



We are backed by tradition,
we are moved by innovation.

PRACTICE AREAS



Banking, Finance and Capital Markets

Francisco Javier Illanes fjillanes@cariola.cl
Rodrigo Sepúlveda rsepulveda@cariola.cl
Juan Antonio Parodi jparodi@cariola.cl



Corporate and M&A

Francisco Javier Illanes fjillanes@cariola.cl
José Luis Letelier jletelier@cariola.cl
Sergio Díez sdiez@cariola.cl
Carlos Pérez-Cotapos cperez-cotapos@cariola.cl
Gerardo Varela gvarela@cariola.cl
Juan Pablo Matus jpmatus@cariola.cl
Cristián Herrera cherrera@cariola.cl
Gonzalo Grez ggrez@cariola.cl
Tomás Vidal tvidal@cariola.cl
Andrea Saffie asaffie@cariola.cl



Constitutional Law

Gonzalo Jiménez gjimenez@cariola.cl



Regulatory Law

Gonzalo Jiménez gjimenez@cariola.cl
Martín Astorga mastorga@cariola.cl



Closely Held and Family Businesses

José Luis Letelier jletelier@cariola.cl
Juan Pablo Matus jpmatus@cariola.cl
Gerardo Varela gvarela@cariola.cl
Javier Cerón jceron@cariola.cl
Andrea Saffie asaffie@cariola.cl



Energy

Gonzalo Jiménez gjimenez@cariola.cl
Sergio Díez sdiez@cariola.cl



Hotels, Resorts and Casinos

Sergio Díez sdiez@cariola.cl



Real Estate and Urban Development

Juan Pablo Matus jpmatus@cariola.cl
Tomás Vidal tvidal@cariola.cl



Insolvency

Florencio Bernales fbernales@cariola.cl
Raimundo Moreno rmoreno@cariola.cl
Fernando Urrutia furrutia@cariola.cl



Foreign Investment

José Luis Letelier jletelier@cariola.cl
Cristián Herrera cherrera@cariola.cl



Labor Law, Social Security and Immigration

Ricardo Tisi rtisi@cariola.cl



White Collar and Compliance

Jorge Boldt jboldt@cariola.cl



Competition / Antitrust

Juan Cristóbal Gumucio jcgumucio@cariola.cl
Gerardo Varela gvarela@cariola.cl



Litigation and Arbitration

Florencio Bernales fbernales@cariola.cl
Fernando Urrutia furrutia@cariola.cl
Raimundo Moreno rmoreno@cariola.cl
Jorge Boldt jboldt@cariola.cl



Environmental

Gonzalo Jiménez gjimenez@cariola.cl
Martín Astorga mastorga@cariola.cl



Mining and Natural Resources

Carlos Pérez-Cotapos cperez-cotapos@cariola.cl
Gonzalo Grez ggrez@cariola.cl



Fisheries and Aquaculture

Sergio Díez sdiez@cariola.cl



Asia-Pacific Desk

Sergio Díez sdiez@cariola.cl
Gonzalo Grez ggrez@cariola.cl



Intellectual Property

Alfredo Montaner amontaner@cariola.cl
Juan Pablo Egaña jpegana@cariola.cl
Rodrigo Lavados rlavados@cariola.cl
Eduardo Lobos elobos@cariola.cl



Insurance

Florencio Bernales fbernales@cariola.cl
Tomás Vidal tvidal@cariola.cl



Technology, Privacy and Media

Francisco Javier Illanes fjillanes@cariola.cl
Rodrigo Lavados rlavados@cariola.cl



Transportation and Infrastructure

José Luis Letelier jletelier@cariola.cl
Cristián Herrera cherrera@cariola.cl



Taxation

Javier Cerón jceron@cariola.cl

OUR FIRM

Cariola Díez Pérez-Cotapos is one of Chile's major business law firms. We are a full-service firm that delivers high-quality legal advice to our clients and provides a comprehensive range of legal services to meet today's business needs. Those services include: banking, finance and capital markets; commercial and corporate law; mergers and acquisitions; regulatory law; family businesses; energy; hotels, resorts and casinos; engineering and construction; real estate and urban development; insolvency; foreign investment; labor, employment and immigration; competition and antitrust; litigation, mediation and arbitration; environmental; mining and natural resources; fisheries and aquaculture; insurance; technology, privacy and media; transportation and infrastructure; taxation; and intellectual property (IP).

