

# 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, 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

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Featured by Chambers Latin America 2024 as leading law firm in TMT (Telecom, Media and Technology) (Band 1). Clients point out *"Magliona Abogados has always responded in a timely manner. Our business area is very specific and the team has understood it very well; they are assertive when it comes to giving recommendations."*

Featured by Chambers Fintech 2024 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 2024 in TMT (Tier 1), Data Privacy (Tier 1), 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 2024 in Copyright & Related Rights and featured in Trademark 2024.

Recognized by Best Lawyers 2023 as Law Firm of the Year in Technology Law and by Leaders League 2024 as Leader in Technology, Excellent in Innovation, Technology and Telecoms and in Fintech, Highly Recommended in Enforcement & Anti-counterfeiting Actions, Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution, IP Litigation as well as in Corporate / M&A, and valuable practice in Banking & Finance.

Recommended by Latin Lawyer 250, edition 2024. 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 & 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.

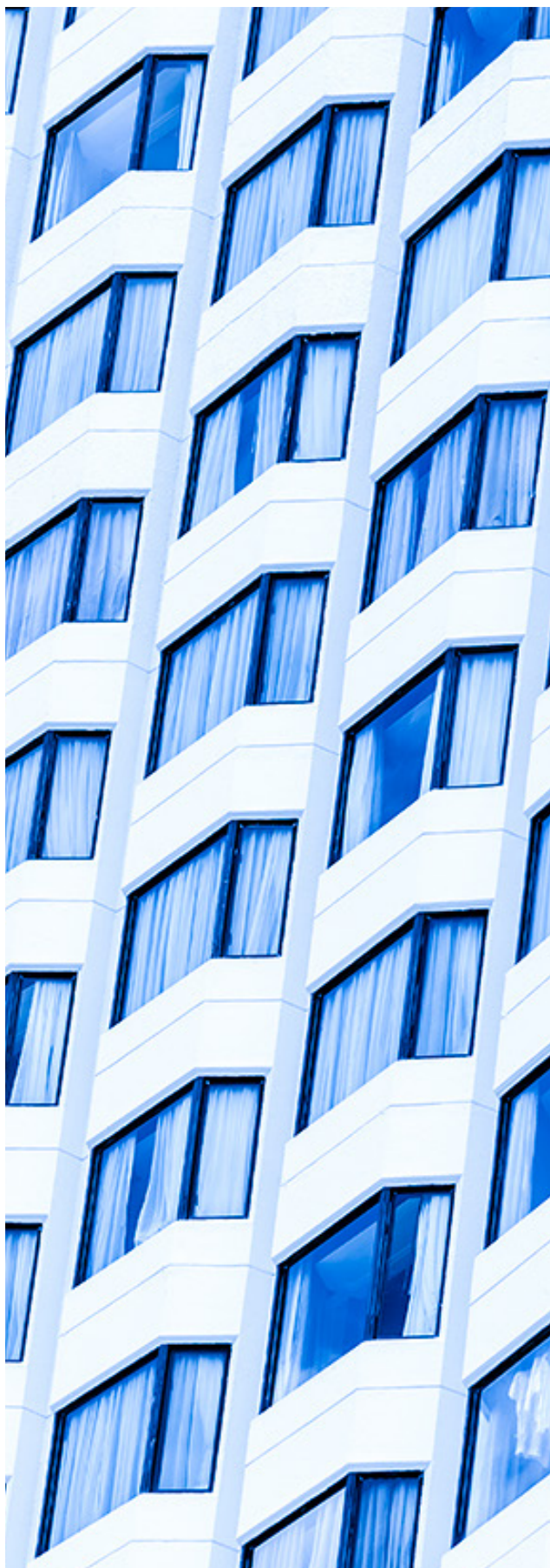
We protect our clients' technological development in terms of intellectual and industrial property, including copyright, trademarks, invention patents, utility models, industrial designs, domain names and others.

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*

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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 2024 in TMT (Telecom, Media and Technology) (Band 1) and in Intellectual Property (Band 3), (ii) Chambers Fintech Legal 2024 (Band 1), (iii) Chambers Global 2024 in Intellectual Property (Band 3), (iv) The Legal 500 Latin America 2024 in TMT (Leading Individual) and Intellectual Property (Leading Individual), (v) Best Lawyers 2024 as Lawyer of the Year in Privacy and Data Security Law and Best Lawyers 2024 in Communications Law, Entertainment Law, Information Technology Law, Intellectual Property Law, Media Law, Privacy and Data Security Law and Technology Law, (vi) Leaders League 2024 as Leader in Technology, Excellent in Fintech, and in Telecommunications Law, Highly Recommended in Enforcement & Anti-counterfeiting Actions, Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution, IP Litigation as well as in M&A, (vii) IP Stars 2023 as Trademark Star, (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 2024 in Privacy, Data Protection and Technology as well as Telecoms and Media.

