



# Alexandra Aguilar

## **PARTNER**

"Alexandra Aguilar has in-depth knowledge and experience. Active listening, analysis and solution of complex problems, as well as respect and confidentiality, are its main characteristics."

**Legal 500**

### ABOUT

Alexandra Aguilar, partner at BLP in San José, Costa Rica, specializes in Labor & Employment law. She has extensive experience advising domestic and international companies on labor matters, including prevention, workforce planning, internal structuring, compensation schemes, litigation, internal audits, and training programs, among others. She coordinates regional labor advisory services and leads labor due diligence processes for foreign companies. Alexandra is a certified private mediator and a university professor. She joined BLP in 2014, was promoted to Director, and was appointed Partner in 2025. Prior to joining BLP, she served as Legal and Human Resources Manager at Informatech, as Legal Advisor at Human Capital, and a lawyer at the Costa Rican Therapists' Association.

### EXPERIENCE

#### **BLP advised CMI on the acquisition of Corporación AUG in Costa Rica.**

This sweeping transaction involved a series of critical stages and a diverse group of sellers, marking a significant milestone for CMI in the country following the devastating fire at its plant in early 2023.

#### **Global life science ingredients distributor Acquires DIVSA in Central America.**

BLP advised Barentz International on the acquisition of 100% of the shares of Distribuciones Industriales Variadas, S.A. (DIVSA) in a significant transaction involving eight jurisdictions.

#### **Cementos Progreso is expanding its presence in Central America.**

BLP has advised Cementos Progreso Holdings, S.L. on the \$335 million acquisition of assets from Cemex, S.A.B of C.V. in Costa Rica and El Salvador. The acquisition includes a cement plant, a cement mill, various ready-mix concrete plants, an aggregates quarry, and distribution centers in Costa Rica and El Salvador. The transaction bolsters Cementos Progreso's expansion in Central America, consolidating operations in seven countries.

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#### **PRACTICE AREAS**

- Labor & Employment

#### **ACCREDITATIONS**

##### **Education**

- Law degree, Universidad de Costa Rica, Costa Rica, 2011
- Notary Public, Ulacit, 2013

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### EXPERIENCE

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**Laboratorios Saval's entry into the pharmaceutical market in Costa Rica.**

BLP advised Saval throughout the acquisition process of Laboratorios Stein's operations in Costa Rica, including the performance of due diligence, the structuring of the transaction, the negotiation of the purchase agreement and ancillary contracts, and the entry of Saval into the Costa Rican market through the obtention of the applicable permits and the hiring of 170 employees.

**AkzoNobel completes Grupo Orbis acquisition.**

BLP advised the seller, Grupo Orbis (Pintuco), on this regionally impactful transaction, employing attorneys from our offices in Costa Rica, Nicaragua, Honduras, El Salvador, and Guatemala, coordinating with lawyers in Panama, and conducting due diligence in the jurisdictions of Central America.

**BLP advised Marsh McLennan, the largest insurance brokerage firm in the world.**

BLP advised on all aspects of the transaction, including due diligence, contract drafting and negotiation, regulatory filings and approvals, closing, etc.

**Aliaxis implements new regional employment policies.**

BLP assisted Aliaxis in analyzing and implementing regional employment policies that impacted more than eight countries in Latin America and the structure of the company, with hundreds of employees in the region.

**Regional advice Microsoft for LATAM and Caribbean.**

BLP provides legal advice on labor matters, including day-to-day issues and complex matters spanning various jurisdictions.

### LANGUAGES

- Spanish
- English

### ASSOCIATIONS & AFFILIATIONS

- Costa Rica Bar Association: Member
- Employment Law Alliance
- International Bar Association: Member