

# Five Chilean firms promote

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Chile's [Cariola, Díez, Pérez-Cotapos](#) made the largest number of new appointments. It promoted corporate and capital markets lawyer Pedro Lluch, 35, disputes lawyer Jorge Boldt, 34 and tax lawyer Javier Cerón, 32, to the partnership on 1 January. Its partner count now stands at 23.

Like most Chilean firms, Cariola Díez has long favoured internal promotion over lateral hires. Only two of the firm's 23 partners were recruited directly from another firm.

Corporate and M&A partner José Luis Letelier says legal competency is not enough to warrant a partner promotion. "We have promoted not only excellent and talented lawyers, but also future partners who have personal integrity and a shared vision for the firm," he says.

[Prieto](#) Abogados has also announced new partners. It promoted tax lawyer Cristian Bay-Schmith to the partnership after he worked for five years as an associate. His promotion takes the firm's total partner headcount to 17, three of whom are in the tax practice area.

The growth of both Cariola and [Prieto](#)'s tax practice areas reflects the new challenges tax departments are facing as the OECD's base erosion and profit shifting (BEPS) project comes into force. "The international taxation field has been very busy lately," says [Prieto](#)'s Bay-Schmith. "The BEPS programme, and all the effects it will have on local regulations and tax treaties, means law firms must deal

effectively with the increased importance placed on the field of international taxation.”

Corporate law has been another area of focus as President Sebastián Piñera’s much-anticipated election victory revitalises the M&A market. Like Cariola Díez, Barros & Errazuriz Abogados also strengthened the practice area, promoting Sergio Eguiguren Ebensperger, 37, to the partnership on 1 January. Barros & Errazuriz’s total partner count now stands at 24.

Eguiguren joined the firm in 2002, and specialises in M&A, capital markets and corporate law. Explaining why the firm chose to promote him, Barros & Errázuriz’s managing partner Gonzalo Molina notes both Eguiguren’s talents and potential: “Besides being an excellent M&A lawyer, he represents the new generation that is arising.”

Not all recent promotions have been corporate and tax orientated. [Carey](#) recently appointed Matías Vergara, 37, to co-head the firm’s insurance and international trade practice; a title he now shares with Marcos Ríos. Vergara began his role on 2 January, having joined the firm as an associate in 2009.

[Carey](#) is Chile’s largest firm, boasting 31 partners and eight counsel.

Managing partner Jaime [Carey](#) says the firm is delighted to have Vergara as a partner and notes his role in many of the firm’s major customs and trade deals. Most notably, Vergara represented The Warranty Group when New York management solutions provider Assurant [acquired](#) the insurance provider for US\$2.5 billion. He also advised real estate developer Sencorp when it [sold](#) three tower blocks to Chilean asset management company Toesca in the biggest acquisition ever made by a Chilean investment fund.

Elsewhere, Chilean boutique Arteaga Gorziglia now has its first female partner after promoting associate María Fernanda Brahm Morales, 34, earlier this month. She will head their litigation and disputes practice group. The firm specialises in corporate, tax and environmental law, as well as litigation and dispute settlements.

Arteaga Gorziglia isn’t the only Chilean firm to have strengthened its litigation and dispute solutions practice recently. In October, BAZ/DLA Piper [hired](#) a former lead partner at Albagli & Zaliasnik for its litigation and alternative dispute resolution practice group, while [Baker McKenzie \(Chile\)](#) in Santiago [promoted](#) one of its disputes lawyers to the partnership in June.