

MILAGROS GÓMEZ SÁNCHEZ CANNANI

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PROFILE

- Recognized by the British organization The Legal 500 in its GC Powerlist Peru 2023
- Lawyer graduated from the Faculty of Law and Political Science at Universidad de Lima.
- Master's studies in Public Procurement at Universidad Peruana de Ciencias Aplicadas -UPC.
- Postgraduate studies in Administrative Law for Arbitrators, Arbitration in Public Procurement both from Pontificia Universidad Católica del Perú, State Contracting from Universidad ESAN, Compliance and Corporate Best Practices from Universidad del Pacífico, Civil Patrimonial Law from Universidad de Salamanca, España, and Business Law from McGill University, Canada.
- Expert in corporate, commercial, civil patrimonial, and compliance law, with a specialization in Public Contracting.
- More than 20 years of local and international professional experience in judicial, arbitral, and administrative defense, serving as Legal Director and Legal Manager in transnational companies such as Kraft Foods, Yanbal, Kimberly Clark, Backus, Toyota, and as Partner and Associate Lawyer in top-tier law firms such as Estudio Grau (now CMS Grau) and CPB Abogados.
- Member of top management, local and international executive committees, and Boards of Directors.
- Integrative leadership for the transformation of legal teams, incorporating a new mindset for managing legal risks with a commercial and compliance focus.
- Innovative leadership of multicultural teams to identify and develop professionals in challenging environments oriented to results, with focusing on prevention, creativity, and resolving critical situations.

EDUCATION

- UPC UNIVERSIDAD PERUANA DE CIENCIAS APLICADAS, Master's Studies in Public Procurement. 2023 (in progress).
- UNIVERSIDAD DE LIMA, Attorney at Law. 1996.
- UNIVERSIDAD DE LIMA, Bachelor in Law and Political Science. 1995.

POSTGRADUATE STUDIES

- CHARTERED INSTITUTE OF ARBITRATION - CAREERS IN ARBITRATION FORAGE – Alternative Dispute Resolution Job Simulation. 2023
- PUCP PONTIFICIA UNIVERSIDAD CATÓLICA DEL PERÚ, Arbitration in Public Procurement Program. 2023
- PUCP PONTIFICIA UNIVERSIDAD CATÓLICA DEL PERÚ, Administrative Law for Arbitrators Program. 2023
- NATIONAL SCHOOL OF COMPETITION AND INTELLECTUAL PROPERTY DEFENSE, Consumer Arbitration and Conflict Resolution. 2023
- UNIVERSIDAD ESAN, Specialization in Public Contracting. 2018
- UNIVERSIDAD DEL PACÍFICO, Specialization in Compliance and Corporate Best Practices 2017.
- UNIVERSIDAD DE SALAMANCA, Civil Law, Spain, 2004.
- MCGILL UNIVERSITY, Continuing Education Program - Business Law, Canada, 2001.
- MCGILL UNIVERSITY, Proficiency in English, Canada, 2001.
- ESAN, Accounting and Finance Program for Non-Specialists. 1999

PROFESSIONAL EXPERIENCE

ATTORNEY AT LAW/ARBITRATOR

(June 2023 – up to date)

TOYOTA DEL PERÚ S.A.

Legal & Administration Manager (2019- May 2023)

Leading company in the automotive sector.

Transversal and integral legal and compliance advice to the entire organization.

Administration Management responsible for occupational health and safety, maintenance and infrastructure, general services and security.

- Transformation and restructuring of the Administration Management + change of direction, achieving internal client recognition in safety, maintenance, general services, and security.

