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BAZ|DLA Piper se fusiona con Noguera Larrain & Dulanto

Este es el segundo movimiento de la multinacional en nuestro país tras su integración, hace poco más de un año, con Bahamondez, Álvarez & Zegers. La nueva firma, que pasará a llamarse DLA Piper BAZ|NLD, se oficializará en abril

El anuncio se realizó hoy, pero la fusión se hará efectiva a partir del próximo 1 de abril. Es la integración entre los estudios BAZ|DLA Piper y Noguera Larrain & Dulanto (NDL), segundo movimiento de la multinacional DLA Piper en nuestro país luego de la [unión con Bahamondez, Álvarez & Zegers \(BAZ\)](#), ocurrida hace poco más de un año.

De esta forma, la nueva oficina, denominada DLA Piper BAZ|NLD, contará en Chile con 11 socios —seis de los cuales provienen de los recién asociados— y cerca de 50 abogados en total, los que prestan servicios en las más diversas áreas, desde corporativo, fusiones y adquisiciones, mercado de capitales y financiamiento, hasta *venture capital*, gobierno corporativo, *compliance*, energía, recursos naturales, resolución de controversias y litigios, laboral, tributario, libre competencia, regulatorio e inmobiliario, entre otros.

Sobre la fusión, Roger Meltzer, global co-chair y co-chair para las Américas de DLA Piper, explica que cuando anunciaron la primera alianza con un estudio local, ocurrida en diciembre de 2016, “fue con la intención de expandir nuestras capacidades en una de las economías más grandes de Latinoamérica a través de una firma con reputación de élite y una historia de éxito institucional”, a lo que agrega que esta segunda integración “acelera esa misión, lo que es parte de nuestra estrategia panhemisférica, que nos permite cumplir nuestros objetivos aún de mejor forma y servir a nuestros clientes”.

Ingreso a la región

La firma internacional, de origen estadounidense y británico, también tiene presencia en Colombia, donde ingresaron en 2015 de la mano de Martínez Beltrán, y Perú, donde el año pasado utilizaron la misma mecánica de fusión con Pizarro Botto Escobar.

Además, cuentan con oficinas propias en Puerto Rico y México —esta última conocida localmente como DLA Piper Gallastegui y Lozano—, así como una alianza de cooperación con Campos Mello en Brasil.

Valor Futuro

Estudios de abogados BAZ DLA Piper y Noguera Larrain & Dulanto (NLD) se fusionan el 1 de abril

Los estudios de abogados BAZ|DLA Piper y Noguera Larrain & Dulanto (NLD) anunciaron este martes su fusión, la cual se hará efectiva el 1 de abril de 2018, pasando ambas firmas a operar como una sola firma denominada DLA Piper BAZ|NLD. Esta fusión se produce un año después de la llegada a Chile de la firma multinacional de abogados DLA Piper, que se fusionó con la firma local Bahamondez, Alvarez & Zegers.

The logo for LATERCERA, consisting of the word "LATERCERA" in white, uppercase, sans-serif font, centered within a solid red rectangular background.

BAZIDLA Piper y Noguera Larraín & Dulanto (NLD) se fusionan

Desde el próximo 1 de abril, los estudios legales BAZIDLA Piper y Noguera Larraín & Dulanto (NLD) harán efectiva la fusión, pasando a llamarse DLA Piper BAZINLD.

Con esta asociación, ambas firmas buscan dar respuesta a demanda de empresas nacionales e internacionales por contar con una asesoría integral para sus negocios.

Producto de la fusión, DLA Piper BAZINLD contará con 11 socios y cerca de 50 abogados en Chile, quienes prestarán servicios en materias corporativas, fusiones y adquisiciones, mercado de capitales, financiamiento y venture capital, entre otros.



Global firm expands operations in Latin America

March 6, 2018

By Jerome Doraisamy

BAZ|DLA Piper last week announced its intention to merge with Noguera, Larrain & Dulanto, effective 1 April 2018.

Once the merger is completed, DLA Piper in Chile will be operating under the name DLA Piper BAZ NLD, and be made up of over 60 lawyers.

