



LARRAIN Y ASOCIADOS ABOGADOS > SANTIAGO, CHILE > FIRM PROFILE

LARRAIN Y ASOCIADOS ABOGADOS

LARRAIN Y ASOCIADOS ABOGADOS

AVENIDA EL BOSQUE 130

PISO 12, LAS CONDES

SANTIAGO

CHILE

Email firm

Visit website

56 2 2 463 5800

56 2 2 203 1246

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LARRAIN Y ASOCIADOS ABOGADOS > THE LEGAL 500 RANKINGS

ENERGY AND NATURAL RESOURCES > ELECTRICITY AND HYDROCARBON

Electricity [TIER 1](#)

Oil and gas [TIER 2](#)

Larrain y Asociados Abogados houses several experts in the oil and gas, electricity and water sectors. Acting for both large and small companies, the eight-strong practice covers various aspects of gas and energy projects, the desalinisation and conveyance of water, and the distribution of water and gas to residential customers. It also has enviable specialisms in gas supply, re-gasification and LNG contracts. [Privacy & Cookies Policy](#) [Administrative](#)

and regulatory issues surrounding Chile's energy and gas industries, and energy and gas supply disputes. The practice is co-led by renowned energy and natural resources, project development and infrastructure specialist **Jorge Granic**  and **Cristóbal Morandé**, whose experience includes a wide range of major projects. The second line of key advisers features of counsel and gas expert Ricardo Peña; project development and regulatory specialist Joaquín Larrain; and associates Javiera Méndez (a former National Energy Commission deputy legal head) and Francisco Cerda, a 2021 returnee after a stint as foreign associate in Herbert Smith Freehills' New York office.

Hall of Fame

Jorge Granic  – **Larrain y Asociados Abogados**

Rising stars

Javiera Méndez – **Larrain y Asociados Abogados**

Francisco Cerda – **Larrain y Asociados Abogados**

Next Generation Partners


Cristóbal Morandé – **Larrain y Asociados Abogados**

Joaquín Larrain – **Larrain y Asociados Abogados**

Practice head(s):

Jorge Granic; Cristóbal Morandé

Testimonials

'What makes the practice unique is that it provides advice that seeks to solve problems. The lawyers become legal advisers on the problems that  *kes them*

very useful. This ability to put themselves in the client's shoes and seek solutions is very attractive where basic legal solutions do not exist.'

'What sets these lawyers apart is their ability to find solutions.'

'They are very good lawyers for energy, electricity and hydrocarbon matters.'

'The firm has a very complete team, with partners and associates of excellent quality – above all they are good at negotiating, and they do not get stuck in small issues that are without importance.'

'The biggest difference with the other firms I have worked with is the dedication and direct involvement of its partners, as well as the availability and closeness to the business of its associates.'

'Jorge Granic and Cristóbal Morandé are excellent partners, Jorge being one of the best lawyers in the Chilean market.'

'Cristóbal Morandé has great technical knowledge combined with a business vision. Available to his clients, reliable, and an integral part of both our legal and commercial team.'

'Javiera Méndez is an excellent associate who comes from the regulatory world and has adapted perfectly to the private world.'

Key clients

BHP Billiton

Generadora Metropolitana

Flux Solar Energías Renovables

Transchile Charrúa Chile

Centella Transmisión

Metka EGN

Emoac

Reden Solar

Work highlights

- Advised Reden Solar on the purchase of several solar plants in Chile.
- Advised BHP Billiton on a tender process and agreements concerning an off-grid supply of energy for BHP mining operations (generated by renewable non-conventional power plants).
- Advised Emoac on several agreements concerning different businesses, including a power purchase agreement with Cerro Dominador.