- Successful leadership to achieve a "win-win" agreement with the Peruvian authorities through direct negotiation in the partial expropriation of the company-owned property in Callao for the construction of Line 2 of the Lima Metro.
- Successful leadership in the development of various engineering studies, including detailed engineering studies for the construction of new warehouses, a logistics center, a new fire protection system, electrical panels, etc.
- Occupational Safety and Health: Leader and responsible for the Strategic Plan and Annual Occupational Safety and Health Program, including the development of action plans and monitoring compliance with indicators.
- COVID-19 Prevention: Leadership in the design, implementation, and monitoring of the COVID-19 Surveillance, Control, and Prevention Plan, ensuring the safety of employees and visitors.
- Occupational Hygiene: Leadership and responsibility for conducting occupational hygiene monitoring in the company, covering various aspects such as ergonomics and exposure to chemical, biological, and psychosocial risks.
- Transformation of the legal area by incorporating a new mindset into the team for managing legal risks with a commercial and compliance focus.
- Successful leadership in projects related to technology and telecommunications: e-Toyota, Toyota GPS, Telemetry, DMS, Hino Care, Kinto One, Kinto Share, among others, mitigating legal and reputational risks.
- Assumption and leadership of Government Affairs, designing/executing a new strategy with stakeholders, achieving recognition of hybrid vehicles as sustainable mobility.
- Leadership in the Integrity Committee, developing and implementing a new Code of Conduct and Whistleblower Channel, leading investigations, and strengthening a culture of compliance.
- Integrative leadership mitigating legal/reputational risks (0 impact for TDP) in regulatory and competition law matters through the identification and analysis of gaps.
- Leader and responsible for the company's judicial, arbitral, and administrative defense in civil patrimonial (contractual and extra-contractual liability), commercial, criminal, labor, etc., matters.
- Leader and responsible for conflict resolution applying Alternative Dispute Resolution Mechanisms (ADR) applying a "win-win" negotiation style with suppliers and clients of the company.

CPB ABOGADOS

Senior Partner (2018 –2019)

Law firm specializing in corporate, compliance, financial and corporate litigation matters. Integral consultant and advisor to national and foreign companies.

Responsible for the Corporate and IP areas (trademarks, consumer protection, unfair competition, free competition).

- Leader and responsible for providing legal support to a healthcare establishment, handling consumer claims.
- Leader and responsible for providing legal support in each and every consumer complaint filed before administrative authority (Indecopi), conducting legal risk assessments and defense.
- Restructuring of Corporate and IP (trademarks, consumer protection, unfair competition, free competition) areas, improving profitability by more than 50% in these areas.
- Leadership in the application of Alternative Dispute Resolution Mechanisms – negotiation – achieving agreements between two shareholders with irreconcilable disputes in companies (Peru/Ecuador) through negotiation and the execution of transactions and other contracts.

UNION DE CERVERCERÍAS PERUANAS BACKUS Y JOHNSTON

Peru Legal Manager (2018)

Leading company in the brewing market.

Transversal and integral legal advice to the entire organization, including 5 production plants, a malting plant, a mineral water plant and more than 40 distribution centers.

- Leader and responsible for providing legal support on regulatory issues (DIGESA) for import, manufacturing, and commercialization of products to mitigate health risks for consumers.
- Contribute with more than S/ 4MM through the successful management of projects and resolution of critical situations with zero economic and reputational impact.
- Successful leadership in organizing the legal department, developing a strategy, and establishing a control panel to set priorities for attention. Budget development/management for 2018.

- Leader and responsible for the judicial, arbitral, and administrative defense of the company in civil patrimonial matters (contractual and extra-contractual liability), commercial, criminal, labor, etc.
- Leader and responsible for conflict resolution applying Alternative Dispute Resolution Mechanisms (ADR) using a "win-win" negotiation style with suppliers and clients of the company.

KIMBERY CLARK PERU

Andean Legal & Corporate Affairs Director (2015 - 2018)

Leading company in mass consumer market (personal and family care products)
Transversal and integral legal and compliance advice and corporate affairs for Peru, Colombia, Ecuador, Bolivia y Venezuela business units. Support to Government Relations.

Comprehensive legal and compliance advisory for Peru, Colombia, Ecuador, Bolivia, and Venezuela, covering corporate affairs. Support for Government Relations.

- Contribution exceeding US\$ 9MM, according to the global value generation indicator, through successful project management and legal and corporate issue resolutions.
- Resolution of critical situations in Operations involving the development/application of regulatory plans and engagement with various stakeholders, resulting in zero reputational, financial, etc., impact.
- Leadership in the design and successful execution of a strategy for administrative processes (compliance) related to free competition in Andean countries.
- Direct and successful contribution to strengthening the culture of compliance at the Andean level.
- Leadership in social responsibility initiatives with stakeholders in Peru, creating a positive impact on the community and contributing over US\$ 100K in free press.
- Change of mindset within the Andean legal team to intelligently manage risks associated with advertising materials, through effective and challenging leadership.
- Leader and responsible for the judicial, arbitral, and administrative defense of the company in civil patrimonial matters (contractual and extra-contractual liability), commercial, criminal, labor, etc.

- Leader and responsible for conflict resolution applying Alternative Dispute Resolution Mechanisms (ADR) using a "win-win" negotiation style with suppliers and clients of the company.