DLA's global co-chair and Americas co-chair Roger Meltzer said: "When we announced our relationship with BAZ in 2016, it was with the intent to expand our capabilities to one of Latin America's largest economies through a firm with an elite reputation and history of institutional success."

"This merger accelerates that mission, which is part of our larger pan-hemispheric strategy, and allows us to even better accomplish our goals and serve our clients."

According to a firm statement, the new, combined firm will allow DLA in Latin America to better respond to growing demand from local and international clients for in-depth advice in areas such as project finance, corporate governance, venture capital, M&A, antitrust and capital markets.

In addition, the newly merged firm will collate strengths in the energy and mining sectors as well as working with clients across a myriad areas of infrastructure and projects.

"With this association, we will be able to provide greater depth and breadth of service to our clients doing business in Chile and abroad, and take advantage of the complementary experience across sectors and services that our firms provide," BAZ|DLA partner Matías Zegers said.

"The merger with BAZ|DLA Piper represents a great opportunity for NLD, as it will allow us to strengthen and complement our current practice areas with those of BAZ|DLA, and to offer to our current and potential clients first-level services in practically the whole world," added NLD partner Paulo Larrain.

The merger marks DLA's latest expansion in Latin America and the Caribbean region, following the firm's entry into Colombia in 2015, Chile and Puerto Rico in 2016 and Peru in 2017, in addition to the existing offices in Mexico and Brazil.



DLA Piper announces merger with Chile law firm

March 5, 2018

DLA Piper is beefing up its presence in Chile by merging with Santiago law firm Noguera, Larraín & Dulanto on 1 April. This is the second merger the firm has undertaken in the area - it joined forces with 25 lawyer Santiago-based law firm Bahamondez Alvarez & Zegers in 2016, now operating as BAZ/DLA Piper. Following the latest merger, DLA Piper's Chile practice will operate under the name DLA Piper BAZ NLD. The combined business will have more than 60 lawyers. 'With this association, we will be able to provide greater depth and breadth of service to our clients doing business in Chile and abroad, and take advantage of the complementary experience across sectors and services that our firms provide,' said Matías Zegers, partner at BAZ|DLA Piper.

Elite reputation

'When we announced our relationship with BAZ in 2016, it was with the intent to expand our capabilities to one of Latin America's largest economies through a firm with an elite reputation and history of institutional success,' said Roger Meltzer, DLA Piper's global co-chair and co-chair of the Americas. 'This merger accelerates that mission, which is part of our larger pan-hemispheric strategy, and allows us to even better accomplish our goals and serve our clients.'

DLA's Latin America trail

The merger between BAZ|DLA Piper and Noguera, Larraín & Dulanto is the latest expansion by DLA Piper in Latin America and the Caribbean region. In addition to the firm's entry into Chile in 2016, DLA Piper has moved into Colombia with DLA Piper Martinez Beltran in 2015 and Peru with Pizarro Botto Escobar in Peru in 2017. It also opened an office in San Juan, Puerto Rico, in 2016. The firm also has an office in Mexico City, Mexico, and operates in cooperation with Campos Mello in Brazil.



BAZ|DLA Piper y Noguera, Larraín & Dulanto anuncian fusión

5 marzo, 2018

By Rosa Ramos Cabello

Desde el 1° de abril, se hará efectiva la fusión de BAZ|DLA Piper y Noguera, Larraín & Dulanto (NLD Abogados). La nueva firma se denominará DLA Piper BAZ NLD y albergará alrededor de 50 abogados, entre quienes se cuentan 11 socios, siete *counsels* y más de 30 asociados.

BAZ|DLA Piper explicó que la fusión se sustenta en el hecho de que los valores de NLD coinciden con los de la firma en cultura y *expertise* y nace de la idea de “profundizar nuestras áreas de práctica para responder a las necesidades siempre crecientes de nuestros clientes”. La nueva firma mantendrá las prácticas actuales, aunque se enfocará en el refuerzo de equipos y prácticas donde ambas firmas necesitan incorporar más abogados. Respecto de su cartera de clientes, la firma precisó que “más que incorporar clientes, se suman los clientes de ambas firmas”, que incluye a The Coca-Cola Company, UBER, Banco Santander, CMPC, Grupo Falabella, Linzor Capital, Zurich Insurance Co. y Apollo Education Group.

