# MAGLIONA
## ABOGADOS



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

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

Chambers TOP RANKED Latin America 2027 Magliona Abogados
Chambers TOP RANKED Latin America 2026 Magliona Abogados
Chambers TOP RANKED FinTech 2026 Magliona Abogados
Legal500 TOP TIER FIRM LATIN AMERICA 2027
Best Lawyers LAW FIRM OF THE YEAR TECHNOLOGY CHILE 2026
2026 IP STARS RECOMMENDED FIRM
LATIN LAWYER 250 2026
RANKED FIRM 2026 LEADERS LEAGUE
RECOGNIZED BY Best Lawyers

# 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, 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, cyber crime, distribution, production and financing of film and TV productions.

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 Latin America 2027 as leading law firm in TMT (Telecom, Media and Technology) (Band 1). Clients point out *"The team offers an excellent service. The lawyers are highly available, capable, and communicate seamlessly."*

Featured by Chambers Fintech 2026 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 America 2027 in TMT (Tier 1), Data Privacy (Tier 1), Intellectual Property, Corporate and M&A and Labour & Employment . Clients state: "The Magliona Abogados team has expertise in personal data matters that is very difficult to find elsewhere." and "A multidisciplinary team that allows for simultaneous coverage of different aspects of a single issue, depending on the nature of the matter".

Recommended by IP Stars 2025 in Copyright & Related Rights and featured in Trademark.

Recognized by Best Lawyers 2026 as Law Firm of the Year in Technology Law.

Recognized by Leaders League 2026 as Leader in Fintech, Valuable Practice in Banking and Finance, and Recommended in Corporate / Mergers & Acquisitions. In 2025, recognized as Leader in Technology and Telecommunications Law; Highly Recommended in Compliance and Anti-Piracy, and Recommended in Patent Filing, Patent Litigation, Trademark Filing, and Intellectual Property Litigation.

Recommended by Latin Lawyer 250, edition 2026 in Data, Techonology and Privacy Law; Labour Law and Telecoms and Media. 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."

Recognized by IFLR1000 in the Banking and Finance.

# 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

**Magliona Abogados** is a member of Geneva Group International (*http://www.ggi.com*) and Primerus (*http://www.primerus.com*)[1], 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.

GENEVA GROUP INTERNATIONAL
Independent Member

PRIMERUS
The World's Finest Law Firms

ICC CHILE
INTERNATIONAL CHAMBER OF COMMERCE
The world business organization

## IAPP

**Magliona Abogados** is a member of the IAPP (formerly the International Association of Privacy Professionals), the world's largest network of experts in data protection, cybersecurity, and artificial intelligence, with over 50,000 members worldwide. This platform connects professionals, delivers relevant industry news, and provides access to training and professional development resources.

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BRONZE
MEMBER

## PRO BONO

**Magliona Abogados** is a proud member of the Pro Bono Foundation (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.

PRO
BONO

# 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 & FINANCE

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

## COMPLIANCE

Magliona Abogados advises companies and organizations on the design and implementation of compliance programs associated with laws promoting these types of solutions, such as Law No. 20,393 on corporate criminal liability and Law No. 19,496 on consumer rights protection.

Additionally, we have extensive experience in developing voluntary compliance programs for other regulatory areas including personal data protection, intellectual property, cybercrime, cybersecurity, telecommunications regulations, labor laws, among others.

We support our clients in identifying and addressing their urgent gaps and defining a plan for continuous improvement, tailoring our recommendations to the specific characteristics of each company's business and operations, while also leveraging the existing control ecosystem they have in place. We incorporate all of Magliona Abogados' practices to deliver comprehensive advice.

Also, we offer supplementary services to support compliance team management, including team training, management of consultation and reporting channels, as well as investigation of potential infractions.

## 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.

## ENERGY AND INFRASTRUCTURE

Magliona Abogados provides legal advice on contracts and negotiations pertaining to oil, gas, and LNG, energy sales agreements, as well as the construction of infrastructure and public services. We have experience in gas, LNG, fuels, energy supply, and infrastructure construction and utilization.

The advisory services offered by Magliona Abogados are comprehensive and cover project structuring, investment transactions, regulatory frameworks, supply agreements, EPC contracts, negotiations with counterparties or regulatory agencies, tenders, construction, and/or project development.

We also advise on mergers, acquisitions, joint ventures, and project financing. We provide advice to major buyers of fuels, gas, and electricity, as well as utility companies. We have extensive experience advising clients engaged in energy and fuel marketing.

This advisory work is conducted within a complex regulatory

framework, utilizing the expertise of our Of Counsel and his team. They have served as legal advisors and key executives in major energy, oil, and gas companies, bringing with them extensive industry knowledge.

We support and guide our clients locally and internationally through all necessary steps for a successful project execution.

## 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.

## 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*

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 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.

Chambers TOP RANKED Latin America 2026 Claudio Magliona

Chambers TOP RANKED FinTech 2026 Claudio Magliona

Chambers TOP RANKED Latin America 2027 Claudio Magliona

Ranked by (i) Chambers Latin America 2027 in TMT (Telecom, Media and Technology) (Band 1), Data Protection (Band2) and in Intellectual Property (Band 3), (ii) Chambers Fintech Legal 2026 (Band 1), (iii) Chambers Global 2026 in Intellectual Property (Band 4), (iv) The Legal 500 Latin America 2027 in TMT (Hall of Fame) and Intellectual Property (Leading Partner), (v) The Legal 500 Chile Awards 2024 as Lawyer of the Year in TMT, (vi) Best Lawyers 2026 as Lawyer of the Year in Media Law, also featured in Information Technology Law, Privacy and Data Security Law and featured in Communications Law, Entertainment Law, Intellectual Property Law and Information Technology Law, (vii) Leaders League 2025 as leader in Fintech, Telecommunications Law and Technology; Highly Recommended in Enforcement & Anti-counterfeiting Actions; Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution, IP Litigation and in Corporate and M&A and Valuable Practice in Banking and Finance, (viii) IP Stars 2025 as Trademark Star, (ix) Leading Lawyers 2022 as the most influential lawyer in Chile in TMT.

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.”