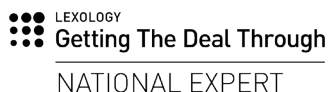
According to the clients interviewed by the publications, Claudio is “an expert in the area, very strong, with many contacts across the regulatory and government authorities.” They mention that “his credibility allows him to get respect from the market.” A market onlooker comments that he is “an excellent 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 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 2023, and Data Protection and Privacy 2024.

## ■ 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 2024 in TMT, Data Privacy and Corporate and M&A and (ii) Leaders League 2024 as excellent in Fintech, recommended in Corporate / M&A and valuable practice in Banking & Finance.

### ■ 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 2024 in Corporate / M&A and Banking & Finance and (iii) Latin Lawyer 250 edition 2024 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 2024 in TMT (Telecom, Media and Technology), (ii) The Legal 500 Latin America 2024 in Intellectual Property (Next Generation Partner), (iii) Leaders League 2024 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 2024 in Communications Law, Information Technology Law, Privacy and Data Security Law and Technology Law, (v) IP Stars 2023 as Notable Practitioner and (vi) Latin Lawyer 250 edition 2024 in Telecoms and Media.



Nicolás Yuraszeck



### ■ 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

“¿Es mala la ley de datos personales?”, in Legal Industry Review, November 2023.

“Regional insights on consent and the evolution of privacy”, in Data Protection Law & Policy, May 2015.

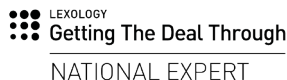
Since 2019 he is author of Chambers and Partners for the Cybersecurity and Data Protection & Privacy guides, as well as Lexology Getting the Deal Through, specifically, he contributed to the Chile chapters for Licensing 2022, Digital Business 2023, and Data Protection and Privacy 2024.

### ■ 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 on intellectual and industrial property, specializing in trademarks, patents, licenses, and litigation related to intellectual property protection. His expertise includes comprehensive advice in the production of films and series in Chile, spanning from rights acquisition to the exploitation of audiovisual works.

Ranked by (i) Best Lawyers 2024 in Media Law; (ii) The Legal 500 Latin America 2023 in Intellectual Property (Rising Star), Data Protection, and TMT; and (iii) IP Stars 2023 as a Rising Star.

### ■ PROFESSIONAL EXPERIENCE

Carlos joined Magliona Abogados in 2013, succeeding in patent and utility model litigation. Between 2021 and 2022, represented remarkably local manufacturers in litigations against a multinational company, solidifying his reputation in safeguarding local interests. He led the successful revocation of a domain name for Mercado Libre at WIPO in 2021. In transactions, he collaborated with Amazon Prime Video, negotiating contracts for the development and production of local audiovisual works, including notable local projects.

On the transactional side, Carlos has collaborated significantly with Amazon Prime Video, negotiating development and production contracts for series, films and documentaries such as the "Sayen" trilogy, "Desconectados" and "Los Sobrevivientes".

In 2023, he participated in UCLA's "Documentary Film Clinic," contributing to the drafting of Opinion Letters for Errors and Omissions (E&O) insurance. As a law clerk at Sheppard Mullin Richter & Hampton LLP, Los Angeles, he was involved in drafting and negotiating production contracts and music licenses for Amazon Prime Video, along with reports on the impact of artificial intelligence on entertainment contracts. Additionally, he provided support in preparing reports on the impact of artificial intelligence on entertainment contracts with talents for a prominent technology company. Furthermore, he collaborated in drafting contracts for a diverse group of independent producers.

### ■ 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 (2023), and Data Protection and Privacy (2024).



## ■ EDUCATION

- Law, Universidad Adolfo Ibáñez, Bachelor of Laws, LLB (2011).
- Diploma in Intellectual Property, Pontificia Universidad Católica 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.





## 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.

### ■ 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).

### ■ 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.

### ■ 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.



RECOGNIZED BY  
**Best Lawyers**

## 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 Best Lawyers 2024 in Privacy and Data Security Law.

### ■ 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.

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

### ■ 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.

### ■ LENGUAJES

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.



## KARLA CID

*Attorney - Director*

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### ■ PRACTICE

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

Relevant Transactions: (i) acquisition of renal care centers by Diaverum UK (2012-2013), (ii) acquisition of Portalinmobiliario by Mercado Libre (2014), (iii) advised Kaszek Ventures in financing rounds for Fintual (2020) and Phage Technologies (2021), (iv) Advising Ascenty Chile SpA in the granting of a syndicated loan by Natixis, MUFG and The Bank of Nova Scotia (2023); (v) Advising Sucden Chile SpA in the granting of a line of credit for a financing granted by Rabobank (2023), among others.

Karla also stands out for her support in intellectual property licensing compliance, advising since 2020 Autodesk, a worldwide recognized software company, in Chile, Argentina, Peru, Colombia, Mexico and the Caribbean.

Recognized by The Legal 500 Latin America 2024 in TMT (Rising Star).

### ■ 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).

### ■ 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.



## 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.

### ■ 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 – 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."

### ■ LANGUAGES

Spanish, English and Mandarin Chinese.





