



FLORES & ASSOCIATES

==== ATTORNEYS =====

CORPORATE AND TECHNOLOGICAL DEVELOPMENT

FLORES & ASSOCIATES

Executive Director



JOSÉ MIGUEL FLORES ACUÑA

Attorney, with bachelors' degrees in law and social sciences from the University of Concepcion (Universidad de Concepción), with more than 10 years of work and teaching experience in the areas of business law and intellectual property law, both in Chile and abroad.

DUTIES THAT ARE CURRENTLY PERFORMED

2004 TO DATE	FLORES & ASSOCIATES Director and Principal Associate
2005 TO DATE	GORDON RESEARCH CONFERENCE Vice-President of the Forum on the Transfer of Technology
2006	ICARE Member of the Circle of Management Innovation
2006	PRO-INNOVATION FORUM (FORO PRO-INNOVACIÓN) Member of the Commissions on Intellectual Property and Innovation Financing
1998 TO DATE	UNIVERSITY OF CONCEPCION (UNIVERSIDAD DE CONCEPCIÓN) Faculty Member of the Legal and Social Sciences Department Chair of Business Law Department (Undergraduate and Post-Graduate)
2006	BAYH DOLE 25 FOUNDATION (WASHINGTON D.C.) Board Member

Executive Director

JOSÉ MIGUEL FLORES ACUÑA

DIPLOMAS, DEGREES AND ACADEMIC AND PROFESSIONAL IMPROVEMENT

- Legal Research Department, Faculty of Legal and Social Sciences, University of Concepción (Universidad de Concepción), Concepcion, Chile. 1989 – 1993.
- Master's Degree in Business Law, received as first in class, University Pompeu Fabra (Universitat Pompeu Fabra), Barcelona, Spain. 1996-1997.
- Negotiation Course, presented by CMI International Group, in Foundation Chile (Fundación Chile), Santiago, Chile.
- Advanced Negotiation Workshop, presented by CMI International Group, sponsored by the Law Faculty, Harvard University, Boston.
- "Train the Trainer in Negotiation" Course, upon which certified as a Negotiation Trainer based upon the Harvard University Negotiation Model.
- Post-graduate certification in Intellectual Property, organized by the Japanese government, Tokyo, Japan. August 28 through October 4, 2002.

FLORES & ASSOCIATES

As a Forestry Consultancy

The law firm of Flores & Associates, as an institution or through its founder, Mr. José Miguel Flores Acuña, has provided consulting services to diverse businesses related to the forestry industry, among who are highlighted:

- **MININCO FORESTRY (FORESTAL MININCO):** Full-service consultancy through the law firm of Münzenmayer Attorneys (Münzenmayer Abogados), in which Mr. José Miguel Flores exercised the duty of Director of the Business Department.
- **LLAIMA FORESTRY (FORESTAL LLAIMA):** Full-service consultancy through the law firm of Flores & Associates.
- **ECO MANAGEMENT AND TRADING:** Full-service consultancy through the law firm of Flores & Associates.
- **FORESTRY CONSORTIUM GENÓMICA (CONSORCIO GENÓMICA FORESTAL):** Consulting services for the corporate bylaws and of the management of the company through the law firm of Flores & Associates.
- **BIOFOREST CORPORATION (BIOFOREST S.A.), ARAUCO GROUP:** Full-service consultancy in contractual and technological matters through the law firm of Flores & Associates.
- **LATIN EQUIPMENT, FORESTRY CONTRACTORS:** Full-service consultancy through the law firm of Flores & Associates.
- **MECFOR LIMITED, FORESTRY CONTRACTORS:** Full-service consultancy in contractual and technological matters through the law firm of Flores & Associates.
- **MAPEL INDUSTRIES (EMPRESAS MAPEL), FORESTRY CONTRACTORS:** Full-service consultancy in contractual and technological matters through the law firm of Flores & Associates.
- **MOBILE TECH CHILE CORPORATION (MOBILE TECH CHILE S.A), FORESTRY CONTRACTORS:** Full-service consultancy in contractual and technological matters through the law firm of Flores & Associates.