“We are a local firm with international best practices”

Our IP services are provided through our sister firm Sargent & Krahn, which is the top firm in this field in Chile. Its services encompass: trademarks; patents, utility models and industrial designs; pharmaceutical law; copyrights; information technology; domain names; contracts; unfair competition and consumer protection; litigation; geographical indications; designations of origin and plant breeder's rights.

We are proud of being one of the top firms in Chile due to our local and international experience. Frequently, our firm joins international legal teams working on acquisitions, due diligence, projects, tax planning, corporate compliance, antitrust and litigation. We also advise foreign investors, international banks and financial institutions carrying out financial transactions and/or structuring project financing in Chile.

Our lawyers are accustomed to working in close coordination with in-house legal counsel of international corporations and international law firms.

Our lawyers are trained to be proactive in the best interests of clients. We are on top of legal and business developments and provide information on changes in the legal framework and policies, informing the effects that these changes might have for our clients and their projects.

“We know how to protect the interests of our clients”

Our partners and associate lawyers are not only outstanding practitioners, but have also gained recognition in the academic field by lecturing as professors in Chile's most respected law schools and universities. They are fluent in at least one language other than Spanish (English, Mandarin Chinese, French, German and Portuguese), and many members of our firm hold post-graduate degrees from universities in the United States, Europe or Asia and have spent time abroad training with international law firms. This has enhanced their foreign language skills and broadened their exposure to the international legal environment.

Our lawyers are frequently consulted in Chile in matters relating to their expertise, and participate in conferences and seminars, both locally and abroad. They are also consulted by the local and international press with regard to current legal issues.

“We are at the forefront of legal services and we strive for creative solutions”

BANKING, FINANCE AND CAPITAL MARKETS

We advise banks and national and international financial institutions on bilateral financing and syndicated loans, project financing, structured financing, and other financial transactions with diverse and complex security structures. We help banks and financial institutions, financial intermediaries, investment funds and leasing and factoring companies in their operations in the country, as well as with the regulations and rules of compliance applicable to their business in Chile.

We also work in situations of financial distress, nationally and internationally, including restructuring operations and financial reorganizations.

In addition, we provide advice on capital markets' operations, such as operations of public offering of securities, OPAs, takeover operations of open stock corporations (sociedades anónimas abiertas), and corporate reorganizations of such companies. This includes advice and assistance to Chilean and foreign investment banks regarding the issuance and placement of capital and debt instruments in Chile and abroad, as well as private and public placements, 144 A bonds and ADRs.

Finally, we provide advice to Chilean corporations (sociedades anónimas) and foreign corporations in Chile, on the processes of incorporation, capitalization, business development, joint-ventures, sales of shares and businesses in the country and abroad, mergers and acquisitions, maintaining interaction with the Central Bank of Chile, foreign investment authorities, the Superintendence of Securities and Insurance, the Superintendence of Banks and

Contact

Francisco J. Illanes
Senior Partner
fjillanes@cariola.cl

Rodrigo Sepúlveda
Partner
rsepulveda@cariola.cl

Juan Antonio Parodi
Partner
jparodi@cariola.cl

CORPORATE AND M&A

This is the most intense and creative practice carried out by our law firm, as well as one of the areas with the strongest leadership, requiring the teamwork of our lawyers specialized in corporate, tax, financial, competition and labor law, among others.

Our work in this area includes: joint ventures; private equity and venture capital; acquisition of publicly traded companies, and local and international private companies; complex corporate mergers and spin-offs; structuring and restructuring of legal investment vehicles; participation in due diligence processes and data room preparation; tender processes for companies or assets; preparation of acquisition strategies and offers to purchase companies and/or assets; contingency analysis; elaboration of preliminary purchase agreements; negotiation and drafting of purchase agreements and shareholder agreements; obtaining prior approvals from the relevant regulatory entities; structuring of financing and securities; drafting of other related documents.

Our law firm has advised important foreign companies in the acquisition of large companies registered in Chile, including advice on public offers or simultaneous tender offers in Chile and the United States.

Contact

Francisco Javier Illanes

Senior Partner
fjillanes@cariola.cl

José Luis Letelier

Partner
jletelier@cariola.cl

Sergio Díez

Partner
sdiez@cariola.cl

Carlos Pérez-Cotapos

Partner
cperez-cotapos@cariola.cl

Gerardo Varela

Partner
gvarela@cariola.cl

Juan Pablo Matus

Partner
jpmatus@cariola.cl

Cristián Herrera

Partner
cherrera@cariola.cl

Gonzalo Grez

Partner
ggrez@cariola.cl

Tomás Vidal

Partner
tvidal@cariola.cl

Andrea Saffie

Partner
asaffie@cariola.cl

CONSTITUTIONAL LAW

In Constitutional Law, we advise our clients on the defense of the constitutional guarantees related to their economic activities, such as property rights, the freedom to acquire ownership of all types of goods, equality before the law, equality before public charges, the right to fair and rational procedure, equal economic treatment of people by the State, freedom of association, and privacy.

