



Luis Ortiz

PARTNER

"He is very experienced. He handles the legal aspects very well, but also the situation of the country. He gives a strategic vision."

Chambers and Partners

ABOUT

Luis Ortiz is a Partner at BLP, leading the practices of Public Law, Administrative Procurement & Economic Regulation, Energy & Infrastructure, and Telecommunications, Media & Technology, while also excelling in litigation and arbitration. With over 20 years of experience, he advises on governmental affairs, public tenders, state acquisitions, and is recognized for his expertise in Administrative and Constitutional Law. He has been distinguished by Latin Lawyer and Chambers & Partners. His academic dedication and role as a professor and author of over ten books are unique among practicing attorneys. He joined BLP in 2006 and was appointed partner in 2010.

EXPERIENCE

Counsel to Laboratorios Saval in gaining entry into Costa Rica's pharmaceutical market. BLP advised Saval throughout the acquisition process of the operations of Laboratorios Stein in Costa Rica, including the execution 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.

The first issuance of international and local bonds for infrastructure financing in Costa Rica. The BLP team advised Autopistas del Sol, a subsidiary of Globalvía, on issuing senior secured notes in international markets for \$300 million and \$50.75 million within local markets, the first time an infrastructure company has issued international and local bonds simultaneously in Costa Rica.

The modernization of Puerto Caldera.

INCOP has retained the International Finance Corporation for structuring and bidding new concessions to an experienced private port operator responsible for designing, financing, and building new infrastructure, investing in new equipment, and operating and maintaining the Caldera Port. The tender must comply with the Costa Rica General Concession Law for Public Works with Public Services. The Caldera Port is Costa Rica's primary port on the Pacific Ocean. BLP advised during the structuring and tendering phases of the transaction.

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📍 Costa Rica

PRACTICE AREAS

- Public Law, Public Procurement & Regulation
- Energy & Infrastructure
- Telecommunications, Media & Technology

ACCREDITATIONS

Education

- Diploma in Regulation, London School of Economics, UK, 2019.
- Diploma in Regulation and Competition, Universidad de Valladolid, Spain, 2016.
- Diploma in Regulation, Federal Commission for Regulatory Improvement of Mexico, 2012.
- Diploma in Business Administration for Lawyers, Central American Institute of Business Administration (INCAE), Costa Rica, 2011.
- Graduate in Administrative Law, Economic Regulation and Public Services, Universidad de Salamanca, Spain, 2007.
- Doctorate Program in Law, Ibero-American Public Law Program.
- Master in Internal Public Law, Universidad Carlos III, Madrid, in partnership with Universidad Autónoma de Centroamérica, Costa Rica, 2004.
- Law degree, Universidad Autónoma de Centroamérica, Costa Rica, 2000.

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EXPERIENCE

The first infrastructure financing in Costa Rica using international and domestic bonds.

The BLP team advised Autopistas del Sol, a subsidiary of Globalvía, on issuing senior secured notes in world markets for \$300 million and notes of \$50.75 million within local markets, marking the first simultaneous issuance in Costa Rica by an infrastructure-building company of both international and local bonds.

SIEMENS Healthcare. BLP is SIEMENS' public procurement adviser in all public bids in which Siemens Healthcare participates.

BLP has been advising the client in its public contracts with government entities for over ten years with great success.

Infrastructure project financing and servicing

BLP is public law counsel to CABEL in a contract with the Costa Rica Government to finance, procure, construct, lease, and transfer government buildings.

BLP advises on the highest-profile legal case in the region.

BLP represents UBER in its operations and progressive incursion into the Central American market, successfully handling its affairs before Public Services Agencies, National Transportation Councils, Constitutional Chambers, Administrative Jurisdictions, and other government and judicial entities in all five countries. The operation of UBER in Central America remains, to date, the most high-profile legal issue in the region.

Historical intervention in Costa Rica.

The proficiency of BLP in financial analysis was employed by the audit board of the National Institute for the Promotion of Cooperatives (INFOCOOP), being one of the only two interventions of its kind in national history.

RECOGNITIONS

- Recognized in the practices of Projects, Public Law, and Telecommunications, Media & Technology by Chambers & Partners
- Listed 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 (LACCA)

LANGUAGES

- Spanish
- English

ASSOCIATIONS & AFFILIATIONS

- IberoAmerican Center of Arbitration (CIAR): Expert Arbitrator
- IberoAmerican Association for Regulation Studies (ASIER): President
- Member of the Board of the Costa Rica Association of Scientific Procedural Law
- Chamber of Banks and Financial Institutions of Costa Rica: External legal counsel
- Chamber of Investment Funds (CAFI): Former Comptroller
- Costa Rica Bar Association: Co-coordinator of the Administrative Law Commission
- Costa Rican Association of Regulation Studies: President
- Administrative, Environmental and Administrative Law Studies Center based in the Faculty of Law of the University of Sao Paulo: Member
- Infocommunication and Technology Chamber of Costa Rica (INFOCOM): Member of Broadband Commissions and Training
- Costa Rica Union of Chambers and Associations of the Private Business Sector (UCCAEP): Member of the Public Works Commission
- Costa Rican Chamber of Construction: Member of the Commission for the Drafting of the Regulation of Public-Private Partnerships
- University of International Cooperation (UCI): Certified Arbitrator