



# MAGLIONA

## — ABOGADOS —

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

Chambers & Partners | The Legal 500 Latin America | Best Lawyers | Leaders League | Latin Lawyer 250 | IP Stars





# 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

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Featured by Chambers Latin America 2023 as leading law firm in TMT (Telecom, Media and Technology) (Band 1). Clients point out “Magliona Abogados’ competitive advantage is the technical capability of the team and the speed of execution and response.”

Featured by Chambers Fintech 2023 in Fintech Legal Band 1. A client remarked “They have an answer for every issue that pops up. They solve all problems in a practical manner.”

Recognized by The Legal 500 Latin América 2023 in TMT (Tier 1), and in Data Privacy, Intellectual Property and Corporate and M&A. Clients state: “I am satisfied with its services, which are highly specialised – it is difficult to find a team of lawyers with such capabilities.” Y “Excellent quality team, with technical, legal and business knowledge in this area. There is no team that can be compared with this level of quality and service – personalised, 24/7 attention.”

Recommended by IP Stars 2022 in Copyright & Related Rights and featured in Trademark.

Recognized by Best Lawyers 2023 as Law Firm of the Year in Technology Law and by Leaders League 2022 as Leader in Technology, Excellent in Fintech, Highly Recommended in Telecommunications Law and in Enforcement & Anti-counterfeiting Actions, Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution, IP Litigation as well as in M&A.

Recommended by Latin Lawyer 250, edition 2023. The publication highlighted that “Magliona Abogados attracts market praise for its long-standing experience working for clients in the technology, media and telecommunication sectors. Clients are impressed by the speed of responses and knowledge of the team, as well as the highly personalised service.”





# 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 master's degrees 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

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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 intellectual property protection, relationship with employees and everything necessary for the optimum development of the business.

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



## PRO BONO

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Magliona Abogados 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. Magliona Abogados and his team understand that community involvement is fundamental to the training of today's lawyer.



## PRACTICE AREAS



Our professional services include specialized corporate and tax matters, litigation, telecommunications, new technologies law, intellectual and industrial property, government relations and public policies, including, among other matters, corporate structuring, due diligence processes, mergers and acquisitions, financial advisory, 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 film productions.

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

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

## **CONSUMER PROTECTION**

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

We specialize in analyzing general contracting conditions for compliance with duties and obligations established by law, particularly, in e-commerce matters.

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

## **CORPORATE / MERGERS AND ACQUISITIONS**

Magliona Abogados provides advice on corporate and contractual matters, including joint ventures, mergers and acquisitions, due diligence as well as bidding 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 joint ventures, mergers or acquisitions. Our consultancy includes all aspects necessary for the establishment and development of a commercial activity, including, among others, customs, real estate, tax, labour, regulated markets and antitrust matters.

We support our clients structuring a wide range of corporate transactions and advising on all types of contracts, negotiations, documents preparation and review for all kinds of processes that require our legal and risk analysis, in operations both locally and internationally.

## **DATA PROTECTION**

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

At Magliona Abogados we advise our clients in order to comply with all data protection obligations imposed by the new regulations on the subject.

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

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

## **FINTECH**

We offer a unique service based on a full understanding of technology, its derivatives, the Fintech industry, and its legal implications. One of them is applying new technologies to the financial markets, mainly advising payment service providers (PSPs). We are proud to declare that we are fully engaged in reporting to our clients' new opportunities in the financial markets.

Magliona Abogados advises traditional banks, start-ups, marketplace / peer-to-peer lenders, payments companies, technology clients, among others. FinTech companies operate in various sectors of the highly regulated financial services industry. As FinTech continues to grow, financial regulators have grappled with ways to fit these disruptive companies and technologies within the existing regulatory framework.

We assist our clients in navigating their journeys in compliance with legal, business, and regulatory matters, enabling them to successfully achieve their business objectives, protect their technology and intellectual property, and navigate applicable regulatory requirements as they revolutionize the financial services industry.

## GOVERNMENT RELATIONS AND PUBLIC POLICY MATTERS

Magliona Abogados handles government relations and public 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 copyright and internet matters.

The protection of intellectual property has a 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.

## LABOUR & EMPLOYMENT

Magliona Abogados has a labour practice with 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 agreements, 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. Thus, 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 attorneys, the knowledge and experience required to advise our clients before the legal, substantive and procedural modifications of the Labor Reform.