Es por esto que la unión de ambos despachos “permitirá fortalecer y aumentar nuestras áreas de práctica y ofrecer servicios no solo en Chile sino también en otros países”.

Esta fusión se anunció poco menos de un año después de que se concretó la unión de la firma chilena a DLA Piper lo cual, a juicio de BAZ|DLA Piper “fue un proceso que en su diseño y, especialmente en su ejecución, fue mejor de lo esperado”. Esto ayuda en el sentido de que “tener ya una fusión exitosa hace poco tiempo nos hace ver con optimismo la ejecución de este proceso también”.

Sobre el arribo de jugadores internacionales al mercado chileno, la firma comentó que cree que este es un proceso que se profundizará con el tiempo, especialmente porque hay varios actores “que ya han mostrado su interés en ingresar a Chile”. Por esto “respecto a las áreas de práctica, en general consideramos que tenemos las que nuestros clientes nos requieren, aunque siempre estamos pensando cómo innovar al respecto”.

Sobre los nuevos integrantes

A la nueva firma se unirán seis nuevos socios: Paulo Larrain, José Pablo Dulanto, Miguel Zamora, Nicolás Lewin Muñoz, Ramón Domínguez y Diego Noguera.

Paulo Larrain es experto en derecho societario, fusiones y adquisiciones, financiamiento de proyectos y mercado de capitales. A lo largo de su carrera ha participado en diversos procesos de adquisición y licitaciones en Chile y el extranjero.

Entre sus clientes está el Gobierno de Chile en procesos de privatización de empresas públicas y en licitaciones, también ha representado a fondos de inversión privada, acreedores y deudores

en procesos de financiamiento y/o refinanciamiento a través de colocaciones de bonos, contratos de créditos y otras estructuras financieras.

Fue parte de Morrison & Foerster y Cleary Gottlieb Steen & Hamilton LLP. Egresó de la Universidad de Chile y posee un LL.M. de Duke University (EE.UU.)

Diego Noguera es experto en asuntos corporativos, fusiones y adquisiciones y mercado de capitales. Ha representado a diversas empresas chilenas y extranjeras en adquisición y venta de activos (dentro y fuera de Chile) así como en reestructuración de pasivos, reorganización corporativa y colocaciones locales e internacionales de valores, entre otros asuntos.

Se graduó de abogado en la Pontificia Universidad Católica de Chile.

José Pablo Dulanto se ha especializado en fusiones y adquisiciones y derecho corporativo. Como sus compañeros, ha asesorado a clientes chilenos y extranjeros (entre esos bancos de inversión) en derecho societario, fusiones y adquisiciones, constitución de empresas conjuntas, finanzas corporativas y reestructuraciones e inversiones de capital.

También acumula experticia en materias relacionadas con recursos naturales en las industrias energética y minera, con énfasis en asuntos de derechos de aguas y mineros como en desarrollo de proyectos, generación y trasmisión de energía.

Perteneció a Gibson, Dunn & Crutcher LLP. Se licenció como abogado en la Pontificia Universidad Católica de Chile, además, cursó un LL.M. en la University of Michigan (EE.UU.) y un MBA en la Universidad Adolfo Ibáñez (Chile).

Ramón Domínguez ha acumulado experiencia en litigios relativos a materias civiles, comerciales, laborales, administrativas, constitucionales y de seguros a través de su asesoría a empresas privadas nacionales y extranjeras en asuntos laborales, civiles y comerciales. Fue socio de Domínguez y King y de Morales, Noguera, Valdivieso y Besa y se formó en Derecho en la Universidad de Concepción.

Es profesor de Introducción al Derecho, de Ética y de Legislación Ambiental (Universidad de Concepción), de Derecho Civil (Universidad San Sebastián), Derecho Civil y Procesal (Universidad Católica de Chile) y de Responsabilidad Civil Médica en la Universidad de Los Andes.

