

# AYLWIN MENDOZA LUKSIC & VALENCIA

## FIRM OVERVIEW

**Partners:** Andrés Aylwin, Pedro Aylwin, Álvaro Mendoza, Zarko Luksic and José Manuel Valencia

**Number of partners:** 5 **Number of other lawyers:** 20

**THE FIRM:** Aylwin Mendoza Luksic & Valencia ('AMLV') provides legal advisory to both domestic and foreign clients involved in diverse businesses and markets. Aylwin Mendoza Luksic & Valencia also assists State agencies and public companies. Aylwin Mendoza Luksic & Valencia is committed to delivering accurate and pragmatic advice in accordance with the highest legal and ethical standards. Aylwin Mendoza Luksic & Valencia team is integrated by professionals with studies in the most prestigious Chilean and foreign universities. Some of the firm's attorneys have spent part of their professional career in important public positions, as well as in executive positions, managing companies with a strong presence worldwide and in Chile. In addition, some of the firm's lawyers devote time teaching in the Chilean foremost Law Schools.

## MAIN AREAS OF PRACTICE:

**Labour:** This department collects one of the most prestigious labor teams in Chile, being recognised for its successful involvement in critical collective bargaining negotiations and dispute resolutions. The members of this area, led by Andrés Aylwin, have built an excellent reputation in solving high-stake conflicts within mining and infrastructure big-scale projects, thereby minimising their possible operational contingencies. Leaders in the negotiation and drafting of complex individual contracts, planning employees' joint or individual benefits, designing contractual and outsourcing matrix of companies, preparing due diligence and labour audits. Deep knowledge in health and safety issues, immigration and social security matters.

**Natural Resources, Energy & Environment:** This department has developed a strong practical and technical background. Its members have a valuable corporate and governmental experience after working for several companies and the government in different ministries and agencies. Led by Pedro Aylwin, this department advises projects of different industries in all stages, from obtaining the relevant sectoral and environmental permits, to the draft and negotiation of the necessary contracts for its execution. Strategic advisory to anticipate possible contingencies as well as provide conditions for compliance. Critical negotiations with local and indigenous communities in major-scale projects. Large expertise in energy, mining, oil and gas projects and environmental and water law. Network with technical and non-lawyer experts to assist clients.

**Corporate / M&A:** Led by Alvaro Mendoza, this department assists its clients not only in their legal incorporation as new entities, but also in their most significant modifications to adjust for market and legal challenges throughout the company life-cycle. Innovative and pragmatic solutions for corporate deals, and advises in complex transactions. Assistance in a complete spectrum of corporate matters, including the initiation of new projects, mergers and acquisitions, fundraising of equity and debt capital, project financing and joint ventures. The firm has great experience assisting national and international businesses. Efficient assistance to handle other matters related with the operation of companies, such as IP, tax, compliance, consumer protection, among others.

## LATIN AMERICA OFFICE

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## CONTACTS

<b>Labour</b> .....	Andrés Aylwin
<b>Natural Resources, Energy &amp; Environment</b> .....	Pedro Aylwin
<b>Corporate/M&amp;A</b> .....	Álvaro Mendoza
<b>Regulation, Public &amp; Administrative Law</b> .....	Zarko Luksic
<b>Complex Litigation, Arbitration &amp; Disp. Resolution</b> .....	José Manuel Valencia

**Regulation, Public & Administrative Law:** This department, led by Zarko Luksic, has experience representing clients' interest in front of diverse state agencies, local councils, public companies and the General Controller. Specialisation in a broad range of permits, authorisations, franchising, concessions, public procurement as well as different types of administrative proceedings. Innovative solutions to comply with all the requirements demanded by a myriad of state agencies in all regulated sectors. Excellent reputation in the resolution of administrative issues that clients may experience, either through an adequate exercise of administrative claims or the application for judicial review of authorities' decisions.

**Complex Litigation, Arbitration & Dispute Resolution:** This department, led by José Manuel Valencia and Cristina Santibáñez, has been involved in challenging and sophisticated conflicts. Fully experienced litigators with vast knowledge in judicial and arbitration matters. The team is result-oriented and always seeks to minimise client's distraction to their businesses. Expertise does not only confine to domestic controversies, but also engage in cross-border disputes in front of international organisations (ICSID – ICC), as well as in major international arbitration venues. The scope of cases is wide and includes a varied array of disputes of civil, commercial and administrative nature. Special mention deserves the performance in high-stakes disputes of complex infrastructure projects and public and private procurement cases.

**LANGUAGES:** English, French, Italian, Portuguese, Spanish.

## CLIENTS

Aylwin Mendoza Luksic & Valencia advises clients of several industry sectors as: agriculture, airways, automobiles, chemicals, construction, engineering, energy, food producers, government, mining and metals, oil and gas, real estate, waste and water treatment, among others.

