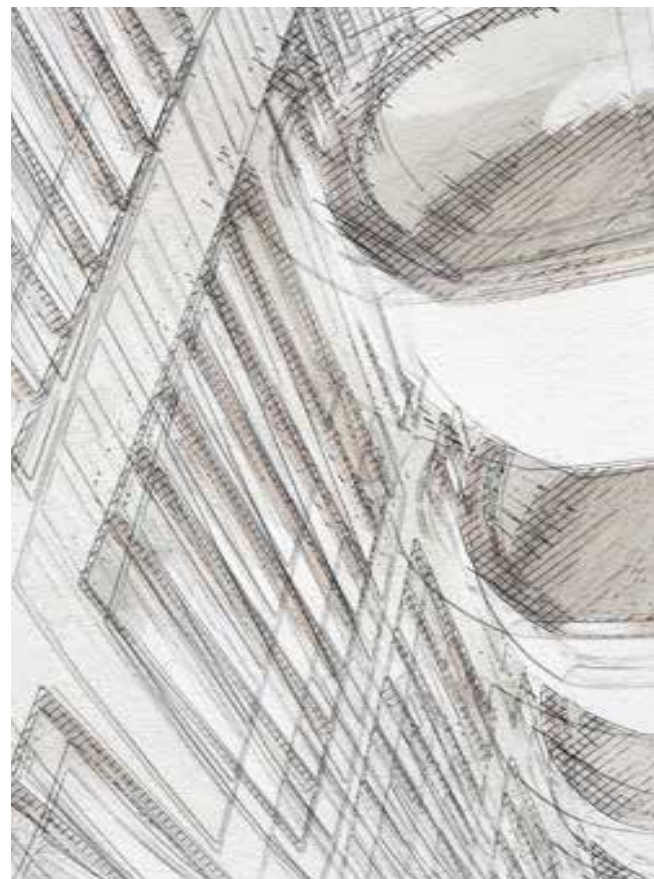
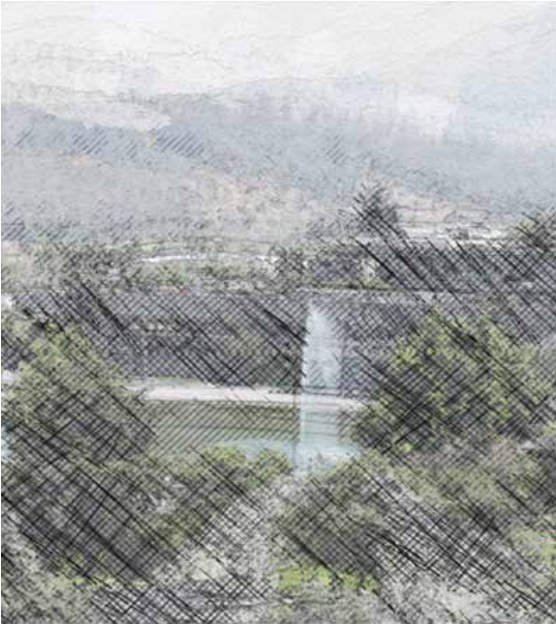