FLORES & ASSOCIATES

Full-Service Management of Technology

- **UNIVERSITY OF CONCEPCION (UNIVERSIDAD DE CONCEPCIÓN)**
Industrial Property Unit (2003-2006):
 - More than 60 applications for patents in the areas of Biology, Chemistry, Pharmaceuticals, Engineering, Biotechnology.
 - More than 75 commercial trademarks.
 - More than 25 copyrights.
 - More than 3 successful models in the Transfer of Technology.
- **BIOFOREST CORPORATION (BIOFOREST S.A.)**
 - Preparation of Technological Portfolio.
 - Implementation Plan for Technological Portfolio.
 - Consulting Services in Full-service Technological Management.
- **BIOSCIENCE FOUNDATION (FUNDACIÓN BIOCENCIA)**
 - Preparation of Contracts for the Transfer of Technology with the University of British Columbia, Canada.
- **MOBILE TELECOMMUNICATIONS CHILE CORPORATION (TELFÓNICO MÓVIL CHILE S.A.) "MOVISTAR"**
 - Diagnosis of contingencies related with Intellectual Property.
 - Preparation of Contractual Technology Policies.
- **ANTIOCH UNIVERSITY (UNIVERSIDAD DE ANTIOQUIA), Colombia**
 - Preparation in creation of the Technology Management Unit.
 - Preparation of coursework for Degree in Technology Management.
- **QUITOQUÍMICA LIMITED (QUITOQUÍMICA LTDA.)**
 - Consulting services in Technology Protection and Commerce based upon chitosan, a natural polymer derived from chitin found in the shells of crustaceans.
- **BIOINNOVATION (BIOINNOVATION)**
 - Consulting services in Technology Protection and Commerce in aquaculture matters.

- **MECFOR LIMITED (MECFOR LIMITADA)**
 - Consulting services in Protection and Patenting of industrial forestry machinery.
- **FORESTRY CONSORTIUM GENÓMICA (CONSORCIO GENÓMICA FORESTAL)**
 - Consulting services in definition and implementation of legal framework.
- **BIOSKIN BASED UPON QUITOSANO (BIOPIEL EN BASE A QUITOSANO)**
 - Scientific representation (Mexico) for the Transfer of Technology for an application for a patent.
- **GORDON RESEARCH CONFERENCES**
Technology Transfer in Biotechnology Forum.
 - Vice-Chair.
- **ICARE**
 - Member of the Management Innovation Circle.
- **PRO INNOVATION FORUM (FORO PRO INNOVACIÓN)**
 - Commissions on Intellectual Property and the Financing of Innovations.
- **BAYH DOLE 25 FOUNDATION, WASHINGTON D.C.**
 - Board Member.
- **METALMECHANICAL ARTICULATION NETWORK FOR THE BIO BIO REGION (RED DE ARTICULACIÓN METALMECÁNICA DE LA REGIÓN DEL BÍO BÍO)**
 - Consulting services in definition and implementation of legal framework.
- **FOUNDATION CHILE (FUNDACIÓN CHILE)**
 - Creation of more than 6 patentability studies.
 - Creation, presentation and processing of 2 patent applications; one in Chile and the other in Chile and Brazil.
 - Creation of the transference model for FCH and UTAL, which evolved into the creation of “OAC INGENIERÍA LTDA.”.
 - Registration of the trademark “Toresa”.
 - Registration of the software “Toresa”.
 - Consulting services in matters of the Protection and Commerce of Technology in negotiations with CELCO FORESTRY (FORESTAL CELCO) in Constitución, Chile as well as with CODELCO NORTH DIVISION (DIVISION CODELCO NORTE).

FLORES & ASOCIADOS **International Presence**

ASSOCIATION WITH FINSTON CONSULTING LLC, WASHINGTON D.C.

Flores & Associates entered into an association agreement with the North American company **Finston Consulting LLC.**, with offices in **Washington D.C.** This company specializes in offering Commercial Services, the International Transfer of Technology and of Intellectual Property, for both natural persons and corporations.

The agreement was signed by **Susan Finston**, who holds both a Doctorate in Jurisprudence and a Masters in Public Policy from the University of Michigan (1986) and a Bachelors of Science in Philosophy from the same university, and has more than 20 years of experience in the administration of public and legal policy in the United States and throughout the world.

In June, 2005, Susan Finston founded Finston Consulting LLC, which collaborates in the drafting of opinion articles for the Institute for Policy Innovation.

From 1999 to 2005, Finston worked for the Pharmaceutical Research and Manufacturers of America (PhRMA) as Vice President of Intellectual Property for East Africa and South Asia.