CHILE > PROJECTS AND INFRASTRUCTURE TIER 1

Larrain y Asociados Abogados' 15-lawyer team has particular expertise in advising on the development, financing, construction and operation of infrastructure projects (mining, energy, ports, railways, hospitals and roads), and has seen particular recent growth in the desalinisation and seawater conveyance projects segment. The practice is co-led by renowned project development, infrastructure and energy and natural resources lawyer

Jorge Granic

; and **Arturo Bulnes**, who focuses on public service concessions, particularly toll roads, regulated services and tender offers during infrastructure projects. Also integral to the group, **Carlos Aravena** acts in construction contract-related litigation and arbitration; t

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Cristóbal

Morandé and **Juan Carlos Bulnes** include major projects' mandates; and of counsel Ricardo Peña's experience covers water and port concessions. Juan de Dios Ferrada (M&A and construction matters) and Joaquín Larrain (infrastructure and energy projects) were promoted to the partnership in January 2022. At senior associate level, Javiera Méndez is experienced in regulatory and administrative law, while Francisco Cerda (tender processes and infrastructure project negotiations), returned in July 2021 from Herbert Smith Freehills' New York office, where he was a foreign associate.

Leading individuals

Arturo Bulnes – Larrain y Asociados Abogados

Hall of Fame

Jorge Granic

– Larrain y Asociados Abogados

Next Generation Partners

Juan Carlos Bulnes – Larrain y Asociados Abogados

Joaquín Larrain – Larrain y Asociados Abogados

Practice head(s):

Arturo Bulnes; Jorge Granic

Testimonials

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'Larrain y Asociados Abogados has no reason to envy the larger firms!'

'Proximity to the client, quality of service, and (above all) human qualities are the team's most outstanding points.'

'Their strengths and skills include high-level abilities to process legal documentation and advise on project financing and purchase processes.'

'Compares very favourably with other offices.'

'The advantages of these lawyers are their effectiveness and efficiency, and they have the ability to deliver legal certainty to the client.'

'Vast experience in BOOT and mining matters in Chile. Incomparable.'

'Jorge Granic and Joaquín Larrain are excellent partners with great knowledge of BOOT matters and Chile's laws for mining/infrastructure projects.'

Key clients

Antofagasta Minerals

Gold Fields

Sociedad Punta del Cobre

Consortio de Salud Santiago Oriente

Grupo GIA

Grupo Abertis

Empresas CMPC

Flux Solar Energías Renovables

Metka EGN

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Work highlights

- Advised Grupo GIA on reviewing bidding rules and the development of preliminary agreements for hospital concessions.
- Advised Antofagasta Minerals on an international tender process for the design, financing, construction, operation and maintenance of a 144KM seawater pumping system for its mining operations.
- Advised Gold Fields (South African mining company) on the approval for a construction and development of a mining project in Chile.

ENERGY AND NATURAL RESOURCES > MINING **TIER 2**

Larrain y Asociados Abogados' eight-member team consistently advises major mining companies and Chilean mining projects at survey, exploration, development, operation and construction stages. It is also sought out in relation to the acquisition and sale of mining companies, real estate and mining assets; project financings; option agreements; the construction of treatment plants; agreements for the development of technology for the mining industry; and the creation of mining properties and rights of way. The practice

is co-led by **Jorge Granic**, who routinely acts for large mining companies; and **Cristóbal Morandé**, who has vast projects experience. Further support is provided by Joaquín Larrain, who was promoted to partner in January 2022; of counsel Ricardo Peña, a project development expert. Experienced associates Javiera Méndez and Francisco Cerda are also noted.

Practice head(s):

Jorge Granic; Cristóbal Morandé

Testimonials

'Ability to define a global strategy that is then implemented throughout the project's process.'

'Strengths and skills – a team with great technical ability during complex regulatory issues. It is a serious and very professional team with rapid response capacities.'

'It compares favourably with other firms, with a plus being its availability and agility in resolving doubts.'

Key clients

Gold Fields

Sociedad Punta del Cobre

Flux Solar Energías Renovables

Metka EGN

Reden Solar

BHP Billiton

Work highlights

- Advised South African mining company Gold Fields in relation to the approval of phase one of the construction and development of the Salares Norte mining project

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in Chile.

- Advised Pucobre on its joint venture with Codelco.
- Acting as counsel to Pucobre on the greenfield deposit El Espino Mining Project.