## 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.

### ■ 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).

### ■ ACADEMIC ACTIVITIES

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

### ■ 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*

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### ■ 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 2024 as Leader in Technology; Highly Recommended in Enforcement & Anti-counterfeiting Actions; Recommended in Patent Prosecution, Patent Litigation, Trademark Prosecution and IP Litigation, in IP Litigation and Enforcement, (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.



## SANTIAGO BENÍTEZ

Attorney

✉ sbenitez@magliona.cl

### ■ PRACTICE

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

Relevant Transactions: (i) Structuring of a preferred equity financing for Kavak on warrants, through the creation of the Activa Movilidad Private Investment Fund, managed by Larraín Vial Activos S.A. Administradora General de Fondos (2023); (ii) Advised Ascenty Chile SpA in the granting of a syndicated loan by Natixis, MUFG and The Bank of Nova Scotia (2023); (iii) Advised Olive House Films in a loan agreement granted by Ashland Hill to finance the production and post-production of the film Olive House (2023); (iv) Advising Sucden Chile SpA in the granting of a line of credit for a financing granted by Rabobank (2023); (v) Advising on the structuring of a financing for Dlocal Chile SpA, through the assignment of collection rights to Fondo de Inversión Activa Pagos Digitales, managed by Larraín Vial Activos S.A. Administradora General de Fondos (2023).

### ■ PROFESSIONAL EXPERIENCE

From 2016 to 2020, with Barros y Errázuriz Abogados, corporate, financing and investment funds matters. Secondment at Larraín 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

*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 of Law, graduated with honors (2021).
- Diploma in Corporate Law, Universidad de los Andes (2023).

### ■ LANGUAGES

Spanish, English and basic Hebrew.



## ANDRÉS ESCOBAR

*Consultant*

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### ■ 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

*Of Counsel*

✉ mdanus@magliona.cl

### ■ PRACTICE

His professional practice focuses on regulatory matters, particularly regarding telecommunications and television content markets, as well as the related practices of consumer and antitrust law.

### ■ PROFESSIONAL EXPERIENCE

Mr. Danús was formerly the Director of Regulatory Affairs at VTR Comunicaciones. As part of his career, he led the design and implementation of strategies related to formulating public policies and legal and regulatory modifications in matters such as the criteria applicable to spectrum allocation, net neutrality and the digital terrestrial television law, among others. He led working groups and negotiations with administrative authorities and trade associations. He conducted relations with governmental entities, including the Undersecretary of Telecommunications, the National Television Council, the National Consumer Protection Agency, and the National Economic Prosecutor's Office, among others. He led teams and legal strategies in class actions and voluntary collective procedures associated with consumer law. He has also fulfilled this role in contentious and non-contentious proceedings before the Free Competition Tribunal. He also has extensive experience in administrative sanctioning procedures, the processing of telecommunications concessions and permits, tariff processes and the implementation of compliance plans.

### ■ PUBLICATIONS AND PRESENTATIONS

Mr. Danús has made several presentations on topics including, among others, the evolution of the Chilean telecommunications market; the effect on competition of the regulation on antenna infrastructure deployment; the impact of the law that creates the telecommunications superintendence; observations on the law that establishes the obligation of a minimum guaranteed throughput; etc.

### ■ EDUCATION

- Law. Degree in Law and Social Sciences, Universidad de Chile.

### ■ LANGUAGES

Spanish and English..



## CARLA DÍAZ

*Attorney*

✉ cdiaz@magliona.cl

### ■ PRACTICE

Carla has experience in corporate law, especially in matters related to Fintech companies, as well as intellectual property, data protection and e-commerce law related issues.

### ■ 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.

### ■ MEMBERSHIPS

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

### ■ 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."

### ■ 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.



## PABLO MUNITA

*Law Graduate*

✉ pmunita@magliona.cl

### ■ PRACTICE

His professional practice focuses on Employment Law.

### ■ PROFESSIONAL EXPERIENCE

Pablo joined Magliona abogados in 2024. Previously he worked as a paralegal in Estudio Fernandois (2022-2023) and Munita & Olavarria (2021-2022).

### ■ EDUCATION

- Law, Pontificia Universidad Católica de Chile. Magna Cum Laude. (2023).

### ■ ACADEMIC ACTIVITIES

- Member of the Drafting Committee of "Cuadernos de Última Jurisprudencia Laboral UC" (2024 to date).
- Procedural Labor Law and Labor Oral Procedure Assistant Professor. Pontificia Universidad Católica de Chile (2022 to date).
- Procedural Law Assistant Professor. Universidad Adolfo Ibáñez (2021 to date).
- Philosophy of Law, Natural Law and Political and Legal Ethical Controversies Assistant Professor. Pontificia Universidad Católica de Chile (2018-2022).
- Assistant Collaborator in the Public International Law Class. Pontificia Universidad Católica de Chile (2019-2021).

### ■ LANGUAGES

Spanish and English.

# MAGLIONA

— ABOGADOS —