Nicolás Lewin Muñoz ha acumulado experiencia en libre competencia, regulación, fusiones y adquisiciones, operaciones financieras y derecho corporativo y comercial, esto lo llevó a ser director de sociedades dentro del mercado financiero e inmobiliario.

Se formó como abogado en la Pontificia Universidad Católica de Chile. Asimismo, posee un Diplomado en Libre Competencia de la misma casa de estudios.

Finalmente, **Miguel Zamora R.** es un abogado tributario que ha trabajado como consejero legal de empresas y personas naturales en planificación tributaria, tributación internacional y litigios tributarios.

Fue coordinador de Políticas Tributarias del Ministerio de Hacienda de Chile y asociado de la práctica tributaria de Baker McKenzie en Santiago. También se ha desempeñado como profesor de Derecho Tributario (Universidad del Desarrollo y Universidad Católica de Chile).

Es abogado por la Pontificia Universidad Católica de Chile y cursó una maestría en Derecho Tributario en la New York University (EE.UU.)

LATINFINANCE®

BAZ|DLA Piper, NLD reveal merger

March 2, 2018

By Toni Bains

Chilean law firm unites with local peer, aims to commence new business on April 1

BAZ|DLA Piper will merge with Noguera, Larraín & Dulanto (NLD) on April 1, the law firm said in a statement.

The merger builds upon BAZ|DLA Piper, which was formed following a cooperation agreement between DLA Piper and Chilean law firm Bahamondez, Alvarez & Zegres (BAZ) to jointly offer counsel services in the country.

Upon completion, DLA Piper in Chile will operate under the name DLA Piper BAZ NLD and will comprise more than 60 lawyers.

LATINLAWYER

BAZ/DLA Piper merges with NLD in Chile

March 2, 2018

By Thomas Muskett-Ford

BAZ/DLA Piper has announced plans to merge with 250-listed firm NLD Abogados in Chile later this year.

The two firms will merge on 1 April and rebrand as DLA Piper BAZ NLD. The tie-up creates a firm with more than 60 lawyers, establishing it as a mid-sized outfit by Chilean standards.

Noguera, Larraín & Dulanto, which changed its name to NLD Abogados last year, is one of Chile's newer firms. Established in 2007, it has developed an unusually broad practice offering for a 17-lawyer shop. This includes a respectable transactional offering as well as energy, labour and litigation know-how. Its antitrust and tax practices are also high quality.

Meanwhile, BAZ/DLA Piper can boast good a corporate and M&A practice, strong labour law knowledge and big-name litigation clients like Uber.

NLD's broad offering was a draw for BAZ/DLA Piper. "With this association, we will be able to provide greater depth and breadth of service to our clients doing business in Chile and abroad," says BAZ/DLA Piper partner Matías Zegers.

Meanwhile, NLD hopes to gain from BAZ/DLA Piper's international links. "The merger represents a great opportunity for NLD because it will allow us to strengthen and complement our current practice areas and to offer our current and potential clients first-level services in practically the whole world," says the firm's managing partner, Paulo Larraín.

Larraín has confirmed to Latin Lawyer that all the lawyers at NLD will be making the move.

The merger underlines DLA Piper's growing presence in the region. The international firm entered Peru last year through a cooperation agreement with Pizarro, Botto & Escobar Abogados. It has similar agreements with firms in Brazil, Colombia and Mexico. Its first merger in Chile occurred in late 2016 with Bahamondez, Alvarez & Zegers. With the exception of Brazil, all of DLA's tie-ups in Latin America are Swiss verein-style relationships.

Roger Meltzer, DLA Piper's co-chair of the Americas, says the firm has had plans to grow in Chile for some time. "When we announced our relationship with BAZ in 2016, it was with the intent to expand our capabilities in one of Latin America's largest economies through a firm with an elite reputation and history of institutional success," he says. "This merger accelerates that mission, which is part of our larger pan-hemispheric strategy, and allows us to even better accomplish our goals and serve our clients."