CHILE > REAL ESTATE TIER 2

Particularly noted for its infrastructure and construction sector credentials, **Larrain y Asociados Abogados'** diverse practice is highly active in relation to hospitality, housing, renewable energy, forestry, agricultural and conservancy projects, as well as real estate-related transactions. The practice is co-led by **José Pedro Baraona**, who has longstanding expertise in real estate matters, litigation and transactions; and former Undersecretary at Chile's National Property Ministry, **Juan Carlos Bulnes**, who assists with both acquisitions and project development. Elevated to the partnership in January 2022, Juan de Dios Ferrada is a real estate development and acquisitions expert; and at senior associate level, José Spoerer advises developers, lenders, buyers and sellers of real estate assets, while Manuel Larrain also regularly assists with real estate deals. The experience of the more junior Michelle Inzunza includes rural developments and the territorial aspects of renewable energy projects.

Practice head(s):

José Pedro Baraona; Juan Carlos Bulnes

Key clients

NCH Hoteles

Hook Chile

Empresas CMPC

Sociedad Concesionaria Camino Nogales-Puchuncaví

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Comunidad Condominio Fray Montalva N° 150

Rentas ST

Work highlights

- Advised Greenergy Renovables and Engie Energía Chile on territorial permits for the development of energy projects.
- Ongoing assistance to Hook in relation to the operation of its refrigerated warehouses.
- Advising Empresas CMPC and its subsidiaries on real estate matters, including the purchase, development and leasing of industrial premises, and real estate regulatory issues (among other matters).

CHILE > BANKING AND FINANCE TIER 3

With a very healthy bank-side client roster, the five-strong banking and finance group at **Larrain y Asociados Abogados** has longstanding experience advising banks, brokers and financial institutions and companies on syndicated loans, acquisition and structured finance, along with project financing in the petrochemical, mining and infrastructure sectors. The team is also active in financings that are obtained via bond issuances. Heading the group, **Patricio Montes** is a project finance specialist, while **Jorge Granic**

is noted for the financing of industrial projects. Elevated to the partnership in January 2022, Diego Garay 's practice encompasses securities regulation, project financing and corporate law. Michelle Inzunza and Teresita Vinagre are up-and-coming young associates.

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Leading individuals

Jorge Granic

– **Larrain y Asociados Abogados**

Next Generation Partners

Diego Garay – **Larrain y Asociados Abogados**

Practice head(s):

Patricio Montes

Testimonials

‘Very good lawyers and with a high degree of commitment to the client.’

Key clients

■ Banco Internacional

■ Banco BCI

■ Banco BTG Pactual

■ Banco de Chile

■ Banco del Estado de Chile

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Banco Security

Nordex Energy Chile

Banco BTG

Banco Internacional

Penta Vida Compañía de Seguros

4Life Seguros de Vida

Tanner Servicios Financieros

CHL Administradora

Centella Transmisión

Transchile Charrúa Transmisión

Banco Consorcio

Generadora Metropolitana

Itaú Corpbanca

Banco del Estado de Chile

Banco de Crédito e Inversiones

Work highlights

- Advised Generadora Metropolitana on a \$980m project financing.
- Advised a bank syndicate comprising Banco del Estado de Chile and Banco de Crédito e Inversiones on a \$420m financing granted to Sociedad Concesionaria Ruta de la Fruta.

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- Advised Nordex Energy Chile on the amendment and restatement of a €1.4bn multicurrency guarantee facility agreement.

CHILE > CORPORATE AND M&A TIER 3

The 15-strong corporate group at **Larrain y Asociados Abogados** houses experts in M&A, restructuring, and asset purchases and sales; moreover the team is regularly involved in M&A involving the key infrastructure, energy, PPP and concessions. It also acts on day-to-day corporate activities, such as corporate governance, contracts, shareholder agreements and corporate regulatory issues. The department is co-led by **Arturo Bulnes**, who focuses on commercial and corporate law, along with public service concessions; and

Jorge Granic, a longstanding specialist in energy, infrastructure and mining deals. Further capability and depth is provided by **Juan Carlos Bulnes**, who acts extensively for fund managers and also has a niche specialism in the tourism segment; **Cristóbal Morandé**, who is experienced in power, real estate, and commercial infrastructure transactions; and senior figure, of counsel Ricardo Peña, a highly regarded energy M&A practitioner. Promoted to partner in early 2022, Juan de Dios Ferrada is also active on M&A deals.