Web Site: www.finstonconsulting.com

E-Mail: info@finstonconsulting.com

Fono: 1.202.364.3566

Fax : 1.202.330.5550

FLORES & ASSOCIATES

International Presence

Through agreements with professional offices in France and the United States, Flores & Associates has representatives in two of the most important countries on the globe, which increases by a large scale the success of the business transactions of our clients being that we have direct sources in charge of the promotion and dissemination of their products.

ASSOCIATION WITH KENGAR BIOTECHNOLOGY CONSULTING, LYON, FRANCE

Flores & Associates and the French company, **KenGar Biotechnology Consulting**, which specializes in International Transfer of Technology of Life Sciences, to both natural persons and corporations, entered into an association agreement with the object of developing joint activities in the areas of Industrial and Intellectual Property and the Transfer of Technology.

The agreement was signed by its President, **Dr. Ben Prickril**, specialist in the Transfer of Technology, Lyon, France.

Dr. Prickril's principal areas of study are chemical research, bio medics and the transfer of Technology.

E-Mail: ben.prickril@gmail.com

Fono: 33-6-71122546

FLORES & ASOCIADOS

Our Company

DIAGNOSTIC

- As time goes by, the market is placing greater value on full-service consultancy to companies and natural persons as a means of improving their management of commercial and technological divisions and generating improvement from an organizational point of view. From this perspective, **FLORES & ASSOCIATES** has created a work plan that includes tools for strategic use in the development and growth of its business transactions.

VISION

- Our determination and professionalism are based upon maximizing our resources to better adapt ourselves to the needs of our clients and to become an industry leader southern Chile, and the world.
- **FLORES & ASSOCIATES** is a company born with the purpose of providing full-service consultancy to our clients including legal, commercial, tax, technological and organizational matters.

MISSION

- To implement full-service organizational strategies to companies and institutions. To achieve this objective, our professionals will concern themselves with becoming familiar with the needs and work habits of the clients.
- We characterize ourselves by the design of segmented consulting strategies in which the messages and tools will be chosen according to each given client and situation.
- To achieve this objective, we have a team of competent, highly experienced, multidisciplinary professionals that guarantees the success of our consultancy endeavours.

PROFILE

- Workgroup fitted to the individual needs of each client.
- Full operating and coordinating capacity.
- Full-service specialization in markets.

PHILOSOPHY

- Our Work Philosophy is based upon acting as Strategic Associates of our clients,
- Designing successful projects,
- Developing new ideas,
- Applying innovative methodologies,
- Providing quality services,
- Obligating ourselves to each Project, and
- Obtaining results.

METHODOLOGY

- Personalized attention given to each client.
- Direct and permanent relationship with each client according to their needs.
- Presentation of a Work Plan, with priority given to legal matters.

CREATION

- Legal Consultations
- Jointly detecting needs with the clients
- Design and Strategic Models
- Plans and Organizacional Structures
- Plans and Communication Systems

EXECUTION AND CONTROL

- Execution of actions
- Control and feedback with regard to objectives
- Evaluation of achievements

FLORES & ASSOCIATES

Areas of Services

1. Commercial Law

- Bylaws and functionality of corporations and associations
- Modification, transformation, merger and break-up of corporations
- Corporate restructuring
- Formation of holding companies
- Mercantile contracts
- Bankruptcy
- Credit titles: promissory notes, change orders, checks

2. Tax Law:

- Tax planning
- Income tax
- Sales tax

3. Labor Law:

- Individual and collective work contracts
- Collective negotiations
- Labor planning

4. Intellectual Property

- Trademarks
- Patents
- Utility models
- Industrial designs
- Vegetation varieties
- Confidentiality
- Copyright Law (software)
- Schematic layouts and integrated circuits
- Unfair competition

Areas of Service

5. Transfer of Technology

- License contracts
- Associations
- Joint ventures
- Franchises

6. Negotiation (Harvard Method)

- Preparation of negotiations
- Measurement of success
- Analysis of elements of negotiation