# ALCAINO | ABOGADOS





## CONTENT

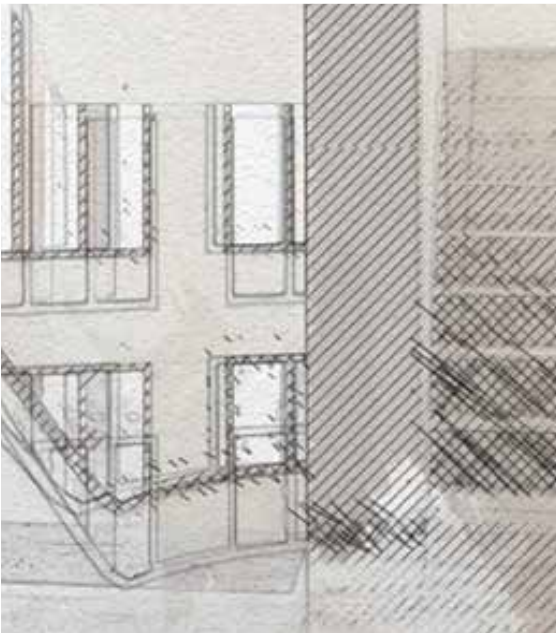
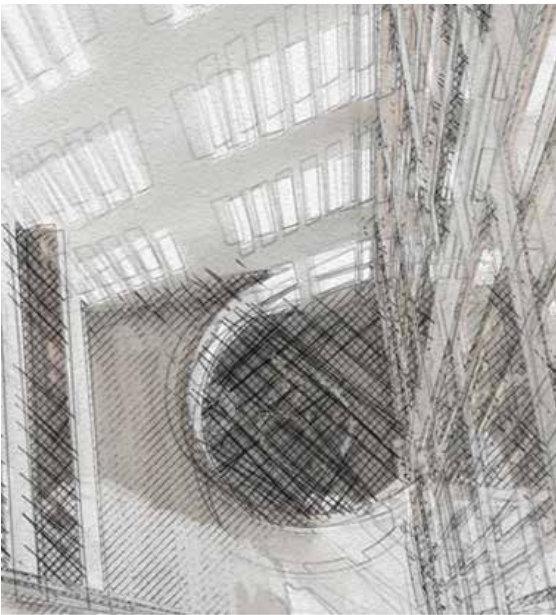
THE FIRM \_\_\_\_\_ 3

THE TEAM \_\_\_\_\_ 4

Partners  
Area Directors  
Advisers

ÁREAS DE PRÁCTICA \_\_\_\_\_ 7

Family Offices  
Corporate Finance  
Mergers and Acquisitions  
Real Estate and Urban Development  
Litigation  
Securities and Capital Markets  
Natural Resources and Regulatory Law  
Regulatory and Tax Law



## THE FIRM

Alcaíno | Abogados has an outstanding professional experience of over 40 years. It was established in the mid 1970s, but it was legally organized as a professional partnership in 1980 under the name Artaza y Cía. Currently it is incorporated as a stock company named Alcaíno Abogados SpA.

From day of its establishment the Firm has stood out for rendering integral legal services, comprising the legal structuring of businesses and companies of its clients including the legal defense in an all kinds of litigation or conflicts.

The services model is based on forging relations of trust with its clients, which are projected and endure over the time. These features are embodied in a very personal and close professional services, imprinting a special excellence seal to Alcaíno | Abogados, attributes appreciated and recognized by both the clientele and the market.

This committed way of understanding and developing the legal practise has allowed Alcaíno | Abogados to form a solid clientele over the years, giving legal advice on permanent or occasional basis, to both the most relevant Chilean business groups and an extense array of persons, families and companies, of the most ample spectre of the economic, financial, commercial and industrial activity, both in Chilean and abroad.

Alcaíno | Abogados legally advises, permanently or occasionally, several of the main families and business groups in Chile.



## CORPORATE BUILDING

The Firm operates in a modern new corporate building, with the latest high-tech and design, specifically built for that purpose, located in Nueva Costanera, borough of Vitacura, with ample availability to underground parking spaces, giving the clientele a high degree of comfort standards, access facilities and closeness.



## THE TEAM



Alcaíno | Abogados is structured as a legal services company comprised by:

- 10 Partners
- 2 Area Directors
- 1 Adviser
- 14 Associates
- Litigation paralegals
- General Manager
- Administrative and secretarial personnel
- Corporate paralegals

The lawyers of the Firm work in their respective areas of practice according to their expertise, without losing thereby the flexibility required to give an integral legal service to the clients.

The Firm has developed a careful selection program to engage its lawyers and preserve the working environment.

We promote the process of professional growth and specialization of our lawyers, who work very closely with the partners.

The infrastructure of the Firm includes:

- Constant improvements of technological systems and internal procedures, to make our work more efficient, reaching the highest local and international standards; and
- A program to attract the best candidates to join our Firm, the primary resource of a law firm.