Like most international firms, DLA has focused its Latin American expansion strategy on the Pacific Alliance countries of Chile, Colombia, Mexico and Peru, along with Latin America's biggest economy, Brazil. Argentina may be the next logical step for expansion. Several international firms, including DAC Beachcroft and Kennedys have recently opened in the country and DLA has been active in Argentina's evolving project finance market. It recently helped a construction company issue the country's first project bonds for more than a quarter of a century.

Australasian
LAWYER

Global firm expands Latin American offering

March 2, 2018
By Steve Randall

DLA Piper and its relationship firm BAZ have announced a merger to develop a stronger presence in Chile.

BAZ|DLA Piper will combine with Noguera, Larraín & Dulanto to create a 60-lawyer firm on 1st April 2018 which will be known as DLA Piper BAZ NLD.

"When we announced our relationship with BAZ in 2016, it was with the intent to expand our capabilities to one of Latin America's largest economies through a firm with an elite reputation and history of institutional success," said Roger Meltzer, DLA Piper's global co-chair and co-chair of the Americas.

Top priorities for law firms revealed

A new survey of law firms highlights the importance of the client experience.

Legal tech firm Zylpha has polled law firms for the third consecutive year and found that 92% of respondents ranked optimising client care as their most important priority, up from 78% last year.

Practice brand management and client perception are also increasingly important with 87% saying it's a priority, up from 75% last year.

The third priority is new technology (82%) with benefits for both efficiency and client perception. Integrating with cloud-based services and security are among the key issues in this area.

"The results of the survey, from over 200 respondents have shown a shift to client care, enhanced client perceptions and the technology to back these up," said Zylpha's David Chapman. "This bodes well for clients as many of the changes will make access easier and reduce costs. Other than that, issues such as security and cyber risks are a constant but the potential threats posed by Brexit are not yet registering."

Disputes practice boost for Jones Day in Hong Kong

Linh Lieu has joined the global disputes practice of Jones Day in Hong Kong as of counsel.

She joins from Davis Polk, where she has been on secondment to an international bank over recent months. She was previously with Clifford Chance, Norton Rose Fulbright and MinterEllison.

Acting as local or international counsel, she has worked extensively with board directors, committees, and senior management of major corporations and financial institutions on matters across Hong Kong, China, U.S., U.K., India, Korea, Japan, and Australia.

The American Lawyer

DLA Piper Adds Handful of Partners in 3 Cities

The firm's lateral recruitment surge continued this week with raids on Arnold & Porter Kaye Scholer, Jenner & Block and a boutique formed by former DLA Piper lawyers. The global legal giant also absorbed a firm in Chile.

In what has already been an active year on the lateral hiring front by DLA Piper, the global legal giant announced this week its addition of five new partners in three cities, the majority of whom will join its intellectual property and technology practice.

THE RECORDER

DLA Piper Adds Handful of Partners in 3 Cities

March 1, 2018

By Xiumei Dong

In what has already been an active year on the lateral hiring front by DLA Piper, the global legal giant announced this week its addition of five new partners in three cities, the majority of whom will join its intellectual property and technology practice.

DLA Piper has welcomed back Clayton Thompson and Yakov “Jake” Zolotorev for its intellectual property and technology group in East Palo Alto. The latter two lawyers left DLA Piper in early 2011 to form Feinberg Day Alberti & Thompson, a Silicon Valley-based IP boutique that has renamed itself Feinberg Day Alberti Lim & Belloli following the departure of Thompson.

Also heading to DLA Piper as co-chairs of the firm’s national advertising team are former Jenner & Block partners Benjamin Mulcahy in Los Angeles and Gina Reif Ilardi in New York. Ilardi and

Mulcahy, who advise clients in the sports, media and entertainment space, both joined Jenner & Block in 2016 after serving as co-leaders of the advertising industry group at Sheppard, Mullin, Richter & Hampton.

“The opportunity to represent the clients beyond New York and Los Angeles were the biggest benefits we have identified [in making the move to DLA Piper],” said Mulcahy, who served as co-chair of the trademark, advertising and unfair competition practice at Jenner & Block.