## 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, to individuals and companies, particularly in matters of economic crimes (internal fraud, financial fraud, cybercrime, securities market, and other equivalents associated with corporate activities).

## 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, Arbitrators and Ordinary Courts of Justice.

## 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 agreements of film and other productions. We participate in the creation of a business plan, corporate structuring and determining of the most appropriate financing structure for each project.



## PROJECT FINANCING

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

## 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.

## 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, laesio enormis, demarcation, eviction, expropriation, concessions and permits related to national goods for public use.

## 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 and other technologies producers as well as companies that provide services on the Internet and others that need to protect their intangible assets, such as databases.

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

We protect our clients' technological development in terms of intellectual 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 addition to our corporate practice, we incorporate our solid experience in considering technology as a relevant asset in complex transactions such as mergers and acquisitions.

## 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.

# OUR LAWYERS



Our attorneys have earned great professional experience acquired in Chile and other countries. This means they understand local and multinational companies and their need to comply with the demanding standards of today's businesses.

Members of Magliona Abogados have been educated in the most prestigious law schools in the country and abroad, some of them have earned master's degrees in business, technology law and other areas. Our attorneys are regular speakers at seminars and conferences and are leading scholars at the best universities in the country. They continuously publish articles in prestigious international magazines.



## CLAUDIO MAGLIONA

Partner

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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 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 Générale to Sucden Chile S.A. (2016), Adessa Falabella Data Center sale to GTD Grupo Teleductos (2018), advised Kaszek Ventures in financing rounds for Fintual (2020), Phage Technologies and Xepelin (2021), among others.

Ranked by (i) Chambers Latin America 2023 in TMT (Telecom, Media and Technology) (Band 1) and in Intellectual Property (Band 3), (ii) Chambers Fintech Legal 2023 (Band 1), (iii) Chambers Global 2023 in Intellectual Property (Band 3), (iv) The Legal 500 Latin America 2023 in TMT (Leading Individual), and Data Privacy, Intellectual Property, and Corporate and M&A, (v) Best Lawyers 2022 as Lawyer of the Year in Media Law and Best Lawyers 2023 in Communications Law, Information Technology Law, Intellectual Property Law, Media Law, Privacy and Data Security Law and Technology Law, (vi) Leaders League 2022 as Leader in Technology, Excellent in Fintech, Highly Recommended in Telecommunications Law and in Enforcement & Anti-counterfeiting Actions, Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution, IP Litigation as well as in M&A, (vii) IP Stars 2022, (viii) LACCA Approved 2021 in Corporate and M&A, (ix) Leading Lawyers 2022 as the most influential lawyer in Chile in TMT (x) Latin Lawyer 250 edition 2023 in Privacy, Data Protection and Technology as well as Telecoms and Media.

According to the clients interviewed by the publications, Claudio is “an expert in the area, very strong, with many contacts across the regulatory and government authorities.” They mention that “his credibility allows him to get respect from the market.” A market onlooker comments that he is “an excellent lawyer and has great expertise regarding law and commercial knowledge.” Also, they highlighted that he is “really knowledgeable about Fintech, TMT, and intellectual property laws in Chile and elsewhere.”

Claudio Magliona together with a group of peers was awarded the 2012 Probono Case recognition for his probono work on 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, 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 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 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.

## 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*.

## 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.

## 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).

Admitted to the bar 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

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### PRACTICE

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

Ranked by (i) The Legal 500 Latin America 2023 in TMT, Data Privacy and Corporate and M&A and (ii) Leaders League 2022 as excellent in Fintech and recommended in M&A.

### PROFESSIONAL EXPERIENCE

Before joining Magliona Abogados in 2012, Giovanni worked at the North Central Metropolitan Regional Prosecutor's Office and then at Fundación Chile Ciudadano.

### 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 with highest honors. (2012).

Diploma in Consumer Law, Universidad de Chile (2019).

### ACADEMIC ACTIVITIES

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

### LANGUAGES

Spanish and English.





## JUAN PABLO MONTIEL

Partner

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### PRACTICE

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

Recommended by (i) The Legal 500 Latin America 2023 in Corporate and M&A, (ii) Leaders League 2022 in M&A and (iii) Latin Lawyer 250 edition 2023 in Labour and Real Estate.