Chambers CONTRIBUTOR Global Practice Guides 2026 Data Protection & Privacy

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

Chambers CONTRIBUTOR Global Practice Guides 2026 Cybersecurity

## 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



# CLAUDIO MAGLIONA

*Partner*

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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 for Chambers and Partners in the Cybersecurity and Data Protection & Privacy guides, as well as Lexology Getting the Deal Through, specifically, he contributed to the Chile chapters for Licensing 2022, Digital Business 2025, and Data Protection and Privacy 2025.

## MEMBERSHIPS

He is a member of the Chilean Bar Association (2001) and the International Bar Association (IBA). Member of the Ministerial Advisory Committee for the implementation of the new Personal Data Protection Law, Ministry General Secretariat of the Presidency. President of the Legal Group of the Chilean Association of Information Technology Companies (ACTI). President of the Digital Economy and Productivity Commission of the National Chamber of Commerce (CNC). Alternate Director of the Cybersecurity Alliance and member of the IAPP.

## 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 2027 in Data Privacy (Leading Partner) and (ii) Leaders League 2025 in Corporate / M&A and in Banking & Finance.

Legal500
LEADING PARTNER
LATIN AMERICA
2027

## 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).

## LANGUAGES

Spanish and English.



# JUAN PABLO MONTIEL

*Partner*

✉ jpmontiel@magliona.cl

## PRACTICE

His practice focuses on corporate and business law, mergers and acquisitions, real estate, and project finance.

Ranked by Leaders League 2025 in Corporate / M&A and in Banking & Finance.

## PROFESSIONAL EXPERIENCE

He joined Magliona Abogados in 2013.

## 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.



# KARLA CID

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## ■ PRACTICE

Her professional practice focuses on (a) corporate, corporate governance and restructuring matters; (b) credit, financing and financial services, including regulatory aspects applicable to fintech business models and emerging financial technologies; (c) technology contracting, licensing, and software and technology platform development agreements; as well as (d) intellectual property, particularly in software license compliance matters, among others.

**Relevant Transactions:** (i) acquisition of Portalinmobiliario.com by Mercado Libre (2014); (ii) legal advice to Ascenty Chile SpA in connection with the granting of a syndicated credit facility by Natixis, MUFG and The Bank of Nova Scotia (2023–2025); (iii) legal advice to Sucden Chile SpA in connection with the granting of a credit line provided by Rabobank (2023); (iv) legal advice to Americold LLC in conducting due diligence processes for the acquisition of cold storage facilities in Chile; (v) support to Dlocal, Bamboo Payments, Payku and Inswitch in their registration before the Chilean Financial Market Commission (CMF) as Sub-Acquiring Operators (2025); and (vi) ongoing advice to Falabella Tecnología in the contracting of new technologies (2020–present).

Additionally, Karla is recognized for her work in intellectual property license compliance, advising Autodesk, a globally recognized software company, since 2020 across Chile, Argentina, Peru, Colombia, Mexico, and the Caribbean.

Recognized by The Legal 500 Latin America 2026 in TMT (Next Generation Partner).

LEADING ASSOCIATE
Legal500
LATIN AMERICA
2025

NEXT GENERATION PARTNER
Legal500
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2026

Legal500
NEXT GENERATION PARTNER
LATIN AMERICA
2027

## ■ 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 and during 2018 she worked as legal advisor at Microsoft Chile.

## ■ 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).



# KARLA CID

*Partner*

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## 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.

## LANGUAGES

Spanish and English.

LEADING ASSOCIATE
Legal500
LATIN AMERICA
2025

NEXT GENERATION PARTNER
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LATIN AMERICA
2026

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LATIN AMERICA
2027



# CARLOS ARAYA

*Attorney - Director*

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Chambers CONTRIBUTOR Global Practice Guides 2024
Cybersecurity

Chambers CONTRIBUTOR Global Practice Guides 2024
Data Protection & Privacy

2026 IP STARS from Managing IP RISING STAR

Legal500 LEADING ASSOCIATE LATIN AMERICA 2027

Best Lawyers RECOGNIZED BY

LEXOLOGY Getting The Deal Through NATIONAL EXPERT

## PRACTICE

Carlos focuses his practice on technology transactions, intellectual property and emerging technologies. He advises domestic and international companies on the structuring, negotiation and implementation of complex agreements involving digital transformation, software licensing, technology services, implementation and integration projects,, cloud solutions, automation, telecommunications, support and maintenance, cybersecurity and data processing.

He also has experience advising on artificial intelligence matters, including their contractual and regulatory implications, the protection of assets and content, data use, allocation of liability and the adoption of AI-based solutions.

His practice also encompasses the protection and commercial exploitation of intellectual and industrial property assets, particularly trademarks, copyright, patents and licensing, as well as legal advice concerning the production and exploitation of films, television series and other audiovisual works.

Carlos has been recognized by Best Lawyers 2026 in Media Law, The Legal 500 Latin America 2027 as a Leading Associate in Intellectual Property, and IP Stars 2024 as a Rising Star.

## PROFESSIONAL EXPERIENCE

Carlos joined Magliona Abogados in 2013 and currently advises companies across different industries on strategic agreements and technology transformation projects. His experience includes software development, implementation, integration and licensing agreements; managed services; support and maintenance; infrastructure and cloud solutions; operational automation; telecommunications; cybersecurity; data processing; and service-level agreements.

In these projects, he assists clients in both contractual structuring and negotiation, as well as in identifying and allocating risks involving business continuity, project milestones and service levels, information security, intellectual property, data protection, warranties, penalties, liability and termination.

In the field of artificial intelligence, Carlos advises on the legal challenges arising from the development and use of AI systems, particularly in relation to contracting, intellectual property, data use, transparency, liability and governance. He has also prepared reports concerning the impact of artificial intelligence on entertainment and talent agreements for technology companies.

Carlos maintains a strong intellectual property and entertainment practice. He has participated in patent and utility model litigation and successfully led a domain-name revocation proceeding before WIPO on behalf of Mercado Libre. He has also worked with Amazon Prime Video on agreements for the development and production of films, series and documentaries, including the Sayen trilogy, Desconectados and Los Sobrevivientes. In that area, Carlos worked as a legal assistant at Sheppard Mullin Richter & Hampton LLP in Los Angeles, he worked on the drafting and negotiation of production agreements, music licenses and other agreements for audiovisual projects.