## PARTNERS

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**ALFREDO ALCAÍNO**  
Senior Partner

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- Senior partner, founder of ALCAÍNO | ABOGADOS, (1978)
- J.D., P. Universidad Católica de Chile, Magna Cum Laude (1978)  
Arbitrator of the Arbitration and Mediation Center,  
Santiago Chamber of Commerce
- Undergraduate and postgraduate academic activities, P. Universidad Católica de Chile
- Past Counselor of the Public Study Center (CEP)
- Counselor of the SOFOFA Corporate Governance Center
- Member of the Chilean Bar Association
- Languages: English - Spanish



**DANIEL COX**  
Senior Partner

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- Senior partner, ALCAÍNO | ABOGADOS (since 1997)
- J.D., Universidad de Chile (1986)
- General Counsel, Banco Penta (2004-2016)
- Member of the Chilean Bar Association
- Languages: English - Spanish



**MARCELO GIOVANAZZI**  
Partner - Litigation Area

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- Partner, ALCAÍNO | ABOGADOS (since 2013)
- J.D., Universidad de Chile (1990)
- Arbitrator of the Arbitration and Mediation Center,  
Santiago Chamber of Commerce
- Procedural Law Professor, Universidad Andrés Bello
- Member of the Chilean Bar Association
- Languages: English - Italian - Spanish



## PARTNERS

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### MACARENA BARAONA

#### Partner - Real Estate and Urban Development Area

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- Partner, ALCAÍNO | ABOGADOS (since 2004)
- J.D., P. Universidad Católica de Chile, magna cum laude (1998)
- Arbitrator, Centro Nacional de Arbitrajes
- Master Degree in Tax Management and Administration LLM, Universidad Adolfo Ibáñez (2010)
- Member of the Chilean Bar Association
- Languages: English - Spanish



### RODRIGO MUÑOZ

#### Partner - Corporate Finance Area

---

- Partner, ALCAÍNO | ABOGADOS (since 2008)
- J.D., P. Universidad Católica de Chile, Magna Cum Laude (1998)
- Master of Laws, New York University (2002)
- International Associate, Fox, Horan & Camerini, New York (2007-2008)
- International Associate, Gleiss, Lutz, Hootz, Hirsch, Germany (1997-1998)
- Member of the Chilean Bar Association
- Languages: English - German - Spanish



### VICTORIA RIPOLL

#### Partner - Family Offices Area

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- Partner, ALCAÍNO | ABOGADOS (since 2013)
- J.D., Universidad Pontificia de Comillas de Madrid – ICADE (2000)
- Graduated in Business Management & Administration MBA, Universidad Pontificia de Comillas de Madrid- ICADE (2001)
- Master of Laws, London School of Economic and Political Sciences (2004)
- International Associate, Perez Alati, Grondona, Benites, Arntsen & Pérez de Hoz (Jr.), Argentina (2002)
- Associate, Cuatrecasas, Goncalvez Pereira, Spain (2001-2003)
- Member of the Madrid Bar Association
- Languages: English - Spanish

## PARTNERS

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### MARIO BEZANILLA

#### Partner - Securities and Capital Markets Area

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- Partner, ALCAÍNO | ABOGADOS (since 2013)
- J.D., Universidad de Chile (2005)
- Contributor, Accreditation Committee of Securities Brokerage Knowledge
- Member of the Chilean Bar Association
- Languages: English - Spanish



### MARCELA GARAY

#### Partner - Regulatory and Tax Law Area

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- Partner, ALCAÍNO | ABOGADOS (2019)
- J.D., P. Universidad Católica de Chile (2004)
- Postgraduate Diploma in Tax Planning & Analysis, P. Universidad Católica de Chile (2007)
- Master of Laws, mention in Tax Law, P. Universidad Católica de Chile (2010)
- Postgraduate Diploma in Business Management, Universidad Adolfo Ibáñez (2012)
- Senior Manager Tax & Legal, Deloitte (2007-2014)
- Member of the Chilean Institute of Tax Law
- Languages: English - Spanish



### FELIPE LABBÉ

#### Partner - Real Estate and Urban Development

---

- Partner, ALCAÍNO | ABOGADOS (2022)
- J.D., P. Universidad Católica de Chile (2008)
- Master of Laws, Duke University (2013)
- International associate, Shutts & Bowen LLP, Miami (2013)
- International associate, Fox Horan & Camerini LLP, New York (2013-2014)
- Teaching Assistant, Mergers & Acquisitions, LLM P. Universidad Católica de Chile (2014)
- Member of the Chilean Bar Association
- Languages: English - French - Spanish