### PROFESSIONAL EXPERIENCE

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

### PUBLICATIONS

"The crime of distraction theft 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

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### 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 2023 in TMT (Telecom, Media and Technology), (ii) The Legal 500 Latin America 2023 in TMT (Next Generation Partner), and Data Privacy and Intellectual Property, (iii) Leaders League 2022 as Leader in Technology, Excellent in Fintech, Highly Recommended in Enforcement & Anti-counterfeiting Actions, Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution and IP Litigation, (iv) Best Lawyers 2023 in Communications Law, Information Technology Law, Privacy and Data Security Law and Technology Law, (v) IP Stars as Notable Practitioner and (vi) Latin Lawyer 250 edition 2023 in Telecoms and Media.

One client interviewed by Chambers describes him as “a great legal interpreter,” adding that “he provides thorough and very detailed analysis”.

### PROFESSIONAL EXPERIENCE

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 guide, 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.

### EDUCATION

Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales (2010).

Diploma in Intellectual Property at Pontificia Universidad Católica de Chile.

Master’s Degree in Technology and Law, Universidad de Chile.

### LANGUAGES

Spanish and English.





**CARLOS ARAYA**  
Attorney - Director  
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## PRACTICE

Carlos focuses his practice on intellectual and industrial property, specifically trademarks, patents, licenses and intellectual property lawsuits.

Ranked by (i) Best Lawyers 2023 in Entertainment Law and Media Law, (ii) The Legal 500 Latin America 2023 in Intellectual Property (Rising Star), and Data Privacy and TMT and (iii) IP Stars 2022 as Rising Star.

## PROFESSIONAL EXPERIENCE

He joined Magliona Abogados' team in 2013.

## PUBLICATIONS

"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).

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

"Legal challenges of artificial intelligence in Chile", Chilean Journal of Law and Technology, Vol. 9, N° 2, (2020).

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.

## EDUCATION

Law, Universidad Adolfo Ibáñez, Licenciado en Ciencias Jurídicas (2011).

Diploma on Intellectual Property, Pontificia Universidad Católica de Chile (2016).

International Professional Summer Program Understanding U.S. Intellectual Property Law, Stanford University (2019).

HarvardX, Harvard Law School, along with the Berkman Klein Center for Internet and Society, CopyrightX (2020).

## LANGUAGES

Spanish and English.





## CAROLINA ABARCA

Attorney - Director

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### PRACTICE

Her practice is focused on areas related to corporate and labor law.

Relevant transactions: advised Kaszek Ventures in financing rounds for Fintual (2020), Phage Technologies and Xepelin (2021).

Ranked by (i) Best Lawyers 2023 in Employee Benefits Law and (ii) The Legal 500 Latin America 2023 in Corporate and M&A.



### PROFESSIONAL EXPERIENCE

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

### PUBLICATIONS

Latin Lawyer's Corporate Governance Reference 2018.

### HONORS

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).

Master's Degree in Labour Law, Universidad de Los Andes (2022).

### LANGUAGES

Spanish, English and is proficient in German.







## KARLA FREZ

Attorney

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### PRACTICE

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

Recognized by The Legal 500 Latin America 2023 in Corporate, and M&A.

### 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 Católica de Valparaíso (2018).

Postgraduate Diploma in Environmental Law: Management Instruments - New Trends (2019).

Diploma in Urban Planning and Construction Law, Pontificia Universidad Católica de Valparaíso (2022).

### ACADEMIC ACTIVITIES

Between years 2011 and 2015 she worked as an Assistant of the Chairs of Introduction to Legal Studies 1 and 2 and Civil Law at the Pontificia Universidad Católica de Valparaíso.

### LANGUAGES

Spanish and English.





## **CHRISTOFER ASTUDILLO**

Attorney

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### **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).

Postgraduate Diploma in Labor Law and Labor Relations in the Company (2020).

### **LANGUAGES**

Spanish and English.



## BÁRBARA REYES

Attorney

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### PRACTICE

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

Recognized by The Legal 500 Latin America 2023 in Corporate and M&A, Data Privacy, and TMT.



### PROFESSIONAL EXPERIENCE

She joined Magliona Abogados' team in 2019.

### PUBLICATIONS

Talks on Fintech Latam Regulatory Scene 2021-2022. Important aspects in the current regulatory context of Fintech matters in Chile and the regulation draft that is being processed in Congress. <https://cutt.ly/GOWazuH>

Lima Fintech Forum 2021. Panel de expertos discute: ¿La Banca ya no será como antes?: Tendencias en el banking as a service y finanzas abiertas. <https://emprendeup.pe/ecosistema-bicentenario/#limafintech>

### 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).

Postgraduate Diploma in Regulation of the Digital Economy (2022).

