



# SOFÍA ZÚÑIGA

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## SPECIAL COUNSEL

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**Sofia** is Special Counsel in the San Jose office. She has more than 15 years of law practice experience in the United States, the Dominican Republic, and Costa Rica. She specializes in the practice areas of Public Law, Public Procurement & Regulation; Telecommunications, Media & Technology; Energy & Infrastructure, and Real Estate & Hospitality.

In Public Law, Public Procurement & Regulation, Sofia provides advice to companies, public and private, transnational and national, and contractors of the State or regulatory authorities in multiple industries, in contracting, administrative procedures, contentious-administrative processes, and related adjudications.

In the practice of Telecommunications, Media & Technology, she advises telecommunications operators and service providers from the grant of a telecommunications license up to a wide range of complex day-to-day matters, strategic improvement, public policy, and compliance of regulatory standards, as well as mergers, acquisitions and the purchase of assets of telecommunications operators and service providers. Additionally, Sofia advises clients in disruptive technology, and technology companies that penetrate convergence services and other telecommunications services, in the most challenging grey line between the regulated and non-regulated. In addition, she has advised public companies and regulatory authorities on matters of policy and regulatory reform.

In Energy & Infrastructure, she advises companies on day-to-day regulatory matters and transactions, as well as matters of public policy.

Within the practice of Real Estate & Hospitality, her expertise includes advising companies and investment funds in sophisticated international real estate transactions, in multiple jurisdictions in Latin America, as well as the United States, including financing, joint ventures, agreements between shareholders, purchases, leases, and projects of an industrial, commercial, hotel or residential nature, from the initial stage of due diligence through the project's structuring and closing.

She is recognized for publishing articles in her career areas and her participation in different committees in UCCAEP, AmCham, MIDEPLAN, and INFOCOM. In addition, she has been a panelist at conferences and panels around the world and is a founding member of the Ibero-American Association of Economic Regulation in Costa Rica, as well as Costa Rica's Harvard - MIT Club. She was invited to the first call of Break Out Sessions, Expo IT COMM 2018, made up of authorities, professionals, and experts from institutions to present a proposal to improve the telecommunications sector with a view to a digital solution in Costa Rica.

Before joining the BLP team as Special Counsel in 2018, she was a Legal and Business Advice Partner of the Dominican Republic and Costa Rica, Associate at Batalla Abogados in Costa Rica, and an associate at Mayer Brown LLP in Chicago. She has also served as an Assistant Professor at the University of Costa Rica and as an Instructor at the Harvard Law School.

### PRACTICE AREAS

- Public Law, Public Procurement & Regulation
- Telecommunications, Media and Technology
- Real Estate & Hospitality
- Energy & Infrastructure

### RECOGNITIONS

- Recommended as LACCA Approved by the in-house lawyers consulted by LACCA, for several consecutive years

### ACCREDITATIONS

#### Education

- Master in Law of Regulation, Harvard Law School, United States, 2007
- Law degree with honors, Universidad de Costa Rica, 2003

#### Languages

- Spanish
- English
- French
- Portuguese

### ASSOCIATIONS AND AFFILIATIONS

- **Ibero-american Association of Economic Regulation in Costa Rica:** Founding member
- **Harvard-MIT Club Costa Rica:** Founding member