This work is carried out through the exercise of legal actions, such as the habeas corpus (recurso de protección), the unconstitutionality action (acción de inaplicabilidad por inconstitucionalidad) of legal precepts before the Constitutional Court, the economic claim (recurso de amparo económico), and claims of illegality (reclamos de ilegalidad) against public entities, such as municipalities or superintendencies, among others. It is also performed through the exercise of administrative appeals, such as the reposition claim (recurso de reposición), the hierarchical claim (recurso jerárquico), the invalidation application (solicitud de invalidación), the extraordinary revision claim (recurso extraordinario de revisión), and other special appeals.

Likewise, this service includes the preparation and submittal of requests to the Comptroller General of the Republic in matters pertaining to its competence when there are rights or constitutional provisions involved.

Finally, the work also consists in the preparation of law reports on constitutional matters when a client so requires, to support their claim in litigation or support their decision-making in relation to their economic activities.

Contact

Gonzalo Jiménez
Partner
gjimenez@cariola.cl

REGULATORY LAW

Our law firm continuously advises its clients on their legal relations with the administrative authority in various sectors of the national economy.

This work includes defense in procedures of administrative sanctions or inspections initiated by the Health Authority, Superintendencies, Under-secretariats and other public bodies with powers of inspection.

It also includes analysis of the legality of regulatory provisions, preparation of reports and defense of the rights of individuals and legal entities before State Administration, through judicial and administrative appeals.

The service also involves public information requests through the mechanisms provided by the Law on Access to Public Information, submittals to the Comptroller General of the Republic on various issues, representation of clients in procedures to challenge public procurement tenders, administrative appeals, claims of illegality (reclamos de ilegalidad) for the actions or omissions of municipalities, acquisition of public goods, obtaining concessions and administrative permits, providing advice on the regulation of land use and territorial planning instruments, and other related matters.

Contact

Gonzalo Jiménez
Partner
gjimenez@cariola.cl

Martín Astorga
Partner
mastorga@cariola.cl

CLOSELY HELD AND FAMILY BUSINESSES

The vast majority of medium-sized companies, and also large companies and economic groups in our country, are controlled by business families or private holdings. There is no doubt, in our experience, that the companies that have developed and been consolidated over time are those that have managed to adequately combine the three areas that revolve around them: property, family and management.

Over the years, our firm has participated in the purchase and sale of both family offices and holdings, as well as in the development and implementation of corporate and family governance structures that have facilitated the peaceful and orderly incorporation of new Investors or new generations into the ownership and management of a family business, thus allowing them to last over time.

Each holding or family office has its own characteristics and realities, demanding “tailored” solutions. In this regard, our firm has lawyers with vast experience in corporate (preparation of ad-hoc corporate by-laws, shareholder agreements, family protocols, etc.), tax (design of an efficient property structure; corporate reorganization) and inheritance matters (advice on the drafting and preparation of wills), which allows us to provide comprehensive advice and high added value in these matters.

Contact

José Luis Letelier
Partner
jletelier@cariola.cl

Juan Pablo Matus
Partner
jpmatus@cariola.cl

Gerardo Varela
partner
gvarela@cariola.cl

Javier Cerón
Partner
jceron@cariola.cl

Andrea Saffie
Partner
asaffie@cariola.cl

ENERGY

We have actively participated as legal advisors to foreign and local companies in the energy, electricity, gas and drinking water sectors, in structuring joint ventures, in the construction and development of projects, in operational agreements, acquisitions and sales of companies generating, transmitting and distributing electric power, among others. In addition, we have advised clients in the privatization of generating plants and service companies owned by the State.

Our lawyers are experts in local regulations regarding the generation, transmission and distribution of electricity and fuels, as well as the regulations applicable to drinking water and gas companies. We also act as legal advisors to participants or financial consultants in structured projects (without allocation of resources) or in financing initiatives for future projects.

We have also advised foreign companies in renewable energy projects involving hydroelectric, solar, wind, biomass and geothermal power, throughout the process of development, financing and obtaining permits, and mergers and acquisitions, as well as conflict resolution.

