



Eduardo Calderón

PARTNER

"Eduardo Calderón has extensive knowledge of the legal system as well as the industry. He always looks for strategic and innovative solutions".
Chambers and Partners

ABOUT

BLP Partner Eduardo Calderón leads mergers and acquisitions transactions, standing out in real estate projects in coastal and urban areas. While directing work for BLP in Central America, he collaborates with international law firms. He is an expert in representing multi-national banks and underwriters of Costa Rican government sovereign bonds in foreign markets. His expertise covers regulation, asset acquisition, media financing, and dispute resolution in TMT. He is honored for his negotiating skills and efficient team management. During his term as the Costa Rican Bar Association president, he implemented the incorporation exam, raising professional quality. As the founder and first president of the Foundation Yo puedo, ¿Y vos?, he championed the educational and labor inclusion of people with Down Syndrome in Central America.

EXPERIENCE

First digital bond for digital infrastructure in Central America.

Counseled IDB Invest as lender and Liberty as issuer/sponsor in the international issuance of a sustainability-linked bond (SLB) as part of a \$450 million financing package to increase digital access and broadband quality in Costa Rica.

Moody's entry into Central America.

BLP is a leading advisor to Moody's on acquiring SC Riesgo's operations in Central America, involving all related aspects of the transaction.

Uber: the highest profile legal matter in the region.

BLP represents UBER in its operations and progressive incursion into Central America.

Issuance of Eurobonds by the Republic of Costa Rica.

BLP acted as local advisor to the group of banks led by Santander US Capital Markets LLC and J.P. Morgan Securities LLC, which acted as initial buyers and joint administrators, in the issuance of bonds in foreign currency by the Republic of Costa Rica for \$1.5 billion with a yield of 6.55% and a maturity in 2034.

Loan facility of \$225 million to Establishment Labs in Costa Rica.

The firm advises Oaktree Capital Management on all aspects related to the transaction, including its closing. Oaktree is a leader among global investment managers specializing in alternative investments.

Key acquisition in the Telecommunications sector in the region.

BLP provided advice to Transtelco Holding Inc. on acquiring Neutrona Networks International, a network services provider spanning Latin America and the Caribbean with an international presence in the United States, Europe, and Asia.

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📍 Costa Rica

PRACTICE AREAS

- Business Law
- Real Estate & Hospitality
- Telecommunications, Media & Technology (TMT)

ACCREDITATIONS

Education

- LLM, Columbia Law School, United States, 2002.
- Executive Program "Legal Aspects of International Businesses," Central American Institute of Business Administration (INCAE), Costa Rica, 2000.
- Law degree, Universidad de Costa Rica, 1998.

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EXPERIENCE

Residential real estate development project to be developed in Guanacaste.

Legal advisor to Discovery Land Company in Costa Rica for the real estate and corporate structuring of the sustainable residential real estate development project to be developed in Guanacaste, known as Zapotal Beach and Golf Club.

Developers 506 seeks to develop an ambitious gated community on the beach.

BLP advises Developers 506, a major local green developer, on an ambitious Beach Gated Community (MISTICO) concept on 110 hectares of titled beachfront property in Central Pacific Hermosa Beach.

Real estate purchase in a coastal area of Costa Rica to develop a hotel to be part of Nayara Resorts. Nayara Resorts is a collection of six luxury hotels, including three in Costa Rica, two in Chile, and one in Panamá. BLP has advised the client on real estate, corporate, and tax matters with the hotels in Costa Rica. In addition, BLP advised the client on the negotiation and execution of a franchise agreement with Bocas Bali to convert the hotel to Nayara Bocas del Toro.

Cogent's entry into Costa Rica.

Cogent, a Tier 1 provider of internet services, begins operations in Costa Rica. The client has hired BLP as its local advisor for all legal matters of its operation in the country.

BLP advised the world's second-largest salmon farmer.

BLP has advised Chilean company Agrosuper and its subsidiary, Empresas Aquachile S.A., on selling Grupo ACI S.A. to Industrias Martec (one of the largest marine fish processing and mariculture companies in Central America). The sale of Grupo ACI involves the indirect transfer of three Costa Rican operating subsidiaries and one U.S. entity.

BLP advised Liberty Telecomunicaciones de Costa Rica LY, S.A. on the development of projects funded by the National Telecommunications Fund ("FONATEL" by its Spanish acronym) to provide access in rural non-profitable communities, which successfully reached rentability in the short term through creative market strategies. BLP has advised on certain day-to-day corporate and regulatory matters.

Acquisition of the iconic Tabacón Thermal Resort & Spa in Costa Rica. BLP advised the shareholders of Inversiones Turísticas Arenal S.A., owner of the renowned Tabacón Thermal Resort & Spa located in La Fortuna, Alajuela, on the sale of 100% of the company's shares to Pursuit Attractions and Hospitality, Inc. This transaction marks the entry of a new institutional player into Costa Rica's tourism sector, reinforcing confidence in the country as a top-tier destination for international investment.

RECOGNITIONS

- Recognized in the practices of Real Estate, Corporate/M & A, and Telecommunications by Chambers & Partners
- Recognized as a Highly Regarded Lawyer by IFLR 1000
- Recognized as a Leading Lawyer by Who's Who Legal
- Recognized as LACCA Approved by the inhouse lawyers consulted by the Latin American Corporate Counsel Association

LANGUAGES

- Spanish
- English

ASSOCIATIONS & AFFILIATIONS

- New York State Bar Association: Co-President of the International Section Costa Rica Chapter.
- International Bar Association (IBA): Member.
- BritishCosta Rican Chamber of Commerce (BritCham): Member.
- Infocomunication and Technology Chamber of Costa Rica (INFOCOM) Member.
- Fundación Yo Puedo, ¿Y Vos?: Founding member and First President.
- Costa Rican Bar Association.
- Young Presidents' Organization (YPO): Former Board Member and Learning Officer (2023), and Assistant Learning Officer (2022).
- Young Presidents' Organization (YPO): Member.