# CARLOS ARAYA

*Attorney - Director*

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## PUBLICATIONS

"Towards an open exception to copyright in Chile: A normative proposal in light of fair uses" in the Chilean Journal of Law and Technology, Vol. 6, No. 1, 2017.

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

"Legal challenges of artificial intelligence in Chile" in the Chilean Journal of Law and Technology, Vol. 9, No. 2, 2020.

"Algorithmic transparency: A normative or technological problem?" in CUHSO Journal (Temuco), Vol. 31, No. 2, 2021.

Since 2019, he has been an author for Chambers and Partners for the Cybersecurity and Data Protection & Privacy guides, as well as for Lexology Getting the Deal Through, specifically for the Chile chapters of Licensing (2022), Digital Business (2025), and Data Protection and Privacy (2025).

## MEMBERSHIPS

Carlos is a member of the IAPP.

## EDUCATION

- Law, Universidad Adolfo Ibáñez, Bachelor of Laws, LLB (2011).
- Diploma in Intellectual Property, Pontificia Universidad Catolica de Chile (2016).
- International Professional Summer Program Understanding U.S. Intellectual Property Law at Stanford University (2019).
- HarvardX, Harvard Law School, in collaboration with the Berkman Klein Center for Internet and Society, CopyrightX (2020).
- LLM with a specialization in Media, Entertainment, Technology, and Sports Law and Policy, University of California, Los Angeles (UCLA) (2023).

## LANGUAGES

Spanish and English.

Chambers CONTRIBUTOR Global Practice Guides 2024 Cybersecurity

Chambers CONTRIBUTOR Global Practice Guides 2024 Data Protection & Privacy

2026 IP STARS from Managing IP RISING STAR

Legal500 LEADING ASSOCIATE LATIN AMERICA 2027

Best Lawyers RECOGNIZED BY

LEXOLOGY Getting The Deal Through NATIONAL EXPERT



# KARLA FREZ

*Attorney - Director*

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## ■ PRACTICE

Her professional practice is focused on real estate, corporate, and tax law.

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

## ■ PROFESSIONAL EXPERIENCE

Karla joined Magliona Abogados in 2018.

## ■ 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.

## ■ 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).
- Diploma in Tax Analysis and Planning, Pontificia Universidad Católica de Chile (2024).

## ■ 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.

## ■ LANGUAGES

Spanish and English.



# CHRISTOFER ASTUDILLO

*Attorney - Director*

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## PRACTICE

His professional practice focuses on employment law.

Recognized by The Legal 500 Latin America 2026 in Labour & Employment (Recommended Lawyer).

## PROFESSIONAL EXPERIENCE

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

## MEMBERSHIPS

Labor Law Committee, National Chamber of Commerce, Services and Tourism.

## EDUCATION

- Law, Pontificia Universidad Católica de Valparaíso, Licenciado en Ciencias Jurídicas (2017).
- Postgraduate Diploma in Labor Law and Labor Relations in the Company (2020).
- Master of Laws (LL.M.), specialization in Labor Law and Social Security. Pontificia Universidad Católica (2026).

## LANGUAGES

Spanish and English.



# BÁRBARA REYES

*Attorney - Director*

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## PRACTICE

Her professional practice is focused on technology law and compliance, public policy, regulations, privacy, cybersecurity, and the management of governmental relations.

Recognized by The Legal 500 Latin America 2027 in TMT (Leading Associate) and by Best Lawyers 2026 in Technology Law and in Privacy and Data Security Law.

## PROFESSIONAL EXPERIENCE

From 2017 to 2019, she served as a Parliamentary Advisor to the Chamber of Deputies' Caucus at the National Congress.

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.

Lima Fintech Forum 2021. Experts discuss: "Will banking change for good? Tendencies on banking as a service and open finances.

Contributing Author in the Cybersecurity and Data Protection & Privacy guides by Chambers & Partners, 2026 edition.

## MEMBERSHIPS

Bárbara is a member of the IAPP.

## 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).
- International Certification in Personal Data Protection ALAP-APEP.
- Certificate in Fundamentals of Data Protection under Chilean Law 21.719 (2025)
- Certificate in Training of Data Protection Officer (DPO).
- ISO 37301 Lead Implementer – Compliance Management System, (USACH) (2025).
- ISO 31700:2023 Lead Implementer – Privacy by Design, (USACH) (2025).
- ISO 29100 Lead Implementer – Privacy Framework, (USACH) (2025).
- ISO 27701 Lead Implementer – Privacy Information Management System, (USACH) (2025).



# BÁRBARA REYES

*Attorney - Director*

breyes@magliona.cl

## ACADEMIC ACTIVITIES

Adjunct Instructor, Intensive Program in Risk, Control, and Personal Data Protection Management, Faculty of Economics and Business, Universidad de Chile.

## LANGUAJES

Spanish and English.

Best Lawyers RECOGNIZED BY

Chambers CONTRIBUTOR Global Practice Guides 2026 Cybersecurity

Chambers CONTRIBUTOR Global Practice Guides 2026 Data Protection & Privacy

Legal500 LEADING ASSOCIATE LATIN AMERICA 2027



Chambers CONTRIBUTOR Global Practice Guides 2026 Cybersecurity

Chambers CONTRIBUTOR Global Practice Guides 2026 Data Protection & Privacy

# DIEGO LISONI

*Attorney*

✉ dlisoni@magliona.cl

## ■ PRACTICE

His practice focuses on research and advisory work in corporate, case law, regulatory, and public policy matters related to personal data protection, the Internet, new technologies, cybersecurity, and artificial intelligence.

## ■ ACKNOWLEDGEMENT

Special Mention at the National Level (Chile), "Ideas for the Future" Essay Competition (2020), awarded by CAF – Development Bank of Latin America and the Central Bank of Chile.

## ■ PROFESSIONAL EXPERIENCE

Diego joined Magliona Abogados in 2021. He is also a member of the Board of Directors of the Internet Society, Chile Chapter, for the 2025–2027 term.