### LANGUAGES

Spanish and English.



## **JORGE NARBONA**

Consultant

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### **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 at EY (formerly Ernst & Young). Then he was a partner in the corporate tax area at Moore Stephens Auditores Ltda., MAAS Auditores y Consultores Ltda. and BDO Auditores Ltda. In 2016 he joined Magliona Abogados as a consultant. Currently he is partner at Narbona Consultores Ltda.

### **ACADEMIC ACTIVITIES**

Jorge Narbona has spoken in various lectures, courses, Postgraduate and Master programs at Universidad Mayor, Universidad del Desarrollo, Universidad Católica de Chile and finally at Universidad de Santiago, Chile.

### **EDUCATION**

Public Accountant, Universidad de Talca.

Master's Degree in Tax Planning and Management, Universidad de Santiago, Chile.

### **LANGUAGES**

Spanish and English.





## **PEDRO HUICHALAF**

### **Of Counsel**

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### **PRACTICE**

Pedro Huichalaf has great experience in Telecom, new technologies and cybersecurity market regulation. Knowledgeable in both administrative and public sector, at government and congress level, 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.

Ranked by The Legal 500 Latin America 2023 in TMT (Next Generation Partner).

### **PROFESSIONAL EXPERIENCE**

From 2008 to 2014 he was legal advisor in Telecommunications and Technology.

From 2009 to 2010 he was Official for the Undersecretary of Telecommunications, for the Management of the Telecommunications Development Fund. Between 2010 and 2011 he was legal advisor at the Digital Development Department of the Ministry of Economy and between 2011 and 2014 at the Legal Division of the Undersecretary of Telecommunications in the Ministry of Transportation and Telecommunications.

From 2014 to 2016 he was the Telecommunications Undersecretary of Chile, where he led, coordinated, promoted and fomented telecommunications development in the country.

From 2017 to 2018 he worked as an independent consultant, highlighting international consultancies (El Salvador Government) and talks in Colombia and Cuba. Later in 2019 he joined Magliona Abogados as of Counsel.

### **PUBLICATIONS**

Pedro Huichalaf has spoken at multiple international and national conferences.

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 "A Guide on Big Data Benefits for Public Goods". Editor of the chapter "Big data in the Chilean Public Management: opportunities for public policy management", elaborated by GOBERNA, Escuela de Política y Alto Gobierno del Instituto Universitario Ortega y Gasset de España, 2017.

Co-author of "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





**KARLA CID**  
Attorney - Director  
kcid@magliona.cl

## PRACTICE

Karla focuses her practice on corporate matters as well as new technologies, intellectual property and telecommunications law.

Relevant transactions: advised Kaszek Ventures in financing rounds for Fintual (2020) and Phage Technologies (2021).

Recognized by The Legal 500 Latin America 2023 in Corporate and M&A, Data Privacy, and TMT.



## PROFESSIONAL EXPERIENCE

Karla formerly was an associate lawyer at Magliona Abogados between 2010 and 2014, rejoining in 2020.

From 2014 to April 2017, she was an attorney advisor at Ministry of the General Secretariat of the Presidency in the Modernization and Digital Government Unit.

From April 2017 to April 2018, she was Strategic Account Manager at Cognitiva IBM Watson Strategic Partner.

## ACADEMIC ACTIVITIES

Assistant Professor of Computer Law, Universidad de Chile, 2017-2018.

Assistant Professor at The Center for Law and Information Technology, Universidad de Chile, 2017.

Assistant Professor, LLM in Law, Technologies, Telecommunications and Intellectual Property, Universidad de Chile, 2015-2017.

Assistant Professor of Civil Law, Universidad de Chile 2009-2013.

Assistant Professor of Civil Law, Universidad Adolfo Ibáñez, 2008-2019.

## PUBLICATIONS

"Public Administration Certification of Advanced Electronic Signatures for Authorities and Public Servants", Revista Chilena de Derecho y Tecnología, vol 5. Nº 2, Santiago, 2016.

## EDUCATION

Law, Universidad de Chile, Licenciada en Ciencias Jurídicas y Sociales, with highest honors (2013).