Other important clients in this area are mining companies and industries that demand energy through purchase agreements which, in recent years, have become increasingly complex and sophisticated in Chile.

Contact

Gonzalo Jiménez
Partner
gjimenez@cariola.cl

Sergio Díez
Partner
sdiez@cariola.cl

HOTELS, RESORTS AND CASINOS

Our firm has advised large international hotel chains that have set up in Chile, not only on how to establish themselves in the country and operate their establishments directly on a day-to-day basis, but also regarding all their financial and tax issues, and particularly regarding negotiations with third parties related to operation, administration and franchise agreements. We also see the day-to-day operation of hotels in all areas, such as labor, litigation, commercial, regulatory and operational matters.

We have represented a significant number of hotels in Chile regarding copyright in relation to musical and audiovisual reproductions, among others.

In addition, since the entry into force of the Gambling Law (Ley de Casino de Juegos), we have advised multiple local and foreign investors who have participated in the different licensing processes of casinos, as well as in the application and/or acquisition of licenses to operate casinos, collaborating in the submittal of information and the preparation of comprehensive projects before the administrative authority, in addition to negotiations with investors, suppliers and local partners (joint ventures). Additionally, we have advised casinos on purchase and merger negotiations, contracts with hotel chains, restaurant operation and other contracts and services.

Contact

Sergio Díez
Partner
sdiez@cariola.cl

REAL ESTATE AND URBAN DEVELOPMENT

Our firm has extensive experience in all areas of real estate law, such as purchase and sale agreements; lease agreements; mortgages; easements; usufructs; condominiums; expropriations; concessions on national assets; regulations on regularizations and handovers of buildings; mergers and subdivisions of urban and rural real estate, as well as issues related to indigenous property law and forestry law, among others. In the urban area, we have vast experience in zoning changes, construction capabilities and types of equipment.

Our team has focused its real estate practice on the development of industrial, commercial and residential projects, covering all phases from the planning to the execution of these projects. In the industrial field, our experience covers all stages of the project, among which are due diligence of properties, drafting and negotiation of promissory agreements, sale and purchase or lease agreements, along with the permits and urban planning that are necessary for the execution of these types of projects. In terms of commercial real estate, we have vast experience in shopping center projects (malls), other facilities for commercial purposes, and office buildings (including the condominiums regime and building management). In the residential area, we have advised real estate agents in the development of housing projects.

Contacts

Contact

Juan Pablo Matus
Partner
jpmatus@cariola.cl

Tomás Vidal
Partner
tvidal@cariola.cl

INSOLVENCY

We provide comprehensive professional advice to our national and foreign clients, whether they are creditors or debtors, guiding and representing them throughout all stages of the liquidation and reorganization processes.

Our firm has extensive experience in this area, as we have participated in multiple liquidation and reorganization processes in accordance with the new Insolvency Law, as well as having participated in innumerable bankruptcies and complex judicial agreements. For this purpose, we have a multidisciplinary team of lawyers that allows us to address insolvency situations in all their dimensions, with continuous interaction between experts in judicial insolvency (in liquidation and reorganization processes); lawyers with expertise in financial matters, particularly in corporate restructuring and liabilities, creation of guarantees, and purchase and sale of debts; and also a team of labor lawyers to face contingencies of this nature that can arise for both the debtor and the creditor in a situation of insolvency.

We have intervened in various processes representing national and foreign debtors and creditors in areas such as retail, transportation, general commerce and technology, among others, with special focus on the proposal and evaluation of business reorganizations, an aspect of the new law that seems to be the current trend for companies facing insolvency.

Contact

Florencio Bernales
Partner
fbernales@cariola.cl

Fernando Urrutia
Partner
furrutia@cariola.cl

Raimundo Moreno
Partner
rmoreno@cariola.cl

FOREIGN INVESTMENT

This area of practice includes general advice for foreign companies interested in conducting business in Chile or implementing joint ventures with Chilean companies.

This process includes determining the most convenient legal vehicle, from the option of having an agency or permanent office, to the incorporation of a certain type of company (limited liability company, joint stock corporation –sociedad por acciones- or corporation –sociedad anónima-) or the establishment of a structure of various companies. We provide advice on the respective partners or shareholders' covenants and agreements, and evaluate the most appropriate tax alternative considering local legislation, the International Double Taxation Agreements that may be applicable, and the maximization of possible benefits under Free Trade Agreements signed by Chile. Likewise, our advice includes recommendations regarding the foreign investment regime that could be relevant or of greatest convenience, considering the possible application of Agreements for Promotion and Reciprocal Protection of Investments with the country of origin of the investment.