## ■ 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.
- Lexology Getting the Deal Through, Chile chapter on Data Protection and Privacy (2025).
- Contributing Author in the Cybersecurity and Data Protection & Privacy guides by Chambers & Partners (2026 edition).

## ■ MEMBERSHIPS

Youth Standing Group (Youth Observatory) – Internet Society (ISOC).

Internet Society Chile Chapter.

Member of the IAPP.

## ■ 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.
- CS50 For Lawyers, HarvardX, 2020 – 2021.
- Fellow, South School on Internet Governance 2024, in collaboration with the Center for High Technology. Training for Latin America (CCATLAT), Universidad de Mendoza, and the Inter-American Telecommunications Commission (CITEL – OAS).
- Research Group Member – Center for AI and Digital Policy (CAIDP), 2025.
- Community Fellow of the Internet Society and member of its alumni network. Selected as one of 56 participants from over 800 applicants worldwide for the inaugural 2025 cohort of the Internet Society Community Fellowship.









# DIEGO LISONI

*Attorney*

✉ dlisoni@magliona.cl

## ACADEMIC ACTIVITIES

- Teaching Assistant, Administrative Law course, Professor Luis Cordero Vega, Universidad de Chile, 2020, to date.
- Teaching Assistant, Administrative Law course, Professor Natalia Muñoz Chiu, Universidad de Chile, 2020, to date.
- Teaching Assistant, Undergraduate Thesis Workshop on E-Commerce, Regulations, and New Challenges, Universidad de Chile, 2020, to date.
- Teaching Assistant, Civil Law course, Professor Gabriel Hernández Paulsen, Universidad de Chile, 2021.
- Civil Law Assistant Professor, Universidad de Chile, 2021.
- 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.
- Contributor to the Global Alliance on Ethics and Impact of Artificial Intelligence – GAEIA (www.gaeia.world), in the context of the 2022 project "Responsible Digital Leadership in the Financial Sector."
- Coordinator of the Youth Latin American and Caribbean Internet Governance Forum, 2024.

## LANGUAGES

Spanish, English and Mandarin Chinese.



# ROCÍO RAMOS

*Attorney*

✉ rramos@magliona.cl

## PRACTICE

Rocío focuses her practice on Consumer and and E-commerce.

## PROFESSIONAL EXPERIENCE

She joined Magliona Abogados in September 2021.

## MEMBERSHIPS

Rocío is a member of the IAPP.

## 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).
- Course on consumer law, personal data and new technologies, Universidad Adolfo Ibáñez (2023).
- Course on Compliance and Consumer Protection, Universidad de Chile (2024).
- Diploma in Personal Data Protection, Universidad de Chile (2024).
- Regulatory and Update Course on Retail Payment Systems in Chile (2025).

## ACADEMIC ACTIVITIES

- Civil Law Assistant Professor at Universidad de Chile Law School (2016 to date).
- Assistant of the Consumer Law Program of the Universidad de Chile (2024 to date).

## PUBLICATIONS

- "Comentario a la sentencia de 6 de febrero de 2025 de la Corte de Apelaciones de Santiago: existencia y alcances de la acción por interés general", in Cuadernos de Derecho del Consumidor Nº 1, July 2025.

## LANGUAGES

- Spanish and English.



# PABLO VODANOVIC

*Attorney - Director*

✉ 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).
- Best student of the Diploma in Current Issues in Civil Liability. Universidad de Chile. (2024).

## ■ ACADEMIC ACTIVITIES

- Civil Law Assistant Professor at Universidad de Chile (2013-2016).
- Procedural Law Assistant Professor at Universidad de Chile (2017-2018).
- Clinical 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 Valparaiso (2020).
- Diploma in “Advanced Procedural Law and Litigation”. Faculty of Law, Pontificia Universidad Católica de Chile (2022).
- Diploma in Current Issues of Civil Liability, Universidad de Chile. (2024).
- Master’s Degree in Evidentiary Reasoning, Universidad de Girona y Génova. (2025-2026).

## ■ 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) The Legal 500 Latin America 2027 in TMT (Leading Associate) (ii) Best Lawyers 2026 in Intellectual Property Law, (iii) Leaders League 2025 as leader in Telecommunications Law and Technology; Highly Recommended in Enforcement & Anti-counterfeiting Actions; Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution and IP Litigation and (iv) 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.



# SANTIAGO BENÍTEZ

*Attorney - Director*

✉ sbenitez@magliona.cl

## ■ PRACTICE

His practice focuses on corporate, financial and regulatory matters, with particular emphasis on complex financing transactions, syndicated loan structures and preferred equity financings, as well as advising the payments industry, technology companies, fintechs and global players. He has led significant transactions and strategic regulatory processes involving structured finance, receivables assignments, digital payments models and regulatory analysis within the financial sector.

RECOGNIZED BY Best Lawyers

## ■ SELECTED MATTERS

(i) Structuring of a preferred capital financing for Kavak through warrants, implemented via the creation of the Activa Movilidad Private Investment Fund, managed by Larraín Vial Activos S.A. Administradora General de Fondos (2023);

(ii) Advising Ascenty Chile SpA in the execution of a syndicated credit facility with Natixis, MUFG and The Bank of Nova Scotia (2023). Participation in the amendment of the syndicated facility to increase its amount (2025);

(iii) Advising Olive House Films in connection with a credit agreement granted by Ashland Hill to finance the production and post-production of the film Olive House, produced by Fábula (2023);

(iv) Advising Sucden Chile SpA in connection with the granting of a credit line by Rabobank (2023);

(v) Advising on the structuring of a financing for Dlocal Chile SpA through the assignment of receivables to the Activa Pagos Digitales Investment Fund, managed by Larraín Vial Activos S.A. Administradora General de Fondos (2023);

(vi) Advising Mizuho Bank in the granting of a credit facility to Marubeni Holding Ltda (2024);

(vii) Legal advice to Fudo in the negotiation of a credit line with Banco BICE to support a merchant cash advance model for merchants (2025);

(viii) Advising multiple payment service providers (PSPs) in their registration before the Chilean Financial Market Commission (CMF) as Sub-Acquiring Operators (2025).