## PARTNERS

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### BENJAMÍN ALCAÍNO

#### Partner Mergers and Acquisitions

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- Partner, ALCAÍNO | ABOGADOS (2023)
- J.D., P. Universidad Católica de Chile (2010)
- Master of Laws, University of Pennsylvania (2013)
- International associate, Simpson Thacher & Bartlett, Nueva York (2013-2014)
- Teaching Assistant, Mergers & Acquisitions, LLM P. Universidad Católica de Chile (2014)
- Languages: English - Spanish

## AREA DIRECTORS

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### Macarena Vivanco

#### Area Director Natural Resources and Regulatory Law

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- Area Director, ALCAÍNO | ABOGADOS (2019)
- J.D., P. Universidad Católica de Chile (2004)
- Master in Environmental Law, Universidad Complutense de Madrid, Spain (2017)
- Languages: English - Spanish



### CAROLINA HARDY

#### Area Director Family Offices

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- Area Director, ALCAÍNO | ABOGADOS (2022)
- J.D., P. Universidad Católica de Chile (2012)
- Postgraduate Diploma in Analysis and Tax Planning, P. Universidad Católica de Chile (2015)
- Master of Laws, mention in Tax Law, P. Universidad Católica de Chile (2016)
- Assistant Teaching of Business Law, P. Universidad Católica de Chile (2010 to date)
- Languages: English - Spanish

## ADVISER

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### Álvaro Puelma Of Counsel

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- Of Counsel, Alcaíno|Abogados (2017)
- Lawyer, Licenciado en Derecho por la Pontificia Universidad Católica de Chile, con dos votos de distinción (1981)
- Diploma en Business Administration DPA, Universidad Adolfo Ibañez (1996-1997)
- Lawyer Banco de Chile (1986 - 2017)
- Chief Lawyer Banco de Chile (2004 - 2017)
- Languages: English - Spanish

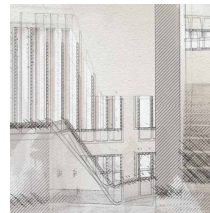
## PRACTICE AREAS

The senior partners of **Alfredo Alcaíno** and **Daniel Cox** develop a preeminent role in all areas of practice, participating and/or supervising relevant operations in which the Firm is involved. The direct contribution of their expertise distinguish and set apart Alcaíno | Abogados from the rest of the competition.

This flexibility allows the entire Firm to profit from the abilities and experience of the senior partners, acquired throughout decades of active and successful professional services.



FAMILY OFFICES



CORPORATE FINANCE



MERGERS AND ACQUISITIONS



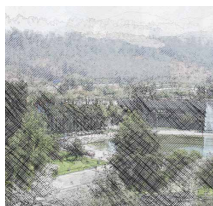
REAL ESTATE AND URBAN DEVELOPMENT



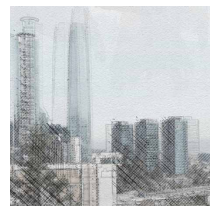
LITIGATION



SECURITIES AND CAPITAL MARKETS



NATURAL RESOURCES AND REGULATORY LAW



REGULATORY AND TAX LAW



## FAMILY OFFICES

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The **Family Offices Area** is headed by partner Victoria Ripoll and focuses on advising family offices, holding companies of family groups and business families which share certain characteristics. The professional practice of the area has a special emphasis on corporate law. However, also civil, real estate, labor and tax aspects are attended. In the latter, the respective Areas of the Firm actively participate, especially in complex matters or structures.

This area is specially dedicated to:

- The drafting and administration of family protocols and agreements to preserve the patrimony and succession of the family;
- Daily advice to family offices and family business groups in their investments (including issues related to the control of participations, from a regulatory perspective and compliance with financial industry requirements);
- The constitution of family offices and family business groups, as well as the executives and employee's recruitment;
- The corporate structuring for the incorporation of the following generations (both in the property as in administration);
- The drafting of wills and the structuring of the family business group in accordance with them; and
- Attention to social impact investment and philanthropy (donations and creation of foundations and non-profit corporations).

