 0030



contacto@magliona.cl

[www.magliona.cl](http://www.magliona.cl)







# MAGLIONA

— ABOGADOS —