## ■ RECOGNITION

Recognized by Best Lawyers 2025 and 2026 in Banking and Finance Law.

## ■ PROFESSIONAL EXPERIENCE

Between 2016 and 2020, he worked at Barros & Errázuriz Abogados as part of the Capital Markets Group, advising on corporate and corporate governance matters, structured finance transactions, capital markets operations, and investment funds and fund managers. He also completed a secondment at LarrainVial Asset Management Administradora General de Fondos, supporting the structuring and operation of investment funds.

Between 2021 and 2022, he worked at Deloitte Legal, focusing on corporate matters and mergers and acquisitions.

Joined Magliona Abogados in September 2022.



# SANTIAGO BENÍTEZ

*Attorney - Director*

✉ sbenitez@magliona.cl

Best Lawyers RECOGNIZED BY

## EDUCATION

- Postgraduate Diploma in Fintech Regulation and Contracting, Pontificia Universidad Católica de Chile (2024).
- Law Degree, Pontificia Universidad Católica de Chile, LL.B. with double distinction (2015).

## ACADEMIA

- Teaching Assistant, Constitutional Law, Pontificia Universidad Católica de Chile (2012–2014).

## LANGUAGES

Spanish and English.



# PAUL MAGLIONA

*Attorney*

✉ 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's Degree in Law and Social Sciences, graduated with honors (2021).
- Diploma in Corporate Law, Faculty of Law, Universidad de los Andes (2023).
- Diploma in Civil Procedural Law, Faculty of Law, Universidad de los Andes (2025).

## LANGUAGES

Spanish, English and basic Hebrew.



# ANDRÉS ESCOBAR

*Consultant*

✉ aescobar@magliona.cl

## ■ PRACTICE

His practice is focused on invention patents, utility models, and industrial designs concentrating on patentability reports, patent drafting, oppositions, and official actions in patent offices. He also evaluates technologies, knowledge management, and financial modeling of technology transfer. He advises major companies on strategic business matters and leading law firms in intellectual property matters.

## ■ PROFESSIONAL EXPERIENCE

Between 1995 and 1999, he worked as a Patent Examiner at the Chilean Patent Office (current INAPI), overseeing expert engineering professionals in the analysis of patent protection and utility models. He also served as the Head of the Technological Information Office at INAPI, where he managed state-of-the-art databases at a global level, evaluated and implemented cooperation and dissemination programs for industrial property development, and conducted prior art searches in various fields.

Since 1999, he has provided advisory services to the boards of important companies such as Laboratorios Saval S.A., Codelco, IM2 S.A., Garibaldi, and CodelcoTech S.A., in areas of industrial property, invention patents, technological innovation, and strategic business matters.

He worked as a Senior Associate Engineer in the Intellectual Property and Information Technology Department at Carey & Cía law firm (2004-2008).

Since July 2012, he has advised leading intellectual property law firms, specializing in invention patents, evaluation, transfer, and valuation of new technologies, as well as managing portfolios of intangible assets. He joined Magliona Abogados in 2021.

## ■ EDUCATION

- Industrial Civil Engineer, Universidad Diego Portales (1995).
- Diploma in Financial Management, Universidad Adolfo Ibáñez (2003).
- Course “Patent Documentation and Classification”, (EPO, 1996).
- Course “Introductory Seminar on Industrial Property”, (WIPO), Geneva, Switzerland, (1997).
- Course “Patent Documentation, Searching and Examination Techniques”, The Swedish Patent and Registration Office in Stockholm, Sweden, (1997).
- Seminar “Administrative Issues in Patent and Trademark Procedures”, (EPO), (WIPO) and The Patent and Design Office of the Netherlands (BENELUX), Netherlands, and Switzerland, (1998).
- International Workshop on Administration and Commercialization of Inventions and Technology, (WIPO) in cooperation with the Mexican Institute of Industrial Property (IMPI) and the Monterrey Institute of Technology and Higher Education (ITESM), Mexico, (2002).
- Course on Non-Conventional Renewable Energies; Biogas Generation, The Chilean-German Chamber of Commerce, (2012).

## ■ LANGUAGES

Spanish and English.



# MATÍAS DANÚS

*Attorney - Director*

✉ mdanus@magliona.cl

## ■ PRACTICE

His professional practice focuses on regulatory matters, with particular emphasis on telecommunications and television content markets, as well as related areas of consumer protection and competition law. He also has extensive experience advising companies across various industries on compliance measures related to economic crimes, personal data protection, cybersecurity, and sector-specific regulation.

## ■ PROFESSIONAL EXPERIENCE

He previously served as Regulatory Affairs Manager at VTR Comunicaciones. Throughout his career, he led the design and implementation of strategies aimed at promoting public policies and legal and regulatory reforms in areas such as spectrum allocation, net neutrality, and digital terrestrial television law, among others.

He led working groups and negotiations between industry associations and administrative authorities, and managed institutional relations with government bodies, including the Ministry of Transport and Telecommunications, the National Television Council, the National Consumer Service, and the National Economic Prosecutor's Office.

He led legal teams in connection with class actions and collective voluntary proceedings under consumer protection law, as well as in contentious and non-contentious proceedings before the Competition Tribunal.
In addition, he has extensive experience in administrative sanctioning proceedings, the processing of telecommunications concessions and permits, tariff-setting processes, and the implementation of compliance programs.

## ■ PUBLICATIONS AND PRESENTATIONS

He has delivered numerous presentations on topics including, among others, the evolution of the Chilean telecommunications market; the impact of antenna infrastructure deployment regulation on competition; the effects of the law creating the Telecommunications Superintendency; and observations on the law establishing a guaranteed minimum internet speed.

## ■ MEMBERSHIPS

Matías is a member of the IAPP.

## ■ EDUCATION

- Law Degree (LL.B.), Universidad de Chile.
- Diploma in Legal Management, Universidad Católica de Valparaíso.
- Certificate in Legal Project Management (LPM) and Legal Process Improvement (LPI), International Institute of Legal Project Management.
- Certificate in the implementation of ISO 37301 – Compliance Management Systems / ISO 29100 – Privacy Framework / ISO 31700:2023 – Privacy by Design, Universidad de Santiago de Chile.
- Course in Public Policy Analysis, The London School of Economics and Political Science.
- Course in Sector-Specific Economic Crimes, Universidad Adolfo Ibáñez.