UNIQUE S.A.

Legal Corporate Director (2015)

Associate Legal Director (2011-2014)

Leading multi-Latin company in the beauty and jewelry market.

Transversal and integral legal advice to the Corporation and business units for 10 countries in Latin America and Europe. Support to Regulatory Affairs.

- Legal advisory for the Corporation and Business Units across 10 countries in Latin America and Europe. Support for Communications and Regulatory Affairs.
- Strengthening of the reputational image by leading the Yanbal Seguro Project, in compliance with the Personal Data Protection Law, which also served as a corporate model.
- Mitigation of labor contingencies by creating a new procedure and providing training to staff in the outsourcing service contracting processes.
- Development and negotiation of a contract package with an international supplier, with an investment exceeding US\$ 5MM, to enhance and modernize the Corporation's digital commercial model.
- Integrative leadership that developed and trained a team of dedicated lawyers, achieving a 98% satisfaction rate in the department's work environment.
- Leader and responsible for the judicial, arbitral, and administrative defense of the company in civil patrimonial matters (contractual and extra-contractual liability), commercial, criminal, labor, etc.
- Leader and responsible for conflict resolution applying Alternative Dispute Resolution Mechanisms (ADR) using a "win-win" negotiation style with suppliers and clients of the company.

KRAFT FOODS PERÚ S.A. (today MONDELEZ)

Andean Legal Manager (2005-2015)

Leading company in mass consumer market (snacks).

Transversal and integral legal advice to Peru, Colombia, Ecuador, Bolivia and Venezuela business units.

- Comprehensive legal advisory in Peru, Colombia, Ecuador, Bolivia, and Venezuela.

- Organization and implementation of the legal advisory function, achieving, based on legal technical expertise, trust, and a culture of regulatory compliance within the organization.
- Leadership in the development and execution of the Cusco Project, involving the valuation of investment shares (>5MM shares) and their delisting from the BVL for subsequent redemption.
- Leader and responsible for legal support in the expansion of production lines at production plants.
- Member of the integration team in the acquisition of Cadbury in Peru and Bolivia, developing action plans to overcome the initial stages of this acquisition.
- Resolution of an internal critical situation (compliance), originating in Operations with zero economic/reputational/legal impact, meriting commendation from the regulatory entity (Indecopi - Consumer Protection) for its handling.
- Leader and responsible for the judicial, arbitral, and administrative defense of the company in civil patrimonial matters (contractual and extra-contractual liability), commercial, criminal, labor, etc.
- Leader and responsible for conflict resolution applying Alternative Dispute Resolution Mechanisms (ADR) using a "win-win" negotiation style with suppliers and clients of the company.

ESTUDIO GRAU ABOGADOS (today CMS GRAU)

Associate Lawyer (1996-2005)

Specialized firm in administrative, corporate, commercial, real estate, mining, environmental law, and conflict resolution. Comprehensive consultant and advisor for both national and foreign companies. Practice areas: Corporate Law, Administrative Law, Civil Law, Commercial Law, Real Estate Law.

RECOGNITION & AWARDS

- Recognized by The Legal 500 as one of the most influential "in house counsel" in the region. 2023
- Ranking Top 1 (First Place) in Postgraduate studies in Compliance and Corporate Best Practice at Universidad del Pacifico.
- LIMA BAR ASSOCIATION, Licensed attorney. 1996.

AFFILIATIONS

- Registry of Arbitrators at the Center for Analysis and Resolution of Conflicts (CARC) of Pontificia Universidad Católica del Perú.
- Registry of Arbitrators at the Arbitration and Dispute Resolution Center Ankawa Internacional (CARD-AI).
- Registry of Arbitrators at the International Arbitration Center of the Belgium-Luxembourg Chamber of Commerce in Peru (CIABLP).
- Registry of Arbitrators at the National Center for Dispute Resolution – CENARD.
- Registry of Arbitrators at the Arbitration Center of the National Superintendence of Health (SUSALUD) – CECONAR.
- Member of the Latin-American Association of Arbitration ALARB.
- Member of the Spanish Ibero-American Arbitration Club (CEIA).
- Member of the international organization "Arbitral Women."
- Member of the ICC – ADR – Arbitration - Inhouse Peru Subcommittee.

OTHER ACTIVITIES

- Speaker at national and international conferences on arbitration, public procurement, business, women, compliance and human rights.
- Author of articles published in specialized journals.