Leading individuals

Arturo Bulnes – Larrain y Asociados Abogados

Next Generation Partners

Cristóbal Morandé – Larrain y Asociados Abogados

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Juan de Dios Ferrada – Larrain y Asociados Abogados

Practice head(s):

Arturo Bulnes; Jorge Granic

Key clients

Creation Investments

Flux Solar Energías Renovables

Minera Centinela

Reden Solar

Metka EGN

Work highlights

- Advised Minera Centinela (Antofagasta Minerals) on a tender process for a new substation and energy supply transmission line to a mine.
- Advised Creation Investments on a subscription agreement concerning Avla.
- Advised Reden Solar on the purchase of several solar plants in Chile.

CHILE > DISPUTE RESOLUTION: LITIGATION **TIER 4**

The nine-strong practice at **Larrain y Asociados Abogados** has a strong track record in commercial civil, labour, bankruptcy, taxation and administrative disputes. The team is particularly focused on clients from the construction, mining infrastructure energy and

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public works sectors; and is increasingly active in disputes before Chile's consumer agency (SERNAC). The group is co-led by **José Pedro Baraona**, whose practice centres on civil trials against the State of Chile and the Public Works Ministry, and arbitration expert **Carlos Aravena**. The firm also fields tax litigator **Víctor Manuel Avilés**; **Pedro Zelaya**, whose recent work includes protection of collective interests suits; and civil and commercial trial specialist Isabel Palacios, the firm's first female partner as of January 2022. At associate level, seniors César Vásquez and Claudio Torres, along with Macarena Gonzalez, are all key team members.

Practice head(s):

José Pedro Baraona; Carlos Aravena

Testimonials

'Accessible and always available.'

'A very good work team that is studious, innovative, persevering and clear, and empathises with the client's problems.'

Key clients

Consortio Aeródromo de Chiloé

Grupo SAESA

Banco Consorcio

Condominio Parque Monasterio

San Sebastian Inmobiliaria

AIM Futbol

Sociedad Concesionaria Vespucio Norte Express

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Work highlights

- Represented Consorcio Aeródromo de Chiloé in a lawsuit against the State of Chile, which concerned cost overruns incurred during the construction of an airport in Chiloé.
- Represented Sociedad Concesionaria Vespucio Norte Express, which has been sued by 50 alleged users of the Vespucio Norte concession highway under the Consumer Protection Law.
- Acting for Grupo SAESA in judicial proceedings against the National Consumer Service (SERNAC), which concerned certain supply disruptions caused by a period of bad weather in 2017.

CHILE > ENVIRONMENT TIER 4

Larrain y Asociados Abogados' practice is particularly focused on the environmental law issues surrounding the energy and gas sectors. Representative work covers advice on environmental permits, assessing environmental standards, environmental auditing, and environmental damage claims. The firm also houses water law expertise. The principal advisers are energy and natural resources expert **Jorge Granic**

, along with **Cristóbal Morandé** and Joaquín Larrain, partners at the firm since 2017 and 2022, respectively. Additional support is supplied by experienced of counsel and project development specialist Ricardo Peña, and associate Javiera Méndez (energy and gas, public law and regulated services).

CHILE > INTELLECTUAL PROPERTY TIER 4

Larrain y Asociados Abogados' IP team has expertise in both industrial property matters and copyright issues, as well as specialisms in music industry-related licence contracts, plant varieties, and agreements combining constitutional law and IP issues. The practice's experience also covers litigation before the Chilean Trademark Office, the Industrial Property Court and the Supreme Court, along with domain name disputes. The team is currently led by **José Pedro Baraona**, following Pablo Ruiz-Tagle's temporary departure to serve as Dean of the University of Chile's School of Law; and senior associate Sebastián Prieto handles many of the firm's IP clients.