CONTACTO:

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**Victoria Ripoll**

Partner

vripoll@alcainoabogados.cl

+562 23808136

## CORPORATE FINANCE

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The Area of Corporate Finance, headed by partner Rodrigo Muñoz, stands out in the Chilean market as highly sophisticated, and provides legal advice in both financial and investment transactions (e.g. structured credits, project finance, investment agreements and other asset purchase, and the later sale or divestment thereof) in the areas of private equity and private debt, including advice to private banking institutions, investment managers and institutional investors. It also provides general, day to-day corporate advice to the firm's domestic and foreign clients in regard to the activities described above. This allows the clients to entrust their special projects with the certainty that their needs and corporate culture are duly considered and well handled.

### CONTACT:

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**Rodrigo Muñoz**

Partner

[rmunoz@alcainoabogados.cl](mailto:rmunoz@alcainoabogados.cl)

+562 23808136

## MERGERS AND ACQUISITIONS

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The Firm's Area of Mergers and Acquisitions - M&A, headed by its partner Benjamín Alcaíno, provides legal advice on mergers, acquisitions and assets or equity interests' buy and sales processes, either for strategic or growth reasons.

In particular, this area includes:

- Legal advice to sellers, buyers, shareholders and investors of all kinds, in both domestic and cross-border operations, for public and private entities.
- Business restructuring processes, including capital reorganizations and shareholders agreements.
- Comprehensive legal advice, covering all aspects of a transaction, from the due diligence process and the design of the transaction's structure, the drafting, the review, and negotiation of the transaction documents, to the closing.

CONTACT:

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**Benjamín Alcaíno**

Partner

[balcaino@alcainoabogados.cl](mailto:balcaino@alcainoabogados.cl)

+562 23808136



## REAL ESTATE AND URBAN DEVELOPMENT

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The Real Estate and Urban Development Area is headed by the partner Macarena Baraona, and grants comprehensive legal service in real estate projects of residential, commercial, touristic and other purposes, in all its different phases (from the purchase of the real estate until the sale of the units), including the legal advice necessary for the approval and development of urban mega-projects, such as those known as Proyectos de Desarrollo Urbano Condicionado.

Services of this area include, among others:

- Legal advice in the financing of real estate projects and guarantees associated therewith (leasing, lease-back, among others);
- Bidding processes for construction contracts;
- Advice for submissions and authorizations before and by administrative authorities, municipalities, environmental authorities, etc; and
- Reports on real estate matters, real estate-financing, construction and urban planning instruments.

### CONTACT:

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**Macarena Baraona**

Partner

macarena@alcainoabogados.cl

+562 23808038

## LITIGATION

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The Litigation Area, headed by partner Marcelo Giovanazzi, specializes in solving conflicts and represents a wide range of clients in complex civil, commercial, financial, banking, securities, real estate, and tax litigation, among others. It also specializes in composition agreements and bankruptcies, judicial or extrajudicial reorganization agreements, liquidations, and administrative procedures in all kinds of matters.

- The Firm represents its clients before ordinary, special and arbitration courts, both domestic and international.
- The members of the Judicial Area belong to the Arbitration and Mediation Center of the Chamber of Comercio de Santiago and participate in undergraduate and postgraduate academic activities.
- The Litigation Area is active in antitrust matters, before the Chilean antitrust state agency and courts; as well as the Tax and Customs Courts; Environmental Courts and, in general, before any administrative or judicial authority.