Diploma in Intellectual Property and Telecommunications, Universidad de Chile (2014).

## LANGUAGES

Spanish and English.



## DIEGO LISONI

Law Graduate - Researcher

dlisoni@magliona.cl

### PRACTICE

Diego focuses on the investigation of corporate, jurisprudential, regulatory, and public policy matters.

Especial Mention at National Level (Chile), Essay Contest "Ideas for the Future" (2020), Awarded by: CAF – Bank of Development of Latin America and Central Bank of Chile.

### PROFESSIONAL EXPERIENCE

He joined Magliona Abogados in 2021.

### ACADEMIC ACTIVITIES

- Civil Law Assistant Professor, Universidad de Chile, 2021.
- Administrative Law Assistant Professor, Universidad de Chile, 2020 to date.
- Assistant of the University Pedagogy and Didactics of Law Unit, Universidad de Chile, 2021.
- Assistant at the Center for Information Technology Law Studies, Universidad de Chile, 2021.
- Selected as an intern at the CENDOC of the Supreme Court of Chile: "Project to update the Judicial Power Database", in matters related to Commercial Law, 2021.
- Selected to participate in the "Responsible Digital Leadership in the Financial Sector Project" organized by the "Center for Human Rights and International Justice" at Stanford University and led by Professor Søren Juul Jørgensen, 2021 to date.
- Contributor to the Global Alliance on Ethics and Impact of Artificial Intelligence – GAEIA ([www.gaeia.world](http://www.gaeia.world)), in the context of the 2022 project "Responsible Digital Leadership in the Financial Sector."

### PUBLICATIONS

"Modernization and Digital Transformation of the State: Challenges, Opportunities and Proposals in the light of the Health Crisis and the Social Outbreak in Chile". CAF – Bank of Development of Latin America, 2020.

### MEMBERSHIPS

Student Membership – International Association of Privacy Professionals (IAPP).  
International Society of Public Law (ICON-S).  
Youth Standing Group (Youth Observatory) – Internet Society (ISOC).

### EDUCATION

Law, Universidad de Chile (2016- 2020). Thesis: "Bill that regulates the protection and treatment of personal data and creates the personal data protection agency: analysis and proposals from the Accountability Principle", Maximum Grade, 2020.

Mandarin Chinese, Confucius Institute of the Pontificia Universidad Católica de Chile, 2020 to date.

CS50 For Lawyers, HarvardX, 2020 to date.

### LANGUAGES

Spanish, English and Mandarin Chinese.



## **DIEGO CUADRA**

Attorney

dcuadra@magliona.cl

### **PRACTICE**

Diego focuses his practice on new technologies, privacy and data protection, cybersecurity and FinTech.

### **PROFESSIONAL EXPERIENCE**

He joined Magliona Abogados in September 2021. Previously he worked as an attorney advising on the Digital Transformation of the State Act at Digital Government Unit of the Ministry of the General Secretariat of the Presidency.

### **ACADEMIC ACTIVITIES**

Civil Law Assistant Professor in the chair taught by PhD. Fabiola Lathrop at Universidad de Chile (2016 to date).

Assistant Professor at Centro de Derecho Ambiental, Universidad de Chile (2021).

### **EDUCATION**

Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales, graduated with highest honors (2020).

Diploma in Data Protection Law, Universidad de Chile (2020).

Course on Legal aspects of Cybersecurity, Universidad del Desarrollo (2021).

Diploma in Environmental Law – New tendencies, Universidad de Chile (2021).

Course on FinTech, Universidad Diego Portales (2021).

Course on Law & Fintech: Open Finance and Innovation, Universidad del Desarrollo (June 2022).

### **LANGUAGES**

Spanish, English and basic knowledge of French.





## **ROCÍO RAMOS**

Attorney

rramos@magliona.cl

### **PRACTICE**

Rocío focuses her practice on Consumer and Corporate Law.

### **PROFESSIONAL EXPERIENCE**

She joined Magliona Abogados in September 2021.

### **ACADEMIC ACTIVITIES**

Civil Law Assistant Professor at Universidad de Chile Law School (2016 to date).

### **EDUCATION**

Law, Universidad de Chile, Licenciada en Ciencias Jurídicas y Sociales, graduated with highest honors (2020).

Diploma in Consumer Law, Universidad de Chile (2020).

Diploma in Environmental Law – New Tendencies, Universidad de Chile (2021).