7. Litigation

- Civil
- Family
- Administrative
- Commercial
- Labor
- Tax
- Criminal

FLORES & ASOCIADOS

Clients Represented

- BIO INNOVATION
- BIOFOREST
- BRAVO Y MÉNDEZ
- CENTER FOR HIGH TECHNOLOGY (CENTRO DE ALTA TECNOLOGÍA (CEAT))
- GENÓMICA FORESTRY CONSORTIUM (CONSORCIO GENÓMICA FORESTAL: GRUPO ARAUCO, GRUPO CMPC, CEFOR S.A., FUNDACIÓN CHILE, UNIVERSIDAD DE CONCEPCIÓN)
- CONTEMPORA FACTORING
- ECO MANAGEMENT AND TRADING
- LLAIMA INDUSTRIES (EMPRESAS LLAIMA)
- MAPEL INDUSTRIES (EMPRESAS MAPEL)
- MAYBE INDUSTRIES (EMPRESAS MAYBE)
- EUROAMERICA INSURANCE AGENTS (EUROAMÉRICA CORREDORES DE SEGUROS)
- FOUNDATION CHILE (FUNDACIÓN CHILE)
- PROFESIONAL INSTITUTE CONCEPCION (INSTITUTO PROFESIONAL CONCEPCIÓN (IPROC))
- LATIN EQUIPMENT
- MECFOR
- MOBILE TECH CHILE CORPORATION (MOBILE TECH CHILE S.A.)
- MOBILE TELEPHONE CHILE CORPORATION (TELFÓNICO MÓVIL CHILE S.A. "MOVISTAR")
- PACIFIC CHEMICAL
- THE PORT O CORONEL (PORTUARIA CORONEL)
- METAL MECHANIC ARTICULATION NETWORK OF THE BIO BIO REGION (RED DE ARTICULACIÓN METAL MECÁNICA DE LA REGIÓN DEL BÍO BÍO (RAM BÍO BÍO))
- SIMACO LIMITED (SIMACO LIMITADA)
- SPM ENGINEERS LIMITED (SPM INGENIEROS LIMITADA)
- SUPERMARKETS PUJOL (SUPERMERCADOS PUJOL)
- ANTIOCH UNIVERSITY (UNIVERSIDAD DE ANTIOQUIA (MEDELLÍN, COLOMBIA))
- UNIVERSITY OF TARAPACA (UNIVERSIDAD DE TARAPACÁ)
- UNIVERSITY OF SAINT SEBASTIAN (UNIVERSIDAD SAN SEBASTIÁN)

FLORES & ASSOCIATES

Profesional Team

- ♥ ***José Miguel Flores Acuña, Attorney***
Specialist in Corporate Law and Intellectual Property Law
- ♥ ***Pablo Acevedo Álvarez, Attorney***
Specialist in Tax Law and Intellectual Property Law
- ♥ ***Paulo Figueroa Veloso, Attorney***
Specialist in Labour Law and Litigation
- ♥ ***Pablo Richard Videla, Attorney***
Specialist in Management Development, Projects and Litigation
- ♥ ***Lepoldo Carrasco Jashes, Attorney***
Contracts and Titles
- ♥ ***Claudio Flores Vega, Bachelor's Degree in Law***
Technological Development and Projects
- ♥ ***Roberto Darrigrandi Undurraga, Commercial Engineer***
Financial Consultant in business planning and appraisal of intangible assets
- ♥ ***Patricia Palacios Mackay, Attorney***
Contracts, Organizational and Procedural Development
- ♥ ***Cecil Flores Cáceres, Accountant***
Tax Consultant
- ♥ ***Günter Fullgraf Infante, Chemical Engineer***
Expert
- ♥ ***Alex Santander Araya, Biologist***
Expert
- ♥ ***Andrea Catalán Lobos, Industrial Civil Engineer***
Projects
- ♥ ***Carla Alarcón Quezada***
Public Relations
- ♥ ***Hugo Prieto Bustos***
Administration

FLORES & ASSOCIATES **Structure**

**JOSÉ MIGUEL
FLORES ACUÑA**
Executive Director

BUSINESSES
**TECHNOLOGICAL PROJECTS AND
INNOVATIONS**
PABLO ACEVEDO A.

Commercial Law
Tax Law
Intellectual Property Law
Transfer of Technology
Negotiation of Technological Development
Strategic Planning
Corporate Development
Competing Projects

LITIGATION
PAULO FIGUEROA V.


Civil Litigation
Commercial Litigation
Labour Litigation
Tax Litigation

ACCOUNTING
CECIL FLORES C.

Accounts Receivable
Balances
Taxes
Accounts Payable

FLORES & ASSOCIATES **Contact Information**

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