## ■ LANGUAGES

Spanish and English.



# CARLA DÍAZ

*Attorney*

✉ cdiaz@magliona.cl

## PRACTICE

Her practice focuses on the analysis and monitoring of public policies, with an emphasis on the regulation of technology, digital, and service industries. She has experience in the analysis of administrative permits and authorizations, as well as in the design and implementation of strategies for relations with authorities at different levels of government, including regulatory agencies, municipalities, and the National Congress.

In addition, she advises on corporate, contractual, and regulatory matters related to insurance brokers and other players in the financial and insurance sector.

## PROFESSIONAL EXPERIENCE

Carla joined Magliona Abogados in October 2023.

Previously, she worked as an associate in the Fintech area at HD Legal, from March to October 2023.

From October 2020 to January 2022, she worked as paralegal in the IP, Tech & Data area at Albagli & Zaliasnik law firm.

## EDUCATION

- Law Degree, Suma Cum Laude, Universidad de Chile (2023).
- Course "Gender and Cybersecurity" of the Continuing Education Program of the Faculty of Law of the University of Chile. (2021).
- Course "Intellectual Property in the Knowledge Society" given by the National Institute of Industrial Property. (2021).

## ACADEMIC ACTIVITIES

- Civil Law assistant to Professor Hugo Cárdenas Villareal (2022 to date).
- Commercial Law assistant to Professor Ignacio Araya Paredes (2020 to June 2023).

## LANGUAGES

Spanish and English.



# ALEJANDRO PALMA

*Of Counsel*

✉ apalma@magliona.cl

## ■ PRACTICE

His professional practice focuses on energy, infrastructure, corporate governance and sustainability, with an emphasis on gas and fuel markets as well as in areas such as corporate, energy, and antitrust practices.

## ■ RECOGNITIONS

Twice recognized by The Legal 500, General Counsel Powerlist Chile in Energy. 2019 and 2022.

## ■ PROFESSIONAL EXPERIENCE

Alejandro Palma has over 20 years of experience. He served as Manager of Corporate and Legal Affairs at Copec S.A., Legal Manager and General Manager at GNL Chile S.A., and previously as a lawyer at Larraín y Asociados.

Throughout his career, he has led the design and implementation of strategies related to the negotiation of international natural gas supply contracts, construction and operation contracts for energy infrastructure, public offerings of shares, sale of utility companies, and concessioned highways, participation in public policies, and regulatory modifications on issues such as the Extended Liability of the Producer and Promotion of Recycling law, among others.

He has led teams and legal strategies in collective lawsuits and voluntary collective procedures related to consumer law. He has also played that role in contentious and non-contentious proceedings before the Free Competition Court.

Additionally, he has extensive experience in compliance, corporate governance, and sustainability matters.

## ■ PUBLICATIONS AND PRESENTATIONS

Alejandro has lectured in various presentations on energy and natural gas topics, including, among others, the Natural Gas Fair in Perth, Australia, and the conference "Doing Business in Chile and Latin America for Australian Investors."

## ■ MEMBERSHIPS

He is a member of the Chile-Australia Chamber of Commerce, which he presided over from 2007 to 2010.

## ■ EDUCATION

- Law, Bachelor of Legal and Social Sciences, Universidad de Chile (1998).
- Diploma in Environmental Law, Universidad de Chile (2001).
- Master of Laws (LLM), University of Sydney (2004).
- Postgraduate Diploma in Business Administration, Universidad Católica de Chile (2010).
- MBA, Universidad Católica de Chile (2017).

## ■ LANGUAGES

Spanish and English.



# MARTÍN ARAYA

*Attorney*

✉ maraya@magliona.cl

## PRACTICE

His professional experience focuses on Labor and Social Security matters, particularly in areas related to termination of employment contracts, oral litigation and legal advice for businesses.

## PROFESSIONAL EXPERIENCE

Martín joined Magliona Abogados´ team in 2025.

## EDUCATION

- Law, Pontificia Universidad Católica de Chile, Bachelor's Degree in Law with a major in Labor Law and Social Security, with 2 votes of distinction (2023).

## LANGUAGES

Spanish and English.



# VICENTE ZULETA

*Attorney*

✉ vzuleta@magliona.cl

## PRACTICE

His practice focuses on matters related to personal data protection, cybersecurity and new technologies. Also, Vicente has experience in the prosecution of contentious trademark and domain names issues.

## PROFESSIONAL EXPERIENCE

Vicente joined Magliona Abogados in 2025.

Previously, he worked as a paralegal in the IP, Tech & Data area at Albagli Zaliasnik law firm from February 2023 to February 2024.

From May to August 2022, he completed an internship at North Santiago local Prosecutor´s Office.

## MEMBERSHIPS

Vicente is a member of the IAPP.

## EDUCATION

- Law, Universidad de Chile, qualified with highest honors in his bachelor´s degree exam (2024).
- Course on Artificial Intelligence and Law, Universidad Diego Portales (2024).
- Diploma in Privacy and Compliance, Universidad de Santiago de Chile (2025).
- Course on development of risk matrices in compliance, Pontificia Universidad Católica de Chile (2025).

## ACADEMIC ACTIVITIES

Research Assistant, Centre of Studies in Law, Technology and Society (CE3), Universidad de Chile, 2023 to date.
Teaching Assistant, Digital Transformation of the State Course, Universidad de Chile, (2024).

## LANGUAGES

Spanish and English.



# JESSICA MATUS

*Attorney - Director*

✉ jmatus@magliona.cl

## ■ PRACTICE

Her professional practice focuses on law and technology, primarily on data protection and cybersecurity, with 20 years of professional experience in the public, private, and civil sectors.

Ranked by The Legal 500 Latin America 2027 in Data Privacy (Next Generation Partner)

## ■ ACKNOWLEDGMENTS

- 100 Women Leaders 2024, El Mercurio and Women Entrepreneurs.
- 2nd Place in Data Protection category, Leading Lawyers (2019).
- Rising Star in Data Privacy, The Legal 500 (2021).