Course on the Pro-Consumer Reform, Universidad de Chile (2021).

Course on the Pro-Consumer Law 21.398: new rules on consumer rights protection, Universidad Adolfo Ibáñez (2022).

### **LANGUAGES**

Spanish and English.



## **PABLO VODANOVIC**

### **Attorney**

pvodanovic@magliona.cl

### **PRACTICE**

His practice focuses on civil and commercial litigation, before ordinary and arbitration courts. In addition, he participates in procedures regarding consumer protection and real estate law.

### **PROFESSIONAL EXPERIENCE**

He joined Magliona Abogados in October 2021. Previously he was as a Judicial Attorney at Consejo de Defensa del Estado (2014-2017). Between 2017 and 2018 he worked as an associate lawyer at Holmes y Cía., and at Lorenzini Twyman (2018-2021).

### **PUBLICATIONS**

Author of the article "Against illicit evidence", "Evidence, Process and Epistemology, essays on evidentiary law", Tirant lo Blanch. Santiago. 2021.

### **DISTINCTIONS**

During his stay at Universidad de Chile, he received 4 academic merit awards (2010-2014).

### **ACADEMIC ACTIVITIES**

Civil Law Assistant Professor at Universidad de Chile (2013-2016).

Procedural Law Assistant Professor at Universidad de Chile (2017-2018).

Clinical Teaching Assistant Professor at Universidad de Chile (2020-2021).

### **EDUCATION**

Law, Universidad de Chile, Licenciado en Ciencias Jurídicas y Sociales, graduated with highest honors (2017).

Refresher Course in Consumer Law: Jurisprudential Trends, Pontificia Universidad Católica de Valparaíso (2020).

Diploma In "Advanced Procedural Law and Litigation". Faculty of Law, Pontificia Universidad Católica de Chile (2022).

### **LANGUAGES**

Spanish and English.



## RODRIGO VALENZUELA

Attorney - Director

rvalenzuela@magliona.cl

### PRACTICE

His practice focuses on: (a) entertainment law, advising national and international clients on the drafting and negotiation of diverse types of agreements such as financing, development, production, distribution, licensing and assignment of rights; (b) new technologies, licensing and development of software agreements and technology platforms, including personal data protection and cybersecurity; and (c) intellectual and industrial property, specifically trademarks, patents, licenses and lawsuits regarding intellectual and industrial property infringements.

### ACKNOWLEDGMENTS

Ranked by (i) Leaders League 2021 in IP Litigation and Enforcement and (ii) IAM Patent 1000, 2022 in Silver Category and 2020 as a Rising Star.



### PROFESSIONAL EXPERIENCE

Rodrigo joined Magliona Abogados in 2022.

From December 2017 to May 2022, he worked at Alessandri law firm, focusing his practice on intellectual and industrial property law, specializing in matters related to patents, trademarks, copyright and web domains disputes.

Previously, he worked as an attorney in the intellectual property area at ClarkeModet Group (2017).

From December 2016 to May 2017, he worked in the Entertainment Group at Hirsch Wallerstein Hayum Matlof + Fishman, Los Angeles, CA.

From 2014 to May 2016, he worked at Rencoret & Labbé Law Firm.

### EDUCATION

Law, Universidad Del Desarrollo, Licenciado en Ciencias Jurídicas (2013).

Master of Laws (LLM) in Law, Technology and Entertainment, University of Southern California Law School, Los Angeles, CA (2017). Dean's Academic Excellence Award.

### LANGUAGES

Spanish and English.



**JAVIERA TOLEDO**  
Public Policy Senior Analyst  
Jtoledo@magliona.cl

## PRACTICE

Javiera has developed her professional career in public affairs and strategic communication, standing out for her experience in management of government's public policy communication and in advocacy of corporate relations with authorities and public actors.

## PROFESSIONAL EXPERIENCE

Javiera joined Magliona Abogados in July 2022. Previously she was a public affairs consultant at Imaginacion Consultores (2020–2022), digital communications and public opinion analyst at the Communications Bureau of the Ministry General Secretariat of Government (2016 – 2018), social media analyst at Mi Voz Social Media Studies Center and research assistant at the United Nations Development Programme (2012).

## EDUCATION

Political Scientist, Pontificia Universidad Católica de Chile (2011).

Diploma in Political Communication and Electoral Campaigns, Pontificia Universidad Católica de Chile (2017).