As clients start to reduce the number of outside firms they employ, Mulcahy said that DLA Piper’s domestic and international platform will complement his practice focused on the advertising and entertainment industries. Mulcahy’s clients include broadcast and cable television networks, as well as film studios.

Mulcahy added that he was drawn to DLA Piper because the firm’s partners are well-regarded in the Los Angeles market, where in January the firm picked up partners from Holland & Knight and Mitchell Silberberg & Knupp. DLA Piper’s Los Angeles office got a dramatic boost last summer after the firm absorbed 60-lawyer local shop Liner LLP.

“As we continue to strategically expand in Los Angeles, adding Ben will allow us to strengthen our practice offerings for new and existing clients here and across the country,” said a statement from DLA Piper’s Los Angeles co-managing partner Stuart Liner. “He and Gina complement our media and entertainment capabilities well, and their skill set will be immediately beneficial.”

The New York-based Ilardi, who focuses her practice on counseling advertising, marketing and public relations agencies, said she was attracted to DLA Piper because of the investments the firm has made in the sports, media and entertainment space. Only a month ago, DLA Piper made two Los Angeles-based additions to that group after hiring former Perkins Coie media and entertainment litigation chair Michael Garfinkel and ex-Kelley Drye & Warren entertainment partner Miles Cooley.

As for Silicon Valley, where DLA Piper’s Palo Alto office currently has about 170 lawyers, the firm has brought back Thompson and Zolotorev from Feinberg Day in Menlo Park. DLA Piper’s IP and technology practice has more than 200 lawyers in the United States, and the 3,616-lawyer firm has added 73 lawyers to its patent, trademark and copyright group within the last four years, according to data compiled by ALM Intelligence. Earlier this month, DLA Piper brought on Buckley Sandler IP and technology partner R. David Whitaker in Chicago.

DLA Piper has also been growing elsewhere, adding Arnold & Porter Kaye Scholer real estate counsel Bruce Saber and partner Gerald Shepherd as a partner and counsel, respectively, this week in New York. Those hires come a few weeks after DLA Piper picked up Dentons litigation partners C. Michael Moore and Matthew Nickel in Dallas, where DLA Piper also recently raided Andrews Kurth Kenyon for employment partners Marc Katz and Isabel Crosby and litigation partner Rob Hoffman.

Internationally, DLA Piper has also been on an expansion spree, reeling in a three-partner tax team from Reed Smith in Paris and hiring three other corporate partners in Bogotá, Colombia. DLA Piper announced late Wednesday its acquisition of 60-lawyer Chilean shop Noguera, Larraín & Dulanto. That deal, which will go live on April 1, will see the combined firm operate in the South American country as DLA Piper BAZ NLD.



BAZ/ DLA Piper y NLD Abogados acuerdan su fusión

Las firmas de abogados chilenas **BAZ/ DLA Piper** y **NLD Abogados** han acordado llevar a cabo la fusión de sus entidades.

La integración, que está prevista que comience a ser efectiva a partir del próximo 1 de abril de 2018, y operará bajo el nombre de DLA Piper BAZ|NLD.



NLD and BAZ/DLA Piper to Merge

Chilean law firm, Noguera Larraín & Dulanto has announced its merger with BAZ/DLA Piper, one of the largest law firms worldwide with more than 5,000 lawyers in 40 countries

DLA Piper BAZ NLD will be the new name, under which operations will start on April, 1st and will be comprised of 11 partners and approximately 50 lawyers.

This merger will allow the firm to better address the growth in demand, both locally and from clients abroad by giving comprehensive advice on a wide range of practices, including project

finance, corporate governance, banking & finance, antitrust, capital markets, M&A and immigration law, among others. In addition, DLA Piper BAZ NLD will strengthen its reaching in the energy and mining sectors with a leading project finance practice and deep experience in delivering solutions to clients across all the infrastructure areas.

This is the latest in a slew of expansion moves by DLA Piper in LatAm and the Caribbean region in recent years. DLA Piper's have presence in: Colombia, Peru, Mexico, Puerto Rico and Brazil.