## ■ PROFESIONAL EXPERIENCE

Jessica provides ongoing advisory services to companies and organizations across Chile and Latin America on compliance with data protection and cybersecurity regulations, privacy impact assessments for major national and regional projects, and guidance to governments and international organizations, including ECLAC and UN Women Chile. She serves as a member of the Ministerial Advisory Commission for the implementation of the Data Protection Law in Chile (2025).

She has led legal departments at Marca Chile, the Ministry of Mining, the Ministry of Justice, the National Statistics Institute (INE), and the Municipality of Antofagasta. She is also the co-founder of the Datos Protegidos Foundation (2015) and the Internet Society Chile (2020), initiatives dedicated to promoting data privacy and security, as well as a free, open, and collaborative Internet.

## ■ PUBLICATIONS (selected)

- Co-author of "The Transfer of Personal Data," (SP). Lexis Nexis (2006).
- "Right to Access Public Information and Data Protection," (SP). Revista Chilena de Derecho y Tecnologías. Centro de Estudios en Derecho Informático, Universidad de Chile, Vol. 2 Núm. 1 (2013). Link
- "Gender Violence on the Internet in Chile". (SP). Fundación Datos Protegidos (2018). Link
- "State of Digital Gender Violence Legislation in Latin America". (SP). EUROsociAL+. (2022). Link
- "Recommendations for Designing and Implementing Public Policies on Gender Violence in Teleworking". (SP). Public Policy Guide, Acoso.online. (2022). Link
- Advances and regulatory perspectives on personal data protection in Mexico and Latin America. Proceedings of the Privacy Route: Artificial Intelligence: Perspectives and prospects from the right to personal data protection and privacy. National Institute for Transparency, Access to Information, and Protection of Personal Data (2022).



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# JESSICA MATUS

*Attorney - Director*

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## EDUCATION

- Law, Universidad de Chile.
- Diploma in Information Technology Law and Master's-level Studies in Information Technology Law and Telecommunications, Universidad de Chile.
- ISO/IEC 29100 (Privacy Framework) Lead Implementer and ISO/IEC 31700 (Privacy by Design) Lead Implementer; Certified Data Protection Officer (DPO) under the General Data Protection Regulation (GDPR).
- Certification in Cybersecurity, Universidad de León, Spain, and the National Cybersecurity Institute (INCIBE).
- BOW – Board of Women Certification, Mujeres Empresarias (2024).

## ACADEMIA

Professor at Universidad de Chile, teaching in postgraduate programs within the Faculties of Physical and Mathematical Sciences and of Communication and Image, and at Universidad de Santiago.

## LANGUAGES

Spanish and English.



# PATRICIO ROJAS

*Attorney*

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## PRACTICE

His professional practice is focused on real estate and corporate law.

## PROFESSIONAL EXPERIENCE

Patricio joined Magliona Abogados in October 2025. Previously he served as a legal advisor at BK Servicios Financieros from 2022 to 2023 and later worked as an associate lawyer at eTax Sostenibilidad Tributaria from 2024 to 2025.

## EDUCATION

- Law, Pontificia Universidad Católica de Valparaíso (2024).
- Diploma in Legal Management Program (LMP) LatAm, Pontificia Universidad Católica de Valparaíso (2025).
- Diploma in Mergers and Acquisitions (M&A), Universidad de Los Andes (2025).

## ACADEMIC ACTIVITIES

- Teaching Assistant in Commercial Law at the Pontificia Universidad Católica de Valparaíso (2021–2024).
- Coordination Assistant for the Diploma in Compliance and Risk Management at the Pontificia Universidad Católica de Valparaíso (2021–present).
- Teaching Assistant in the Master of Law program (modules on Insurance Law and Corporate Legal Organization) at the Pontificia Universidad Católica de Valparaíso (2022–2025).

## LANGUAGES

Spanish and English.



# ANASTASSIA CHARPENTIER

*Attorney*

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## ■ PRACTICE

Her professional experience has been primarily focused on matters related to Technology, Media, and Telecommunications.

## ■ PROFESSIONAL EXPERIENCE

Anastassia joined Magliona Abogados in 2025. Previously, from April 2024 to September 2025, she served as an Associate Lawyer in the Corporate and International Mobility practice at Apparcel Uriarte Abogados.

## ■ EDUCATION

- Law, Pontificia Universidad Católica de Chile. Bachelor of Laws with a specialization in International and Comparative Law, graduating with 2 votes of distinction (2023).

## ■ LANGUAGES

Spanish and English.



# LEOCADIO MARRERO TRUJILLO

*Of Counsel*

✉ lmarrero@magliona.cl

## ■ PRACTICE

A specialist in personal data protection, privacy, cybersecurity, and regulatory compliance, with more than thirty-eight years of experience in strategic, technological, commercial, and risk-management consulting. His practice focuses on the design, implementation, and auditing of privacy management systems based on international standards (ISO 27701, ISO 27001, ISO 31700, among others), as well as GDPR compliance and alignment with Ibero-American regulatory frameworks. He has led data governance initiatives, privacy-by-design models, impact assessments, incident management processes, and compliance program development, applying a comprehensive GRC and cybersecurity perspective.

## ■ PROFESSIONAL EXPERIENCE

An entrepreneur and senior consultant, Leocadio serves as Data Protection Officer (DPO) for various institutions in Spain, including the Las Palmas Bar Association (ICALPA), the Canary Islands Council of Bar Associations, the Eastern Canary Islands Association of Industrial Engineers (COIICO), and the Gran Canaria Association of Quantity Surveyors and Technical Architects (COATTGC).

He is the CEO of GRCx3, a consultancy specializing in privacy, information security, and corporate governance, from which he has led regulatory compliance projects, privacy audits, risk analyses, and business continuity initiatives.

## ■ EDUCATION

He holds advanced certifications in privacy, data protection, information security, risk, and cybersecurity, including: ISO 27001, ISO 27701, ISO 27017, ISO 22301, ISO 31000, ISO 31022, ISO 37002, ISO 37301, ISO 9001, NIST CSF, COBIT19, CDPSE, CPCC, CDPP, LCSPC, CSFPC, AENOR Certification in Personal Data Protection, CIPDP, and is a Cyber-Cooperator at INCIBE.