## PUBLICATIONS

Zuñiga, G. Zamorano, F. Toledo, J. & Terra Ignacia (2016): "Del diagnóstico a la acción: la experiencia de Ciudadano Integral en la comuna de Providencia", in Human Rights Education in Chile, Reflections and Experience. National Institute of Human Rights and Human Rights Education Network, 2016. Pp- 79-85.  
<https://bibliotecadigital.indh.cl/handle/123456789/993?show=full>

## LANGUAGES

Spanish and English.





## **ESTEBAN J. ELIAS**

### **Of Counsel**

eelias@magliona.cl

### **PRACTICE**

As a lawyer admitted in Chile, as well as in New York, Washington DC and Florida, Esteban developed part of his practice in the international corporate and securities law, including equity and debt offerings, mergers and acquisitions, lending, joint ventures, licensing, foreign investment and other corporate matters. He has advised soundly on the regulations for operational start-up and made recommendations for the most appropriate corporate structure, as well as he has extensively counseled U.S. and Latin American clients in all aspects of their business transactions.

In the last five years, he has assisted and advised companies with respect to their process of reorganization, by structuring and moving companies from their original place of incorporation (mainly Latin America) to a U.S. jurisdiction and then assisting them with their rounds of financing such as Xepelin Inc., Bluetek Inc., Rocketbot Inc., Habit Global, Opencasa Inc., among other successful LATAM start-ups and companies. He has also worked and assisted Chilean venture capital funds in connection with their investments in companies as part of their expansion in the U.S. market, such as Manutara, Weboost, Invexor Capital and Genesis Ventures.

### **PROFESSIONAL EXPERIENCE**

Previously, among other positions, Esteban worked with Piper Rudnick LLP in Washington, D.C. (currently DLA Piper). At DLA Piper, he worked in the Venture Capital and Emerging Growing Companies Group.

He has recently become a partner of the prestigious and leading venture capital firm PAG LAW, with offices in Miami and New York.

### **PUBLICATIONS**

Esteban has given various presentations regarding several subjects such as: best corporate practices in connection with venture capital and private equity financing, foreign investment, corporate regulations, labor law regulations, etc.

### **EDUCATION**

Law, Universidad Central de Chile Law School (LL.B. equivalent) graduated with high honors in 1999 where he classed number 2 out of 133 students.

Master of Laws (LL.M.), American University Washington College of Law in International Finance and Corporate Law.

New York admitted since 2001.

### **ACADEMIC ACTIVITIES**

Esteban has been a professor of Economic Law at Universidad Central de Chile. Based on Esteban's professional and academic credentials and particularly on his experience as a New York lawyer, he implemented and taught the course "Introduction to the Law of the United States of America."

### **LANGUAGES**

Spanish and English.



## **SANTIAGO BENÍTEZ**

Attorney

sbenitez@magliona.cl

### **PRACTICE**

Santiago focuses on corporate, financing and M&A matters.

### **PROFESSIONAL EXPERIENCE**

From 2016 to 2020, with Barrosoy Errázuriz Abogados, corporate, financing and investment funds matters. Secondment at Larrain Vial Asset Management Administradora General de Fondos.

From 2021 to 2022, with Deloitte Legal, focusing on corporate matters and mergers and acquisitions.

Santiago joined Magliona Abogados in September 2022

### **EDUCATION**

Law, Pontificia Universidad Católica de Chile, Bachelor's Degree in Law and Social Sciences, approved with double distinction (2015).

### **ACADEMIC ACTIVITIES**

Assistant Professor of Constitutional Law, Pontificia Universidad Católica de Chile (2012-2014).

### **LANGUAGES**

Spanish and English.



## **PAUL MAGLIONA**

Law Graduate

pmagliona@magliona.cl

### **PRACTICE**

His professional practice focuses on civil and commercial litigation, before ordinary and arbitration courts. He also has experience in consumer and criminal matters.

### **PROFESSIONAL EXPERIENCE**

Paul joined Magliona Abogados' litigation team in February 2023.

### **EDUCATION**

Law, Universidad Diego Portales, Bachelor of Law, graduated with honors (2021).

Diploma in Corporate Law, Universidad de los Andes (2023).

### **LANGUAGES**

Spanish, English and basic Hebrew.

## MAGLIONA ABOGADOS

### Contact Information

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# MAGLIONA

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