### CONTACT:

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**Marcelo Giovanazzi**

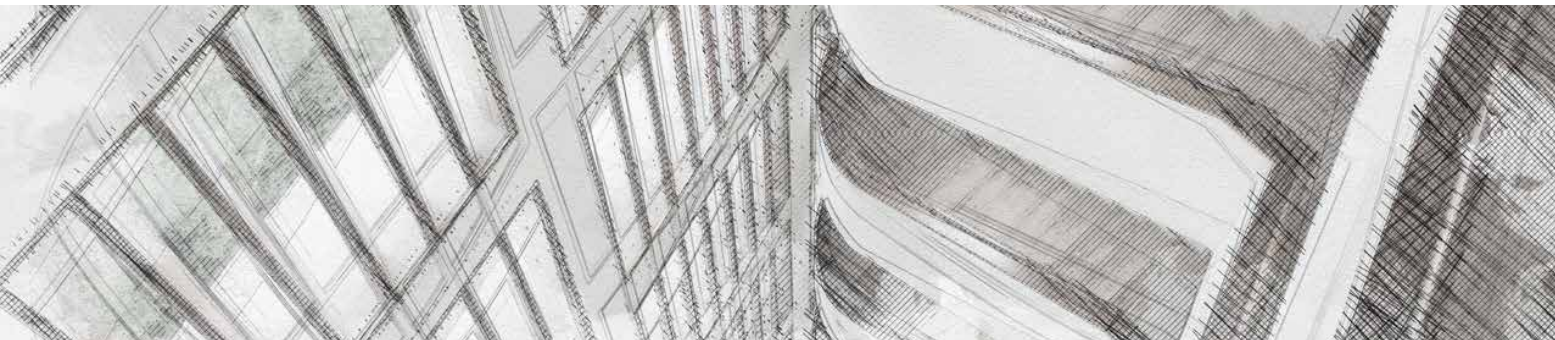
Partner

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+562 23808038

## SECURITIES AND CAPITAL MARKETS

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The Firm's practice in the **Area of Capital markets**, headed by partner Mario Bezanilla, has an outstanding track record in the creation and development of financial institutions, such as banks, insurance companies, assets and funds managers, brokers, both of securities and commodities, and public corporations in general. Our practice in this area includes permanent advice to these entities, especially on the regulations that govern them, as well on the study and development of internal regulations subject to approval by authorities. Our Firm provides permanent legal advice to Bolsa Electrónica de Chile (securities exchange), Bolsa de Productos de Chile (commodities exchange) and, more occasionally, to Bolsa de Comercio de Santiago (securities exchange). We have also advised and actively supported the Committee on Accreditation of Knowledge in the Securities Market, conformed by the Chilean securities exchanges.

Our Firm practice has special experience in:

- Advise issuers of shares and debt, asset and funds managers, securities intermediaries and other financial entities, in the process of issuing or registering securities with the regulator and the securities exchanges.
- Advise entities that participate in the capital market, including the preparation of manuals, rules and internal policies, as well as the approval procedure before the competent authorities.
- Advise in the formation and development of financial institutions, such as securities and commodities exchanges, banks, public corporations, insurance companies and securities and commodities brokers.

### CONTACT:

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**Mario Bezanilla**

Partner

[mbezanilla@alcainoabogados.cl](mailto:mbezanilla@alcainoabogados.cl)

+562 23808038



## NATURAL RESOURCES AND REGULATORY LAW

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The Natural Resources and Regulatory Law Practice, in charge of director Macarena Vivanco, includes:

- General advice on environmental and regulatory law, especially related to project development, environmental impact assessment advice, obtaining environmental and sectoral permits, support in the environmental legal management of customers, strategic analysis to minimize potential contingencies, administrative disputes, sanctioning procedures and litigation.
- Advice on negotiation and preparation of contracts for the development of all sorts of engineering and construction projects, which include assisting clients during the execution and fulfillment of contracts, providing legal support, guiding management decisions which are adopted in the course of these projects and that, on occasion, can seriously affect the final claims of the client.
- The provision of an internal support service to the other Practice Areas, in all matters, contracts, businesses and investments that the Firm legally advises.

### CONTACT:

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**Macarena Vivanco**

Director

[mvivanco@alcainoabogados.cl](mailto:mvivanco@alcainoabogados.cl)

+562 23808038



The Tax Law Area, headed by the partner Marcela Garay covers:

- Internal tax support to all other areas of the Firm;
- Tax advice and tax planning for the design of corporate, contractual and business structures, to a wide array of companies, business groups and families; and
- The legal representation before the Chilean Internal Revenue Service, in both audit and /or tax collection processes, and for all claims and submissions before Chilean Customs and Tax Courts, Court of Appeals and the Supreme Court.

CONTACT:

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**Marcela Garay**

Partner

[mgaray@alcainoabogados.cl](mailto:mgaray@alcainoabogados.cl)

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## CONTACT INFORMATION

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