Our advice also extends to the formalities and submittals required before the Foreign Investment Promotion Agency; compliance with international exchange regulations before the respective commercial banks and the Central Bank of Chile; preparation of documents and requests for mandatory registrations in Chile before tax and municipal authorities, and representation of foreign investors before the aforementioned Foreign Investment Promotion Agency, regulatory agencies and the Central Bank of Chile.

Contact

José Luis Letelier	Cristián Herrera
Partner	Partner
jletelier@cariola.cl	cherrera@cariola.cl

LABOR LAW, SOCIAL SECURITY AND IMMIGRATION

Through our specialized labor advice area, we provide consulting and legal advice on the legal provisions and regulations that affect labor and pension activities in Chile.

Our assistance includes the drafting and preparation of all types of employment contracts in relation to all hiring mechanisms allowed by current legislation, the structuring of compensation and incentive packages, stock options programs, preventive labor audits, labor due diligence work, and support in corporate restructuring processes with an impact on labor and in outsourcing of services. Our advice also includes the drafting of employment contracts for foreign personnel and the preparation and monitoring of the corresponding applications for work permits and visas, providing support in all matters of interest to foreign executives residing in Chile.

Likewise, our team participates actively representing clients in labor litigation cases, including labor trials related to termination of employment contracts, fundamental rights disputes, law suits derived from labor accidents or professional diseases, anti-union conducts, etc.

Our services also include advising companies in collective bargaining processes, both with unions and with groups of workers, minimum services requests, assistance in case of a strike, mediation processes, and the preparation of contracts and collective bargaining agreements.

Periodically, we give talks and seminars to clients so that they can update their departments and Human Resources management on topics related to this area of practice.

Contact

Ricardo Tisi
Partner
rtisi@cariola.cl

WHITE COLLAR AND COMPLIANCE

We provide advice to companies on both the prevention of and the decision-making in reaction to crimes or administrative infringements, such as internal fraud, questioning from prosecuting authorities or fraud to third parties. Contingencies of this nature create highly complex situations that require adequate retrieval of the facts, which are generally contained within large volumes of information. We work to allow our clients to make the most appropriate decisions for each specific case.

We represent our clients in court in criminal proceedings, and we develop internal investigations in order to discover the scope of each contingency, collecting all available information and, according to each case, designing and developing defenses against accusations from the authorities, and preparing complaints or suits against third parties. Our multidisciplinary team allows us to provide creative, sophisticated and realistic solutions in order to protect our clients from internal or external threats or risks.

We also provide compliance services for the implementation and monitoring of compliance models within the framework of Law 20,393 on criminal liability of legal entities, and we look for risk control mechanisms that are strong, efficient and consistent with the reality of each company. We strive to accompany our clients in the development of their operations so that they comply with regulations at all times and so that a culture of compliance is effectively instilled in their administrators and employees.

Our work in compliance consultancy includes:

- continuous advice to our clients on compliance with current regulations and their relationships with suppliers and clients, as support for their legal managers and compliance officers;
- continuous training of their officials, through lectures and instructions on risks related to different types of crimes;
- the design, implementation and monitoring of compliance models; and
- the identification of potential or current risks of crimes that could be committed.

Contact

Jorge Boldt

Partner

jboldt@cariola.cl

COMPETITION / ANTITRUST

This area represents our clients in and out of court in order to ensure that their economic activities comply with the rules that regulate antitrust, fair competition and consumer protection. Our mission is to provide advice to our clients – and in particular their commercial departments – with an especially economic and business-minded approach, so that they can carry out their business in a way that encourages competition, identifying areas that may eventually create contingencies, and protecting their interests before the National Economic Prosecutor's Office (FNE) and the Competition Court (TDLC).

The advice we provide focuses on the following matters:

Control of mergers and concentration operations, where we work jointly and in coordination with the team in charge of the transaction to analyze possible anti-competitive risks and create a structure that successfully neutralizes or mitigates those risks, as well as processing consultations with the TDLC and presentations to the FNE (including the negotiation of out of court agreements); representation in contentious and non-contentious cases before the TDLC in relation to the most diverse aspects of business, such as collusive, exclusive or discriminatory practices, pricing, vertical restrictions, unfair competition, abuse of dominant position, among others; intellectual property matters; and daily advice on compliance issues, where we exercise a more preventive role in order to avoid possible contingencies or sources of conflict that may cause litigation or questioning by the authorities, collaborating with the structuring of the client's business model and its practices.

