

TITULO: Carey opens office in Miami				
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Chilean **Elite** firm Carey has opened an office in Miami to target venture capital and start-up investment.

The firm announced the new office on 4 November. It will be led by M&A and capital markets partner Francisco Guzmán, who has relocated. The firm will not practise under Florida law.

In Miami, Carey will focus on work related to venture capital investment and start-ups, as well as family offices and investment funds.

In a press release, the firm states that "the purpose of the Miami Office is to serve as a bridge for clients, assisting them in their international investments and operations." It also says that it will continue to work with "US counsel for the local matters as has been the traditional practice of Carey."

Office head Guzmán, who is admitted to practise law in both Chile and New York, is the president of the Chilean Venture Capital Association. He is frequently visible on funding rounds for start-up companies. Back in August, Guzmán **advised** Chilean investor Manutara Ventures as it injected funds into local start-up Xeplin, while in June he **helped** biotech company Phage Technologies raise US\$30 million in an equity financing round.

Jaime Carey, the firm's managing partner, comments that "we believe that this will permit us to work closer with the law firms with whom we usually work, being able to refer them more clients and generate new opportunities to work together."

Miami is an important hub for Latin American businesses in the US, as well as for US investors with interests in the region. Miami, led by mayor Francis Suarez, is hoping to become a hub for tech companies, presenting itself as an alternative to California's Silicon Valley. Thanks to absence of state income tax in Florida, the city is seeing increased investment. In January, investor SoftBank launched the Miami Initiative, a US\$100 million funding commitment dedicated to supporting and building a community of tech start-ups in the Floridian capital.

Carey is the only Chilean **Elite** firm with an office in Miami. However, Latin Lawyer understands that **Recommended** firm Albagli Zaliasnik **opened** an outpost there in September.

Several Latin American firms have offices in the US, mostly in New York. Brazilian **Elite** firms Mattos Filho, Veiga Filho, Marrey Jr e Quiroga Advogados and Demarest Advogados are present there, and so are Argentine **Elite** firms Marval O'Farrell Mairal and Pérez Alati, Grondona, Benites & Arntsen (PAGBAM), among others. Back in 2018, Pinheiro Neto Advogados **opened** the doors to an office in Palo Alto, Silicon Valley.