Practice head(s):

José Pedro Baraona; Sebastián Prieto

Key clients

Watt's

Universal Music

Pelican Products

Compañía Papelera del Pacífico

Ab Tetra Pak

Mccain Foods

Epsilon Consulting

Stella McCartney

Viña Santa Carolina

Distribuidora de Alimentos Globeitalia

Aeroports de Paris

Sun World International

Recupac

Compañías CiC

Inmobiliaria Parques y Jardines

NCH Hoteles

Serinfo

Stepan Company

Fundacion Minera Escondida

Work highlights

- Assists Aeroports de Paris with all its IP matters, including trade mark filings.
- Assists Sun World International with all its IP matters, including trade mark filings and IP defences against third parties.
- Advises Compañía Papelera del Pacífico (and its subsidiaries Empresas Coipsa and Energía Pacífico) on all its IP matters, including trade mark filings.

CHILE > LABOUR AND EMPLOYMENT TIER 4

Predominantly acting for national and international mining and education companies, **Larrain y Asociados Abogados'** four-member practice c [Privacy & Cookies Policy](#) te advice,

recruitment, cross-border employment issues, collective bargaining, and M&A-related labour issues. The team also provides general advice on a range of employment and social security issues. The labour department is led by **Andrés Silva**, who is experienced in collective bargaining processes, corporate-related labour issues and labour litigation. At associate level, Jorge Parro advises on labour and social security law, while Miriela González focuses on individual labour law.

Practice head(s):

Andrés Silva

Testimonials

'A very interesting practical look that is delivered with good theoretical and jurisprudential arguments.'

'The willingness at all times to answer questions and put itself in the client's place.'

'Good availability from Andrés Silva's team. His knowledge of law and practical matters is a great differential.'

'The difference for me is Andrés Silva – his insight on practical matters helps a lot.'

Key clients

Sociedad Punta del Cobre

Santo Tomás Educational Group

Polpaico Group

La Polar Group

Constructora de Infraestructura de Chile

Seguros Sura Chile

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Larrain Vial Companies

Chep Chile

Cinemark Chile

Industrias Vínicas

Work highlights

- Represented Sociedad Punta del Cobre in filing a lawsuit against the National Geology and Mining Service (Sernageomin) in order to obtain the annulment of a resolution and fine, which was imposed by the regulatory for alleged infringements of mining safety regulations.
- Provided legal advice to Santo Tomás Educational Group during a collective bargaining process with a major union.
- Defended Cinemark Chile before the labour courts against labour lawsuits, which were filed by subcontracted employees for unfair dismissal, the payment of fees and social security contributions.

CHILE > TAX TIER 4

Larrain y Asociados Abogados' four-member tax group specialises in both tax consultancy and tax litigation work. The scope of its practice includes assistance with audits conducted by the Chilean tax and customs authorities, tax-related trials, and the structuring of businesses in relation to income tax, VAT and withholding tax. The group is led by **Víctor Manuel Avilés**, who specialises in tax planning for local and foreign clients; and associate-level support is provided by Manuel Larrain (business and tax law), and Eduardo Iribarra (an August 2021 hire from the Tax Authority). Former associate Gonzalo Guerra departed the firm to study in the Netherlands.

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Leading individuals

Víctor Manuel Avilés – Larrain y Asociados Abogados

Practice head(s):

Víctor Manuel Avilés

Testimonials

‘Takes a practical and commercial look according to the needs of the clients.’

‘Great analytical capacity from Víctor Manuel Avilés.’

Work highlights

- Advised Marubeni Corp on the tax aspects of its role within consortium Marubeni-Techint.
- Assisting BHP Billiton with customs issues surrounding the operation of its subsidiaries in Chile.
- Assisted Iberdrola with the tax aspects of a bidding process for a transmission line concession.

CHILE > DISPUTE RESOLUTION: ARBITRATION

Firms to watch

Larrain y Asociados Abogados’ arbitration practice focuses on representing clients from the construction, mining, infrastructure, energy and public works sectors, particularly in

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relation to disputes between contractors and construction companies, and concessionaires' cases against construction businesses and The Public Works Ministry.

LARRAIN Y ASOCIADOS ABOGADOS > FIRM PROFILE

Larrain y Asociados Abogados was founded in 1994 and has grown to become a 40 lawyer firm with significant accumulated legal expertise. The experience and understanding of the legal team allows them to fully and efficiently advise clients in the most relevant areas of law and the firm is internally organized in different practice groups based on areas of expertise.