Our firm has advised clients in several industries, such as pharmaceutical; air; land and sea transport; infrastructure; energy; media; medical and health services; retail; foods; products for mass consumption; technology and commerce.

Contact

Juan Cristóbal Gumucio
Partner
jcgumucio@cariola.cl

Gerardo Varela
Partner
gvarela@cariola.cl

LITIGATION AND ARBITRATION

Our team specializes both in giving early advice on conflict, litigation and arbitration related to the different areas of law, and in the processing and continuous defense of complex conflicts, many of which are of public relevance and simultaneously involve a range of areas.

We have vast experience in civil, commercial, stock market, insurance, constitutional, labor, construction, environmental, regulatory, tax, competition, and consumer protection matters, and defense against class actions in general.

Our lawyers are qualified to act before all types of Courts and in the different stages of the procedure. All of them are bilingual and have been selected from among the best students of their respective university classes. Several of them are university professors and also participate in trade union activity through the Chilean Bar Association.

We usually take part in procedures before the Arbitration and Mediation Centre of the Chamber of Commerce of Santiago (CAM), as well as the International Chamber of Commerce (ICC). Likewise, we also represent our clients in procedures before national and international arbitration courts, Chilean civil courts including the Supreme Court, the Competition Court, the labor courts, the Public Procurement Court and the tax courts, and also in several administrative procedures against authorities and public institutions. We also have a qualified team that litigates before the Constitutional Court.

In addition, some of our partners are members of the CAM's arbitration corps.

Contact

Florencio Bernales
Partner
fbernales@cariola.cl

Fernando Urrutia
Partner
furrutia@cariola.cl

Raimundo Moreno
Partner
rmoreno@cariola.cl

Jorge Boldt
Partner
jboldt@cariola.cl

ENVIRONMENTAL

Our firm works intensively in the discussion and review of environmental impact studies and declarations, and in administrative and court appeals in the context of the Environmental Impact Assessment System. We also provide advice to our clients in the analysis of and compliance with the applicable environmental regulations, as well as defending them before the administrative procedures of supervisory authorities, including, but not limited to, the Superintendence of the Environment, the Superintendence of Electricity and Fuels, the Health Authority and others.

Our lawyers have outstanding experience in participation in conflicts arising from environmental contingencies, as a result of the growing controversies and new environmental regulations regarding industrial, mining, agricultural and commercial projects.

This area of practice includes work related not only to the application of Law 19,300 on General Bases of the Environment, but also to the Health Code and the supplementary legislation of both regulatory bodies. In this regard, the application of Law 19,253 on Protection and Development of Indigenous Peoples, as well as the ILO Convention 169 on Indigenous and Tribal Peoples in Independent Countries, has been very significant.

Contact

Gonzalo Jiménez
Partner
gjimenez@cariola.cl

Martín Astorga
Partner
mastorga@cariola.cl

MINING AND NATURAL RESOURCES

Our firm is one of the country's leading law firms in advice for natural resources and mining, and we work with a wide range of foreign and local clients, providing comprehensive advice on all matters related to these areas, especially on the prospecting, development, financing and operation of mining projects, mine closure, and other related matters.

We have actively participated in the most important acquisitions and sales of companies and mining assets (copper, gold, silver, saltpeter, iodine, nitrates, iron, salt and coal), as well as in the development and operation of several mining and energy projects from their initial prospection phase until their construction, commissioning and expansions, including advice on the preparation of strategies for legal vehicles for investments, company incorporation, project financing, preparation and negotiation of all types of agreements and joint ventures, due diligence, strategic alliances, capital venture, stream financing agreements, take off, supplies, ownership over the area to be mined, creation of mining concessions, requesting and processing of permits and authorizations from regulatory entities, arbitration, insurance trials, international sale and purchase of minerals and their materials, and other areas related to these activities such as the development, processing and acquisition of water rights, community relations, port operations and regulatory and environmental issues.

In this area we work with both small companies and medium and large companies. We also provide the continuous corporate advice required by our clients for their normal business operations.

Contact

Carlos Pérez-Cotapos
Partner
cperez-cotapos@cariola.cl

Gonzalo Grez
Partner
ggrez@cariola.cl

FISHERIES AND AQUACULTURE

We have more than 30 years of experience in the fishing sector, and have accumulated significant experience providing comprehensive advice to foreign and local companies in their extraction, processing, distribution and marketing of fishery resources. We provide our clients with continuous advice and legal aid regarding their management and acquisition of authorizations from the Ministry of Defense, the Marine Under-secretariat, the General Directorate of Maritime Territory and the Merchant Marine, the Under-secretariat of Fisheries and the National Fisheries Service, and State-owned entities responsible for the supervision and regulation of these activities.