## ■ ACADEMIC ACTIVITIES

Academic Director of the Diploma in Privacy Implementation and Compliance and of the Executive Program for Data Protection Officers under the AEPD scheme at USACH; Academic Director of the Diploma in Data Protection at UNIANDES; instructor at ISACA; lecturer for the GRC-IA certification and the ISO 42001 Program at AEC; lecturer for the Data Protection Officer Program at the Data Privacy Institute; certified instructor for the Canary Employment Service in cybersecurity; and faculty member at several business schools and executive training institutions.

## ■ PUBLICATIONS AND MEMBERSHIPS

- He has published specialized studies and articles on privacy., cybersecurity, and compliance.
- He is a member of APEP, ISMS Forum Spain, CCI, ISACA Madrid, aeDPD, Internet Society, IAPP, ALAP, IGF Spain, and AEC.

## ■ LANGUAGES

Spanish.



# MATÍAS FIGUEROA

*Attorney*

✉ mafigueroa@magiona.cl

## ■ PRACTICE

His professional practice focuses on corporate, commercial, and financial law, with particular emphasis on mergers and acquisitions.

## ■ PROFESSIONAL EXPERIENCE

Matías joined Magliona Abogados in December 2025. Between 2022 and 2025, he worked as an associate lawyer in the consulting area at Ernst & Young Consultores Limitada.

## ■ EDUCATION

- Law, Pontificia Universidad Católica de Chile, Bachelor's Degree in Law and Social Sciences, approved with double distinction (2021).
- Diploma in Integrity, Transparency, and Good Governance, Pontificia Universidad Católica de Chile (2022).
- Diploma in Securities Market Law, Universidad de Chile (2024).
- Advanced Certification in Payment Methods – 10 Pay.

## ■ LANGUAGES

Spanish and English.



# JONAS RANTAKYRO

*Attorney*

✉ jrantakyro@magiona.cl

## ■ PRACTICE

His practice focuses on matters related to personal data protection, cybersecurity, and new technologies.

## ■ PROFESSIONAL EXPERIENCE

Jonas joined Magliona Abogados in December 2025.

Previously, he worked as an associate in the Labour & Employment practice at the law firm Garrigues, from March to November 2025.

From April 2023 to April 2024, he served as a paralegal in Garrigues Labour and Employment practice.

## ■ EDUCATION

- Law, Universidad de Chile, LL.B. (Licenciado en Ciencias Jurídicas). Graduated with Highest Honors on the degree examination. (2024).
- Course "Technical-Legal Governance of Data-Driven Organizations", Universidad del Desarrollo (2025).
- Course "Video Game Industry, Esports and Gaming Marketing", Universidad de los Andes (2025).

## ■ ACADEMIC ACTIVITIES

Teaching Assistant, Labour Law Class Course, Professor Héctor Humeres Noguer, Universidad de Chile, 2022, to date.

Teaching Assistant, Whistleblowers-Chile initiative, Professor Jorge Martínez Rivera, 2023-2024.

## ■ LANGUAGES

Spanish, English and Swedish.



# MARTIN BASUALDO

*Attorney*

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## ■ PRACTICE

His practice focuses on matters related to personal data protection, cybersecurity, and new technologies. Martín also has experience advising clients on sports and entertainment law matters across different industries.

## ■ PROFESSIONAL EXPERIENCE

Martín joined Magliona Abogados in May 2026. Prior to joining the firm, he worked as an associate at DLA Piper Chile between April 2024 and June 2025, and later at ECIJA Chile from July 2025 to April 2026.

## ■ EDUCATION

- Law, Pontificia Universidad Católica de Chile. Bachelor of Laws, graduated with one distinction vote and a certification in Private Law (2023).
- International Master's Degree in Football Law, Sports Law Institute (2023).
- Diploma in Commercial Law and Compliance, Universidad de los Andes (2023).
- Diploma in Personal Data Protection, Pontificia Universidad Católica de Chile (2024).
- Diploma in Law and Artificial Intelligence, Pontificia Universidad Católica de Chile (2025).
- Advanced DPD/DPO Program Certification, Asociación Española para la Calidad (2025).
- Certification under the Spanish Data Protection Agency Scheme as a Data Protection Officer (DPO), Agencia Española de Protección de Datos (2026).

## ■ LANGUAGES

Spanish and English.



# CATALINA BECERRA

*Attorney*

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## ■ PRACTICE

Catalina focuses her practice on labor and employment law and social security matters, including a wide range of employment-related issues, including employment terminations, labor litigation, and day-to-day labor and employment matters.

## ■ PROFESSIONAL EXPERIENCE

Catalina joined Magliona Abogados' Labor and Employment team in 2026.

## ■ EDUCATION

- Law, Pontificia Universidad Católica de Chile. Graduated with a specialization in Labor and Employment Law and Social Security, receiving two votes of distinction (2025).

## ■ LANGUAGES

Spanish and English.



# DANAE NAHUM

*Graduate*

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## ■ PRACTICE

Her practice focuses on technology law, regulation and public policy, with a focus on technology, digital and service industries. She has experience in the analysis and monitoring of legislative and regulatory initiatives, administrative permits and authorizations, and the design and implementation of engagement strategies with regulatory authorities, municipalities and the National Congress.es.

## ■ PROFESSIONAL EXPERIENCE

Danae joined Magliona Abogados in April 2026. Previously, in 2024, she participated in GAEIA (Global Alliance for Ethics and Impacts of Advanced Technologies), an international forum focused on the ethical and regulatory analysis of advanced technologies. She served as a Law Clerk at Credicorp Capital Chile from March 2022 to July 2023, supporting matters related to economic, financial and regulatory law.

## ■ EDUCATION

- Law, Universidad de Chile, Bachelor of Legal and Social Sciences (2025).
- International Exchange, Universidade Católica Portuguesa, Portugal (2023).
- Thesis: "Payment Service Providers: Current Regulatory Framework and Potential Update Based on the Recommendations of the Tribunal for the Defense of Free Competition," supervised by Claudio Magliona.

## ■ LANGUAGES

Spanish and English.

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