



### Marco Salgado

**Partner**

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Marco Salgado focuses on corporate and commercial law, mainly M&A, corporate governance and dispute resolution. Marco also serves as head of the Media, Sport and Entertainment practice in Chile.

Marco assists companies setting up their activities in the country. He has worked on both public and private M&A deals, advising Chilean and foreign companies. Marco has experience advising state-owned, public and private institutions on corporate governance matters. He is also active advising foreign and local clients in Media, Sport and Entertainment. He has acted as lead counsel in local and international commercial arbitration and judicial cases, appearing before local and foreign courts with proceedings executed both in Chile and abroad.

In addition to his work with the firm, Marco is a professor of Mergers and Acquisitions in the Chilean and international LL.M programs of Pontificia Universidad Católica de Chile (PUC) in Santiago de Chile, Chile and Ciudad de Guatemala, Guatemala. He has lectured on International Business Transactions at University of Miami School of Law. He is also a professor of Corporate Governance in the LL.M International Program of the PUC and at INIDEM Business Law School in Panamá City, Panamá and lectures on the topic for several postgraduate programs of the PUC.

Prior to working at DLA Piper (Chile), Marco gained experience working for several other firms in Chile and in Miami and in 2010 served as a Visiting Research Scholar at the University of Michigan School of Law. He is also a veteran of the Chilean Army, having served as a Legal Officer from 2003-2006.

- Corporate
- Mergers and Acquisitions

- Media, Sport and Entertainment

English Spanish

## LANGUAGES SPOKEN

- English
- Spanish

## Recognitions

- *The Legal 500 Latin America*  
2022 - Recommended, Chile Corporate and M&A  
2017-21 - Recommended, Chile Corporate and M&A (including Compliance)  
2019 - Recommended, Latin America: International Firms Corporate and M&A  
2017-18 - Recommended, Chile Dispute Resolution
- *Best Lawyers* (Corporate and M&A Law 2020 – 2021 - 2022)
- *Latin Lawyer 250* (Litigation 2019 – 2020 - Highly Recommended 2021)
- Latin Lawyer National (Litigation 2019 - 2020)

## Education

- Grotius Research Fellowship Recipient, University of Michigan 2010
- LL.M, Pontificia Universidad Católica de Chile 2006
- Licenciado en Ciencias Jurídicas y Sociales, Pontificia Universidad Católica de Chile 2003

## Memberships

- Chilean Bar Association (Colegio de Abogados de Chile A.G.)
- Lead Faculty of the PUC
- Academic Mentor, Law Without Walls Program, University of Miami Law School

## INSIGHTS

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### Publications

#### Using big data and AI to track ESG criteria: The LatAm experience

14 March 2022

*Panorama*

Today's investors need a comprehensive view of the potential material ESG issues facing their portfolio companies in order to meet regulatory requirements.

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### Events

#### Previous

##### Latin America International Arbitration Webinar Series 2020-2021

8 December 2020 | 12:00 - 1:00 CST

Latin America International Arbitration Webinar Series 2020-2021

Webinar

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## NEWS

### DLA Piper advises Innergex in US\$686 million acquisition of Aela Generación S.A. and Aela Energía SpA

9 February 2022

DLA Piper represented Innergex Renewable Energy Inc. (TSX: INE) on its agreement to acquire Aela Generación S.A. and Aela Energía SpA, a 332-megawatt portfolio of three newly built operating wind assets in Chile, for a purchase price of US\$686 million.

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### **DLA Piper advises Innergex on GBP506 million renewable energy acquisition**

9 February 2022

DLA Piper represented Innergex Renewable Energy Inc. on its agreement to acquire Aela Generación S.A. and Aela Energía SpA, a 332 MW portfolio of three newly built operating wind assets in Chile, for a purchase price of GBP506 million.

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### **DLA Piper receives 2021 LatAm Deal of the Year Award from *TTR* for representation of American Tower in its US\$1.1 billion acquisition of Telxius' telecommunications tower business**

28 January 2022

DLA Piper is pleased to announce that the firm received a 2021 LatAm Deal of the Year award from *Transactional Track Record (TTR)* in recognition of its representation of American Tower, a global REIT and leading independent owner, operator and developer of multitenant communications real estate, in its US\$1.1 billion acquisition of Telxius' telecommunications tower business.

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