We have actively participated in fishing, aquaculture and maritime matters in general, such as procedures for the request of aquaculture concessions, as well as their transfer and lease; the import, acquisition, replacement and transfer of fishing and salmon transport vessels; the creation of ships' mortgages as well as pledges on aquaculture and biomass concessions; the transfer and lease of tradable fishing licenses; the granting of naval documents; compliance with legal regulations regarding the handling of fresh and frozen seafood; their processing activities, the environmental regulations of processing, slaughtering and disposal plants and on board fishing vessels; regulations on maritime cargo transportation (cabotage); and port regulations in general, including, but not limited to, loading and unloading.

Contact

Sergio Díez

Partner

sdiez@cariola.cl

ASIA-PACIFIC DESK

Our specialized area has spent more than 15 years working on creating a relationship with East Asia, facilitating business to and from the region. In 2004, we started with China, organizing the “Doing Business in China” seminar in Chile, to which several Chinese law firms and the president of the Chinese Bar Association, the All China Lawyers Association, were invited.

Considering the challenges presented by this region, we have actively taken part in the IPBA (Inter Pacific Bar Association), also inviting other Latin American jurisdictions to join.

In addition, we have frequently visited clients, foreign investment authorities and law firms in the region, cultivating friendly relationships and camaraderie.

Our firm has formed a relationship with the Chinese Embassy in Chile and our country’s embassy in China, serving clients from the most diverse areas of the economy who turn to their respective diplomatic representatives in search of a legal advisor or legal counsel.

Considering this, we also actively collaborated with the Chinese Bar Association to participate in the Chilean Chapter of the prestigious guide published by said organization, titled “Legal Environment Report of the Belt and Road Countries” (2018/2019).

We have supported Chinese companies in Chile from the beginning, both in the process of setting up a permanent establishment in the country, and in the day-to-day legal advice; we have also advised them in public and private tenders, transactions, mergers and acquisitions, EPC and AOM contracts. We have a list of relevant Asian clients, available upon request.

We understand that the challenge goes beyond legal advice to our Asian clients. We understand the difficulties they have with the Chilean culture, language and legal regulations, and we are at their side to help them with issues that they may not have noticed, trying to be as proactive as possible, regarding both Chilean legal regulations, and legislative projects, public policies, the functioning of institutions, the identification of relevant authorities, the regulatory framework of the business they will develop, and any other issue relevant to their operation.

In very little time, we became these companies’ trusted legal advisors in Chile, providing direct, personal, honest and generous treatment that has endured over the years, going beyond mere legal services.

Contact

Sergio Díez
Partner
sdiez@cariola.cl

Gonzalo Grez
Partner
ggrez@cariola.cl

INTELLECTUAL PROPERTY

Our sister firm, Sargent & Krahn, is the oldest Chilean IP firm in Chile and offers comprehensive services in this area, whether administrative, contractual or litigation related to trademarks, patents, pharmaceutical law, copyright, technology, privacy and media, contracts in intellectual property, protection of business secrets, unfair competition, advertising and consumer protection, geographical indications and designations of origin and domain names.

We particularly value maintaining a close relationship with our clients. For that reason, we assign each of you a lawyer who provides general advice and who works together with a litigation attorney. In addition, we have technical professionals of excellence and experience in engineering, electronics, chemistry, biology, computer and pharmaceuticals.

Sargent & Krahn has developed an extensive international network of correspondents who collaborate with the registration and litigation of trademarks and patents of local clients abroad.

Our ability to develop products and services internally sets us apart from the competence and facilitate contact with our customers. In 1991, we developed WEEKMARK, today an online portal for the exclusive use of our clients through which you can directly search for trademarks in Chile and obtain all the information about the trademarks, domain names, patents of invention at our care.

Contact

Alfredo Montaner

Partner

amontaner@cariola.cl

amontaner@sargent.cl

Juan Pablo Egaña

Partner

jpegana@cariola.cl

jpegana@sargent.cl

Rodrigo Lavados

Partner

rlavados@cariola.cl

rlavados@sargent.cl

Eduardo Lobos

Partner

elobos@cariola.cl

elobos@sargent.cl

INSURANCE

Our firm has advised foreign insurance companies in the structuring of agreements and policies, in order to comply with Chilean regulations for life and civil liability insurance plans, such as annuities and third party liability insurance. We have also advised foreign and local insurance brokers who participate in the structuring of life insurance and retirement plans for our corporate clients in Chile.