One of the firm's characteristics is significant growth in the recruitment of lawyers from the best universities and with excellent qualifications. So, It has sought to hire well-qualified lawyers and keep the firm's size at a level so as not to prevent it from embracing complex transactions while permitting it to have a competitive and efficient cost structure.

Larrain y Asociados, through well integrated and collaborative work, seeks to provide high quality and prompt services for its clients. Integration in the quality of work is a guarantee, as long as the lawyer in charge can confer with experts, maximizing the depth and without increasing costs for clients.

All of its lawyers are graduates from Chile's leading law schools and many have postgraduate degrees and doctorates from the finest prestigious foreign programs and have also worked in renowned law firms in the United States, Canada, Germany and France.

Lawyers are encouraged to do pro bono work and commit to academic endeavors, as teachers or researchers in connection with their legal practice.



Larrain y Asociados is a member of the International Lawyers Network and the International Trademark Association (INTA).

MAIN CONTACTS

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Department	Name	Email	Telephone
Arbitration	Carlos Aravena	caravena@larrain.cl	
Tax	Víctor Manuel Avilés	vm_aviles@larrain.cl	
Litigation / Real Estate	José Pedro Baraona	jpbaraona@larrain.cl	
Projects/ Concessions	Arturo Bulnes	abulnes@larrain.cl	
Corporate M&A / Real Estate	Juan Carlos Bulnes	jcbulnes@larrain.cl	
Energy / Mining	Jorge Granic	jgranic@larrain.cl	
Aviation /Corporate M&A	Carlos I Larrain	cilarrain@larrain.cl	
Banks and Financing	Patricio Montes	pmontes@larrain.cl	
Energy / Regulated Services	Cristóbal Moránde	cmorande@larrain.cl	
Labour	Andrés Silva	asilva@larrain.cl	
Insurance and Reinsurance	Pedro Zelaya	pzelaya@larrain.cl	

LAWYER PROFILES

Photo	Name	Position	Profile
	Mr Carlos Aravena	Carlos Aravena joined Larrain y Asociados in 1997 and has been a...	View Profile
	Mr Víctor Manuel Avilés	Víctor Manuel Avilés joined the firm in 1998 and has been a...	View Profile
	Mr José Pedro Baraona	José Pedro Baraona joined Larrain y Asociados in 2000, after a long...	View Profile

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Photo	Name	Position	Profile
	Mr Arturo Bulnes	Arturo Bulnes joined Larrain y Asociados in 1994 and is a partner...	View Profile
	Mr Juan Carlos Bulnes	Juan Carlos Bulnes joined Larrain y Asociados in 2002 and is a...	View Profile
	Mr Jorge Granic	Jorge Granic has been a partner of Larrain y Asociados since 1994.	View Profile
	Mr Carlos Ignacio Larrain	Carlos Ignacio Larrain has been a partner of Larrain y Asociados since...	View Profile
	Mr Patricio Montes	Patricio Montes joined Larrain y Asociados in 1996 and has been a...	View Profile
	Cristóbal Morandé	Cristóbal Morandé joined Larrain y Asociados in 2004 and has been a...	View Profile

Photo	Name	Position	Profile
	Mr Pablo Ruiz-Tagle	At the present he is Dean of Universidad de Chile School of...	View Profile
	Mr Andrés Silva	Andrés Silva joined Larrain y Asociados in 1999 and has been a...	View Profile
	Mr Pedro Zelaya	Pedro Zelaya is partner of Larrain y Asociados since 1994.	View Profile

LANGUAGES

English
Spanish
French
German

MEMBERSHIPS

IBA (International Bar Association)
AIDA International Insurance Law Association
International Trademark Association (INTA)

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ASIPI

ICC

TOP TIER FIRM RANKINGS

- Energy and natural resources > Electricity and hydrocarbon
- Projects and infrastructure

FIRM RANKINGS

- Energy and natural resources > Mining
- Real estate

- Banking and finance
- Corporate and M&A

- Dispute resolution: litigation
- Environment
- Intellectual property
- Labour and employment
- Tax

- Dispute resolution: arbitration