We have vast experience in the review and analysis of civil liability risk coverage for general liability insurance, against property damage, fire, air and ship and cargo liability, including review and execution of the corresponding policies and discussions with officials of the Superintendencia of Securities and Insurance.

Likewise, our litigation area has actively represented clients both in loss adjustment processes and in arbitration trials regarding coverage and extension of compensation from insurance policies.

Contact

Florencio Bernales
Partner
fbernales@cariola.cl

Tomás Vidal
Partner
tvidal@cariola.cl

TECHNOLOGY, PRIVACY AND MEDIA

Our firm permanently advises local clients and several of the world's largest technology companies on legal aspects related to information technology, telecommunications and data protection.

We have a unique niche of highly specialized lawyers with deep knowledge in technology, including internet, electronic signature, software and licensing, databases, SaaS and cloud computing, cryptography and data security, among others.

This has allowed our team to participate in some of the most important technology and telecommunications infrastructure projects in Chile, as well as in large transactions involving rights to exploit content in different media and platforms.

With respect to privacy and data protection, we offer comprehensive services ranging from the preparation and review of policies, adaptation of processes in companies required by the General Regulation on Data Protection of the European Union, audits on regulatory compliance, processing of commercial information and credit scores, to the completion of inventories and records of data activities.

We are proud to have among our clients several technological startups and in addition our firm is part of the Corporate Network of Startup Chile.

Finally, the Technology, Privacy and Media group has been designed and trained to work collaboratively and efficiently with other practice areas of our firm, highlighting the successful performance in litigation with information technology components.

Contact

Francisco J. Illanes
Senior Partner
fjillanes@cariola.cl

Rodrigo Lavados
Partner
rlavados@cariola.cl

TRANSPORTATION AND INFRASTRUCTURE

Our firm has provided comprehensive advice for large infrastructure projects, such as construction of roads, ports, dams, hospitals and prisons, either as advisors to a single participant, or as advisors to a consortium that includes local members as well as foreign partners.

In each of these projects we have participated both in their initial phases, including advice on complex bidding processes for concessions of public, municipal or private works, and in the subsequent acquisition or sale of shares of projects already in progress. In both cases, our advice includes the different steps and aspects of the process, including project financing, regulatory, environmental, administrative, tax, corporate and contractual matters, antitrust regulations, unfair competition, insolvency and the associated insurance, as well as specific regulatory aspects that govern each particular project, and the relationship management and representation of the project owner before the competent authorities.

Regarding transport, our firm has provided comprehensive advice, and also advice on specific aspects of the sectoral legislation, to important transnational air and maritime transport companies, and to important local companies in land transport, including multimodal transport companies or logistics services. We have also extended our advice to the application of possible international conventions and international treaties of a bilateral, regional or multilateral nature, as well as the application of mandatory and supplementary rules regarding responsibility of carriers, available insurance and the relationship management and representation of these companies before the competent authorities.

Contact

José Luis Letelier
Partner
jletelier@cariola.cl

Cristián Herrera
Partner
cherrera@cariola.cl

TAXATION

Our tax group offers tax advice with a high added value, in all matters related to the taxation of a company, its owners and executives. The professionals that form part of this area are exclusively dedicated to tax issues and have a solid legal and technical background, allowing them to offer creative solutions to the many tax situations that companies can find themselves in, whatever their specific characteristics. Publications such as Chambers & Partners, The Legal 500, International Tax Review and Latin Lawyer distinguish and recommend our firm's professionals in this area of practice.

The tax advice we offer to our clients covers a wide range of services, both in matters common to national and international groups, and in the analysis and influence of specific tax issues that arise in corporate restructuring operations and in the processes of mergers and acquisitions of companies; in financial operations and products; in capital markets' operations; in the structuring and operation of investment funds; in the financing of projects; in compensation plans for executives and company directors; in the design and execution of fiscally efficient structures for the possession and transmission of family estates and family businesses.

Our tax group also has vast experience in advising and defending our clients in the procedures of tax reviews, transfer pricing, and other contentious procedures. This involves the application of a vast knowledge of tax, procedural and administrative law in order to provide the best defense of taxpayers' interests in all types of procedures, appeals or trials that they may undergo with the tax administration.

Contact

Javier Cerón

Partner

jceron@cariola.cl



Av. Andrés Bello 2711,
piso 19, Las Condes,
Santiago - Chile.

Tel: + 562 2360 4000

cariola.cl